

Proficient Auto Logistics

Investor Presentation

June 2026



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

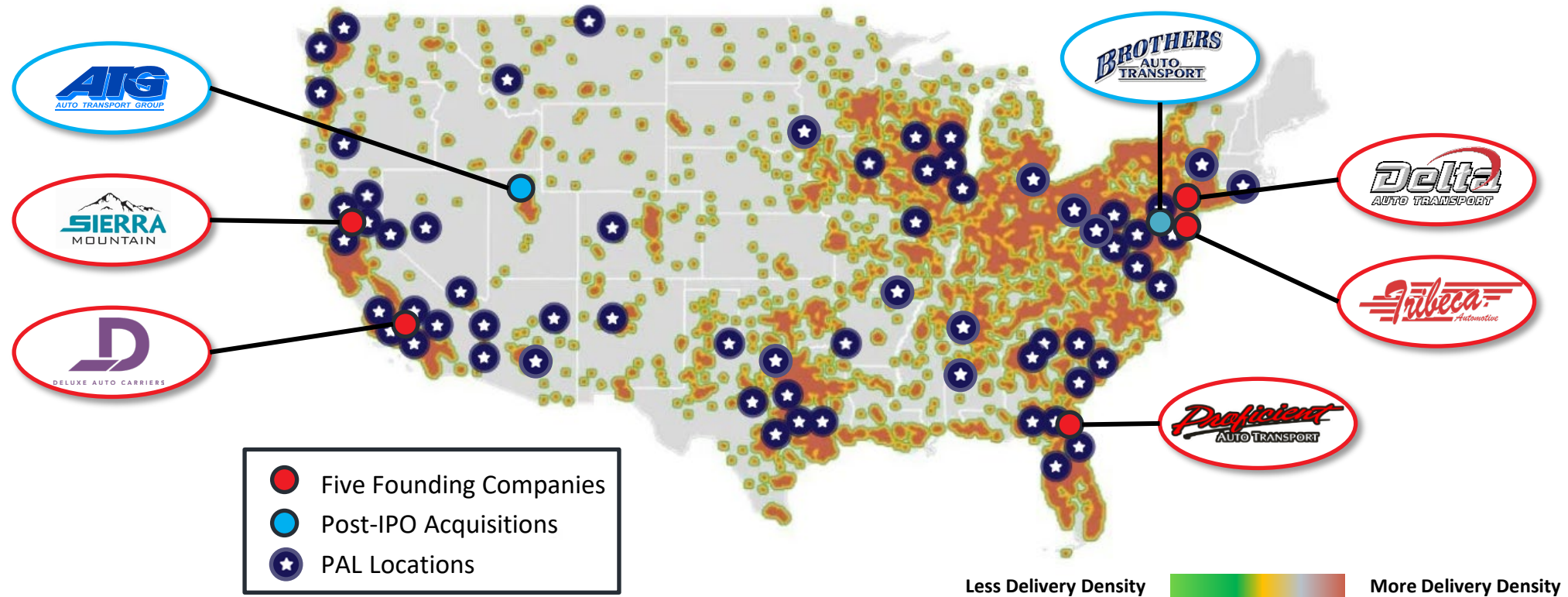
(1) Based on auto transportation assets

(2) As of March 31, 2026



PAL At A Glance

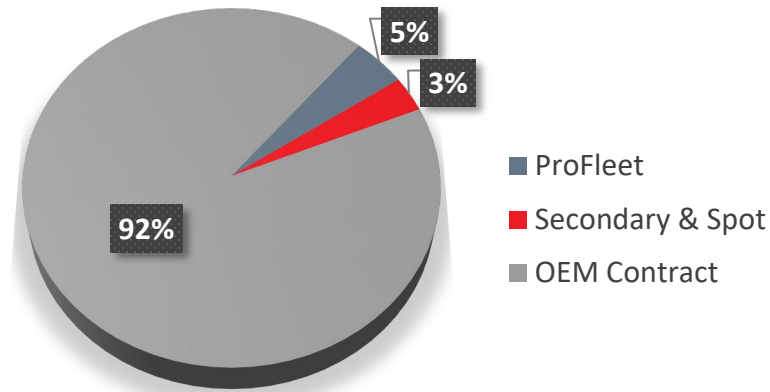
Expansive geographic footprint coupled with blue chip, leading OEM customer base across North America



