Proficient Auto Logistics

Q2 2025 Investor Presentation

June 4, 2025

PROFICIENT AUTO LOGISTICS, INC.

Who We Are – Proficient Auto Logistics ("PAL")

- Proficient Auto Logistics (PAL) is an industry leading specialized freight company focused on providing auto transportation and logistics services utilizing one of the largest auto transportation fleets in North America
- The Company is primarily focused on transporting and delivering finished vehicles from auto production plants, ports of entry and rail hubs to a national network of automotive dealerships

Source: Certain information is based on management estimates, which have been derived from third-party sources and internal research and are based on certain assumptions management believes to be reasonable
(1) Based on auto transportation assets
(2) As of May 31, 2025

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Management Team

C-Suite Executives

Richard "Rick" O'Dell
Chief Executive Officer

25+ years of experience in the transportation and logistics industry

SAIA's Share Price[1] Under Rick's Leadership: ~$7→~$428

SAIA — ***(Current)*** *Non-Executive Chairman of the Board of Directors*

SAIA LTL Freight — *(Former) Chief Financial Officer, President and Chief Executive Officer*

Amy Rice
President & Chief Operating Officer

10+ years of experience in transportation and logistics industry

FTG — *(Former) Independent Director*

SY-KLONE INTERNATIONAL — *(Former) CEO*

CSX — *(Former) Vice President roles in Operations, Finance, and Strategy*

Brad Wright
Chief Financial Officer

30+ years of experience in the financial services industry

Assisted in the Sale of FBR & Co. for 1.5x Book Value[1] while Increasing Shareholder Value

PMC Consolidated Holdings, LLC — *(Former) Chief Financial Officer*

FBR & Co. — *(Former) Executive Vice President, Chief Financial Officer and Chief Administrative Officer*

Outside Directors

Jim Gattoni
LANDSTAR — *(Former) President & Chief Executive Officer*
KPMG — *(Former) Senior Audit Manager*

Doug Col
SAIA — ***(Current)*** *EVP & Chief Financial Officer*
COWEN — *(Former) Director*

Charles Alutto
THE HALIFAX GROUP — ***(Current)*** *Operating Executive*
Stericycle — *(Former) President & Chief Executive Officer*

John Schraudenbach
ONEWATER — ***(Current)*** *Chairman*
EY — *(Former) Partner*

Brenda Frank
ROSS — ***(Current)*** *SVP Human Resources*
Stericycle — *(Former) Chief People Officer*

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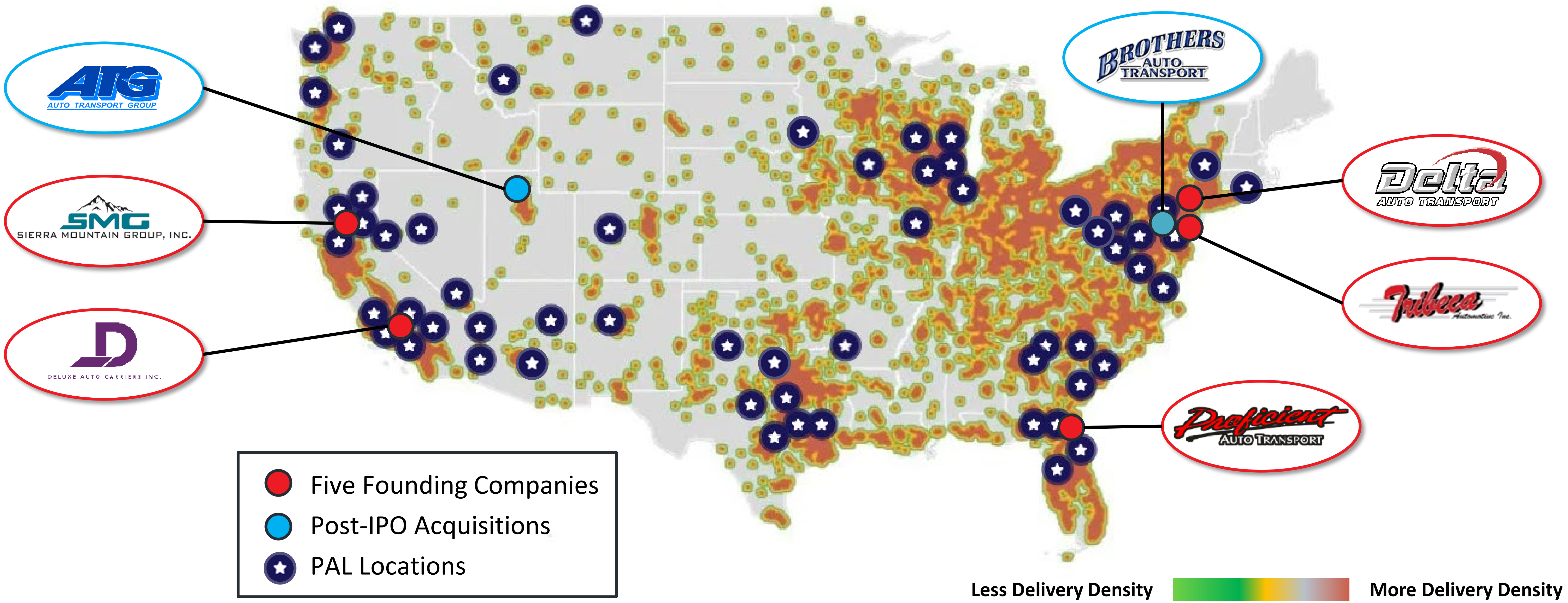
PAL At a Glance

