



New Markets. New Innovation. New Growth.

LEADING THROUGH STRATEGIC TRANSITION

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SAFE HARBOR STATEMENT

This presentation contains certain forward-looking statements, as defined by the Private Securities Litigation Reform Act of 1995. All statements other than historical facts are forward-looking statements, including without limit, those regarding shipment outlook, Operating EBITDA, backlog, demand level expectations, profitability and earnings capacity, margin opportunities, and potential benefits of any recent acquisitions. Any forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those implied by the forward-looking statements. Without limit, these risks and uncertainties include economic conditions, increased competition, dependence on new management, reliance on certain customers and corporate partnerships, shortages and costs of raw materials, manufacturing capacity and cost containment risks, dependence on industry trends, access to capital, acceptance of products, and government regulation. You should review and consider the various disclosures made by the Company in this presentation and in its reports to its stockholders and periodic reports on Forms 10-K and 10-Q.

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WABASH NATIONAL CORPORATION

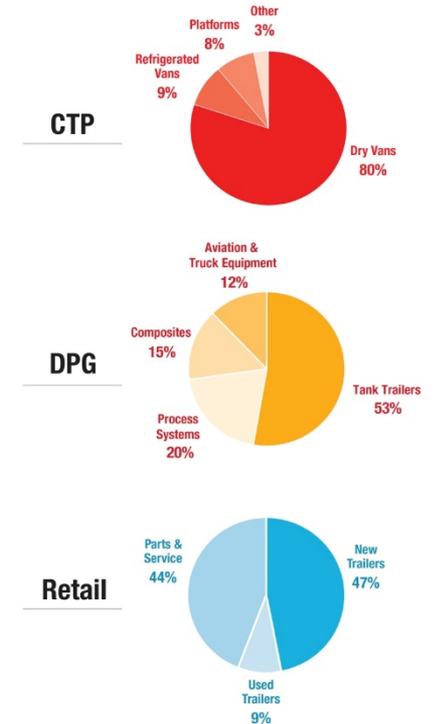
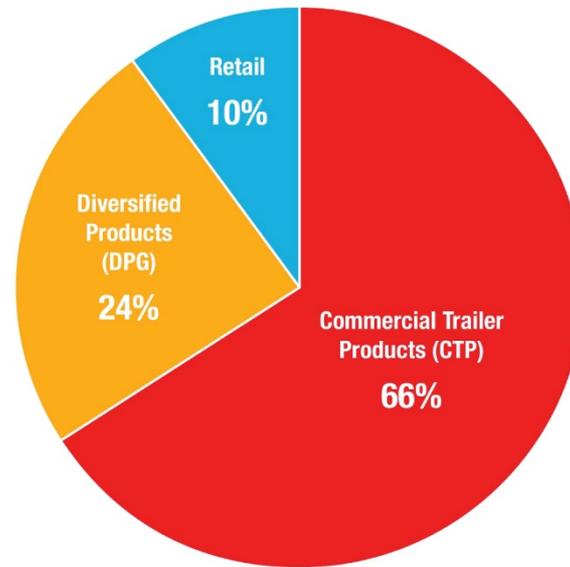
Company Facts and Figures

- Founded in 1985
- 2014 Revenue: \$1.86B
- Publicly Traded (NYSE:WNC) Since 1991
- Nearly 6,000 Associates Worldwide (Full time & Contract)
- Corporate Headquarters in Lafayette, Indiana
- 12 Manufacturing Locations in 3 Countries



IndustryWeek

50 Best US Manufacturers



Celebrating 30 Years of Innovation Leadership

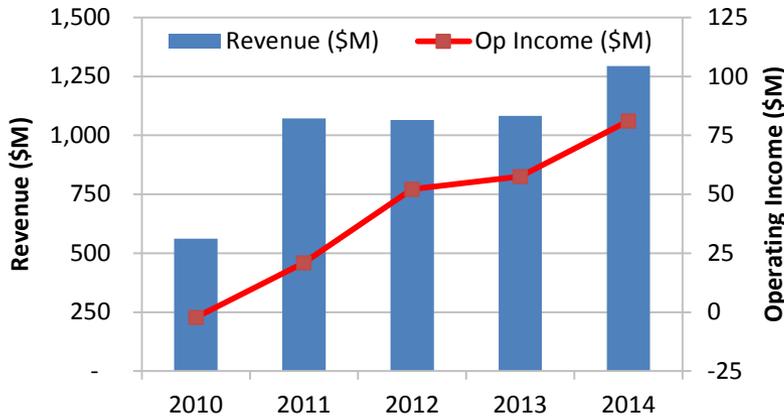


SEGMENT PROFILE: COMMERCIAL TRAILER PRODUCTS

- 2014 New Trailer Shipments: 53,550
- Comprehensive portfolio: dry vans, refrigerated vans, platform trailers
- Leading brands and long-standing customer relationships
- Industry leader in van and platform trailer manufacturing
- Mature practitioner of lean manufacturing methodology
- Long history of innovative solutions for customers



Financial Performance



Segment Revenue and OI are prior to the elimination of intersegment sales.

