

COMMAND
YOUR ROAD.

INVESTOR PRESENTATION

March 2018

FORWARD LOOKING STATEMENTS

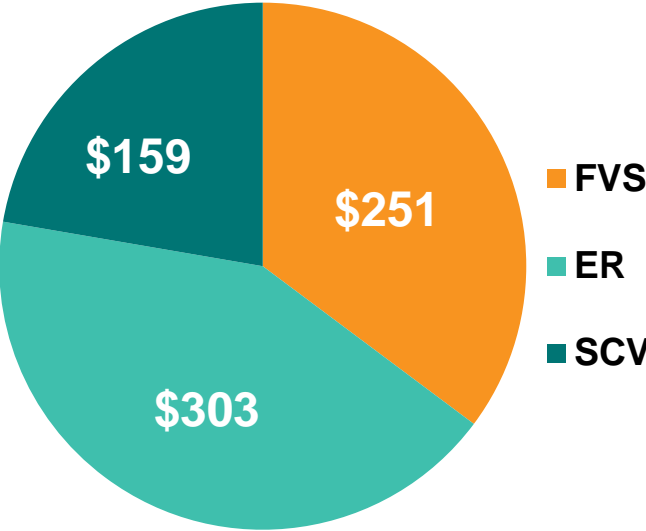


This presentation contains some forward-looking statements that are not historical facts, including statements concerning our business, financial strength, future plans, objectives, and the performance of our products. These statements can be identified by words such as “believe”, “expect”, “forecast”, “potential”, “project”, “future”, “may”, “will”, and “should”, and similar expressions or words. These forward-looking statements involve various known and unknown risks, uncertainties, and assumptions that are difficult to predict with regard to timing, extent, and likelihood. Therefore, actual performance and results may materially differ from what may be expressed or forecasted in such forward-looking statements. Factors that could contribute to these differences may include operational and other complications that may arise affecting the implementation of our plans and business objectives; continued pressures caused by economic conditions and the pace and extent of the economic recovery; challenges that may arise in connection with the integration of new businesses or assets we acquire or the disposition of assets; issues unique to government contracting, such as competitive bidding processes, qualification requirements, and delays or changes in funding; disruptions within our dealer network; changes in our relationship with major customers or suppliers; changes in the demand or supply of products within our markets or raw materials needed to manufacture those products; and changes in laws and regulations affecting our business. The risk factors disclosed in Part I – Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2017, filed with the Securities and Exchange Commission and available at www.sec.gov or our website, include all known risks our management believes could materially affect the results described by forward-looking statements contained in this presentation. However, those risks may not be the only risks we face. Our business, operations, and financial performance could also be affected by additional factors that are not presently known to us or that we currently consider to be immaterial to our operations. In addition, new risks may emerge from time to time that may cause actual results to differ materially from those contained in any forward-looking statements. 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. All dividends are considered and declared by our Board of Directors, in its discretion. 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.

SPARTAN AT A GLANCE



SEGMENT OVERVIEW (\$M)



\$707M
IN 2017 SALES



\$31M
2017 ADJ. EBITDA



26 OPERATIONS
WITH FACILITIES IN 7
STATES & 3 COUNTRIES

Global leader in the design, engineering, manufacture, and service of purpose built specialty vehicles and chassis.



COMPANY TIMELINE



1975
2018

1975
Four young engineers joined to form Spartan Motors, Inc. and produced the first custom fire truck cab and chassis in a few short months



1983
Spartan launches The Gladiator Super Command chassis

1985
Spartan enters the Class A diesel RV chassis market



1994
Spartan supports the industry by launching the Fire Truck Training Conference, promoting education and category advancement for Emergency Vehicle Technicians



FTTC

1999
Spartan re-crafts the fire truck cab designing a flat floor and shorter engine tunnel for improved safety



2005
Spartan provides integration, final assembly, inspection, and logistics support for military vehicles (MRAP & ILAV) built for the Iraq War

2010
Spartan creates the Reach – the next generation commercial walk in van



2013
Production begins at the state-of-the-art new facility in Bristol, IN



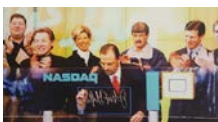
2011
Spartan Motors, Inc. acquires Classic Fire

2016
Spartan constructs a new flexible manufacturing facility in Charlotte, MI to meet the increasing need for contract manufacturing and assembly



1978
Spartan constructs "Plant 1", a 19,200 sq. ft. manufacturing facility, the first of many buildings to come to the Charlotte, MI campus

1984
Spartan Motors goes public on NASDAQ under the symbol "SPAR"



1990
Spartan innovates creating 10 fire truck chassis configurations with raised roofs for better visibility, more headroom, and improved safety

1997
Spartan Motors purchases Luverne Fire Apparatus and Quality Manufacturing which merged to form Crimson Fire



2006
Spartan Chassis constructs a new facility in Charlotte, MI to meet increasing demand for fire truck chassis.



2009
Spartan Motors, Inc. acquires Utilimaster, Inc.



2011
Spartan begins production for Isuzu's N-Series gasoline engine, low-cab-forward trucks providing assembly, final inspection, and quality control



2015
Daryl Adams is appointed President & CEO



2017
Spartan acquires Smeal Fire Apparatus and its Ladder Tower and UST brands



LEADERSHIP TEAM



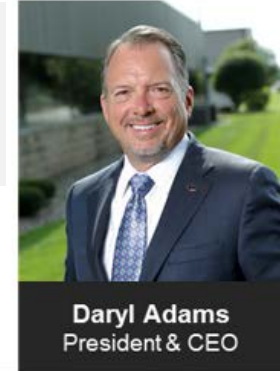
“...I have never before been involved with a company that has so rapidly transformed itself under new leadership to create such a bright future for itself.”
Hugh Sloan, Retired Chairman of the Board

QUICK STATS & DRIVERS

- 161 years of combined executive leadership
- Lean manufacturing ethos
- Culture of accountability and proactivity
- Mantra of “no surprises”

SHARED SKILL SETS

- Big-company DNA
- Blended automotive and non-automotive experience
- Successful M&A activity
- Progressive experience



FINANCIAL HIGHLIGHTS AND OUTLOOK



2017 Highlights

- Revenue up 20% to \$707.1M
- Adjusted EBITDA up 37% to \$31.3M
- Adjusted EPS up 34% to \$0.43 from \$0.32
- Backlog up 115% to \$535.1M from 4Q16
- ER segment was profitable – achieving \$3.2M of adjusted EBITDA

2018 Guidance

	MP % Increase Over 2017			
(\$M except per share)	Low	Mid-point	High	
Revenue	\$790.0	\$802.5	\$815.0	13%
Net income	\$18.8	\$19.9	\$21.0	25%
Adjusted EBITDA	\$39.0	\$40.5	\$42.0	29%
EPS	\$0.54	\$0.57	\$0.60	24%
Adjusted EPS	\$0.56	\$0.59	\$0.62	37%

Completed turnaround in 2017 – now focused on growth strategy

MANUFACTURING IMPROVEMENTS – GAINING TRACTION



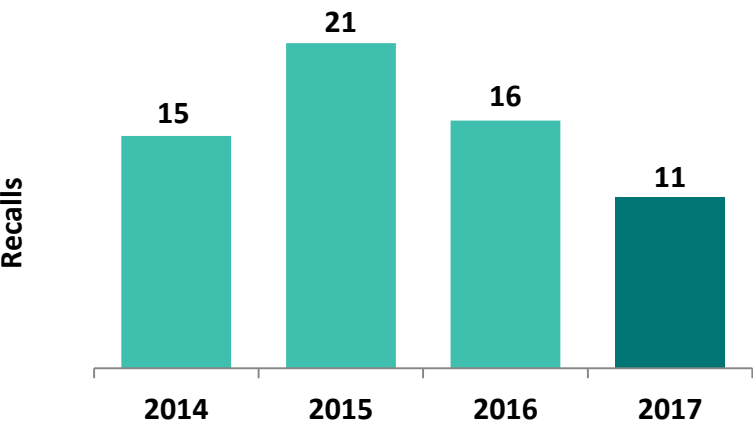
In 2017, we...

- Created network for standards and support
- Defined organization structure to support accountability
- Conducted extensive KPI deployment
- Established organizational priorities
 - SPS acceleration
 - Cost improvement
 - Focal point KPI's by facility
 - People development

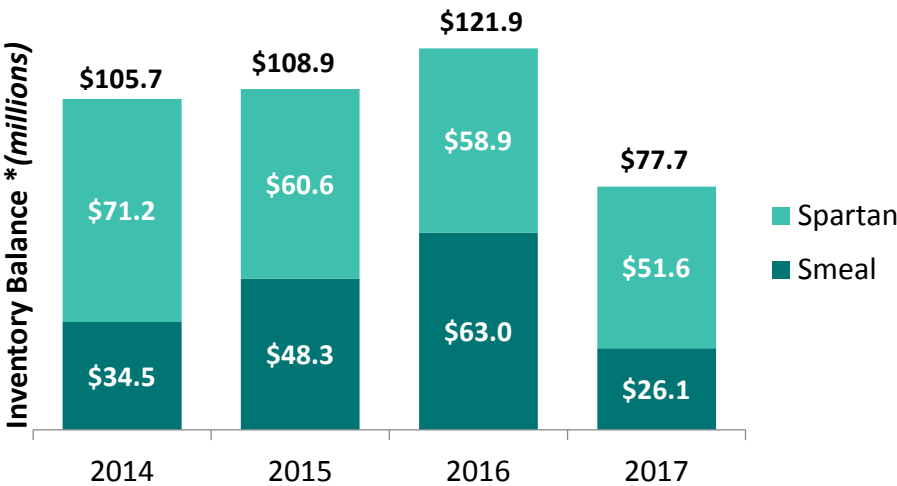
SPS – Key KPI Initiatives

KPI	2017 vs. 2016
First Pass Yield	37 PPT's Improvement
On Time Delivery	14 PPT's Improvement
Direct Labor Efficiency	4 PPT's Improvement
Cost of Poor Quality	\$5.8M Improvement

