



Q2 2022 EARNINGS

NN, Inc. | August 5, 2022

FORWARD LOOKING STATEMENT & DISCLOSURES

Except for specific historical information, many of the matters discussed in this presentation may express or imply projections of revenues or expenditures, statements of plans and objectives or future operations or statements of future economic performance. These statements may discuss goals, intentions and expectations as to future trends, plans, events, results of operations or financial condition, or state other information relating to NN, Inc. based on current beliefs of management as well as assumptions made by, and information currently available to, management. Forward-looking statements generally will be accompanied by words such as “anticipate,” “believe,” “could,” “estimate,” “expect,” “forecast,” “guidance,” “intend,” “may,” “possible,” “potential,” “predict,” “project” or other similar words, phrases or expressions. Forward-looking statements involve a number of risks and uncertainties that are outside of management’s control and that may cause actual results to be materially different from such forward-looking statements. Such factors include, among others, general economic conditions and economic conditions in the industrial sector, including, but not limited to, inflation, rising interest rates and labor shortages; the impacts of the COVID-19 pandemic on the Company’s financial condition, business operations and liquidity; competitive influences; risks that current customers will commence or increase captive production; risks of capacity underutilization; quality issues; material changes in the costs and availability of raw materials; supply chain shortages and disruptions; economic, social, political and geopolitical instability, currency fluctuation, and other risks of doing business outside of the United States; our dependence on certain major customers, some of whom are not parties to long-term agreements (and/or are terminable on short notice); the impact of acquisitions and divestitures; the level of our indebtedness; the restrictions contained in our debt agreements; our ability to obtain financing at favorable rates, if at all, and to refinance existing debt as it matures; unanticipated difficulties integrating acquisitions or failing to recognize the expected benefits of divestitures; new laws and governmental regulations; the impact of climate change on our operations; cyber liability or potential liability for breaches of our or our service providers’ information technology systems or business operations disruptions; and other risk factors and cautionary statements listed from time-to-time in our period reports filed with the Securities and Exchange Commission. We disclaim any obligation to update any such factors or to publicly announce the result of any revisions to any of the forward-looking statements included herein or therein to reflect future events or developments.

For additional information concerning such risk factors and cautionary statements, please see the section titled “Risk Factors” in the Company’s periodic reports filed with the Securities and Exchange Commission, including, but not limited to, the Company’s Annual Report on Form 10-K for the fiscal year ended December 31, 2021 and when filed, the Company’s Quarterly Report on Form 10-Q for the three months ended June 30, 2022. Except as required by law, we undertake no obligation to update or revise any forward-looking statements we make in our press releases, whether as a result of new information, future events or otherwise.

With respect to any non-GAAP financial measures included in the following presentation, the accompanying information required by SEC Regulation G can be found at the back of this presentation or in the “Investor Relations” section of the Company’s web site, www.nninc.com, under the heading “News & Events” and subheading “Presentations.”



TODAY'S AGENDA



Positioning NN For Success



Second Quarter Financial Update



Market Review & Segment Highlights



2022 Outlook



Questions & Answers



POSITIONING NN FOR SUCCESS



Sales Growth in Focus Areas

- Expand Electrical and Electric Vehicle (“EV”) markets as a percentage of total NN sales targeting > 20% by 2025
- EV addressable content per vehicle is more than 3x addressable content per Internal Combustion Engine (“ICE”) vehicle
- Grid modernization and battery storage market growth provide compelling opportunity for NN to leverage / expand our existing capability and product offerings

Sales Organization

- Reorganized sales and business development teams are driving significant pipeline expansion in target growth markets
- Embracing hunter’s mentality to pursue larger programs and accelerate growth
- Enhanced marketing approach, digital presence and tradeshow participation
- Selling entire product portfolio to customers

Customer Pricing

- Secured full material pass through on almost all Mobile Solutions customers
- Frequent pricing discussions, focused on eliminating pass through lag which is detrimental in inflationary environment and recovery of non-material inflation
- Structuring new contracts to provide additional inflation protection

Cost Reduction Initiatives

- AD&M facility rationalization – Taunton closure to improve EBITDA by \$5mm / year
- Additional three facilities slated for closure – expected to improve EBITDA by ~\$5mm / year
- Reduced SG&A as a percent of sales by over 300 bps since 2019, reduced Corporate HQ space from 76k square ft to 19k square ft
- Expanding low-cost country footprint to improve overall cost structure

Operational Excellence

- Dedicated team identified operational improvement opportunities at Irvine facility. Implementation is underway.
- Right sizing labor and other support costs real time to expected volume levels
- Learn and earn and other programs in place to develop and retain key talent in our manufacturing locations in a challenging labor market

Manufacturing Capability

- Comprehensive portfolio of world-class process technologies
- Collaboration with customers on design for manufacturability, identifying innovative manufacturing solutions
- Our tools and capabilities support faster time to market, greater reliability and lower total component cost



SECOND QUARTER FINANCIAL UPDATE

2022

SECOND QUARTER 2022 OVERVIEW



Sales Growth

- Second quarter sales of \$125.4 million, up 1.8% from prior quarter despite continued supply chain interruptions and COVID-19 shutdown impacts in China
- Power Solutions sales up 5.6% from prior year primarily due to pricing and higher volumes in electrical components, partially offset by lower volumes in automotive and A&D
- Mobile Solutions sales down 0.7% from prior year primarily due to lower volume, partially offset by pricing

Inflation

- Inflation continues to exceed expectations; unrecovered inflation has impacted Q2 2022 results by ~\$3-4 million
- Pricing discussions of ~\$1 million related to Q2 2022 have been concluded subsequent to quarter end and will be recognized in second half of 2022
- Continuing active discussions with customers to recover impacts of delayed contractual material recovery and non-material inflation

