HOULIHAN CAPITAL *Value. Added.*

Valuation & Financial Advisory | Investment Banking | Litigation Support



Industry Update

Transportation and Logistics

Q4 2021

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1 Financial Performance

Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile				LTM Operating Data		Forward Estimates	
		Price at 12/31/21	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2021 Est. Revenue	2021 Est. EBITDA
Transportation - Less Than Truckload									
Old Dominion Freight Line, Inc.	ODFL	$358.38	95.9%	$34,261	$4,613	$4,919	$1,532	$5,902	$1,884
Saia, Inc.	SAIA	$337.03	92.2%	$7,500	$1,789	$2,148	$423	$2,591	$569
ArcBest Corporation	ARCB	$119.85	95.9%	$2,148	$1,962	$3,611	$330	$4,788	$454
Yellow Corporation	YRCW	$0.00	N/A	$1,929	$2,463	$4,977	$204	$5,287	$360
Transportation - Long-Haul / Truckload									
J.B. Hunt Transport Services, Inc.	JBHT	$204.40	98.8%	$21,165	$6,791	$12,168	$1,600	$13,880	$1,854
Knight-Swift Transportation Holdings Inc.	KNX	$60.94	97.8%	$11,377	$10,656	$5,998	$1,546	$7,220	$1,763
Werner Enterprises, Inc.	WERN	$47.66	95.8%	$3,338	$2,479	$2,589	$514	$2,950	$623
Transportation - Other									
United Parcel Service, Inc.	UPS	$214.34	97.3%	$190,812	$65,739	$94,412	$10,874	$99,916	$16,209
FedEx Corporation	FDX	$258.64	80.9%	$95,141	$84,247	$89,552	$11,722	$94,884	$11,642
Logistics - Asset Light Transportation									
Expeditors International of Washington, Inc.	EXPD	$134.29	97.5%	$18,032	$7,076	$14,640	$1,620	$14,982	$1,548
C.H. Robinson Worldwide, Inc.	CHRW	$107.63	99.6%	$15,385	$6,603	$21,150	$1,070	$23,150	$1,205
XPO Logistics, Inc.	XPO	$77.43	50.5%	$11,749	$8,533	$18,436	$1,643	$13,303	$1,344
Hub Group, Inc.	HUBG	$84.24	96.8%	$2,695	$2,291	$3,929	$291	$4,848	$382

Source: Capital IQ

2 Valuation Metrics

Return Profile, Trading Multiples

Company Name	Ticker	Return Profile						Trading Multiples	
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Transportation - Less Than Truckload									
Old Dominion Freight Line, Inc.	ODFL	17.9%	28.7%	24.5%	31.1%	39.0%	1.1x	7.0x	22.4x
Saia, Inc.	SAIA	10.6%	21.3%	20.1%	19.7%	47.5%	1.4x	3.5x	17.7x
ArcBest Corporation	ARCB	7.0%	19.5%	27.1%	9.1%	72.6%	1.7x	0.6x	6.5x
Yellow Corporation	YRCW	1.8%	N/A	10.4%	4.1%	45.6%	0.0x	0.4x	9.4x
	Mean	**9.3%**	**23.2%**	**20.5%**	**16.0%**	**51.2%**	**1.0x**	**2.9x**	**14.0x**
	Median	**8.8%**	**21.3%**	**22.3%**	**14.4%**	**46.6%**	**1.2x**	**2.0x**	**13.6x**
Transportation - Long-Haul / Truckload									
J.B. Hunt Transport Services, Inc.	JBHT	10.3%	26.6%	26.3%	13.1%	27.7%	1.1x	1.7x	13.2x
Knight-Swift Transportation Holdings Inc.	KNX	6.3%	12.0%	28.3%	25.8%	43.2%	1.3x	1.9x	7.4x
Werner Enterprises, Inc.	WERN	7.1%	19.4%	9.1%	19.8%	10.4%	0.9x	1.3x	6.5x
	Mean	**7.9%**	**19.3%**	**21.2%**	**19.6%**	**27.1%**	**1.1x**	**1.6x**	**9.0x**
	Median	**7.1%**	**19.4%**	**26.3%**	**19.8%**	**27.7%**	**1.1x**	**1.7x**	**7.4x**
Transportation - Other									
United Parcel Service, Inc.	UPS	7.8%	73.0%	17.6%	11.5%	26.9%	1.1x	2.0x	17.5x
FedEx Corporation	FDX	5.9%	21.4%	19.8%	13.1%	48.4%	1.3x	1.1x	8.1x
	Mean	**6.8%**	**47.2%**	**18.7%**	**12.3%**	**37.6%**	**1.2x**	**1.5x**	**12.8x**
Source: Capital IQ	**Median**	**6.8%**	**47.2%**	**18.7%**	**12.3%**	**37.6%**	**1.2x**	**1.5x**	**12.8x**

