

UNPARALLELED EXPERTISE.



J.B. Hunt Transport Services, Inc.
Q1 2016 Results

Disclosure

This presentation and discussion may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as “expects,” “anticipates,” “intends,” “estimates,” or similar expressions are intended to identify these forward-looking statements. These statements are based on J.B. Hunt’s current plans and expectations and involve risks and uncertainties that could cause future activities and results of operations to be materially different from those set forth in the forward-looking statements. For further information, please refer to J.B. Hunt’s reports and filings with the Securities and Exchange Commission.



Distinct Complementary Businesses

• Intermodal (JBI)

- Largest, 100% 53' high-cube container fleet
- Largest drayage fleet in North America
- Priority loading and unloading at major rail terminals

• Dedicated Contract Services (DCS)

- Fleet creation, conversion and augmentation
- Design and implementation of value-driven supply chain solutions
- On-site management

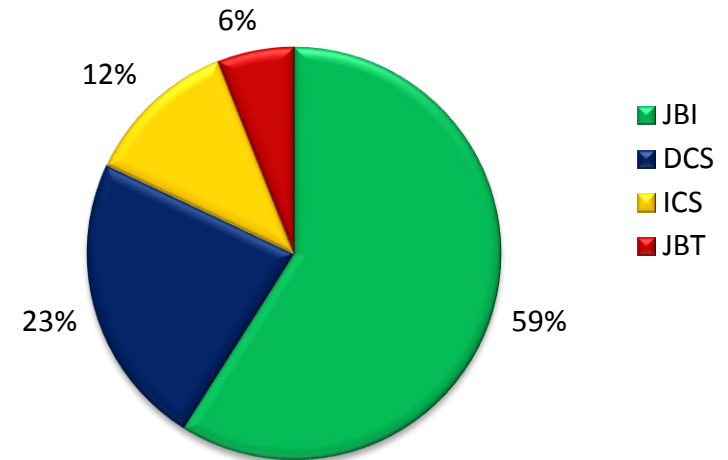
• Integrated Capacity Solutions (ICS)

- Non-asset based offering of dry van, flatbed, refrigerated, expedited and LTL services
- 40- and 20-foot box domestic and international containers and international intermodal services
- Services to all 50 States, Canada and Mexico

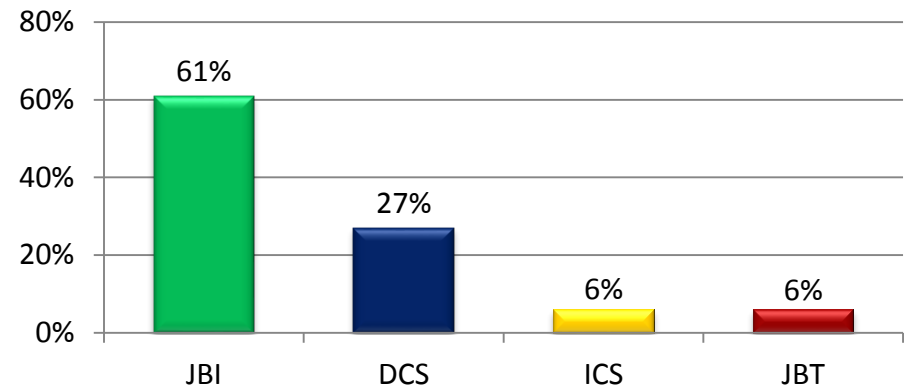
• Truckload (JBT)

- One of the largest capacity networks in North America
- Instant tracking via the Internet
- GPS trailer tracking

1Q 2016 Revenue Mix



Percentage of 1Q 2016 Operating Income by Business Segment



1Q 2016 Results vs. 1Q 2015

- 1Q 2016 Revenue: \$1.53 billion; up 6%
- 1Q 2016 Revenue, excl FSC: \$1.43 billion; up 13%
- 1Q 2016 Operating Income: \$168 million; up 8%
- 1Q 2016 EPS: \$0.88 vs. \$0.78; up 13%
- Segment Performance
 - Intermodal (JBI)
 - Revenue: \$895 million; up 6%
 - Operating Income: \$103.1 million; down 1%
 - Dedicated Contract Services (DCS)
 - Revenue: \$358 million; up 4%
 - Operating Income: \$44.8 million; up 25%
 - Integrated Capacity Solutions (ICS)
 - Revenue: \$183 million; up 12%
 - Operating Income: \$10.8 million; up 63%
 - Truck (JBT)
 - Revenue: \$96 million; up 5%
 - Operating Income: \$9.2 million; up 8%

