



**DESIGNED TO RESPOND
BUILT TO DELIVER**

UNIQUE BUSINESS MODEL

Landstar, a Fortune 500 company, is a worldwide, technology-enabled, asset-light provider of **integrated transportation management solutions delivering safe, specialized transportation services** to a broad range of customers utilizing a network of agents, third-party capacity providers and employees.



THE LANDSTAR NETWORK



AGENTS

- Independent business owners
- Customer service / relationships
- Capacity sourcing / dispatching
- NVOCC / IATA agents
- Project / Account Management focus
- Industry expertise / niches



CUSTOMERS

- Industry expertise in various segments
- Diverse industries and lanes
- Mode mix
- Over 2.4 million loads hauled via truck (2021)



CAPACITY

- 11,800+ BCO trucks
- 90,000+ available / vetted carriers
- Van, heavy haul, expedited, etc.
- All major U.S. rail lines
- Ocean cargo carriers
- Air cargo carriers
- Foreign correspondent networks

INDUSTRY RECOGNITION



2021 Top 100 3PL Provider Award
2021 Top 100 Truckers



2021 ACT 50 America's Largest Heavy
and Specialized Transportation – #1



2021 Top Companies for Women to
Work in Transportation



2021 Top 25
Truckload Carriers – Top 5

2021 Top 50 Global 3PLs



2021 Top 25 Truckload Carriers – Top 5



2021 Transport 50 World's
Largest Specialized Transport – Top 5

Transport Topics

2021 Top 50 Logistics Companies

2021 Top 100 For-Hire
Carriers – Top 10

2021 Top 50 Freight
Brokerage Firms – Top 10



2021 Top 100 North American
Trucking Companies – Top 10

2021 Fortune 500 Company - #491

TRANSPORTATION MANAGEMENT SOLUTIONS

From project management to
a single load, we have a solution for you



NORTH AMERICAN SERVICES



TRUCKLOAD / GROUND

Van, Flatbed, Stepdeck

Heavy Haul & Specialized

LTL Van / Flat

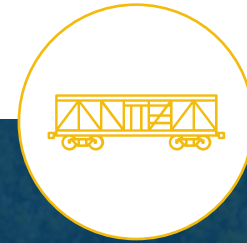
Expedited, Emergency, High-Value / High Risk

Temperature Controlled

Border Crossing

Bulk / Tank

Hazardous Materials



INTERMODAL

Rail Intermodal

Reliable, environmentally clean transportation

Transcontinental reach, includes Canada & Mexico

Over 250,000 53' containers additional capacity

INTERNATIONAL SERVICES



Air Charter Worldwide

Project Cargo

International Air Freight

NVOCC / OTI

Customs Brokerage

IATA / IAC

Ocean Services

Denied Party Screening

- LCL
- FCL

PROVEN PROCESS & TECHNOLOGY INITIATIVES



Dynamic web-based Load Alerts® technology

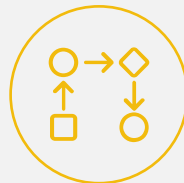
- Digital load matching and shipment management
- Millions of load matches monthly
- Broad-based application designed to function across numerous industries, capacity configurations and shipment types



Proprietary shipment visibility tools

Clarity, Landstar Connect®, Shipment Manager

- High-value security status updates
- Integrated in-transit updates with ETA status
- Geofence detection
- Designed for customers, agents and capacity



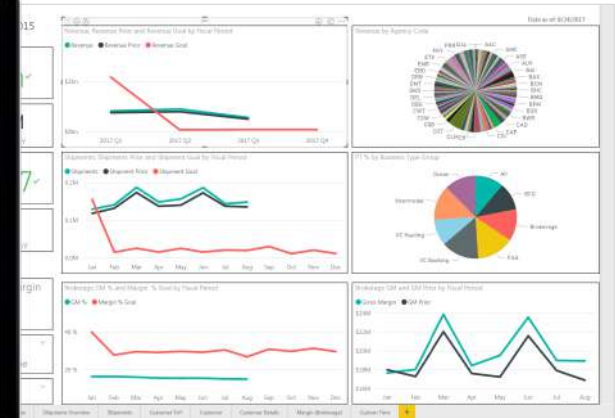
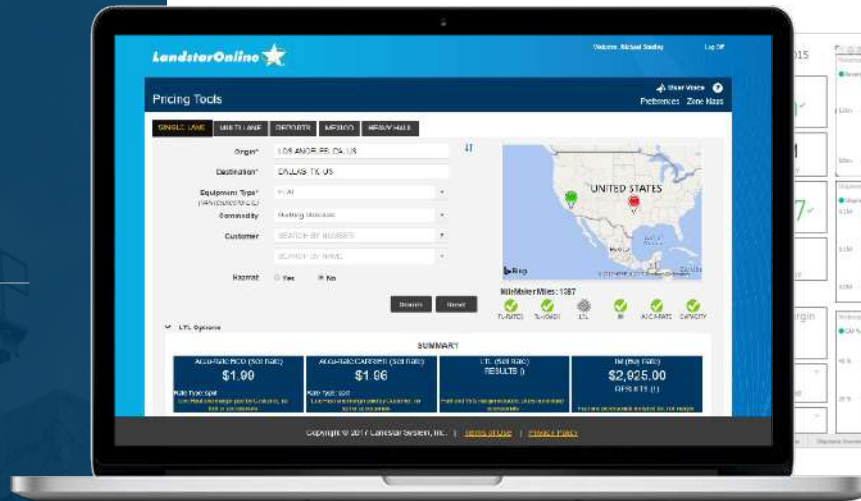
Shipment settlement programs that encourage repeat access to capacity

