# Yellow Corporation Fourth Quarter 2021 Earnings Conference Call 

## Financial Results




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## Financial Results




## Operating Statistics - Fourth Quarter

|  | 4Q21 |  | 4Q20 |  | YoY \% ${ }^{\left({ }^{(a)}\right.}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Workdays |  | 61.0 |  | 60.5 |  |
| LTL tonnage (in thousands) |  | 2,208 |  | 2,434 | (9.3) |
| LTL tonnage per workday (in thousands) |  | 36.20 |  | 40.22 | (10.0) |
| LTL shipments (in thousands) |  | 3,884 |  | 4,176 | (7.0) |
| LTL shipments per workday (in thousands) |  | 63.66 |  | 69.03 | (7.8) |
| LTL picked up revenue/cwt. | \$ | 26.47 | \$ | 21.46 | 23.3 |
| LTL picked up revenue/cwt. (excl. FSC) | \$ | 22.61 | \$ | 19.46 | 16.2 |
| LTL picked up revenue/shipment | \$ | 301 | \$ | 250 | 20.3 |
| LTL picked up revenue/shipment (excl. FSC) | \$ | 257 | \$ | 227 | 13.4 |
| LTL weight/shipment (in pounds) |  | 1,137 |  | 1,165 | (2.4) |
| Total tonnage (in thousands) |  | 2,897 |  | 3,134 | (7.6) |
| Total tonnage per workday (in thousands) |  | 47.50 |  | 51.81 | (8.3) |
| Total shipments (in thousands) |  | 3,991 |  | 4,289 | (6.9) |
| Total shipments per workday (in thousands) |  | 65.42 |  | 70.88 | (7.7) |
| Total picked up revenue/cwt. | \$ | 22.27 | \$ | 18.33 | 21.5 |
| Total picked up revenue/cwt. (excl. FSC) | \$ | 19.15 | \$ | 16.67 | 14.9 |
| Total picked up revenue/shipment | \$ | 323 | \$ | 268 | 20.7 |
| Total picked up revenue/shipment (excl. FSC) | \$ | 278 | \$ | 244 | 14.1 |
| Total weight/shipment (in pounds) |  | 1,452 |  | 1,462 | (0.7) |
|  |  |  |  | OY \% ${ }^{(a)}$ |  |
|  |  | Oct-21 |  | Nov-21 | Dec-21 |
| LTL tonnage per workday |  | (10.1) |  | (9.5) | (10.2) |
| Total tonnage per workday |  | (7.3) |  | (8.3) | (9.3) |

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


## Operating Statistics - Year End


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

## Capital Structure Overview



- 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 $\$ 11.4 \mathrm{M}$ of PIK interest as of $12 / 31 / 21$.
- 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 all 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 $7.5 \%$. All paid in cash.



## Capital Structure and Labor Timeline



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

## LTM Adjusted EBITDA Covenant

(in millions)
\$306 LTM as of 4Q21


## Adjusted EBITDA Reconciliation

(in millions)

## Yellow Corporation

$2019 \quad 2020 \quad 2021$

## Reconciliation of net loss to Adjusted EBITDA

Net loss
Interest expense, net
Income tax expense (benefit)
Depreciation and amortization

## EBITDA

Adjustments for TL Agreements:
(Gains) losses on property disposals, net
Non-cash reserve changes
Impairment charges
Letter of credit expense
Permitted dispositions and other
Equity-based compensation expense
Loss on extinguishment of debt
Non-union pension settlement charge
Other, net
Expense amounts subject to $10 \%$ threshold:
COVID-19
Other, net
Adjusted EBITDA prior to 10\% threshold
Adjustments pursuant to TTM calculation
Adjusted EBITDA

| $\$(104.0)$ | $\$(53.5)$ | $\$(109.1)$ |
| :---: | :---: | ---: |
| 109.9 | 135.6 | 150.4 |
| $(4.3)$ | $(19.6)$ | 3.1 |
| 152.4 | 134.9 | 143.6 |
| 154.0 | 197.4 | 188.0 |


| $(13.7)$ | $(45.3)$ | 0.7 |
| :--- | :--- | :--- |


| $(13.7)$ | $(45.3)$ | 0.7 |
| ---: | :---: | ---: |
| 16.1 | 2.9 | 11.6 |
| 8.2 | - | - |
| 6.5 | 7.3 | 8.5 |
| $(0.9)$ | 0.3 | 0.8 |
| 6.3 | 4.7 | 4.4 |
| 11.2 | - | - |
| 1.8 | 3.6 | 64.7 |
| 2.9 | 3.5 | 3.0 |
|  |  |  |
| - | 3.9 | - |
| 18.2 | 17.3 | 24.3 |
| 210.6 | 195.6 | 306.0 |
| - | $(3.7)$ | - |
| $\$ 210.6$ | $\$ 191.9$ | $\$ 306.0$ |