Product Recalls

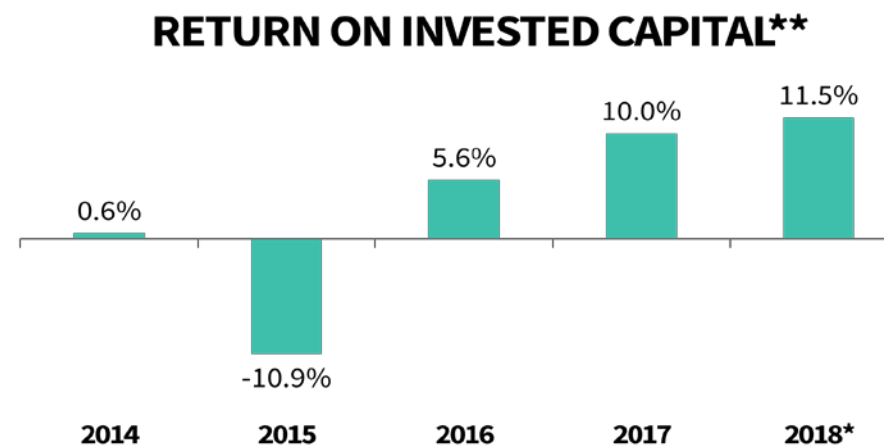
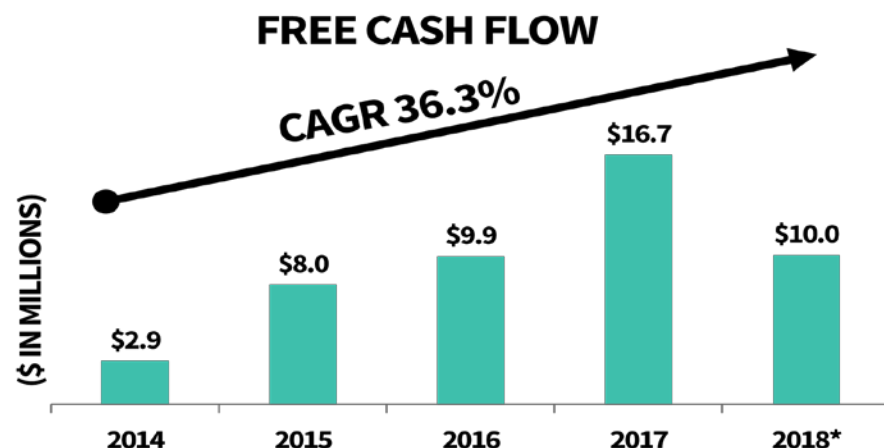
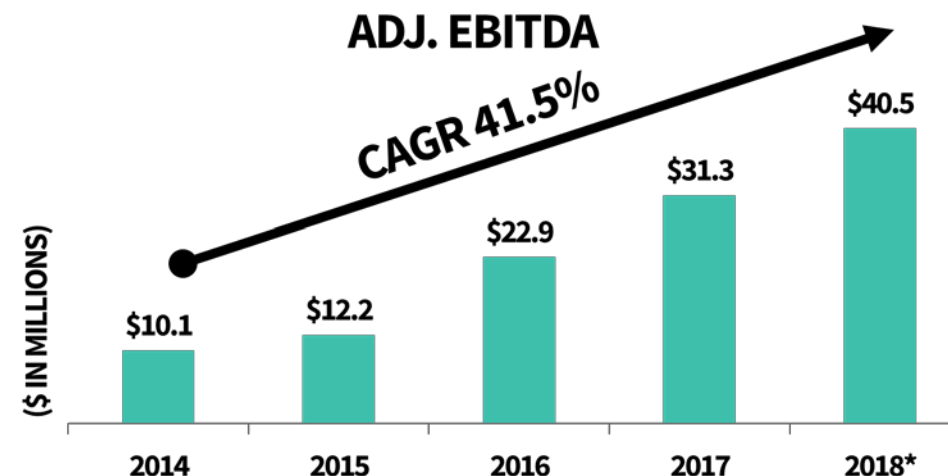
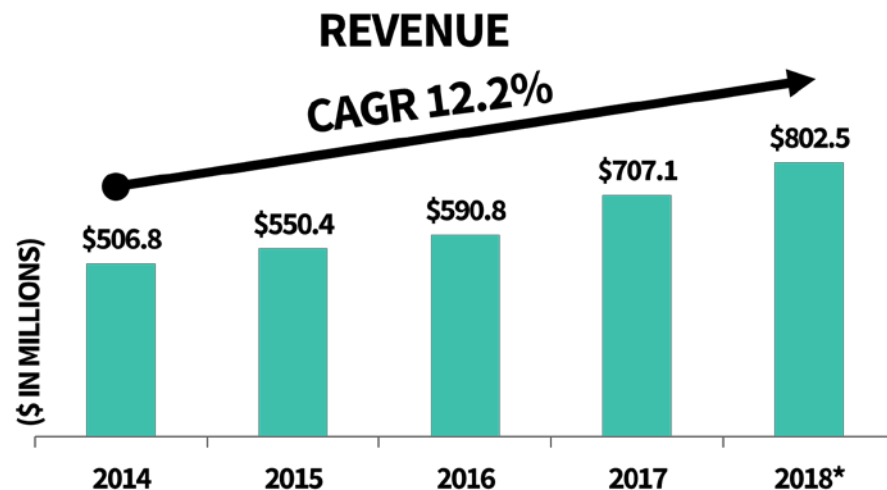


Inventory Reduction



*Proforma to include Smeal Balance

POSITIONED FOR SUSTAINABLE GROWTH



* Based on 2018 guidance

** Net operating profit after taxes / average invested capital balance



FLEET VEHICLES AND
SERVICES (FVS)

FLEET VEHICLES & SERVICES (FVS)



A leader in the fleet vehicle market, including truck bodies, walk-in-vans, highly customized global fleets, and vocation-specific upfits

Customers We Serve



Walk-in Vans



Truck Bodies



Cargo Van Upfits



FVS AND SCV LAST MILE DELIVERY



FVS and SCV Vehicle Mix

Assembly – Isuzu F-Series

Last mile delivery driving interest towards smaller, more efficient Class 1 – 6 vehicles



FVS – MARKET SHARE



TAM: \$2.2 Billion

TAM: \$1.2 Billion



WALK- IN VANS

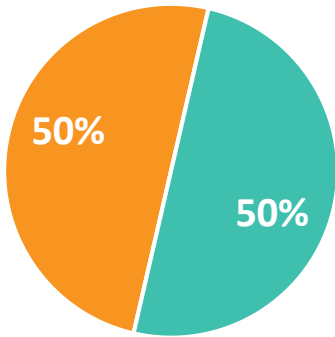
TRUCK BODIES

CARGO VAN UPFITS

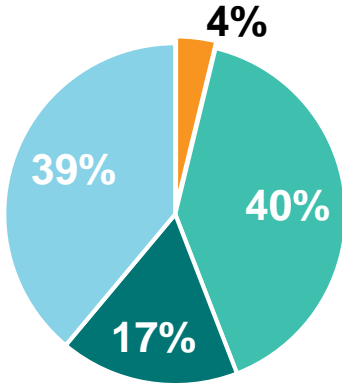
Walk-in Van Market Share

Truck Body Market Share

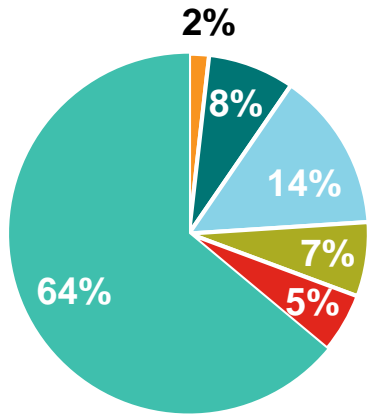
Van Up-fit Market Share



Utilimaster Morgan Olson



Utilimaster Morgan Corp Supreme Others



Utilimaster MasterRack
Adrian Steel Ranger Design
Weather Guard Regional Upfitters

