

# Yellow Corporation Investor Presentation Fourth Quarter 2022



# Statements & Disclaimers

The information in this presentation is summary in nature and may not contain all information that is important to you. The Recipient acknowledges and agrees that (i) no representation or warranty regarding the material contained in this presentation is made by Yellow Corporation (the “Company” or “we”) or any of its affiliates and (ii) that the Company and its affiliates have no obligation to update or supplement this presentation or otherwise provide additional information. This presentation is for discussion and reference purposes only and does not constitute an offer to sell or the solicitation of an offer to buy any securities or other property.

This presentation contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements relate to future events or future performance of the Company and include statements about the Company’s expectations or forecasts for future periods and events. Specific forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts and include, without limitation, words such as “may,” “will,” “should,” “expect,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “potential” or “continue,” the negative of such terms or other comparable terminology. We disclaim any obligation to update those statements, except as applicable law may require us to do so, and we caution you not to rely unduly on them. We have based those forward-looking statements on our current expectations and assumptions about future events, and while our management considers those expectations and assumptions to be reasonable, they are inherently subject to significant business, economic, competitive, regulatory and other risks, contingencies and uncertainties, most of which are difficult to predict and many of which are beyond our control. Therefore, actual results may differ materially and adversely from those expressed in any forward-looking statements. Factors that might cause or contribute to such differences include, but are not limited to, those we discuss in the “Risk Factors” section of our Annual Report on Form 10-K and in other reports we file with the Securities and Exchange Commission (the “SEC”).

This presentation includes the presentation of Adjusted EBITDA, a non-GAAP financial measure. Adjusted EBITDA is not a measure of financial performance in accordance with generally accepted accounting principles and may exclude items that are significant in understanding and assessing our financial results. Therefore, this measure should not be considered in isolation or as an alternative to net income from operations, cash flows from operations, earnings per fully-diluted share or other measures of profitability, liquidity or performance under generally accepted accounting principles. We believe our presentation of Adjusted EBITDA is useful to investors and other users as these measures represent key supplemental information our management uses to compare and evaluate our core underlying business results, particularly in light of our leverage position and the capital-intensive nature of our business. Additionally, Adjusted EBITDA helps investors to understand how the company is tracking against our financial covenants in our UST Credit Agreements and New Term Loan Agreement (collectively the “TL Agreements”) as this measure is calculated as prescribed therein as Consolidated EBITDA and to determine certain incentive compensation. You should be aware that this presentation of Adjusted EBITDA may not be comparable to similarly-titled measures used by other companies. For additional information on Adjusted EBITDA and the TL Agreements, refer to our quarterly reports on Form 10-Q and other reports we file with the SEC. A reconciliation of this measure to the most comparable measures presented in accordance with generally accepted accounting principles has been included in this presentation.



# Yellow At a Glance

PREMIUM LTL TRANSPORTATION & LOGISTICS SERVICES PROVIDER



**2nd  
largest**

LTL Network in  
North America

**5th  
largest**

Trucking  
Company in  
North America

**\$5.1  
billion**

2021 Revenue

**17.2  
million**

2021 Shipments

**~32,000**

Employees

**309**

Terminals

**~14,200**

Tractors

**~42,000**

Trailers



# Enterprise Transformation

## Roadmap to One Yellow



### Simplify Sales Team

Streamline enterprise-wide sales team to provide customers a single point of contact for all brands



### Realign Operational Leadership Structure

Operational realignment and reporting structure to create new efficiencies and operational areas to support the network



### Holdco renamed Yellow Corporation

Formally changed the YRC Worldwide holding company name to Yellow Corporation in anticipation of a company-wide rebrand to Yellow



### One Technology Platform

Transition operating companies to one technology platform



### Network Optimization

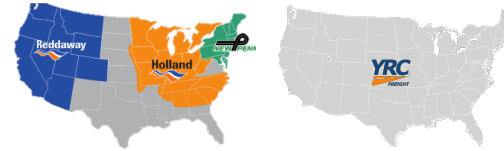
Integration to one network, creating a common enterprise platform to strengthen asset and network efficiencies while enhancing service in the 1, 2 & 3-day lanes nationwide



### Super-Regional Carrier

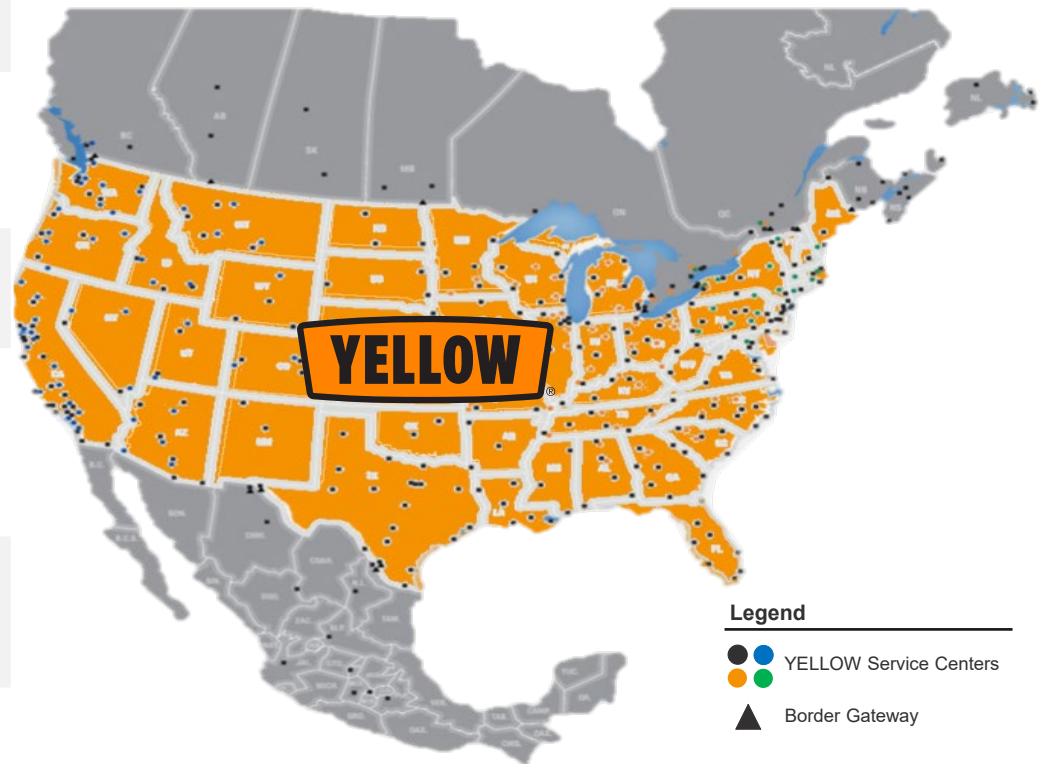
Go-to-market strategy as One Yellow. Provide customers with choice, simplicity, speed, visibility, reliability and value under one united brand

