





# **TRAC Intermodal**

Earnings Call Quarter Ended June 30, 2014

August 12, 2014

## Forward Looking Statements and Use of Non-GAAP Information

### FORWARD LOOKING STATEMENTS

- This Presentation contains certain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, which reflect our current views with respect to, among other things, future events (including, but not limited to, import container growth, chassis supply trends and the shift to the motor carrier model) and financial performance. Readers can identify these forward-looking statements by the use of forward-looking words such as "outlook," "believes," "expects," "potential," "continues," "may," "will," "should," "seeks," "approximately," "predicts," "intends," "plans," "estimates," "anticipates" or the negative version of those words or other comparable words. Any forward-looking statements contained in the Presentation are based upon our historical performance and on our current plans, estimates and expectations. The inclusion of this forward-looking information should not be regarded as a representation by us or any other person that the future plans, estimates or expectations contemplated by us will be achieved. Such forward-looking statements are subject to various risks, uncertainties and assumptions relating to our operations, financial results, financial condition, business prospects, growth strategy and liquidity. If one or more of these or other risks or uncertainties materialize, or if our underlying assumptions prove to be incorrect, our actual results may vary materially from those indicated in these statements. Accordingly, you should not place undue reliance on any forward-looking statements.
- Important factors that could cause actual results to differ materially from those in the forward-looking statements include, without limitation, the following: the volume of world trade due to economic, political, or other factors; increased operating costs; increased regulatory costs; defaults by our customers; and, the demand for chassis. More information about potential factors that could affect our business and financial results is included in our fillings with the SEC, including the Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.
- The Company undertakes no obligation to update the forward-looking information or any of the information contained in this Presentation.

#### **USE OF NON-GAAP INFORMATION**

There are non-GAAP measures used in this Presentation, including Adjusted EBITDA, Adjusted net income (loss) and free cash flow. The Company believes that such non-GAAP measures are appropriate measures of the operating performance of the Company. Additionally, certain of the Company's debt covenant calculations use Adjusted EBITDA. The Company's calculation of these measures may differ from the methodology used by other companies and, accordingly, may not be comparable to other companies. Adjusted EBITDA is defined as income (loss) before income taxes, interest expenses, depreciation and amortization expense, impairment of assets and leasing equipment, early retirement of leasing equipment, other expense (income) mainly related to loss (gain) from sale of equipment, interest income, and loss on modification and extinguishment of debt and capital lease obligations, remanufacturing expenses, non-cash share-based compensation and principal collections on direct finance leases. Adjusted net income (loss) is defined as net income (loss) before non-cash interest expense related to deferred financing fees, non-cash share-based compensation, loss on modification and extinguishment of debt and capital lease obligations, and terminations, modification, and fair value adjustments of derivative instruments. Free cash flow is defined as Adjusted EBITDA less Cash Interest Accrued. Adjusted EBITDA, Adjusted net income (loss) and free cash flow are not measures recognized under GAAP and are therefore unlikely to be comparable to similar measures presented by other companies and do not have a standardized meaning prescribed by GAAP. Management uses Adjusted EBITDA, Adjusted net income (loss) and free cash flow to provide comparative information about performance. A reconciliation of Adjusted EBITDA is provided on the slide 16.

## Executive Summary – Q2 2014

# Financial Performance

- Revenue of \$152.4 million increased by \$25.4 Million or 20% in Q2 2014 vs. Q2 2013
- Adjusted EBITDA<sup>1</sup> of \$44.6 million, higher by \$5.4 million or 14% in Q2 2014 vs. Q2 2013
- Free cash flow<sup>1</sup> increased to \$29.4 million in Q2 2014 vs. \$23.0 million in Q2 2013
- Leverage ratio maintained at 6.7x in Q2, even with significant shipping line chassis purchases

### **Chassis Fleet**

- Average on-hire fleet increased by approximately 8,000 chassis or 3% from Q2 2013 to Q2
   2014
- Active fleet utilization increased to 96.4% at June 30, 2014 from 92.2% at June 30, 2013