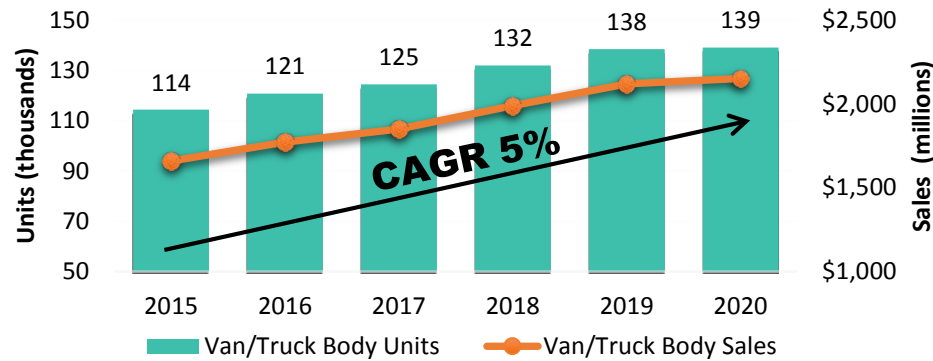
Utilimaster #3 in Van/Truck Body Market

FVS – VAN/TRUCK BODY & CARGO VAN UPFIT OUTLOOK



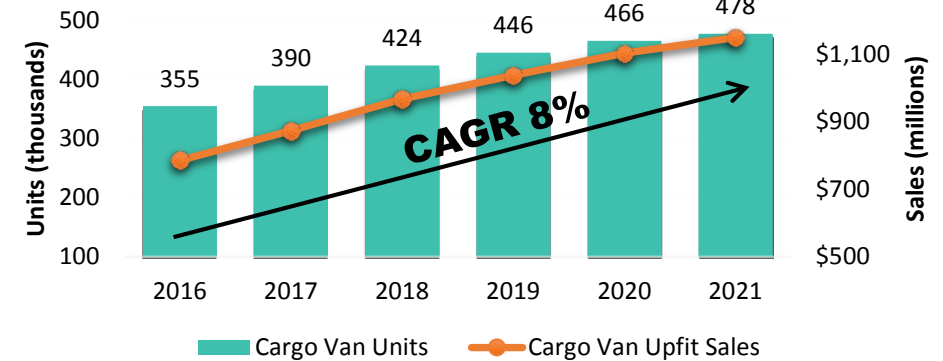
2020 / 2021 Total Addressable Market \$3.4 Billion

Van/Truck Body Market Growth



- FVS participates in the 3 largest product segments driven by fleet customers
 - Walk-in/style
 - Parcel Delivery
 - Dry Freight
- Supports growth strategy in Last Mile Delivery vehicles
- FVS 4Q17 Backlog up 198.9% to \$267.7M compared to \$89.5M at 4Q16
 - Includes \$214M USPS order

Cargo Van Upfit Market Growth



- FVS is well positioned to take advantage of the expanding cargo van segment
 - Ship-Thru programs in Saltillo, MX (Dodge Promaster) and Kansas City (Ford Transit)
- Growth driven by proven improvement efficiencies
 - Use of lighter weight material
 - Ergonomic equipment
 - Safety systems (rear view camera)
 - Quick turnaround time

BUSINESS UPDATE & HIGHLIGHTS



- USPS truck body contract
 - Awarded September 29, 2017
 - \$214M two-year contract
 - > 2,000 vehicles
 - 3rd year option for additional vehicles
 - Largest contract in Spartan's history
 - Production to begin 2Q18
- Expanding truck body manufacturing footprint in Ephrata, PA
 - NY & PA represent 15% of the truck body market
- Expanding our refrigeration capabilities
- Investing in alternative propulsion technologies

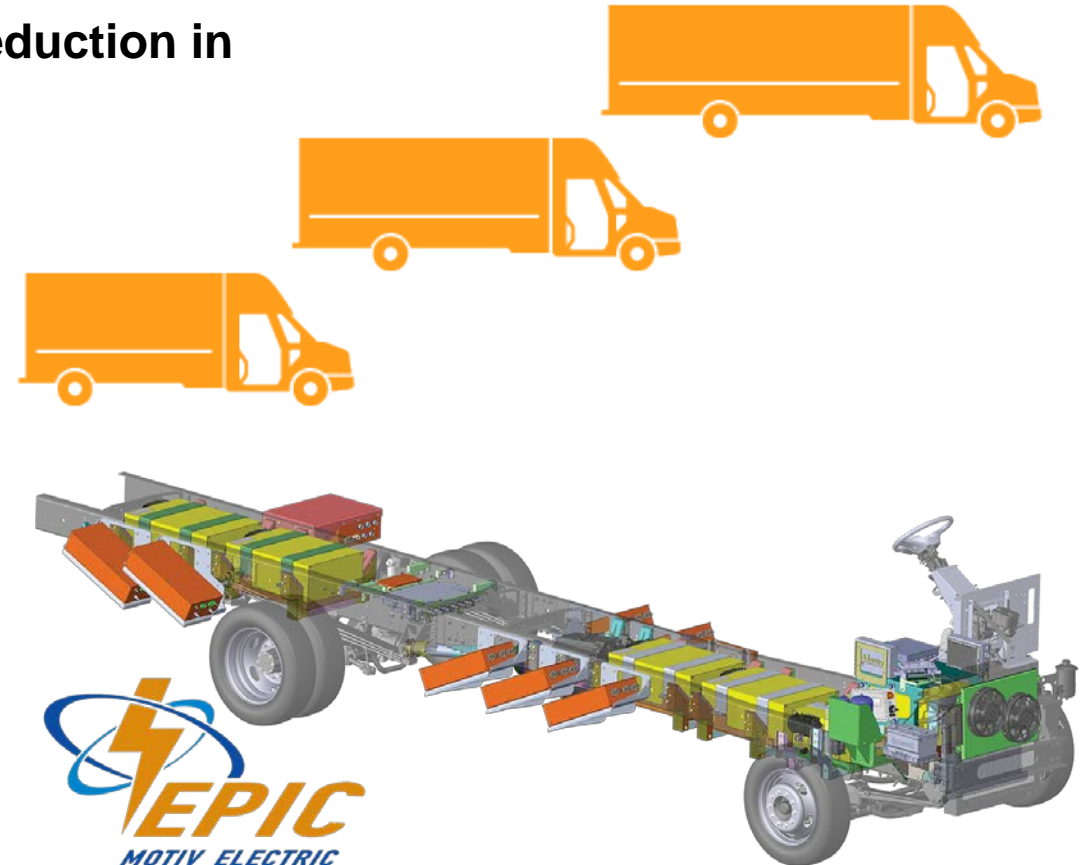


ALL-ELECTRIC, ZERO-EMISSIONS CAPABILITIES – GVWR CLASSES 4-6



Spartan + Motiv Power Systems

- Exclusive three (3) year Supply Agreement for Motiv's all-electric EPIC™ Chassis
- **Up to 85% reduction in operating costs and 66% reduction in maintenance costs**
- **Durable, proven technology**
 - 100-150 mile range on a full charge
 - Up to 30% gradeability
 - 60 mph top speed
 - Acceleration and hill climbing is comparable to existing diesel powered vehicles
 - Quick charging
 - 2.5 hours to 50% charge
 - 4 hours to 75% charge
 - 8 hours to 100% charge





EMERGENCY RESPONSE (ER)

EMERGENCY RESPONSE (ER)



A top three fire truck and cab & chassis manufacturer
with an emphasis on broad categorical coverage

