

VALUE FOCUS

Transportation & Logistics

Second Quarter 2025

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FEATURE ARTICLE

The 2025 Tariff Surge: Timeline and Industry Impact (part II)

In the **Q1 newsletter**, we discussed the impact of the newly levied tariffs on the transportation sector. We focused on the main targets of the original tariffs (Canada, China, and Mexico) and the proposed removal of the De Minimis exemptions. These actions led to an increase in imports due to companies rushing to acquire inventory prior to the start of the tariffs, and speculation that inflation would be on the rise shortly after. Since Q1, the ever-evolving tariff landscape has created new implications for importers and exporters alike.

The second quarter's tariff news started on April 2nd, when President Trump **announced** the levels of the previously proposed "reciprocal" tariffs. All imports would be subject to a base tariff of 10%, and various countries would have additional tariffs levels, ostensibly based on the trade deficit with each respective country. The European Union, South Korea, and Taiwan would be subject to tariffs of 20%, 25%, and 32%, respectively. Two days later, China would face a total tariff of over 50%. China announced a retaliatory 34% tariff on U.S. imports. The 10% baseline tariffs were scheduled to go into effect on April 5th, and the reciprocal tariffs were going to be effective as of April 9th.

On April 9th, President Trump **announced** that most of the April 2nd tariffs would be subject to a 90-day pause, to allow for the negotiation of country-specific trade deals. This pause in the reciprocal tariffs would expire on July 9th. The 90-day pause also influenced the **European Union** to pause their own retaliatory tariffs for 90 days as well. Canada and Mexico both received relief from U.S. tariffs late in the first quarter after it was announced that imports that claimed and qualified for USMCA duty-free preference were exempt again.

As we move into Q3 negotiations are heating up between the United States and its trade partners. The **following** is a summary of the tariff changes during the second quarter.

- April 2: The levels for the reciprocal tariffs announced on March 24 are announced. A baseline tariff of 10% is supplemented by country-specific premiums. The White House also clarifies that goods covered by the USMCA will remain tariff-free and that further reductions to the tariffs on Mexican and Canadian goods are subject to the implementation of certain domestic policies.
- April 3: The previously announced auto tariffs become effective. Canada matches with a reciprocal 25% tariff on U.S. autos.
- April 4: China announces a reciprocal tariff of 34% on U.S. imports, slated to begin on April 10th. The Chinese government also announces new export controls on rare earth metals.

FEATURE ARTICLE

The 2025 Tariff Surge: Timeline and Industry Impact (part II)

(cont.)

- April 5: The 10% global tariff goes into effect.
- April 9: The reciprocal tariffs announced on April 2 go into effect. Hours later, Trump suspends the tariffs for 90 days (new effective date will be July 9). The 10% baseline tariff remains in effect. Trump increases the tariff on Chinese imports to 125%. Canada's reciprocal tariffs on U.S. autos takes effect. The European Union approve retaliatory tariffs, set to be phased in over the course of 2025.
- April 10: The White House clarifies the tariff on Chinese imports is 145%. The EU pauses its steel and aluminum retaliatory tariffs.
- April 11: China increase tariffs on U.S. imports to 125%. Trump announces a temporary pause on tariffs applicable to electronics.
- April 14: Trump announces that the auto industry may also be temporarily exempt from elevated tariff levels. The U.S. **announces** its intent to withdraw from a 2019 agreement with Mexico. The withdrawal will effectively apply a 20% tariff on Mexican tomatoes.
- April 29: Trump announces a series of rebates on autos and auto parts, aiming to aid "assembled in the U.S." automobiles.
- May 8: The United States and Britain announce a trade deal, which will reduce tariffs on UK auto-imported to the U.S. and eliminate tariffs on steel and aluminum. In exchange, the UK will increase its imports of U.S. beef and ethanol. The 10% base tariff remains applicable. The EU publishes a list of U.S. products that may be subject to retaliatory tariffs in coming months.
- May 12: The U.S. and China agree to a 90-day cease fire with regards to tariffs. The U.S. tariff on Chinese imports is reduced to 30%; the Chinese tariff on U.S. imports is reduced to 10%.
- May 23: Following stalled trade negotiations with the EU, Trump announces a 50% tariff on all imports from the EU will begin on June 1.
- May 25: Trump delays the 50% tariff on EU products to July 9.

FEATURE ARTICLE

The 2025 Tariff Surge: Timeline and Industry Impact (part II)

(cont.)

- June 4: Steel and aluminum tariffs increased from 25% to 50% on all trading partners except the U.K. (remains at 25%).
- June 16: The U.S.-UK trade deal is formally **signed**.

When tariffs are levied, they tend to lead to a variety of economic changes within a country with multiple driving factors. The **key factor** is that foreign products begin to become comparatively more expensive relative to domestic products. There can be an expenditure switch if imports from other countries become too expensive and domestic production can replace the imported goods. In either case, however, expenses to the consumer are expected to increase. During the first half of 2025, personal consumption expenditures were on the rise, up 2.6% on a year-over-year basis. This trend is expected to continue into the latter half of the year and as more tariffs continue to be levied.

Following the first quarter, there was much uncertainty for the transportation industry with the new implementation of tariffs. The second quarter of 2025 has included a 90-day pause, fluctuations in tariff rates, and new agreements between the United States and its trading partners. While we do not know the full extent of the tariffs, we are beginning to see some of the economic effects as we move into the second half of the year. The tariff outlook is an ever-evolving landscape with many deals expected in July which will lead to more updates as the year progresses. For now, the 90-day pause has allowed the transportation industry to take a step back before the cycle restarts.

Mercer Capital's Transportation & Logistics team constantly watches the transportation industry and global events and economic factors that can impact the overall industry, the supply chain, or various aspects of transportation. Mercer Capital provides business valuation and financial advisory services, and our transportation and logistics team helps trucking companies, brokerages, freight forwarders, and other supply chain operators understand the value of their business. Contact a member of the Mercer Capital transportation and logistics team today to learn more about the value of your logistics company.

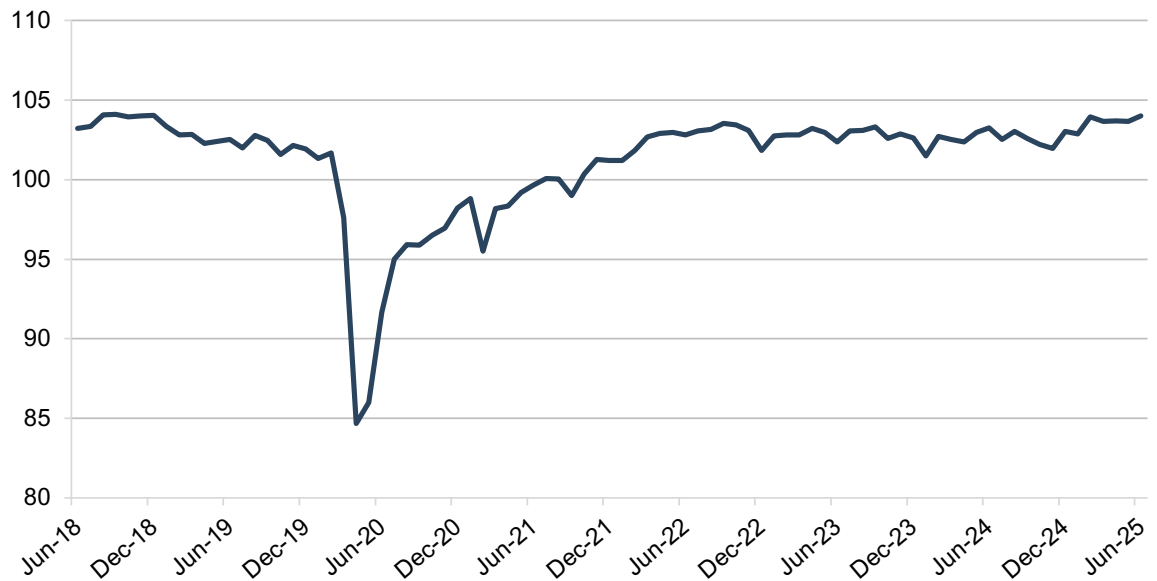
Industry Macro Trends

Industrial Production Index

The level of domestic **industrial production** directly impacts demand for transportation services. The Industrial Production Index is an economic measure of all real output from manufacturing, mining, electric, and gas utilities. The COVID-19 pandemic resulted in numerous shutdowns and lock-downs that affected the index, but it has since rebounded and returned to pre-pandemic levels.