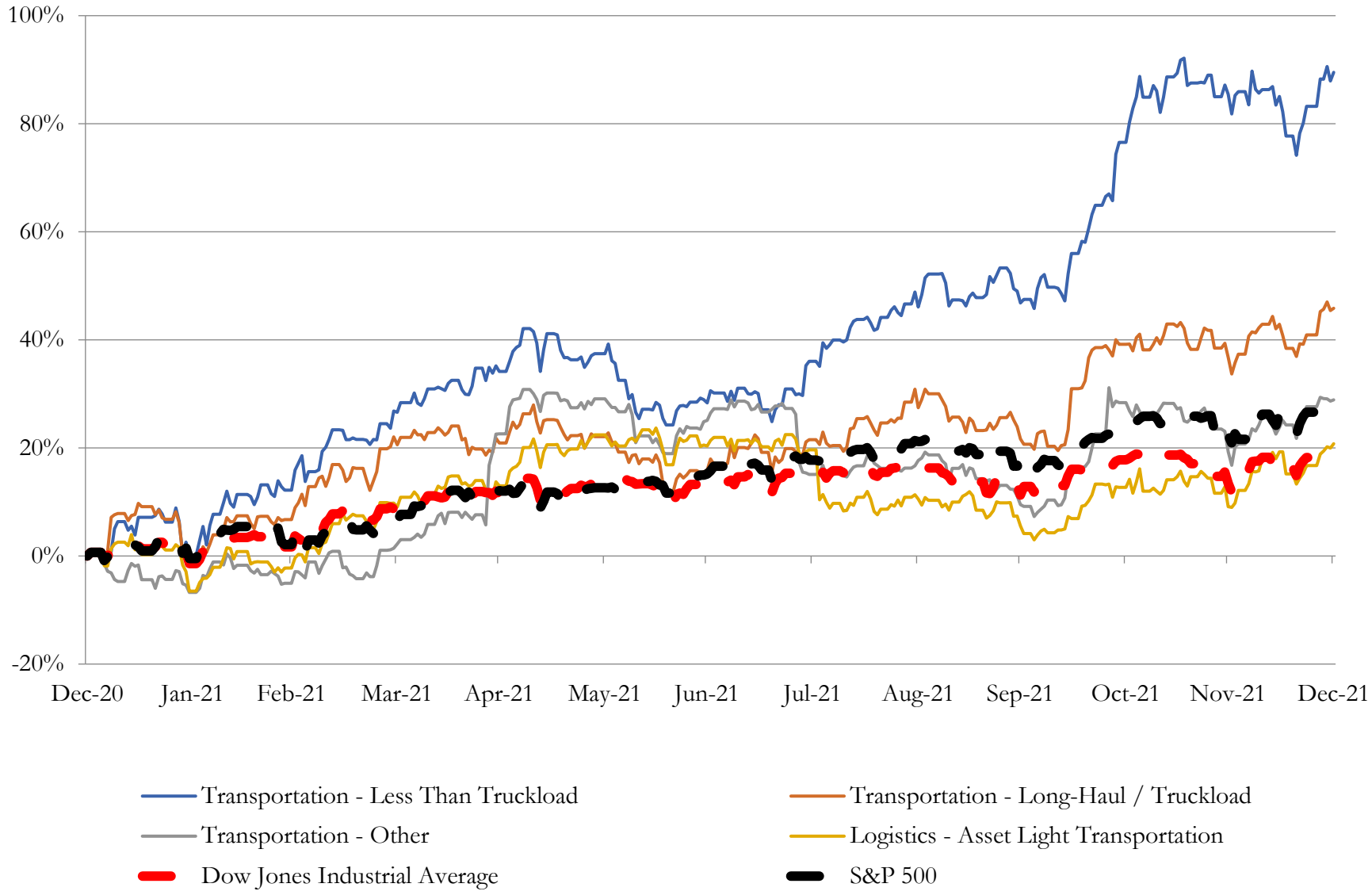
Valuation Metrics (cont.)

