WABASH™

WNC
LISTED
NYSE

Fourth Quarter 2024 Earnings Release

Changing How the World Reaches You®

January 29, 2025

Safe Harbor Statement & Non-GAAP Financial Measures

This presentation contains certain forward-looking statements as defined by the Private Securities Litigation Reform Act of 1995. Forward-looking statements convey Wabash National Corporation's (the "Company") current expectations or forecasts of future events. All statements contained in this presentation other than statements of historical fact are forward-looking statements. These forward-looking statements include, among other things, all statements regarding the Company's outlook for trailer and truck body shipments, backlog, expectations regarding demand levels for trailers, truck bodies, non-trailer equipment and our other diversified product offerings, pricing, profitability and earnings, cash flow and liquidity, opportunity to capture higher margin sales, new product innovations, our growth and diversification strategies, our expectations for improved financial performance during the course of the year and our expectations with regards to capital allocation. These and the Company's other forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those implied by the forward-looking statements. Without limitation, these risks and uncertainties include the Missouri product liability action and the unfavorable jury verdict, the highly cyclical nature of our business, uncertain economic conditions including the possibility that customer demand may not meet our expectations, our backlog may not reflect future sales of our products, increased competition, reliance on certain customers and corporate partnerships, risks of customer pick-up delays, shortages and costs of raw materials including the impact of tariffs or other international trade developments, risks in implementing and sustaining improvements in the Company's manufacturing operations and cost containment, dependence on industry trends and timing, supplier constraints, labor costs and availability, customer acceptance of and reactions to pricing changes, costs of indebtedness, and our ability to execute on our long-term strategic plan. Readers should review and consider the various disclosures made by the Company in this presentation and in the Company's reports to its stockholders and periodic reports on Forms 10-K and 10-Q.

We cannot give assurance that the expectations reflected in our forward-looking statements will prove to be correct. Our actual results could differ materially from those anticipated in these forward-looking statements. All written and oral forward-looking statements attributable to us are expressly qualified in their entirety by the factors we disclose that could cause our actual results to differ materially from our expectations.

In addition to disclosing financial results calculated in accordance with United States generally accepted accounting principles (GAAP), the financial information included in this release contains non-GAAP financial measures, including adjusted EBITDA, free cash flow, adjusted operating income and margin, adjusted net income attributable to common stockholders, adjusted diluted earnings per share, adjusted segment EBITDA, and adjusted segment EBITDA margin. These non-GAAP measures should not be considered a substitute for, or superior to, financial measures and results calculated in accordance with GAAP, including net (loss) income, and reconciliations to GAAP financial statements should be carefully evaluated.

Adjusted EBITDA includes noncontrolling interest & excludes loss from unconsolidated entity and is defined as earnings before interest, taxes, depreciation, amortization, stock-based compensation, the Missouri legal matter, impairment and other, net, and other non-operating income and expense. Management believes providing adjusted EBITDA is useful for investors to understand the Company's performance and results of operations period to period with the exclusion of the items identified above. Management believes the presentation of adjusted EBITDA, when combined with the GAAP presentations of operating (loss) income and net (loss) income, is beneficial to an investor's understanding of the Company's operating performance. A reconciliation of adjusted EBITDA to net (loss) income, the most comparable GAAP financial measure, is included in the tables following this release.

Free cash flow is defined as net cash provided by operating activities minus cash payments for capital expenditures minus expenditures for revenue generating assets. Management believes providing free cash flow is useful for investors to understand the Company's performance and results of cash generation period to period with the exclusion of the item identified above. Management believes the presentation of free cash flow, when combined with the GAAP presentations of cash provided by operating activities, is beneficial to an investor's understanding of the Company's operating performance. A reconciliation of free cash flow to cash provided by operating activities, the most comparable GAAP financial measure, is included in the tables following this release.

Adjusted operating income (loss) and margin, non-GAAP financial measures, exclude certain costs, expenses, other charges, gains or income that are included in the determination of operating income (loss) under U.S. GAAP, but that management would not consider important in evaluating the quality of the Company's operating results as they are not indicative of the Company's core operating results or may obscure trends useful in evaluating the Company's continuing activities. Accordingly, the Company presents adjusted operating income (loss) and margin excluding these special items to help investors evaluate our operating performance and trends in our business consistent with how management evaluates such performance and trends. Further, the Company presents adjusted operating income (loss) and margin to provide investors with a better understanding of the Company's view of our results as compared to prior periods. Adjusted operating income (loss) margin is calculated by dividing adjusted operating income (loss) by total net sales. A reconciliation of adjusted operating income (loss) to operating income (loss), the most comparable GAAP financial measure, is included in the tables following this release.

