



SUSTAINABILITY

# International Transportation and Logistics Leader Since 1946



Shippers



Drivers




Investors



Careers



**1 billion in sales annually**



**15 terminals across US & Mexico**



**4,400 Employees**



**3,500 Tractor Trailer Fleet**



**NASDAQ—MRTN**

## *MARTEN-An International Company That Feels Like Family*

While we’re a billion-dollar, international transportation company today, we still feel like the family business that started it all in 1946 with a single milk truck in rural Wisconsin. And like family, we look out for each other—drivers, customers, investors and community.



# MARTEN MEANS MORE



## INNOVATION

To help reduce our carbon footprint, we've installed solar panels on our fleet of 3,500 trucks and at 15 terminals across the nation.



## EXPERTISE

Marten is a leader in time sensitive transportation and distribution services to customers in the United States, Canada, and Mexico.



## CULTURE

Disciplined and caring, we treat everyone we work with, especially customers, like family. You can count on family no matter what.



## TECHNOLOGY

Our proprietary information systems enable real-time data-driven decisions for seamless supply chain productivity.

# ***INVESTOR RELATIONS***

# ***CONSISTENTLY EXCEEDING INVESTOR EXPECTATIONS***

A public company in 1986, Marten is traded under the NASDAQ Global Select Market symbol: MRTN. Over the years, our nationwide operational network, proprietary information systems, and disciplined culture have delivered reliable performance and consistent return for shareholders.

## ***NORTH AMERICAN NETWORK***

Over 20 locations in the U.S. that service a network stretching across the U.S., Mexico, and Canada.

## ***PROPRIETARY INFORMATION SYSTEMS***

Real-time data-driven decisions for improved supply chain productivity.

## ***DISCIPLINED CULTURE***

Visible costs and operating data to improve and add value daily. We measure and manage as a team to provide the best service.

## ***CORPORATE GOVERNANCE***

We review our board structure, policies, and governance guidelines regularly to ensure we are doing our best to be the best.

## ***DIVIDENDS***

Since our dividend program was implemented in 2010, we have paid over \$200 million in special and quarterly cash dividends.

## ***ENVIRONMENT***

Marten is committed to reducing our carbon footprint. We have installed solar panels on our fleet of over 3,500 tractors and 15 terminals nationwide.

## Environmental SUSTAINABILITY INITIATIVES

**Marten reduces overall mileage** via internal equipment changes, temperature initiatives, network restructuring, and multimodal carrier conversions from truckload to intermodal- reducing carbon footprint by more than 60% per load. Marten has created the Loading Warm & Reefer Run initiative using temperature technology to educate customers and reduce reefer usage. Marten has added solar panels at all 14 terminals and on tractors, has converted all lighting to LED, and has installed a lithium battery bank at its Jurupa Valley, California terminal.

## NOTABLE ACHIEVEMENT

**Marten has made the Smartway High Performance list** year after year for improving freight efficiency and **Inbound Logistics top 75 carriers for supply chain sustainability commitment**. The company has also been awarded *Energy Efficient Leader* from Thermo King and the most *Progressive Carrier of the Year* from Coca-Cola.

## GREEN INITIATIVES

- Reduce greenhouse gas emissions
- Use alternative fuels/energy sources
- Reduce energy usage
  - Solar panels
  - Energy-efficient lighting
- Reuse/recycling program





STEADFAST COMMIMMENT TO A GREENER ENVIRONMENT:



# Footprint Reduction Commitment

*"Lots of companies talk about ideas. The trick is to actually put ideas into practice. And that's something Marten has always done well."*