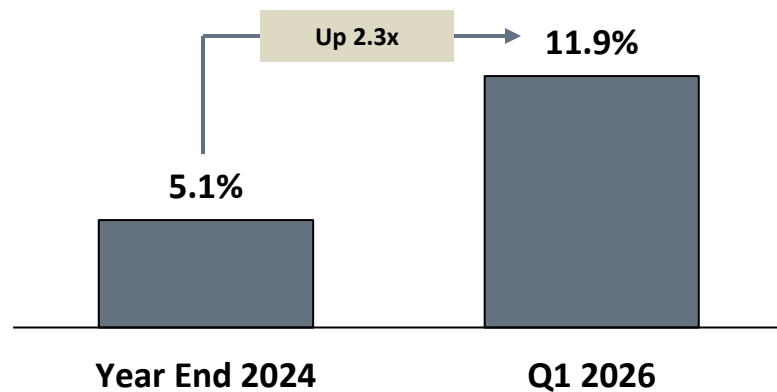
- ✓ Strategically located facility network with close proximity to major ports and rail hubs
- ✓ Proven growth strategy – both organic and via acquisition - with ample opportunity ahead
- ✓ Strong relationships with leading OEMs with more than 10 years of tenure with more than 10 global OEMs

Building Network Density and Efficiency

Q1 2026 Revenue Breakdown by Type



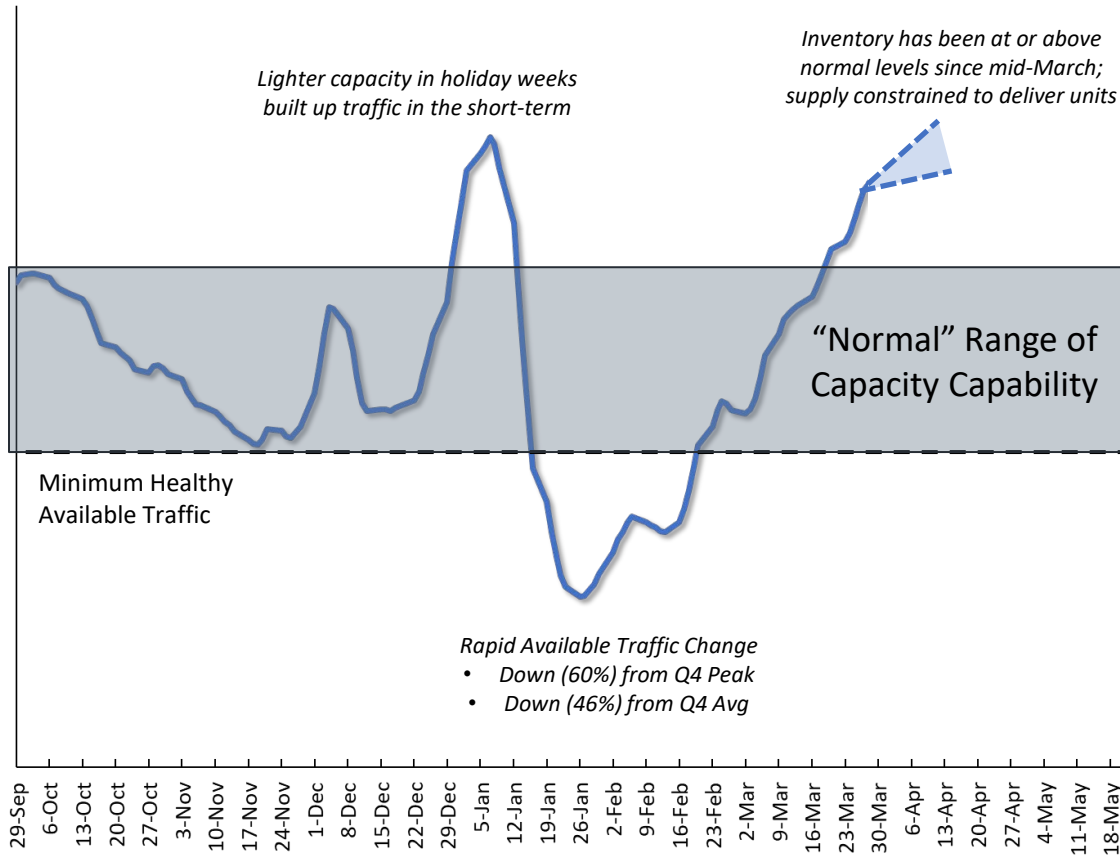
“Sister Haul” Company Revenue Shipped



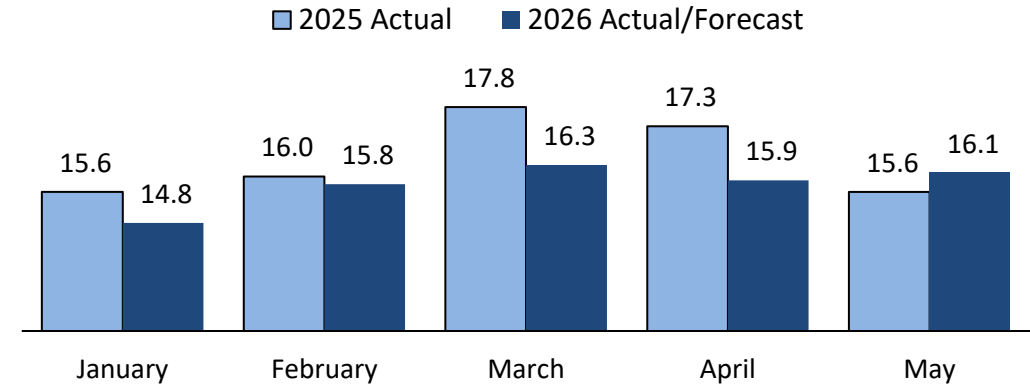
- Diversifying sources of freight
 - OEM portfolio provides more reliable revenue with varied contract sizes, time horizons, and geographies served, often contracted with multiple PAL operating companies
 - Secondary (e.g. used car, rental car) and profitable spot market freight opportunities
 - ProFleet provides ad hoc, dedicated services, for a premier OEM customer
- Leveraging national footprint and resource base
 - Growing “sister haul” sharing of loads across PAL operating companies substantially
 - Expanding subhaul network with greater geographic opportunities
 - Targeting opportunities for backhaul and/or triangulated moves to reduce empty miles, benefitting drivers and the company

Auto Haul Environment Now Changing Very Quickly

PAL Available Traffic Trend – All Operating Companies
Rolling Seven-Day Average VIN Count