Expansive geographic footprint coupled with blue chip, leading OEM customer base across North America



- ✓ Strategically located facility network with close proximity to major ports and rail hubs
- ✓ Proven growth strategy – both organic and via acquisition - with ample opportunity ahead
- ✓ Strong relationships with leading OEMs with more than 10 years of tenure with more than 10 global OEMs

PAL Evolution Underway

Additional Acquisitions Completed since May 2024 IPO

ATG AUTO TRANSPORT GROUP

- Acquired August 2024
- Headquartered in Ogden, UT
- Diverse customer portfolio including vehicle manufacturers, rental fleet owners, auto auctions and dealerships
- Enhances network density in the West

BROTHERS AUTO TRANSPORT

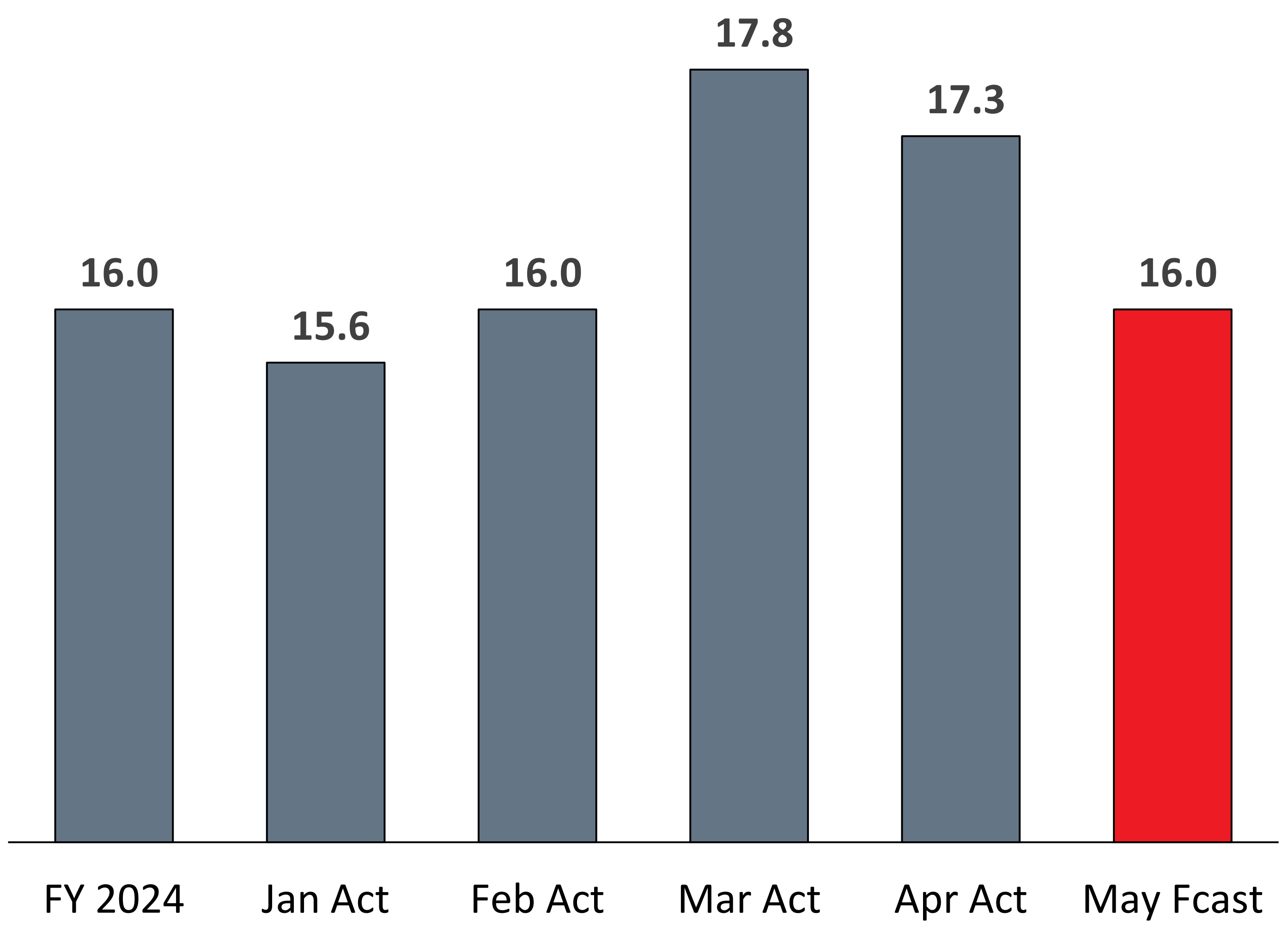
- Acquired April 2025
- Headquartered in Wind Gap, PA
- Regional locations at four key customer origins in the Northeast
- Brings new, and expands existing, OEM partnerships in PAL's portfolio

