









# Q1 2025 (NYSE: PLOW)

## Key Consolidated Results\*

	Net Sales	<b>\$115.1M</b> ▲ 20% YOY
	Net Income	<b>\$0.1M</b> Up from <b>-\$8.4M</b>
	Adjusted EBITDA	<b>\$9.4M</b> Up from <b>\$1.5M</b>
	Adjusted EBITDA Margin	<b>8.2%</b> Up from <b>1.6%</b>
	GAAP EPS	<b>\$0.00</b> Up from <b>-\$0.37</b>
	Adjusted Diluted EPS	<b>\$0.09</b> Up from <b>-\$0.29</b>

## A Closer Look

### Work Truck Attachments

Net Sales	<b>\$36.5M</b>	▲ 53%
Adjusted EBITDA	<b>\$0.3</b>	▲ 107%
Adjusted EBITDA Margin	<b>0.9%</b>	▲ 1,960 basis points

### Work Truck Solutions

Net Sales	<b>\$78.6M</b>	▲ 9%
Adjusted EBITDA	<b>\$9.1</b>	▲ 52%
Adjusted EBITDA Margin	<b>11.6%</b>	▲ 320 basis points



**Record Results at Work Truck Solutions**  
**Positive Impact of Winter Weather at Work Truck Attachments**

## Highlights

Leadership Transitions



**New CEO – Mark Van Genderen**  
New WTA President - Chris Bernauer

Improved Balance Sheet



**2.1X**  
Leverage Ratio

Near Record Backlog



**\$348M**  
at Year End 2024

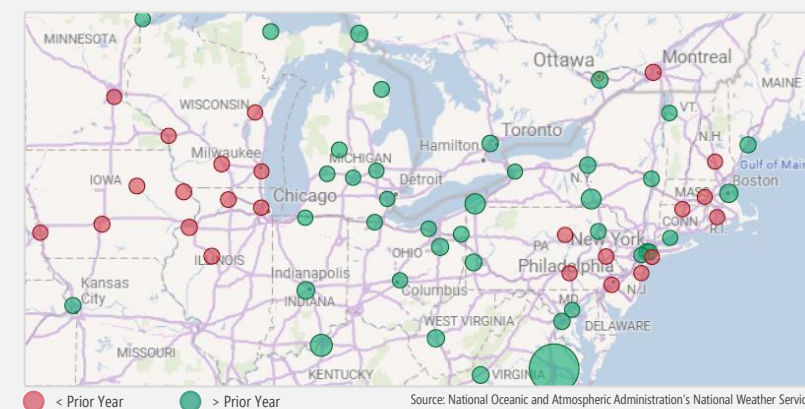
### Snowfall Totals

Oct. 2024 to  
Mar. 2025 Season

vs.

Prior Year

▲ **30%**



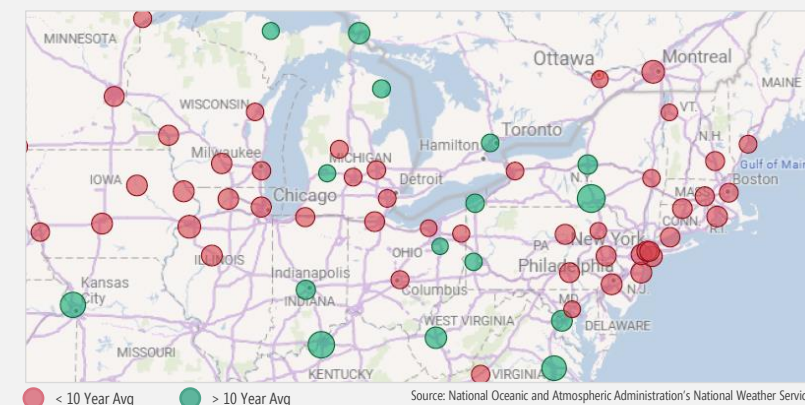
### Snowfall Totals

Oct. 2024 to  
Mar. 2025 Season

vs.

10-Year Average

▼ **12%**



\*Unless otherwise stated, all comparisons are to Q1 2024 results. For more information on Q1 2025 results, including non-GAAP reconciliations, refer to [Douglas Dynamics' Q1 2025 Earnings Release](#) or visit [Douglas Dynamics' Investor Relations website](#).

### NATHAN ELWELL

Vice President, Investor Relations

✉ [investorrelations@douglasdynamics.com](mailto:investorrelations@douglasdynamics.com)

☎ 847-530-0249

🌐 [www.douglasdynamics.com](http://www.douglasdynamics.com)