PROVEN PROCESS & TECHNOLOGY INITIATIVES



Intelligent and predictive pricing tools

- Proprietary tool designed for agents to search and evaluate rates across multiple modes
- Accurate quotes in seconds
- Based on formulas created by data scientists



In-depth business analytics and visualization for agents

- Access to robust data to easily spot revenue and customer trends, continuous understanding of marketplace
- Manage business by evaluating staff productivity

PROVEN PROCESS & TECHNOLOGY INITIATIVES



Deployment of new transportation management system

- One platform to increase efficiencies, provide new tools, and enhance business processes
- Shown to reduce time agents spend processing loads

LandstarOne™

Friendly mobile apps to help owner-operators find and book loads

- LandstarOne® is designed as a singular access point for all of Landstar's exclusive mobile applications
 - Available Loads
 - Landstar Maximizer®
 - LCAPP® fuel savings, including access to IFTA information
 - LandstarOnline.com
 - Landstar news & info



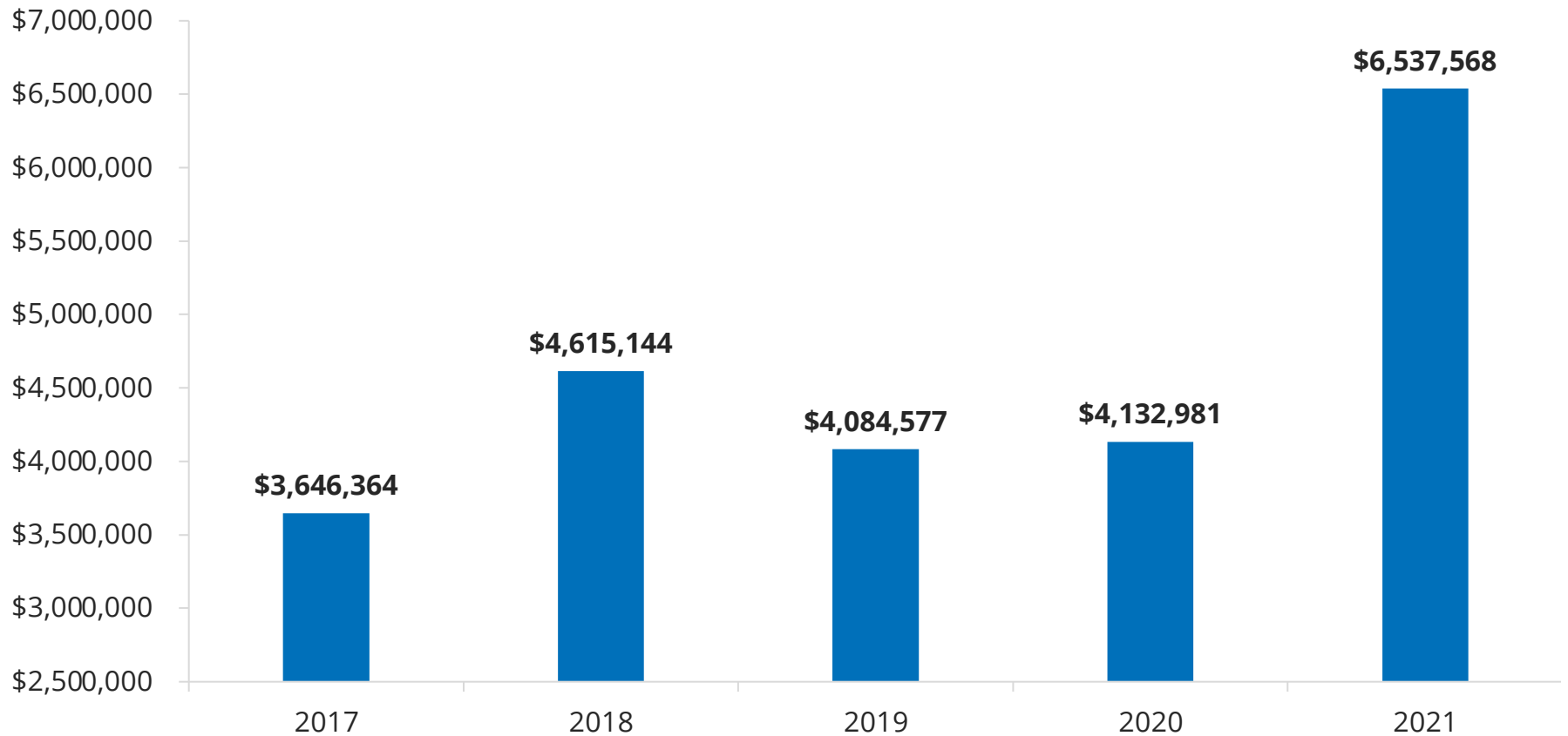
FINANCIAL RESULTS

Financially stable since forming in 1988

FISCAL YEAR FINANCIAL RESULTS

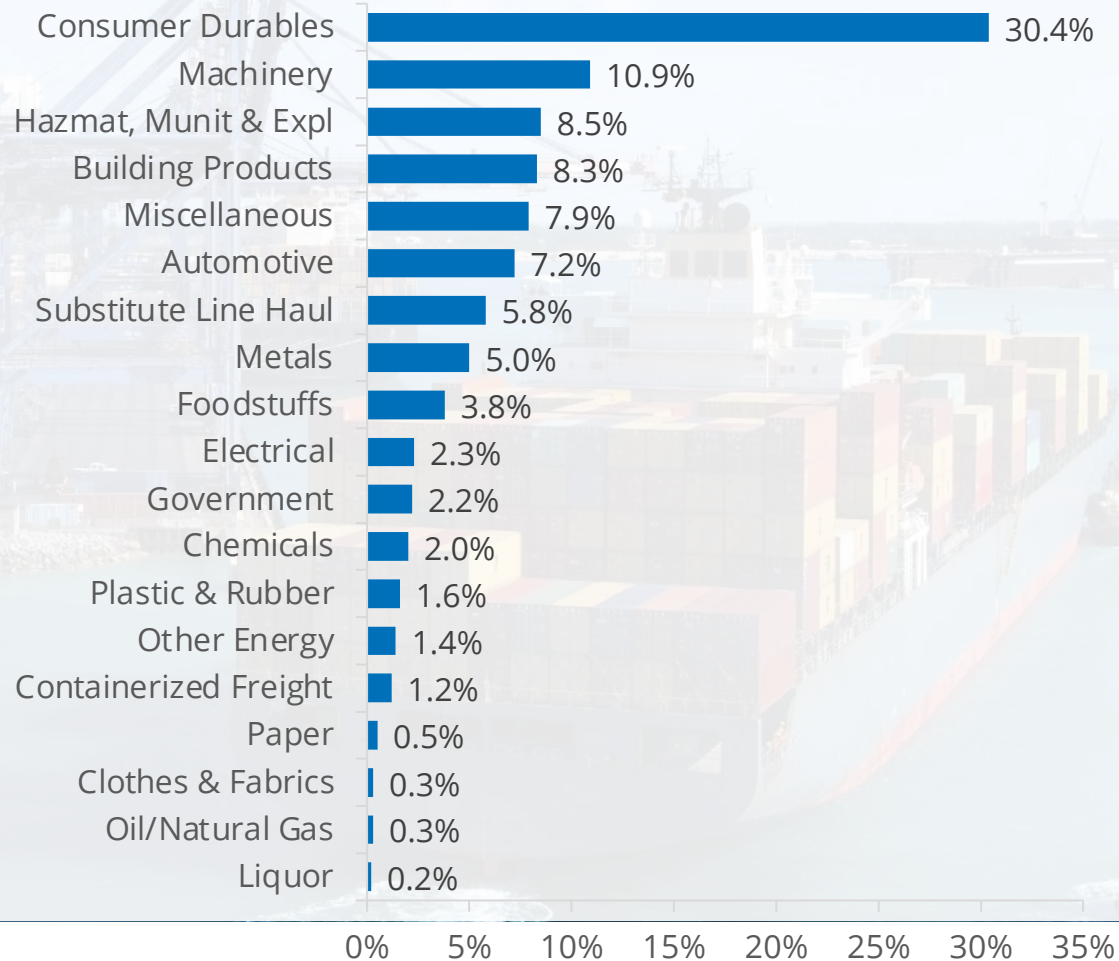
(In thousands)

Revenue



2021 REVENUE BY COMMODITY

(As a Percentage of Revenue)



QUALITY & SAFETY

Culture that actively promotes quality
service and safety first



COMMITMENT TO QUALITY



**Maintain
environment of
continuous
improvement**

**Strive to influence
third-party capacity
providers, agents
and vendors in
the process**

**Review
performance of
Critical Success
Factors, key
initiatives**

**Understand
requirements of
customers and
offer solutions**

**Ensure employees
understand
requirements of
their jobs**



<http://www.landstar.com/certifications>

SAFETY & SECURITY CULTURE



Strict Landstar BCO Qualification Requirements

Mutual Understanding of Safety Together (M.U.S.T.)

