

ProventisPartners.

FOR WHAT TRULY COUNTS



M&A Facts Quarterly Q4 – 2023

Logistics



Logistics Sector M&A-Highlights and Market Insights

Data source: S&P Capital IQ. Analysis by Proventis Partners.

- ▶ The global market outlook is positive, albeit with lower growth rates than in recent years. The main challenges facing the industry are the ongoing geopolitical conflicts, shortage of skilled workers, sustainability requirements and increasing digitalization.
- ▶ Median EBIT(DA) trading-multiples have overall increased compared to the previous quarter or remained on the same level in some cases.
- ▶ In Q4 of 2023, a total of 132 deals were recorded. Therefore, deal activity was higher compared to the previous quarter (Q3 2023: 120).
- ▶ In Q4 2023, 6 transactions with German participation were announced.
- ▶ 51% of the acquired companies originate from Europe and 27% from the USA and Canada.
- ▶ With a transaction volume of EUR 2,740bn, the largest transaction comes from the USA, where Alaska Air Group acquired Hawaiian Holdings, Inc.

Covered sub-sectors:

Global Delivery Services

Airport Operators

Freight Forwarders

Marine Transportation

Port Operators

Road & Rail Transportation

Market trends:

Industry

- ▶ Global logistics and distribution is forecasted to grow at a CAGR of 6.5% between 2023 and 2028. This signals a growth slowdown compared to 2022.
- ▶ Current geopolitical events in Ukraine and the Middle East are leading to severe restrictions on cross-border supply chains in some areas, meaning that logistics companies are having to reroute or realign transport routes. For example, civilian container ships in the Red Sea have been under regular attack since November.
- ▶ Moreover, the industry is particularly struggling with a shortage of skilled workers and regulatory requirements.

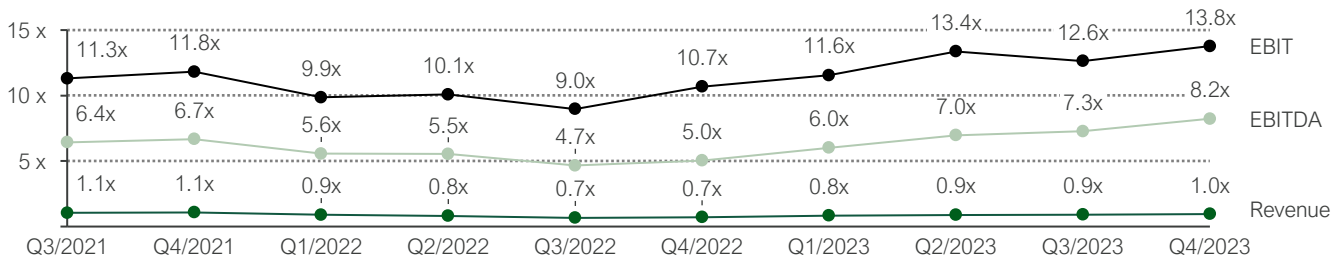
Outlook

- ▶ Various global geopolitical and climate events have highlighted the importance of diversified supply chains. Therefore, a major focus is on digitization as companies continue to seek options to improve supply chain processes, data analysis as well as analytical capabilities.
- ▶ Continuous quest for optimized warehouse spaces and the ongoing shortages of available workers drive investments into various technologies, including automation.
- ▶ Water transportation is increasing since it is generally cost effective for transporting large volume of goods over a long distance and it has high carrying capacity.

Global Delivery Services Sector Peer Group

Note: TEV = Total Enterprise Value. LTM = Last Twelve Months. Data source: S&P Capital IQ. Financials in EURm

