

# Q2 2015 Earnings Release

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# Safe Harbor Statement

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The following information contains, or may be deemed to contain, “forward-looking statements” (as defined in the U.S. Private Securities Litigation Reform Act of 1995). The words “believe,” “expect,” “anticipate,” “intend,” “estimate” and other expressions that are predictions of or indicate future events and trends and that do not relate to historical matters identify forward-looking statements. You should not place undue reliance on these forward-looking statements. Although forward-looking statements reflect management’s good faith beliefs, reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors, which may cause the actual results, performance or achievements to differ materially from anticipated future results, performance or achievements expressed or implied by such forward-looking statements. Forward-looking statements speak only as of the date the statements are made. We undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events, changed circumstances or otherwise. These forward-looking statements are subject to numerous risks and uncertainties, including, but not limited to: our participation in markets that are competitive; the highly cyclical industries in which certain of our end users operate; the failure of markets outside North America to increase adoption of fully-automatic transmissions; risks related to our substantial indebtedness; the concentration of our net sales in our top five customers and the loss of any one of these; future reductions or changes in government subsidies and other external factors impacting demand for hybrid vehicles; U.S. defense spending; general economic and industry conditions; the discovery of defects in our products, resulting in delays in new model launches, recall campaigns and/or increased warranty costs and reduction in future sales or damage to our brand and reputation; our ability to prepare for, respond to and successfully achieve our objectives relating to technological and market developments and changing customer needs; risks associated with our international operations; and labor strikes, work stoppages or similar labor disputes, which could significantly disrupt our operations or those of our principal customers.

Allison Transmission cannot assure you that the assumptions made in preparing any of the forward-looking statements will prove accurate or that any long-term financial goals will be realized. All forward-looking statements included in this presentation speak only as of the date made, and Allison Transmission undertakes no obligation to update or revise publicly any such forward-looking statements, whether as a result of new information, future events, or otherwise. In particular, Allison Transmission cautions you not to place undue weight on certain forward-looking statements pertaining to potential growth opportunities, long-term financial goals or the value we currently ascribe to certain tax attributes set forth herein. Actual results may vary significantly from these statements.

Allison Transmission’s business is subject to numerous risks and uncertainties, which may cause future results of operations to vary significantly from those presented herein. Important factors that could cause actual results to differ materially are discussed in Allison Transmission’s Annual Report on Form 10-K for the year ended December 31, 2014.



# Non-GAAP Financial Information

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We use Adjusted net income, Adjusted EBITDA, Adjusted EBITDA excluding technology-related license expenses, Adjusted EBITDA margin, Adjusted EBITDA margin excluding technology-related license expenses, adjusted free cash flow and free cash flow to evaluate our performance relative to that of our peers. In addition, the Senior Secured Credit Facility has certain covenants that incorporate Adjusted EBITDA. However, Adjusted net income, Adjusted EBITDA, Adjusted EBITDA excluding technology-related license expenses, Adjusted EBITDA margin, Adjusted EBITDA margin excluding technology-related license expenses, adjusted free cash flow and free cash flow are not measurements of financial performance under GAAP, and these metrics may not be comparable to similarly titled measures of other companies. Adjusted net income is calculated as the sum of net income, interest expense, net, income tax expense (benefit), trade name impairment and amortization of intangible assets, less cash interest, net and cash income taxes, and adjusted for certain non-recurring items. Adjusted EBITDA is calculated as the sum of Adjusted net income, cash interest, net, cash income taxes, depreciation of property, plant and equipment and other adjustments as defined by the Senior Secured Credit Facility and as further described below. Adjusted EBITDA excluding technology-related license expenses is calculated as Adjusted EBITDA less technology-related license expenses. Adjusted EBITDA margin is calculated as Adjusted EBITDA divided by net sales. Adjusted EBITDA margin excluding technology-related license expenses is calculated as Adjusted EBITDA excluding technology-related license expenses divided by net sales. Free cash flow is calculated as net cash provided by operating activities less capital expenditures. Adjusted free cash flow is free cash flow adjusted for non-recurring items.