Customers We Serve



Cabs & Chassis



Complete Apparatus



ER – MARKET SHARE

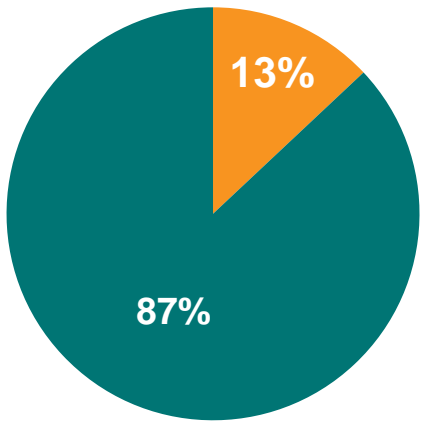


\$1.2 Billion Total Addressable Market



Pumpers

Pumper Market Share

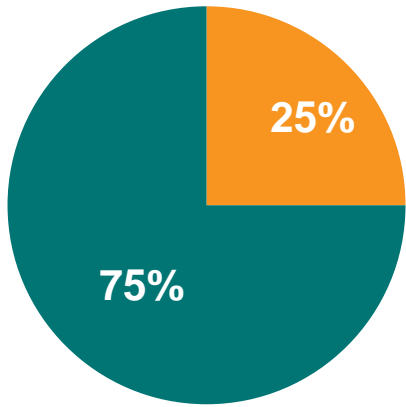


■ Spartan/Smeal ■ Pierce, REV, Rosenbauer, Other



Aerials

Aerial Market Share

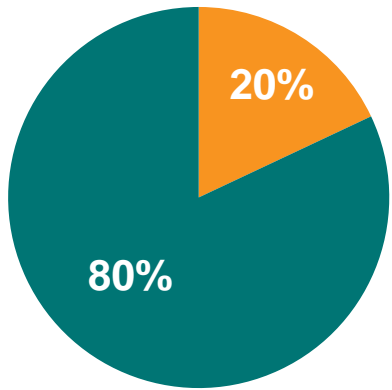


■ Spartan/Smeal ■ Pierce, REV, Rosenbauer, Other



Fire Truck Cabs and Chassis

Chassis Market Share

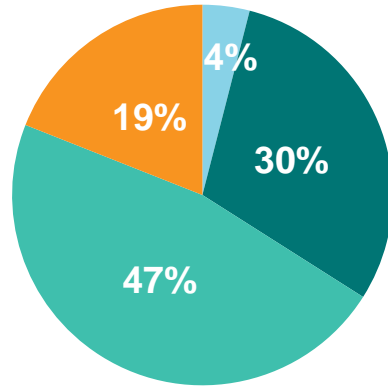


■ Spartan/Smeal ■ Pierce, REV, Rosenbauer, Other

ER – MARKET OUTLOOK

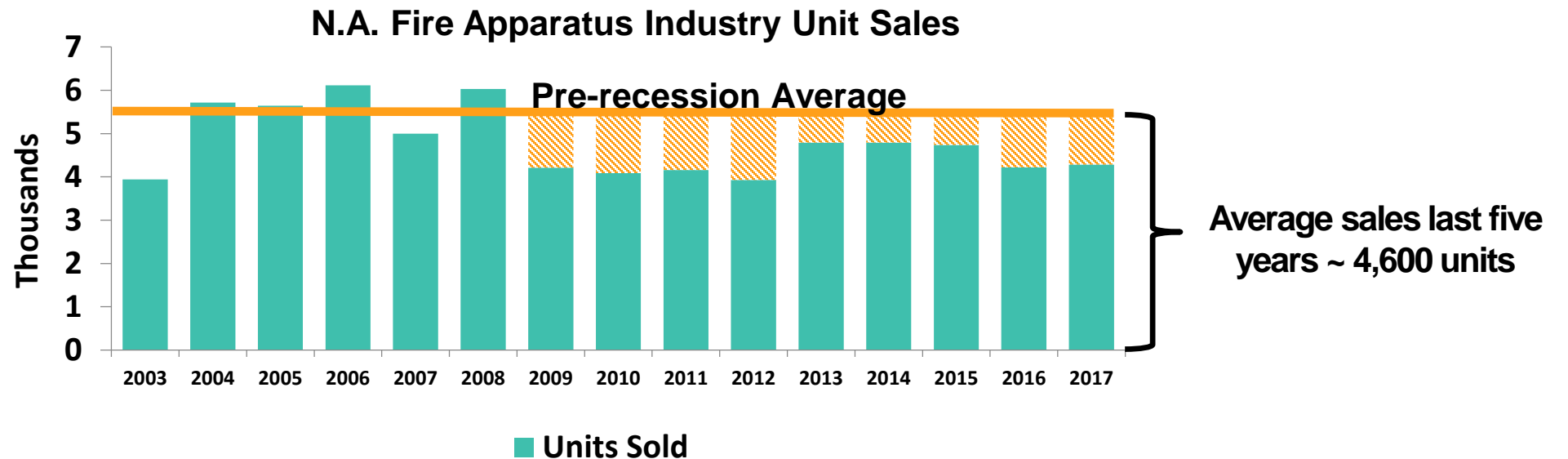


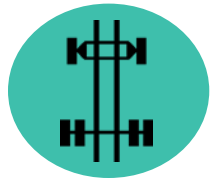
AVERAGE
FLEET AGE



■ 1-4 yrs ■ 5-9 yrs ■ 10-15 yrs ■ 16+ yrs

- 66% of all fire trucks are ten years or older
- Past five years averaging ~4,600 units per year

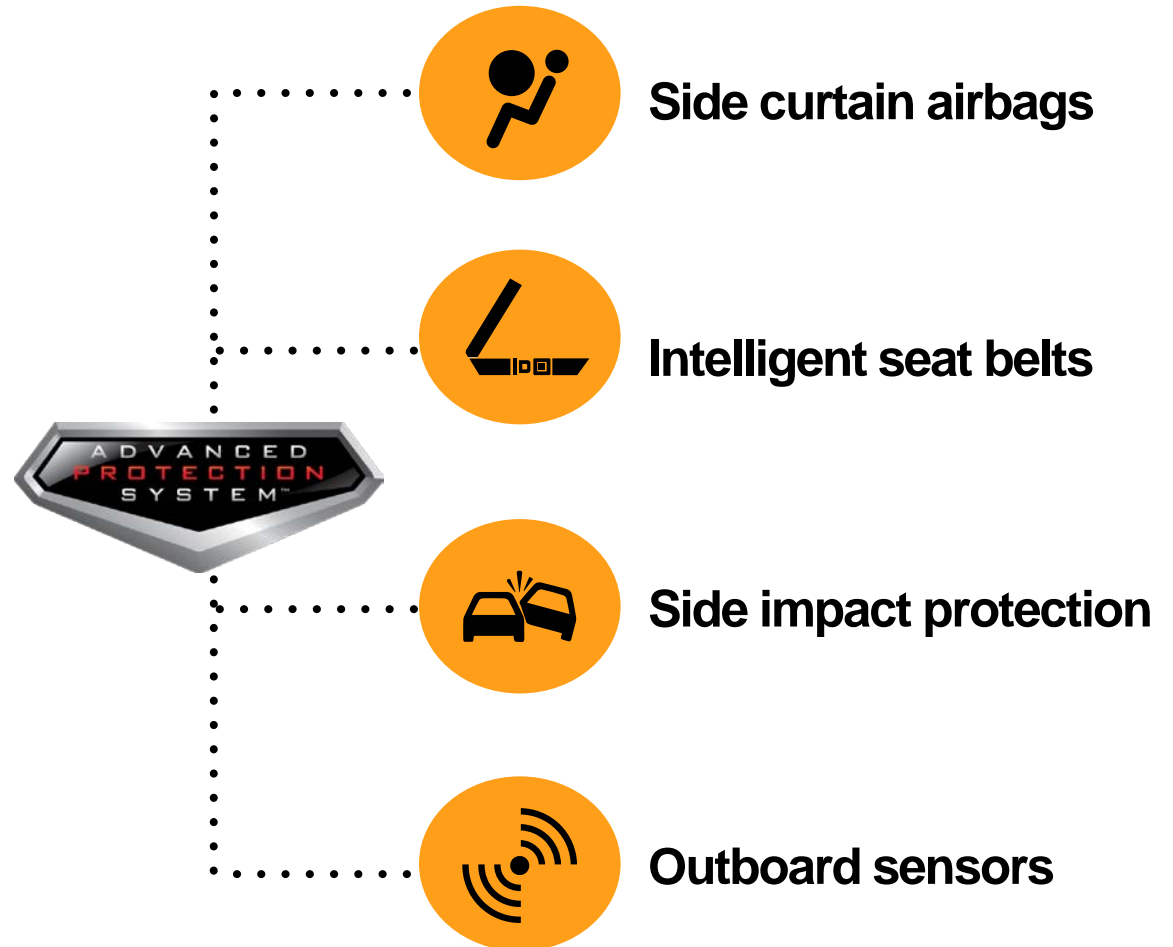




Spartan Independent Front Suspension (IFS)

- Outperforms category leader
 - Product performance
 - Value equation

Spartan Advanced Protection System®



ER – INNOVATION CONTINUED



S-180 LINE OF PUMPERS

- Began as a program, the market quickly responded to SPAR's abbreviated order-to-deliver cycles and immediately recognized this was no ordinary stock truck
- Custom pumpers
 - Today in 11 models
- Order to delivery in less than half the time of any competitor
 - Industry average delivery – 330 days
 - Addressable market 30% - 40%
- Significant dealer interest – including newly acquired Smeal dealer network
- Well received – momentum building
 - Shipped 51 units in 2017





SPECIALTY CHASSIS &
VEHICLES (SCV)

SPECIALTY CHASSIS AND VEHICLES (SCV)



The “Premier Foundation” (custom chassis) for Class A luxury diesel RVs, with a core competency in custom manufacturing and assembly for the light duty truck, specialty vehicle, and defense markets.

Customers We Serve



RV Chassis



Contract Manufacturing



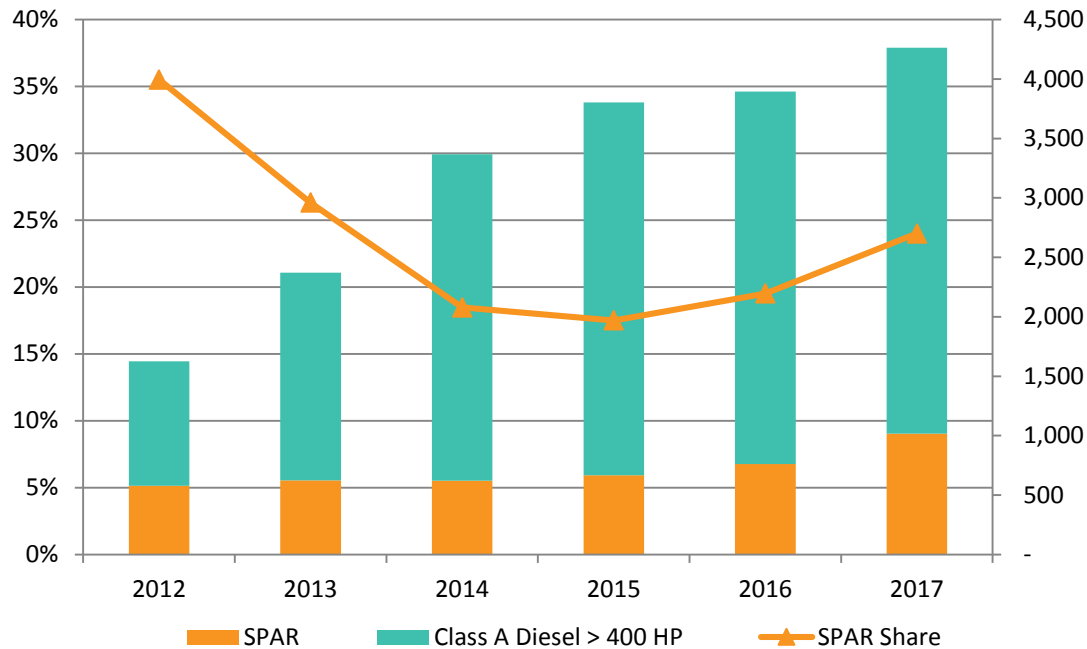
Defense and Specialty



RV CHASSIS – CLASS A DIESEL MARKET SHARE AND OUTLOOK



Spartan market share has seen positive growth of 30% since 2014



**Total Addressable Market
\$620 Million**

(Spartan makes chassis for Class A Diesel > 400 HP - 24% share)

