



J.B. Hunt Transport Services, Inc.

Investor Presentation



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 **Vision**

To Create The Most Efficient
Transportation Network In
North America

Our **Foundations**

People
Technology
Capacity

Our **Mission**

Driving Long-Term Value
For Our People, Customers
and Shareholders

Our **Values**

Integrity
Respect
Innovation
Safety
Excellence



J.B. Hunt At-a-Glance

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

400+ Locations Across U.S., Canada and Mexico

22,200+ Tractors and ICs

167,600+ Trailing Units

108,000+ Carriers

400,000+ Trucks

~33,700 Employees

\$12.8B 2023 Revenue





2024 Priorities

- Focus on **Operational Excellence** to Deliver Exceptional Value to our Customers
- **Scale** our Long-Term Investments in our **People, Technology and Capacity**
- Remain Focused on **Driving Long-Term Compounding Returns** for our Shareholders



Tenured Management Team

Executive leadership team has a combined **373** years of experience at J.B. Hunt.



John N. Roberts, III

Executive Chairman

Years of Service: 35



Darren Field

President of Intermodal
Executive Vice President

Years of Service: 30



Stuart Scott

Chief Information Officer
Executive Vice President

Years of Service: 8



Shelley Simpson

Chief Executive Officer
President

Years of Service: 30



Brad Hicks

**President of Dedicated Contract Services
Executive Vice President

Years of Service: 28



Eric McGee

Executive Vice President of
Highway Services

Years of Service: 26



John Kuhlow

Chief Financial Officer
Executive Vice President

Years of Service: 18



Greer Woodruff

Executive Vice President of Safety,
Sustainability and Maintenance

Years of Service: 36



Brian Webb

Executive Vice President of
Final Mile Services

Years of Service: 22



Nick Hobbs

Chief Operating Officer
**President of Highway & Final Mile
Services, Executive Vice President

Years of Service: 40



Jennifer Boattini

Senior Vice President of Legal and Litigation
General Counsel and Corporate Secretary

Years of Service: 17



Kevin Bracy

Senior Vice President of Finance
and Treasurer

Years of Service: 26



Spencer Frazier

Executive Vice President of Sales
and Marketing

Years of Service: 28



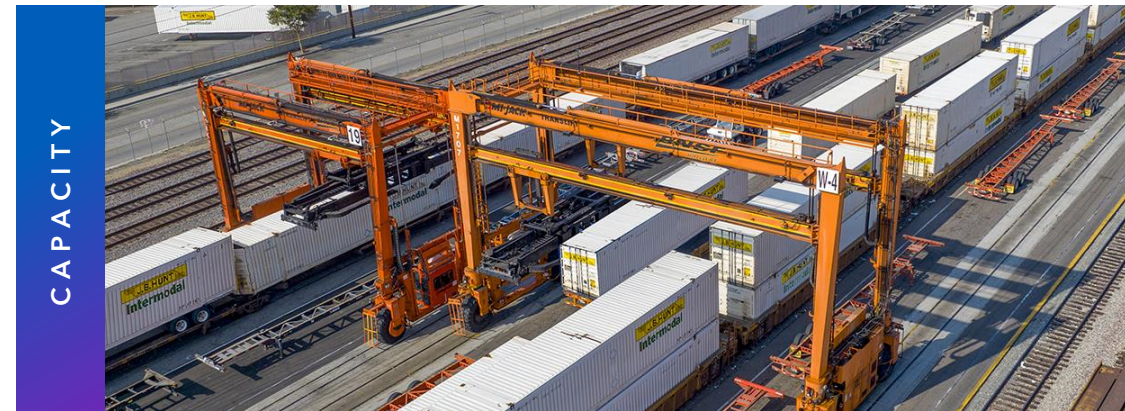
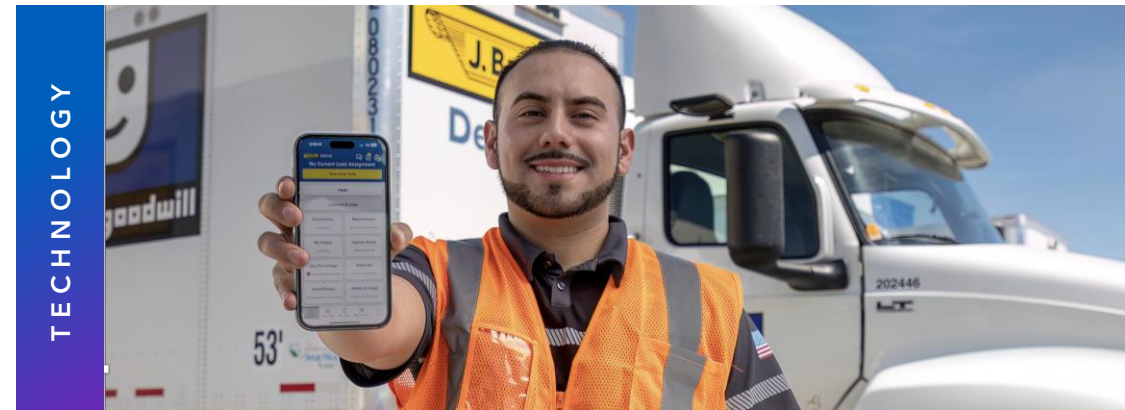
David Keefauver

