Houlihan Lokey





Transportation and Logistics

Market Update

Q3 2024

About Our Firm

Houlihan Lokey, Inc. (NYSE:HLI) is a leading global investment bank with expertise in mergers and acquisitions, capital markets, financial restructuring, and financial and valuation advisory.

Our firm is the trusted advisor to more top decision-makers than any other independent global investment bank.

CORPORATE FINANCE

2023 M&A Advisory Rankings
All Global Transactions

	Advisor	Deals
1	**Houlihan Lokey**	**352**
2	Rothschild & Co	349
3	Goldman Sachs & Co	300
3	JP Morgan	300
5	Morgan Stanley	253

Source: LSEG (formerly Refinitiv).
Excludes accounting firms and brokers.

No. 1
Global M&A Advisor

Leading
Capital Markets Advisor

FINANCIAL RESTRUCTURING

2023 Global Distressed Debt &
Bankruptcy Restructuring Rankings

	Advisor	Deals
1	**Houlihan Lokey**	**73**
2	PJT Partners Inc	64
3	Rothschild & Co	51
4	Lazard	37
5	Evercore Partners	27

Source: LSEG (formerly Refinitiv).

No. 1
Global Restructuring Advisor

1,700+
Transactions Completed Valued at More Than $3.5 Trillion Collectively

FINANCIAL AND VALUATION ADVISORY

1999–2023 Global M&A
Fairness Advisory Rankings

	Advisor	Deals
1	**Houlihan Lokey**	**1,247**
2	JP Morgan	1,035
3	Duff & Phelps, A Kroll Business	977
4	UBS	884
5	Morgan Stanley	716

Source: LSEG (formerly Refinitiv).
Announced or completed transactions.

No. 1
Global M&A Fairness Opinion Advisor Over the Past 25 Years

2,000+
Annual Valuation Engagements



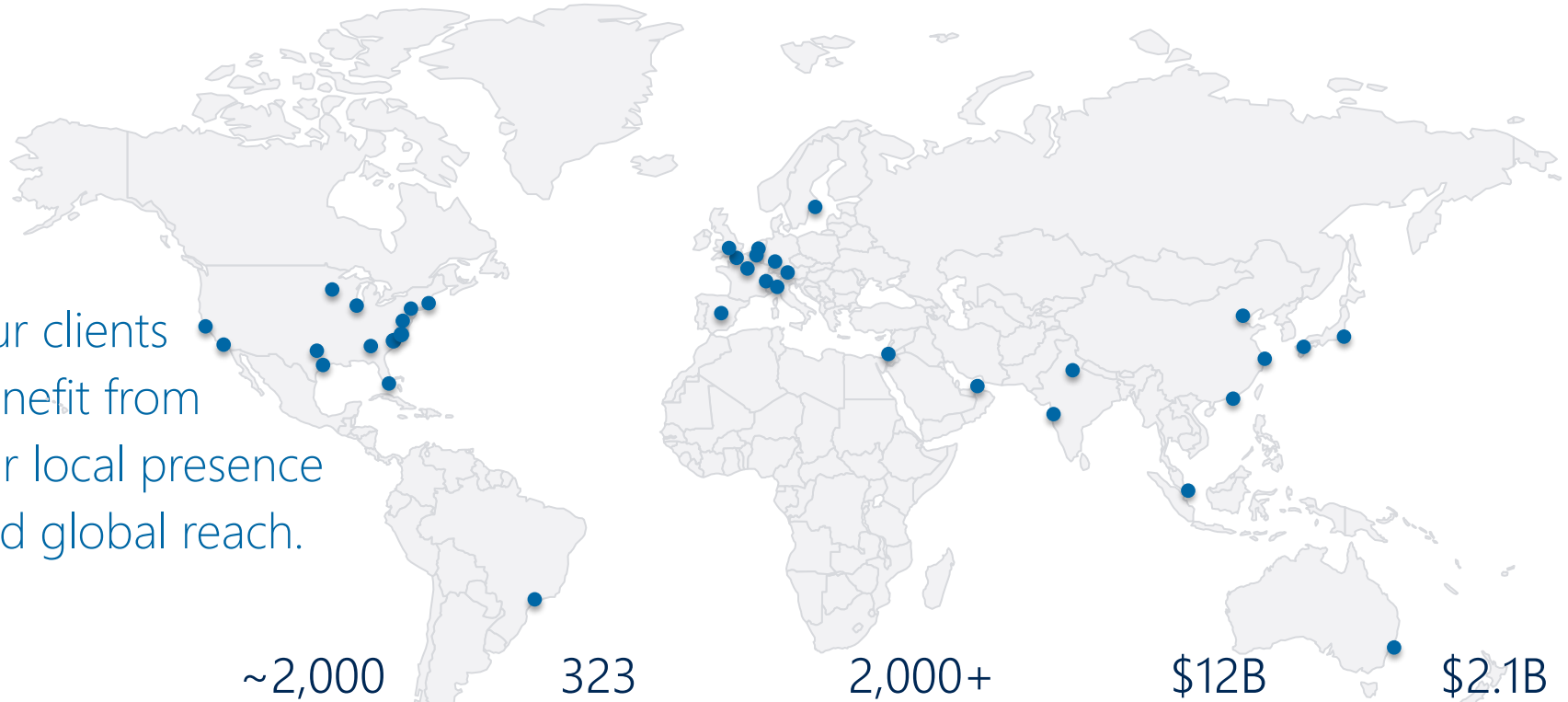
Learn more about how our advisors can serve your needs:

Corporate Finance →

Financial Restructuring →

Financial and Valuation Advisory →

Our Industry Coverage →



Our clients benefit from our local presence and global reach.

36
Locations Worldwide

~2,000
Total Financial Professionals

323
Managing Directors[1]

2,000+
Clients Served Annually

$12B
Market Cap[2]

$2.1B
Annual Revenue[3]

AMERICAS	Atlanta	Los Angeles	**EUROPE AND MIDDLE EAST**	Amsterdam	Milan	**ASIA-PACIFIC**	Beijing	Shanghai
	Baltimore	Miami		Antwerp	Munich		Fukuoka	Singapore
	Boston	Minneapolis		Dubai	Paris		Gurugram	Sydney
	Charlotte	New York		Frankfurt	Stockholm		Hong Kong SAR	Tokyo
	Chicago	San Francisco		London	Tel Aviv		Mumbai	
	Dallas	São Paulo		Madrid	Zurich			
	Houston	Washington, D.C.		Manchester				

(1) As of September 30, 2024.
(2) As of October 31, 2024.
(3) LTM ended September 30, 2024.

Fully Integrated Financial Sponsor Coverage

29
Senior officers dedicated to the sponsor community in the Americas and Europe.

1,300+
Sponsors covered, providing market insights and knowledge of buyer behavior.

800+
Companies sold to financial sponsors over the past five years.

HLI LISTED NYSE

About **Our Business Services Industry Group**

Houlihan Lokey's Business Services Group combines extensive industry relationships with substantial experience to offer a broad array of M&A, corporate finance, restructuring, and financial and valuation advisory services to the business services industry.

