



Patriot Transportation Holding, Inc.

FRTL – A Transportation Company



Thompson S. Baker, II
Chief Executive Officer

BB&T Capital Markets Conference – February 10-11, 2016

This presentation and discussion may include comments or information about the future of Patriot Transportation Holding, 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.

Our Company was spun off from Patriot Transportation Holding, Inc. (now known as FRP Holdings, Inc.) on January 30, 2015 whereby we retained the Patriot name to be used in our transportation business. Our only operating subsidiary, Florida Rock & Tank Lines, Inc., has served as a premier bulk tank carrier since 1962. As an industry leader, we continue to grow in the southeastern United States transporting petroleum and other liquid and dry bulk commodities.

While the tank truck industry continues to be very fragmented, for the past decade we have consistently operated as one of the few large, top tier tank truck haulers in the southeastern United States. We have continued to grow our market footprint, our driver count and our revenues and are poised to continue that growth with a strong balance sheet and cash flows, a newly created public stock currency and excellent committed financing from Wells Fargo and BB&T.

Key Operating Strengths:

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

Emerging Trends and Key Focuses:

- ▶ Driver Hiring, Training and Retention
- ▶ Establish a compensatory rate structure in this low diesel fuel price environment

Setting Ourselves Apart In The Industry

We are continuing to set ourselves apart in the industry by focusing on several key items we believe add tremendous value to our customers:

- ▶ A very “customer friendly” back office staff, including our IT department, which works closely with our customers on key initiatives to link our two companies together.
- ▶ A sharp focus on hiring and retaining the best drivers available to deliver our customers products on time and safely.
- ▶ With the support of our central and nighttime dispatch centers in Jacksonville, Florida, we are able to operate 24 hours a day, 7 days a week thus providing our customers with a valuable service and accessibility to our employees whenever a need arises.
- ▶ A large footprint throughout the southeastern United States which allows us to send drivers temporarily from one location to another when required by our customers’ needs or as growth opportunities arise.

Transportation Overview at 1st Qtr End 12/31/15

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Haul petroleum and other liquid and dry bulk commodities

