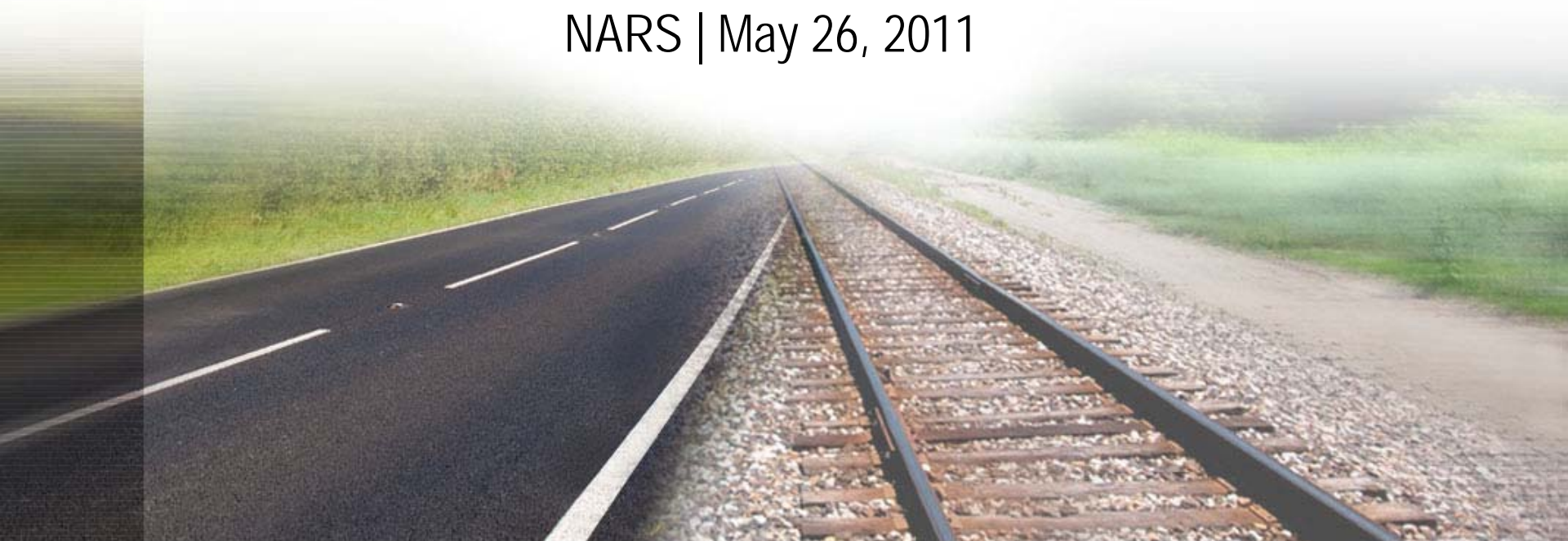




# Hub Group

NARS | May 26, 2011



**Hub Group, Inc.**



## Flexible, Asset-Light Transportation Services Provider

### Intermodal



- Flexible Asset Strategy & Solutions
- Industry Pioneer and Innovator
- Customized Solutions for your Network

### Highway



- Flexible Nationwide Carrier Base
- Network Driven Operations
- Project and Event Management

### Drayage



- International & Domestic Drayage
- Dedicated Services
- Coast to Coast Presence

### Logistics



- LTL Management
- Inbound Vendor Portal Technology
- TMS and Consulting Services

