

## FORM 8-K

### CURRENT REPORT

Pursuant to Section 13 or 15(d) of  
The Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported): February 23, 2017

### SPARTAN MOTORS, INC.

(Exact Name of Registrant as Specified in Its Charter)

**Michigan**  
(State or Other Jurisdiction  
of Incorporation)

**0-13611**  
(Commission File No.)

**38-2078923**  
(IRS Employer  
Identification No.)

**1541 Reynolds Road, Charlotte, Michigan**  
(Address of Principal Executive Offices)

**48813**  
(Zip Code)

**517-543-6400**  
(Registrant's Telephone Number, Including Area Code)

**Not Applicable**  
(Former Name or Former Address, if changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Section Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 2.02 Results of Operations and Financial Condition**

On February 23, 2017, Spartan Motors, Inc. issued a press release announcing its financial results for the quarter and year ended December 31, 2016, along with an accompanying investor presentation. Copies of the press release and investor presentation are attached to this Current Report as Exhibits 99.1 and 99.2.

The information in this Item 2.02 and the attached Exhibits 99.1 and 99.2 shall not be deemed filed for purposes of Section 18 of the Securities Exchange Act of 1934, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, except as shall be expressly set forth by specific reference in such filing.

**Item 9.01 Financial Statements and Exhibits**

(d) Exhibits

99.1 Press Release dated February 23, 2017 regarding the financial results for the quarter and year ended December 31, 2016.

99.2 Investor presentation dated February 23, 2017 regarding the financial results for the quarter and year ended December 31, 2016.

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

SPARTAN MOTORS, INC.

Dated: February 23, 2017

/S/ Frederick J. Soh

By: Frederick J. Soh

Its: Chief Financial Officer and Treasurer



**SPARTAN MOTORS**

1541 Reynolds Rd. Charlotte, MI 48813 | P: 517.543.6400  
**SPARTANMOTORS.COM**

## **Spartan Motors Delivers Strong Fourth Quarter and Full Year 2016 Results**

- **Full Year Net Income Increased 151% to \$8.6 Million, or \$0.25 Per Share**
- **Fourth Quarter Net Income Up 110% to \$0.9 Million, or \$0.03 Per Share**

**CHARLOTTE, Mich., February 23, 2017** - Spartan Motors, Inc. (NASDAQ: SPAR) (“Spartan” or the “Company”), a global leader in specialty chassis and vehicle design, manufacturing and assembly, today reported operating results for the fourth quarter and full year periods ending December 31, 2016.

### **Full Year 2016 Highlights**

For the full year 2016 compared to the full year 2015:

- *Sales increased \$40.4 million, or 7.3%, to \$590.8 million from \$550.4 million*
- *Gross profit margin improved 370 basis points to 12.3% of sales from 8.6% of sales*
- *Operating income rose \$21.1 million, or 169.1%, to \$8.6 million from an operating loss of \$12.5 million*
- *Adjusted operating income increased 222.1 % to \$14.5 million, or 2.5% of sales, from \$4.5 million, or 0.8% of sales*
- *Net income improved \$25.6 million, or 150.7%, to \$8.6 million, or \$0.25 per share, from a net loss of \$17.0 million, or \$0.50 per share*
- *Adjusted net income improved 68.3% to \$11.1 million, or \$0.32 per share, from \$6.6 million, or \$0.20 per share*
- *Cash, net of debt increased 15.9% to \$32.0 million at December 31, 2016 compared to \$27.6 million at December 31, 2015*

### **Fourth Quarter 2016 Highlights**

For the fourth quarter of 2016 compared to the fourth quarter of 2015:

- *Sales increased 3.7% to \$145.9 million from \$140.6 million*
- *Gross profit margin improved 850 basis points to 12.3% of sales from 3.8% of sales*
- *Operating income rose \$11.0 million, or 109.6%, to \$1.0 million from an operating loss of \$10.0 million*
- *Adjusted operating income increased 182.6% to \$1.9 million, or 1.3% of sales, from a loss of \$2.3 million*
- *Net income improved \$10.4 million, or 110.0%, to \$0.9 million, or \$0.03 per share, from a net loss of \$9.5 million, or \$0.28 per share*
- *Adjusted net income improved 158.9% to \$1.5 million, or \$0.04 per share from \$0.6 million, or \$0.02 per share*

“Spartan closed 2016, on a high note with a profitable fourth quarter performance, our fourth profitable quarter in a row,” said Daryl Adams, President and Chief Executive Officer. “While 2016 goes in the books as the strongest financial performance Spartan has had since 2009, we are most proud of the progress we have made to date, on behalf of our shareholders. Our performance in 2016 reflects great progress toward key operational milestones as the positive momentum we sparked and fanned in 2015 started to accelerate and deliver on our turnaround initiatives, some well ahead of schedule. Take a look at 2016, and you are looking at a company whose head is squarely in the game, and it is one we intend to win.”

*Spartan Motors, Inc.*

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## **Full Year 2016 Segment Results**

For the full year 2016 compared to the full year 2015:

### ***Fleet Vehicles and Services (FVS)***

FVS segment sales increased 22.3% to \$278.4 million from \$227.7 million. Revenue growth was primarily due to a favorable revenue mix and higher volume at vehicle up-fit centers.

Operating income increased \$14.2 million, or 97.9%, to \$28.7 million, or 10.3% of sales, from \$14.5 million, or 6.4% of sales, a year ago. Higher volume and favorable mix resulted in an increase in operating income compared to last year.

The Segment backlog at December 31, 2016, totaled \$89.5 million, compared to \$96.1 million at December 31, 2015. In January, 2017, FVS received approximately \$37.0 million in new orders, up approximately 20% over new orders received in January 2016.

### ***Specialty Chassis & Vehicles (SCV)***

SCV segment sales remained comparable at \$129.4 million. Sales of motorhome chassis decreased to \$98.0 million from \$103.3 million, primarily due to lower shipments year-over-year. Other Specialty Vehicle revenue increased 52.2% to \$21.1 million from \$13.8 million, primarily due to increased contract manufacturing.

Operating income increased 39.5% to \$6.8 million, or 5.3% of sales, from \$4.9 million, or 3.8% of sales, a year ago. Favorable mix and increased contract manufacturing resulted in an increase in operating income compared to last year.

The Segment backlog at December 31, 2016, totaled \$20.0 million, compared to \$18.4 million at December 31, 2015.

### ***Emergency Response (ER)***

ER segment sales decreased 5.3% to \$183.0 million from \$193.2 million. Lower revenue resulted from fewer shipments of complete fire apparatus and custom cab and chassis compared to a year ago.

Operating loss improved \$10.1 million, or 42.4%, to \$13.7 million from \$23.7 million a year ago. The improvement was primarily the result of improved operating efficiencies and a reduction in charges recorded in 2016, compared to 2015, relating to asset impairment (\$1.8 million), restructuring (\$1.8 million), product repair campaign and warranty reserves (\$1.6 million), and a non-recurring NHTSA fine (\$0.7 million).

Adjusted operating loss improved \$0.9 million, or 9.8%, to \$8.7 million from \$9.6 million last year.

The Segment backlog at December 31, 2016, totaled \$139.9 million, compared to \$156.3 million at December 31, 2015.

### ***Acquisition Update***

As previously announced, the Company completed the acquisition of Smeal Fire Apparatus Co. ("Smeal") and its subsidiaries effective January 1, 2017. Smeal, an industry-leading innovator and manufacturer of fire apparatus in North America, generated 2016 revenues of approximately \$70 million, which excludes revenues associated with Smeal's sale of approximately \$30 million of chassis purchased from Spartan. In connection with the transaction, the cash consideration paid of approximately \$32.5 million was funded primarily through borrowings from the Company's existing \$100 million line of credit.