Return Profile, Trading Metrics

Company Name	Ticker	Return Profile						Trading Multiples	
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Logistics - Asset Light Transportation									
Expeditors International of Washington, Inc.	EXPD	17.1%	39.3%	69.3%	11.1%	81.2%	0.9x	1.2x	11.1x
C.H. Robinson Worldwide, Inc.	CHRW	10.7%	39.8%	36.9%	5.1%	58.1%	0.8x	0.7x	14.4x
XPO Logistics, Inc.	XPO	4.5%	20.7%	61.8%	8.9%	72.6%	2.0x	0.6x	7.2x
Hub Group, Inc.	HUBG	4.7%	9.2%	14.1%	7.4%	23.6%	1.0x	0.7x	9.3x
	Mean	**9.3%**	**27.2%**	**45.5%**	**8.1%**	**58.9%**	**1.2x**	**0.8x**	**10.5x**
Source: Capital IQ	**Median**	**7.7%**	**30.0%**	**49.3%**	**8.2%**	**65.4%**	**0.9x**	**0.7x**	**10.2x**

3 LTM Equity Performance

Major Indexes



Source: Capital IQ

4 Recent M&A Activity

Last Twelve (12) Months as of December 31, 2021

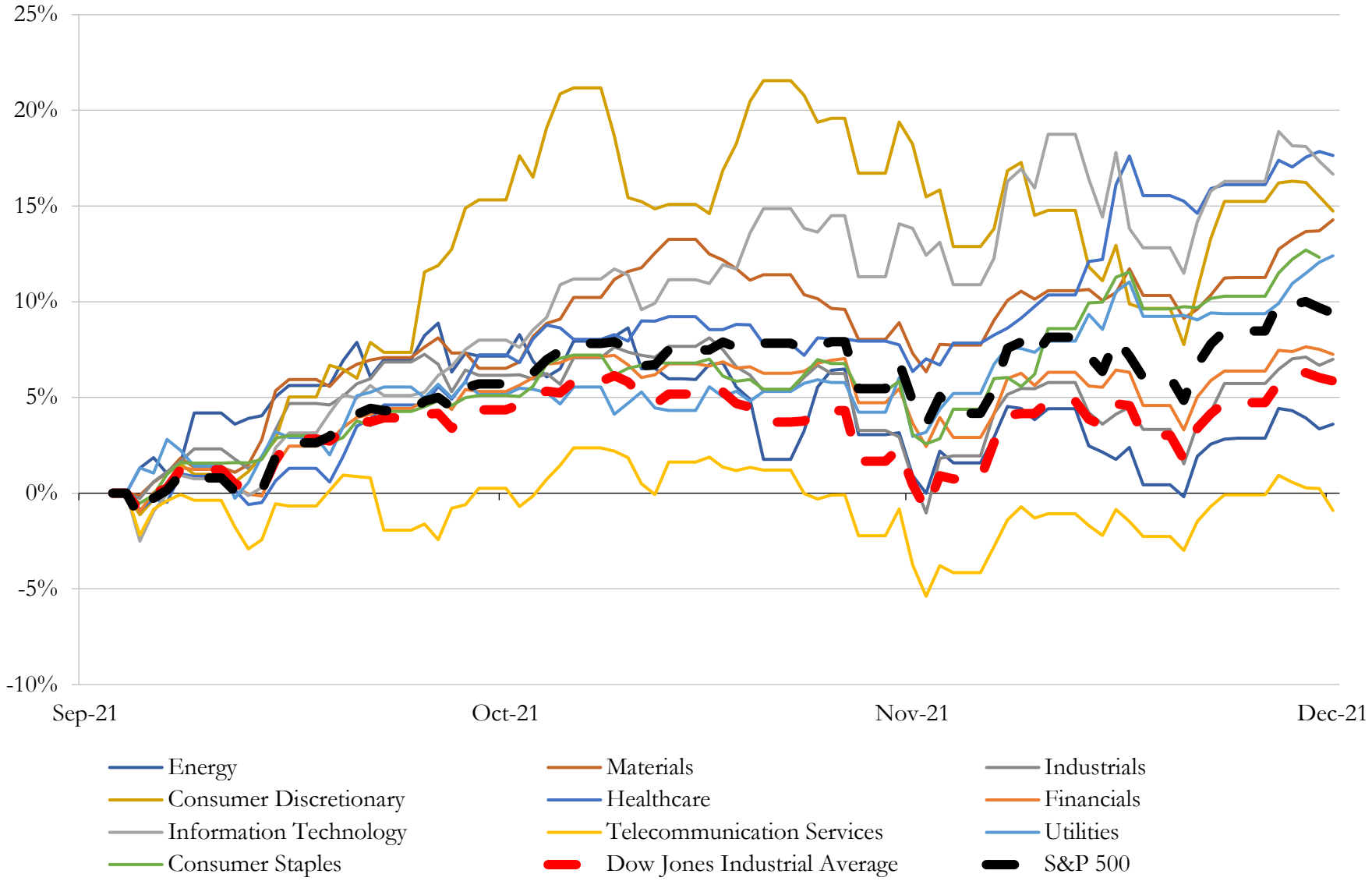
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
Dec-21	Kansas City Southern	Canadian Pacific Railway Limited	$31,329
Jul-21	First Student, Inc./First Transit Inc.	EQT Partners AB; EQT Infrastructure V	$4,555
Sep-21	Atlantic Aviation FBO Inc.	KKR & Co. Inc.	$4,475
Apr-21	Transurban Chesapeake assets	Canada Pension Plan Investment Board; UniSuper Limited; AustralianSuper Pty.	$4,306
Nov-21	Transplace Inc.	Uber Freight LLC	$2,250
Nov-21	Echo Global Logistics, Inc.	The Jordan Company, L.P.	$1,400
Jul-21	AAA Cooper Transportation, Inc.	Knight-Swift Transportation Holdings Inc.	$1,350
Apr-21	AIT Worldwide Logistics, Inc.	The Jordan Company, L.P.	$1,200
Apr-21	SEACOR Holdings Inc.	AIP, LLC; American Industrial Partners Capital Fund VII, L.P.	$1,129