**Executive Vice President of People

Years of Service: 29

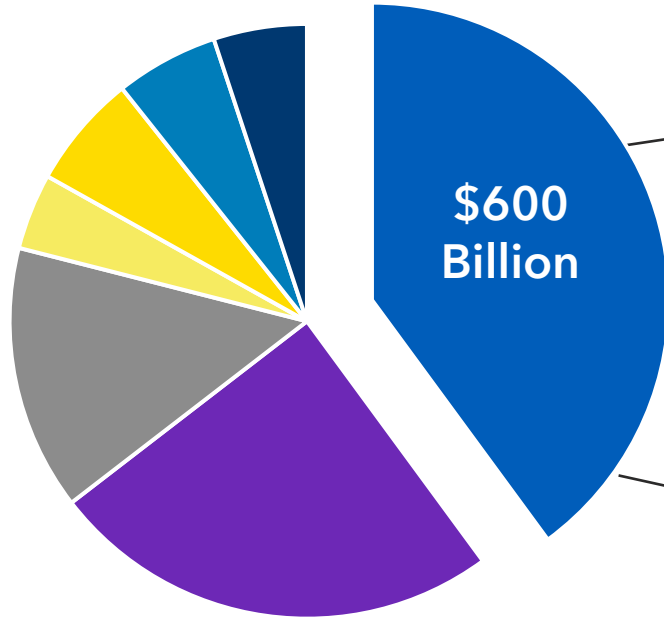
Investment Highlights

- **Leading positions** in large addressable markets and **brand strength** supports entry into new and emerging markets
- Mode-neutral, **multi-modal service offering**
- **Network density and scale** drives economics
- Leading technology platform with **J.B. Hunt 360°**[®]
- Increasing complexity of the supply chain creates demand for **highly engineered, sustainable and comprehensive solutions**
- **Best-in-class** people, systems, and service

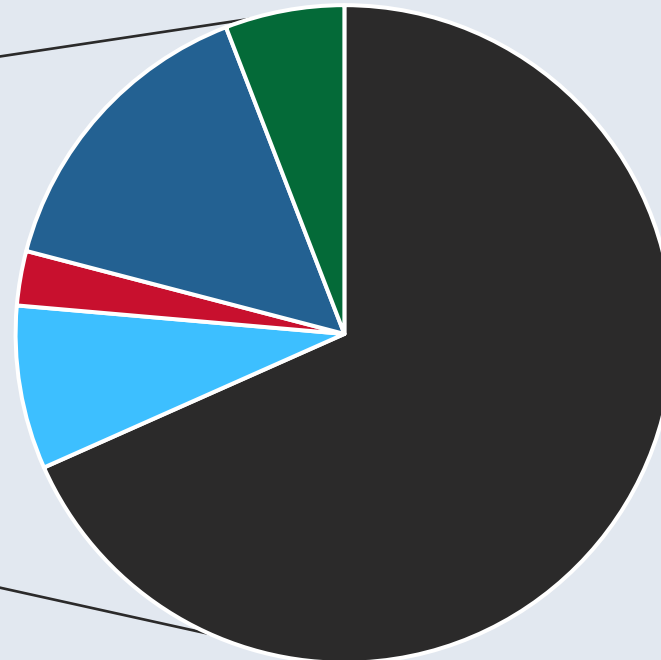


J.B. Hunt's Addressable Market

U.S. Transportation Market Size:
\$1.5 Trillion



J.B. Hunt's Addressable Market:
\$600 Billion



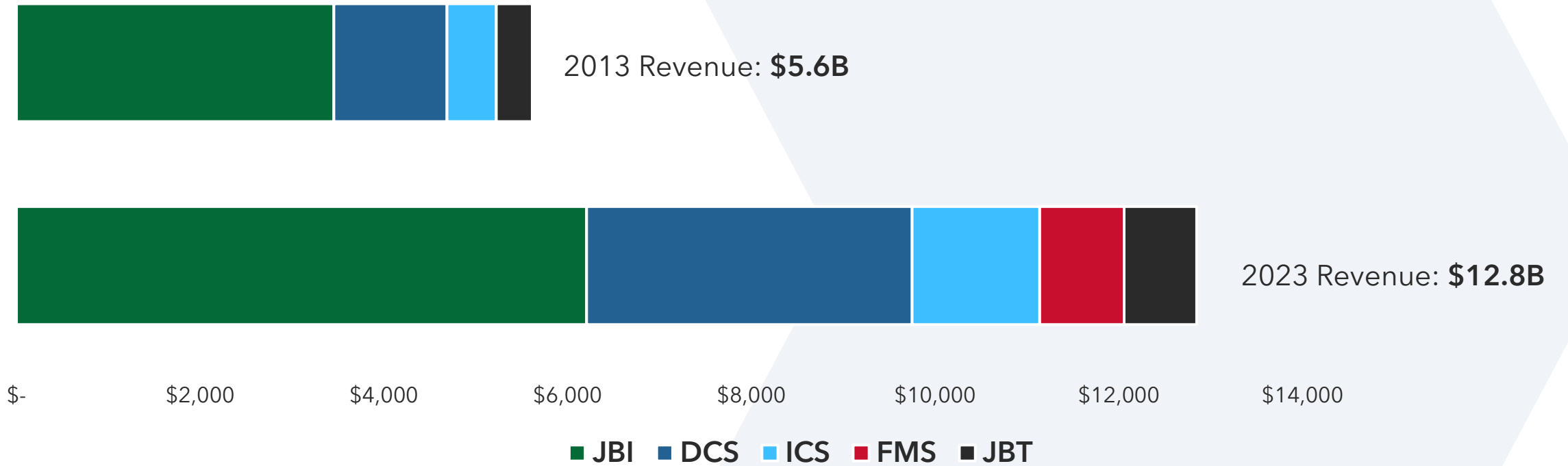
- JBHT Addressable
- Motor Carrier Private
- Parcel
- Rail Carload
- Air Freight
- Water and Ports
- Pipeline