2023 M&A Advisory Rankings
All Global Business Services Transactions

	Advisor	Deals
1	**Houlihan Lokey**	**63**
2	Rothschild & Co	46
3	Lincoln International	32
4	Clearwater International	31
5	Goldman Sachs & Co	27

Source: LSEG (formerly Refinitiv).
Excludes accounting firms and brokers.

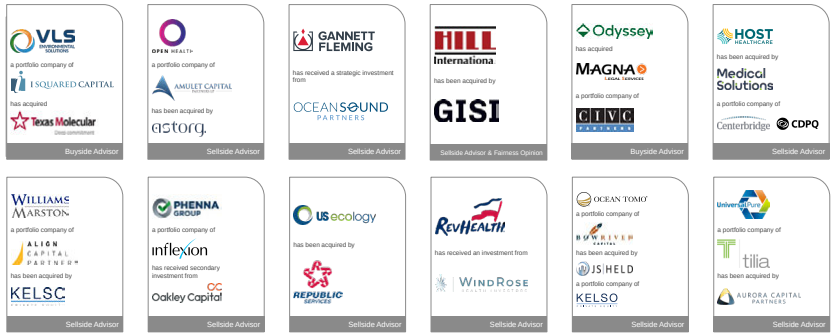
Based on number of transactions and according to data provided by LSEG (formerly Refinitiv), Houlihan Lokey was ranked the

No. 1

investment bank for all global business services M&A transactions.

Business Services Industry Coverage

Featured Business Services Industry Transactions



Industry Sector Coverage

We cover a broad array of sectors, with financial professionals dedicated to each of our primary coverage areas.

- BPO Services
- Engineering and Infrastructure
- Environmental Services
- Equipment-as-a-Service
- Facility and Residential Services
- HCM Services
- IT Services
- Marketing Services
- Pharma Commercialization
- Specialty Consulting and Risk Services
- Testing, Inspection, Certification, and Compliance
- Training and Education
- Transportation and Logistics

Key Facts and Figures

170+

Dedicated Business Services Financial Professionals

63

Completed Business Services M&A/Private Placement Transactions in CY23

About **Our Transportation and Logistics Team**

The transportation and logistics (T&L) sector operates within Houlihan Lokey's Business Services Group, which has earned a reputation for providing superior service and achieving outstanding results in M&A advisory, capital raising, restructuring, and financial and valuation advisory services.

Our clients run the gamut from early-stage businesses and midsized companies to large, market-leading corporations. We understand that an industry driven by innovation and change requires the sophistication of an advisor who can think ahead of the market and utilize solid industry relationships to help advance your vision. We optimize client outcomes by running well-executed, competitive processes, focusing on deep domain knowledge to position for synergy and scarcity value, and leveraging our world-class strategic and private equity access to bring the right senior decision-makers to the negotiation table.

Featured Transactions

DHE's LTL division has been acquired by Knight Transportation and Swift Sellside Advisor	a joint-venture between Ridgewood Infrastructure and Savage has acquired DuPuy Buyside Advisor	Clear Lane Freight Systems has been acquired by STG Logistics, a portfolio company of Wind Point Partners and Oaktree Sellside Advisor	Frontline Freight has been acquired by STG Logistics, a portfolio company of Wind Point Partners and Oaktree Sellside Advisor	Taylored has been acquired by Yusen Logistics Sellside Advisor	Hallcon, a portfolio company of NovaCap has been acquired by GCM Grosvenor and Blue Wolf Sellside Advisor
Freymiller has received a majority investment from Angeles Equity Partners and KJM Capital Sellside Advisor	Carousel has been acquired by Axcel Sellside Advisor	STG Logistics, a portfolio company of Wind Point Partners, has completed a recapitalization and acquired XPO Logistics Intermodal & Drayage Division Fairness Opinion	WFS, a portfolio company of Cerberus €225,000,000 Senior Secured Bridge Facility Acquisition Financing Exclusive Placement Agent	Synovos has been acquired by Sellside Advisor	Fox Point Trucks Term Loan & Delayed Draw Term Loan Refinancing & Growth Financing $85,000,000 Exclusive Placement Agent

Tombstones included herein represent transactions closed from 2021 forward.

Subsector Coverage

- Aviation and Related Services
- Passenger Transportation
- Freight Brokerage
- Rail Transportation and Services
- Freight Forwarding
- Specialized Asset-Based Trucking
- Four Walls Logistics (Warehousing, Fulfillment, etc.)
- Tech-Enabled Services
- Marine Transportation and Services
- Transportation Equipment Leasing

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Contact Us

Please reach out to us to schedule a call to discuss this quarter's market update or to explore how we can serve your business needs.

Request a Meeting

Learn More About Us



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Introduction **Transportation and Logistics Market Update**

Ahead of potentially improved rates, volume, and ultimately EBITDA performance in 2025, market participants are increasingly hungry for M&A.

Our Q2 2024 Houlihan Lokey report asked: "Have we finally hit the bottom of the current freight recession?" Now, with Q3 on the books and Q4 data trickling out, it seems the freight market may have turned up.

Industry pundit Craig Fuller of Freightwaves recently proclaimed, "The great freight recession is officially over."(1) At the same time, CEOs are reporting upticks in volume and demand drivers on earnings calls, as capacity continues to work itself out of the industry—normalizing supply. This year's peak holiday freight season will be a good barometer, with signs and sentiment in the industry positive so far.

Ahead of potentially improved rates, volume, and ultimately EBITDA performance in 2025, market participants are increasingly hungry to do M&A. While the recent drop in Q2 and Q3 deal volume may suggest otherwise, this is likely due to uncertainty surrounding the 2024 U.S. presidential election. So far, strategics have driven deal volume, adding new capabilities and customer relationships at attractive entry valuations. The most recent example is DSV's acquisition of Schenker from Deutsche Bahn, which was signed in September and is the largest deal for DSV to date (EUR 14.3 billion). Private equity firms have taken notice and are on the lookout for new platforms, evidenced by GHK's acquisition of Horizon Air Freight in August.

While select specialty logistics players have seen heightened interest, a range of other sponsor-owned companies are waiting to go to market until the freight environment significantly turns a corner. Private equity owners must balance the desire to put a few strong quarters of rate and EBITDA performance in the rearview mirror against concerns that the market will get crowded once the window opens. That has given a pocket of specialized logistics companies that are outperforming their peers a window of opportunity to receive higher attention in the M&A market. LTL, flatbed, healthcare logistics, expedited forwarding, waste/specialty end markets, and other similar segments have been outperforming against the broader backdrop of a deep market trough. Most notable and sought-after are players who have been growing through the challenging market, making them attractive investments for strategics and private equity alike.