Apr-21	UPS Ground Freight, Inc. (nka:TForce Freight, Inc.)	TFI International Inc.	$971
Mar-21	Substantially all assets of Donlen Corporation	Athene Holding Ltd.	$891
Aug-21	Visible Supply Chain Management, LLC	A.P. Møller - Mærsk A/S	$838
Nov-21	Molo Solutions, LLC	ArcBest Corporation	$690
Jul-21	Transtar, LLC	Fortress Transportation and Infrastructure Investors LLC	$627
Aug-21	Rail Leasing Business of The Andersons, Inc.	American Industrial Transport, Inc.	$571
Jul-21	Self-Driving Car Division of Lyft, Inc.	Woven Planet Holdings, Inc.	$550
Jul-21	Quality Carriers Inc.	CSX Corporation	$543
Dec-21	Trinity Highway Products, LLC	Monomoy Capital Partners; Monomoy Capital Partners IV, L.P.	$375
Nov-21	Midwest Warehouse And Distribution System, Inc.	Ryder System, Inc.	$275
Dec-21	Midwest Logistics Systems Ltd.	Schneider National, Inc.	$263
Dec-21	Substantially all of the assets and assume certain liabilities of Summit Truck	Rush Truck Leasing, Inc.; Rush Truck Centers Of Tennessee, Inc.; Rush Truck	$205
Dec-21	RAC MME Holdings, LLC	Knight-Swift Transportation Holdings Inc.	$150
Oct-21	Choptank Transport, Inc.	Hub Group, Inc.	$130
Oct-21	Greyhound Lines, Inc.	FlixMobility GmbH	$94
Nov-21	T.F. Boyle Transportation, Inc.	Andlauer Healthcare Group Inc.	$81
Nov-21	Skelton USA Inc.	Andlauer Healthcare Group Inc.	$79
May-21	KMT Logistics Inc.	Americold Realty Trust	$71
Nov-21	NEHDS Logistics LLC	Werner Enterprises, Inc.	$64
May-21	KCS International Inc.	MarineMax, Inc.	$57
Jun-21	Quad Logistics Services, LLC	Mullen Group Ltd.	$40