### Mode Transportation

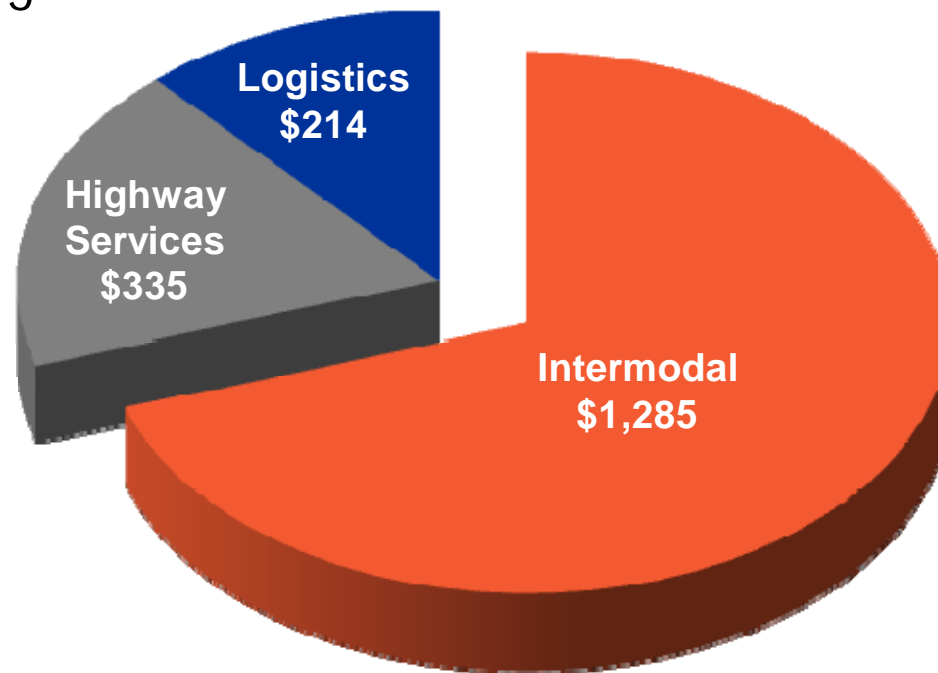


### MODE TRANSPORTATION

- Purchased April 1, 2011
- Agent-Based Model
- Intermodal, Highway, and Refrigerated Services



- Industry leader
- Strong customer and supplier relationships
- Highly efficient operating network
- Unique asset light model



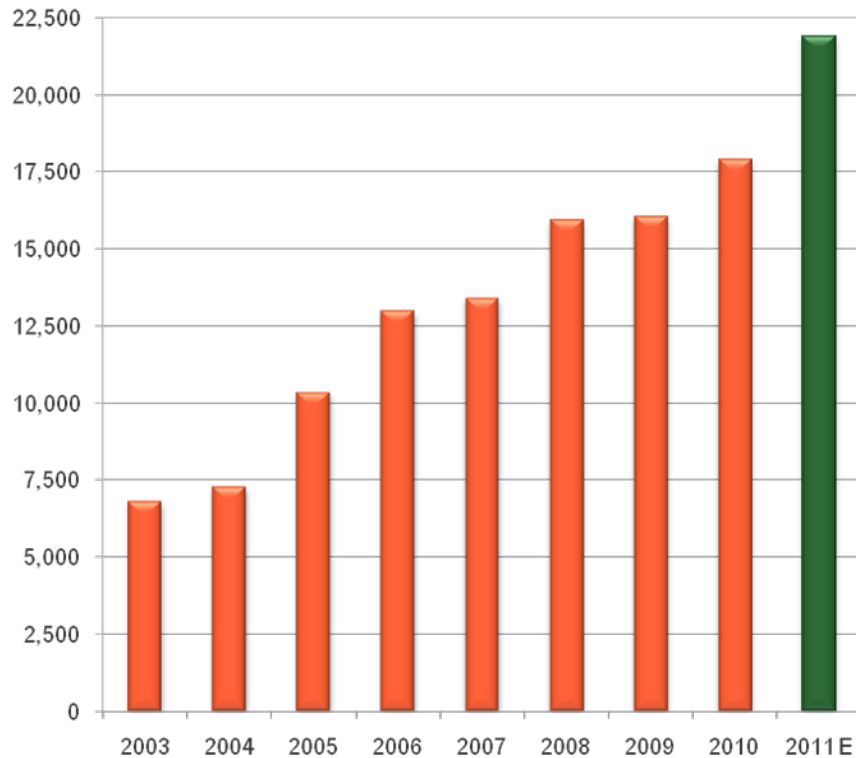
**Note:** Revenue in millions.  
For 12 months ended December 31, 2010