**Monthly Safety Thursday
Conference Calls Since 1991**

Landstar Safety Officer (LSO)

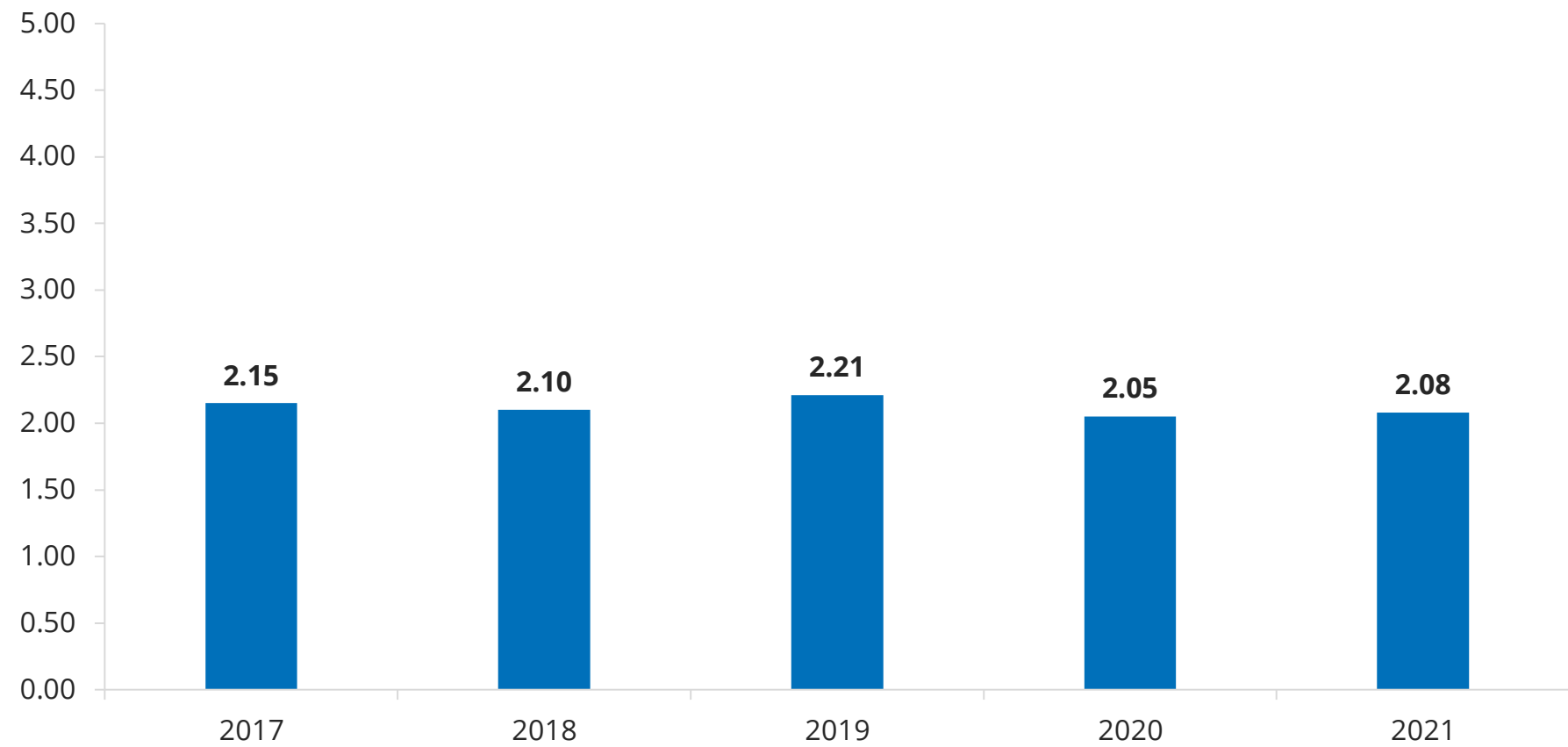
U.S. DOT No-Zone Program

Over 1,150 Million-Mile Safe Drivers

Security initiatives, including background checks, cargo security, Customs Trade Partnership Against Terrorism (C-TPAT), Free and Secure Trade (FAST) programs