Adjusted net (loss) income attributable to common stockholders and adjusted diluted earnings per share reflect an adjustment for the Missouri legal matter and the related tax effect of that adjustment. Management believes providing adjusted measures and excluding certain items facilitates comparisons to the Company's prior year periods and, when combined with the GAAP presentation of net (loss) income and diluted net (loss) income per share, is beneficial to an investor's understanding of the Company's performance. A reconciliation of adjusted net (loss) income attributable to common stockholders and adjusted diluted (loss) earnings per share to net (loss) income attributable to common stockholders and diluted (loss) earnings per share, the most comparable GAAP financial measures, are included in the tables following this release.

Adjusted segment EBITDA and margin, a non-GAAP financial measure, includes noncontrolling interest & excludes loss from unconsolidated entity and is calculated by adding back segment depreciation and amortization expense to segment operating income, and excludes certain costs, expenses, other charges, gains or income that are included in the determination of operating income under GAAP, but that management would not consider important in evaluating the quality of the Company's segment operating results as they are not indicative of each segment's core operating results or may obscure trends useful in evaluating the segment's continuing activities. Adjusted segment EBITDA Margin is calculated by dividing Adjusted segment EBITDA by segment total net sales. A reconciliation of adjusted segment EBITDA to income from operations, the most comparable GAAP financial measure, is included in the tables following this release.

Information reconciling any forward-looking Adjusted EBITDA, Adjusted Operating Income, Adjusted Operating Income Margin, Free Cash Flow, Adjusted EBITDA Margin, and Adjusted EPS to GAAP financial measures is unavailable to us without unreasonable effort. We cannot provide reconciliations of the above noted forward looking non-GAAP measures to GAAP financial measures because certain items required for such reconciliations are outside of our control and/or cannot be reasonably predicted. Preparation of such reconciliations would require a forward-looking balance sheet, statement of income and statement of cash flows, prepared in accordance with GAAP, and such forward-looking financial statements are unavailable to us without unreasonable effort.

CEO Highlights

1. **Wabash Demonstrated Improved Resilience During Freight Down-cycle in 2024 with Sales of $1.95B and Adjusted EPS of $1.22**

2. **Collaborating Across Our Ecosystem to Leverage Wabash's Competency as an Integrator Produces Early Customer Value Wins**

3. **Key Leadership Additions Completed to Drive Culture and Realize Our Strategic Path Forward**

4. **Orders Likely to Flow Throughout the Year; Different to Normal Seasonality. Total Backlog of $1.2B ending Q4.**

5. **Initiating 2025 EPS Outlook with range of $0.85 to $1.05; Midpoint $0.95**



Changing How the World Reaches You®

WABASH™

Q4 2024 Consolidated Financial Performance

Revenue	$417M
Operating Income	$3.6M
Operating Margin	0.9%
Net Loss Attributable to Common Stockholders	$(1.0)M
Diluted EPS Attributable to Common Stockholders	$(0.02)