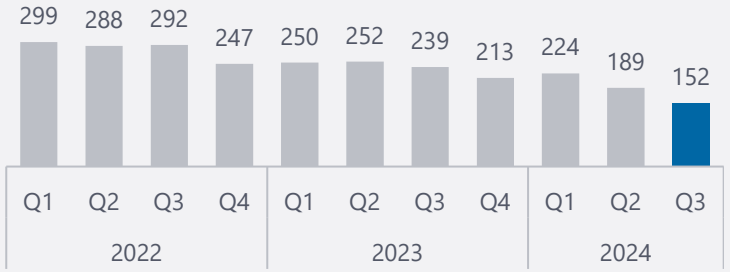
Q3 2024 Quick Facts

Transportation and Logistics

Global M&A Transaction Volume(2)

152

Transactions in Q3 2024



Cass Freight Index—Shipments

(Seasonally Adjusted, as of August 30, 2024)



(1) *Freightwaves, "The Great Freight Recession Is Officially Over," Friday, November 8, 2024.*
(2) *LSEG (formerly Refinitiv), as of November 18, 2024.*

Recent M&A Transactions Show Strategics Leading the Charge

Strategic acquirers have maintained strong M&A activity through the tough freight environment.

DSV Acquires Schenker From Deutsche Bahn

DSV Acquired DB SCHENKER

Sep-24

Transaction Overview

- At acquisition, Schenker was a top-four global logistics player; the combination with DSV is a strategic match across all relevant services, creating a dominant combined position across EMEA and a substantial foothold in worldwide logistics operations.
- The deal is expected to close in Q2 2025, following required regulatory approvals.
- "By adding Schenker's competencies and expertise to our existing network, we improve our competitiveness across all three divisions." —***Jens Lund, Group CEO, DSV***

Key Transaction Statistics

TEV	TEV/LTM EBIT	2023 Revenue
€14.3B	14.0x	~€19.1B

RXO Acquires Coyote Logistics

RXO Acquired COYOTE LOGISTICS a UPS Company

Sep-24

Transaction Overview

- Coyote Logistics is a Chicago-based leading freight brokerage that matches more than 10,000 shipments every day.
- RXO publicly forecasted $25 million of annualized synergies from the deal and expects it to be immediately accretive to EPS.
- "This acquisition enables us to provide customers with even more capacity. Our larger scale will provide carriers with access to more freight." —***Drew Wilkerson, RXO CEO***

Key Transaction Statistics

TEV
$1.025B

	Adj. EBITDA	Multiple
Pre-Synergies	$86M	11.9x
Post Synergies	$111M	9.2x

Knight-Swift Acquires Dependable Highway Express

DEPENDABLE Supply Chain Services

DHE's LTL division has been acquired by

KNIGHT TRANSPORTATION

SWIFT

Sellside Advisor

Jul-24

Houlihan Lokey Transaction

Transaction Overview

- Based in Los Angeles, Dependable Highway Express, Inc.'s (Dependable) LTL division (DHE) has been acquired by Knight-Swift Transportation (NYSE:KNX).
- DHE provides asset-based LTL transportation through 14 facilities in the Southwest (direct overnight service in California, Nevada, and Arizona and coverage through partners in 40 states).
- Represents Knight-Swift's latest acquisition in service of the goal of creating a national LTL carrier (previously having acquired AAA Cooper and Midwest Motor Express).
- "This transaction increases our LTL terminal and door counts by ~10% and brings our network's coverage of the U.S. population to ~70%. The strategic value of acquiring a strong Southwest competitor like DHE is meaningful." —***Adam Miller, KNX CEO***

Key Transaction Statistics

- **DHE LTM Revenue:** $122M
- **DHE Operating Ratio:** 90%
- **14 Facilities** Across Three States

UPS Acquires MNX Global Logistics

UPS Acquired MNX GLOBAL LOGISTICS

Nov-23

Transaction Overview

- MNX provides services covering the next flight out, air charter, on-demand courier, managed transportation, service parts logistics, and specialty freight.
- UPS expanded its freight forwarding capabilities within healthcare through MNX.
- "UPS already brings extensive capability and industry-leading on-time delivery… With MNX, we will further [our] reliability and speed globally, especially for our UPS Healthcare customers." —***Kate Gutmann, EVP/President of UPS (HC/SCS)***

Key Transaction Statistics

- **190 Countries** Served by MNX Logistics
- **45,000+** Global Courier Partners
- **1.5M+** Annual Shipments

Sources: Press releases and publicly available information.

What We Are Reading

Date	Subject	Description	Article Link
November 2024	Truckload	Uber Freight's $851 million payout to Greenbriar Equity Group signifies the conclusion of a strategically structured investment relationship, initiated in 2020 to propel Uber Freight's ambitious growth agenda. This transaction, designed with protective financial terms for Greenbriar, facilitated a profitable exit and reflects Uber Freight's adept navigation of valuation shifts in a challenging freight market.	Read More
November 2024	Truckload	The freight market is showing a strong recovery with rising tender rejections and spot rates, indicating tighter conditions favorable to carriers. Anticipated regulatory changes and political influences, such as Trump's election, are expected to impact capacity, requiring strategic planning and adaptation from shippers and carriers.	Read More
September 2024	Asset-Light/ Third-Party Logistics	Dockworkers announced their intention to strike at ports from Maine to Texas, threatening U.S. trade and the economy ahead of the presidential election. The strike may cost up to $4.5 billion daily, affecting imports. Despite wage negotiations, retailers urge intervention to prevent inflation impacts.	Read More
September 2024	Asset-Light/ Third-Party Logistics	SEKO Logistics has secured fresh financial backing from its existing partners to strengthen its financial position amid the freight recession. The recapitalization aims to enhance services, invest in technology, and expand globally.	Read More
September 2024	Truckload	The Cass Freight Shipments Index was up 1% in August, showing that U.S. truck and rail freight volumes are rising. However, truckload rates remain unchanged due to excess capacity. Retail sales in August grew 2% YoY, boosting consumer spending forecasts, though inflation's impact is waning.	Read More

Sources: Publicly available information, news publications.

What We Are Reading (cont.)

Date	Subject	Description	Article Link
September 2024	Asset-Light/ Third-Party Logistics	RXO announced its acquisition of Coyote Logistics from UPS, making them North America's third-largest freight broker. The $1.025 billion deal expands RXO's network to 150,000 carriers and aims for cost reductions and synergies worth $25 million, enhancing RXO's scale and capacity.	Read More
September 2024	Less-Than-Truckload	The long-distance truckload Producer Price Index showed positive growth in August, ending a two-year decline. Analysts are divided on the implications, but spot rates have risen more than 5%, indicating potential market shifts. Normal seasonality is returning, but demand remains inconsistent.	Read More
September 2024	Asset-Light/ Third-Party Logistics	Danish logistics company DSV announced its upcoming acquisition of Deutsche Bahn's logistics arm, DB Schenker, for more than $12 billion. This deal will potentially make DSV the largest global freight forwarder with a market share of 6% to 7%. The acquisition is expected to be completed by Q2 2025.	Read More
September 2024	Marine Container	A.P. Møller-Maersk announced plans to expand its U.S./Mexico logistics capabilities with a new 405,000-square-foot facility in El Paso, Texas. This facility aims to integrate ocean, air, and ground transport, tapping into Mexico's growing trade importance.	Read More
July 2024	Less-Than-Truckload	Knight-Swift has acquired Dependable's LTL operations, strengthening its network in the Southwest and expanding its U.S. coverage to 70%. This acquisition is anticipated to immediately boost earnings per share. Financial terms of the deal remain undisclosed.	Read More

Sources: Publicly available information, news publications.

