

VALUE FOCUS

Transportation & Logistics

Second Quarter 2019 | Article: The Last Mile

In This Issue

The Last Mile	1
Industry Macro Trends	3
Trucking	6
Rail & Intermodal	9
M&A Activity	11
Public Company Performance	15



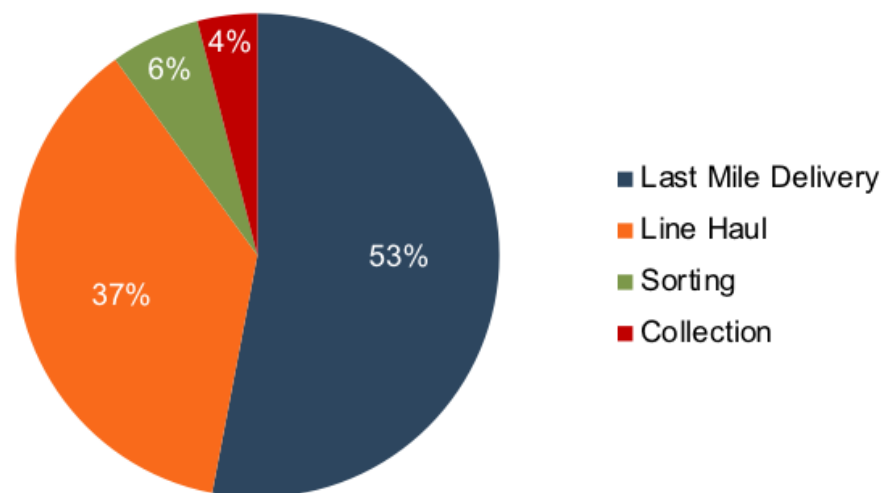
FEATURE ARTICLE

The Last Mile

Most marathon runners will tell you that the last leg of the race is the hardest. In the same vein, the final leg of freight delivery is often the most complicated. This final leg – the delivery of a package from the warehouse or fulfillment center to the customer's address – is known as the "last mile," though the actual distance can vary.

But why is the last mile important and how are companies attempting to "solve" the last mile problem? One reason is the increased popularity of online shopping. Another reason is its relative expense compared to other aspects of the logistics chain. According to a **Honeywell estimate**, last mile logistics account for 53% of total logistics cost. Finally, as more of the world's population moves to urban areas in the coming decades, last mile difficulties will only grow. Rural last mile delivery poses its own challenges, such as low customer density. Although greater population density in cities is advantageous for concentration of deliveries, the traffic congestion and lack of parking cancel out many potential benefits. UN **estimates** put 55% of the world population living in an urban population right now, but projections show that this number will increase to 68% by 2050.

Logistic Subcategories as Percentage of Total Cost



Source: Honeywell

FEATURE ARTICLE

The Last Mile

(continued)

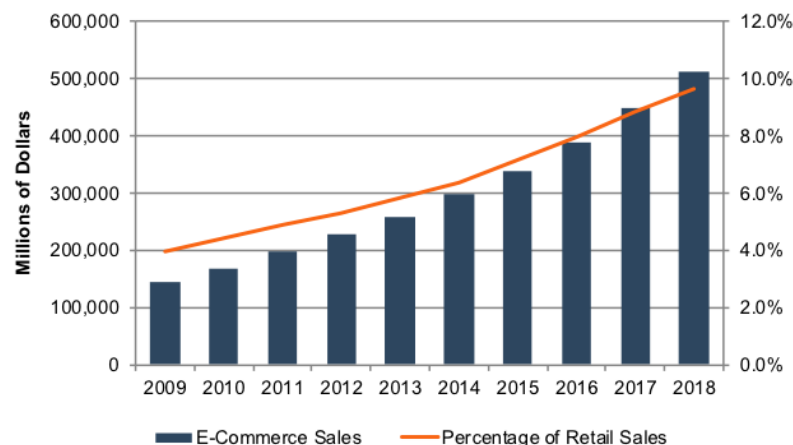
In response to this problem, many companies have turned to robotics and autonomous vehicles. On June 5th, 2019, the FAA **approved** Amazon for testing of its “Prime Air” drone delivery service, which promises 30 minute drone delivery of packages under five pounds. The FAA also sanctioned UPS to use drones in its commercial deliveries. UPS has been using drones to deliver supplies to the WakeMed hospital campus in Raleigh, NC multiple times a day since early in 2019.

On a more grounded note, other major delivery companies are considering non-drone solutions. FedEx **unveiled** its “SameDay Bot” in late February, and will test it this summer in certain markets (including Memphis). Likewise, Amazon announced in January of 2019 that it would be trialing its “Amazon Scout” delivery robot in a Seattle suburb. Both of these robots are essentially boxes with **wheels** attached, designed to roll on level sidewalks during daylight hours.

Ford, bucking this trend, is producing a human-like robot called “Digit” with two arms and two legs, and it hopes that a non-wheeled design will be better able to navigate the obstacles of an urban environment. “Gaining access to a customer’s door often requires walking through obstacles, including going up stairs and dealing with other challenges, which can be hard for robots with **wheels** to do,” notes Ken Washington, Ford’s chief technology officer. Ford, which developed this robot in partnership with Agility Robotics, hopes to use Digit in conjunction with its current autonomous vehicle delivery testing, where it partners with Post-mates.

Solutions will become increasingly important as e-commerce sales increase both in volume and in percentage of total retail sales. With the use of unmanned ground vehicles and drones expected to increase by **20 million** devices by 2020, this technology will become increasingly commonplace.

E-Commerce Retail



Source: Federal Reserve; US Census Bureau

Industry Macro Trends

Industrial Production Index

Demand for services in the logistics industry is tied to the level of domestic industrial production. The Industrial Production Index is an economic measure of all real output from manufacturing, mining, electric, and gas utilities. The index value in June 2019 fell to 109.6, down 0.08% from 109.7 in March 2019, and the second consecutive quarter-over-quarter decline. Consumer durables increased the most despite decreases in most of its categories, as automotive products gained **substantially**.