The Company results for the fourth quarter and full year ended December 31, 2016, include approximately \$0.7 million, or \$0.02 per share, and \$0.9 million, or \$0.03 per share, respectively, of acquisition related expenses.

“As Spartan shared from the beginning, we expect the transaction to be accretive to 2017 earnings and to further accelerate the turnaround of the Spartan Emergency Response business unit. What we could not measure at the beginning of the acquisition were the benefits we would see from a reinvigorated dealer channel and a motivated workforce,” continued Adams. “We understood immediately how important integrating Smeal and its Ladder Tower and UST brands was going to be for the success of our combined Company. Today, we are happy to report that our dealer channel is excited about our increasingly expanding product portfolio, and our combined employees are happy and optimistic about the expanded employment opportunities a larger publically traded company brings.”

### **2017 Outlook**

“Our balance sheet at year end, with essentially zero long-term debt, remains strong,” said Rick Sohm, Chief Financial Officer of Spartan Motors. “Cash, net of debt, improved \$4.4 million year-over-year to end at \$32.0 million. Our strong operating results continued to generate cash in excess of our working capital requirements, which enabled us to repay our \$5 million senior note and repurchase approximately 422,000 shares at an average price of \$4.74 per share, or \$2.0 million in the aggregate, during 2016.

“As we move into 2017, we will continue with a disciplined working capital management approach, as well as being opportunistic as market conditions dictate, to support future growth and maximize shareholder value. As a result of the Smeal acquisition, our 2017 forecast was adjusted for certain acquisition related costs and adjustments (\$0.4 million, net of tax) and the impact from the one-time lag in recognizing sales and gross margin on chassis sales (\$2.4 million, net of tax) that are now inter-company.”

Outlook for full year 2017 is expected to be as follows (which includes the Smeal acquisition):

- Revenue to be in the range of \$615.0 - \$685.0 million
- Acquisition costs and inter-company chassis impact of approximately \$2.8 million, net of tax
- Adjusted EBITDA of \$25.1 - \$28.3 million
- Income tax expense of \$1.7 - \$2.8 million
- Interest expense of approximately \$1.0 million
- Adjusted earnings per share of \$0.30 - \$0.36, assuming approximately 34.8 million shares outstanding

“Progress like Spartan has experienced in such a short amount of time took a great deal of hard work and a commitment to excellence, across the organization. Implementing key process improvement methodologies and keenly focusing on enhancing our products has gone a long way to help us ensure this success will continue. That said, we are incredibly optimistic that 2017 will bring increasingly positive outcomes to shareholders and customers alike,” Adams concluded.

### Reconciliation of Non-GAAP Financial Measures

This release contains adjusted operating income, adjusted net income attributable to Spartan Motors, Inc., forecasted EBITDA (earnings before interest, taxes, depreciation and amortization), forecasted adjusted EBITDA, and adjusted earnings per share, which are all Non-GAAP financial measures. These are calculated by excluding items that we believe to be infrequent or not indicative of our operating performance. For the periods covered by this release such items consist of expenses associated with restructuring actions taken to improve the efficiency and profitability of certain of our manufacturing operations, accruals for product recalls and regulatory settlements, non-cash asset impairment charges, expenses related to a recent business acquisition and a non-cash deferred tax asset valuation allowance. We present these adjusted Non-GAAP measures because we consider them to be important supplemental measures of our performance and believe them to be useful to show ongoing results from operations distinct from items that are infrequent or not indicative of our operating performance.

The adjusted Non-GAAP measures are not measurements of our financial performance under GAAP and should not be considered as an alternative to operating income, net income attributable to Spartan Motors, Inc. or earnings per share under GAAP. These adjusted Non-GAAP measures have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our results as reported under GAAP. In addition, in evaluating the adjusted Non-GAAP measures, you should be aware that in the future we may incur expenses similar to the adjustments in this presentation, despite our assessment that such expenses are infrequent or not indicative of our operating performance. Our presentation of the adjusted Non-GAAP measures should not be construed as an inference that our future results will be unaffected by unusual or infrequent items. We compensate for these limitations by providing equal prominence of our GAAP results and using adjusted Non-GAAP measures only as a supplement.

The following tables reconcile operating income (loss) to adjusted operating income (loss), net income (loss) attributable to Spartan Motors to adjusted net income (loss) attributable to Spartan Motors, forecasted net income to EBITDA and adjusted EBITDA and forecasted earnings (loss) per share to adjusted earnings (loss) per share for the periods indicated.

**Financial Summary (Non-GAAP)**  
(In thousands, except per share data)  
(Unaudited)

	<u>Three Months Ended December 31,</u>				<u>Twelve Months Ended December 31,</u>			
	<b>2016</b>	% of sales	<b>2015</b>	% of sales	<b>2016</b>	% of sales	<b>2015</b>	% of sales
<b>Spartan Motors, Inc.</b>								
Operating income (loss)	\$ 965	0.7%	\$ (10,008)	-7.1%	\$ 8,625	1.5%	\$ (12,478)	-2.3%
Add (subtract):								
Restructuring charges	224		427		1,095		2,855	
Asset impairment	-		-		406		2,234	
Product recall	-		6,300		3,457		8,600	
NHTSA settlement	-		-		-		2,269	
Joint venture expenses	1		982		13		1,015	
Acquisition related expenses	723		-		882		-	
Adjusted operating income (loss)	<u>\$ 1,913</u>	<u>1.3%</u>	<u>\$ (2,299)</u>	<u>-1.6%</u>	<u>\$ 14,478</u>	<u>2.5%</u>	<u>\$ 4,495</u>	<u>0.8%</u>
Net income (loss) attributable to Spartan Motors, Inc.	\$ 942	0.6%	\$ (9,450)	-6.7%	\$ 8,610	1.5%	\$ (16,972)	-3.1%
Add (subtract):								
Restructuring charges	224		427		1,095		2,855	
Asset impairment	-		-		406		2,234	
Product recall	-		6,300		3,457		8,600	
NHTSA settlement	-		-		-		2,269	
Joint venture expenses	1		491		7		508	
Acquisition related expenses	723		-		882		-	
Deferred tax asset valuation allowance	(282)		3,928		(2,932)		9,472	
Tax effect of adjustments	(104)		(1,115)		(460)		(2,392)	
Adjusted net income (loss) attributable to Spartan Motors, Inc.	<u>\$ 1,504</u>	<u>1.0%</u>	<u>\$ 581</u>	<u>0.4%</u>	<u>\$ 11,065</u>	<u>1.9%</u>	<u>\$ 6,574</u>	<u>1.2%</u>
Diluted net earnings (loss) per share	\$ 0.03		\$ (0.28)		\$ 0.25		\$ (0.50)	
Add (subtract):								
Restructuring charges	-		0.01		0.03		0.08	
Asset impairment	-		-		0.01		0.07	
Product recall	-		0.19		0.10		0.25	
NHTSA settlement	-		-		-		0.07	
Joint venture expenses	-		0.01		-		0.02	
Acquisition related expenses	0.02		-		0.03		-	
Deferred tax asset valuation allowance	(0.01)		0.12		(0.09)		0.28	
Tax effect of adjustments	-		(0.03)		(0.01)		(0.07)	
Adjusted Diluted net earnings (loss) per share	<u>\$ 0.04</u>		<u>\$ 0.02</u>		<u>\$ 0.32</u>		<u>\$ 0.20</u>	

