

# Investor Relations Presentation Q1 2025

Published May 6, 2025



## 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 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; our ability to prepare for, respond to and successfully achieve our objectives relating to technological and market developments, competitive threats and changing customer needs, including with respect to electric hybrid and fully electric commercial vehicles; increases in cost, disruption of supply or shortage of labor, freight, raw materials, energy or components used to manufacture or transport our products or those of our customers or suppliers, including as a result of geopolitical risks, natural disasters, extreme weather events, wars and public health crises such as pandemics; global economic volatility; general economic and industry conditions, including the risk of prolonged inflation and recession; labor strikes, work stoppages or similar labor disputes, which could significantly disrupt our operations or those of our principal customers or suppliers; the highly cyclical industries in which certain of our end users operate; uncertainty in the global regulatory and business environments in which we operate; the concentration of our net sales in our top five customers and the loss of any one of these; cybersecurity risks to our operational systems, security systems or infrastructure owned by us or our third-party vendors and suppliers; the failure of markets outside North America to increase adoption of fully automatic transmissions; the success of our research and development efforts, the outcome of which is uncertain; U.S. and foreign defense spending; risks associated with our international operations, including acts of war and increased trade protectionism and tariffs; 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 identify, consummate and effectively integrate acquisitions and collaborations; and risks related to our indebtedness.

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 or long-term financial goals 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, 2024.

# Business Overview

## Leading designer and manufacturer of propulsion solutions for commercial and defense vehicles

- World's largest manufacturer of medium- and heavy-duty fully automatic transmissions
- Established supplier of fully-integrated commercial-duty electrified propulsion systems

## Premier brand, offering superior performance, frequently specified by end users

- Premium price component
- Differentiated technology
- Lower total cost of ownership

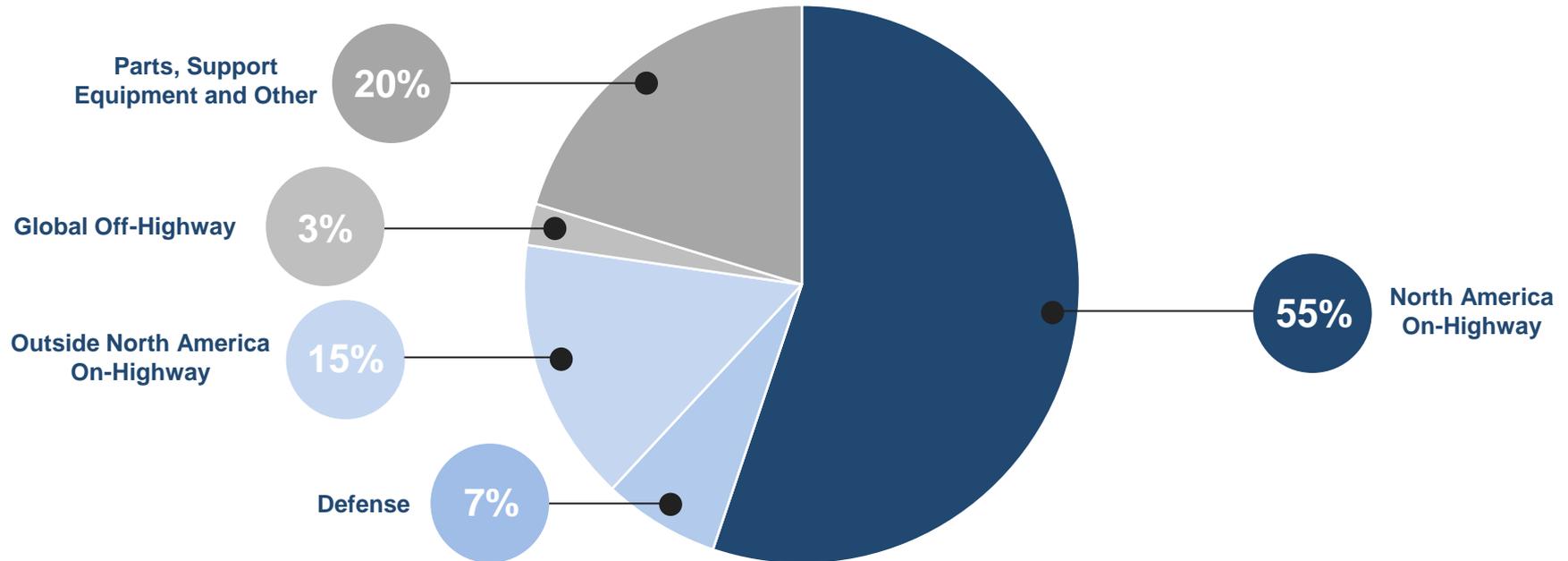
## Well-positioned for revenue and earnings growth

- Further adoption outside North America
- Expanding addressable market
- Funded growth opportunities in asset-light business model
- \$400 million of incremental annual revenue opportunities

## Strong cash flow generation and well-defined capital allocation policy

- History of strong free cash flow generation
- Capital allocation priorities include: investing to grow the business, strategic acquisition priorities, and returning cash to shareholders

## LTM<sup>(1)</sup> Net Sales by End Market



**LTM<sup>(1)</sup> Net Sales: \$3.2 billion**

(1) LTM 3/31/2025

# North America On-Highway End Market



	Class 1-3	Underserved	Core Addressable Market				Underserved	Class 8 Tractor Sleeper (Linehaul)
		Class 4-5	Motor Home	School Bus	Class 6-7	Class 8 Straight	Class 8 Tractor Day Cab	
Vehicles								
Weight (000s of lbs)	<14 lbs	14-19 lbs	16-33 lbs	16-33 lbs	19-33 lbs	33 lbs+	33 lbs+	33 lbs+
Industry Units Produced (2024)	12,882,971	135,222	12,722	30,291	130,051	115,633	102,972	118,084
Allison Share (2024)	0%	13%	50%	81%	77%	79%	4%	0%

- ~30-40% of Allison's North America On-Highway market volume is driven by municipal spending, reducing end-market volatility
- Opportunity to further grow share in Class 6/7 with All-New Mack MD Series and Isuzu F-Series medium-duty truck models, exclusively featuring Allison fully automatic transmissions
- Increased infrastructure spending and construction will support demand for Class 8 ST opportunities for medium-term
- \$100 million incremental annual revenue growth opportunity in the Class 8 Tractor Day Cab market with the Allison 4000 Series™ fully automatic transmission and the award-winning Allison 3414 Regional Haul Series™<sup>(1)</sup> fully automatic transmission, with proprietary xFE and FuelSense® 2.0 technology, launched with International in 2020, and Daimler Trucks North America (paired with diesel engine) and Volvo Trucks North America in 2021. Further releases in 2023 with Daimler Trucks North America, paired with natural gas engine in their Freightliner Cascadia and diesel engine in their M2 truck.

Note: Analysis excludes Allison's Transit/Coach Bus, and Electric Hybrid Transit Bus volume. Class 8 Straight industry units include Dockspotters.

Sources: Class 1-3 from WardsAuto North America Production (January 2025); Core Addressable Market from Allison Backcast, and Class 8 Tractor from Allison and ACT Research *State of the Industry* (January 2025)

(1) Addressable market for the 3414 Regional Haul Series™ (RHS) consists of approximately 25,000 units within the Class 8 Tractor Day Cab segment.