Source: Statistical Surveys MarketScope, 1/2008 – 12/2017, U.S. Data and Management's estimates

MOTORHOME SEGMENT

- Favorable industry trends should support continued momentum, including:
 - Population and demographic trends
 - “Active/outdoor lifestyle” continues to grow
 - RV manufacturers are broadening offerings
 - 400HP diesel growing as % of diesel
- SCV increasing market share with Entegra, Newmar and Foretravel manufacturers
- Jayco – new for 2018
 - K1-360 chassis <400HP
 - \$200M addressable market

SCV – CATEGORY LEADING INNOVATION



- Adaptive cruise control
- Collision mitigation
- Electronic stability control
- Lane departure warning
- Spartan Safe Haul™ Expansion
- Bluetooth Interface w/ Connected Care App

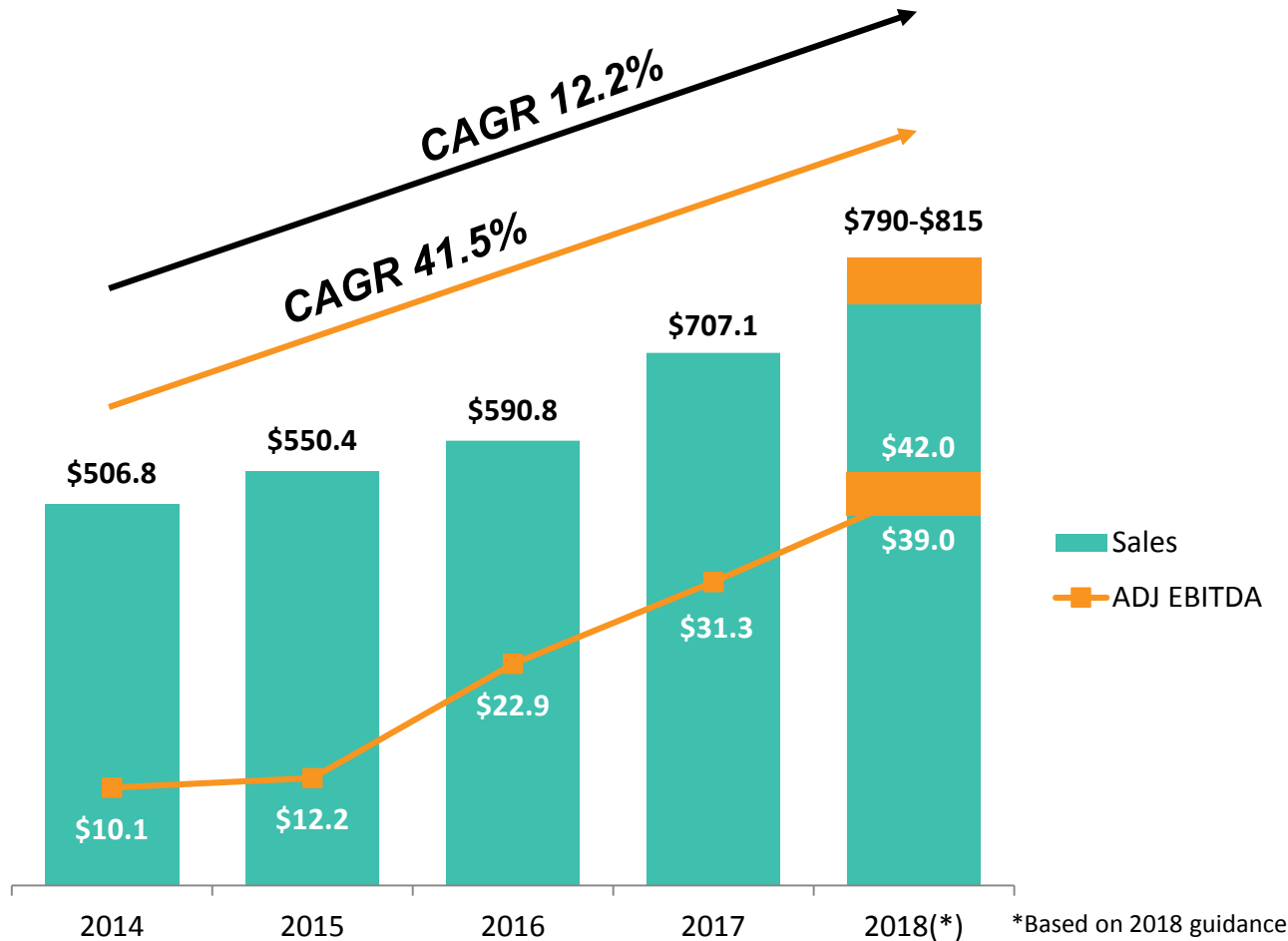


FINANCIAL REVIEW

POSITIONED FOR SUSTAINABLE GROWTH

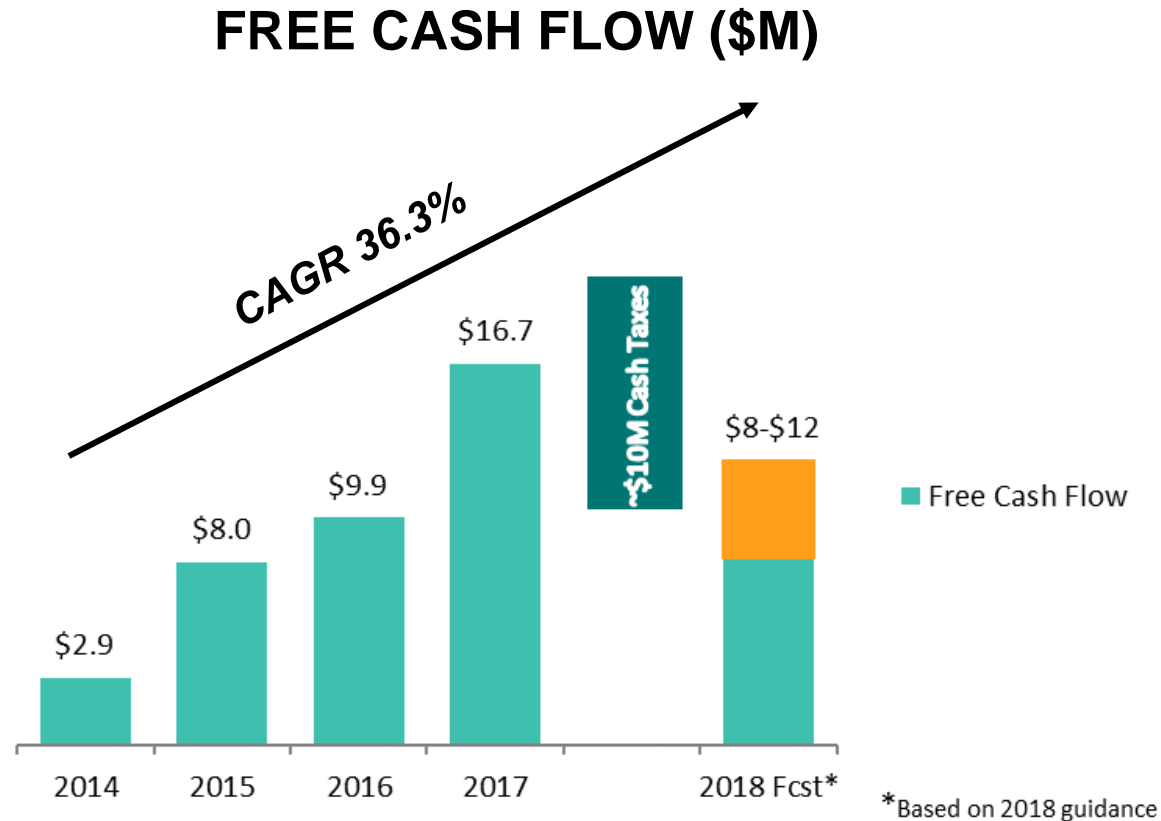


SPARTAN MOTORS (\$M)