In June 2025, the index reached 104.0, the highest level of production since 2018. The index increased 0.73% over the prior year and 0.3% relative to March 2025. Business equipment experienced the largest growth, increasing 3.2% on a year-over-year basis. The construction industry saw an increase of 2.4% relative to June 2024. Materials and mining also posted annual growth in excess of 1.0%, while consumer goods and utilities declined relative to June 2024. Consumer goods also decline on a quarterly basis, falling 0.5% since March.

Industrial Production Index (Seasonally Adjusted)



Source: Federal Reserve Bank of St. Louis

Indexed to 2017

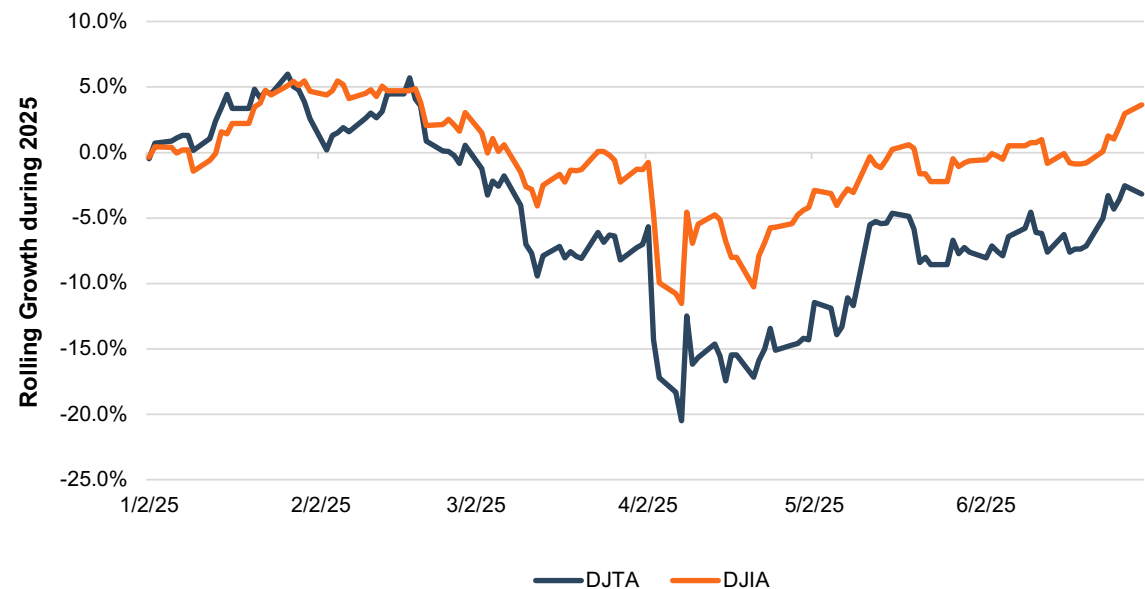
Industry Macro Trends

Dow Jones Transportation Index

The Dow Jones Transportation Average (DJTA) is a price-weighted average of 20 transportation stocks in the U.S. The DJTA is often interpreted as a signal of the health of the market – a divergence of the DJTA from the Dow Jones Industrial Average (DJIA) signals a coming reversal of the prevailing trend. The DJTA dropped rapidly during COVID-19 restrictions in March 2020 but grew steadily through September 2021. In 2022 the DJTA was more volatile, as expectations for the industry slowdown became stronger (while the timing and magnitude of the slowdown remained unclear). In 2023, the DJTA outperformed the economy, growing nearly 19% , while the DJIA grew 13.7%. In 2024, the DJTA cooled relative to the economy in the first half of the year but rallied late, peaking at 17,754 in November and growing 3.24% over the year.

Since the start of 2025, the DJTA has declined 3.15%, compared to the DJIA's growth of 3.64%. During the second quarter of 2025, the DJTA grew 4.40% while the DJIA grew 4.98%. While the economy has been disrupted by changing tariff policies, the impact has been larger on the transportation industry. While both indices have recovered from market disruptions in April, the DJIA continues to grow faster than the DJTA.

Dow Jones Transportation Index



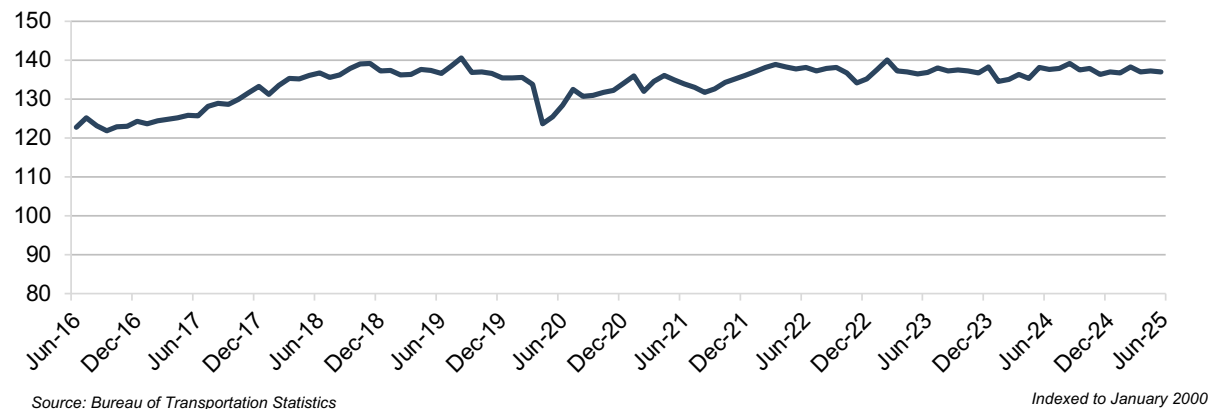
Source: Federal Reserve Bank of St. Louis

Industry Macro Trends

Transportation Services Index

The **Transportation Services Index** measures freight traffic in the United States, including rail, trucking, and marine shipping. The TSI experienced offsetting gains and declines in March and April 2025. These fluctuations offset and the TSI did not change from the prior quarter. The TSI declined 0.87% on a year-over-year basis since May 2024. The index in May 2025 stood at 137.0 which has been around average for the past three years.

