



# J.B. HUNT TRANSPORT SERVICES, INC.

## INVESTOR PRESENTATION

Raymond James 43<sup>rd</sup> Annual Institutional Investors Conference  
March 8, 2022

# FORWARD-LOOKING STATEMENTS



This 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 to be materially different from those set forth in the forward-looking statements. For more information regarding risk factors, please refer to J.B. Hunt’s Annual Report on Form 10-K and other reports and filings with the Securities and Exchange Commission.



## OUR MISSION:

TO CREATE THE MOST EFFICIENT **TRANSPORTATION**  
NETWORK IN NORTH AMERICA.

# J.B. HUNT AT-A-GLANCE

60-year legacy as a leader in the transportation and logistics industry



**400+**

locations across  
U.S., Canada,  
& Mexico



**21,600+**

tractors and  
ICs



**144,000+**

trailing units



**136,000+** carriers  
**1 million+** trucks



**33,000+**

employees



**\$12.2B**

2021 revenue



# 60 YEARS IN THE MAKING



- **1961** – Founded by Mr. and Mrs. Hunt with an entrepreneurial and innovative spirit
- **1983** – Initial Public Offering
- **1989** – Intermodal (JBI) begins operations with landmark agreement with Sante Fe Railroad (now BNSF)
- **1993** – Dedicated Contract Service (DCS) commenced operations
- **2007** – Integrated Capacity Solutions (ICS) commenced operations
- **2017** – Digital transformation begins with technology investments to build and create J.B. Hunt 360<sup>®</sup>
- **2020** – Final Mile Segment (FMS) is spun out of DCS to form its own segment
- Link: [J.B. HUNT COMPANY OVERVIEW VIDEO](#)

# TENURED MANAGEMENT TEAM



EXECUTIVE LEADERSHIP TEAMS HAS A COMBINED **276** YEARS OF EXPERIENCE AT J.B. HUNT



John N. Roberts, III  
President & CEO  
**Years of Service: 33**



Darren Field  
President, Intermodal  
Executive Vice President  
**Years of Service: 27**



Stuart Scott  
Chief Information Officer  
Executive Vice President  
**Years of Service: 6**



John Kuhlow  
Chief Financial Officer  
Executive Vice President  
**Years of Service: 15**



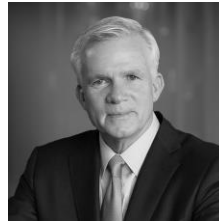
Brad Hicks  
President, Highway Services  
Executive Vice President  
**Years of Service: 26**



Eric McGee  
Executive Vice President,  
Highway Services  
**Years of Service: 23**



Shelley Simpson  
Chief Commercial Officer  
Executive Vice President,  
People and Human Resources  
**Years of Service: 27**



Craig Harper  
Chief Sustainability Officer  
Executive Vice President  
**Years of Service: 29**



Brian Webb  
Executive Vice President,  
Final Mile Services  
**Years of Service: 19**



Nick Hobbs  
Chief Operating Officer  
President, Contract Services  
Executive Vice President  
**Years of Service: 37**



Jennifer Boattini  
Senior Vice President, Legal and Litigation  
General Counsel and Corporate Secretary  
**Years of Service: 15**



Kevin Bracy  
Senior Vice President of Finance  
and Treasurer  
**Years of Service: 19**

An overhead view of a diverse group of business professionals sitting around a large wooden conference table. Some are looking at their smartphones, one is using a laptop, and others are looking towards the center of the table. The scene is brightly lit, suggesting a modern office environment.

# OUR FOUNDATIONAL PILLARS – WHAT SETS US APART



## **SAFETY**

We recruit and retain safe, experienced drivers



## **PEOPLE**

We hire the best in the business



## **VALUE**

Anticipating customer needs to create value



## **SUSTAINABILITY**

Reducing our footprint & helping customers understand theirs



## **INNOVATION**

Pushing boundaries to re-invent transportation processes



## **TECHNOLOGY**

Solving complex challenges with industry-leading technology

# INVESTMENT HIGHLIGHTS

- Leading positions in large addressable and consolidating markets
- Mode-agnostic, multi-modal service offering
- Network density and scale drives economics
- Leading technology platform with J.B. Hunt 360
- Brand strength supports entry into new and emerging markets
- Increasing complexity of the supply chain creates demand for comprehensive solutions
- Best-in-class systems, service and people
- Highly engineered, sustainable solutions across the portfolio of services