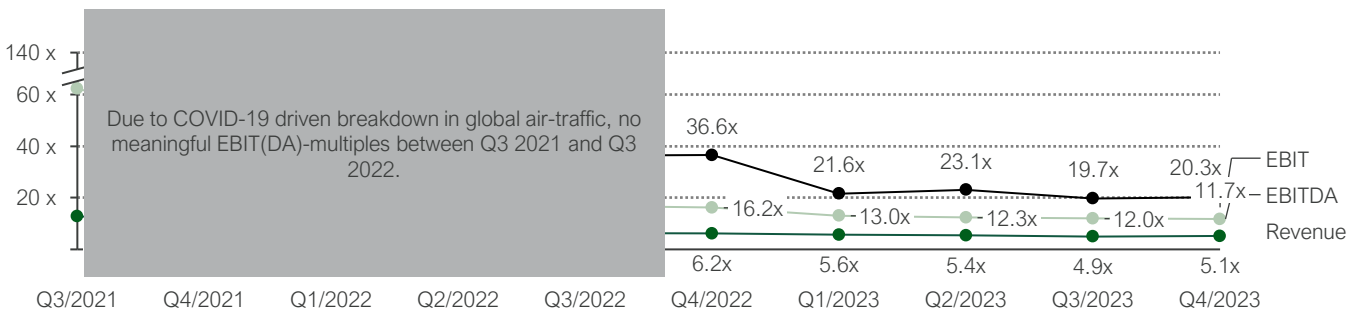
Company Name	Country	Market Cap	TEV	Total Revenue LTM	EBITDA LTM	TEV/EBITDA LTM	TEV/EBITDA prev. quarter
United Parcel Service, Inc.	United States	121.183	137.625	82.290	13.449	9,7x	8,5x
FedEx Corporation	United States	57.191	85.646	80.637	14.939	5,8x	6,0x
Deutsche Post AG	Germany	53.030	71.369	84.186	10.500	6,8x	5,8x
International Distributions Services plc	United Kingdom	2.999	4.765	13.879	381	12,5x	8,6x
Median						8,2x	7,3x



Airport Operators Sector Peer Group

Note: TEV = Total Enterprise Value. LTM = Last Twelve Months. Data source: S&P Capital IQ. Financials in EURm

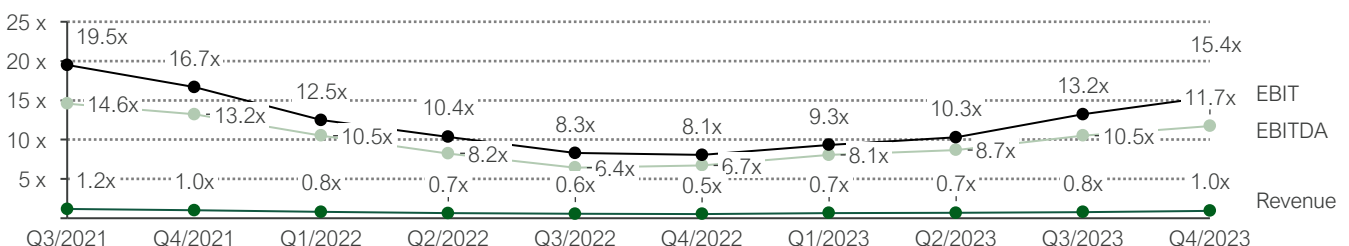
Company Name	Country	Market Cap	TEV	Total Revenue LTM	EBITDA LTM	TEV/EBITDA LTM	TEV/EBITDA prev. quarter
Aena S.M.E., S.A.	Spain	24.615	30.929	4.817	2.656	11,5x	11,4x
Aeroports de Paris S.A.	France	11.562	20.334	5.227	1.894	10,8x	10,5x
Shanghai International Airport Co., Ltd.	China	10.408	11.712	1.201	173	50,2x	108,6x
Fraport AG	Germany	5.059	13.684	3.900	1.079	12,0x	12,5x
Median						11,7x	12,0x



Freight Forwarders Sector Peer Group

Note: TEV = Total Enterprise Value. LTM = Last Twelve Months. Data source: S&P Capital IQ. Financials in EURm

