

# NARS BNSF Intermodal Overview

**Tom Williams**

GROUP VP, CONSUMER PRODUCTS

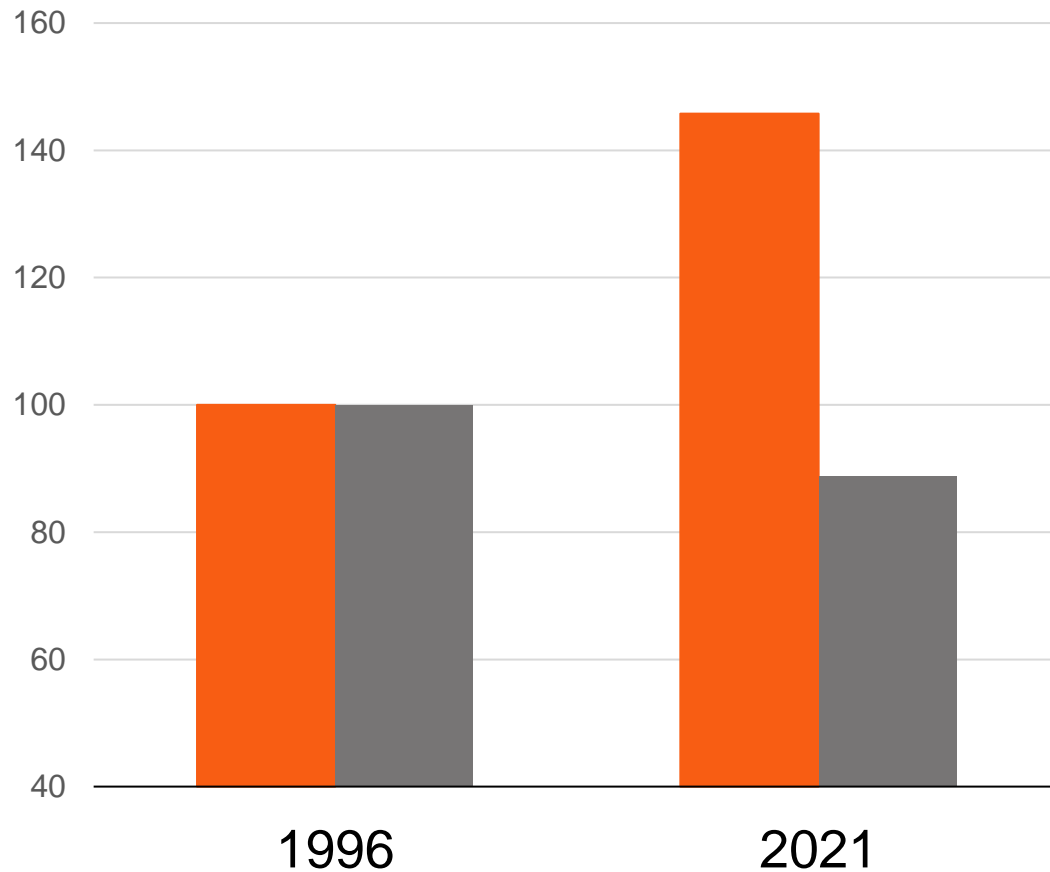
MAY 10, 2022



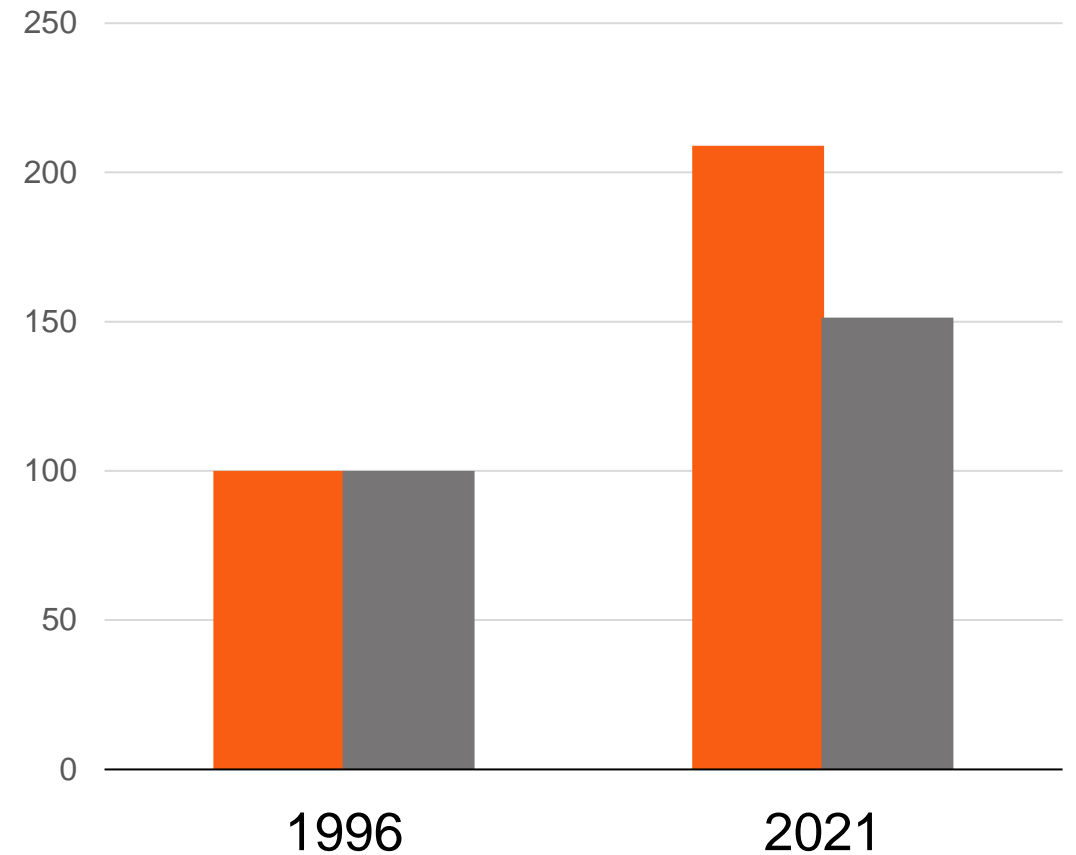
# Intermodal and Delivering Growth Over Time