Industrial Production Index (seasonally adjusted)



Source: Federal Reserve Bank of St. Louis

Indexed to 2012

Industry Macro Trends

Transportation Services Index

The Transportation Services Index, which measures freight traffic in the United States, fell slightly in May 2019. The index fell to 135.4, down 0.15% from 135.6 in February 2019, and down 0.22% from 135.7 in May 2018. The use of freight transportation has generally paced with industrial output over the last 20 years.

Cass Freight Index

The Cass Freight Index of shipments and expenditures is considered one of the best indicators of overall U.S. freight activity. Although shipments were at record highs in early 2018, the first six months of 2019 have recorded consecutive year-over-year declines.

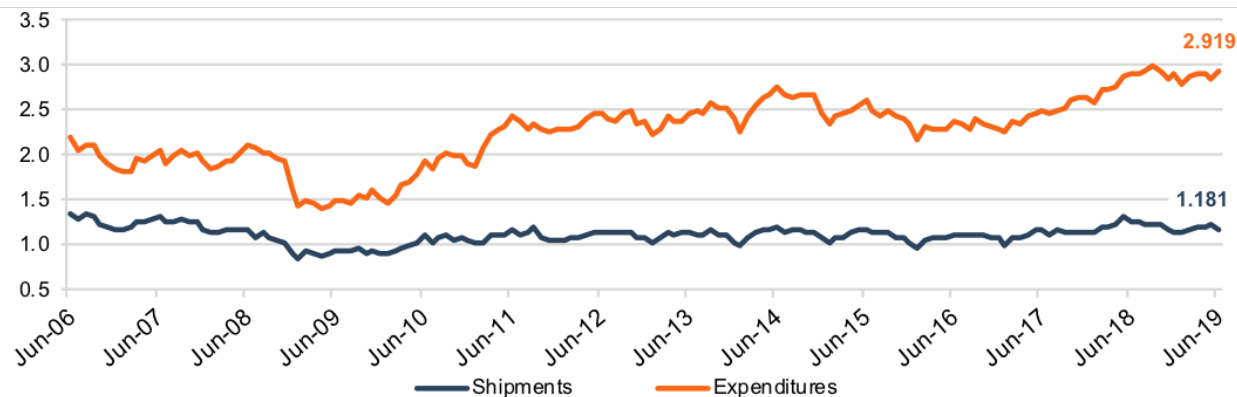
Transportation Services Index (freight, seasonally adjusted)



Source: Bureau of Transportation Statistics

Indexed to January 2000

Cass Freight Index



Source: Cass Information Systems, Inc. and Avondale Partners

Indexed to January 1990

Industry Macro Trends

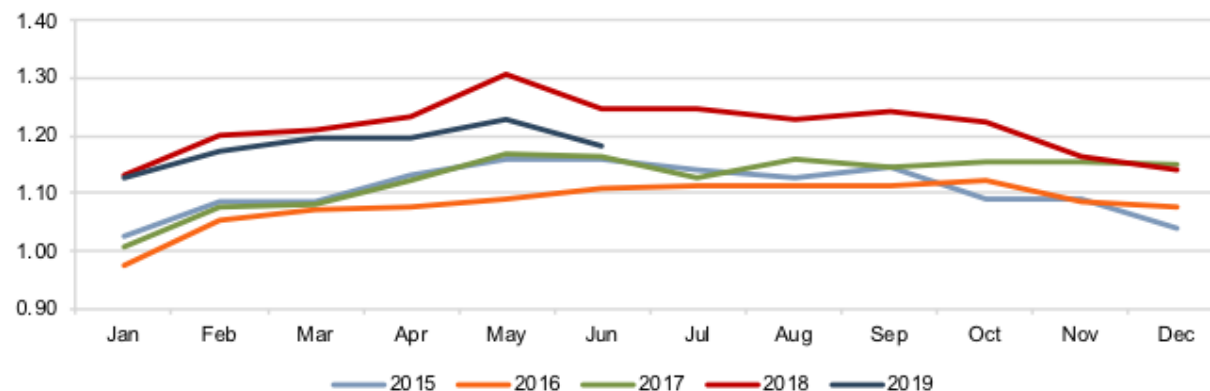
Shipments

Shipments in the second quarter of 2019 continued to lag behind the level recorded at this point last year. After an exceptionally strong year in 2018, the index began declining on a year-over-year basis in December 2018, which has continued through the second quarter. The Cass report notes that decreases in the shipments index in May and June signal an economic contraction. Increases and declines in the level of freight shipments are frequent precursors to economic activity, signaling economic expansion and contraction, respectively.

Expenditures

Expenditures rose to 2.919 in June 2019, indicating continued pricing power for freight shippers. The rate of expenditure growth has slowed in recent months, however, with a year-over-year increase of 0.9% in June 2019, compared to a 6.1% year-over-year increase in March 2019.