Transportation and Logistics M&A Highlights

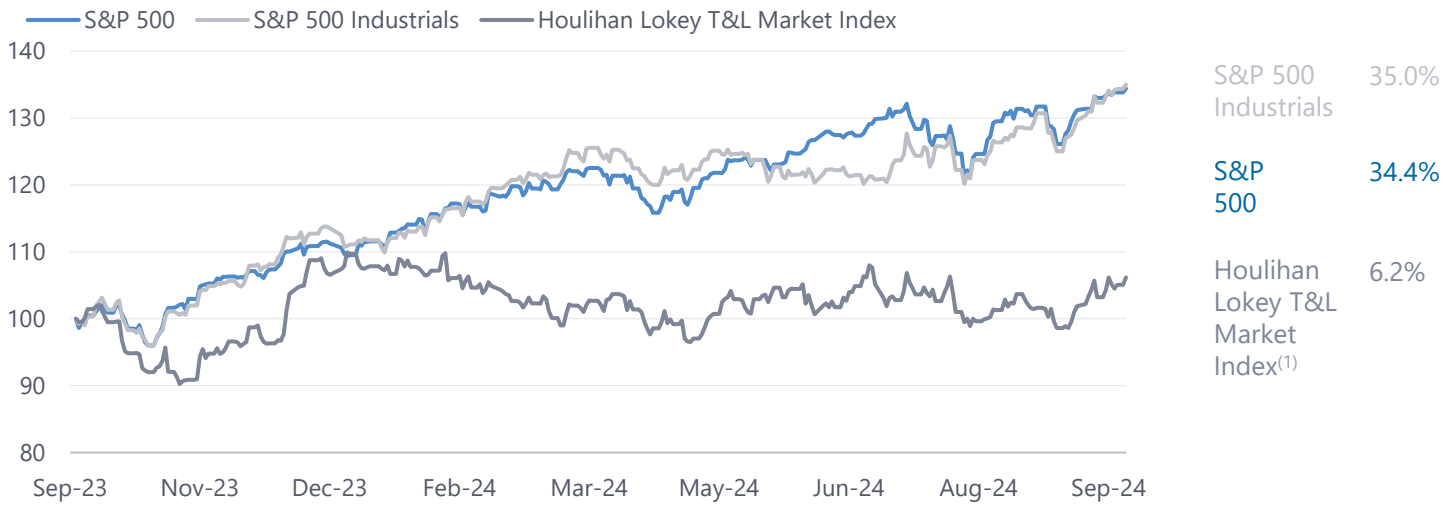
Recent Notable M&A Transactions

Date	Acquirer	Target	Subsector	Target Description
September 2024	NIPPON EXPRESS	Simon Hegele Logistik und Service	Asset-Light/ Third-Party Logistics	Provides logistic services to healthcare, pharma, industrial, and retail sectors.
September 2024	RIVERHORSE LOGISTICS	LYNX	Asset-Light/ Third-Party Logistics	Provides third-party logistics services that include warehousing, distribution, and fulfillment services.
September 2024	stellex CAPITAL MANAGEMENT	FOX	Waste Logistics	Operates a fleet of trucks that offers treatment and transfer of nonhazardous materials and recycled aggregates.
September 2024	DSV	DB SCHENKER	Freight Forwarding	Offers rail freight, land transport, air freight, ocean freight, contract logistics/supply chain management, and lead logistics services.
August 2024	GHK CAPITAL PARTNERS	HORIZON AIR FREIGHT	Freight Forwarding	Offers freight forwarding services.
August 2024	KAG KENAN ADVANTAGE GROUP, INC.	TRANSVAC	Tanker	Provides transportation services.
August 2024	Lineage	LUIKNATIE	4 Walls Logistics	Engages in providing logistics and transportation services.
August 2024	FST LOGISTICS	ANCER LOGISTICS, INC.	4 Walls Logistics	Provides warehousing, transportation, food safety, and truck and trailer services.
July 2024	RAND LOGISTICS, INC.	ANDRIE	Marine	Provides marine transportation services for specialty products.
July 2024	AAA COOPER TRANSPORTATION	LTL Division of Dependable	LTL Transportation	Provides LTL freight transportation services.
June 2024	RXO	COYOTE LOGISTICS	Freight Brokerage	Provides freight brokerage services.

Source: Company filings.

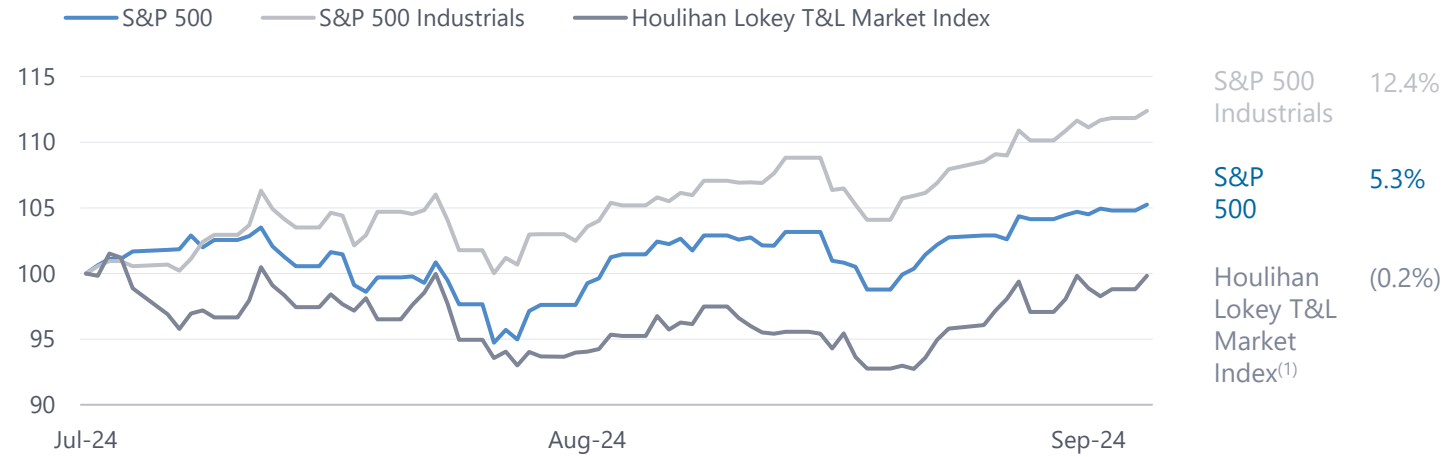
Equity Market Index Performance

LTM September 2024 Performance



S&P 500 Industrials	35.0%
S&P 500	34.4%
Houlihan Lokey T&L Market Index[1]	6.2%

July–September 2024 Performance



S&P 500 Industrials	12.4%
S&P 500	5.3%
Houlihan Lokey T&L Market Index[1]	(0.2%)

Source: S&P Capital IQ.
Notes: Data as of September 30, 2024. All share prices are rebased to 100.
(1) The Houlihan Lokey T&L Market Index consists of a diversified set of companies across the T&L sector. See pages 15–19 for a complete list.

