2. Disclosure Statement:
- Forward-looking statements disclosure.

3. Werner Enterprises
-$2B leading TL and Logistics provider, one of 5 largest TL carriers in the U.S., over 7,000 trucks and over 24,000 trailers

4. Intensely Focused on the Five T’s- Best in Class Customer Service
-2016, intensified our investment in the Five T’s (trucks, trailer, talent, terminals and technology), relentless team effort to make Werner a best in class customer service provider
-Starting in late 2015 we began investing heavily in our drivers with higher pay in trucks, we also purchased more new trucks/trailers to reduce the age of our fleet to move us to our goal of providing best in class customer service. These changes raised our costs. When the freight market turned in 2Q1t, the TL industry and WERN ended up with lower rates. The factors that caused the weak TL market in 2Q16 were meager economic growth, too much customer inventory and the buildup of too many class 8 trucks.
- Investment in the 5 T’s the right long term decision for the Company, however during 2016 higher costs and lower rates created margin and return challenges.
-What we accomplished in 2016: Invested $430M Cap Ex, highest in history, reduced trk/trailer age (10 yr/14 yr lows), upgraded terminals, leveraged technology, raised driver pay 15% per mile over the last 2 years, tightened our driver hiring and retention standards including hair follicle drug testing system wide throughout our terminal network and tighter hiring policies based on prior driving history. More experienced drivers (less turnover, improved safety, higher miles, higher on-time pickups and delivery percentages).

5. Revenue Sources
-Remain very consumer focused with over 3/4 of our revenues consisting of retail/CP/GP
-Growth in retail in 2016 compared to 2015 due to additional Dedicated fleet retail customer growth and expanding e-commerce business
-Have a diversified customer base, by design. Not dependent on any one customer. Top 5 customers: 27%.

6. Domestic Freight Market: Market Share & Growth Opportunities
-$873 billion transport market. Werner’s $2 billion revenue portfolio mix by business unit closely mirrors the pie chart of the overall freight transport market

7. Freight Market Update
-Freight volumes in our 1-way TL business (about 47% of our trucks) started off well the first few weeks of January on a seasonally adjusted basis. Beginning in the latter part of January freight was softer and softer than the same time last year through most of February. In the latter few days of February and so far in March, the freight trend has been more encouraging, as freight volumes have returned to more normal seasonal levels for this time of year and are similar to last year.
8. Werner Logistics Comprehensive Solutions
- Changed from freight movement to freight management. Lowered exposure to commoditized “TL, A to B operation” more into value-added freight management.
- Optimize customer networks, providing multiple solutions for our customers that include our freight movement assets.
- Dedicated, 1-Way Truckload, Logistics. Large Cross Border MX franchise (15% of revenues) and Canada.
- Asset-backed logistics company, have assets to help customers with capacity issues. Expect owning assets to matter more in latter 2017 and 2018 as the supply/demand balance is expected to improve with ELD implementation helping on the supply side and improved economic growth helping on the demand side. Werner Logistics is Brokerage, Freight Management, Intermodal, and Global Logistics. $417M in annual logistics revenues in 2016.

9. Fuel Price Trends
- Small price increase the last 4 months of 2016 (green), compared to declining prices in the latter part of 2015 and early 2016 a year ago (blue). 60 CPG price increase gap YOY so far in 1Q17 vs 1Q16 creates a modest cost headwind.

10. Public TL Fleet Capacity
- Going back to 4Q14, rapidly declining fuel prices and higher freight rates began to cause carriers to order more trucks. This ultimately led to too many trucks by 2Q16 as the rate of economic growth slowed. Large public carriers responded each quarter in 2016 by reducing their fleets.
- Public TL industry capacity is 9% lower than peak 10 years ago.

11. Truck Age – Werner vs. Industry
- Industry avg truck age rose in 2016, however Werner bucked the trend by spending a record Cap Ex to lower the age of our truck fleet. This resulted in a widening of the truck age gap between Werner and the industry.
- Over long periods of time, our op margins nearly 2 percentage points better when our truck fleet avg age below 2 years, compared to above 2 years.
- Benefits of a newer fleet are: Lower maintenance, better fuel mpg, new safety features, better driver recruiting/retention, and most importantly improved customer service due to fewer equipment issues combined with a more experienced driver workforce.

12. Industry Driver Shortage, Truck Driver Demographics
- Driver market expected to remain difficult. Especially as drivers/carriers become more tightly regulated with federal mandated electronic logging device (ELD) regulations required in December of this year.
- Top chart, truck drivers older by age than all industries in the U.S. Drivers retiring faster than new drivers coming in the industry.
- Lower left chart, over the past twenty years, % of drivers over 45 years old has increased 25 percentage points.
- Lower right, Werner avg driver age stats are more consistent with all industries.
- We are committed to train drivers for the industry and our Company through our owned driving schools, are developing the next generation of professional drivers.
13. Werner Driver Recruiting/Retention Advantages
-Newer truck with lower miles. AMT’s easier to train and drive (62% of trks). CMS reduces risk of severe accidents with auto braking (72% of trucks).
-Trailer tracking GPS (70% of trailers). improves trailer efficiency and accountability. New Werner white trailers with our distinctive new branding.
-Raised driver pay, increased driver experience. More experienced drivers are more productive, safer, less costly due to lower turnover. 2016, our driver turnover lowest in last 17 years. Nearly 20% of drivers are former military. Werner a Top 50 military employer for all industries.
-Reinvesting in IT to improve operations decision making in truck/Logistics and back office efficiency. Hired a new CIO, Nathan Johnson, with transportation industry experience in mid-2016. Under his leadership, we are improving accountability for the cost/benefit decision making for projects, effectively managing IT human resources and accelerating the speed of project implementation.
-Upgrading our terminals, improving throughput in the network, better driver experience. Strategic investment in specific terminal locations.