Integration Milestones Achieved

- National Procurement Effort: Implementation Underway
  - Pursuing savings opportunities through synergies in areas such as fuel, tires, parts, travel, and employee benefits
- Operations: Regionalized with centralized support functions
  - Enhances resource flexibility, coverage and capacity
  - Leverages strong industry operations experience and insights
- Systems Integration: Progressing across all OpCos
  - Transportation Management System enables better cost allocation and operational efficiency (end-Q2)
  - Accounting platform strengthens corporate controls (end-Q2)
  - Cohesive HR platform and cost accounting methodology (end-2025)
- Customer Focus: Actively engaging customers on shared priorities
  - Service, relationships and communication
  - Blending legacy operating company and PAL touchpoints, consistent with varied customer preferences
- Company Culture: Unified Mission, Vision, and Values
  - Guiding principles align company culture

Market Environment

Seasonally Adjusted Annual Rate (SAAR) Automotive Sales in Millions[1]



[1] Source: Cox Automotive

Market

- After weak demand in January/February, automotive sales and transportation accelerated through March/April, driven by buying ahead of tariff impacts
- May 2025 SAAR expected to slow from peak levels, and full year forecasts are generally lower with a greater range of uncertainty
- New vehicle inventory is down substantially with buying, some importers have slowed or stopped the flow of replacement inventory
- Potential for policy changes and additional tariffs have obscured and stalled OEM plans

Implications

- As pre-tariff dealer inventory is sold and prices increase with tariffs, sales momentum is expected to slow further
- OEMs are facing increased costs and are under significant cost reduction pressure
- Near-term pricing power is weak, and OEMs are tending towards incumbents on contract bids
- Under market conditions like January and February, would expect some carriers to default/exit
- PAL positioning for share capture at sustainable rate levels, which will accelerate if capacity exits the market and/or when demand rises

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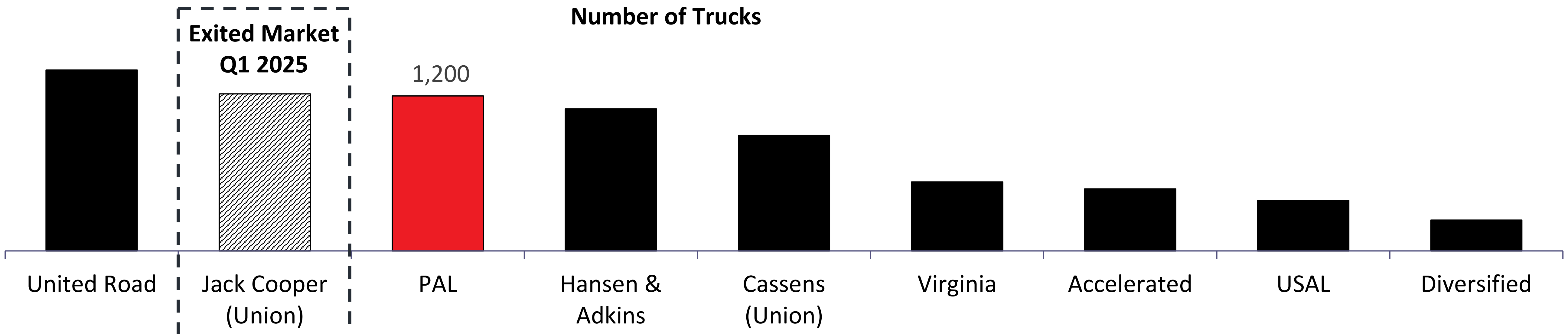
Competitive Landscape

PAL vs. Other Major Auto Hauling Carriers



	United Road	Jack Cooper (Union)	PAL	Hansen & Adkins	Cassens (Union)	Virginia	Accelerated	USAL	Diversified
National Network	✓		✓	✓			✓		

- Market conditions and other competitive pressures resulted in the cessation of business by Jack Cooper in Q1
  - A significant amount of OEM contract business was immediately redistributed among market participants, including PAL
  - Much of the truck capacity left the market and will not return; however, effect has been muted by weaker overall market conditions
  - Union pensions and healthcare obligations result in higher costs compared to non-union carriers
  - Non-union opportunities offer greater earnings potential for motivated drivers

Source: Certain information is based on management estimates, which have been derived from third-party sources and internal research and are based on certain assumptions that management believes to be reasonable, FMSCA.