Market Commentary

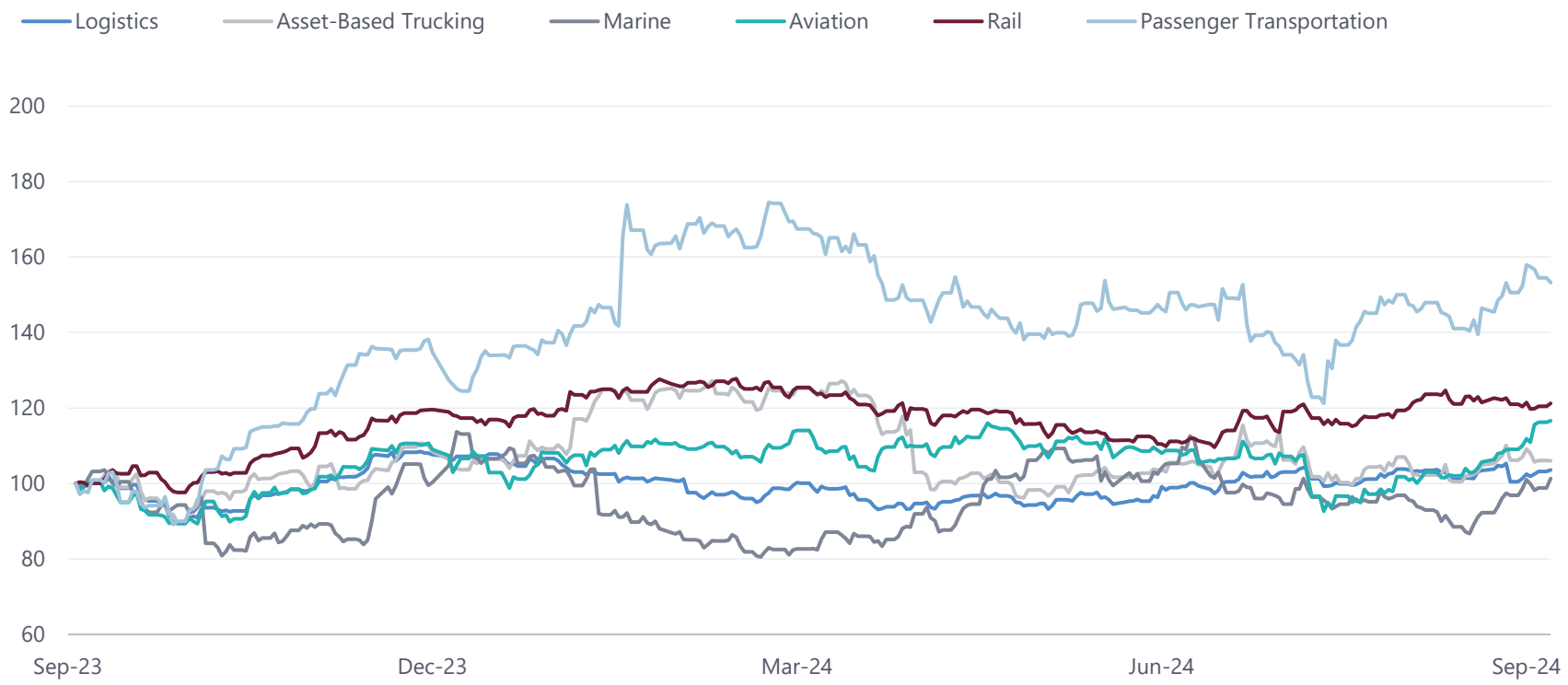
The Houlihan Lokey T&L Market Index (+6.2%) trailed both the S&P 500 (+34.4%) and the S&P 500 Industrials Index (+35.0%) LTM as of September 30, 2024.

While all three indices have increased in the LTM, Houlihan Lokey's T&L Market Index has lagged in part due to continued suppressed freight market dynamics. The logistics and marine subsectors have especially lagged, growing by 3.6% and 1.3%, respectively.

On a quarterly basis, the Houlihan Lokey T&L Market Index decreased by 0.2%, compared to an increase of 5.3% for the S&P 500 and an increase of 12.4% for the S&P 500 Industrials.

Equity Market Index Performance Transportation and Logistics Subsectors

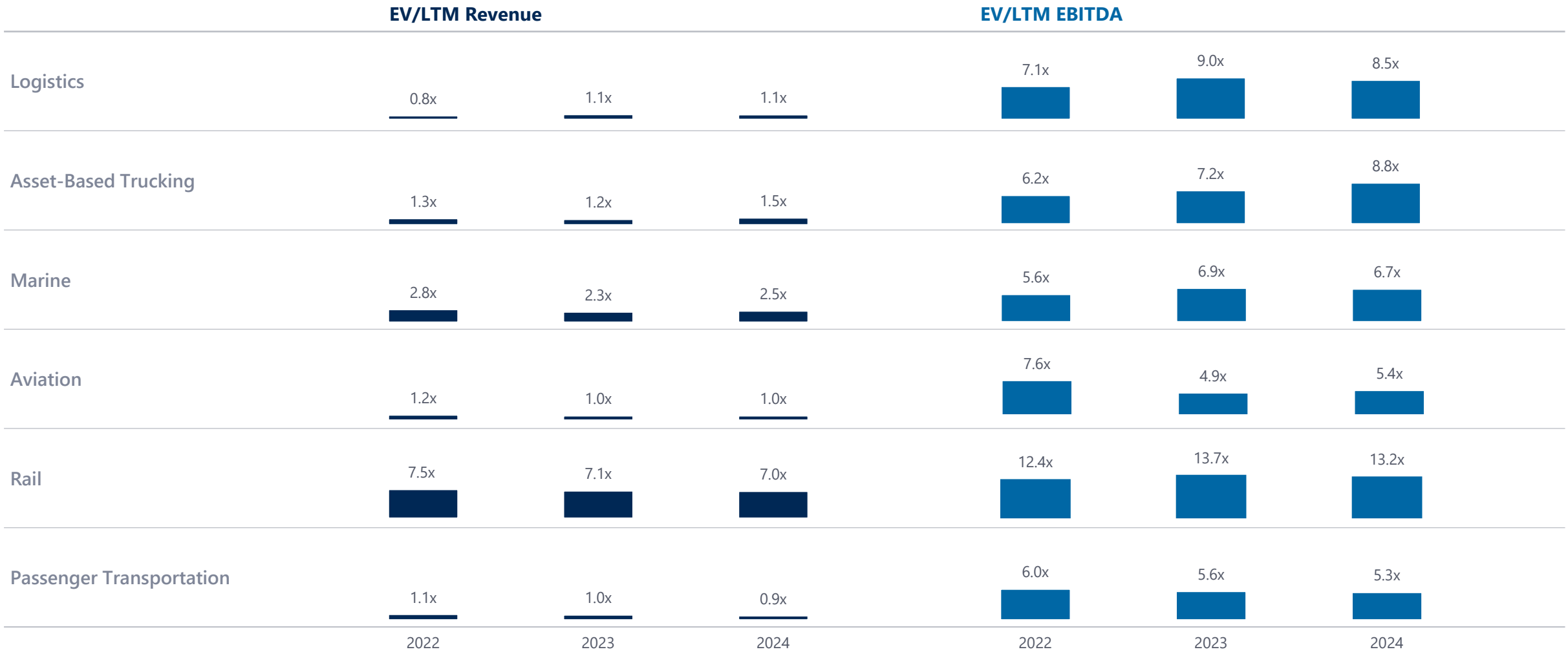
LTM September 2024 Performance by Subsector



