



Universal Technical Institute Sidoti Spring Conference

March 23, 2022

2022 Universal Technical Institute, Inc. All rights reserved.

For additional financial information please see Company public filings and the Financials section of our investor website

Forward-Looking Statements

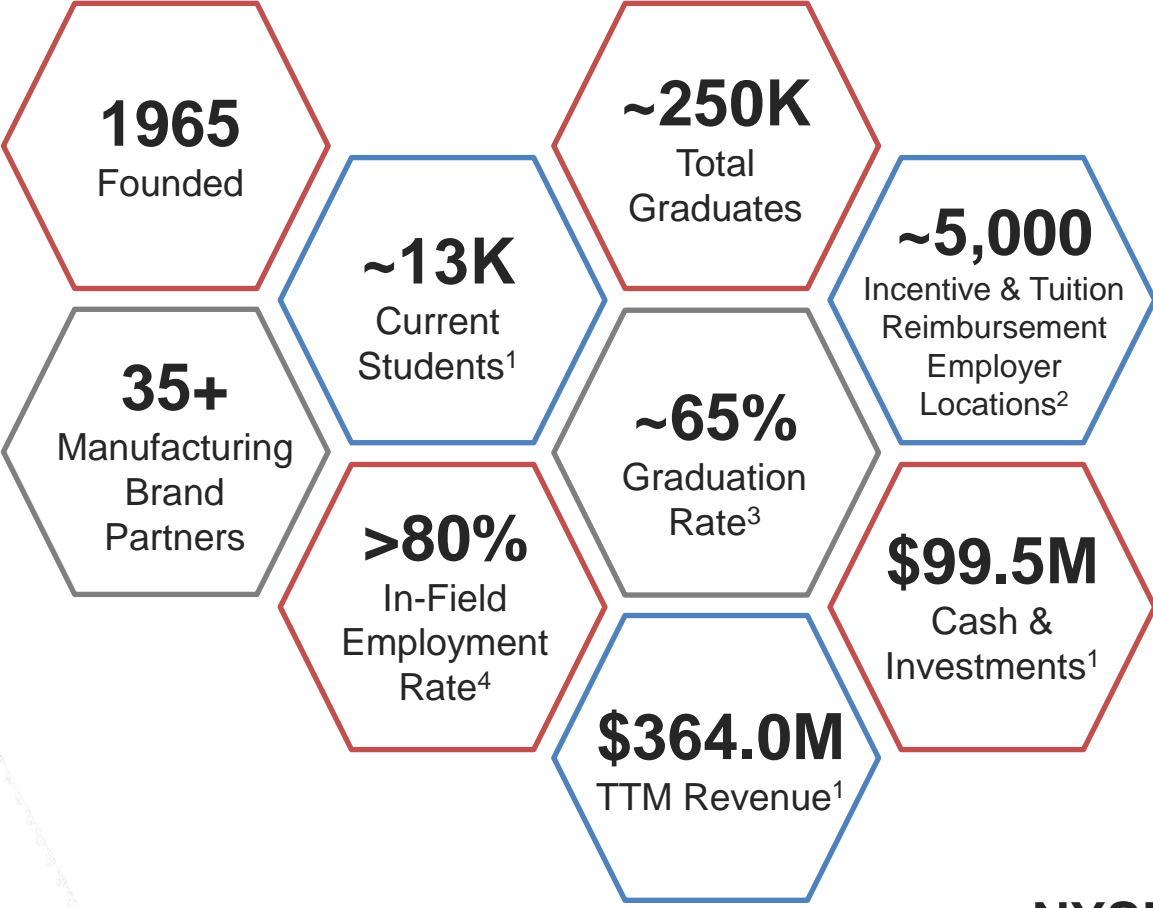
This presentation contains forward-looking statements within the meaning of the safe harbor from civil liability provided for such statements by the Private Securities Litigation Reform Act of 1995 (set forth in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended). Forward-looking statements may contain words such as "goal," "target," "future," "estimate," "expect," "anticipate," "intend," "plan," "believe," "seek," "project," "may," "should," "will," the negative form of these expressions or similar expressions. These statements are based on our management's current beliefs, expectations and assumptions about future events, conditions and results and on information currently available to us. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance, achievements or events and circumstances reflected in the forward-looking statements will occur. Discussions containing these forward-looking statements may be found, among other places, in the Sections entitled "Business," "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" incorporated by reference from our most recent Annual Report on Form 10-K, in our subsequent Quarterly Reports on Form 10-Q and certain of our current reports on Form 8-K, as well as any amendments thereto, filed with the Securities and Exchange Commission (the "SEC").