- TL
- LTL
- Final Mile
- Dedicated
- Intermodal

*Source: CSCMP 2023 Report

Mode-Neutral Portfolio

Segment Revenue Contribution



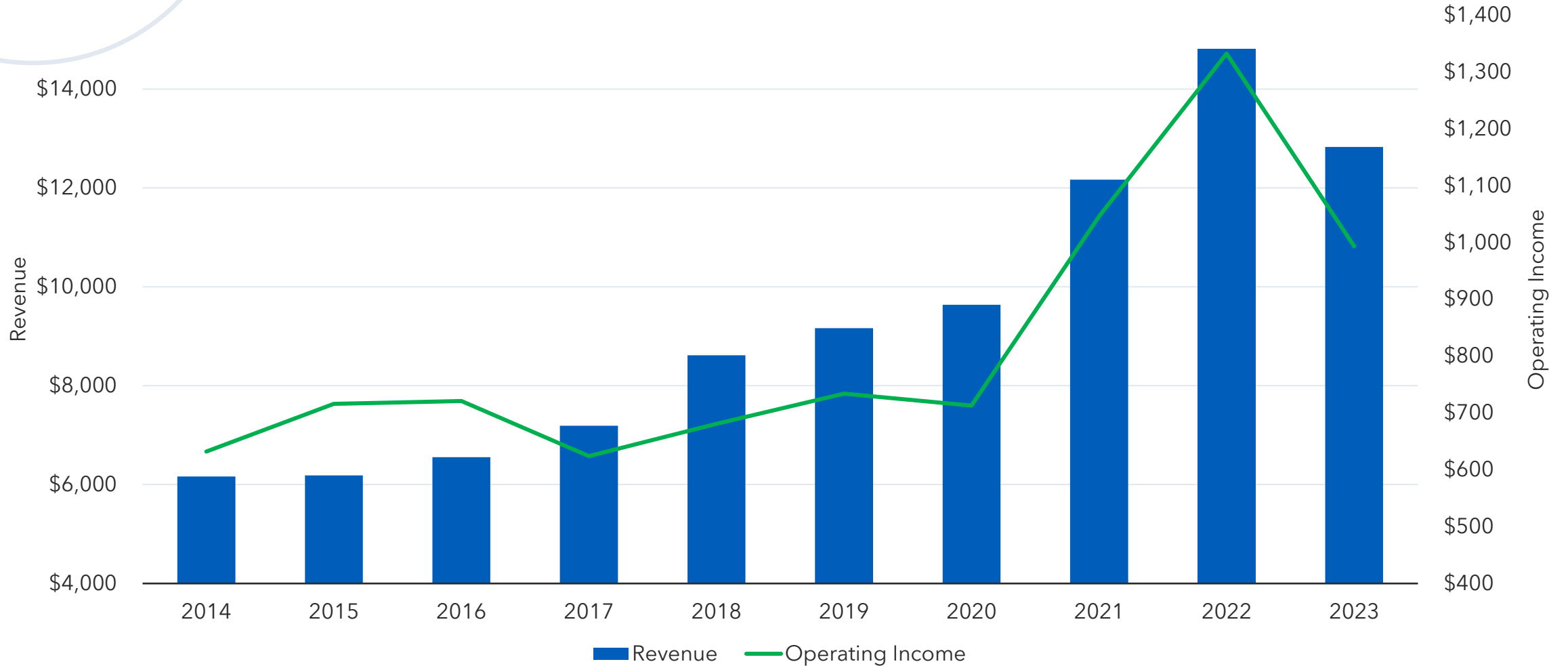
Technology that Empowers



- Our **People** to **Drive Out Waste**
- Our **Capacity**, Making **Roads Safer** and **Networks More Efficient**
- Our **Industry** to **Reduce Cost**, **Secure Capacity**, **Provide Visibility** and **Improve Service**

Long-Term Revenue and Operating Income Trend

in millions



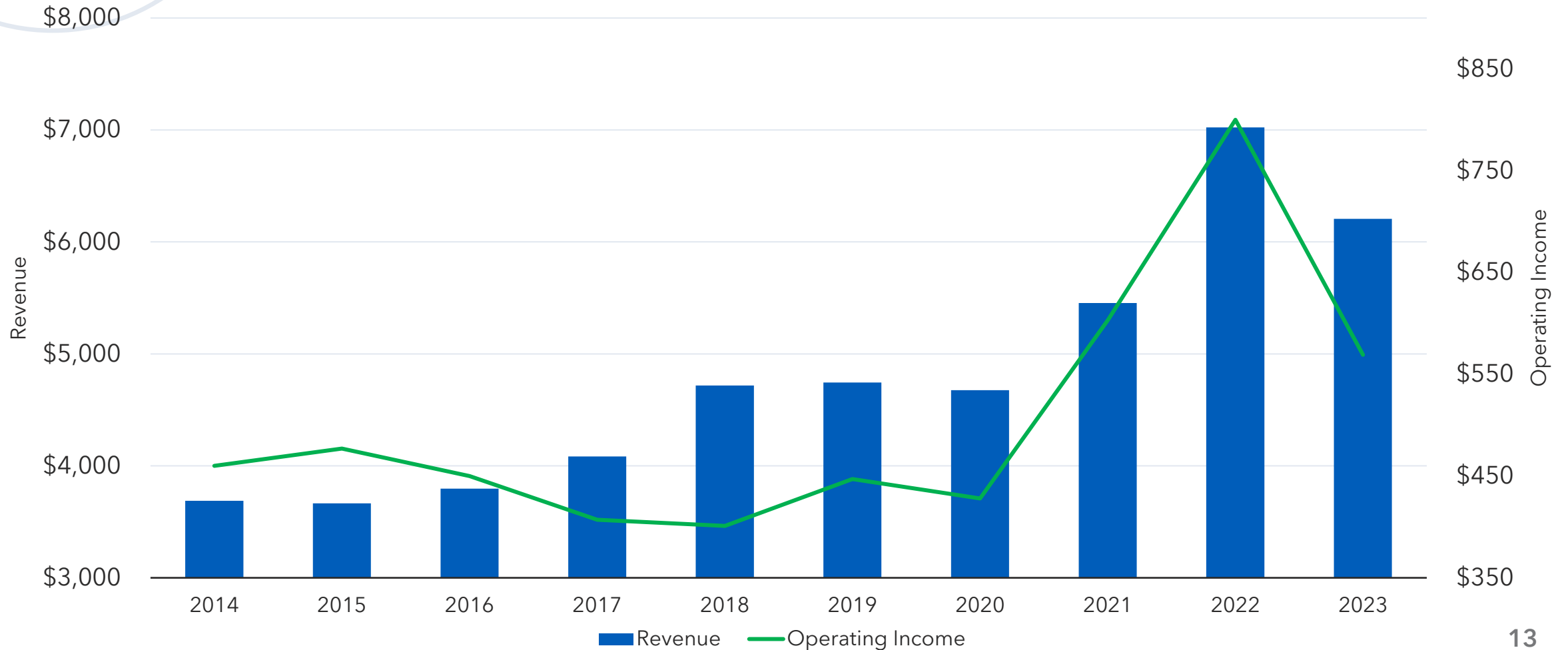
Intermodal (JBI)

