



Forward Air Corporation Earnings Presentation

2Q26

August 5, 2026

Statements & Disclaimers

Forward Looking Statements

This presentation contains “forward-looking statements” within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as: “anticipate,” “intend,” “plan,” “goal,” “seek,” “believe,” “project,” “estimate,” “expect,” “strategy,” “future,” “likely,” “may,” “should,” “will” and similar references to future periods. Forward-looking statements included in this presentation relate to: expectations regarding customer demand for services of Forward Air Corporation (“Forward,” “we,” “us” or “our”); our outlook on the freight market, including expectations regarding freight market conditions, capacity and the pace and extent of any freight market recovery; our expectations regarding operational and administrative transformations after the Omni acquisition; our projections with respect to revenue growth following the realization of such synergies; our goals to achieve sustainable growth and long-term profitability; our expectations regarding the proposed transition of a portion of business of one of our customers, including our expectations regarding the non-binding memorandum of understanding with the customer, the amount of revenue and services expected to be retained, the term of any retained services and the anticipated timing of any transition; our plans and expectations regarding the disposition of non-core assets, including the anticipated timing and completion of the sale of our Intermodal business and the expected use of proceeds therefrom; our deleveraging goals; and our future debt service requirements.

Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements.

The following is a list of factors, among others, that could cause actual results to differ materially from those contemplated by the forward-looking statements: economic factors such as recessions, inflation, higher interest rates and downturns in customer business cycles; the outcome of our review of strategic alternatives; our ability to execute on a strategic sale of non-core assets, including our Intermodal business, on the anticipated timing and terms, or at all; the risk that we do not enter into a definitive agreement with the customer with which we have entered into a non-binding memorandum of understanding, or that the customer transitions a greater portion of its business than currently anticipated or the transition otherwise occurs on terms less favorable than expected; our ability to achieve ongoing strategic, financial and other benefits as we continue to transform our business after the acquisition of Omni Logistics, including the realization of expected synergies and the achievement of deleveraging targets within the expected timeframes or at all; the risk of customer loss; the risk of management and employee loss; the creditworthiness of our customers and their ability to pay for services rendered; our inability to maintain our historical growth rate because of a decreased volume of freight or decreased average revenue per pound of freight moving through our network;

the availability and compensation of qualified Leased Capacity Providers and freight handlers as well as contracted, third-party carriers needed to serve our customers’ transportation needs; our inability to manage our information systems and the occurrence of cybersecurity risks and events; market acceptance of our service offerings; claims for property damage, personal injuries or workers’ compensation; enforcement of and changes in governmental regulations; environmental, tax, insurance and accounting matters; the handling of hazardous materials; changes in fuel prices; loss of a major customer; increasing competition and pricing pressure; evolving macroeconomic factors, including the imposition of additional tariffs, potential escalation from trading partners, the uncertainty surrounding trade policy, including the extent to which increased tariffs will affect our operations and strategic plan, and our limited visibility into the impact of tariffs on third-party shipments; our dependence on our senior management team and the potential effects of changes in employee status; seasonal trends; the occurrence of certain weather events; restrictions in our charter and bylaws; and the risks described in our Annual Report on Form 10-K for the year ended December 31, 2025, and as may be identified in our subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

We caution readers that any forward-looking statement made by us in this presentation is based only on information currently available to us, and readers should not place undue reliance on any forward-looking statement, which reflects management’s opinion only as of the date on which it is made. We undertake no obligation to publicly update any forward-looking statement, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise unless required by law.

Non-GAAP Measures

To supplement the financial measures prepared in accordance with generally accepted accounting principles in the United States (“GAAP”), we have included Adjusted EBITDA, Adjusted EBITDA Margin %, Consolidated EBITDA, Consolidated EBITDA Margin %, Adjusted Operating Income, Net Leverage Ratio, Net Debt, Reported EBITDA, Reported EBITDA Margin %, LTM Reported EBITDA, LTM Reported EBITDA Margin %, Unlevered Free Cash Flow and Adjusted Operating Cash Flow, each of which is a non-GAAP financial measure (each, a “Non-GAAP Measure”), in this presentation. The reconciliation of each Non-GAAP Measure to the most directly comparable financial measure calculated and presented in accordance with GAAP can be found in the Appendix to this presentation. Because each Non-GAAP Measure excludes certain items as described herein, it may not be indicative of the results that Forward expects to recognize for future periods. As a result, each Non-GAAP Measure should be considered in addition to, and not a substitute for, financial information prepared in accordance with GAAP. The Company is also providing Consolidated EBITDA, Liquidity, and Net Leverage Ratio calculated in accordance with Forward’s credit agreement as we believe these measures provide investors with important information regarding our liquidity, financial condition and compliance with our obligations under our credit agreement.

Agenda

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Combined Overview

02

2Q26 Results

03

Liquidity, Leverage and Cash Flow

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Investment Rationale

05

Closing Summary

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Earnings Presentation

Combined Overview

Who We Are: A Story of Transformation and Excellence

Our Heritage

Forward Air's revolutionary expedited ground freight network, established in 1981, and Omni's innovative logistics solutions, founded in 2000, represent decades of excellence in logistics innovation.

Our Combined Strength

Together, we have created a logistics powerhouse that combines Forward Air's robust North American LTL network with Omni's global logistics solutions, delivering unprecedented value and capabilities to our customers.

Our Future

This strategic union positions us as a leading force in global logistics, offering comprehensive solutions that span continents and streamline supply chains.



By the Numbers

All figures for FY25

\$2.5B

FY 2025 Revenue



\$307M

FY 2025 CEBITDA¹

6K+

Total Employees



2K+

Freight Handlers²

3.7M+

Total Shipments³



0.1%

Claims Ratio⁴

230+

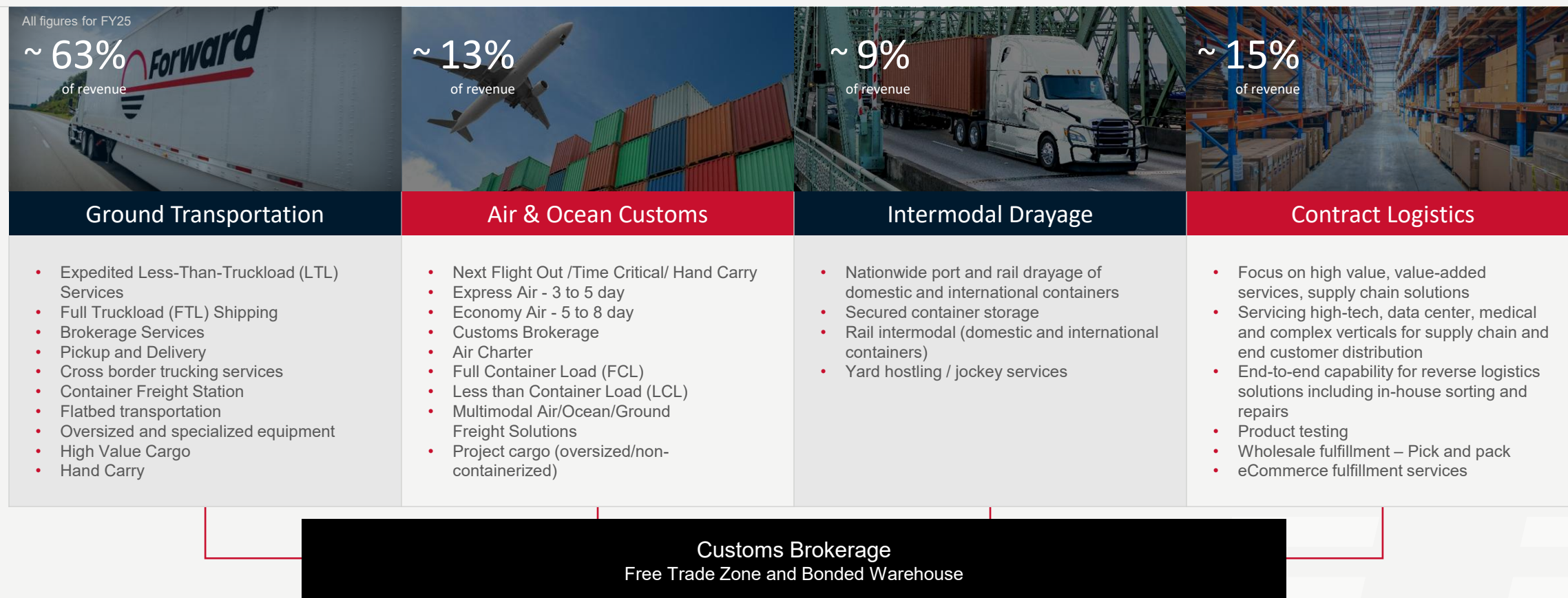
Global Facilities



21

Countries

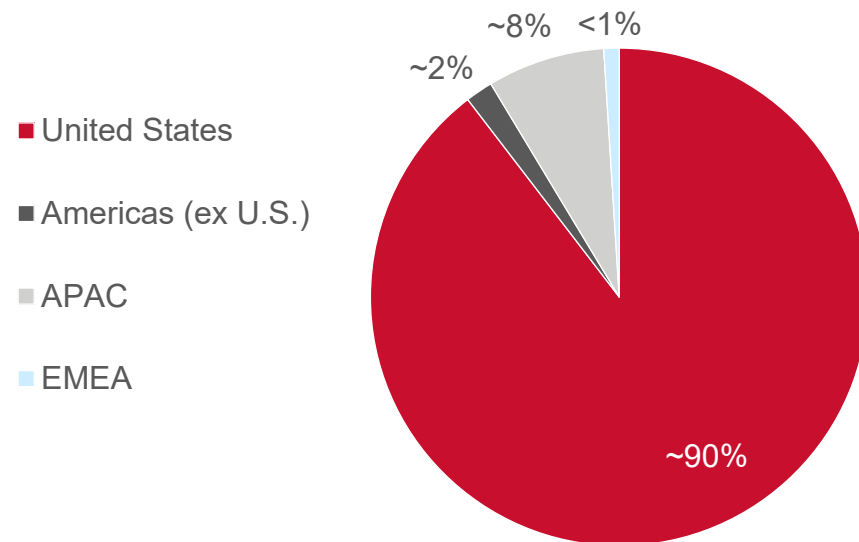
Our key product groups provide end-to-end capabilities