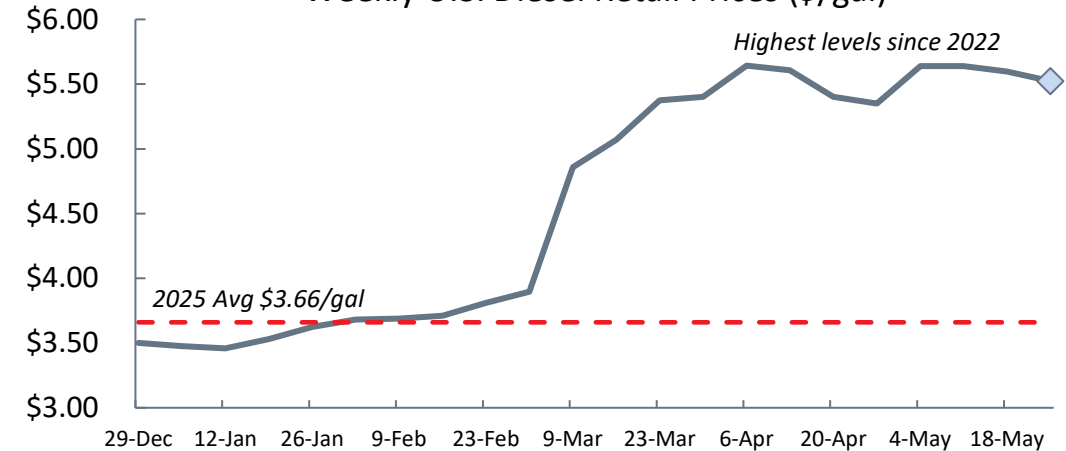


Seasonally Adjusted Annual Rate (SAAR)
Automotive Sales in Millions⁽¹⁾



⁽¹⁾ Source: Cox Automotive

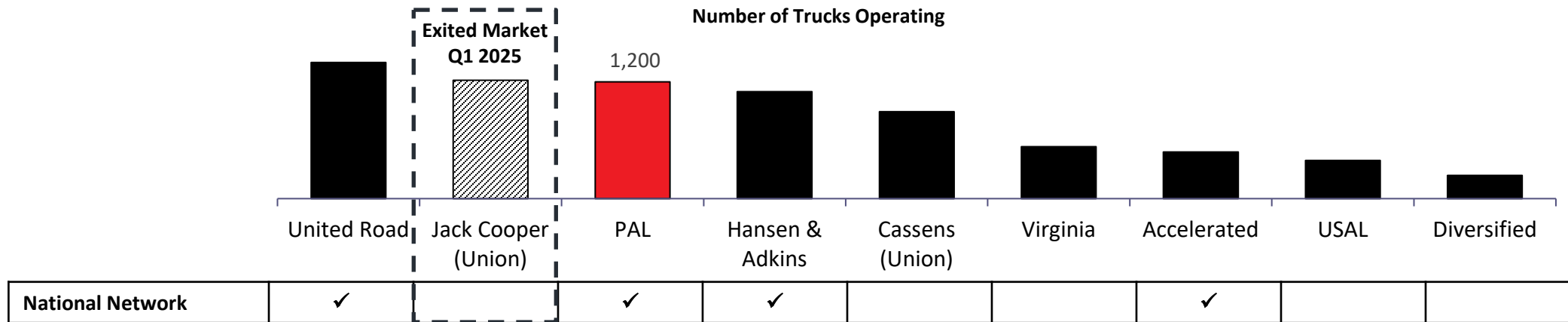
Weekly U.S. Diesel Retail Prices (\$/gal)



As inventories rebounded in late-Q1 and SAAR has stabilized, evidence of capacity loss/tightening supply has emerged in auto haul; rapid fuel increase impacting margins and further tightening industry supply, as diesel price changes lag in fuel-surcharge recovery

Competitive And Capacity Landscape Evolving

PAL vs. Other Major Auto Hauling Carriers



- Auto haul market was over-supplied in 2025, leading to lower rate levels
 - Jack Cooper, second largest in industry, went bankrupt in Q1 2025 and excess supply was easily absorbed
- Q4 2025 and Q1 2026 were characterized by sub-seasonal demand levels coupled with lower rate levels, driving supply exit
 - Financial failure, lower rates pushing drivers to general trucking (broader trucking rates rising), regulatory pressure increasing
- Capacity loss evident with volume rebound in Q1/Q2 and accelerating due to multiple factors
 - Enforcement for English Language Proficiency, final rule on non-domiciled CDLs fully in place
 - Judicial ruling on Montgomery case regarding potential broker/shipper liability for low-quality carriers
 - Rapid rise in fuel costs further straining financial pressure/exits
- **Demand now exceeds available capacity, supporting improved pricing dynamics**

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.



PAL Balance Sheet Is A Differentiating Factor In The Market

Condensed Consolidated Balance Sheet – Q1 2026

| <i>In USD thousands</i> | 3/31/2026 | 12/31/2025 |
|---|-------------------|-------------------|
| Cash & Equivalents | \$ 9,756 | \$ 14,286 |
| Accounts Receivable, net | 49,011 | 42,189 |
| Property & Equipment, net | 109,007 | 115,850 |
| Other Assets | 29,627 | 34,372 |
| Goodwill & Intangibles | 269,034 | 271,281 |
| Total Assets | \$ 466,436 | \$ 477,978 |
| Accounts Payable & Accrued Liabilities | \$ 43,396 | \$ 41,335 |
| Other Liabilities | 48,229 | 50,922 |
| Long Term Debt | 69,077 | 74,330 |
| Shareholders' Equity | 305,735 | 311,391 |
| Total Liabilities & Shareholders' Equity | \$ 466,436 | \$ 477,978 |