- Largest domestic intermodal fleet by 2x: **121,000+ company-owned containers** and **100,000+ chassis**
- Largest dray fleet of **6,500+ trucks**
- **Scalable capacity** to meet commitments
- Containers equipped with **tracking**
- **Long-standing** agreements with railroads
- **Temp-controlled** containers



JBI Revenue and Operating Income Trend

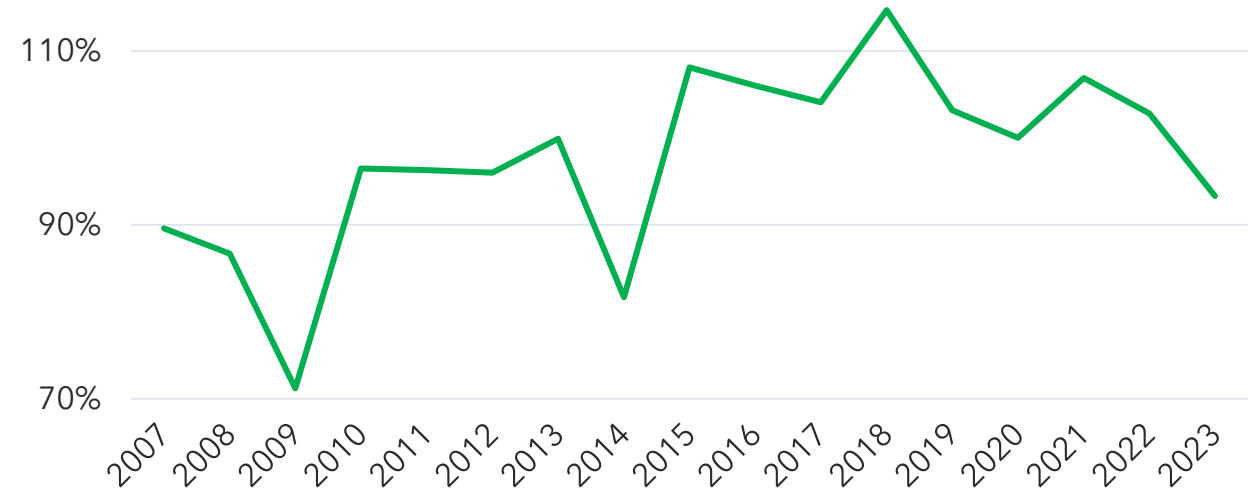
in millions



Dedicated Contract Services[®] (DCS[®])