Scalable global footprint

All figures for FY25

FY25 Revenue % by Customer Region¹



- ~10% of revenue generated outside of the United States¹
- 230+ global facilities in 21 countries
- No single customer represents more than 10% of revenue
- Top 10 customers account for ~26% of revenue



Earnings Presentation

2Q26 Results

2Q26 Highlights

In millions, except for LTM Net Leverage

2Q26

\$673

Revenue

\$43

Adjusted Operating
Income¹

\$93

Consolidated EBITDA²

13.8% Margin

\$401

Liquidity

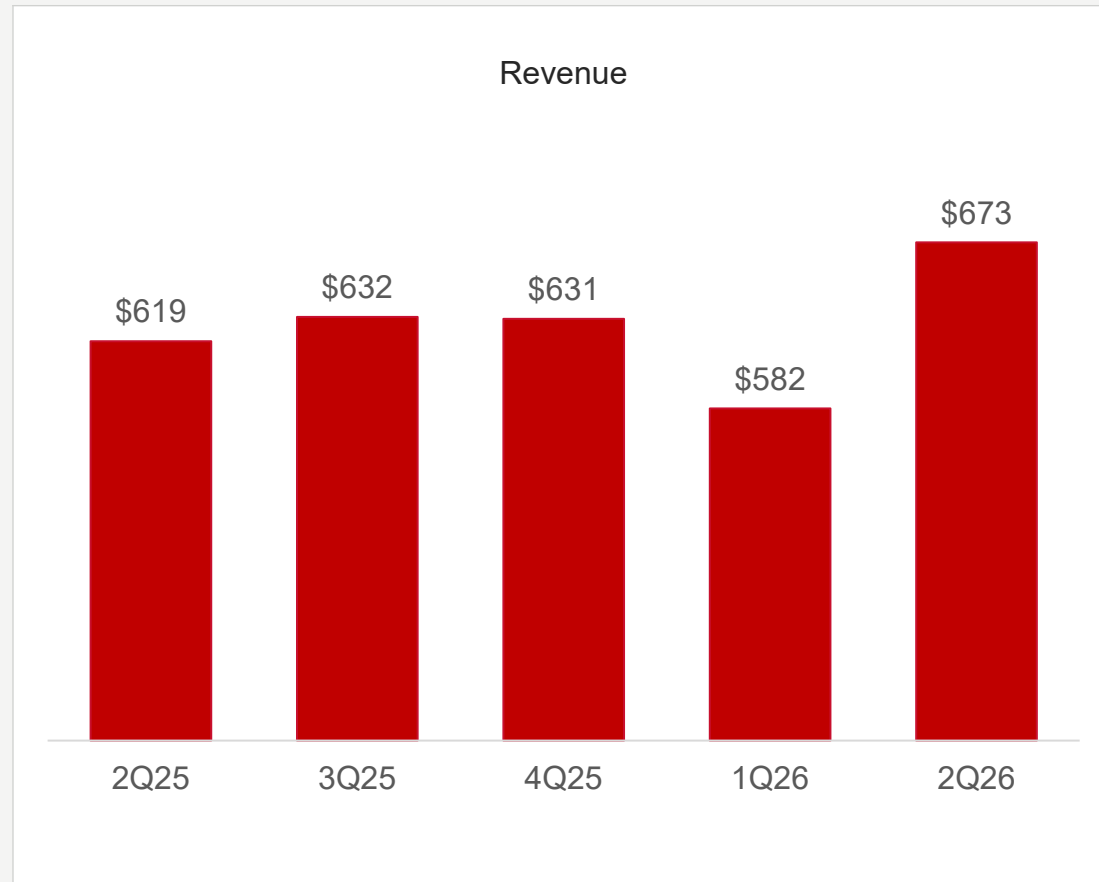
5.2x

LTM Net Leverage³

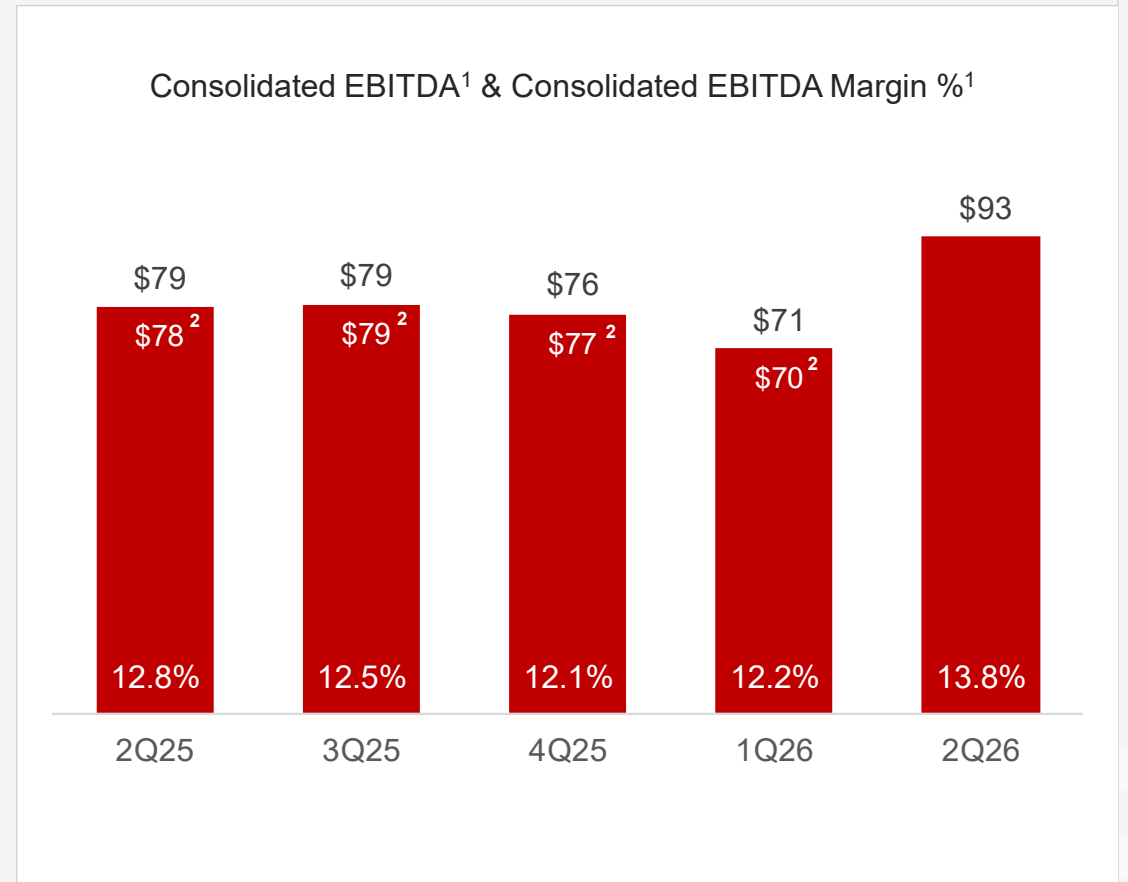
Consolidated Results by Quarter

In millions, except for margin

Revenue



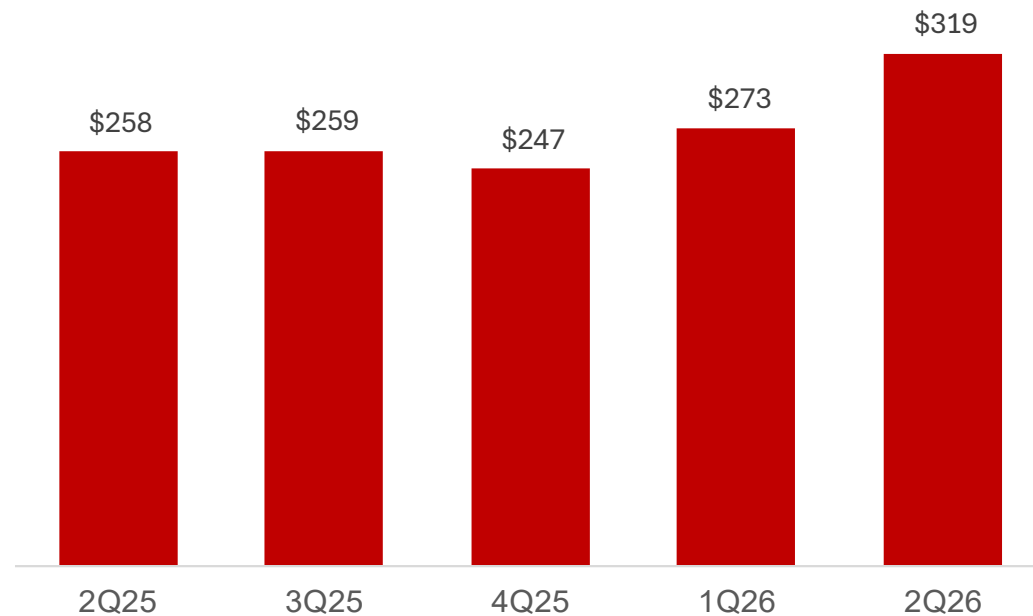
Consolidated EBITDA¹ & Consolidated EBITDA Margin %¹