*-Randy Marten*



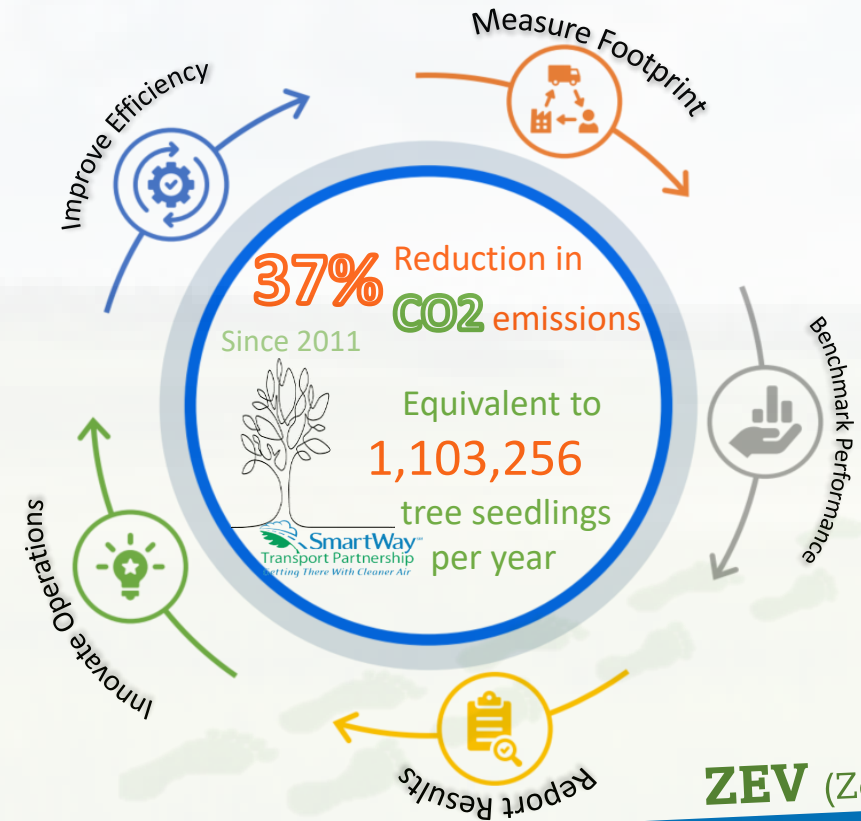
**40% =**

*Industry average fuel burn during drivers 10 hr break*

**3% =**

*Marten's average fuel burn during drivers 10 hr break*

*Credit to APUs, Solar Panels on trucks and Marten's dedicated employees to manage drivers' idle time*



## Improved Efficiency

- ✓ Idle Reduction
  - ✓ APUs
  - ✓ Solar Panels
- ✓ Fuel Reduction
  - ✓ Fuel Efficient Tires
  - ✓ Automatic Tire Inflation System
  - ✓ Trailer Skirts
  - ✓ Aerodynamic Trucks
  - ✓ Speed Limiters
  - ✓ Solar Lithium Battery Banks

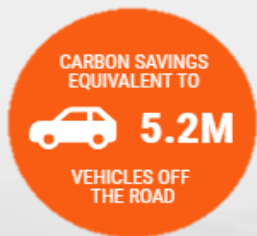
## Innovated Operations

- ✓ Temperature Initiative
  - ✓ Loading Warm
  - ✓ Frozen Set Temp
- ✓ Reefer Run Time Initiative
- ✓ Network Restructuring
- ✓ Truck to Rail Conversation

**ZEV** (Zero Emissions Vehicle) **Testing Continues in 2024**

# Rail Conversion

Rail is the most environmentally efficient mode of surface transportation and many of Marten's customers recognize it as an effective way to reduce carbon emissions



In 2022, BNSF customers reduce their total carbon emissions by 23.9 million metric tons. That's the equivalent of taking 5.2 million vehicles off the road.\*



On average, BNSF trains move one ton of freight nearly **500 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







### MARTEN'S USED OIL:

Safety-Kleen offers Marten a program unique to the lubricant industry, designed to help manage oil needs in a more sustainable way. *The result is greater efficiencies, guaranteed sustainable processing and a direct reduction in GHG emissions.*

Safety-Kleen's re-refining process requires as much as 80% less energy to produce reclaimed oil than to refine oil from crude. Just one gallon of recovered motor oil produces the same amount of engine oil as 42 gallons of crude. *Re-refining is simply a better way to manage used oil, thereby reducing the impact on the environment.*

### MARTEN'S USED OIL FILTERS:

As part of the Safety-Kleen organization, Oil Filter Recyclers, Inc. (OFR), is the largest used oil filter collector and recycler in the United States. *One hundred percent of the waste material collected is recycled* thus eliminating Marten's exposure to future environmental risk.

