

# SCHNEIDER®

FACILITIES  
166  
WORLDWIDE

WHICH  
COULDN'T  
BE DONE  
WITHOUT:  
PEOPLE

11,650  
COMPANY DRIVERS  
&  
18,132  
ASSOCIATES  
WORLDWIDE

28%  
OF OUR DRIVERS  
HAD MILITARY  
EXPERIENCE

WHAT'S MORE IMPRESSIVE  
IS WHERE WE'RE  
GOING

ANNUAL REVENUES:  
\$4.0  
BILLION

80+  
YEARS  
IN BUSINESS  
SINCE 1938

SCHNEIDER  
QUEST PLATFORM



EVERY DAY  
WE HAUL OVER

! SAFETY FIRST  
AND ALWAYS  
5,112



Baird 2017 Global Industrial Conference  
Mark Rourke – EVP, COO  
Lori Lutey – EVP, CFO

November 2017

SCHNEIDER LOGS  
ONCE PER DAY  
329  
TRUCKS PER DAY



2,800,000  
INTERMODAL RAIL MILES

AND WE  
CROSS BOTH NORTH  
AMERICAN BORDERS  
455  
TIMES





# Disclaimer and Forward-Looking Statements

## **Special Note Regarding Forward-Looking Statements**

This presentation, and certain information that management may discuss in connection with this presentation, contains forward-looking statements, within the meaning of the United States Private Securities Litigation Reform Act of 1995, which are intended to come within the safe harbor protection provided by such Act. These forward-looking statements reflect our current expectations, beliefs, plans, or forecasts with respect to, among other things, future events and financial performance and trends in our business and industry. Forward-looking statements are often characterized by words or phrases such as “may,” “will,” “could,” “should,” “would,” “anticipate,” “estimate,” “expect,” “project,” “intend,” “plan,” “believe,” “target,” “prospects,” “potential” and “forecast,” and other words, terms, and phrases of similar meaning. Forward-looking statements involve estimates, expectations, projections, goals, forecasts, assumptions, risks, and uncertainties. We caution that a forward-looking statement is not a guarantee of future performance and that actual results could differ materially from those contained in the forward-looking statement.

Risks and uncertainties that could cause our actual results to differ materially from those contained in the forward-looking statements include, among others, those discussed under the heading “Risk Factors” in our Prospectus dated April 5, 2017 filed with the Securities and Exchange Commission (SEC) pursuant to Rule 424(b) of the Securities Act of 1933, as amended, which is deemed to be part of our Registration Statement on Form S-1 (File No. 333-215244), as well as our other filings with the SEC.

## **Non-GAAP Financial Measures Reconciliation**

This presentation, and certain information that management may discuss in connection with this presentation, references certain non-GAAP financial measures, including adjusted enterprise revenue (excluding fuel surcharge) and adjusted income from operations. Reconciliations of the non-GAAP financial measures to the most directly comparable financial measures calculated and presented in accordance with GAAP are in an appendix to this presentation. Management believes the use of these non-GAAP measures assists investors in understanding our business as further described below. The non-GAAP information provided is used by our management and may not be comparable to similar measures disclosed by other companies. The non-GAAP measures used herein have limitations as analytical tools, and you should not consider them in isolation or as substitutes for analysis of our results as reported under GAAP.