U.S. Rail Volume  
(Indexed to 1996)



U.S. Intermodal Volume  
(Indexed to 1996)

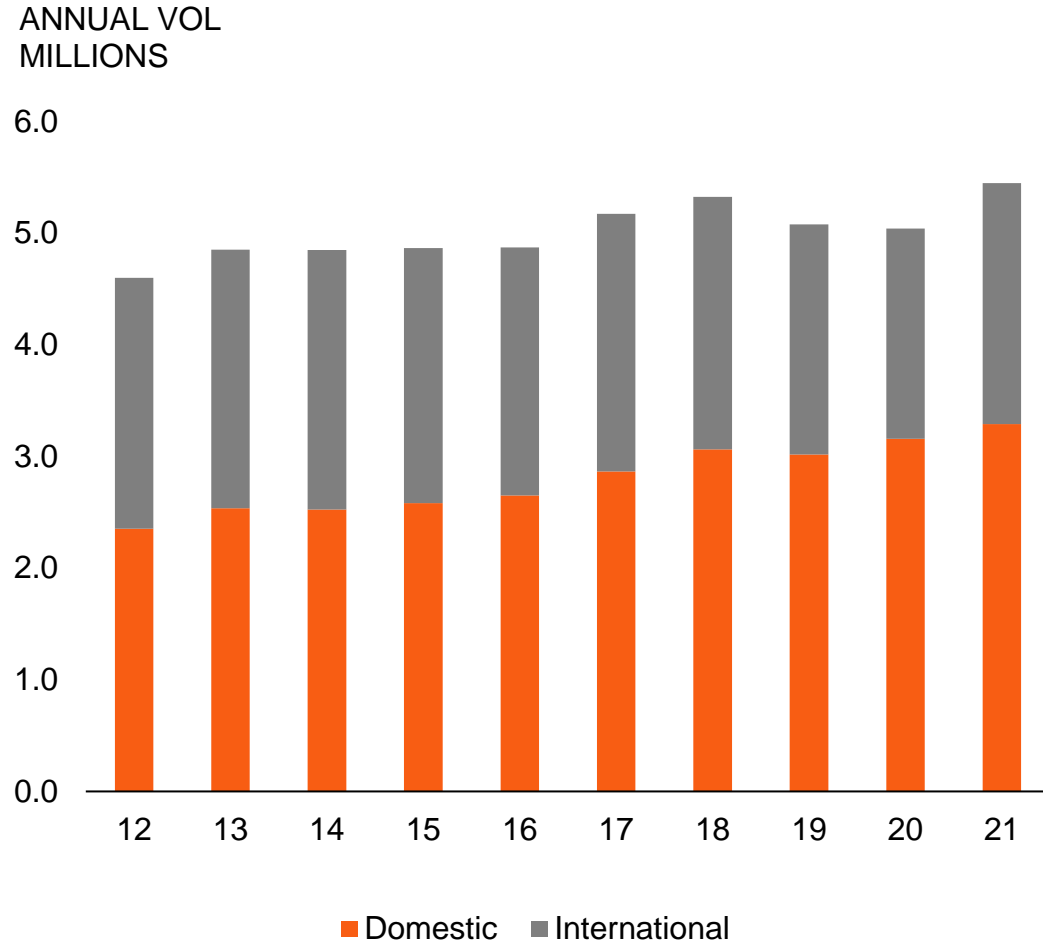


■ BNSF Railway ■ U.S. Rail Less BNSF

# Strong Domestic Intermodal Growth

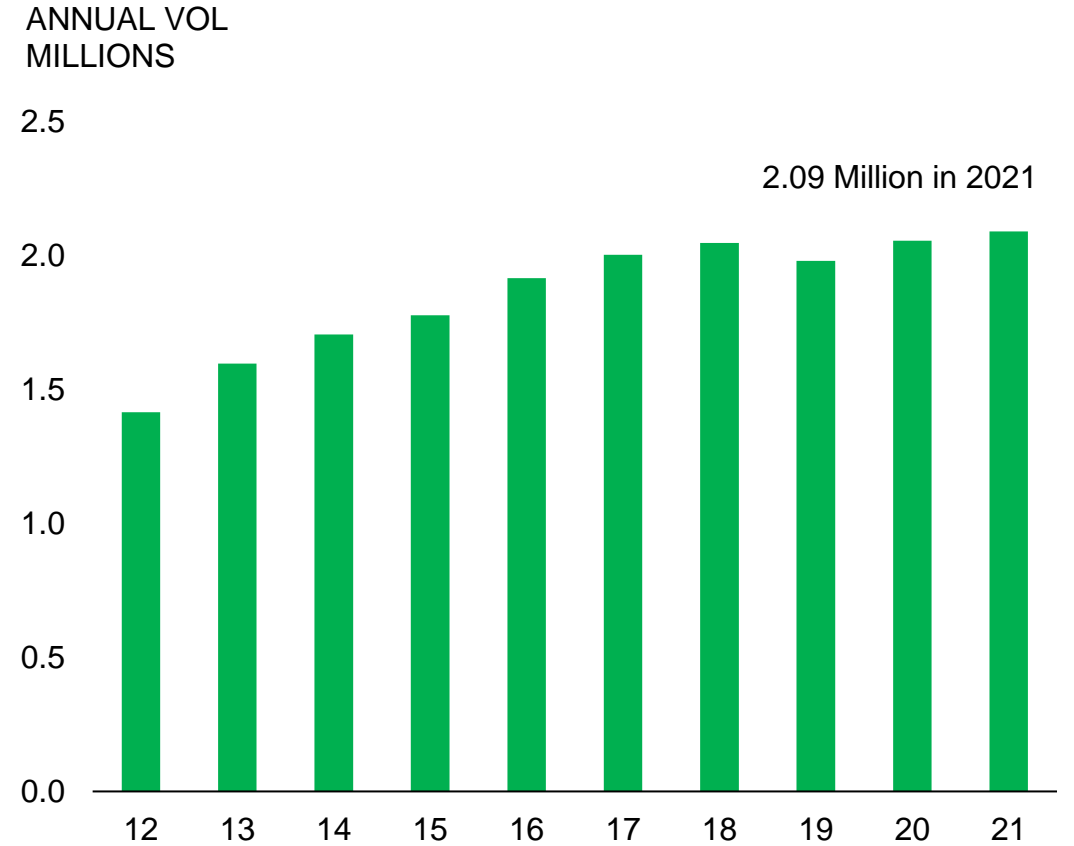


## BNSF Intermodal Growth



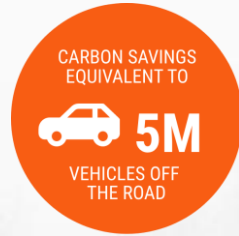
BNSF Data

## J.B. Hunt Intermodal Growth



J.B. Hunt Data

# Rail is the Most Environmentally Efficient Mode of Surface Transportation



In 2020, customers **reduced total carbon emissions by 24.7 million metric tons** by shipping with BNSF. That's the equivalent of taking five million vehicles off the road.\*



