



||||| Investor Presentation

THIRD QUARTER 2025



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, may include "forward-looking statements," as defined in the Private Securities Litigation Reform Act of 1995 (the "Act"), which express management's current views, expectations, beliefs, plans or forecasts with respect to a variety of matters or future events which are relevant or potentially impactful to our financial performance, results of operations, future economic conditions, growth strategies, secular trends in our business and industry, our strategic investments or contingencies and risks and such statements and content are intended to come within the safe harbor protection provided by the Act.

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," "forecast" and other words, terms and phrases of similar meaning. Forward-looking statements involve estimates, expectations, projections, goals, forecasts or assumptions which are subject to certain risks and uncertainties. Any investor or potential investor is cautioned 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. A detailed discussion of the factors and other risks that could cause actual results to differ materially from those expressed or implied in forward-looking statements is discussed in our SEC filings, including our most recent report on Form 10-K, particularly under Item 1A, Risk Factors as supplemented by Item 1A, Risk Factors, in our most recently filed Quarterly Report on Form 10-Q. Copies of these filings are available on the SEC's website (www.sec.gov), on Schneider's Investor Relations website (www.investors.schneider.com) or by contacting Schneider's Investor Relations Department at (920) 357-7637 (SNDR).

Non-GAAP Financial Measures Reconciliation

This presentation also includes and, management may reference when discussing its content, certain non-GAAP financial measures, including revenues (excluding fuel surcharge), adjusted income from operations, adjusted diluted earnings per share (EPS), adjusted earnings before interest, taxes, depreciation and amortization (EBITDA) and free cash flow. These non-GAAP financial measures, which may be different than similarly titled measures used by other companies, are presented to enhance investors' overall understanding of the Company's historical financial performance, and management also uses these measures internally to assess the operating performance of its business, to assess performance for employee compensation purposes and to decide how to allocate resources. However, investors should not consider any of these non-GAAP measures in isolation from, or as a substitute for, the financial information that the Company reports. Likewise, these non-GAAP measures should not be considered a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. A reconciliation of the non-GAAP measures and the most directly comparable financial measures calculated in accordance with GAAP is provided in the appendix of this presentation and is available on the Company's website at www.investors.schneider.com.



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Business Overview

WHO WE ARE





SCHNEIDER: by the numbers



All numbers are approximate based on data as of 12/31/2024

ALL THIS COULDN'T BE DONE WITHOUT:



THE people

19,400 associates worldwide	6,600 drivers who've driven more than one million miles safely
21,000 qualified carrier relationships	725 current drivers who've driven more than one million miles safely
2,000 owner-operator business relationships	875 current drivers with more than one million safe or 10 consecutive years of safe driving



THE equipment

12,500 company tractors	54,400 company trailers
27,000 intermodal containers	23,900 intermodal chassis



Experienced leadership, committed to growth and delivering shareholder value.



Mark Rourke

- President and Chief Executive Officer since 2019, previously serving as Executive Vice President and Chief Operating Officer.
- Started at Schneider in 1987 as a Service Team Leader.
- Has held a variety of leadership roles including President of Truckload Services and General Manager of Schneider Transportation Management.



Darrell Campbell

- Executive Vice President and Chief Financial Officer since 2023, previously serving as Group Vice President of Strategy and Finance for JM Family Enterprises, Inc.
- Served as Chief Financial Officer for Carnival Cruise Line and Corporate Treasurer for Carnival Corporation and plc and a partner at PricewaterhouseCoopers LLP.



Jim Filter

- Executive Vice President and Group President of Transportation and Logistics since 2022, previously serving as Senior Vice President/General Manager of Intermodal and Chief Commercial Officer.
- Started at Schneider in 1998 as a Maintenance Team Leader.



Our **multimodal platform**, comprised of three reportable segments, allows us to deliver scalable capacity and creative solutions for our customers and value for our shareholders.



Truckload Segment

Over the road North America freight transportation via dry van, bulk, temperature-controlled and flat-bed trailers across either Network (irregular route) or Dedicated (structured route) contracts. Freight is transported and delivered by our company-employed drivers and by owner-operators and includes regional, long-haul, expedited and cross-border services.



Intermodal Segment

Door-to-door container on rail flat car through a combination of rail and dray transportation. An asset-based Intermodal Marketing Company (IMC), providing service via company-owned containers and chassis — predominantly via company dray drivers and in collaboration with our strategic rail providers.



Logistics Segment

Asset-light freight brokerage, including Power Only which leverages nationwide, company-owned trailer pools to match third-party capacity with customer demand, supply chain (including 3PL), warehousing and import/export services.



Schneider has an expansive North American footprint with industry-leading safety, culture and performance.

Mission

- Safe, courteous, hustling associates delivering superior experiences that excite our customers.

Vision

- Driven by our uncompromising values to deliver the goods that enhance the lives of people everywhere.





As a responsible company, Schneider lives out its core values daily.



Safety first and always.

Robust, ongoing safety training and protocols, and trucks with the most advanced safety technology in the industry.



Respect for all.

Schneider Foundation donations exceeded \$9 million in the last five years, strengthening communities where associates live and work.