Source: Capital IQ

5 Change in Market Capitalization by Sector

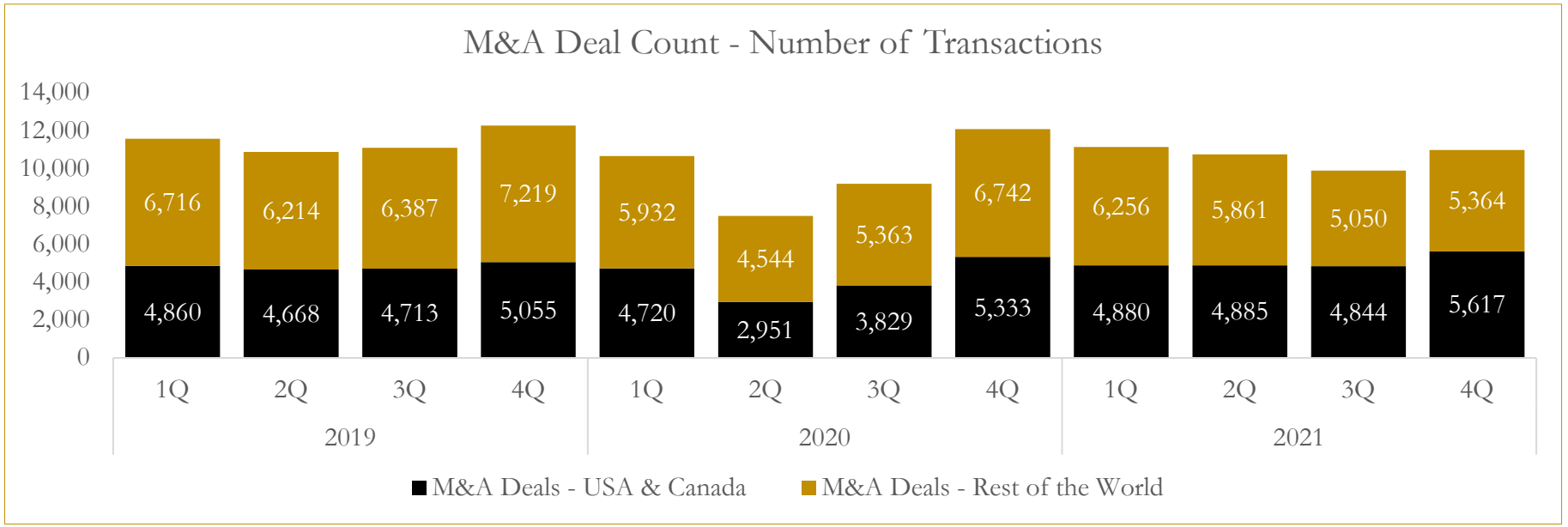
Last Three (3) Months as of December 31, 2021