**Financial Summary (Non-GAAP)**  
(In thousands, except per share data)  
(Unaudited)

Emergency Response Segment	Three Months Ended December 31,				Twelve Months Ended December 31,			
	2016	% of sales	2015	% of sales	2016	% of sales	2015	% of sales
ER segment operating (loss)	\$ (3,750)	-7.9%	\$ (12,051)	-28.7%	\$ (13,660)	-7.5%	\$ (23,723)	-12.3%
Add (subtract):								
Restructuring charges	224		427		1,095		2,855	
Asset impairment	-		-		406		2,234	
Product recall	-		5,900		3,457		7,300	
NHTSA settlement	-		-		-		684	
Joint venture expenses	1		982		13		1,015	
Adjusted ER segment operating (loss)	\$ (3,525)	-7.4%	\$ (4,742)	-10.3%	\$ (8,689)	-4.7%	\$ (9,635)	-5.0%

Spartan Motors, Inc	Forecast Year Ending December 31, 2017		
	Low	Mid	High
Net income	\$ 7,755	\$ 8,775	\$ 9,800
Add:			
Depreciation and amortization	11,131	11,131	11,131
Interest expense	1,000	1,000	1,000
Taxes	1,700	2,250	2,800
EBITDA	\$ 21,586	\$ 23,156	\$ 24,731
Add (subtract):			
Acquisition related expenses	426	426	426
Chassis shipment delay	3,125	3,125	3,125
Adjusted EBITDA	\$ 25,137	\$ 26,707	\$ 28,282
Earnings per share	\$ 0.22	\$ 0.25	\$ 0.28
Add:			
Acquisition related expenses	0.01	0.01	0.01
Chassis shipment delay	0.09	0.09	0.09
Less tax effect of adjustments	(0.02)	(0.02)	(0.02)
Adjusted earnings per share	\$ 0.30	\$ 0.33	\$ 0.36



**Conference Call, Webcast, Investor Presentation and Investor Information**

Spartan Motors will host a conference call for analysts and portfolio managers at 10 a.m. ET today to discuss these results and current business trends. The conference call and webcast will be available via:

Webcast: [www.spartanmotors.com](http://www.spartanmotors.com) (Click on "Investor Relations" then "Webcasts")

Conference Call: 1-844-868-8845 (domestic) or 412-317-6591 (international); passcode: 10101442

For more information about Spartan, please visit [www.spartanmotors.com](http://www.spartanmotors.com).

**About Spartan Motors**

Spartan Motors, Inc. is a leading designer, engineer, manufacturer and marketer of a broad range of specialty vehicles, specialty chassis, vehicle bodies and parts for the fleet and delivery, recreational vehicle (RV), emergency response, defense forces and contract assembly (light/medium duty truck) markets. The Company's brand names— Spartan Motors, Spartan Specialty Vehicles, Spartan Emergency Response, Spartan Parts and Accessories, and Utilimaster®, a Spartan Motors Company— are known for quality, durability, performance, customer service and first-to-market innovation. The Company operates facilities in Michigan, Indiana, Pennsylvania, Kansas, Wisconsin, Nebraska, South Dakota, Saltillo, Mexico; and Lima, Peru. Spartan reported sales of \$591 million in 2016. Visit Spartan Motors at [www.spartanmotors.com](http://www.spartanmotors.com).

*This release contains several forward-looking statements that are not historical facts, including statements concerning our business, strategic position, financial projections, financial strength, future plans, objectives, and the performance of our products and operations. These statements can be identified by words such as "believe," "expect," "intend," "potential," "future," "may," "will," "should," and similar expressions regarding future expectations. These forward-looking statements involve various known and unknown risks, uncertainties, and assumptions that are difficult to predict with regard to timing, extent, and likelihood. Therefore, actual performance and results may materially differ from what may be expressed or forecasted in such forward-looking statements. Factors that could contribute to these differences include operational and other complications that may arise affecting the implementation of our plans and business objectives; continued pressures caused by economic conditions and the pace and extent of the economic recovery; challenges that may arise in connection with the integration of new businesses or assets we acquire or the disposition of assets; restructuring of our operations, and/or our expansion into new geographic markets; issues unique to government contracting, such as competitive bidding processes, qualification requirements, and delays or changes in funding; disruptions within our dealer network; changes in our relationships with major customers, suppliers, or other business partners, including Isuzu; changes in the demand or supply of products within our markets or raw materials needed to manufacture those products; and changes in laws and regulations affecting our business. Other factors that could affect outcomes are set forth in our Annual Report on Form 10-K and other filings we make with the Securities and Exchange Commission (SEC), which are available at [www.sec.gov](http://www.sec.gov) or our website. All forward-looking statements in this release are qualified by this paragraph. Investors should not place undue reliance on forward-looking statements as a prediction of actual results. We undertake no obligation to publicly update or revise any forward-looking statements in this release, whether as a result of new information, future events, or otherwise.*

**CONTACT:**

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Juris Pagrabs, Group Treasurer & Director of Investor  
Relations  
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**Spartan Motors, Inc. and Subsidiaries**  
**Consolidated Balance Sheets**  
(In thousands, except par value)

	December 31, 2016 (Unaudited)	December 31, 2015
<b>ASSETS</b>		
<b>Current assets:</b>		
Cash and cash equivalents	\$ 32,041	\$ 32,701
Accounts receivable, less allowance of \$487 and \$130	65,441	56,617
Inventories	58,896	60,558
Income taxes receivable	1,287	1,755
Other current assets	4,526	3,506
<b>Total current assets</b>	<b>162,191</b>	<b>155,137</b>
<b>Property, plant and equipment, net</b>	<b>53,116</b>	<b>47,320</b>
<b>Goodwill</b>	<b>15,961</b>	<b>15,961</b>
<b>Intangible assets, net</b>	<b>6,385</b>	<b>7,093</b>
<b>Deferred income taxes, net</b>	<b>3,310</b>	<b>644</b>
<b>Other assets</b>	<b>2,331</b>	<b>1,996</b>
<b>TOTAL ASSETS</b>	<b>\$ 243,294</b>	<b>\$ 228,151</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>Current liabilities:</b>		
Accounts payable	\$ 31,336	\$ 27,318
Accrued warranty	19,334	16,610
Accrued compensation and related taxes	13,188	8,684
Deposits from customers	16,142	13,095
Other current liabilities and accrued expenses	7,659	6,603
Current portion of long-term debt	65	63
<b>Total current liabilities</b>	<b>87,724</b>	<b>72,373</b>
<b>Long-term debt, less current portion</b>	<b>74</b>	<b>5,124</b>
<b>Other non-current liabilities</b>	<b>2,544</b>	<b>2,163</b>
<b>Total liabilities</b>	<b>90,342</b>	<b>79,660</b>
Commitments and contingencies		
<b>Shareholders' equity:</b>		
Preferred stock, no par value; 2,000 shares authorized (none issued)	-	-
Common stock, \$0.01 par value; 40,000 shares authorized; 34,383 and 34,271 outstanding	344	343
Additional paid in capital	76,837	76,472
Retained earnings	76,428	72,326
<b>Total Spartan Motors, Inc. shareholders' equity</b>	<b>153,609</b>	<b>149,141</b>
Non-controlling interest	(657)	(650)
<b>Total shareholders' equity</b>	<b>152,952</b>	<b>148,491</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>\$ 243,294</b>	<b>\$ 228,151</b>

