

**MARTEN** **M** **T** **TRANSPORT**  
**LTD**



Q3 2022





# Disclosure



This presentation and discussion will contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as “expects,” “anticipates,” “intends,” “estimates,” or similar expressions are intended to identify these forward-looking statements. These statements are based on Marten’s current plans and expectations and involve risks and uncertainties that could cause future activities and results of operations to be materially different from those set forth in the forward-looking statements. For further information, please refer to Marten’s reports and filings with the Securities and Exchange Commission.



# Consistently Improving Organic Operating Results No Matter the Market Environment



Each year since 2018 has had a very different market environment

In each year from 2018 through 2021, we set the then-current record for our highest annual operating revenue and operating income. We also achieved in each of 2020 and 2021 our then-best operating ratio, net of fuel s/c, for any year since we became a public company in 1986.

In Q3YTD '22, we had the best operating revenue and operating income for any year's first nine months in our history—and the best operating ratio, net of fuel s/c, for any year's first nine months since we became a public company.

## Operating Results Comparison

	Percentage Increase Three Months Ended September 30, 2022 vs. 2021	Percentage Increase Three Months Ended June 30, 2022 vs. 2021	Percentage Increase Three Months Ended March 31, 2022 vs. 2021	Percentage Increase Year Ended December 31, 2021 vs. 2020	Percentage Increase Year Ended December 31, 2020 vs. 2019	Percentage Increase Year Ended December 31, 2019 vs. 2018
Operating revenue	<u>29.1%</u>	<u>41.8%</u>	<u>28.8%</u>	<u>11.4%</u>	<u>3.7%</u>	<u>7.1%</u>
Operating revenue, net of fuel surcharges	<u>21.8%</u>	<u>32.1%</u>	<u>23.8%</u>	<u>8.3%</u>	<u>6.8%</u>	<u>8.6%</u>
Operating income	<u>18.5%</u>	<u>43.5%</u>	<u>49.4%</u>	<u>19.8%</u>	<u>21.9%</u>	<u>8.7%</u>
Net income	<u>20.6%</u>	<u>47.8%</u>	<u>52.9%</u>	<u>22.9%</u>	<u>13.8%</u>	<u>11.0%</u>

“You can’t build a reputation on what you were going to do.” – Henry Ford





## Consistent Profitable Organic Growth During the Pandemic



Quarter-over-quarter for the ten consecutive quarters since the pandemic began, we have delivered consistently improving top- and bottom-line results

### Operating Results Since the Pandemic Began – Percentage Increase Over Same Quarter of Prior Year

	<u>Q3 2022</u>	<u>Q2 2022</u>	<u>Q1 2022</u>	<u>Q4 2021</u>	<u>Q3 2021</u>	<u>Q2 2021</u>	<u>Q1 2021</u>	<u>Q4 2020</u>	<u>Q3 2020</u>	<u>Q2 2020</u>
Operating revenue	<u>29.1%</u>	<u>41.8%</u>	<u>28.8%</u>	<u>17.4%</u>	<u>16.3%</u>	<u>9.4%</u>	<u>2.0%</u>	<u>4.7%</u>	<u>0.5%</u>	<u>0.1%</u>
Operating revenue, net of fuel surcharges	<u>21.8%</u>	<u>32.1%</u>	<u>23.8%</u>	<u>12.5%</u>	<u>12.8%</u>	<u>5.0%</u>	<u>2.5%</u>	<u>8.8%</u>	<u>3.8%</u>	<u>4.7%</u>
Operating income	<u>18.5%</u>	<u>43.5%</u>	<u>49.4%</u>	<u>20.0%</u>	<u>16.8%</u>	<u>12.9%</u>	<u>33.1%</u>	<u>36.0%</u>	<u>21.8%</u>	<u>26.6%</u>
Net income	<u>20.6%</u>	<u>47.8%</u>	<u>52.9%</u>	<u>26.1%</u>	<u>17.9%</u>	<u>18.1%</u>	<u>31.3%</u>	<u>24.5%</u>	<u>8.8%</u>	<u>19.4%</u>