# Strategic Priorities



1000/2000 Series™



3000 Series™



4000 Series™



FracTran®



eGen Force™



eGen Flex®

## Expand global market leadership

- Capitalize on improving developed markets demand
- New vocational offerings to expand addressable market
- Fully-integrated electrified propulsion solutions

## Emerging markets penetration

- Automaticity, fuel efficiency and safety trends
- Lower total cost of ownership
- Increasing number of vehicle releases

## Continued focus on new technologies and product development

- Alternative fuels and electrified propulsion
- Advanced fuel efficient and emissions reduction technologies
- Enhancements to core technologies for new products and variants

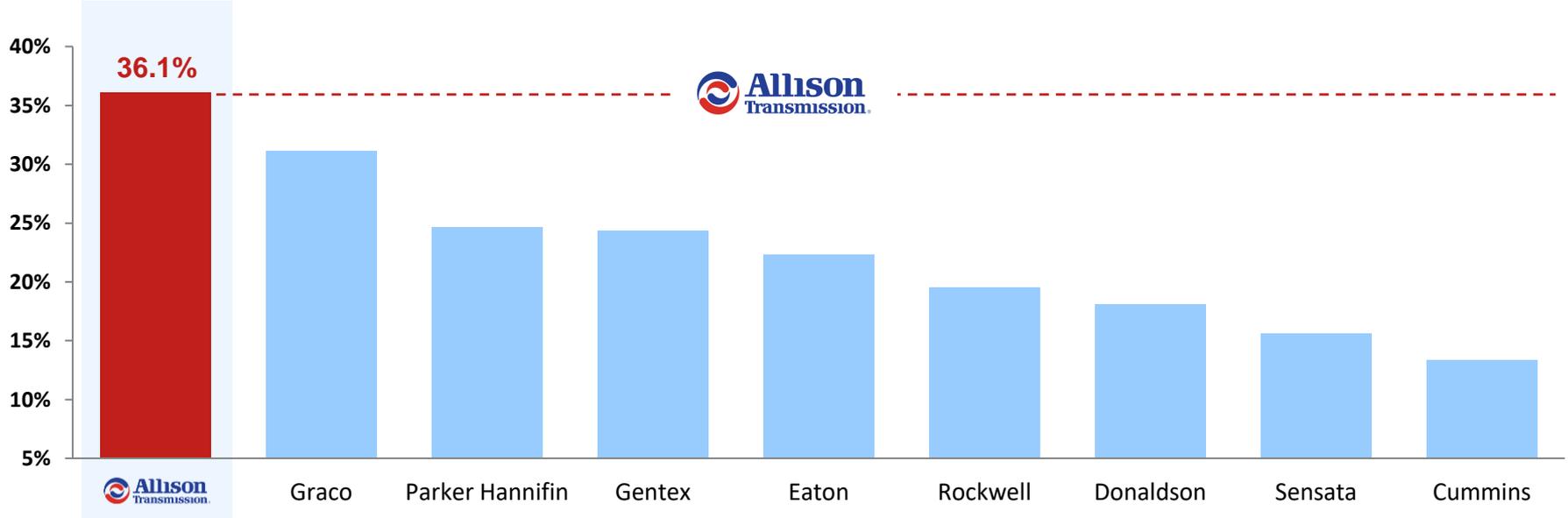
## Deliver strong financial results

- Exploit capacity availability and asset-light business model
- Earnings growth and cash flow generation
- Focus on margin sustainment
- Well-defined capital allocation policy

# Elite EBITDA Margin



2024 EBITDA Margin<sup>(1)</sup>



(1) Fiscal year 2024 peer EBITDA provided by S&P Capital IQ Pro. EBITDA included above may not be consistent with such entity's reported EBITDA or Adjusted EBITDA, if available. EBITDA Margin: EBITDA or Adjusted EBITDA divided by net sales. \*See appendix for comments regarding the presentation of non-GAAP financial information.



1

**Next Generation of Commercial Propulsion**

2

**New Allison eGen™ Portfolio of Electric Products**

3

**Allison eGen Power® Electric Axle Solutions**

4

**Allison eGen Flex® Electric Hybrid Propulsion**

5

**Allison eGen Force™ Electrified Transmission**

## Incremental growth opportunities for an established and experienced propulsion supplier such as Allison

- Expertise in commercial propulsion, vehicle controls and vocational duty-cycles
- Deep experience in systems integration, battery management and power distribution
- State-of-the-art product development and testing capabilities
- Established service network
- Allison brand promise of quality, reliability and durability

## Positioning Allison to advance the next generation of commercial vehicle propulsion

- Expertise in commercial propulsion, vehicle controls and vocational duty-cycles
- Deep experience in systems integration, battery management and power distribution
  - Fully-Integrated Electric Axles
  - Extended Range Electric Hybrid Propulsion
  - Systems & Battery Management
  - Multi-Speed Centrally Located EV Drives
  - Transmission Integrated Generators
  - Electrification of Accessories

# Portfolio of Electric Products



## eGEN Power®

- Fully-integrated zero-emission electric axles for medium- and heavy-duty commercial trucks
- Content per vehicle opportunity of more than 3x compared to a fully automatic transmission



## eGEN Flex®

- Next generation zero-emission capable electric hybrid propulsion system
- Enables transit bus fleets to utilize full electric capability without range limitations or infrastructure investment
- Selected by multiple transit authorities across the United States
- Released with major transit OEMs, GILLIG and New Flyer
- Content per vehicle of 10x-15x compared to a fully automatic transmission for transit buses



## eGEN Force™

- New electric hybrid propulsion system for tracked combat vehicles
- Designed for 50-ton tracked vehicles, also scalable to 70-ton tracked vehicles meeting future Main Battle Tank requirements
- Power distribution system featuring an electric motor and inverter for on-board vehicle power and parallel hybrid operation
- Engine-off mobility for reduced enemy detection, both acoustic and thermal, increasing soldier survivability
- Leverages use of content from X1100 transmission, used in Abrams Main Battle Tank

## eGEN Flex<sup>®</sup>

- Over \$1.5 billion in sales since 2003 launch
- Allison's electric hybrid propulsion system for transit buses is among the most dependable and efficient electric hybrid systems in the world
- Demonstrated ability to operate in full engine-off mode for more than 50% of its time in operation across multiple routes
- Drive unit integrates multiple electric motors and multi-speeds to optimize vehicle performance and fuel economy
- Allison is the electrification and system integrator, controlling the entire powertrain including the engine
- Nearly 9,800 Allison electric hybrid propulsion systems delivered globally
  - 457 million gallons of fuel saved
  - Serving 230+ cities
  - 3.9 billion miles of reliable operation



### Drive Unit

- Proven industry-leading reliability
- Disconnect clutch to enable disengaging input shaft from the engine
- Provides propulsion while the engine is at zero speed



### Inverter

- Improved efficiency
- Improved packaging – one-third the size and 116 lbs. lighter
- WEG cooling – no oil-coolant lines from drive unit, reducing installation complexity and maintenance costs

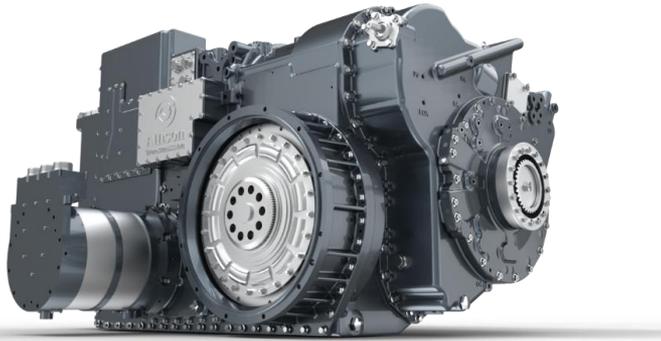


### Rechargeable Energy Storage System

- Lithium Titanate (LTO) chemistry, ideal for electric hybrid operation
- Increased energy capacity
- Industry-leading battery design life
- Faster charging than other chemistries

## eGEN Force™

- Newest product in Allison's extensive tracked vehicle portfolio
- Will enable electric hybrid propulsion, electric-only silent maneuverability and exportable power provisions for on- and off-board systems
- High efficiency range pack utilizes eight forward and three reverse gears providing an efficient 12:1 ratio coverage, generating 220 kilowatts of electrical power
- Designed to meet requirements across a broad spectrum of applications, including the heavy Infantry Fighting Vehicle and future Main Battle Tank markets
- Allison will provide the Next-Generation Electrified Transmission propulsion system for American Rheinmetall's Lynx vehicle, competing for the U.S. Army's XM30 Combat Vehicle (formerly, the Optionally Manned Fighting Vehicle) program
  - Strategic partnership with American Rheinmetall Vehicles, and its Team Lynx consortium including Raytheon Technologies, Textron Systems and L3 Harris
- XM30 program is a U.S. Army priority ground modernization initiative that could replace nearly 4,000 Bradley Infantry Fighting Vehicles
- In June 2023, the U.S. Army down-selected from 5 to 2 OEMs, including American Rheinmetall Vehicles, to continue into the Detailed Design and Prototype Build and Testing phases
- Development of prototype vehicles began late-2024, with government testing beginning in early 2026 and estimated start of production in 2029