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Summary Unaudited Financial Information – Q1 2025

In USD thousands	Q1 2025	Q4 2024	Var
Revenue before FSC	87,625	88,118	(493)
Fuel Surcharge and Reimbursements	7,581	6,402	1,179
Total Operating Revenue	**95,206**	**94,520**	**686**
Total Operating Expenses	97,569	96,929	640
Total Operating (Loss) Income	**(2,363)**	**(2,409)**	**46**
Stock Comp & Intanglible Assets	3,599	3,552	47
Adjusted Operating Income	**1,236**	**1,143**	**93**
Adjusted Operating Ratio	***98.7%***	***98.8%***	***(0.1%)***
(Loss) Income before income taxes	**(3,894)**	**(4,257)**	**363**
Add Back:			
Depreciation and amortization	8,904	8,128	776
Amortization of Stock Compensation	1,183	1,136	47
Interest Expense	1,571	1,961	(390)
Adjusted EBITDA	**7,764**	**6,968**	**796**
Adjusted EBITDA Margin	***8.2%***	***7.4%***	***0.8%***

- Q1 rebounded significantly starting mid-quarter with start of new business and tariff-driven pull-forward, offsetting general market weakness
  - Revenue Per Unit up 5%, Units down 5%
  - Adjusted OR and Adjusted EBITDA improved modestly in challenging conditions
- For Q2, projecting sequential growth in total revenue in the high single digits for the quarter
- At expected revenue levels above fixed cost coverage, we also expect improved profitability

Our management team reviews Adjusted Operating Income and the related Adjusted Operating Ratio, both of which are non-GAAP financial measures, as a basis for comparing the results of financial reporting periods excluding the impact of non-cash expenses related solely to our recent IPO and the concurrent corporate combinations. These measures provide management with the requisite insight regarding progress on operating and integration initiatives.

Our management team reviews Adjusted EBITDA and Adjusted EBITDA Margin, both of which are non-GAAP financial measures, to measure the operating performance and financial condition of our business and to make strategic decisions.

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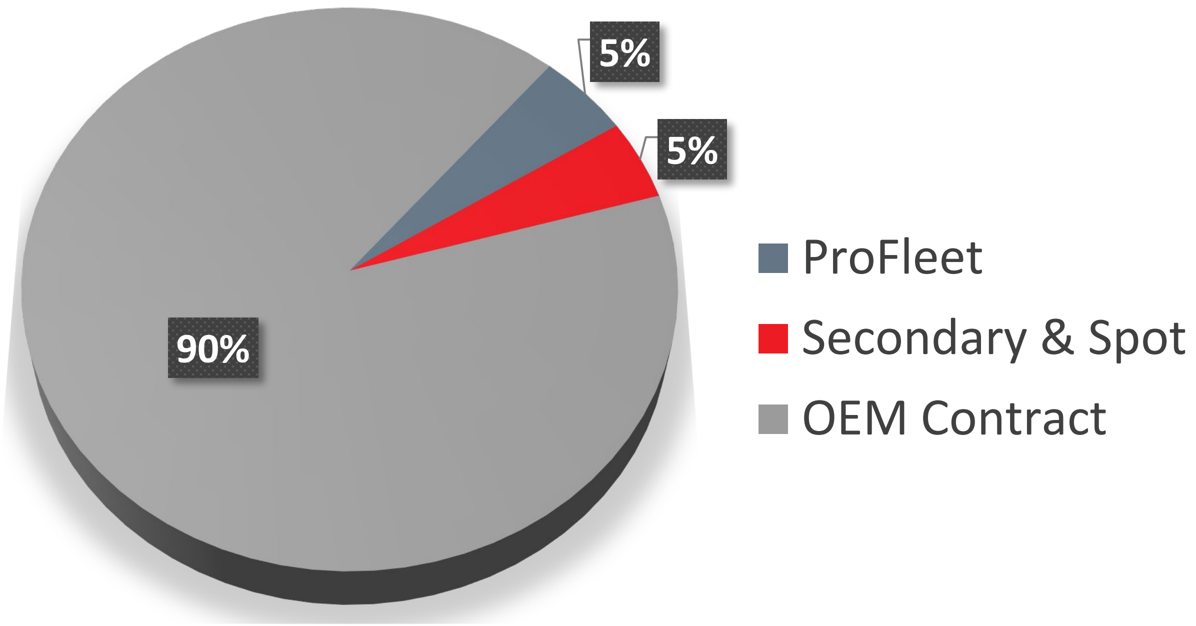
Condensed Consolidated Balance Sheet

In USD thousands	3/31/2025	12/31/2024
Cash & Equivalents	$ 10,911	$ 15,399
Accounts Receivable, net	47,162	37,395
Property & Equipment, net	118,010	122,637
Other Assets	30,688	31,109
Goodwill & Intangibles	300,975	301,547
Total Assets	**$ 507,746**	**$ 508,087**
Accounts Payable & Accrued Liabilities	$ 37,661	$ 31,656
Other Liabilities	55,605	56,061
Line of Credit	8,000	7,000
Long Term Debt	71,287	75,390
Shareholders' Equity	335,193	337,980
Total Liabilities & Shareholders' Equity	**$ 507,746**	**$ 508,087**