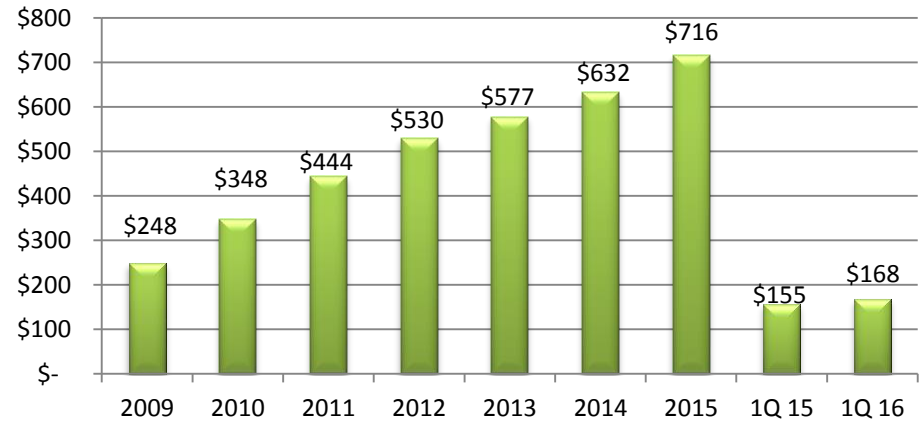


1Q 2016 Results - Consolidated

Revenue
(in millions)



Operating Income
(in millions)



Diluted EPS



Key Points

- Industry leading Intermodal franchise
- Differentiated & specialized Dedicated business
- Independent brokerage/management services
- Lighter Truckload asset model

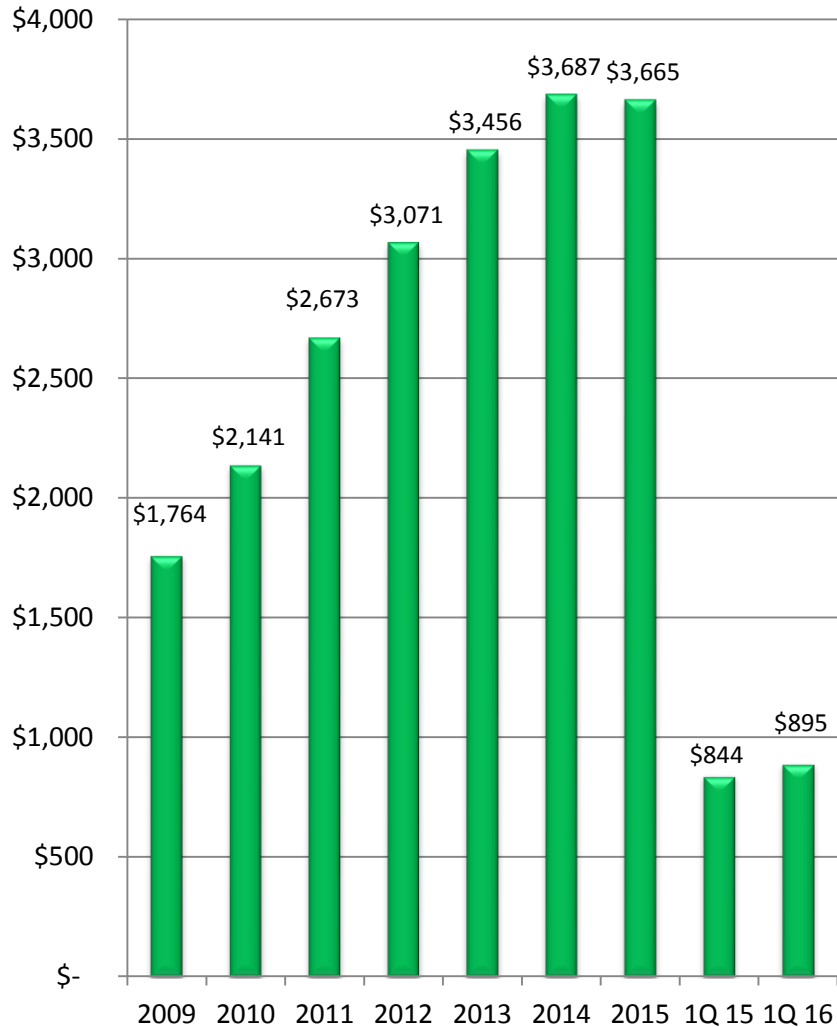
UNMATCHED CAPACITY.



Segment Discussion

JBI - Intermodal

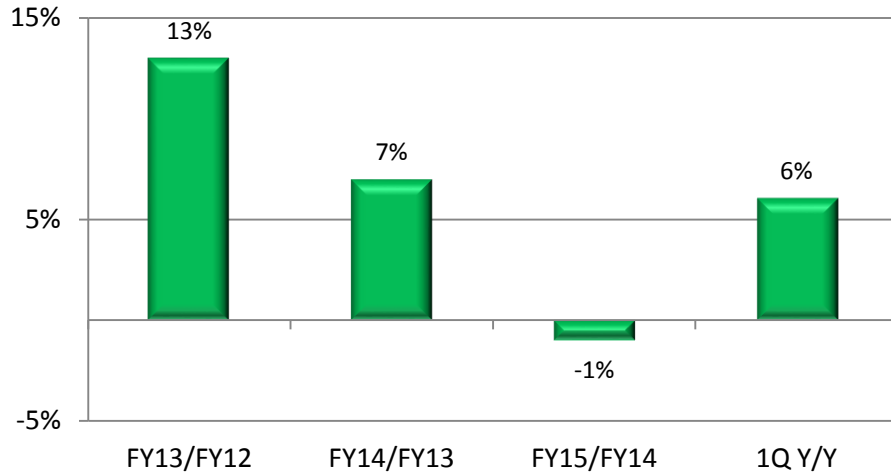
JBI Revenue
(in millions)