Operating Income / EPS

- Operating loss of (\$4.5) million versus (\$1.6) million in 2021
 - Stock comp and litigation expense of \$2.2 million
- Non-GAAP adjusted operating income of \$0.1 million compared to \$3.2 million in prior year
- EPS of (\$0.25) vs (\$0.17) in prior year; Non-GAAP adjusted EPS of (\$0.09) vs. \$0.00 in prior year

EBITDA

- Reported EBITDA of \$7.3 million, or 5.8% of sales, down 199 bps compared to prior year
- Adjusted EBITDA of \$10.9 million, or 8.7% of sales, down 219 bps compared to prior year

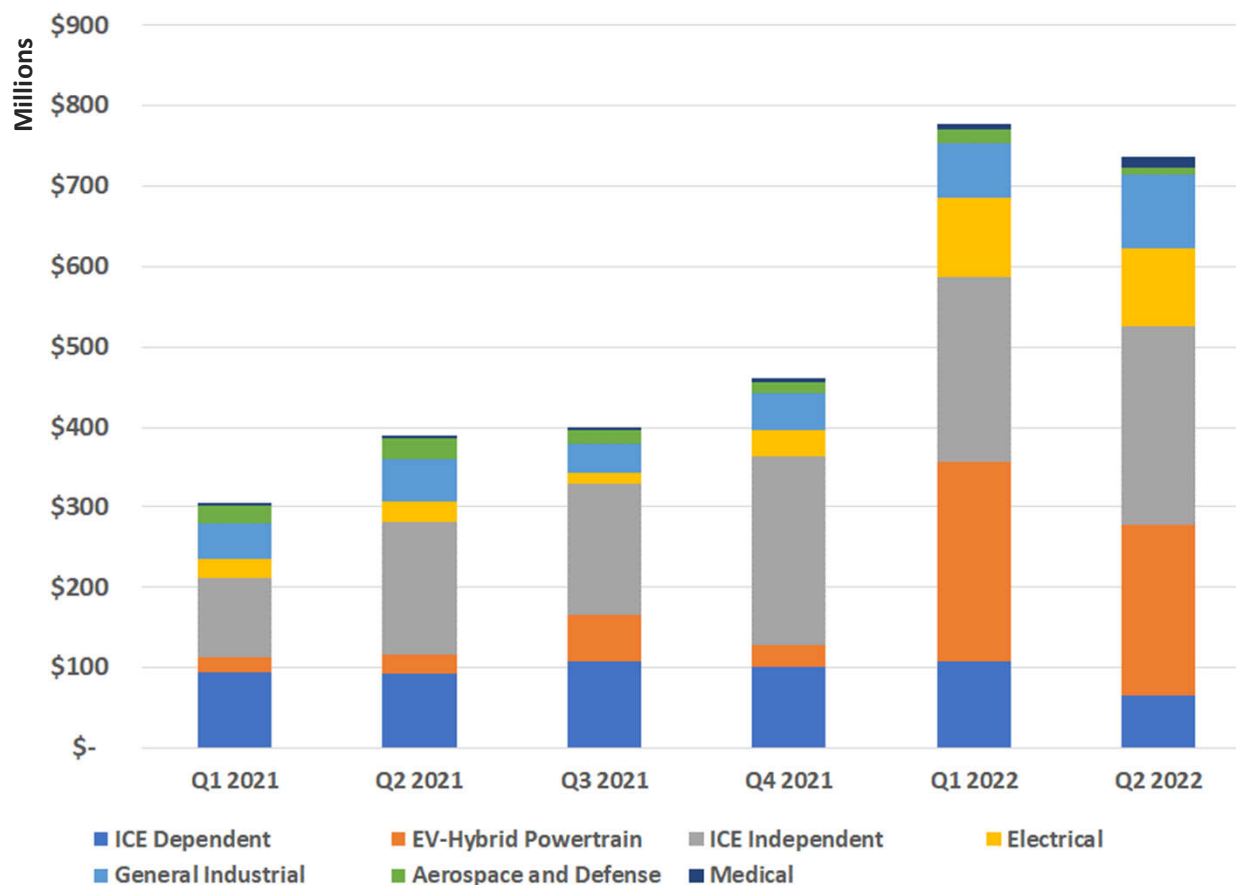
Debt / Liquidity

- Net debt to adjusted EBITDA leverage ratio of 3.17x and liquidity of \$52.1 million at quarter end

Cash Flow / Working Capital

- Free cash flow use of \$2.8 million
- Working capital turns remained constant from prior quarter at 4.2

PIPELINE DEVELOPING IN ALIGNMENT TO STRATEGY



- Focused sales and business development teams delivering pipeline expansion in target growth markets
- Expansion in Electric Vehicle (“EV”) and Electrical segments remain priority; initiatives underway to strengthen our positioning
- Average deal size increase from \$0.9 million in Q2 2021 to \$1.5 million in Q2 2022 attributable to high volume pursuits in Grid Storage and EV battery systems
- Decline in ICE Dependent pursuits attributable to reduction in programs by OEMs and our selective approach
- Organized plan for re-entry to medical market upon expiration of non-compete provision in Life Sciences divestiture Q4 2023

Pipeline = Aggregation of peak annual sales volume on opportunities where NN has quoted the business

NEW BUSINESS WINS

YTD Q2 2022

- Solid 1H for new business wins featured by strategic segment growth, new customer acquisition, and share gains
- Attractive capital-to-sales ratio supportive of improved cash efficiency
- Pipeline continues to develop in alignment with strategy; highest focus on deal closure to deliver growth