Subsector	LTM	YTD	L3Y
Passenger Transportation	53.2%	20.3%	(14.9%)
Rail	21.2%	1.9%	11.1%
Aviation	16.6%	8.6%	(32.6%)
Asset-Based Trucking	6.0%	(0.4%)	33.1%
Logistics	3.6%	(3.4%)	(9.5%)
Marine	1.3%	(3.3%)	(23.7%)

Source: S&P Capital IQ. Data as of September 30, 2024. All share prices are rebased to 100.

Public Company Valuations LTM Past Three Years



Source: S&P Capital IQ. Data as of September 30, 2024.

Public Comparables (LTM September 2024)
Transportation and Logistics

($ in Millions, Except per-Share Prices)

						LTM					TEV/	
As of 9/30/24		Market Cap USDM	EV USDM	Net Debt USDM	Net Debt/LTM EBITDA	Revenue USDM	EBITDA USDM	EBITDA Margin	EPS	Forward P/E	LTM EBITDA	LTM Revenue
Logistics												
Asset-Light/ Third-Party Logistics	Agility Public Warehousing Company K.S.C.P.	$1,825.5	$8,693.2	$3,974.3	5.0x	$4,789.8	$787.8	16.4%	$0.1	7.3x	11.0x	1.8x
	C.H. Robinson Worldwide, Inc.	12,944.6	14,814.1	1,429.7	1.8x	17,762.2	773.3	4.4%	2.9	25.1x	19.2x	0.8x
	CJ Logistics Corp.	1,413.8	4,023.2	2,142.9	2.6x	8,692.5	810.0	9.3%	7.9	7.0x	5.0x	0.5x
	DSV A/S	42,960.2	48,596.9	5,517.7	1.7x	23,948.0	3,220.4	13.4%	7.7	23.4x	15.1x	2.0x
	Expeditors International of Washington, Inc.	18,544.2	17,827.4	(1,293.2)	N/M	9,923.6	1,246.9	12.6%	5.1	25.7x	14.3x	1.8x
	Forward Air Corp.	980.6	3,037.7	1,586.1	2.0x	2,179.8	782.6	35.9%	(29.7)	N/M	3.9x	1.4x
	GXO Logistics, Inc.	6,220.7	11,206.7	2,231.0	1.2x	11,049.0	1,932.0	17.5%	0.9	16.7x	5.8x	1.0x
	Hub Group, Inc.	2,825.7	3,123.8	102.1	0.3x	3,957.9	398.9	10.1%	1.8	21.8x	7.8x	0.8x
	Kerry Logistics Network Ltd.	2,014.6	3,000.8	689.5	1.2x	6,357.8	574.4	9.0%	0.1	9.8x	5.2x	0.5x
	Kuehne + Nagel International AG	32,327.2	34,215.4	1,626.6	0.6x	28,093.7	2,744.1	9.8%	11.4	22.1x	12.5x	1.2x
	Landstar System, Inc.	6,695.9	6,324.9	(408.0)	N/M	4,828.6	321.4	6.7%	5.8	29.0x	19.7x	1.3x
	Lineage, Inc.	17,846.2	30,084.2	6,375.0	5.2x	5,331.9	1,232.9	23.1%	(4.0)	N/M	24.4x	5.6x
	NTG Nordic Transport Group A/S	917.7	1,091.5	158.8	1.3x	1,310.2	119.8	9.1%	2.2	16.5x	9.1x	0.8x
	Radiant Logistics, Inc.	293.6	326.8	(9.1)	N/M	795.2	42.0	5.3%	0.2	15.5x	7.8x	0.4x
	RXO, Inc.	4,419.0	5,012.0	312.0	1.5x	3,861.0	207.5	5.4%	(2.2)	N/M	24.2x	1.3x
	Universal Logistics Holdings, Inc.	1,134.5	1,682.8	533.9	1.5x	1,771.8	362.9	20.5%	5.0	9.5x	4.6x	0.9x
Parcel Delivery	Deutsche Post AG	$51,883.6	$75,469.3	$23,107.3	2.2x	$92,831.8	$10,730.5	11.6%	$3.0	13.5x	7.0x	0.8x
	FedEx Corp.	66,866.4	98,688.4	14,343.0	0.9x	87,591.0	16,429.0	18.8%	16.2	13.0x	6.0x	1.1x
	PostNL N.V.	703.4	1,256.6	631.9	3.1x	3,578.2	201.0	5.6%	0.0	10.6x	6.3x	0.4x
	International Distribution Services PLC	4,392.3	6,692.2	2,167.3	2.4x	16,013.3	911.9	5.7%	0.1	13.8x	7.3x	0.4x
	United Parcel Service, Inc.	116,785.8	136,725.8	15,870.0	1.1x	90,686.0	14,248.0	15.7%	6.6	16.6x	9.6x	1.5x
	ZTO Express (Cayman) Inc.	19,918.6	19,670.4	(389.9)	N/M	5,556.9	1,963.9	35.3%	1.4	14.0x	10.0x	3.5x
Median				$1,507.9	1.6x	$5,957.3	$798.9	10.8%	$2.0	15.5x	8.5x	1.1x
Mean				$3,668.1	2.0x	$19,586.8	$2,729.2	13.7%	$1.9	16.3x	10.7x	1.4x

Source: S&P Capital IQ. Data as of September 30, 2024.