On average, BNSF trains can move one ton of freight more than **480 miles on just one gallon** of diesel fuel.\*



On average, trains are **three to four times more fuel efficient** than their highway counterparts and lower greenhouse gas emissions by more than 75%.\*\*



If 25% of truck traffic moving at least 750 miles went by rail instead, **annual greenhouse gas emissions would fall by 13.1 million tons.**\*\*

\*BNSF Data

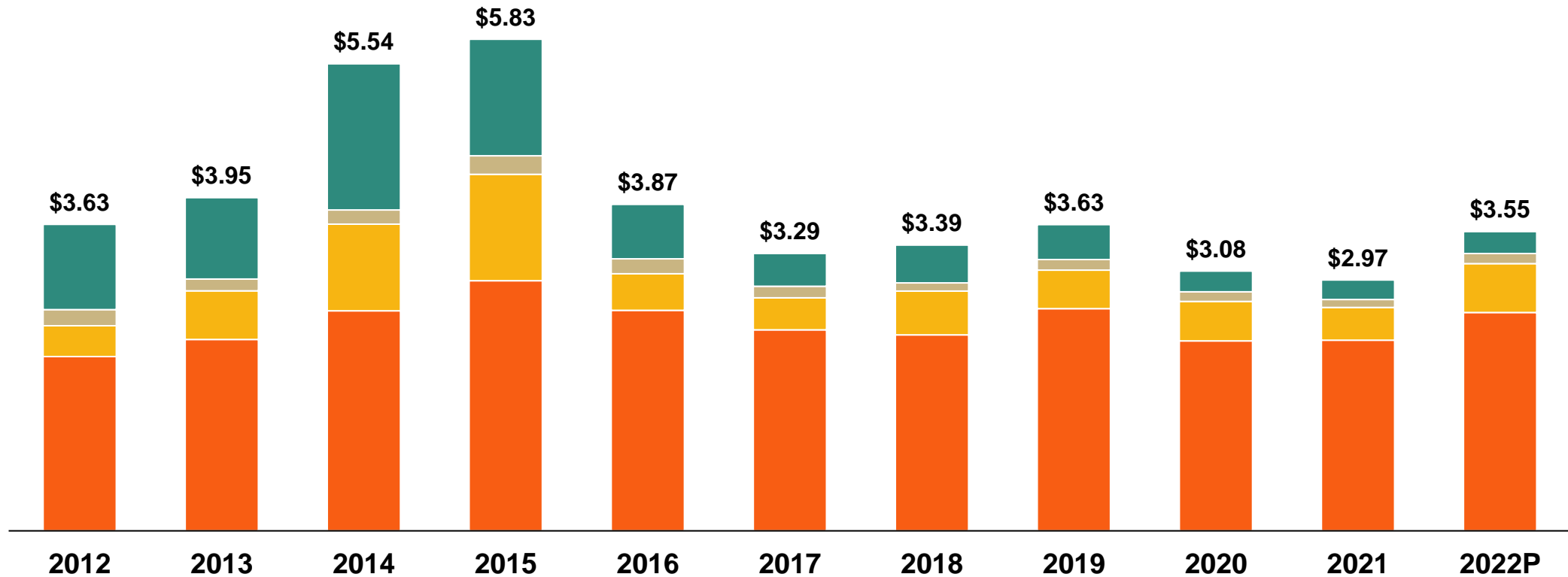
\*\*Association of American Railroads Data