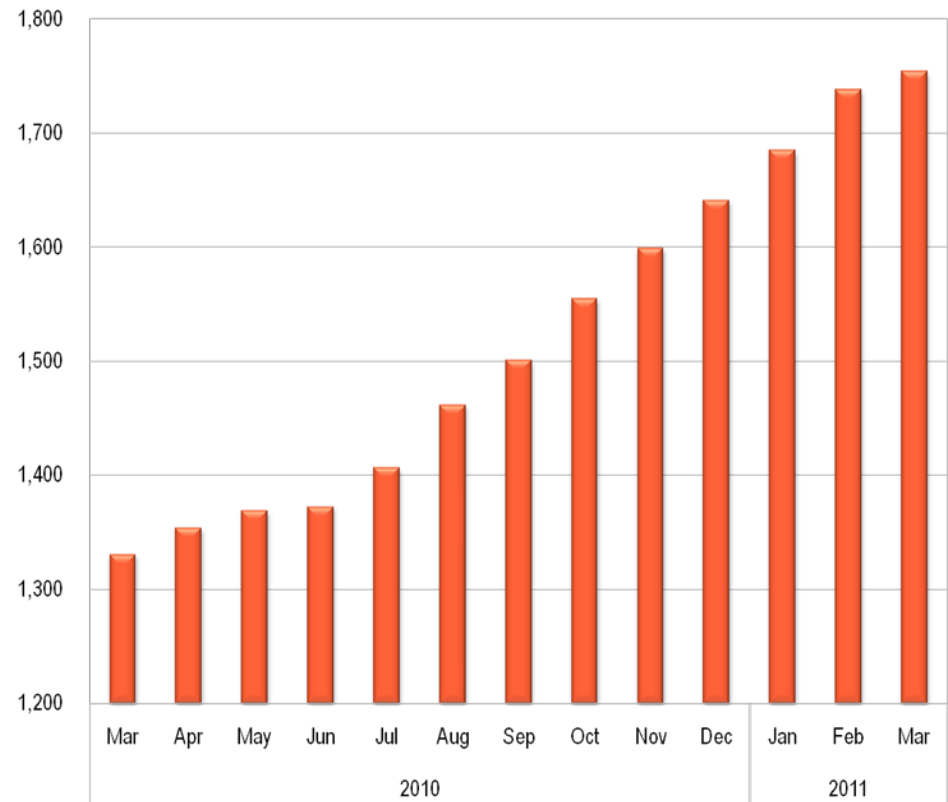
# Intermodal Growth

Hub Group continues its intermodal investment to meet the capacity and service expectations of our clients.