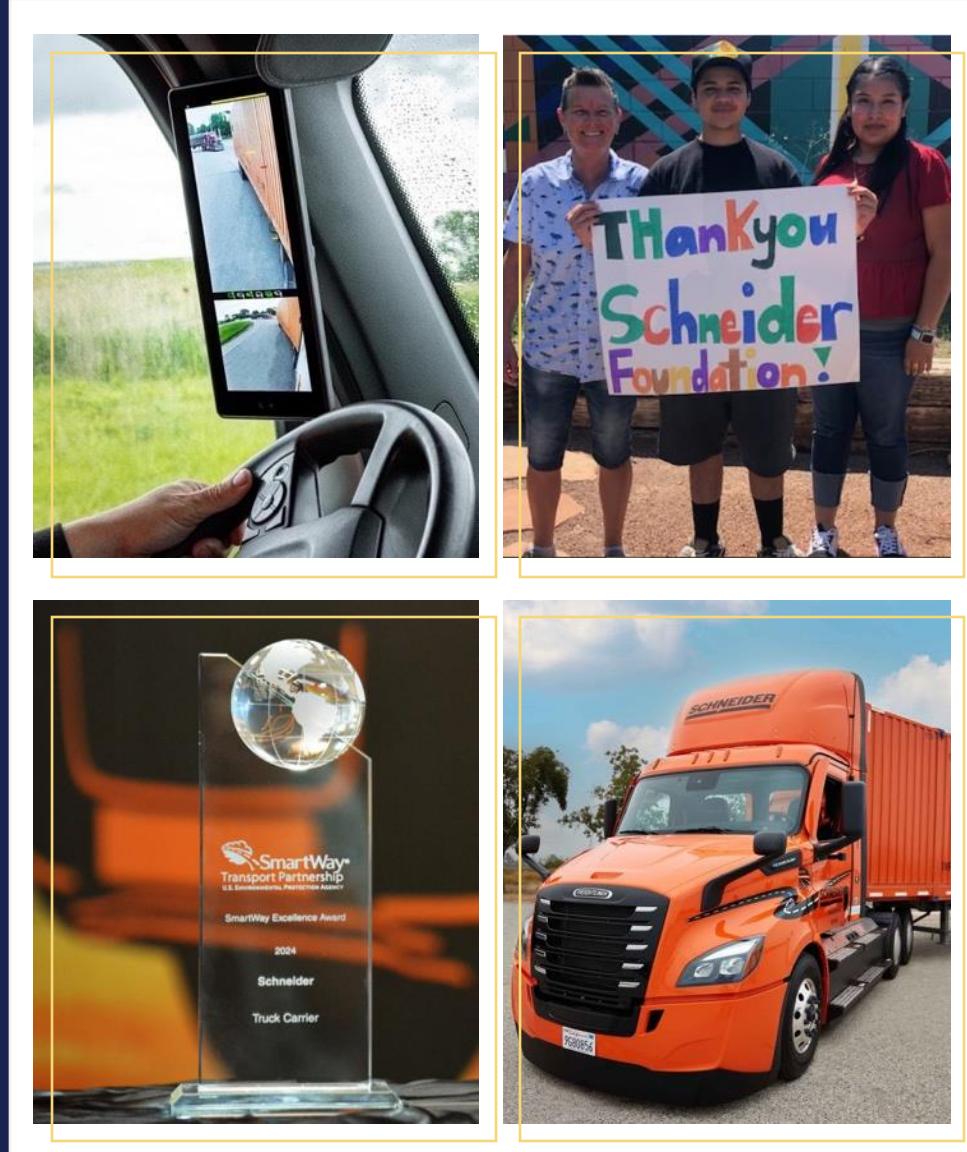
Integrity in every action.

Schneider named an Environmental Protection Agency SmartWay Excellence 2024 award winner.



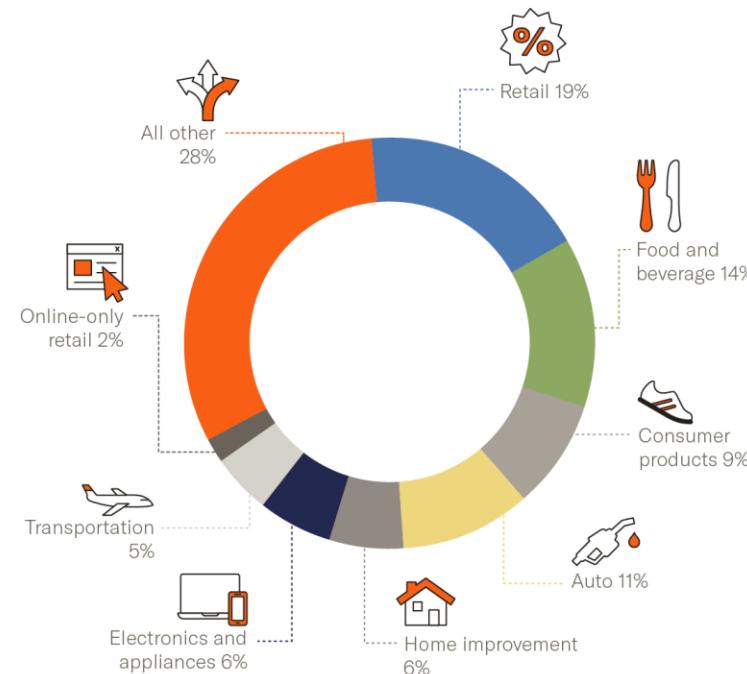
Excellence in all we do.

Schneider surpassed 6 million zero emission miles with our Freightliner eCascadia fleet in 2024.



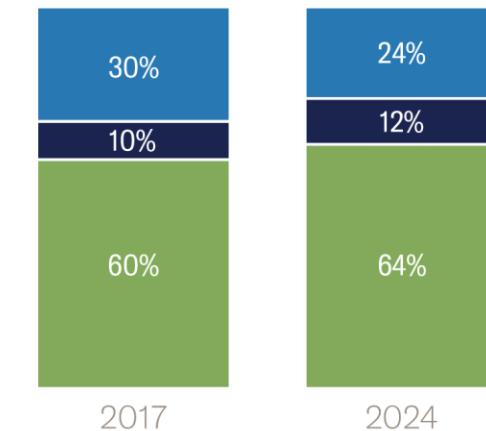
Our diversity of customers and end-markets served supports resiliency through business cycles.

DIVERSE END-MARKET FOOTPRINT 2024 REVENUES (XFSC)



GROWING CUSTOMER BASE CHANGE IN CUSTOMER CONCENTRATION

As of December 2024, Schneider offered its services to approximately 7,850 customers, including nearly 134 Fortune 500 companies. 22 of Schneider's top 25 customers used services from all three reportable segments. Note: excludes Cowan Systems.