Key Brands & Models



Best-in-Class, Technologically Innovative Products



KEY CUSTOMERS

Commercial Trailer Products



Wabash Composites



Walker Group



Large and Diverse Customer Profile

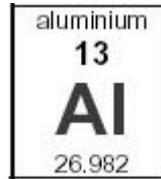


WABASH 2020



Current State of Design

+50 Years of Traditional Industry Design



FRP (Fiberglass Reinforced Plywood) has a negative history in market and composites have been cost prohibitive.

Getting Started

February 2013

- Wabash Engineering Leadership challenged with reinvention of the product.
- Adopt a “New Material” mindset.
- Find Experts

What We are Doing

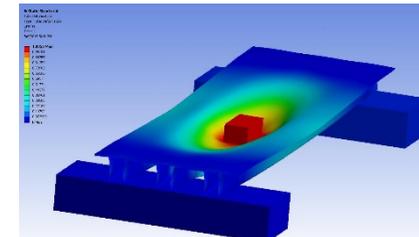
Composite Preforms based design



Molded Panels



Analysis



Testing

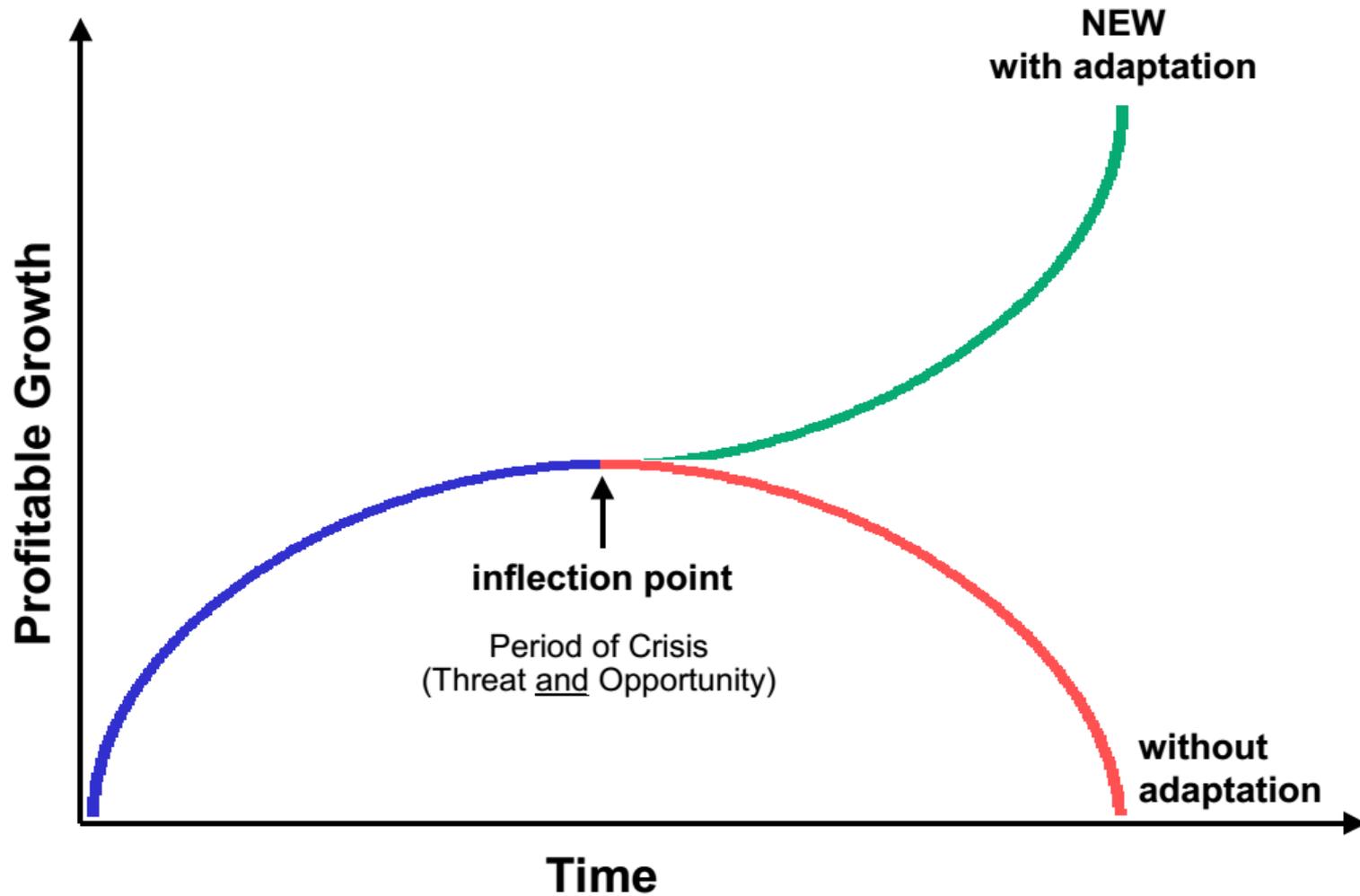


THE LEADERSHIP CHALLENGE?



What Compels a Leader to “Disrupt” Everything?