\$23mm

**Estimated
Peak Year
Annual Sales**

44%

**Electrical and
Electric Vehicle
Applications**

36

**Opportunities
Won**

\$2mm

**Capital
Expenditures**



SECOND QUARTER FINANCIAL HIGHLIGHTS

	Δ	Q2 2022	Q2 2021
Sales	1.8%	\$125.4 million	\$123.2 million
<i>Organic</i>	2.2%		
<i>FX Impact</i>	(0.4%)		
Operating Income (Loss)	(184.4%)	(\$4.5) million	(\$1.6) million
Non-GAAP Adjusted Operating Income (Loss)	(97.2%)	\$0.1 million	\$3.2 million
Non-GAAP Adjusted EBITDA	(18.7%)	\$10.9 million	\$13.4 million
Non-GAAP Adjusted EBITDA Margin	(219) bps	8.7%	10.9%
Diluted EPS	(47.8%)	(\$0.25)	(\$0.17)
Non-GAAP Adjusted Diluted EPS		(\$0.09)	\$0.00

Pricing / Inflation:

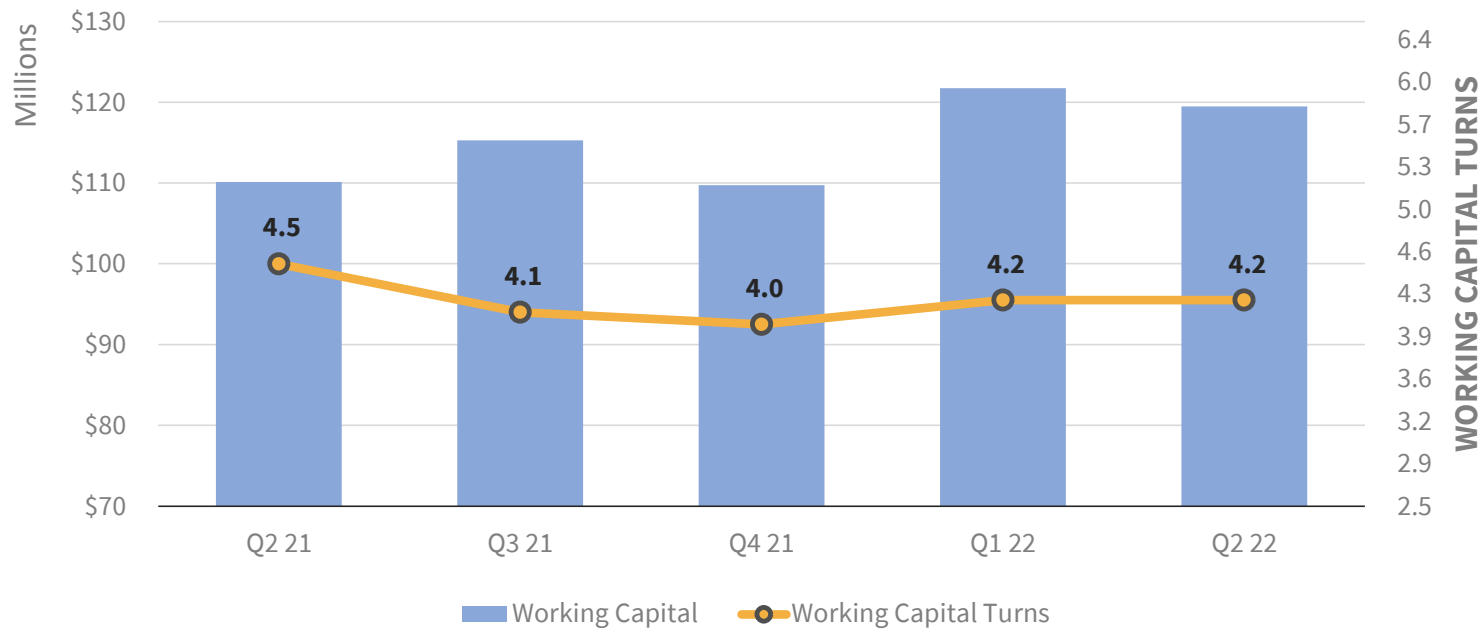
- Customer settlement for below-contract volume resulting in receipt of equipment valued at \$2.3 million at no cost, recorded as revenue and will avoid future capex
- Unrecovered inflation impact of ~(\$3-4) million

Volume:

- China results (wholly owned & joint venture) impact of ~(\$3.6) million to sales and ~(\$2.6) million to EBITDA primarily due to COVID-19 impacts
- Lower volume of ~(\$2) million at remaining locations