1

**Global Market Leader and Premier Brand**

2

**End User Value Proposition**

3

**Leader in Commercial Propulsion**

4

**Diverse End Markets**

5

**Organic Growth Opportunities**

6

**Capital Allocation and Free Cash Flow Utilization**

# A Recognized Leader and Respected Brand



Over 100-year history of providing high-quality innovative products and demonstrated value to end users

Proprietary and patented technology developed over many decades and over eight million global units

End users frequently request Allison Transmission products by name and pay a premium for them



## The Allison brand is associated with:

- High Quality
- Reliability
- Durability
- Vocational Value and Expertise
- Technological Leadership
- Superior Customer Service
- Attractive Total Lifecycle Value

## Advantages of a fully automatic Allison transmission

Productivity  
(acceleration)

Maintenance Savings  
(life cycle costs)

Fuel Agnostic and Fuel  
Efficiency / Reduced  
Emissions

Driver Skillset /  
Wages

Training  
(time, cost)

Shift Quality

Safety

Residual Value

End users are willing to pay a premium price for Allison

Payback period for an Allison Transmission averages less than 3 years

Allison's addressable market encompasses a broad range of vocations with complex and diverse duty-cycles

## On-Highway

- Fire and Emergency
- Pick-up, Delivery and Distribution
- Construction
- Refuse
- School, Transit, Shuttle and Coach Bus
- Day Cab Tractors
- Utility
- Motorhome

## Off-Highway

- Hydraulic Fracturing
- Oilfield Service and Support
- Rigid Mining Trucks
- Articulated Mining Trucks
- Underground Mining
- Construction
- Agriculture
- Specialty

## Defense

- Light / Medium / Heavy Wheeled
  - US: FMTV, HEMTT, Stryker
  - Other: Jackal, Eitan, Boxer IFV, Tigon
- Light / Medium / Heavy Tracked
  - US: M1 Abrams
  - Other: K9, Krab, AS21 Redback, K200 KIFV

Vocational diversity results in a complex application space that requires a range of propulsion solutions where Allison is a natural supplier

- Internal combustion engine applications
- Alternative fuel vehicles, including natural gas and propane, with proven performance advantages and a funded infrastructure
- Electric hybrid systems, including flexible hybrid, range extender and plug-in options
- Full electric solutions, including hydrogen fuel cell and battery electric applications

# Very Diverse End Markets

	Distribution	Emergency	Motorhome	Rugged Duty	School/Shuttle Bus	Transit
Global	<p>On-Highway</p>					
	<p>Off-Highway</p>					
Defense	<p>Light / Medium / Heavy Wheeled and Tracked</p>					
Parts, Support Equipment & Other						

# Over 350 OEMs Rely on Allison for Vehicle Propulsion Solutions



North America	On-Highway	
	Transit Bus	
	Off-Highway	
Outside North America	On-Highway	
	Off-Highway	
Defense	Light / Medium / Heavy Wheeled and Tracked	



1

**\$400M of Incremental Annual Revenue Opportunities**

2

**Outside North America On-Highway Growth Strategy**

3

**Global Off-Highway Growth Strategy**

4

**North America On-Highway Growth Strategy**

5

**Global Defense Growth Strategy**

6

**Value Added On-Highway Variants & Enhancements**

## Wide Body Mining Dump

- Penetration of new market for Allison's 4000 Series™ and 6000 Series™ On-Highway transmissions
- ALSN is released in all OEMs operating in the WBMD truck market
- Gaining market share in Chinese domestic market and export markets globally including India, South America, Africa and Indonesia
- **Represents \$100M of incremental annual revenue opportunity**

## FracTran®

- Next-generation, designed-from-the-ground-up Oil Field Series™ (OFS) transmission, purpose-built for hydraulic fracturing applications to maximize customer productivity with high reliability and powerful performance
- Dual fuel compatibility for natural gas-powered engines, increased horsepower ratings and substantially reduced idle time
- Introduced in 2021 and currently being tested in multiple oilfield fleets across the United States and Canada. Start of production began in mid-2023.
- **Represents \$100M of incremental annual revenue opportunity**

## Class 8 Day Cab and Regional Haul Tractor Market

- Allison 4000 Series™ transmission and 3414 Regional Haul Series™ transmission, an uprated variant of Allison's proven 3000 Series™ fully automatic transmission designed to support the higher engine and torque requirements of Distribution and Regional Haul Class 8 Day Cab tractors
- Lighter than competitive automated manual transmissions, and providing fleets with 25% faster acceleration and up to 8% fuel economy improvement
- Secured releases with top OEMs, including vertically integrated OEMs, such as International, Daimler and Volvo
- **Represents \$100M of incremental annual revenue opportunity**

## Defense End Market

- Growth opportunity based on increased global defense spending due to shifts in geopolitical dynamics, the war in Ukraine and US DoD modernization priorities
- Maintain long-standing relationship with US DoD with primary opportunity in tracked vehicle programs and international growth accomplished through:
  - Expansion of sales of existing products to international allies
  - Growing relationships with global defense OEMs
  - New products and variants gaining interest globally
- **Represents \$100M of incremental annual revenue opportunity**

**Total of \$400M of Annual Incremental Revenue Opportunities**

# Outside North America On-Highway Growth Strategy



## Global market leadership expansion and emerging markets penetration

- Substantial investments in the expansion of global sales presence
- Ongoing OEM release activities
- Targeted end user initiatives drive demand for the Allison brand
- Facilitates service channel build out in developing markets
- Labor availability of skilled drivers poses opportunity for further penetration of automatic transmissions

## Demand drivers vary by region

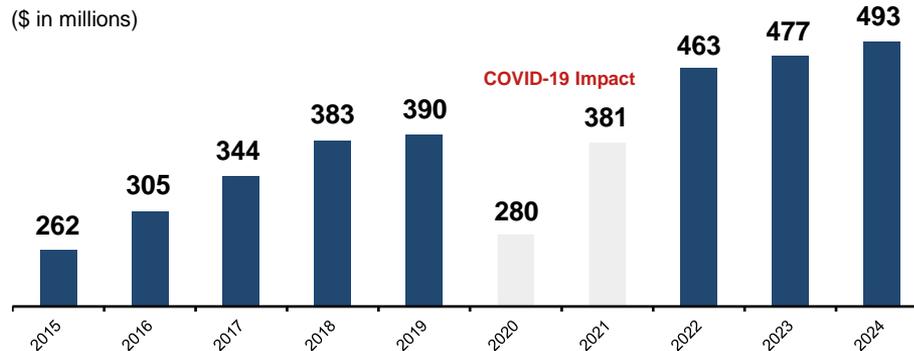
- Increasing vehicle sophistication
- Stricter emissions, fuel economy and safety standards
- Growing demand for productivity improvements
- Micro and demographic trends
- Focus on reducing lifecycle costs

## Focus on high value vocational vehicles

- Transit, refuse, fire & emergency, airport support, terminal tractors, dock spotters, mining and oil field support, construction, etc.
- Cost of vehicle downtime is high
- Enhanced value proposition supported by 2-3 year payback period

## 5 years of consecutive revenue growth pre-COVID in Outside North America On-Highway, followed by full-year record-setting net sales in 2022 and 2023

(\$ in millions)