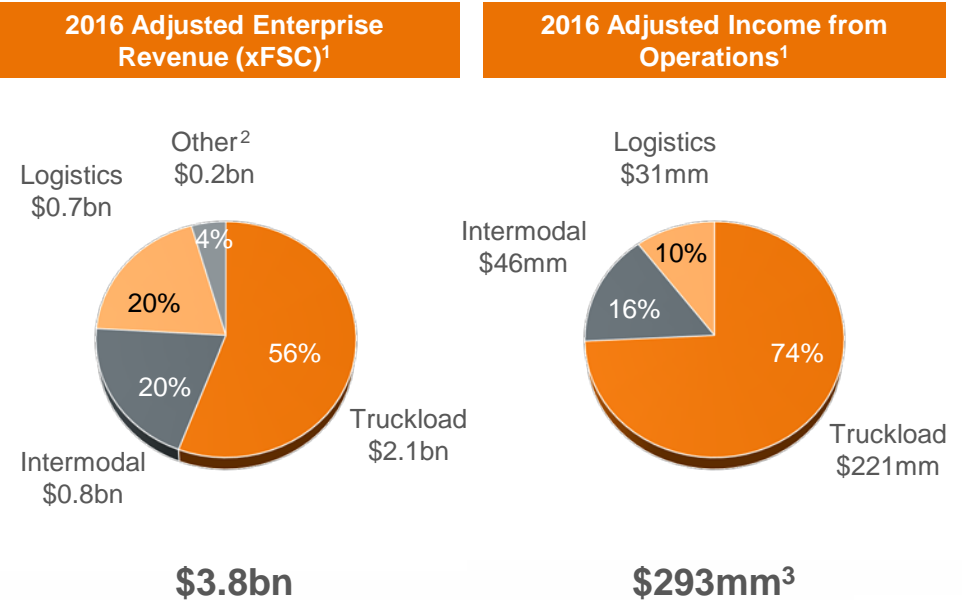


# Leading North American Transportation Services Company

## Iconic Orange Brand

- Founded in 1935 in Green Bay, WI
- Brand reputation of operational excellence built on service, trust and reliability
- Industry-leading safety culture and performance
- Comprehensive presence throughout North America
- Portfolio of businesses with different asset intensities
- Only known industry peer of size to have completed a comprehensive ERP transformation
- Strong balance sheet with access to capital provides flexibility to pursue organic and acquisitive growth initiatives

### Broad Portfolio of Market-Leading Businesses



**Truckload: Second Largest in North America**

**Intermodal: One of the Largest in North America**

**Logistics: Fastest-Growing Segment**

Notes:

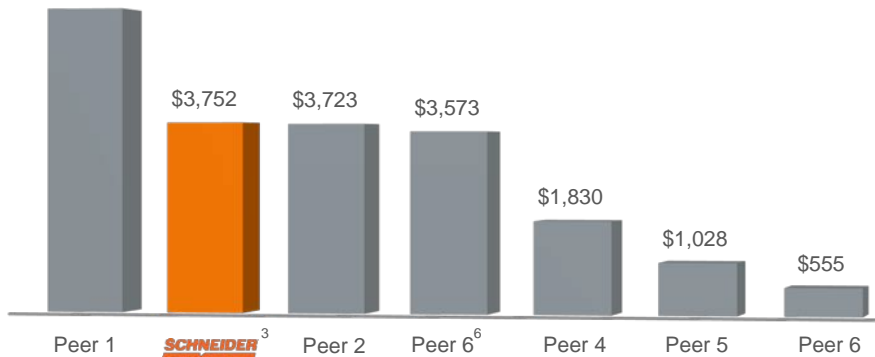
- 1 See appendix for reconciliations; adjusted for fuel surcharge
- 2 Other is net of intersegment eliminations
- 3 Includes loss of \$5mm from other revenue



# With Significant Scale in Each Core Business ...

## 2016 Operating Revenue (xFSC)<sup>1</sup>

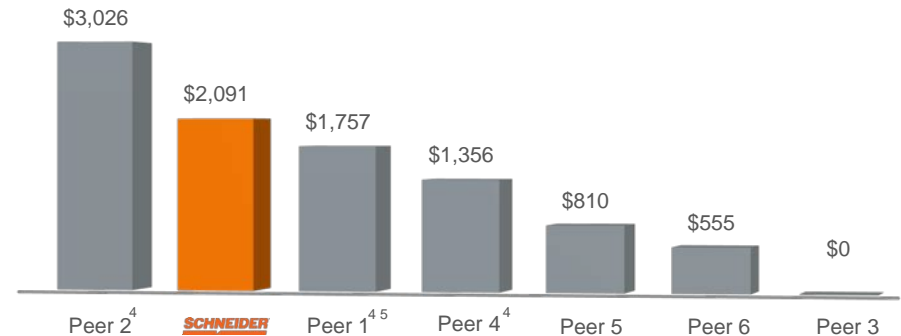
Operating Revenue (xFSC) (\$mm)<sup>1</sup>  
\$6,007