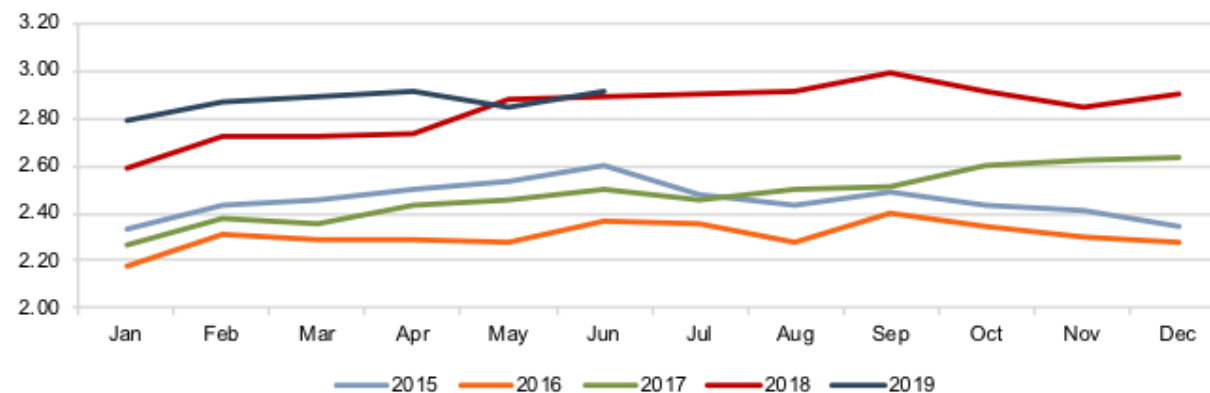
Shipments



Source: Cass Information Systems, Inc. and Avondale Partners

Indexed to January 1990

Expenditures



Source: Cass Information Systems, Inc. and Broughton Capital

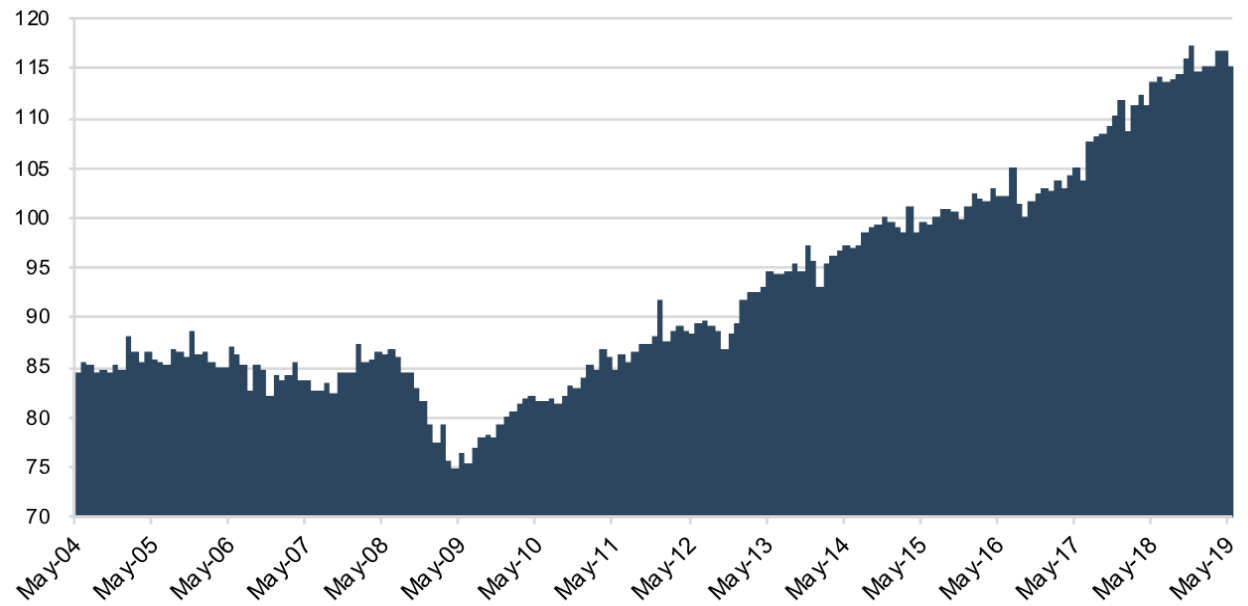
Indexed to January 1990

Trucking

Truck Tonnage

The truck tonnage index reached a high level in November 2018 at 117.3, compared to a low of 74.8 in April 2009 during the Great Recession. The truck tonnage index decreased in the second quarter of 2019, however, falling to 115.3 in May 2019 from 116.7 in March 2019. ATA chief economist Bob Costello **notes** volatility in the truck tonnage index mirrors the mixed signals that the broader economy is showing.

Truck Tonnage (seasonally adjusted)



Source: Bureau of Transportation Statistics

Indexed to January 2000

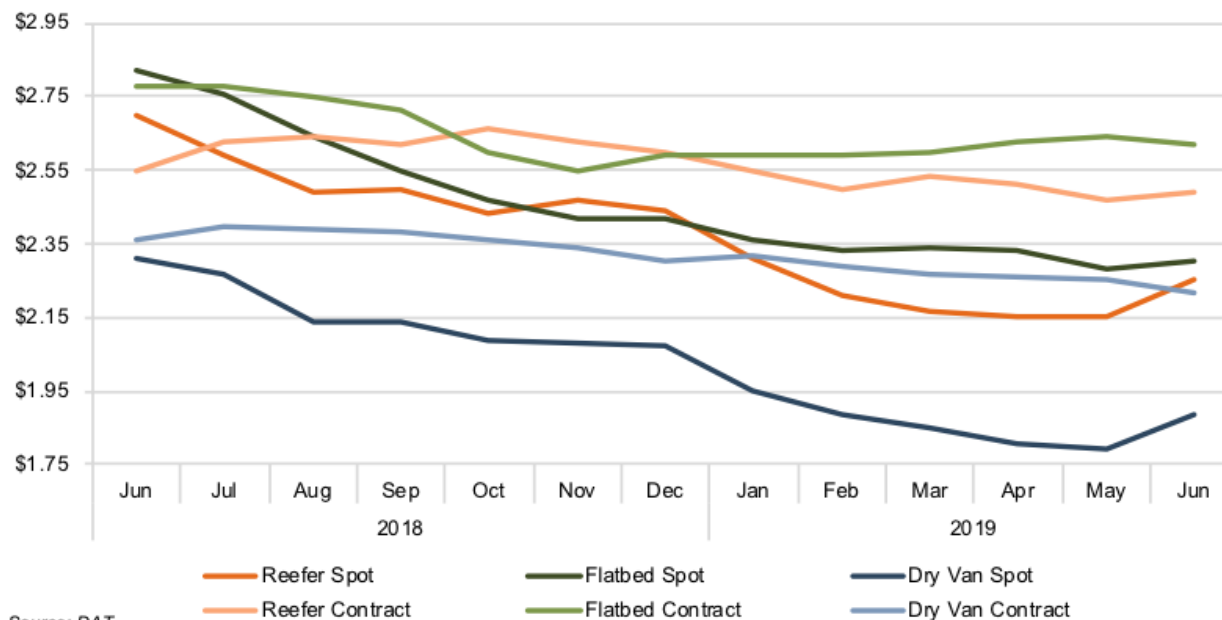
Trucking

Spot vs. Contract Rates

The Spot vs. Contract Rates chart depicts monthly national average line haul rates and fuel surcharges from DAT. Shippers enter contracts that lock in a static contract rate for a period of time. Spot rates, on the other hand, are one-time shipping quotes for a specific transaction or series of transactions. Excess capacity has contributed to spot rates below contract rates in recent months and a larger than normal divergence between the two rates.