New Shipments



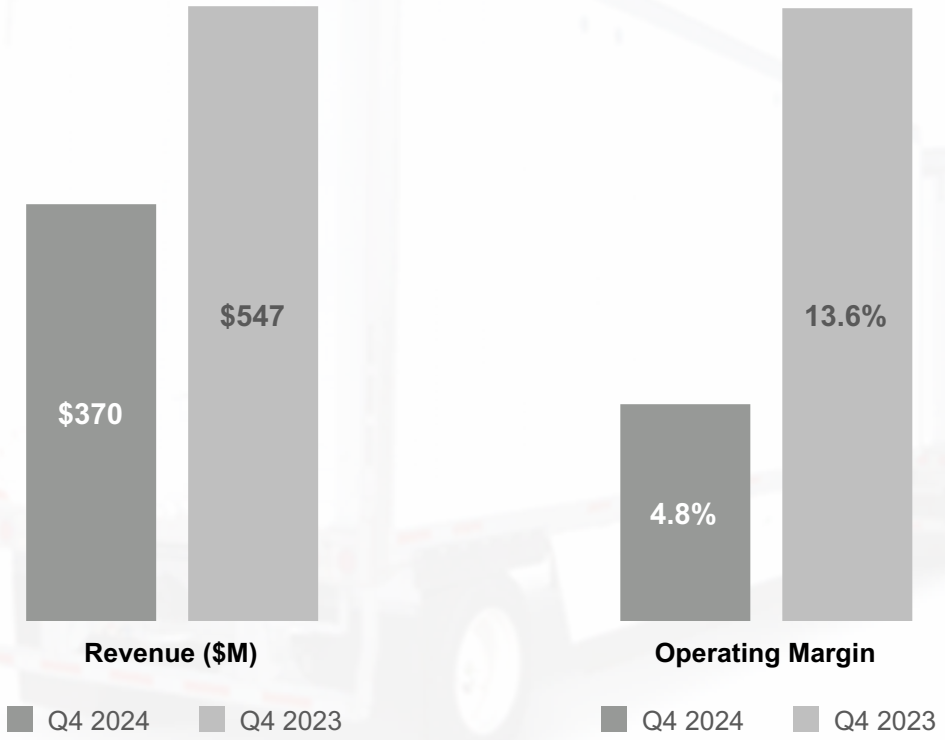
6,770 Trailers



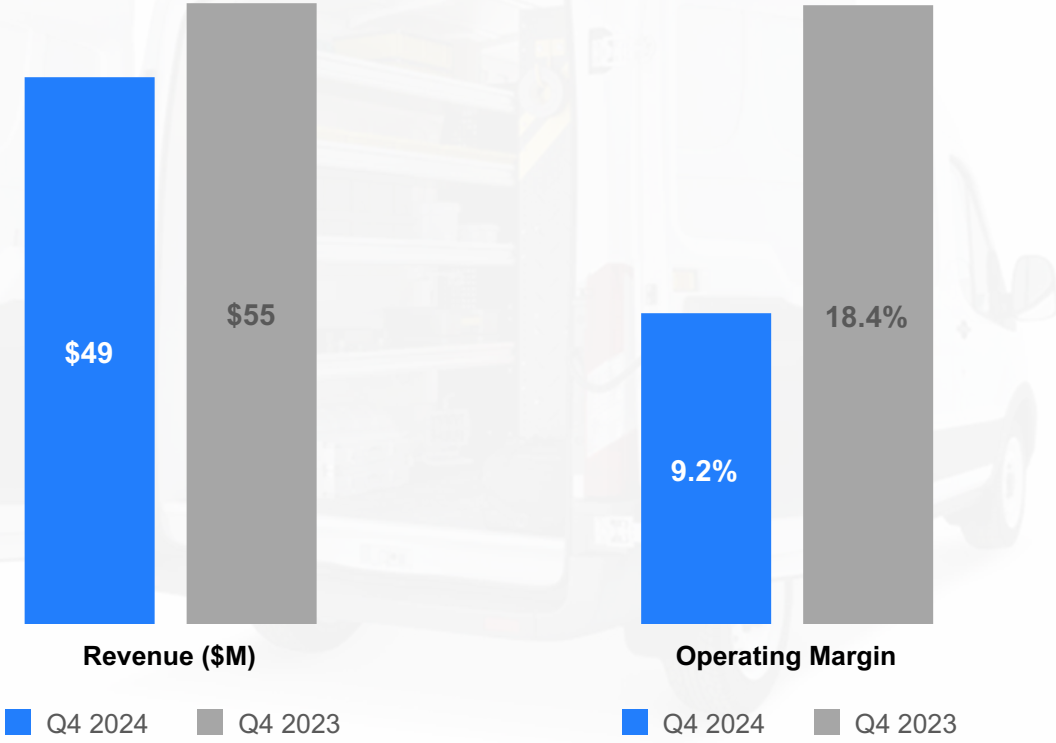
3,010 Truck Bodies

Q4 2024 Segment Financial Performance

Transportation Solutions



Parts & Services



WABASH™

Cash Flow & Capital Allocation Summary

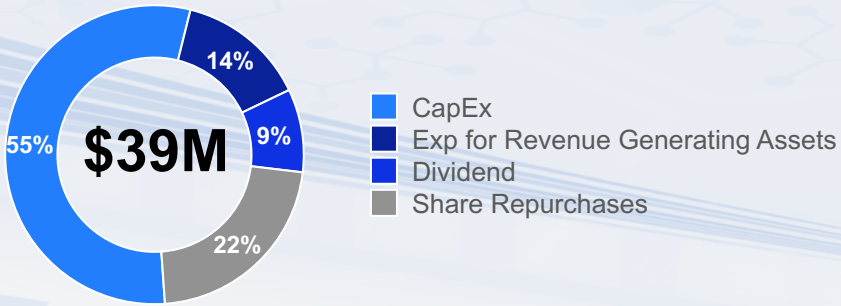
- Strong year-to-date Operating Cash Flow aided by more efficient working capital levels

Cash Flow

($M)	Q4 2024	Q4 2023
Net cash provided by operating activities	$80.9	$115.0
Cash payments for capital expenditures	$(21.3)	$(13.0)
Expenditures for revenue generating assets	$(5.5)	$(1.7)
Free Cash Flow[1]	$54.0	$100.3