In addition, statements that refer to projections of earnings, revenue, costs or other financial items in future periods; anticipated growth and trends in our business or key markets; cost synergies, growth opportunities and other potential financial and operating benefits; future growth and revenues; future economic conditions and performance; anticipated performance of curriculum; plans, objectives and strategies for future operations; and other characterizations of future events or circumstances, and all other statements that are not statements of historical fact are forward-looking statements. Such statements are based on currently available operating, financial and competitive information and are subject to various risks, uncertainties and assumptions that could cause actual results to differ materially from those anticipated or implied in our forward-looking statements due to a number of factors, including, but not limited to, those set forth under the section entitled "Risk Factors" in our filings with the SEC. Factors that might cause such a difference include, but are not limited to macroeconomic impacts related to the COVID-19 pandemic, changes to federal and state educational funding, changes to regulations or agency interpretation of such regulations affecting the for-profit education industry, possible failure or inability to obtain regulatory consents and certifications for new or modified campuses or instruction, potential increased competition, changes in demand for the programs offered by UTI, increased investment in management and capital resources, the effectiveness of the recruiting, advertising and promotional efforts, changes to interest rates and unemployment, general economic and political conditions, the adoption of new accounting standards including the new lease accounting guidance and other risks that are described from time to time in our filings with the SEC. Given these risks, uncertainties and other factors, many of which are beyond our control, you should not place undue reliance on these forward-looking statements. Neither we nor any other person makes any representation as to the accuracy or completeness of these forward-looking statements and, except as required by law, we assume no obligation to update these forward-looking statements publicly, or to revise any forward-looking statements, even if new information becomes available in the future.

This presentation also contains estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry and our business. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. In addition, projections, assumptions and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk.