### **Key Initiatives**

- Facilitating shipping line's conversion to the motor carrier model for chassis provisioning
  - Over 3,000 active motor carriers on TRAC Connect, adding more in west coast from Q2 agreements
- Executing cost controls and In-sourcing select operational activities
- Right sizing the Marine fleet and initiating a chassis refurbishment program



## Summary of Financial Performance – Q2 2014

- Revenues grew \$25.4 million in Q2 2014 vs. Q2 2013
  - Marine Market segment revenues grew 24%
  - Domestic Market segment revenues grew 13%
- Onetime charge in Q2 2014 of \$37.8 million for the early retirement of leasing equipment caused a Q2 net loss
- Adjusted EBITDA¹ increased \$5.4 million in Q2 2014 vs. Q2 2013
  - Marine Market segment Adjusted EBITDA<sup>2</sup> increased 18%
  - Domestic Market segment Adjusted EBITDA<sup>2</sup> increased 24%

	Quarter e	nded June	30 <sup>th</sup>	Year-	Year-to-date June 30 <sup>th</sup>					
\$ millions		B / (W) vs	s. 2013		B / (W) vs	. 2013				
	2014	\$	%	2014	\$	%				
Revenue	\$ 152.4	\$ 25.4	20%	\$ 292.1	\$ 47.1	19%				
Direct operating expenses	83.0	(9.8)	-13%	149.8	(15.6)	-12%				
All other expenses	103.2	(47.3)	-85%	166.8_	(53.2)	-47%				
Net income (loss) before tax	(33.8)	(31.7)	NM	(24.5)	(21.7)	NM				
Net loss	\$ (21.7)	\$(20.5)	NM	\$ (16.3)	\$ (14.6)	NM				
Adjusted EBITDA <sup>1</sup>	\$ 44.6	\$ 5.4	14%	\$ 96.8	\$ 14.7	18%				
Adjusted net income <sup>1</sup>	\$ 4.8	\$ 1.8	59%	\$ 14.1	\$ 6.9	96%				

<sup>1</sup> See slide 15 for a reconciliation of Adjusted EBITDA and Adjusted Net Income to net income (loss)



<sup>2</sup> See slide 16 for a reconciliation of segment Adjusted EBITDA to net income (loss)

NM - not meaningful

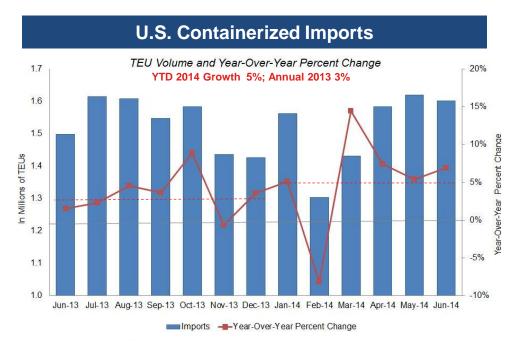
## Market Review - Q2 2014

- Total U.S. intermodal volumes grew 9.5% in Q2 2014 vs. Q2 2013 comprised of 10.4% growth in international volumes and 8.3% growth in domestic volumes, according to FTR
- U.S. containerized imports were up 6.6% in Q2 2014 vs. Q2 2013 with first half growth reaching 5% vs. last year, according to figures from PIERS / Journal Of Commerce
  - Shippers accelerated imports in 2014 from Q3 into Q2 trying to avoid any potential port congestion or slowdowns as a result of labor contract negotiations
- For 2014, U.S. international volume growth is expected to be 5.3% and domestic volume growth is projected at 6.3%, according to FTR

### **U.S. Intermodal Load Growth**

	International	Domestic <sup>1</sup>	Total
2013 Q1	3.0%	10.4%	6.1%
2013 Q2	-1.3%	8.6%	2.8%
2013	2.4%	8.9%	5.5%
2014 Q1	1.1%	3.2%	2.0%
2014 Q2	10.4%	8.3%	9.5%
2014	5.3%	6.3%	5.7%

<sup>1</sup> Domestic container loads, excludes intermodal trailer loads



Sources: PIERS / JOC July 2014

Source - FTR (Intermodal volume in loads, July 2014)