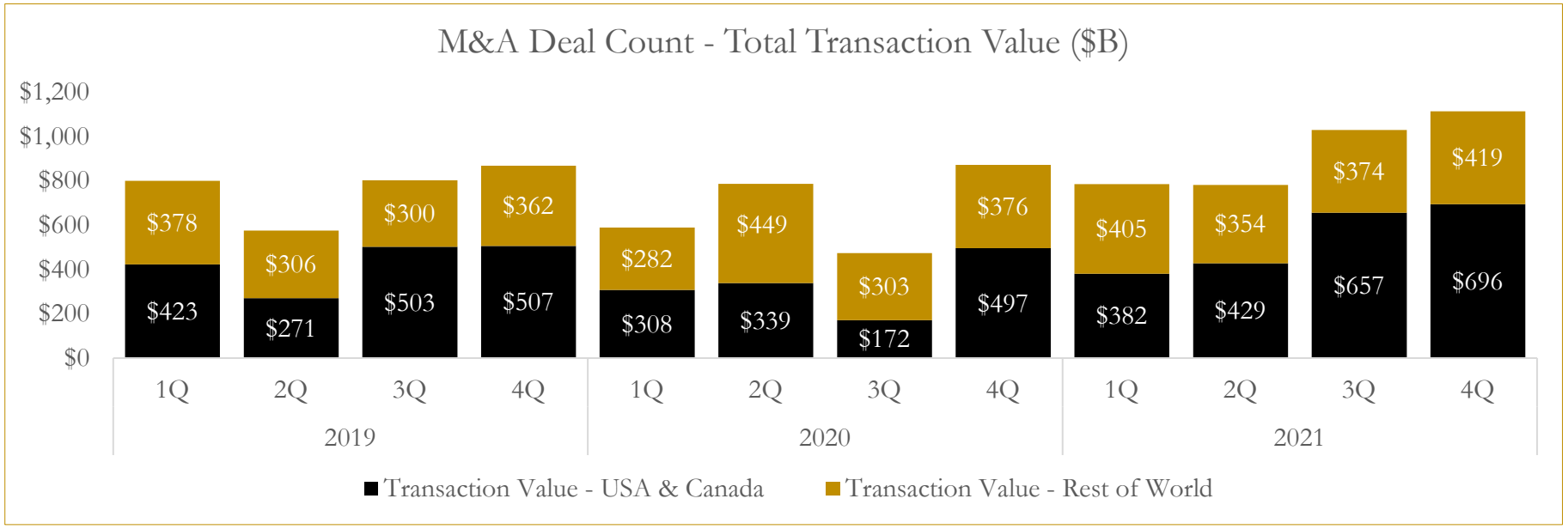


Source: Capital IQ

6 M&A Deal Flow Statistics

Last Three (3) Years as of December 31, 2021





Source: Capital IQ

About Houlihan Capital

Houlihan Capital is a leading, solutions-driven valuation, financial advisory and boutique investment banking firm. We pride ourselves on being thought leaders in an ever-changing landscape.

Houlihan Capital is SOC-compliant, a FINRA and SIPC member and committed to the highest levels of professional ethics and standards.

Valuation & Financial Advisory
We provide an array of services that include enterprise valuations, portfolio valuation, valuation of carried interest, transaction opinions, tax and financial reporting compliance, purchase price allocations, and a wide variety of consulting services through our Financial Advisory Group.

Investment Banking
Through our Investment Banking Group, we offer sell-side/buy-side advisory and capital raises. Through our Special Situations desk, we provide services that fit outside the archetypal verticals, including liquidity solutions, transactional advisory, and secondary market advisory and trading.

Litigation Support
Our team provides support for a wide variety of situations including commercial and shareholder disputes, derivatives and structured finance litigation, and fraudulent conveyance.

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