



Scotty Kessler joins MCI as Regional Vice President Canadian Sales

August 16, 2022

Kessler to lead Canadian New and Pre-Owned Coach Sales

Des Plaines, Illinois, USA – August 12, 2022: (TSX: NFI, OTC: NFYEF, TSX: NFI.DB) Motor Coach Industries (“MCI”), North America’s public and private market motor coach leader with fabrication, manufacturing, and service centers in the United States and Canada, and a subsidiary of NFI Group Inc. (“NFI”), a leading independent bus and coach manufacturer, and a leader in electric mass mobility solutions, today announced that Scotty Kessler joined the MCI Sales Team as the Regional Vice President for Canadian New and Pre-Owned Coach Sales. Based in Montreal, Canada, Scotty brings 15 years of sales experience to the MCI team and will be responsible for new and pre-owned coach sales to private operators in Canada. Scotty’s career also spans 14 years of experience as a professional auctioneer, which coupled with his hard work and dedication, earned Scotty two Champions Club awards at his previous position for top-performing sales in Canada, both in 2018 and 2021.

“Scotty brings a wealth of sales experience to MCI, and we are glad to welcome him to our team. Scotty’s record of professional accomplishments illustrates his unwavering commitment to building strong customer relationships and loyalty,” said Patricia Ziska, Vice President, Private Market Sales, MCI. “Leveraging his expertise in sales, auctioning, customer relationship building, and business training, Scotty will lead our Canadian sales, helping our customers to expand their fleets with MCI’s industry-leading products.”

Fluent in English and French, Scotty brings a customer-focused approach to transportation sales. After graduating from The Missouri Auction school, where he gained a high-energy selling style and understanding of new and pre-owned vehicle sales, Scotty started his career as a professional auctioneer before transitioning to a sales position with his prior employer Leeds Transit Inc. During his career, Scotty established professional relationships with customers who purchased both motor coaches and school buses, making a smooth transition into his new role at MCI.

About MCI

MCI is North America’s public and private market motor coach leader. Products include the luxury J-Series (an industry best-seller for over a decade), the workhorse D-Series, and the brand new zero-emission luxury and commuter coaches: the battery-electric J4500 CHARGE™ and MCI D45 CRT LE CHARGE™. MCI also provides maintenance, repair, 24-hour roadside assistance, parts, and technician training through the industry’s only Automotive Service Excellence (ASE) accredited and award-winning MCI Academy.

About NFI

Leveraging 450 years of combined experience, NFI is leading the electrification of mass mobility around the world. With zero-emission buses and coaches, infrastructure, and technology, NFI meets today’s urban demands for scalable smart mobility solutions. Together, NFI is enabling more livable cities through connected, clean, and sustainable transportation.

With 7,500 team members in nine countries, NFI is a leading global bus manufacturer of mass mobility solutions under the brands New Flyer® (heavy-duty transit buses), MCI® (motor coaches), Alexander Dennis Limited (single and double-deck buses), Plaxton (motor coaches), ARBOC® (low-floor cutaway and medium-duty buses), and NFI Parts™. NFI currently offers the widest range of sustainable drive systems available, including zero-emission electric (trolley, battery, and fuel cell), natural gas, electric hybrid, and clean diesel. In total, NFI supports its installed base of over 105,000 buses and coaches around the world. NFI’s common shares trade on the Toronto Stock Exchange (“TSX”) under the symbol NFI and its convertible unsecured debentures trade on the TSX under the symbol NFI.DB. News and information is available at www.nfigroup.com, www.newflyer.com, www.mcicoach.com, www.nfi.parts, www.alexander-dennis.com, www.arbocsv.com, and www.carfaircomposites.com.

Forward-Looking Statement

This press release may contain forward-looking statements relating to expected future events and financial and operating results of NFI Group that involve risks and uncertainties. Although the forward-looking statements contained in this press release are based upon what management believes to be reasonable assumptions, investors cannot be assured that actual results will be consistent with these forward-looking statements, and the differences may be material. Actual results may differ materially from management expectations as projected in such forward-looking statements for a variety of reasons, including market and general economic conditions and economic conditions of and funding availability for customers to purchase buses and to purchase parts or services; customers may not exercise options to purchase additional buses; the ability of customers to suspend or terminate contracts for convenience; production may be delayed or production rates may be decreased as a result of the pandemic or ongoing and future supply chain disruptions and shortages of parts and components, shipping and freight delays, and disruption to labor supply; and the other risks and uncertainties discussed in the materials filed with the Canadian securities regulatory authorities and available on SEDAR at www.sedar.com. Due to the potential impact of these factors, the NFI Group disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, unless required by applicable law.

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