Q1 2026 Earnings Call

May 14, 2026

public

Today’s presenters and agenda

Barend Fruithof
Group CEO

Marco Portmann
Group CFO

Henning Schröder
CEO Europe and Rest of World

Steffen Schewerda
CEO North America

1. Highlights
2. North America
3. Europe and Rest of World (RoW)
4. Q1 2026 Financials
5. Outlook & Concluding Remarks

Safe Harbor: Basis of presented financials and forward-looking statements

Basis of presented financials

- **Financial results up until June 30, 2025, provided as basis for comparison to our first quarter 2026 performance, include results for Aebi Schmidt and The Shyft Group on a combined basis inclusive of the period prior to the merger on July 1, 2025. This also applies to Q1 2025 figures used as the basis for year-over-year comparisons throughout this presentation, which are presented on a combined basis as if the merger had closed on January 1, 2024**. Historical information presented on a combined basis does not reflect any pro-forma adjustments or adjustments for costs related to integration activities, cost savings or synergies that have occurred or may be achieved if the merger occurred on January 1, 2024.
- Combined full-year 2025 includes results for Aebi Schmidt and The Shyft Group on a combined basis inclusive of the periods prior to the merger on July 1, 2025. Full-year 2025 results reported in our Annual Report on Form 10-K for the year ended December 31, 2025, include Aebi Schmidt standalone results for first half of 2025 and newly merged total company results for the second half of 2025 on a U.S. GAAP basis.

Forward-looking statements

This presentation contains information, including our sales and earnings guidance, all other information provided with respect to our outlook for 2026 and future periods, and other statements concerning our business, strategic position, financial projections, financial strength, future plans, objectives, and the performance of our products and operations that may constitute "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. We intend the forward-looking statements to be covered by the safe harbor provisions for forward-looking statements in those sections. Generally, we have identified such forward-looking statements by using words such as "believe," "expect," "intend," "potential," "future," "may," "will," "should," and similar expressions or by using future dates or targets in connection with any discussion of, among other things, the construction or operation of new or existing facilities, operating performance, trends, events or developments that we expect or anticipate will occur in the future, statements relating to volume changes, share of sales and earnings per share changes, anticipated cost savings and attainment of merger synergies, potential capital and operational cash improvements, changes in supply and demand conditions and prices for our products, trade duties and other aspects of trade policy, statements regarding our future strategies, products and innovations, and statements expressing general views about future operating results. However, the absence of these words or similar expressions does not mean that a statement is not forward-looking. Forward-looking statements are not historical facts but instead represent only Aebi Schmidt's beliefs regarding future events, many of which, by their nature, are inherently uncertain and outside of Aebi Schmidt's control. It is possible that Aebi Schmidt's actual results and financial condition may differ, possibly materially, from the anticipated results and financial condition indicated in these forward-looking statements. Management believes that these forward-looking statements are reasonable as of the time made. However, caution should be taken not to place undue reliance on any such forward-looking statements because such statements speak only as of the date when made. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law. In addition, forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from Aebi Schmidt's historical experience and our present expectations or projections. More information about factors that potentially could affect our financial results is included in our filings with the SEC, which are available at www.sec.gov or our website. All forward-looking statements in this presentation are qualified by this paragraph. Investors should not place undue reliance on forward-looking statements as a prediction of actual results. We undertake no obligation to publicly update or revise any forward-looking statements in this presentation, whether as a result of new information, future events, or otherwise.

Highlights

Barend Fruithof, Group CEO

Q1 2026 marked by strong order momentum, increased sales and profitability, especially in Europe and Rest of World

Q1 2026 top 5 achievements

From integration to execution — building the foundation for a $3B company

+9%

Q1 2026 **Order Intake** increase vs Q1 2025[2]

+23%

End of Q1 2026 **Order Backlog** increase vs end of Q1 2025

+7%

Q1 2026 **Net Sales** increase vs Q1 2025 (like-for-like)[1]

+6%

Q1 2026 **Adj. EBITDA** increase vs Q1 2025 driven by **+201%** in EU and RoW

+7%

Q1 2026 **Net Income** increase vs Q1 2025

1) Like-for-like excludes $26.3m of Blue Arc sales in Q1 2025

2) Throughout this presentation, Q1 2025 figures used as the basis for year-over-year comparisons include results for Aebi Schmidt and The Shyft Group on a combined basis

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Q1 2026 operational and commercial performance positions Aebi Schmidt for strong 2026, on track to deliver full-year guidance

Q1 2026 performance

Strategic	▪ Participation in **Work Truck Week** marked the debut of new products and **brand architecture**, simplifying 20+ brands to eleven and eliciting positive customer feedback ▪ **Ramp-up** of facilities **completed** by the end of Q1 2026, with the Chicago Supercenter, Minneapolis, and Toronto upfits centers fully operational in Q2 2026 ▪ Strategic partnership with **Yeti** to bring airside operations into an autonomous future

Market	▪ **Order intake remains strong at $508m, an increase of 9% vs Q1 2025**, further growing **order backlog to $1.3b**
	  ▪ Europe and RoW achieving very robust organic growth and capturing additional market share amid difficult market conditions
	  ▪ Europe and RoW growth driven by **landmark €40m airport business deal** and **new Cleango** product launch
	  ▪ North America winning **$15m** work truck body contract for a leading e-commerce player, **~$45m DOT** orders from Municipal customers; more than **$30m** of airport awards
	▪ **Net sales of $456m**, in line with Q1 2025 with like-for-like[1] growth of 7%
	  ▪ Significant 16% organic growth in Europe and RoW
	  ▪ North America with like-for-like[1] Net Sales growth of 4%

Financials	▪ **Adj. EBITDA of $33.1m** reflects a 6% increase vs Q1 2025, driven by Europe and RoW with 201% increase vs Q1 2025 ▪ **After Sales** driving profitable growth in Europe and RoW supported by major **snow events** and **increased technician capacity** ▪ **Adj. EBITDA** margin **increased to 7.3%** in Q1 2026 representing a ~40 basis-points increase vs Q1 2025 ▪ **Net Working Capital** at $449m as of the end of Q1 2026, a $4m decrease vs the end of Q1 2025, despite production ramp-up ▪ **Net Debt** of $455m at the end of Q1 2026, representing a leverage of 2.88x; reaffirming leverage target of 2.0x by year-end 2026

1) Like-for-like excludes $26.3m of Blue Arc sales in Q1 2025

North America

Steffen Schewerda, CEO North America

Strong Order Intake across markets supports growth expectations, with integration progressing on commercial trucks

North America Market Update

Airport and Chassis

- More than **$30m** in awarded airport customer contracts for MB brands
- Yeti partnership advancing airport and winter fleet automation in North America, with exclusive US market rights
- Spartan RV continues to deepen **customer relationships**, including **Supplier of the Year recognition** from Newmar