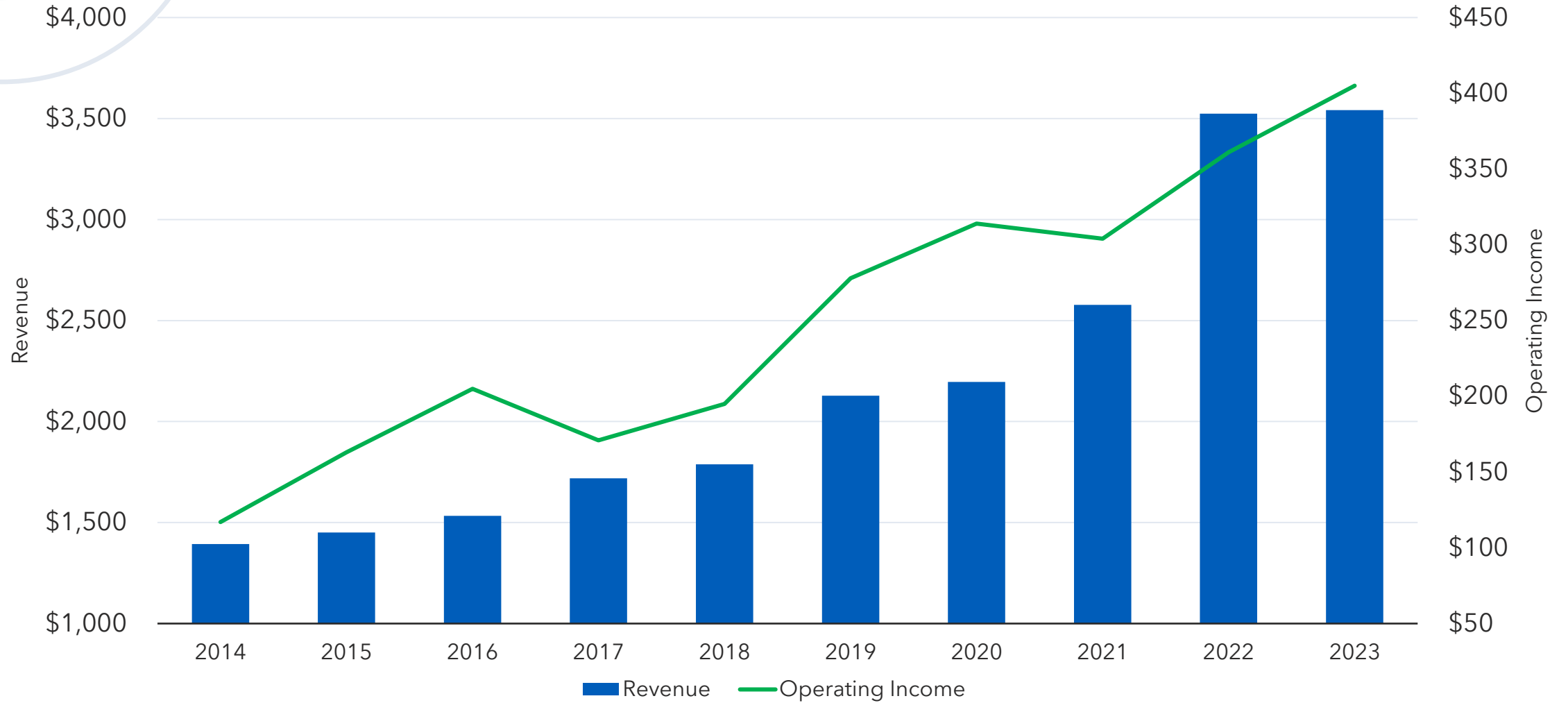
- Largest dedicated fleet of more than **12,700 trucks** and **31,900+ trailers**
- Experts in **private fleet management**
- **High customer retention rate**
- **Specialized equipment** to fulfill needs across multiple industries
- Continually **investing in safety and technology**
- **Fixed and variable** pricing structure
- On-site **management** at customer location