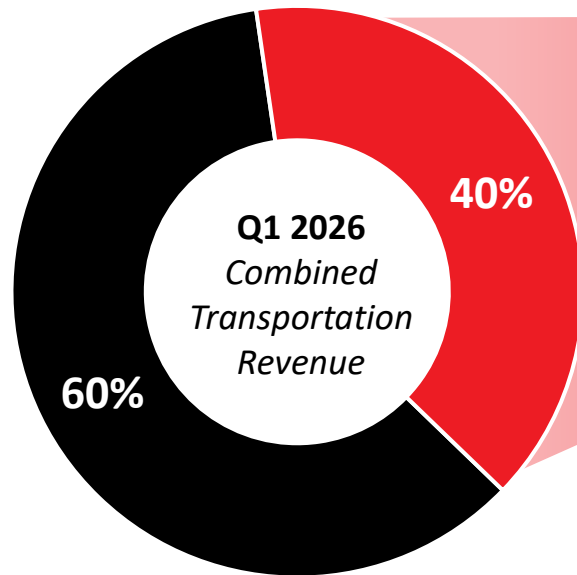
- PAL balance sheet strength is enabling pursuit of growth opportunities and ability to manage industry challenges effectively
- Healthy cash generation and ample liquidity, newer equipment fleet in excellent condition with modest near-term maintenance capex requirements
- Expect debt balances to come down further, retaining substantial borrowing capacity if needed
- Capital allocation balancing continued debt paydown, disciplined share repurchases, and selective M&A to accelerate growth

The consolidated balance sheet as of March 31, 2026 has not yet been audited by the Company's independent registered public accounting firm



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

Revenue Breakdown By Driver Type



■ Subhaul / Owner-Operated ■ Company Delivered

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: 802 Units

Average Age: ~5.5 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
- Company fleet best allocated to locations with reliable, baseload volumes with less volatility to drive high utilization
- 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 are that fleet capacity is sufficient for the near-term market; maintenance capex replacement targeting older fleet, but net new capacity not needed at this time

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 March 31, 2026.




















Summary: A Clear Path To Creating Shareholder Value

- Market demand now exceeds available capacity, supporting improved pricing dynamics
- Integrated, national footprint sustaining performance in the current market, will strengthen further as market conditions improve
- Established relationships and long-term contracts with leading, blue-chip customer base; well-capitalized platform to grow share of a large addressable market
- Future M&A opportunities in a highly fragmented industry to complement organic growth
- Poised for earnings growth and stock multiple expansion given industry dynamics and mid-term market opportunity



Appendix

Management Team

| | | | | | |
|--|--|---|--|---|--|
| C-Suite Executives |  <p>Richard "Rick" O'Dell Chief Executive Officer</p> | <p>25+ years of experience in the transportation and logistics industry</p> | <p><i>SAIA's Share Price⁽¹⁾ Under Rick's Leadership: ~\$7 → ~\$428</i></p> |  <p>(Current) Non-Executive Chairman of the Board of Directors</p> |  <p>(Former) Chief Financial Officer, President and Chief Executive Officer</p> |
| |  <p>Amy Rice President & Chief Operating Officer</p> | <p>10+ years of experience in transportation and logistics industry</p> |  <p>(Former) Independent Director</p> |  <p>(Former) CEO</p> |  <p>(Former) Vice President roles in Operations, Finance, and Strategy</p> |
| |  <p>Brad Wright Chief Financial Officer</p> | <p>30+ years of experience in the financial services industry</p> | <p><i>Assisted in the Sale of FBR & Co. for 1.5x Book Value⁽¹⁾ while Increasing Shareholder Value</i></p> | <p>PMC Consolidated Holdings, LLC (Former) Chief Financial Officer</p> |  <p>(Former) Executive Vice President, Chief Financial Officer and Chief Administrative Officer</p> |
| Outside Directors | <p>Independent board directors with deep transportation and logistics leadership, public company governance, capital markets, M&A, and technology expertise, including former public company CEOs and senior executives from leading freight and logistics companies</p> | | | | |
|           | | | | | |