Goods Transport

- **$15m** three-year **truck body** award from a leading e-commerce player, starting with an initial order of several hundred units
- **Operational efficiencies** in Walk-in-Van as a key driver of profitability growth
- Strong **order entry** in Truck Bodies through focused alignment with customer base

Commercial Trucks

- Launch of **vertical integration** service body program
- Year-over-year **growth** overcoming challenging market conditions

Municipal

- Very strong **quoting activity** and order intake with year-over-year growth
- Multiple DOT awards for the Monroe and Swenson brands totaling ~**$45m**
- Ramp up in Q1 2026 with expected **output increase** in Q2 2026 at our Supercenter in Joliet

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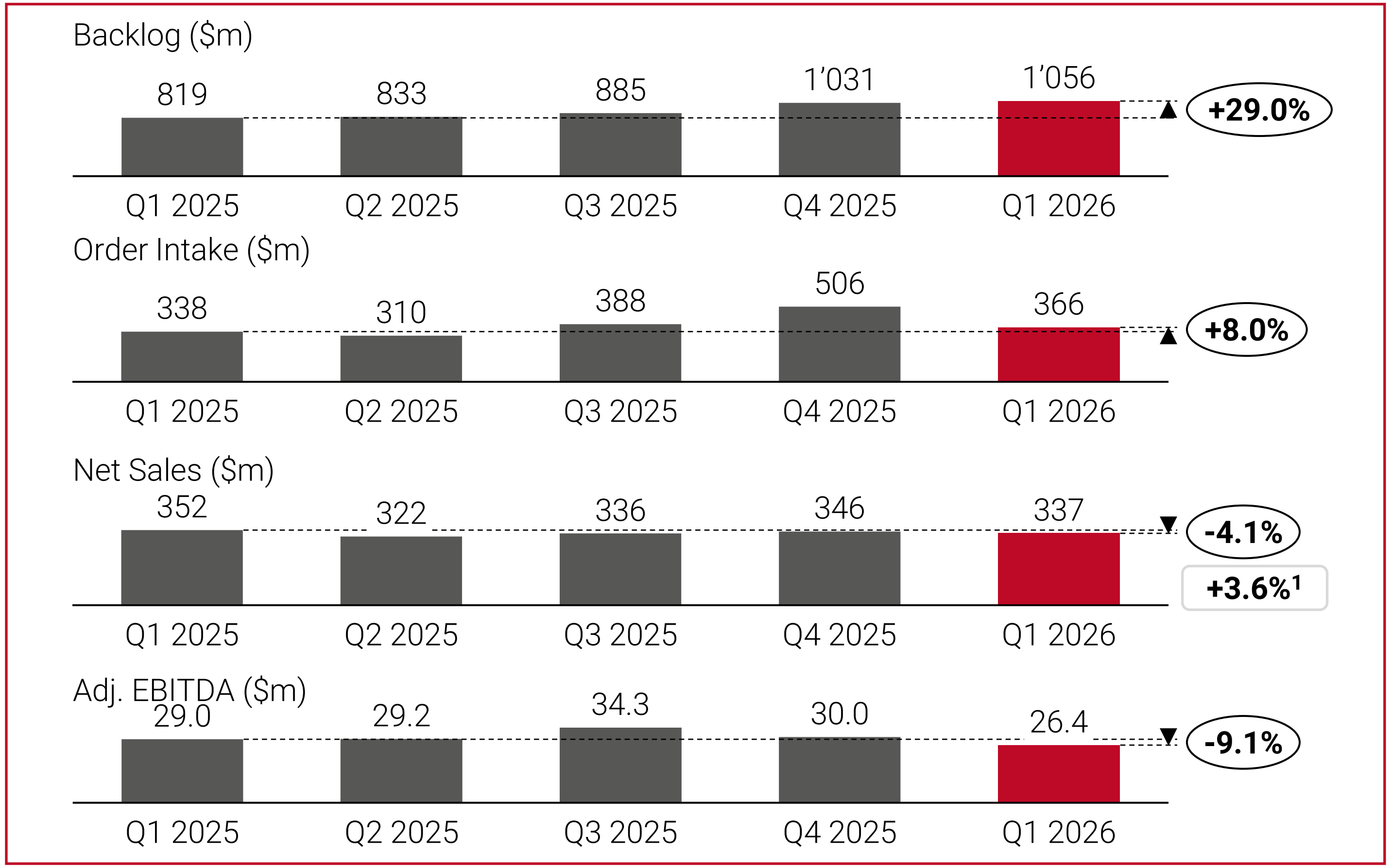
Growing order momentum setting the stage for strong Walk-in-Van conversion in Q2

North America Financials ($m)



- Continued **momentum** in Order Intake and Order Backlog driven by **Airport/Chassis** and **Municipal** and continued **recovery of Walk-in-Van orders**
- Walk-in-Van **backlog conversion** expected from Q2 2026
- **3.6% underlying Net Sales growth**, excluding $26.3m of Blue Arc sales in Q1 2025
- **Profitability** impacted by ramp-up expenses to convert significant Walk-in-Van orders into revenue

1) Excluding $26.3m of Blue Arc sales in Q1 2025

Europe and Rest of the World (RoW)

Henning Schröder, CEO Europe and Rest of World

Continued growth driven by Airport and Municipal, with After Sales delivering strong profitability

Europe and RoW Market Update

Airport

- Expecting **larger tenders** in 2026, especially from major **civil** and **military** airports
- Landmark €40m strategic win with **Aéroports de Paris,** for up to 29 airport machines, including 20-year service contract
- **Local APAC footprint strengthened**, ensuring continued compliance with local content requirements, especially in China