**Spartan Motors, Inc. and Subsidiaries**  
**Consolidated Statements of Operations**  
(In thousands, except per share data)  
(Unaudited)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2016	2015	2016	2015
Sales	\$ 145,850	\$ 140,647	\$ 590,777	\$ 550,414
Cost of products sold	127,907	135,262	518,113	502,783
Restructuring charge	53	56	136	519
<b>Gross profit</b>	<b>17,890</b>	<b>5,329</b>	<b>72,528</b>	<b>47,112</b>
Operating expenses:				
Research and development	2,363	1,473	6,772	4,560
Selling, general and administrative	14,391	13,493	56,172	52,695
Restructuring charge	171	371	959	2,336
Total operating expenses	16,925	15,337	63,903	59,591
<b>Operating income (loss)</b>	<b>965</b>	<b>(10,008)</b>	<b>8,625</b>	<b>(12,479)</b>
Other income (expense):				
Interest expense	(96)	(72)	(410)	(365)
Interest and other income	183	123	488	244
Total other income (expense)	87	51	78	(121)
Income (loss) before taxes	1,052	(9,957)	8,703	(12,600)
Taxes	111	(16)	100	4,880
Net Income (loss)	941	(9,941)	8,603	(17,480)
Less: net loss attributable to non-controlling interest	(1)	(491)	(7)	(508)
<b>Net income (loss) attributable to Spartan Motors Inc.</b>	<b>\$ 942</b>	<b>\$ (9,450)</b>	<b>\$ 8,610</b>	<b>\$ (16,972)</b>
<b>Basic net earnings (loss) per share</b>	<b>\$ 0.03</b>	<b>\$ (0.28)</b>	<b>\$ 0.25</b>	<b>\$ (0.50)</b>
<b>Diluted net earnings (loss) per share</b>	<b>\$ 0.03</b>	<b>\$ (0.28)</b>	<b>\$ 0.25</b>	<b>\$ (0.50)</b>
Basic weighted average common shares outstanding	34,417	33,886	34,405	33,826
Diluted weighted average common shares outstanding	34,417	33,886	34,405	33,826

**Spartan Motors, Inc. and Subsidiaries**  
**Sales and Other Financial Information by Business Segment**  
Unaudited

**Year Ended December 31, 2016 (in thousands of dollars)**

	Business Segments				Consolidated
	Emergency Response	Fleet Vehicles & Services	Specialty Chassis & Vehicles	Other	
Emergency response vehicle sales	\$ 175,730	\$ -	\$ -	\$ -	\$ 175,730
Fleet vehicle sales	-	206,248	-	-	206,248
Motorhome chassis sales	-	-	97,999	-	97,999
Other specialty chassis and vehicles	-	-	21,074	-	21,074
Aftermarket parts and assemblies	7,251	72,141	10,334	-	89,726
Total Sales	<u>\$ 182,981</u>	<u>\$ 278,389</u>	<u>\$ 129,407</u>	<u>\$ -</u>	<u>\$ 590,777</u>
Operating Income (Loss)	\$ (13,660)	\$ 28,740	\$ 6,846	\$ (13,301)	\$ 8,625

**Spartan Motors, Inc. and Subsidiaries**  
**Sales and Other Financial Information by Business Segment**  
Unaudited

**Year Ended December 31, 2015 (in thousands of dollars)**

	Business Segments				Consolidated
	Emergency Response	Fleet Vehicles & Services	Specialty Chassis & Vehicles	Other	
Emergency response vehicle sales	\$ 187,127	\$ -	\$ -	\$ -	\$ 187,127
Fleet vehicle sales	-	193,772	-	-	193,772
Motorhome chassis sales	-	-	103,264	-	103,264
Other specialty chassis and vehicles	-	-	13,849	-	13,849
Aftermarket parts and assemblies	6,093	33,911	12,398	-	52,402
Total Sales	<u>\$ 193,220</u>	<u>\$ 227,683</u>	<u>\$ 129,511</u>	<u>\$ -</u>	<u>\$ 550,414</u>
Operating Income (Loss)	\$ (23,722)	\$ 14,530	\$ 4,906	\$ (8,193)	\$ (12,479)

**Spartan Motors, Inc. and Subsidiaries**  
**Sales and Other Financial Information by Business Segment**  
Unaudited

**Three Months Ended December 31, 2016 (in thousands of dollars)**

	Business Segments				Consolidated
	Emergency Response	Fleet Vehicles & Services	Specialty Chassis & Vehicles	Other	
Emergency response vehicle sales	\$ 45,651	\$ -	\$ -	\$ -	\$ 45,651
Fleet vehicle sales	-	51,475	-	-	51,475
Motorhome chassis sales	-	-	24,745	-	24,745
Other specialty chassis and vehicles	-	-	4,351	-	4,351
Aftermarket parts and assemblies	1,696	15,848	2,084	-	19,628
Total Sales	<u>\$ 47,347</u>	<u>\$ 67,323</u>	<u>\$ 31,180</u>	<u>\$ -</u>	<u>\$ 145,850</u>
Operating Income (Loss)	\$ (3,750)	\$ 7,093	\$ 1,441	\$ (3,820)	\$ 965

**Spartan Motors, Inc. and Subsidiaries**  
**Sales and Other Financial Information by Business Segment**  
Unaudited

**Three Months Ended December 31, 2015 (in thousands of dollars)**

	Business Segments				Consolidated
	Emergency Response	Fleet Vehicles & Services	Specialty Chassis & Vehicles	Other	
Emergency response vehicle sales	\$ 40,642	\$ -	\$ -	\$ -	\$ 40,642
Fleet vehicle sales	-	55,176	-	-	55,176
Motorhome chassis sales	-	-	27,834	-	27,834
Other specialty chassis and vehicles	-	-	3,020	-	3,020
Aftermarket parts and assemblies	1,356	10,541	2,078	-	13,975
Total Sales	<u>\$ 41,998</u>	<u>\$ 65,717</u>	<u>\$ 32,932</u>	<u>\$ -</u>	<u>\$ 140,647</u>
Operating Income (Loss)	\$ (12,051)	\$ 4,524	\$ 100	\$ (2,581)	\$ (10,008)

**Spartan Motors, Inc. and Subsidiaries**  
**Sales and Other Financial Information by Business Segment**  
Unaudited

**Period End Backlog (amounts in thousands of dollars)**

	Dec. 31, 2016	Sept. 30, 2016	June 30, 2016	Mar. 31, 2016	Dec. 31, 2015
Emergency Response Vehicles*	\$ 139,870	\$ 149,752	\$ 152,177	\$ 160,392	\$ 156,270
Fleet Vehicles and Services*	89,549	102,218	139,655	137,717	96,120
Motorhome Chassis *	18,749	19,114	11,197	16,235	12,401
Other Vehicles	-	-	-	3,737	4,949
Aftermarket Parts and Assemblies	1,288	1,012	1,005	815	1,019
Total Specialty Chassis & Vehicles	20,037	20,126	12,202	20,787	18,369
<b>Total Backlog</b>	<b>\$ 249,546</b>	<b>\$ 272,096</b>	<b>\$ 304,034</b>	<b>\$ 318,896</b>	<b>\$ 270,759</b>

\* Anticipated time to fill backlog orders at December 31, 2016; 11 months or less for emergency response vehicles; 3 months or less for motorhome chassis; 6 months or less for fleet vehicles and services; and 1 month or less for other products.