## PEOPLE



## EQUIPMENT



## TECHNOLOGY



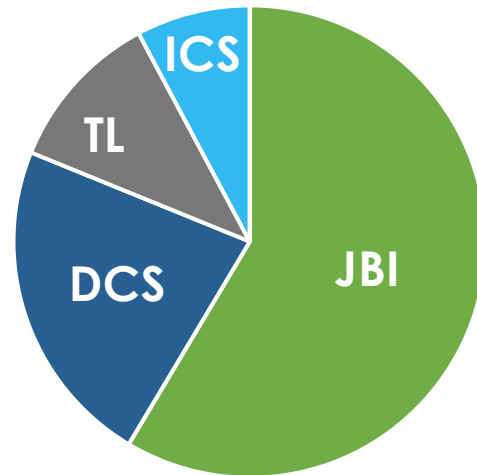


# MODE-AGNOSTIC PORTFOLIO



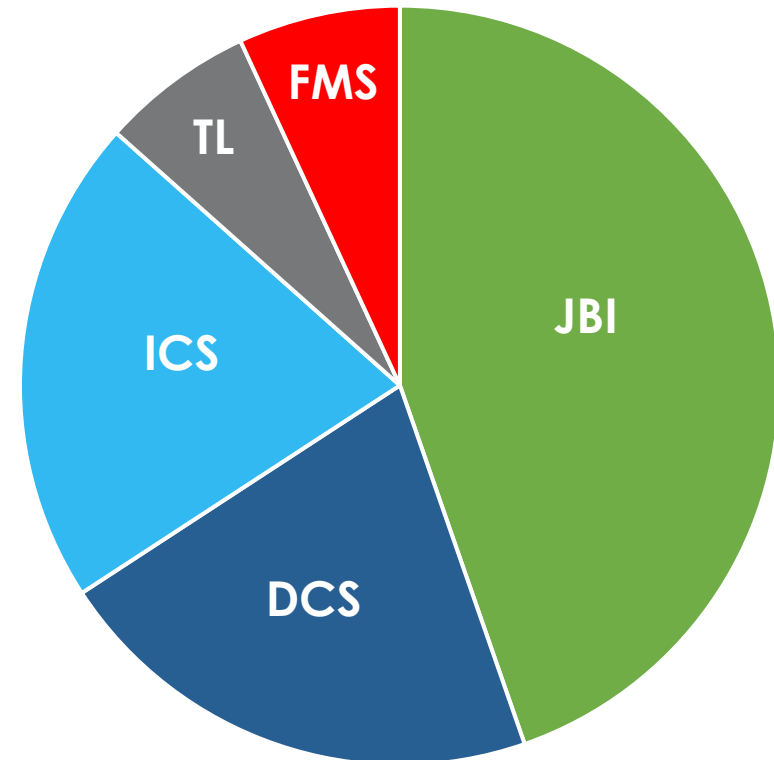
2011 REVENUE - \$4.5B

Segment Revenue Contribution



2021 REVENUE - \$12.2B

Segment Revenue Contribution



Intermodal



Dedicated



Integrated  
Capacity Solutions



Final Mile



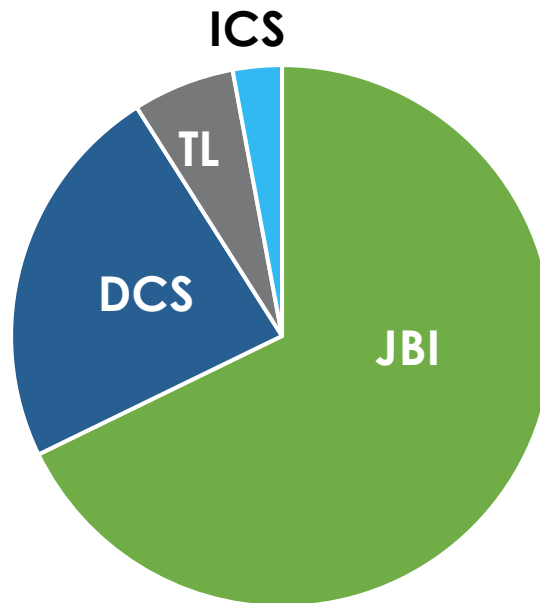
Truckload

# MODE-AGNOSTIC PORTFOLIO



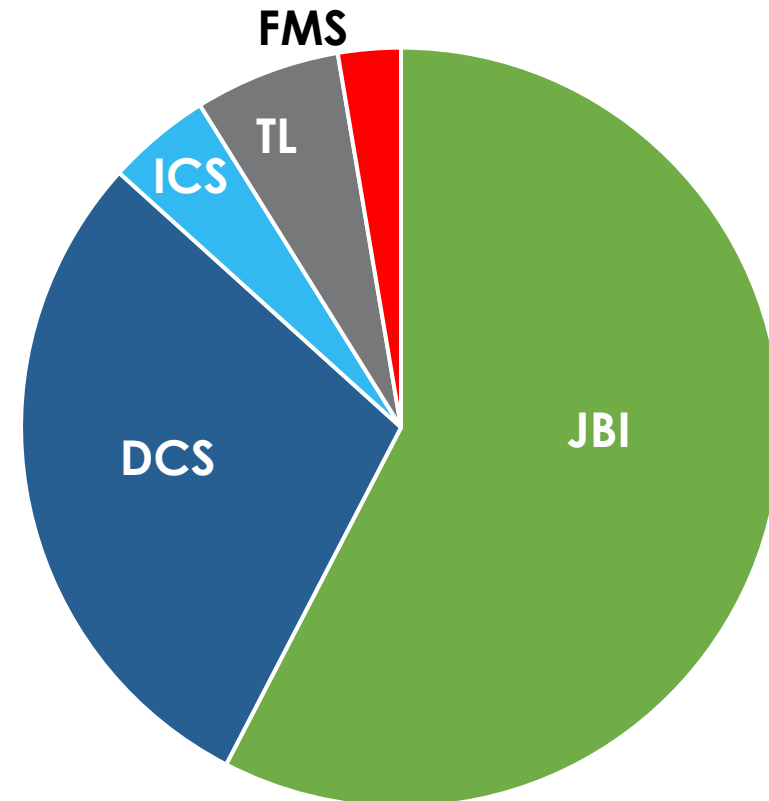