21 Terminals & 9 Satellite Locations

488 Tractors - 563 Trailers

704 Drivers

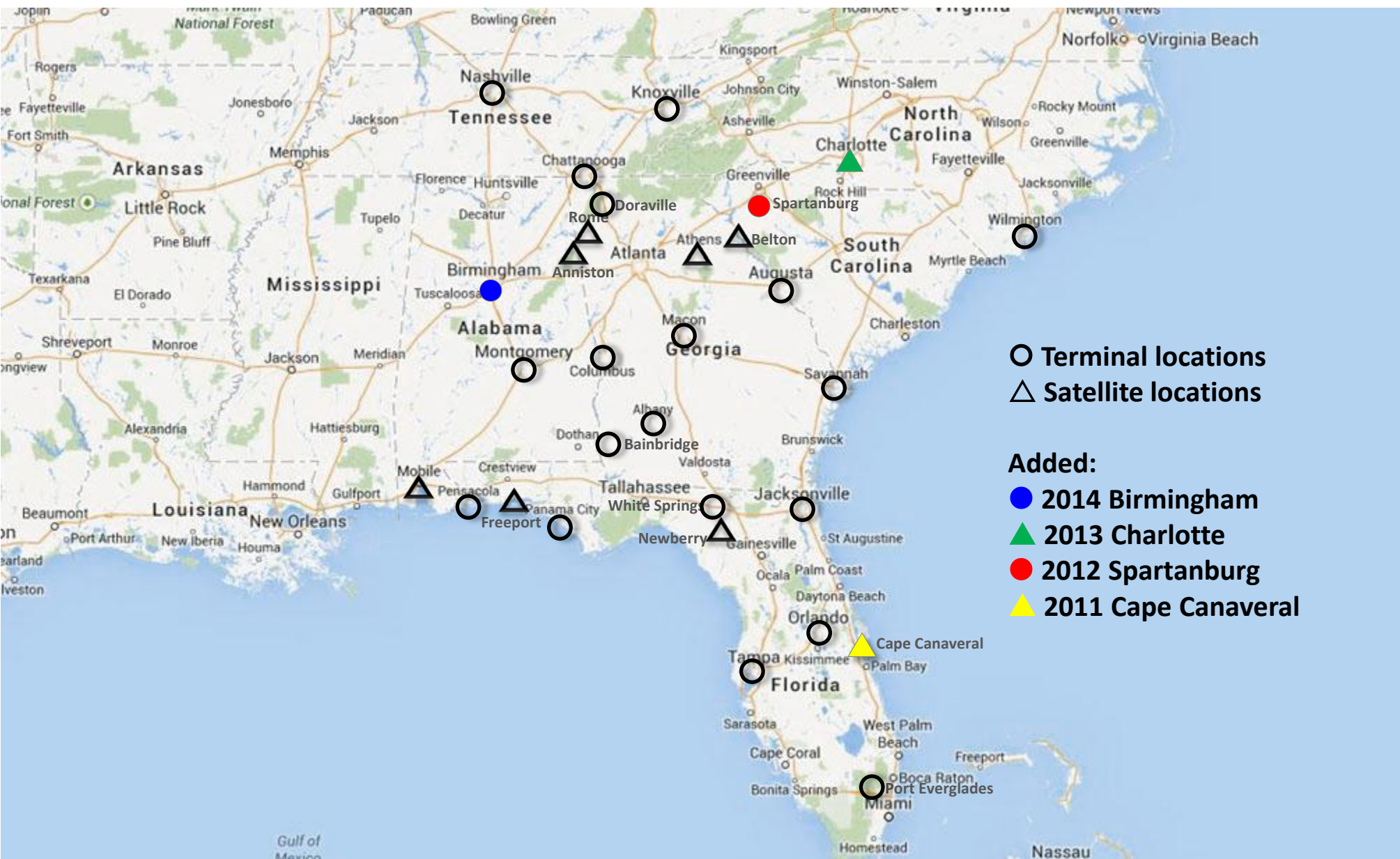


Petroleum, Chemical and Dry Bulk Hauling



- ▶ We ranked as the #15 tank truck carrier in the United States by gross revenue in the 2014 Bulk Transporter's Gross Revenue Report and we generated approximately 66% of our revenues in markets where we rank as one of the top three tank truck haulers.
- ▶ 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.
- ▶ The remaining 18% of our business consists of hauling dry bulk commodities such as cement, lime, and various industrial powder products and chemicals such as sulfuric acid, caustic soda, methanol, water treatment materials and other industrial chemicals. Our dry bulk and chemical customers include large industrial companies, industrial accounts and products distribution companies.

FRTL Locations



Customer Focus

- ▶ Nine of our current top ten largest volume customers have each 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 (e.g. web portal access, document imaging/billing, real-time load tracking, customized interface design, etc.) that many of our smaller competitors do not have the resources to provide.



Murphy Oil
Carrier of the Year
in 2010, 2011, 2012,
2013, and 2014



Marathon
2014 Value Added
Award
and
2015 Flawless
Execution Award



- ▶ Safety is our #1 focus and our long proven track record has allowed us to self-insure and maintain low insurance premiums thus enhancing our profitability and providing confidence for our customers that their products will be delivered on time and safely.
- ▶ For the past 11 years, we have held our DOT recordable accident frequency rate under 1.0 per million miles and our preventable DOT recordable accident frequency rate under 0.3 per million miles, measures that clearly set us apart in our industry.
- ▶ Our CSA scores have consistently been well below the DOT established peer group thresholds and among the best in our industry peer group.

Major Safety Awards

- ▶ Our driver, Olin Banks, Jr., received national recognition in April 2015 from the National Tank Truck Carrier organization as one of the top eight champion drivers for 2014. To his credit, Olin has 42 years of commercial driving experience and nearly 5,000,000 accident free miles!
- ▶ 2011 National Tank Truck Carrier Outstanding Performance in Safety Award.
- ▶ Lockton Companies President's Award for Safety Excellence – 2009.
- ▶ Jim Anderson, Vice President, Safety and Risk Management
 - 2011 National Tank Truck Safety Director of the Year, 2010 Florida Trucking Association Safety Professional of the Year.