# BNSF's Capital Investments



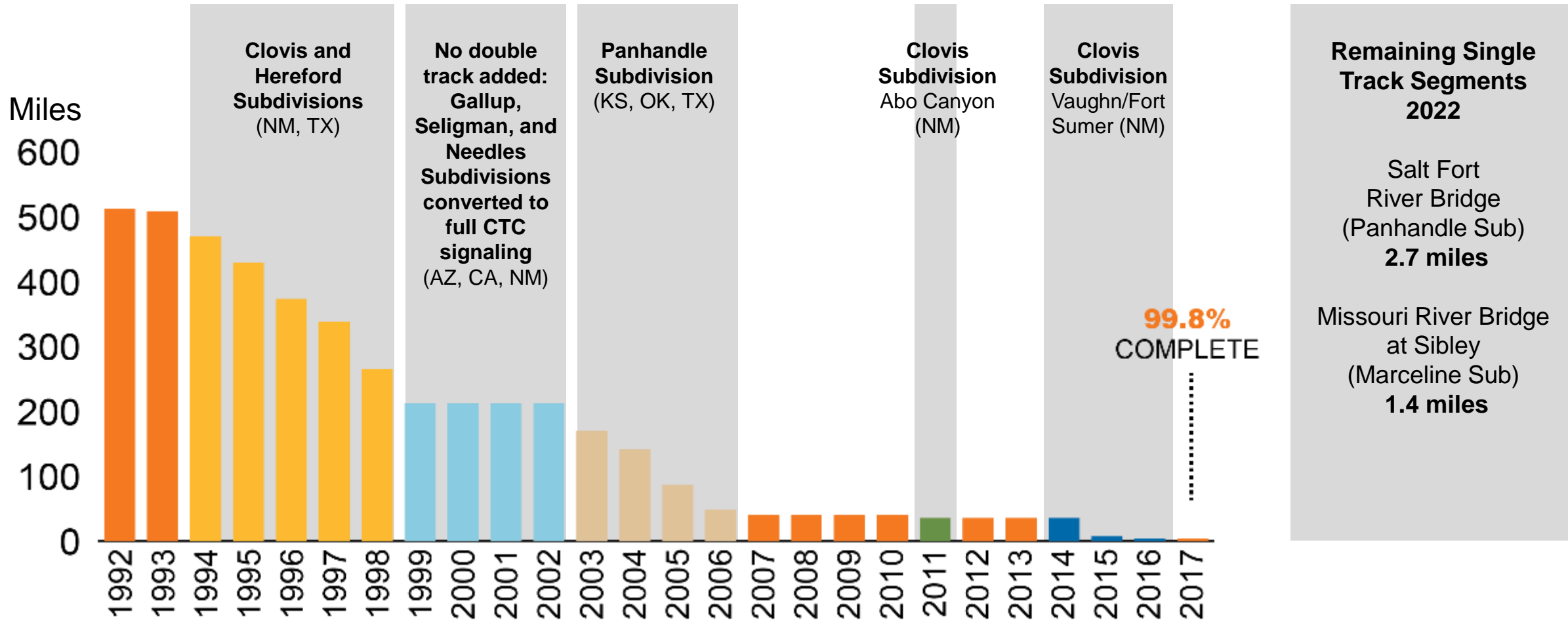
**\$Billions**

- Replacement Capital
- Expansion
- PTC
- Freight Car, Locomotive & Other Equipment



