

# Industry Update **Transportation and Logistics** Q3 2021

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## **Financial Performance** *Size Profile, LTM Financials, Forward Estimates*

(USD in millions, except per share data)

			Size Prof	ile		LTM Operation	ng Data	Forward Esti	mates
Company Name	Ticker	Price at 09/30/21	% 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	\$285.98	94.0%	\$37,045	\$4,613	\$4,919	\$1,530	\$5,230	\$1,634
Saia, Inc.	SAIA	\$238.03	91.9%	\$7,303	\$1,789	\$2,148	\$421	\$2,185	\$429
ArcBest Corporation	ARCB	\$81.77	87.0%	\$2,154	\$1,841	\$3,390	\$282	\$3,759	\$389
Yellow Corporation	YRCW	\$0.00	N/A	\$1,804	\$2,491	\$4,859	\$173	\$5,084	\$243
Transportation - Long-Haul / Truckload									
J.B. Hunt Transport Services, Inc.	JBHT	\$167.22	90.7%	\$21,224	\$6,513	\$11,409	\$1,496	\$11,952	\$1,571
Knight-Swift Transportation Holdings Inc.	KNX	\$51.15	94.7%	\$11,033	\$10,355	\$5,459	\$1,373	\$5,902	\$1,505
Werner Enterprises, Inc.	WERN	\$44.27	89.0%	\$3,287	\$2,383	\$2,477	\$509	\$2,686	\$588
Transportation - Other									
United Parcel Service, Inc.	UPS	\$182.10	82.9%	\$199,896	\$65,739	\$94,412	\$10,909	\$96,373	\$15,491
FedEx Corporation	FDX	\$219.29	68.5%	\$91,976	\$82,048	\$86,641	\$11,684	\$88,563	\$9,864
Logistics - Asset Light Transportation									
Expeditors International of Washington, Inc.	EXPD	\$119.13	91.1%	\$19,130	\$5,953	\$12,670	\$1,386	\$14,389	\$1,616
XPO Logistics, Inc.	XPO	\$79.58	51.9%	\$16,925	\$15,564	\$18,696	\$1,771	\$12,561	\$1,244
C.H. Robinson Worldwide, Inc.	CHRW	\$87.00	81.5%	\$14,696	\$6,603	\$21,150	\$1,072	\$22,754	\$1,197
Hub Group, Inc.	HUBG	\$68.75	91.7%	\$2,681	\$2,186	\$3,778	<b>\$26</b> 0	\$4,153	\$302

## Valuation Metrics Return Profile, Trading Multiples

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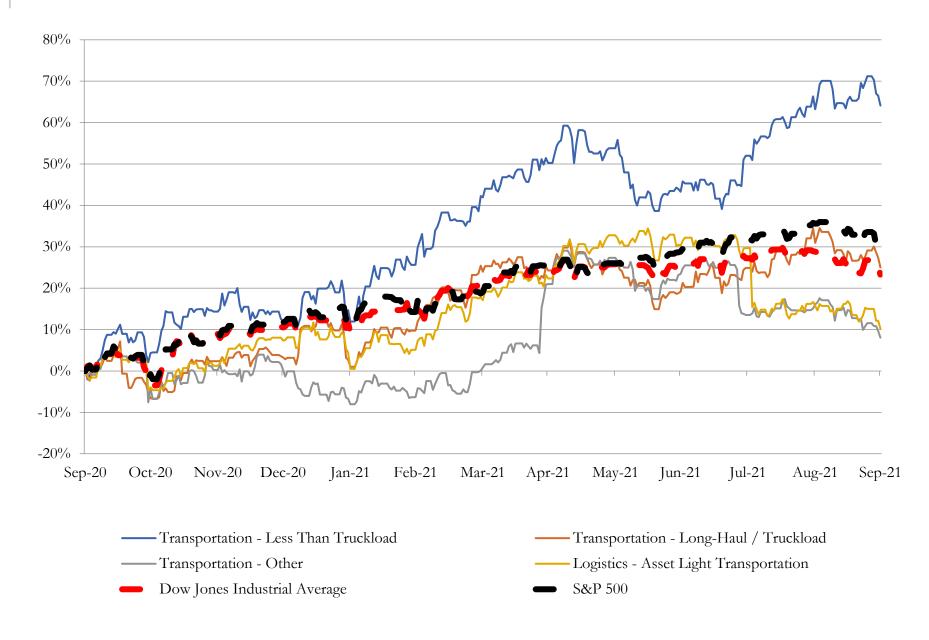
			Return Profile					Trading Multiples	
Company Name	Ticker	Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Transportation - Less Than Truckload									
Old Dominion Freight Line, Inc.	ODFL	17.9%	28.7%	24.5%	31.1%	38.9%	1.0x	7.5x	24.2x
Saia, Inc.	SAIA	10.6%	21.3%	20.1%	19.6%	46.9%	1.2x	3.4x	17.3x
ArcBest Corporation	ARCB	5.4%	16.5%	19.6%	8.3%	57.8%	1.6x	0.6x	7.6x
Yellow Corporation	YRCW	1.1%	N/A	6.1%	3.6%	17.2%	0.0x	0.4x	10.5x
	Mean Median	8.7% 8.0%	22.1% 21.3%	17.6% 19.8%	15.6% 14.0%	40.2% 42.9%	1.0x 1.1x	3.0x 2.0x	14.9x 13.9x
Transportation - Long-Haul / Truckload									
J.B. Hunt Transport Services, Inc.	JBHT	9.6%	24.9%	22.0%	13.1%	20.8%	1.0x	1.9x	14.2x
Knight-Swift Transportation Holdings Inc.	KNX	5.4%	10.4%	18.9%	25.1%	39.8%	1.3x	2.0x	8.0x
Werner Enterprises, Inc.	WERN	7.1%	18.5%	3.1%	20.5%	11.5%	0.9x	1.3x	6.5x
	Mean Median	7.4% 7.1%	17.9% 18.5%	14.7% 18.9%	19.6% 20.5%	24.0% 20.8%	1.1x 1.0x	1.7x 1.9x	9.6x 8.0x
Transportation - Other									
United Parcel Service, Inc.	UPS	7.8%	73.0%	17.6%	11.6%	27.1%	1.1x	2.1x	18.3x
FedEx Corporation	FDX	6.1%	23.3%	21.2%	13.5%	66.0%	1.3x	1.1x	7.9x
Source: Capital IQ	Mean Median	7.0% 7.0%	48.2% 48.2%	19.4% 19.4%	12.5% 12.5%	46.5% 46.5%	1.2x 1.2x	1.6x 1.6x	13.1x 13.1x