OFR's patented two-phase recycling process separates the used oil filters into three principle products: ferrous metals, filter media and used oil. All of these are reused in various manufacturing processes or as alternative fuels.



**53,800+**

*gallons of  
Marten's used oil  
collected in 2022  
& turned back into  
original state*



**148,000+**

*Used oil filters  
collected,  
recycled &  
reused in 2022*

*Marten has been consistently recognized for waste reduction and substantial financial investment in technology and manpower.*

**Inbound Logistics Green Supply Chain Partner**  
*Must be Awarded Partner*

*Inbound Logistics* editors select 75 companies going above and beyond to prioritize green initiatives and help global supply chains become more sustainable. These companies are dedicated to developing and implementing best practices that leave a positive footprint on the world.



**2022 SmartWay Excellence Award & High Performer:**



Partner Since 2007

SmartWay helped Partners avoid emitting  
**152MMT**  
of CO<sub>2</sub>



**Greener, Cleaner and Leaner**  
“Marten takes advantage of the advances in trailer tracking technology to better service customers while reducing both parties’ carbon footprint”

# Culture – Family Legacy Brand

Business that feels like a family.

***“I GET HOME WHEN I NEED TO.”***

**Ashley D.**

If hometime is a priority for a driver, then it's a priority for Marten. The Marten team works hard to find volume in freight lanes that get you home when you want.

***WE'VE  
GOT YOUR  
BACK***

*Being on a Dedicated Fleet lets me be home every weekend so I have time for fun! From my first day I felt like I was part of a team, not just a number!*

**- Shawn Kelly**



***YOU CAN EXPECT  
THE BEST FROM  
MARTEN.”***

“If you're part of our family, part of employment here; driver, office, mechanic, we should all EXPECT THE BEST of each other, the company should EXPECT THE BEST of you, and you should EXPECT THE BEST of the company.”

**-Randy Marten**





# Community



Marten's \$30,000 donation fully funded 34 children's 2-day adventure at the National Ability Center. The NAC family draws from decades of experience to make recreation and outdoor adventures accessible to people of all abilities.

Having a positive impact on the lives of thousands of children and families across the nation.



- ✓ Children's Hospital Donations
- ✓ Toy & Clothing Drives
- ✓ Annual College Scholarships
- ✓ Team Sponsorships
- ✓ Area Beautifications
- ✓ Big Brothers, Big Sisters Sponsorship
- ✓ The list goes on....