# Growth of BNSF's Southern Transcon

## Less than 5 miles of single track remain



# Intermodal Network Expansion

## 4TH MAIN TRACK AT KEY LOCATIONS



Winslow, Arizona

## ONGOING DOUBLE-TRACK PROJECTS



Emporia Subdivision



Kansas City

CHICAGO

## 3RD MAIN TRACK BETWEEN BELEN & DALIES, NM



Dalies

Belen

LOS ANGELES

Needles

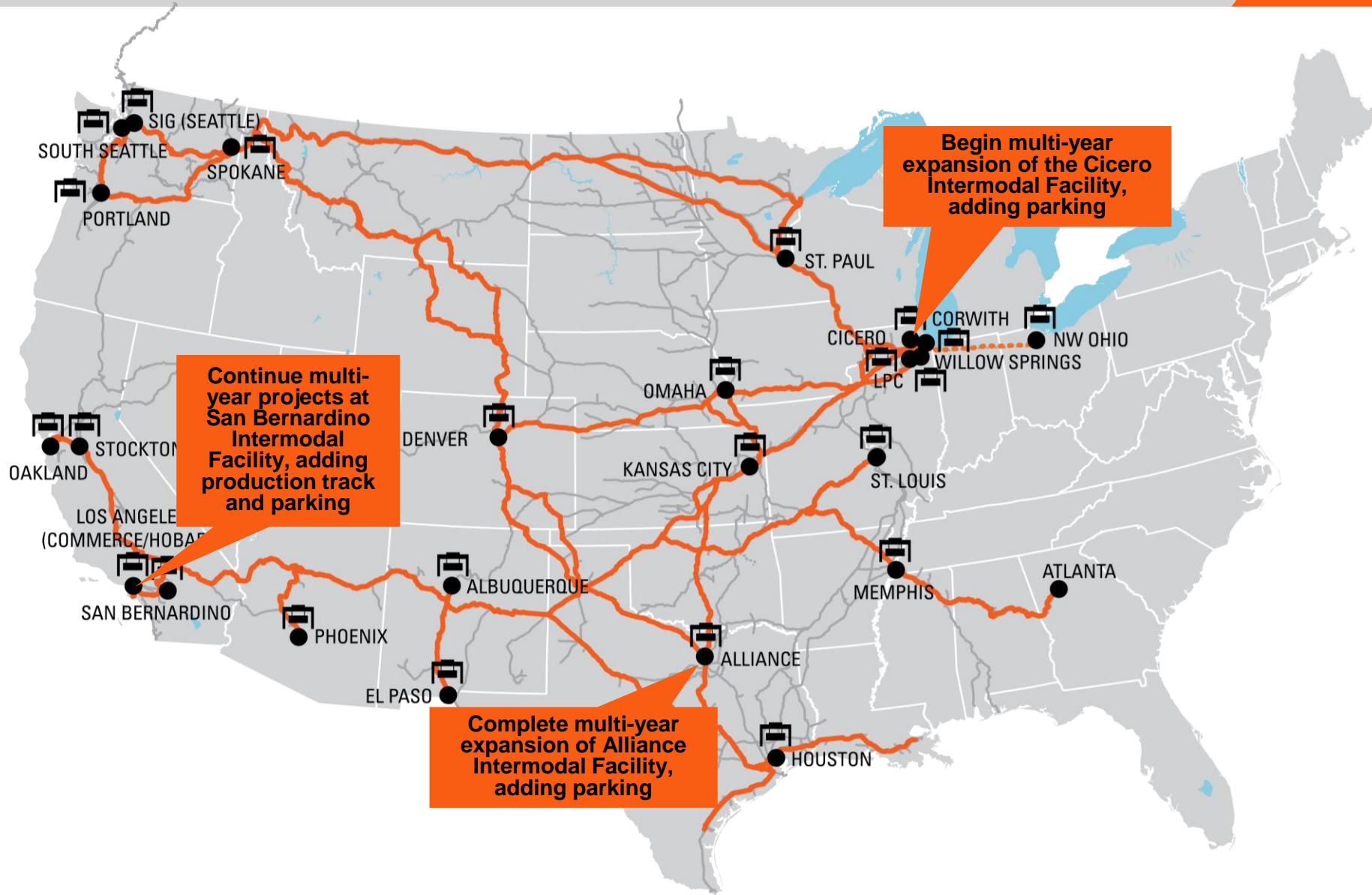
Winslow

Belen

Amarillo

- BNSF
- UP/SP Trackage Rights
- - - Haulage Agreement

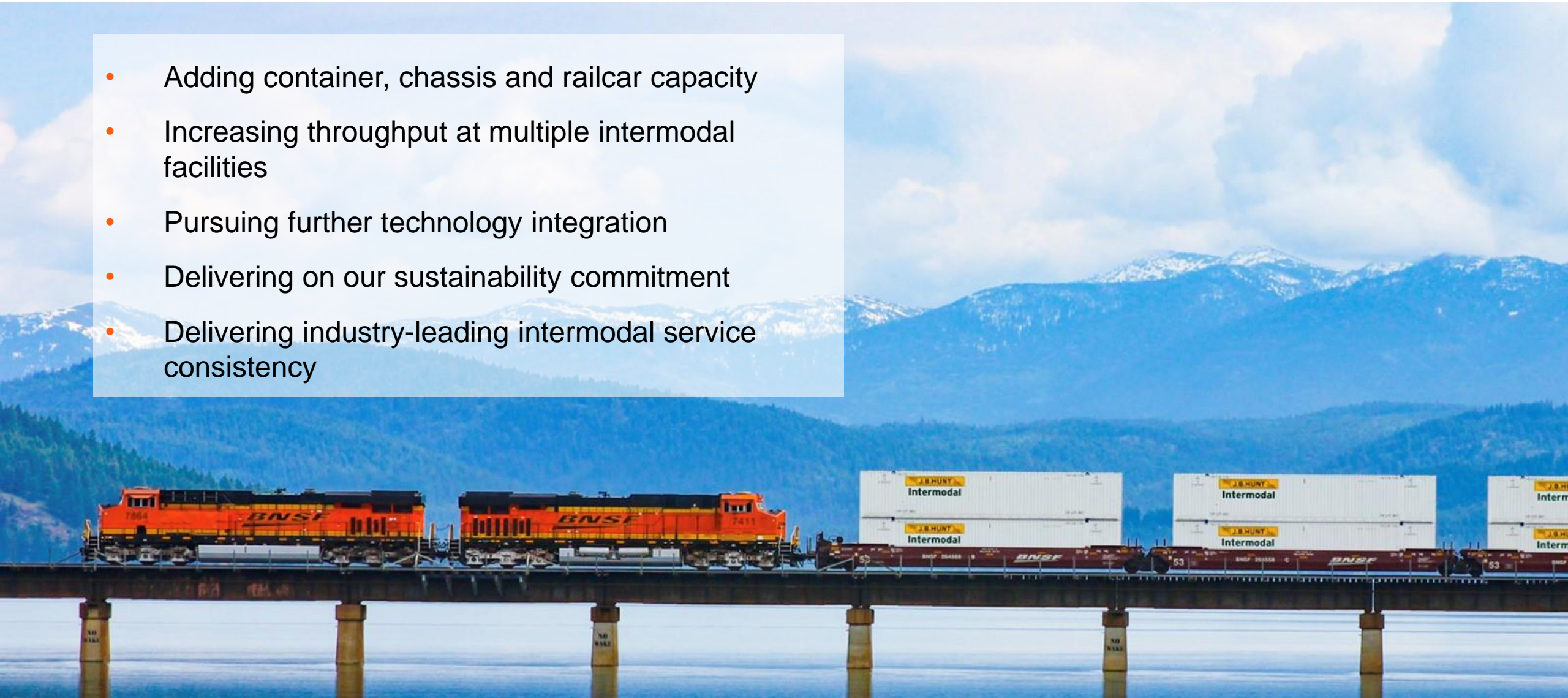
# 2022 Intermodal Facility Expansion



# Joint Multi-Year Intermodal Growth Initiative



- Adding container, chassis and railcar capacity
- Increasing throughput at multiple intermodal facilities
- Pursuing further technology integration
- Delivering on our sustainability commitment
- Delivering industry-leading intermodal service consistency



**BNSF**  
RAILWAY





# J.B. HUNT TRANSPORT SERVICES, INC.

**NARS – Intermodal Overview**

Darren Field – President Intermodal  
May 10, 2022



## 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



# INVESTMENT HIGHLIGHTS

- Leading positions in large addressable and consolidating markets
- Mode-indifferent, 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

