



# Hub Group, Inc.

**N.E.A.R.S Conference**  
**September 31 – October 1, 2009**



**Hub Group, Inc.**

HUB NETWORK HUB INTERMODAL HUB HIGHWAY UNYSON LOGISTICS CONTRAK

[www.hubgroup.com](http://www.hubgroup.com)

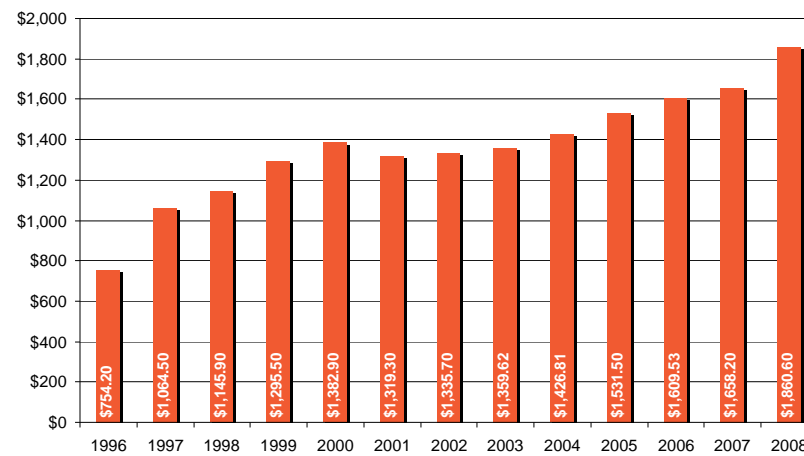


## Hub Group- Overview

- Founded in 1971 and headquartered in Downers Grove, IL
- Publicly-traded on NASDAQ (HUBG)
- Multi-modal transportation solutions provider
- 2009 Q2 revenue of \$360M
- Debt Free Organization
- \$113M in free cash flow



146% Revenue Growth Over Past Twelve (12) Years





# Multi-Modal Solutions Provider

## Hub Intermodal



- Flexibility & Capacity
- Optimized Fleet Network
- Presence on All Class-One Railroads

## Hub Highway



- Premier Carrier Manager
- Network Driven Operations
- Flexible & Nationwide Carrier Base

## Comtrak Inc.



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

## Unyson Logistics



- LTL Management
- IB/OB Management
- Supply Chain Solutions



- **Comtrak:** Opened New Terminals: Harrisburg and Philadelphia
  - Expected to increase presence in key markets
  - Expansion efforts are expected to continue
- **Mexico:** Opened Mexico City office
  - Control of operations
  - Sales Presence in Mexico
  - Close to the Customer
  - Experienced Bi-Lingual Staff
- **Rail:** - New network designs for transit savings
- **Highway:** Just announced – Hub Fleet OTR to market





- **Corporate Strategy**
  - Cost Controls and operating efficiencies
  - Focus on Business Development/Support
  - Expanded and Aligned Sales Organization
  - Growth - Collaborative Customers
  - Operating Focus - Light Asset Based Model
- **IM Network Focus**
  - Short Haul Lanes IM (UP I-5) (CHR-CHG) (ATL-FL) (NC-NJ)
  - Highway to IM conversion
- **-New Dray Operations**





## Hub's Green Commitment

- 2008 SmartWay Environmental Excellence Award Winner
- SmartWay partner since 2004
- SmartWay score of 1.25, the highest score possible based on:
  - Utilizing most of the commercially available fuel-saving strategies
  - Actively evaluating the latest emerging technologies
- Partners with over 600 SmartWay members
- Carbon footprint monitoring and reduction
- Modal conversion initiative





# Truck Conversion Sustainability



## Modal Conversion

- Reduce CO<sub>2</sub> Emissions
- Reduce Fuel Consumption

### Fuel Savings



### Emissions Savings



#### IML Conversion Lane

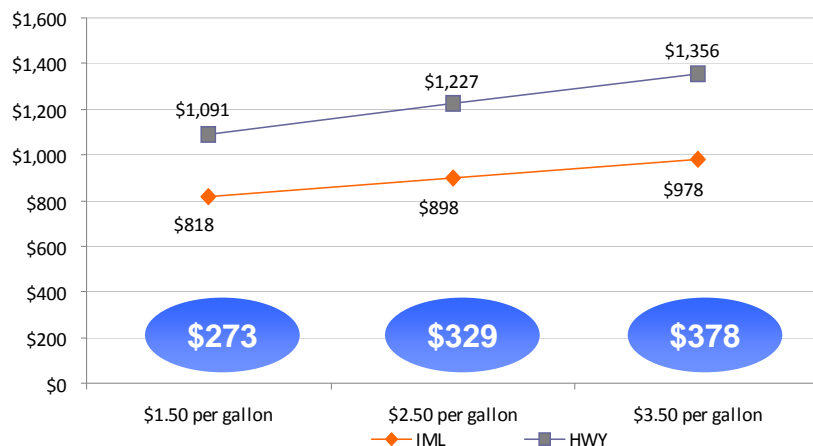
	Gallons	Percent (%)	Lbs.	Percent (%)
Lincolnton, NC to Rockford, IL	80	50.1%	1,750	50.1%
Ayer, MA to Jacksonville, FL	145	68.0%	3,255	68.0%
Chicago, IL to Kissimmee, FL	125	55.5%	2,745	55.5%