# Fourth Quarter & FY 2016 Earnings Conference Call



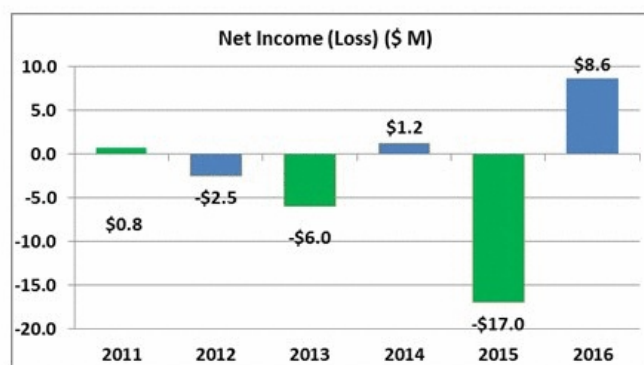
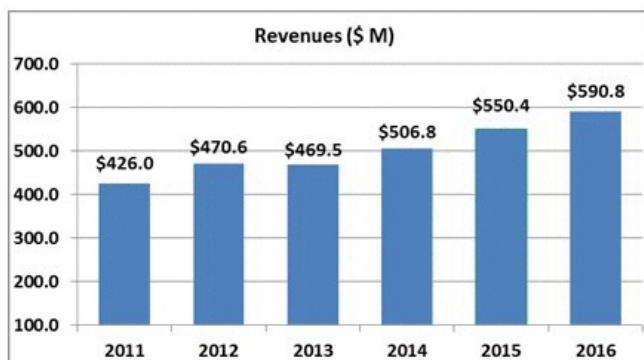
February 23, 2017

# Forward-Looking Statements

This presentation contains some forward-looking statements that are not historical facts, including statements concerning our business, financial strength, future plans, objectives, and the performance of our products. These statements can be identified by words such as "believe", "expect", "forecast", "potential", "project", "future", "may", "will", and "should", and similar expressions or words. These forward-looking statements involve various known and unknown risks, uncertainties, and assumptions that are difficult to predict with regard to timing, extent, and likelihood. Therefore, actual performance and results may materially differ from what may be expressed or forecasted in such forward-looking statements. Factors that could contribute to these differences may include operational and other complications that may arise affecting the implementation of our plans and business objectives; continued pressures caused by economic conditions and the pace and extent of the economic recovery; challenges that may arise in connection with the integration of new businesses or assets we acquire or the disposition of assets; issues unique to government contracting, such as competitive bidding processes, qualification requirements, and delays or changes in funding; disruptions within our dealer network; changes in our relationship with major customers or suppliers; changes in the demand or supply of products within our markets or raw materials needed to manufacture those products; and changes in laws and regulations affecting our business. The risk factors disclosed in Part I – Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2015, filed with the Securities and Exchange Commission and available at [www.sec.gov](http://www.sec.gov) or our website, include all known risks our management believes could materially affect the results described by forward-looking statements contained in this presentation. However, those risks may not be the only risks we face. Our business, operations, and financial performance could also be affected by additional factors that are not presently known to us or that we currently consider to be immaterial to our operations. In addition, new risks may emerge from time to time that may cause actual results to differ materially from those contained in any forward-looking statements. All forward-looking statements in this presentation are qualified by this paragraph. Investors should not place undue reliance on forward-looking statements as a prediction of actual results. All dividends are considered and declared by our Board of Directors, in its discretion. We undertake no obligation to publicly update or revise any forward-looking statements in this presentation, whether as a result of new information, future events, or otherwise.

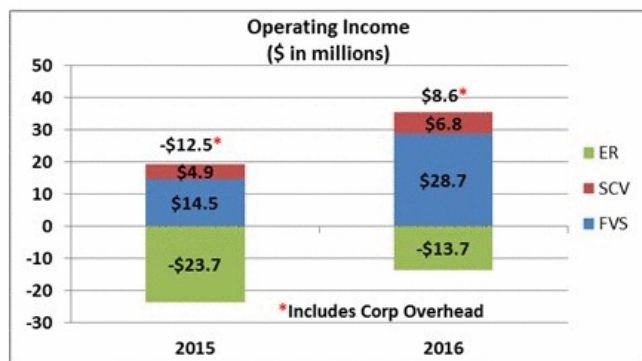
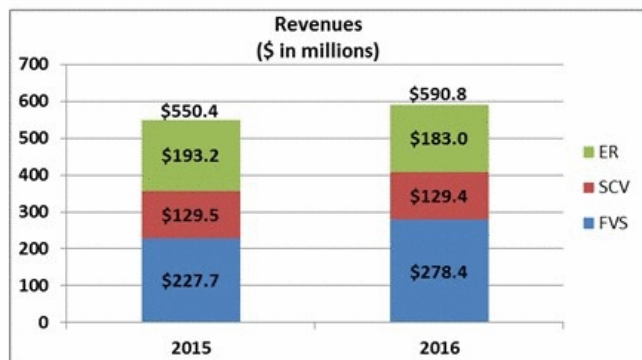


# Full Year 2016 – Corporate Overview



- Sales for 2016 rose 7.3% to \$590.8M from \$550.4M
- 2016 net income improved \$25.6M to \$8.6M, or \$0.25 per share, from net loss of \$17M, or \$0.50 per share
- Strongest profitable full year since 2009
- Significant progress in our multi-year turnaround effort – led by:
  - Operational improvements
  - Talent upgrades
- Gross profit margin grew 370 bps to 12.3%
- Operating income improved \$21.1M to \$8.6M from a loss of \$12.5M
- Adjusted operating income rose 222.1% to \$14.5M from \$4.5M
  - Includes \$0.9M of acquisition expenses

# Full Year 2016 – Segment Overview



- FVS posted a 22.3% increase in revenue to \$278.4M from \$227.7M, reflecting higher volume of vehicle up-fits
- FVS operating income rose 97.9% to \$28.7M, reflecting favorable mix
- SCV revenues remained flat at \$129.4M, due to lower motorhome shipments, offset by higher contract manufacturing
- SCV operating income grew 39.5% to \$6.8M, reflecting favorable mix
- ER revenues declined 5.3% to \$183.0M, from \$193.2M, reflecting fewer, but more profitable shipments
- ER operating loss improved 42.4% to \$13.7M from a loss of \$23.7M, reflecting operational improvements and a reduction in one-time charges from a year ago

# Business Update & Highlights

## S-180 Line of Pumpers

- Order to delivery in less than ½ the time of any competitor
  - Industry average delivery – 330 days
  - Addressable market 30% - 40%
  - Currently offering 11 Models
- Significant dealer interest – including newly acquired Smeal dealer network
- Well received – momentum building
  - Shipped five S-180 trucks in 4Q16
  - Shipped five S-180 in Jan, 2017
  - Backlog building with 20 units scheduled to be built through June, 2017



# Business Update & Highlights

## Isuzu and Chevrolet N-Series

- In partnership with GM and Isuzu, Spartan produced the first new Chevrolet medium duty gasoline-powered truck in Charlotte, MI
  - Strong Chevy dealer network
  - Long standing partnership with Isuzu

## Isuzu F Series

- Construction of our new 85,000 sq. ft. facility, in Charlotte, MI completed
- Facility will host Isuzu's new F-Series Class 6 on-highway cab-over diesel commercial truck
- Full production will begin 2Q17
  - Facility will incorporate flexible production line
  - Easily reconfigured to accommodate the assembly of multiple product lines
  - Scalable to meet customer's delivery needs and accommodate changing business cycles





# Business Update & Highlights

## Fleet & Cargo Van Up-fit Business

- Launched new 146,000 sq ft leased facility in Kansas City
  - Provide tailored up-fits of cargo vans and other fleet vehicles
  - Utilizing Ford's "ship-thru" program enables free post up-fit shipping to dealerships
  - Optimizes speed of delivery for businesses
- Operating since 2014, a 100,000 sq ft facility in Saltillo, Mexico
  - Approximately 200 contract employees
  - Current 20,000 unit capacity
  - Primarily Dodge Ram Promaster
  - Factory completions, fleet vocations, MOPAR offerings, PDI/DOT completions