## 2016 Truckload Revenue (xFSC)<sup>1</sup>

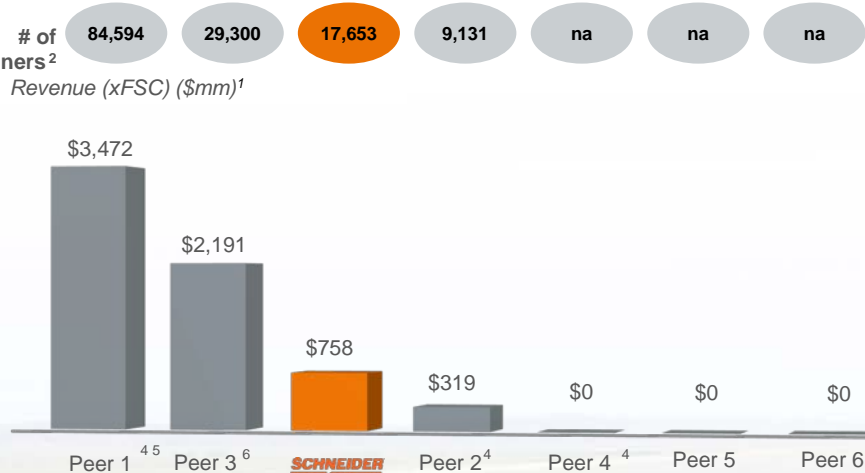
# of Trucks<sup>2</sup> Revenue (xFSC) (\$mm)<sup>1</sup>

# of Trucks <sup>2</sup>	Revenue (\$mm)
17,548	\$3,026
<b>11,900</b>	\$2,091
9,529	\$1,757
7,100	\$1,356
4,706	\$810
na	\$555
na	\$0



## 2016 Intermodal Revenue (xFSC)<sup>1</sup>

# of Containers<sup>2</sup> Revenue (xFSC) (\$mm)<sup>1</sup>



## 2016 Logistics Revenue (xFSC)<sup>1</sup>

Revenue (xFSC) (\$mm)<sup>1</sup>



Sources: SEC filings, public investor presentations and SNDR management estimates

Notes:

- 1 Revenue excludes fuel surcharge
- 2 Represents FY 2016 year end equipment count, numbers for Peer 5 represent average FY 2016 equipment count
- 3 Represents adjusted enterprise revenue (excluding fuel surcharge) and net of intersegment eliminations. See appendix for reconciliation
- 4 Intersegment eliminations allocated across segments pro rata for revenue contribution

- 5 Fuel surcharge allocated across segments pro rata for revenue contribution and excluded to calculate revenue (excluding fuel surcharge)
- 6 Includes fuel surcharge. Peer 3 does not disclose fuel surcharge revenue
- 7 Represents truck brokerage and logistics operations
- 8 Represents non-reportable segment, which includes the Company's logistics and freight brokerage services, as well as support services



# ... and Broadest Portfolio of Service Offerings in North America

## COMPREHENSIVE PORTFOLIO OF SERVICE OFFERINGS

TRUCKLOAD		INTERMODAL		LOGISTICS	
		FOR HIRE	DEDICATED		
STANDARD	<b>DRY VAN</b> <ul style="list-style-type: none"> <li>Long-Haul</li> <li>Regional / Short-Haul</li> </ul>	<ul style="list-style-type: none"> <li>Expedited</li> </ul>	✓	✓	
	<b>BULK</b> <ul style="list-style-type: none"> <li>Long-Haul</li> <li>Regional / Short-Haul</li> </ul>	<ul style="list-style-type: none"> <li>Chemical</li> <li>Energy</li> <li>Expedited</li> </ul>	✓	✓	
SPECIALTY	<b>TEMPERATURE CONTROL</b> <ul style="list-style-type: none"> <li>Reefer</li> </ul>	<ul style="list-style-type: none"> <li>Freeze Protection</li> </ul>		✓	
	<b>FINAL MILE+ / E-COMMERCE</b> <ul style="list-style-type: none"> <li>White Glove</li> <li>Expedited</li> </ul>	<ul style="list-style-type: none"> <li>Threshold</li> </ul>	✓	✓	
	<b>OTHER SPECIALTY</b> <ul style="list-style-type: none"> <li>Specialty Van</li> <li>Flatbed</li> </ul>	<ul style="list-style-type: none"> <li>Multi-Stop</li> <li>Cross-Dock</li> </ul>		✓	
					<b>BROKERAGE</b> <ul style="list-style-type: none"> <li>Full Truckload</li> <li>LTL</li> <li>Intermodal</li> <li>Temperature Control</li> <li>Flatbed</li> <li>Sole-Source</li> </ul>
					<b>SUPPLY CHAIN SERVICES (3PL)</b> <ul style="list-style-type: none"> <li>Supply Chain Management</li> <li>Supply Chain Design</li> <li>Supplier Management</li> <li>Procurement</li> <li>Cross Border</li> </ul>
					<b>IMPORT / EXPORT SERVICES</b> <ul style="list-style-type: none"> <li>Warehousing</li> <li>Port Drayage</li> <li>Trans-loading</li> </ul>
			<b>DOOR-TO-DOOR</b> <b>CONTAINER ON FLAT CAR (COFC)</b> <b>LONG-HAUL</b> <b>REGIONAL</b> <b>NORTH AMERICAN CROSS-BORDER</b>		