Seasoned Leadership Team

- ▶ Rob Sandlin – President, Florida Rock and Tank Lines, Inc.
 - 32 years in the industry; joined the company in '84, named VP in '93 and President '03.

- ▶ Jim Anderson – V. P. Safety & Risk Management, Florida Rock and Tank Lines, Inc.
 - 36 years in the industry; joined the company in '80, named VP in 2000.

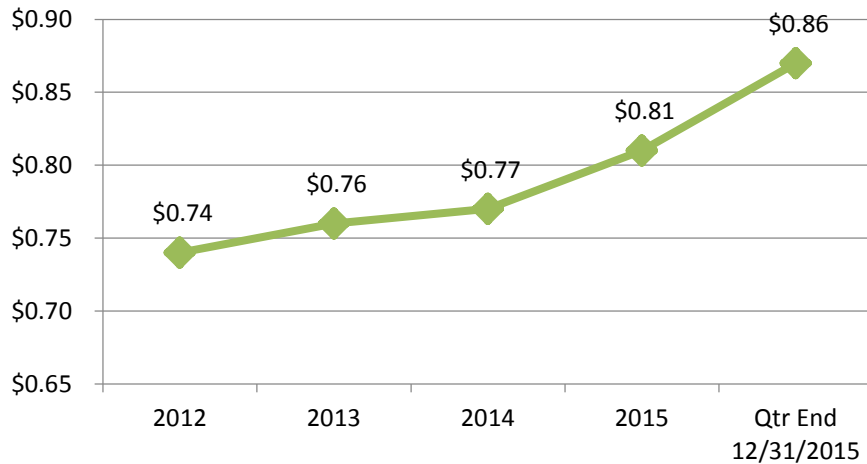
- ▶ Terry Phipps – V. P. Sales, Florida Rock and Tank Lines, Inc.
 - 29 years in the industry; Served as President of Sunbelt Transport from 2003 until we sold the business in 2009, he joined FRTL in 2011 and has served in his current position since that time.

Hire and Retain Drivers

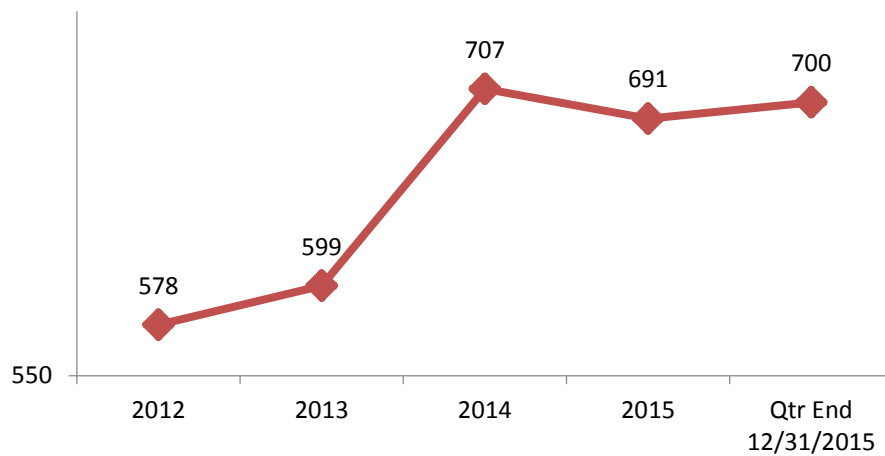
- ▶ The trucking industry is experiencing one of the worst driver shortages in history.
- ▶ However, we have been able to successfully hire drivers over the past five years growing our average driver count from 564 in FY 2011 to 691 in FY 2015.
- ▶ We are implementing several new programs specifically related to hiring and retention and our employees, along with two consulting firms, are 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 driver hiring and retention.