## Revenue Drivers - Marine and Domestic Market Segments

- Revenue growth is primarily driven by our Marine and Domestic neutral chassis pools
  - Q2 2014 vs. Q2 2013, Marine Pool per diem revenue grew by 41% and the Domestic Pool per diem revenue grew by 14%
- Marine chassis customers have continued to shift from term leases to pool rentals

		Key l	Metrio	cs – Q2			Key Metrics – H1					
	2013	20	014	Variance	% Change	. <u>-</u>	2013	2014	Variance	% Change		
Marine Market segment												
Pool Statistics												
Per Diem Revenue <sup>1</sup>	\$ 63,077	\$ 8	9,062	\$25,985	41%		\$120,096	\$169,840	\$ 49,744	41%		
Average Total Fleet <sup>2</sup>	119,283	14	0,516	21,233	18%		109,491	137,070	27,579	25%		
Average Daily Revenue per Chassis	\$5.81		\$6.97	\$1.16	20%		\$6.06	\$6.85	\$0.79	13%		
Term Lease Statistics												
Per Diem Revenue	\$ 11,636	\$	9,372	\$ (2,264)	-19%		\$ 26,229	\$ 19,520	\$ (6,709)	-26%		
Average Total Fleet	51,165	3	8,752	(12,413)	-24%		57,784	40,505	(17,279)	-30%		
Average Daily Revenue per Chassis	\$2.50		\$2.66	\$0.16	6%		\$2.51	\$2.66	\$0.15	6%		
Domestic Market segment												
Pool Statistics												
Per Diem Revenue <sup>1</sup>	\$ 32,638	\$ 3	37,263	\$ 4,625	14%		\$ 64,050	\$ 72,551	\$ 8,501	13%		
Average Total Fleet <sup>2</sup>	59,869		0,380	511	1%		59,841	60,323	482	1%		
Average Daily Revenue per Chassis	\$5.99		\$6.78	\$0.79	13%		\$5.91	\$6.64	\$0.73	12%		
Term Lease Statistics												
Per Diem Revenue	\$ 4,615	\$	4,018	\$ (597)	-13%		\$ 9,138	\$ 9,173	\$ 35	0%		
Average Total Fleet	14,098	1	2,418	(1,680)	-12%		14,182	12,653	(1,529)	-11%		
Average Daily Revenue per Chassis	\$3.60		\$3.56	(\$0.04)	-1%		\$3.56	\$3.51 <sup>3</sup>	(\$0.05)	-1%		

<sup>&</sup>lt;sup>1</sup> Per Diem Revenue in \$ thousands - represents revenues billed under operating leases and excludes amounts billed to lessees for maintenance and repair, positioning and handling, and other ancillary charges

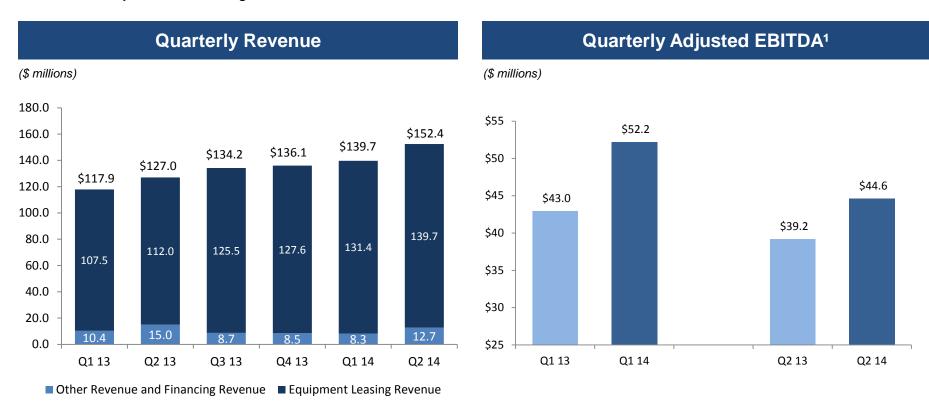


<sup>&</sup>lt;sup>2</sup> Average Total Fleet in units - based upon the total fleet at each month end