# Business Update & Highlights

## USPS Update

- FVS (Utilimaster brand) withdrew from participation in USPS Next Generation Delivery Vehicle (NGDV) prototype build
  - Without an agreement with a commercial chassis supplier, margins did not meet our minimum targets
  - The award of \$3.6M would not completely offset cost of prototype build
  - Utilimaster was one of six vehicle manufacturers selected
    - AM General, Karsan, Mahindra, Oshkosh and VT Hackney
- FVS will partner with one of the leading USPS prototype award recipient
  - To provide engineering services and interior cargo solutions specific for the USPS's needs
  - Enable Spartan to participate in the NGDV without the related upfront development capital



# Business Update & Highlights

## Smeal Acquisition Update

- Closed on Jan 1, 2017
- \$32.5M in cash consideration
- 2016 revenues - \$70M (excludes SPAR chassis)
- ER business unit – now Top-four North American fire apparatus manufacturer
- Expanded product portfolio, including industry leading premier aerials ladders and platforms
  - Sqrut, TeleSqrut & Snorkel
- Expanded geographic – 47 dealers in 44 states, 10 provinces and 3 territories
- Reinvigorated and excited dealer channel
- Expect transaction to be accretive to Adjusted 2017 earnings





# Financial Review - Fourth Quarter 2016

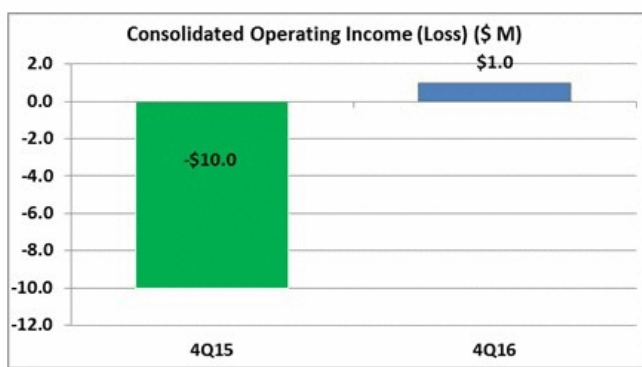
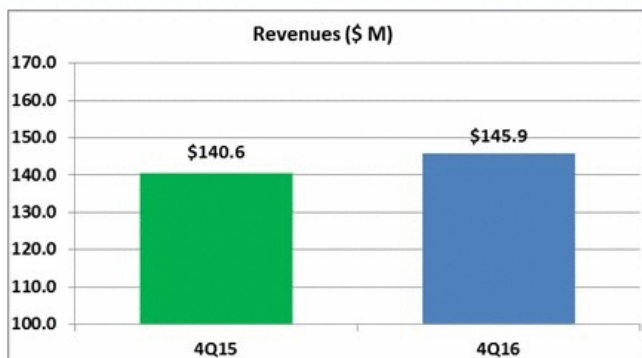


February 23, 2017

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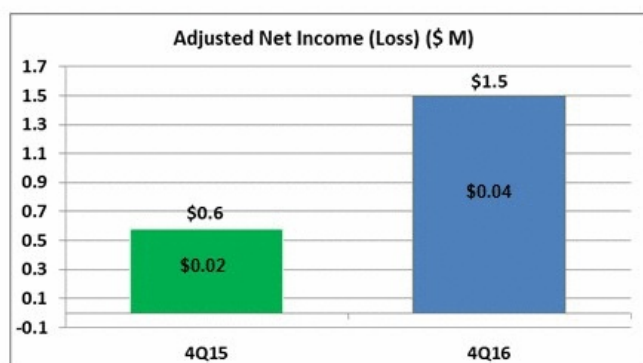
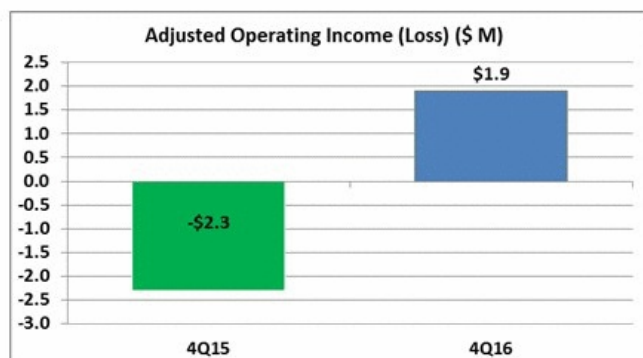


# Fourth Quarter 2016 – Performance



- Sales for 4Q16 rose 3.7% to \$145.9M from \$140.6M
  - Driven by FVS topline growth
- Gross margin improved 850 bps to 12.3% from 3.8%
  - Due to favorable product mix
- Operating income increased 109.6% to \$1.0M from a loss of \$10.0M, due to operational improvements and a reduction in charges recorded in 4Q16 compared to 4Q15 relating to:
  - Legacy product repair campaign reserve of \$6.3M
  - Restructuring charges of \$0.2M
  - Joint venture wind-down of \$1.0M
- Operating margin up 780 bps to 0.7% from (7.1%)
- Operating income includes \$0.7M of acquisition related expenses

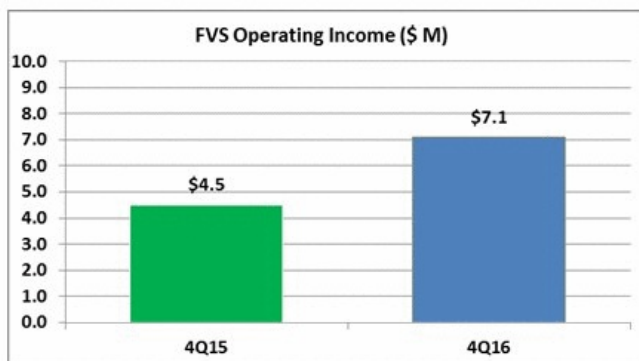
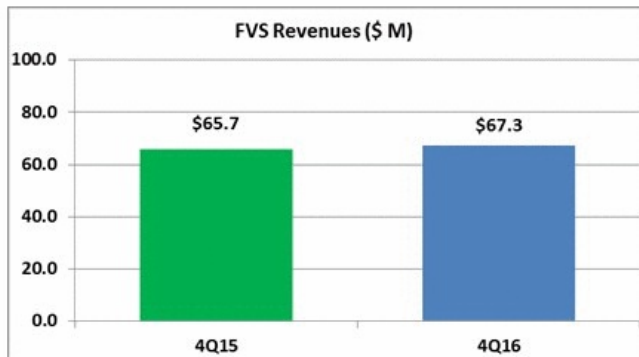
# Fourth Quarter 2016 – Performance



- Adjusted operating income rose 182.6% to \$1.9M from a loss of \$2.3M
- Adjustments to 4Q16 operating income include:
  - Acquisition related expenses of \$0.7M
  - Restructuring charges of \$0.2M
- Adjustments to 4Q15 operating income include:
  - Restructuring charges of \$0.4M
  - Product recall of \$6.3M
  - Joint venture wind-down of \$1.0M
- Adjusted net income grew 158.9% to \$1.5M from \$0.6M
- Adjusted EPS of \$0.04 per share compared to \$0.02 per share