DCS Revenue Retention Rate



DCS Revenue and Operating Income Trend

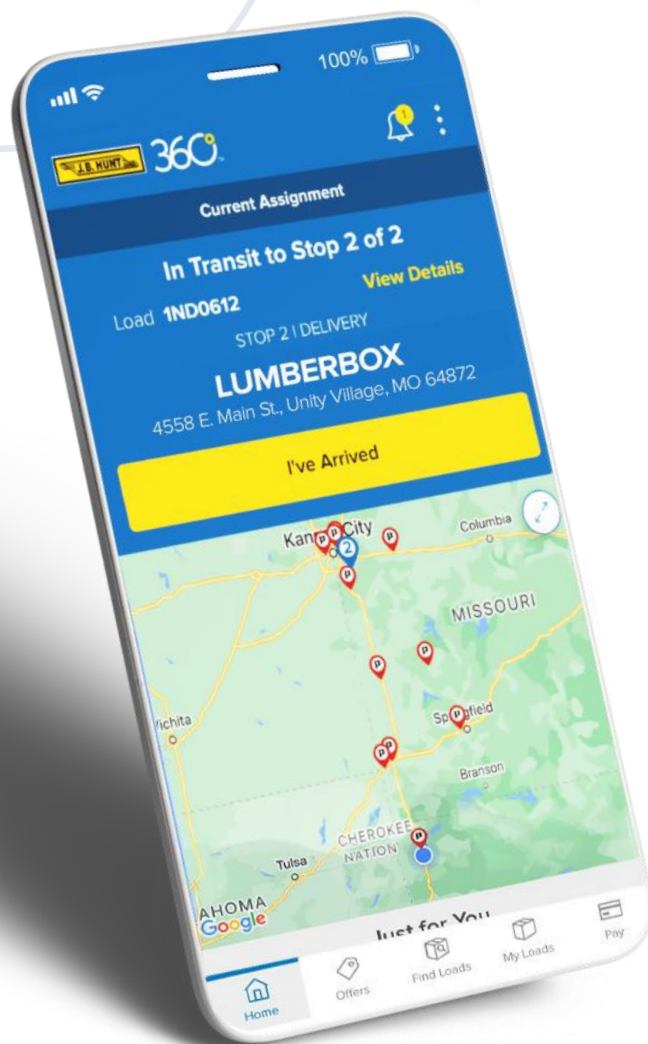
in millions



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



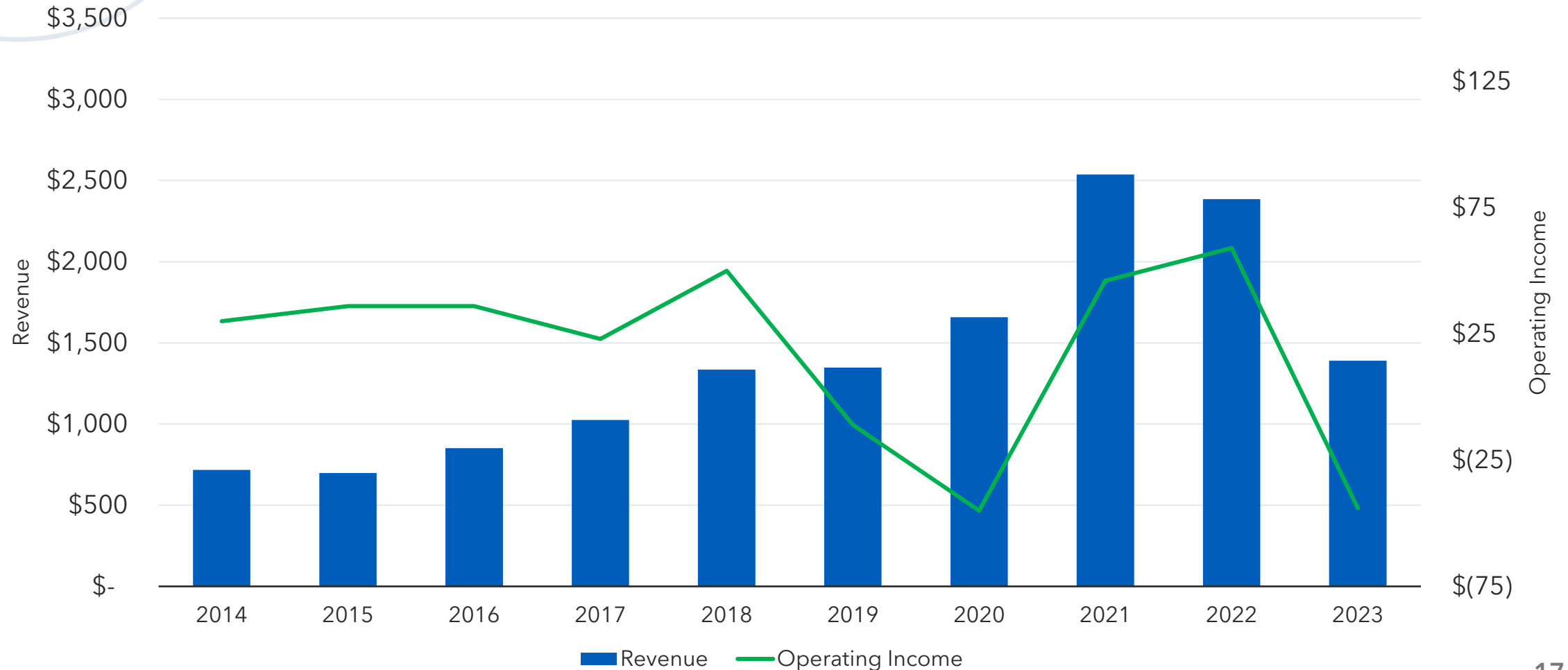
Integrated Capacity Solutions (ICS)



- Leverages technology and the award-winning **J.B. Hunt 360°** platform to source the most efficient capacity and best-in-class carrier base
- Access to capacity: **+400,000 trucks and +108,000 carriers** across North America
- **Dry-van, temp-controlled, flatbed and hazmat** options available
- Contractual, **spot and cost+ pricing** arrangements

ICS Revenue and Operating Income Trend

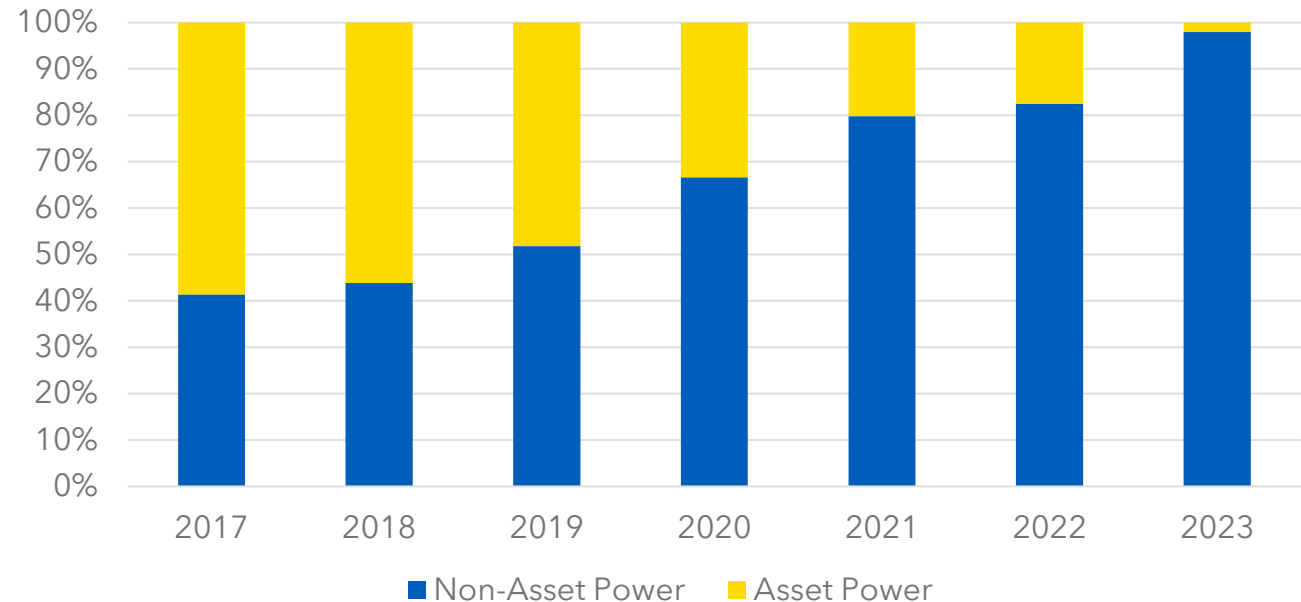
in millions



Truckload (JBT)

