

## Introduction

We are pleased to share our Logistics & Transportation Industry Multiples Valuation Update for Q4 2023.

At Seale & Associates, we are committed to providing process-driven solutions designed to optimize value and achieve our client's strategic objectives in a range of transactions, including Mergers, Acquisitions, Divestitures and Carve-Outs, Business Sales, Recapitalizations, and Joint Ventures, among other corporate finance and strategy consulting services.

Over the course of 25+ years, we have successfully served clients all over the world, and we are delighted to continue providing investment banking advisory services to our Logistics & Transportation Industry clients who are looking to grow through acquisitions or optimize their portfolios through strategic divestitures.

Seale has extensive experience advising leading multinational companies, private equity firms, and family-owned businesses across a wide range of industries.



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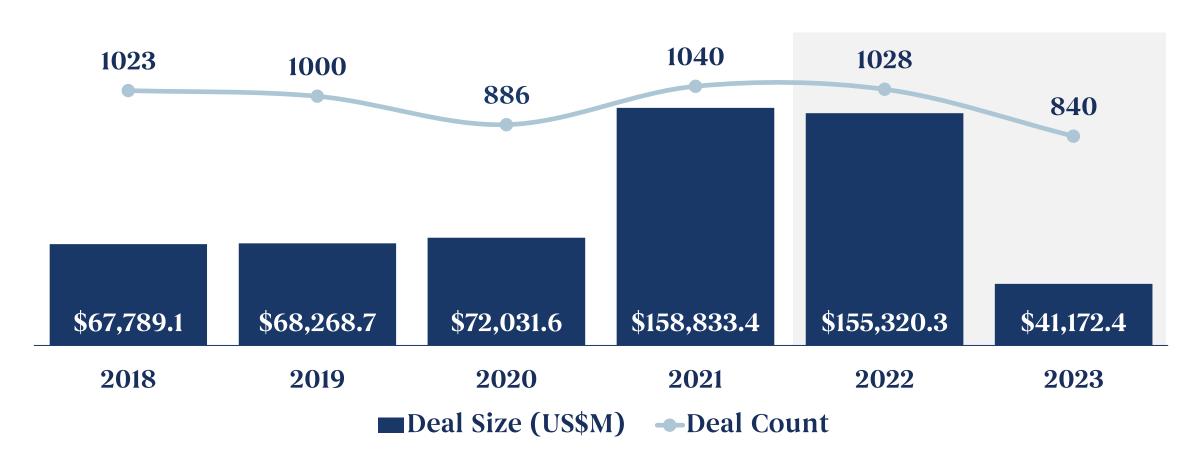
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#### L&T Industry Overview, M&A Trends and Market Intelligence

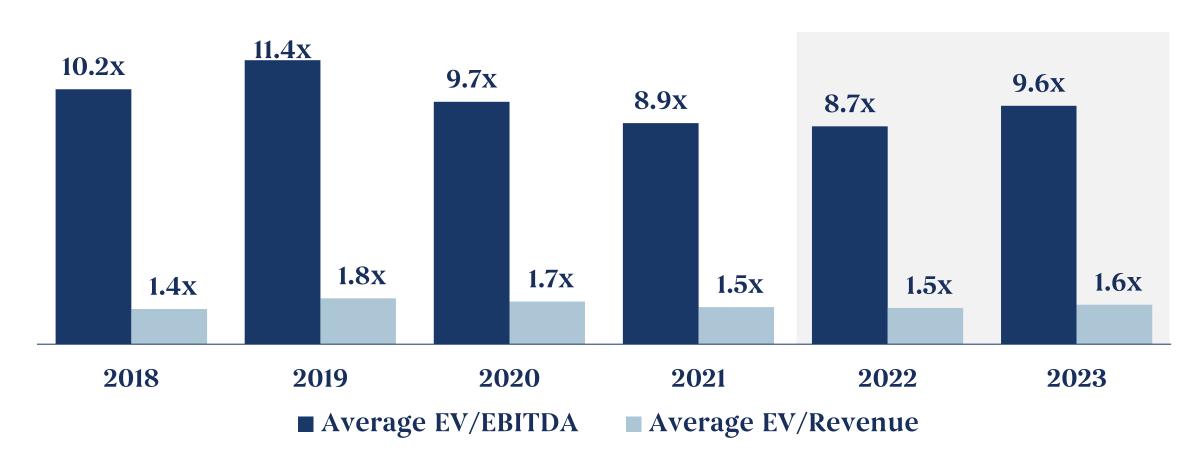
#### **Logistics & Transportation Industry Overview**