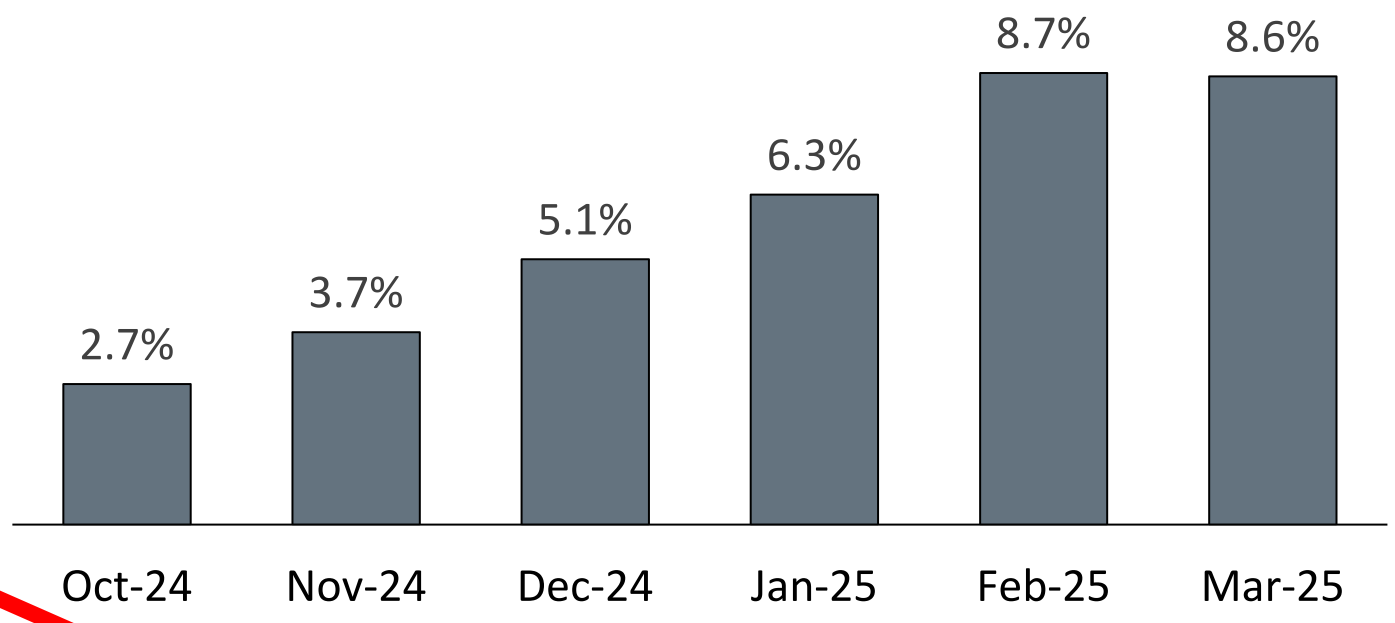
- Net debt as of end-Q1 was $68.4 million, ended the quarter with a combined $28 million in available borrowing capacity
- Capex limited in Q1, spend over the balance of 2025 will depend heavily on market conditions
- Expect the PAL balance sheet to be a differentiating factor in the market, enabling pursuit of growth opportunities and ability to manage industry challenges effectively

Building Network Density and Efficiency

Q1 2025 Revenue Breakdown by Type



"Sister Haul" Company Revenue Shipped



Multiple levers for filling into the network and improve density and transportation efficiency:

- Diversify sources of freight
  - OEM contract portfolio and additional wins provide a reliable portion of total revenue
  - Secondary (e.g. used car, rental car) and profitable spot market freight opportunities
  - ProFleet provides ad hoc, dedicated services for a premier OEM customer
- Leverage national footprint and resource base
  - Growing "sister haul" sharing of loads across PAL operating companies substantially
  - Subhaul collaboration within industry carriers
- Target opportunities for backhaul and/or triangulated moves to reduce empty miles, benefitting drivers and the company