Pre-Transformation



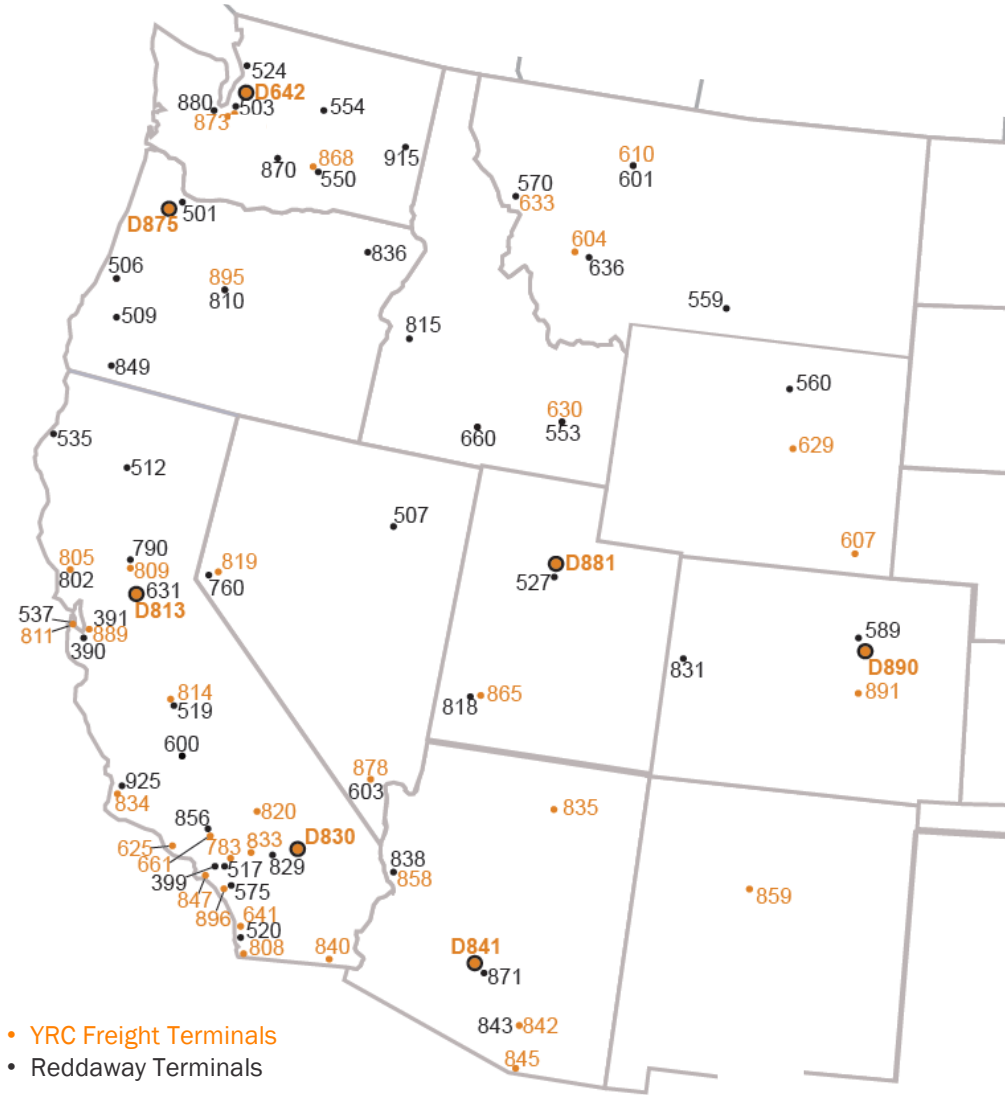
## Super-Regional Carrier

Integrated nationwide LTL service



## Network Optimization Phase One

- Integrated 89 legacy YRC Freight and Reddaway terminals in the Western U.S. in phase one of the network optimization
- Phase one implemented in September and is expected to enhance service in more than 4,600 zip codes
- Will apply lessons learned during the rest of the transformation
- Phase two in the Northeast and Midwest and phase three in the Southeast and Central U.S.
- The transformation of the entire network expected to be completed around the end of 2022



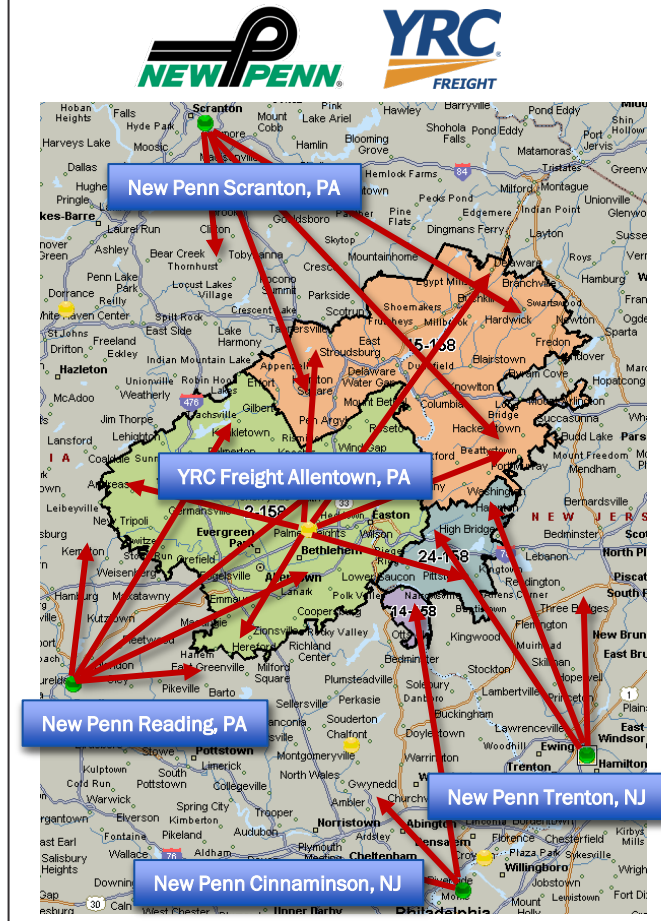


# Example of Network Optimization

## Pick Up & Delivery

- In the Northeast, we have 60 terminal operations in the “Shared Space” between New Penn (regional service) and YRC Freight (longhaul service)
- New One Yellow super-regional network will streamline operations and reduce duplication in pickup and delivery operations
- Customer benefit is one driver can pickup and deliver both regional and longhaul shipments
- One zip code, one customer, one driver