- The global L&T market is estimated at **US\$6,030 billion** in **2024** and is anticipated to reach approximately **US\$7,540 billion** by **2029**, with an expected **CAGR of 4.7%**
- The fastest growing segment by mode of transport is Air, with a projected CAGR of 4.8% between 2023-2029
- The US has the largest capacity of refrigerated warehousing in the world, with 156Mm<sup>3</sup>. Primarily driven by the pharmaceutical industry
- The rise in demand for online services, specifically after the pandemic, contributed to the growth of the L&T sector. Driven by e-commerce and manufacturing sectors, warehousing & logistics will likely double by 2030 to cross 700Mm<sup>2</sup>
- Small and medium-scale businesses are aiming to double their investments in technologies by 2025. Leading companies are digitalizing their supply chain systems. Logistics companies are moving their transportation management system (TMS) to the cloud
- Strategic investors outpaced financial buyers in making deals. They were responsible for 80% of all deal value compared to about 50% in the years per-COVID
- Deals with **strong technological** components will be **more appealing**, and strategic buyers may be well-positioned to take advantage of such opportunities

#### **L&T Industry M&A Deal Size and Volume**



#### L&T Industry M&A Average EV/EBITDA and EV/Revenue



## Air Freight & Logistics Global Comparable Public Companies

Company		Country	Market	Enterprise Value	Revenue	EBITDA		Average BITDA		Quarter 31, 2023
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
Air Transport Services Group, Inc.	ATSG AIR TRANSPORT SERVICES GROUP	USA	\$1,142	\$2,846	\$2,087	29.4%	6.3x	5.6x	4.6x	1.4x
C.H. Robinson Worldwide, Inc.	USA	\$10,077	\$11,855	\$17,596	4.5%	14.4x	10.8x	14.9x	0.7x	
Cargojet Inc.	CARGOJET	CAN	\$1,553	\$2,131	\$699	27.6%	14.9x	10.7x	11.1×	3.1x
Deutsche Post AG	Deutsche Post DHL Group	DEU	\$58,617	\$78,887	\$93,430	12.4%	8.3x	5.5x	6.8x	0.8x
DSV A/S	D5V	DNK	\$36,786	\$41,493	\$22,361	15.7%	22.7x	12.1x	11.9x	1.9x
Expeditors International of Washington, Inc.	Expeditors	USA	\$18,494	\$17,375	\$10,464	12.9%	13.7x	7.2x	12.8x	1.7×
FedEx Corporation	FecEx Corporation	USA	\$63,215	\$94,668	\$87,945	18.5%	7.1x	5.4x	5.8x	1.1×
Forward Air Corporation	Forward	USA	\$1,613	\$1,891	\$1,724	43.8%	5.4x	4.7×	2.5x	1.1×
United Parcel Service, Inc.		USA	\$133,948	\$152,122	\$90,958	17.3%	12.8x	9.5x	9.7x	1.7x
XPO, Inc. XPOLogistic		s USA	\$10,158	\$13,019	\$7,744	16.5%	7.6x	5.4x	10.2x	1.7×
Excluded from mean and median					Mean Median	10.1x 10.6x	6.2x 6.4x	7.8x 9.9x	1.3x 1.5x	