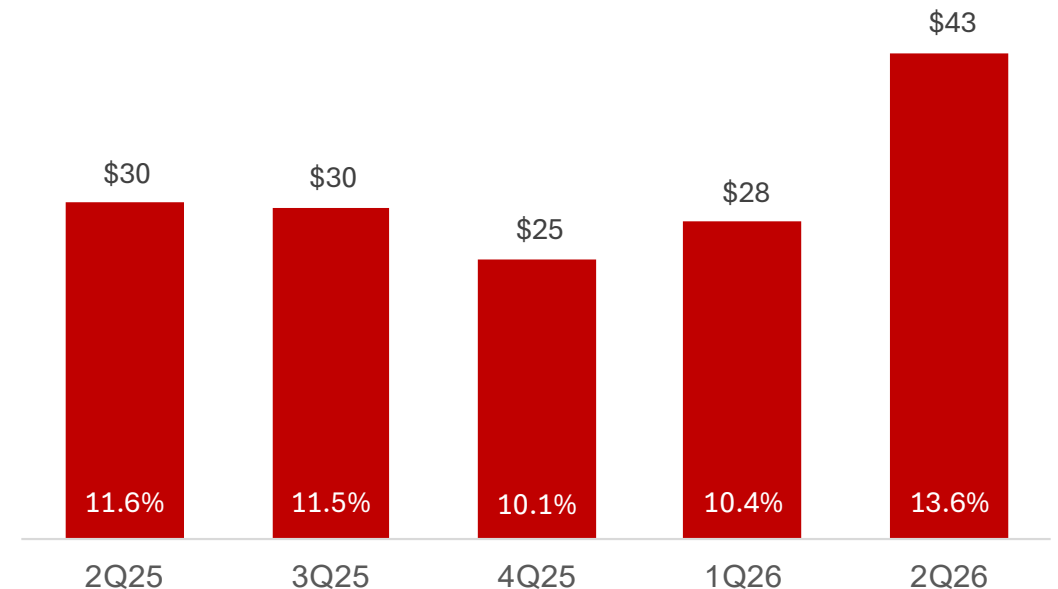
Expedited Freight Segment Results by Quarter

In millions, except for margin

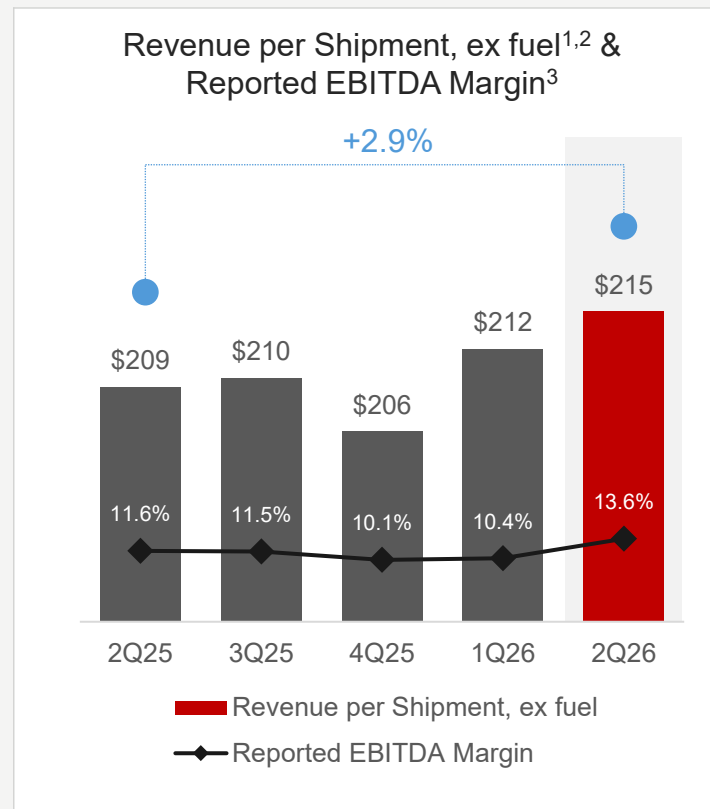
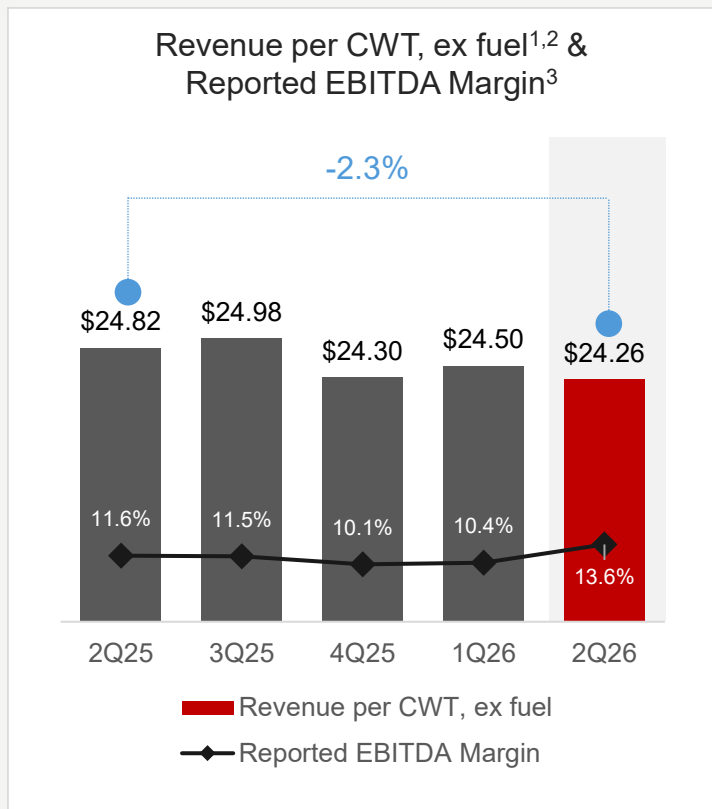
Segment Revenue¹



Reported EBITDA² & Reported EBITDA Margin²



Expedited Freight Segment: Year over year pricing and margin



- Revenue per CWT, ex fuel, was impacted by the strategy to fill underutilized capacity on specific lanes that contributed to a year over year tonnage per day increase of 6.7% and shipments per day increase of 1.7% in the second quarter
- This strategy helped the Expedited Freight segment report the best operating revenue, operating income, Reported EBITDA and margin since the beginning of 2024
- Increase in revenue per shipment, ex fuel, favorably impacted by a 5.3% increase in weight per shipment

Expedited Freight Segment Financial Results

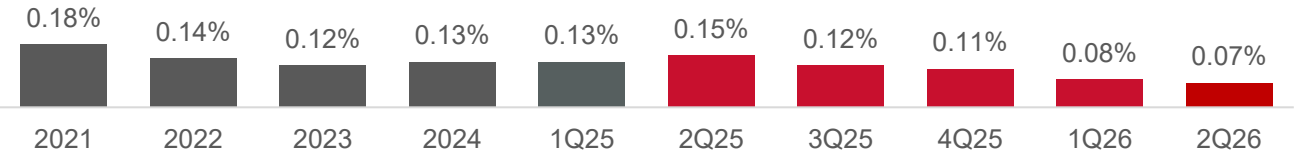
	2Q 2026	2Q 2025	Change
Revenue ¹	\$319	\$258	23.8%
Operating Income ¹	\$35	\$20	79.0%
Operating Ratio	89.1%	92.4%	3.4%
Reported EBITDA ¹	\$43	\$30	45.3%
Reported EBITDA Margin	13.6%	11.6%	2.0%
LTL Shipments per Workday ²	11.7	11.5	1.7%
LTL Tonnage per Workday ²	10,392	9,741	6.7%
LTL Revenue per Shipment ex-fuel	\$215	\$209	2.9%