2011 OPERATING INCOME - \$444M

Segment Operating Income Contribution



2021 OPERATING INCOME - \$1.0B

Segment Operating Income Contribution



Intermodal



Dedicated



Integrated  
Capacity Solutions



Final Mile



Truckload

# J.B. HUNT 360

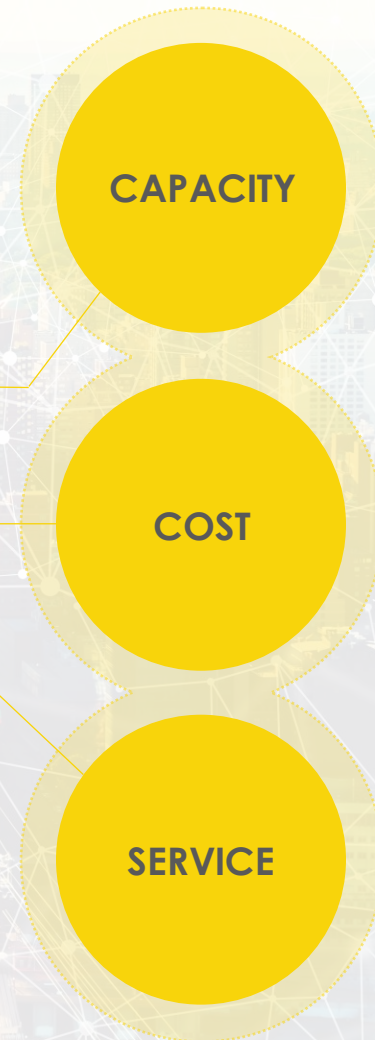


## WHAT J.B. HUNT PROVIDES

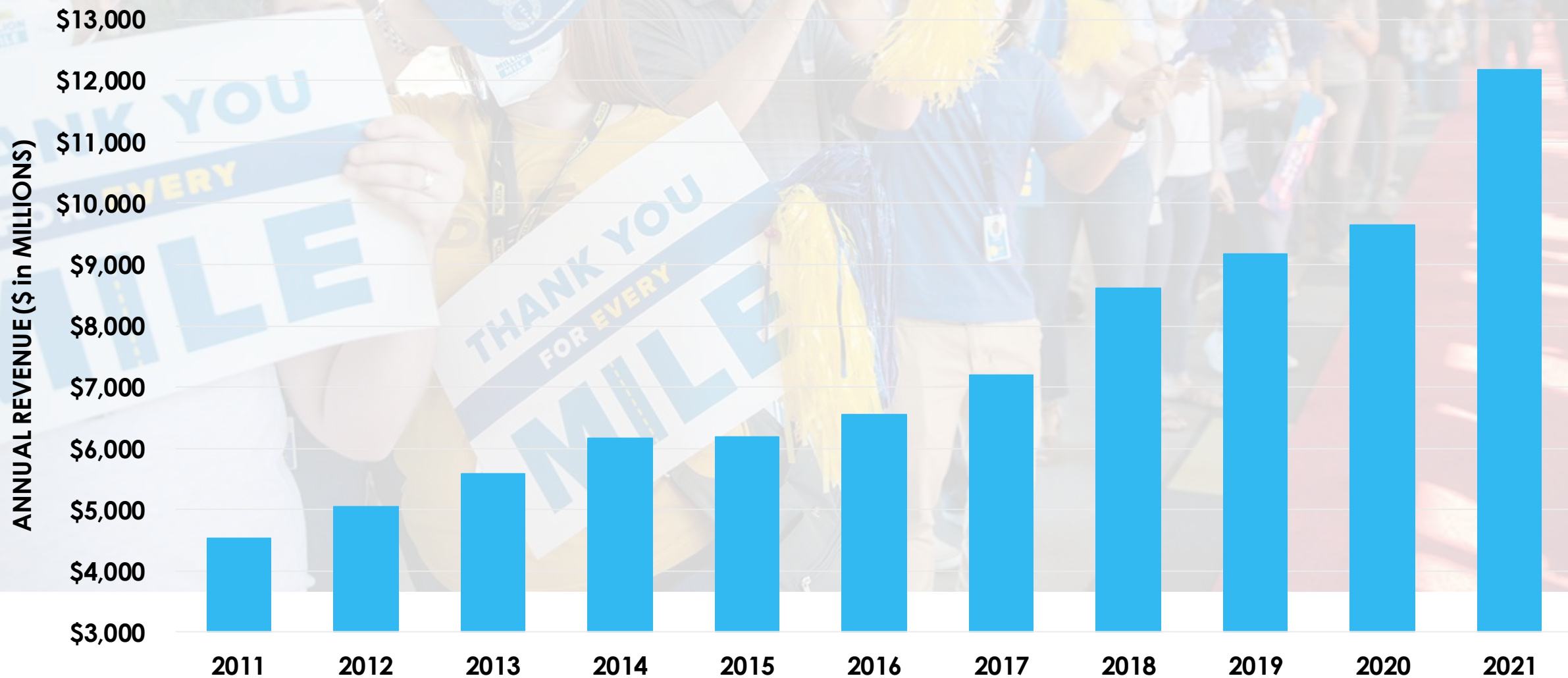


360<sup>TM</sup>

## WHAT CUSTOMERS WANT



# LONG-TERM REVENUE TREND



# 2022 PRIORITIES



