

# FRP Holdings, Inc. (fka Patriot Transportation Holding, Inc.)

A Real Estate and Transportation Company

Thompson S. Baker, II  
Chief Executive Officer



Investor Presentation

This presentation and discussion may include comments or information about the future of FRP Holdings, Inc., and subsidiaries, including plans, expectations and, in some cases, predictions. These forward-looking statements are based on management's beliefs and assumptions and are, by their nature, subject to risks and uncertainties that could cause actual results and events to differ materially from those indicated in such forward-looking statements. These include general business conditions, competitive factors, political, economic, regulatory, climatic, pricing, energy costs and technological contingencies. Additional information regarding these and other risk factors and uncertainties may be found in the Company's filings with the Securities and Exchange Commission.

We do not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of changes in actual results, changes in assumptions, or any other factors.

## COMPANY OVERVIEW

- The company was formed in 1986 when Florida Rock Industries, Inc. spun off its mining and certain other operating properties, and its trucking subsidiary, Florida Rock & Tank Lines, Inc.
- The mining properties were placed in a subsidiary called Florida Rock Properties, Inc., and were leased back to Florida Rock Industries, Inc. in return for a rental and royalty stream. Many of these agreements remain in place today.
- Today, our transportation business is primarily focused on hauling petroleum, chemical, and dry bulk products in the southeastern United States.
- In 1989 the company formed FRP Development Corp. to acquire, construct, lease and manage land and commercial buildings (primarily warehouses) predominantly in the Baltimore-Washington, D.C. area.
- Our company reports on a fiscal year basis from 10/1 through 9/30.
- Baker Family owns approximately 33% of the Company.

## KEY STRENGTHS

- First, our two businesses, transportation and real estate, are well run businesses with strong management teams and a long history of growth and value creation.
- Our transportation operations have consistently produced excellent returns on capital.
- Our full service real estate development company, FRP Development Corp., is creating significant value for the existing building portfolio through cost efficient and forward thinking property management practices and from our “to-be-developed” properties through aggressive rezoning and entitlement procuring efforts, and ultimately, sale or vertical construction enhancement.
- As aggregate volumes and prices increase in the future, our mining royalty profits will increase with no additional cost to our Company.
- We are financed very conservatively with \$7,282,000 of revolver debt on our transportation company and \$10,363,000 of revolver debt on our real estate company as of 9/30/2014.
- Additional financing for our developed building program consists of 15 to 20 year, non-recourse, fully amortizing mortgages with an outstanding balance of \$45,593,000 as of 9/30/2014. There are no bullet maturities on these loans.

## **Spin-Off of Transportation Business**

On May 7, 2014, the Company issued a press release announcing its intent to separate our transportation business into an independent publicly traded company through a tax free spin-off to shareholders. The separation is subject to a number of conditions including final Board approval, receipt of an opinion by tax counsel, and SEC approval of a Form 10 Registration Statement which was initially filed on August 22, 2014. The Company issued a press release on December 30, 2014 announcing that the Board of Directors had approved the spin off, set a record date of 1/9/15 and a distribution date of 1/30/15 to complete the transaction.

# Spin-off Benefits

## **Why are we separating the real estate and transportation businesses?**

The Board of Directors and management believe separating the real estate and transportation businesses will enable:

1. Each company to focus on its own strategic objectives and opportunities;
2. Each company to allocate resources and deploy capital in a manner consistent with its own priorities;
3. Each company to use their separate publicly traded stock as acquisition currency;
4. Each company to more effectively utilize equity compensation awards by directly tying the value of equity compensation awards to the performance of the business for which award recipients provide services; and
5. Investors, both current and prospective, to value the two companies based on their respective financial characteristics and make investment decisions based on those characteristics.



## Transportation



## Real Estate

# TRANSPORTATION SEGMENT

## PETROLEUM/CHEMICAL/DRY BULK HAULING







Hauls petroleum and other liquid and dry bulk commodities

21 Terminals & 10 Satellite Locations

502 Tractors/601 Trailers

683 Drivers





- ▶ We have grown our driver count from 631 at FYE 2013 to 683 as of FYE 2014.
- ▶ Comparing FY 2013 to FY 2014, we have grown our revenue miles 17%.
- ▶ Approximately 82% of our transportation business consists of hauling petroleum related products used in transportation. Our petroleum clients include major convenience store and hypermarket accounts, fuel wholesalers and major oil companies.
- ▶ 10% of our business consists of hauling dry bulk commodities such as cement, lime, and various industrial powder products. 8% of our business consists of chemicals such as sulfuric acid, caustic soda, methanol, water treatment materials and other industrial chemicals.
- ▶ Our dry bulk and chemical customers include cement and concrete companies, large industrial accounts, and national and regional products distribution companies.

## **Key Operating Strengths:**

- ▶ Safety Culture
- ▶ Customer Service
- ▶ Strong Balance Sheet with Excellent Returns on Capital Employed
- ▶ Seasoned Management Leadership Team

## **Emerging Trends and Key Focus:**

- ▶ Driver Hiring, Training and Retention
- ▶ Integration of Technology



- ▶ Nine of our top ten customers have been with us for over ten consecutive years.
- ▶ We do not have long-term service agreements with our customers and rely completely on our service record and other unique customer focuses to retain these major accounts year after year.
- ▶ We provide many unique services to our customers (inventory management, real-time load tracking, etc.) that some of our competitors do not have the resources to provide.