### Current State



### After P&D Optimization

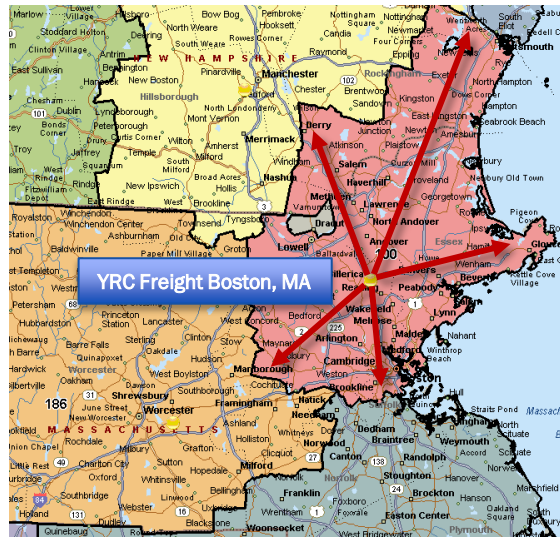
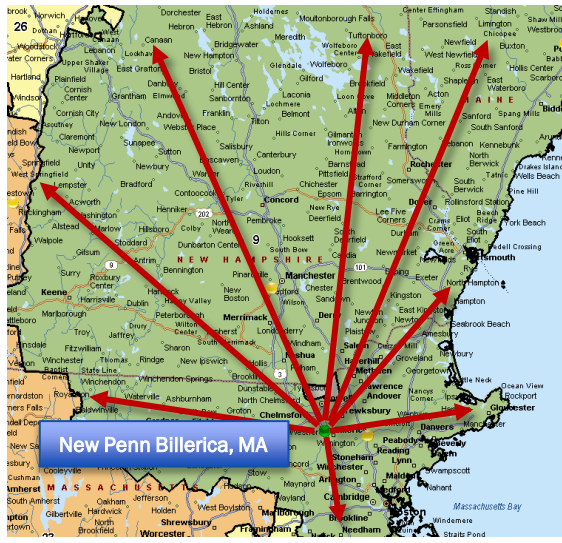


# Example of Network Optimization (continued)

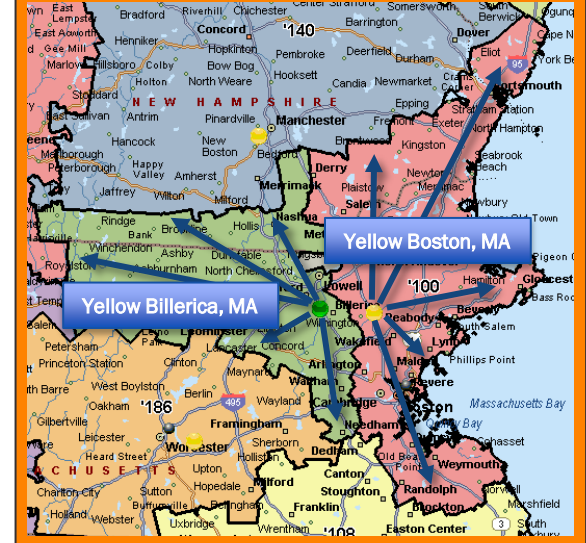
## Pick Up & Delivery Operations near Boston, MA

- New Penn Billerica (regional) and YRC Freight Boston (longhaul) scenario. Terminals are 11.3 miles from each other
- Once optimization is complete, efficiencies are gained through improved asset utilization and lower overall miles

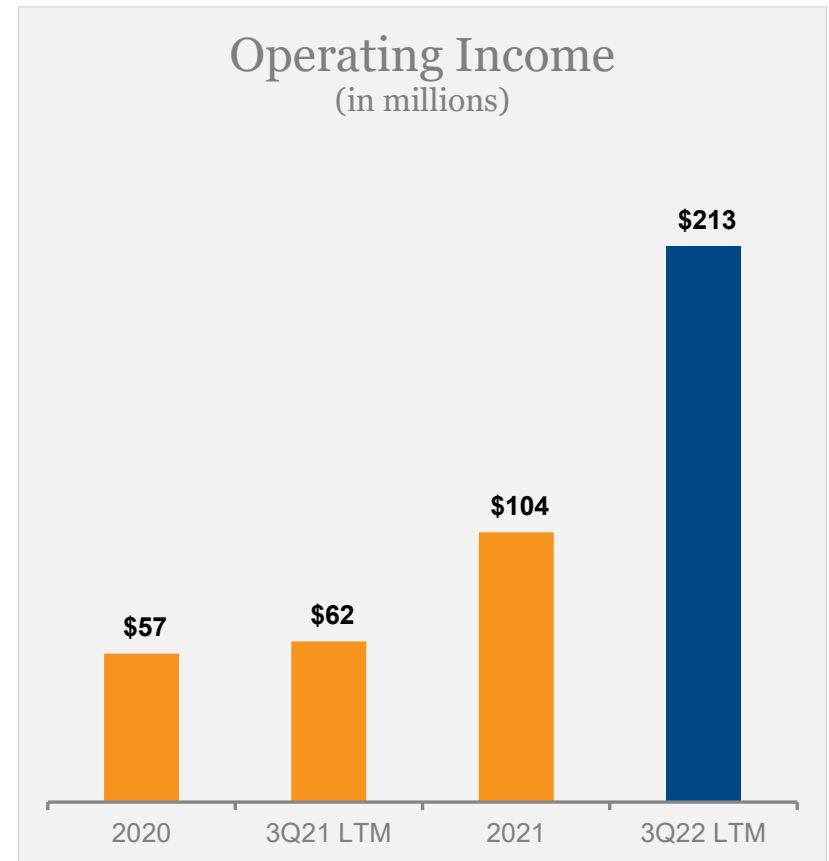
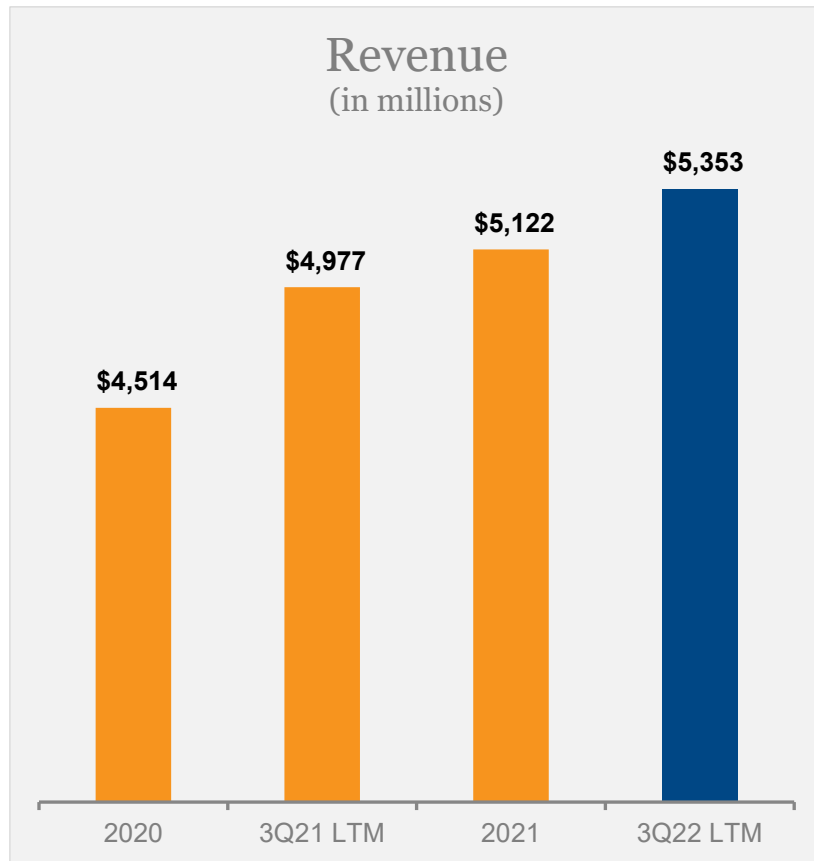
### Current State