		Return Profile					<b>Trading Multiples</b>		
Company Name	Ticker	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	17.0%	38.0%	51.3%	10.9%	64.0%	0.8x	1.5x	13.8x
XPO Logistics, Inc.	XPO	4.0%	17.9%	19.4%	9.5%	39.7%	2.1x	0.9x	9.6x
C.H. Robinson Worldwide, Inc.	CHRW	10.7%	39.8%	36.9%	5.1%	55.7%	0.7x	0.7x	13.7x
Hub Group, Inc.	HUBG	4.0%	7.9%	10.1%	6.9%	6.8%	1.0x	0.7x	10.3x
	Mean	8.9%	25.9%	29.4%	8.1%	41.5%	1.1x	1.0x	11.8x
Source: Capital IQ	Median	7.4%	28.0%	28.2%	8.2%	47.7%	0.9x	0.8x	12.0x

# LTM Equity Performance

Major Indexes

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**Recent M&A Activity** Last Twelve (12) Months as of September 30, 2021

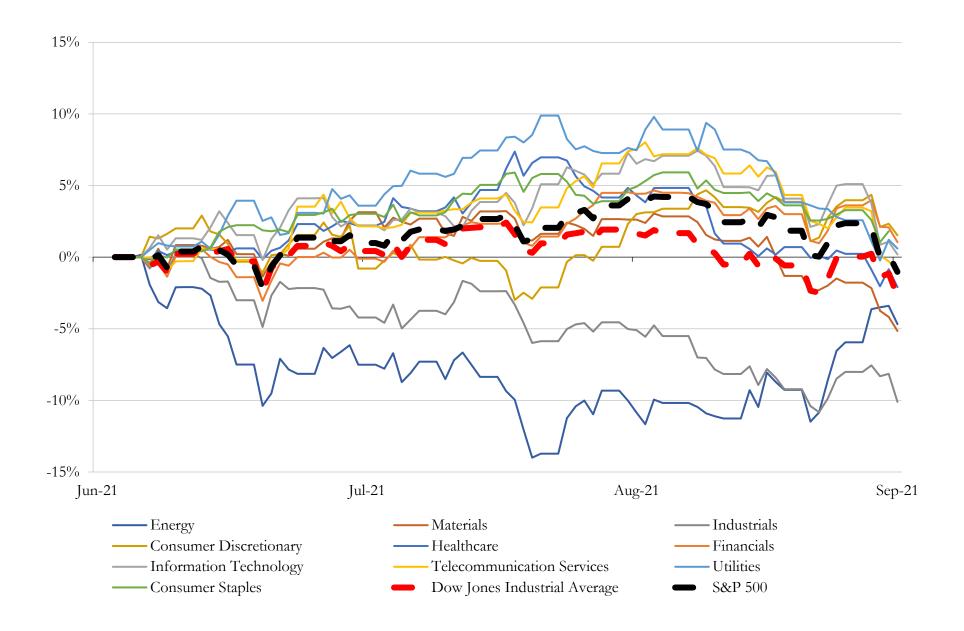
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
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
Dec-20	Elizabeth River Crossings concession	Abertis Infraestructuras, S.A.; John Hancock Life Insurance Company (U.S.A.)	\$2,316
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.	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
Jul-21	Transtar LLC.	Fortress Transportation and Infrastructure Investors LLC	\$640
Dec-20	Certain Gulf Coast Marine and Terminal Operations and Assets of Dow Inc.	BlackRock, Inc.; Koninklijke Vopak N.V.; Global Energy and Power	\$620
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
Nov-20	Hall's Warehouse Corp.	Americold Realty Trust	\$481
