



# WELCOME

## J.B. HUNT TRANSPORT SERVICES, INC. 2017 PERFORMANCE EXPECTATIONS

This information can be accessed on the company's website, [www.jbhunt.com/PerformanceExpectations](http://www.jbhunt.com/PerformanceExpectations).

# 2017 PERFORMANCE EXPECTATIONS

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.



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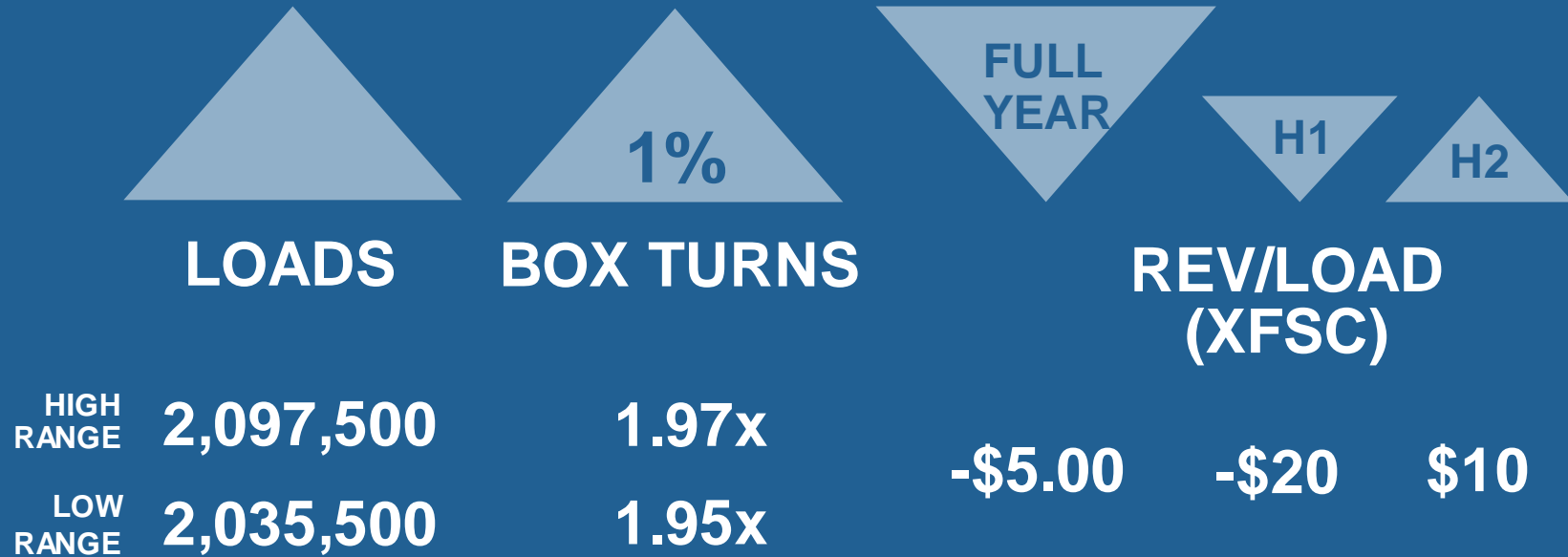
**Intermodal**

**INTERMODAL**

# WHAT DRIVES INTERMODAL GROWTH

	2016	2017
■ HIGH FUEL PRICES	▼	▼
■ TIGHT TRUCK CAPACITY	▼	▼
■ MACRO ECONOMY	▼	▼
■ NEW GOVERNMENT REGULATIONS	▼	▼ ▲
■ INCREASE IN TRANSLOADS	▲	▲
■ NEW MARKETS	▼	▲
■ NEW PRODUCTS	▼	▲
■ NEW CUSTOMERS	▲	▲