Transportation Services Index (Freight, Seasonally Adjusted)

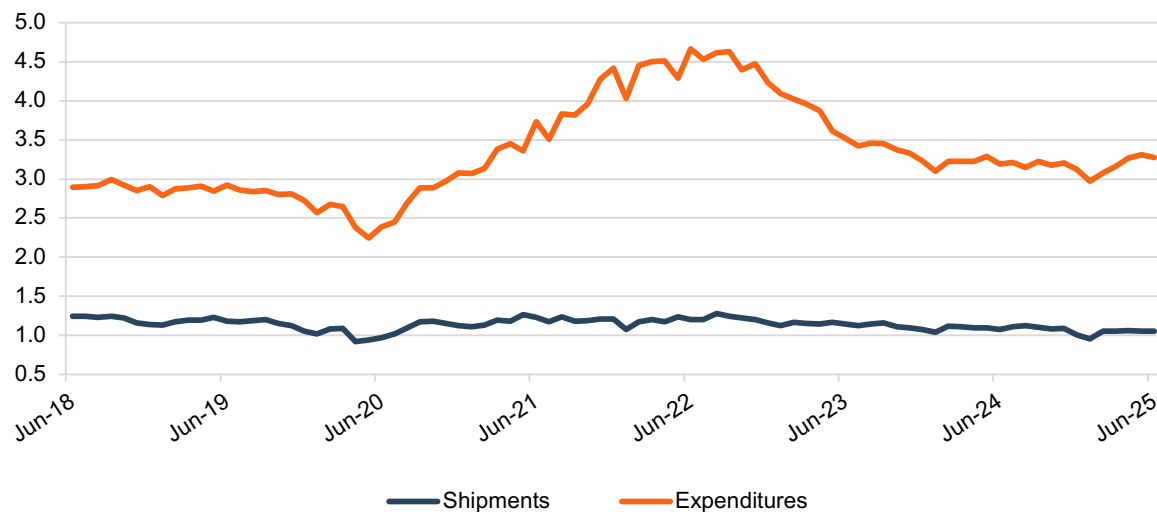


Industry Macro Trends

Cass Freight Index

The **Cass Freight Index** of shipments and expenditures is considered one of the best indicators of overall U.S. freight activity. In April 2020, shipments fell to their lowest levels since the Great Recession due to COVID 19 related shutdowns in the U.S. and abroad. During the Covid-19 pandemic, limits on freight capacity growth combined with increasing demand caused increasing spreads between expenditures and shipments. Fueled by e-commerce, shipments increased during the COVID era but have since declined to levels more commonly seen pre-pandemic. The shipments index decreased 0.2% in the most recent quarter and 2.4% on a year-over-year basis. The shipments index remains 10% higher than at the start of the year. The shipments index has experienced year-over-year declines since February 2023 as the industry first returned to pre-pandemic norms and then continued to fall.

Cass Freight Index



Source: Cass Information Systems, Inc.

Indexed to January 1990

Industry Macro Trends

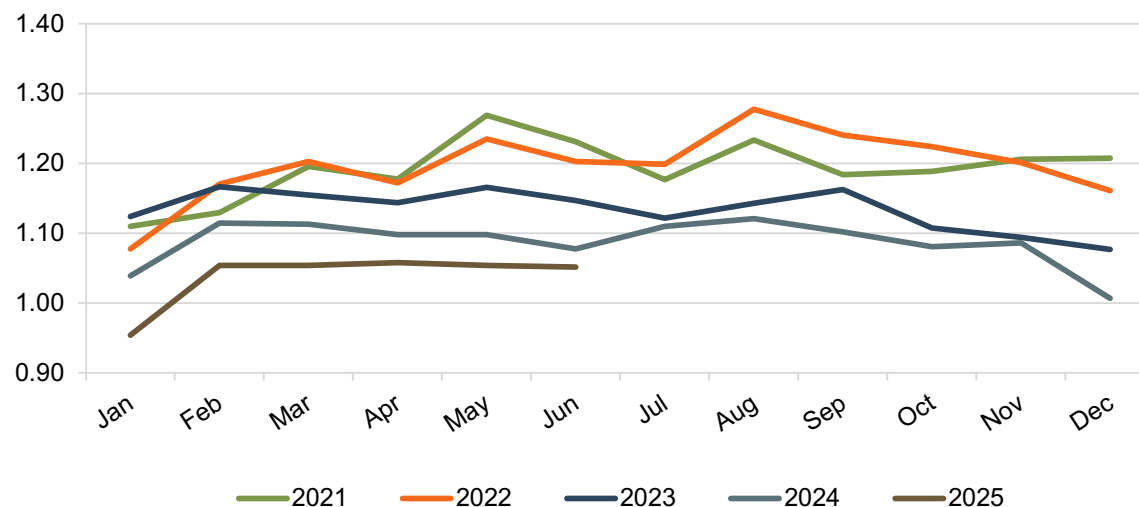
Cass Freight Index (cont.)

Expenditures posted large declines through the first half of 2024 that slowed towards the year's end, only decreasing 3.4% by December compared to -19.8% in February. This change was driven largely by the fall of spot rates (and the lagging adjustment of contract rates) from pandemic-induced highs. Throughout 2024 and the first quarter of 2025, the year-over-year declines moderated and switch over to gains beginning in April 2025. While June 2025 was 1.2% lower than March 2025, the expenditures index was up 2.6% relative to June 2024. The expenditures index has increased 10% since the start of the year. On a monthly basis, the expenditures index increased in 3.3% and 1.4% in April and May, respectively before declining 1.2% in June.

Shipments

The shipments index fell to 1.052 in June 2025. Shipments decreased 2.4% relative to June 2024. In terms of shipments, 2025 is still trending below all four years following the pandemic even with the recent rise in productivity.

Cass Freight Shipments Index



Source: Cass Information Systems, Inc.

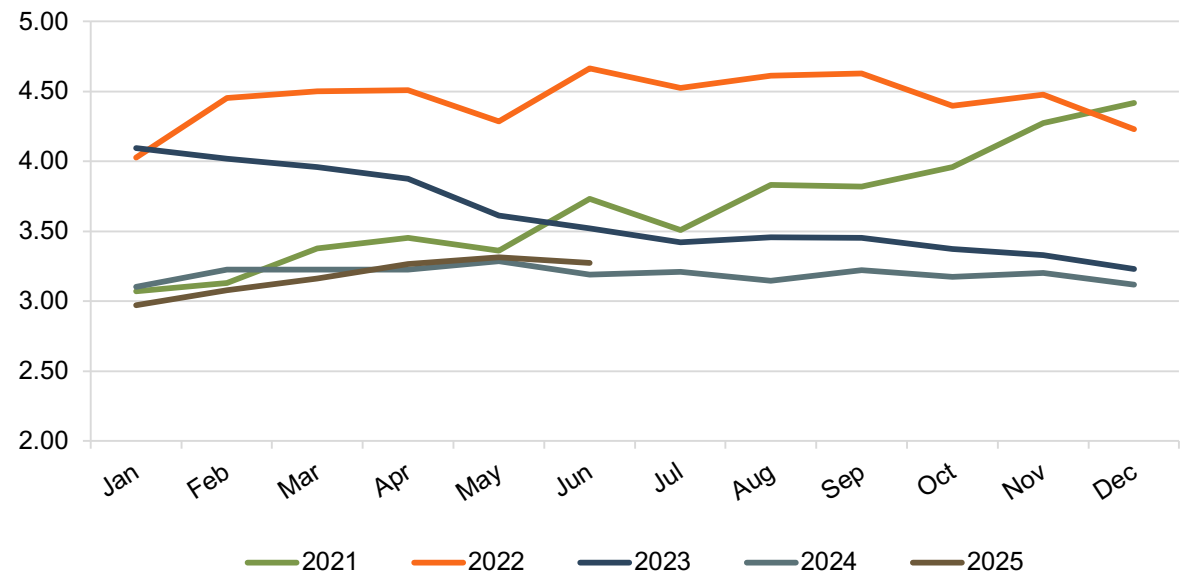
Indexed to January 1990

Industry Macro Trends

Expenditures

The expenditures index measures the total amount spent on freight. The expenditures index rose to 3.273 in June 2025, up 3.5% from the prior quarter and 2.6% on an annual basis. The expenditures index reached previously unrecorded levels during 2022 and remains elevated compared to pre-pandemic norms even with the struggles as of late. Increasing inflation has decreased the demand for the slow-to-change capacity of freight, reducing stress on shipping prices. The elevated performance of expenditures relative to shipments indicate that the pricing of loads is elevated relative to pre-pandemic norms and could continue to rise with the current tariff rates.