<sup>&</sup>lt;sup>3</sup> Excludes early termination revenue

## Quarterly Revenue and Adjusted EBITDA Trends

- Strong chassis leasing revenue growth driven by both rate, mix and volume contributions in 2014
  - 20% revenue growth in Q2 2014 vs. Q2 2013
  - Other Revenues benefited in both Q2 2014 and Q2 2013 by onetime revenues relating to customer conversion from term to pool
- Adjusted EBITDA¹ growth driven by revenue growth partially offset by higher costs principally from increased pool fleet
  - 14% Adjusted EBITDA¹ growth in Q2 2014 vs.Q2 2013



<sup>1</sup> See slide 15 for a reconciliation of Adjusted EBITDA to net income (loss)



## Capital Expenditures and Free Cash Flow

- Invested \$80.1 million of capital for chassis in Q2 2014
  - Marine chassis purchases from shipping lines
  - Domestic chassis capital primarily to refurbish axles in advance of Q3 / Q4 2014 remanufacture program
- \$29.4 million of free cash flow<sup>1</sup> generated in Q2 2014
  - Ahead of 2013 cash generation pace
  - Fleet maintenance spending is captured in the income statement
  - Cash interest expense lower due to ABL 50 bps rate reduction on April 15<sup>th</sup>

Capital Expenditures				Free Cash Flow <sup>2</sup>								
(\$ millions)					(\$ millions)							
	Q2 '13	Q2 '14	<u>H1 '13</u>	H1 '14		Q2 '13	Q2 '14	<u>H1 '13</u>	<u>H</u>			
Domestic Chassis	s \$ 1.8	\$ 1.1	\$ 28.3	\$ 2.0	Adjusted EBITDA <sup>1</sup>	\$ 39.2	\$44.6	\$82.2	\$9			
Marine Chassis	53.4	79.0	60.4	93.9	Cash Interest Expense <sup>2</sup>	(16.2)	(15.2)	(32.2)	(;			
Purchase of Leasing Assets	\$ 55.2	\$ 80.1	\$ 88.7	\$ 95.9	Free Cash Flow <sup>1</sup>	\$ 23.0	\$29.4	\$50.0	\$(			

<sup>2</sup> Cash Interest Expense excludes non-cash interest expense items, including deferred financing fees and interest rate swap termination deferred charges. Bond interest which is paid Q1 and Q3 is accrued in Cash Interest Expense.



<sup>1</sup> See slide 15 for a reconciliation of Adjusted EBITDA and Free Cash Flow to net income (loss)

## Capital Structure

- Leverage ratio maintained in Q2 2014 from prior quarter, even with \$78 million of shipping line chassis purchases in Q2
  - On April 15, 2014 closed on an increased commitment level of \$1.03 billion under the ABL Facility and reduced the drawn margin by 50 bps.
  - In compliance with all covenants across the ABL Facility, Capital Leases and Notes

	Capital Structure												
(\$ millions)	<u>12</u>	/31/2013	3/3	31/2014	6/30/2014								
ABL Facility Size Available			\$	950.0 237.0	\$	950.0 243.0	\$	1,030.0 268.0					
Cash			\$	11.8	\$	6.1	\$	13.6					
ABL Facility	Cash Rate Libor + 225	Maturity Aug '17		713.0		707.0		762.0					
Capital Leases	4.9%	Various		151.1		138.5		133.1					
2nd Lien Notes	11.0%	Aug '19		300.0		300.0		300.0					
Total Debt	5.0% <sup>1</sup>		\$	1,164.1	\$	1,145.5	\$	1,195.1					
Member's Interes	t <sup>2</sup>		\$	523.7	\$	531.2	\$	511.6					
Total Debt and Ed	quity		\$	1,687.8	\$	1,676.7	\$	1,706.7					
LTM Adjusted EB	ITDA <sup>3</sup>			163.0	*****	172.2		177.6					
Total Debt / LTM	Adj. EBITDA			7.1x		6.7x		6.7x					



<sup>&</sup>lt;sup>1</sup> Weighted cash interest rate at 6/30/2014 – includes cash impact of interest rate swap