### After P&D Optimization



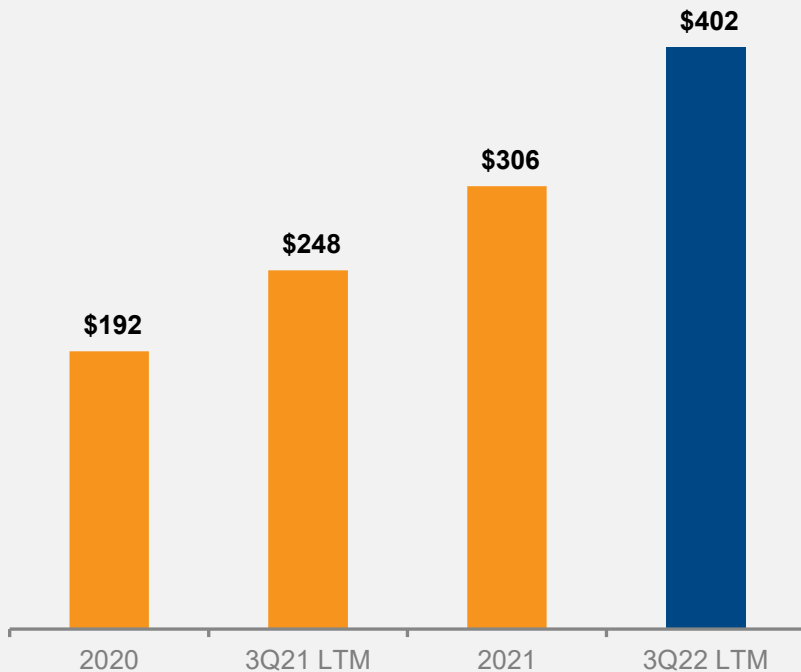
# Financial Results



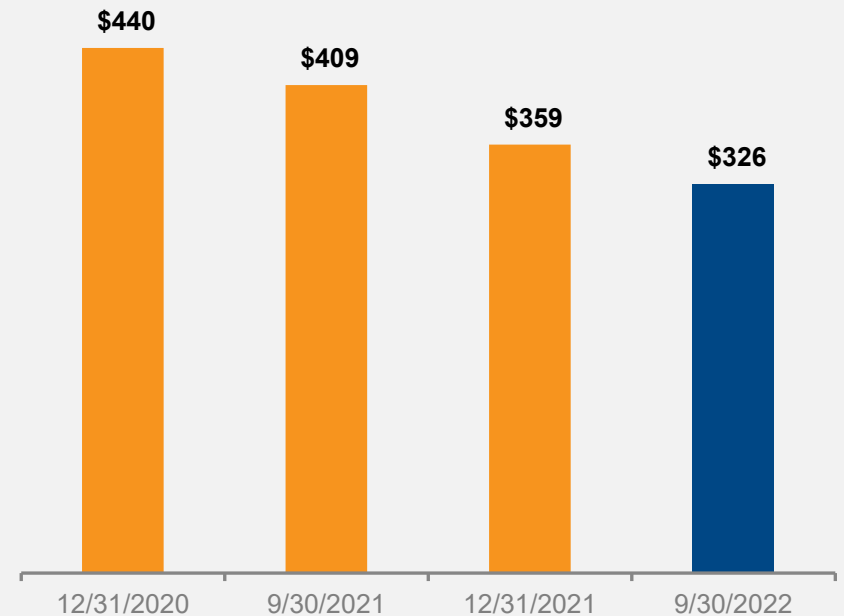


# Financial Results

Adjusted EBITDA  
(in millions)



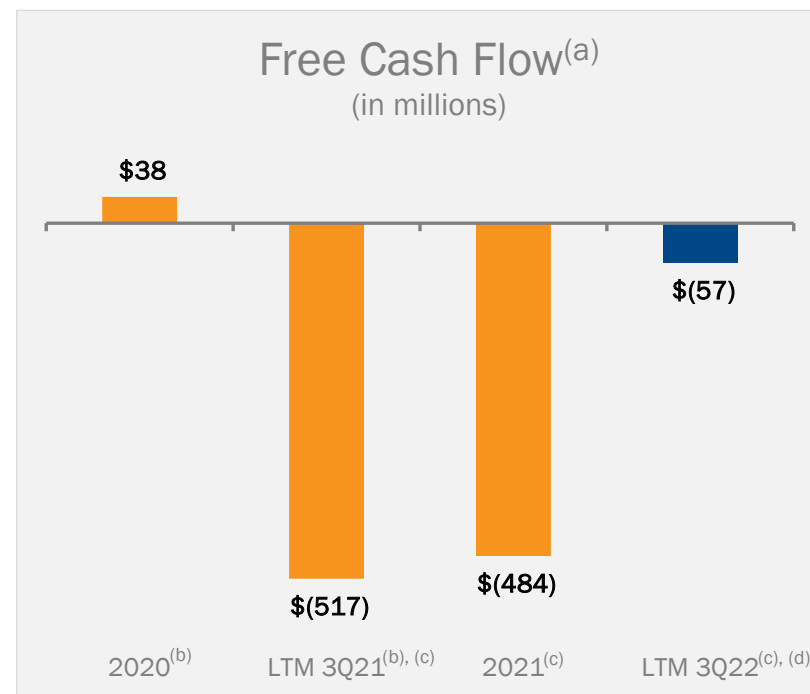
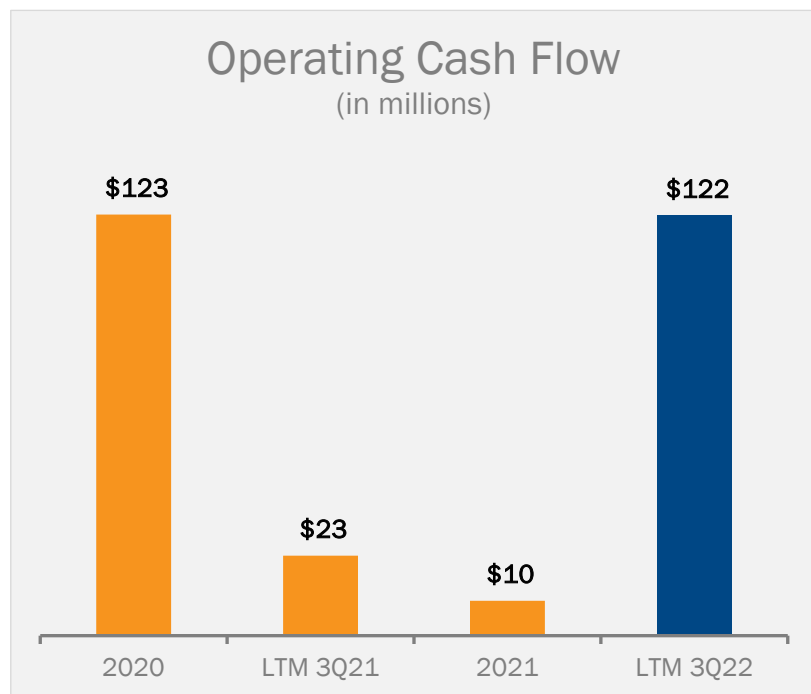
Cash and Cash Equivalents and  
Managed Accessibility  
(in millions)