## Wide Body Mining Dump Truck market represents growth opportunity of \$100 million in incremental annual revenue



# Global Off-Highway Growth Strategy



## Energy Sectors

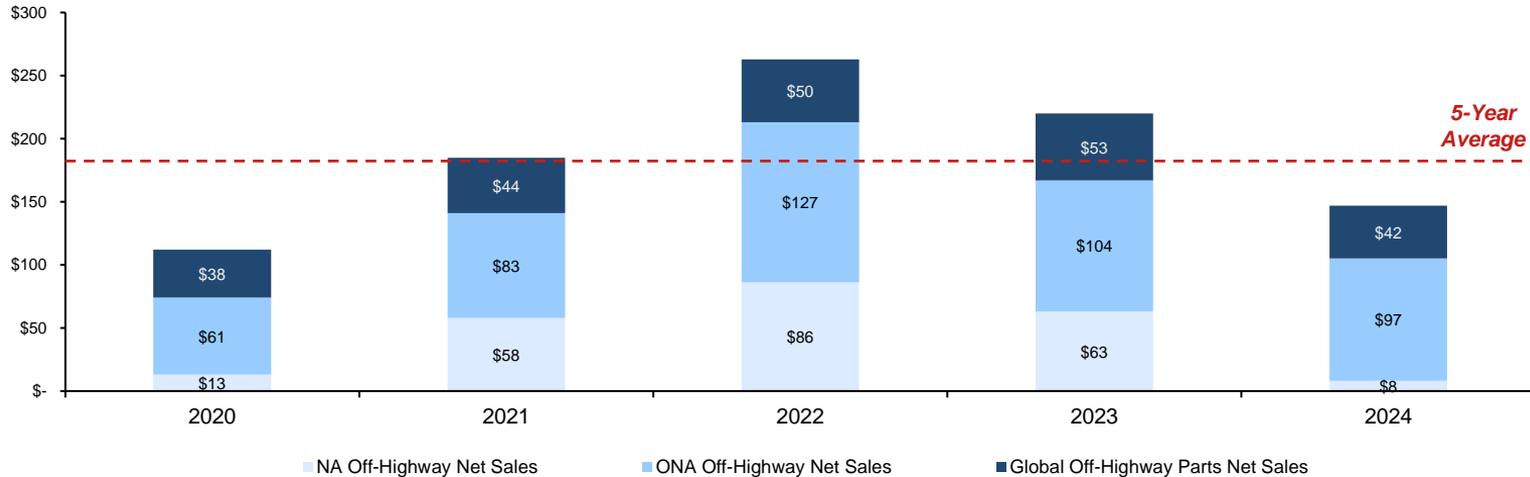
- Demand expected to be less cyclical with continued supply issues solved by multi-year investments
- Investments for energy security driven by national security threats
- Market tightness remains with capital discipline and limited equipment availability
- Continued investments in differentiated and higher horsepower solutions

## High Horsepower Hydraulic Fracturing Transmissions

- Launched FracTran® in 2021, purpose-built to meet the harsh demands of global oil and gas fields
- Addressing global market demand for higher horsepower, extended duty-cycles, lower days-to-depth, higher recovery factors and smaller footprints
- New OFS models based on six decades of industry expertise

## Mining and Construction

- Considerable end market cyclical, recovering from trough levels due to pent up demand and aging fleets
- Commodity prices support further expansion projects and continued demand
- Global economic recovery and increasing global urbanization and sustainability initiatives, driving increased construction activity and raw material demand

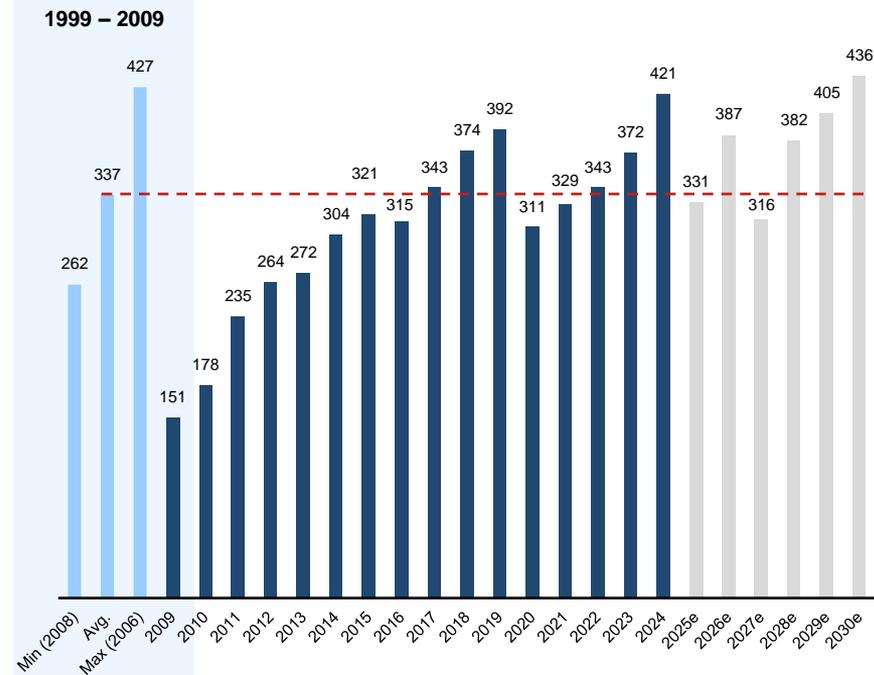


# North America On-Highway Growth Strategy



- Continued strength in demand for Class 8 vocational trucks driven by infrastructure spending
- Structural growth drivers remain intact
  - Slowing demand for full-EV with OEMs increasingly interested in conventional fuel-efficiency features, such as Allison's FuelSense® 2.0 and Neutral at Stop, to comply with emissions regulations
  - Continued growth in first- and last-mile delivery sector
- Increased penetration opportunities
  - Growth opportunity of \$100 million in incremental annual revenue in the Class 8 Regional Haul Day Cab market with the Allison 4000 Series™ fully automatic transmission and 3414 Regional Haul Series™ (RHS)
  - 3414 RHS launched with International in 2020, Daimler Trucks North America (paired with diesel engine) and Volvo Trucks North America in 2021, and further release with Daimler Trucks North America for CNG engine in 2023
  - In 2023, the 3414 RHS was specified by one of the largest global logistics and delivery companies as the propulsion solution in additional CNG Freightliner Cascadia Day Cab tractors added to its fleet
  - Mack MD Series line of medium-duty trucks and Isuzu F-Series Class 6/7 models, exclusive with the Allison fully automatic transmission
  - Class 4/5 commercial trucks launched by Chevrolet, International and Isuzu, exclusively with the Allison fully automatic transmission

## North America Production in Allison's Core Addressable Market (units in 000s)<sup>(1)</sup>



(1) Source: ACT Research, April 2025. Includes: Class 4 through 8 less Class 8 Tractor & Class 8 Straight with Sleeper. 2025: Total 496,050 less Class 8 Tractor of 162,838 less Class 8 Straight with Sleeper of 2,628.

- Allison is committed to investing in and pursuing opportunities resulting from increased global defense spending in a multi-year growth cycle, with expectation for realization of \$100 million incremental annual revenue opportunity in 2025
- Poised to capture growth through continuation of long-standing partnership with United States Department of Defense and diversifying revenue through increased international defense sales
- Opportunities for future long-term growth including eGen Force™ electric hybrid propulsion system for tracked combat vehicles. The eGen Force™ system has been selected by American Rheinmetall for their XM30 offering.