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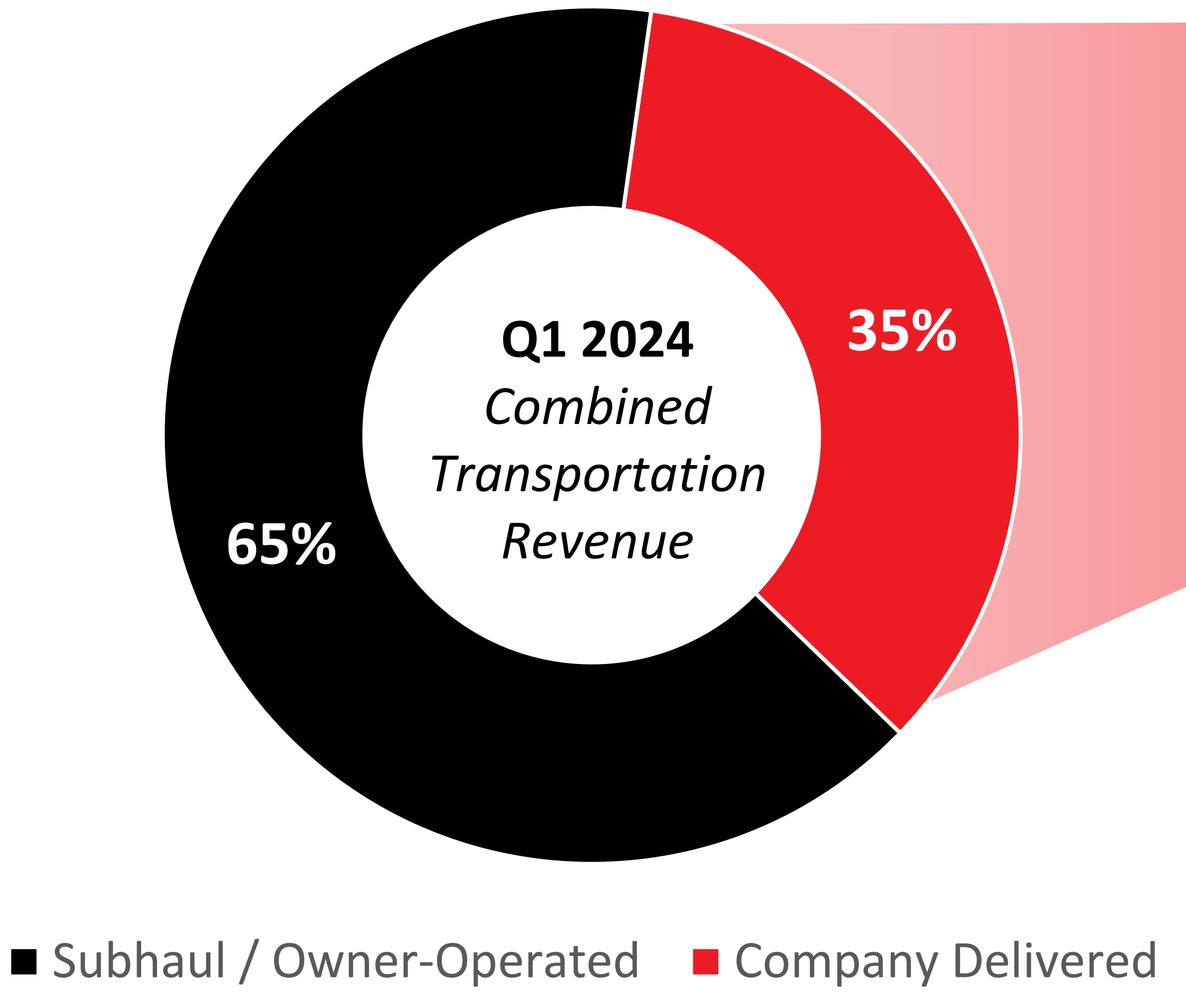
Expansive Capacity with Asset-Based Reliability and Asset-Light Flexibility

Revenue Breakdown By Driver Type



Over time, the Company expects to convert more freight to Company hauls, as Management believes company trucks generate greater operating margins versus purchased transportation

A Leading Company-Owned Fleet[1]

Tractor-Trailer Units

Count: 922 Units | **Average Age: 5 Years**

- PAL's company-owned fleet has expanded by ~275 units since the initial IPO, through new truck purchases and two acquisitions
  - Able to transfer revenue-generating equipment and drivers across geography to meet changing business needs
  - Given the shorter nature of its hauls, PAL is able to extend the useful life of its assets compared to over-the-road carriers
  - Company-owned shop facilities support maintenance for owned fleet as well as third parties
- Current expectations for 2025 are modest additions of equipment to be deployed to support known business needs
  - Retaining flexibility to add incremental equipment if needed to support additional new business wins

Source: Certain information is based on management estimates, which have been derived from third-party sources and internal research and are based on certain assumptions management believes to be reasonable.
(1) Data as of May 31, 2025.

Summary: A Clear Path to Creating Shareholder Value

- Strong Management and Leadership team with a track record of creating shareholder value
- Established relationships and long-term contracts with leading, blue-chip customer base; well-capitalized platform to grow share of a large addressable market
- Integrated, national footprint sustaining performance in the current market, will strengthen further as market conditions improve
- Future M&A opportunities in a highly fragmented industry to complement organic growth
- Poised for superior earnings growth and stock multiple expansion given industry dynamics and market opportunity

Appendix

Historical Success in the LTL Industry Mirrors Present Opportunity in Auto Transportation and Logistics

Market Share Shifting from Union to Non-Union Auto Transportation & Logistics Companies

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Regional Non-Union LTLs

Organic Growth (Regionally)