LTM Adjusted EBITDA covenant is \$200 million in 2Q 2022 and thereafter



# Cash Flow



(a) Free cash flow = operating cash flow less acquisitions of property and equipment, net of cash proceeds from disposals

(b) During FY 2020, the Company recognized cash proceeds on the sale of terminals of approximately \$53 million

(c) During FY 2021, the Company recognized cash proceeds on the sale of terminals of approximately \$1 million

(d) For YTD 3Q22, the Company recognized cash proceeds on the sale of terminals of approximately \$11 million

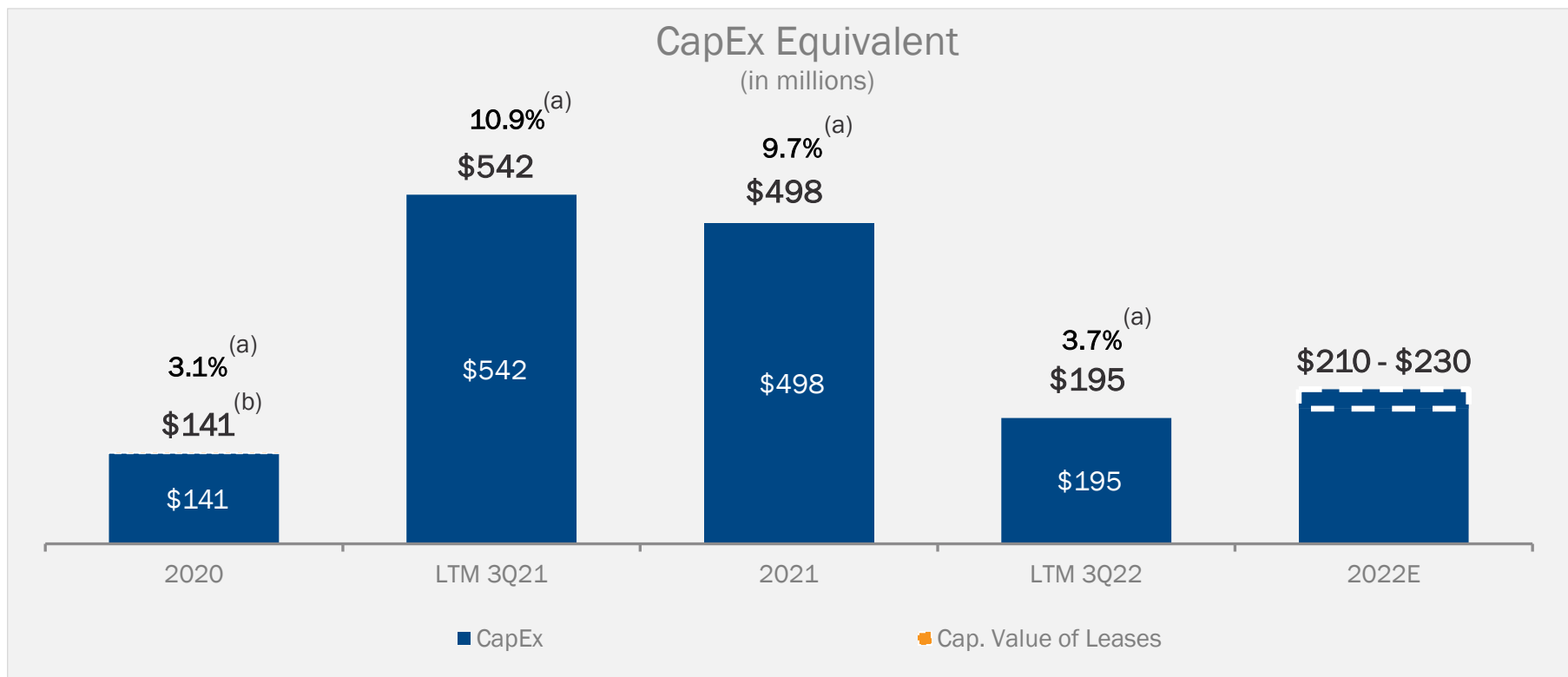
## Free Cash Flow Reconciliation

Net cash provided in operating activities  
Acquisition of property and equipment  
Proceeds from disposal of property and equipment  
Free Cash Flow

	FY 2020	LTM 3Q21	FY 2021	LTM 3Q22
\$	122.5	\$ 23.3	\$ 10.2	\$ 122.2
	(140.6)	(542.1)	(497.6)	(195.4)
	56.1	1.9	3.6	15.8
\$	38.0	\$ (516.9)	\$ (483.8)	\$ (57.4)