REALITY IS BRUTAL



And Leading at the Critical Moment takes Trust, Empathy and Courage





Aerodynamic Trailer Design

- Fundamental Incorporation

Coating Technology

- Lower Cost
- Enhanced Performance

Bonding Technology

- Process Advances
- Cost Reduction



Composite/Structural Technology

- Cost Effective
- Scalable
- Enhanced Properties



High Strength Steels

- Lighter Weight
- Design Freedom



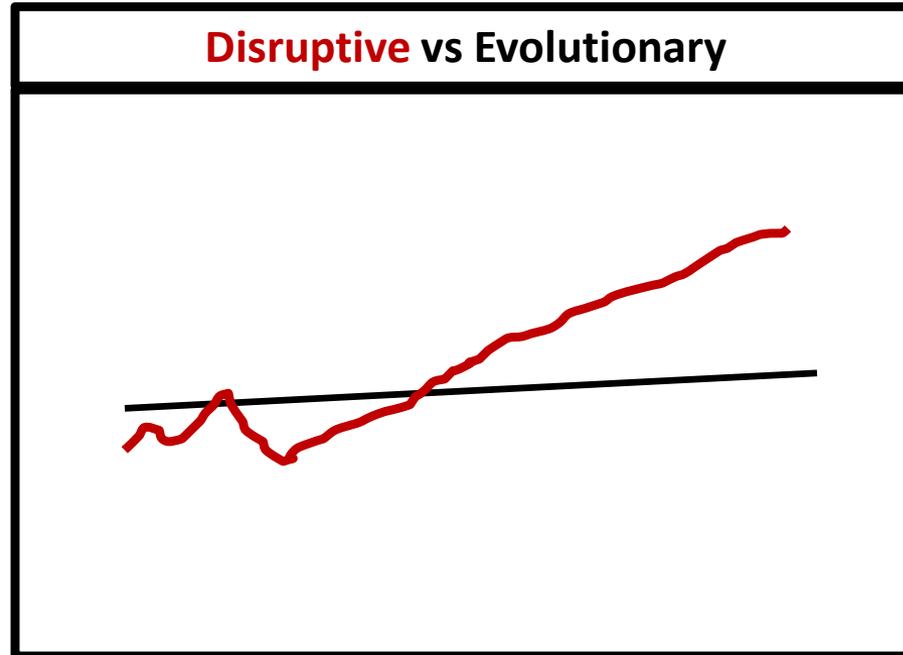
Weight Reduction	Improvement in Refrigerated Efficiency
Breakthrough Design Targets	
Material Cost Reduction	Reduction of Corrosive Steel

Advanced Design

Incorporation of viable aspects of new technological offerings to continue to differentiate our products in our current markets and provide opportunity to enter new markets.



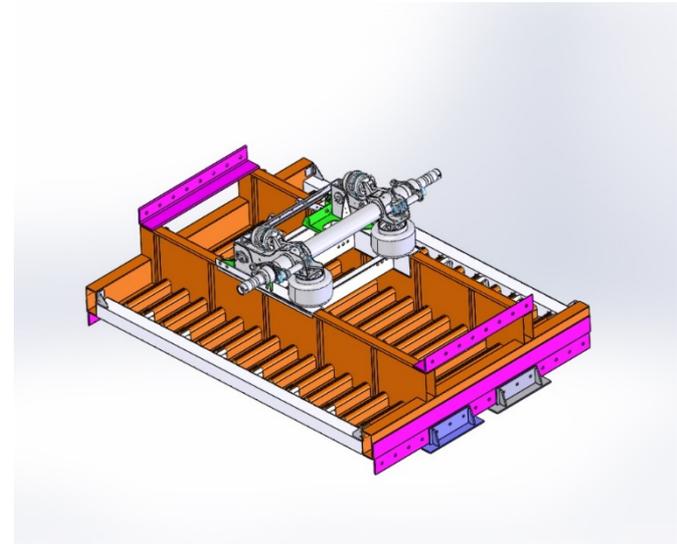
DISRUPTIVE CHANGE VERSUS EVOLUTIONARY CHANGE



- Exploits new and radical technology change
- Unprecedented performance features
- Disruptive internally and externally
- High uncertainty, reality changes
- Dramatically changes existing markets and creates new ones
- Disruptive to organization and changes must occur to be successful

Where We Are Going?

- Industry Changing Technology – Fiber Reinforced Polymer Technology
- Common Design and Construction Across All Product Lines
- Highest Value Product in Existing Markets
- Leverage New Domestic and International Markets



WHERE THE WORK MUST BE FOCUSED.



Begin to forge a new path forward...

Final Assembly Prototype



Molded Component Parts



Production Unit



CLOSING THOUGHTS

- Growth takes Courage
- Its hard to Develop New Ventures, if you can't STOP the ones that are Not Working
- The Processes that make the Core Business Strong may Impede New Business Development
- Corporate Entrepreneurship is a Collective Effort and not an Individual Effort
- Innovative thought takes Collaboration with other thinkers, companies and resources
- You can't be afraid of Failure. It Drives the learning process!

THANK YOU



30
YEARS
1985 - 2015



The Best People and Most Respected Brand in Our Industry