1. In millions
2. In thousands



Expedited Freight Segment: Continued superior service

Expedited Freight Segment Claims Ratio¹

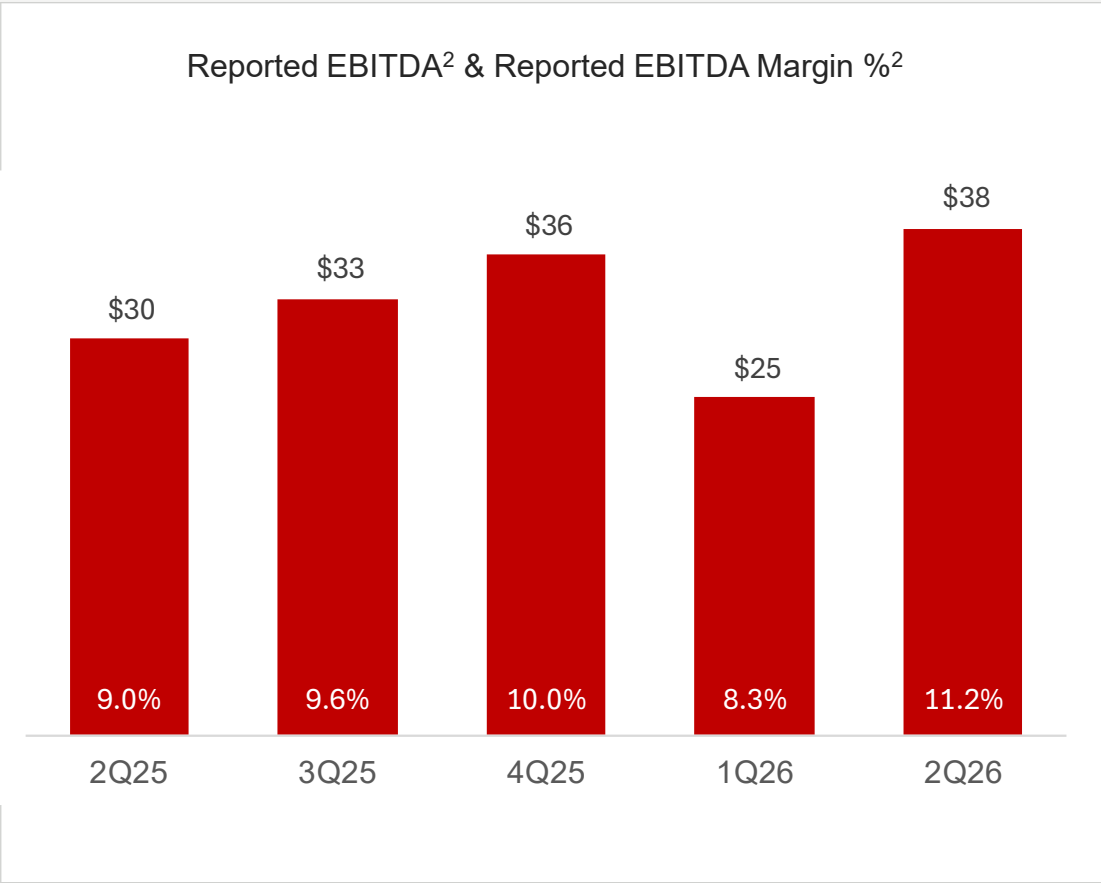
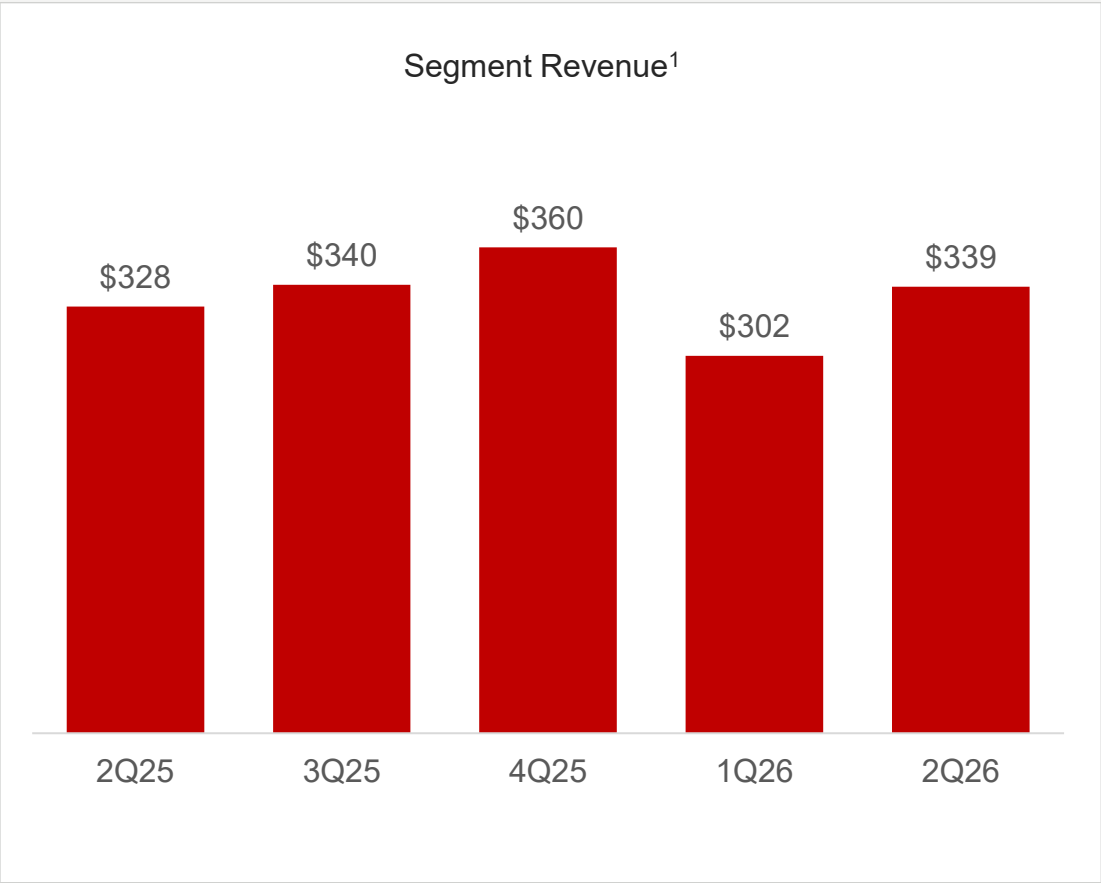


- Industry-leading claims ratio of **~0.1%**
- Superior service to 96% of all continental United States zip codes
- Maintaining priority focus on customer service during integration and transformation

1. Expedited Freight segment only. Calculated as claims amount paid divided by revenue.

Omni Logistics Segment Results by Quarter

In millions, except for margin



1. Segment totals do not include intercompany eliminations or corporate unallocated expenses
2. Reconciliation of Non-GAAP financial measures available in the Appendix. Excludes impairment of goodwill.

Omni Segment Financial Results

	2Q 2026	2Q 2025	Change
Revenue ¹	\$339	\$328	3.1%
Adjusted Operating Income ^{1,2}	\$14	\$7	nm ³
Operating Ratio	95.9%	97.8%	1.9%
Reported EBITDA ^{1,2}	\$38	\$30	27.9%
Reported EBITDA Margin	11.2%	9.0%	2.2%