# Reinvesting in the Business



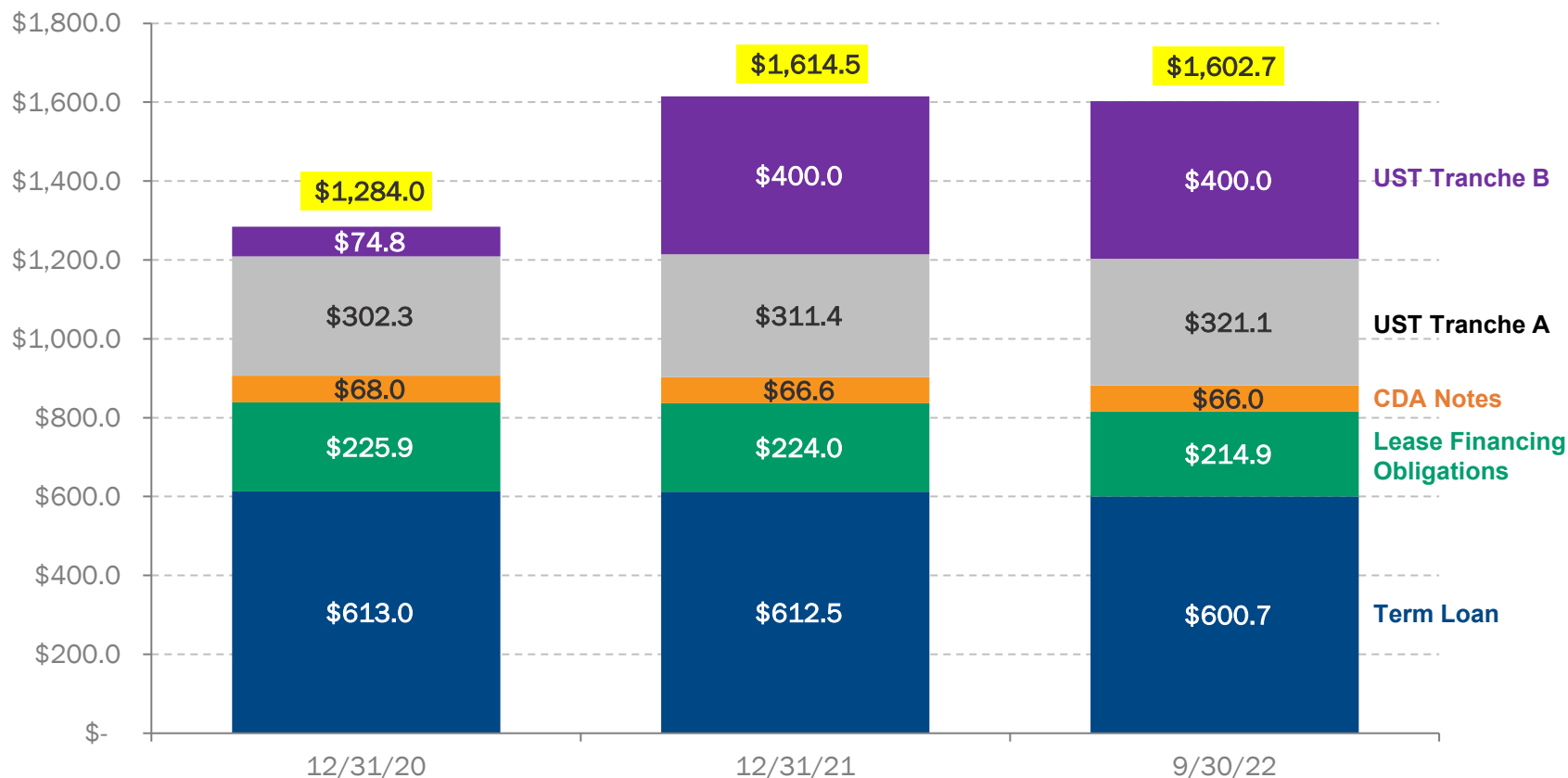
(a) CapEx Equivalent as a percentage of revenue. Percent change based on unrounded figures.

(b) 2020 CapEx Equivalent includes less than \$1M of capital value of leases



# Capital Structure Overview

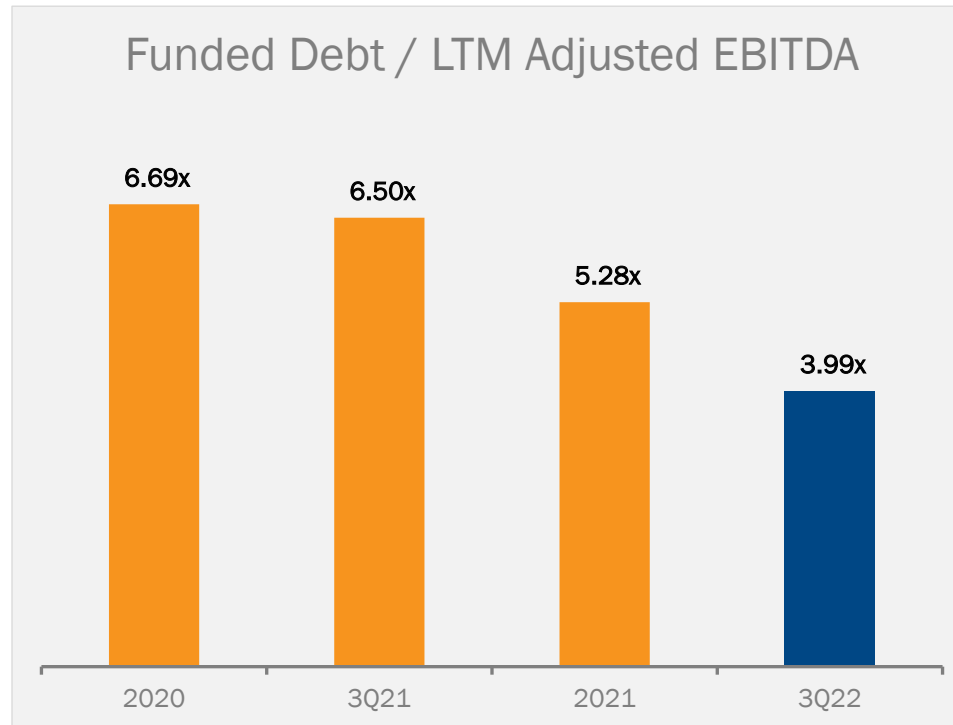
(in millions)



- UST Tranche A carries a variable interest rate based on the Eurodollar rate, which is currently determined by the 1, 2, 3 or 6-month USD Libor with a floor of 1.0%, plus a fixed margin of 3.5%. 1.5% is paid in cash and the remainder paid-in-kind (PIK). The Tranche A balance includes \$21.1M of PIK interest as of 9/30/22.
- UST Tranche B carries a variable interest rate based on the Eurodollar rate, which is currently determined by the 1, 2, 3 or 6-month USD Libor with a floor of 1.0%, plus a fixed margin of 3.5%. All paid in cash.
- The Term Loan carries a variable interest rate based on the Eurodollar rate, which is currently determined by the 1, 2, 3 or 6-month Libor, with a floor of 1.0%, plus a fixed margin of 7.5%. If LTM Adjusted EBITDA is above \$400 million the fixed margin decreases from 7.5% to 6.5%. All paid in cash.



# Leverage Ratio



Note: Funded debt balances based on par value

Growing into capital structure

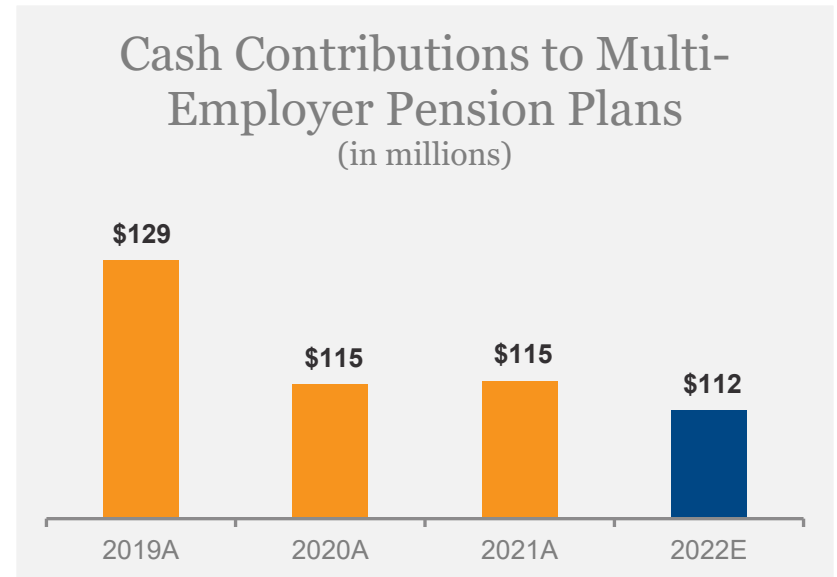
Funded Debt / LTM Adjusted EBITDA ratio down 2.5 turns YoY