We use Adjusted net income to measure our overall profitability because it better reflects our cash flow generation by capturing the actual cash interest paid and cash taxes paid rather than our interest expense and tax expense as calculated under GAAP and excludes the impact of the non-cash annual amortization of certain intangible assets that were created at the time of the Acquisition Transaction. We use Adjusted EBITDA, Adjusted EBITDA excluding technology-related license expenses, Adjusted EBITDA margin and Adjusted EBITDA margin excluding technology-related license expenses to evaluate and control our cash operating costs and to measure our operating profitability. We use adjusted free cash flow and free cash flow to evaluate the amount of cash generated by the business that, after the capital investment needed to maintain and grow our business, can be used for strategic opportunities, including investing in our business and strengthening our balance sheet. We believe the presentation of Adjusted net income, Adjusted EBITDA, Adjusted EBITDA excluding technology-related license expenses, Adjusted EBITDA margin, Adjusted EBITDA margin excluding technology-related license expenses and adjusted free cash flow enhances our investors' overall understanding of the financial performance and cash flow of our business.

You should not consider Adjusted net income, Adjusted EBITDA, Adjusted EBITDA excluding technology-related license expenses, Adjusted EBITDA margin, Adjusted EBITDA margin excluding technology-related license expenses, adjusted free cash flow and free cash flow as an alternative to net income, determined in accordance with GAAP, as an indicator of operating performance, or as an alternative to net cash provided by operating activities, determined in accordance with GAAP, as an indicator of Allison's cash flow.

# Call Agenda

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- **Q2 2015 Performance**
- **Full Year 2015 Guidance Update**

## Q2 2015 Performance Summary

| (\$ in millions)                       | Q2 2015 | Q2 2014 | % Variance |
|----------------------------------------|---------|---------|------------|
| Net Sales                              | \$511   | \$536   | -4.7%      |
| Gross Margin %                         | 46.2%   | 44.5%   | +170 bps   |
| Adjusted Net Income <sup>(1)</sup>     | \$98    | \$117   | -16.0%     |
| Adjusted Free Cash Flow <sup>(1)</sup> | \$140   | \$135   | 4.2%       |

### Commentary

**Net Sales:** the decrease was principally driven by lower demand in the global Off-Highway and Defense end markets partially offset by the continued recovery in the North America On-Highway end market, higher demand in the Outside On-Highway North America end market and price increases on certain products.

**Gross Margin:** the increase was principally driven by price increases on certain products and favorable material costs.

**Adjusted Net Income:** the decrease was principally driven by \$25 million of premiums and expenses on the tender offer and redemption of long-term debt partially offset by decreased cash interest expense.

**Adjusted Free Cash Flow:** the increase was principally driven by increased net cash provided by operating activities partially offset by increased capital expenditures and decreased excess tax benefit from stock-based compensation.

(1) See Appendix for a reconciliation of Adjusted Net Income and Adjusted Free Cash Flow.

# Q2 2015 Sales Performance

(\$ in millions)

| End Markets                                             | Q2 2015      | Q2 2014      | % Variance  | Commentary                                                                                                                                                                                                                                   |
|---------------------------------------------------------|--------------|--------------|-------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| North America On-Hwy                                    | \$277        | \$243        | 14%         | Principally driven by higher demand for Rugged Duty Series and Highway Series models                                                                                                                                                         |
| North America Hybrid-Propulsion Systems for Transit Bus | \$20         | \$28         | (29%)       | Principally driven by lower demand due to engine emissions improvements and non-hybrid alternatives that generally require a fully-automatic transmission (e.g. xNG)                                                                         |
| North America Off-Hwy                                   | \$10         | \$23         | (57%)       | Principally driven by lower demand from hydraulic fracturing applications                                                                                                                                                                    |
| Defense                                                 | \$29         | \$49         | (41%)       | Principally driven by the recognition of previously deferred tracked transmissions revenue in 2014 totaling \$16 million and reductions in U.S. defense spending to longer term averages experienced during periods without active conflicts |
| Outside North America On-Hwy                            | \$73         | \$62         | 18%         | Principally driven by higher demand in Europe, Japan and India                                                                                                                                                                               |
| Outside North America Off-Hwy                           | \$8          | \$24         | (67%)       | Principally driven by lower demand in the energy and mining sectors                                                                                                                                                                          |
| Service Parts, Support Equipment & Other                | \$94         | \$107        | (12%)       | Principally driven by lower demand for North America service parts                                                                                                                                                                           |
| <b>Total</b>                                            | <b>\$511</b> | <b>\$536</b> | <b>(5%)</b> |                                                                                                                                                                                                                                              |