Driver Turnover and Driver Count

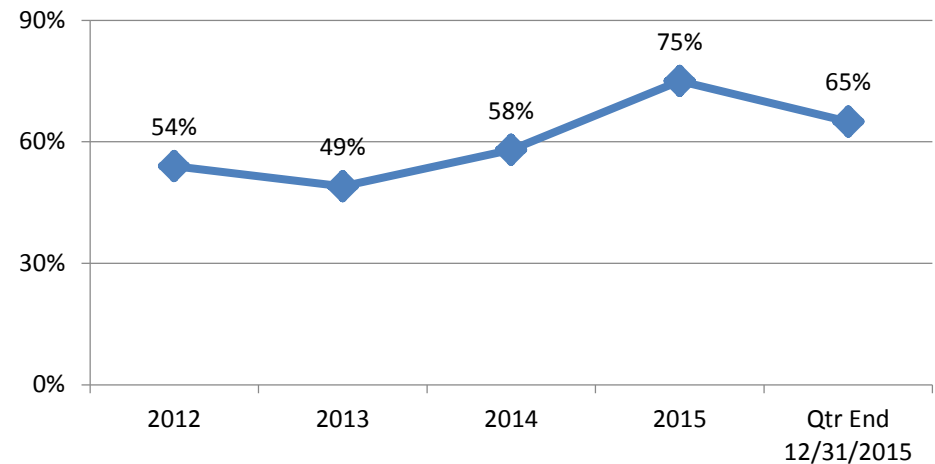
Driver Pay Per Mile



Average Driver Count



Driver Turnover



We have invested in several new technologies over the past decade (e.g., TMW Systems, Doclink, and Omnitracs) which allow us to provide our customers with unique benefits not traditionally found throughout the industry. In recent years, our I.T. group has worked directly with our customers to develop customized interfaces which have allowed us both to lower our costs and to build stronger partnerships.

Financial Condition

(\$ in millions except per share data)

Balance Sheet		
	Q1 2016 12/31/15	FYE 2015 9/30/15
Cash and Cash Equivalent	\$ 0.0	0.0
Current Assets	\$ 12.0	11.8
Total Assets	\$ 57.8	59.5
Shareholder Equity	\$ 39.0	37.2
Debt	\$ 0.5	0.0
Debt to Equity Percent	1.23%	0%
Book value per share	\$ 11.91	11.37

Consolidated Statements of Income

Three Months Ended December 31

(In thousands, except per share amounts and change)

	2016	2015	Change
Revenues	\$ 29,371	31,717	(7.4%)
Operating profit:			
Transportation operating profit	\$ 599	1,833	(67.3%)
Net Income	\$ 1,375	1,102	24.8%
Earnings per common share:			
Diluted – total net income	.42	.34	23.5%

Twelve Months Ended September 30

(In thousands, except per share amounts and change)