Public Comparables (LTM September 2024) (cont.)
Transportation and Logistics

($ in Millions, Except per-Share Prices)

						LTM					TEV/	
As of 9/30/24		Market Cap USDM	EV USDM	Net Debt USDM	Net Debt/LTM EBITDA	Revenue USDM	EBITDA USDM	EBITDA Margin	EPS	Forward P/E	LTM EBITDA	LTM Revenue
Asset-Based Trucking												
Less-Than-Truckload	ArcBest Corp.	$2,564.4	$2,725.8	($10.6)	N/M	$4,266.9	$385.3	9.0%	$8.0	13.4x	7.1x	0.6x
	Old Dominion Freight Line, Inc.	42,567.9	42,523.3	(14.2)	N/M	5,924.5	1,995.9	33.7%	5.7	34.3x	21.3x	7.2x
	Saia, Inc.	11,595.5	11,884.6	176.6	0.2x	3,171.3	747.2	23.6%	14.0	30.1x	15.9x	3.7x
	XPO, Inc.	12,513.4	16,413.4	3,073.0	2.0x	8,090.0	1,500.5	18.5%	3.1	27.9x	10.9x	2.0x
Specialty Trucking	Andlauer Healthcare Group Inc.	$1,136.2	$1,231.3	$91.0	0.9x	$482.1	$105.3	21.8%	$1.2	21.6x	11.7x	2.6x
	Marten Transport, Ltd.	1,441.0	1,364.4	(43.0)	N/M	1,001.5	162.7	16.2%	0.4	29.3x	8.4x	1.4x
	Mullen Group Ltd.	923.4	1,608.8	651.3	2.5x	1,472.2	259.5	17.6%	1.0	10.2x	6.2x	1.1x
	Proficient Auto Logistics, Inc.	383.3	416.5	56.8	N/M	147.4	(4.7)	N/M	(0.4)	11.8x	N/M	2.8x
	TFI International Inc.	11,601.7	14,862.9	3,114.2	2.4x	8,288.6	1,288.4	15.5%	5.5	17.5x	11.5x	1.8x
Truckload	Covenant Logistics Group, Inc.	$695.9	$1,011.9	$236.7	1.4x	$1,128.1	$164.6	14.6%	$3.0	11.1x	6.1x	0.9x
	Heartland Express, Inc.	963.9	1,188.7	176.0	0.7x	1,080.3	239.8	22.2%	(0.3)	N/M	5.0x	1.1x
	J.B. Hunt Transport Services, Inc.	17,575.3	19,392.5	1,412.3	0.9x	12,244.6	1,577.6	12.9%	5.5	26.9x	12.3x	1.6x
	Knight-Swift Transportation Holdings Inc.	8,732.6	11,678.1	2,760.3	2.5x	7,477.7	1,125.0	15.0%	0.2	32.2x	10.4x	1.6x
	Pamt Corp.	402.8	554.8	196.4	2.7x	728.3	72.3	9.9%	(0.1)	24.3x	7.7x	0.8x
	Schneider National, Inc.	5,000.6	5,108.4	32.1	0.1x	5,323.1	577.8	10.9%	0.6	25.6x	8.8x	1.0x
	Werner Enterprises, Inc.	2,385.2	3,068.3	635.3	1.6x	3,097.5	389.4	12.6%	0.7	31.5x	7.9x	1.0x
Median				$186.5	1.5x	$3,134.4	$387.4	15.5%	$1.1	25.6x	8.8x	1.5x
Mean				$784.0	1.5x	$3,995.3	$661.7	16.9%	$3.0	23.2x	10.1x	1.9x

Source: S&P Capital IQ. Data as of September 30, 2024.

Public Comparables (LTM September 2024) (cont.)
Transportation and Logistics

($ in Millions, Except per-Share Prices)

As of 9/30/24		Market Cap USDM	EV USDM	Net Debt USDM	Net Debt/LTM EBITDA	LTM Revenue USDM	LTM EBITDA USDM	LTM EBITDA Margin	LTM EPS	Forward P/E	TEV/ LTM EBITDA	TEV/ LTM Revenue
Marine												
Container	A.P. Møller - Mærsk A/S	$25,969.5	$23,149.4	($5,595.0)	N/M	$52,629.0	$9,418.0	17.9%	$225.6	9.8x	2.5x	0.4x
	COSCO SHIPPING Development Co., Ltd.	4,207.2	15,133.2	10,725.9	11.3x	3,562.7	948.9	26.6%	0.0	N/A	15.9x	4.2x
	Evergreen Marine Corp. (Taiwan) Ltd.	13,633.8	13,324.2	(2,403.8)	N/M	13,143.4	5,189.9	39.5%	1.6	3.6x	2.6x	1.0x
	Hapag-Lloyd Aktiengesellschaft	31,913.6	33,707.5	1,284.1	0.3x	19,913.9	4,031.3	20.2%	9.3	39.5x	8.4x	1.7x
	Yang Ming Marine Transport Corp.	7,586.5	3,481.7	(4,901.9)	N/M	6,358.5	2,226.5	35.0%	0.5	4.4x	1.6x	0.5x
Dry Bulk and Offshore Vessel Operators	Diana Shipping Inc.	$305.8	$798.9	$493.0	5.1x	$235.7	$97.2	41.2%	$0.1	6.4x	8.2x	3.4x
	Genco Shipping & Trading Ltd.	833.8	892.4	25.0	0.2x	439.3	148.7	33.9%	1.6	11.7x	6.0x	2.0x
	Safe Bulkers, Inc.	553.1	971.9	404.5	2.3x	318.4	179.4	56.3%	0.9	10.4x	5.4x	3.1x
	Tidewater Inc.	3,768.4	4,161.2	369.6	0.8x	1,303.4	437.8	33.6%	3.4	10.5x	9.5x	3.2x
Jones Act	AMSC ASA	$182.2	$140.8	($32.8)	N/A	$0.0	$0.0	N/A	$0.5	N/M	N/A	N/A
	Kirby Corp.	7,083.0	8,256.4	911.5	1.2x	3,262.7	759.7	23.3%	5.2	20.1x	10.9x	2.5x
	Matson, Inc.	4,789.1	5,283.8	129.6	0.2x	3,320.4	783.1	23.6%	11.9	12.9x	6.7x	1.6x
	SEACOR Marine Holdings Inc.	266.7	536.9	265.4	7.5x	274.6	35.4	12.9%	(1.7)	N/M	15.2x	2.0x
Tanker	Ardmore Shipping Corp.	$757.3	$800.5	($25.1)	N/M	$422.6	$188.6	44.6%	$3.6	5.0x	4.2x	1.9x
	Capital Clean Energy Carriers Corp.	1,098.3	3,588.4	2,506.6	7.5x	447.3	335.1	74.9%	0.2	9.2x	10.7x	8.0x
	Frontline PLC	5,086.9	8,578.5	3,492.0	3.7x	1,926.5	937.4	48.7%	2.7	9.5x	9.2x	4.5x
	Navigator Holdings Ltd.	1,118.4	1,868.3	682.8	2.6x	564.3	260.8	46.2%	1.1	9.7x	7.2x	3.3x
	Scorpio Tankers Inc.	3,388.9	4,146.5	612.4	0.7x	1,376.3	876.2	63.7%	14.0	6.2x	4.7x	3.0x
	Teekay Corporation Ltd.	844.9	1,349.2	(743.9)	N/M	1,303.0	533.9	41.0%	1.5	N/A	2.5x	1.0x
	Tsakos Energy Navigation Ltd.	740.6	2,045.5	1,351.6	3.2x	822.5	416.1	50.6%	5.7	3.8x	4.9x	2.5x
Median				$387.0	2.4x	$1,303.2	$485.9	39.5%	$1.6	9.6x	6.7x	2.5x
Mean				$477.6	3.3x	$5,581.2	$1,390.2	38.6%	$14.4	10.8x	7.2x	2.6x

Source: S&P Capital IQ. Data as of September 30, 2024.