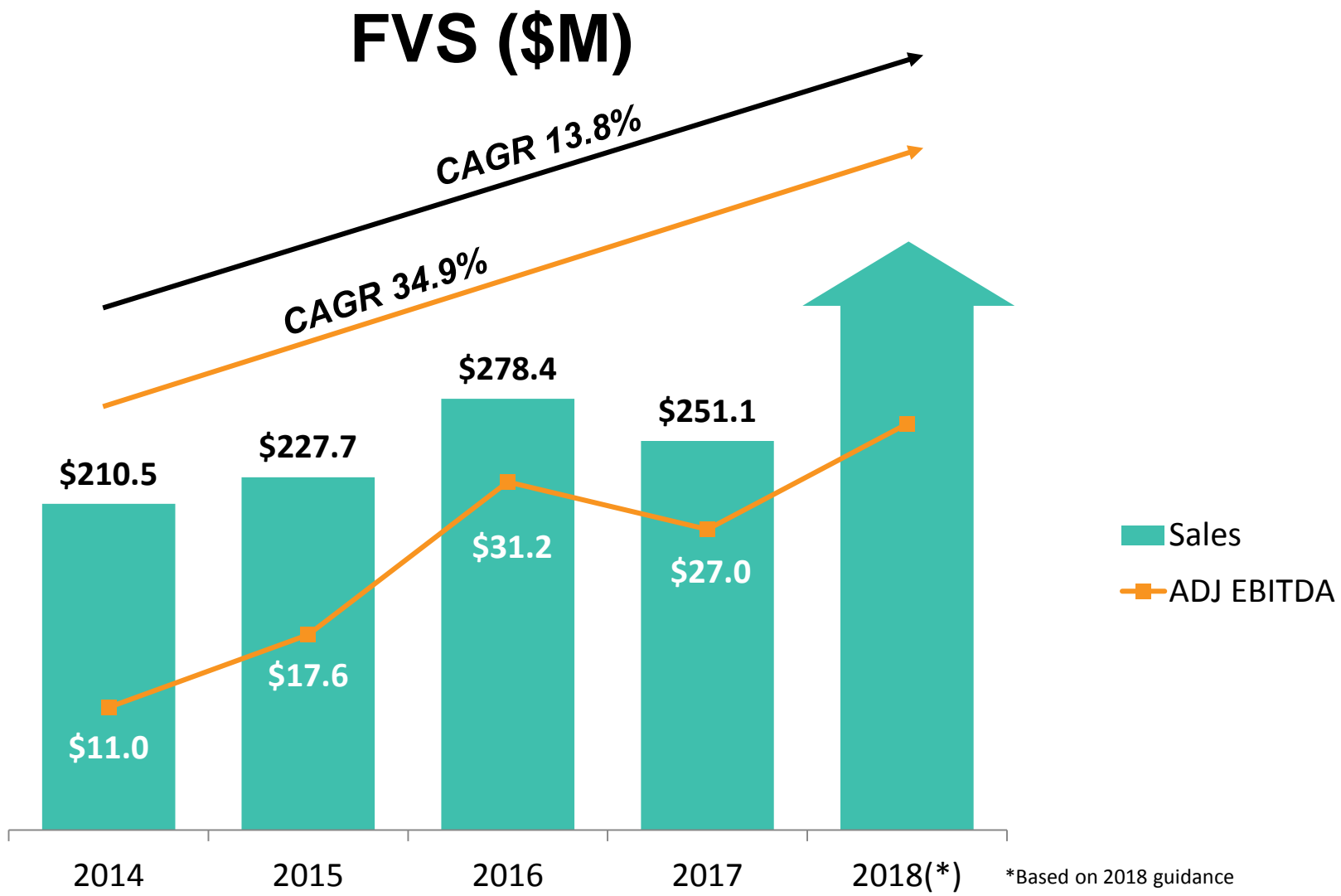
- **\$5.2 billion total addressable market across business segments**
 - Margin expansion expected across all business segments
- **Engaged management team – unique industry experience to drive sustainable growth**
- **Cash and liquidity position allow for additional strategic M&A opportunities**
- **Targeting \$1B in sales and ~10% Adjusted EBITDA margin**

SPAR – FREE CASH FLOW

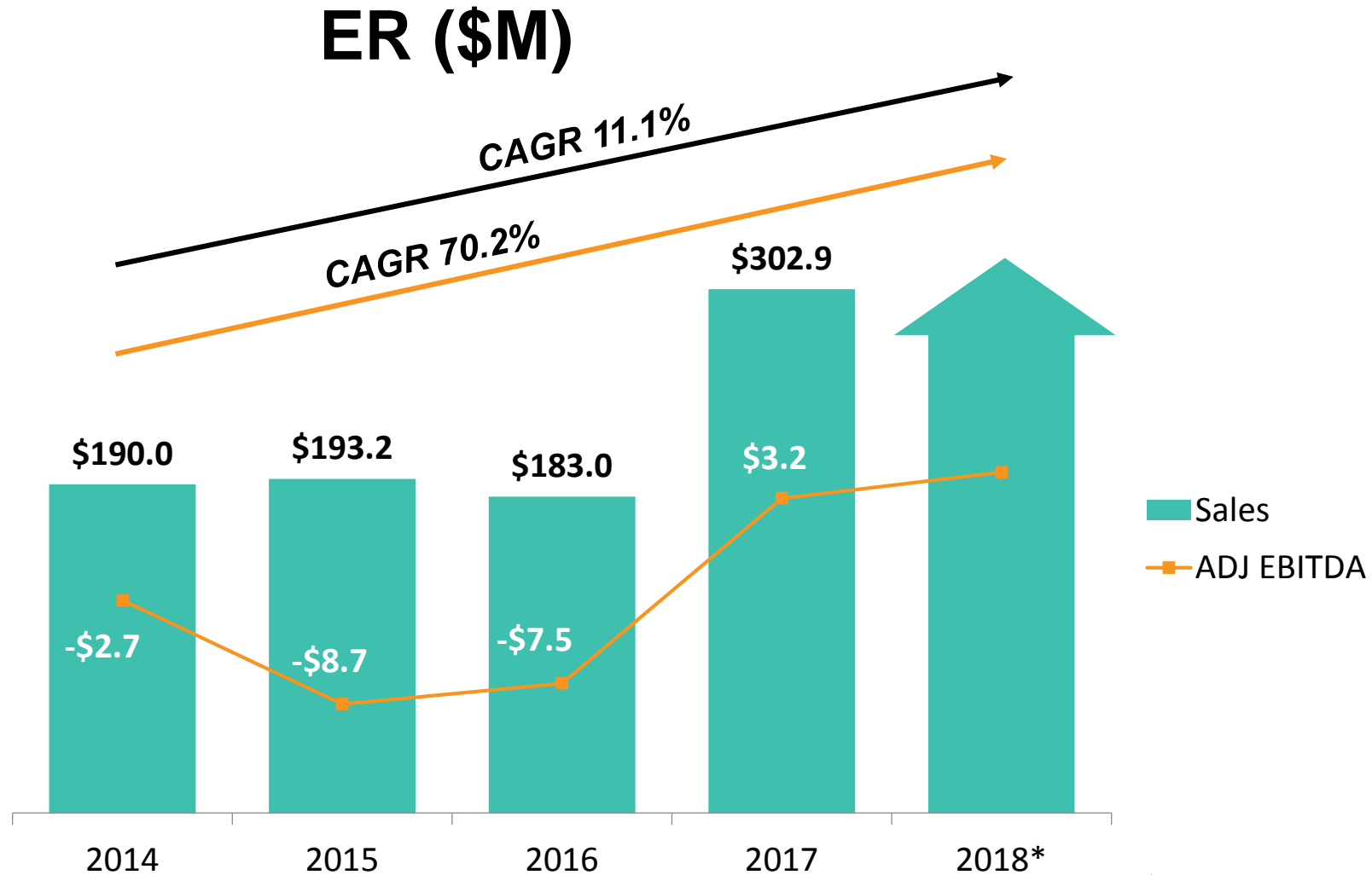


- **Generating significant cash**
- **Low capital intensive business**
 - 2018 CAPEX – \$10M-\$15M
 - 2017 CAPEX – \$5.3M
 - 2016 CAPEX – \$13.4M
 - includes \$6.4M for new plant
 - 2015 CAPEX – \$4.9M
 - 2014 CAPEX – \$3.5M
- **Spartan will pay taxes in 2018**
 - Expect to pay \$10M in cash taxes in 2018
 - Paid “zero” net taxes in 2017
 - Effective 2018 tax rate is ~28%
- **Paid \$5M on revolver Dec. 2017**
 - Total of \$15M paid in 2017
 - Current long-term debt \$17.9M
- **Unleveraged balance sheet**
 - 0.11 Debt/Equity ratio (Dec 31st, 2017)