## Containers



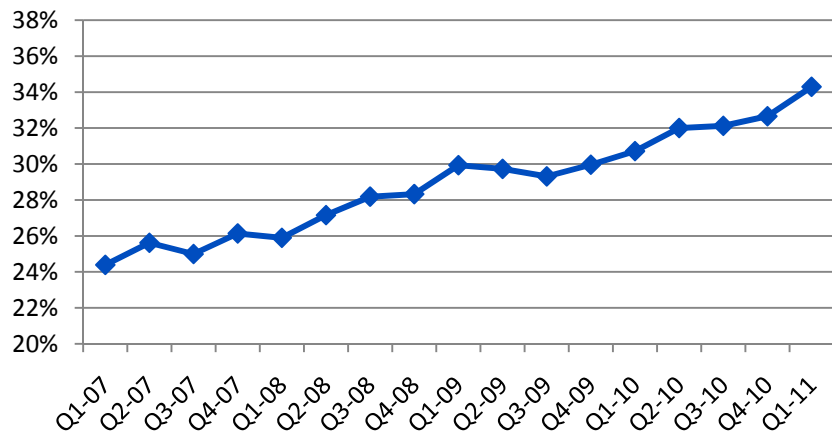
## Drivers





# Local East Growth

## Local East % of Total Volume



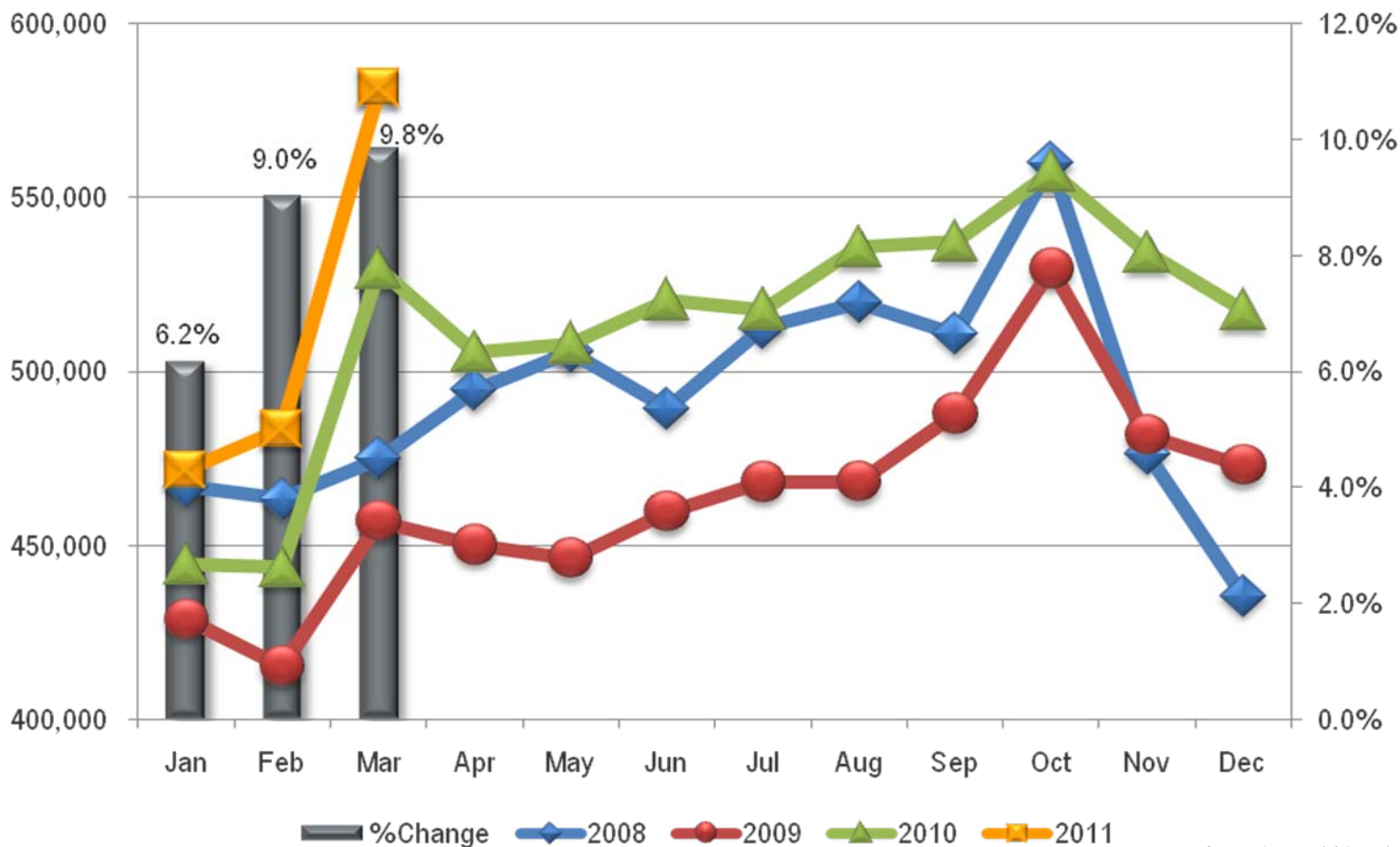
Local east volume was up 26% in Q1 '11





# Domestic Intermodal Volume

Domestic Intermodal demand shows continued growth, with volume up over 10% for 2010 and up nearly 10% in March 2011 versus prior year comparisons.