Municipal

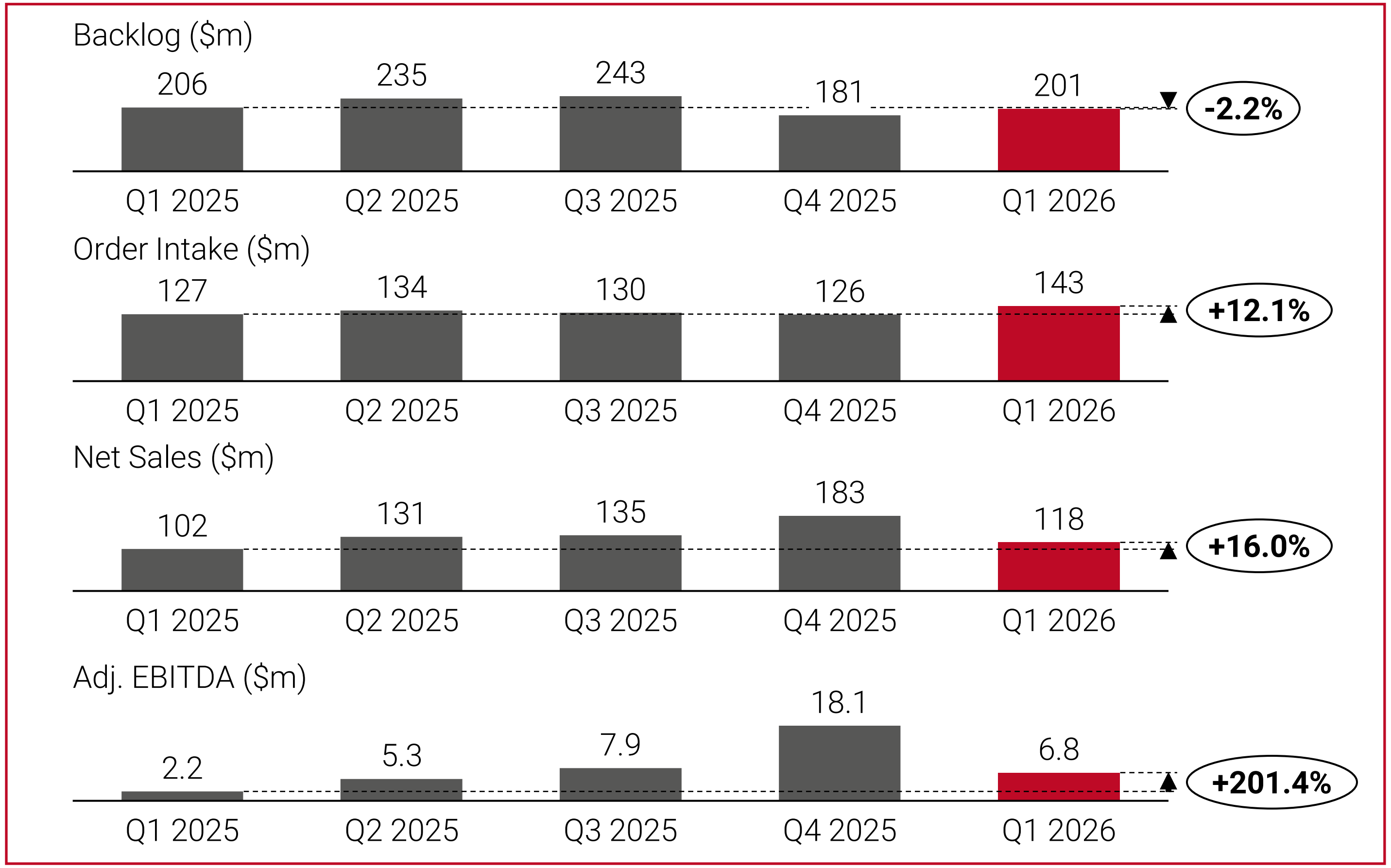
- **New product** lines, including Ladog and recently launched 4m^2 sweeper product update (Cleango), driving **continued order growth**
- Strong **order intake** in Southern Europe, supported by robust demand in street cleaning

After Sales

- **Strong momentum** in After Sales spare parts and service in Q1 2026 supported by major snow events in Central Europe
- **Increasing technician capacity** in key markets to address unlocked potential for service work
- Implementation of **price** benchmark **engine** to optimize spare parts pricing

Strong momentum carried into Q1 2026, driven by solid volume execution and margin expansion, supporting the ongoing improvement trajectory

Europe and RoW Financials ($m)



- **Backlog** stabilized in Q1 2026 following strong Q4 2025 net sales, returning to a more manageable level that supports expected **lead times** and delivery performance
- **Order intake** reflects strong **underlying core demand growth**, compared to Q1 2025 which included large deals
- **Net sales** performance remained robust, supported by **efficient operations**, strong production **output**, and improved **material availability**
- **Profitability** continued to improve, driven by improved **pricing** and **volume** in new business and strong contribution from After Sales; gross margin increased reinforcing a sustained margin expansion trend

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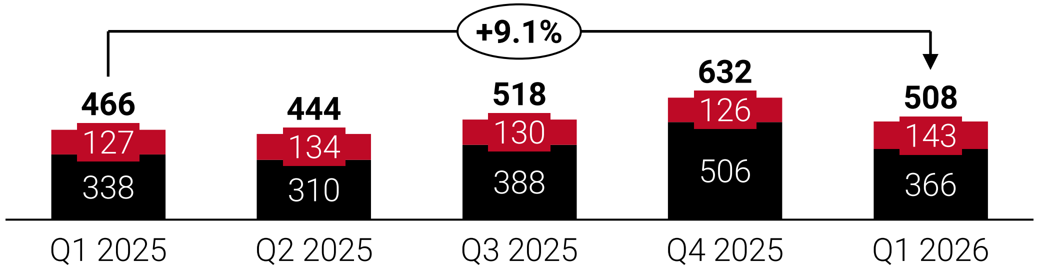
Q1 2026 Financials

Marco Portmann, Group CFO

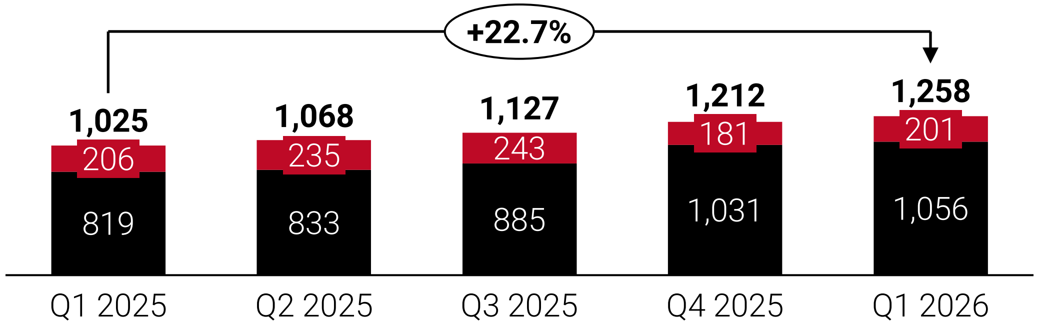
Solid order momentum underpinning consistent backlog growth despite market challenges

Order intake and backlog ($m)

Order intake ($m)



Order backlog ($m)



Europe/RoW North America

- **Order intake increased 9% year-over-year, with significant growth in Europe and RoW**
  - Main drivers remain Airport/Chassis and Municipal, as well as the continued recovery in Walk-in-Van orders in North America
- **Order backlog increased an additional 4% since December 2025, supporting expected strong growth in 2026**
  - Order backlog is generally expected to translate into sales within the next 15 months