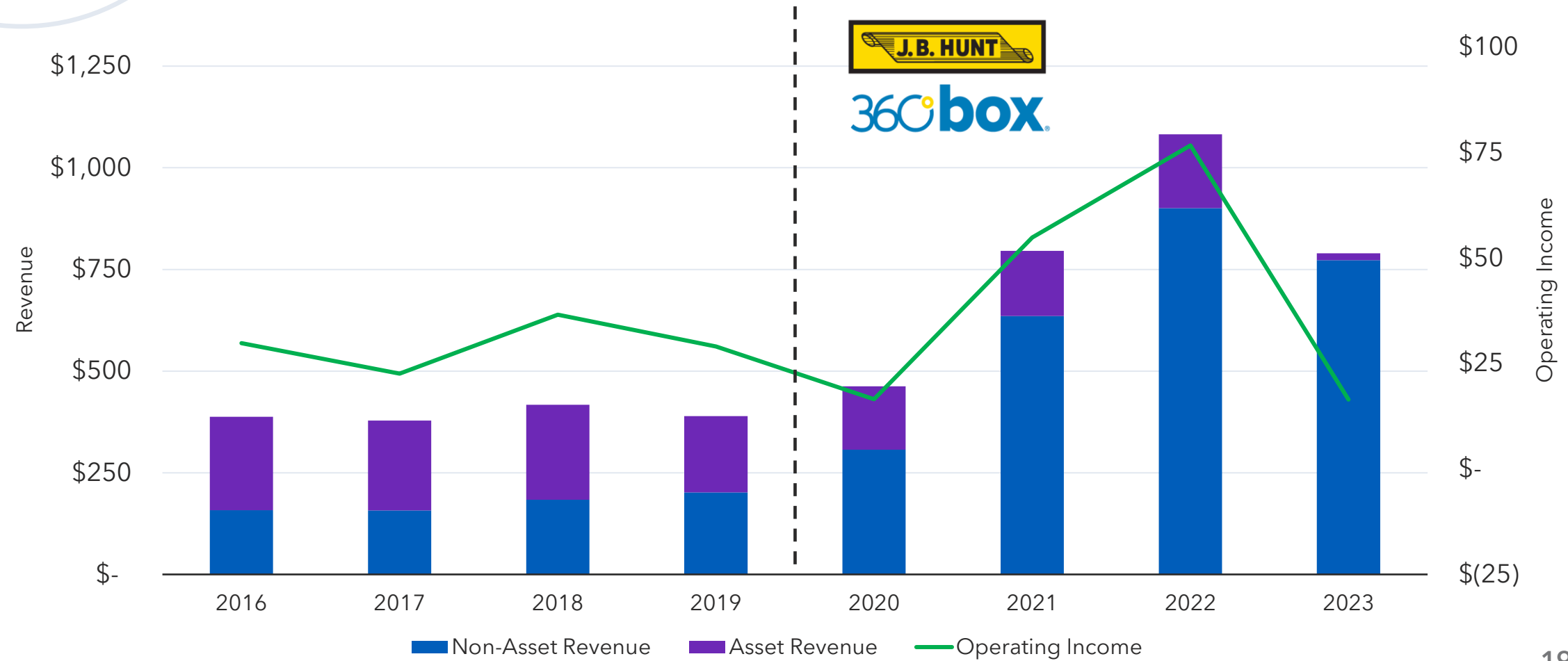
- One of North America's **largest trailing fleets**
- **Simplified shipping** by leveraging **J.B. Hunt 360° technology** and **J.B. Hunt 360box®**
- Access to **+400,000 trucks** nationwide
- **~13,200+ trailing fleet with tracking** available through 360box
- Nearly **2,000 tractors** and **Independent Contractors**