“Winning takes talent; to repeat takes character.” – John Wooden

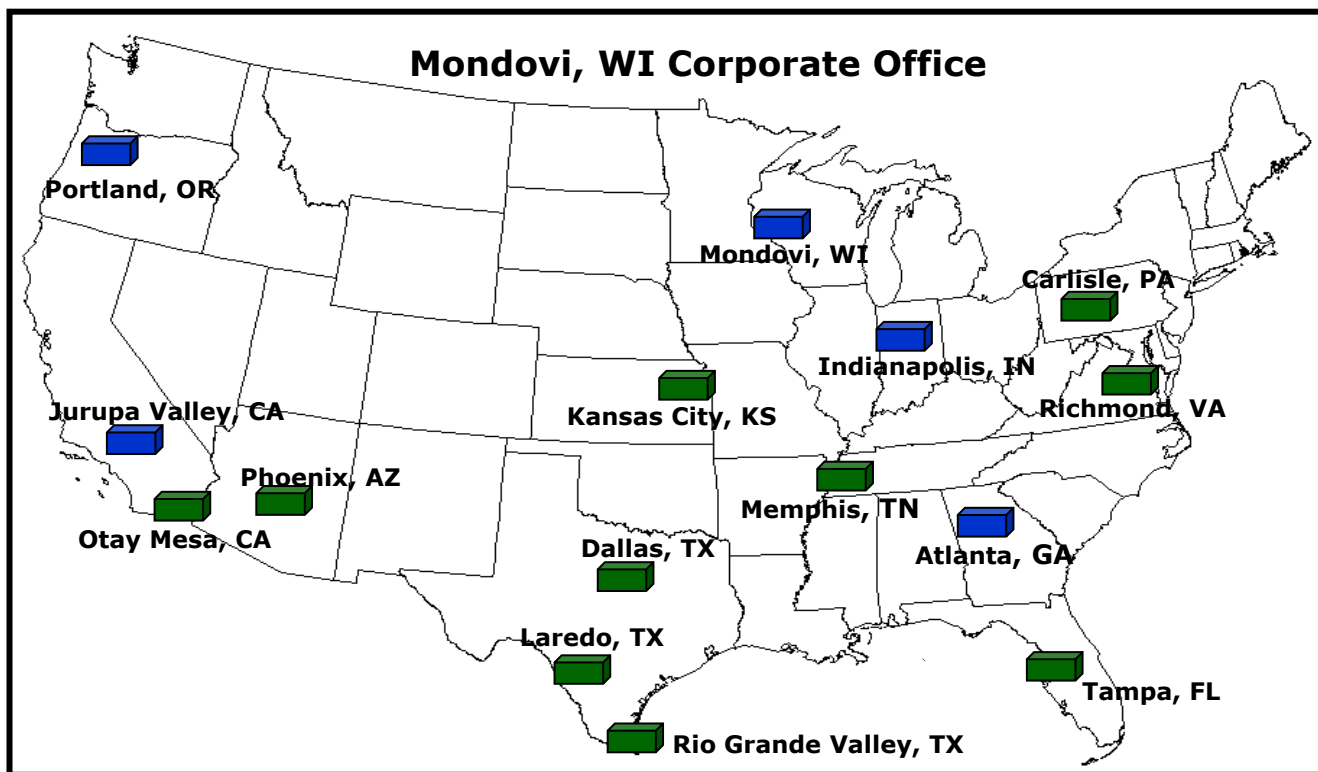


# Expanding Regional Operating Centers Network



**THE FOUNDATION** of Marten's growing business platform network designed for the best, most-efficient transportation service solutions for Marten's customers

- Truckload – regional temp and dry and OTR operating from 15 regional service centers--40% of revenue (62% temp/38% dry)
- Dedicated – customized solutions utilizing temp, dry and specialized equipment--34% of revenue (42% power-only/22% dry/36% temp)
- Brokerage – surge flexibility for customers' needs beyond Marten's assets--16% of revenue (80% temp/20% dry)
- Intermodal – refrigerated COFC and TOFC with extended dray from Marten's truck network--10% of revenue (83% temp/17% dry)
- MRTN de Mexico – door-to-door service between Mexico, the U.S. and Canada utilizing Mexican partner carriers within Mexico





# Marten's Solar Commitment



## Marten's Solar Commitment

Tractor Auxiliary Power Unit and  
Refrigerated Trailer Power Unit Integration

+

Nationwide Terminal and Office Installations

Mondovi  
Carlisle  
Richmond  
Atlanta  
Tampa  
Kansas City  
Indianapolis

Memphis  
Dallas  
Laredo  
Jurupa Valley  
Phoenix  
Portland  
Otay Mesa

In Partnership with All Energy Solar, St. Paul, MN

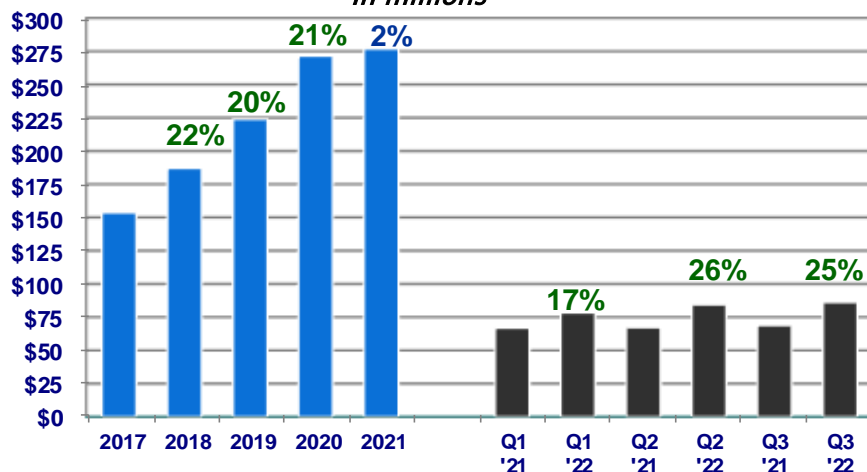




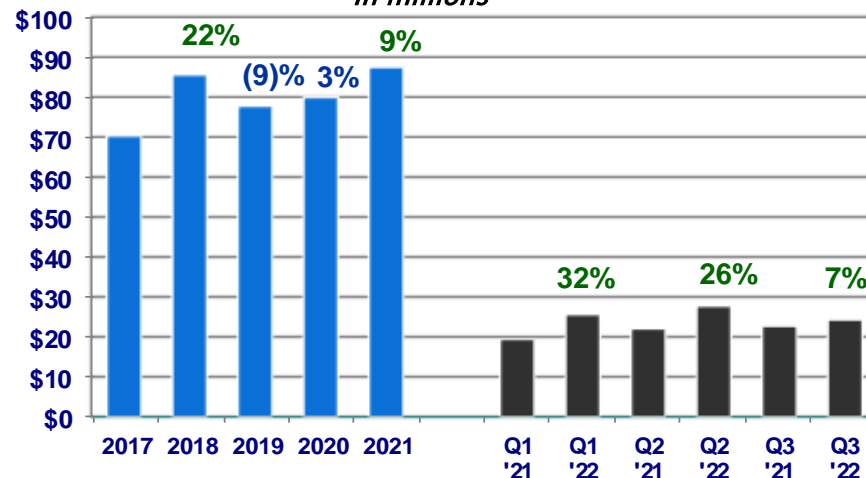
# Marten's Consistent Dedicated, Intermodal and Brokerage Growth