Introduction

A Leading Provider of Transportation and Technical Training Programs



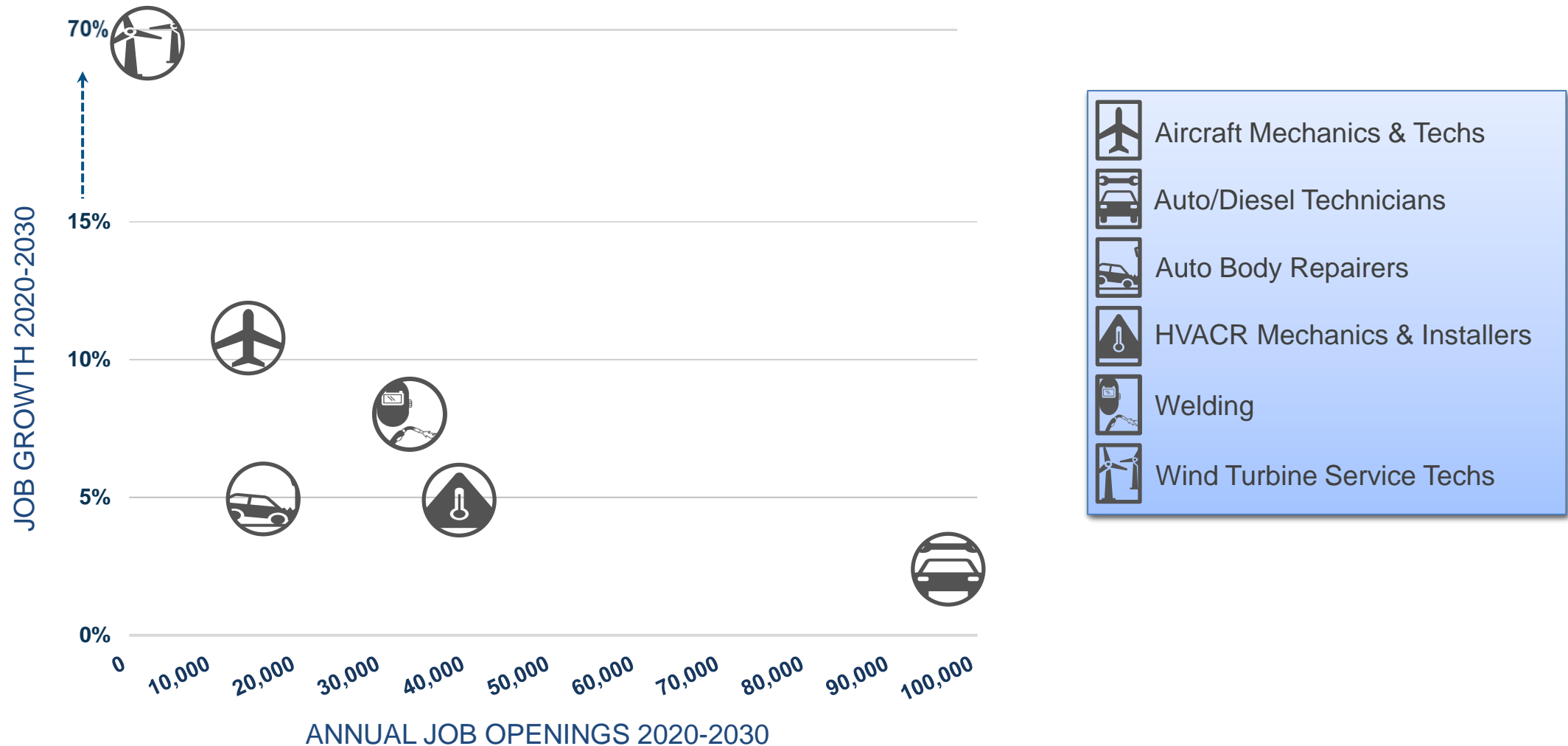
NYSE: UTI

¹ As of December 31, 2021
² Represents locations that have agreed to offer incentives, rather than the number of locations at which offers have been made or accepted
³ Per most recent regulatory reporting period results, which pre-date the MIAT acquisition
⁴ Based on all graduates from UTI owned & operated campuses excl. MIAT, including those who completed MSAT programs, from 10/1/19-9/30/20, & 10/1/18-9/30/19, respectively, and excludes graduates not available for employment because of continuing education, military service, health, incarceration, death or international student status. See 10-K filing for additional information