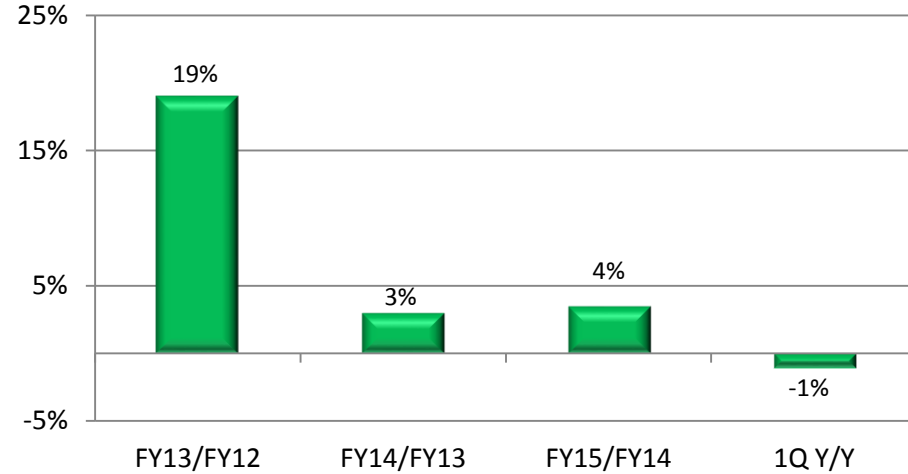
- Load volumes grew 12% over the same period 2015.
- Eastern network realized load growth of 13% and Transcontinental loads grew 11% compared to prior year as the west coast port volumes returned to a more normal velocity and rail service significantly improved from a year ago.
- Overall revenue grew 6% reflecting the 12% volume growth and a 5% decrease in revenue per load, which is the combination of customer rate increases, fuel surcharges and freight mix.
- Benefits from improved volume growth, customer rate increases, improved dray network efficiency and box utilization from higher on-time rail service and lower tractor maintenance costs were not sufficient to offset increases in rail purchased transportation costs, equipment ownership costs, driver recruiting and driver retention costs.