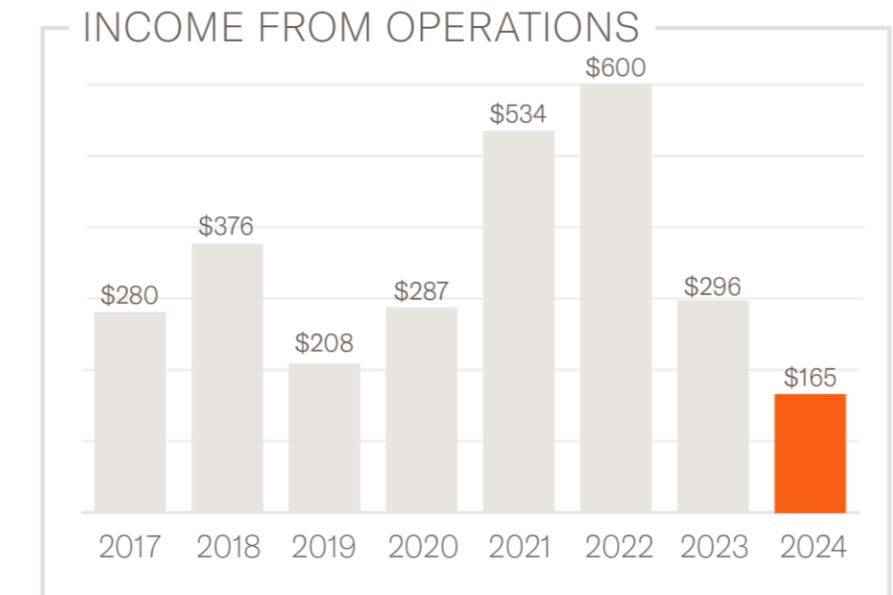
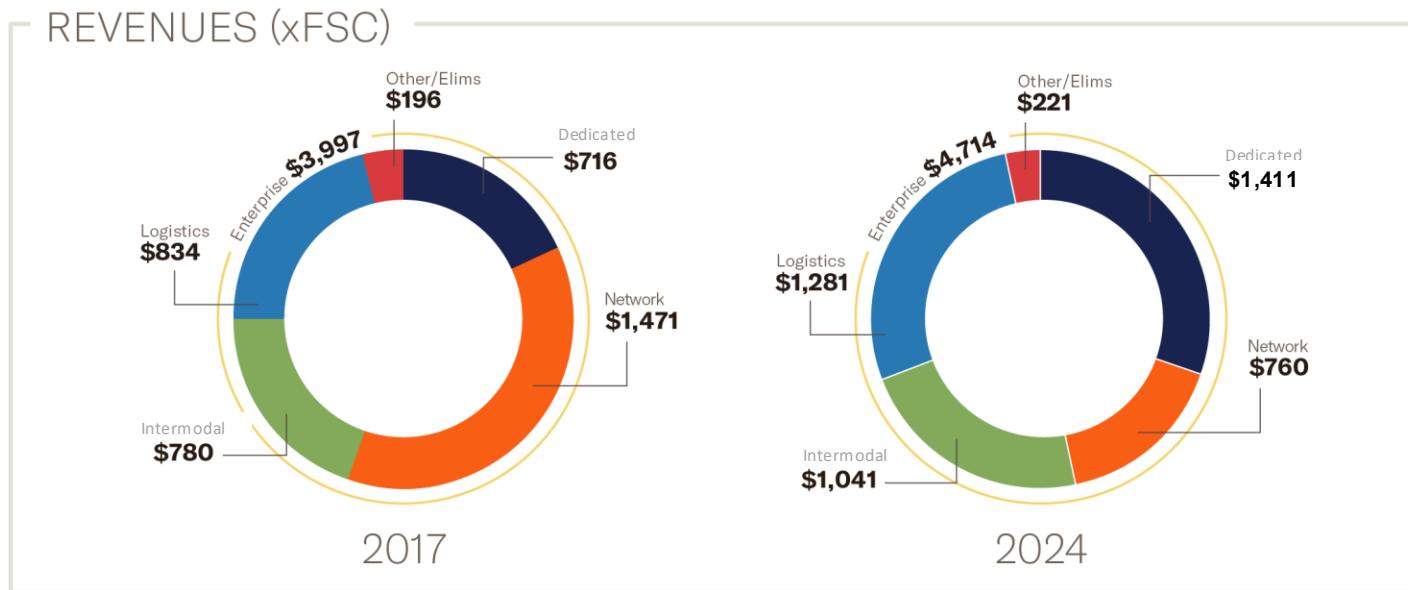


■ Top Customers 1-10 ■ Top Customers 11-20 ■ All Others

"All Other" includes apparel, paper, chemical, construction, energy, furniture, medical, metal, plastics and other miscellaneous industries.



Our portfolio shaping is built on diligent capital allocation, pursuit of profitable growth and delivering stakeholder value.



Dollars in millions. See Appendix for non-GAAP reconciliations.



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Differentiators

WHAT SETS US APART





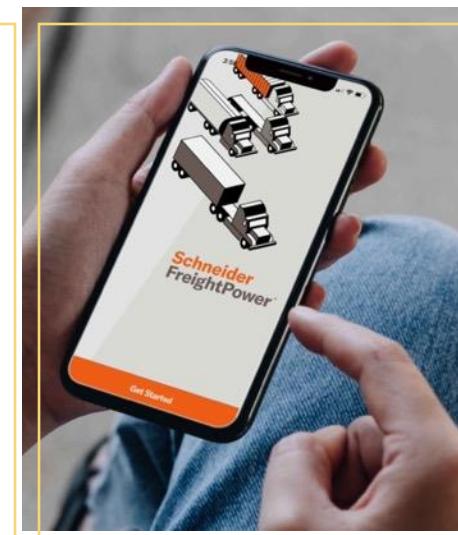
Enterprise differentiation from the synergistic value of our multimodal portfolio of services. Our unique strengths drive customer and shareholder value.

Size and scale of complementary multimodal services provide optionality and flexibility of customer solutions, industry-leading service and growing market share.

Strong cash flow and disciplined capital allocation to areas of the business that drive the highest returns; a strong balance sheet fosters reinvestment, profitable growth and shareholder value.

Industry-leading safety performance, reliable customer service and an inclusive company culture.

Cutting edge technology – including the Schneider FreightPower® platform – enabling automation, digitalization and visibility with advanced data science to optimize customers' supply chains and financial returns.

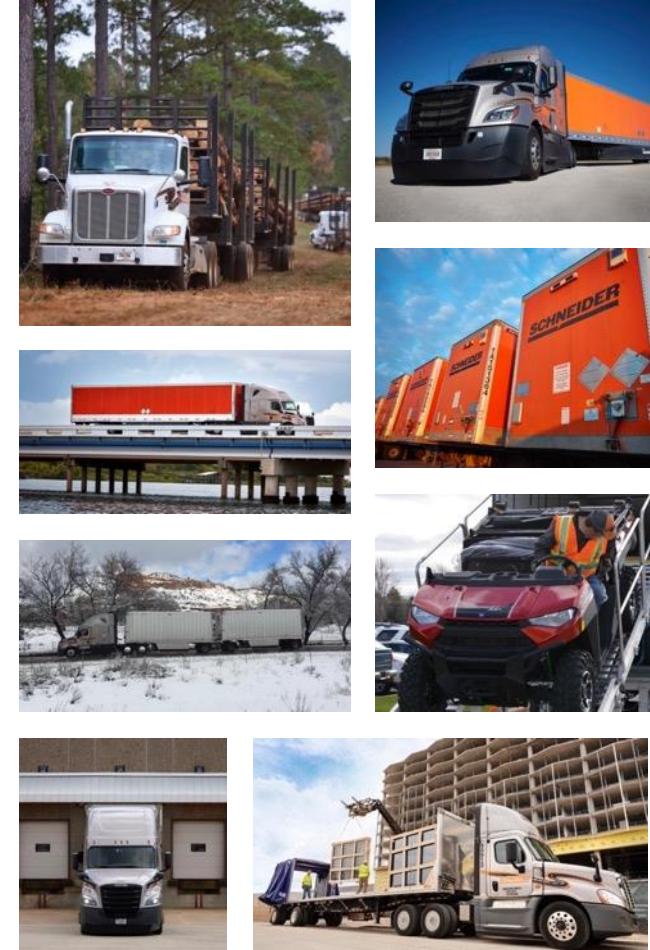




Truckload consists primarily of dedicated contract configurations, complemented by a trailer-centric network operation.