## Sea Freigth Global Comparable Public Companies (1/2)

			Market	Enterprise	Revenue	EBITDA	Annual Average EV/EBITDA		Fourth Quarter Dec. 31, 2023	
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
A.P. Møller - Mærsk A/S	<b>MAERSK</b>	DNK	\$28,585	\$22,335	\$51,065	30.7%	5.3x	2.0x	1.4x	0.4x
Costamare Inc.	COSTAMARE INC	мсо	\$1,226	\$3,286	\$1,511	47.2%	9.5x	6.2x	4.6x	2.2x
Dampskibsselskabet Norden A/S	NORD⊡N	DNK	\$1,504	\$1,482	\$3,692	22.7%	5.1x	3.0x	1.8x	0.4x
Danaos Corporation	danans	GRC	\$1,440	\$1,545	\$974	70.9%	7.6x	3.9x	2.2x	1.6x
DFDS A/S	<b>★</b> DFDS	DNK	\$1,858	\$4,131	\$4,049	18.3%	11.2x	8.1x	5.6x	1.0x
Golden Ocean Group Limited	GOLDEN OCEAN	ВМИ	\$1,948	\$3,392	\$895	41.8%	9.5x	4.4x	9.1x	3.8x
Hapag-Lloyd Aktiengesellschaft	Hapag-Lloyd	DEU	\$26,227	\$25,291	\$24,281	36.1%	8.9x	3.6x	2.9x	1.0x
Kirby Corporation	KIRBY	USA	\$4,638	\$5,840	\$3,092	19.0%	13.1x	14.0x	10.0x	1.9x
Kuehne + Nagel International AG	KUEHNE+NAGEL	) CHE	\$41,167	\$41,033	\$32,009	11.0%	16.2x	7.1x	11.6x	1.3x
Matson, Inc.	Matson.	USA	\$3,829	\$4,425	\$3,095	22.1%	6.5x	2.4x	6.5x	1.4x

## Sea Freigth Global Comparable Public Companies (2/2)

Company		Country	Market	Enterprise Value	se Revenue US\$M	EBITDA		Average BITDA	Fourth Quarter Dec. 31, 2023 EV/ EV/	
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
Mitsui O.S.K. Lines, Ltd.	MOL Mitsui O.S.K. Lines	JPN	\$11,594	\$19,810	\$11,150	26.6%	7.8x	2.9x	6.7x	1.8x
Nippon Yusen Kabushiki Kaisha	NIPPON YUSEN KAISHA	. JPN	\$14,674	\$18,990	\$16,698	28.1%	5.3x	2.2x	4.0x	1.1×
MISC Berhad	MISC BIRNAD	MYS	\$7,093	\$9,816	\$3,111	35.6%	12.0x	10.9x	8.9x	3.2x
Orient Overseas (International) Limited	OSCL	HKG	\$9,214	\$3,010	\$13,300	45.4%	7.0x	1.8x	0.5x	0.2x
Star Bulk Carriers Corp.	STAR BULK	GRC	\$1,783	\$2,545	\$949	40.2%	10.0x	3.8x	6.7x	2.7x
Grupo TMM, S.A.B.	Grupo TMM	MEX	\$25	\$34	\$72	17.3%	26.7x	3.9x	2.8x	0.5x
Wallenius Wilhelmsen ASA	• Wallenius Wilhelmse		\$3,709	\$6,399	\$5,149	33.0%	11.4×	7.3x	3.8x	1.2x
Excluded from mean and median						Mean	8.1x	4.2x	3.8x	1.2x
						Median	9.5x	3.9x	4.6x	1.3x

## Road Transportation Global Comparable Public Companies (1/2)

Company		Country	Market	Enterprise Value	Revenue	EBITDA	Annual A		Fourth Quarter Dec. 31, 2023 EV/ EV/	
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
ArcBest Corporation	ArcBest	USA	\$2,844	\$2,950	\$4,427	7.9%	6.0x	4.2x	8.4x	0.7x
Daseke, Inc.	DASEKE	USA	\$377	\$1,173	\$1,618	12.6%	6.0x	4.7x	5.7x	0.7x
Grupo Traxión, S.A.B. de C.V.	TRAXION	MEX	\$1,119	\$1,679	\$1,467	17.2%	6.8x	6.1x	6.6x	1.1×
Heartland Express, Inc.		USA	\$1,127	\$1,462	\$1,207	29.7%	6.9x	6.0x	4.1x	1.2x
J.B. Hunt Transport Services, Inc.	J.B. HUNT	USA	\$20,602	\$22,360	\$12,830	13.9%	11.2x	8.9x	12.5x	1.7×
Knight-Swift Transportation Holdings Inc.	KNIGHT SUF	<b>USA</b>	\$9,303	\$12,342	\$7,142	17.8%	7.4x	6.1x	9.7x	1.7×
Landstar System, Inc.	LANDSTAR	USA	\$6,961	\$6,590	\$5,313	8.4%	15.7×	9.5x	14.7x	1.2x
Marten Transport, Ltd.	MARTEN.	USA	\$1,706	\$1,638	\$1,131	19.8%	6.5x	6.5x	7.3x	1.4x
NTG Nordic Transport Group A/S	NTG Nordic Transport Group	DNK	\$927	\$1,124	\$1,310	9.7%	19.4x	11.0x	8.8x	0.9x
Old Dominion Freight Line, Inc.	SU DOUNGE	USA	\$44,227	\$44,100	\$5,866	33.8%	23.2x	17.5x	22.3x	7.5x