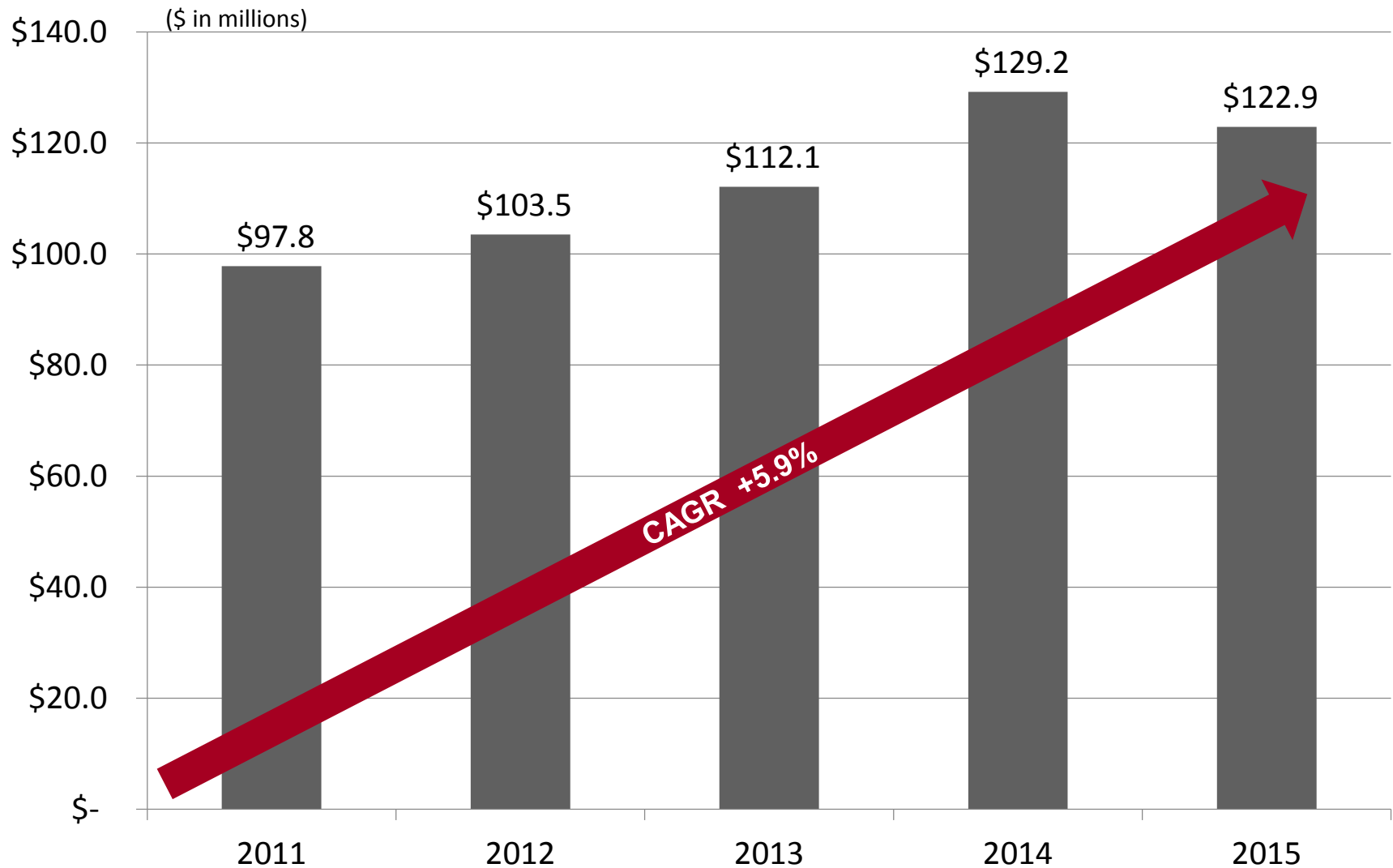
	2015	2014	Change
Revenues	\$122,882	\$129,162	(4.9%)
Operating profit:			
Transportation operating profit	\$5,586	\$5,343	4.5%
Net Income	\$3,339	\$3,197	4.4%
Earnings per common share:			
Diluted – total net income	\$1.02	\$.99	3.0%