Cass Freight Expenditures Index



Source: Cass Information Systems, Inc.

Indexed to January 1990

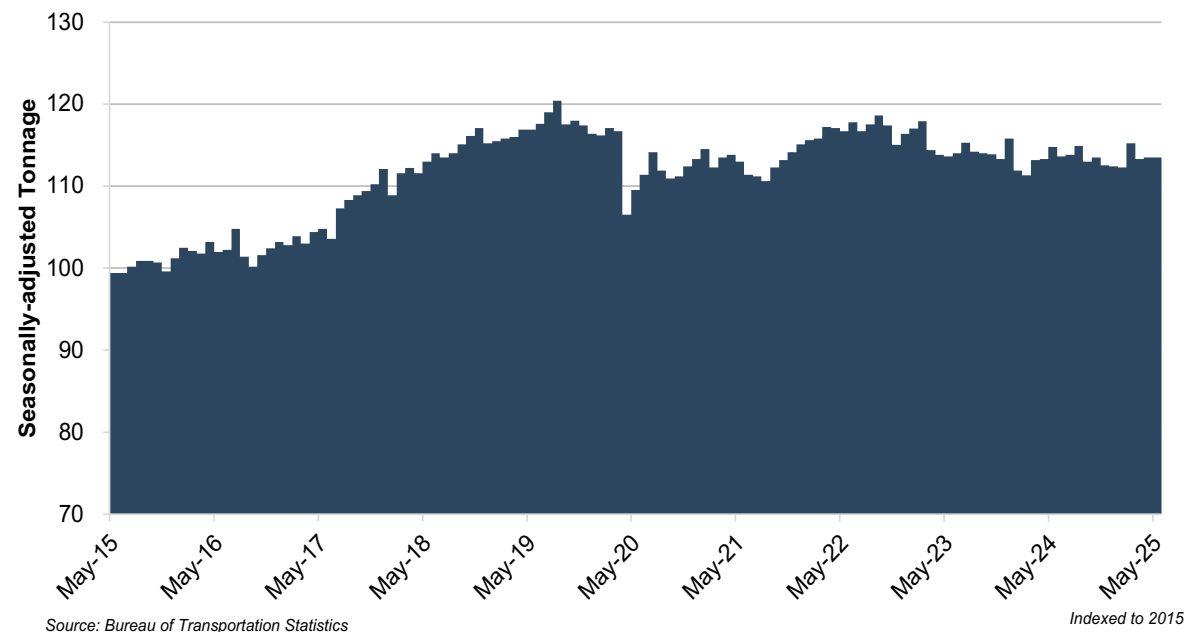
Trucking

Truck Tonnage

The American Trucking Association (ATA) **estimates** trucking accounts for over 72% of all domestic freight tonnage and over 80% of total freight expenditures.

The truck tonnage index set a record level in August 2019. After falling off steeply at the start of the pandemic, truck tonnages generally increased throughout 2022. Reflective of the broad trend in the industry, truck tonnages experienced year-over-year declines during most of 2023 and all of 2024. Tonnage jumped in February 2025 before declining in March and remain steady through the end of May. Tonnage is down 1.5% from February and 1.1% on a year-over-year basis. Early signs in June and July show that the downward trend is continuing, leaving the industry with a questionable outlook for the rest of the year despite the potential for rate recovery.

Truck Tonnage (Seasonally Adjusted)

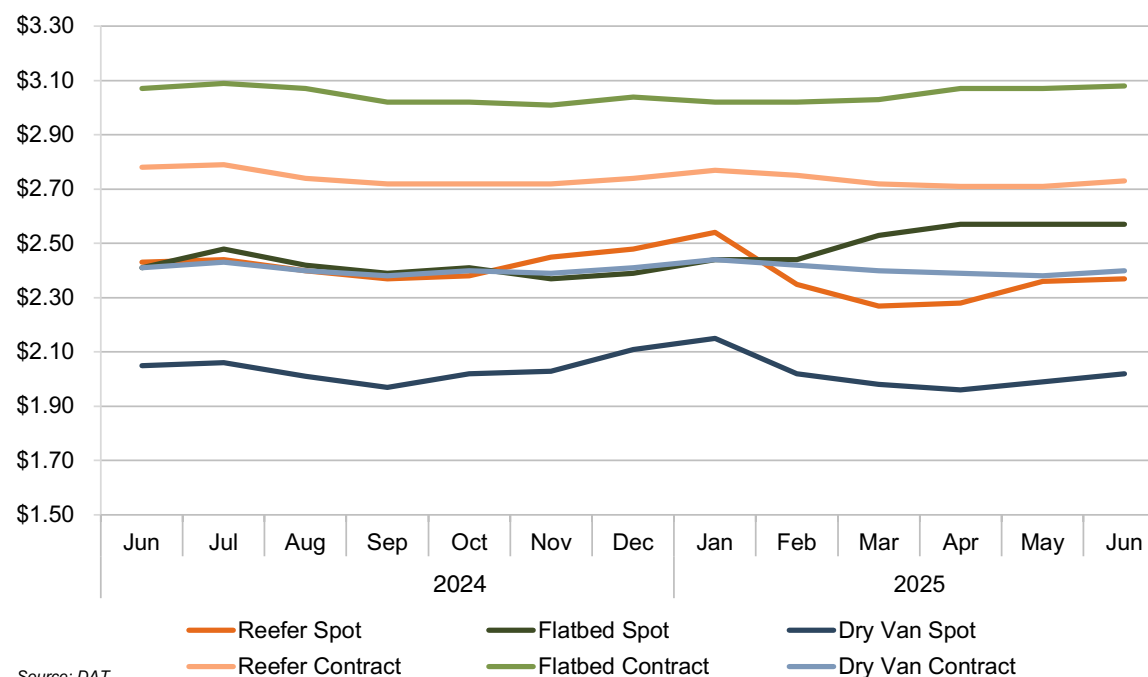


Trucking

Spot vs. Contract Rates

The Spot vs. Contract Rates charts depicts monthly national average line haul rates and fuel surcharges from **DAT** for three classes of trucking freight – dry van, reefer (refrigerated), and flatbed. Shippers can 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. As capacity tightened during 2021, spot rates eclipsed contract rates in the reefer and van categories. The softening of demand during 2022 resulted in the opposite trend – contract rates have exceeded spot rates in all three categories since at least April 2022. Spot and contract rates have slowed their decline in recent months, with rates occasionally posting month-over-month gains. For the three classes of trucking freight in 2024, spot and contract rates had a very volatile year but ended down compared to the start of the year. During the last several months, contracts rates appear to have stabilized.