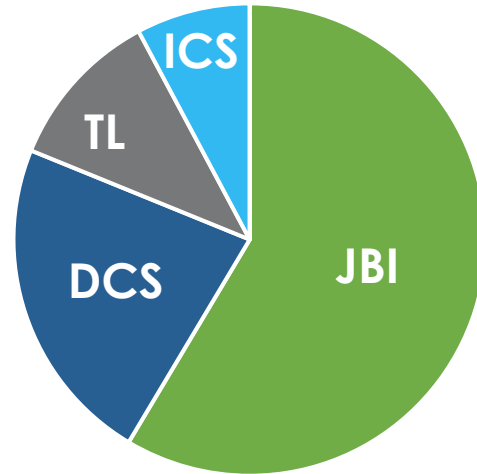


# MODE-INDIFFERENT PORTFOLIO



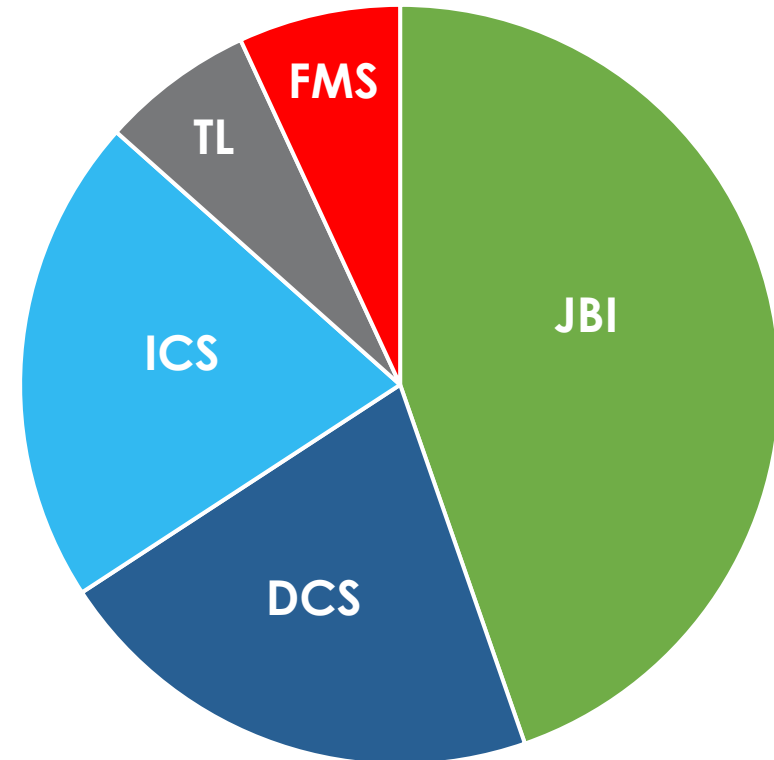
2011 REVENUE - \$4.5B

Segment Revenue Contribution



2021 REVENUE - \$12.2B

Segment Revenue Contribution



Intermodal



Dedicated



Integrated  
Capacity Solutions



Final Mile