**OUR PEOPLE**

**HONOR OUR COMMITMENTS**

**INVEST HEAVILY ON BEHALF OF OUR CUSTOMERS**

# INTERMODAL – JBI



**WORLD'S LARGEST,  
104,000+**  
company-owned  
container and chassis fleet



Largest dray fleet of  
**6,100+ TRUCKS**



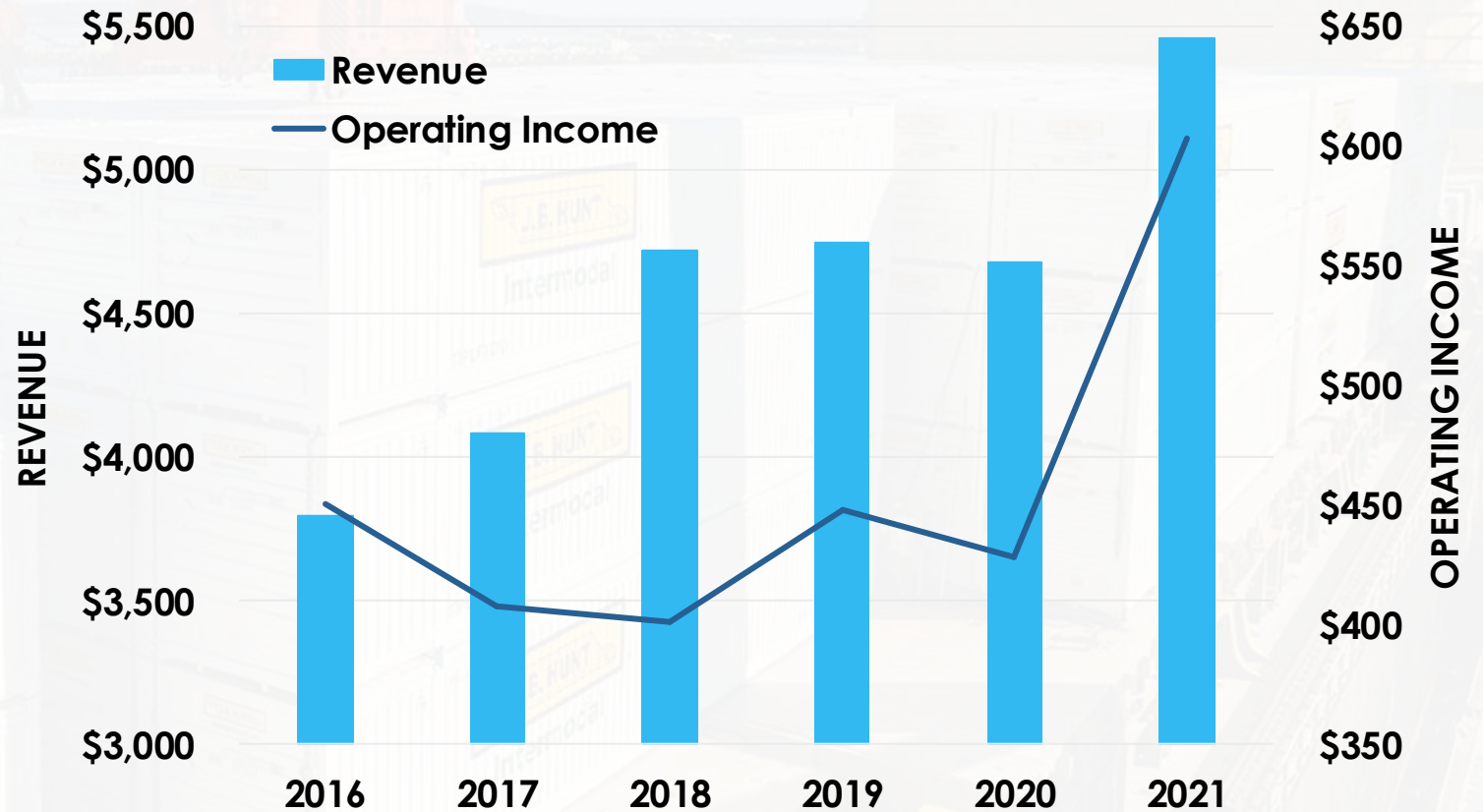
**SCALABLE CAPACITY**  
to meet commitments



Containers equipped  
with **TRACKING**

## REVENUE & OPERATING INCOME TREND

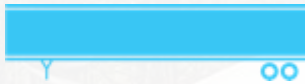
(\$ in MILLIONS)