Nov-20	DLS Worldwide Logistics Business (nka:TForce Worldwide, Inc.)	TFI International Inc.	\$225
Dec-20	NonstopDelivery, Inc.	Hub Group, Inc.	\$101
May-21	KMT Logistics Inc.	Americold Realty Trust	\$71
May-21	KCS International Inc.	MarineMax, Inc.	\$63
Jun-21	Quad Logistics Services, LLC	Mullen Group Ltd.	\$40
Jun-21	Utxl Enterprises, Inc.	Knight-Swift Transportation Holdings Inc.	\$37
Dec-20	Assets of Las Vegas Monorail Company	Las Vegas Convention and Visitors Authority	\$24
Sep-21	Expedited Logistics and Freight Services, LLC	Janel Group, Inc.	\$24
Jul-21	Harborage Yacht Club	Sun Communities, Inc.	\$22
Feb-21	Pool distribution business of Forward Air Corporation	Ten Oaks Group	\$20
Nov-20	International Mail and Parcel Logistics Business of R. R. Donnelley & Sons	ePost Global, LLC	\$13
Dec-20	Keystone Investment, LLC	N/A	\$11
Aug-21	IDEA Logistics LLC	EFL Global Logistics (Pte.) Ltd; EFL Global LLC (USA)	\$10
Sep-21	Detroit River Marina	Sun Communities, Inc.	\$9

Source: Capital IQ

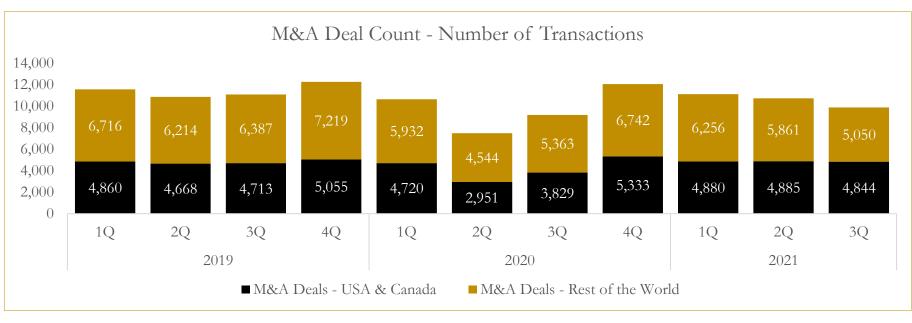
### Change in Market Capitalization by Sector

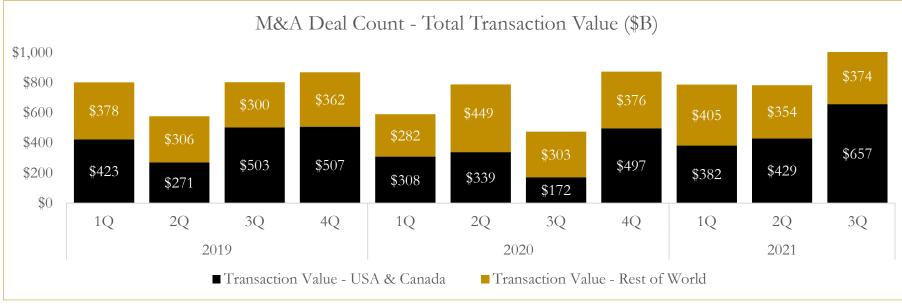
Last Three (3) Months as of September 30, 2021



### M&A Deal Flow Statistics

Last Three (3) Years as of September 30, 2021





# 7 Houlihan Capital About Us

#### 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.

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