- ▶ The trucking industry is experiencing one of the worst driver shortages in history.
- ▶ We have been able to successfully hire drivers over the past 5 years.
- ▶ We have recently implemented several new programs and practices specifically to improve driver retention.
- ▶ We have our employees focused specifically on hiring and retention along with two national consulting firms each focusing on different areas where we can improve these practices.
- ▶ We are certain that the future for survival in the trucking industry rests heavily on these key competencies and we aim to be an industry leader in these areas.

- ▶ With the spin-off of our transportation business into a separate, publically traded company we feel we will gain a tremendous advantage in the acquisition markets as we are now one of only a few publicly traded tank truck companies.
- ▶ The tank truck segment of the transportation business is very fragmented with many well-run privately owned businesses.
- ▶ We feel our ability to use our public company stock as acquisition currency will appeal to these owners while allowing them the opportunity to partner with us and remain active in the business.



Developed Buildings



Mining Lands



Land Development





# Developed Buildings



## Developed Buildings Overview

- ▶ Our developed buildings division is Baltimore/Washington, DC/Northern Virginia centric. This has consistently been one of the top ranked markets for industrial/warehouse performance in the United States and has typically seen strong rent growth year over year. We believe strongly in the future of this market and are committed to continuing to grow our successful platform well into the foreseeable future.
- ▶ Our Baltimore located management team responsible for this division has “grown up” in this market and have proven themselves as experts in this market place.
- ▶ Focus has primarily been on constructing Class A warehouses between 60,000–150,000 square feet with 24-28 foot clear heights. Our buildings are constructed for multi-tenant use, but we do have several buildings that are currently occupied by single tenants. We have also built two suburban office buildings and own and manage a third.
- ▶ Additionally, over the years, we have opportunistically acquired 12 operating warehouse/office buildings, typically in connection with a 1031 exchange opportunity.
- ▶ We currently have 37 buildings totaling approximately 3.5 million s.f. that we own and manage.

# Developed Buildings

as of 9/30/2014

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Developed Buildings	Total SF 09/30/2014	% Occupied 09/30/2014	FYE 2014 Debt	Debt Maturity	Year Built
<b>Arundel Business Center, Howard County, MD</b>					
8230 Preston Court	72,391	100%	\$ 508,731	08/2017	1987
8240 Preston Court	90,405	100%	\$ 763,096	08/2017	1996
<b>Total</b>	<b>162,796</b>		<b>\$ 1,271,827</b>		
<b>Oregon Business Center, Anne Arundel County, MD</b>					
810 Oregon Avenue	113,280	87.3%			1989
812 Oregon Avenue	82,335	92.1%			1990
<b>Total</b>		<b>195,615</b>			
<b>Rossville Business Center/Yellow Brick, Baltimore County, MD</b>					
9104 Yellow Brick Road	93,755	100%	\$ 207,641	06/2015	1994
9108 Yellow Brick Road	96,762	100%	\$ 3,701,806	07/2027	1992
<b>Total</b>	<b>190,517</b>		<b>\$ 3,909,447</b>		
<b>Lakeside Business Park, Harford County, MD</b>					
1502 Quarry Drive	110,875	100%	\$ 973,579	06/2018	1997
1504 Quarry Drive	96,800	100%	\$ 1,848,762	11/2021	2000
1506 Quarry Drive	94,832	100%	\$ 1,584,651	11/2021	2001
2201 Lakeside Blvd.	148,425	100%			2009
2202 Lakeside Blvd.	129,891	53%	\$ 2,644,668	06/2023	2002
2203 Lakeside Blvd.	99,100	100%	\$ 1,954,402	06/2021	2001
2204 Lakeside Blvd.	74,056	100%			2007
2206 Lakeside Blvd.	67,128	100%			1999
2208 Lakeside Blvd.	72,615	100%			1999
<b>Total</b>	<b>893,722</b>		<b>\$ 9,006,062</b>		
<b>Dorsey Run Business Park, Howard County, MD</b>					
8620 Dorsey Run Road	85,100	100%	\$ 1,200,912	12/2020	1987
<b>Hillside Business Park, Baltimore City, MD</b>					
7001 Dorsey Blvd.	145,180	100%			2005
7010 Dorsey Road	74,600	100%	\$ 3,533,889	07/2027	2003
7020 Dorsey Road	84,760	100%	\$ 3,816,295	07/2027	2006
7021 Dorsey Blvd.	200,200	100%	\$ 3,012,105	09/2018	2003
7030 Dorsey Blvd.	62,733	89.0%			2008
<b>Total</b>	<b>567,473</b>		<b>\$ 10,362,289</b>		