Year-Over-Year Transportation Metrics

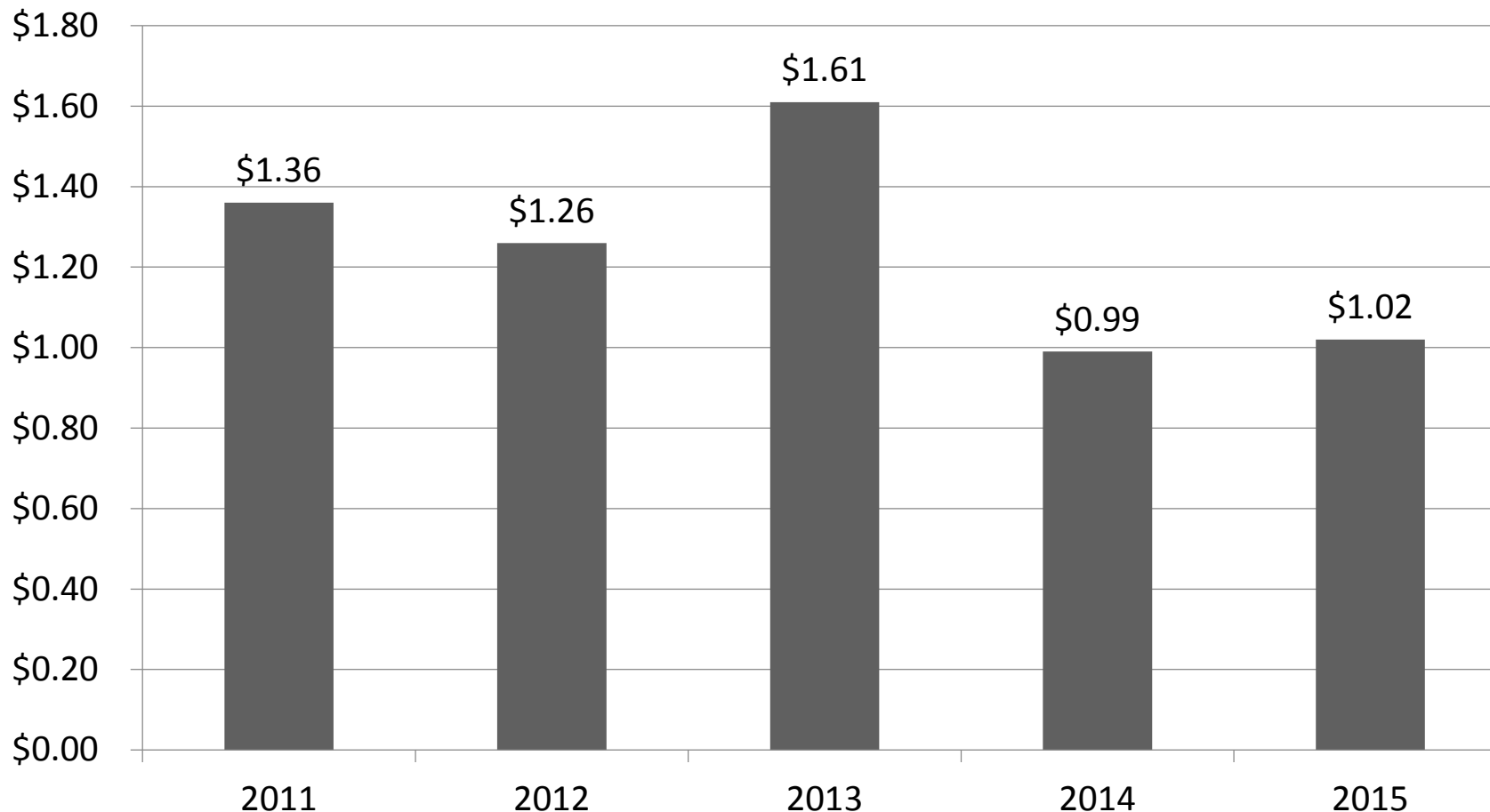
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(\$ in thousands)		FYE 9/30/2011	FYE 9/30/2012	FYE 9/30/2013	FYE 9/30/2014	FYE 9/30/2015
Revenue	\$	97,801	103,476	112,120	129,162	122,882
Operating Profit	\$	6,996	6,736	8,570	5,343	5,586
Depreciation & Amortization	\$	6,877	7,153	7,819	9,294	9,485
Approximate Age of Tractor Fleet		4.15	3.91	3.59	3.41	3.46
		As of 9/30/2011	As of 9/30/2012	As of 9/30/2013	As of 9/30/2014	As of 9/30/2015
Driver Count		558	587	631	683	696
Tractor Count		415	419	435	486	477
New Tractors Purchased		47	65	96	77	59