WORKING CAPITAL

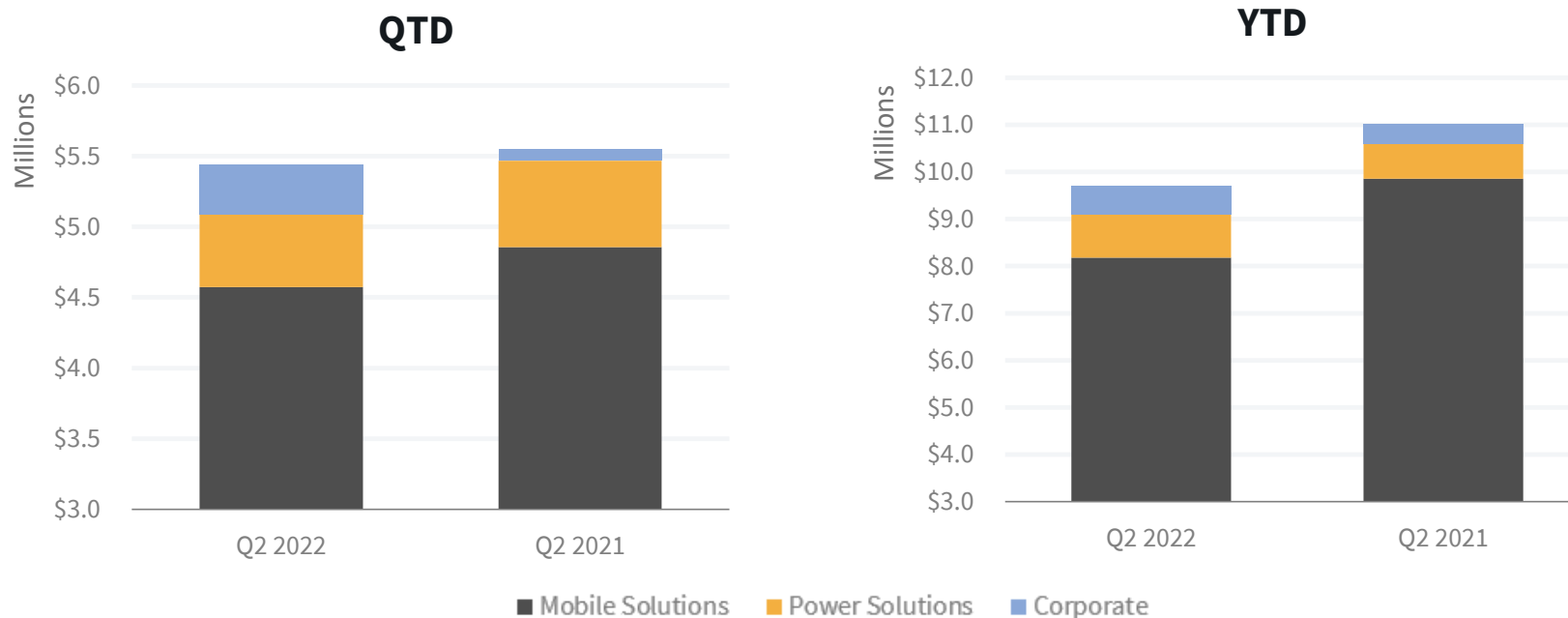


Working capital turns remained consistent with prior quarter

Working Capital Turns = Current Quarter Sales Annualized / Working Capital



CAPITAL EXPENDITURES

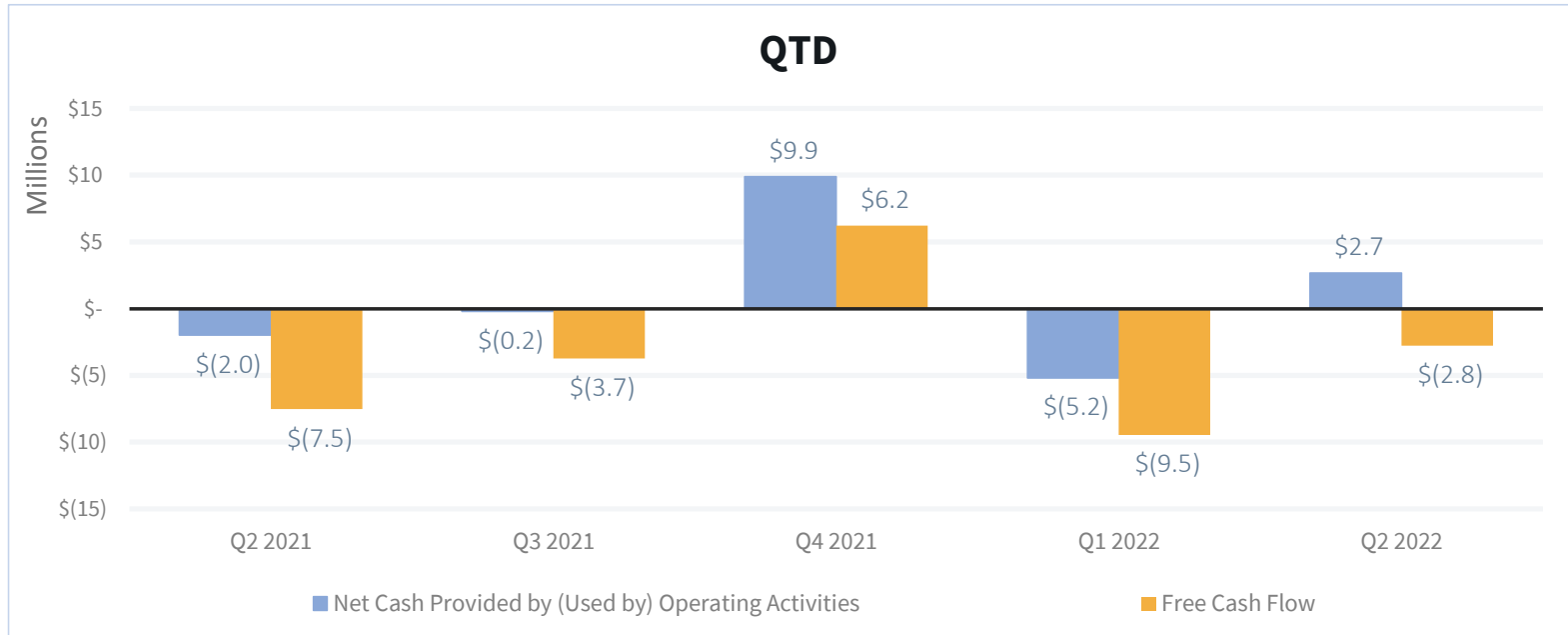


First half capital expenditures \$1.3 million below prior year.

Expect full year capital expenditures of \$19-21 million.