# INTERMODAL 2017





**Dedicated**  
Contract Services

DEDICATED  
CONTRACT  
SERVICES

**DCS 2017**



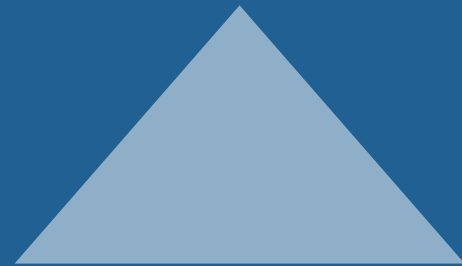
**REVENUE**

**\$1.60-\$1.65B**



**PRODUCTIVITY**

**FLAT**



**TRUCK COUNT**

**500-700  
NET ADDS**

**DCS 2017**

**15%**

**TECHNOLOGY  
INVESTMENT**

**\$19M**

**37%**

**SALES  
INVESTMENT**

**17 ADDS**

**2017 SALES  
VERTICALS**

-  Healthcare
-  Agriculture
-  Food Services





**Integrated**  
Capacity Solutions

INTEGRATED  
CAPACITY  
SOLUTIONS

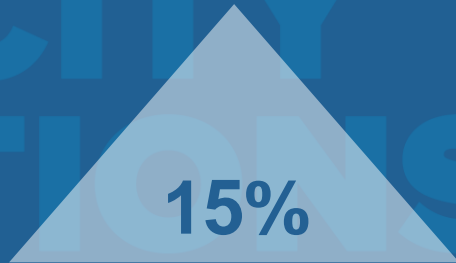
# ICS 2017

# INTEGRATED CAPACITY SOLUTIONS



**REVENUE**

**\$950M-\$1.1B**

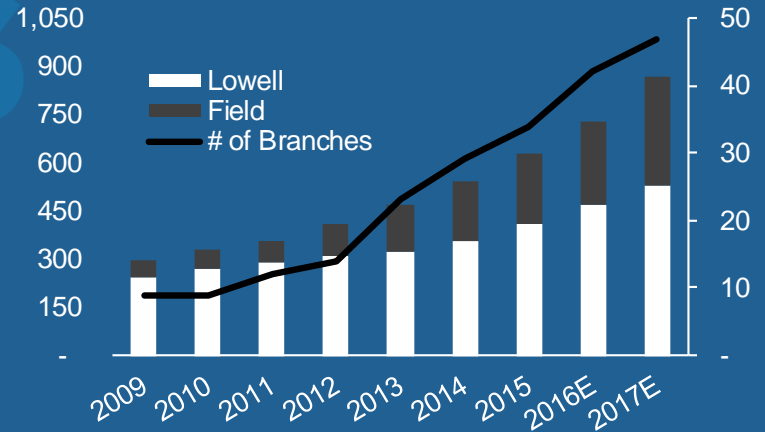


**15%**

**TECHNOLOGY  
INVESTMENT**

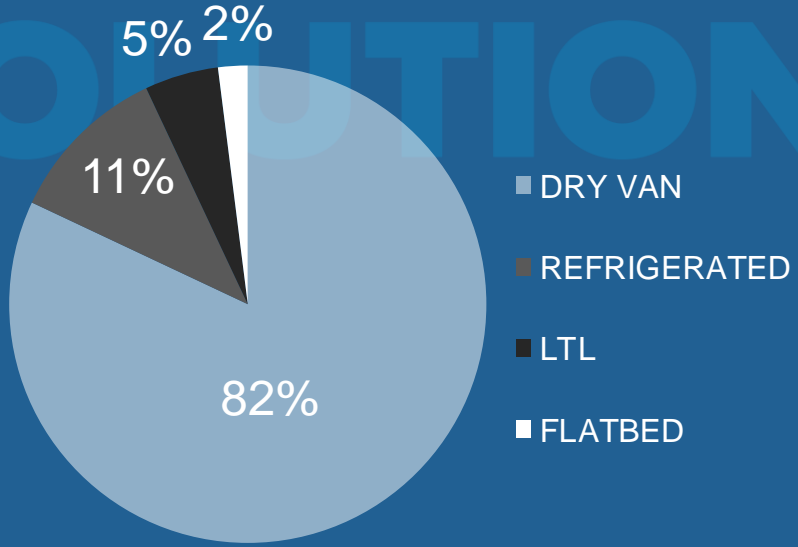
**\$15M**

## HEADCOUNT & BRANCHES

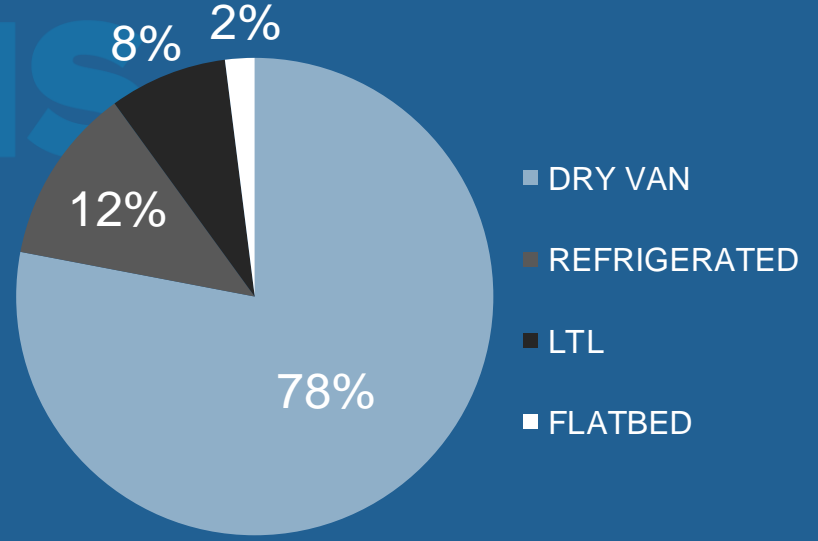


# ICS SERVICE BREAKOUT 2016/2017

2016



2017

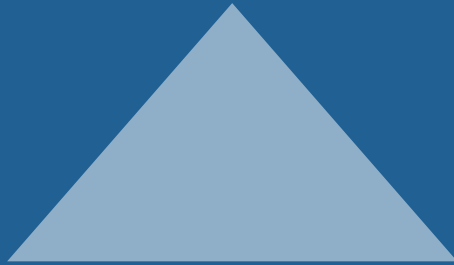




Truckload

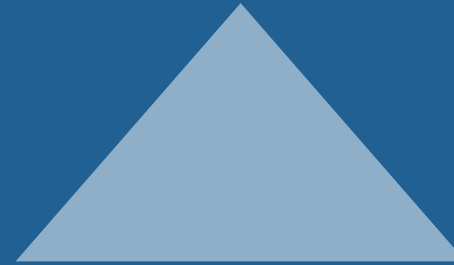
TRUCKLOAD

# TRUCKLOAD 2017



**REVENUE**

**\$410-\$430M**

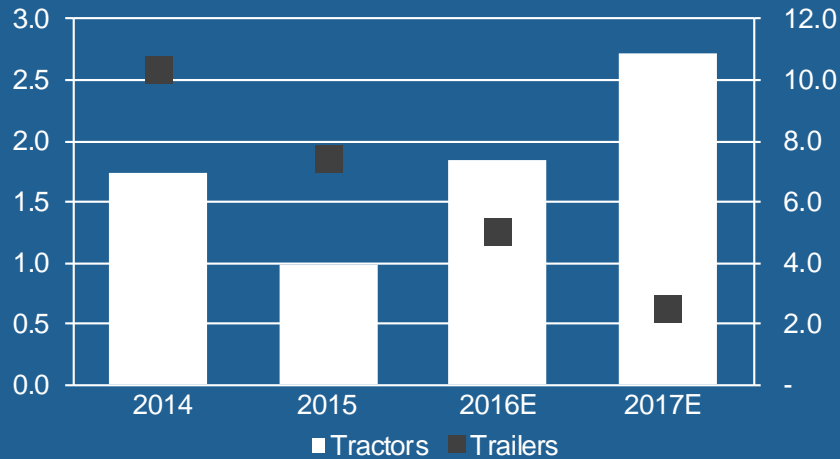


**TRUCK COUNT**

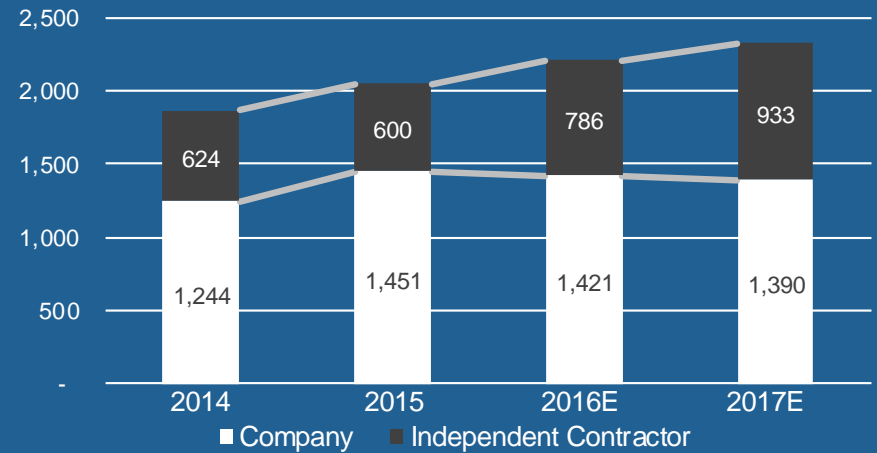