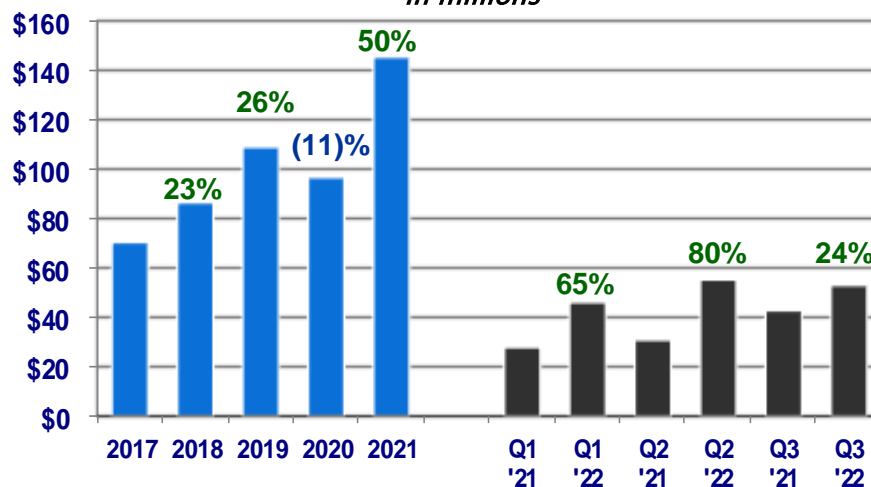
**Dedicated Revenue (excluding fuel surcharges)**  
*In millions*



**Intermodal Revenue (excluding fuel surcharges)**  
*In millions*



**Brokerage Revenue (including fuel surcharges)**  
*In millions*



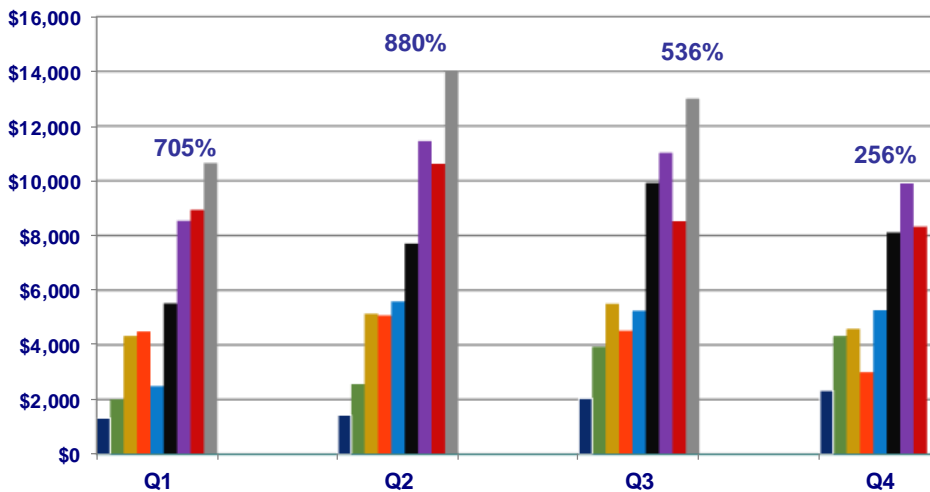
“Transformation is a process, not an event.” – “Leading Change” by John P. Kotter



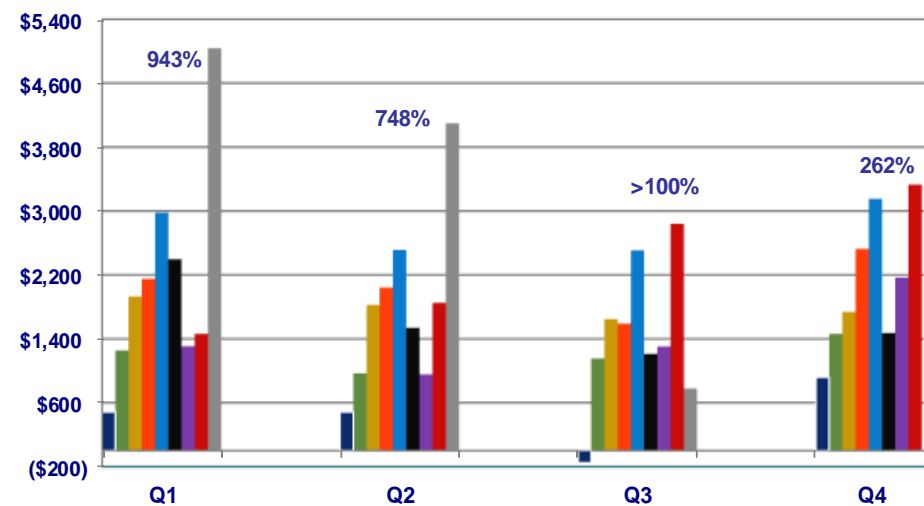
# Consistent Growth in Quarterly Operating Income Across our Dedicated, Intermodal and Brokerage Businesses Since 2014



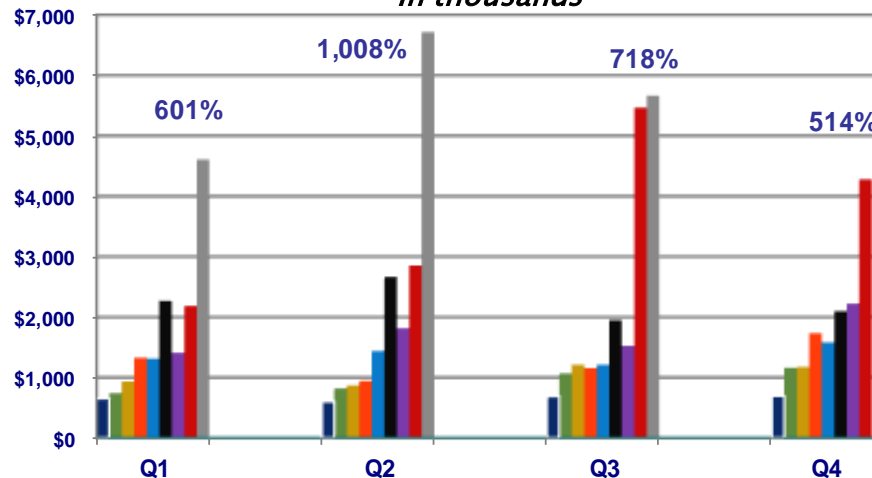
**Dedicated Operating Income**  
*In thousands*