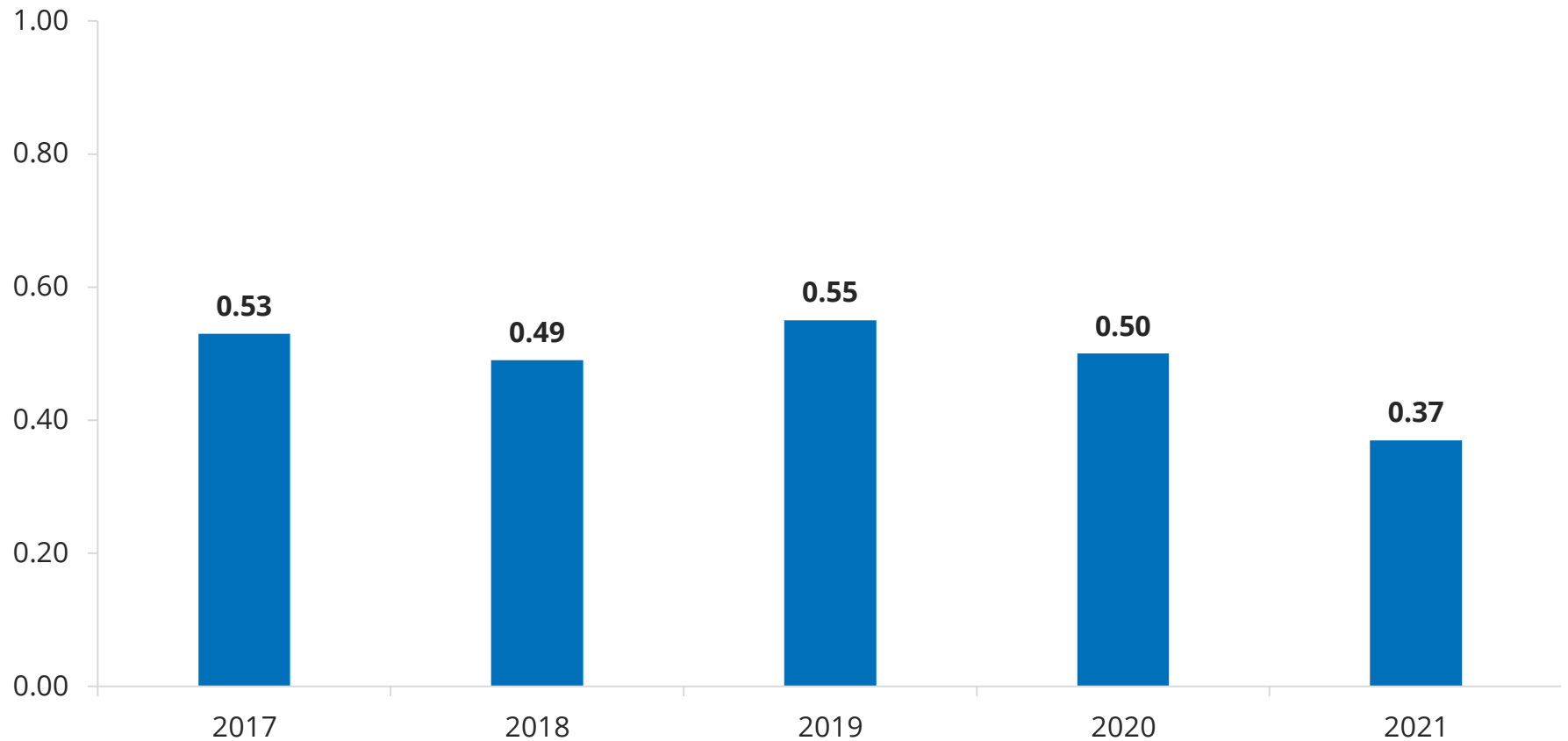
SAFETY & SECURITY CULTURE

Total Accidents per **Million Miles Driven**



SAFETY & SECURITY CULTURE

Cargo Claims per **1,000 Shipments**



A blue semi-truck is parked in front of an industrial facility with large storage tanks. The truck is a Kenworth model, and the facility has several large white tanks and pipes. The image is partially covered by a blue diagonal overlay on the left side.

CAPACITY & SERVICES

Available capacity and modes, combined
with expertise, to ship any size, anywhere

BCO Development



Treat Capacity Providers Fairly and Honestly

Solid Work Environment to Operate in Safely

Various Programs for Effective Outreach

Review and Adjust to Market Conditions

Diverse Customer Base (Commodity and Equipment)

**Varied Traffic Lanes / Patterns,
as Well as Dedicated Opportunities**

Quick, Consistent and Accurate Settlements

Millions of Loads and Revenue Opportunities

Landstar Stability and Financial Strength

CARRIER DEVELOPMENT



Validate proper active authority and a satisfactory DOT rating or, if not rated, evaluate basic thresholds with information as reported on the Motor Carrier Safety Measurement System (SMS)

Verify Liability Insurance and Cargo Coverage

- \$1 million minimum liability insurance
- \$100,000+ cargo insurance
- B+ rated or better insurance providers (A.M. Best Company)