JBI Performance

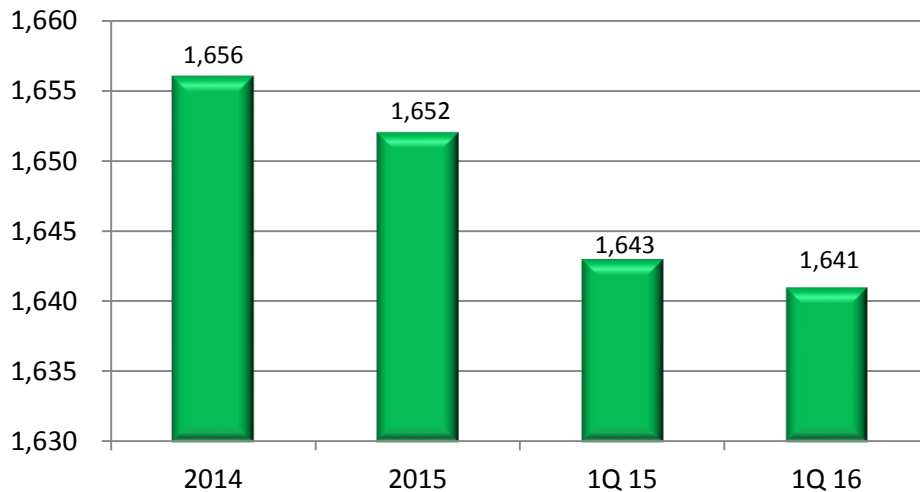
JBI Revenue Growth



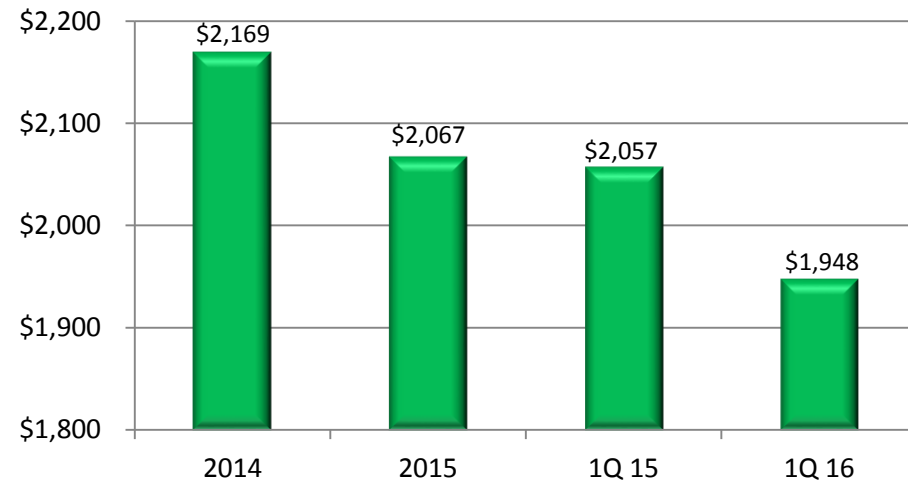
JBI Operating Income Growth



JBI Average Length of Haul

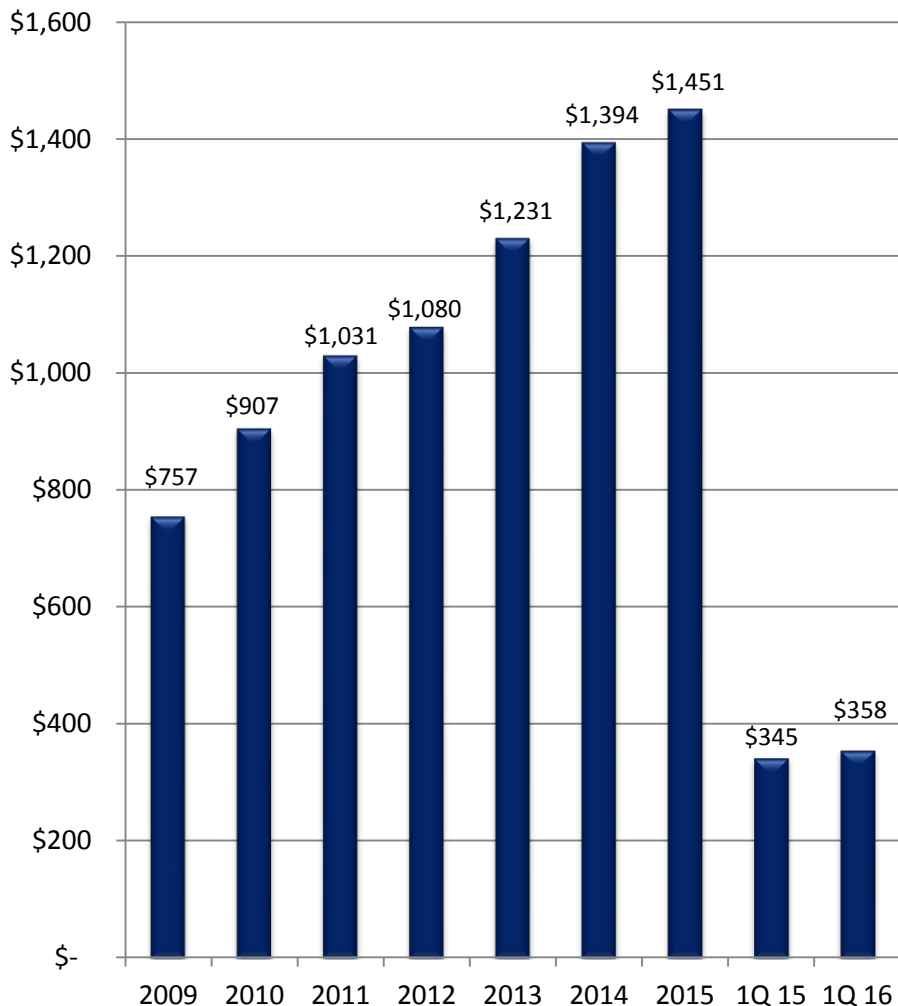


JBI Revenue per Load



DCS - Dedicated

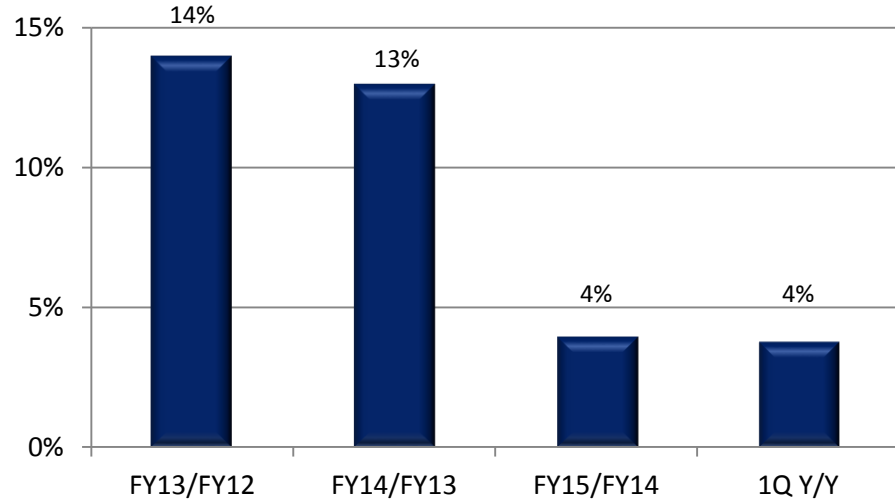
DCS Revenue
(in millions)