State-of-the-Industry Technology and Training



Strong Demand for Our Technicians

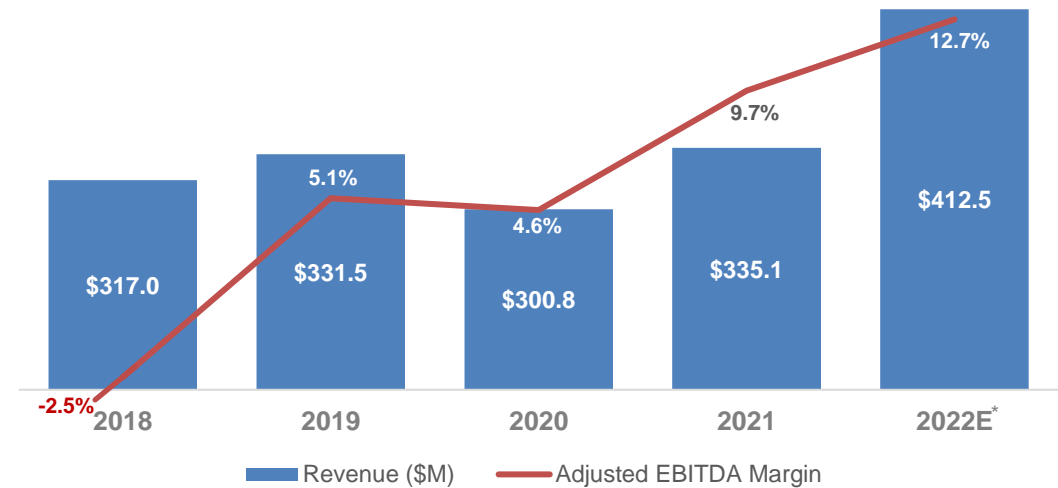


Ongoing Company Transformation



RESULTS

Revenue and Margin Growth



* Based on mid-points of Company's FY2022 guidance ranges

Growth & Diversification Strategy

Near-Term Capital Allocation Priorities

Management and Board are prudently allocating capital in support of the initial steps of the Company's growth and diversification strategy, while continuing to explore incremental opportunities



NEW CAMPUSES

- ★ *Austin, TX and Miramar, FL on track for FY22 launches, others being evaluated*



PROGRAM EXPANSIONS

- ★ *4 new welding launches over FY21/22, MIAT programs, exploring others (e.g. EV)*



INORGANIC GROWTH

- ★ *MIAT (2 campuses and 8 unique programs), continuing to evaluate additional acquisition targets*