## United States

- Allison provides transmissions to the US Department of Defense for all wheeled vehicles heavier than the Humvee and more than half of the armored combat vehicles used by the US Military
- Expectation of substantial growth in tracked vehicle programs including continuation of the Abrams Main Battle Tank contract
- Growth and sustainment for numerous wheeled vehicle programs



## International

- Opportunities through expansion of sales of existing products
  - US Government planning to sell over 300 X1100 transmissions for FMS Abrams Main Battle Tank sales over the next 3 years to Australia, Poland and Romania
- Increased relationships with global defense OEMs
  - Growing relationship with South Korea's Hanwha Aerospace as Allison's largest defense OEM
  - Hanwha's K9 Thunder Self-Propelled Howitzer planned sales to Egypt and Poland and further global opportunity with Hanwha's new Redback Infantry Fighting Vehicle, selected for Australia's LAND 400 program
- Development of new products and product variants driving growth
  - Allison's new 3040 MX and 4040 MX medium-weight cross-drive transmissions
    - 3040 MX was selected by all OEMs currently competing for India's FICV (Future Infantry Combat Vehicle) program as well as programs in Turkey and Poland
    - 4040 MX selected by BAE Systems Hägglunds for CV90 Infantry Fighting Vehicle programs
- Allison's X1100 variant developed for the Turkish Firtina Self-Propelled Howitzer program

## FuelSense® 2.0

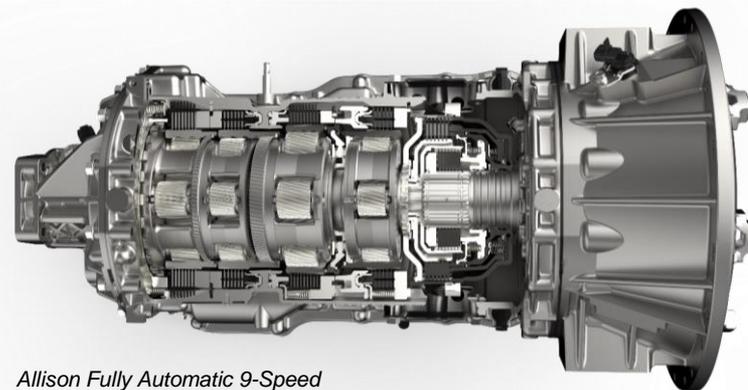
- Proprietary software launched in 2017, ideally suited for shift-dense vocations such as transit, school bus, refuse, construction and distribution
- DynActive® Shifting utilizes learning algorithm to continuously find the ideal balance of fuel economy and performance
- Neutral at Stop trims fuel consumption and emissions by reducing load on the engine when the vehicle is stopped
- Acceleration Rate Management limits vehicle acceleration to a customized calibrated rate

## xFE Models

- New transmissions with redesigned torque converter damper, optimized gear ratios and coupled with FuelSense® Max packages
- Represents the latest in fuel savings innovation
  - Fuel savings of up to 7% over comparatively equipped models with FuelSense® features
  - Best fuel economy from an automatic transmission
- Available in the 1000, 2000 and 3000 Series™ fully automatic transmission models

## 9-Speed Transmission

- New design leverages the proven reliability of the Allison six-speed 2000 Series™
- New benchmark in fuel efficiency and reduced emissions standards
- Significant fuel savings due to deep first gear ratio, industry leading ratio coverage and advanced engine stop-start capability
- Improved driver comfort and acceleration, allowing for a smoother launch and increased productivity



*Allison Fully Automatic 9-Speed*



1

**Significant Cash Flow Generation**

2

**Capital Allocation Priorities**

3

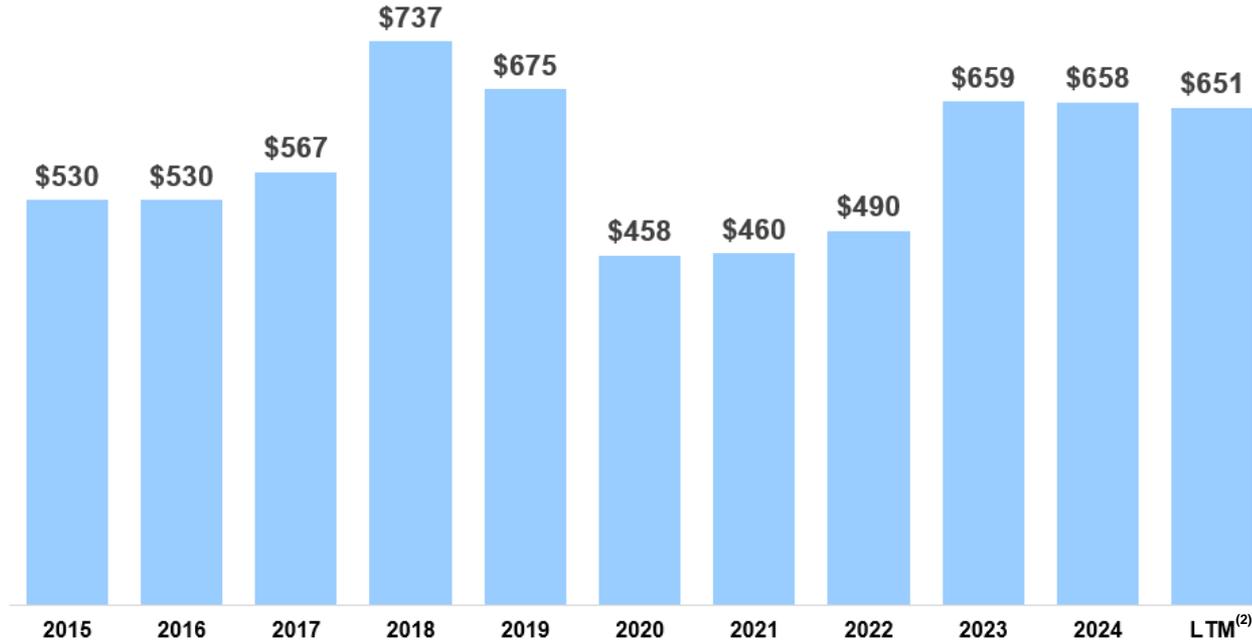
**Free Cash Flow Utilization**

# Significant Cash Flow Generation



## Adj. Free Cash Flow Generation<sup>(1)</sup>

(\$ in millions)



Note: See appendix for comments regarding the presentation of non-GAAP financial information.

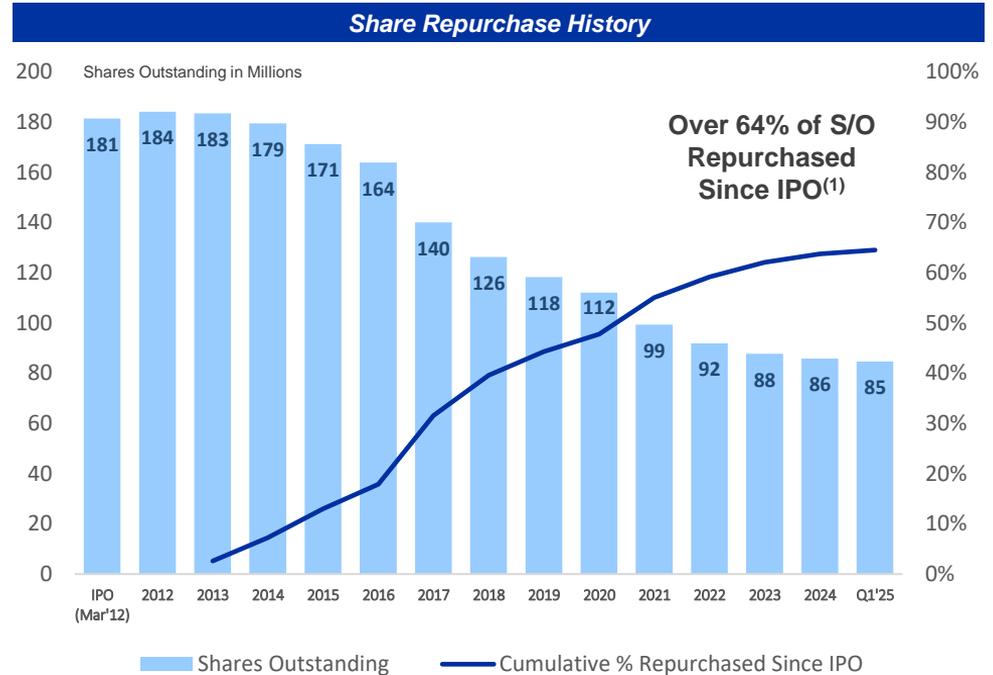
(1) See appendix for a reconciliation of Adjusted Free Cash Flow.