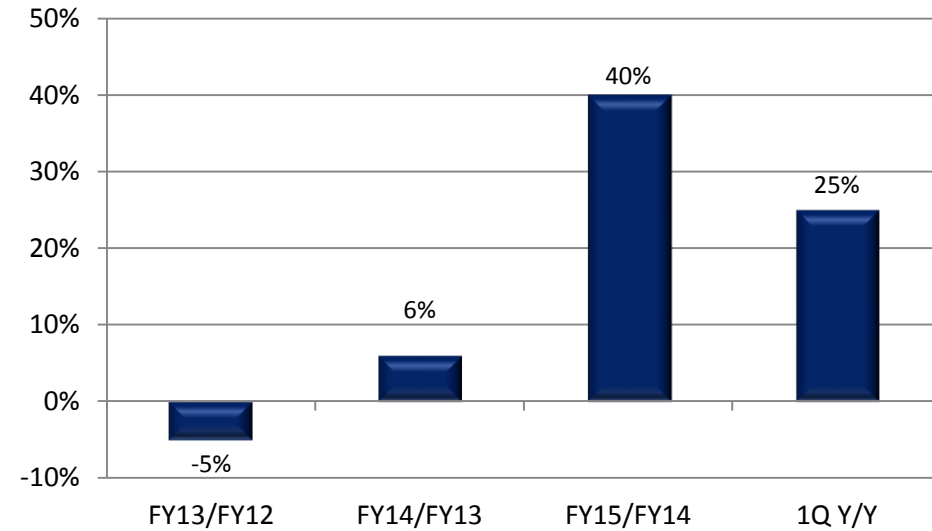
- Revenue increased 4% during the current quarter over the same period 2015.
- Productivity excluding fuel surcharges was up approximately 3% from improved overall operational efficiencies including better integration of assets between customer accounts, fewer unseated trucks, increased customer supply chain fluidity and load counts from a less severe winter and customer rate increases.
- Operating income increased 25% from a year ago.
- These benefits were partially offset by higher driver wage and recruiting costs, increased salaries for front line managers, increased group insurance costs and higher equipment ownership costs.