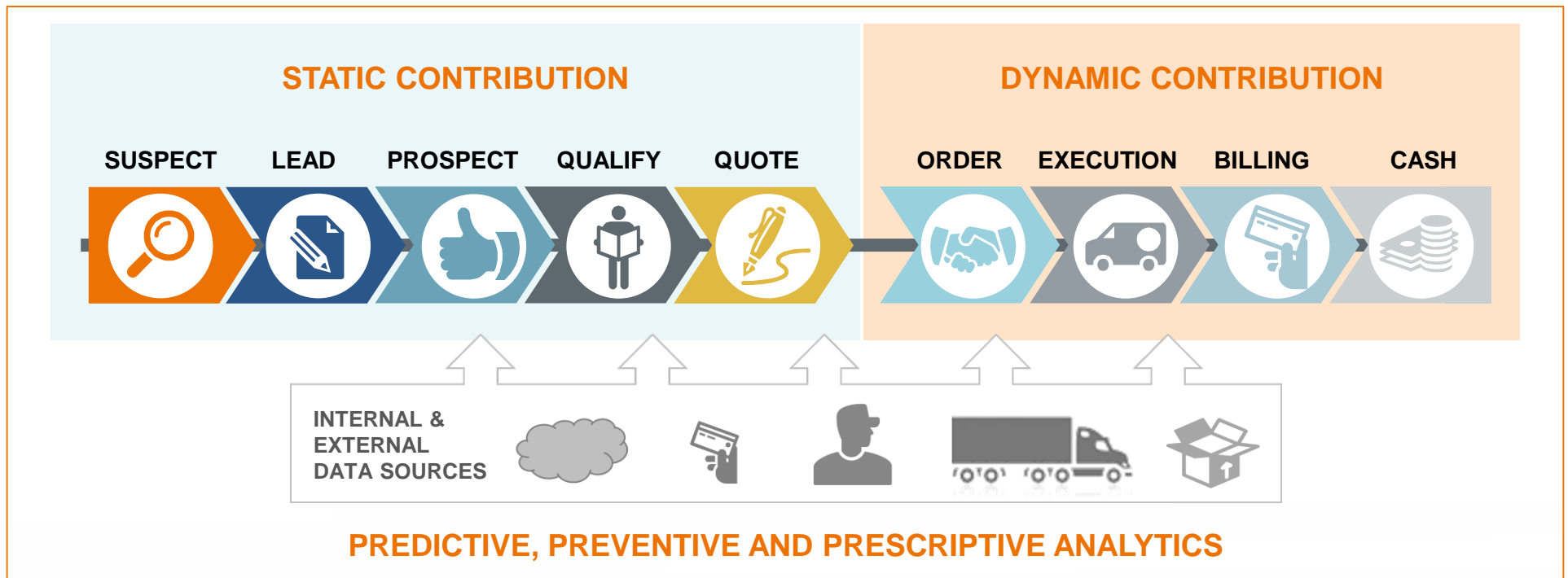
NORTH AMERICAN CROSS-BORDER / INTERNATIONAL FREIGHT:





# Quest Transformation: Digitizing Our Value Chain

\$250mm technology investment differentiates us and enables optimized decisions that drive enhanced contribution



- ✓ Transformation of culture and business process
- ✓ Feedback loops to enhance performance over time
- ✓ Significant driver of margin expansion
- ✓ Turns “order takers” to “profit makers”

**Driven by “One Version of the Truth”**

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WHAT'S MORE IMPRESSIVE  
IS WHERE WE'RE  
GOING