Reefer and dry van spot rates increased from March 2019, while flatbed spot rates fell over the same period. Reefer spot rates increased 8¢ to \$2.25 in June 2019 from \$2.17 in March 2019. Dry van spot rates rose 4¢ to \$1.89 from \$1.85. Flatbed rates fell 4¢ to \$2.30 from \$2.34.

Spot vs. Contract Rates



Source: DAT

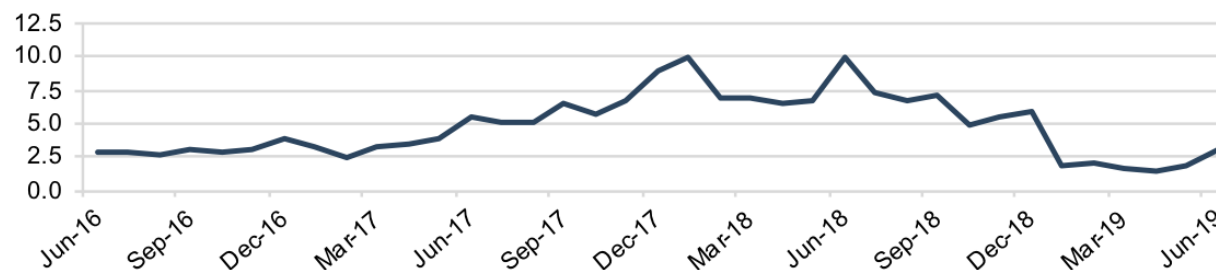
Trucking

Load-to-Truck Ratio

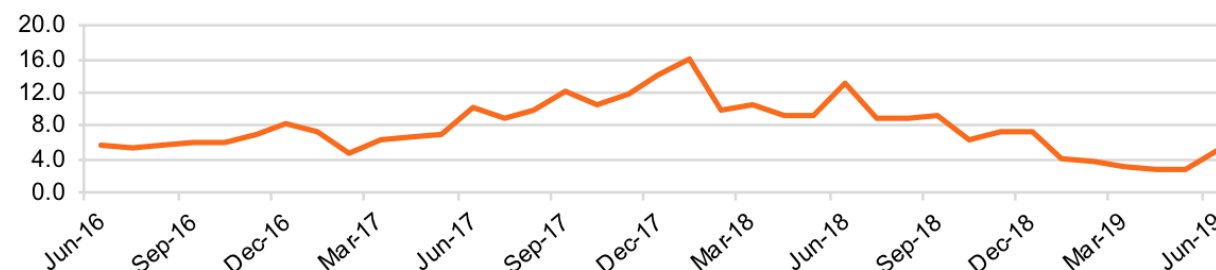
Increases or decreases in freight rates are influenced by trucking capacity, as measured by the load-to-truck ratio. While economic factors typical push supply and demand, compression or expansion that occurs faster in the shipping industry can accelerate movements faster than the overall economy.

Movement in the load-to-truck ratio varied in second quarter 2019. The van and reefer ratios rose 99% and 74% over first quarter 2019, respectively. The load-to-truck ratio for flatbed fell 17% from March 2019.

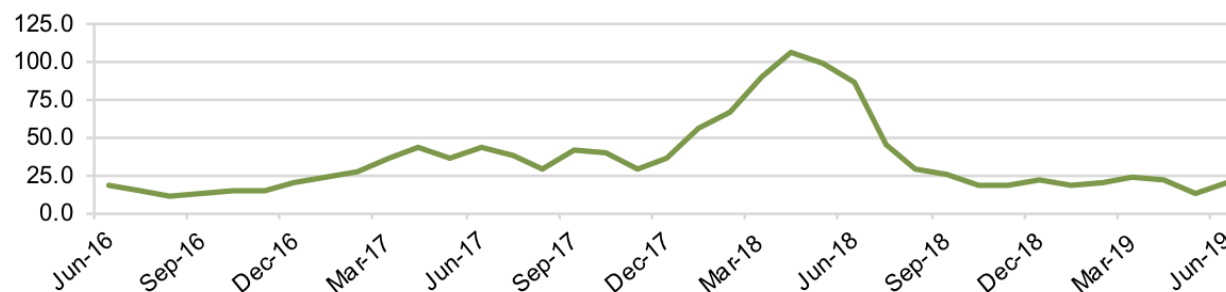
Dry Van Load-to-Truck



Reefer Load-to-Truck



Flatbed Load-to-Truck



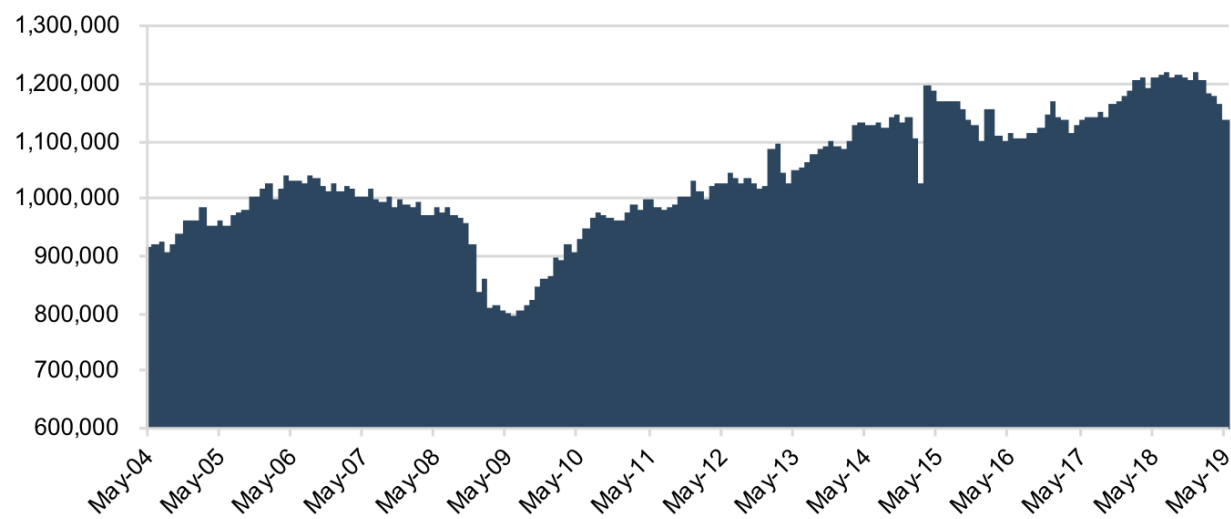
Source: DAT

Rail & Intermodal

Rail Freight Intermodal Traffic

Intermodal shipments declined in second quarter 2019, with intermodal freight volumes down 3.4% through May from 1.18 million carloads in March 2019 to 1.14 million in May 2019. American Association of Railroads senior vice president of policy and economics John Gray **points** to a number of factors depressing intermodal numbers, including flooding in the Midwest and ongoing trade concerns with China and Mexico.