# Developed Buildings

as of 9/30/2014 19

Developed Buildings	Total SF 09/30/2014	% Occupied 09/30/2014	FYE 2014 Debt	Debt Maturity	Year Built
<b>Windsor Corporate Park, Baltimore, MD</b> 6920 Tudsbury Road	86,100	100%	\$ 1,328,618	12/2020	2000
<b>Loveton Business Center , Baltimore, MD</b> 34 Loveton Circle	33,708	81.4%	\$ 1,911,964	07/2027	1990
<b>Interchange Business Park , DE</b> 100/300 Interchange Blvd. 200/400 Interchange Blvd.	151,006	50.9%	\$ 4,604,360	07/2027	1987
	152,000	69.9%	\$ 4,604,360	07/2027	1987
<b>Total</b>	303,006		\$ 9,208,720		
<b>Norfolk Industrial Park, Norfolk, VA</b> 1187 Azalea Garden Blvd.	188,093	100%	\$ 5,304,650	07/2027	1966
<b>Windlass Run Business Park, Baltimore County</b> 11500 Crossroads	69,474	100%			2008
<b>155 E. 21<sup>st</sup> Street Buildings, Jacksonville, FL, Duval County</b>	68,757	100%			1964
<b>Hollander 95, Baltimore City</b> 1901 62 <sup>nd</sup> Street	82,800	100%			2008
<b>Patriot Business Center, Manassas VA</b> 11800 Brewer's Spring Road 11801 Brewer's Spring Road	125,550	100%			2014
	117,600	100%			2013
<b>Total</b>	243,150				
<b>Transit Business Park, Baltimore City</b> 3031 Washington Blvd. 3051 Washington Blvd. 3101 Washington Blvd 3121 Washington Blvd. 3131 Washington Blvd.	22,000	100%			1990
	71,200	63.5%			1990
	40,328	40.3%			1978
	70,790	100%			1972
	28,000	0%			1986
<b>Total</b>	232,318				
<b>Kelso Business Park, Baltimore City</b> 8515 Kelso Drive 8525 Kelso Drive	33,990	100%			1999
	35,690	100%			1999
<b>Total</b>	69,680				
<b>Totals</b>	<b>3,472,309</b>	<b>89.6%</b>	<b>\$ 45,592,949</b>		