# Q2 2015 Financial Performance

| (\$ in millions, except share data)                                    | Q2 2015        | Q2 2014        | \$ Var          | % Var          | Commentary                                                                                                                                                                                                                                                                                        |
|------------------------------------------------------------------------|----------------|----------------|-----------------|----------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Net Sales                                                              | \$511.0        | \$536.1        | (\$25.1)        | (4.7%)         | Decrease was principally driven by lower demand in the global Off-Highway and Defense end markets partially offset by the continued recovery in the North America On-Highway end market, higher demand in the Outside North America On-Highway end market and price increases on certain products |
| Cost of Sales                                                          | \$274.7        | \$297.6        | \$22.9          | 7.7%           |                                                                                                                                                                                                                                                                                                   |
| Gross Profit                                                           | \$236.3        | \$238.5        | (\$2.2)         | (0.9%)         | Decrease principally driven by decreased sales volume partially offset by price increases on certain products, favorable material costs and lower incentive compensation expense                                                                                                                  |
| Operating Expenses                                                     |                |                |                 |                |                                                                                                                                                                                                                                                                                                   |
| Selling, General and Administrative Expenses                           | \$75.6         | \$85.1         | \$9.5           | 11.2%          | Decrease principally driven by favorable product warranty adjustments, lower incentive and stock based compensation, and reduced global commercial spending activities                                                                                                                            |
| Engineering – Research and Development                                 | \$23.2         | \$21.2         | (\$2.0)         | (9.4%)         | Increase principally driven by increased product initiatives spending partially offset by lower incentive compensation                                                                                                                                                                            |
| Total Operating Expenses                                               | \$98.8         | \$106.3        | \$7.5           | 7.1%           |                                                                                                                                                                                                                                                                                                   |
| Operating Income                                                       | \$137.5        | \$132.2        | \$5.3           | 4.0%           |                                                                                                                                                                                                                                                                                                   |
| Interest Expense, net                                                  | (\$23.1)       | (\$36.6)       | \$13.5          | 36.9%          | Decrease principally driven by the expiration of certain LIBOR swaps and debt repayments and refinancing                                                                                                                                                                                          |
| Premiums and expenses on tender offer and redemption of long-term debt | (\$25.1)       | \$0.0          | (\$25.1)        | N/A            | Refinanced 7.125% Senior Notes with additional Term B-3 Loan borrowing                                                                                                                                                                                                                            |
| Other Expense, net                                                     | (\$2.2)        | (\$0.9)        | (\$1.3)         | (144.4%)       |                                                                                                                                                                                                                                                                                                   |
| Income Before Income Taxes                                             | \$87.1         | \$94.7         | (\$7.6)         | (8.0%)         |                                                                                                                                                                                                                                                                                                   |
| Income Tax Expense                                                     | (\$32.7)       | (\$37.5)       | \$4.8           | 12.8%          | Change in effective tax rate principally driven by the change in discrete activity                                                                                                                                                                                                                |
| Net Income                                                             | \$54.4         | \$57.2         | (\$2.8)         | (4.9%)         |                                                                                                                                                                                                                                                                                                   |
| Diluted Earnings Per Share                                             | \$0.30         | \$0.31         | (\$0.01)        | (3.2%)         | Q2 2015: 179.6M shares; Q2 2014: 181.6M shares                                                                                                                                                                                                                                                    |
| <b>Adjusted Net Income<sup>(1)</sup></b>                               | <b>\$98.0</b>  | <b>\$116.6</b> | <b>(\$18.6)</b> | <b>(16.0%)</b> |                                                                                                                                                                                                                                                                                                   |
| <b>Adjusted EBITDA<sup>(1)</sup></b>                                   | <b>\$185.5</b> | <b>\$186.1</b> | <b>(\$0.6)</b>  | <b>(0.3%)</b>  |                                                                                                                                                                                                                                                                                                   |

(1) See Appendix for a reconciliation from Net Income.