## Road Transportation Global Comparable Public Companies (2/2)

Company		Country	Market	Enterprise Value	Revenue US\$M	EBITDA	Annual Average EV/EBITDA		Fourth Quarter Dec. 31, 2023 EV/ EV/	
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
Saia, Inc.	SALA	USA	\$11,603	\$11,502	\$2,881	23.4%	16.8x	10.6x	17.1x	4.0x
Schneider National, Inc.	SCHNEIDER	USA	\$4,491	\$4,665	\$5,499	14.5%	5.9x	4.4x	5.9x	0.8x
Seino Holdings Co., Ltd.	SEINO	JPN	\$2,740	\$2,448	\$4,576	7.8%	4.2x	2.6x	6.8x	0.5x
TFI International Inc.	<b>TF</b> International	CAN	\$11,567	\$13,551	\$7,521	15.2%	13.7x	9.1x	11.8x	1.8x
Werner Enterprises, Inc.	WERNER	USA	\$2,686	\$3,410	\$3,283	14.8%	6.4x	5.6x	7.0x	1.0x
Excluded from mean and median						Mean	6.2x	6.8x	9.0x	1.2x
						Median	6.9x	6.1x	8.4x	1.2x

## Rail Freight Global Comparable Public Companies

Company		Country		Value *M	Revenue	EBITDA	Annual Average EV/EBITDA		Fourth Quarter Dec. 31, 2023	
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
Aurizon Holdings Limited	AURIZON	AUS	\$4,768	\$8,473	\$2,583	36.1%	7.3x	7.1×	9.1x	3.3x
Canadian National Railway Company		CAN	\$81,431	\$95,303	\$12,742	57.9%	15.3x	14.1x	12.9x	7.5x
Canadian Pacific Kansas City Limited	CP	CAN	\$73,979	\$92,379	\$9,507	53.4%	15.8x	23.7x	18.2x	9.7x
CSX Corporation		USA	\$68,512	\$86,185	\$14,657	50.1%	14.4x	12.2x	11.7×	5.9x
Daqin Railway Co., Ltd.	大秦铁路 DAQIN RAILWAY CO., LTD.	CHN	\$15,630	\$13,454	\$10,971	25.0%	4.5x	4.6x	4.9x	1.2x
GMéxico Transportes, S.A.B. de C.V.	GrupoMéxico TRANSPORTES	MEX	\$9,874	\$11,761	\$3,338	46.2%	8.2x	8.1x	7.6x	3.5x
Norfolk Southern Corporation	NORFOLK SOUTHERN	USA	\$53,361	\$68,973	\$12,156	41.9%	15.1x	12.0x	13.5x	5.7x
Rumo S.A.	rumo	BRA	\$8,769	\$11,413	\$2,173	49.7%	13.4x	13.1x	10.6x	5.3x
Trinity Industries, Inc.	TRINITY INDUSTRIES, INC.	USA	\$2,177	\$8,190	\$2,983	19.2%	15.8x	17.2x	14.3x	2.7x
Union Pacific Corporation	UNION PACIFIC	USA	\$149,729	\$183,446	\$24,119	48.5%	16.2x	14.3x	15.7x	7.6x
Excluded from mean and median						Mean Median	12.6x 14.7x	10.7x 12.6x	11.1x 12.3x	3.9x 5.5x