Dedicated

- Contracted, reliable and flexible capacity through freight cycles, including specialty services and equipment.
- Multi-year contracts with over 90% renewal rates, serving a large and diversified customer base.
- Driver-preferred alignment.
- Organic and acquisitive growth focus.
- Approximately 8,600 trucks; one of the largest publicly-held Dedicated providers in North America.





Intermodal delivers sustainable transportation by leveraging company-owned containers and chassis, company dray drivers and strategic rail relationships.

- Experienced, scaled and reliable; one of the largest publicly-held intermodal carriers in North America.
- Approximately 27,000 company-owned containers and 23,900 company-owned chassis, which enables end-to-end visibility, control and lower costs.
- Over 1,400 company dray tractors, executing over 90% of dray movements.
- Differentiated strategic rail partnerships with Precision Scheduled Railroad (PSR) rail providers — CSX (East), Union Pacific (West) and CPKC (Mexico).
- Industry-leading cross-border solution with CPKC, providing reliable truck-like transit times and exceptional service.
- Providing customers with solutions to reduce carbon emissions; a container can be shipped 500 miles on the equivalent of a single gallon of diesel.
- Operating nearly 100 zero emission, battery-electric Class 8 trucks to support green initiatives.



All numbers as of December 31, 2024



Logistics integrates all aspects of customer supply chains to manage performance, minimize risk and maximize efficiencies.

- Innovative technology and digital connectivity between our vast carrier and shipper networks for increased efficiency and visibility.
- Resolving customers' capacity needs through our Schneider FreightPower® platform and embracing data science, generative AI and automation.
- Largest Power Only offering in North America, enabling small to mid-sized carriers to service trailer pool shippers utilizing approximately 54,400 orange trailers.
- Nationwide network of over 21,000 qualified carriers.
- Extensive industry experience with wide customer vertical expertise allowing for tailored and collaborative solutions.
- Robust cargo security protection.
- Expertise in port dray, warehousing and supply chain management — we collaborate to find efficiencies, provide solutions and help customers achieve their goals.



All numbers as of December 31, 2024



Continually enhancing our technology and digital solutions to stay flexible and ahead of the evolving needs of our customers, shippers and associates.

- Our proprietary **Schneider FreightPower® platform** drives growth by advancing and simplifying core business processes, eliminating complexity in decision-making and elevating information flow with key stakeholders.
- We embrace **data science, AI-powered data analysis and automation** across the business to advance digital connections, revenue management and freight network optimization.
- Through all market conditions, we **invest in and advance cutting-edge technology** that drives transformational innovation across the supply chain ecosystem and the customers we serve.





Our Strategy

WHERE WE ARE GOING



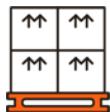


Our strategy centers around delivering a superior portfolio of services, driving sustainable growth in revenue and earnings and long-term shareholder value.

Strategic framework



Optimize capital allocation across our strategic growth priorities of Dedicated, Intermodal and Logistics. Includes both organic and acquisition-based growth.



Manage the customer freight allocation process with purpose and discipline; carefully selecting and managing our freight to serve our customers effectively and profitably.



Deliver an effortless customer experience by providing optionality and value across our multimodal portfolio.



Contain costs across all expense categories which supports investment in growth initiatives and enhances operating leverage.



Design and implement digital-enabled tools that dramatically increase the speed and accuracy of information sharing and visibility with all stakeholders.

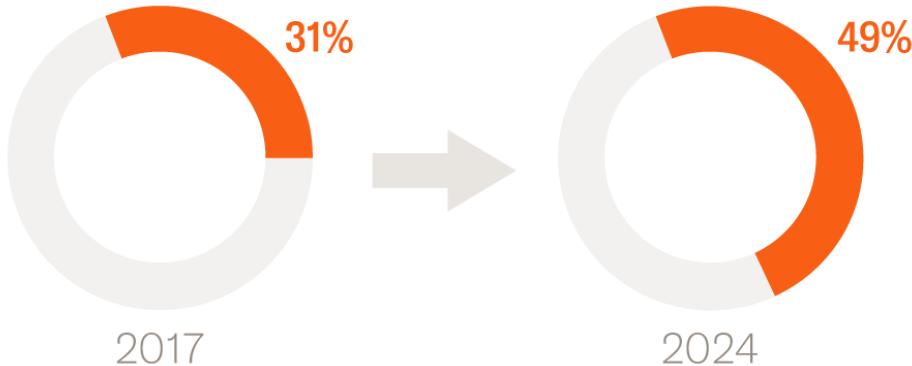


Schneider's strategic growth drivers are Dedicated, Intermodal and Logistics.

We have purposefully reshaped our multimodal portfolio since our April 2017 IPO to enable resiliency through cycles.

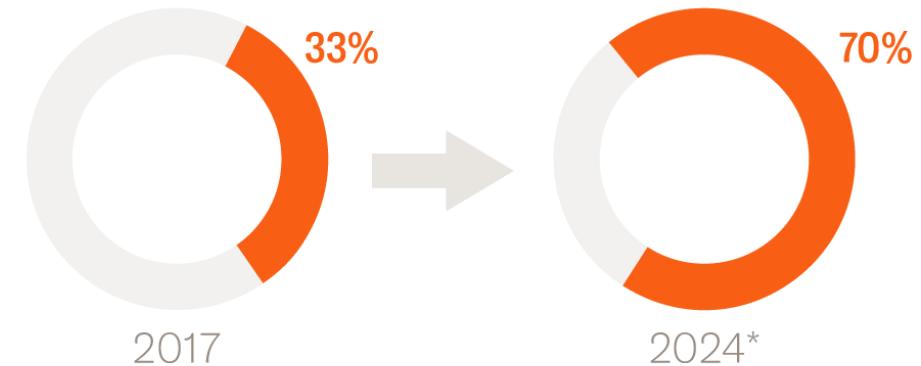
INCREASED EARNINGS CONTRIBUTION FROM INTERMODAL AND LOGISTICS