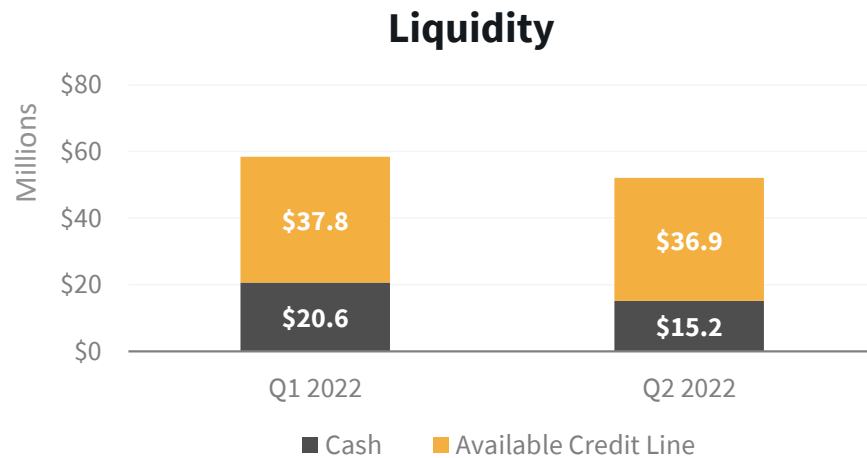


FREE CASH FLOW



- **Q2 2022 cash flow includes \$1.1 million outflow for severance, litigation / settlement, and facility closure costs. First half cash outflows for these items and final Life Sciences tax payment were \$3.0 million.**
- **Remain focused on free cash flow generation despite challenging operational and inflationary environment, including utilizing customer programs to improve receivable terms.**

NET DEBT & LEVERAGE



Note: The Available Credit Line is reduced by non-cash lines of credit.

Debt Metrics		
\$000's	1Q22	2Q22
Short Term Debt	\$ 6,199	\$ 5,872
Long Term Debt	155,418	155,644
Funded Debt	161,617	161,516
Cash	20,627	15,186
Net Debt	\$ 140,990	\$ 146,330
Shareholders Equity	223,028	\$ 206,321
Net Debt	\$ 140,990	\$ 146,330
TTM Adjusted EBITDA as Reported	48,599	\$ 46,094
Net Debt to Adjusted EBITDA	2.90 x	3.17 x

- *Liquidity remains strong at \$52.1 million, down from \$58.4 million in Q1 2022*
- *ABL was drawn \$2 million at Q2 2022*
- *Expect to be below targeted 3.0x leverage by year end*



MARKET REVIEW & SEGMENT HIGHLIGHTS

CURRENT MARKET UPDATE



Power Solutions

- Demand for electric control panels is expected to resurge by the end of 2022 due to ongoing growth of end-user industries and companies investing in making operations more efficient and productive.
- Global market size for battery electric storage is estimated to rise from \$10.9 billion in 2022 to \$31.2 billion by 2029 at 16.3% CAGR during the forecast period per Fortune Business Insights.
- Commercial, private, and industrial sectors are expected to yield the highest demand for battery energy storage systems. The rising penetration of lithium-ion batteries is likely to aid the industry growth. Expansion of infrastructure projects, along with the growth in the transportation sector, will encourage prominent companies to tap markets.



Mobile Solutions

- Light vehicle production forecast update in July reflects recovering China and South Asia markets in the 2nd half of the year, partially offset by ongoing supply chain pressures as well as deteriorating economic conditions. Production of light vehicles is projected to end year at 81.6 million units, down 4.5 million units since the LMC's original 2022 forecast of 86.1 million units this past January.
- IHS Markit advises the auto industry is already operating at or near recessionary levels influenced by supply chain challenges, the Russia/Ukraine conflict, and ongoing COVID-19 dynamics.

Sources: IHS/LMC, ReportLinker, Fortune Business Insights, Electrical Marketing, EIA.



POWER SOLUTIONS – Q2 2022

Sales up 5.6%, or \$2.7 million, from prior year

- (+) Increased electrical component sales primarily due to higher customer pricing to recover inflationary costs and improved volume
- (-) Lower volume in automotive and A&D

Profitability

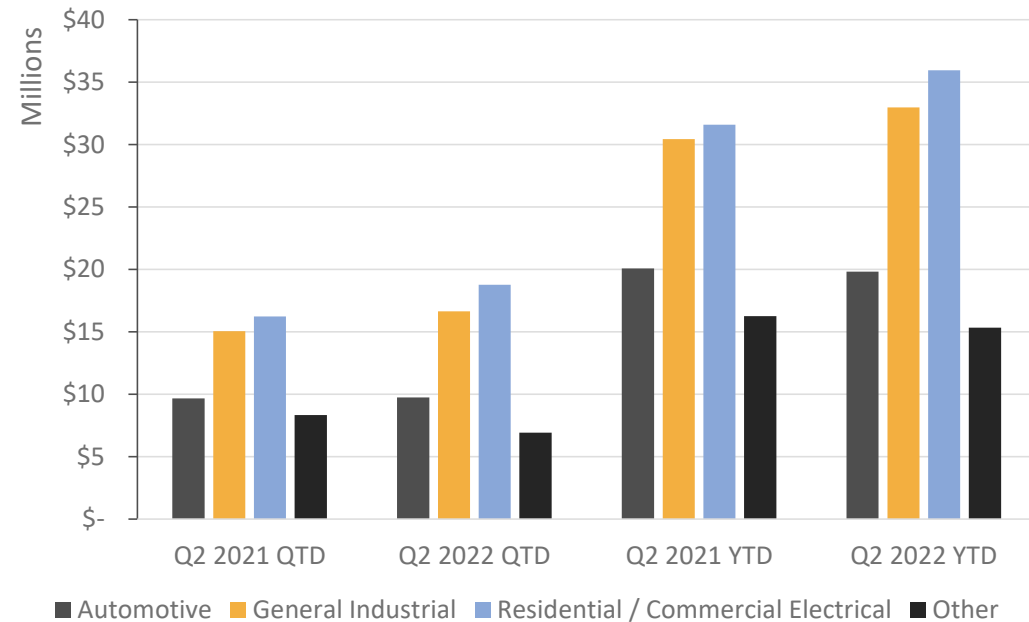
- (-) Results impacted by delayed recovery of inflationary impacts
- (-) Variable cost inefficiencies associated with supply chain disruptions and uneven customer ordering patterns