DCS Performance

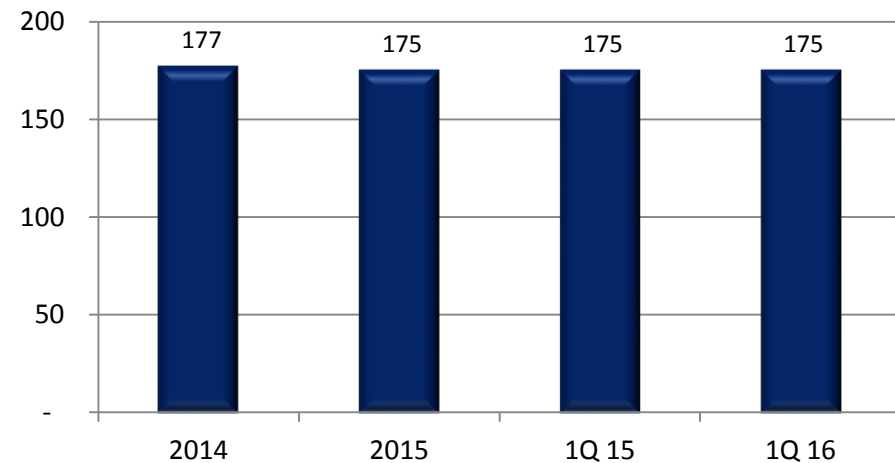
DCS Revenue Growth



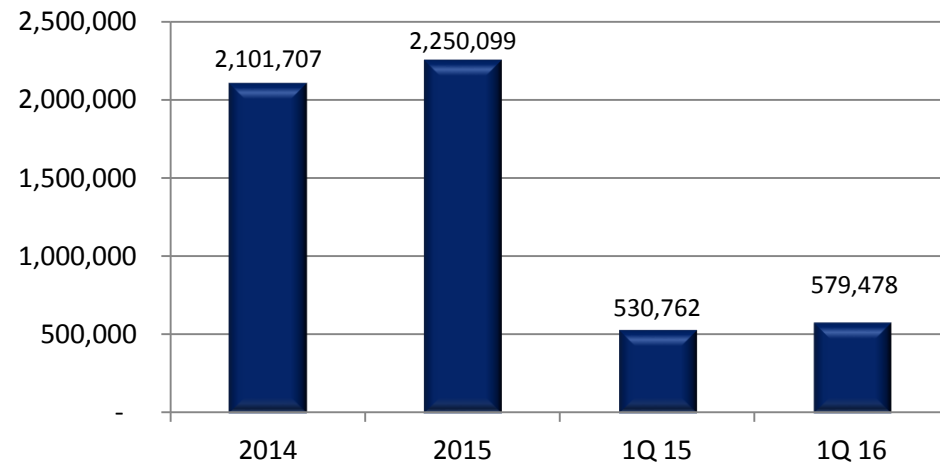
DCS Operating Income Growth



DCS Average Length of Haul



DCS Loads



ICS - Non-Asset Based

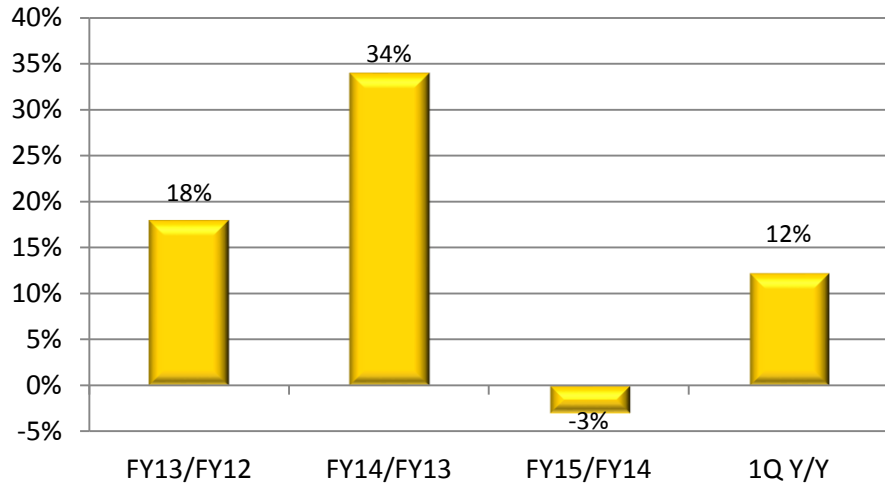
ICS Revenue
(in millions)



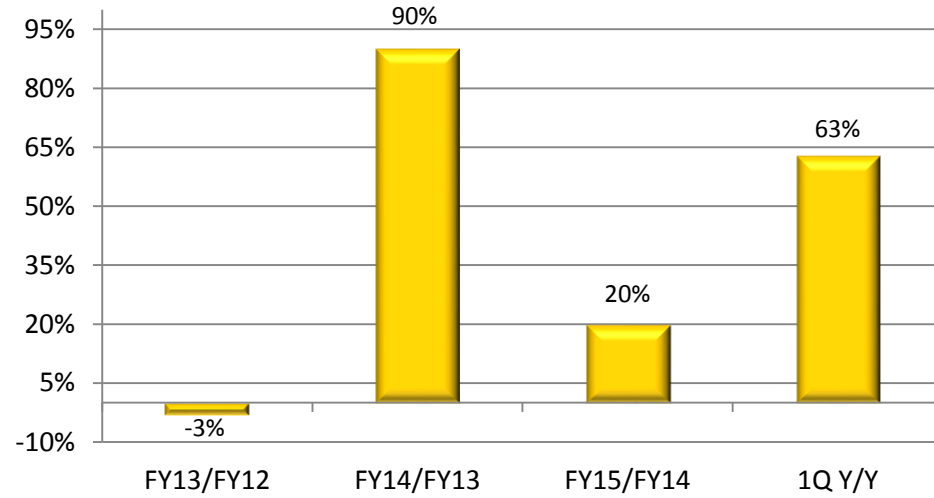
- Revenue increased 12% vs. first quarter 2015.
- Volumes increased 45% while revenue per load decreased 23% primarily due to lower fuel prices and freight mix changes driven by customer demand.
- Operating income increased 63% over the same period in 2015 primarily from improved gross profit margin.
- Gross profit margin increased to 17.3% in the current quarter vs. 13.7% last year primarily due to rate increases on contractual business.
- Personnel costs increased as the total branch count grew to 35 compared to 30 at the end of the comparable period last year.
- ICS's carrier base increased over 17% and employee count increased 11% compared to first quarter 2015.