Rail Freight Intermodal Traffic



Source: Bureau of Transportation Statistics

Indexed to January 2000

Rail & Intermodal

Cass Intermodal Index

The Cass Intermodal Index measures changes in per mile U.S. domestic intermodal costs. The index fell to 142.0 in June 2019, a 6.5% decrease from 151.9 in March 2019, and a 3.9% increase on a year-to-year basis. Cass suggests that the peak index value, which occurred in March 2019, will **remain** unchallenged in coming months.

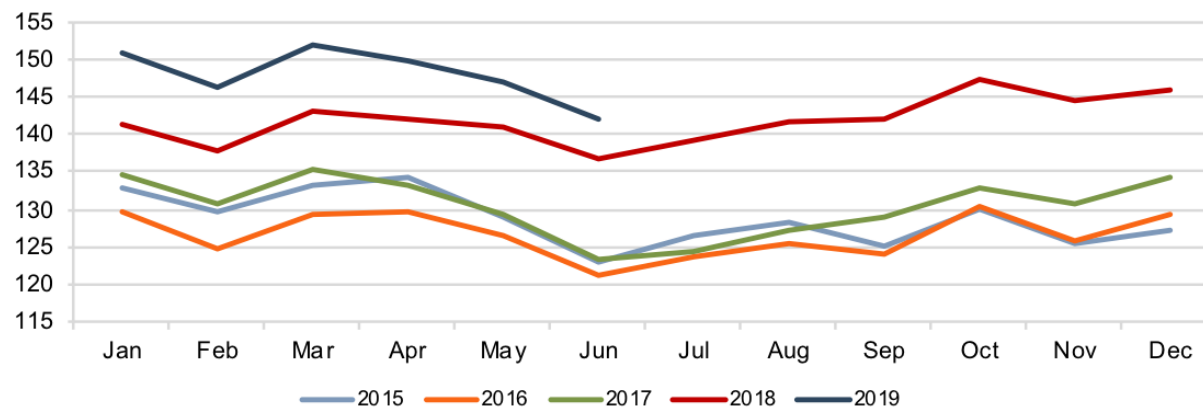
Cass Intermodal Index: Historical Trend



Source: Cass Information Systems, Inc. and Broughton Capital

Indexed to January 2005

Cass Intermodal Index: Annual Comparison



Source: Cass Information Systems, Inc. and Broughton Capital

Indexed to January 2005

M&A Activity

Featured Transactions

Day & Ross Inc. acquired A&S and Buckler Subsidiaries

Day & Ross Inc. acquired A&S and Buckler Subsidiaries for \$135.9 million on April 1, at a multiple of 0.9x sales. A&S and Buckler are based in the U.S. and provide transportation services in the Mid-Atlantic and Northeast regions.



GlobalTranz Enterprises Inc. acquired Circle 8 Logistics Inc.

GlobalTranz Enterprises Inc. acquired Circle 8 Logistics for an undisclosed amount on April 2. Circle 8 Logistics, a Lombard, Illinois-based company, was founded in 2001. It provides transportation and logistics services.



Private equity firm acquired TBI Inc.

Eberhart Capital LLC, a Scottsdale Arizona based private equity firm, acquired TBI Inc. on April 29 for an undisclosed amount. TBI, founded in 1998 and based in Sioux Falls, South Dakota, provides refrigerated and dry van shipment services.



CC Industries Inc. acquired Southern Towing Co. Inc. from Trive Capital and McCombs Partners

CC Industries Inc. acquired Southern Towing Company Inc. for an undisclosed amount on May 30. Southern Towing Company, which had been owned by Trive Capital and McCombs Partners, operates a fleet of barges specializing in bulk liquid fertilizer, and is based in Memphis, Tennessee.



Select Transactions

Target	Buyer	Date Announced	Deal Status	Total Deal Value	Deal Value to	
					Sales	EBITDA
Trucking						
Aulick Leasing Corporation/ShirAul, LLC	TFI International Inc. (TSX:TFII)	4/1/19	Closed	-	-	-
A&S and Buckler Subsidiaries	Day & Ross Inc.	4/1/19	Closed	\$139.5	0.9x	-
Substantially All Assets of Canadian Truck Transportation Business of Gibson Energy Inc.	Trimac Transportation Inc.	4/2/19	Closed	\$52.4	-	-
H.O. Wolding, Inc.	Bison Transport Inc.	4/1/19	Closed	-	-	-
Circle 8 Logistics, Inc.	GlobalTranz Enterprises, Inc.	4/2/19	Closed	-	-	-
Alliance Border Services Inc.	Near North Customs Brokers Inc.	4/4/19	Closed	-	-	-
Voyago	Transdev Canada, Inc.	4/11/19	Closed	-	-	-
Michael's Cartage, Inc.	Mason Dixon Intermodal, Inc.	4/22/19	Closed	-	-	-
Substantially All Assets of COFC Intermodal Division of Celadon Group, Inc.	Bison Transport Inc.	4/26/19	Closed	-	-	-
TBI Inc.	Eberhart Capital, LLC	4/29/19	Closed	-	-	-
Champion Express Ltd.	Kriska Transportation Group Limited	5/2/19	Closed	-	-	-
Storage Container and Trailer Assets	Pac-Van, Inc.	5/8/19	Closed	\$1.7	-	-
Jetco Delivery, Inc.	The GTI Group	5/13/19	Closed	-	-	-
Trident Freight Logistics Inc.	Manitoulin Transport Inc.	5/14/19	Closed	-	-	-
Mergenthaler Transfer & Storage Co.	Mesa Moving & Storage Co	5/10/19	Closed	-	-	-
Refrigerated Division of Maverick USA, Inc.	KLLM Transport Services, Inc.	5/24/19	Announced	-	-	-
Wilson Logistics Inc.	Wilson Logistics, Inc.	6/1/19	Closed	-	-	-
Gil Trucking	Jardine Transport Ltd.	6/4/19	Closed	-	-	-