1. In millions

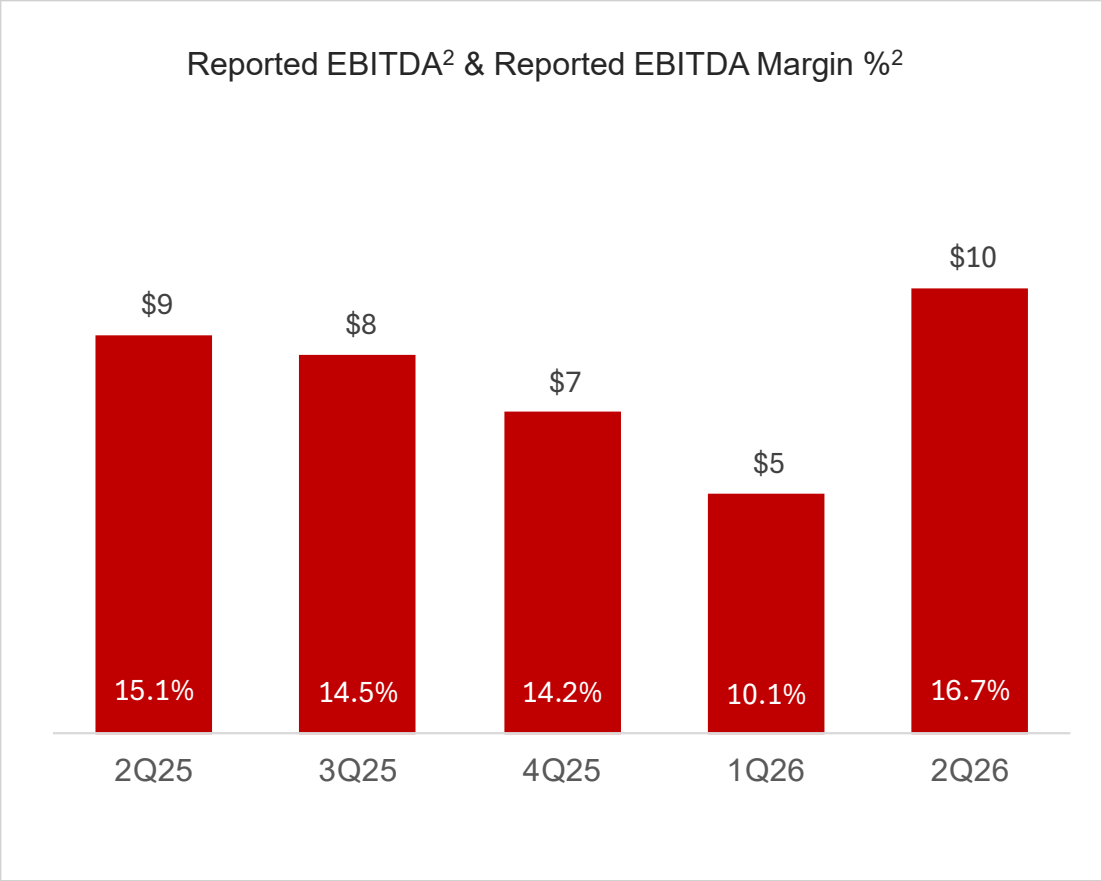
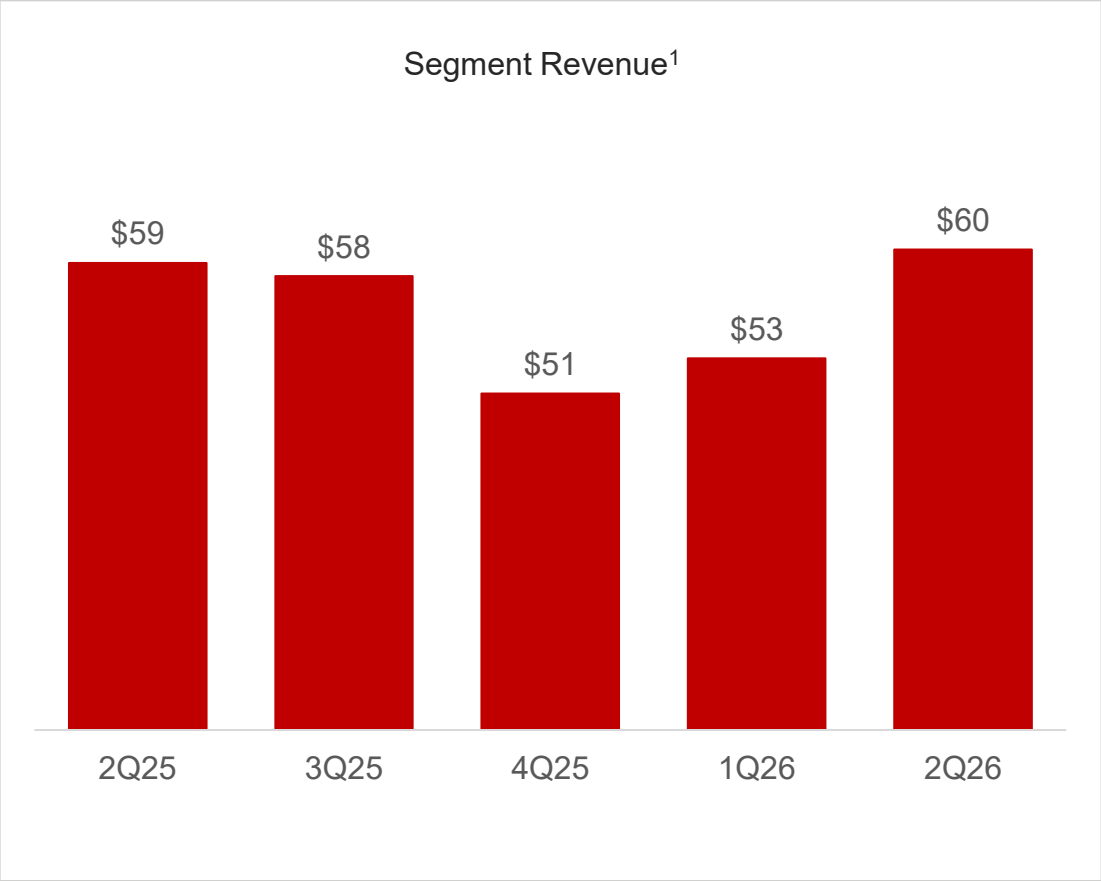
2. Reconciliation of Non-GAAP financial measures available in the Appendix . Excludes impairment of goodwill.

3. Not meaningful



Intermodal Segment Results by Quarter

In millions, except for margin

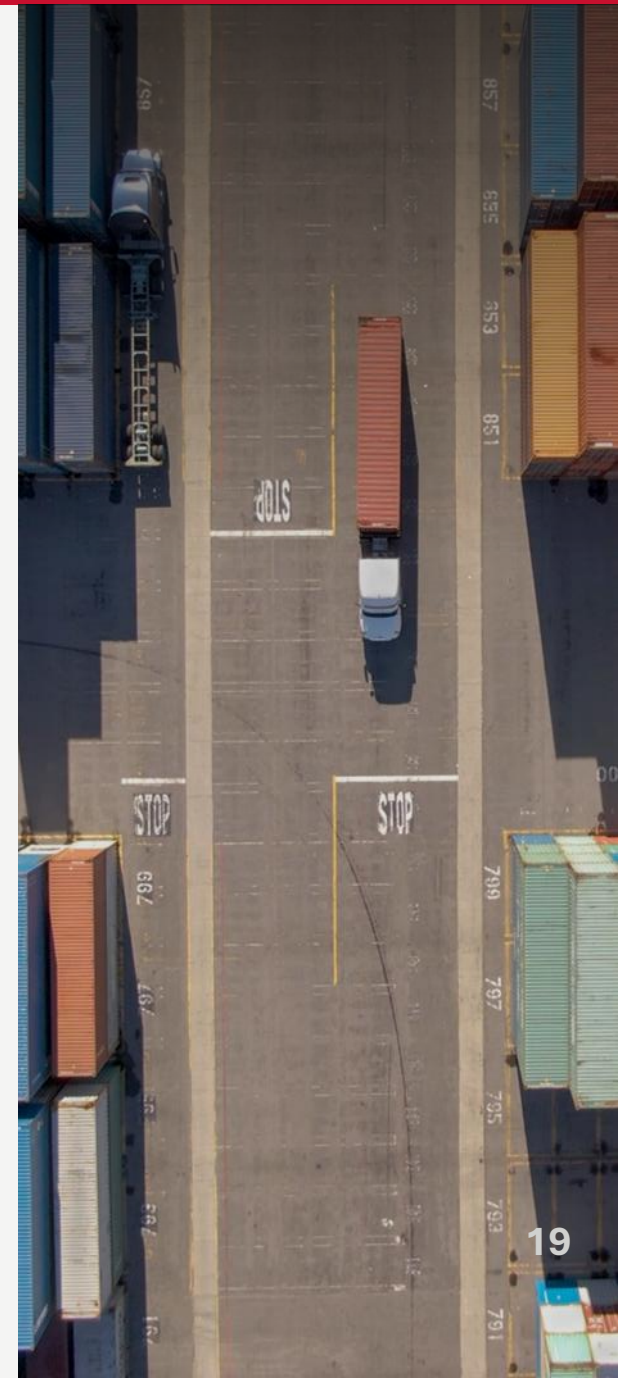


1. Segment totals do not include intercompany eliminations or corporate unallocated expenses
2. Reconciliation of Non-GAAP financial measures available in the Appendix.

Intermodal Segment Financial Results

	2Q 2026	2Q 2025	Change
Revenue ¹	\$60	\$59	1.0%
Operating Income ¹	\$6	\$4	38.2%
Operating Ratio	89.8%	92.5%	2.8%
Reported EBITDA ¹	\$10	\$9	12.0%
Reported EBITDA Margin	16.7%	15.1%	1.6%
Drayage Shipments	61,909	62,313	(0.6%)
Drayage Revenue per Shipment	\$942	\$862	9.3%