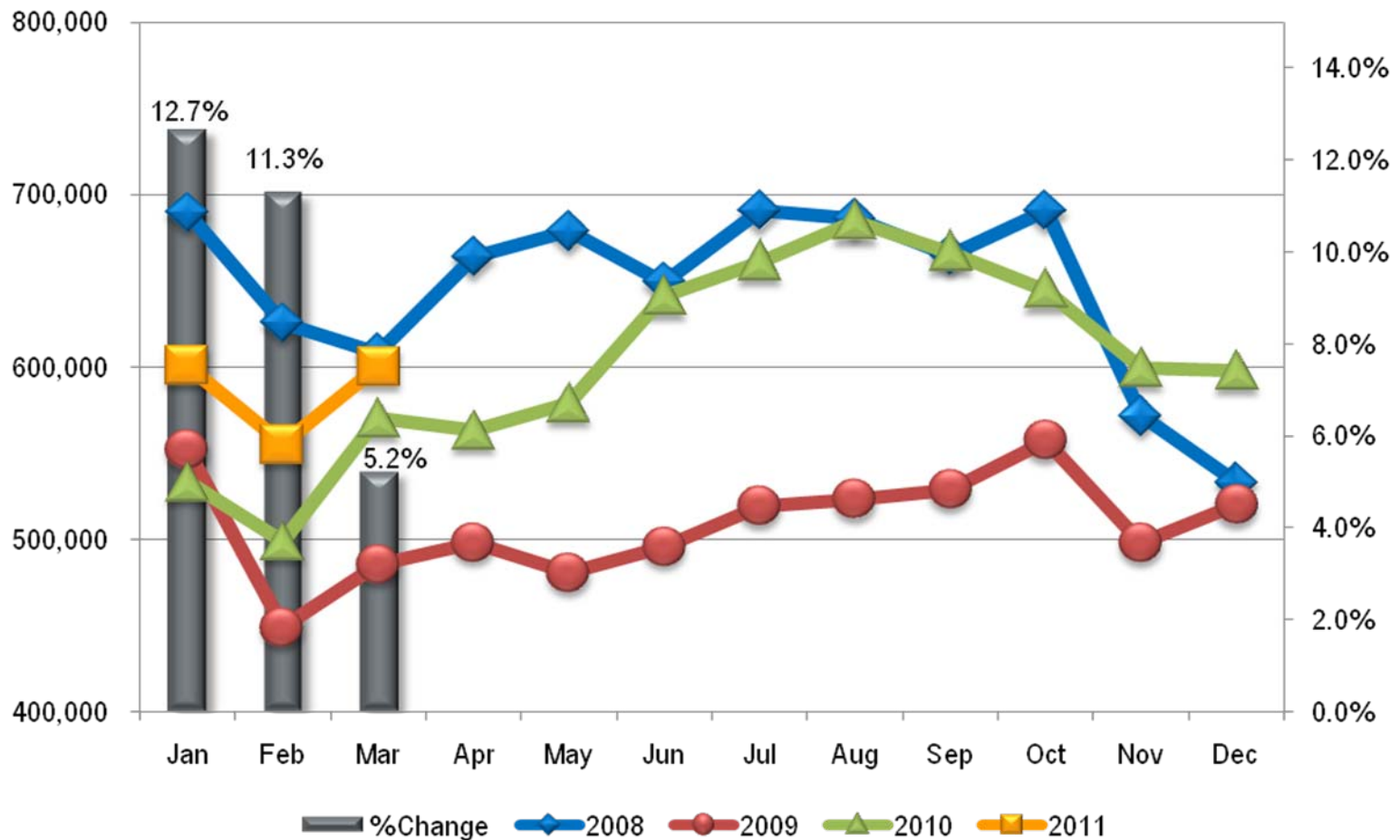


Source: Intermodal Association of North America



# International Intermodal Volume

International Intermodal demand shows continued growth, with volume up over 18% for full year 2010 and up over 5% in March 2011 versus prior year comparisons.



