



2014

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Westin Hotel | New York, NY | September 17, 2014

# RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES

## Adjusted Operating Income Reconciliation

	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Q2 2014
\$ (000's)						
Net Sales	177,822	198,909	187,942	183,045	198,071	215,996
Cost of Sales	159,737	176,035	169,852	162,364	173,767	187,811
Gross Profit	18,085	22,874	18,090	20,681	24,304	28,185
SGA	17,949	20,339	21,135	12,288	18,472	18,748
Amortization	409	404	383	384	384	390
Operating Income	(273)	2,131	(3,428)	8,009	5,448	9,047
Operating Income Margin	(0.2)%	1.1%	(1.8)%	4.4%	2.8%	4.2%

### 2013 Special Items

Employee Separation Costs			(1,800)			
McKinsey Consulting			(2,800)			
Asset Impairment			(2,700)			
CEO Change		(2,500)				

### 2014 Special Items

Tigard / Dublin Closure					(500)	(100)
Loss on Sale of Building					(800)	

<b>Adjusted Operating Income</b>	<b>(273)</b>	<b>4,631</b>	<b>3,872</b>	<b>8,009</b>	<b>6,748</b>	<b>9,147</b>
Adjusted Operating Income Margin	(0.2)%	2.3%	2.1%	4.4%	3.3%	4.2%

# RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES

## EBITDA Reconciliation

	2013	LTM Q2 2014
\$ (000's)		
Operating Income	6,439	19,076
Depreciation	19,001	19,490
Amortization	1,580	1,542
EBITDA	27,020	40,108