+

Focus on Service

+

Regional Acquisitions of a Highly Fragmented Market

Scale & Regional Density

Less Empty Miles

+

Pricing Discipline

+

Focus on Damage Management

Sustainable Organic Revenue Growth

Dramatically Improved Operating Margins

LTL Industry over the Last 40 Years

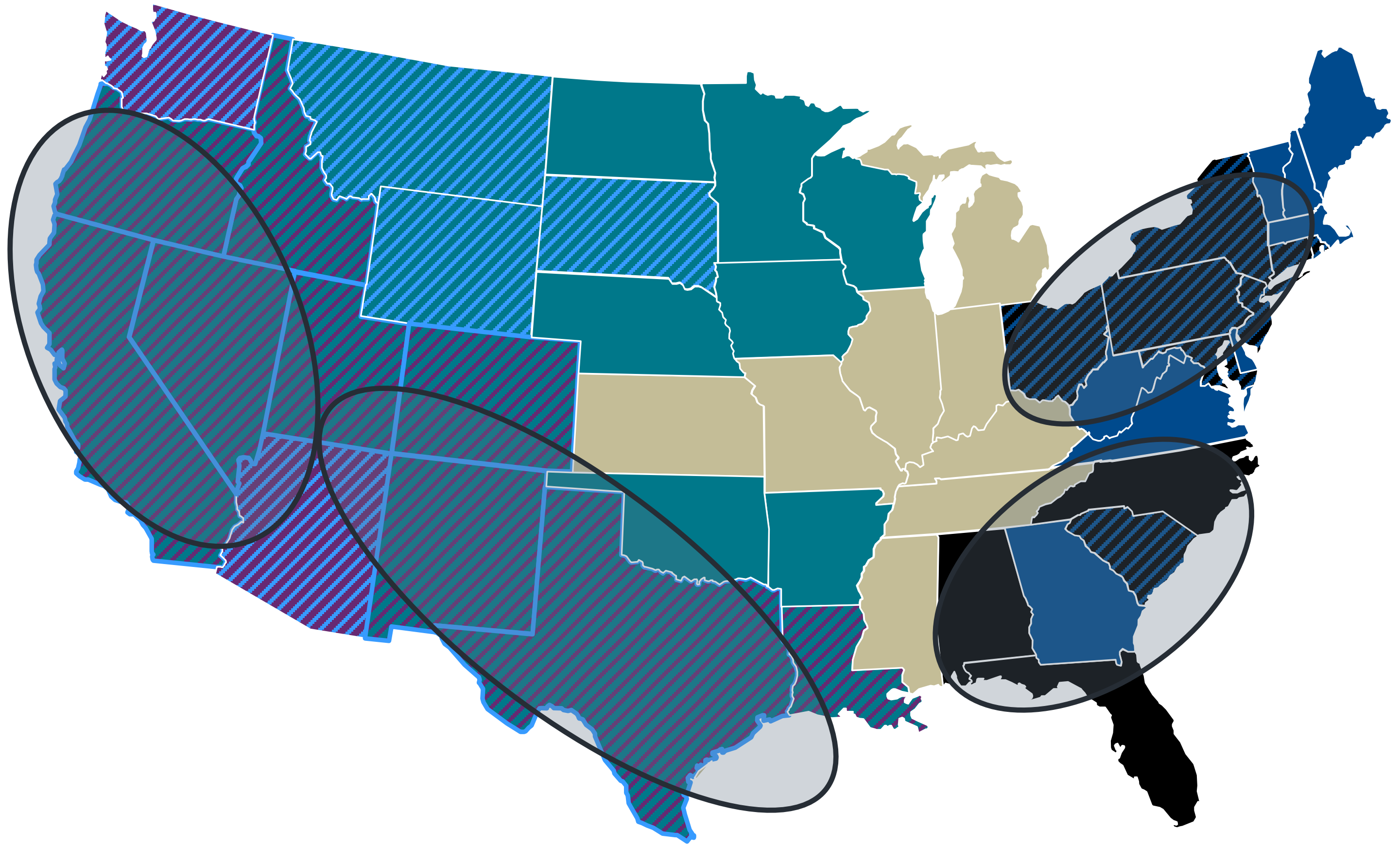
- ✓ **Non-union** regional LTLs have **grown** at the expense of unionized carriers over the last **20+ years** due to deregulation
- ✓ **Revenue growth** well in excess of industrial production

Saia growth over 15 Years (2009-2023)[1]

- ✓ Revenue grew at a **9.2% CAGR** from $0.85B to **$2.90B**
- ✓ Operating Margin expanded from (0.4%) to **16.0%**
- ✓ Stock Price grew at a **34.1%** CAGR from $7 to **$428**

(1) Represents CAGR from CY2009 – CY2023A. Data is publicly available.