# Developed Property Rental Segment FY 2014 NOI

## (As Reconciled to FY 2014 GAAP Reported Financials in Form 10K)

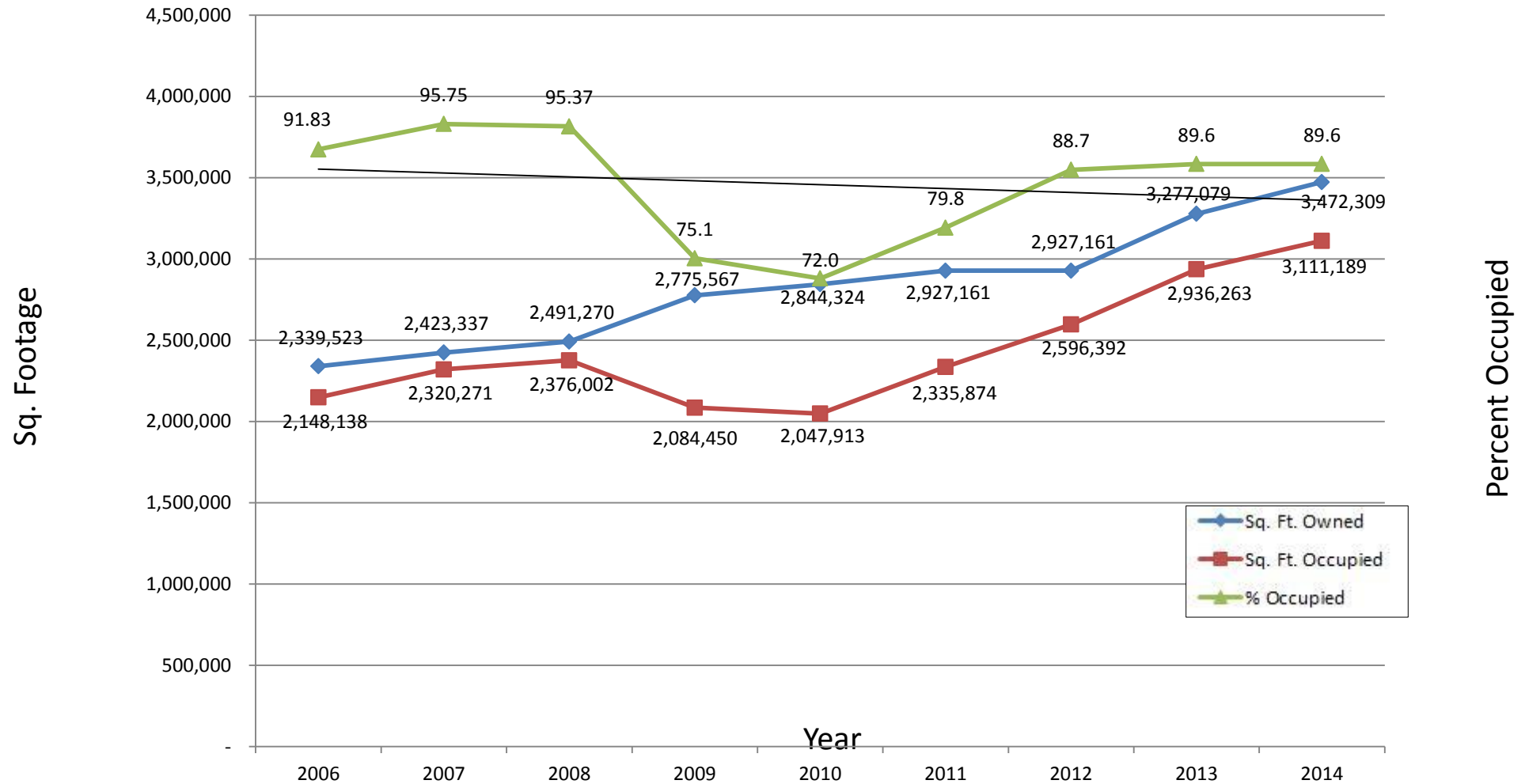
as of 9/30/2014

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	Developed Property Rental Segment	Mining Royalty Lands Segment	Transportation Segment	Unallocated Corporate	FRP Holdings, Inc. (Per GAAP)
Net Income	4,852,000	2,343,000	3,794,000	(970,000)	10,019,000
Income Tax Allocation	3,221,000	1,556,000	2,519,000	(644,000)	6,652,000
Income before income taxes	8,073,000	3,899,000	6,313,000	(1,614,000)	16,671,000
Less:					
Gains on investment land sold	476,000				
Other income	22,000				
Lease Intangible Rents	81,000				
Plus:					
Unrealized rents	40,000				
Equity in loss of Joint Venture	89,000				
Interest Expense	1,431,000				
Depreciation/Amortization	6,563,000				
Management Company Indirect	1,424,000				
Allocated Corporate Expenses	1,133,000				
Net Operating Income	18,174,000				

NOTE: The Company makes reference above to net operating income ("NOI") of its developed properties rentals segment. For this purpose, NOI is defined as rental revenues, including tenant expense reimbursements, less property operating expenses (property operating expenses, property management expenses including allocated personnel costs, real estate taxes, repairs and maintenance, marketing, other property operating costs, and provision for doubtful accounts). NOI excludes unrealized rent revenue from straight line rent adjustments, lease intangible rents, depreciation, amortization, overhead expenses and interest expense. Management believes that NOI is a useful measure of the operating performance of the operating assets of this segment because NOI excludes certain items that are not associated with management of the properties. Additionally, FRP believes that NOI is a widely accepted measure of comparative operating performance in the real estate industry. However, NOI should not be considered as an alternative measure of profitability. Moreover, FRP's use of the term NOI may not be comparable to that of other real estate companies as they may use different methodologies for computing this amount.

## Square Feet Owned and Tenant Occupancy





# Mining Lands

## Mining Lands Overview

- ▶ We own 14 properties comprising approximately 15,000 acres currently under lease for mining rents or royalties (not including the Brooksville property – 4,280 acres).
- ▶ Other than one location in VA, all of these properties are located in Florida and Georgia. Based on history, we believe strongly in the future construction growth potential of these two States which directly benefits our potential for increased mining royalties. Additionally, these locations provide us with excellent opportunities for valuable “2<sup>nd</sup> lives” for these assets as “planned unit development” communities.
- ▶ Our current mining tenants include Vulcan Materials, Martin Marietta, and Cemex, among others.
- ▶ Mining royalties are collected on lands where mineable reserves exist. These royalties are based on the greater of (i) a fixed annual minimum royalty charge, or (ii) the volume of tons sold off our lands in a given year multiplied by a percentage of the average annual sales price at which the tons were sold.
- ▶ Mining rents are collected on lands where the reserves have been depleted, but the land still has operational value to the mine operator (e.g., their plant is on our property).
- ▶ We experience no additional costs with increased volumes or prices in this business so additional revenue drops straight to our bottom line.
- ▶ Our total estimated reserves are 435,316,000 tons as of September 30, 2014.