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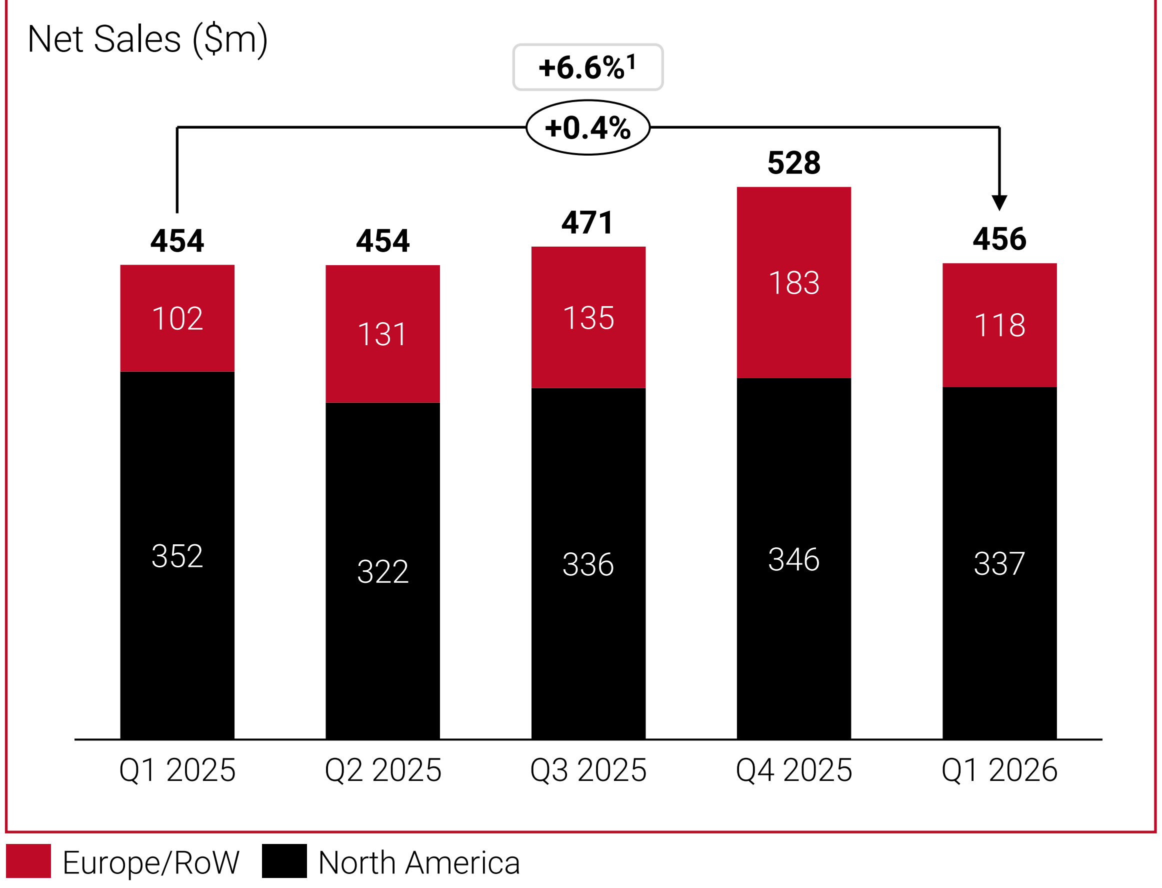
Net Sales in line with Q1 2025 with like-for-like[1] growth of 7%, demonstrating resilience in a challenging environment

Net Sales ($m)

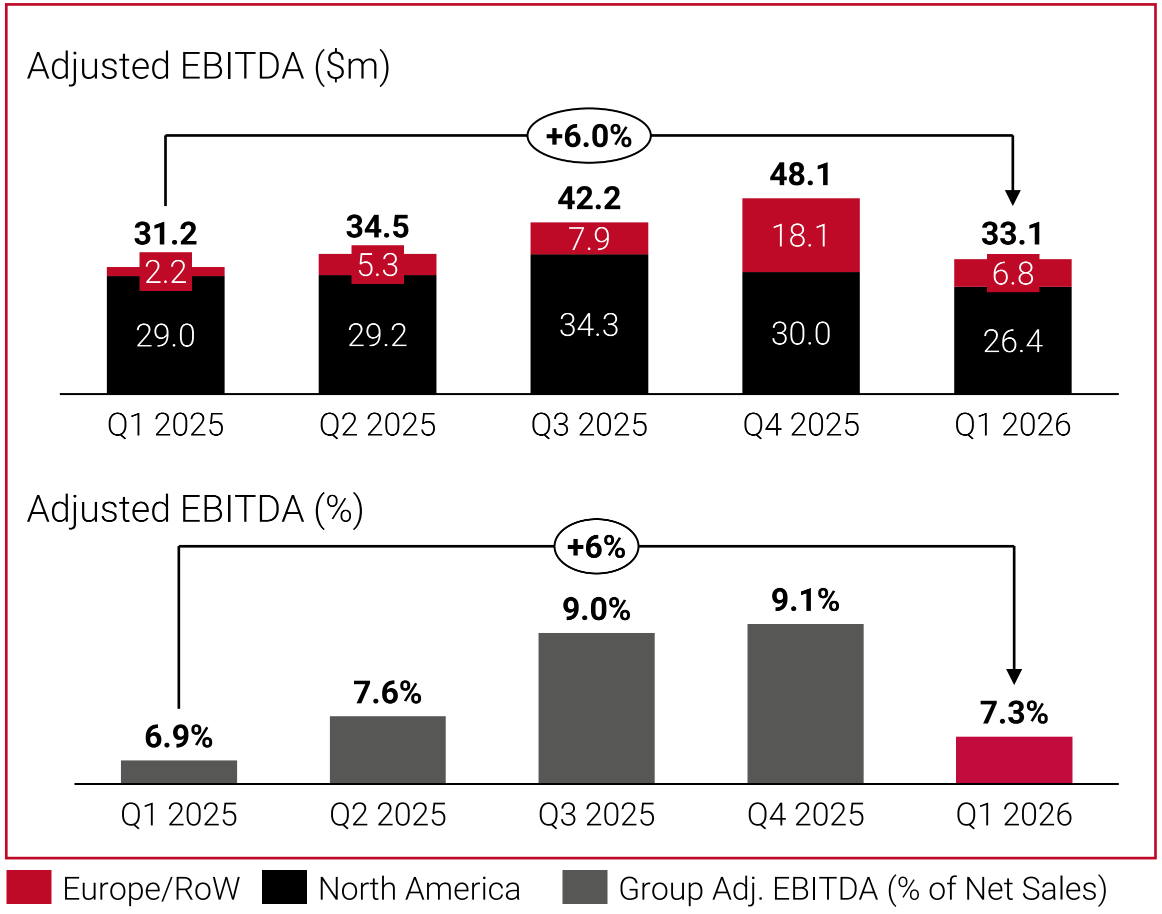


1) Excluding $26.3m of Blue Arc sales in Q1 2025

- **Net Sales in line with Q1 2025 against a challenging environment, with like-for-like[1] growth of 7%**
  - Outstanding performance from Europe and RoW with 16% organic growth year-over-year
  - North America with 3.6% like-for-like[1] growth
- Expecting significant improvements in Net Sales materializing in the second quarter and especially in the second half of 2026, supported by converting Walk-in-Van orders and backlog into sales