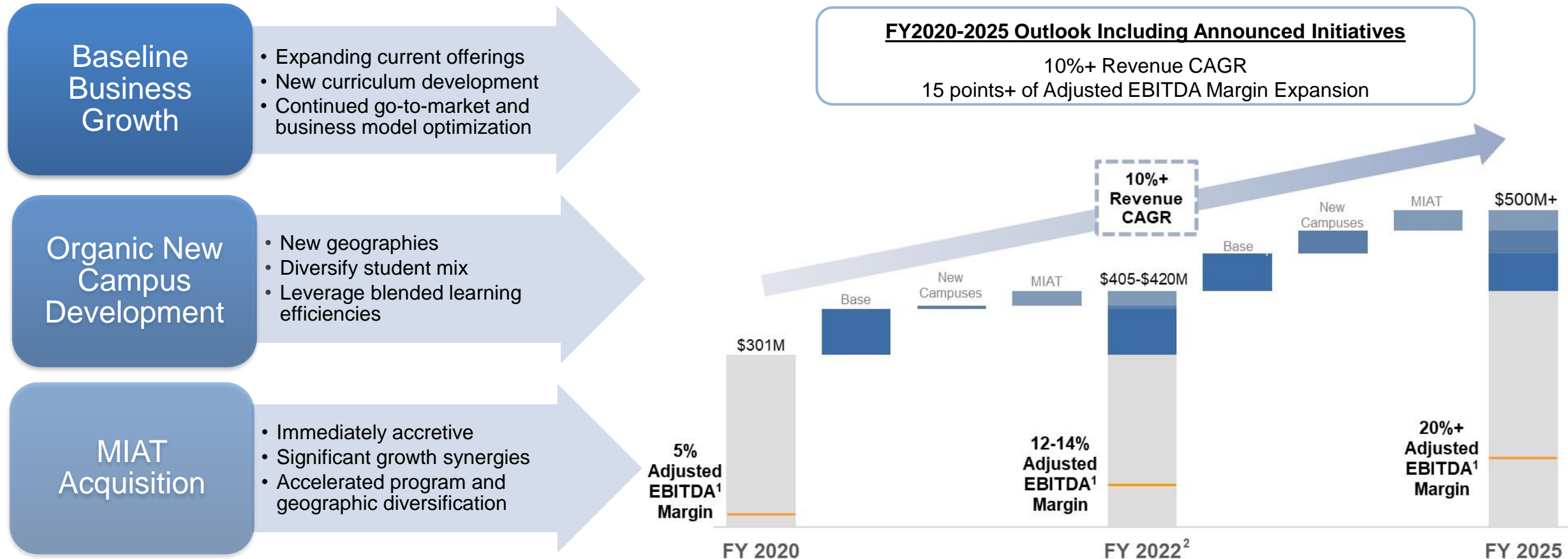
BUSINESS MODEL EXTENSIONS

- ★ *Pursuing additional B2B and non-Title IV diversification*

Double-Digit Revenue & Adjusted EBITDA Margin Growth



*Current initiatives expected to drive >10% Revenue CAGR and Adjusted EBITDA margin expansion;
Actively evaluating additional opportunities to drive incremental growth and shareholder value*



Optimizing Real Estate Footprint for Efficiency

Transformation across UTI's Real Estate portfolio yielding significant cost and utilization improvements



Keys to Real Estate Transformation

- 1 Enhance utilization of existing space with growth and new programs
- 2 Optimize real estate
 - Lease expirations
 - Own versus Rent
 - Sublease
 - Other reductions

Campus	<u>Rationalize</u>		<u>Welding</u>		<u>Other Programs</u>		Total Sq. Ft
	In Process	Complete	In Process	Complete	In Process	Complete	
BLOOMFIELD, NJ*				✓	✓		102,000
LONG BEACH, CA*				✓	✓		137,000
DALLAS, TX* ¹				✓	✓		95,000
RANCHO CUCAMONGA, CA		✓		✓	✓		148,000
MOORESVILLE, NC				✓	✓		146,000
LISLE, IL				✓	✓		187,000
SACRAMENTO, CA ²		✓			✓		117,000
AVONDALE, AZ ^{1,3}	✓			✓	✓		283,000
PHOENIX, AZ ³	✓						117,000
HOUSTON, TX ¹		✓		✓	✓		172,000
EXTON, PA		✓	✓		✓		129,000
ORLANDO, FL ³	✓				✓		179,000
CANTON, MI	MIAT acquisition completed November 2021						125,000
HOUSTON, TX	MIAT acquisition completed November 2021						54,000
AUSTIN, TX**	Target Opening Q3 FY2022						107,000
MIRAMAR, FL**	Target Opening Q4 FY2022						103,000
Corporate Headquarters and Operational Support							
HOME OFFICE (AZ)	✓	✓					29,000
PHOENIX, AZ ³	✓						47,000

* Metro Campus

** Blended Learning Campus

(1) UTI-owned facilities. All other facilities are leased under operating leases.