*based on sum of Truckload, Intermodal and Logistics



INCREASED DEDICATED MIX WITHIN TRUCKLOAD FLEET

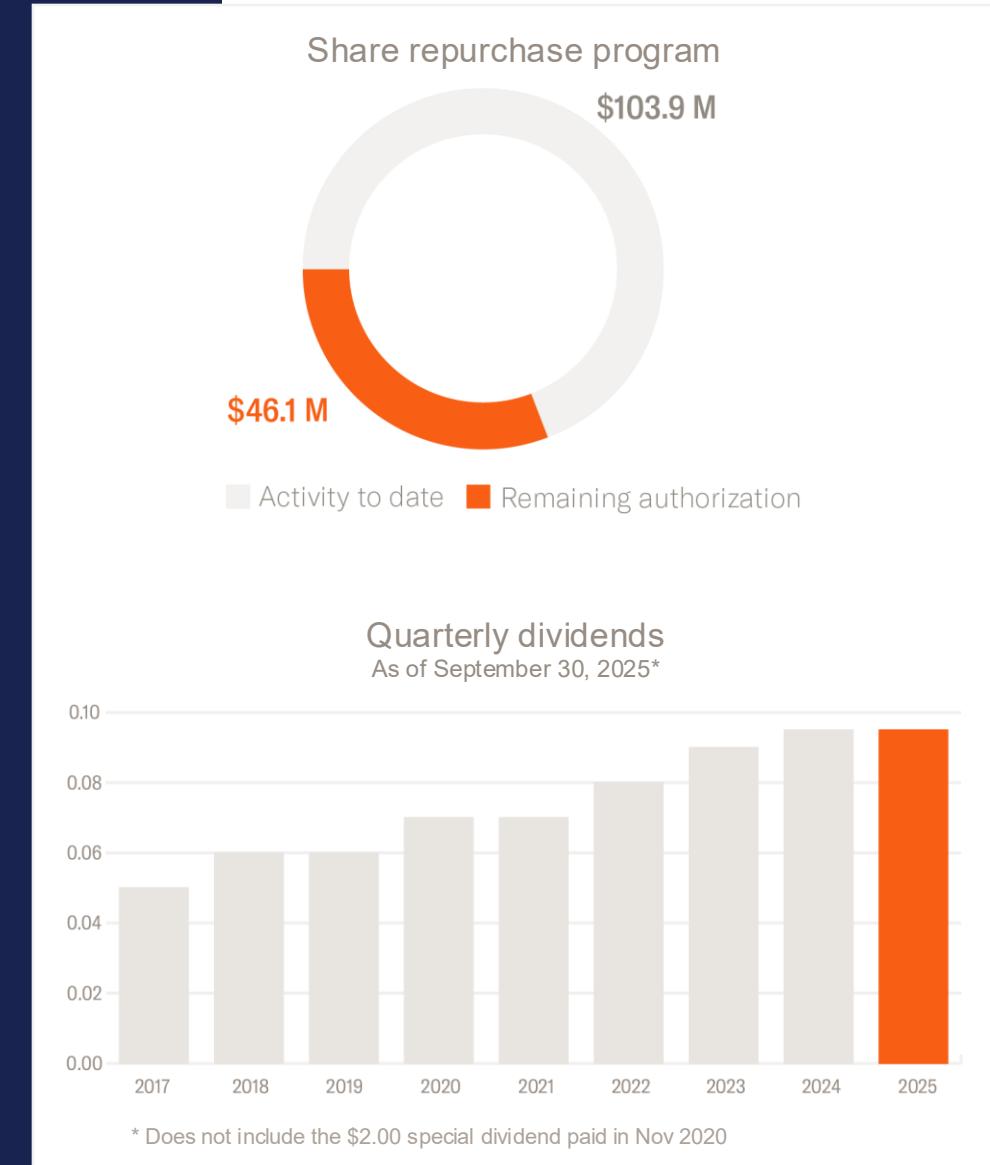
*based on end of period tractor counts





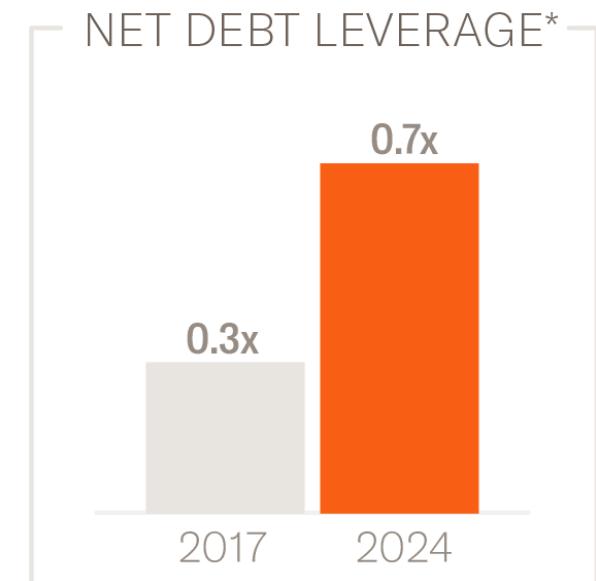
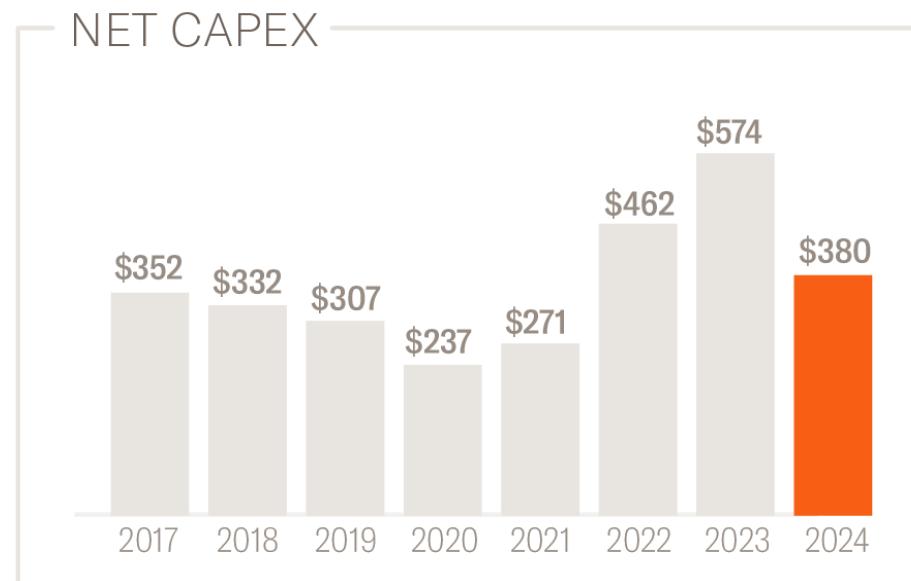
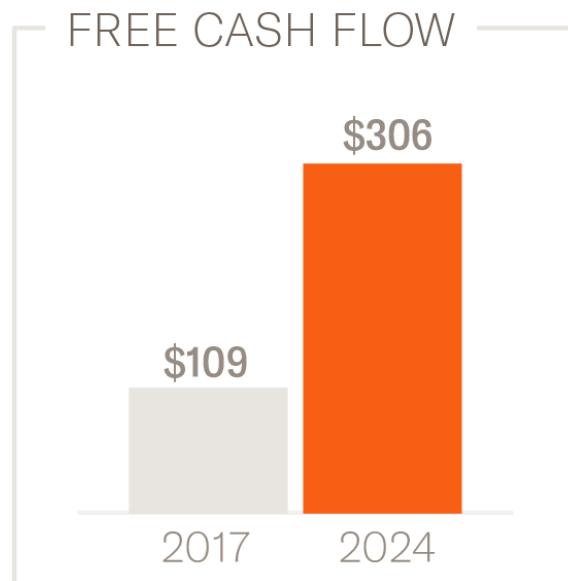
Committed to disciplined capital deployment and delivering long-term shareholder value.