Public Comparables (LTM September 2024) (cont.)
Transportation and Logistics

($ in Millions, Except per-Share Prices)

As of 9/30/24		Market Cap USDM	EV USDM	Net Debt USDM	Net Debt/LTM EBITDA	LTM Revenue USDM	LTM EBITDA USDM	LTM EBITDA Margin	LTM EPS	Forward P/E	TEV/ LTM EBITDA	TEV/ LTM Revenue
Aviation												
Airlines and Helicopter Operators	Air Canada	$4,349.3	$7,565.6	$2,952.0	1.2x	$16,304.1	$2,430.9	14.9%	$4.9	6.6x	3.1x	0.5x
	Alaska Air Group, Inc.	5,703.7	7,069.7	2,177.0	1.1x	10,754.0	2,008.0	18.7%	2.5	9.5x	3.5x	0.7x
	Allegiant Travel Co.	974.0	2,495.0	1,428.9	4.9x	2,495.9	293.8	11.8%	(1.5)	17.5x	8.5x	1.0x
	American Airlines Group Inc.	7,381.4	37,841.4	22,702.0	2.3x	53,613.0	9,745.0	18.2%	0.4	6.6x	3.9x	0.7x
	Delta Air Lines, Inc.	32,569.2	54,246.2	14,820.0	1.2x	60,307.0	12,367.0	20.5%	7.2	8.5x	4.4x	0.9x
	Frontier Group Holdings, Inc.	1,201.0	4,612.0	(107.0)	N/M	3,664.0	729.0	19.9%	(0.0)	28.4x	6.3x	1.3x
	JetBlue Airways Corp.	2,275.2	6,784.2	4,223.0	3.4x	9,327.0	1,232.0	13.2%	(2.5)	N/M	5.5x	0.7x
	SkyWest, Inc.	3,409.6	5,439.8	1,857.3	2.3x	3,335.3	790.5	23.7%	5.9	11.7x	6.9x	1.6x
	Southwest Airlines Co.	17,753.0	16,860.0	(1,377.0)	N/M	27,376.0	3,852.0	14.1%	(0.1)	43.7x	4.4x	0.6x
	Sun Country Airlines Holdings, Inc.	592.0	1,137.4	503.8	2.4x	1,060.9	209.1	19.7%	0.8	9.1x	5.4x	1.1x
	United Airlines Holdings, Inc.	18,763.3	37,769.3	14,272.0	1.2x	55,994.0	11,647.0	20.8%	8.3	5.3x	3.2x	0.7x
	Bristow Group Inc.	992.8	1,673.6	428.7	1.1x	1,367.9	385.6	28.2%	1.9	12.1x	4.3x	1.2x
Airport Services	Air Transport Services Group, Inc.	$1,057.5	$2,728.0	$1,517.7	3.0x	$1,962.2	$499.9	25.5%	($0.0)	16.2x	5.5x	1.4x
	Fraport AG	5,157.5	15,356.9	9,702.8	6.9x	4,937.7	1,397.5	28.3%	5.5	11.9x	11.0x	3.1x
	SATS Ltd.	4,198.4	7,027.6	2,666.5	3.7x	4,298.4	724.7	16.9%	0.1	23.1x	9.7x	1.6x
Median				$2,177.0	2.3x	$4,937.7	$1,232.0	19.7%	$0.8	11.8x	5.4x	1.0x
Mean				$5,184.5	2.7x	$17,119.8	$3,220.8	19.6%	$2.2	15.0x	5.7x	1.1x
Rail												
Rail	Canadian National Railway Co.	$73,822.8	$89,032.8	$15,119.0	2.2x	$12,701.4	$6,739.0	53.1%	$6.3	20.0x	13.2x	7.0x
	Canadian Pacific Kansas City Ltd.	79,908.6	96,947.0	15,878.5	2.8x	10,694.7	5,633.1	52.7%	2.8	25.0x	17.2x	9.1x
	CSX Corp.	66,944.7	84,839.7	16,984.0	2.3x	14,681.0	7,294.0	49.7%	1.9	17.1x	11.6x	5.8x
	Norfolk Southern Corp.	56,185.0	73,652.0	16,758.0	2.7x	12,172.0	6,275.0	51.6%	10.7	19.5x	11.7x	6.1x
	Union Pacific Corp.	150,155.0	182,195.0	30,446.0	2.5x	24,288.0	12,418.0	51.1%	10.9	21.2x	14.7x	7.5x
Median				$16,758.0	2.5x	$12,701.4	$6,739.0	51.6%	$6.3	20.0x	13.2x	7.0x
Mean				$19,037.1	2.5x	$14,907.4	$7,671.8	51.6%	$6.5	20.6x	13.7x	7.1x

Source: S&P Capital IQ. Data as of September 30, 2024.

Public Comparables (LTM September 2024) (cont.)
Transportation and Logistics

($ in Millions, Except per-Share Prices)

As of 9/30/24		Market Cap USDM	EV USDM	Net Debt USDM	Net Debt/LTM EBITDA	LTM Revenue USDM	LTM EBITDA USDM	LTM EBITDA Margin	LTM EPS	Forward P/E	TEV/ LTM EBITDA	TEV/ LTM Revenue
Passenger Transportation												
Passenger Transportation	ComfortDelGro Corp. Ltd.	$2,550.2	$2,860.6	($21.3)	N/M	$3,050.7	$475.8	15.6%	$0.1	15.5x	6.0x	0.9x
	FirstGroup PLC	1,177.0	2,728.0	1,310.2	1.3x	6,502.1	1,022.8	15.7%	0.2	8.2x	2.7x	0.4x
	Lyft, Inc.	5,229.5	4,689.1	(830.6)	N/M	5,460.3	35.1	0.6%	(0.2)	16.4x	N/M	0.9x
	Mobico Group PLC	604.3	2,361.4	1,616.8	3.2x	4,088.9	504.1	12.3%	(0.3)	6.7x	4.7x	0.6x
	Uber Technologies, Inc.	157,906.4	161,197.4	2,551.0	0.7x	41,955.0	3,884.5	9.3%	2.0	38.4x	41.5x	3.8x
Median				$1,310.2	1.3x	$5,460.3	$504.1	12.3%	$0.1	15.5x	5.3x	0.9x
Mean				$925.2	1.7x	$12,211.4	$1,184.5	10.7%	$0.4	17.0x	13.7x	1.3x
Overall Median				$689.5	2.0x	$4,298.4	$782.6	18.5%	$1.6	13.9x	7.7x	1.3x
Overall Mean				$3,378.0	2.3x	$12,034.3	$2,301.5	23.4%	$5.4	16.6x	9.2x	2.1x

Source: S&P Capital IQ. Data as of September 30, 2024.

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