

Covenant Transportation Group, Inc. – 1st Quarter 2020 Financial Statistics

Last year information is either: 1) the average for the first quarter or 2) the end of the quarter of March 31, 2019.

Fleet Information

- Seated team units—averaged 900 (or 31.1% of seated fleet) during the quarter versus 865 (or 29.3% of seated fleet) last year
 - Highway Services—averaged 831 (or 65.4% of HS fleet) during Q1-20 vs 740 (or 57.6% of HS fleet) last year
 - Dedicated—averaged 69 (or 4.2% of Dedicated fleet) during Q1-20 vs 125 (or 7.5% of Dedicated fleet) last year
- Average age of tractors – 1.8 years versus 2.3 years last year
- Average age of trailers – 4.3 years versus 3.9 years last year
- Owner operators – Averaged 297 – accounted for 12.0% of the miles this quarter versus 12.6% of the miles last year
- Open trucks, including wrecks – Averaged 3.1% this quarter versus 5.4% last year

Balance Sheet and Cash Flow Information

- Cash flow from operating activities - \$3.5 million used versus \$9.0 million provided last year
- Capital expenditures, net of proceeds from dispositions - \$16.7 million during the quarter
- Cash and cash equivalents - \$39.7 million versus \$31.0 million last year
- Average receivable days outstanding – 35.4 days versus 34.6 days last year
- Available borrowing capacity under our revolving credit facility - \$35.6 million versus \$32.0 million last year
- Total indebtedness on various debt instruments, net of cash - \$336.7 million versus \$304.6 million at 12/31/19
- Total indebtedness, net of cash to total capitalization ratio – 50.6% versus 46.5% at 12/31/19
- Tangible book value per end-of-quarter basic share - \$15.05 versus \$15.07 at 12/31/19
- Factoring division net funds employed increased \$24.2 million to \$106.6 million at 3/31/20 vs \$82.4 million at 12/31/19
- Purchased 1,429,204 shares of common stock for \$17.5 million during the quarter before suspending our stock repurchase plan on 3/26/20. Reduced basic outstanding share count to 17,087,624 at 3/31/20

Other Information

- Revenue equipment rental expense – \$5.8 million during the quarter compared to \$5.4 million last year
- Total truck miles increased 1.0% versus a year ago while total average trucks decreased 4.3% versus a year ago
- Deadhead percentage – 9.2% versus 10.0% last year
- Average length of haul – 605 miles during the quarter versus 621 miles last year

Selected Segment Information

	Average Trucks	Avg Truck Change vs. Q1-2019	Length of Haul	1 st Quarter 2020 Percent of Truckload Freight Revenue	Revenue Change vs. Q1-2019
Highway Services TL	1,311	(5.8%)	1,027	52.4%	(1.0%)
Dedicated TL	<u>1,676</u>	<u>(3.1%)</u>	<u>424</u>	<u>47.6%</u>	<u>(2.5%)</u>
Combined Truckload	<u>2,987</u>	<u>(4.3%)</u>	<u>605</u>	<u>100.0%</u>	<u>(1.7%)</u>

(In \$000s)	Q1-20 Revenues	Q1-19 Revenues	% Change
Brokerage	\$21,779	\$24,307	(10.4%)
TMS	8,958	8,370	+7.0%
Warehousing	<u>11,996</u>	<u>11,831</u>	<u>+1.4%</u>
Total Managed Freight	<u>\$42,733</u>	<u>\$44,508</u>	<u>(4.0%)</u>
Factoring	<u>\$2,739</u>	<u>\$1,848</u>	<u>+48.2%</u>