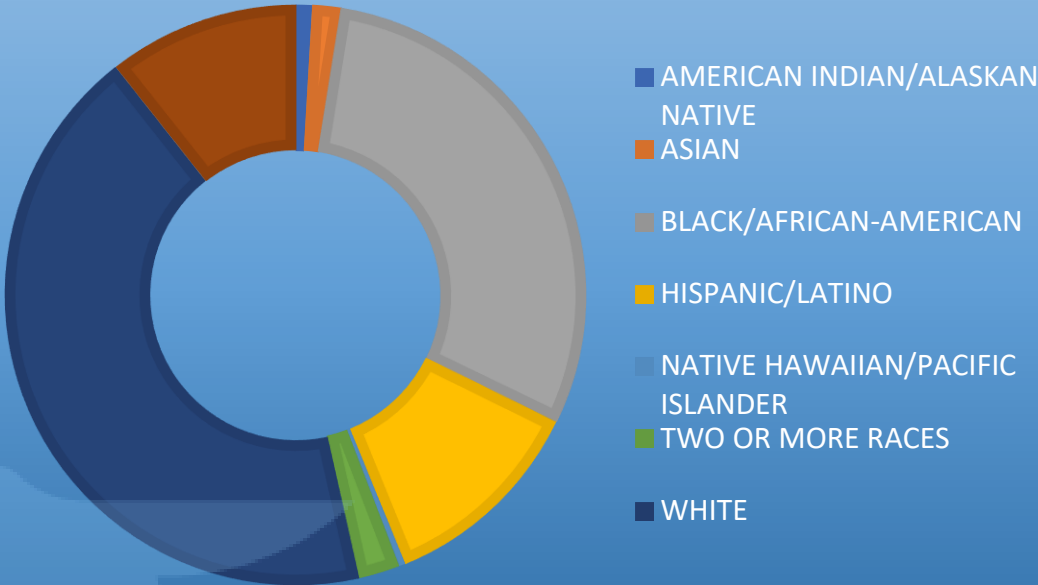
Congratulations to these 20 deserving students for being awarded with \$3,000 towards higher education!



# Diversity & Inclusion

We believe unique perspectives and backgrounds fuel the innovation that drives greatness.

Driver Demographics



Partnership w/MW Logistics  
**Tier 1 Diversity Spend Supplier**

Member since 2021  
**Bringing Gender Diversity to Transportation**



“This is a great place to be if you have pride in what you do. Marten is Great for women!”

*-Dawn Ling*





# Safety

Where safety is a priority – and our track record proves it.

We’ve been named Grand Prize Winner for Fleet Safety by the Truckload Carriers Association twice and placed among the top three in the contest seven times. The Georgia Motor Trucking Association awarded us their Grand Champion Safety Award honors for General Commodities Truckload Division in 2002 and 2004. We also earned top safety distinction from the Wisconsin Motor Carriers Association in 2004, 2021 & 2022. Our concern is not only for the employees of Marten, but also the motoring public that we all come in contact with on a daily basis.

*Yes, we expect the best from drivers.  
But we also expect the best for drivers*

Safe Trucks:

- ✓ Blind Spot Assistance
- ✓ Disc Brake Units
- ✓ Collision Avoidance System
- ✓ Grill Guards
- ✓ Sleep Apnea Program
- ✓ Forward Facing Cameras
- ✓ Low Bridge & Rollover Risk Alerts
- ✓ 20 Months or Newer Equipment
- ✓ Speed Limiter's



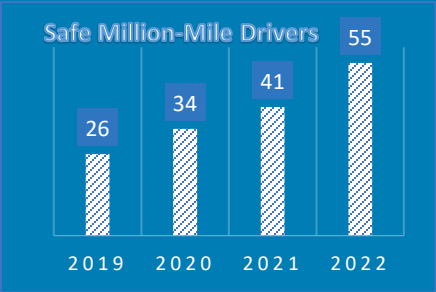
Marten Transport  
Copper Level Sponsor



## MILLION MILE

ACCIDENT FREE  
**400**  
MILLION-MILE DRIVERS  
AND COUNTING...

More than 400 Marten drivers have achieved a million accident-free miles in the past decade. But what’s even more amazing is that our drivers are so loyal we’ve had to add a **4 million miler club** to our 1, 2, and 3 million mile clubs.



SO MANY DRIVERS GO THE DISTANCE WITH US –  
WE MUST BE DOING SOMETHING RIGHT.

**THE BEST EQUIPMENT  
OFFERED BY ANY FLEET  
COMPANY.”**

Mark F.

Marten invests millions in your safety and comfort, rotating in new Freightliner, International, Peterbilt and Kenworth tractors into the fleet every 12 months. In fact, the fleet averages under 2 years and features automatic transmissions, grill guards, radar-based collision avoidance systems and lane departure systems.