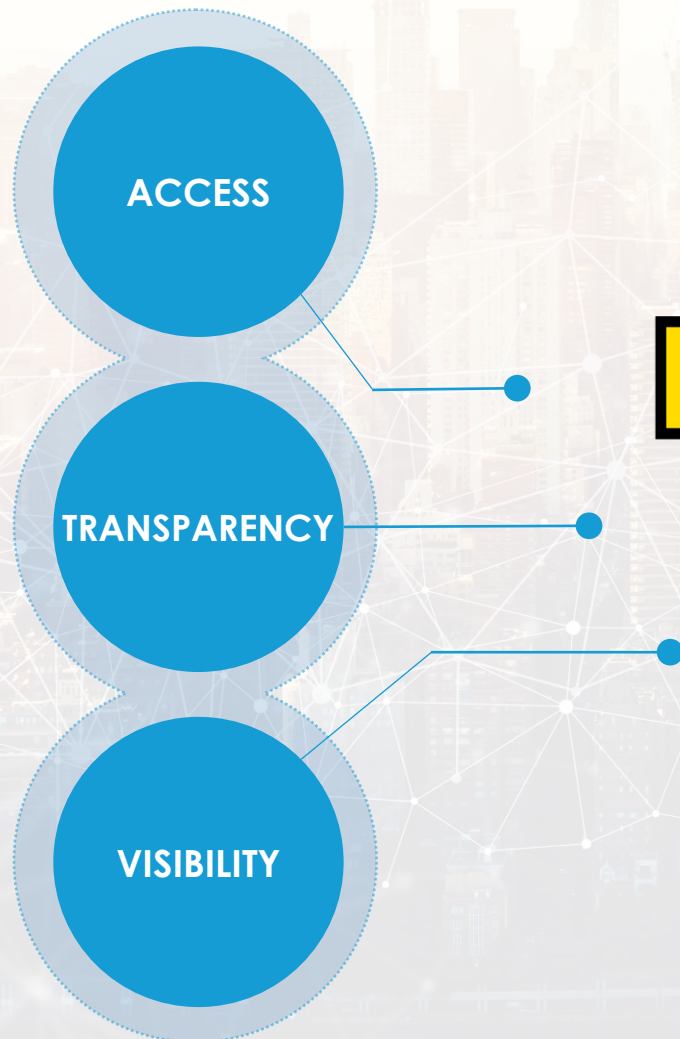


Truckload

# J.B. HUNT 360

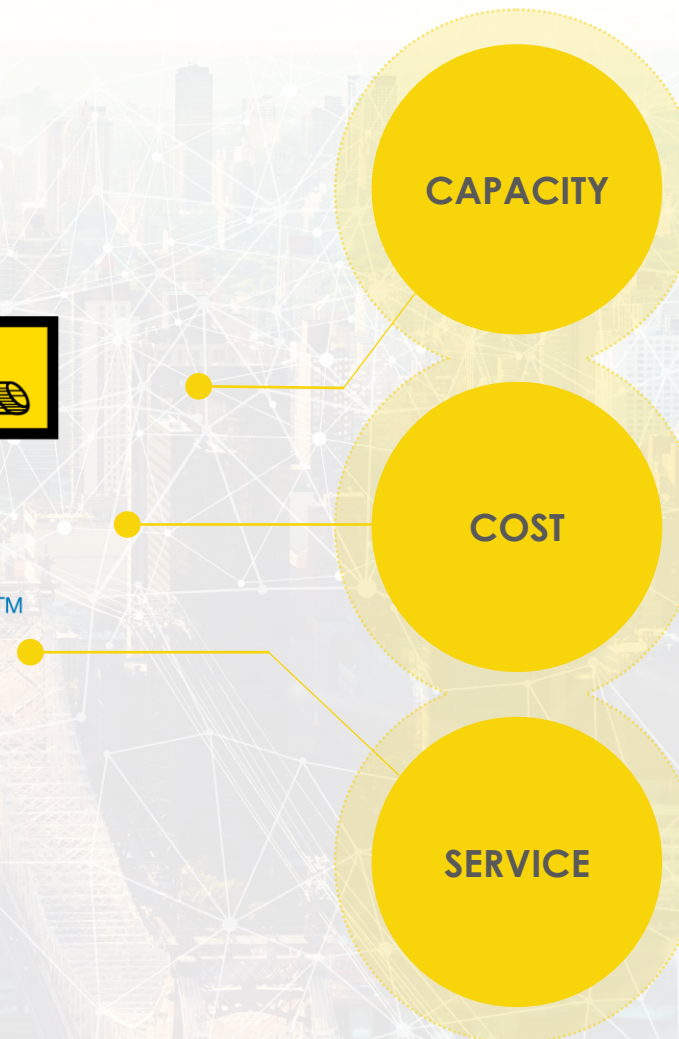


## WHAT J.B. HUNT PROVIDES



360<sup>TM</sup>

## WHAT CUSTOMERS WANT



# INTERMODAL – JBI



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



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