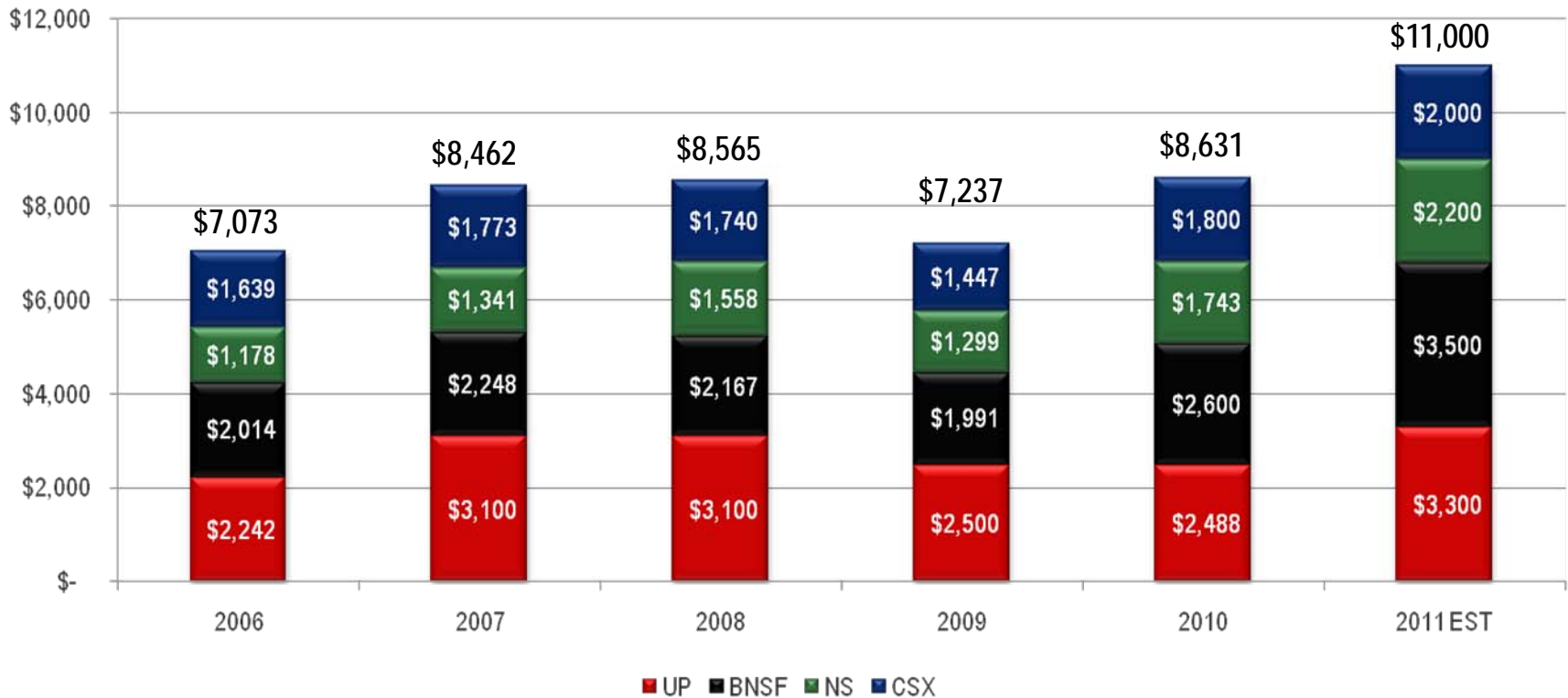
Source: Intermodal Association of North America



# Railroads Continue to Invest

Railroads have invested nearly \$40 billion over the past five years and are expected to invest an unprecedented \$11 billion in 2011.