# Multi-Employer Pension Plans (Union)

- Approximately 80% of employees are represented by the International Brotherhood of Teamsters and covered by collective bargaining agreements
- 2022 total annual cash contributions expected to be approximately \$112 million
- Contributions made to 29 multi-employer pension plans with various levels of underfunding.
  - Multiemployer Pension plans are separate from Yellow and managed by independent trustees
- The American Rescue Plan signed into law in March 2021 is providing severely underfunded eligible multi-employer pension plans funding to cover retiree benefits until 2051 substantially mitigating the plans' unfunded liabilities
- Yellow Corporation has, and expects to continue, making its required contractual contributions to the multi-employer pension plans as agreed to in the collective bargaining agreements

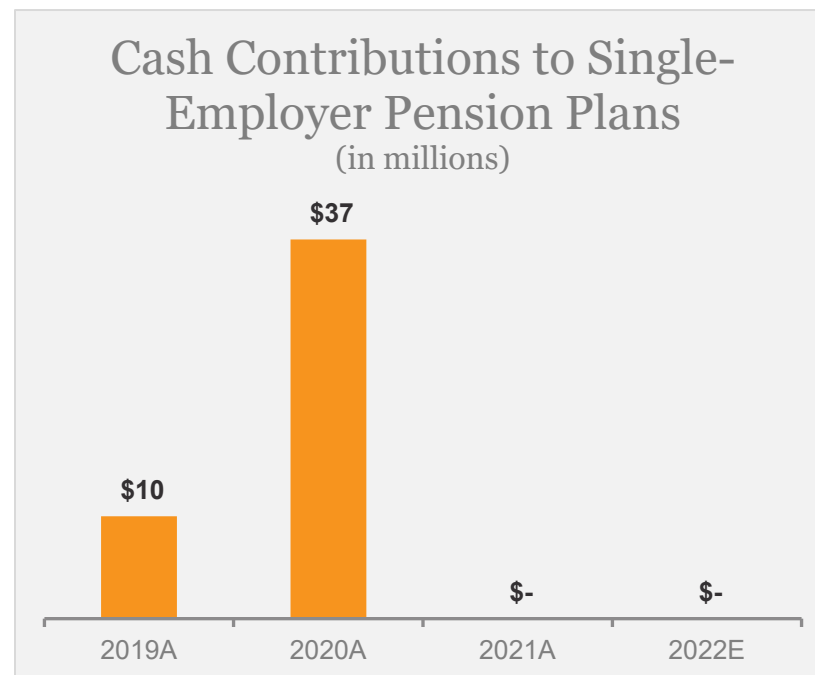


Refer to the Company's Form 10-K for further disclosures



# Single-Employer Pension Plans (Non-Union)

- Certain employees not covered by collective bargaining agreements
- Plans closed to new participants effective January 1, 2004 with benefit accrual for active employees frozen effective July 1, 2008
- In 2021, the non-union pension plans entered into a contract for a group annuity to transfer an obligation to pay the remaining retirement benefits of approximately 3,700 plan participants, out of a total of approximately 8,500 participants, to an insurance company. The transfer included approximately \$250 million in both plan obligations and plan assets and is an important step in de-risking the balance sheet.
- 2022 cash contributions expected to be nominal and no significant annual contribution expected in years thereafter



Refer to the Company's Form 10-K for further disclosures



# Yellow Value Proposition

- Strong industry position with one of the largest, most comprehensive logistics and LTL networks in North America with local, regional, national and international capabilities
- Multi-year enterprise transformation to One Yellow on schedule for completion around the end of 2022, expected to create operational efficiencies that enhance customer service, improve productivity and improve financial results
- Executed one of the largest CapEx plans in Company history in 2021. Included investments in tractors, trailers, technology, box trucks, containers, liftgates and other assets. Reinvestment is expected to drive improved results and position the Company for future profitability and growth
- Led by an experienced Senior Management Team and Board of Directors

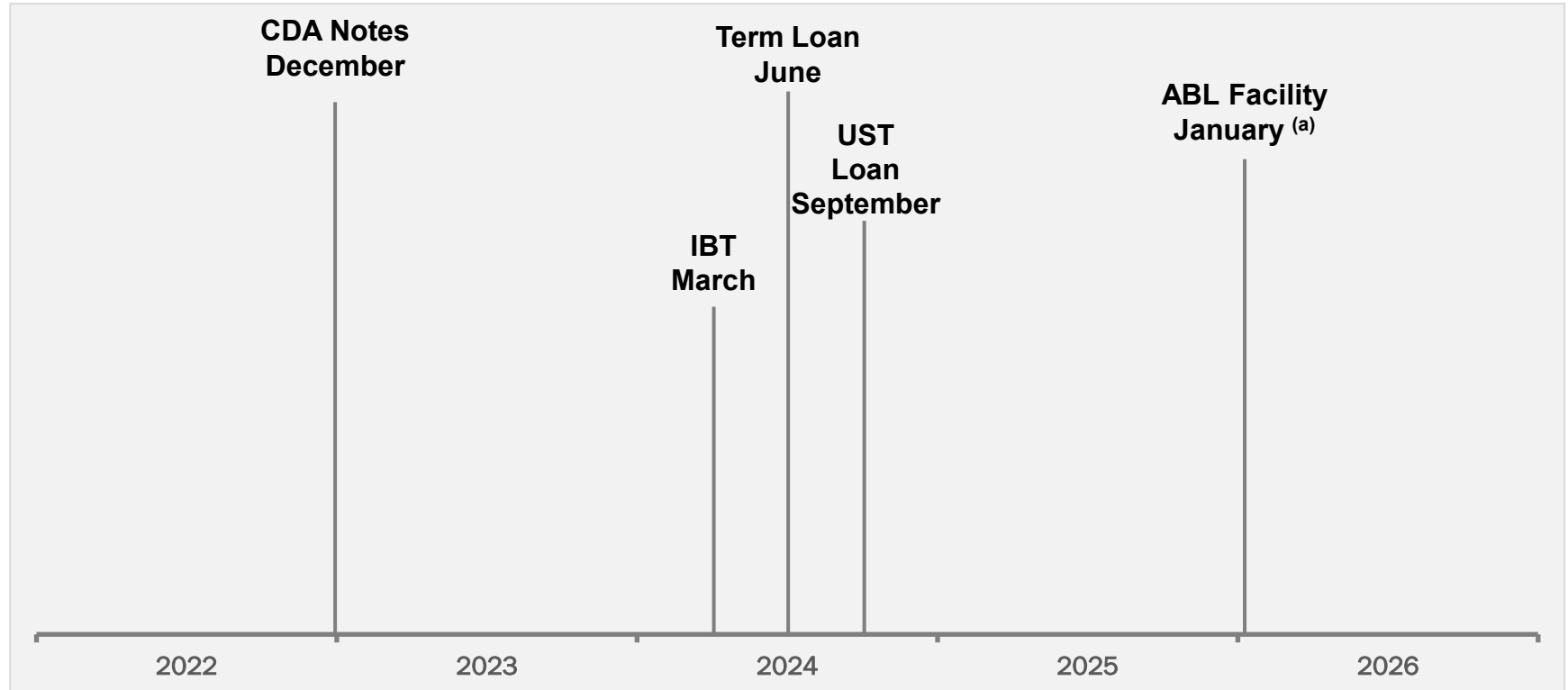




## Appendix



# Capital Structure Maturities and Labor Timeline



Largest debt instruments and the labor agreement mature at various dates in 2024

<sup>(a)</sup> In October 2022, the ABL Facility maturity was extended from January 2024 to January 2026