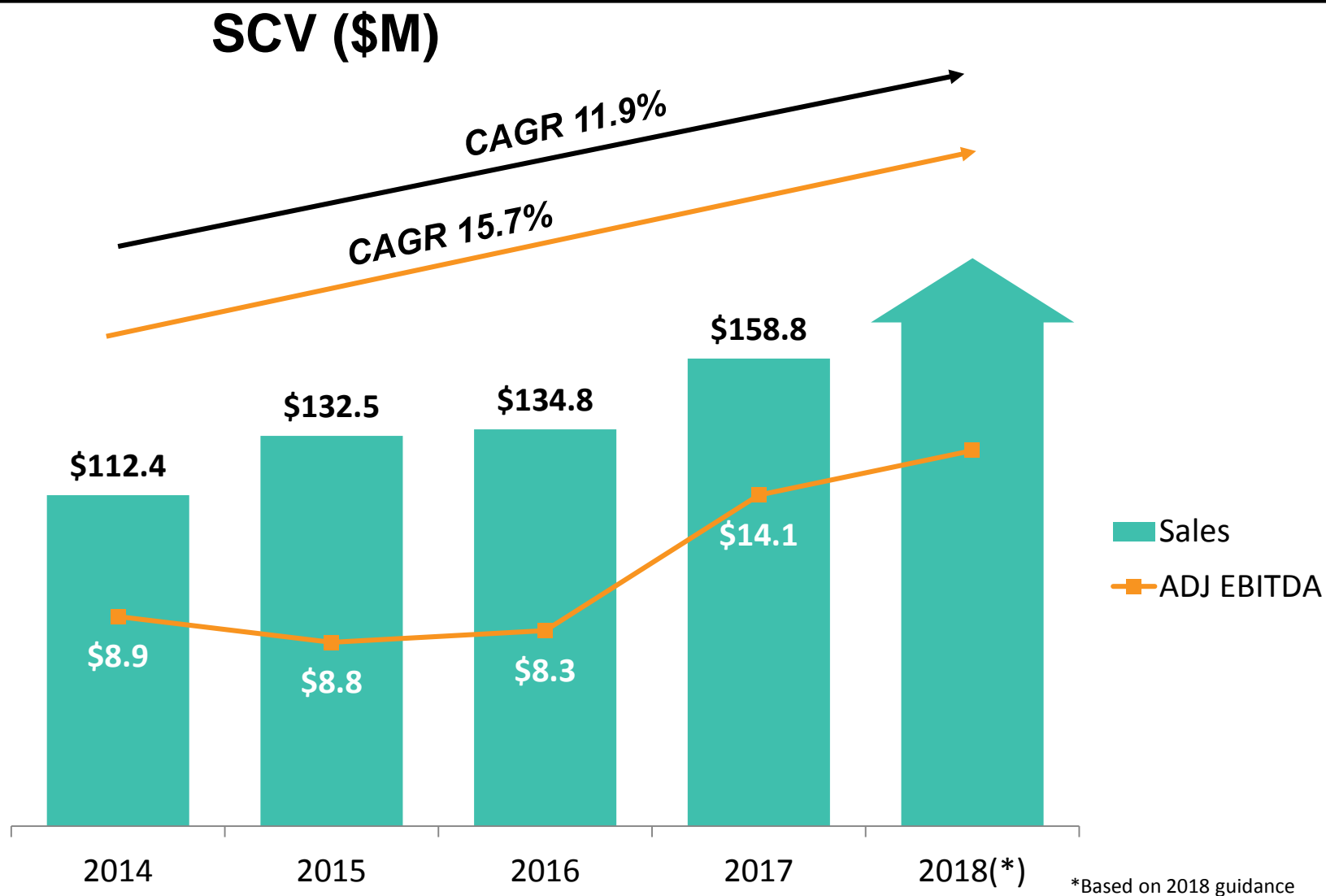
FVS SALES & ADJUSTED EBITDA



ER SALES & ADJUSTED EBITDA



SCV SALES & ADJUSTED EBITDA



BALANCE SHEET – 4Q17



**Spartan Motors
Summary Balance Sheet
(Unaudited)
(\$000's)**

	Dec 31, 2017	Dec 31, 2016
Assets		
Cash	\$ 33,523	\$ 32,041
Accts Receivable	83,147	65,441
Inventory	77,692	58,896
PP&E	55,177	53,116
Other Assets	51,625	33,800
Total Assets	\$ 301,164	\$ 243,294
Liabilities & Shareholders' Equity		
Accts Payable	\$ 40,643	\$ 31,336
Long-term Debt	17,925	74
Other Liabilities	74,327	58,932
Total Liabilities	\$ 132,895	\$ 90,342
Shareholders' Equity	168,269	152,952
Total Liabilities & Equity	\$ 301,164	\$ 243,294
Total Liquidity		
Cash	\$ 33,523	\$ 32,041
Net Borrowing Capacity	66,396	71,057
Total Liquidity	\$ 99,919	\$ 103,098

- Paid \$5M on revolver Dec. 2017
 - Total of \$15M paid in 2017
 - Current long-term debt \$18M
- Total liquidity of \$100M at 12/31/17 reflects:
 - \$34M cash on hand
 - \$66M of borrowing capacity
- Adequate liquidity/capacity to pursue opportunistic acquisitions

CASE FOR INVESTING IN “SPAR”



Our Goal

To become #1 or #2 in each market we serve

Leading purpose-built vehicle manufacturer



Well-positioned

**New management team
Operational improvements
Improved product portfolio
Customer-centric focus
Financial strength**

Strengthen and grow the core business



Financial Objectives

**\$1 Billion in Sales
~10% Adj. EBITDA Margins
Improved Cash Flows
Increase ROIC
Enhance shareholder returns**

Accelerate the path forward



Shareholder Alignment

Management's long-term goals closely aligned with shareholders

Increase shareholder value



APPENDIX

RECONCILIATION OF NON - GAAP FINANCIAL MEASURES



This presentation contains adjusted EBITDA (earnings before interest, taxes, depreciation and amortization), adjusted net income, adjusted earnings per share, forecasted adjusted EBITDA, and forecasted adjusted earnings per share, which are all non-GAAP financial measures. These non-GAAP measures are calculated by excluding items that we believe to be infrequent or not indicative of our continuing operating performance. For the periods covered by this release such items include expenses associated with restructuring actions taken to improve the efficiency and profitability of certain of our manufacturing operations, expenses related to product recall campaigns, non-cash charges related to the impairment of assets, expenses related to business acquisition activities, the impact of the step-up in inventory value associated with the recent business acquisition, and the impact of the business acquisition on the timing of chassis revenue recognition.

We present the non-GAAP measures adjusted EBITDA, adjusted net income and adjusted earnings per share because we consider them to be important supplemental measures of our performance. The presentation of adjusted EBITDA enables investors to better understand our operations by removing items that we believe are not representative of our continuing operations and may distort our longer term operating trends. The presentation of adjusted net income and adjusted earnings per share enables investors to better understand our operations by removing the impact of tax adjustments, including the impact that our deferred tax asset valuation allowance that we recorded in 2015 has had on our tax expense and net income in 2015 and subsequent periods, the impact of a tax deduction for the write-off of an investment in a subsidiary, the impact of the Tax Cuts and Jobs Act on tax expense recorded in 2017, and other items that we believe are not indicative of our longer term operating trends. We believe these measures to be useful to improve the comparability of our results from period to period and with our competitors, as well as to show ongoing results from operations distinct from items that are infrequent or not indicative of our continuing operating performance. We believe that presenting these non-GAAP measures is useful to investors because it permits investors to view performance using the same tools that management uses to budget, make operating and strategic decisions, and evaluate our historical performance. We believe that the presentation of these non-GAAP measures, when considered together with the corresponding GAAP financial measures and the reconciliations to those measures, provides investors with additional understanding of the factors and trends affecting our business than could be obtained in the absence of these disclosures.

Our management uses adjusted EBITDA to evaluate the performance of and allocate resources to our segments. In addition, non-GAAP measures are used by management to review and analyze our operating performance and, along with other data, as internal measures for setting annual budgets and forecasts, assessing financial performance, and comparing our financial performance with our peers. Adjusted EBITDA is also used, along with other financial and non-financial measures, for purposes of determining annual and long-term incentive compensation for our management team.

RECONCILIATION OF NON – GAAP FINANCIAL MEASURES



Financial Summary (Non-GAAP)
Consolidated
(In thousands, except per share data)
(Unaudited)

Spartan Motors, Inc	Three Months Ended December 31,				Twelve Months Ended December 31,					
	2017	% of sales	2016	% of sales	2017	% of sales	2016	% of sales	2015	% of sales
Net income	\$ 2,439	1.3%	\$ 942	0.6%	\$ 15,935	2.3%	\$ 8,610	1.5%	\$ (16,972)	-3.1%
Add (subtract):										
Restructuring	53		224		1,252		1,095		2,855	
Intercompany chassis impact	-		-		2,073		-		-	
Asset impairment	-		-		-		406		2,234	
Acquisition inventory adjustment	-		-		189		-		-	
NHTSA settlement	-		-		-		-		2,269	
Recall expense	-		-		(368)		3,457		8,600	
JV expenses	-		1		-		7		508	
Acquisition related expenses	269		723		1,355		882		-	
Deferred tax asset adjustment	2,569		(282)		(3,260)		(2,932)		9,472	
Tax benefit of liquidation	(966)		-		(966)		-		-	
Tax effect of adjustments	(506)		(104)		(1,323)		(460)		(2,392)	
Adjusted net income	<u>\$ 3,858</u>	2.1%	<u>\$ 1,504</u>	1.0%	<u>\$ 14,887</u>	2.1%	<u>\$ 11,065</u>	1.9%	<u>\$ 6,574</u>	1.2%
Net income	\$ 2,439	1.3%	\$ 942	0.6%	\$ 15,935	2.3%	\$ 8,610	1.5%	\$ (16,972)	-3.1%
Add (subtract):										
Depreciation and amortization	2,602		2,161		9,937		7,903		7,437	
Taxes on income	3,651		111		90		100		4,880	
Interest expense	282		96		864		410		365	
EBITDA	<u>\$ 8,974</u>	5.0%	<u>\$ 3,310</u>	2.3%	<u>\$ 26,826</u>	3.8%	<u>\$ 17,023</u>	2.9%	<u>\$ (4,290)</u>	-0.8%
Add (subtract):										
Restructuring	53		224		1,252		1,095		2,855	
Intercompany chassis impact	-		-		2,073		-		-	
Asset impairment	-		-		-		406		2,234	
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JV expenses	-		1		-		7		508	
Acquisition related expenses	269		723		1,355		882		-	
Adjusted EBITDA	<u>\$ 9,296</u>	5.1%	<u>\$ 4,258</u>	2.9%	<u>\$ 31,327</u>	4.4%	<u>\$ 22,870</u>	3.9%	<u>\$ 12,176</u>	2.2%
Diluted net earnings per share	\$ 0.07		\$ 0.03		\$ 0.46		\$ 0.25		\$ (0.50)	
Add (subtract):										
Restructuring	-		-		0.04		0.03		0.08	
Intercompany chassis impact	-		-		0.06		-		-	
Asset impairment	-		-		-		0.01		0.07	
Acquisition inventory adjustment	-		-		0.01		-		-	
NHTSA settlement	-		-		-		-		0.07	
Recall expense	-		-		(0.01)		0.10		0.25	
Acquisition related expenses	0.01		0.02		0.04		0.03		-	
JV expenses	-		-		-		-		0.02	
Deferred tax asset adjustment	0.07		(0.01)		(0.10)		(0.09)		0.28	
Tax benefit of liquidation	(0.03)		-		(0.03)		-		-	
Tax effect of adjustments	(0.01)		-		(0.04)		(0.01)		(0.07)	
Adjusted Diluted net earnings per share	<u>\$ 0.11</u>		<u>\$ 0.04</u>		<u>\$ 0.43</u>		<u>\$ 0.32</u>		<u>\$ 0.20</u>	