- Announced a \$150 million, 3-year share repurchase program in February 2023; a complementary component to our capital allocation strategy.
- Approximately \$46.1 million remaining authorization as of September 30, 2025.
- Repurchased nearly 4.1 million Class B shares to date.
- Committed to delivering consistent and reliable quarterly dividends.
- \$66.6 million paid out year to date as of December 31, 2024.
- \$50.3 million paid out year to date as of September 30, 2025.
- Dividends have increased 90% since our IPO in April 2017.





Schneider's use-of-cash strategy is a balanced approach to drive growth, shareholder returns and resilient financial performance.



Dollars in millions. See Appendix for non-GAAP reconciliations.

* Net debt leverage is used by the Company for debt covenant purposes which are in filed agreements with the SEC.



Trends that drive our strategy and future growth.



Truckload Trend: Customers value committed contract freight to ensure reliability and resiliency in their supply chains.

Schneider Response

- Operate a scaled Network business that delivers value in the irregular route freight market.
- Grow and invest in Dedicated to provide customers with expedited, specialty and customized freight solutions for their dynamic and evolving needs; added over 1,900 tractors in 2024 alone.



Intermodal Trend: Increased focus on over-the-road conversion from Truckload; stakeholders with sustainability goals to meet.

Schneider Response

- Operate a scaled North American footprint with differentiated and complementary strategic rail partners.
- Grow and invest in Intermodal, as it is the most sustainable method of long-distance freight transportation.
- Operate nearly 100 zero emission, battery-electric trucks to support green initiatives.
- Expand rail partnerships to take advantage of nearshoring freight opportunities out of Mexico with CPKC.



Logistics Trend: Operating conditions remain under pressure in the transportation market.

Schneider Response

- Increase digital connections between our vast carrier and shipper networks.
- Solve capacity needs through Schneider FreightPower® platform and embracing data science, generative AI and automation across the business.
- Grow our Power Only business.
- Leverage technology, scale and capabilities to remain the carrier of choice for third-party capacity.



Why invest in SNDR?

Positioned for value creation and growth at the forefront of the transportation industry.

Executing on structurally improving the financial returns of the business.

- Leaning into the most resilient parts of our portfolio such as Dedicated and Intermodal.
- Identified \$40 million in cost savings in 2025 driven primarily by Cowan Systems synergies and productivity initiatives which will enhance operating leverage in an improving market.
- Disciplined customer allocation focusing on restoring rates and emphasizing growth that plays to our strengths.

Strong cash flow and disciplined capital deployment.

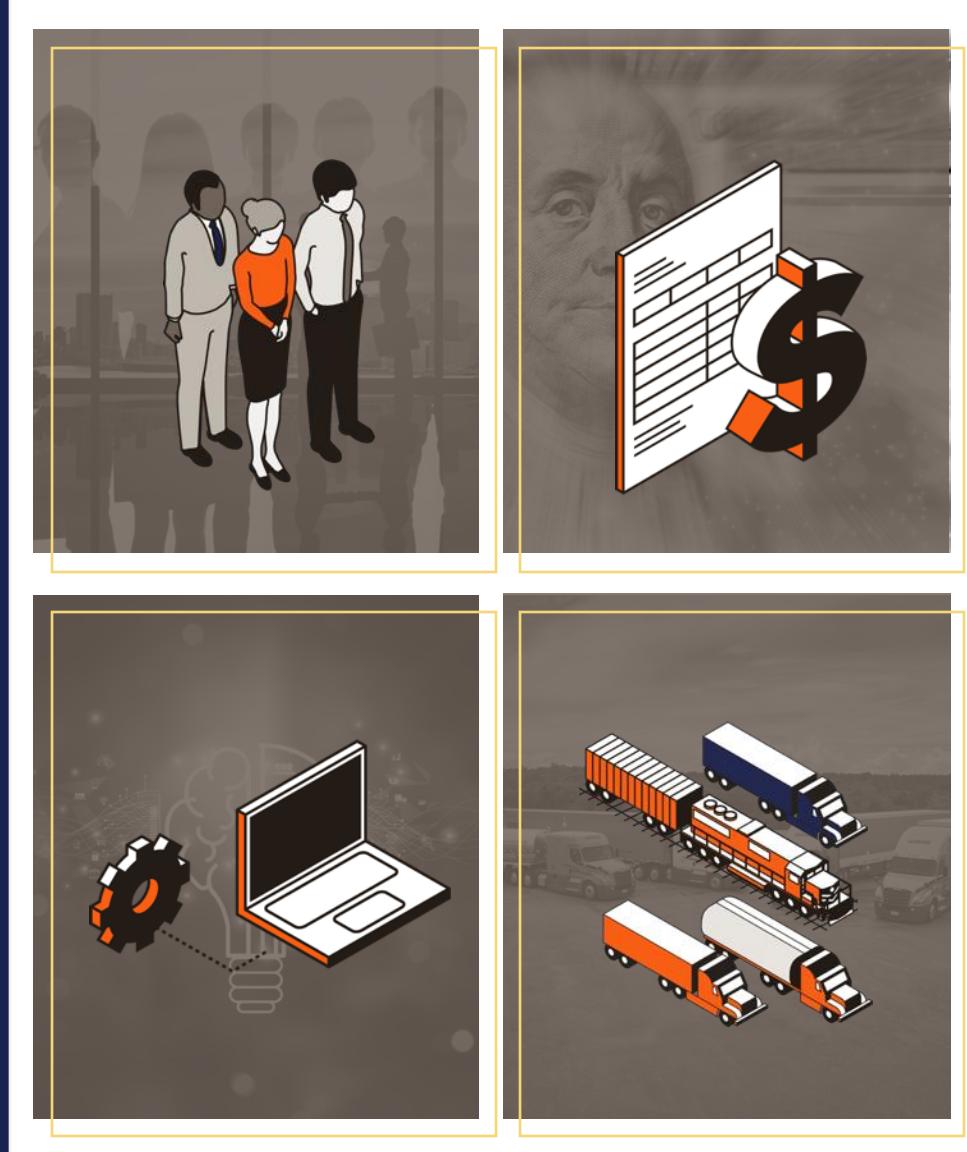
- Low leverage profile with ample access to capital.
- Focus on both organic and acquisitive growth.
- Robust returns to shareholders.