ICS Performance

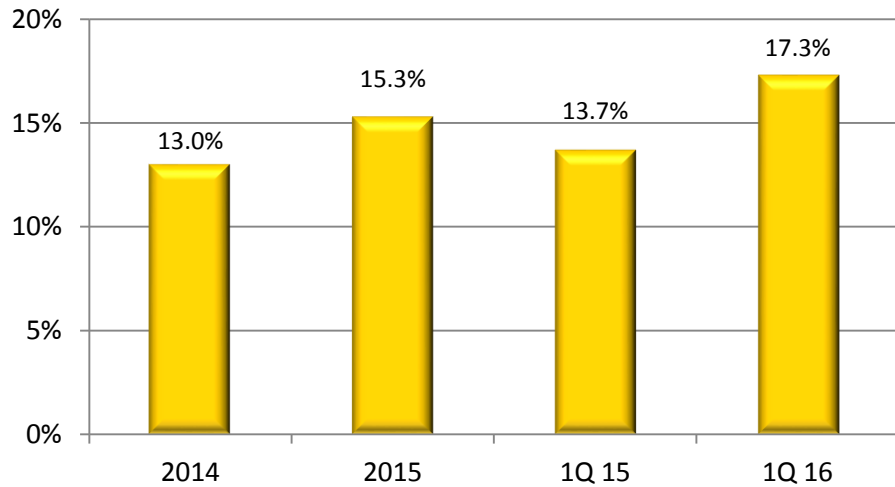
ICS Revenue Growth



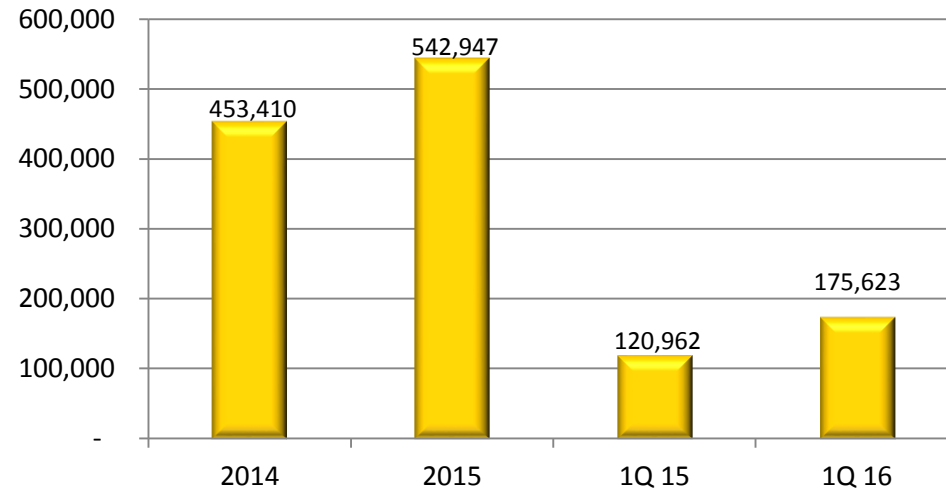
ICS Operating Income Change



ICS Gross Profit Margin



ICS Loads



JBT - Truckload

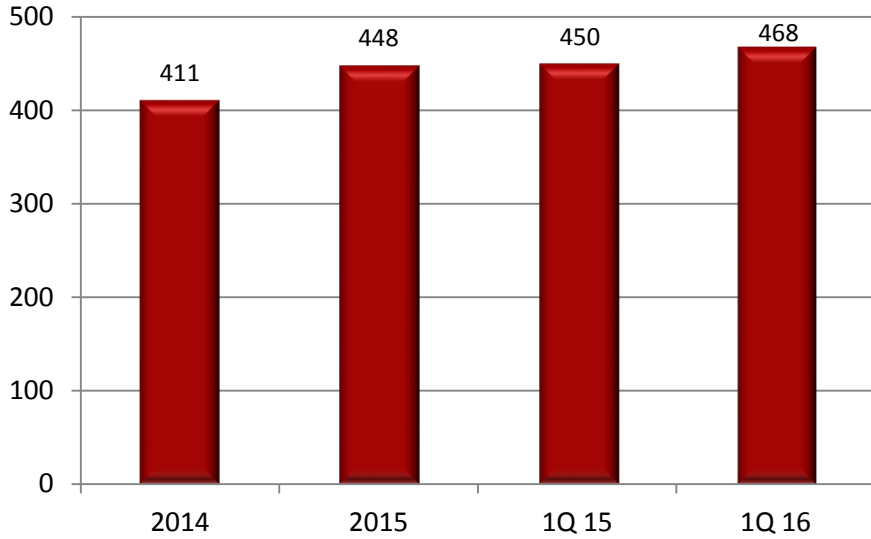
JBT Revenue
(in millions)



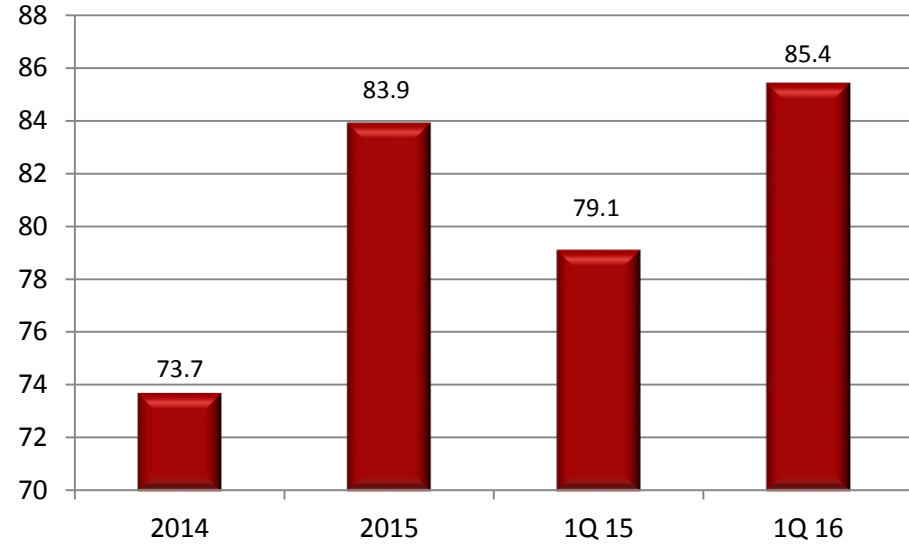
- Revenue increased 5% from the same quarter 2015.
- Revenue excluding fuel surcharge increased 12% primarily from a 12% increase in fleet count.
- Rates per loaded mile excluding fuel surcharges were down 1.7% primarily from customer driven freight mix changes, including a 4% increase in length of haul and an increase in spot market loads accepted as the network is reconfigured.
- Operating income for the current quarter increased by 8% compared to the same quarter of 2015.
- Benefits from the larger fleet and improved fuel economy were partially offset by increased driver wages and hiring costs, higher independent contractor cost per mile and increased tractor maintenance costs compared to first quarter 2015.