Current Focus & Looking Forward

- AD&M facilities consolidation on schedule
- New business wins and market dynamics expected to drive sequential quarterly growth through the end of 2022

Power Solutions <i>(In millions)</i>	Q2 2022	% of Sales	Q2 2021	% of Sales	% Change	Margin Change
Sales	\$ 52.0		\$ 49.3		5.6%	
Operating Profit - GAAP	\$ 1.4	2.7%	\$ 2.9	5.8%	-50.2%	-309 bps
Operating Profit - Adjusted	\$ 4.6	8.9%	\$ 5.7	11.6%	-19.4%	-275 bps
Reported EBITDA	\$ 5.5	10.5%	\$ 6.6	13.5%	-17.4%	-295 bps
Adjusted EBITDA	\$ 5.9	11.4%	\$ 6.8	13.7%	-11.9%	-228 bps

Revenue by Market



MOBILE SOLUTIONS – Q2 2022

Sales down 0.7%, or \$0.5 million, from prior year

- (-) Higher demand for diesel products in 2021 in advance of emission deadlines and lower demand in 2022 due to pandemic and Russia / Ukraine conflict impacts
- (-) Impact of COVID-19 on China operations
- (+) Increased pricing
- (+) Customer settlement for below-contract volume resulting in receipt of equipment at no cost

Profitability

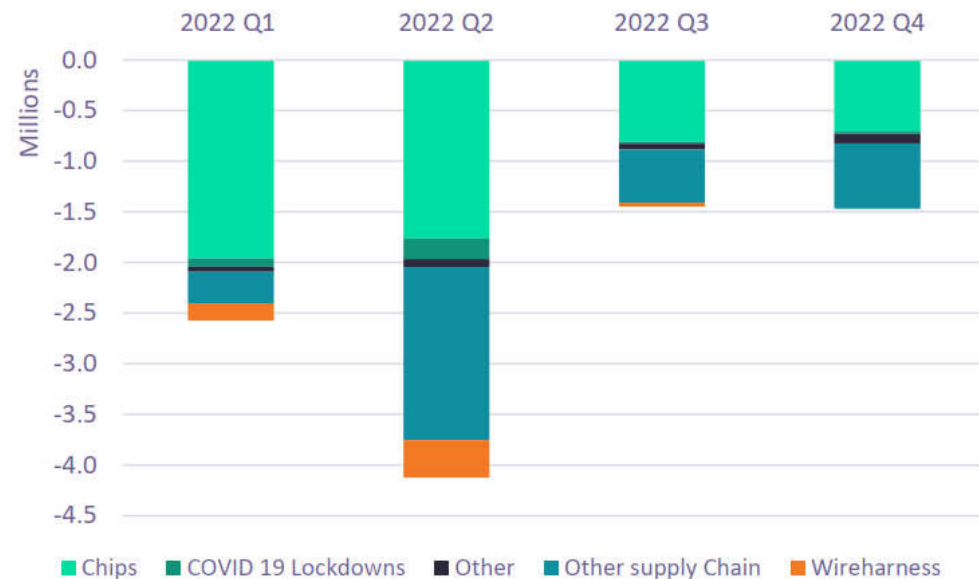
- (-) Results impacted by delayed / unrecovered inflation impact
- (-) Volume reductions
- (-) Variable cost inefficiencies associated with supply chain disruptions and uneven customer ordering patterns
- (+) Customer settlement referenced above

Current Focus & Looking Forward

- Q3 customer demand beginning to increase over Q2, but the reemergence of COVID-19 in China, the Ukraine conflict, and supply chain challenges present risks
- Pricing negotiations continue, including for retroactive recovery of 1st half unrecovered inflation

<i>Mobile Solutions</i> <i>(In millions)</i>	Q2 2022	% of Sales	Q2 2021	% of Sales	% Change	Margin Change
Sales	\$ 73.4		\$ 73.9		-0.7%	
Operating Profit - GAAP	\$ 1.7	2.4%	\$ 2.5	3.4%	-31.1%	-104 bps
Operating Profit - Adjusted	\$ 2.6	3.6%	\$ 3.3	4.5%	-22.0%	-97 bps
Reported EBITDA	\$ 8.9	12.1%	\$ 11.5	15.5%	-22.6%	-342 bps
Adjusted EBITDA	\$ 9.1	12.4%	\$ 11.1	15.0%	-17.8%	-258 bps

OEM Lost Production Units Due To Supply Chain/COVID Interruptions



Source: GlobalData Global Light Vehicle Outlook, June 16, 2022



2022 OUTLOOK REVISION

DOLLARS IN MILLIONS

PREVIOUS OUTLOOK	NET SALES \$515-540	ADJUSTED EBITDA \$57-63	FREE CASH FLOW \$14-20
Mid-Point to Mid-Point Bridge: Volume, Price & Performance	(\$12)	(\$10)	(\$10)
Interest / JV Dividend / Working Cap			(\$3)
Facility Closure Costs			(\$1)
Customer Settlement / Incentive Comp	\$2	\$4	
REVISED OUTLOOK	NET SALES \$510-525	ADJUSTED EBITDA \$51-57	FREE CASH FLOW \$0-5

NET SALES & ADJUSTED EBITDA:

- Lower volume primarily attributable to production disruptions due to Russia / Ukraine conflict, the COVID-19 pandemic, and continuing semiconductor chip shortages in second half which were not expected to be significant factors in the previous outlook.
- Inflation has had a more detrimental impact than was expected in prior outlook.
 - Customer price and supplier costs have increased more than expected.
 - Incremental inflation costs are not expected to be fully recovered during the year.
- Adjusted EBITDA and free cash flow revision driven by volume (~70%), unrecovered inflation (~20%), and performance (~10%).