<sup>&</sup>lt;sup>2</sup> Member's interest is the equivalent of shareholder's equity for LLC entities

<sup>&</sup>lt;sup>3</sup> See slide 15 for a reconciliation of Adjusted EBITDA to net income (loss)

### For More Information

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TRAC Intermodal LLC, 211 College Rd East, Princeton, NJ, 08540 www.tracintermodal.com +1 609.452.8900 TRAC Intermodal is the world's largest provider of marine and domestic chassis, measured by total assets, operating throughout the United States, Canada and Mexico. TRAC Intermodal provides short term rentals through an extensive chassis pool network, long term chassis leasing and pool/fleet management through the utilization of its proprietary PoolStat® information management system. TRAC Intermodal's active fleet consists of approximately 272,000 chassis. TRAC Intermodal has a broad operating footprint with 630 marine, 167 domestic and 59 depot locations across North America and is the leader in providing chassis solutions to the intermodal industry.

Contact us to learn how our chassis products can help customers increase supply chain efficiency, control costs, and promote safety.





# Appendix





## **Income Statement**

Consolida	ated Inco	me Stat	ement							
(\$ thousands)	Three m	onths ended	June 30,	Six mo	Six months ended June 30,					
	2013	2014	Variance	2013	2014	Variance				
Revenues:			_							
Equipment leasing revenue	\$ 111,967	\$ 139,715	25%	\$ 219,514	\$ 271,084	23%				
Finance revenue	808	561	-31%	1,818	1,156	-36%				
Other revenue	14,257	12,151	-15%	23,599	19,838	-16%				
Total Revenues	\$ 127,032	\$ 152,427	20%	\$ 244,931	\$ 292,078	19%				
Expenses:										
Direct operating expense	\$ 73,193	\$ 82,983	-13%	\$ 134,196	\$ 149,816	-12%				
Selling, general and administrative expenses	13,747	22,544	-64%	27,261	41,113	-51%				
Depreciation expense	17,689	16,773	5%	34,963	35,277	-1%				
Other expense, net	1,790	4,716	-163%	5,281	8,917	-69%				
Interest expense, net	22,419	21,352	5%	45,139	43,544	4%				
Loss on modification and extinquishment of debt and capital lease obligations	248	80	68%	895	102	89%				
Early retirement of leasing equipment	-	37,766	NM	-	37,766	NM				
Income (loss) before benefit for income taxes	\$ (2,054	) \$ (33,787)	NM	\$ (2,804	l) \$ (24,457)	NN				
Provision / (benefit) for income taxes	(821	) (12,042)	NM	(1,136	6) (8,186)	NM				
Net loss	\$ (1,233	) \$ (21,745)	NM	\$ (1,668	3) <mark>\$ (16,271</mark> )	NM				
Adjusted EBITDA¹										
EBITDA	\$ 37,541	\$ 43,240	15%	\$ 78,767	\$ 94,032	19%				
Plus: DFL collections	1,401	1,172	-16%	2,861	2,359	-18%				
Plus: Non-cash stock compensation	252	218	-13%	533	3 436	-18%				
Adjusted EBITDA <sup>1</sup>	\$ 39,194	\$ 44,630	14%	\$ 82,161	\$ 96,827	18%				
Adjusted Net Income <sup>1</sup>	\$ 3,005	\$ 4,787	59%	\$ 7,208	3 \$ 14,135	96%				

#### Unaudited - Quarter ended June 30th numbers for 2013 and 2014



<sup>&</sup>lt;sup>1</sup> See slide 15 for a reconciliation of Adjusted EBITDA and Adjusted Net Income to net income (loss)