Revenue Growth

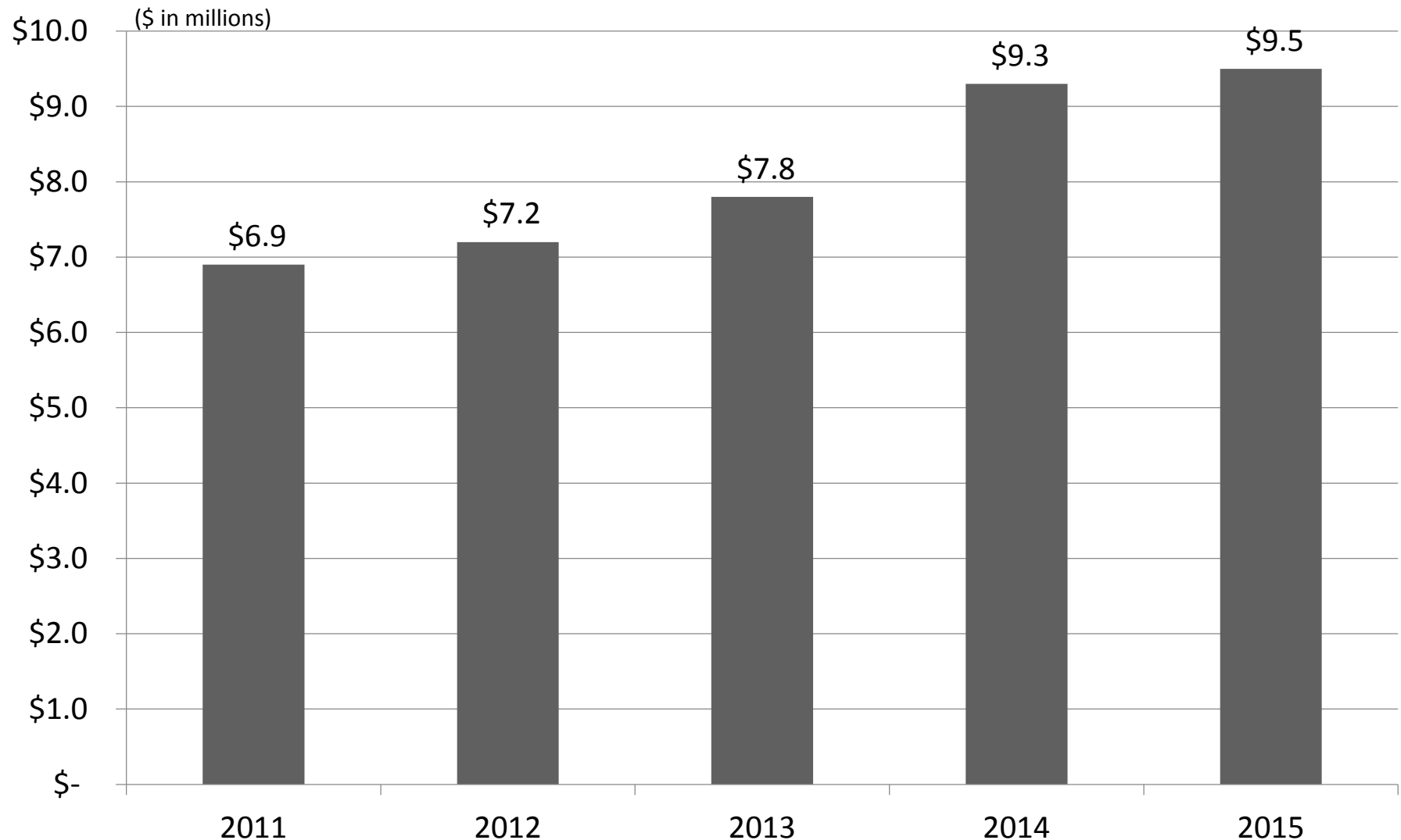


Earnings Per Share From Continuing Operations

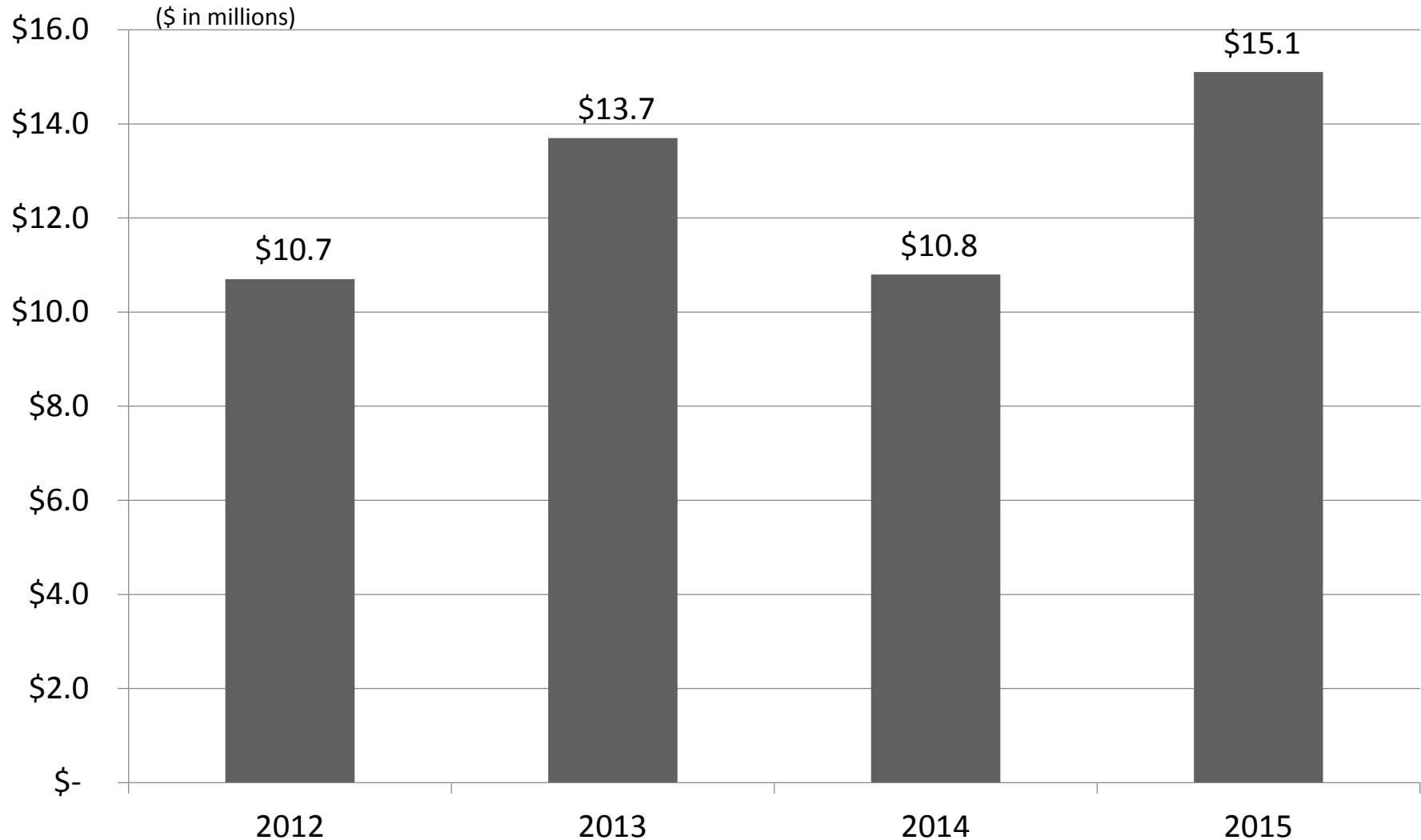


Note: Excludes discontinued operations. For FYs 2011-2014 per share information is based on 3,242,524 shares outstanding as of the spin-off date of January 30, 2015. FY2015 is based on 3,274,829 diluted shares outstanding at 9/30.

Annual Depreciation, Depletion and Amortization Expense



Net Cash Provided by Operating Activities



Key Takeaways on Patriot Transportation Holding, Inc.

- ▶ History of strong returns on capital employed after tax
- ▶ History of strong operating ratios with current improvement trend
- ▶ History of improved returns in tight driver markets
- ▶ Proven safety culture achieving numerous industry awards
- ▶ Proven customer service focus achieving numerous custom awards
- ▶ Proven and respected management team in a fragmented segment of transportation
- ▶ Proven programs to retain and attract qualified drivers
- ▶ Continuing growth story in drivers, revenues and locations
- ▶ New found acquisition currency in publicly traded stock
- ▶ Growth capital available with \$25 million Wells Fargo Revolver and \$25 million BB&T facility

CONTACT US

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INVESTOR RELATIONS

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NASDAQ: PATI