Solid profitability growth, maintaining strong momentum toward 2026 target with an expected stronger second half of the year

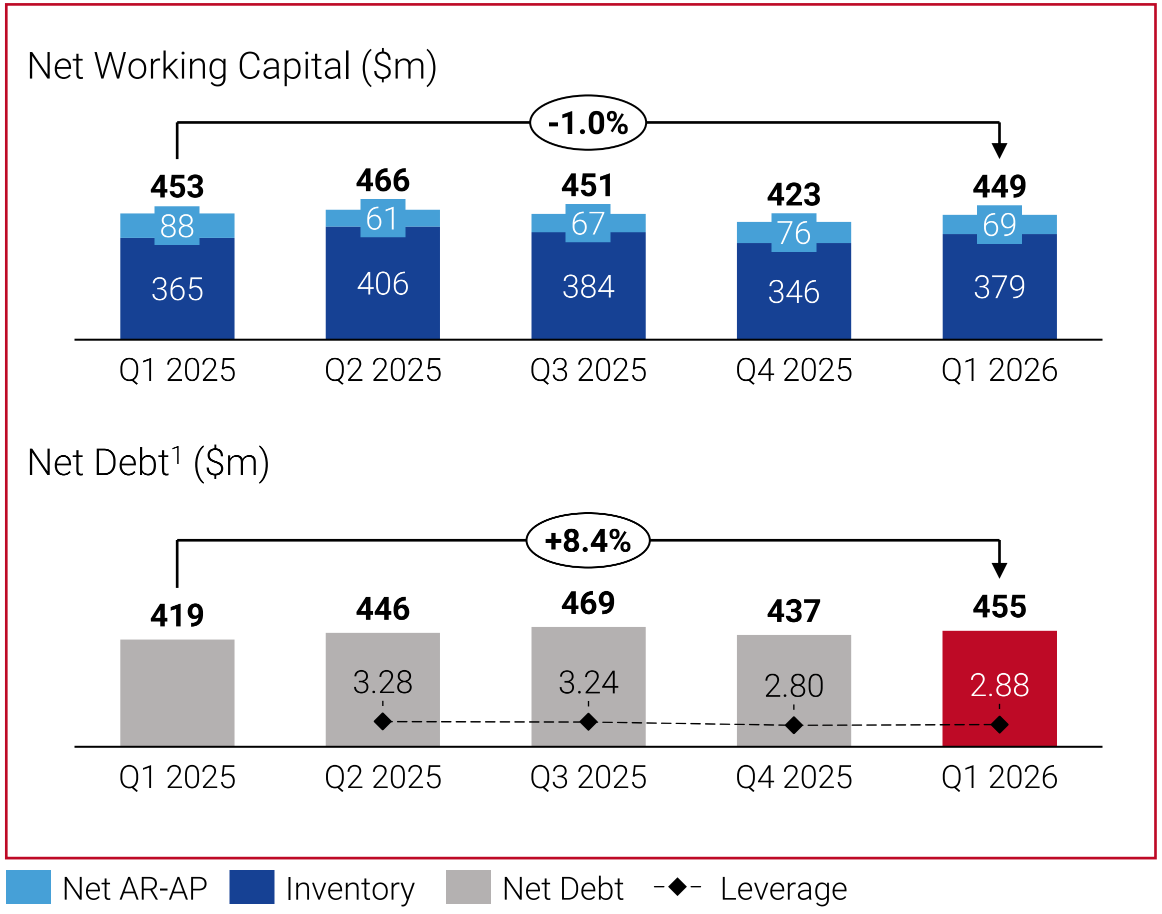
Adjusted EBITDA ($m)



- **Adjusted EBITDA of $33.1m or 7.3% margin, up 6.0% year-over-year with a 40 basis-point margin improvement**
  - Strong Europe and RoW Net Sales growth translated into tripling of adj. EBITDA to $6.8m for a record first quarter performance
  - North American adj. EBITDA of $26.4m, a decrease of $2.6m or 9% vs prior year, driven by ramp-up expenses to facilitate strong Walk-in-Van orders into revenue beginning in Q2 2026, combined with temporary production inefficiencies and ramp-up expenses related to new locations, with expected positive contributions to adj. EBITDA as of Q3 2026

Solid working capital improvement, balancing growth investments with underlying efficiency gains; leverage stable at 2.88x

Net Working Capital and Net Debt ($m)



- **Net Working Capital (NWC) of $449m, improved by $4m year-over-year**
  - Working capital investments, especially in inventory, required to facilitate expected growth in Q2 2026 offset by structural improvements and efficiency gains
- **Net Debt[1] of $455m, increasing $18m since December 2025, with stable leverage at 2.88x**
  - Net Debt increase driven by investments in NWC, reflecting the usual seasonal pattern
  - On track for delivering at or below 2.0x leverage by year-end 2026

1) Net Debt as defined in our Credit Facility Agreement, excluding long-term subordinated shareholder loans at 2.5% fixed interest rate

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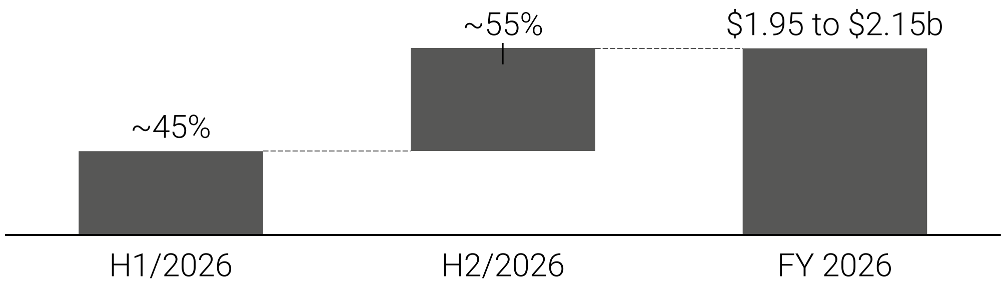
Outlook & Concluding Remarks