(2) LTM 3/31/25

# Capital Allocation Priorities

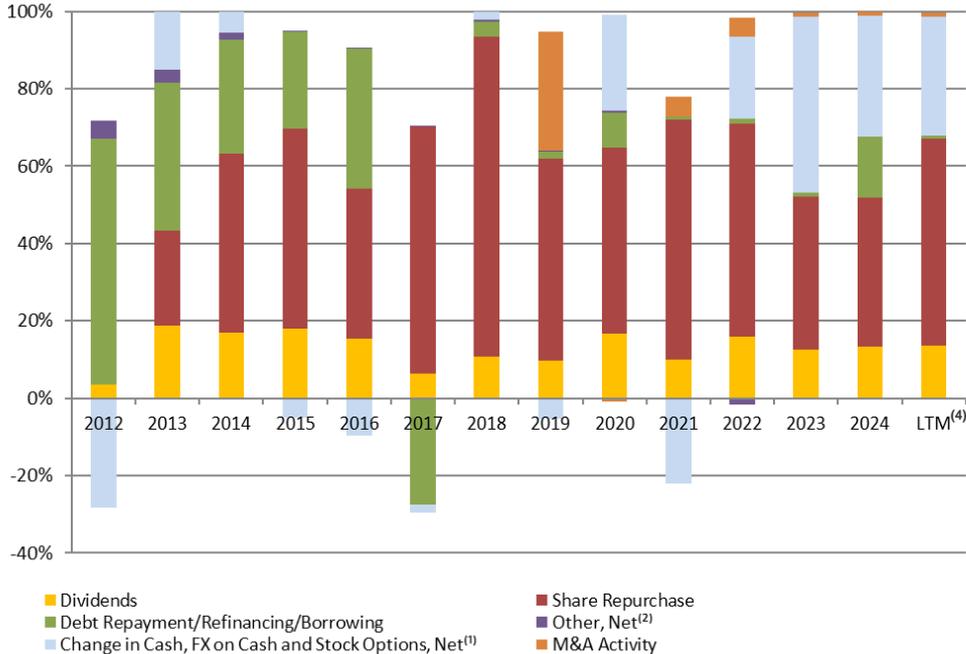


- Organic revenue and earnings growth
- New product and technology development
- Strategic acquisition opportunities
- Return of capital to shareholders
- Prudent balance sheet management
- Low-cost, flexible and pre-payable debt structure with long dated maturities
- As of 3/31/25, over 64% of shares outstanding repurchased since IPO with \$1.4B of share repurchase authorization remaining
- Increased quarterly dividend by 80% in the last 6 years



(1) Repurchased ~117M shares outstanding as of 3/31/25

# Free Cash Flow Utilization



## Well-Defined Capital Allocation Policy

- Realize returns from completed investments in global commercial capabilities, and new product and technology development
- Prudent balance sheet management
- Return capital to shareholders
  - Increased quarterly dividend to \$0.27 per share in Q1 2025, the sixth consecutive annual increase
  - Share repurchase authorization increased by \$1.0 billion to \$5.0 billion in Q1 2025<sup>(3)</sup>
- Low-cost, flexible and pre-payable debt structure with long dated maturities

Note: See appendix for comments regarding the presentation of non-GAAP financial information.

(1) Net of change in Cash & Cash Equivalents

(2) 2009 adjusted for certain non-recurring activity: (a) capitalized accrued interest on Senior Toggle Notes (\$29) million, (b) cash restructuring charge \$51 million, (c) accounts payable early payments \$3 million, (d) delayed accounts receivable receipts \$19 million and (e) Lehman LIBOR swap settlement \$17 million. All periods adjusted for collateral for interest rate derivatives, purchase of available-for-sale securities, proceeds from disposal of assets, investments in technology-related initiatives and license expenses, and fee to terminate services agreement with Sponsors.

(3) \$1.4 billion of authorized share repurchase capacity remaining as of 3/31/25

(4) LTM 3/31/25



# Financial Overview

# Allison Financial Highlights



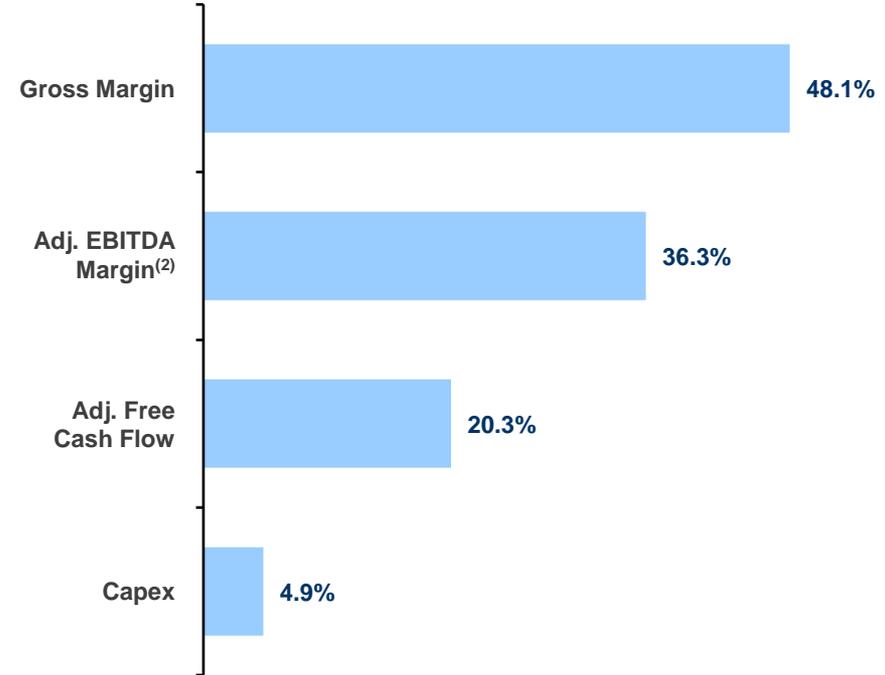
- Solid operating margins
  - End Markets diversity
  - Premium vocational pricing model
  - Cost controls and productivity improvements
- Low recurring (maintenance) capital expenditure requirements
- Positioned for long-term cash earnings growth
  - Multiple growth opportunities in asset-light business model
- Strong free cash flow

(1) LTM 3/31/25  
(2) Adjusted EBITDA margin: Adjusted EBITDA divided by net sales.

Note: See appendix for comments regarding the presentation of non-GAAP financial information.

## LTM<sup>(1)</sup> Financial Metrics

(% of Net Sales)



# Strong Liquidity Profile

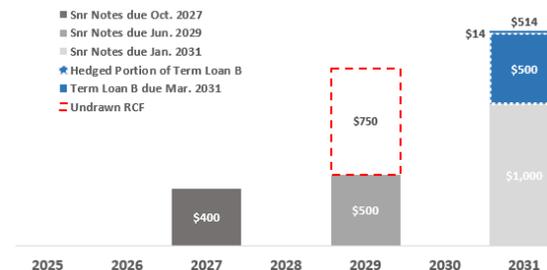


- Amend and extend of revolver and term loan on March 13, 2024
  - Increased commitments under revolving credit facility from \$650 million to \$750 million and extended maturity to March 13, 2029
  - Refinanced \$518 million of term loan debt, paid down \$101 million of existing term loan debt, extended maturity to March 13, 2031 and removed 0.10% credit spread adjustment while maintaining SOFR+175 interest rate
- Cash and Available Borrowing Capacity of \$1.5 billion as of March 31, 2025
  - \$753 million of cash and cash equivalents
  - \$745 million of available revolving credit facility commitments
- History of robust free cash flow generation
- Staggered, flexible, long-dated and covenant light debt structure with the earliest maturity due in October 2027
  - As of March 31, 2025, Allison held interest rate swaps that effectively hedge \$500 million of the variable rate debt associated with the Term Loan B through September 2025
- Financial Covenants point to First Lien Net Leverage Ratio
  - Maximum threshold of 5.5x First Lien Net Leverage ratio (Net First Lien Debt to LTM Adj. EBITDA)
  - First Lien Net Leverage ratio of -0.21x as of March 31, 2025
- Net Leverage ratio of 1.43x (Net Debt to LTM Adj. EBITDA) as of March 31, 2025
- Capital Allocation
  - Increased quarterly dividend to \$0.27 per share in Q1 2025, the sixth consecutive year of dividend increases
  - Repurchased over \$150 million of outstanding shares in Q1 2025, with over 64% of outstanding shares repurchased since IPO in 2012