FREE CASH FLOW:

- Outlook includes non-operating cash outflows for Life Sciences sale tax, FICA deferral repayment, litigation, severance, and facility closure costs totaling ~\$8 million.
- Free cash flow outlook does not include CARES Act tax refund of ~\$10 million due to uncertain timing.

LIFE SCIENCES EARN OUT: We have received and evaluated financial information from the acquirer of the Life Sciences business that was sold in October 2020 and concluded a contingent payment will not be made as the minimum threshold for an earn out payment will not be met.





QUESTIONS & ANSWERS



APPENDIX



RECONCILIATION OF GAAP NET INCOME (LOSS) TO NON-GAAP ADJUSTED NET INCOME (LOSS) AND GAAP NET INCOME (LOSS) PER DILUTED COMMON SHARE TO NON-GAAP ADJUSTED NET INCOME (LOSS) PER DILUTED COMMON SHARE

<i>000's</i>	Three Months Ended June 30,	
	2022	2021
GAAP net income (loss)	\$ (8,567)	\$ (5,391)
Pre-tax acquisition and transition expense	1,028	1,151
Pre-tax foreign exchange (gain) loss on inter-company loans	654	(643)
Pre-tax change in fair value of preferred stock derivatives and warrants	(694)	672
Pre-tax amortization of intangibles and deferred financing costs	3,916	3,900
Pre-tax impairments of fixed asset costs	(14)	—
Pre-tax costs related to divested businesses and litigation settlement	—	1,500
Tax effect of adjustments reflected above (c)	(1,027)	(1,382)
Non-GAAP discrete tax adjustments	1,098	—
Non-GAAP adjusted net income (loss) (d)	\$ (3,606)	\$ (193)

<i>Per diluted common share</i>	Three Months Ended June 30,	
	2022	2021
GAAP net income (loss) per diluted common share	\$ (0.25)	\$ (0.17)
Pre-tax acquisition and transition expense	0.02	0.03
Pre-tax foreign exchange (gain) loss on inter-company loans	0.01	(0.01)
Pre-tax change in fair value of preferred stock derivatives and warrants	(0.02)	0.02
Pre-tax amortization of intangibles and deferred financing costs	0.09	0.09
Pre-tax impairments of fixed asset costs	—	—
Pre-tax costs related to divested businesses and litigation settlement	—	0.03
Tax effect of adjustments reflected above (c)	(0.02)	(0.03)
Non-GAAP discrete tax adjustments	0.02	—
Preferred stock cumulative dividends and deemed dividends	0.06	0.05
Non-GAAP adjusted net income (loss) per diluted common share (d)	\$ (0.09)	\$ 0.00
Weighted average common shares outstanding	44,708	44,440

RECONCILIATION OF GAAP INCOME (LOSS) FROM OPERATIONS TO NON-GAAP ADJUSTED INCOME (LOSS) FROM OPERATIONS AND NON-GAAP ADJUSTED EBITDA

\$000s NN, Inc. Consolidated	Three Months Ended June 30,	
	2022	2021
GAAP income (loss) from operations	\$ (4,514)	\$ (1,588)
Restructuring and integration expense, net	—	—
Acquisition and transition expense*	1,028	1,151
Amortization of intangibles	3,586	3,588
Fixed asset impairments	(14)	—
Non-GAAP adjusted income (loss) from operations (a)	\$ 86	\$ 3,151
Non-GAAP adjusted operating margin (1)	0.1 %	2.6 %
Depreciation	7,753	8,099
Other income/expense	67	(1,680)
Non-cash foreign exchange (gain) loss on inter-company loans	654	(643)
Change in fair value of preferred stock derivatives and warrants	(694)	672
Costs related to divested businesses and litigation settlement	—	1,500
Share of net income from joint venture	419	1,219
Non-cash stock compensation	2,607	1,076
Non-GAAP adjusted EBITDA (b)	\$ 10,892	\$ 13,394
Non-GAAP adjusted EBITDA margin (2)	8.7 %	10.9 %
GAAP net sales	\$ 125,362	\$ 123,157
\$000s	Three Months Ended June 30,	
Power Solutions	2022	2021
GAAP income (loss) from operations	\$ 1,430	\$ 2,875
Restructuring and integration expense, net	—	—
Acquisition and transition expense	439	105
Amortization of intangibles	2,747	2,749
Fixed asset impairments	—	—
Non-GAAP adjusted income (loss) from operations (a)	\$ 4,616	\$ 5,729
Non-GAAP adjusted operating margin (1)	8.9 %	11.6 %
Depreciation	1,249	1,219
Other income/expense	62	(193)
Non-cash foreign exchange (gain) loss on inter-company loans	16	(3)
Non-GAAP adjusted EBITDA (b)	\$ 5,943	\$ 6,752
Non-GAAP adjusted EBITDA margin (2)	11.4 %	13.7 %
GAAP net sales	\$ 52,049	\$ 49,271

\$000s Mobile Solutions	Three Months Ended June 30,	
	2022	2021
GAAP income (loss) from operations	\$ 1,729	\$ 2,509
Acquisition and transition expense	59	—
Amortization of intangibles	839	839
Fixed asset impairments	(14)	—
Non-GAAP adjusted income (loss) from operations (a)	\$ 2,613	\$ 3,348
Share of net income from joint venture	419	1,219
Non-GAAP adjusted income (loss) from operations with JV	\$ 3,032	\$ 4,567
Non-GAAP adjusted operating margin (1)	4.1 %	6.2 %
Depreciation	6,125	6,494
Other income/expense	(246)	392
Non-cash foreign exchange (gain) loss on inter-company loans	194	(373)
Share of net income from joint venture	419	1,219
Non-GAAP adjusted EBITDA (b)	\$ 9,105	\$ 11,080
Non-GAAP adjusted EBITDA margin (2)	12.4 %	15.0 %
GAAP net sales	\$ 73,350	\$ 73,886
\$000s	Three Months Ended June 30,	
Elimination	2022	2021
GAAP net sales	\$ (37)	\$ —

(1) Non-GAAP adjusted operating margin = Non-GAAP adjusted income (loss) from operations / GAAP net sales

(2) Non-GAAP adjusted EBITDA margin = Non-GAAP adjusted EBITDA / GAAP net sales

*2022 includes professional fees of \$0.5 million of professional fees and \$0.5 million of integration & transformation fees. 2021 includes \$0.2 million of professional fees and \$0.9 million of integration & transformation fees.