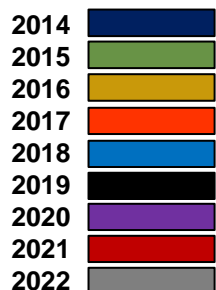
**Intermodal Operating Income**  
*In thousands*



**Brokerage Operating Income**  
*In thousands*



## Key:



% increases are from '14 to '22  
for Q1 through Q3 and from '14  
to '21 for Q4



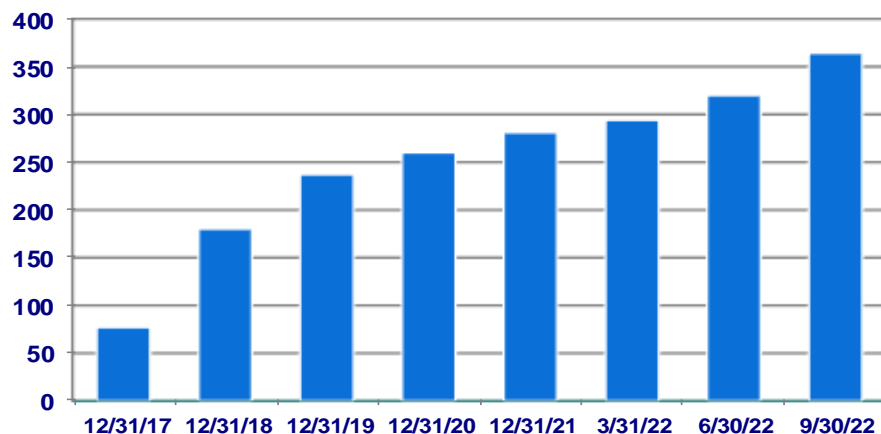


# Consistent Growth in Dry Regional Truckload Operations Since the Pandemic Began

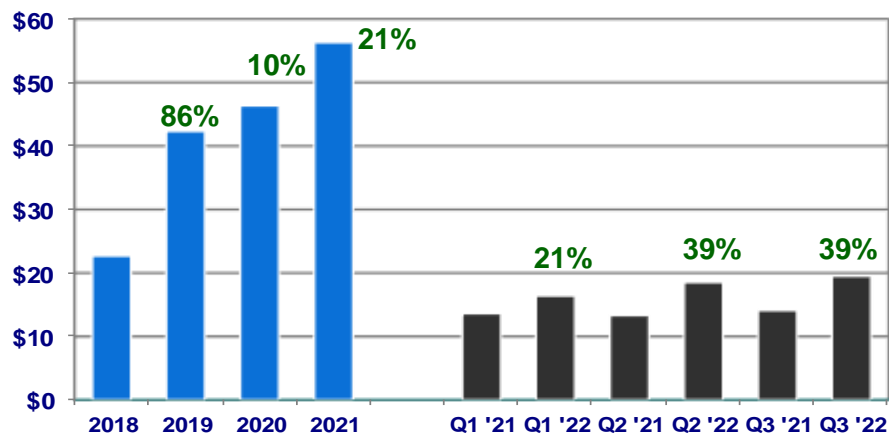


- We built our regional service centers with the vision to expand into dry operations – a market 5X > temp
- Operating out of our Kansas City, Phoenix, Atlanta and Tampa facilities through 2021
- 1H '22 expansion of our dry operations into Mexico through our Dallas, Laredo and Otay Mesa facilities

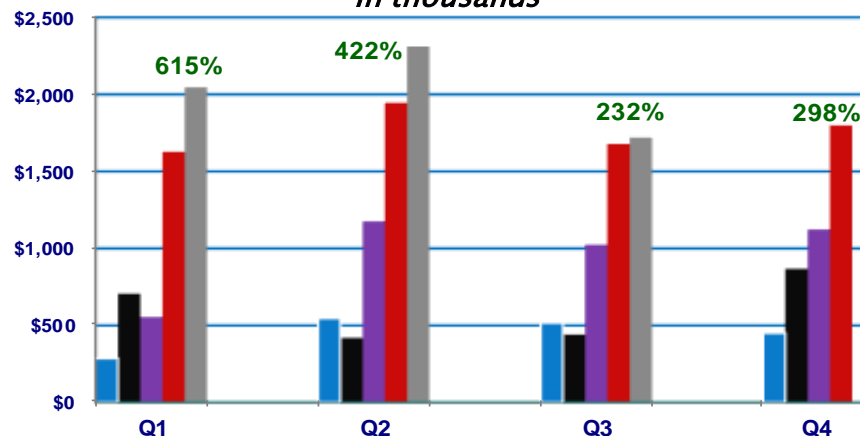
Dry Operations Tractors



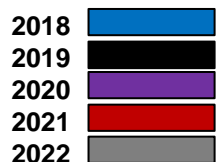
Dry Operations Revenue (excluding fuel surcharges)  
*In millions*