Barend Fruithof, Group CEO

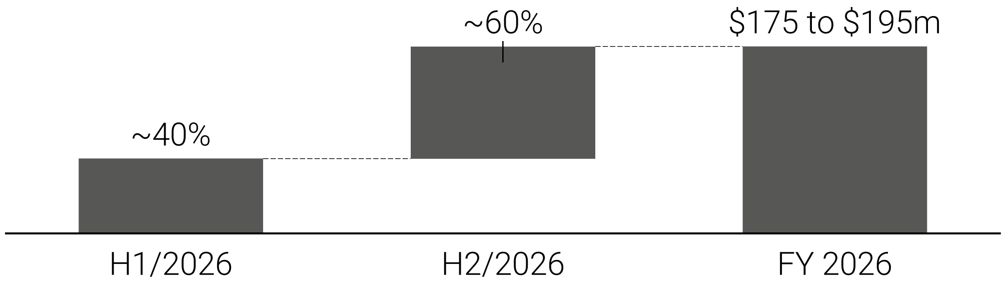
Q1 performance aligned with the expected stronger second half of the year versus the first half, reinforcing our 2026 outlook and full-year trajectory

Financial outlook 2026

Net Sales ($m)



Adj. EBITDA ($m)



Commentary

- **Strong Q1 performance**
  - Exceptional performance in **Europe and RoW**
  - Solid order momentum and net sales growth in **North America** driven by Walk-in-Van recovery
  - Demonstrated resiliency despite **geopolitical** and **commercial** market headwinds
- **On track to deliver full-year guidance**
  - Carrying **momentum into Q2** supported by operational ramp-up and synergies realization
  - Strong **order intake** and **backlog** supporting net sales conversion through Q2 and H2
  - **Deleveraging** toward ~2.0x by year-end 2026

Execution Priorities Supporting Full-Year Guidance

North America

- **Accelerate backlog conversion and revenue realization**
  - Walk-in-Van orders to drive revenue growth starting Q2 2026
  - Significant increase in Chicago Supercenter output by Q2 2026
  - Ramp-up Minneapolis and Toronto operations by late Q2 2026
- **Capture merger synergies and procurement savings**
  - Merger cost synergies continue to support profitability
  - New in-house delivery of Service Pro XP body established, will positively contribute by Q3 2026
- **Optimize footprint and improve operational efficiency**
  - Consolidate warehouse and logistics operations to improve utilization and manufacturing efficiency
  - Optimize capacity across all locations to translate high backlog into revenue, such as municipal production in Charlotte (MI)
- **Strengthen the After Sales organization**
  - Expand and reorganize After Sales operations to increase service, parts, and lifecycle revenues
  - Strong focus on strategic, large last-mile delivery and service fleets, to deliver growth in After Sales

Europe and Rest of World

- **Implement factory efficiency programs**
  - Former Arctic Machine production in the Nordics fully moved to and integrated into our Poland factory
- **Accelerate After Sales excellence initiatives**
  - Dedicated After Sales organization, onboarding additional technicians, gaining After Sales share month-by-month
- **Improve margins through pricing**
  - Drive margin expansion through two-step price increases across New Business and After Sales
- **Expand electric municipal vehicle solutions**
  - Full electrification of Street Sweeper product range (eFlexigo, eCleango and eSwingo) expected to be finalized by mid-2026
  - Footprint in China strengthened, with adopted airport product solutions to meet local requirements

Aebi Schmidt Group confirms full-year 2026 guidance

Guidance and Summary

FY2026 Guidance

Sales

$1.95 to $2.15b

Adjusted EBITDA

$175 to $195m

Leverage at year-end

≤ 2.0x

- ✓ Strong **order intake** growth of 9% vs Q1 2025 and further expanding backlog
- ✓ **North America set for significant growth beginning in Q2 2026**, supported by strong order momentum, optimized footprint and synergy materialization
- ✓ **Significant growth** and progress across **Europe and RoW** in all key metrics
- ✓ Solid **working capital** improvement, supporting disciplined **leverage** below 3.0x
- ✓ **2026 market guidance confirmed**, expecting sales in $1.95 to $2.15b range, adjusted EBITDA in $175 to $195m range and leverage ≤ 2.0x

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Thank you for your time and interest!

Appendix 1: Supplemental Financial Information

Reconciliation of Non-GAAP Financial Measures

To supplement its reporting of financial measures determined in accordance with generally accepted accounting principles in the United States ("GAAP"), Aebi Schmidt utilizes certain non-GAAP financial measures. Aebi Schmidt utilizes Adjusted EBITDA, Adjusted EBITDA margin, Net Working Capital, and Net Debt to separate the impact of certain items from the underlying business. Because Aebi Schmidt uses these adjusted financial results in the management of its business, management believes this supplemental information is useful to investors for their independent evaluation and understanding of Aebi Schmidt's underlying business performance and the performance of its management.

To aid investors and analysts with year-over-year comparability for the combined business of Aebi Schmidt and Shyft, the Company has also presented certain of these non-GAAP financial measures on a "Combined " basis. Combined non-GAAP financial measures include results for both Aebi Schmidt and Shyft on a combined basis inclusive of periods prior to the merger on July 1, 2025. Information presented on a combined basis does not reflect pro-forma adjustments or other adjustments for costs related to integration activities, cost savings or synergies that have been or may be achieved if the business combination occurred on January 1, 2024.

The non-GAAP financial measures described above are in addition to, and not meant to be considered superior to, or a substitute for, Aebi Schmidt's financial statements prepared in accordance with GAAP. Non-GAAP financial measures have limitations in that they do not reflect all of the amounts associated with the Company's results of operations as determined in accordance with GAAP. Also, other companies might calculate these measures differently. Investors are encouraged to review the reconciliations of the non-GAAP financial measures to their most directly comparable GAAP measures included in this presentation and the accompanying tables. In addition, the non-GAAP financial measures included in this earnings announcement reflect management's judgment of particular items, and may be different from, and therefore may not be comparable to, similarly titled measures reported by other companies.

The Company does not provide reconciliations of forward-looking non-GAAP financial measures, such as Adjusted EBITDA, Net Debt, and Leverage, to the most comparable GAAP financial measures on a forward-looking basis because the Company is unable to provide a meaningful or accurate calculation or estimation of reconciling items, and the information is not available without unreasonable effort. The Company is unable to address the probable significance of the unavailable information.

Reconciliation of Non-GAAP Financial Measures

Aebi Schmidt Group - Combined Financial Summary (Non-GAAP, unaudited) - (in thousands)

Financial results up until June 30, 2025, provided as basis for comparison to our first quarter 2026 performance, include results for Aebi Schmidt and The Shyft Group on a combined basis inclusive of the period prior to the merger on July 1, 2025. This also applies to Q1 2025 figures used as the basis for year-over-year comparisons throughout this presentation, which are presented on a combined basis as if the merger had closed on January 1, 2024. Historical information presented on a combined basis does not reflect any pro-forma adjustments or adjustments for costs related to integration activities, cost savings or synergies that have occurred or may be achieved if the merger occurred on January 1, 2024.