1. In millions





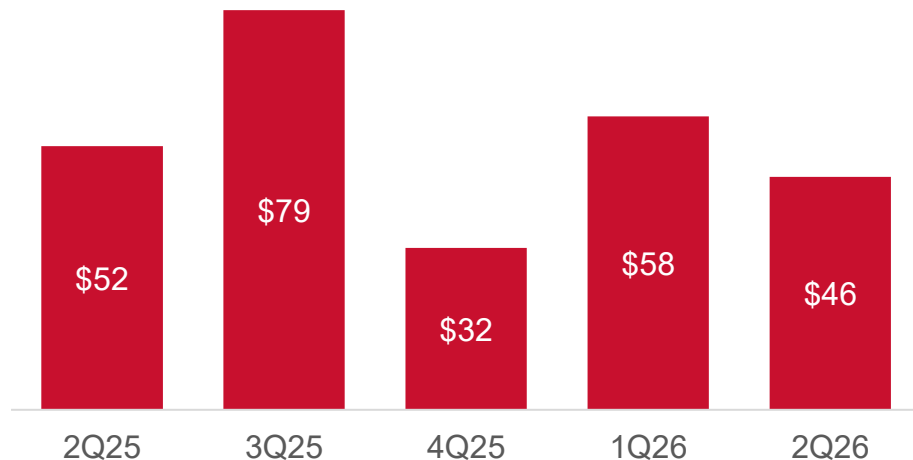
Earnings Presentation

Liquidity, Leverage and Cash Flow

Resilient cash generation

In millions

Operating Cash Flow¹



Change in Cash

(+) Debt Service

(-) Proceeds from the sale of a Business, net

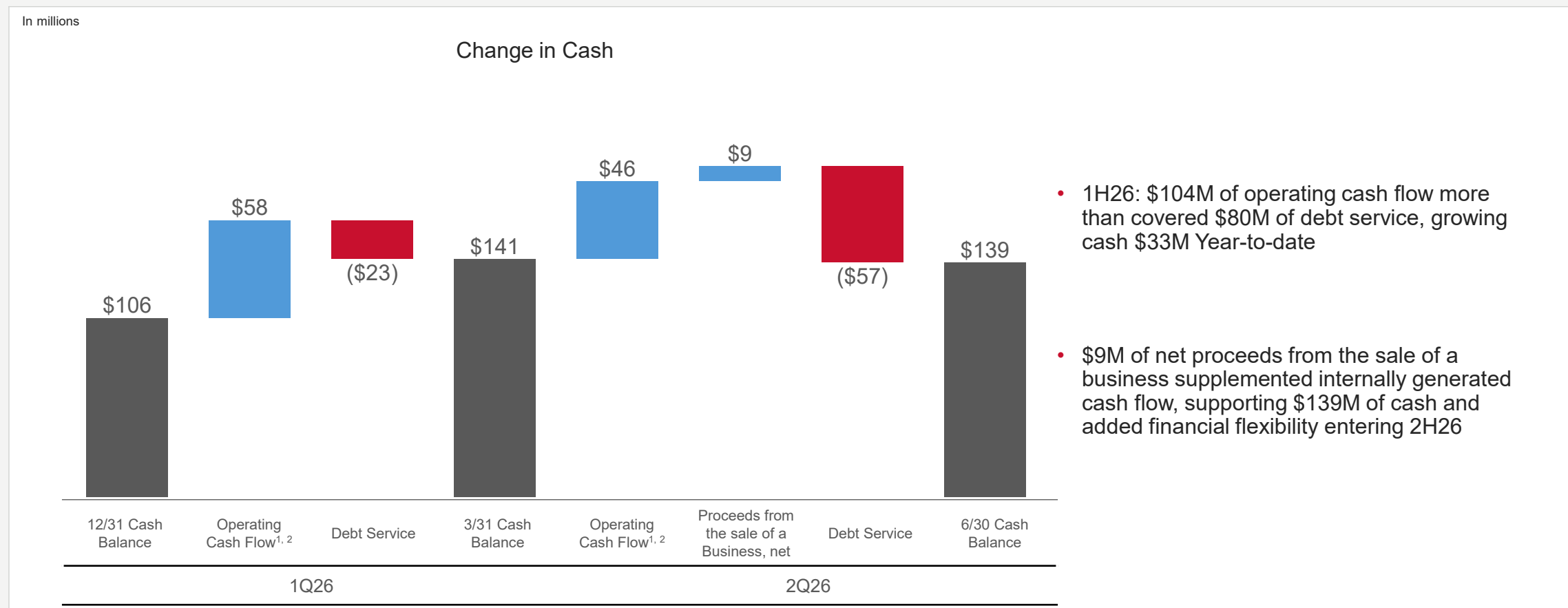
Unlevered Free Cash Flow¹

(+) Transaction/Integration Fees

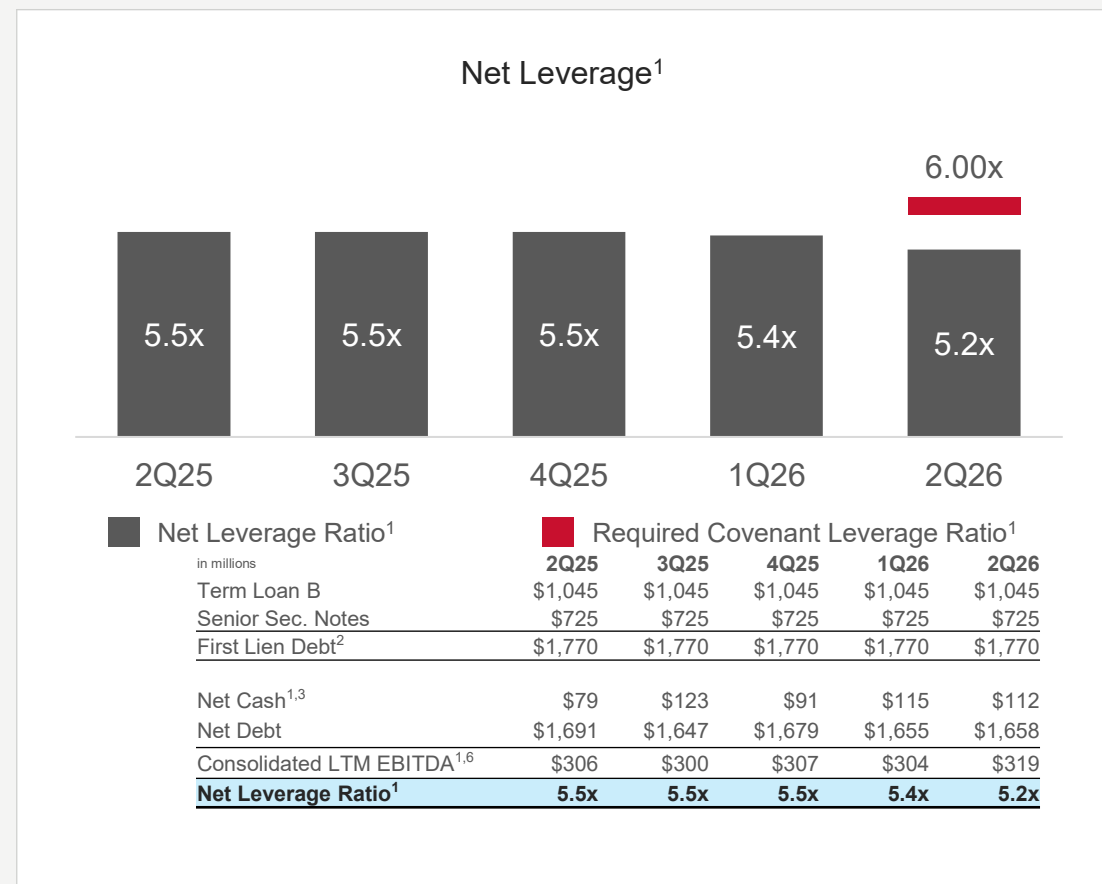
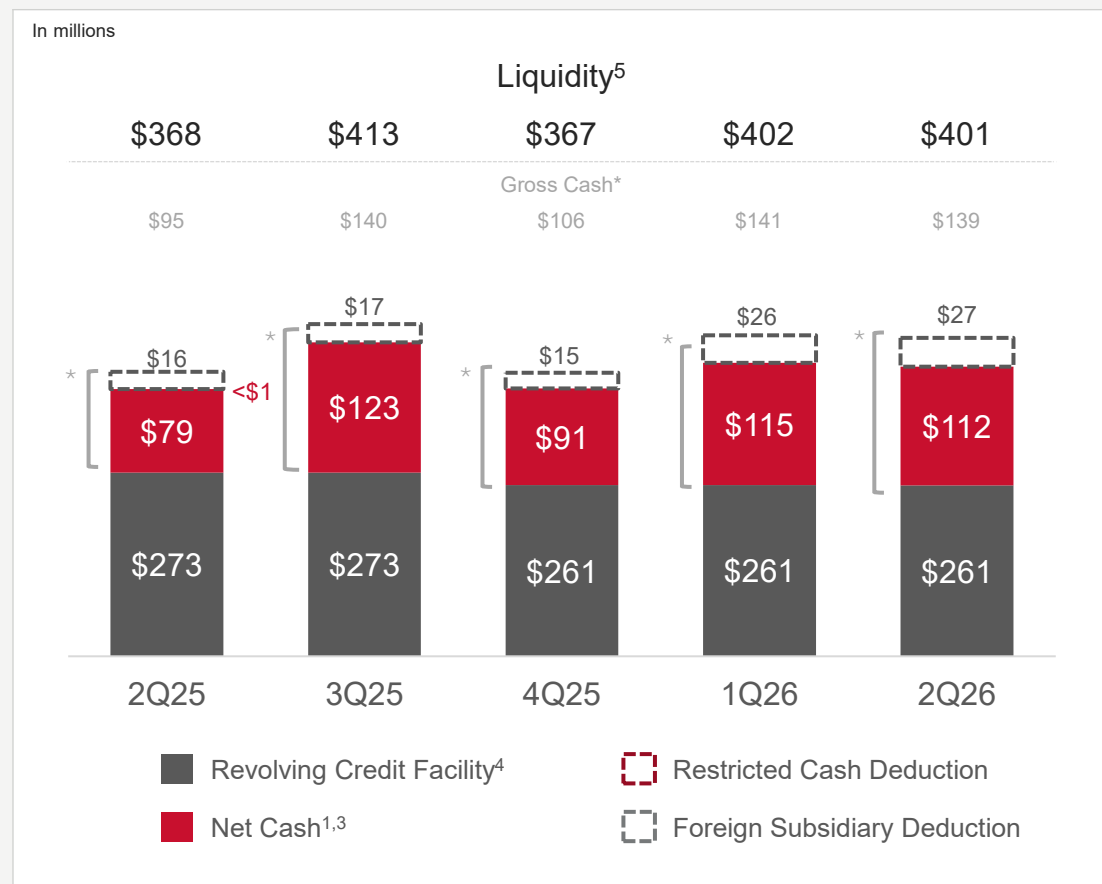
Operating Cash Flow¹