Dry Operations Operating Income  
*In thousands*



## Key:



% increases are from '18 to '22 for Q1 through Q3 and from '18 to '21 for Q4



# MRTN de Mexico Growth



- Results–driven performance -- operating revenue excluding fuel surcharges has increased 35% from \$57.6 million for the TTM ended September 30, '21 to \$77.7 million for the TTM ended September 30, '22
- Temperature growth history with more expansive growth in the works
- Dry expansion with first loads in Feb., '22
- Facility expansion at all three MRTN de Mexico entry ports
  - Moved into new Otay Mesa facility in June, '22
  - Expanding present Laredo facility operations space
  - Purchased land in Rio Grande Valley for building new facility with increased capacity



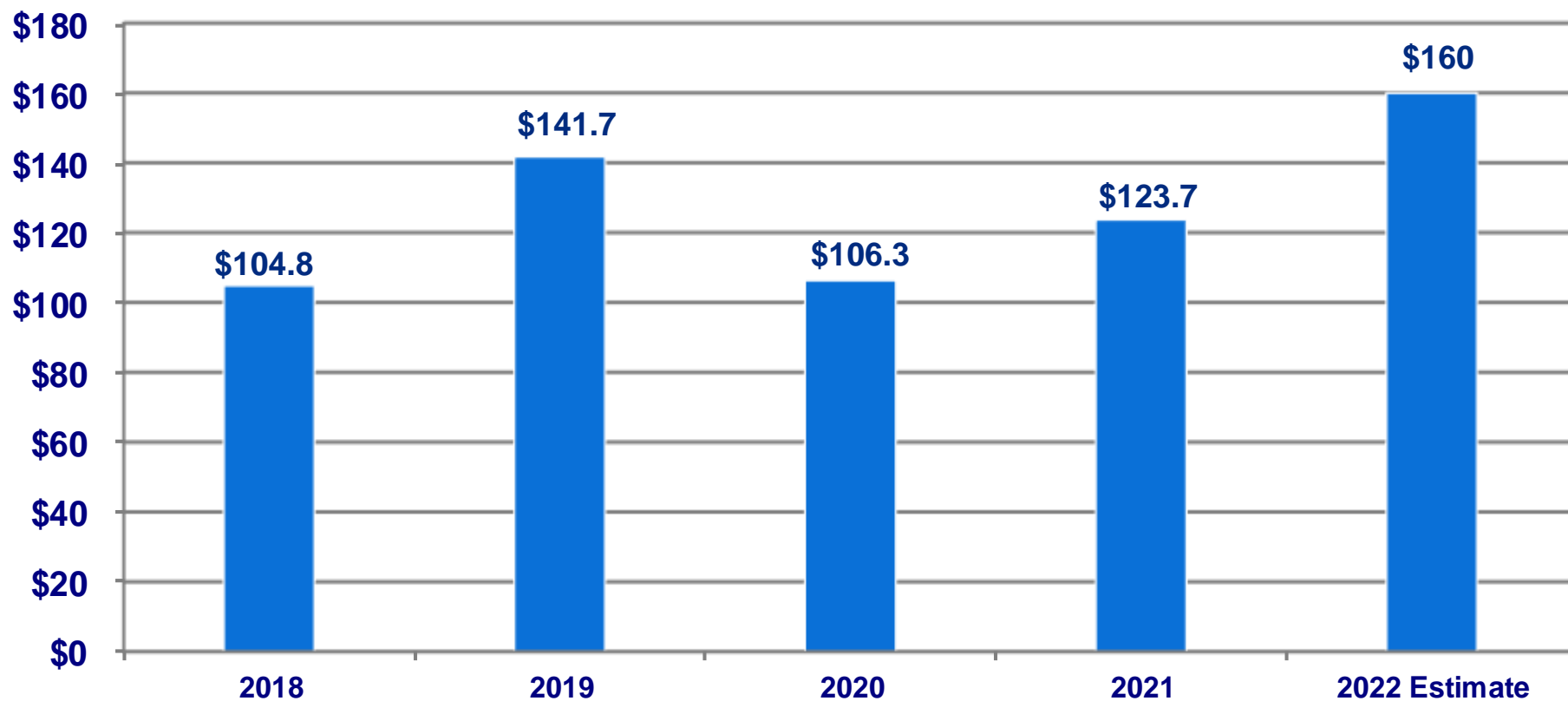
**New Otay Mesa, CA Facility**



# Net Capital Expenditures



*In millions*







# Marten People, Model and Culture/Data-Driven Measured/Disciplined Management



COVID-19 Pandemic has required accelerated disciplined data management changes

- Marten people initiate and implement our strategic vision and key strategic initiatives
- Marten people developed and continuously update our proprietary information systems enabling real-time data-driven decisions for improved supply chain productivity
- Marten's culture: visible costs and operating data to improve and add value daily – we measure and manage as a team and cover each other's backs to provide the best service for our customers – we are disciplined and we care
- “Great things in business are never done by one person. They're done by a team of people.” – Steve Jobs
- “The more they know, the more they'll understand. The more they understand, the more they'll care. Once they care, there's no stopping them.” – Sam Walton