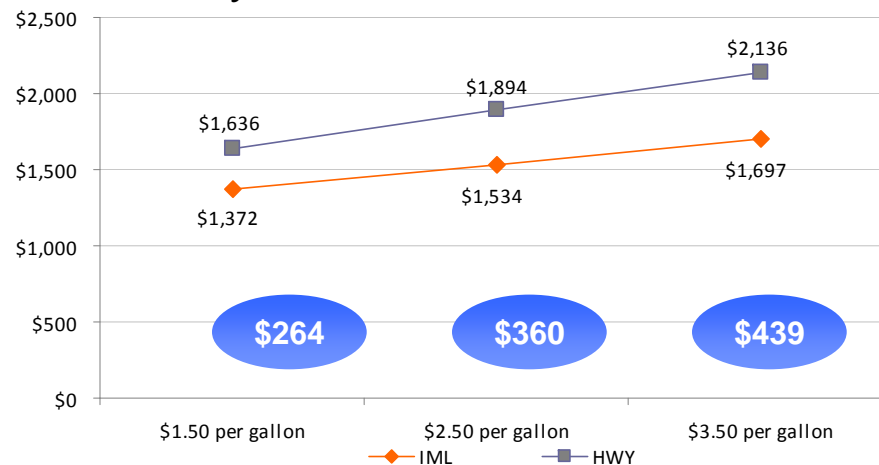
# Truck Conversion Savings

## Cost Savings

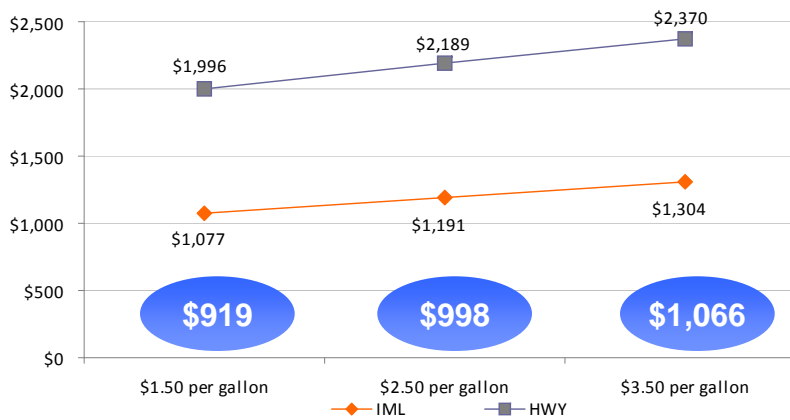
### Lincolnton, NC to Rockford, IL



### Ayer, MA to Jacksonville, FL



### Chicago, IL to Kissimmee, FL

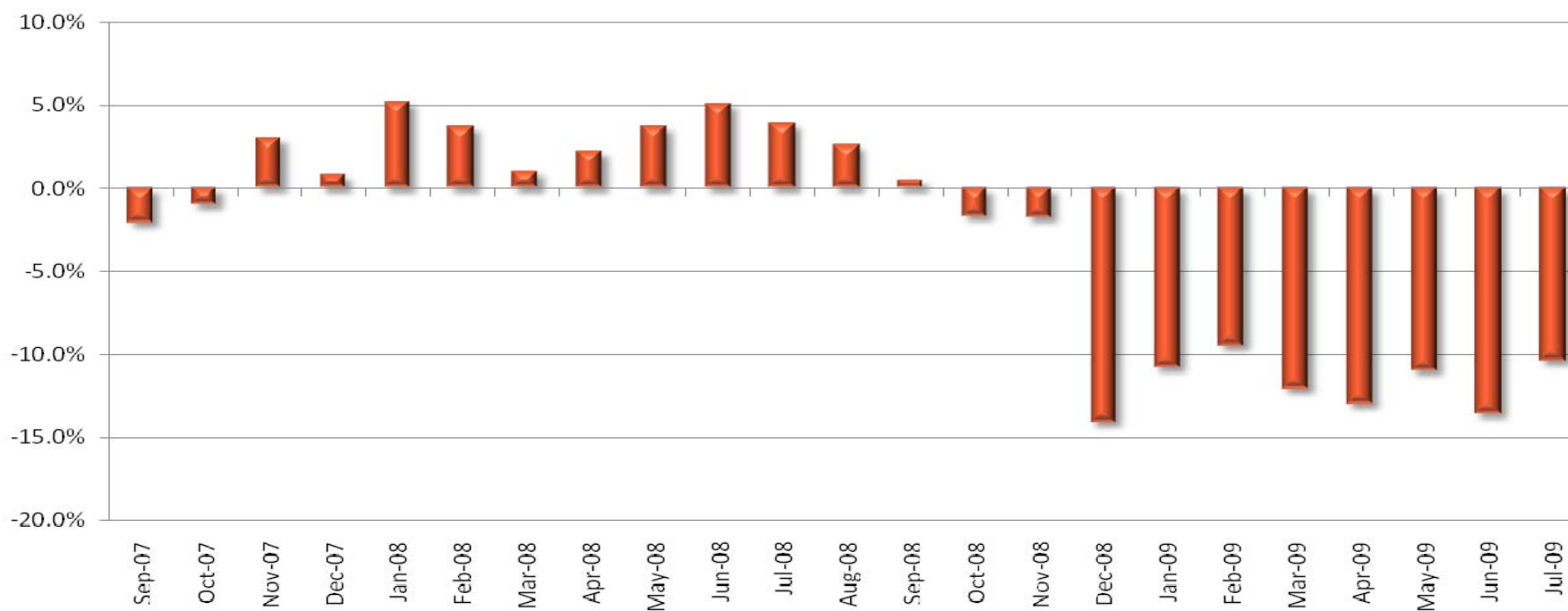




# Tonnage Remains Down

- Tonnage decline continues
- Excess capacity available