	1Q25	2Q25	3Q25	4Q25	1Q26	2Q26
Change in Cash	\$11	(\$21)	\$45	(\$34)	\$35	(\$2)
(+) Debt Service	25	59	24	58	23	57
(-) Proceeds from the sale of a Business, net	--	--	--	--	--	(9)
Unlevered Free Cash Flow ¹	\$37	\$38	\$70	\$24	\$58	\$46
(+) Transaction/Integration Fees	9	14	10	8	--	--
Operating Cash Flow ¹	\$46	\$52	\$79	\$32	\$58 ²	\$46 ²

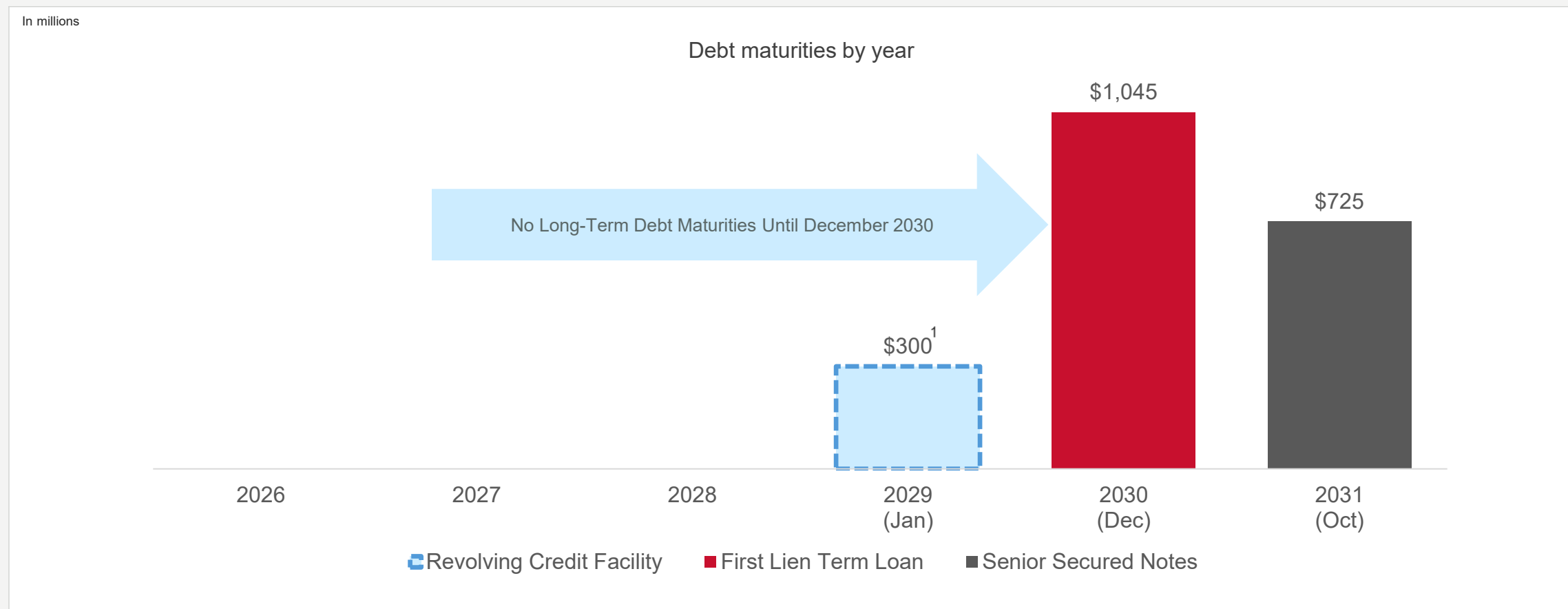
1H26 Cash Bridge



Liquidity and Leverage



No debt maturities over the next 4 years





Earnings Presentation

Investment Rationale

Laying the foundation for future profitable growth

Strong brand, customer value proposition and loyalty

Robust North American LTL network with international logistics capabilities

Superior service with consistently low claims ratio of 0.1%¹

Differentiated and diversified solutions with global scale

Highly customizable and specialized service offering of vertically-integrated solutions

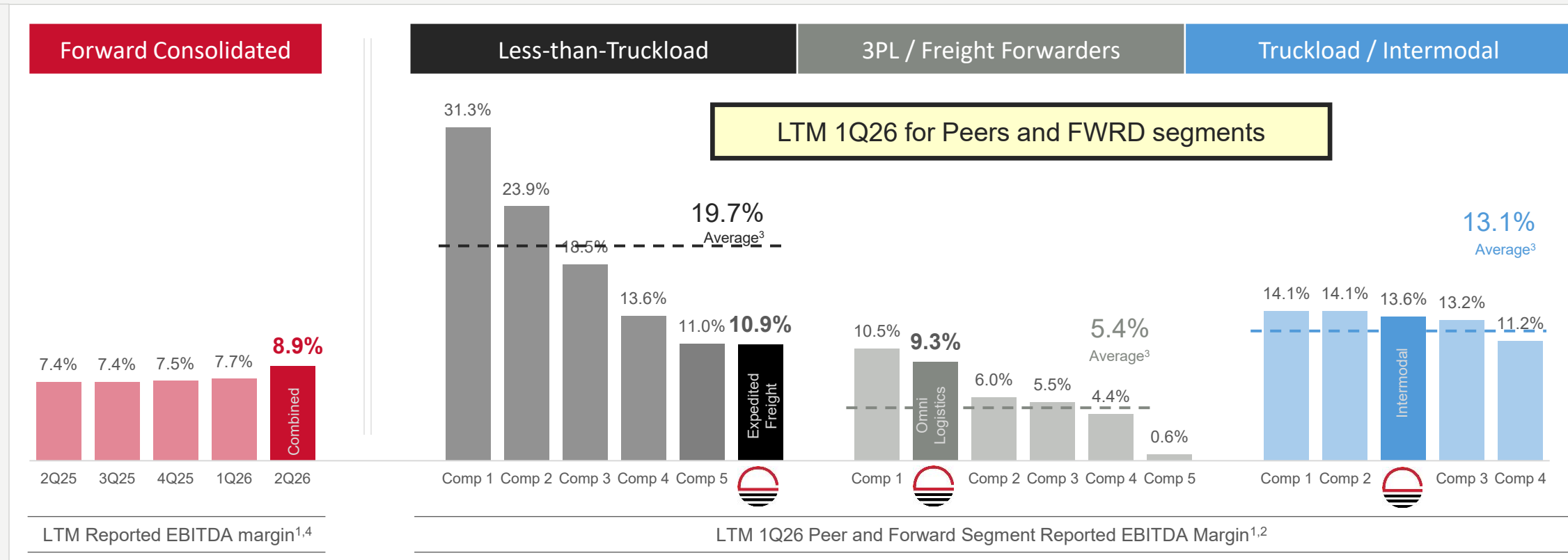
Scalable growth with over 230 global facilities in 21 countries

Rationalized cost structure poised for profitable growth

Asset-light business model with normalizing free cash flow generation

Improved consolidated Reported EBITDA margin, excluding goodwill, by 320 basis points in 2025 compared to 2024²

Meaningful upside as we close margin gap with peers



Closing Summary

01

Reports highest quarterly operating revenue in company history

02

Expedited Freight segment leads strong quarter and reports best results since the beginning of 2024

03

Intermodal segment reports best Reported EBITDA in five quarters and best margin in six quarters

04

Liquidity remains robust at \$401 million

05

Seeing the benefits of diversified product portfolio



Earnings Presentation

Appendix

Quarterly Net Income to Adjusted and Consolidated EBITDA Reconciliation

In millions, except for margin

Adjusted & Consolidated EBITDA Reconciliation	2Q25	3Q25	4Q25	1Q26	2Q26	LTM (6/30/2026)
Net (loss) income	(\$20)	(\$24)	(\$36)	(\$40)	(\$246)	(\$346)
Interest expense	45	45	45	44	44	177
Income tax (benefit) expense	(17)	0	(9)	2	(0)	(7)
Depreciation and amortization	37	38	41	39	38	155
Reported EBITDA¹	\$45	\$59	\$41	\$44	(\$164)	(\$21)
Impairment of goodwill	--	--	--	--	244	244
Transaction and integration costs	6	6	6	3	5	19
Discontinued Operations/Final Mile	--	--	--	--	2	2
Severance costs	1	3	1	1	1	5
Change in TRA Liability	7	(6)	(3)	17	(1)	7
Optimization project costs	1	1	--	--	0	1
Abandoned software project costs	--	--	20	(0)	0	20
Gain on disposition of business, net ³	--	--	--	--	(3)	(3)
Other	14	12	11	7	8	38
Adjusted EBITDA¹	\$74	\$75	\$76	\$70	\$92	\$313
Pro forma of dispositions	1	(0)	(1)	0	1	1
3Q 2025 Cost Reduction Initiatives	3	3	--	--	--	3
4Q 2025 Cost Reduction Initiatives	1	1	1	--	--	3
Consolidated EBITDA^{1,2}	\$79	\$79	\$76	\$71	\$93	\$319
Consolidated First Lien Indebtedness						1,770
Net Cash & Cash Equivalents						(112)
Net Debt						\$1,658
<i>Consolidated First Lien Net Leverage Ratio</i>						5.2x