# DEDICATED CAPACITY SOLUTIONS – DCS



98% customer retention rate



Largest dedicated fleet of **11,600+ TRUCKS, 28,800+ TRAILERS**



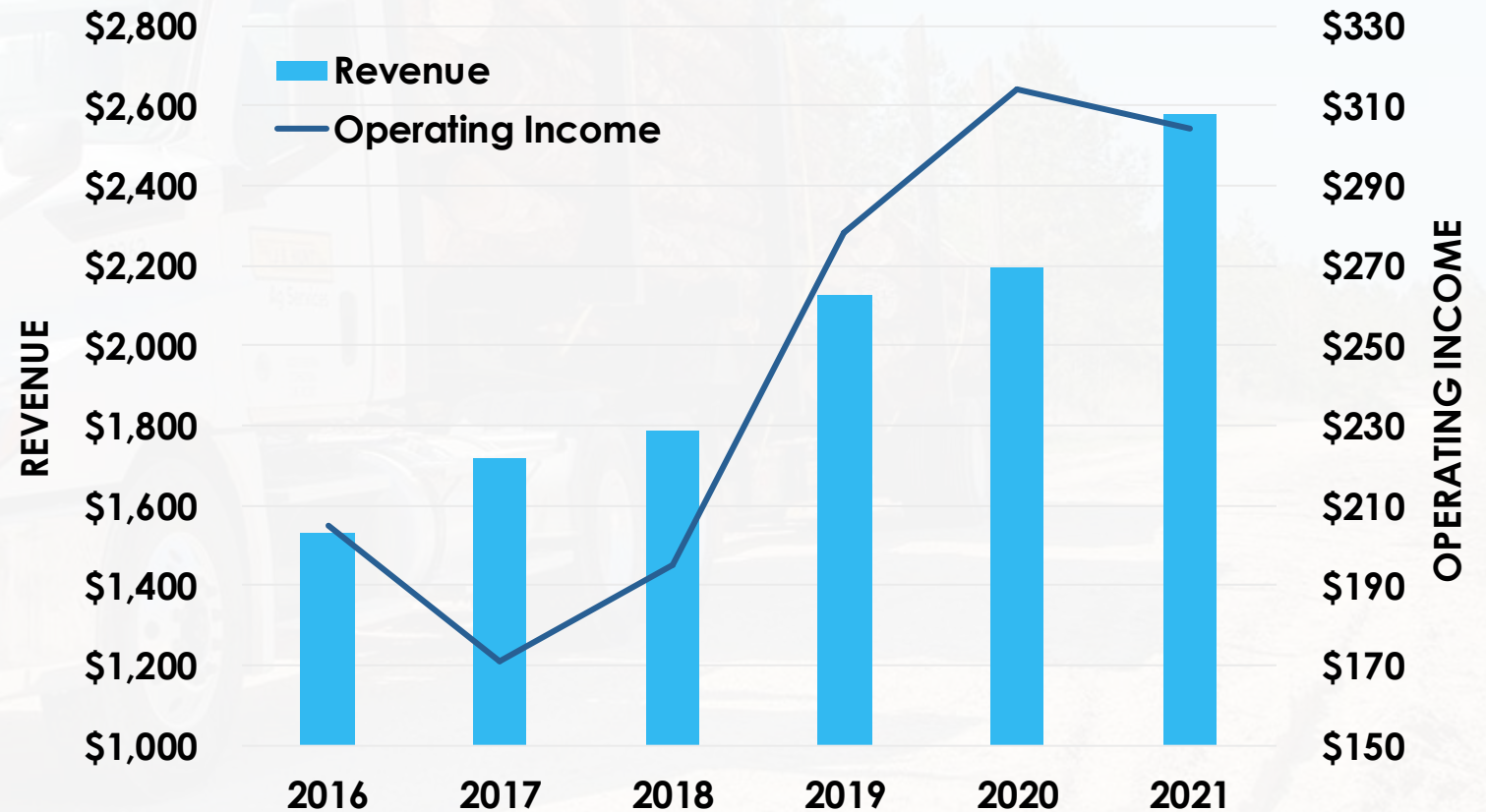
Experts in **PRIVATE FLEET MANAGEMENT**



Continually investing in **SAFETY AND TECHNOLOGY**

## REVENUE & OPERATING INCOME TREND<sup>1</sup>

(\$ in MILLIONS)



1. In March 2020, J.B. Hunt separated its DCS segment into two reportable segments: DCS and FMS. See additional "[JBHTFMS Segmentation](#)" investor presentation.