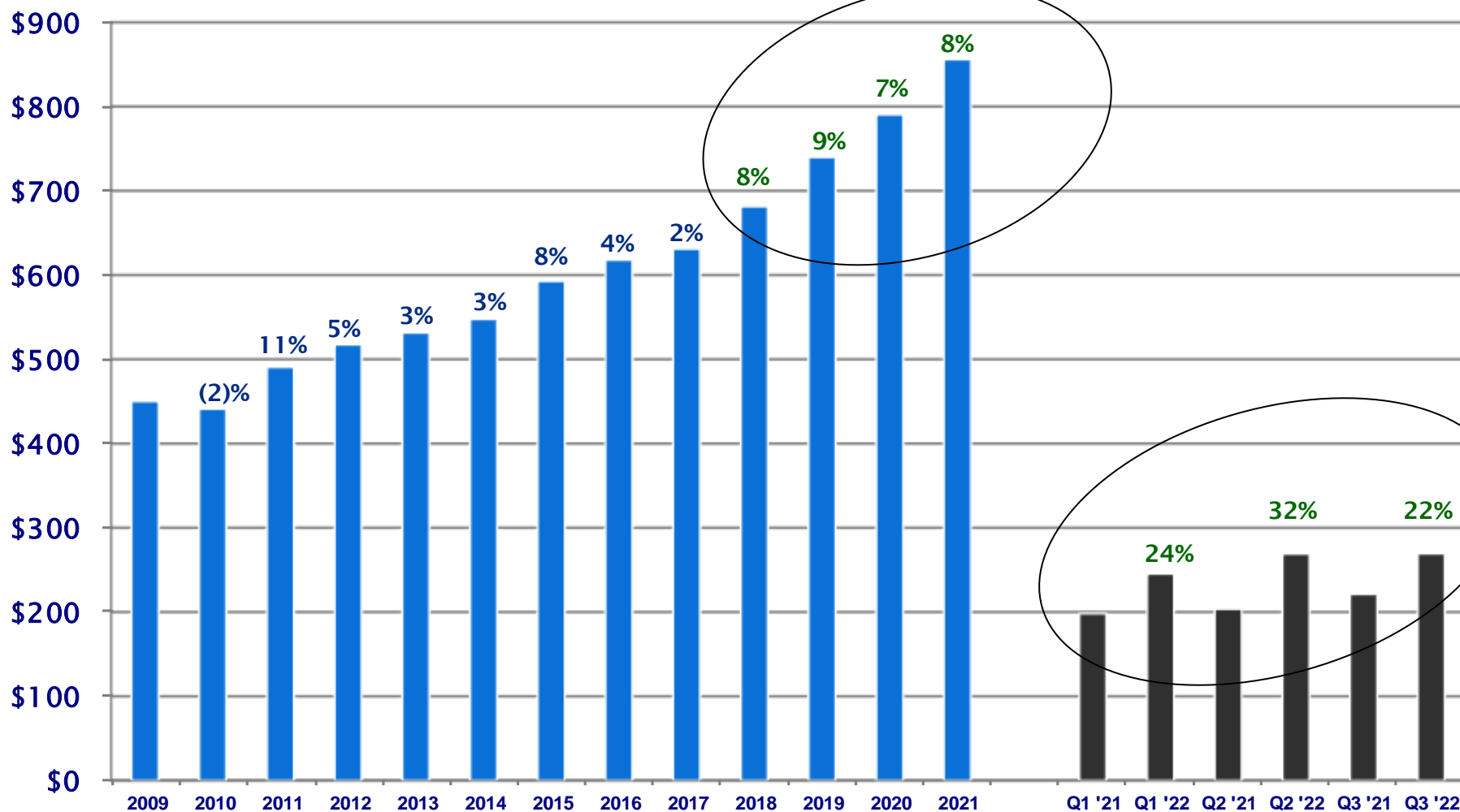


## Consistent Record Improvement in Marten's Operating Revenue Excluding Fuel Surcharges



-2021 was the 11<sup>th</sup> straight year with our highest operating revenue excluding fuel s/c  
-In Q3YTD '22 we had the best operating revenue excluding fuel s/c for any year's first nine months in our history