## Long-Term Debt Profile & Credit Statistics

<i>(in millions)</i>	3/31/2025
Cash and cash equivalents	\$753
Revolving Credit Facility due Mar 2029	\$0
Senior Secured Term Loan B due Mar 2031	\$513
Total First Lien Debt	\$513
Senior Notes due Oct 2027 (Fixed 4.75%)	\$400
Senior Notes due Jun 2029 (Fixed 5.875%)	\$500
Senior Notes due Jan 2031 (Fixed 3.75%)	\$1,000
Total Debt	\$2,413
Net Debt	\$1,660
First Lien Net Debt	-\$240
<b>Credit Statistics:</b>	<b>3/31/2025</b>
LTM Adjusted EBITDA	\$1,163
First Lien Net Leverage Ratio	-0.21x
Net Leverage Ratio	1.43x

## Current Debt Maturity Profile



## Allison Transmission is the global leader in the markets it serves

- Premier fully automatic transmission brand
- Established supplier of fully-integrated, commercial-duty electrified propulsion systems
- Over 100-year operating history

## Strong financial position

- Elite EBITDA margin
- Asset-light business model
- Significant free cash flow generation
- Returning capital to shareholders

## Substantial growth opportunities

- Expand global leadership
- Penetrate emerging markets
- Address underserved markets
- Continuous product innovation



## Guidance/ Supplemental Financial Data

# 2025 Guidance



(\$ in millions)

Reaffirming full year 2025 guidance ranges provided to the market on February 11, 2025

<b>\$3,200 - \$3,300</b>	<b>\$735 - \$785</b>	<b>\$1,170 - \$1,230</b>	<b>\$800 - \$860</b>	<b>\$165 - \$175</b>	<b>\$635 - \$685</b>
Net Sales	Net Income	Adjusted EBITDA*	Net Cash Provided by Operating Activities	Capital Expenditures	Adjusted Free Cash Flow*

Net sales guidance reflects another record revenue year for 2025 driven by price increases on certain products, increased demand for Tracked vehicle applications and continued strength in North American vocational demand

\*See Appendix for the Guidance Reconciliation

# Historical Financial Summary



## Financial Summary

In \$ millions	LTM <sup>(1)</sup>										
	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Net Sales	\$1,986	\$1,840	\$2,262	\$2,713	\$2,698	\$2,081	\$2,402	\$2,769	\$3,035	\$3,225	\$3,202
% Growth	(6.7%)	(7.3%)	22.9%	19.9%	(0.6%)	(22.9%)	15.4%	15.3%	9.6%	4.6%	3.9%
Adj. EBITDA	720	644	868	1,128	1,083	732	844	961	1,108	1,165	1,163
% of Net Sales	36.3%	35.0%	38.4%	41.6%	40.1%	35.2%	35.1%	34.7%	36.5%	36.1%	36.3%
Total CapEx	58	71	91	100	172	115	175	167	125	143	158
% of Net Sales	2.9%	3.8%	4.0%	3.7%	6.4%	5.5%	7.3%	6.0%	4.1%	4.4%	4.9%
Adj. Free Cash Flow	530	530	567	737	675	458	460	490	659	658	651
% of Net Sales	26.7%	28.8%	25.1%	27.2%	25.0%	22.0%	19.2%	17.7%	21.7%	20.4%	20.3%

Note: See appendix for comments regarding the presentation of non-GAAP financial information.

(1) LTM 3/31/25

# Allison Quarterly Sales Summary



## Quarterly Net Sales by End Market (\$ in millions)

Net Sales	2016					2017					2018				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
NA On-Highway	\$274	\$280	\$232	\$237	\$1,023	\$275	\$314	\$301	\$287	\$1,177	\$339	\$343	\$332	\$303	\$1,317
Defense	\$25	\$28	\$25	\$37	\$115	\$27	\$30	\$35	\$25	\$117	\$37	\$43	\$42	\$36	\$158
ONA On-Highway	\$70	\$74	\$78	\$83	\$305	\$72	\$85	\$89	\$98	\$344	\$91	\$101	\$96	\$95	\$383
Global Off-Highway	\$8	\$4	\$3	\$4	\$19	\$7	\$15	\$31	\$39	\$92	\$45	\$55	\$58	\$64	\$222
Parts, Support Equipment & Other	\$85	\$89	\$96	\$108	\$378	\$118	\$136	\$139	\$139	\$532	\$151	\$169	\$164	\$149	\$633
<b>Total Net Sales</b>	<b>\$462</b>	<b>\$475</b>	<b>\$434</b>	<b>\$469</b>	<b>\$1,840</b>	<b>\$499</b>	<b>\$580</b>	<b>\$595</b>	<b>\$588</b>	<b>\$2,262</b>	<b>\$663</b>	<b>\$711</b>	<b>\$692</b>	<b>\$647</b>	<b>\$2,713</b>
Net Sales	2019					2020					2021				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
NA On-Highway	\$377	\$398	\$369	\$330	\$1,474	\$352	\$164	\$281	\$284	\$1,081	\$319	\$302	\$275	\$281	\$1,177
Defense	\$32	\$37	\$40	\$42	\$151	\$40	\$42	\$56	\$44	\$182	\$45	\$48	\$39	\$54	\$186
ONA On-Highway	\$94	\$106	\$99	\$91	\$390	\$72	\$60	\$71	\$77	\$280	\$84	\$98	\$93	\$106	\$381
Global Off-Highway	\$41	\$49	\$30	\$19	\$139	\$35	\$22	\$5	\$12	\$74	\$18	\$27	\$34	\$62	\$141
Parts, Support Equipment & Other	\$131	\$147	\$131	\$135	\$544	\$138	\$89	\$119	\$118	\$464	\$122	\$128	\$126	\$141	\$517
<b>Total Net Sales</b>	<b>\$675</b>	<b>\$737</b>	<b>\$669</b>	<b>\$617</b>	<b>\$2,698</b>	<b>\$637</b>	<b>\$377</b>	<b>\$532</b>	<b>\$535</b>	<b>\$2,081</b>	<b>\$588</b>	<b>\$603</b>	<b>\$567</b>	<b>\$644</b>	<b>\$2,402</b>
Net Sales	2022					2023					2024				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
NA On-Highway	\$346	\$340	\$340	\$333	\$1,359	\$376	\$397	\$376	\$380	\$1,529	\$420	\$456	\$457	\$419	\$1,752
Defense	\$35	\$29	\$35	\$47	\$146	\$27	\$33	\$43	\$63	\$166	\$48	\$43	\$53	\$68	\$212
ONA On-Highway	\$109	\$105	\$118	\$131	\$463	\$108	\$123	\$118	\$128	\$477	\$115	\$128	\$126	\$124	\$493
Global Off-Highway	\$48	\$52	\$60	\$53	\$213	\$47	\$49	\$28	\$43	\$167	\$46	\$23	\$20	\$16	\$105
Parts, Support Equipment & Other	\$139	\$138	\$157	\$154	\$588	\$183	\$181	\$171	\$161	\$696	\$160	\$166	\$168	\$169	\$663
<b>Total Net Sales</b>	<b>\$677</b>	<b>\$664</b>	<b>\$710</b>	<b>\$718</b>	<b>\$2,769</b>	<b>\$741</b>	<b>\$783</b>	<b>\$736</b>	<b>\$775</b>	<b>\$3,035</b>	<b>\$789</b>	<b>\$816</b>	<b>\$824</b>	<b>\$796</b>	<b>\$3,225</b>
Net Sales	2025														
	Q1	LTM <sup>(1)</sup>													
NA On-Highway	\$435	\$1,767													
Defense	\$53	\$217													
ONA On-Highway	\$112	\$490													
Global Off-Highway	\$18	\$77													
Parts, Support Equipment & Other	\$148	\$651													
<b>Total Net Sales</b>	<b>\$766</b>	<b>\$3,202</b>													

(1) LTM 3/31/25



# Appendix

Non-GAAP Financial Information

## Appendix: Non-GAAP Financial Information

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We use Adjusted EBITDA and Adjusted EBITDA as a percent of net sales to measure our operating profitability. We believe that Adjusted EBITDA and Adjusted EBITDA as a percent of net sales provide management, investors and creditors with useful measures of the operational results of our business and increase the period-to-period comparability of our operating profitability and comparability with other companies. Adjusted EBITDA as a percent of net sales is also used in the calculation of management's incentive compensation program. The most directly comparable U.S. generally accepted accounting principles ("GAAP") measure to Adjusted EBITDA and Adjusted EBITDA as a percent of net sales is Net income and Net income as a percent of net sales, respectively. Adjusted EBITDA is calculated as the earnings before interest expense, net, income tax expense, amortization of intangible assets, depreciation of property, plant and equipment and other adjustments as defined by Allison Transmission, Inc.'s, the Company's wholly-owned subsidiary, Second Amended and Restated Credit Agreement. Adjusted EBITDA as a percent of net sales is calculated as Adjusted EBITDA divided by net sales.