## Q2 2015 Cash Flow Performance

| (\$ in millions)                                                 | Q2 2015 | Q2 2014 | \$ Variance | % Variance | Commentary                                                                                                                                                                                                                                                                                                                                                      |
|------------------------------------------------------------------|---------|---------|-------------|------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Net Cash Provided by Operating Activities                        | \$154   | \$143   | \$11        | 7.1%       | Principally driven by price increases on certain products, favorable material costs, lower product warranty expense, lower incentive compensation expense and decreased global commercial spending activities partially offset by decreased net sales, increased product initiatives spending, and lower accounts payable commensurate with decreased net sales |
| CapEx                                                            | \$14    | \$12    | \$2         | 17.2%      | Principally driven by timing of 2015 productivity and replacement programs spending                                                                                                                                                                                                                                                                             |
| Adjusted Free Cash Flow <sup>(1)</sup>                           | \$140   | \$135   | \$5         | 4.2%       | Principally driven by increased net cash provided by operating activities partially offset by increased capital expenditures and decreased excess tax benefit from stock-based compensation                                                                                                                                                                     |
| (\$ in millions)                                                 | Q2 2015 | Q2 2014 | \$ Variance | % Variance | Commentary                                                                                                                                                                                                                                                                                                                                                      |
| Operating Working Capital <sup>(2)</sup> Percentage of LTM Sales | 11.4%   | 11.2%   | N/A         | 20 bps     | In line with prior period                                                                                                                                                                                                                                                                                                                                       |
| Cash Paid for Interest                                           | \$35    | \$39    | (\$4)       | (10.5%)    | Principally driven by expiration of certain LIBOR swaps, and debt repayments and refinancing                                                                                                                                                                                                                                                                    |
| Cash Paid for Income Taxes                                       | \$1     | \$1     | \$0         | 40%        | In line with prior period                                                                                                                                                                                                                                                                                                                                       |

(1) See Appendix for a reconciliation of Adjusted Free Cash Flow.

(2) Operating Working Capital = A/R + Inventory – A/P.



# Full Year 2015 Guidance Update

|                                                               | Guidance                   | Commentary                                                                                                                                                                  |
|---------------------------------------------------------------|----------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Net Sales Change from 2014                                    | (6) to (8) percent         | Guidance reflects the elevated level of uncertainty and a dearth of near-term visibility in the global Off-Highway and Service Parts, Support Equipment & Other end markets |
| Adjusted EBITDA Margin                                        | 34.75 to 35.75 percent     | Principally driven by Net Sales and the execution of several initiatives to align costs and programs across our business with challenging end markets demand conditions     |
| Adjusted Free Cash Flow (\$ in millions)                      | \$470 to \$500             | \$2.60 to \$2.80 per diluted share                                                                                                                                          |
| CapEX (\$ in millions)<br>Maintenance<br>New Product Programs | \$60 to \$65<br>\$0 to \$5 | Subject to timely completion of development and sourcing milestones                                                                                                         |
| Cash Income Taxes (\$ in millions)                            | \$10 to \$15               | U.S. income tax shield and net operating loss utilization                                                                                                                   |