# INTEGRATED CAPACITY SOLUTIONS – ICS



136,400+ carriers  
1 million+ trucks



NORTH AMERICAN  
carrier capacity

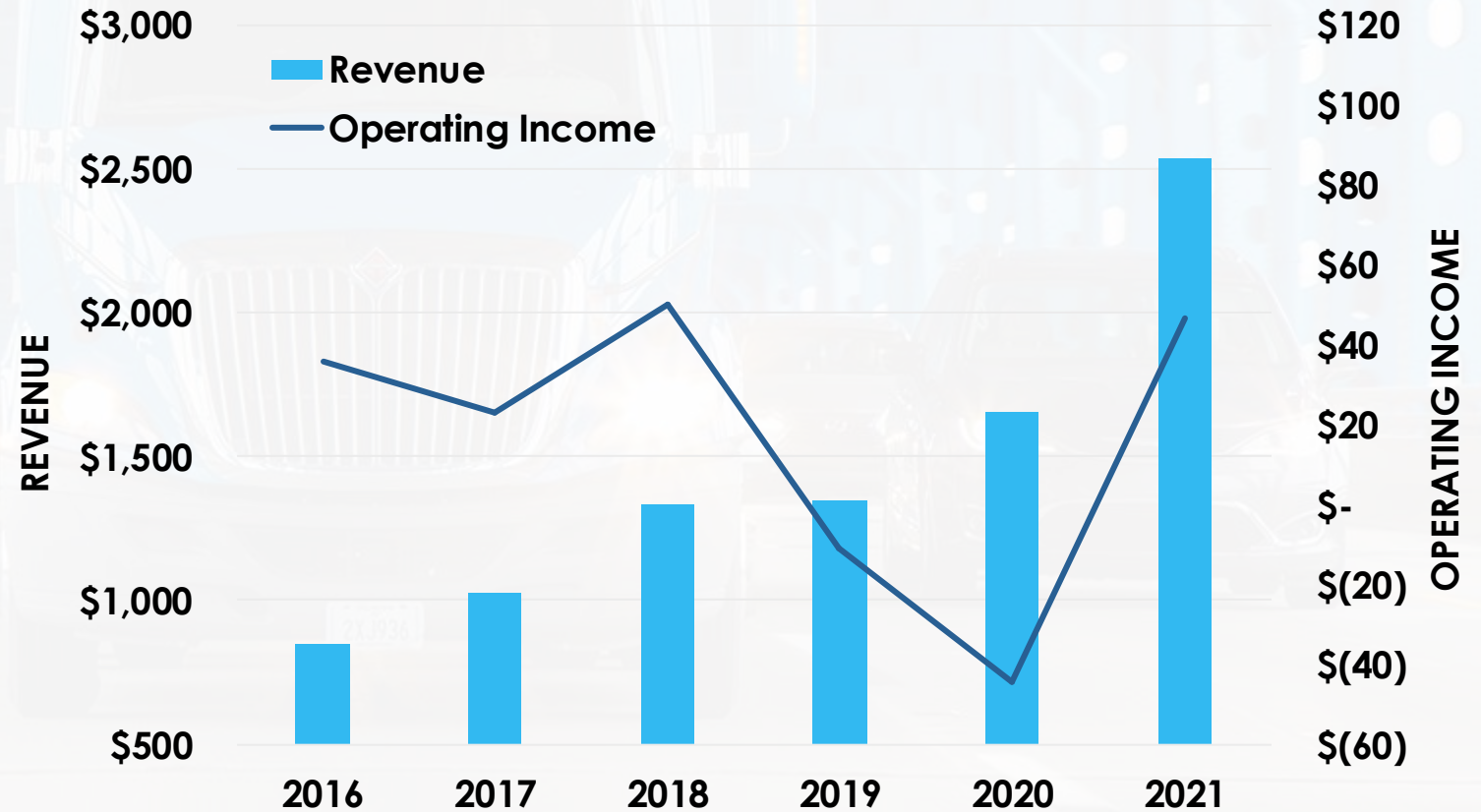


360°

Leverages **TECHNOLOGY** to  
simplify shipping

## REVENUE & OPERATING INCOME TREND

(\$ in MILLIONS)