*In millions*

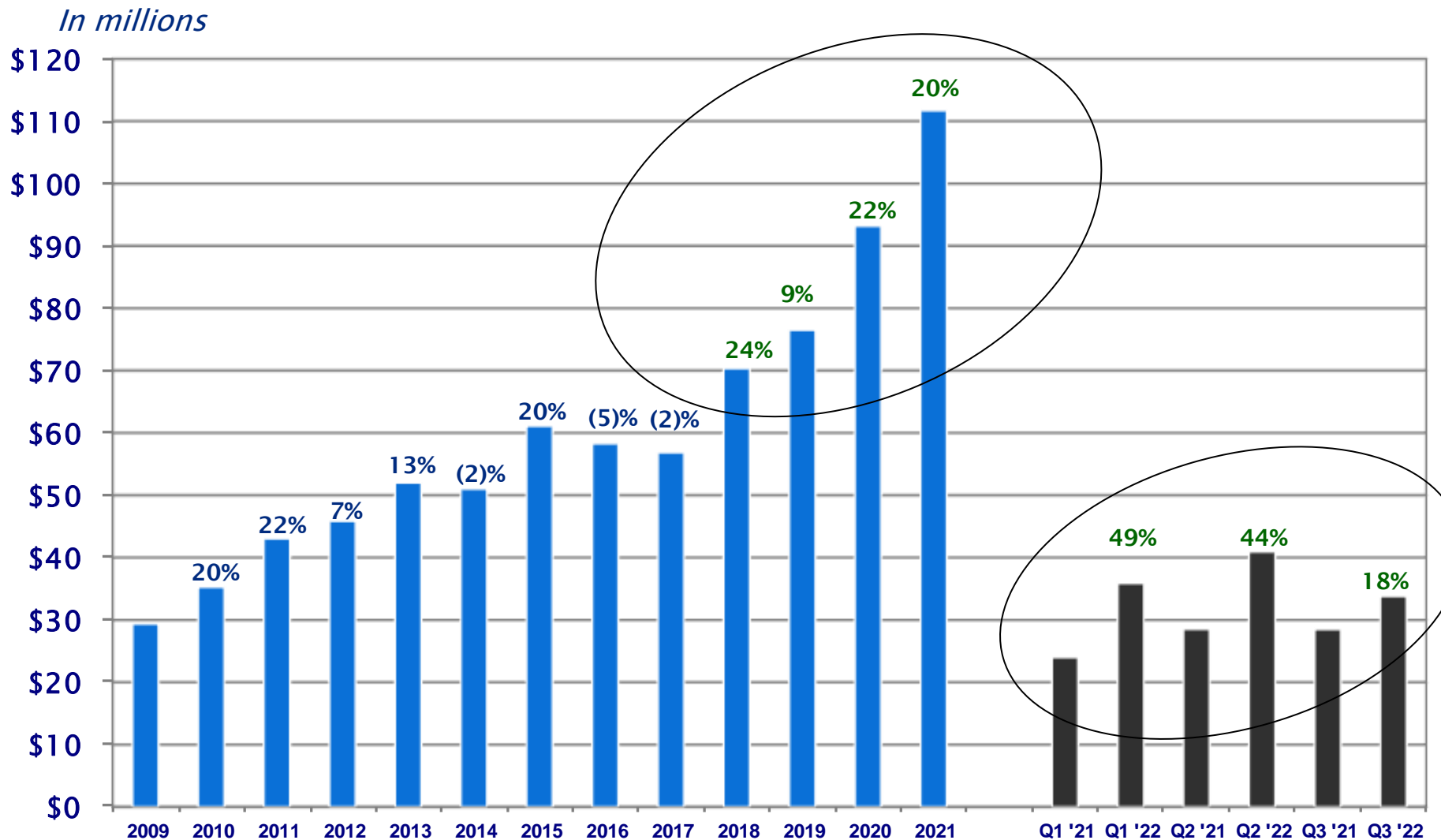


"The achievements of an organization are the results of the combined effort of each individual." – Vince Lombardi



## Consistent Record Improvement in Marten's Operating Income No Matter the Environment

- Each year from 2018 through 2021 we had the then-best operating income in our history
- In Q3YTD '22 we had the best operating income for any year's first nine months in our history



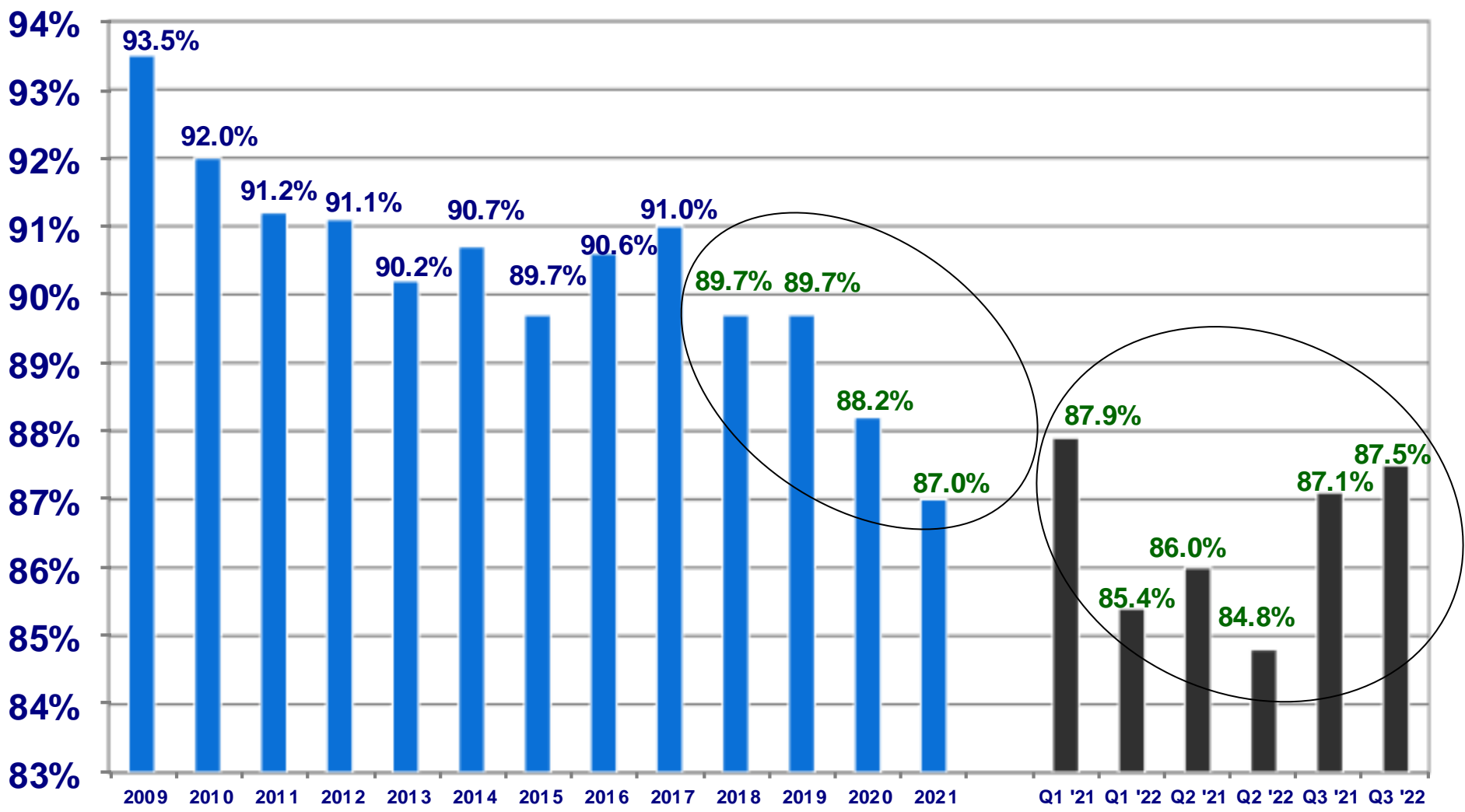
"To succeed in this world, you have to change all the time." – Sam Walton





# Consistent Record Improvement in Marten's Operating Ratio, Net of Fuel S/C

- In each of 2020 and 2021 we achieved our then-best ratios for any year since we became a public company in 1986
- In Q3YTD '22 we had our best ratio for any year's first nine months since we became a public company