RECONCILIATION OF NON – GAAP FINANCIAL MEASURES



RECONCILIATION OF NON – GAAP FINANCIAL MEASURES



Financial Summary (Non-GAAP)
Consolidated
(In thousands, except per share data)
(Unaudited)

Spartan Motors, Inc.	2014	% of sales
Net income	\$ 1,029	0.2%
Add (subtract):		
Depreciation and amortization	8,378	
Taxes on income	(2,103)	
Interest expense	341	
EBITDA	7,645	1.5%
Add (subtract):		
Restructuring	2,157	
Asset impairments	-	
Product recall	-	
Acquisition related expenses	-	
NHTSA settlement	-	
Joint venture	289	
Adjusted EBITDA	10,091	2.0%

RECONCILIATION OF NON – GAAP FINANCIAL MEASURES



Financial Summary (Non-GAAP)
(In thousands, except per share data)
(Unaudited)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2017	2016	2017	2016
Total segment adjusted EBITDA	\$ 13,047	\$ 6,545	\$ 44,208	\$ 32,029
Add (subtract):				
Interest expense	(282)	(96)	(864)	(410)
Depreciation and amortization	(2,602)	(2,162)	(9,937)	(7,903)
Restructuring expense	(52)	(224)	(1,252)	(1,095)
Acquisition expense	(269)	(723)	(1,354)	(882)
Impact of chassis shipments to Smeal	-	-	(2,073)	-
Recall expense	-	-	368	(3,457)
Impact of inventory fair value step-up	-	-	(189)	-
Joint venture expenses	-	(1)	(2)	(14)
Asset impairment	-	-	-	(406)
NHTSA settlement	-	-	-	-
Unallocated corporate expenses	(3,752)	(2,287)	(12,881)	(9,159)
Consolidated income before taxes	<u>\$ 6,090</u>	<u>\$ 1,052</u>	<u>\$ 16,024</u>	<u>\$ 8,703</u>

RECONCILIATION OF NON – GAAP FINANCIAL MEASURES



Fleet Vehicles and Services Segment (In thousands, unaudited)

	Three Months Ended December 31,				Twelve Months Ended December 31,			
	2017	% of sales	2016	% of sales	2017	% of sales	2016	% of sales
Net income attributable to Fleet Vehicles and Services	\$ 4,933	7.6%	\$ 6,823	10.1%	\$ 22,797	9.1%	\$ 27,890	10.0%
Add (subtract):								
Depreciation and amortization	743		806		3,361		3,185	
Interest expense	80		53		156		162	
Earnings before interest, taxes, depreciation and amortization	\$ 5,756	8.9%	\$ 7,682	11.4%	\$ 26,314	10.5%	\$ 31,237	11.2%
Earnings before interest, taxes, depreciation and amortization	\$ 5,756	8.9%	\$ 7,682	11.4%	\$ 26,314	10.5%	\$ 31,237	11.2%
Restructuring charges	-		-		644		-	
Adjusted earnings before interest, taxes, depreciation and amortization	\$ 5,756	8.9%	\$ 7,682	11.4%	\$ 26,958	10.7%	\$ 31,237	11.2%

Emergency Response Vehicles Segment (In thousands, unaudited)

	Three Months Ended December 31,				Twelve Months Ended December 31,			
	2017	% of sales	2016	% of sales	2017	% of sales	2016	% of sales
Net income (loss) attributable to Emergency Response	\$ 2,004	2.6%	\$ (3,748)	-7.9%	\$ (1,499)	-0.5%	\$ (13,720)	-7.5%
Add (subtract):								
Depreciation and amortization	631		507		2,342		1,143	
Taxes on income	-		-		-		70	
Earnings (loss) before interest, taxes, depreciation and amortization	\$ 2,635	3.5%	\$ (3,241)	-6.8%	\$ 843	0.3%	\$ (12,507)	-6.8%
Earnings (loss) before interest, taxes, depreciation and amortization	\$ 2,635	3.5%	\$ (3,241)	-6.8%	\$ 843	0.3%	\$ (12,507)	-6.8%
Restructuring charges	44		224		454		1,095	
Intercompany chassis impact	-		-		2,073		-	
Asset impairment	-		-		-		406	
Acquisition inventory adjustment	-		-		189		-	
Recall expense	-		-		(368)		3,457	
JV expenses	-		1		-		7	
Adjusted earnings (loss) before interest, taxes, depreciation and amortization	\$ 2,679	3.5%	\$ (3,016)	-6.4%	\$ 3,191	1.1%	\$ (7,542)	-4.1%

Specialty Chassis and Vehicles Segment (In thousands, unaudited)

	Three Months Ended December 31,				Twelve Months Ended December 31,			
	2017	% of sales	2016	% of sales	2017	% of sales	2016	% of sales
Net income attributable to Specialty Chassis and Vehicles	\$ 4,232	10.3%	\$ 1,659	5.1%	\$ 12,642	8.0%	\$ 7,545	5.6%
Add (subtract):								
Depreciation and amortization	373		219		1,314		789	
Earnings before interest, taxes, depreciation and amortization	\$ 4,605	11.2%	\$ 1,878	5.7%	\$ 13,956	8.8%	\$ 8,334	6.2%
Earnings before interest, taxes, depreciation and amortization	\$ 4,605		\$ 1,878	5.7%	\$ 13,956		\$ 8,334	6.2%
Restructuring charges	7		-		102		-	
Adjusted earnings before interest, taxes, depreciation and amortization	\$ 4,612	11.2%	\$ 1,878	5.7%	\$ 14,058	8.9%	\$ 8,334	6.2%

RECONCILIATION OF NON – GAAP FINANCIAL MEASURES



Financial Summary (Non-GAAP) (In thousands) (Unaudited)

	2014	2015	2016	2017	2018 Fcst
Operating income (loss)	\$ (1,151)	\$ (12,479)	\$ 8,625	\$ 16,171	\$ 28,078
Less Taxes	2,103	(4,880)	(100)	(90)	(7,720)
Net operating profit after taxes	<u>\$ 952</u>	<u>\$ (17,359)</u>	<u>\$ 8,525</u>	<u>\$ 16,081</u>	<u>\$ 20,358</u>
Spartan Motors Inc. shareholders' equity					
Beginning balance	\$ 171,549	\$ 168,760	\$ 149,141	\$ 153,609	\$ 168,927
Ending balance	168,760	149,141	153,609	168,927	186,070
Average	<u>\$ 170,155</u>	<u>\$ 158,951</u>	<u>\$ 151,375</u>	<u>\$ 161,268</u>	<u>\$ 177,499</u>
Return on Invested Capital	<u>0.6%</u>	<u>-10.9%</u>	<u>5.6%</u>	<u>10.0%</u>	<u>11.5%</u>

RECONCILIATION OF NON – GAAP FINANCIAL MEASURES



Financial Summary (Non-GAAP)

Consolidated

(In thousands)

(Unaudited)

	2018 Fcst	2017	2016	2015	2014
Operating Activities					
Net earnings (loss)	\$ 19,900	\$ 15,934	\$ 8,603	\$ (17,480)	\$ 1,029
Depreciation & amortization	11,600	9,937	7,903	7,437	8,378
Accruals for warranty	10,000	9,100	12,989	15,388	6,533
Asset impairments	-	-	406	2,234	-
Other non-cash charges	4,000	(451)	(1,143)	6,321	(90)
Change in working capital	(23,000)	(12,504)	(5,430)	(1,044)	(9,444)
Net cash provided by operating activities (A)	22,500	22,016	23,328	12,856	6,406
Capital expenditures (B)	(12,500)	(5,340)	(13,410)	(4,895)	(3,463)
Payments on long-term debt	-	(15,070)	(5,058)	(75)	(80)
Purchase and retirement of common stock	-	-	(2,000)	-	(2,000)
Dividends	(3,600)	(3,508)	(3,444)	(3,426)	(3,427)
Acquisition of business, net of cash	-	(28,903)	-	-	-
Proceeds from long-term debt	-	32,919	10	-	-
Other	-	(632)	(86)	(329)	427
Net increase (decrease) in cash and cash equivalents	\$ 6,400	\$ 1,482	\$ (660)	\$ 4,131	\$ (2,137)
Free cash flow (A-B)	\$ 10,000	\$ 16,676	\$ 9,918	\$ 7,961	\$ 2,943

RECONCILIATION OF NON – GAAP FINANCIAL MEASURES



Financial Summary (Non-GAAP)

Consolidated

(In thousands, except per share data)

(Unaudited)

	Forecast		
	Year Ending December 31, 2018		
	Low	Mid	High
Net income	\$ 18,842	\$ 19,903	\$ 20,963
Add:			
Depreciation and amortization	11,672	11,672	11,672
Interest expense	427	455	483
Taxes	7,309	7,720	8,132
EBITDA	\$ 38,250	\$ 39,750	\$ 41,250
Add (subtract):			
Restructuring charges	750	750	750
Adjusted EBITDA	<u>\$ 39,000</u>	<u>\$ 40,500</u>	<u>\$ 42,000</u>
Earnings per share	\$ 0.54	\$ 0.57	\$ 0.60
Add:			
Restructuring charges	0.02	0.02	0.02
Less tax effect of adjustments	-	-	-
Adjusted earnings per share	<u>\$ 0.56</u>	<u>\$ 0.59</u>	<u>\$ 0.62</u>



THANK YOU

FOR MORE INFORMATION:

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