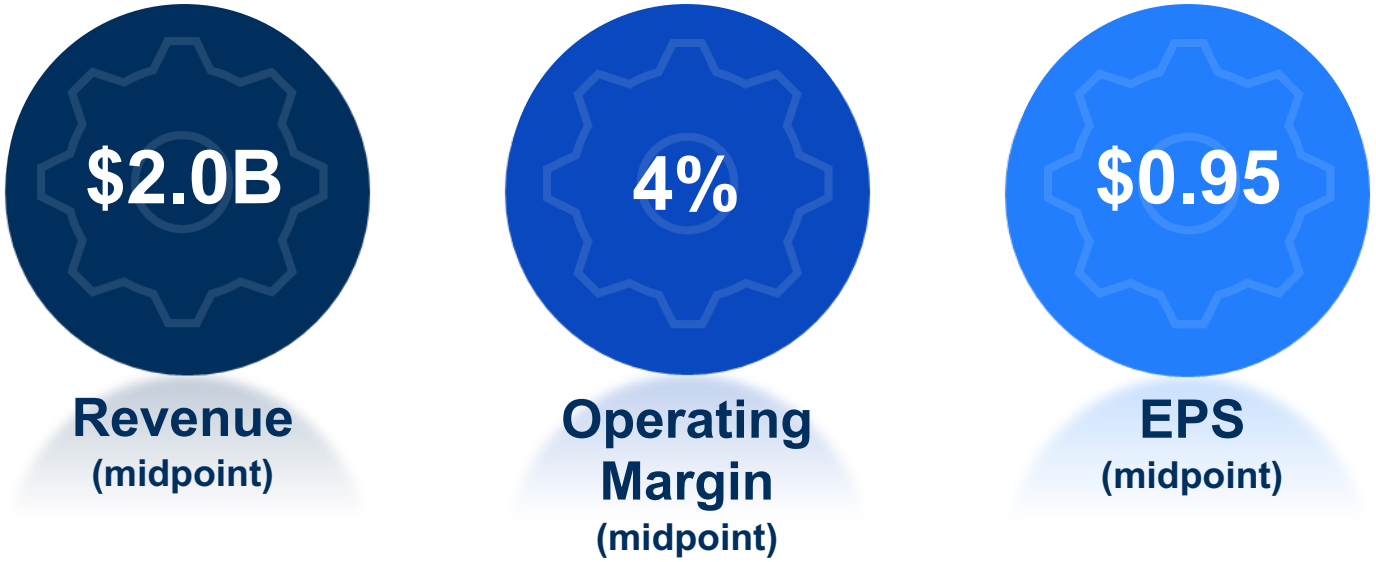
Q4 Capital Allocation

Capex	$21.3M
Expenditures for Revenue Generating Assets	$5.5M
Share Repurchases	$8.6M
Dividend	$3.5M



1 Free cash flow is defined as net cash provided by operating activities minus cash payments for capital expenditures minus expenditures for revenue generating assets. A reconciliation of free cash flow to cash provided by operating activities, the most comparable GAAP measure, is included in the appendix to this presentation.