Percentage of JBT Revenue



JBT Revenue & Operating Income Trend

in millions





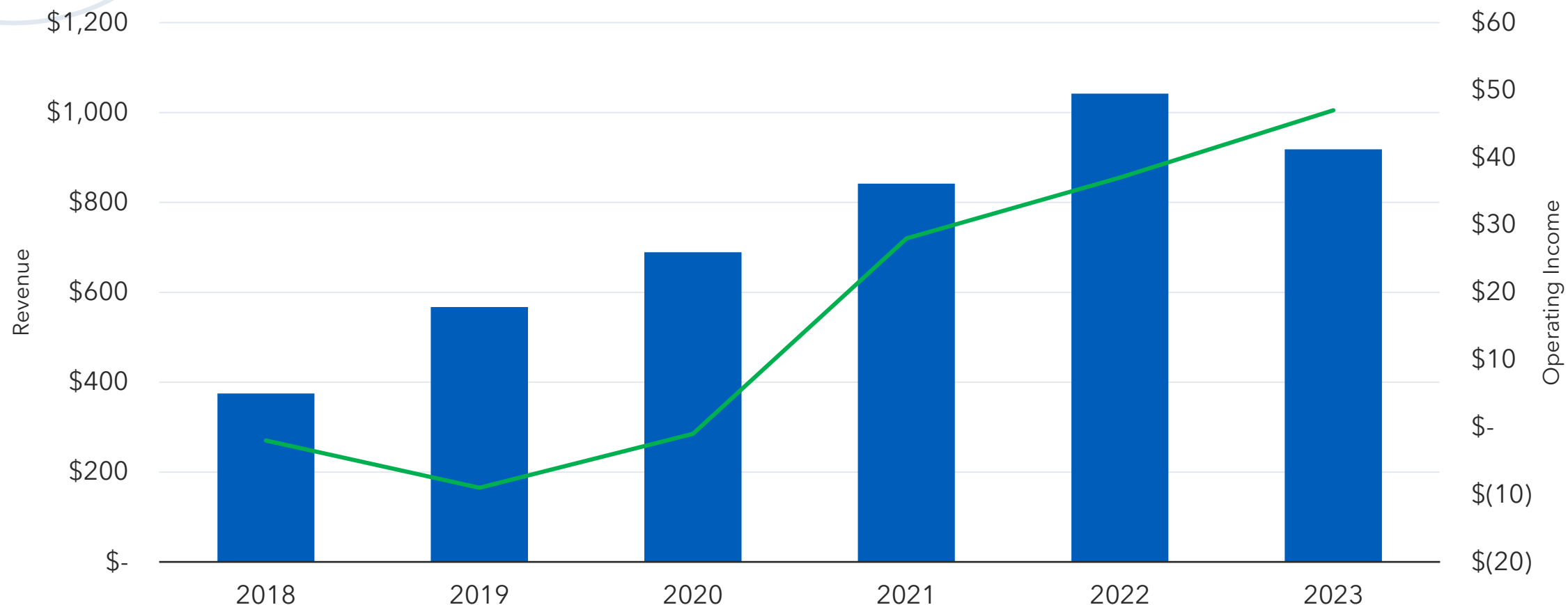
Final Mile Services[®] FMS

- One of nations **largest final mile delivery platforms**
- **Comingle home delivery** providing nationwide delivery options
- **Dedicated, customized solutions** with dedicated delivery team and on-site management
- **LTL offerings** including traditional LTL, LTL consolidation, pool point distribution and specialized LTL
- Highly vetted carriers and teams for **safe and secure deliveries**



FMS Revenue and Operating Income Trend

in millions

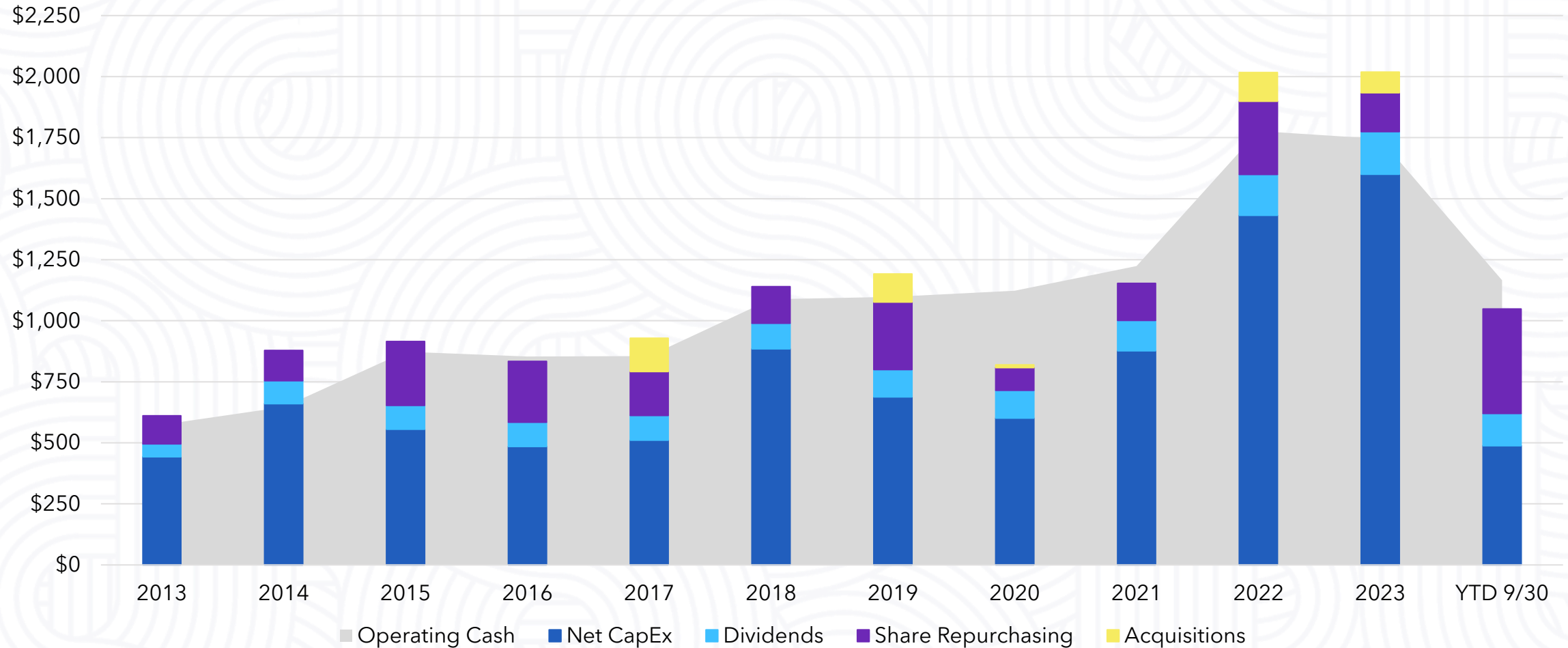


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Capital Allocation

Reinvested \$9.2 Billion, Paid Dividends of \$1.4 Billion and Repurchased \$2.5 Billion in Stock Since 2013

in millions



Balance Sheet



	September 30, 2024	December 31, 2023
ASSETS		
Current Assets:		
Cash & Cash Equivalents	\$ 120,002	\$ 53,344
Accounts Receivable	1,262,921	1,334,912
Prepaid Expenses & Other	543,477	696,656
Total Current Assets	1,926,400	2,084,912
Net Property & Equipment	5,751,274	5,773,913
Other Assets, Net	648,276	679,435
TOTAL ASSETS	\$ 8,325,950	\$ 8,538,260
LIABILITIES & STOCKHOLDERS' EQUITY		
Current Liabilities		
Current Debt	\$ 500,000	\$ 249,961
Trade Accounts Payable	673,452	737,364
Claims Accruals	613,311	547,277
Accrued Payroll	108,428	94,563
Other Accrued Expenses	146,254	150,256
Total Current Liabilities	2,041,445	1,779,421
Long-Term Debt	1,032,303	1,326,107
Other Long-Term Liabilities	390,156	392,766
Deferred Income Taxes	861,828	936,208
Stockholders' Equity	4,000,218	4,103,758
TOTAL LIABILITIES & STOCKHOLDERS' EQUITY	\$ 8,325,950	\$ 8,538,260

Thank You