Spot vs. Contract Rates (June 2024 - June 2025)



Source: DAT

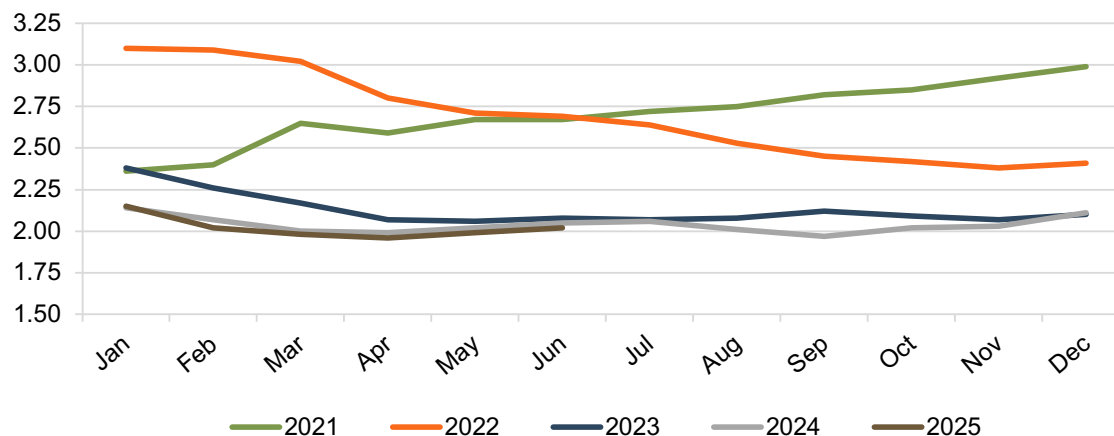
Trucking

Spot vs. Contract Rates (cont.)

Reefer and dry van spot and contract rates declined on a year-over-year, while flatbed spot and contract rates increased. All six classes have either increased or held steady relative to both March 2025 and May 2025. During the second quarter of 2025, there was no clear trend for spot rates relative to contract rates. On a year-over-year basis, reefer spot rates decreased 2.5%% while reefer contract rates declined 1.8%. Flatbed spot rates increased 6.6% relative to June 2024 and contract rates increased 0.3% during the same period. Dry van spot rates declined 1.5% year-over-year, while dry van contract rates decreased 0.4% compared to 2024.

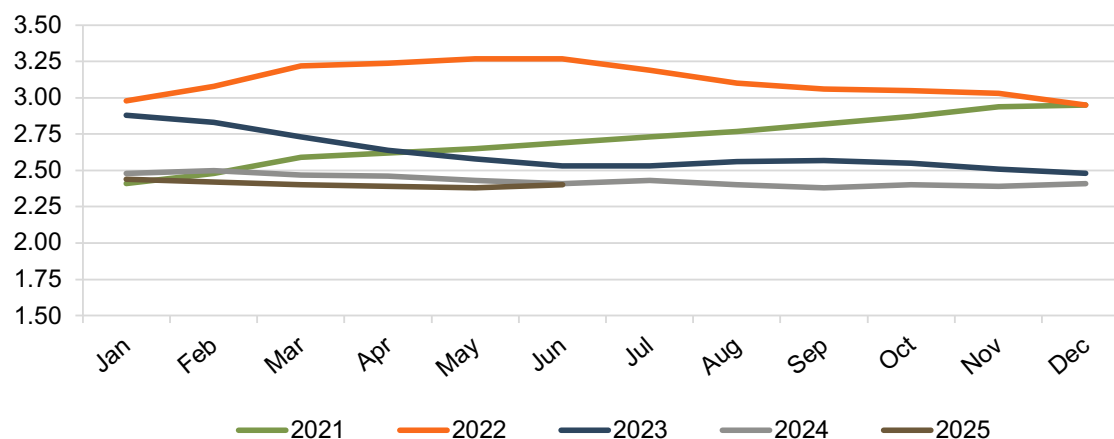
The charts on this page compare monthly dry van spot rates and contract rates on a year-over-year basis. Rates are tracking closely to 2024 rates, despite the increases in expenses and inflation that have been incurred in the last twelve months.

Dry Van Spot Rates



Source: DAT

Dry Van Contract Rates



Source: DAT

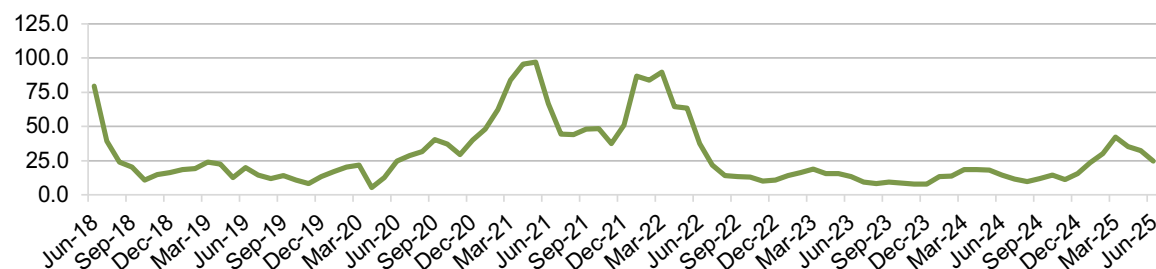
Trucking

Load-to-Truck Ratio

The load-to-truck ratio is calculated by dividing the total number of loads for shipment by the total number of trucks available. As a result, the load-to-truck ratio can signal a shortage or excess of capacity, which in turn influences changes in freight. An increase in the ratio (i.e., a higher number of loads relative to the level of available trucks) is typically associated with shipping rate increases. While economic factors typically push supply and demand, compression or expansion, that occurs faster in the shipping industry, can accelerate movements faster than the overall economy.

While 2023 was marked by year-over-year declines in load-to-truck ratios, 2024 was largely marked by gains. The van load-to-truck ratio peaked in January 2025 but fell 34% in February. During Q2, the van load-to-truck ratio continued to fall before experiencing strong growth in May. The van ratio ended the quarter 20% higher than in March. Reefer ratios also experienced strong growth during Q2 growing nearly 45% relative to March. On a monthly basis, reefer ratios has strong growth in April and May before falling slightly in June. The flatbed load-to-truck ratio peaked in March and declined during each month of Q2. Flatbed load-to-truck remains nearly 70% above the June 2024 ratio. On a quarterly basis, flatbed load-to-van metrics are down 41% relative to March.

Flatbed Load-to-Truck



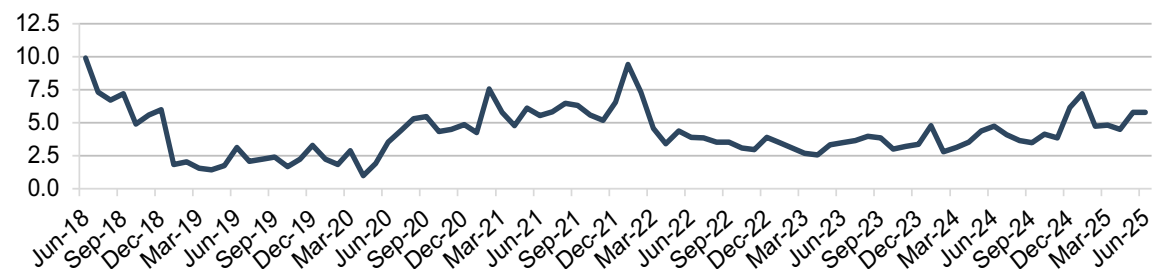
Source: DAT

Trucking

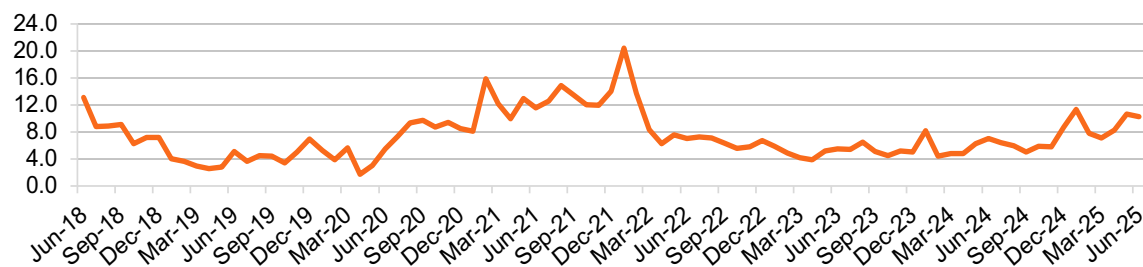
Load-to-Truck Ratio (cont.)