Change in U.S. Truck Tonnage



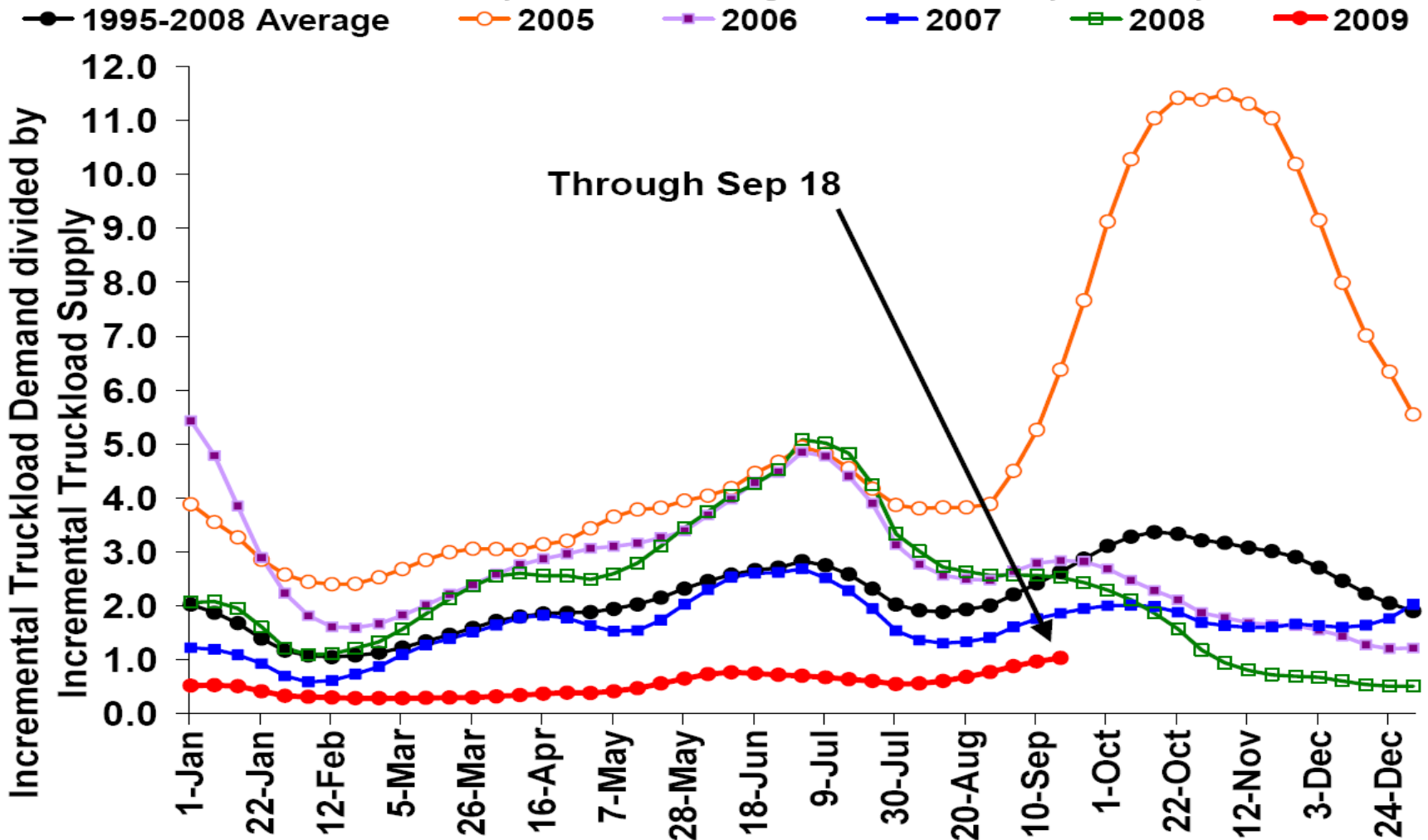
Source: American Trucking Association



# Truckload Freight Index

## Dry-Van Only

Load Available for every NEW truck brought into the market year over year.



From: Morgan Stanley, September 28, 2009



# Thank You



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