2025 Financial Outlook



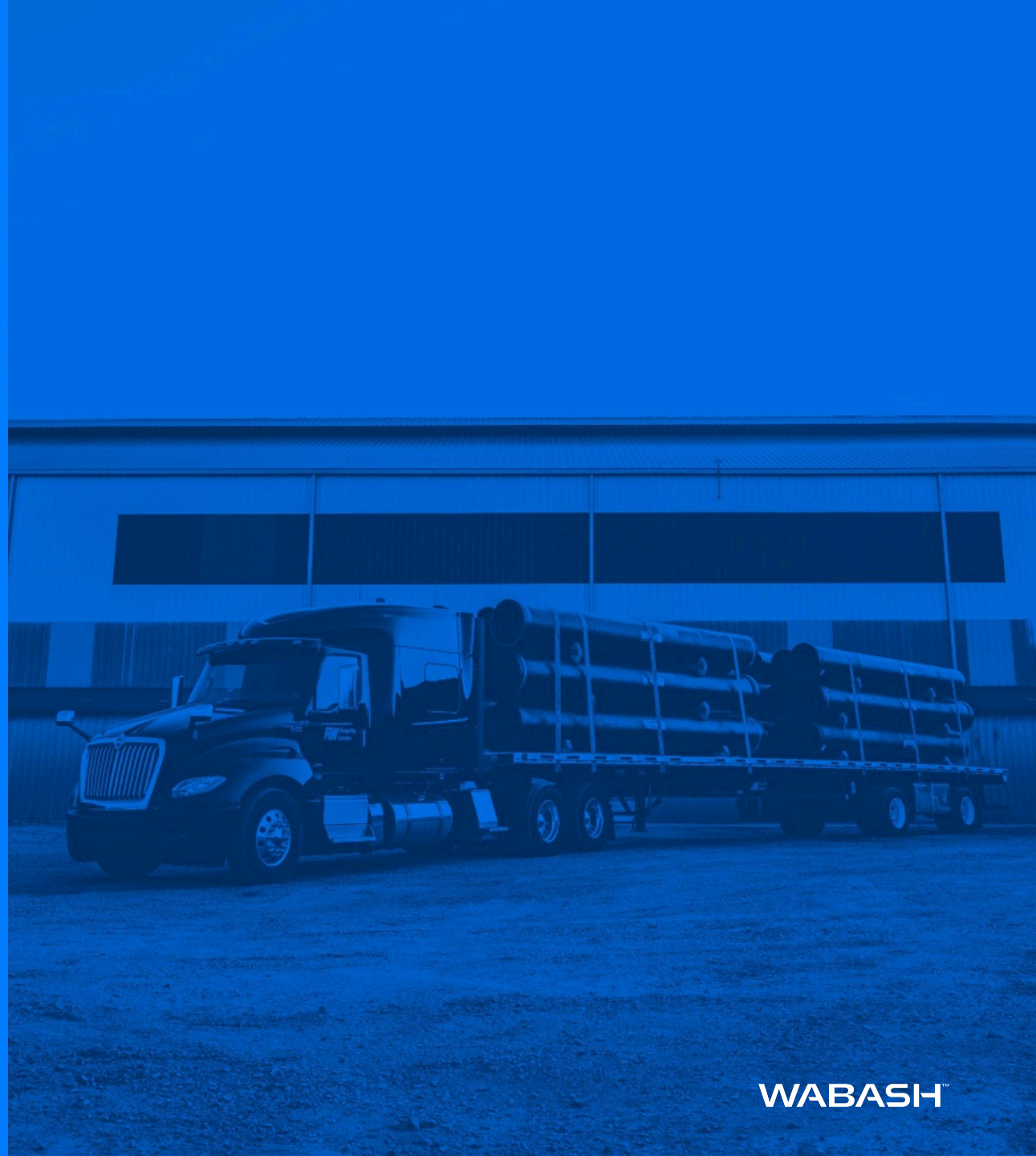
OTHER KEY METRICS

- Revenue Range: $1.9B - $2.1B
- SG&A: $170M - $180M
- Intangible Amortization: $12M
- Interest Expense: $20M
- Marketplace JV Expense: $5M
- Tax Rate: 25%
- EPS Range: $0.85 - $1.05
- Traditional Capex: $50 - 60M

Financial Outlook Supported by Existing Backlog and Orders Anticipated During the Year

WABASH™

Appendix



Consolidated Balance Sheets

Unaudited - dollars in thousands	December 31, 2024	December 31, 2023
Assets		
Current assets:		
Cash and cash equivalents	$ 115,484	$ 179,271
Accounts receivable, net	143,946	182,990
Inventories, net	258,825	267,635
Prepaid expenses and other	76,233	51,457
Total current assets	594,488	681,353
Property, plant, and equipment, net	339,247	325,444
Deferred income taxes	94,873	—
Goodwill	188,441	188,409
Intangible assets, net	74,445	86,418
Investment in unconsolidated entities	7,250	1,647
Other assets	112,785	79,543
Total assets	$ 1,411,529	$ 1,362,814
Liabilities and Stockholders' Equity		
Current liabilities:		
Current portion of long-term debt	$ —	$ —
Accounts payable	146,738	156,608
Other accrued liabilities	161,671	195,601
Total current liabilities	308,409	352,209
Long-term debt	397,142	396,465
Deferred income taxes	—	17,013
Other non-current liabilities	516,152	47,028
Total liabilities	1,221,703	812,715
Commitments and contingencies		
Noncontrolling interest	996	603
Total Wabash National Corporation stockholders' equity	188,830	549,496
Total liabilities, noncontrolling interest, and equity	$ 1,411,529	$ 1,362,814