Executing on Backhaul Synergies



Represents significant backhaul opportunities

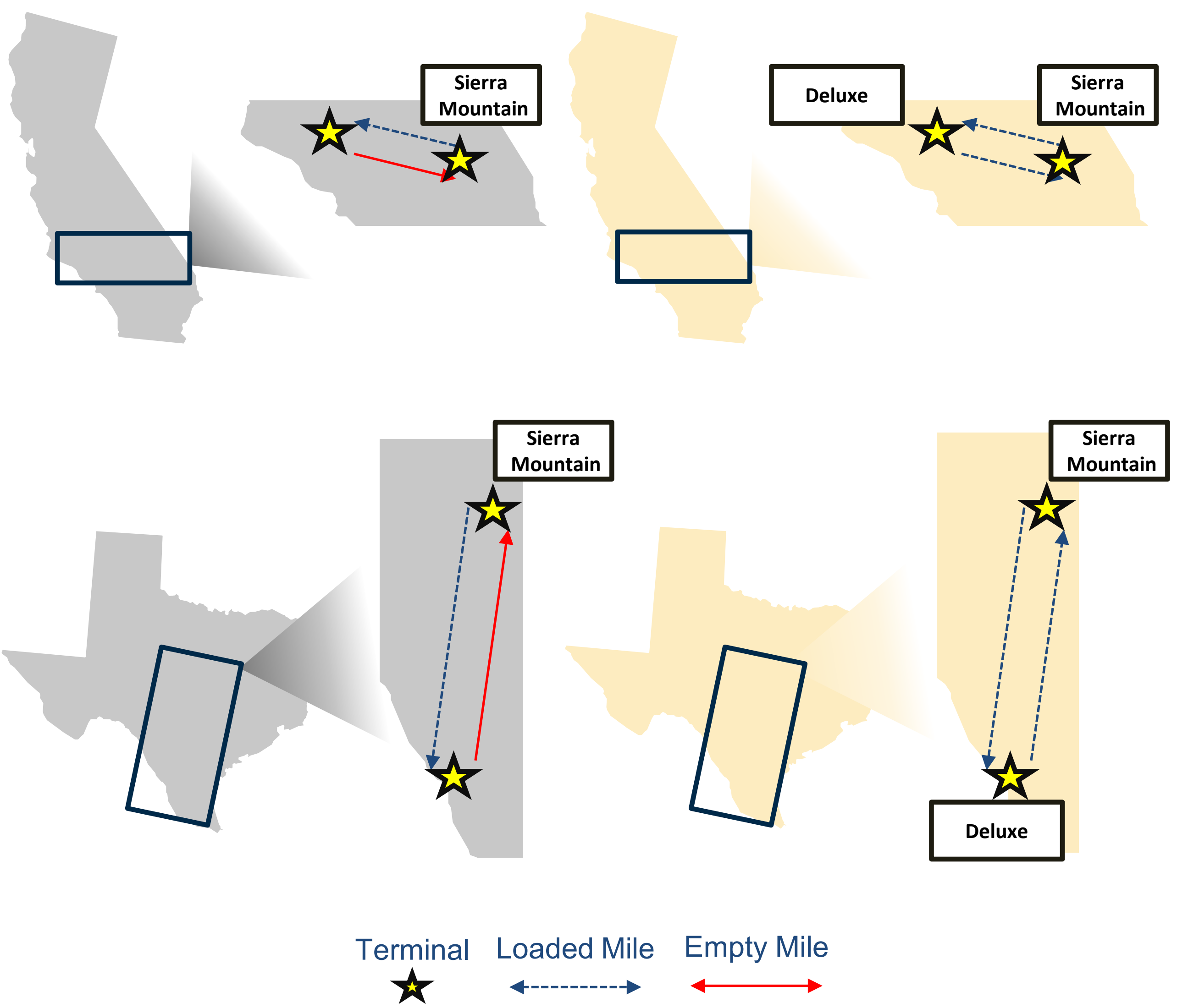
States with a diagonal pattern represent overlapping territories

Regions Covered(1)

Delta   Sierra   Deluxe   Tribeca   ATG

Note: Proficient Auto Transport serves all 48 contiguous states

CASE STUDY: DELUXE/SIERRA MOUNTAIN NETWORK COLLABORATION



Increased Utilization = Incremental EBITDA for PAL

(1) Light blue state borders represent ATG regions covered in addition to AZ, MT, SD, WA and WY.

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Significant Barriers to Entry vs Van Truckload

Auto Transportation

Highly Specialized Auto Rig

~$400K	~70	70%
Cost of an auto rig[1]	# of auto haulers[1][2]	Market Share Top 10 companies[1]

Van Truckload

Standard Truckload Hauler

~$250K	~750k	<10%
Cost of tractor & trailer[1]	# of TL carriers[3]	Market Share Top 10 companies[1][4]

Less Than Truckload

LTL Hauler and Terminal

~$250K	~200	75%+
Cost of tractor & trailer[1]	# of LTL carriers[5]	Market Share Top 10 companies[6]

Typical Service Attributes by Hauling Type[1]

	Auto Transportation	Van Truckload	Less Than Truckload
Focus on Service	◑	◔	●
Consolidated Industry	◕	○	◕
Specialized Equipment	●	○	○
Strategic Real Estate	◑	◔	●
National Footprint	◔	●	●

(1) Information is based on management estimates, which have been derived from third-party sources and internal research, and are based on certain assumptions that management believes to be reasonable.
(2) Number of auto haulers represents qualified competitors of scale that compete for OEM contracts.
(3) American Trucking Associations.
(4) Transport Topics Top Truckload Carriers 2023.
(5) Coyote Logistics.
(6) SJ Consulting Group.

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