Source: S&P Global Market Intelligence
in USD millions

Select Transactions (continued)

Target	Buyer	Date Announced	Deal Status	Total Deal Value	Deal Value to	
					Sales	EBITDA
Ritchie Trucking Service, Inc.	-	6/10/19	Closed	-	-	-
ABDI, Inc.	-	6/17/19	Closed	-	-	-
Xpedited Delivery & Logistics	Need It Now Delivers, LLC	5/8/19	Closed	-	-	-
Nuearth Solutions LLC	VLS Recovery Services, LLC	4/26/19	Closed	-	-	-
Clark Trucking Service, Inc.	Grow West Inc.	6/27/19	Closed	-	-	-
Rail						
Set of Rail Logistics Assets of Stolt-Nielsen Limited	Lodestar Energy Group LLC	4/22/19	Closed	-	-	-
Sequatchie Valley Railroad Co., Inc./ Walking Horse and Eastern Railroad Company, Inc.	Ironhorse Resources, Inc.	4/8/19	Closed	-	-	-
Intermodal Division of H&R TRANSPORT LTD.	Canadian National Railway Company (TSX:CNR)	5/9/19	Announced	-	-	-
Pioneer Railcorp, Inc. (OTCPK:PRRR)	Related Infrastructure; Brookhaven Rail Partners, LLC	5/17/19	Announced	\$72.4	-	-
Marine						
Southern Towing Company, Inc.	CC Industries, Inc.	5/30/19	Closed	-	-	-

Source: S&P Global Market Intelligence
in USD millions

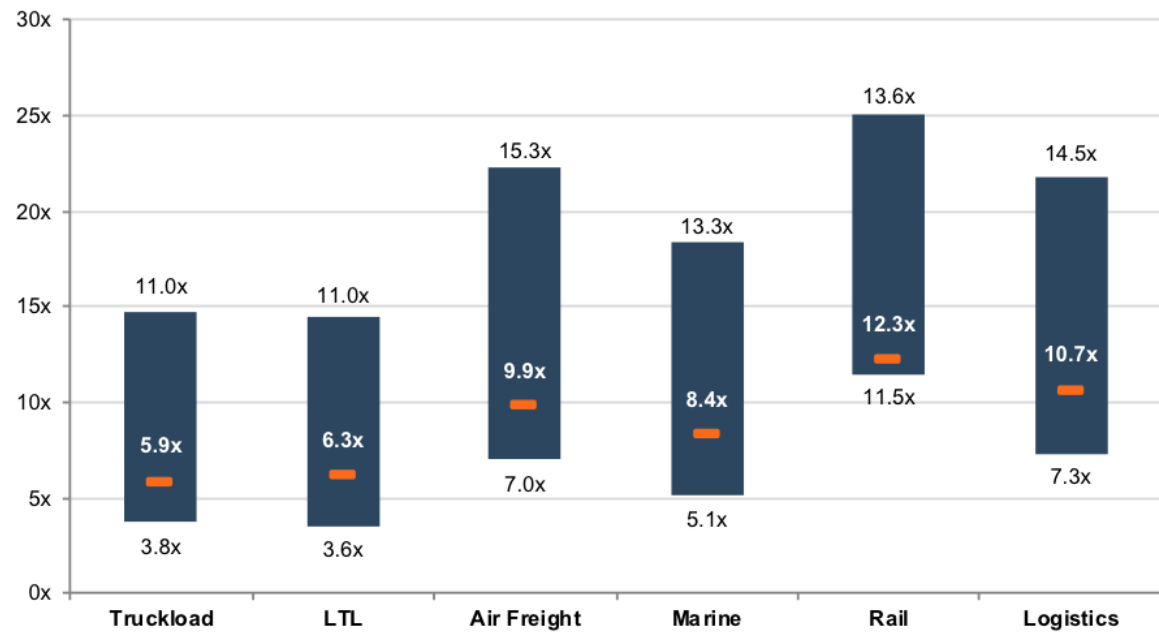
Select Transactions (continued)

Target	Buyer	Date Announced	Deal Status	Total Deal Value	Deal Value to	
					Sales	EBITDA
Air Freight & Logistics						
ISL Customs Broker	Near North Customs Brokers Inc.	4/4/19	Closed	-	-	-
Substantially All of the Assets Used in Logistics Business Division	TA Dispatch, LLC	4/15/19	Closed	\$64.3	0.5x	-
Freight Logistics, Inc.	Rhenus SE & Co. KG	4/17/19	Closed	-	-	-
Eastern Freight Ways, Inc./Carrier Industries, Inc.	Estes Express Lines, Inc.	4/26/19	Announced	\$15.0	-	-
Save On Transport Inc.	-	5/3/19	Announced	\$8.9	-	-
Axis Global Delivery Systems, LLC	MNX Global Logistics	5/6/19	Closed	-	-	-
Remar, Inc	FIDELITONE, Inc.	6/3/19	Closed	-	-	-
Lucas Freight Management Inc.	Freight Brokers International Corp.	6/4/19	Closed	-	-	-
Custom Courier Systems, Inc.	Excel Courier, Inc.	6/5/19	Closed	-	-	-
Cardinal Logistics Management Corporation	H.I.G. Capital, LLC	6/10/19	Closed	-	-	-
Direct Shot Distributing, Inc.	LEGACY Supply Chain Services, Inc.	6/21/19	Closed	-	-	-
Logistix, Inc. / Space Center, Inc.	Blackstone Real Estate Advisors	6/26/19	Closed	-	-	-

Source: S&P Global Market Intelligence
in USD millions

Public Company Performance

Monthly Median TEV/EBITDA Multiples (as of June 30, 2019)