WABASH™

Consolidated Statements of Operations

Unaudited - dollars in thousands	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
Net sales	$ 416,814	$ 596,100	$ 1,946,740	$ 2,536,500
Cost of sales	373,855	487,877	1,681,668	2,038,313
Gross profit	42,959	108,223	265,072	498,187
General and administrative expenses	30,991	37,464	580,684	146,658
Selling expenses	5,932	6,368	28,035	26,532
Amortization of intangible assets	2,912	3,203	11,973	12,813
Impairment and other, net	(462)	86	484	235
Income (loss) from operations	3,586	61,102	(356,104)	311,949
Other income (expense):				
Interest expense	(4,945)	(4,941)	(19,839)	(19,854)
Other, net	869	1,687	5,434	3,393
Other expense, net	(4,076)	(3,254)	(14,405)	(16,461)
Loss from unconsolidated entity	(1,511)	(803)	(6,089)	(803)
(Loss) income before income tax expense	(2,001)	57,045	(376,598)	294,685
Income tax (benefit) expense	(1,308)	6,541	(93,523)	62,830
Net (loss) income	(693)	50,504	(283,075)	231,855
Net income attributable to noncontrolling interest	337	122	996	603
Net (loss) income attributable to common stockholders	$ (1,030)	$ 50,382	$ (284,071)	$ 231,252
Net (loss) income attributable to common stockholders per share:				
Basic	$ (0.02)	$ 1.10	$ (6.40)	$ 4.92
Diluted	$ (0.02)	$ 1.07	$ (6.40)	$ 4.81
Weighted average common shares outstanding (in thousands):				
Basic	43,343	45,938	44,359	47,011
Diluted	43,343	46,931	44,359	48,030
Dividends declared per share	$ 0.08	$ 0.08	$ 0.32	$ 0.32

Consolidated Statements of Cash Flows

Unaudited - dollars in thousands	Year Ended December 31,	
	2024	2023
Cash flows from operating activities:		
Net (loss) income	$ (283,075)	$ 231,855
Adjustments to reconcile net (loss) income to net cash provided by operating activities:		
Depreciation	45,012	32,507
Amortization of intangibles	11,973	12,813
Net (gain) loss on sale of property, plant and equipment and business divestiture	(493)	235
Deferred income taxes	(111,683)	(13,459)
Stock-based compensation	11,309	11,799
Non-cash interest expense	962	946
Equity in loss of unconsolidated entity	6,089	803
Impairment	994	—
Changes in operating assets and liabilities		
Accounts receivable	39,044	72,587
Inventories	8,810	(23,765)
Prepaid expenses and other	4,020	(10,727)
Accounts payable and accrued liabilities	(68,687)	5,775
Other, net	452,997	(1,763)
Net cash provided by operating activities	117,272	319,606
Cash flows from investing activities:		
Cash payments for capital expenditures	(72,188)	(98,093)
Expenditures for revenue generating assets	(6,948)	(5,650)
Proceeds from sale of assets and business divestiture	4,448	154
Investment in unconsolidated entities	(20,100)	(2,450)
Net cash used in investing activities	(94,788)	(106,039)
Cash flows from financing activities:		
Net cash used in financing activities	(86,271)	(92,541)
Net (decrease) increase in cash, cash equivalents, and restricted cash	(63,787)	121,026
Cash, cash equivalents, and restricted cash at beginning of period	179,271	58,245
Cash, cash equivalents, and restricted cash at end of period	$ 115,484	$ 179,271

WABASH™

Q4 QTD Segment Information

(Unaudited - dollars in thousands)

Three Months Ended December 31,	Wabash National Corporation 2024	2023
Units Shipped		
New trailers	6,770	10,075
New truck bodies	3,010	4,075
Used trailers	35	35

Three Months Ended December 31,	Transportation Solutions	Parts & Services	Corporate and Eliminations	Consolidated
2024				
New trailers	$ 278,022	$ —	$ (816)	$ 277,206
Used trailers	—	1,128	—	1,128
Components, parts and service	—	26,943	—	26,943
Equipment and other	92,472	20,532	(1,467)	111,537
Total net external sales	$ 370,494	$ 48,603	$ (2,283)	$ 416,814
Gross profit	$ 34,687	$ 8,079	$ —	$ 42,766
Income (loss) from operations	$ 17,942	$ 4,494	$ (18,850)	$ 3,586
Adjusted income (loss) from operations[1]	$ 17,942	$ 4,494	$ (18,850)	$ 3,586
2023				
New trailers	$ 438,113	$ —	$ (1,321)	$ 436,792
Used trailers	—	2,582	—	2,582
Components, parts and service	—	34,689	—	34,689
Equipment and other	108,868	17,955	(4,786)	122,037
Total net external sales	$ 546,981	$ 55,226	$ (6,107)	$ 596,100
Gross profit	$ 94,766	$ 13,457	$ —	$ 108,223
Income (loss) from operations	$ 74,593	$ 10,145	$ (23,636)	$ 61,102
Adjusted income (loss) from operations[1]	$ 74,593	$ 10,145	$ (23,636)	$ 61,102

1 Adjusted operating income (loss), a non-GAAP financial measure, excludes certain costs, expenses, other charges, gains or income that are included in the determination of operating income (loss) under U.S. GAAP, but that management would not consider important in evaluating the quality of the Company's operating results as they are not indicative of the Company's core operating results or may obscure trends useful in evaluating the Company's continuing activities. Accordingly, the Company presents adjusted operating income (loss) excluding these special items to help investors evaluate our operating performance and trends in our business consistent with how management evaluates such performance and trends. Further, the Company presents adjusted operating income (loss) to provide investors with a better understanding of the Company's view of our results as compared to prior periods.