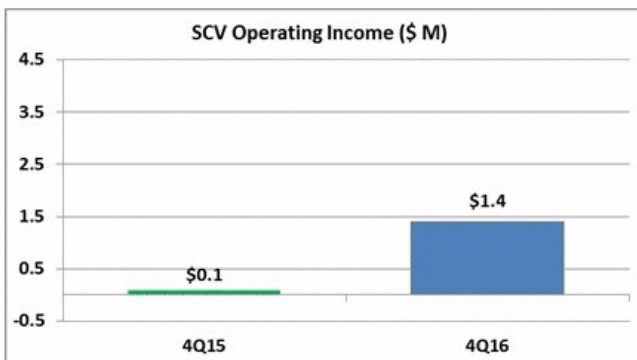
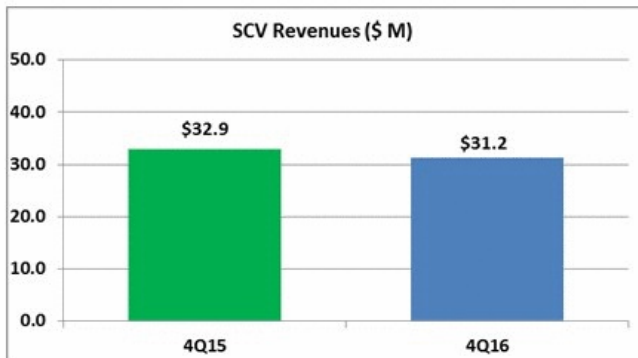
See GAAP reconciliation in Appendix

# Fleet Vehicles & Services – 4Q16



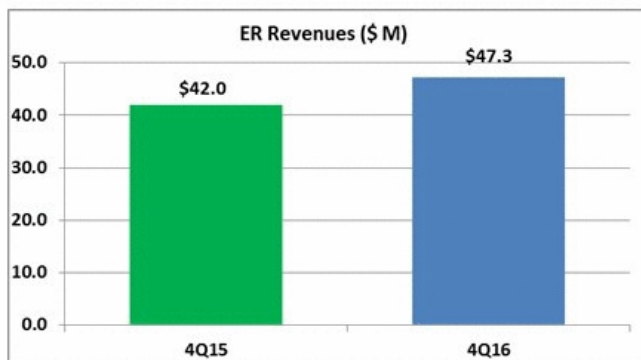
- Revenue up 2.4% to \$67.3M from \$65.7M
  - Higher Reach sales and increased up-fit revenues
- Operating income up 57.8% to \$7.1M from \$4.5M
  - Growth in up-fit revenue at more favorable margins
- Operating margin of 10.5%, up 370 bps
  - Favorable mix from up-fit
  - Includes \$0.4 million, or \$0.01 per share, relating to USPS proto-type development
  - Backlog of \$89.5M compared to \$96.1M a year ago
    - Received \$37.0M in new orders in Jan 2017
    - Up 20% over new orders received in Jan 2016

# Specialty Chassis & Vehicles – 4Q16



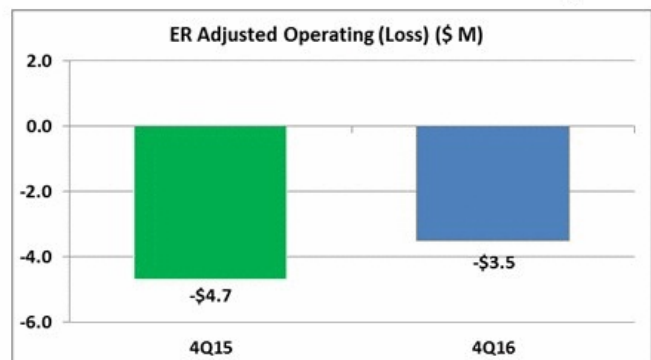
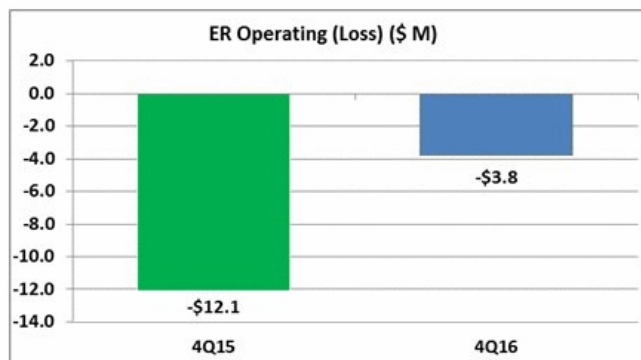
- Revenue down 5.3% to \$31.2M from \$32.9M
  - Motorhome sales down 11.1% to \$24.7M from \$27.8M
  - Lower motorhome shipments partially offset by increased contract manufacturing sales
- Operating income rose \$1.3M to \$1.4M from \$0.1M
  - Lower sales volumes offset by improved manufacturing productivity and favorable product mix
  - Operating income margin of 4.6%, up 430 bps from 0.3%
- Backlog up \$1.6M to \$20.0M compared to \$18.4M a year ago

# Emergency Response – 4Q16



- Revenue up 12.7% to \$47.3M from \$42.0M
  - Higher shipments of complete fire apparatus and custom cab and chassis
- Operating loss decreased to \$3.8M from \$12.1M a year ago
- Adjusted operating loss improves \$1.2M to \$3.5M from a loss of \$4.7M
- Backlog of \$139.9M compared to \$156.3M a year ago

See GAAP reconciliation in Appendix



# Balance Sheet – 2016

## Spartan Motors Summary Balance Sheet

	Dec 31, 2016 (unaudited)	Dec 31, 2015
<b>Assets</b>		
Cash	\$ 32,041	\$ 32,701
Accts Receivable	65,441	56,617
Inventory	58,896	60,558
PP&E	53,116	47,320
Other Assets	33,800	30,955
<b>Total Assets</b>	<b>\$ 243,294</b>	<b>\$ 228,151</b>
<b>Liabilities &amp; Shareholders' Equity</b>		
Accts Payable	\$ 31,336	\$ 27,318
Long-term Debt	74	5,124
Other Liabilities	58,932	47,218
<b>Total Liabilities</b>	<b>\$ 90,342</b>	<b>\$ 79,660</b>
Shareholders' Equity	152,952	148,491
<b>Total Liabilities &amp; Equity</b>	<b>\$ 243,294</b>	<b>\$ 228,151</b>
<b>Total Liquidity</b>		
Cash	\$ 32,041	\$ 32,701
Net Borrowing Capacity	71,057	26,202
<b>Total Liquidity</b>	<b>\$ 103,098</b>	<b>\$ 58,903</b>

- Cash net-of-debt increased 16% to \$32.0M, reflects:
  - New plant - \$6.4 million
  - Payment of \$5M Prudential note
  - Repurchased 422K shares at \$4.74 per share (avg) for \$2M
- Inventory reduced by \$1.7M to \$58.9M from \$60.6M a year ago
- Total liquidity improves \$44.2M to \$103.1M from \$58.9M a year ago
  - Upsized credit facility to \$100M from \$70M



# Financial Outlook – 2017

2017 Guidance			
<i>(\$M except per share)</i>	Low	Mid-point	High
Sales	\$615.0	\$650.0	\$685.0
Adjusted EBITDA	\$25.1	\$26.7	\$28.3
Adjusted EPS	\$0.30	\$0.33	\$0.36
Acq. costs & inter-co chassis <i>(net of tax)</i>	\$2.8	\$2.8	\$2.8
Income tax expense	\$1.7	\$2.3	\$2.8
Interest expense	\$1.0	\$1.0	\$1.0

