THANK YOU!

- Who are those guys?
- How did we get here?
- What do we do?
- Where are we going?
TRINITY LOGISTICS
WHO ARE THOSE GUYS...

• Founded in 1979 by Ed & Deana Banning
• Sold to Jeff Banning in 1993
• Headquartered in Seaford, Delaware
• #20 on Transport Topics “Top Brokers” Ranking
• Trinity Distribution
  • Sister company located in Wilmington
  • Trucking company serving Port of Wilmington
• Partnership investment in Memphis-based technology company
TRINITY LOGISTICS
HOW DID WE GET HERE…

• **Vision 2015**
  • Double the size of the business to $350 million
  • Invest in technology that creates a difference
  • Expand scope of services to transform to Logistics Solutions Provider (LSP)

• **Results**
  • Built proprietary operating system
  • Added full range of mode capabilities
  • Added two locations
  • 2015 revenue of $358 million
TRINITY LOGISTICS
WHAT DO WE DO...

- Trinity is shifting from ‘freight intermediary’ to Logistics Solutions Provider (LSP)
- Offer all solutions required of the Tier II/Tier III shippers
  - Truckload (dry & TCC)
  - Less-than-truckload
  - Expedited
  - International
  - Intermodal
  - Dray
  - Parcel
  - Warehousing
- 27,000 monthly transactions
- 3,600 monthly bill-to’s
- 5 Company Stores, 89 Agent Locations
Top Brokerages offering complex solutions 2012
2014 OUR APPROACH IS WORKING
CURRENT LOCATIONS
TRINITY LOGISTICS
WHERE ARE WE GOING...

• Vision 2020
  • Grow to $1 billion
  • Expand footprint
    • Open 5 Company locations
    • Triple capabilities in LTL
    • Enterprise Transportation Management (TMS)
• Technology
  • Self-sufficiency in development
  • Direct customer and carrier portals
• Financial
  • Growth financed by free cash flow
## TRINITY LOGISTICS
WHERE ARE WE GOING...

<table>
<thead>
<tr>
<th></th>
<th>Revenue</th>
<th>Gross Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trinity</td>
<td>0.5%</td>
<td>12.4%</td>
</tr>
<tr>
<td>CH</td>
<td>1.7%</td>
<td>10.4%</td>
</tr>
<tr>
<td>Hub</td>
<td>5.1%</td>
<td>1%</td>
</tr>
<tr>
<td>Echo</td>
<td>2.4%</td>
<td>7.5%</td>
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</tbody>
</table>
Delivering technology-based logistics solutions to help businesses **gain control and visibility to their supply chains**, reducing costs, improving performance, and increasing efficiencies.
HOW DO WE FIT INTO OUR CUSTOMER SUPPLY CHAINS?
COLLABORATIVE TMS SOLUTIONS: A TRUE TMS

- Built on *Cloud infrastructure*
  - Mobile application
- System and Carrier neutral - *Customizable, flexible, and scalable*
  - Utilizes logistics engineers for maximum ROI – not resource intensive
  - Configurations don’t require custom programming
- Control Center – Hierarchy
  - Role-based functionality and visibility
  - Portals for vendors
- Integration, change, project, and account management support
TMS MARKET TODAY

- Almost all Tier I ($100MM+) shippers utilize a TMS platform
- ~ Only 15% of Tier II shippers ($10MM-$100MM) utilize TMS
- Less than 15% of Tier III shippers (< 10MM) are utilizing TMS
- TMS Market expected to Grow up to 20% in 2017