# TRUCKLOAD – JBT

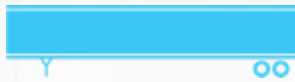


360box®

Truckload®



2,200+  
tractors and ICs



11,000+  
trailer fleet  
with **tracking**



Access to  
1,000,000+  
available  
trucks



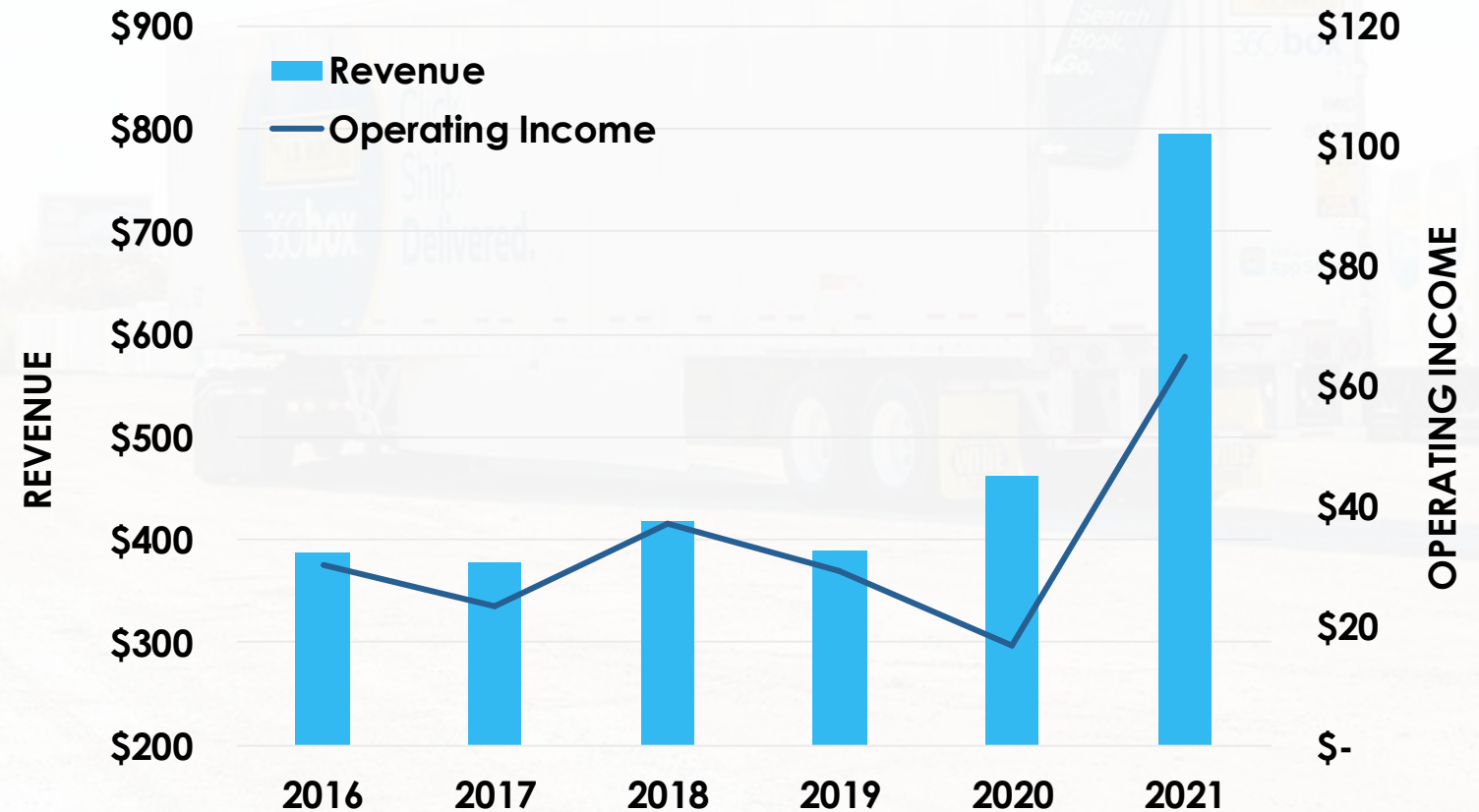
360

360box®

Leverages **TECHNOLOGY** to  
simplify shipping

## REVENUE & OPERATING INCOME TREND

(\$ in MILLIONS)



# FINAL MILE SOLUTIONS – FMS



Final Mile



**NATIONAL** footprint of asset and non-asset delivery solutions



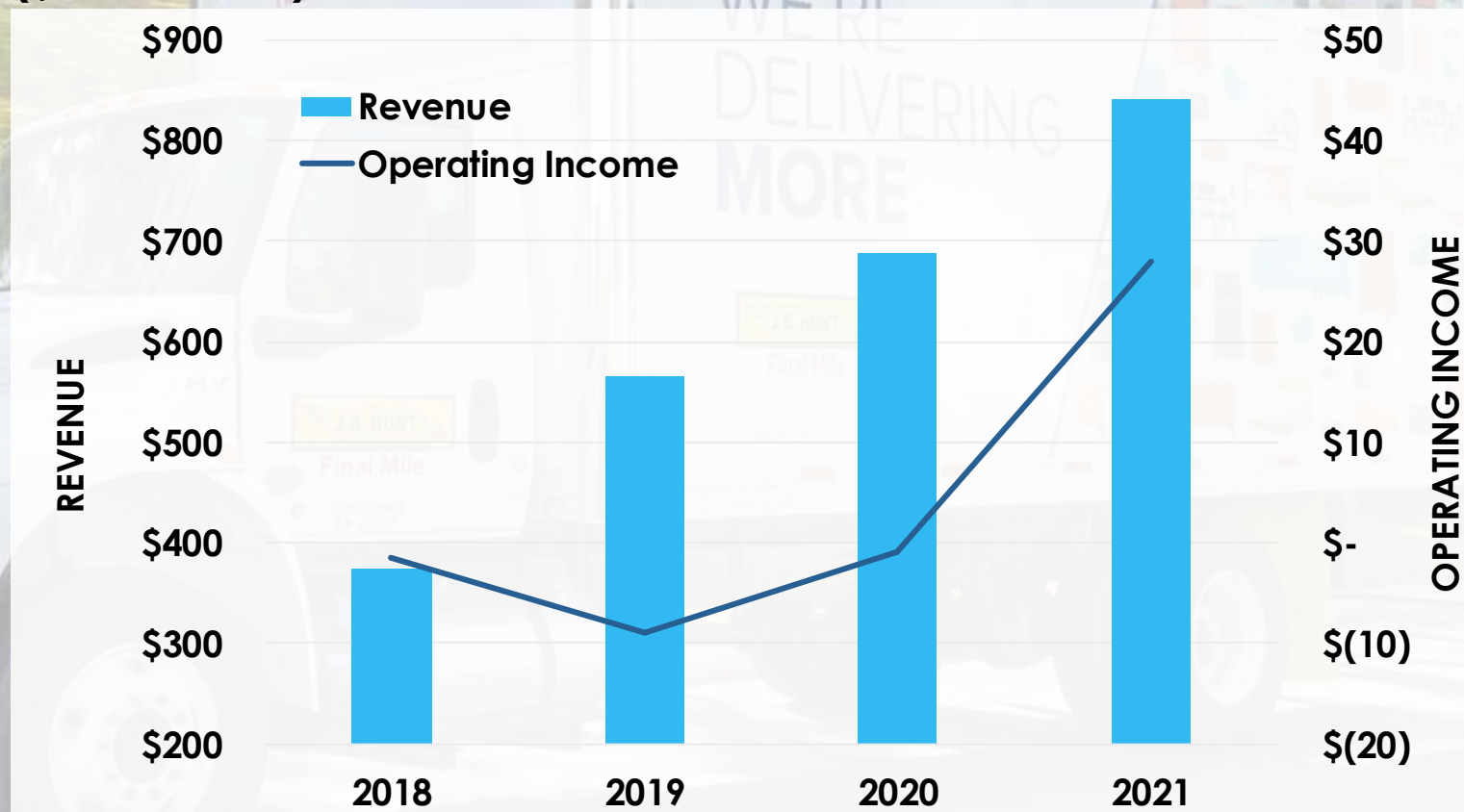
**LARGE, ADDRESSABLE NEED** of big and bulky items delivered into the home