Our areas of differentiation are creating growth opportunities.

- Multi-modal approach meets shippers where they are while creating cross-sell and sole-source opportunities.
- Power Only, Dedicated and differentiated Intermodal lanes are all seeing momentum.

Technology leader and innovator.

- Proprietary Schneider FreightPower® technology for shippers, carriers and owner operators.
- Leader in digital supply chain technologies, decision science, automation and visibility.
- Industry-leading safety technologies and equipment.





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Current Results and Outlook

HOW WE DELIVER





Mark Rourke

President and
Chief Executive Officer

Current Results

“ Our third quarter results benefitted from our acquisition of Cowan Systems, as well as ongoing cost, productivity and revenue initiatives. These were offset by claims costs that were \$16 million greater than anticipated and some sub-seasonal trends. We continue to press on our efforts to drive ongoing structural improvements in our business including leveraging our differentiated capabilities, driving productivity gains and strategic deployment of our strong balance sheet. ”

	3Q24	3Q25
Operating Revenues	\$1,316	\$1,452
Revenues (xFSC)	\$1,178	\$1,300
Income from Operations	\$43	\$35
Adjusted Income from Operations	\$44	\$38
Diluted EPS	\$0.17	\$0.11
Adjusted Diluted EPS	\$0.18	\$0.12
Adjusted EBITDA	\$144	\$149

Dollars in millions, except EPS. See Appendix for non-GAAP reconciliations.



3Q25 Enterprise Results

- Revenues excluding fuel surcharge of \$1.3 billion grew 10% year-over-year.
- 13% decline in adjusted income from operations year-over-year largely driven by impact from claims related costs that were \$16 million greater than previously anticipated.
- Adjusted operating ratio of 97.0% vs. prior year's 96.2%.
- Intermodal and Logistics contributed 50% to segment revenues excluding fuel surcharge and 54% to segment income from operations in the quarter.
- Free cash flow decreased \$37.3 million compared to the same quarter a year ago.
- Ended the quarter with net debt leverage of 0.5x.

Operating revenues

\$1,316

3Q24

\$1,452

3Q25

Revenues excluding fuel surcharge

\$1,178

3Q24

\$1,300

3Q25

Adjusted income from operations

\$44

3Q24

\$38

3Q25

Adjusted diluted earnings per share

\$0.18

3Q24

\$0.12

3Q25

Dollars in millions, except EPS. See Appendix for non-GAAP reconciliations.