# Mining Lands

as of 9/30/2014 24

Location	Acres	Tenant	Lease Termination	Renewal Options	Minimum Royalty (Annually)	2014 Royalty Paid	2014 Tons Sold
Newberry, Alachua Co, FL	1,107	Vulcan/ARGOS	11/30/2098	None	\$ 85,860	\$ 496,338	642,588
Forest Park, Clayton Co. GA	116	Vulcan Materials	7/31/2037	(2) 25 year terms	\$ 92,328	\$ 92,328	0
Tyrone, Fayette Co, GA	97.70	Martin Marietta	4/30/2016	(3) 10 year terms	\$ 128,808	\$ 273,552	419,558
Airgrove (Lake Sand), Lake Co, FL	578	Vulcan Materials	4/30/2020	No renewals	\$ 68,700	\$ 68,700	21
Ft. Myers, Lee Co, FL	1,993	Vulcan Materials	4/30/2021	(1) 15 year terms	\$ 343,464	\$ 343,464	0
Columbus, Muscogee Co., GA	143	Foley/Concrete Company	12/31/2028	(1) 20 year term	\$ 136,404	\$ 216,919	1,035,526
Macon, Monroe Co. ,GA	459	Vulcan Materials	4/30/2016	(3) 10 year terms	\$ 148,704	\$ 558,973	1,223,910
Grandin, Putnam Co., FL	6,828.07	Vulcan Materials	8/31/2026	(2) 10 year terms	\$ 1,000,000	\$ 1,000,000	671,919
Keuka, Putnam Co, FL	1,155.12	Vulcan Materials	4/30/2016	(1) 10 year terms	\$ 171,720	\$ 512,982	269,268
Lake Louisa, Clermont, FL	1,196.44	Cemex	11/30/2033	None	\$ 621,252	\$ 621,252	0
Manassas, VA	51.26	Vulcan Materials	5/31/2020	None	\$ 4,800	\$ 318,250	312,046
Marion Sand	562	Vulcan Materials	3/31/2031	None	\$ 132,351	\$ 132,351	0
Astatula	326	Vulcan Materials	3/31/2031	None	\$ 132,351	\$ 132,351	0
Brooksville	159.80	Vulcan Materials	12/31/2022	None	\$ 250,000	\$ 217,280	371,275
<b>TOTAL</b>	<b>14,772</b>				<b>\$ 3,066,742</b>	<b>\$ 4,984,740</b>	<b>4,946,111</b>



## Historical Tons and Royalty Information

Aggregates	2006	2007	2008	2009	2010	2011	2012	2013	2014
Total Tons	10,295,167	8,215,584	6,983,772	4,951,961	4,377,904	4,648,370	3,943,841	3,798,401	3,959,533
Total Royalty	\$ 5,307,820	\$ 4,784,110	\$ 4,598,289	\$ 3,632,870	\$ 3,542,740	\$ 3,396,258	\$ 3,506,444	\$ 4,176,073	4,293,731
Avg royalty per ton	\$0.52	\$0.58	\$0.66	\$0.73	\$0.81	\$0.73	\$0.89	\$1.10	\$1.09
Cement	2006	2007	2008	2009	2010	2011	2012	2013	2014
Total Tons	810,325	749,573	733,126	555,571	652,652	619,697	537,040	709,039	625,395
Total Royalty	\$ 671,763	\$ 709,575	\$ 707,320	\$ 501,792	\$ 576,756	\$ 457,784	\$ 385,169	\$ 512,209	473,729
Avg royalty per ton	\$0.83	\$0.95	\$0.96	\$0.90	\$0.88	\$0.74	\$0.72	\$0.72	\$0.76
PPI (Construction materials ) YOY % Growth	6.94%	5.71%	5.56%	1.87%	2.16%	1.32%	2.57%	2.94%	TBD



# Land Development

## Land Development Overview

- ▶ For the past 25 years, one of our operating strategies has been to acquire and develop commercial business parks with multiple building locations or “pads”. We have historically used these “pads” to construct our own buildings for lease-up and management, though more recently we have sold a few sites to non-competing users where the pads were not ideal for our typical warehouse footprints.
- ▶ The Anacostia property, now known as RiverFront on the Anacostia, is the crown jewel of our portfolio and we have spent the better part of twenty years working through the entitlements process for this project. We are thrilled that construction on Phase I of this project is finally underway and are very excited about the future prospects this project offers our company.
- ▶ The Bird River Residential/Windlass Run Business park project is a perfect example our Baltimore management team’s vision and expertise in the Baltimore area. This property went from being in a rural area northeast of Baltimore with no reasonable means of access, to what is now part of a burgeoning area, due mainly to the construction of Maryland Rt. 43. Our team saw the possibilities for this property early on and were able to use their entitlements expertise to properly zone not only a business park for our own building platform but also a sizeable residential development.
- ▶ As the mining reserves were nearing their end at Brooksville (just north of Tampa, FL), the company set out to strategically position the property for a second life. Those efforts were successful when in 2011 we received final development approval for a Development of Regional Impact from both the County and the state of Florida.
- ▶ Although mining on our Ft. Myers property is only expected to begin in the next few years, we have worked diligently for the past ten years to provide a future use for this property as a waterfront lake development in the very popular retirement area of SW Florida. Now that the entitlements are in place for this, we will continue to monitor our tenant’s (Vulcan Materials) progress on completing the mining with an eye towards finding the right homebuilder to acquire the residential land at the appropriate time.