LTM Net Income to Adjusted and Consolidated EBITDA Reconciliation

In millions

Adjusted & Consolidated EBITDA Reconciliation	LTM 2Q25	LTM 3Q25	LTM 4Q25	LTM 1Q26	LTM 2Q26
Net (loss) income	(\$151)	(\$141)	(\$142)	(\$121)	(\$346)
Interest expense	192	184	181	179	177
Income tax (benefit) expense	71	70	(5)	(23)	(7)
Depreciation and amortization	138	150	153	154	155
Reported EBITDA¹	\$250	\$263	\$186	\$189	(\$21)
Impairment of goodwill	(64)	(79)	--	--	244
Transaction and integration costs	29	36	31	20	19
Discontinued Operations/Final Mile	--	--	--	--	2
Severance costs	7	7	6	5	5
Change in TRA Liability	7	1	(2)	15	7
Optimization project costs	12	13	3	2	1
Abandoned software project costs	--	--	20	20	20
Gain on disposition of business, net ³	--	--	--	--	(3)
Other	41	40	49	44	38
Adjusted EBITDA¹	\$281	\$281	\$293	\$294	\$313
Pro forma synergies	6	1	--	--	--
Pro forma savings	11	5	--	--	--
Pro forma of dispositions	(3)	(2)	--	0	1
3Q 2025 Cost Reduction Initiatives	9	12	9	6	3
4Q 2025 Cost Reduction Initiatives	2	3	5	4	3
Consolidated EBITDA^{1,2}	\$306	\$300	\$307	\$304	\$319

1. Non-GAAP financial measures. Totals may not foot due to rounding.

2. Consolidated EBITDA calculated pursuant to the Senior Secured Loan Credit Agreement.

3. Net of transaction costs incurred at closing; excludes disposition-related costs expensed in prior periods.

Consolidated LTM Financials by Quarter

In millions, except for margin

Consolidated ¹	LTM 2Q25	LTM 3Q25	LTM 4Q25	LTM 1Q26	LTM 2Q26
Operating revenue	\$2,521	\$2,497	\$2,495	\$2,464	\$2,518
Operating expenses					
Purchased transportation	1,260	1,243	1,244	1,224	1,257
Salaries, wages, and employee benefits	551	549	536	509	494
Operating leases	195	199	204	205	206
Depreciation and amortization	138	150	153	154	155
Insurance and claims	68	63	59	57	56
Fuel expense	21	21	20	19	21
Other operating expenses	230	235	243	243	255
Impairment of goodwill	(64)	(79)	--	--	244
Total operating expenses	2,398	2,382	2,459	2,412	2,687
Operating income (loss)	\$123	\$115	\$36	\$52	(\$169)
(+) Impairment of goodwill	(64)	(79)	--	--	244
Adjusted operating income (loss)	59	36	36	52	75
(+) Depreciation and amortization	138	150	153	154	155
(+) Other ²	(9)	(1)	(3)	(17)	(7)
Reported EBITDA excluding impairment and other non-operating adjustments	\$187	\$185	\$186	\$189	\$223
Reported EBITDA Margin % excluding impairment and other non-operating adjustments	7.4%	7.4%	7.5%	7.7%	8.9%

GAAP to Non-GAAP Reconciliation

In millions

Adjusted Operating Income Reconciliation		2Q26
Operating Loss		(\$201)
(+) Impairment of Goodwill		\$244
Adjusted Operating Income		\$ 43

Segment Performance – Expedited Freight

In millions, except for margin

Expedited Freight^{1,2}	2Q25	3Q25	4Q25	1Q26	2Q26	LTM 1Q26	LTM 2Q26
Operating revenue	\$258	\$259	\$247	\$273	\$319	\$1,036	\$1,097
Operating expenses							
Purchased transportation	124	125	122	142	168	513	556
Salaries, wages, and employee benefits	54	54	50	56	58	213	217
Operating leases	17	16	16	16	16	64	64
Depreciation and amortization	10	10	10	8	8	39	37
Insurance and claims	11	10	9	10	10	41	40
Fuel expense	3	2	2	2	4	9	10
Other operating expenses	19	21	24	19	20	83	84
Total operating expenses	238	239	232	253	284	962	1,008
Operating income (loss)	\$20	\$19	\$15	\$20	\$35	\$74	\$90
(+) Depreciation and amortization	10	10	10	8	8	39	37
Reported EBITDA	\$30	\$30	\$25	\$28	\$43	\$113	\$126
Reported EBITDA Margin %	11.6%	11.5%	10.1%	10.4%	13.6%	10.9%	11.5%

Segment Performance – Omni Logistics

In millions, except for margin

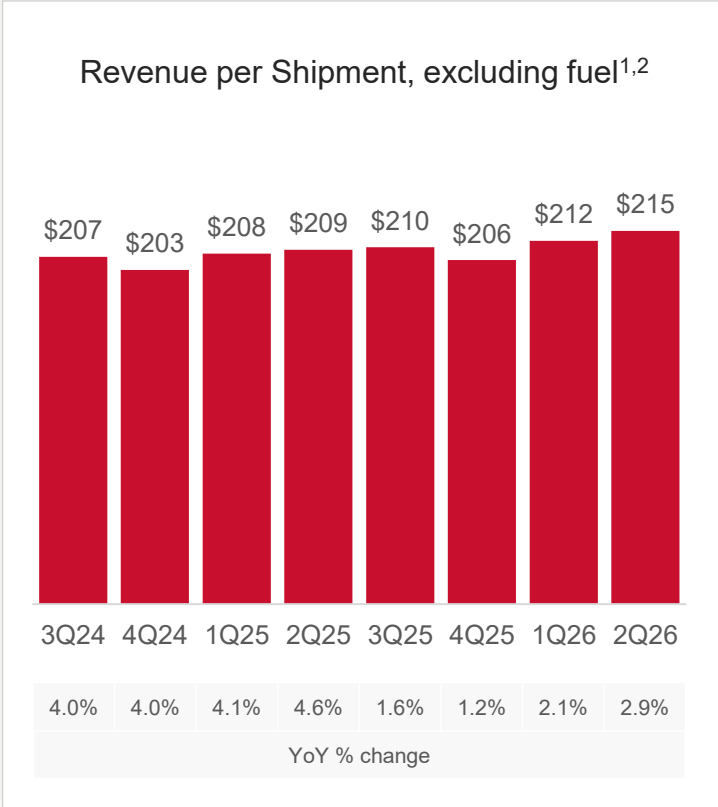
Omni Logistics ^{1,2}	2Q25	3Q25	4Q25	1Q26	2Q26	LTM 1Q26	LTM 2Q26
Operating revenue	\$328	\$340	\$360	\$302	\$339	\$1,330	\$1,340
Operating expenses							
Purchased transportation	185	196	208	169	190	758	763
Salaries, wages, and employee benefits	62	58	55	53	62	229	229
Operating leases	26	30	32	28	27	115	117
Depreciation and amortization	22	23	26	24	24	96	97
Insurance and claims	1	(0)	1	0	0	3	2
Fuel expense	1	1	1	1	0	3	3
Other operating expenses	24	22	27	26	20	99	95
Impairment of goodwill	--	--	--	--	244	--	244
Total operating expenses	321	330	350	302	569	1,303	1,550
Operating income (loss)	\$7	\$10	\$10	\$1	(\$230)	\$27	(\$210)
(+) Impairment of goodwill	--	--	--	--	244	--	244
Adjusted operating income (loss)	\$7	\$10	\$10	\$1	\$14	\$27	\$34
(+) Depreciation and amortization	22	23	26	24	24	96	97
Reported EBITDA³	\$30	\$33	\$36	\$25	\$38	\$123	\$132
Reported EBITDA Margin %³	9.0%	9.6%	10.0%	8.3%	11.2%	9.3%	9.8%

Segment Performance – Intermodal

In millions, except for margin

Intermodal ^{1,2}	2Q25	3Q25	4Q25	1Q26	2Q26	LTM 1Q26	LTM 2Q26
Operating revenue	\$59	\$58	\$51	\$53	\$60	\$221	\$222
Operating expenses							
Purchased transportation	20	19	17	19	22	76	78
Salaries, wages, and employee benefits	15	14	12	14	14	55	54
Operating leases	5	6	5	6	6	22	23
Depreciation and amortization	5	4	4	4	4	17	17
Insurance and claims	3	3	3	3	2	12	10
Fuel expense	2	2	1	2	3	8	8
Other operating expenses	4	5	5	4	3	18	17
Total operating expenses	55	54	48	52	54	209	207
Operating income (loss)	\$4	\$4	\$3	\$1	\$6	\$13	\$14
(+) Depreciation and amortization	5	4	4	4	4	17	17
Reported EBITDA	\$9	\$8	\$7	\$5	\$10	\$30	\$31
Reported EBITDA Margin %	15.1%	14.5%	14.2%	10.1%	16.7%	13.6%	14.0%

Expedited Freight Segment Operating Metrics



1. Excludes accessorial and Truckload products.
2. Includes intercompany revenue between the Network and Truckload revenue streams.



Forward Air Corporation (NASDAQ: FWRD)

IR Contact | Tony Carreño

✉ investorrelations@forwardair.com

🌐 <https://ir.forwardaircorp.com>