Source: S&P Global Market Intelligence

Data as of June 30, 2019, excludes outliers

Publicly Traded Companies

Company Name	Ticker	Price at 6/30/19	QoQ Price Change	Enterprise Value	Debt / Total Capital	Return on Assets	LTM		LTM Multiples		Forward Multiples		
							Rev.	EBITDA Margin	EV / Rev.	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
Truckload													
J.B. Hunt Transport Services, Inc.	JBHT	\$101.29	9%	\$12,160	9%	872%	\$8,615	13%	1.4x	10.9x	22.5x	9.0x	17.7x
Ryder System, Inc.	R	\$61.99	30%	\$9,858	66%	332%	\$8,409	24%	1.2x	4.9x	12.1x	4.5x	10.1x
Knight-Swift Transportation Holdings Inc.	KNX	\$32.68	13%	\$6,502	13%	444%	\$5,344	18%	1.2x	6.7x	13.5x	6.2x	12.3x
Landstar System, Inc.	LSTR	\$109.39	29%	\$4,335	-1%	1575%	\$4,619	8%	0.9x	11.6x	17.2x	11.3x	17.1x
TFI International Inc.	TFII	\$29.53	16%	\$3,710	32%	668%	\$3,755	13%	1.0x	7.5x	11.8x	6.0x	10.1x
Schneider National, Inc.	SNDR	\$21.05	14%	\$3,708	-1%	689%	\$4,977	14%	0.7x	5.5x	13.9x	5.1x	12.5x
Werner Enterprises, Inc.	WERN	\$34.15	14%	\$2,498	4%	711%	\$2,458	18%	1.0x	5.6x	14.3x	5.0x	13.0x
Heartland Express, Inc.	HTLD	\$19.28	5%	\$1,418	-11%	542%	\$611	27%	2.3x	8.5x	21.7x	7.3x	19.7x
Daseke, Inc.	DSKE	\$5.09	9%	\$1,033	68%	175%	\$1,613	10%	0.6x	6.2x	nm	5.1x	nm
Universal Logistics Holdings, Inc.	ULH	\$19.68	38%	\$944	41%	813%	\$1,462	10%	0.6x	6.3x	10.7x	5.2x	7.2x
Marten Transport, Ltd.	MRTN	\$17.83	10%	\$916	-6%	563%	\$788	19%	1.2x	6.0x	17.7x	5.3x	15.9x
Covenant Transportation Group, Inc.	CVTI	\$18.98	-1%	\$561	38%	0%	\$885	15%	0.6x	4.1x	8.2x	4.3x	8.7x
P.A.M. Transportation Services, Inc.	PTSI	\$48.94	24%	\$494	41%	664%	\$533	17%	0.9x	5.5x	12.1x	4.8x	9.0x
USA Truck, Inc.	USAK	\$14.44	-4%	\$277	58%	430%	\$534	9%	0.5x	5.9x	9.6x	4.5x	7.3x
Titanium Transportation Group Inc.	TTR	\$1.03	10%	\$77	51%	516%	\$135	12%	0.6x	4.7x	8.9x	4.2x	7.3x
Patriot Transportation Holding, Inc.	PATI	\$18.80	-4%	\$42	-48%	56%	\$114	9%	0.4x	4.0x	12.2x	nm	nm
Median			11%		23%			13.3%	0.9x	5.9x	12.2x	5.1x	11.2x

Source: S&P Global Market Intelligence

USD millions except per share values | Financial statement data as of Q4

Publicly Traded Companies

Company Name	Ticker	Price at 6/30/19	QoQ Price Change	Enterprise Value	Debt / Total Capital	Return on Assets	LTM		LTM Multiples		Forward Multiples		
							Rev.	EBITDA Margin	EV / Rev.	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
Less-Than-Truckload													
Old Dominion Freight Line, Inc.	ODFL	\$144.39	17%	\$11,572	-1%	1544%	\$4,044	26%	2.9x	11.0x	19.3x	10.2x	18.1x
Saia, Inc.	SAIA	\$61.10	9%	\$1,686	7%	840%	\$1,654	15%	1.0x	6.9x	14.9x	6.1x	13.2x
Roadrunner Transportation Systems, Inc.	RRTS	\$10.50	-15%	\$1,016	61%	-217%	\$2,216	1%	0.5x	nm	nm	nm	nm
YRC Worldwide Inc.	YRCW	\$6.69	112%	\$874	74%	470%	\$5,092	5%	0.2x	3.3x	11.2x	3.0x	9.3x
ArcBest Corporation	ARCB	\$30.79	-10%	\$782	-1%	541%	\$3,094	8%	0.3x	3.4x	11.7x	3.2x	8.4x
Median			9%		7%			8%	0.5x	5.1x	13.3x	4.6x	11.2x
Air Freight													
Atlas Air Worldwide Holdings, Inc.	AAWW	\$50.56	20%	\$3,535	63%	352%	\$2,678	20%	1.3x	6.5x	4.8x	5.8x	6.6x
Air Transport Services Group, Inc.	ATSG	\$23.05	1%	\$2,705	50%	387%	\$892	35%	3.0x	8.7x	19.6x	6.0x	17.9x
Forward Air Corporation	FWRD	\$64.73	18%	\$1,888	1%	967%	\$1,321	12%	1.4x	11.7x	20.3x	11.0x	19.8x
Cargojet Inc.	CJT	\$59.98	16%	\$1,258	36%	509%	\$333	25%	3.8x	15.0x	nm	11.7x	nm
Median			17%		43%			23%	2.2x	10.2x	19.6x	8.5x	17.9x