NM - not meaningful

# **Balance Sheet**

Consolidated Ba	lance Sheet		
(\$ thousands)	December 31,		June 30,
	2013		2014
Assets			
Cash and cash equivalents	\$ 11,843	\$	13,587
Accounts receivable, net	113,138		127,390
Net investment in direct finance leases	25,026		19,255
Leasing equipment, net	1,394,088		1,414,950
Goodwill	251,907		251,907
Other assets	45,908		43,908
Total assets	\$ 1,841,910	\$	1,870,997
Liabilities and member's interest Accounts payable and accrued expenses Deferred income taxes, net	\$ 54,784 99,331	\$	70,631 93,711
Debt and capital lease obligations:			
Current portion	34,029		36,596
Non-current portion	1,130,108		1,158,502
Total debt and capital lease obligations	1,164,137		1,195,098
Total liabilities	1,318,252		1,359,440
Member's interest			
Member's interest	562,006		545,592
Accumulated other comprehensive loss	(38,348)	)	(34,035)
Total member's interest	523,658		511,557
Total liabilities and member's interest	\$ 1,841,910	\$	1,870,997

Unaudited - June 30, 2014



## **Cash Flow Statement**

Cash Flows								
(\$ thousands)	Thre	ee months e	ended	June 30,	S	ix months er	nded .	June 30,
		2013	2	2014		2013		2014
Cash flows from operating activities								
Net Income (Loss)	\$	(1,233)	\$ (	21,745)	\$	(1,668)	\$	(16,271)
Depreciation and amortization		17,745		16,847		35,084		35,407
Other adjustments to reconcile net loss to net cash provided by operating activities		8,330		36,599		19,742		50,354
Changes in assets and liabilities		(982)		6,799		(24,883)		(8,039)
Net cash provided by operating activities	\$	23,860	\$	38,500	\$	28,275	\$	61,451
Cash flows from investing activities								
Collections on net investment in direct finance leases, net of interest earned	\$	1,401	\$	1,172	\$	2,861	\$	2,359
Purchase of leasing equipment		(55,248)	(	80,111)		(88,726)		(95,888)
Other investing activities		2,645		260		2,697		5,671
Net cash used in investing activities	\$	(51,202)	\$ (	<mark>78,679)</mark>	\$	(83,168)	\$	(87,858)
Cash flows from financing activities								
Proceeds from long-term debt	\$	30,000	\$	70,000	\$	86,000	\$	92,000
Repayments of long-term debt		(16,916)	(	20,448)		(48,824)		(61,192)
Cash paid for debt issuance fees		(1,020)		(1,973)		(1,769)		(1,973)
Other financing activities		-		-		(470)		(585)
Net cash provided (used in) by financing activities	\$	12,064	\$	47,579	\$	34,937	\$	28,250
Effects of changes in exchange rates on cash and cash equivalents		(110)		72		(241)		(99)
Net decrease in cash and cash equivalents	\$	(15,388)	\$	7,472	\$	, ,	\$	1,744
Cash and cash equivalents, beginning of period	\$	21,747	\$	6,115	\$	26,556	\$	11,843
Cash and cash equivalents, end of period	\$	6,359	\$	13,587	\$	6,359	\$	13,587