**FULFILMENT and RETAIL – POOLING** distributions services

## REVENUE & OPERATING INCOME TREND<sup>2</sup>

(\$ in MILLIONS)

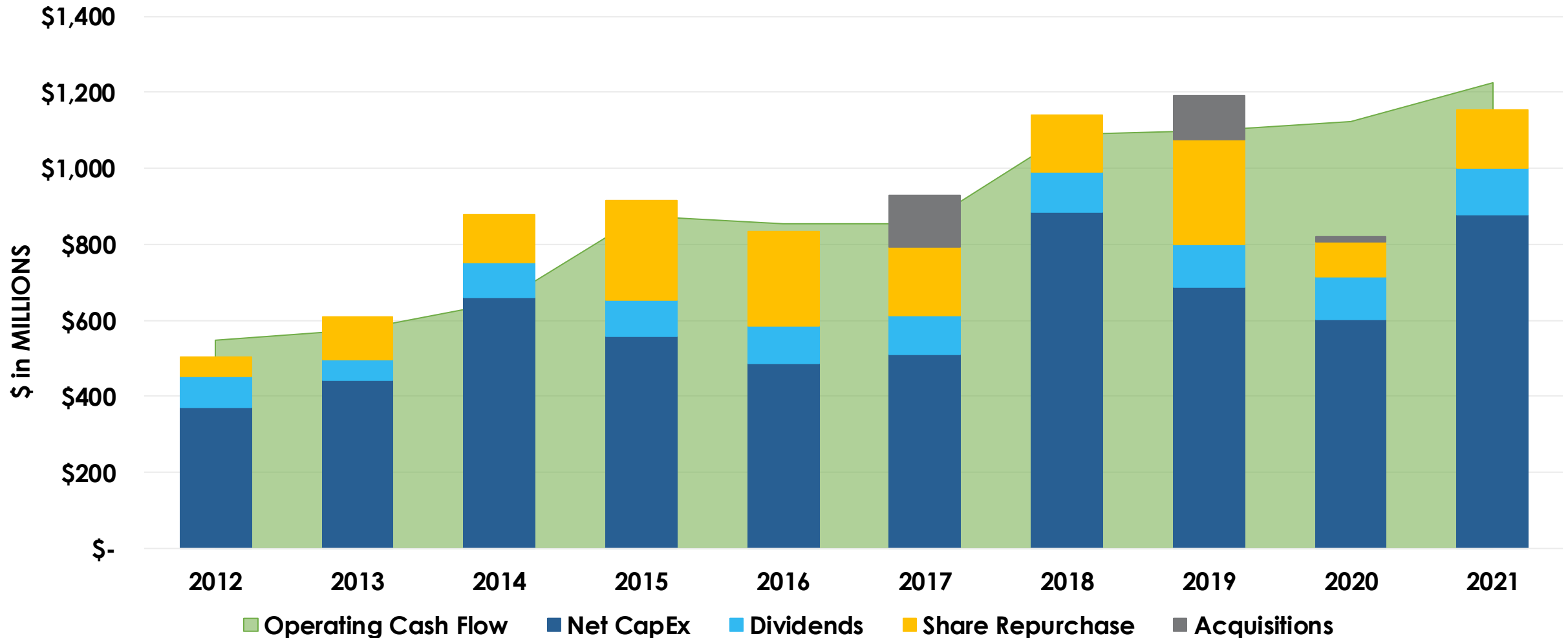


2. In March 2020, J.B. Hunt separated its DCS segment into two reportable segments: DCS and FMS. See additional "[JBHTFMS Segmentation](#)" investor presentation.

# CAPITAL ALLOCATION



REINVESTED \$6.1 BILLION, PAID DIVIDENDS OF \$983 MILLION & REPURCHASED \$1.6 BILLION IN STOCK SINCE 2012.



# BALANCE SHEET



	December 31, 2021	December 31, 2020
<b>ASSETS</b>		
Current Assets:		
Cash & Cash Equivalents	\$ 355,549	\$ 313,302
Accounts Receivable	1,506,619	1,124,403
Prepaid Expenses & Other	451,201	404,412
Total Current Assets	2,313,369	1,842,117
Net Property & Equipment	4,067,655	3,688,894
Other Assets, Net	413,324	397,337
<b>TOTAL ASSETS</b>	<b>\$ 6,794,348</b>	<b>\$ 5,928,348</b>
<b>LIABILITIES &amp; STOCKHOLDERS' EQUITY</b>		
Current Liabilities		
Current Debt	\$ 355,972	\$ -
Trade Accounts Payable	772,736	587,510
Claims Accruals	307,210	276,056
Accrued Payroll	190,950	130,943
Other Accrued Expenses	102,732	90,294
Total Current Liabilities	1,729,600	1,084,803
Long-Term Debt	945,257	1,305,424
Other Long-Term Liabilities	256,233	245,961
Deferred Income Taxes	745,442	692,022
Stockholders' Equity	3,117,816	2,600,138
<b>TOTAL LIABILITIES &amp; STOCKHOLDERS' EQUITY</b>	<b>\$ 6,794,348</b>	<b>\$ 5,928,348</b>

**THANK YOU**