# APPENDIX

## Non-GAAP Financial Information

# Non-GAAP Reconciliations (1 of 2)

## Adjusted Net Income and Adjusted EBITDA reconciliation

| \$ in millions, Unaudited                                              | For the year ended December 31, |                  |                  |                  |                  | Three months ended June 30, |                | Last twelve months ended June 30, |
|------------------------------------------------------------------------|---------------------------------|------------------|------------------|------------------|------------------|-----------------------------|----------------|-----------------------------------|
|                                                                        | 2010                            | 2011             | 2012             | 2013             | 2014             | 2014                        | 2015           | 2015                              |
| <b>Net income</b>                                                      | <b>\$29.6</b>                   | <b>\$103.0</b>   | <b>\$514.2</b>   | <b>\$165.4</b>   | <b>\$228.6</b>   | <b>\$57.2</b>               | <b>\$54.4</b>  | <b>\$242.1</b>                    |
| plus:                                                                  |                                 |                  |                  |                  |                  |                             |                |                                   |
| Interest expense, net                                                  | 277.5                           | 217.3            | 151.2            | 132.9            | 138.4            | 36.6                        | 23.1           | 126.7                             |
| Cash interest expense, net                                             | (239.1)                         | (208.6)          | (167.3)          | (159.2)          | (140.0)          | (39.2)                      | (35.1)         | (125.0)                           |
| Income tax expense (benefit)                                           | 53.7                            | 47.6             | (298.0)          | 100.7            | 139.5            | 37.5                        | 32.7           | 147.3                             |
| Cash income taxes                                                      | (2.2)                           | (5.8)            | (10.7)           | (3.8)            | (5.0)            | (1.0)                       | (1.4)          | (5.8)                             |
| Fee to terminate services agreement with Sponsors                      | —                               | —                | 16.0             | —                | —                | —                           | —              | —                                 |
| Technology-related investment expenses                                 | —                               | —                | 14.4             | 5.0              | 2.0              | —                           | —              | 2.0                               |
| Public offering expenses                                               | —                               | —                | 6.1              | 1.6              | 1.4              | 0.8                         | —              | 0.3                               |
| Impairments                                                            | —                               | —                | —                | —                | 15.4             | —                           | —              | 16.7                              |
| Amortization of intangible assets                                      | 154.2                           | 151.9            | 150.0            | 105.3            | 98.8             | 24.7                        | 24.3           | 98.0                              |
| <b>Adjusted net income</b>                                             | <b>\$273.7</b>                  | <b>\$305.4</b>   | <b>\$375.9</b>   | <b>\$347.9</b>   | <b>\$479.1</b>   | <b>\$116.6</b>              | <b>\$98.0</b>  | <b>\$502.3</b>                    |
| Cash interest expense                                                  | 239.1                           | 208.6            | 167.3            | 159.2            | 140.0            | 39.2                        | 35.1           | 125.0                             |
| Cash income taxes                                                      | 2.2                             | 5.8              | 10.7             | 3.8              | 5.0              | 1.0                         | 1.4            | 5.8                               |
| Depreciation of property, plant and equipment                          | 99.6                            | 103.8            | 102.5            | 98.7             | 93.8             | 24.1                        | 22.0           | 89.8                              |
| (Gain)/loss on redemptions and repayments of long-term debt            | (3.3)                           | 16.0             | 22.1             | 0.8              | 0.5              | —                           | —              | 0.7                               |
| Dual power inverter module extended coverage                           | (1.9)                           | —                | 9.4              | (2.4)            | 1.0              | —                           | —              | (0.8)                             |
| UAW Local 933 signing bonus                                            | —                               | —                | 8.8              | —                | —                | —                           | —              | —                                 |
| Benefit plan re-measurement                                            | —                               | —                | 2.3              | —                | —                | —                           | —              | —                                 |
| Unrealized loss (gain) on commodity hedge contracts                    | 0.3                             | 6.5              | (1.0)            | 1.5              | (1.0)            | (1.2)                       | 0.2            | 0.1                               |
| Unrealized (gain) loss on foreign exchange                             | (0.2)                           | 0.3              | 0.1              | 2.3              | 5.2              | 1.7                         | 1.1            | 2.6                               |
| Premiums and expenses on tender offer and redemption of long-term debt | —                               | 56.9             | —                | —                | —                | —                           | 25.1           | 25.1                              |
| Restructuring charges                                                  | —                               | —                | —                | 1.0              | 0.7              | 0.7                         | —              | —                                 |
| Reduction of supply contract liability                                 | (3.4)                           | —                | —                | —                | —                | —                           | —              | —                                 |
| Other, net <sup>(1)</sup>                                              | 10.9                            | 8.6              | 7.0              | 13.8             | 14.7             | 4.0                         | 2.6            | 12.1                              |
| <b>Adjusted EBITDA</b>                                                 | <b>\$617.0</b>                  | <b>\$711.9</b>   | <b>\$705.1</b>   | <b>\$626.6</b>   | <b>\$739.0</b>   | <b>\$186.1</b>              | <b>\$185.5</b> | <b>\$762.7</b>                    |
| <b>Adjusted EBITDA excluding technology-related license expenses</b>   | <b>\$617.0</b>                  | <b>\$711.9</b>   | <b>\$717.1</b>   | <b>\$632.6</b>   | <b>\$745.1</b>   | <b>\$186.1</b>              | <b>\$185.5</b> | <b>\$765.5</b>                    |
| <b>Net Sales</b>                                                       | <b>\$1,926.3</b>                | <b>\$2,162.8</b> | <b>\$2,141.8</b> | <b>\$1,926.8</b> | <b>\$2,127.4</b> | <b>\$536.1</b>              | <b>\$511.0</b> | <b>\$2,112.3</b>                  |
| <b>Adjusted EBITDA margin</b>                                          | <b>32.0%</b>                    | <b>32.9%</b>     | <b>32.9%</b>     | <b>32.5%</b>     | <b>34.7%</b>     | <b>34.7%</b>                | <b>36.3%</b>   | <b>36.1%</b>                      |
| <b>Adjusted EBITDA margin excl technology-related license expenses</b> | <b>32.0%</b>                    | <b>32.9%</b>     | <b>33.5%</b>     | <b>32.8%</b>     | <b>35.0%</b>     | <b>34.7%</b>                | <b>36.3%</b>   | <b>36.2%</b>                      |