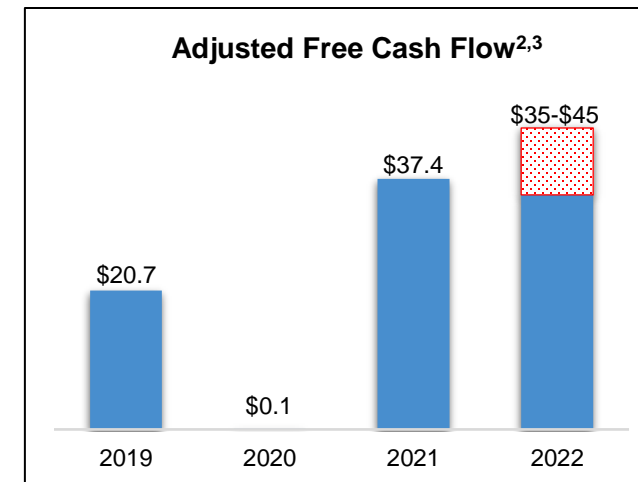
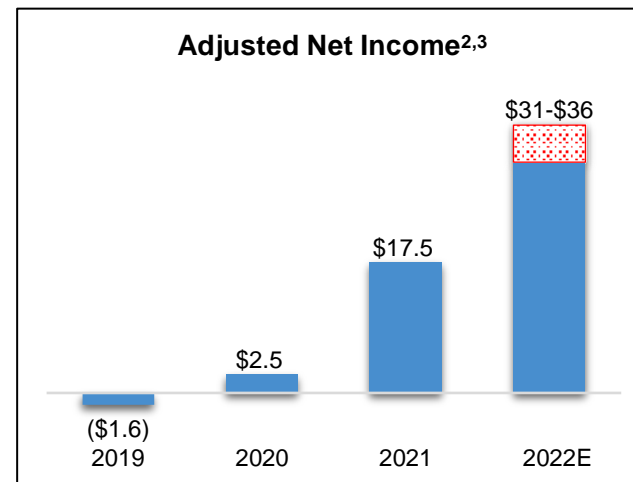
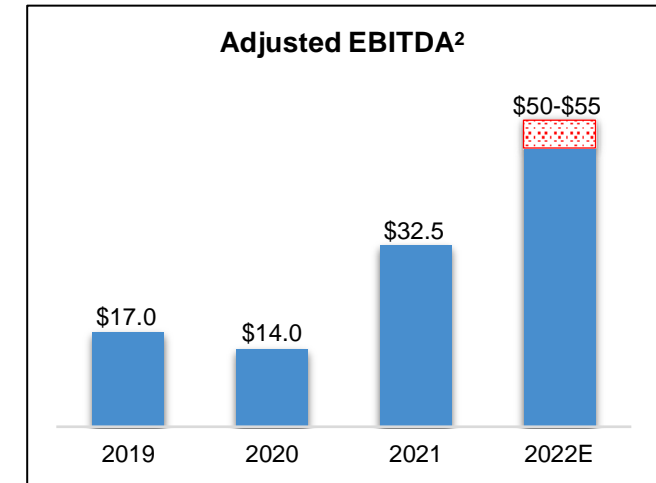
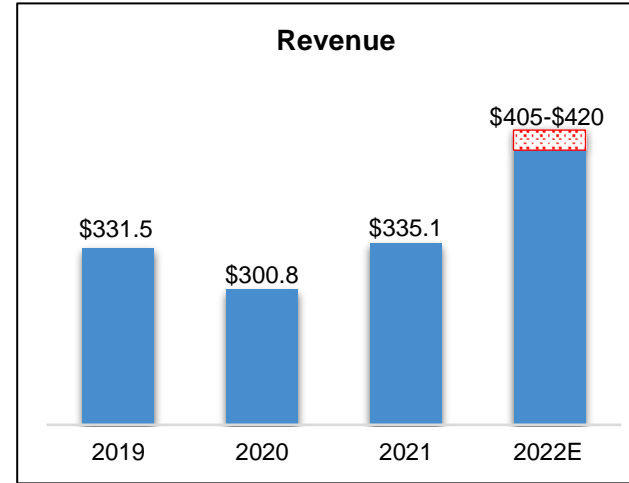
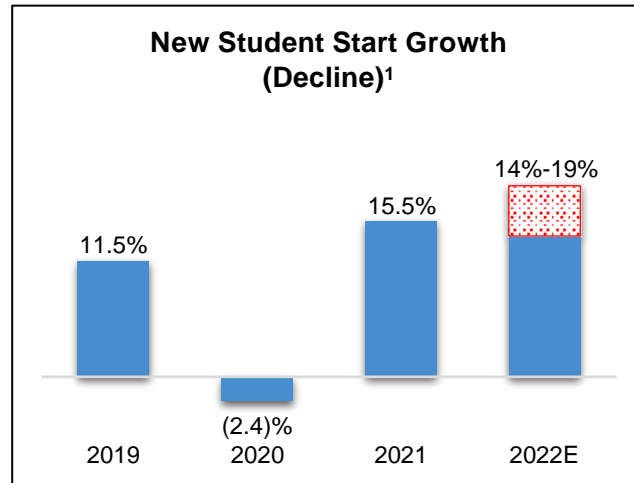
(2) On September 29, 2020, amendment signed extending lease through February 2033; amendment reduces leased space by approximately 128,000 square feet to 117,000 square feet as shown, effective January 1, 2022