WABASH™

Q4 YTD Segment Information

(Unaudited - dollars in thousands)

Twelve Months Ended December 31,	Wabash National Corporation 2024	2023
Units Shipped		
New trailers	32,100	44,450
New truck bodies	14,255	16,070
Used trailers	80	90

Twelve Months Ended December 31,	Transportation Solutions	Parts & Services	Corporate and Eliminations	Consolidated
2024				
New trailers	$ 1,335,902	$ —	$ (3,978)	$ 1,331,924
Used trailers	71	4,012	(71)	4,012
Components, parts and service	—	128,565	—	128,565
Equipment and other	419,160	72,485	(9,406)	482,239
Total net external sales	$ 1,755,133	$ 205,062	$ (13,455)	$ 1,946,740
Gross profit	$ 217,425	$ 47,454	$ —	$ 264,879
Income (loss) from operations	$ 148,277	$ 35,417	$ (539,798)	$ (356,104)
Adjusted income (loss) from operations[1]	$ 148,277	$ 35,417	$ (89,798)	$ 93,896
2023				
New trailers	$ 1,924,700	$ —	$ (5,901)	$ 1,918,799
Used trailers	—	4,978	—	4,978
Components, parts and service	—	148,256	—	148,256
Equipment and other	413,904	67,639	(17,076)	464,467
Total net external sales	$ 2,338,604	$ 220,873	$ (22,977)	$ 2,536,500
Gross profit	$ 439,864	$ 58,323	$ —	$ 498,187
Income (loss) from operations	$ 366,928	$ 44,649	$ (99,628)	$ 311,949
Adjusted income (loss) from operations[1]	$ 366,928	$ 44,649	$ (99,628)	$ 311,949

1 Adjusted operating income (loss), a non-GAAP financial measure, excludes certain costs, expenses, other charges, gains or income that are included in the determination of operating income (loss) under U.S. GAAP, but that management would not consider important in evaluating the quality of the Company's operating results as they are not indicative of the Company's core operating results or may obscure trends useful in evaluating the Company's continuing activities. Accordingly, the Company presents adjusted operating income (loss) excluding these special items to help investors evaluate our operating performance and trends in our business consistent with how management evaluates such performance and trends. Further, the Company presents adjusted operating income (loss) to provide investors with a better understanding of the Company's view of our results as compared to prior periods.

WABASH™

Reconciliation of Adjusted Segment Operating Income[1]

Unaudited - dollars in thousands	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
Transportation Solutions				
Income from operations	$ 17,942	$ 74,593	$ 148,277	$ 366,928
Adjustments:				
N/A	—	—	—	—
Adjusted operating income	17,942	74,593	148,277	366,928
Adjusted operating income margin	4.8%	13.6%	8.4%	15.7%
Parts & Services				
Income from operations	4,494	10,145	35,417	44,649
Adjustments:				
N/A	—	—	—	—
Adjusted operating income	4,494	10,145	35,417	44,649
Adjusted operating income margin	9.2%	18.4%	17.3%	20.2%
Corporate				
Loss from operations	(18,850)	(23,636)	(539,798)	(99,628)
Adjustments:				
Missouri legal matter	—	—	450,000	—
Adjusted operating loss	(18,850)	(23,636)	(89,798)	(99,628)
Consolidated				
Income from operations	3,586	61,102	(356,104)	311,949
Adjustments:				
Missouri legal matter	—	—	450,000	—
Adjusted operating income	$ 3,586	$ 61,102	$ 93,896	$ 311,949
Adjusted operating income margin	0.9%	10.3%	4.8%	12.3%

[1] Adjusted operating income (loss) and margin, a non-GAAP financial measure, excludes certain costs, expenses, other charges, gains or income that are included in the determination of operating income (loss) under U.S. GAAP, but that management would not consider important in evaluating the quality of the Company's operating results as they are not indicative of the Company's core operating results or may obscure trends useful in evaluating the Company's continuing activities. Accordingly, the Company presents adjusted operating income (loss) excluding these special items to help investors evaluate our operating performance and trends in our business consistent with how management evaluates such performance and trends. Further, the Company presents adjusted operating income (loss) to provide investors with a better understanding of the Company's view of our results as compared to prior periods. Adjusted operating income margin is calculated by dividing adjusted operating income by total net sales.