## Developed Lots for Warehouses

<u>Location</u>	<u>SF +/-</u>	<u>Acreage</u>	<u>NBV</u>	<u>Status</u>
Lakeside, MD (Remainder)	266,530	20	\$ 1,600,608	1. Ready for vertical construction
Windlass Run Business Park, MD (Commercial Remainder)	386,626	37	\$ 7,058,029	2. 150,000 S.F. under design and permitting w/remainder ready for vertical construction
Patriot Business Center, Manassas, VA	198,150	23	\$ 4,259,436	3. Ready for vertical construction
Hollander 95 Business Park, MD	425,750	37	\$ 6,187,237	4. 80,000 S.F. under design and permitting w/remainder ready for vertical construction.
Total	1,277,056	117	\$ 19,105,310	

## Developed Lands

<u>Location</u>	<u>Approx. Acreage</u>	<u>NBV</u>	<u>Status</u>
RiverFront on the Anacostia (1M s. f. mixed use)	6	\$ 21,748,330	Phase I under construction Phase II-IV entitled
Bird River, MD – Phase II (Residential)	74	\$ 4,473,416	Settlement scheduled 2 <sup>nd</sup> quarter of 2015, \$11M
Brooksville Quarry JV (Residential/mixed use)	4,280	\$ 7,506,000	Master development plan approved
Hampstead Trade Center, MD (Industrial Park)	117	\$ 7,034,894	Residential studies ongoing
Gulf Hammock Levy County FL (Residential/Recreation)	1,600	\$ 561,463	Listed for sale
Total	6,077	\$ 41,324,103	

## Patriot Business Park

- Acquired 100 acres with a potential of 700,000 sq. ft. in December, 2005.
- Sold 28 acres to Virginia DOT for a future interchange having an NBV at the time of approximately \$3.5M for \$6.4M on December, 2007.
- 243,150 existing s. f. (Two build-to-suit buildings – 100% occupied as of January, 2013 and February, 2014).
- 129,850 s. f. build-to-suit under construction (occupancy expected in November, 2014).
- 2 lots remaining for future development of 198,150 sf (Bldg. F and Bldg. G).
- 15.2 acre site with a NBV of approximately \$4.4M. Sold for \$4.775M in August, 2013.
- 4 acre site with a NBV of approximately \$1.7M. Sold for \$2M in April 2014.