Dry van loads were weak throughout June, but July 4 holiday demand resulted in dry van ratios remaining stable to the month as a whole. Produce season is driving the surge in **reefer** demand. Some states experienced a late start to the season, leading to particularly higher demand as more states and more crops ready for market. **Flatbed** ratios have been hit by slowing home construction. The load-to-truck charts are presented to the right.

Dry Van Load-to-Truck



Reefer Load-to-Truck



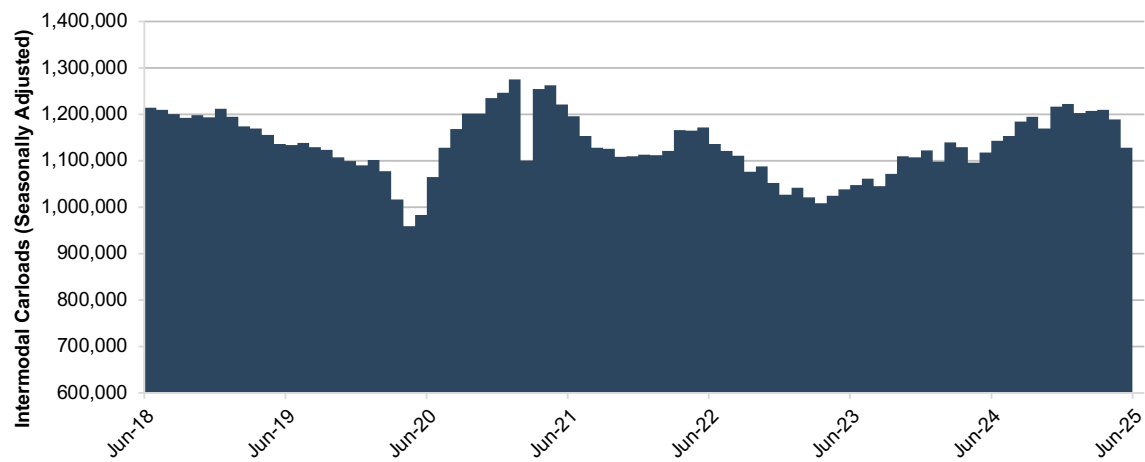
Source: DAT

Rail & Intermodal

Rail Freight Intermodal Traffic

As reported by the **Bureau of Transportation Statistics**, rail freight intermodal traffic posted an increase of 0.86% on a year-over-year basis. Rail freight carloads have increased on a year-over-year basis since October 2023, although May's increase is the smallest gain reported during that time. Rail freight declined 6.63% relative to March 2025 and 5.13% relative to April 2025. Rapidly changing tariff policy has resulted in churn in the import market.

Rail Freight Intermodal Traffic



Source: Bureau of Transportation Statistics

M&A Activity

Featured Transactions

Private Equity Firm Acquires Short line Railroad	Proficient Auto (PAL) Acquires Brothers Auto Transport
<p>Regional Rail/3i acquired Minnesota Commercial Railway ("MCR") in June 2025. MCR operates 86 miles of rail near Minneapolis-St. Paul, MN. MCR's lines connect four Class I rail networks. Once MCR is added to Regional Rail's portfolio, Regional Rail will own 17 railroads spanning 9 states and 2 Canadian provinces.</p> <div data-bbox="751 711 846 805"> </div> <div data-bbox="1129 716 1262 805"> </div>	<p>PAL acquired PA-based Brothers Auto Transport, LLC. Terms of the deal have not yet been announced. Brothers Auto is PAL's second acquisition since becoming a publicly-traded company.</p> <div data-bbox="1360 727 1486 805"> </div> <div data-bbox="1696 737 1860 805"> </div>
Private Equity Firm Acquires Short-line Railroad	Arrive Ai lists in NASDAQ
<p>Redwood Holdings announced its intention to acquire Canal Barge Company, a New Orleans-based marine shipper, providing both inland and coastal marine shipping. Canal Barge runs over 900 barges and operates a liquid bulk terminal. Canal Barge is the largest independent towing and fleet company on the Illinois River.</p> <div data-bbox="747 1252 905 1317"> </div> <div data-bbox="1098 1273 1255 1317"> </div>	<p>On May 14, Arrive Ai received approval to list its shares on the NASDAQ under ticker ARAI. ARAI is a freight tech company. Prior to the direct listing, ARAI raised over \$50 million from crowdfunding and an institutional investor. ARAI does not yet generate positive income.</p> <div data-bbox="1570 1263 1707 1304"> </div>