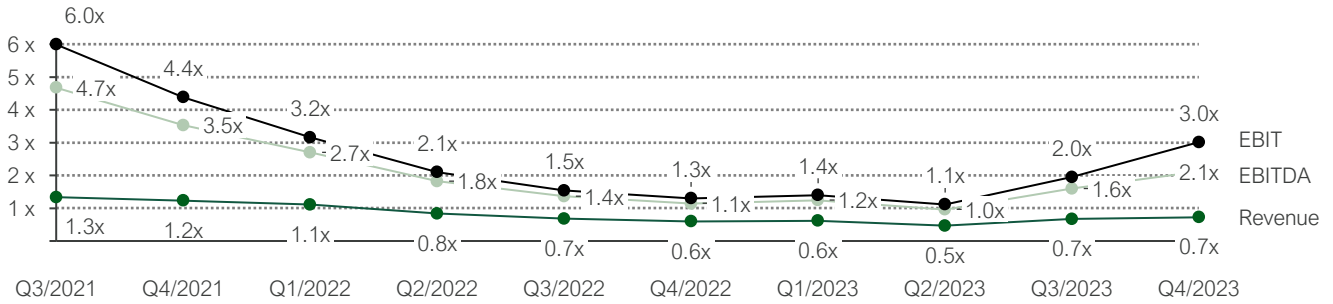
Company Name	Country	Market Cap	TEV	Total Revenue LTM	EBITDA LTM	TEV/EBITDA LTM	TEV/EBITDA prev. quarter
DSV A/S	Denmark	33.279	37.538	22.177	3.162	11,9x	12,0x
Kuehne + Nagel International AG	Switzerland	37.244	37.123	27.847	3.069	11,6x	9,0x
C.H. Robinson Worldwide, Inc.	United States	9.117	10.725	15.920	650	14,9x	12,3x
Nippon Express Holdings, Inc.	Japan	4.523	6.773	14.741	-	0,0x	3,6x
Median						11,7x	10,5x



Marine Transportation Sector Peer Group

Note: TEV = Total Enterprise Value. LTM = Last Twelve Months. Data source: S&P Capital IQ. Financials in EURm

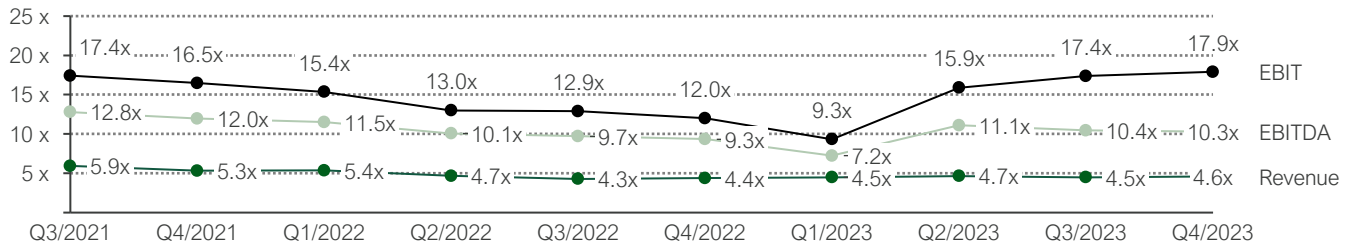
Company Name	Country	Market Cap	TEV	Total Revenue LTM	EBITDA LTM	TEV/EBITDA LTM	TEV/EBITDA prev. quarter
A.P. Møller - Mærsk A/S	Denmark	25.861	20.206	53.990	14.366	1,4x	1,0x
COSCO SHIPPING Holdings Co., Ltd.	China	18.554	10.517	27.038	8.804	1,2x	0,9x
Nippon Yusen Kabushiki Kaisha	Japan	13.283	17.191	15.299	2.302	4,0x	2,6x
Hapag-Lloyd Aktiengesellschaft	Germany	23.728	22.881	21.967	7.906	2,9x	2,2x
Median						2,1x	1,6x



Port Operators Sector Peer Group

Note: TEV = Total Enterprise Value. LTM = Last Twelve Months. Data source: S&P Capital IQ. Financials in EURm