Reconciliation of Adjusted Net (Loss) Income Attributable to Common Stockholders and Adjusted Diluted EPS

Unaudited - dollars in thousands

Adjusted Net (Loss) Income Attributable to Common Stockholders[1]:	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
Net (loss) income attributable to common stockholders	$ (1,030)	$ 50,382	$ (284,071)	$ 231,252
Adjustments:				
Missouri legal matter	—	—	450,000	—
Tax effect of aforementioned items	—	—	(111,213)	—
Adjusted net (loss) income attributable to common stockholders	$ (1,030)	$ 50,382	$ 54,716	$ 231,252

Adjusted Diluted (Loss) Earnings Per Share[1]:	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
Diluted (loss) earnings per share	$ (0.02)	$ 1.07	$ (6.40)	$ 4.81
Adjustments:				
Missouri legal matter	—	—	10.14	—
Tax effect of aforementioned items	—	—	(2.52)	—
Adjusted diluted (loss) earnings per share	$ (0.02)	$ 1.07	$ 1.22	$ 4.81
Weighted average diluted shares outstanding (in thousands)2	43,343	46,931	44,908	48,030

1 Adjusted net (loss) income attributable to common stockholders and adjusted diluted (loss) earnings per share reflect an adjustments for the Missouri legal matter and the related tax effect of that adjustment.

2 Weighted average diluted shares outstanding for the twelve months ended December 31, 2024 differ from the GAAP presentation on the Company's Consolidated Statement of Operations due to the Company being in a loss position on an unadjusted basis.

WABASH™

Reconciliation of Operating EBITDA and Free Cash Flow

Unaudited - dollars in thousands

Adjusted EBITDA[1] :	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
Net (loss) income	$ (693)	$ 50,504	$ (283,075)	$ 231,855
Income tax (benefit) expense	(1,308)	6,541	(93,523)	62,830
Interest expense	4,945	4,941	19,839	19,854
Depreciation and amortization	16,591	12,635	56,985	45,320
Stock-based compensation	1,394	2,987	11,309	11,799
Missouri legal matter	—	—	450,000	—
Impairment and other, net	(462)	86	484	235
Other, net	(869)	(1,687)	(5,434)	(3,393)
Loss from unconsolidated entity	1,511	803	6,089	803
Adjusted EBITDA	$ 21,109	$ 76,810	$ 162,674	$ 369,303

Free Cash Flow[2]:	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
Net cash provided by operating activities	$ 80,884	$ 115,008	$ 117,272	$ 319,606
Cash payments for capital expenditures	(21,345)	(13,022)	(72,188)	(98,093)
Expenditures for revenue generating assets	(5,513)	(1,689)	(6,948)	(5,650)
Free cash flow	$ 54,026	$ 100,297	$ 38,136	$ 215,863

1 Adjusted EBITDA includes noncontrolling interest & excludes loss from unconsolidated entity and is defined as earnings before interest, taxes, depreciation, amortization, stock-based compensation, the Missouri legal matter, impairment and other, net, and other non-operating income and expense.

2 Free cash flow is defined as net cash provided by operating activities minus cash payments for capital expenditures and expenditures for revenue generating assets.

WABASH™

Reconciliation of Adjusted Segment EBITDA[1] and Adjusted Segment EBITDA Margin[1]

Unaudited - dollars in thousands

	Transportation Solutions		Parts & Services	
Three Months Ended December 31	**2024**	**2023**	**2024**	**2023**
Income from operations	$ 17,942	$ 74,593	$ 4,494	$ 10,145
Depreciation and amortization	14,291	11,138	1,054	598
Impairment and other, net	(477)	86	14	—
Adjusted segment EBITDA	$ 31,756	$ 85,817	$ 5,562	$ 10,743
Adjusted segment EBITDA margin	8.6 %	15.7 %	11.4 %	19.5 %

Unaudited - dollars in thousands

	Transportation Solutions		Parts & Services	
Twelve Months Ended December 31	**2024**	**2023**	**2024**	**2023**
Income from operations	$ 148,277	$ 366,928	$ 35,417	$ 44,649
Depreciation and amortization	49,987	40,443	2,681	2,201
Impairment and other, net	(518)	235	1	—
Adjusted segment EBITDA	$ 197,746	$ 407,606	$ 38,099	$ 46,850
Adjusted segment EBITDA Margin	11.3 %	17.4 %	18.6 %	21.2 %

1 Adjusted segment EBITDA and margin, a non-GAAP financial measure, includes noncontrolling interest & excludes loss from unconsolidated entity and is calculated by adding back segment depreciation and amortization expense to segment operating income, and excludes certain costs, expenses, other charges, gains or income that are included in the determination of operating income under GAAP, but that management would not consider important in evaluating the quality of the Company's segment operating results as they are not indicative of each segment's core operating results or may obscure trends useful in evaluating the segment's continuing activities. Adjusted segment EBITDA margin is calculated by dividing Adjusted segment EBITDA by segment total net sales.