

J.B. HUNT 2017 REVISED PERFORMANCE EXPECTATIONS

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2017 REVISED SEGMENT EXPECTATIONS

ITEMS IN RED AND GREEN HAVE BEEN UPDATED

JBI

- \$3.9B - \$4.1B Revenue
- 2.03 - 2.08 Loads (Millions)
- 1.95x - 1.97x Box Turns
- **\$(13) - \$(17)** Revenue/Load x FSC
 - H1 \$(20)
 - H2 \$(10)
- 10.5% - 11.5% Operating Margin

ICS

- \$0.95B - \$1.10B Revenue
- **\$15M - \$17M** Technology Investment
- **43** Branches
- **1.0% - 3.0%** Operating Margin

DCS

- \$1.60B - \$1.65B Revenue
- Flat Productivity
- **600 - 800** Truck Count
- 12.0% - 13.0% Operating Margin

JBT

- **\$0.37B - \$0.39B** Revenue
- **50 - 100** Truck Count (Decrease)
- **5.0% - 6.0%** Operating Margin



2017 CAPEX EXPECTATIONS IN MILLIONS

REPLACEMENT \$175

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

FACILITIES \$26

GROWTH \$193

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

TECHNOLOGY \$77

TOTAL 2017E CAPEX \$471 MILLION



THANK YOU