### Railroad Capital Expenditures



Numbers represented are in millions



# Crescent Corridor

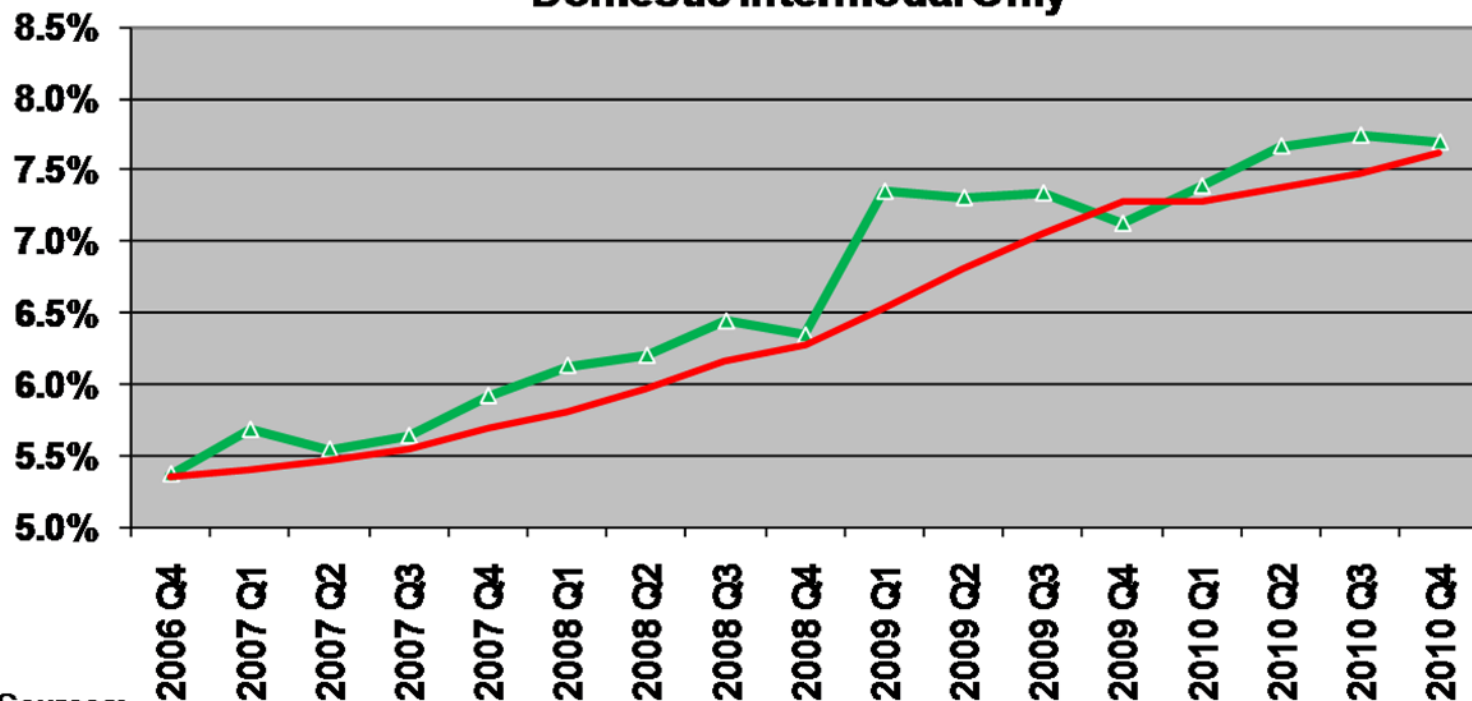


	Total Cost	NS Cost	Status
Terminals	\$418.7	\$209.9	5 Terminals funded and in various stages of permitting. Completion expected in 2012.
Line of Road	\$128.0	\$ 73.0	Most projects completed or programmed for 2011 construction.
<b>TOTAL</b>	<b>\$546.7</b>	<b>\$282.9</b>	



# Intermodal Industry Dynamics – Market Share

## Market Share of Long Haul (550+ mi.) Dry Van Freight Domestic Intermodal Only



Domestic Intermodal Continues to gain market share ...