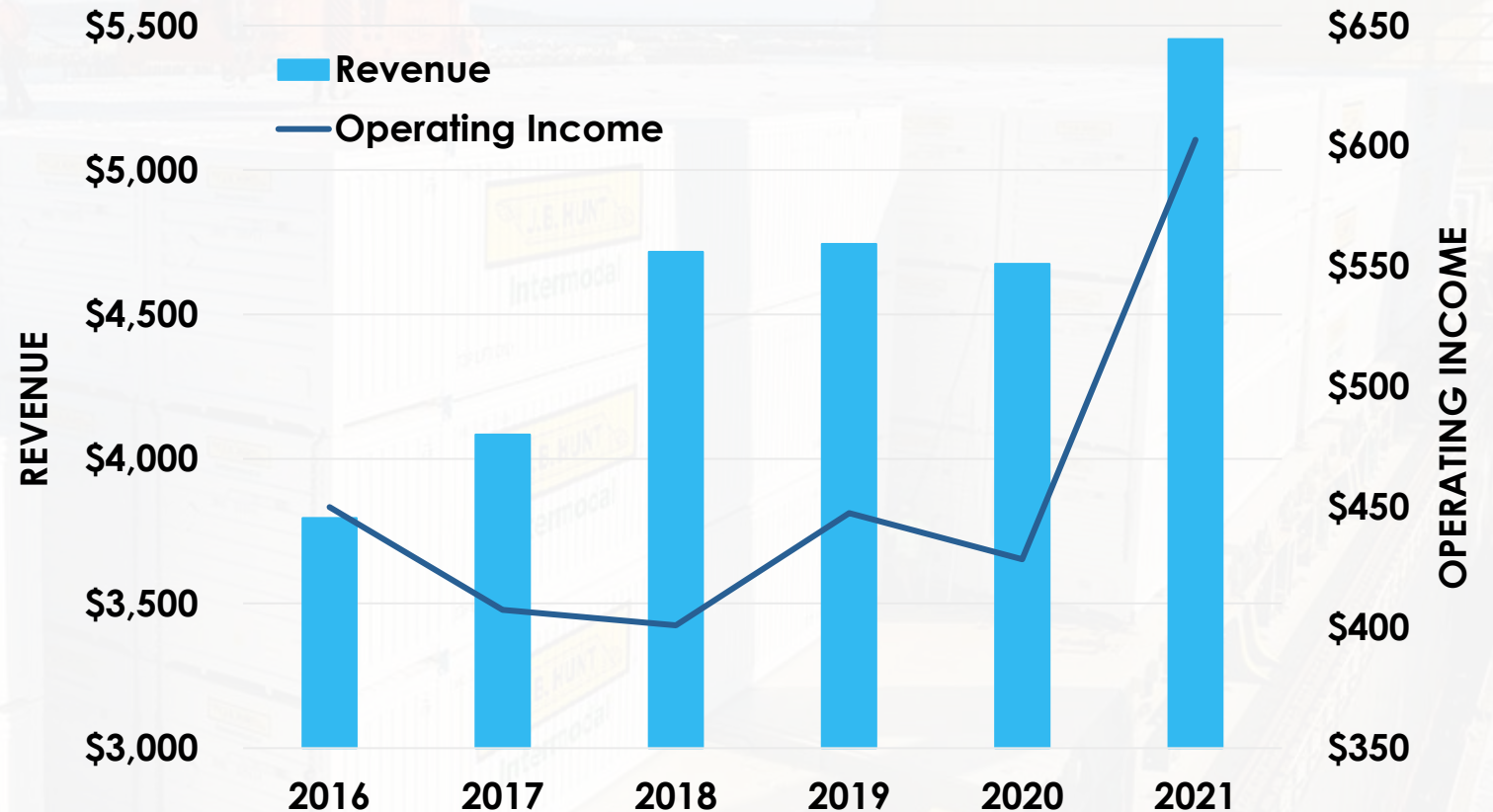
**SCALABLE CAPACITY**  
to meet commitments



Containers equipped  
with **TRACKING**

## REVENUE & OPERATING INCOME TREND

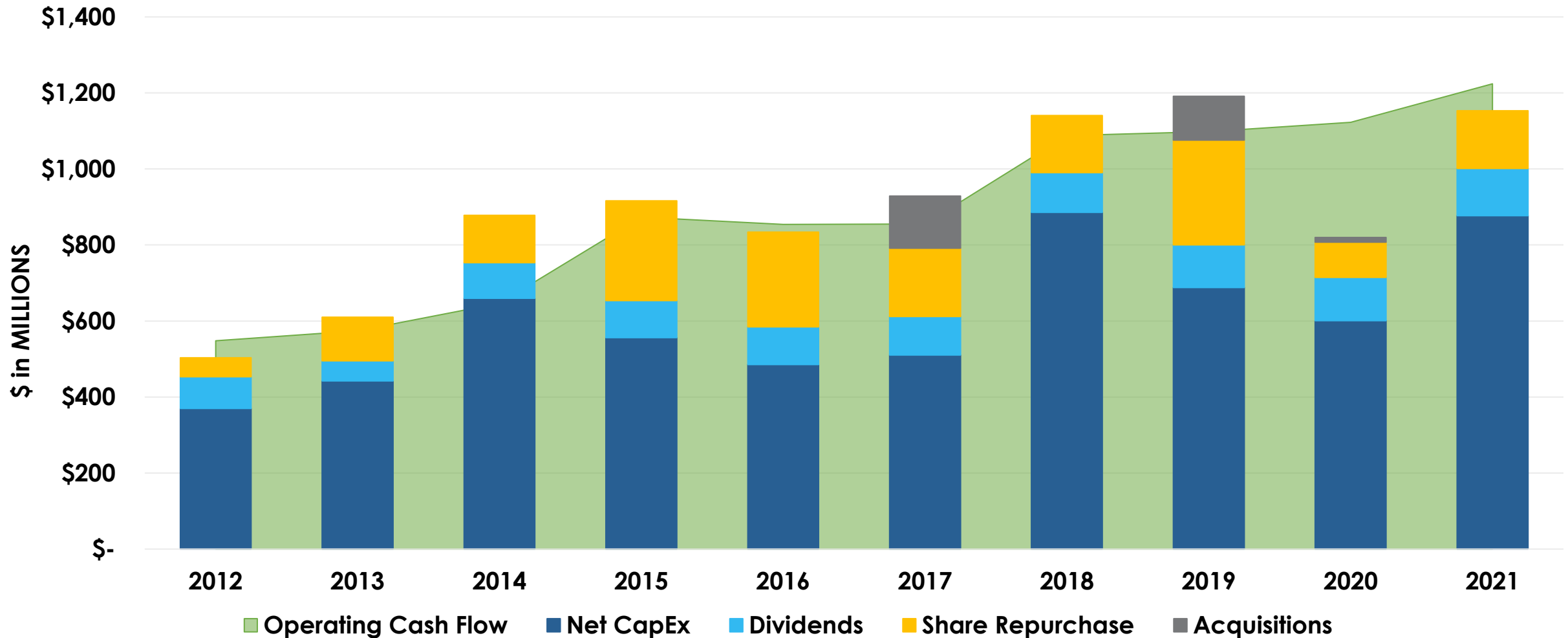
(\$ in MILLIONS)



# CAPITAL ALLOCATION



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



**THANK YOU**



®