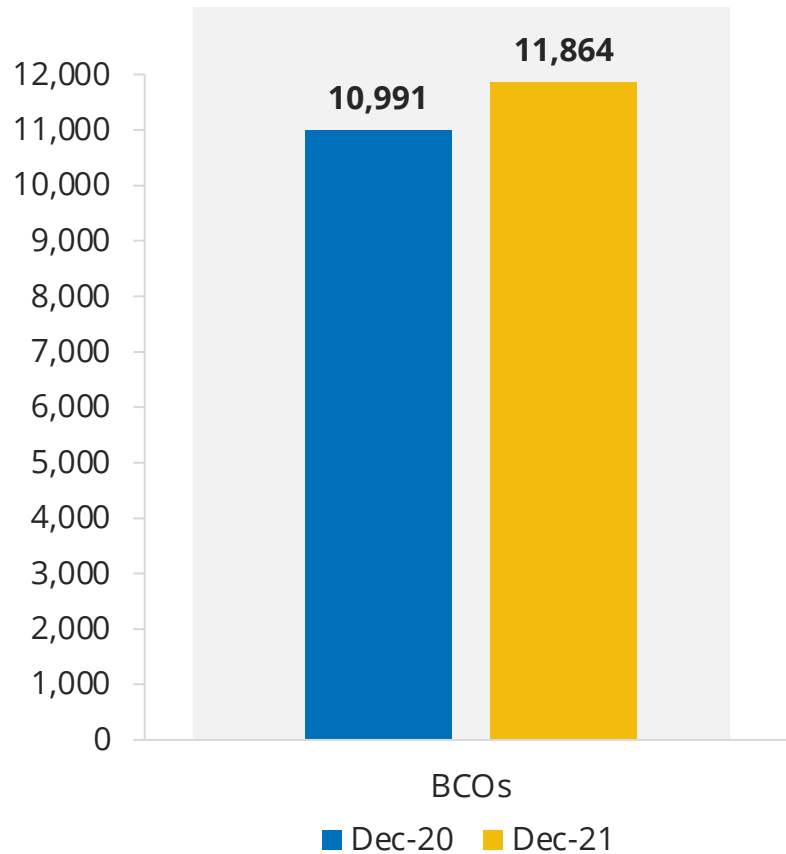
Execute a Landstar Transportation Agreement

Daily Reviews and Standards Matching

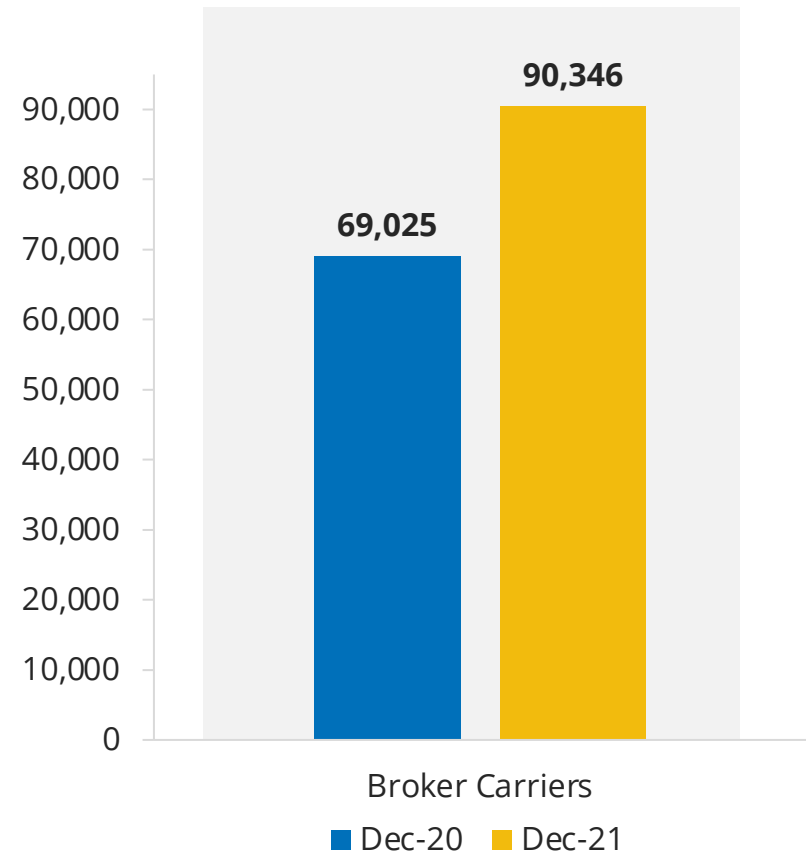
- FMCSA daily download
- SaferWatch weekly download
- Vetted and automatically qualified or disqualified