Adjusted EBITDA ($k)	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026
Net Sales	**453,785**	**453,706**	**471,325**	**528,371**	**455,545**
Net Income / Loss	**626**	**-7,895**	**1,194**	**8,772**	**671**
Add (subtract)					
Interest Expense	9,164	12,153	14,228	11,761	11,350
Depreciation & amortization	12,127	11,778	14,990	16,159	13,803
Income tax (benefit) / expenses	1,441	-2,175	-447	2,036	488
Restructuring and other related charges	730	5,709	12,759	6,391	4,216
Transaction related expenses and adjustments	7,286	13,047	5,988	562	434
Foreign exchange losses on external debt	982	2,601	-252	-371	300
Pension related income, net	-929	-1,025	-1,025	-2,076	-776
Other	-182	287	-5,238	4,839	2,631
Adjusted EBITDA	**31,245**	**34,480**	**42,197**	**48,073**	**33,117**
Adjusted EBITDA (as % of Net Sales)	**6.9%**	**7.6%**	**9.0%**	**9.1%**	**7.3%**

For historical comparisons to The Shyft Group results, adjustments reflected in the table above do not include non-cash stock-based compensation expense

Reconciliation of Non-GAAP Financial Measures

Aebi Schmidt Group - Combined Financial Summary (Non-GAAP, unaudited) - (in thousands)

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Net Debt ($k)	Mar 31, 2025	Jun 30, 2025	Sep 30, 2025	Dec 31, 2025	Mar 31, 2026
Current portion of long-term debt	24,482	27,310	25,063	46,908	67,911
Long-term debt, less current portion	512,764	561,325	628,359	548,050	560,958
Total debt	**537,246**	**588,636**	**653,422**	**594,958**	**628,869**
Subtract					
Cash and cash equivalents	63,989	83,484	125,971	98,512	115,886
Subordinated Shareholder Loans	53,775	58,845	58,897	59,101	58,213
Net Debt	**419,482**	**446,306**	**468,554**	**437,345**	**454,770**

Net Debt as defined in our Credit Facility Agreement, excluding long-term subordinated shareholder loans

Reconciliation of Non-GAAP Financial Measures

Aebi Schmidt Group - Combined Financial Summary (Non-GAAP, unaudited) - (in thousands)

Financial results up until June 30, 2025, provided as basis for comparison to our first quarter 2026 performance, include results for Aebi Schmidt and The Shyft Group on a combined basis inclusive of the period prior to the merger on July 1, 2025. This also applies to Q1 2025 figures used as the basis for year-over-year comparisons throughout this presentation, which are presented on a combined basis as if the merger had closed on January 1, 2024. Historical information presented on a combined basis does not reflect any pro-forma adjustments or adjustments for costs related to integration activities, cost savings or synergies that have occurred or may be achieved if the merger occurred on January 1, 2024.

Net Working Capital ($k)	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026
Accounts receivable	269,358	267,373	297,322	310,755	271,241
Inventories	364,811	405,534	384,446	346,423	379,186
Accounts payable	-181,135	-206,779	-230,307	-234,642	-201,927
Total NWC	**453,034**	**466,128**	**451,461**	**422,536**	**448,500**

Net working capital is calculated as Accounts Receivable plus Inventory, less Accounts Payable

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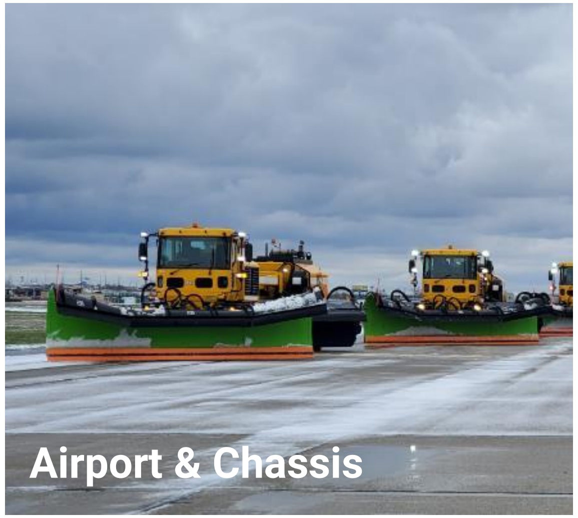
Appendix 2: Company Information

Aebi Schmidt Group is the trusted global partner delivering intelligent, cutting-edge solutions in targeted markets of the specialty vehicles industry



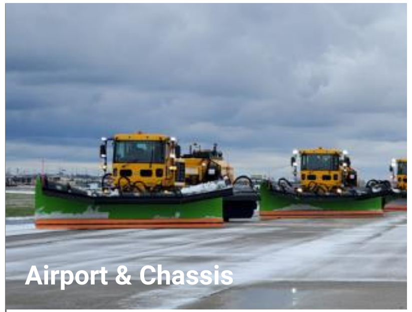
Represented by our own sales and service organizations in **17 countries** and through established partners in more than **90 further countries.**

Manufacturing and assembly in **16 production facilities.**

Relying on around **6,000 employees** who contribute every day to provide our customers with good and ever-improving solutions.

Generated sales of **$1.9b** in 2025.

Commanding leadership positions across all business lines and markets, which remain key targets for Aebi Schmidt's continued growth

Business Line					
Value Proposition	**Keeping Airport Runways Operational – Providing Best In-Class RV & Truck Chassis**	**Providing Custom Truck Upfits for Specialized Applications**	**Manufacturing Walk-In Vans and Truck Bodies for Goods Transport and Infrastructure**	**Maintaining Streets, Clean and Safe Year-Round**	**Enabling Agriculture on Steep Slopes and Challenging Grounds**
Core Regions					
Total addressable market[1]	**North America** ~ $650m **EU/ROW** ~ $150m	**Trucks** ~ $4b **Trailers** ~ $1b	**Walk-In Vans** ~ $500m **Truck Body** ~ $2b	**Street Sweeping** ~ $2b **Snow & Ice** ~ $1b	**EU/ROW** ~ $300m
Market Position[1]	**North America:** #1 for airport #2 for chassis **Europe/RoW:** #1 for airport	Top 3 for commercial trucks Top quality vendor for commercial trailers	Top #1/#2 for walk in vans Complimentary and focused truck body product offering	**North America:** Technology lead for e-sweepers; #1 for heavy duty snow removal **Europe, RoW:** Top 3 for street cleaning; #1 for roadway snow and ice clearing	#1 for alpine markets