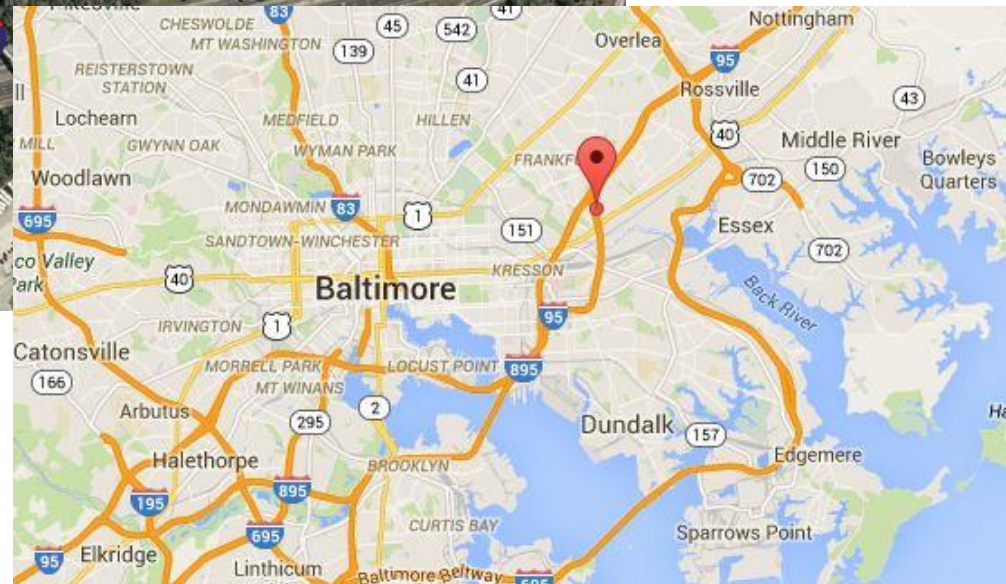


Manassas, VA  
Northern VA sub-market



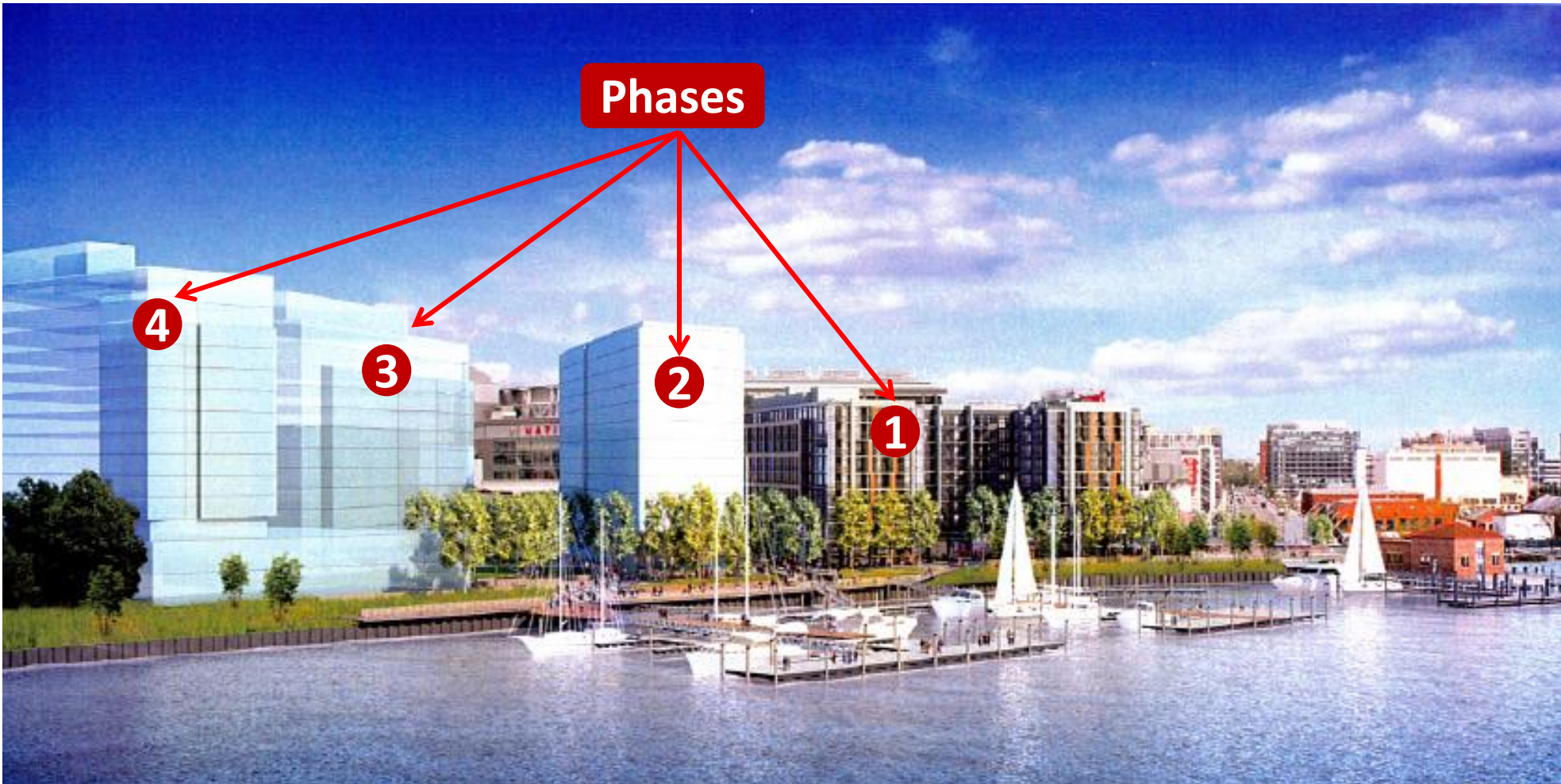


**hollander**  
**95** BUSINESS PARK





## The RiverFront on Anacostia

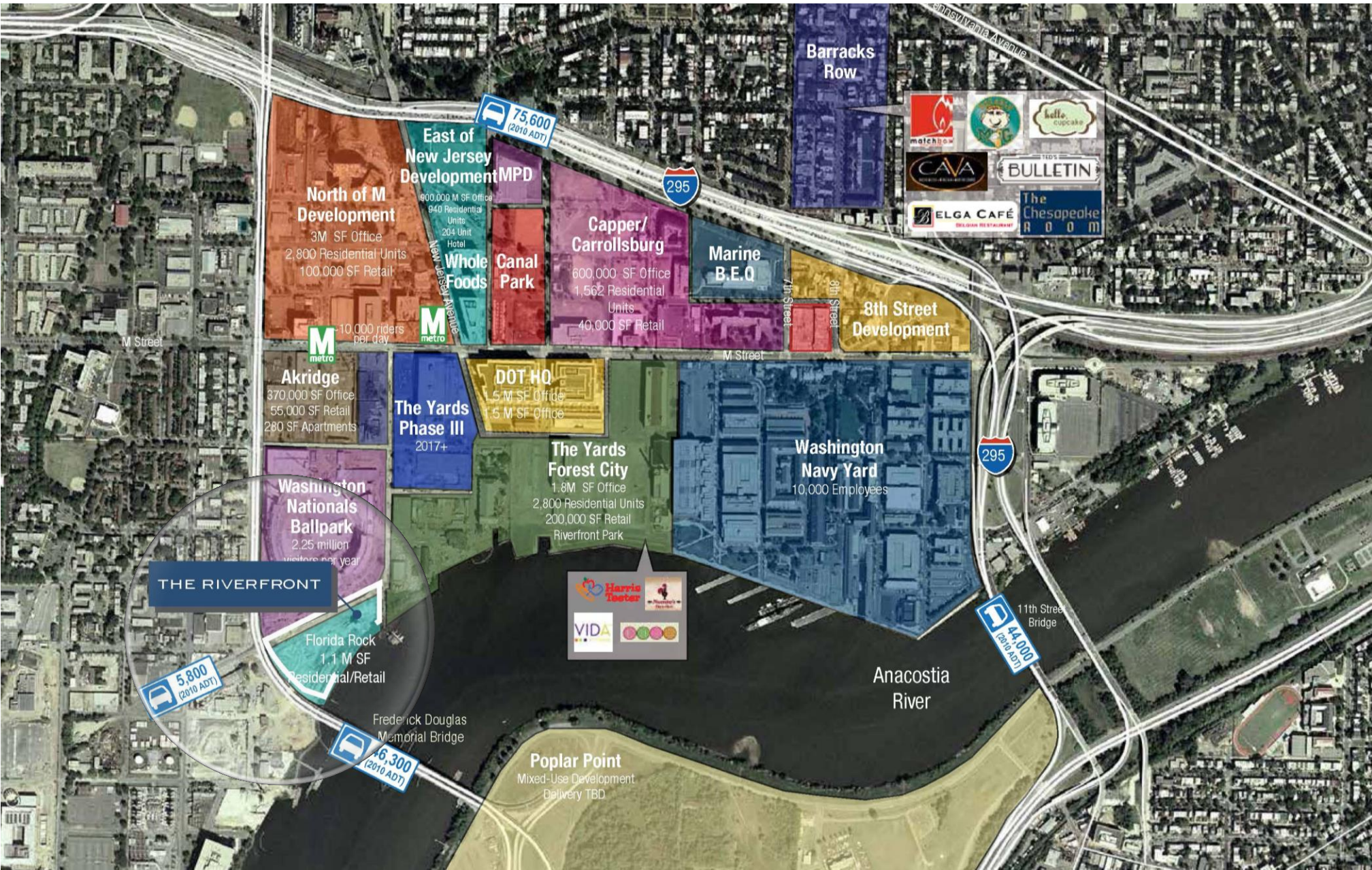


## Overview of RiverFront on the Anacostia

- ▶ This property consists of 6 acres on the Anacostia River and sits immediately adjacent to the Washington National's baseball park.
- ▶ We began the entitlements process to obtain a mixed use PUD zoning in the Fall of '94.
- ▶ Our property is now zoned for construction of approximately 1M square feet of commercial, residential, and retail uses in four phases with a shared public esplanade along the waterfront.
- ▶ Around 2000, DC started to experience the reversal of a multi-decade trend of people moving out of the District and into the surrounding suburbs. Today, young workers are flocking to many major metropolitan areas and DC has been one of the biggest beneficiaries of this movement.
- ▶ Since the baseball park was announced, the Capitol Riverfront submarket has seen one of the most rapid and impressive redevelopments in the country.
- ▶ Phase I is currently under construction as a 305 unit residential apartment building with 19,000 square feet of first floor retail, while phases II, III and IV are slated for a mix of residential, office and a hotel/residential building, all with first floor retail uses.
- ▶ This property is the "crown jewel" of our portfolio, and we will continue our focus on finding the best way(s) to maximize the long term value for our shareholders.



## Proposed development map for the Capitol Riverfront submarket.





## Fort Myers Land

- ▶ We own approximately 2,000 acres leased to Vulcan Materials of which 475 acres are approved for mining with estimated mineable reserves of +/- 16M tons.
- ▶ To date, Vulcan has not mined on this land and has paid just the annual minimum royalty which is currently \$344,000.
- ▶ Highlights of a recent amendment to our lease agreement, signed June 2014, but made effective as of 12/4/2011:
  - We will grant a conservation easement over the majority of the non-mineable property to compensate for impacts of mining on our property and Vulcan's adjoining property
  - We will grant the County a ten-year option (@ \$2.3M purchase price) to acquire approximately 90 acres of land for ROW to construct the Alico Rd. Connector between SR 82 to our north and Alico Rd. to our south (runs adjacent to a residential area and provides access we don't have today)
  - We divided our mining land into three areas (Phases 1-5 (6M tons), Phase 6 (7.5M tons) and Phase 7 (2.5M tons))
  - On Phases 1-5 - Vulcan agreed to commence mining as soon as permits are received (expected in next 12-24 months) and to complete mining and reclaiming that area no later than December 4, 2026. Additionally, Vulcan agreed to leave land in place around those lakes (approximately 100 acres) sufficient to accommodate up to 105 one acre residential lots that are already approved under our current zoning. We estimate the +/- 6M tons to be mined from this area will occur evenly over years 2017-2022
  - Phase 6 - As soon as practicable following completion of Phases 1-5, Vulcan agreed to commence mining Phase 6 to completion (estimated mining of these 7.5M tons evenly over years 2023-2029)
  - No time frame placed on mining Phase 7 (2.5M tons)
- ▶ Estimated royalty per ton when mining commences is approximately \$1.00 per ton
- ▶ We plan to market and sell the residential land in bulk as soon as practicable following completion of mining of Phases 1-5 (i.e. 2022-23)

## Key Strengths

### Reasons For Confidence

- ✓ Strong position in Baltimore-Washington-Northern Virginia Commercial Real Estate Market
- ✓ Top Performing Tank Truck Company
- ✓ Awarded Best Safety Program in the Industry by National Tank Truck Carriers
- ✓ Investment Land for Development and/or Future Sale
- ✓ High Quality Balance Sheet and Strong Internal Cash Flow



# CONTACT US

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## INVESTOR RELATIONS

John D. Milton, Jr.

Executive Vice-President, CFO, Treasurer, Secretary

NASDAQ: FRPH