JBT Performance

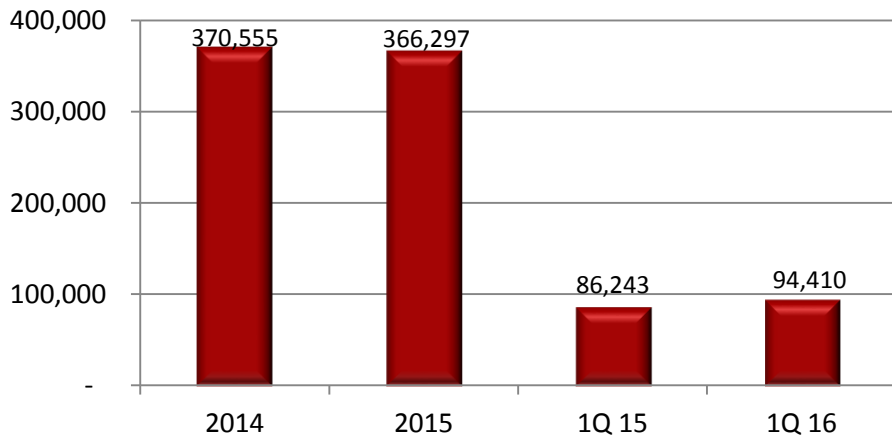
JBT Average Length of Haul



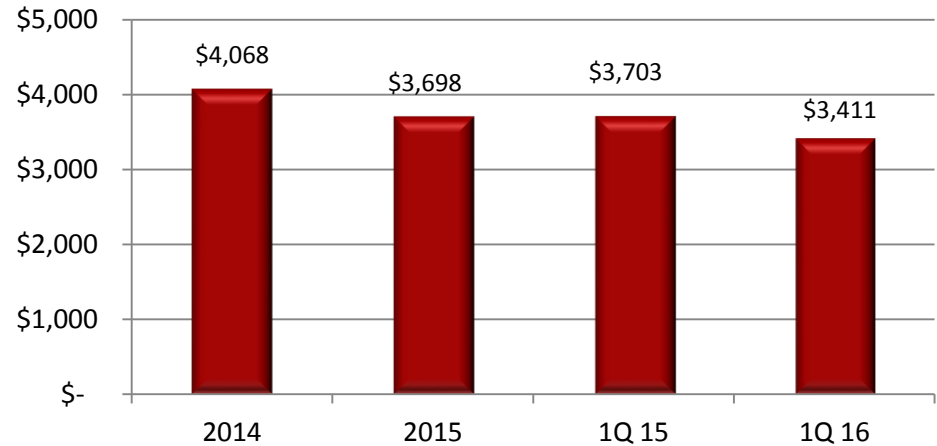
JBT Average Nonpaid Empty Miles Per Load



JBT Loads



JBT Revenue per Tractor per Week



Summary

- Competitively differentiated
 - Unique intermodal network
 - Distinct advantages in dedicated segments
 - Network economics and brand strength to penetrate new markets
- Complemented by industry dynamics
 - Shippers need to reduce costs
 - Shippers demand on-time service
 - Increasingly complex supply-chains
- Positioned for growth
 - Leading positions in large and consolidating markets
 - Clear value proposition for our customers
 - Best-in-class systems and technology



Balance Sheet

J.B. HUNT TRANSPORT SERVICES, INC.
Condensed Consolidated Balance Sheets
(in thousands)
(unaudited)

	March 31, 2016	December 31, 2015
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 5,992	\$ 5,566
Accounts Receivable	690,352	654,542
Prepaid expenses and other	119,897	199,259
Total current assets	816,241	859,367
Property and equipment	4,078,641	4,019,451
Less accumulated depreciation	1,339,275	1,318,122
Net property and equipment	2,739,366	2,701,329
Other assets	98,008	75,871
	\$ 3,653,615	\$ 3,636,567
LIABILITIES & STOCKHOLDERS' EQUITY		
Current liabilities:		
Trade accounts payable	381,185	340,332
Claims accruals	107,241	104,220
Accrued payroll	70,997	59,420
Other accrued expenses	21,291	28,445
Total current liabilities	580,714	532,417
Long-term debt	967,838	1,005,026
Other long-term liabilities	63,506	58,552
Deferred income taxes	755,477	740,220
Stockholders' equity	1,286,080	1,300,352
	\$ 3,653,615	\$ 3,636,567