(1) Includes charges or income related to benefit plan adjustments, employee stock compensation expense, service fees paid to Allison's Sponsors and an adjustment for the settlement of litigation which originated with the Predecessor but was assumed by the Company as part of the Acquisition Transaction.

# Non-GAAP Reconciliations (2 of 2)

## Adjusted Free Cash Flow reconciliation

| \$ in millions, Unaudited                         | For the year ended December 31, |                  |                  |                  |                  | Three months ended<br>June 30, |                | Last twelve<br>months ended<br>June 30, |
|---------------------------------------------------|---------------------------------|------------------|------------------|------------------|------------------|--------------------------------|----------------|-----------------------------------------|
|                                                   | 2010                            | 2011             | 2012             | 2013             | 2014             | 2014                           | 2015           | 2015                                    |
| <b>Net Cash Provided by Operating Activities</b>  | <b>\$388.9</b>                  | <b>\$469.2</b>   | <b>\$497.5</b>   | <b>\$453.5</b>   | <b>\$556.9</b>   | <b>\$143.4</b>                 | <b>\$153.6</b> | <b>\$548.6</b>                          |
| (Deductions) or Additions:                        |                                 |                  |                  |                  |                  |                                |                |                                         |
| Long-lived assets                                 | (73.8)                          | (96.9)           | (123.9)          | (74.4)           | (64.1)           | (11.6)                         | (13.6)         | (56.3)                                  |
| Fee to terminate services agreement with Sponsors | —                               | —                | 16.0             | —                | —                | —                              | —              | —                                       |
| Technology-related license expenses               | —                               | —                | 12.0             | 6.0              | 6.1              | —                              | —              | 2.8                                     |
| Excess tax benefit from stock-based compensation  | —                               | —                | 5.3              | 13.7             | 24.6             | 2.8                            | 0.2            | 24.8                                    |
| <b>Adjusted Free Cash Flow</b>                    | <b>\$315.1</b>                  | <b>\$372.3</b>   | <b>\$406.9</b>   | <b>\$398.8</b>   | <b>\$523.5</b>   | <b>\$134.6</b>                 | <b>\$140.2</b> | <b>\$519.9</b>                          |
| <b>Net Sales</b>                                  | <b>\$1,926.3</b>                | <b>\$2,162.8</b> | <b>\$2,141.8</b> | <b>\$1,926.8</b> | <b>\$2,127.4</b> | <b>\$536.1</b>                 | <b>\$511.0</b> | <b>\$2,112.3</b>                        |
| <b>Adjusted Free Cash Flow (% to Net Sales)</b>   | <b>16.4%</b>                    | <b>17.2%</b>     | <b>19.0%</b>     | <b>20.7%</b>     | <b>24.6%</b>     | <b>25.1%</b>                   | <b>27.4%</b>   | <b>24.6%</b>                            |