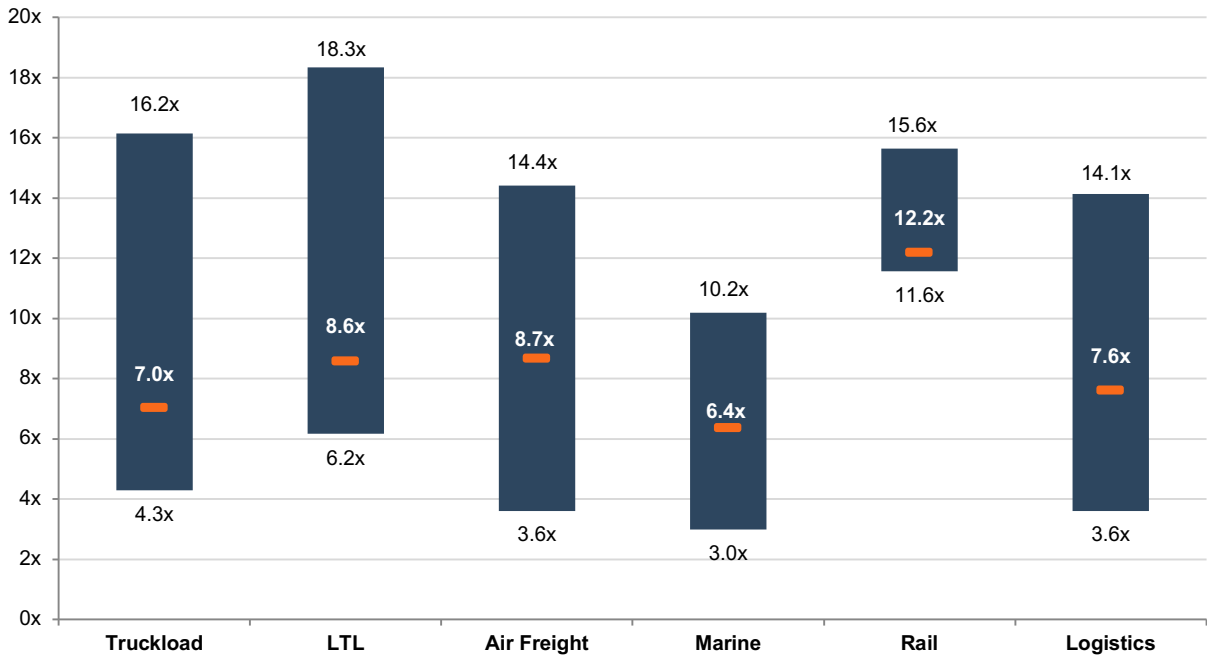
Select Transactions

Target	Buyer	Date Announced	Deal Status	Total Deal Value	Deal Value to	
					Sales	EBITDA
Ground Freight						
Brothers Auto Transport, LLC	Proficient Auto Logistics, Inc. (NasdaqGS:PAL)	4/2/25	Closed	-	-	-
Angels Moving Autos Inc.	Montway LLC	5/20/25	Closed	-	-	-
Dupré Logistics, LLC	Stonepeak Partners LP	4/16/25	Closed	-	-	-
Longhorn Transportation	Premier Bulk Systems Ltd	5/1/25	Closed	-	-	-
Buckshot Trucking LLC	-	4/22/25	Closed	2.70	-	-
Fisher Transport Inc.	RTL-Westcan Group of Companies	5/16/25	Closed	-	-	-
Simple Logistics LLC	Everest Transportation Systems, LLC	5/20/25	Closed	-	-	-
Air Freight and Logistics						
Merge Transportation LLC	Nuvocargo, Inc.	4/23/25	Closed	-	-	-
McLaren Transport LLC	Detroit Quality Staffing LLC	4/14/25	Closed	-	-	-
Universal Logistics Inc.	Radiant Logistics, Inc. (NYSEAM:RLGT)	5/5/25	Closed	-	-	-
Integrated Distribution Services, Inc.	DHL Supply Chain Inc.	5/6/25	Closed	-	-	-
The Perishable Specialist, Inc.	Alba Wheels Up International, LLC	5/20/25	Closed	-	-	-
Ada Logistics Corp.	Ally Global Logistics LLC	4/3/25	Closed	-	-	-
J. F. Moran Co., Inc.	OIA Global Logistics International Inc.	4/1/25	Closed	-	-	-
The Cole Group	Mullen Group Ltd. (TSX:MTL)	4/14/25	Closed	136.82	-	-
High Point Logistics, LLC	Fitzmark, Inc.	4/14/25	Closed	-	-	-
Red Arrow Consulting, Inc.	Allstates WorldCargo, Inc.	6/17/25	Closed	-	-	-
Ts3 Logistics LLC	Heritage Trucking LLC	6/18/25	Closed	-	-	-
AG Integrated Technologies Inc	Fitzmark, Inc.	4/14/25	Closed	-	-	-
Rail						
Minnesota Commercial Railway Company	Regional Rail, LLC	5/2/25	Closed	-	-	-

Source: S&P Global Market Intelligence in USD millions

Public Company Performance Multiples

Monthly Median TEV/EBITDA Multiples (as of June 2025)



Source: S&P Capital IQ

Data from most recent filing available, excludes outliers

Publicly Traded Companies

Company Name	Ticker	Price at 6/30/25	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	\$143.60	-3%	\$16,121	12%	6%	\$12,064	13%	1.3x	10.4x	25.7x	9.4x	20.8x
Ryder System, Inc.	R	\$159.00	11%	\$15,247	57%	4%	\$12,676	22%	1.2x	5.5x	13.0x	5.0x	10.6x
Knight-Swift Transportation Holdings Inc.	KNX	\$44.23	2%	\$10,179	30%	1%	\$7,427	14%	1.4x	9.7x	43.5x	7.4x	18.2x
Landstar System, Inc.	LSTR	\$139.02	-7%	\$4,539	-7%	8%	\$4,802	6%	0.9x	17.0x	28.9x	13.9x	23.0x
Schneider National, Inc.	SNDR	\$24.15	6%	\$4,653	9%	2%	\$5,477	11%	0.8x	7.9x	33.8x	5.8x	17.9x
Werner Enterprises, Inc.	WERN	\$27.36	-7%	\$2,364	29%	1%	\$2,966	12%	0.8x	6.7x	32.2x	5.6x	23.3x
Heartland Express, Inc.	HTLD	\$8.64	-6%	\$861	21%	-2%	\$932	14%	0.9x	6.7x	nm	3.7x	38.2x
Universal Logistics Holdings, Inc.	ULH	\$25.38	-3%	\$1,475	55%	5%	\$1,668	16%	0.9x	5.5x	10.9x	5.4x	11.1x
Marten Transport, Ltd.	MRTN	\$12.99	-5%	\$1,019	-4%	1%	\$921	15%	1.1x	7.6x	50.6x	6.0x	28.5x
Covenant Logistics Group, Inc.	CVLG	\$24.11	9%	\$907	29%	0%	\$1,137	13%	0.8x	6.1x	17.7x	5.4x	9.9x
Pamt Corp.	PAMT	\$12.87	6%	\$476	43%	-5%	\$656	8%	0.7x	9.4x	nm	5.7x	nm
Proficient Auto Logistics, Inc.	PAL	\$7.26	-13%	\$276	29%	0%	\$336	na	0.8x	nm	nm	4.6x	9.6x
Titanium Transportation Group Inc.	TTNM	\$1.08	8%	\$160	69%	2%	\$326	8%	0.5x	6.4x	nm	4.6x	8.9x
Median			-3%		29%			13.0%	0.9x	7.2x	28.9x	5.6x	18.0x

Source: S&P Global Market Intelligence

USD millions except per share values

Publicly Traded Companies

Company Name	Ticker	Price at 6/30/25	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	\$162.30	-2%	\$34,261	0%	16%	\$5,639	32%	6.1x	19.2x	31.3x	17.8x	29.0x
Saia, Inc.	SAIA	\$273.99	-22%	\$7,679	5%	8%	\$3,236	20%	2.4x	12.2x	25.1x	11.2x	23.6x
ArcBest Corporation	ARCB	\$77.01	9%	\$2,129	17%	3%	\$4,054	7%	0.5x	7.8x	11.1x	5.7x	11.1x
Mullen Group Ltd.	MTL	\$10.40	20%	\$1,542	41%	5%	\$1,517	14%	1.0x	7.5x	12.3x	5.9x	10.7x
Median			4%		11%			17%	1.7x	10.0x	18.7x	8.6x	17.4x
Air Freight													
Air T, Inc.	AIRT	\$22.01	30%	\$191	69%	1%	\$292	2%	0.7x	30.5x	nm	nm	nm
Forward Air Corporation	FWRD	\$24.54	22%	\$2,856	74%	1%	\$2,546	8%	1.1x	13.2x	nm	8.2x	76.2x
Cargojet Inc.	CJT	\$69.53	21%	\$1,804	34%	5%	\$709	27%	2.5x	9.5x	13.8x	6.8x	15.5x
Lakeside Holding Limited	LSH	\$0.85	-21%	\$11	41%	-36%	\$16	na	0.7x	nm	nm	nm	nm
Median			22%		55%			8%	0.9x	13.2x	13.8x	7.5x	45.8x