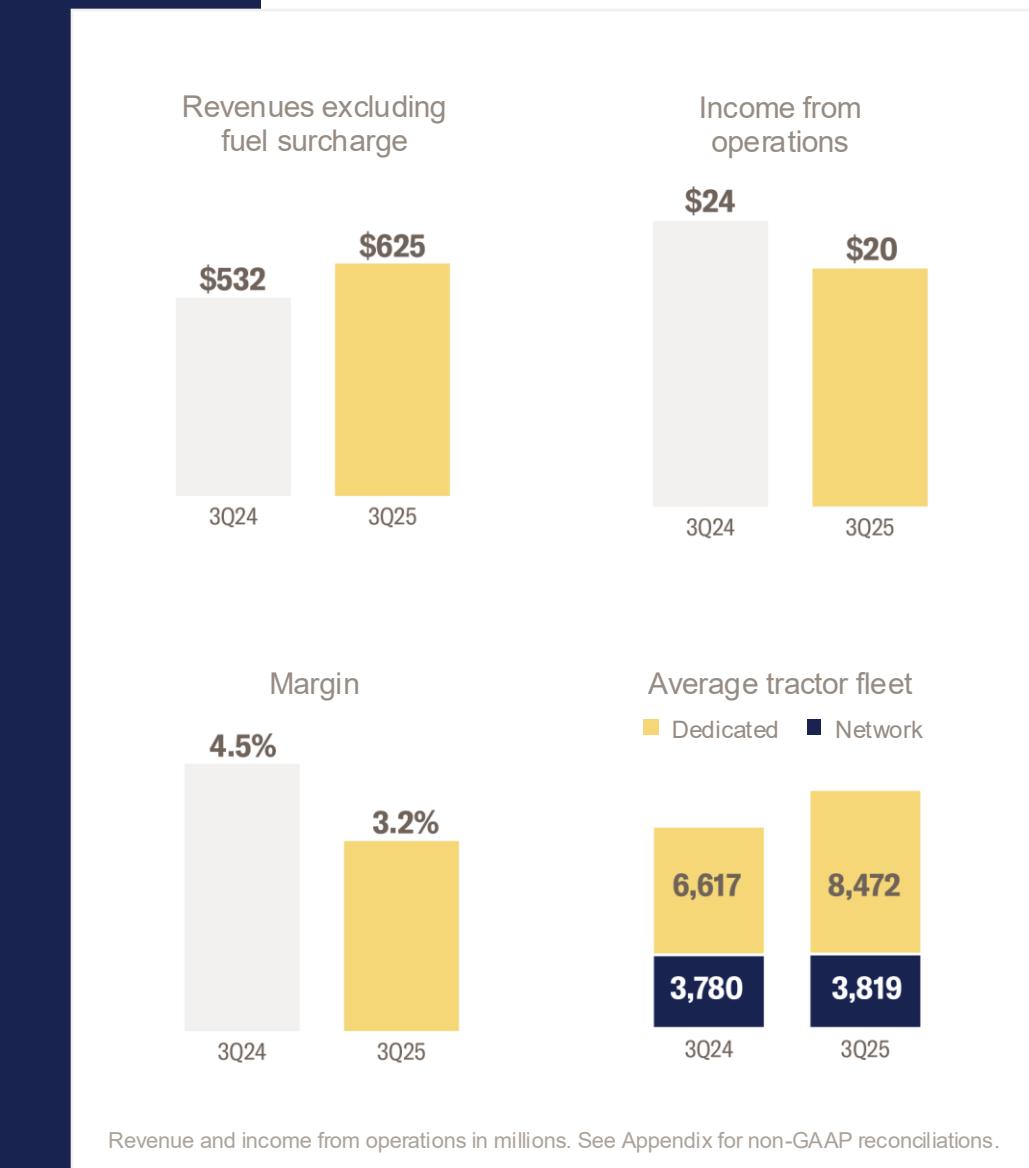


3Q25 Truckload Results

- Dedicated average trucks grew 28% year-over-year driven primarily by our Cowan acquisition.
- Revenues excluding fuel surcharge increased 17% year-over-year due to the acquisition of Cowan Systems and modest growth in Network fleet offsetting the impacts of Dedicated churn and challenging spot rates.
- Income from operations decreased 16% year-over-year with the acquisition of Cowan Systems offset by the impacts of Dedicated churn and claims related costs.
- Operating ratio of 96.8%, a deterioration of 130-basis points compared to a year ago.
- Dedicated represents 69% of the Truckload fleet, compared to 64% a year ago.



Long term margin target 12-16%





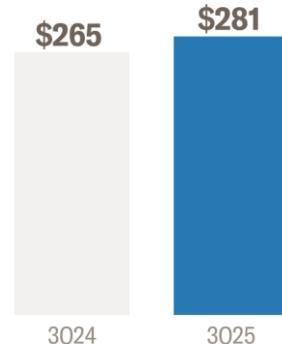
3Q25 Intermodal Results

- Revenues excluding fuel surcharge increased 6% year-over-year driven by volume growth of 10%, marking the sixth quarter in a row of consecutive year-over-year volume growth.
- Income from operations increased 7% year-over-year.
- Volume growth, including ~50% growth in Mexico, more than offset impacts to revenue per order from mix, as well as headwinds in claims related and maintenance costs.
- Operating ratio of 94.0%, an improvement of 10-basis points compared to a year ago.

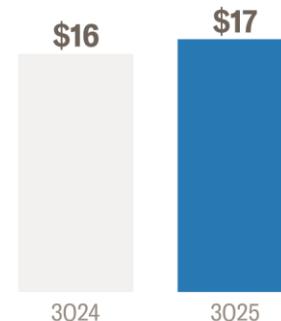


Long term margin target 10-14%

Revenues excluding
fuel surcharge



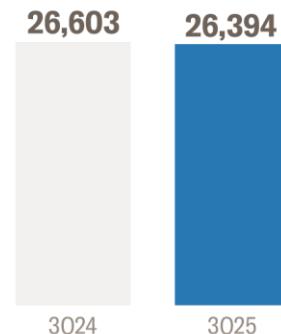
Income from
operations



Margin



Containers



Revenue and income from operations in millions. See Appendix for non-GAAP reconciliations.



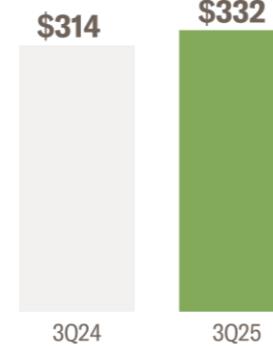
3Q25 Logistics Results

- Revenues excluding fuel surcharge increased 6% year-over-year due to the acquisition of Cowan Systems and Power Only growth, offset by pressure on brokerage volumes.
- Income from operations decreased 16% year-over-year as volume pressure in traditional brokerage was only partially offset by productivity gains.
- Operating ratio of 98.1%, a deterioration of 50-basis points.



Long term margin target 3-5%

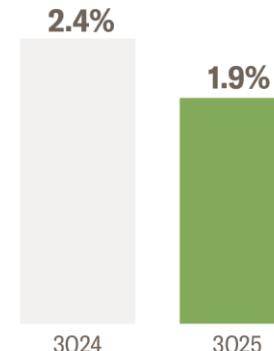
Revenues excluding
fuel surcharge



Income from
operations



Margin



Revenue and income from operations in millions. See Appendix for non-GAAP reconciliations.



Darrell Campbell

Executive Vice President
and Chief Financial Officer

Outlook

“ The timing of claims related costs has masked some of the traction we are seeing on our efforts to lower our cost to serve and deliver on our focused revenue strategies. We expect earnings improvement in the fourth quarter as we continue to execute on these efforts. However, recent sub-seasonal trends are likely to persist for the balance of the year. We will remain disciplined on capital allocation and are well positioned to act opportunistically to enhance shareholder value including through accretive acquisitions and shareholder returns. ”

ADJUSTED DILUTED EARNINGS AND NET CAPITAL EXPENDITURES



Approximately
\$0.70 M

Full year 2025 adjusted
diluted earnings per
share guidance

Approximately
\$300 M

Full year 2025 net
capital expenditures
guidance



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Non-GAAP Recon—Revenues Excluding Fuel Surcharge¹

(\$M)	FY17	3Q24	3Q25	FY24
Operating revenues	\$4,384	\$1,316	\$1,452	\$5,291
Less: fuel surcharge revenues	386	138	153	576
Revenues excluding fuel surcharge	\$3,997	\$1,178	\$1,300	\$4,714

Non-GAAP Recon—Adjusted Income from Operations¹

(\$M)	3Q24	3Q25
Income from operations	\$43	\$35
Amortization of intangible assets ²	1	2
Severance ³	-	1
Adjusted income from operations	\$44	\$38

Non-GAAP Recon—Free Cash Flow¹

(\$M)	FY2017	FY2024
Net cash provided by operating activities	\$461	\$686
Purchases of transportation equipment	(389)	(414)
Purchases of other property and equipment	(33)	(65)
Proceeds from sale of property and equipment	70	99
Net capital expenditures	(352)	(380)
Free cash flow	\$109	\$306

Non-GAAP Recon—Adjusted EBITDA¹

(\$M)	3Q24	3Q25
Net income	\$31	\$19
Provision for income taxes	9	7
Interest expense - net	3	8
Depreciation and amortization	102	113
Severance ³	-	1
Adjusted EBITDA	\$144	\$149

Non-GAAP Recon—Adjusted Diluted Earnings per Share¹

	3Q24	3Q25
Diluted earnings per share	\$0.17	\$0.11
Non-GAAP adjustments, tax effected	0.01	0.01
Adjusted diluted earnings per share	\$0.18	\$0.12

1. Table may not sum due to rounding.

2. Amortization expense related to intangible assets acquired through recent business acquisitions. Although intangible assets contribute to our revenue generation, the amortization of intangible assets does not directly relate to transportation services provided to our customers.

3. Severance related to workforce rightsizing.