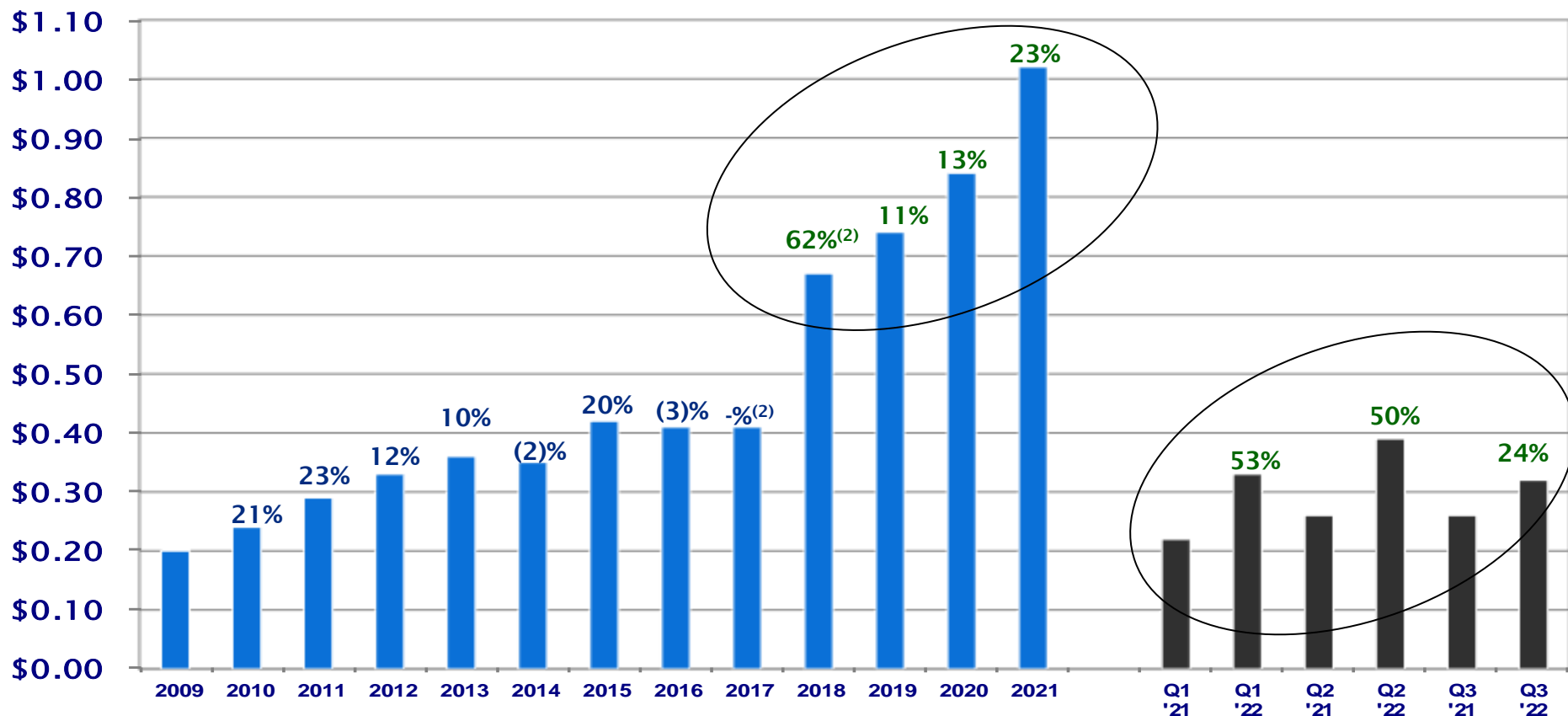
“...admit that the waters around you have grown...then you better start swimmin’ or you’ll sink like a stone for the times they are a changin’”  
Dylan, Bob. *Like a Rolling Stone*; *Gates of Eden*. Columbia, 1965



# Consistent Improvement in Marten's Earnings - Cents Per Diluted Share<sup>(1)</sup>



-2021 improved 23% over 2020  
-Q3YTD '22 improved 42% over Q3YTD '21



(1) Restated to reflect the three-for-two stock split on August 13, 2020, the five-for-three stock split on July 7, 2017, and the three-for-two stock split on June 14, 2013

(2) Excluding the deferred income taxes benefit related to the federal Tax Cuts and Jobs Act in 2017

**649% increase from Q3 '09 to Q3 '22**



## Stock Buyback and 50% Increase in Quarterly Cash Dividend



Reflecting our confidence in Marten's financial strength and commitment to enhancing stockholder value, we repurchased and retired 2.3 million shares of our common stock for \$41.8 million during 1H '22 and increased our regular quarterly cash dividend by 50% during Q1 '22.





# Consistently Improving Operating Results



Nothing has changed since Chris Henry wrote this in Dec. 2018:

“Quarter-over-quarter, year-over-year, Marten Transport (NASDAQ: MRTN) has delivered **consistent, top quartile results. Key word is consistent.** When compared to many of the others, you don’t see very many blips in operating expenses or legal exposures that may cause multi-period hangovers for others. Everything I read about them through their earnings releases and SEC filings point to a very disciplined operating team... Marten has hung with and bettered the performance of many of the big dogs.”

Henry, Chris. *Marten Transport Delivers the Goods*. TCA Truckload Indexes, Dec. 2018

In each year from 2018 through 2021, we set the then-current record for our highest annual operating revenue and operating income. We also achieved in each of 2020 and 2021 our then-best operating ratio, net of fuel s/c, for any year since we became a public company in 1986.

In Q3YTD '22, we had the best operating revenue and operating income for any year’s first nine months in our history—and the best operating ratio, net of fuel s/c, for any year’s first nine months since we became a public company.

“Energy and persistence conquer all things.” – Benjamin Franklin