Source: S&P Global Market Intelligence

USD millions except per share values | Financial statement data as of Q4

Publicly Traded Companies

Company Name	Ticker	Price at 6/30/19	QoQ Price Change	Enterprise Value	Debt / Total Capital	Return on Assets	LTM		LTM Multiples		Forward Multiples		
							Rev.	EBITDA Margin	EV / Rev.	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
Marine													
Triton International Limited	TRTN	\$31.10	0%	\$10,000	75%	473%	\$1,405	96%	7.1x	7.4x	6.9x	7.4x	6.7x
Kirby Corporation	KEX	\$75.11	12%	\$5,903	24%	286%	\$2,971	16%	2.0x	12.4x	nm	10.3x	21.2x
Seaspan Corporation	SSW	\$8.70	11%	\$5,686	67%	440%	\$1,096	65%	5.2x	8.0x	6.7x	7.8x	10.7x
Textainer Group Holdings Limited	TGH	\$9.65	-3%	\$3,859	86%	292%	\$677	67%	5.7x	8.5x	11.0x	7.9x	7.0x
Matson, Inc.	MATX	\$36.09	13%	\$2,382	35%	349%	\$2,223	10%	1.1x	10.6x	14.2x	8.3x	15.5x
Costamare Inc.	CMRE	\$5.20	18%	\$2,120	72%	295%	\$380	57%	5.6x	9.8x	8.8x	7.3x	9.5x
Global Ship Lease, Inc.	GSL	\$5.79	17%	\$853	93%	403%	\$157	58%	5.4x	9.3x	nm	4.9x	3.2x
Eagle Bulk Shipping Inc.	EGLE	\$4.65	1%	\$604	44%	282%	\$310	22%	1.9x	8.8x	nm	7.3x	nm
Navios Maritime Partners L.P.	NMM	\$0.91	7%	\$602	74%	332%	\$231	55%	2.6x	4.7x	nm	5.5x	5.2x
Pangaea Logistics Solutions, Ltd.	PANL	\$3.07	1%	\$324	58%	527%	\$373	15%	0.9x	5.9x	7.7x	5.2x	4.4x
Sino-Global Shipping America, Ltd.	SINO	\$0.89	17%	\$6	-110%	-671%	\$23	4%	0.3x	7.4x	nm	-11.2x	nm
Median			11%		67%				2.6x	8.5x	8.2x	7.3x	7.0x
Railroads													
Union Pacific Corporation	UNP	\$167.20	21%	\$141,923	15%	896%	\$22,832	47%	6.2x	13.2x	20.3x	12.4x	18.4x
CSX Corporation	CSX	\$74.82	20%	\$74,468	18%	830%	\$12,250	50%	6.1x	12.1x	18.4x	11.3x	17.1x
Canadian National Railway Company	CNR	\$89.51	21%	\$74,104	12%	903%	\$10,495	50%	7.1x	14.1x	20.5x	13.0x	19.4x
Norfolk Southern Corporation	NSC	\$186.89	25%	\$60,927	18%	709%	\$11,458	45%	5.3x	11.9x	18.7x	11.1x	17.1x
Canadian Pacific Railway Limited	CP	\$206.01	16%	\$35,275	18%	953%	\$5,362	53%	6.6x	12.5x	20.2x	12.3x	16.9x
Kansas City Southern	KSU	\$115.98	22%	\$14,580	20%	651%	\$2,714	48%	5.4x	11.1x	18.6x	10.2x	16.9x
Genesee & Wyoming Inc.	GWR	\$87.14	18%	\$7,536	34%	317%	\$2,349	29%	3.2x	11.0x	20.3x	10.4x	19.9x
Median			21%		18%				6.1x	12.1x	20.2x	11.3x	17.1x

Source: S&P Global Market Intelligence

USD millions except per share values | Financial statement data as of Q4

Publicly Traded Companies

Company Name	Ticker	Price at 6/30/19	QoQ Price Change	Enterprise Value	Debt / Total Capital	Return on Assets	LTM		LTM Multiples		Forward Multiples		
							Rev.	EBITDA Margin	EV / Rev.	EV / EBITDA	Price / Earn.	EV / EBITDA	Price / Earn.
Logistics & Intermodal													
United Parcel Service, Inc.	UPS	\$111.74	15%	\$113,873	16%	678%	\$71,861	11%	1.6x	14.9x	20.1x	10.8x	14.9x
FedEx Corporation	FDX	\$181.41	12%	\$62,815	25%	646%	\$65,450	13%	1.0x	7.5x	10.3x	7.4x	11.8x
C.H. Robinson Worldwide, Inc.	CHRW	\$86.99	3%	\$12,873	8%	1316%	\$16,631	6%	0.8x	12.9x	17.9x	12.1x	17.3x
Expeditors International of Washington, Inc.	EXPD	\$75.90	11%	\$12,121	-8%	1548%	\$8,138	10%	1.5x	14.3x	21.1x	13.5x	21.4x
XPO Logistics, Inc.	XPO	\$53.74	-6%	\$10,152	42%	401%	\$17,279	9%	0.6x	6.7x	13.9x	6.1x	15.8x
Air Transport Services Group, Inc.	ATSG	\$23.05	1%	\$2,705	50%	387%	\$892	35%	3.0x	8.7x	19.6x	6.0x	17.9x
Forward Air Corporation	FWRD	\$64.73	18%	\$1,888	1%	967%	\$1,321	12%	1.4x	11.7x	20.3x	11.0x	19.8x
Hub Group, Inc.	HUBG	\$40.85	10%	\$1,697	16%	418%	\$3,684	6%	0.5x	8.3x	7.0x	6.8x	12.7x
Echo Global Logistics, Inc.	ECHO	\$24.78	22%	\$832	17%	376%	\$2,440	3%	0.3x	11.0x	24.0x	8.4x	13.8x
Radiant Logistics, Inc.	RLGT	\$6.30	48%	\$360	13%	428%	\$842	3%	0.4x	13.6x	nm	8.9x	14.3x
Median			12%		16%				0.9x	11.3x	19.6x	8.7x	15.4x

Source: S&P Global Market Intelligence

USD millions except per share values | Financial statement data as of Q4

Mercer Capital

Transportation & Logistics
Industry Services

Mercer Capital provides valuation and transaction advisory services to the transportation & logistics industry.

Industry Segments

Mercer Capital serves the following industry segments:

- Trucking
- Air Freight
- Marine
- Railroads
- Logistics & Intermodal

Services Provided

- Valuation of transportation and logistics companies
- Transaction advisory for acquisitions and divestitures
- Valuations for purchase accounting and impairment testing
- Fairness and solvency opinions
- Litigation support for economic damages and valuation and shareholder disputes

Contact a Mercer Capital professional to discuss your needs in confidence.

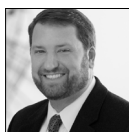
Contact Us



Timothy R. Lee, ASA
901.322.9740
leet@mercercapital.com



Nicholas J. Heinz, ASA
901.685.2120
heinzn@mercercapital.com



Scott A. Womack, ASA, MAFF
615.345.0234
womacks@mercercapital.com



Samantha L. Albert
901.322.9702
alberts@mercercapital.com

www.mercercapital.com



Mercer Capital

www.mercercapital.com