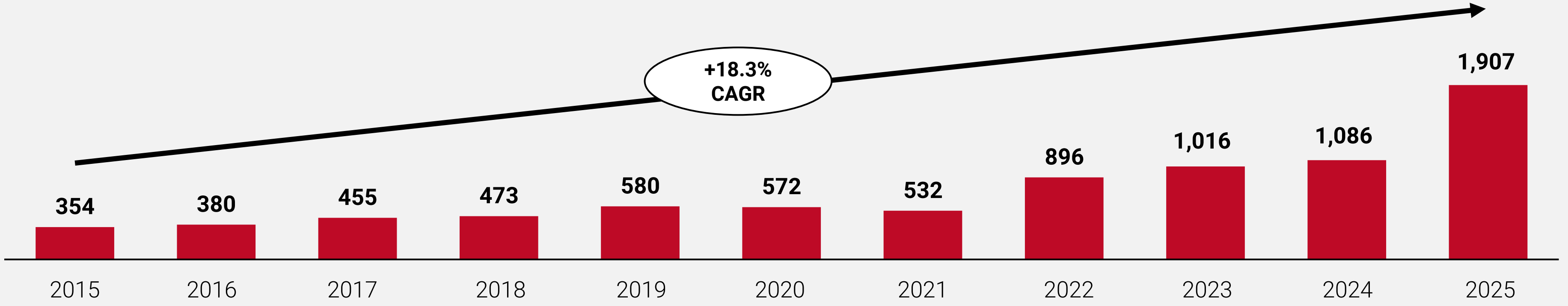
[1] based on management estimates

Aebi Schmidt has grown organically and through successful acquisitions

M&A history

1883 (founding year)	2007	2015	2018	2020	2021	2024	2025
aebi	schmidt, nido	meyer, swenson	mb	arctic, elp	monroe, towmaster	LADOG	SHYFT GROUP

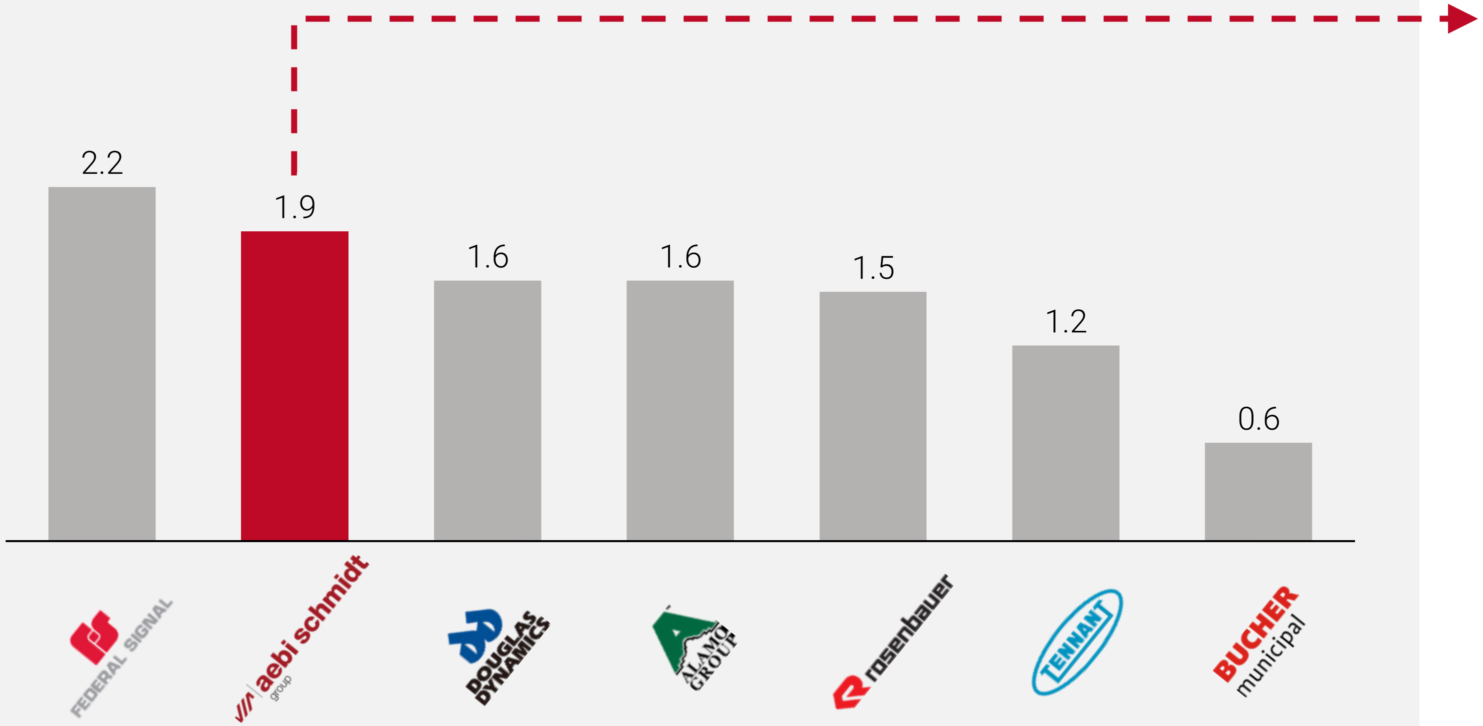
Historical sales development ($m)



Source:
Company information, FactSet; Aebi Schmidt financials presented on a Swiss GAAP FER basis for 2015-2024 and on pro forma US GAAP for 2025;
2015-2024 financials converted to USD using a EUR / USD exchange rate of 1.05 (as of 12/13/24)

The Group has become an industry leader with a very strong balance sheet

Net Sales 2025 FY ($b)



Source:
Company Information: Financials converted to USD using a EUR/USD exchange rate of 0.9622 and a CHF/USD exchange rate of 0.9092 | Rosenbauer revenue is presented on an IFRS basis | Rosenbauer figure is 2024 full-year

Equity

>$800m (~40%)

The combined company has a strong balance sheet with an equity of over $800m, representing an equity ratio of approximately 40%.

Aebi Schmidt is well-positioned to accelerate growth toward becoming a $3b company, leveraging its unique strengths

Scale and Presence

- Scaled-up global specialty vehicles leader
- Strong presence in Europe and focused commitment to the attractive North American market

Customer Centricity

- Expanded portfolio, shared innovation, and deep relationships
- Strengthen solutions for combined customer base and drive competitive growth

Merger Execution Excellence

- Positioned to achieve annual run-rate synergies of $25-30m by year 2
- Demonstrated expertise in cost optimization, operational efficiencies, cross-selling, and geographic expansion in prior acquisitions

Financials

- Strong financial acumen supporting strategic decision-making
- Solid financial performance providing a foundation for profitable growth

People

- Highly experienced management team with multiple years of expertise in key end markets
- Strong culture focused on driving results

Strategic vision to generate long-term revenue of $3b+ with mid-teens adjusted EBITDA margin