RECONCILIATION OF OPERATING CASH FLOW TO FREE CASH FLOW

<i>000's</i>	Three Months Ended June 30,	
	2022	2021
Net cash provided by (used in) operating activities	2,661	(1,986)
Acquisition of property, plant and equipment	(5,441)	(5,547)
Free cash flow	<u>\$ (2,780)</u>	<u>\$ (7,533)</u>



NON-GAAP FINANCIAL MEASURES FOOTNOTES

The Company discloses in this presentation the non-GAAP financial measures of adjusted income (loss) from operations, adjusted EBITDA, adjusted net income (loss), adjusted net income (loss) per diluted share, free cash flow and net debt. Each of these non-GAAP financial measures provides supplementary information about the impacts of acquisition, divestiture and integration related expenses, foreign-exchange impacts on inter-company loans, reorganizational and impairment charges. Over the past five years, we have completed several acquisitions, one of which was transformative for the Company, and sold two of our businesses. The costs we incurred in completing such acquisitions, including the amortization of intangibles and deferred financing costs, and these divestitures have been excluded from these measures because their size and inconsistent frequency are unrelated to our commercial performance during the period, and which we believe are not indicative of our ongoing operating costs. We exclude the impact of currency translation from these measures because foreign exchange rates are not under management's control and are subject to volatility. Other non-operating charges are excluded as the charges are not indicative of our ongoing operating cost. We believe the presentation of adjusted income (loss) from operations, adjusted EBITDA, adjusted net income (loss), adjusted net income (loss) per diluted share, free cash flow and net debt provides useful information in assessing our underlying business trends and facilitates comparison of our long-term performance over given periods.

The non-GAAP financial measures provided herein may not provide information that is directly comparable to that provided by other companies in the Company's industry, as other companies may calculate such financial results differently. The Company's non-GAAP financial measures are not measurements of financial performance under GAAP and should not be considered as alternatives to actual income growth derived from income amounts presented in accordance with GAAP. The Company does not consider these non-GAAP financial measures to be a substitute for, or superior to, the information provided by GAAP financial results.

(a) Non-GAAP Adjusted income (loss) from operations represents GAAP income (loss) from operations, adjusted to exclude the effects of restructuring and integration expense; non-operational charges related to acquisition and transition expense, intangible amortization costs for fair value step-up in values related to acquisitions, non-cash impairment charges, and when applicable, our share of income from joint venture operations. We believe this presentation is commonly used by investors and professional research analysts in the valuation, comparison, rating, and investment recommendations of companies in the industrial industry. We use this information for comparative purposes within the industry. Non-GAAP adjusted income (loss) from operations is not a measure of financial performance under GAAP and should not be considered as a measure of liquidity or as an alternative to GAAP income (loss) from operations.

(b) Non-GAAP adjusted EBITDA represents GAAP income (loss) from operations, adjusted to include income taxes, interest expense, write-off of unamortized debt issuance costs, interest rate swap payments and change in fair value, change in fair value of preferred stock derivatives and warrants, depreciation and amortization, charges related to acquisition and transition costs, non-cash stock compensation expense, foreign exchange gain (loss) on inter-company loans, restructuring and integration expense, costs related to divested businesses and litigation settlements, income from discontinued operations, and non-cash impairment charges, to the extent applicable. We believe this presentation is commonly used by investors and professional research analysts in the valuation, comparison, rating, and investment recommendations of companies in the industrial industry. We use this information for comparative purposes within the industry. Non-GAAP adjusted EBITDA is not a measure of financial performance under GAAP and should not be considered as a measure of liquidity or as an alternative to GAAP income (loss) from continuing operations.

(c) This line item reflects the aggregate tax effect of all non-GAAP adjustments reflected in the respective table. NN, Inc. estimates the tax effect of the adjustment items identified in the reconciliation schedule above by applying the applicable statutory rates by tax jurisdiction unless the nature of the item and/or the tax jurisdiction in which the item has been recorded requires application of a specific tax rate or tax treatment.

(d) Non-GAAP adjusted net income (loss) represents GAAP net income (loss) adjusted to exclude the tax-affected effects of charges related to acquisition and transition costs, foreign exchange gain (loss) on inter-company loans, restructuring and integration charges, amortization of intangibles costs for fair value step-up in values related to acquisitions and amortization of deferred financing costs, non-cash impairment charges, write-off of unamortized debt issuance costs, interest rate swap payments and change in fair value, change in fair value of preferred stock derivatives and warrants, costs related to divested businesses and litigation settlements, income (loss) from discontinued operations, and preferred stock cumulative dividends and deemed dividends. We believe this presentation is commonly used by investors and professional research analysts in the valuation, comparison, rating, and investment recommendations of companies in the industrial industry. We use this information for comparative purposes within the industry. Non-GAAP adjusted income (loss) from segment operations is not a measure of financial performance under GAAP and should not be considered as a measure of liquidity or as an alternative to GAAP income (loss) from continuing operations.