TRUCK CAPACITY PROVIDERS

Trucks Provided by BCO Independent Contractors

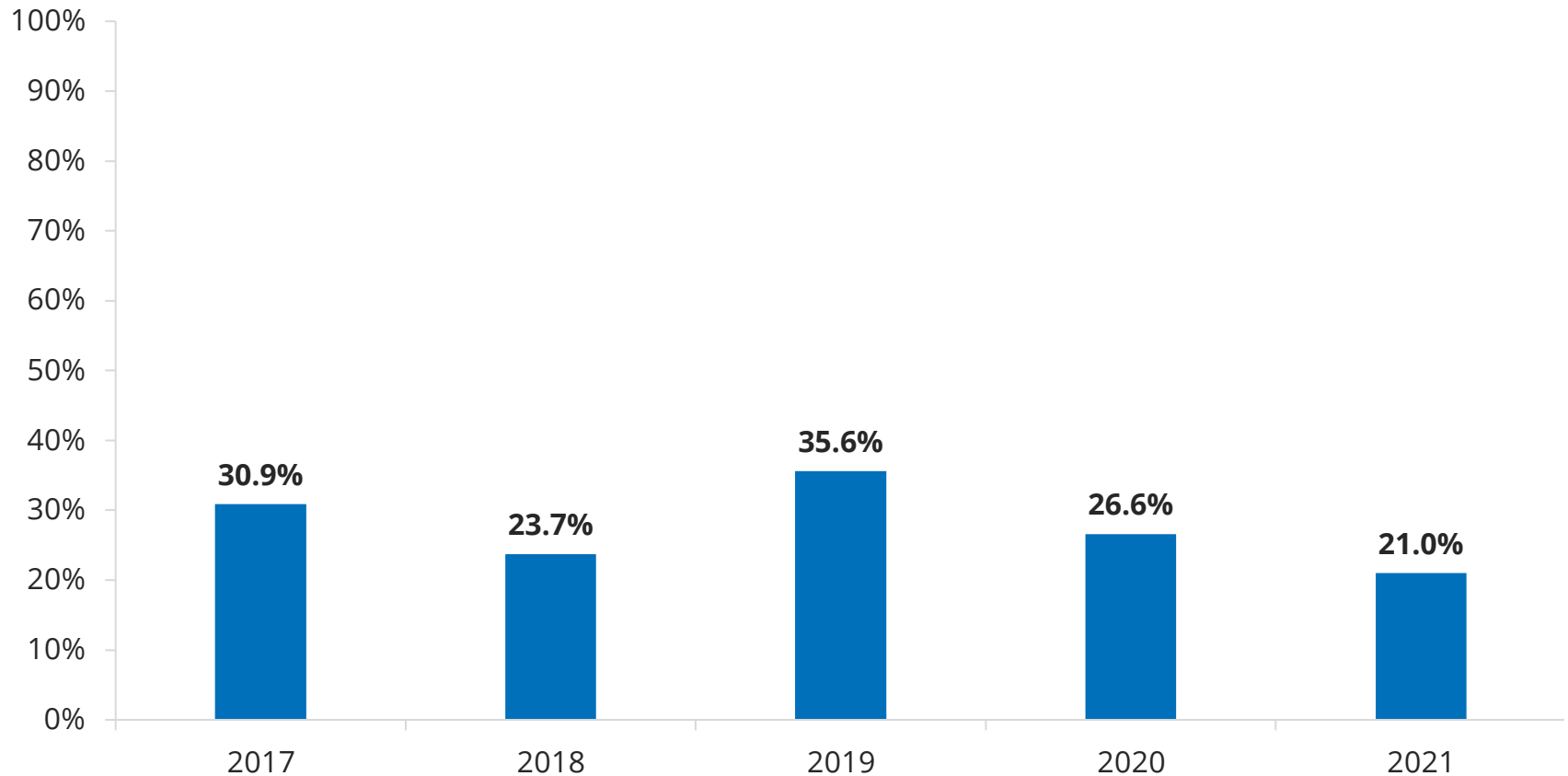


Truck Brokerage Carriers



BCO TRUCK TURNOVER

One of the Lowest in the Industry*



*Compared to industry average of 96% turnover at large truckload fleets in Q3 2021, as reported by the American Trucking Association (ATA)

TRAILING EQUIPMENT



Landstar believes that, along with its network of capacity providers, the company offers the largest fleet of heavy/specialized trailing equipment in the U.S.

Van

- **15,119** available vans in our fleet

Unsided / Platform

- **2,991** specialized trailing equipment, including flatbed, stepdeck, double drop, lowboy, Schnabel and extended trailers

Temperature-Controlled

- **197** temperature-controlled trailers for sensitive cargo

Landstar Express America®

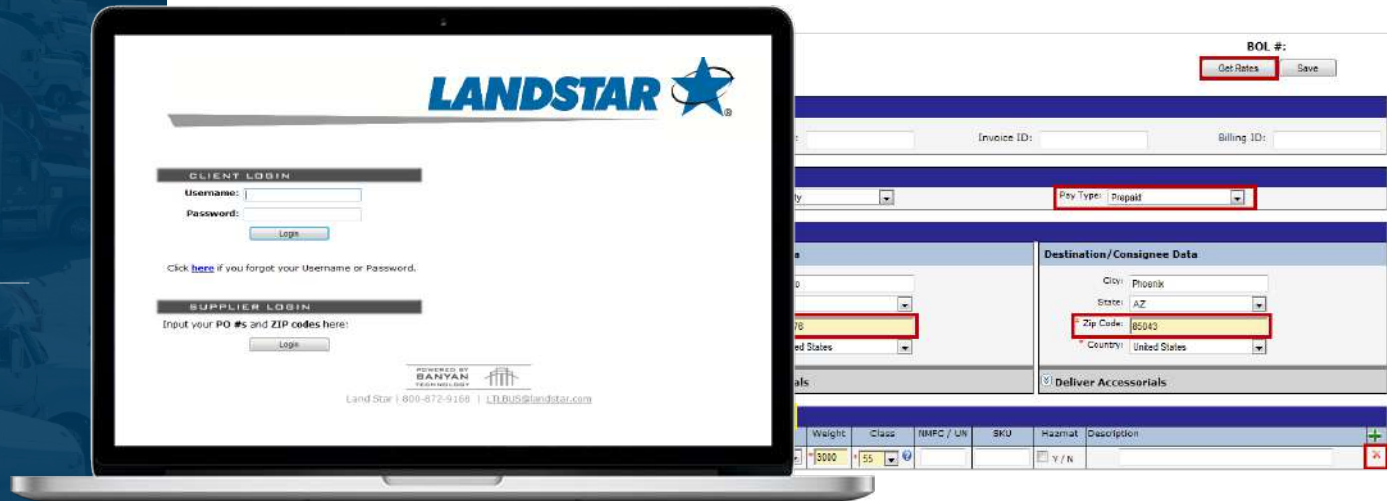
- **267** BCO independent contractors leased to Landstar who exclusively own express trucks and haul expedited freight