Unaudited - Quarter ended June 30th numbers for 2013 and 2014



## Reconciliation of Non GAAP Measures

# Adjusted EBITDA, Adjusted Net Income and Free Cash Flow Reconciliation

(\$ thousands)									
	Q1 20	13	Q2 2013	Q3 2013	Q4 2013	<u>C</u>	Q1 2014	<u>C</u>	Q2 2014
Net income (loss)	\$ (4	135)	\$ (1,233)	\$ (6,324)	\$ (21,361)	\$	5,474	\$	(21,745)
Income tax (benefit) expense	(3	315)	(821)	(1,273)	20,563		3,856		(12,042)
Interest expense	22,7	22	22,688	22,926	22,749		22,216		21,375
Depreciation expense	17,2	274	17,689	18,161	18,667		18,504		16,773
Impairment of leasing equipment	2,1	33	431	1,065	2,228		1,126		1,191
Early retirement of leasing equipment	-	-	-	-	-		-		37,766
Loss on retirement of debt	6	647	248	6	3		22		80
Other income, net	(7	798)	(1,192)	94	(178)		(382)		(135)
Interest income		(2)	(269)	(15)	(1)		(24)		(23)
Non-cash share-based compensation	2	281	252	340	308		218		218
Principal collections on direct finance leases, net of interest earned	1,4	160	1,401	1,401	1,444		1,187		1,172
Adjusted EBITDA	\$ 42,9	967	\$ 39,194	\$ 36,381	\$ 44,422	\$	52,197	\$	44,630
Cash interest accrued	(15,9	986)	(16,181)	(16,437)	(16,158)		(16,000)		(15,217)
Free cash flows	\$ 26,9	81	\$ 23,013	\$ 19,944	\$ 28,264	\$	36,197	\$	29,413
Net income (loss)	Φ (4	۱۵۲\	<b>ሰ (4 000)</b>	Ф (C 224)	Ф (O4 OC4)	Φ	E 474	Φ.	(04.745)
		,	\$ (1,233)	,	\$ (21,361)	Ф	5,474	\$	(21,745)
Non-cash interest expense, net of tax		951	943	980	982		978		1,075
Non-cash stock compensation, net of tax	1	69	151	204	185		131		130
Loss on modification and extinguishment of debt and capital leases,									
net of tax	3,5	18	3,144	2,951	2,868		2,765		2,667
Non-cash tax expense - capital gain on related party stock distribution	-	-	-	-	22,105		-		-
Early retirement of leasing equipment		-	-	-	-		-		22,660
Adjusted Net Income (loss)	\$ 4,2	203	\$ 3,005	\$ (2,189)	\$ 4,779	\$	9,348	\$	4,787

#### Unaudited - Quarter ending numbers

Note - Adjusted EBITDA, Free cash flows and Adjusted Net Income are not U.S. GAAP measures, see note on page 2



# Reconciliation of Non GAAP Measures – Segments

### **Segment Adjusted EBITDA Reconciliation**

(\$ thousands)			Re	venues				Adjusted EBITDA						
		Three Months Ended June 30, 2014		Three Months Ended June 30, 2013		Variance		Three Months Ended une 30, 2014	onths Mo inded En ne 30, Jun			Variance		
Consolidated Statements of Operations Data:	\$	107 222	<b>ው</b>	06.206	<u></u>	20.026	<b></b>	20.476	<b></b>	22.045	Ф.	4 224		
Marine Market segment	Ф	107,232 44.007	\$	86,306 39,053	\$	20,926 4,954	\$	28,176 23,496	Ф	23,845	\$	4,331		
Domestic Market segment Total Reportable segments	\$	151,239	\$	125,359	\$	25,880	\$	51,672	Ф	18,987 42,832	\$	4,509 8,840		
Other	Ψ	1,188	Ψ	1.673	Ψ	(485)	Ψ	(7,042)	Ψ	(3,638)	Ψ	(3,404)		
Total Company	\$	152,427	\$	127,032	\$	25,395	\$	44,630	\$	39,194	\$	5,436		
Principal collections on direct finance leases Non-cash share-based compensation								(1,172) (218)		(1,401) (252)				
Depreciation expense								(16,773)		(17,689)				
Impairment of leasing equipment								(1,191)		(431)				
Early retirement of leasing equipment								(37,766)		-				
Loss on modification and extinguishment of debt and capital lease obligations								(80)		(248)				
Interest expense								(21,375)		(22,688)				
Other income, net								135		1,192				
Interest income								23		269				
Loss before benefit for income taxes							10000000000	(33,787)		(2,054)				
Benefit for income taxes								(12,042)		(821)				
Net loss							\$	(21,745)	\$	(1,233)				

### Unaudited - Quarter ending numbers

Note - Adjusted EBITDA is not a U.S. GAAP measure, see note on page 2



# Fleet Composition

## **Total Fleet by Lease Type**

### At June 30, 2014

Total fleet by lease type	Units # of units % of total		<del></del>		ned fleet % of total	% of on- hire fleet	
Term lease	49,268	16%		\$	255	18%	19%
Direct finance lease	6,177	2%			19	1%	2%
Marine neutral chassis pool	145,722	47%			629	44%	56%
Domestic neutral chassis pool	60,473	20%			384	27%	23%
On-hire fleet	261,640	85%			1,287	90%	100%
Available fleet	9,911	3%			32	2%	
Active fleet	271,551	88%			1,319	92%	
Units available for remac	38,201	12%			115	8%	
Total fleet	309,752	100%		\$	1,434	100%	