(3) On December 29, 2020 UTI announced plans to consolidate the Phoenix MMI campus into the Avondale campus and to optimize the Orlando campus. Phoenix locations will be exited by end of FY2022. Orlando campus will be downsized by ~75,000 sq ft and consolidated to one site of 179,000 sq ft as shown by Q2 FY2022.

FY2022 Guidance

(\$ millions)

Strong performance projected to continue to drive double-digit expansion on both top and bottom lines



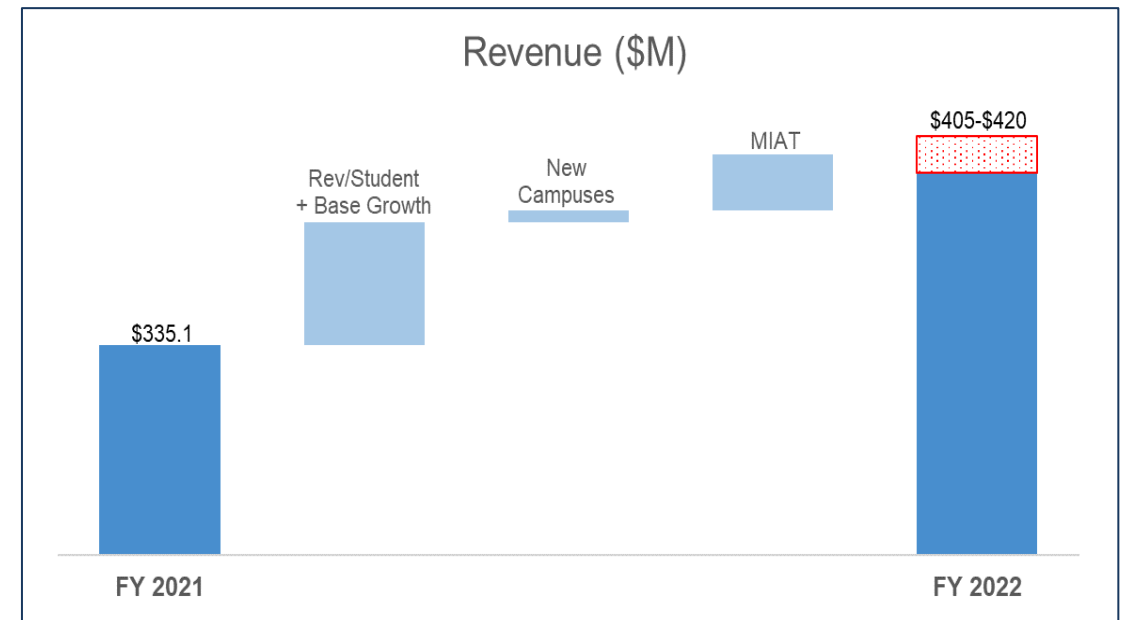
¹ Norwood, MA closed in FY 2020, thus there were no starts at that campus beyond FY 2019

² For a detailed reconciliation of Non-GAAP measures, see the Appendix

³ Projected effective tax rate may change should valuation allowance reversal occur in FY 2022

⁴ FY 2021 included approx. \$16M of total capital expenditures. FY 2022 assumes \$60-\$65M of total capex for new campuses & MIAT-related program expansions (each will be adjusted out), welding programs, campus optimization efforts and ongoing maintenance.

FY 2022 Starts and Revenue Bridges



Disciplined Execution Driving Strategic Growth

UTI has taken the initial definitive steps to meaningfully and rapidly advance its growth & diversification strategy, and will continue to evaluate all opportunities available to drive additional expansion and shareholder value