*Equipment numbers are as of December 2021

LESS-THAN-TRUCKLOAD (LTL)



**Cost effective,
comprehensive
and automated
LTL services
throughout North
America to ensure
the reliable service
expected from
Landstar**



**Access to a
vast network
of national,
inter-regional
and regional
carriers**

**Increased
visibility and
flexibility
within your
supply chain**

**Access to the
most reliable
capacity at
market
competitive
rates**

**Web-based
automated
rating and
routing tool
with “click
and ship”
visibility
of orders**

PLATFORM, HEAVY HAUL & SPECIALIZED



**Experience in Over-Dimensional
and Super Heavy Freight**

**Diverse array of trailing equipment,
including flatbed, stepback, double drop,
lowboy, Schnabel and extended trailers**

**One of the Largest
Platform Carriers in U.S.**

**Industries such as renewable
energy, construction, data storage,
machinery, manufacturing and automotive**

U.S. Government, including GSA, DOD, FEMA, NASA and Related Contractors

HAZARDOUS MATERIAL TRANSPORT



One of the Largest Truckload Hazardous Materials Carriers in the Nation



All BCOs are Hazmat Certified Drivers



Hazmat Expertise to Facilitate with Customers



Industries and Products including Cleaning Solutions, Household Products, Adhesives, Chemicals, Ammunition, and Pharmaceuticals



EXPEDITED



**Top 10 Air/Ground
Expedited Carrier**

**Highly Secure, Low Risk
with a Service Guarantee**

**Expedited Ground Service is
Point-to-Point, Exclusive Use**

**Real-Time Tracking with
On-Board Communication**

**No Hubs or Cargo Transfers
(99% Claim Free)**

Available 24/7, Nationwide

COLD CHAIN / TEMP CONTROLLED / PHARMA

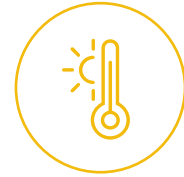


Clean, Pharma-Grade Trailers

Temperature Controlled for Pharma / Food



Door sensors to track opening and closing events



Temperature monitoring technology



Temperature-controlled and thermal-mapped equipment



Hard-copy time and temperature receipt at delivery

RAIL INTERMODAL



Full-coverage solutions. Cost effective, efficient, safe, reliable and environmentally friendly.

Partnerships with Class I and regional railroads.



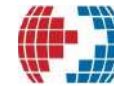
INTERNATIONAL



**Our Experts Guide You through the Challenges of International Shipping.
Air, Ocean, and Customs Brokerage.**



**Transportation
Security
Administration**



CTPAT™
YOUR SUPPLY CHAIN'S STRONGEST LINK.



INTERNATIONAL



TOTAL CARGO SOLUTIONS

- Integrated services
- Customs brokerage / clearance / bonds
- Cargo tracking
- Cargo insurance



GLOBAL AGENT NETWORK

- Expert network of local agents worldwide
- World Cargo Alliance (WCA) member



DOOR / DOOR

- DDP / DAP ops
- DDP / DAP pricing
- Over-the-road transport



INTERNATIONAL AIR

- Freight forwarder
- IATA / CAN / TSA accredited
- Foreign to foreign
- Aircraft charter
- WW air door / door express



OCEAN

- FMC NVOCC / OTI / freight forwarding
- Safety / trade compliance
- Project cargo
- Breakbulk / OOG
- Containerized cargo
- Less-than-container load
- Contracts with all major steamship lines

BORDER CROSSING: MEXICO



50-acre, 31,000 sf Facility in Laredo, Texas

- 30-bay cross dock and transload
- 120-ton, stand alone bridge crane

Service into Mexico since 1999

Door-to-Door Service into Mexico

Transloading

C-TPAT Certified Mexican Carriers

Secure Drop Yards at All Key Border Crossings

Customs Brokerage and Forwarding Services

Consolidated Invoicing

170,000+ Loads Annually

BORDER CROSSING: CANADA



Intra-Canadian Services for More Than 25 Years



Door-to-Door Service into Canada



OTR, Rail Intermodal, Air, Ocean



FAST-Certified, Canadian-Domiciled BCOs





Ulises Benvenuti

Regional Sales Head Bajío

LITTLE JOHN TRANSPORTATION SYSTEMS

ubenvenuti@ljtsi.com

+52 444 720 0930