14. Cash Flow and Cap Ex
-Big Cap Ex spend of last 2 years nearly completed. To using a racing analogy, we made our pit stop in 2016 with record Cap Ex and raising the bar to improve the quality of our drivers. We believe this investment gives Werner a competitive advantage in 2017, as some of our competitors hunkered down in a difficult 2016 and may need to have their own pit stop in 2017.
-Expect 2017 CapEx to be much lower than 2016, with the mid-point of our Cap Ex guidance range $180M lower than 2016. With this spend, we expect to maintain low avg truck age in 2017.

15. Werner Trucks – Getting Newer, Suspended Fleet Growth Plans in 2Q16 Until Meaningfully Better Freight & Rate Market
-10 yr truck trend chart, with 2016 quarterly progression at right.
-Reduced age of our truck fleet in the blue bars to take advantage of quality benefits of newer trucks including lower maintenance, better mpg, improved safety, higher driver acceptance and improved on-time service to our customers.
-As freight & rate market became very difficult in 2Q, we proactively reduced the size of our fleet to adapt in 2Q, 3Q and 4Q. Going forward, we expect to keep our fleet count flat in the near term until such time as we are able to make meaningful improvement in our operating margin and returns before we begin to grow our fleet again.

-In addition to reducing our truck count by 350 trucks from BOY to EOY, or 5%, in June and September we also shifted trucks out of the less attractive one way TL market into the more attractive Dedicated market. As of the end of the year, we had 12% fewer trucks in one way TL and 2% more in Dedicated, which enables us to be more selective with freight and rates for our One-Way TL trucks.
17. Rate and Utilization Metrics, Last 16 Quarters  
-Here are our key truck metrics by quarter for the last 16 quarters.  
-Most important measurement, RPTPW, blends both truck productivity with rates. Challenged in 2Q, down 6% in 2Q YOY, narrowed the decline in 4Q to 2%.  
-As we shifted trucks in 2016 from longer haul One Way TL to shorter haul Dedicated, this mix shift had a favorable impact on our rates and an unfavorable impact on miles per truck.  
-Lower left, our miles per truck has been trending 3-4% lower YOY, but most of that decline is due to the mix change between One Way TL and Dedicated and fewer teams.  
-Upper right, we shrank our fleet in 2Q, 3Q and 4Q and expect our fleet count to remain fairly flat for the near term. We would like to grow our fleet again in the future, but only when we have better rate and freight market conditions.  
-Lower right, RPTM trends have begun to improve. We and our large public TL competitors started off 2016 expected 2-3% higher rates and by 2Q16 we were all negotiating with customers pushing for rate decreases due to too much inventory, too many trucks and meager economic growth. Our rates were down 2% in 2Q and moved to a positive 2% in 4Q, with the improvement due partially to the mix shift growth to shorter haul Dedicated from longer haul One Way TL as well as improved pricing trends by 4Q compared to 2Q.

18. Improving Trucking Operating Margin  
-This chart depicts our lower financial performance in 2Q and 3Q. We began to turn the corner in 4Q with incrementally better rates, freight and an improved TL margin %. We intend to move this chart in a positive direction as 2017 progresses.

19. Werner Logistics Profitability Trends  
-Werner Logistics raised financial performance last 2 yrs. 60/40 transactional vs contractual compared to 80/20 2 yrs ago. Relevant in all 4 segments, Brokerage/FM/IM/WGL.

20. Total Company Operating Margin and EPS trends  
-Here you see our operating margin and EPS trends by quarter the last 3 years. Please note the 2016 improvement from 3Q to 4Q of 9 cents a share.

21. EPS Trends  
-30 year history of EPS since we went public.  
-2016 challenging due to weaker freight market combined with our 5 T’s investment that increased our cost structure  
-We are well positioned with a high quality service product as the market turns

22. Werner Truckload Operating Margin  
-Short term goal is to get back our 11% operating margin in Trucking  
-All of these margin percentages include fuel and fuel surcharge (consistent with GAAP financial reporting)

23. ROE and ROA  
-Our ROE and ROA also underperformed in 2016 due primarily to weaker earnings but also for ROA due to the equipment upgrade.
24. This is Werner
-Newest fleet in a decade. Raised the bar on quality and service with our drivers. Improving safety. Leadership team well prepared, determined and engaged. Positioned Werner for improvement.

That concludes our presentation and I would be happy to answer your questions at this time.