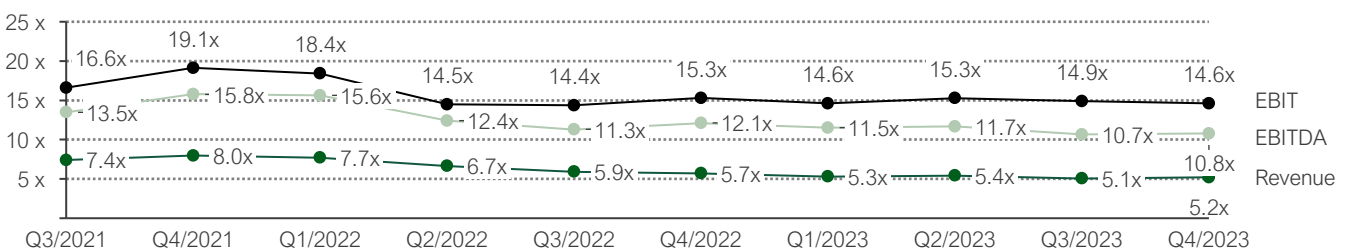
Company Name	Country	Market Cap	TEV	Total Revenue LTM	EBITDA LTM	TEV/EBITDA LTM	TEV/EBITDA prev. quarter
Shanghai International Port Co., Ltd.	China	14.557	18.183	4.791	2.475	12,3x	13,2x
International Container Terminal Services, Inc.	Philippines	8.190	11.274	2.233	1.384	8,4x	7,7x
Hamburger Hafen und Logistik Aktiengesellschaft	Germany	1.261	2.344	1.502	298	7,8x	6,9x
Adani Ports and Special Economic Zone Limited	India	24.050	28.895	2.784	1.606	19,1x	17,2x
Median						10,3x	10,4x



Road & Rail Transportation Sector Peer Group

Note: TEV = Total Enterprise Value. LTM = Last Twelve Months. Data source: S&P Capital IQ. Financials in EURm

Company Name	Country	Market Cap	TEV	Total Revenue LTM	EBITDA LTM	TEV/EBITDA LTM	TEV/EBITDA prev. quarter
Union Pacific Corporation	United States	135.460	165.964	20.420	11.170	15,7x	13,0x
Central Japan Railway Company	Japan	22.634	46.391	10.018	4.646	9,8x	10,9x
CSX Corporation	United States	61.983	77.972	13.260	6.458	11,7x	10,4x
Daqin Railway Co., Ltd.	China	14.140	12.171	9.862	2.513	4,9x	5,1x
Median						10,8x	10,7x



Recent Logistics M&A Transactions

Note: TEV = Total Enterprise Value. TTV = Total Transaction Value in EURm. Data source: S&P Capital IQ. Selection of transactions by Proventis Partners.