**100-120 ADDS**

# TRUCKLOAD KEY METRICS

## AGE OF FLEET



## POWER MIX



# 2017 CAPEX EXPECTATIONS In Millions

## REPLACEMENT \$175

1,100 Trucks  
2,350 Containers  
1,500 Chassis  
2,500 Trailers

## GROWTH \$219

750 Trucks  
4-6,000 Containers  
3-5,000 Chassis  
500 Trailers

## FACILITIES \$26

## TECHNOLOGY \$57

**TOTAL 2017E CAPEX \$477 MILLION**

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**TOTAL 2016E CAPEX \$515 MILLION**



# 2017 RISKS VS OPPORTUNITIES

## RISKS

- Irrational Competitive Pricing
- Customer Rate Behavior
- Rail Cost Increases
- Driver/Contractor Market Tightening
- Field Management Talent & Tenure
- Safety and Insurance
- Technology Upgrades

## OPPORTUNITIES

- Improving Rate Cycle
- Technology Upgrades
- Private Fleets in Target Industries
- Utilization Improvements
- Improved Employee Productivity
- New Markets
- Safety and Insurance



# FORWARD LOOKING: 2018/2019

## JBI

- Continued Rate Recovery
- Load Growth  $\geq$  Current Market Share

## ICS

- Branch Profitability Development
- Focused Services
  - Refrigerated
  - Flatbed

## DCS

- New Verticals
  - Retail Pool Distribution
  - Dairy
- Final Mile Build-Out

## JBT

- Continued Rate Recovery
- Maintain Size

# THANK YOU