# CARES Act Funding

- Equity

- U.S. Treasury received 15.94 million shares of common stock and is the Company's largest shareholder with approximately 30% of outstanding shares

- Debt

- U.S. Treasury loan provided two tranches totaling \$700 million in aggregate principal commitments
- **Tranche A** for \$300 million covered deferred short-term contractual obligations, certain other deferred obligations including pension and healthcare payments and working capital. Tranche A was fully drawn as of December 31, 2020
- **Tranche B** for \$400 million used for reinvestment in tractors and trailers. Tranche B was fully drawn as of July 31, 2021



# Operating Statistics – Third Quarter

	3Q22	3Q21	YoY % <sup>(a)</sup>
Workdays	64.0	63.5	
LTL tonnage (in thousands)	1,961	2,323	(15.6)
LTL tonnage per workday (in thousands)	30.64	36.58	(16.2)
LTL shipments (in thousands)	3,557	4,141	(14.1)
LTL shipments per workday (in thousands)	55.58	65.22	(14.8)
LTL picked up revenue/cwt.	\$ 31.30	\$ 25.12	24.6
LTL picked up revenue/cwt. (excl. FSC)	\$ 24.65	\$ 21.84	12.8
LTL picked up revenue/shipment	\$ 345	\$ 282	22.4
LTL picked up revenue/shipment (excl. FSC)	\$ 272	\$ 245	10.9
LTL weight/shipment (in pounds)	1,102	1,122	(1.7)
Total tonnage (in thousands)	2,494	3,045	(18.1)
Total tonnage per workday (in thousands)	38.97	47.96	(18.7)
Total shipments (in thousands)	3,650	4,257	(14.3)
Total shipments per workday (in thousands)	57.03	67.05	(14.9)
Total picked up revenue/cwt.	\$ 26.85	\$ 21.07	27.5
Total picked up revenue/cwt. (excl. FSC)	\$ 21.36	\$ 18.40	16.1
Total picked up revenue/shipment	\$ 367	\$ 301	21.8
Total picked up revenue/shipment (excl. FSC)	\$ 292	\$ 263	10.9
Total weight/shipment (in pounds)	1,367	1,431	(4.5)

	YoY % <sup>(a)</sup>		
	Jul-22	Aug-22	Sep-22
LTL tonnage per workday	(17.2)	(15.7)	(15.8)
Total tonnage per workday	(20.1)	(18.0)	(18.1)

(a) Percent change based on unrounded figures and not the rounded figures presented



# Operating Statistics – Third Quarter Year-To-Date

	YTD 2022	YTD 2021	YoY % <sup>(a)</sup>
Workdays	191.0	191.0	
LTL tonnage (in thousands)	6,023	7,312	(17.6)
LTL tonnage per workday (in thousands)	31.54	38.28	(17.6)
LTL shipments (in thousands)	10,837	12,824	(15.5)
LTL shipments per workday (in thousands)	56.74	67.14	(15.5)
LTL picked up revenue/cwt.	\$ 30.24	\$ 23.57	28.3
LTL picked up revenue/cwt. (excl. FSC)	\$ 24.11	\$ 20.67	16.7
LTL picked up revenue/shipment	\$ 336	\$ 269	25.1
LTL picked up revenue/shipment (excl. FSC)	\$ 268	\$ 236	13.7
LTL weight/shipment (in pounds)	1,112	1,140	(2.5)
Total tonnage (in thousands)	7,697	9,529	(19.2)
Total tonnage per workday (in thousands)	40.30	49.89	(19.2)
Total shipments (in thousands)	11,124	13,188	(15.7)
Total shipments per workday (in thousands)	58.24	69.05	(15.7)
Total picked up revenue/cwt.	\$ 25.94	\$ 19.87	30.5
Total picked up revenue/cwt. (excl. FSC)	\$ 20.88	\$ 17.50	19.4
Total picked up revenue/shipment	\$ 359	\$ 287	25.0
Total picked up revenue/shipment (excl. FSC)	\$ 289	\$ 253	14.3
Total weight/shipment (in pounds)	1,384	1,445	(4.2)

<sup>(a)</sup> Percent change based on unrounded figures and not the rounded figures presented.



# Adjusted EBITDA Reconciliation

(in millions)

Yellow Corporation

Reconciliation of Net Income (Loss) to Adjusted EBITDA

Yellow Corporation	2020	2021	3Q 2021	3Q 2022	LTM 3Q 2021	LTM 3Q 2022
Reconciliation of net income (loss) to Adjusted EBITDA						
Net income (loss)	\$ (53.5)	\$ (109.1)	\$ 8.3	\$ 4.8	\$ (83.1)	\$ (7.4)
Interest expense, net	135.6	150.4	38.5	41.2	145.7	155.3
Income tax expense (benefit)	(19.6)	3.1	-	0.9	0.4	3.8
Depreciation and amortization	134.9	143.6	37.8	36.0	138.6	144.7
EBITDA	197.4	188.0	84.6	82.9	201.6	296.4
Adjustments for TL Agreements:						
(Gains) losses on property disposals, net	(45.3)	0.7	0.2	(1.1)	1.5	(10.6)
Non-cash reserve changes	2.9	11.6	(2.7)	(3.9)	0.1	11.2
Letter of credit expense	7.3	8.5	2.1	2.2	8.4	8.7
Permitted dispositions and other	0.3	0.8	-	0.1	0.6	0.4
Equity-based compensation expense	4.7	4.4	0.8	1.0	3.9	5.2
Non-union pension settlement charge	3.6	64.7	3.1	4.0	5.1	65.3
Other, net	3.5	3.0	0.8	(0.4)	4.7	1.1
Expense amounts subject to 10% threshold:						
Department of Defense settlement charge	-	-	-	-	-	5.3
COVID-19	3.9	-	-	-	-	-
Other, net	17.3	24.3	6.7	5.8	28.1	18.7
Adjusted EBITDA prior to 10% threshold	195.6	306.0	95.6	90.6	254.0	401.7
Adjustments pursuant to TTM calculation	(3.7)	-	(1.2)	-	(5.6)	-
Adjusted EBITDA	\$ 191.9	\$ 306.0	\$ 94.4	\$ 90.6	\$ 248.4	\$ 401.7



---

**YELL | Nasdaq** Listed

---

[www.myyellow.com](http://www.myyellow.com)

Tony Carreño  
Senior Vice President of Treasury  
and Investor Relations  
(913) 696-6108  
[investor@myyellow.com](mailto:investor@myyellow.com)