80+  
YEARS  
IN BUSINESS

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QUEST PLATFORM



SAFETY FIRST  
AND ALWAYS

5,112

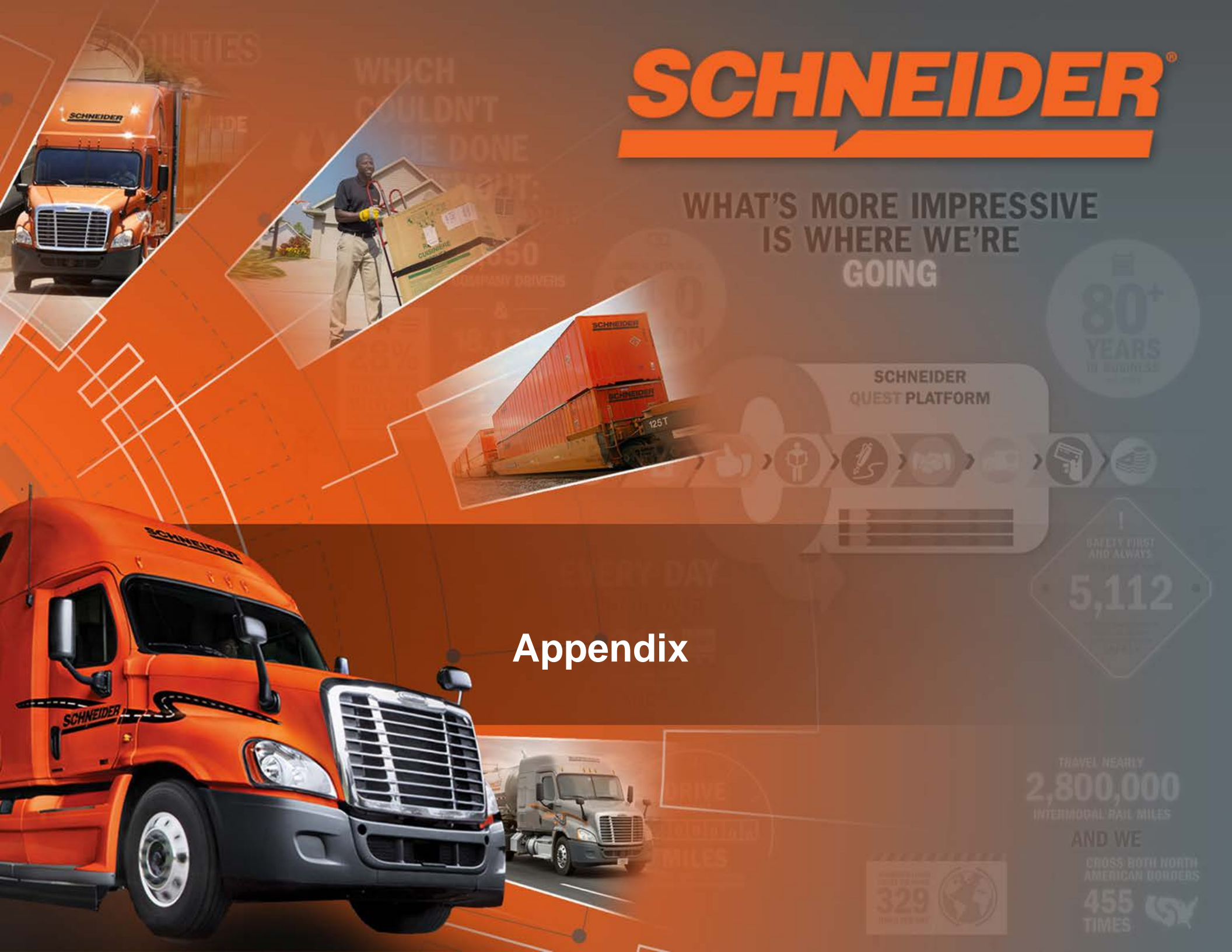
## Appendix

TRAVEL NEARLY  
2,800,000  
INTERMODAL RAIL MILES

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455  
TIMES



# Non-GAAP Reconciliation – Adjusted Enterprise Revenue (excluding fuel surcharge)



(\$mm)	2016
<b>Operating revenue</b>	<b>4,046</b>
less: Fuel surcharge revenue	294
<b>Adjusted enterprise revenue (excluding fuel surcharge)</b>	<b>3,752</b>





# Non-GAAP Reconciliation – Adjusted Income from Operations

(\$mm)	2016
<b>Income from operations</b>	<b>290</b>
Acquisition cost and other <sup>1</sup>	3
<b>Adjusted income from operations</b>	<b>293</b>

Notes:  
1 Costs related to the acquisitions of Watkins & Shepard and Lodeso and one-time preparation costs in connection with the IPO and initiating the transition from privately held to public company status