See GAAP reconciliation in Appendix

- Order intake remains strong - \$249.5M backlog at December 31, 2016
  - Backlog at Jan 1, 2017 including Smeal - \$365.6M
- Strong operating results generating cash in excess of WC requirements
- Anticipate modest organic sales growth plus sales from Smeal acquisition
- 2017 includes charges / adjustments related to Smeal acquisition:
  - Acquisition related costs and inventory adjustments \$0.4M
  - One-time lag in recognizing sales and gross margin on inter-company chassis sales \$2.4M, net of tax
  - Interest expense \$1.0 million
- Income tax expense is expected to be in the range of \$1.7M to \$2.8M

# Closing Remarks

- Results for the 2016 were strongest since 2009, achieving four profitable quarters
  - Reflects increased momentum and significant progress in our multi-year turnaround effort
  - Realigned Company with increased footprint and scale
  - Accountable and deeper bench of talent throughout the organization
  - Expanded industry-leading product portfolio and geographic reach
- While we've made notable progress only top of the 4th inning of 9 inning ball game – significant opportunity exists
  - Focused on improving quality and reducing warranty expense, delivering operational efficiencies and improved processes
  - Continue with Spartan Production System roll-out across all our campuses
  - ER, with Smeal acquisition, remains on track to return to profitability on an adjusted basis
- We remain focused on improving the business and increasing shareholder value





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# APPENDIX

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# Reconciliation of Non-GAAP Financial Measures

This presentation contains adjusted operating income, adjusted net income attributable to Spartan Motors, Inc., forecasted EBITDA (earnings before interest, taxes, depreciation and amortization), forecasted adjusted EBITDA, and adjusted earnings per share, which are all Non-GAAP financial measures. These are calculated by excluding items that we believe to be infrequent or not indicative of our operating performance. For the periods covered by this release such items consist of expenses associated with restructuring actions taken to improve the efficiency and profitability of certain of our manufacturing operations, accruals for product recalls and regulatory settlements, non-cash asset impairment charges, expenses related to a recent business acquisition and a non-cash deferred tax asset valuation allowance. We present these adjusted Non-GAAP measures because we consider them to be important supplemental measures of our performance and believe them to be useful to show ongoing results from operations distinct from items that are infrequent or not indicative of our operating performance.

The adjusted Non-GAAP measures are not measurements of our financial performance under GAAP and should not be considered as an alternative to operating income, net income attributable to Spartan Motors, Inc. or earnings per share under GAAP. These adjusted Non-GAAP measures have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our results as reported under GAAP. In addition, in evaluating the adjusted Non-GAAP measures, you should be aware that in the future we may incur expenses similar to the adjustments in this presentation, despite our assessment that such expenses are infrequent or not indicative of our operating performance. Our presentation of the adjusted Non-GAAP measures should not be construed as an inference that our future results will be unaffected by unusual or infrequent items. We compensate for these limitations by providing equal prominence of our GAAP results and using adjusted Non-GAAP measures only as a supplement.

The following tables reconcile operating income (loss) to adjusted operating income (loss), net income (loss) attributable to Spartan Motors to adjusted net income (loss) attributable to Spartan Motors, forecasted net income to EBITDA and adjusted EBITDA and forecasted earnings (loss) per share to adjusted earnings (loss) per share for the periods indicated.

# Reconciliation of Non-GAAP Financial Measures

## Financial Summary (Non-GAAP)

Consolidated  
(In thousands, except per share data)  
(Unaudited)

	Three Months Ended December 31,				Twelve Months Ended December 31,			
	2016	% of sales	2015	% of sales	2016	% of sales	2015	% of sales
<b>Spartan Motors, Inc</b>								
Operating income (loss)	\$ 965	0.7%	\$ (10,008)	-7.1%	\$ 8,625	1.5%	\$ (12,478)	-2.3%
Add (subtract):								
Restructuring charges	224		427		1,095		2,855	
Asset impairment	-		-		406		2,234	
Product recall	-		6,300		3,457		8,600	
NHTSA settlement	-		-		-		2,269	
Joint venture expenses	1		982		13		1,015	
Acquisition related expenses	723		-		882		-	
Adjusted operating income (loss)	\$ 1,913	1.3%	\$ (2,299)	-1.8%	\$ 14,478	2.3%	\$ 4,495	0.8%
Net income (loss) attributable to Spartan Motors, Inc	\$ 942	0.6%	\$ (9,450)	-6.7%	\$ 8,610	1.5%	\$ (16,972)	-3.1%
Add (subtract):								
Restructuring charges	224		427		1,095		2,855	
Asset impairment	-		-		406		2,234	
Product recall	-		6,300		3,457		8,600	
NHTSA settlement	-		-		-		2,269	
Joint venture expenses	1		491		13		508	
Deferred tax asset valuation allowance	(282)		3,928		(2,932)		9,472	
Acquisition related expenses	723		-		882		-	
Tax effect of adjustments	(104)		(1,115)		(460)		(2,392)	
Adjusted net income (loss) attributable to Spartan	\$ 1,304	1.0%	\$ 381	0.4%	\$ 11,071	1.9%	\$ 6,574	1.2%
Diluted net earnings (loss) per share	\$ 0.03		\$ (0.28)		\$ 0.25		\$ (0.50)	
Add (subtract):								
Restructuring charges	-		0.01		0.03		0.08	
Asset impairment	-		-		0.01		0.07	
Product recall	-		0.19		0.10		0.25	
NHTSA settlement	-		-		-		0.07	
Joint venture expenses	0.00		0.01		0.00		0.02	
Deferred tax asset valuation allowance	(0.01)		0.12		(0.09)		0.28	
Acquisition related expenses	0.02		-		0.03		-	
Tax effect of adjustments	(0.00)		(0.03)		(0.01)		(0.07)	
Adjusted Diluted net earnings (loss) per share	\$ 0.04		\$ 0.02		\$ 0.32		\$ 0.20	

## Emergency Response Vehicles Segment

(In thousands, unaudited)

	Three Months Ended December 31,				Twelve Months Ended December 31,			
	2016	% of sales	2015	% of sales	2016	% of sales	2015	% of sales
ER segment operating (loss)	\$ (3,750)	-7.9%	\$ (12,031)	-28.7%	\$ (13,660)	-7.5%	\$ (23,723)	-12.3%
Add (subtract):								
Restructuring charges	224		427		1,095		2,855	
Asset impairment	-		-		406		2,234	
Product recall	-		5,900		3,457		7,300	
NHTSA settlement	-		-		-		684	
Joint venture expenses	1		982		13		1,015	
Adjusted ER segment operating (loss)	\$ (3,525)	-7.4%	\$ (4,742)	-11.3%	\$ (8,659)	-4.7%	\$ (9,653)	-5.0%



# Reconciliation of Non-GAAP Financial Measures

## FINANCIAL SUMMARY (Non-GAAP) CONSOLIDATED

(In thousands, except per share data)  
(Unaudited)

	Year Ending December 31, 2017		
	Low	Mid	High
Net income	\$ 7,755	\$ 8,775	\$ 9,800
Add:			
Depreciation and amortization	11,131	11,131	11,131
Interest expense	1,000	1,000	1,000
Taxes	1,700	2,250	2,800
EBITDA	\$ 21,586	\$ 23,156	\$ 24,731
Add (subtract):			
Acquisition related expenses	426	426	426
Chassis shipment delay	3,125	3,125	3,125
Adjusted EBITDA	\$ 25,137	\$ 26,707	\$ 28,282
Earnings per share	\$ 0.22	\$ 0.25	\$ 0.28
Add:			
Acquisition related expenses	0.01	0.01	0.01
Chassis shipment delay	0.09	0.09	0.09
Less tax effect of adjustments	(0.02)	(0.02)	(0.02)
Adjusted earnings per share	\$ 0.30	\$ 0.33	\$ 0.36



FOR MORE INFORMATION:

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