Announced Date	Target	Target Country	Acquirer	Acquirer Country	Acquired Stake	Total Transaction Value	Implied EV/EBITDA
12.29.2023	TAEYOUNG INDUSTRY Co., Ltd.	KR	JoongAng Tank Terminal Holdings Co., Ltd.	n/a	100	167	n/a
12.22.2023	Daseke, Inc. (NasdaqCM:DSKE)	US	TFI International Inc. (TSX:TFII)	CA	100	1.067	5,4x
12.21.2023	ZEABORN Ship Management Tanker GmbH	DE	Ahrenkiel Steamship GmbH & Co. KG	n/a	100	n/a	n/a
12.21.2023	Great Slave Helicopters Ltd.	CA	FluroTech Ltd. (TSXV:TEST.H)	CA	100	51	n/a
12.20.2023	Forward Air Final Mile LLC	US	Hub Group, Inc. (NasdaqGS:HUBG)	US	100	239	n/a
12.20.2023	Frigoscandia AB	SE	Dachser Group SE & Co. KG	DE	100	66	n/a
12.18.2023	Heraklion Port Authority S.A.	n/a	Minoan Lines Shipping S.A.; Grimaldi Group SpA	n/a	67	80	n/a
12.15.2023	Dako Worldwide Transport GmbH	DE	CF&S Germany GmbH	DE	100	n/a	n/a
12.15.2023	RTC Transport A/S	DK	NTG Nordic Transport Group A/S (CPSE:NTG)	DK	75	n/a	n/a
12.15.2023	BRACCHI S.r.l.	IT	Argos Wityu Partners S.A.	FR	64	n/a	n/a
12.11.2023	Eagle Bulk Shipping Inc. (NYSE:EGLE)	MH	Star Bulk Carriers Corp. (NasdaqGS:SBLK)	MH	100	1.033	9,7x
12.07.2023	WESTFA Energy GmbH	DE	Mabanaft GmbH & Co. KG	DE	100	n/a	n/a
12.06.2023	Iowa Northern Railway Company	US	Canadian National Railway Company (TSX:CNR)	CA	100	213	n/a
12.04.2023	Pnp Maritime Services Private Limited	IN	JSW Dharamtar Port Private Limited	IN	100	30	n/a
12.03.2023	Hawaiian Holdings, Inc. (NasdaqGS:HA)	US	Alaska Air Group, Inc. (NYSE:ALK)	US	100	2.740	10,3x
10.30.2023	Abbey Logistics Group Limited	UK	Sitra-Group	BE	100	n/a	n/a
10.26.2023	Bakker Logistiek Groep B.V.	NL	STEF SA (ENXTPA:STF)	FR	100	n/a	n/a
10.25.2023	Happy Returns, Inc.	US	United Parcel Service, Inc. (NYSE:UPS)	US	100	439	n/a
10.23.2023	Impact Fulfillment Services, LLC	US	Ryder System, Inc. (NYSE:R)	US	100	235	n/a
10.20.2023	Ivemar Bvba	BE	Transpharma International BV	BE	100	n/a	n/a
10.18.2023	Jet East Corporate Aviation, LLC	n/a	West Star Aviation, LLC	US	100	125	n/a
10.16.2023	Logistec Corporation	CA	Blue Wolf Capital Partners; Stonepeak Partners	n/a	100	1.018	17,8x
10.12.2023	S & R Smith & Son Ltd	UK	Lockwood Haulage Limited	UK	75	n/a	n/a
10.11.2023	Performance Shipping Inc. (NasdaqCM:PSHG)	MH	Sphinx Investment Corp.	n/a	91	141	0,9x
10.09.2023	Transwest Nv	BE	STEF SA (ENXTPA:STF)	FR	100	n/a	n/a
10.05.2023	Homerr B.V.	NL	Vinted Go, UAB	LT	100	n/a	n/a
10.04.2023	Yamaichi-translogi Co., Ltd.	JP	Tonami Holdings Co., Ltd. (TSE:9070)	JP	100	n/a	n/a
10.03.2023	Sese Autologistics Sl	ES	Noatum Logistics S.L.	ES	100	81	n/a
10.02.2023	Nuovo Trasporto Viaggiatori S.p.A.	IT	MSC Mediterranean Shipping Company S.A.	CH	50	n/a	n/a
10.02.2023	asap Logistics GmbH	DE	AUCTUS Capital Partners AG	DE	100	n/a	n/a

Global Logistics M&A Deal Count, Recorded Transaction Volume 2019-2023

Implied Transaction Enterprise Value of announced transactions with disclosed value.

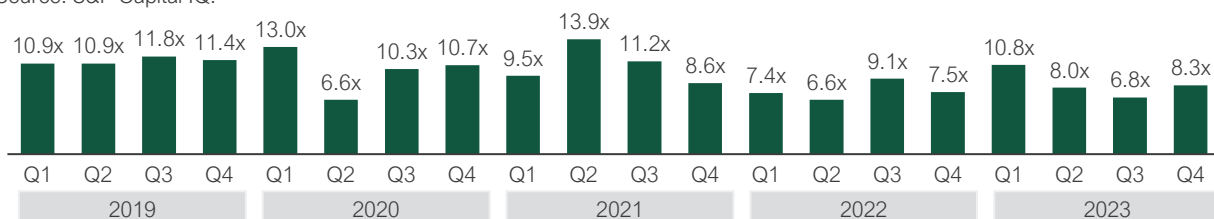
Data Source: S&P Capital IQ.



Global Logistics M&A Transaction Multiples 2019-2023

Implied Transaction Enterprise Value / EBITDA of announced transactions with disclosed multiple.