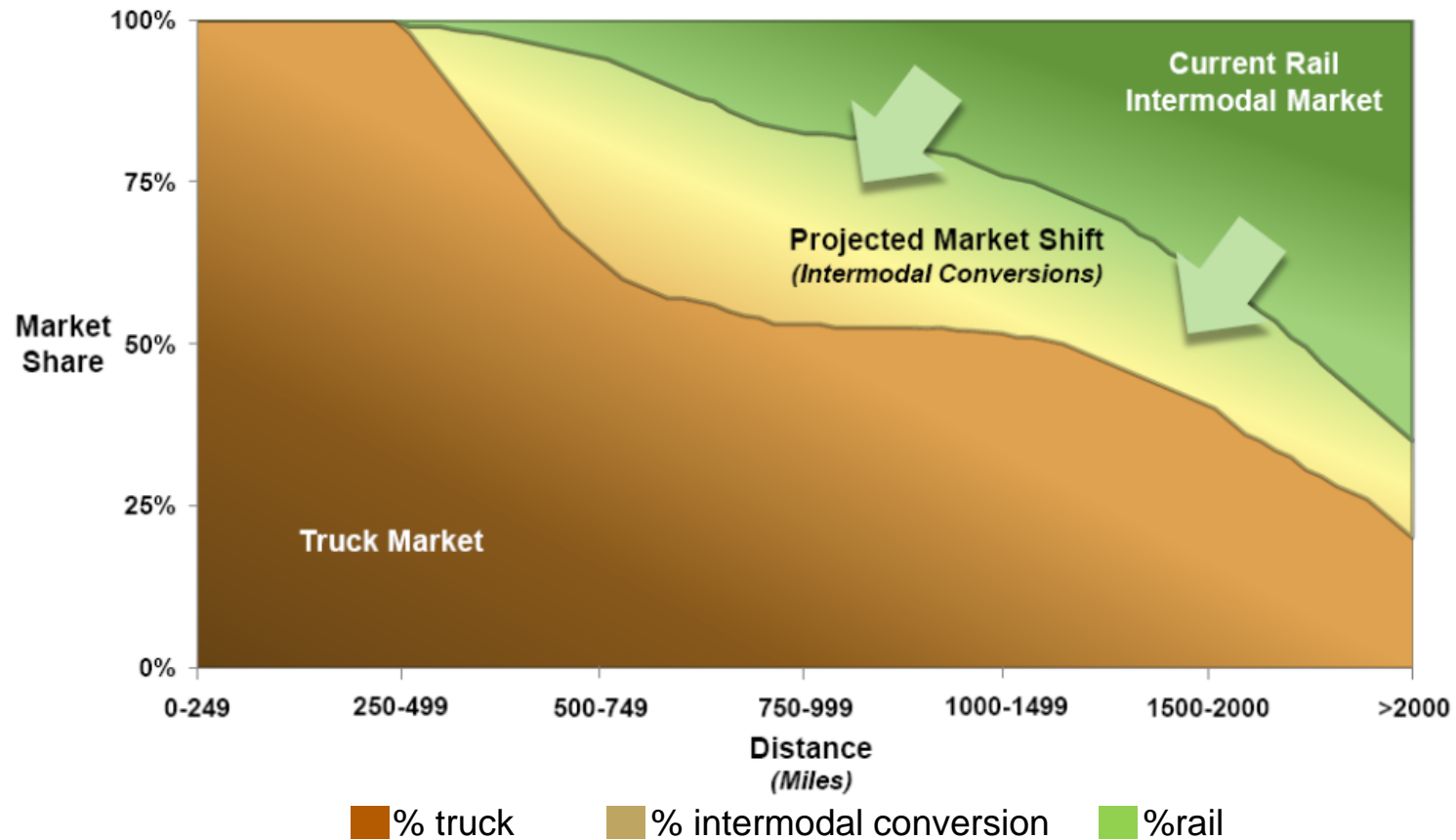
Both from conversion from truck and transloading.

Sources:  
GTC, FTR, ETSO Report



# Modal Shift Opportunity

With improvements in service and facilities, Intermodal is becoming more competitive in shorter distances, absorbing more of the projected growth in freight.

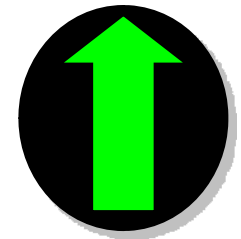
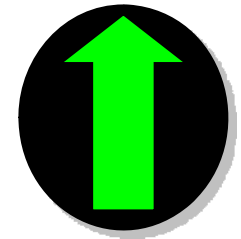
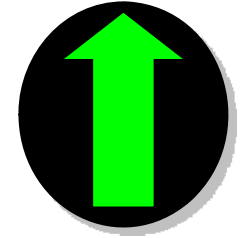
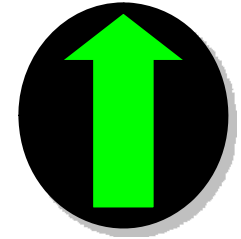


Source: FRA's National Rail Plan



## *Intermodal Industry Dynamics*

- Driver shortages and regulatory changes
- Increases in truck pricing and price of fuel
- Stable rail service and ongoing investment
- Shippers are looking to lock in capacity





# Thank You



**Hub Group, Inc.**