Source: S&P Global Market Intelligence

USD millions except per share values

Publicly Traded Companies

Company Name	Ticker	Price at 6/30/25	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													
Kirby Corporation	KEX	\$113.41	12%	\$7,593	16%	0%	\$3,275	21%	2.3x	11.3x	21.0x	9.2x	15.8x
Matson, Inc.	MATX	\$111.35	-13%	\$4,219	14%	8%	\$3,465	21%	1.2x	5.7x	7.4x	7.2x	11.0x
Pangaea Logistics Solutions, Ltd.	PANL	\$4.70	-1%	\$677	54%	3%	\$555	13%	1.2x	9.3x	20.2x	5.7x	5.8x
Genco Shipping & Trading Limited	GNK	\$13.07	-2%	\$622	10%	3%	\$377	25%	1.7x	6.5x	12.3x	4.9x	9.0x
Algoma Central Corporation	ALC	\$11.84	11%	\$895	46%	3%	\$488	20%	1.8x	9.1x	8.1x	5.1x	8.3x
Median			-1%		16%				1.7x	9.1x	12.3x	5.7x	9.0x
Railroads													
Union Pacific Corporation	UNP	\$230.08	-3%	\$169,940	19%	9%	\$24,393	51%	7.0x	13.7x	19.8x	12.6x	17.8x
Canadian National Railway Company	CNR	\$104.04	7%	\$80,803	19%	8%	\$12,569	51%	6.4x	12.5x	19.5x	12.1x	17.2x
CSX Corporation	CSX	\$32.63	11%	\$79,880	23%	7%	\$14,155	47%	5.6x	12.0x	19.8x	11.2x	16.9x
Norfolk Southern Corporation	NSC	\$255.97	8%	\$74,450	22%	7%	\$12,178	50%	6.1x	12.3x	17.2x	12.1x	18.3x
FTAI Infrastructure Inc.	FIP	\$6.17	36%	\$3,894	68%	0%	\$345	27%	11.3x	41.8x	nm	11.5x	nm
Canadian Pacific Kansas City Limited	CP	\$79.32	13%	\$90,633	19%	4%	\$10,937	53%	8.3x	15.8x	24.1x	14.3x	20.1x
Median			9%		21%				6.7x	13.1x	19.8x	12.1x	17.8x

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USD millions except per share values

Publicly Traded Companies

Company Name	Ticker	Price at 6/30/25	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	\$100.94	-8%	\$106,029	19%	7%	\$90,313	13%	1.2x	9.2x	14.9x	8.5x	13.7x
FedEx Corporation	FDX	\$227.31	-7%	\$86,377	37%	5%	\$87,926	13%	1.0x	7.8x	13.3x	8.2x	12.2x
Expeditors International of Washington, Inc.	EXPD	\$114.25	-5%	\$14,918	-5%	15%	\$11,060	10%	1.3x	12.9x	18.5x	14.6x	20.8x
TFI International Inc.	TFII	\$89.63	16%	\$10,623	29%	5%	\$8,263	13%	1.3x	10.0x	20.4x	7.8x	14.6x
XPO, Inc.	XPO	\$126.29	17%	\$18,801	21%	6%	\$8,009	15%	2.3x	15.4x	43.1x	13.3x	27.3x
RXO, Inc.	RXO	\$15.72	-18%	\$3,246	21%	0%	\$5,070	2%	0.6x	26.4x	nm	15.1x	35.3x
GXO Logistics, Inc.	GXO	\$48.70	25%	\$10,627	48%	2%	\$12,230	7%	0.9x	12.9x	74.3x	11.2x	16.5x
C.H. Robinson Worldwide, Inc.	CHRW	\$95.95	-6%	\$12,991	12%	9%	\$17,013	5%	0.8x	15.7x	21.3x	13.2x	17.2x
Forward Air Corporation	FWRD	\$24.54	22%	\$2,856	74%	1%	\$2,546	8%	1.1x	13.2x	nm	8.2x	76.2x
Hub Group, Inc.	HUBG	\$33.43	-10%	\$2,468	17%	3%	\$3,781	9%	0.7x	7.6x	20.5x	6.9x	14.0x
Radiant Logistics, Inc.	RLGT	\$6.08	-1%	\$338	18%	3%	\$888	5%	0.4x	8.3x	16.2x	7.2x	11.7x
Armlogi Holding Corp.	BTOC	\$1.62	62%	\$202	66%	-5%	\$185	na	1.1x	nm	nm	30.7x	11.6x
Toppoint Holdings Inc.	TOPP	\$1.60	-5%	\$24	0%	-9%	\$16	na	1.5x	nm	nm	nm	nm
Callan JMB Inc.	CJMB	\$5.13	14%	\$18	-24%	-29%	\$6	na	3.0x	nm	nm	nm	nm
FTAI Infrastructure Inc.	FIP	\$6.17	36%	\$3,894	68%	0%	\$345	27%	11.3x	41.8x	nm	11.5x	nm
Median			-1%		21%				1.1x	12.9x	20.4x	11.2x	15.5x

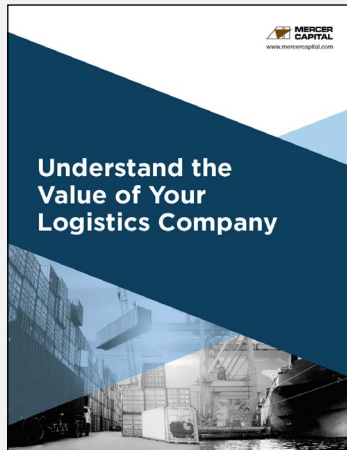
Source: S&P Global Market Intelligence
USD millions except per share values

Publicly Traded Companies

Company Name	Ticker	Price at 6/30/25	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.
Individual Transportation Brokerage													
Uber Technologies, Inc.	UBER	\$93.30	28%	\$196,103	1%	5%	\$45,380	10%	4.3x	42.9x	15.9x	18.1x	26.7x
Lyft, Inc.	LYFT	\$15.76	33%	\$5,704	-16%	-1%	\$5,959	1%	1.0x	91.1x	116.5x	8.9x	11.3x
Median			30%		-8%				2.6x	nm	nm	13.5x	19.0x
Autonomous Trucking													
Freight Technologies, Inc.	FRGT	\$1.79	-53%	\$20	18%	0%	\$14	na	1.5x	nm	nm	nm	nm
Argo Corporation	ARGH	\$0.43	149%	\$63	6%	-29%	\$1	na	48.8x	nm	nm	nm	nm
Median			48%		12%				25.1x	nm	nm	nm	nm

Source: S&P Global Market Intelligence
USD millions except per share values

OTHER RESOURCES

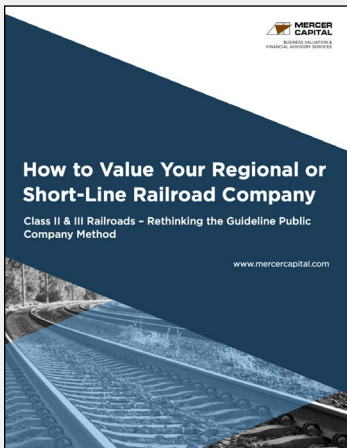


WHITEPAPER

Understand the Value of Your Logistics Company

There are many reasons why a logistics company can be worth more or less than a standard rule of thumb might imply, and many reasons why a particular interest in a logistics company can be worth more or less than the pro rata value implied by that rule of thumb. This whitepaper provides useful information as to how logistics companies are valued and what impact that might have on their owners. The whitepaper breaks down basic concepts that must be defined in every valuation and goes into depth about three commonly accepted approaches to value. Financial and market considerations are discussed as are the differences between public and private companies as well as public and private logistics companies.

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WHITEPAPER

How to Value Your Regional or Short-Line Railroad Company

In the railroad industry, Class I public company multiples are often used to estimate the fair market value of private railroads classified as Class II or Class III. In almost every case, this method significantly misrepresents the fair market value of private railroad operations. In this whitepaper, we explain why public company multiples can be misleading and discuss the mechanics of valuation used by professional business appraisers. We do so in order to provide you with the knowledge and vocabulary necessary to be an informed consumer of business valuation services and, more importantly, to understand the value of your regional or short-line railroad company.

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- Litigation support for economic damages and valuation and shareholder disputes

Contact Us



Samantha L. Albert, ASA
901.322.9702
alberts@mercercapital.com



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



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



Mercer Capital

www.mercercapital.com