We use Adjusted Free Cash Flow to evaluate the amount of cash generated by our business that, after the capital investment needed to maintain and grow our business and certain mandatory debt service requirements, can be used for repayment of debt, stockholder distributions and strategic opportunities, including investing in our business. We believe that Adjusted Free Cash Flow enhances the understanding of the cash flows of our business for management, investors and creditors. Adjusted Free Cash Flow is also used in the calculation of management's incentive compensation program. The most directly comparable GAAP measure to Adjusted Free Cash Flow is Net cash provided by operating activities. Adjusted Free Cash Flow is calculated as Net cash provided by operating activities, excluding non-recurring restructuring charges, after additions of long-lived assets.

# Non-GAAP Reconciliations (1 of 3)

## Adjusted EBITDA Reconciliation

\$ in millions, Unaudited	For the year ended December 31,											Last twelve months ended March 31,
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
<b>Net income (GAAP)</b>	<b>\$229</b>	<b>\$182</b>	<b>\$215</b>	<b>\$504</b>	<b>\$639</b>	<b>\$604</b>	<b>\$299</b>	<b>\$442</b>	<b>\$531</b>	<b>\$673</b>	<b>\$731</b>	<b>\$754</b>
plus:												
Income tax expense	139	107	126	23	166	164	94	130	114	154	166	172
Depreciation of property, plant and equipment	94	88	84	80	77	81	96	104	109	109	111	112
Interest expense, net	138	114	101	103	121	134	137	116	118	107	89	85
Amortization of intangible assets	99	97	92	90	87	86	52	46	46	45	10	7
Stock based compensation expense	15	10	9	12	13	13	17	14	18	22	26	26
UAW local 933 contract signing incentives	—	—	—	10	—	—	—	—	—	—	—	14
Unrealized (gain) loss on marketable securities	—	—	—	—	—	—	—	—	22	1	9	(1)
Pension plan settlement loss	—	—	—	—	—	—	—	—	—	—	4	4
Technology-related investment expenses	2	—	1	16	3	—	—	(3)	(6)	(3)	2	2
Unrealized loss on foreign exchange	5	1	1	—	3	—	2	—	6	—	1	1
Impairments of long-lived assets	15	1	—	32	4	2	—	—	—	—	1	—
Impairments of intangible assets	—	—	—	—	—	—	—	—	—	—	1	1
Environmental remediation	—	14	—	—	—	(8)	—	—	—	—	—	—
Loss on redemptions and repayments of long-term debt	1	1	—	—	—	—	—	—	—	—	—	—
Stockholder activism expenses	—	—	4	—	—	—	—	—	—	—	—	—
Dual power inverter module extended coverage	1	(2)	1	(2)	—	—	—	—	—	—	—	—
UAW local 933 retirement incentive	—	—	—	—	15	5	7	(2)	—	—	—	—
Trade name impairments	—	80	—	—	—	—	—	—	—	—	—	—
Unrealized loss on commodity hedge contracts	(1)	1	(2)	—	—	—	—	—	—	—	—	—
Expenses related to long-term debt refinancing	—	25	12	—	—	1	13	—	—	—	—	—
Restructuring charges	1	—	—	—	—	—	14	(4)	—	—	—	—
Other, net	(111)	20	—	—	—	1	1	1	3	—	—	—
<b>Adjusted EBITDA (Non-GAAP)</b>	<b>\$627</b>	<b>\$739</b>	<b>\$644</b>	<b>\$868</b>	<b>\$1,128</b>	<b>\$1,083</b>	<b>\$732</b>	<b>\$844</b>	<b>\$961</b>	<b>\$1,108</b>	<b>\$1,165</b>	<b>\$1,163</b>
<b>Net sales (GAAP)</b>	<b>\$2,127</b>	<b>\$1,986</b>	<b>\$1,840</b>	<b>\$2,262</b>	<b>\$2,713</b>	<b>\$2,698</b>	<b>\$2,081</b>	<b>\$2,402</b>	<b>\$2,769</b>	<b>\$3,035</b>	<b>\$3,225</b>	<b>\$3,202</b>
<b>Net income as a percent of Net sales</b>	<b>10.8%</b>	<b>9.2%</b>	<b>11.7%</b>	<b>22.3%</b>	<b>23.6%</b>	<b>22.4%</b>	<b>14.4%</b>	<b>18.4%</b>	<b>19.2%</b>	<b>22.2%</b>	<b>22.7%</b>	<b>23.5%</b>
<b>Adjusted EBITDA as a percent of Net sales</b>	<b>29.5%</b>	<b>36.2%</b>	<b>35.0%</b>	<b>38.4%</b>	<b>41.6%</b>	<b>40.1%</b>	<b>35.2%</b>	<b>35.1%</b>	<b>34.7%</b>	<b>36.5%</b>	<b>36.1%</b>	<b>36.3%</b>

## Non-GAAP Reconciliations (2 of 3)

### Adjusted Free Cash Flow Reconciliation

\$ in millions, Unaudited	For the year ended December 31,											Last twelve months ended March 31,
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
<b>Net cash provided by operating activities (GAAP)</b>	<b>\$573</b>	<b>\$580</b>	<b>\$591</b>	<b>\$658</b>	<b>\$837</b>	<b>\$847</b>	<b>\$561</b>	<b>\$635</b>	<b>\$657</b>	<b>\$784</b>	<b>\$801</b>	<b>\$809</b>
(Deductions) or additions:												
Long-lived assets	(64)	(58)	(71)	(91)	(100)	(172)	(115)	(175)	(167)	(125)	(143)	(158)
Restructuring charges	—	—	—	—	—	—	12	—	—	—	—	—
Technology-related license expenses	6	—	—	—	—	—	—	—	—	—	—	—
Stockholder activism expenses	—	—	4	—	—	—	—	—	—	—	—	—
Excess tax benefit from stock-based compensation	25	8	6	—	—	—	—	—	—	—	—	—
<b>Adjusted free cash flow (Non-GAAP)</b>	<b>\$540</b>	<b>\$530</b>	<b>\$530</b>	<b>\$567</b>	<b>\$737</b>	<b>\$675</b>	<b>\$458</b>	<b>\$460</b>	<b>\$490</b>	<b>\$659</b>	<b>\$658</b>	<b>\$651</b>

## Guidance Reconciliation

\$ in millions	Guidance	
	Year Ending December 31, 2025	
	Low	High
<b>Net income (GAAP)</b>	<b>\$ 735</b>	<b>\$ 785</b>
plus:		
Income tax expense	188	198
Depreciation of property, plant and equipment	123	123
Interest expense, net	91	91
Amortization of intangible assets	7	7
Stock-based compensation expense	29	29
Unrealized gain on marketable securities	(3)	(3)
<b>Adjusted EBITDA (Non-GAAP)</b>	<b>\$ 1,170</b>	<b>\$ 1,230</b>
<b>Net cash provided by operating activities (GAAP)</b>	<b>\$ 800</b>	<b>\$ 860</b>
Deductions to reconcile to Adjusted free cash flow:		
Additions of long-lived assets	\$ (165)	\$ (175)
<b>Adjusted free cash flow (Non-GAAP)</b>	<b>\$ 635</b>	<b>\$ 685</b>

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