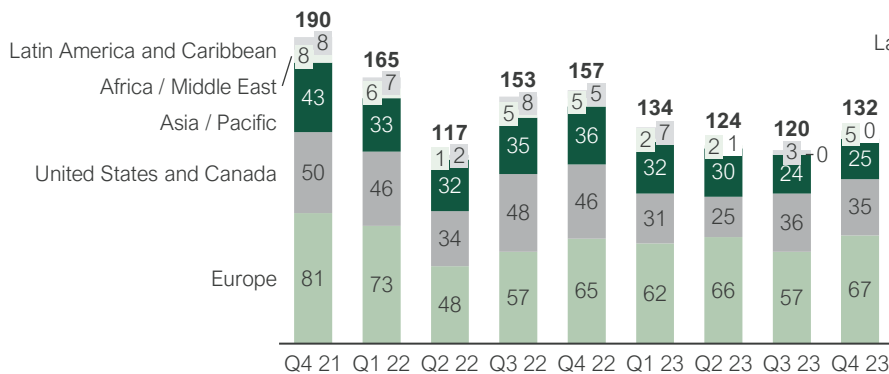
Data Source: S&P Capital IQ.



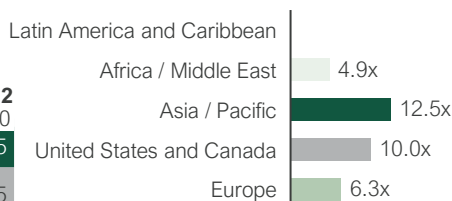
Global Logistics M&A Deal Analysis

Announced transactions. Implied M&A Enterprise Value / LTM EBITDA of announced transactions with disclosed multiple.
Data Source: S&P Capital IQ

Deal Count by Target Region

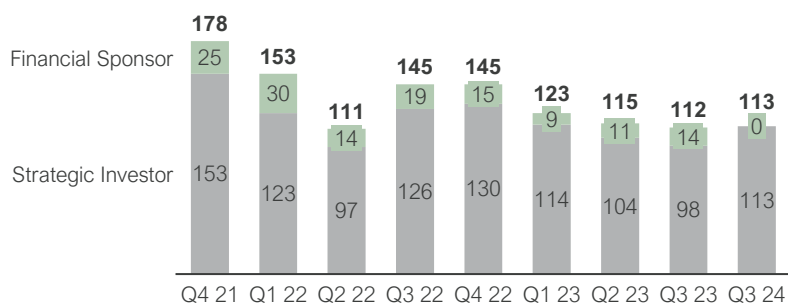


EBITDA Multiple by Target Region

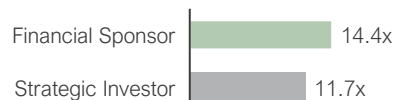


Deal Count by Investor Type

Announced transactions with identified investors.

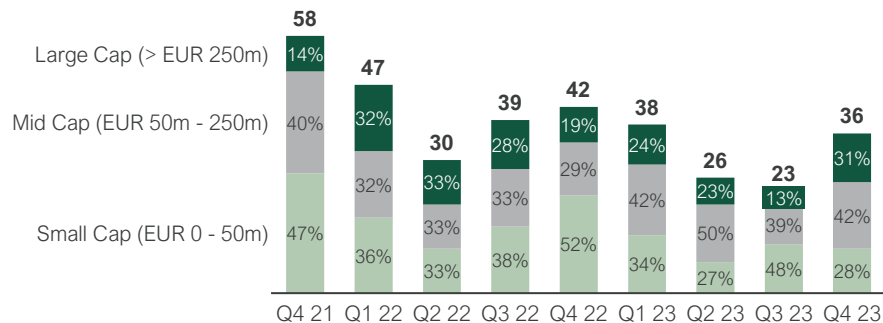


EBITDA Multiple by Investor Type

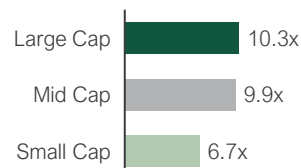


Deal Count by Company Size

Announced transactions with disclosed annual pre-transaction revenues.



EBITDA Multiple by Company Size



Notes

The analysis considers announced transactions only. Recent Transactions and Quarterly Multiples only include transactions with available Enterprise Values (EV). As Capital IQ constantly updates its database, the values might differ from previous M&A Facts.

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