## 3PL Global Comparable Public Companies (1/2)

			Market	Enterprise	Revenue	EBITDA		Average BITDA		Quarter 1, 2023
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
Agility Public Warehousing Company K.S.C.P.	Agility	KWT	\$4,227	\$8,099	\$4,379	15.9%	12.6x	20.3x	11.6x	1.8x
Andlauer Healthcare Group Inc.	Andlauer		\$1,289	\$1,336	\$488	21.8%	23.0x	18.2x	12.5x	2.7x
Being Holdings Co., Ltd.	Being Group	JPN	\$127	\$146	\$187	9.3%	8.6x	7.5x	8.4x	0.8x
C.H. Robinson Worldwide, Inc.	C.H. ROBINSON	USA	\$10,077	\$11,855	\$17,596	4.5%	14.4x	10.8x	14.9x	0.7x
DSV A/S	D5V	DNK	\$36,786	\$41,493	\$22,361	15.7%	22.7x	12.1x	11.9x	1.9x
Expeditors International of Washington, Inc.	Expeditors	USA	\$18,494	\$17,375	\$9,300	14.6%	13.7x	7.2x	12.8x	1.9x
GKE Corporation Limited	GKE CORPORATION LIMITED	SGP	\$40	\$76	\$83	21.9%	6.0x	5.8x	4.2x	0.9x
Hansol Logistics Co., Ltd.	Hansol	KOR	\$52	\$64	\$595	6.9%	3.5x	2.5x	1.6x	O.1x
Hub Group, Inc.	Hub Group	USA	\$2,921	\$3,075	\$4,203	12.2%	9.3x	5.9x	6.0x	0.7x
Kerry Logistics Network Limited	KERRY	HKG	\$1,902	\$2,693	\$8,184	6.6%	8.9x	4.7x	5.0x	0.3x

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## 3PL Global Comparable Public Companies (2/2)

Company		Country	Market	Enterprise Value	Revenue	EBITDA	Annual Average EV/EBITDA		Dec. 3	Quarter 1, 2023
			Cap. US\$M	US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
Kuehne + Nagel International AG	KUEHNE+NAGEL	CHE	\$41,167	\$41,033	\$32,009	11.0%	16.2x	7.1x	11.6x	1.3x
Landstar System, Inc.	LANDSTAR	USA	\$6,961	\$6,590	\$5,313	8.4%	15.7x	9.5x	14.7x	1.2x
Mahindra Logistics Limited Logistics		IND	\$336	\$416	\$640	4.3%	30.2x	19.6x	15.0x	0.7x
Nippon Express Holdings,Inc.	NEX NIPPON EXPRESS	JPN	\$4,997	\$7,482	\$15,875	NM	6.5x	4.6x	NM	0.5x
Radiant Logistics, Inc.	RADIANT	USA	\$311	\$340	\$888	6.2%	7.5x	5.9x	6.2x	0.4x
SBS Holdings, Inc.	SBS GROUP	JPN	\$692	\$1,286	\$3,062	8.8%	9.8x	7.3×	4.7x	0.4x
SG Holdings Co.,Ltd.	SgH	JPN	\$8,976	\$8,723	\$9,318	11.0%	14.1x	8.5x	8.5x	0.9x
Sinotrans Limited	SINOTRANS	CHN	\$4,701	\$5,009	\$14,226	4.4%	8.7x	5.8x	7.9x	0.4x
Transport Corporation of India Limited	LEADERS IN LOGISTICS	IND	\$768	\$754	\$473	12.7%	10.7x	12.1x	12.6x	1.6x
XPO, Inc.	XPO	USA	\$10,158	\$13,019	\$7,744	16.5%	7.6x	5.4x	10.2x	1.7x
Excluded from mean and median						Mean	10.2x	7.2x	9.3x	0.9x
NM: Not Measurable			_	_		Median	10.3x	7.2x	8.5x	0.8x
Source: Capital IQ			1	1						

## Air Freight & Logistics - Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Dec-23	CLASQUID OVERSAS POWARDING & LOGISTICS EXPERTS	FRA	Provides in air transport logistics and international freight forwarding	Sas Ship Agency Services	-	42.0%	\$351.7	8.1x	0.4x
Nov-23	BLUEBIRD.	USA	Provides domestic and international air and ground transportation services	cryoport°	-	100.0%	-	-	-
Oct-23	FREIGHT LOGISTICS SOLUTIONS	PRT	Delivers comprehensive freight and logistics solutions for global shipping needs	SCAN GLOBAL LOGISTICS	-	100.0%	-	-	-
							Mean	8.1x	0.4x
							Median	8.1x	0.4x

## Sea Freight - Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Dec-23	<b>ZEABORN</b> SHIP MANAGEMENT	DEU	Operates a global tanker fleet with a focus on safety and asset protection	Wilhelmsen	<b>ZEABORN</b> SHIP MANAGEMENT	100.0%	-	-	-
Dec-23	OH OPPANIEMOS AIMENOS HERAKION AE Heraklion Port Authority S.A.	GRC	Provides cargo port services, efficiently accommodating ships and logistical needs	MINOAN LINES	HELLENIC REPUBLIC ASSET DEVELOPMENT FUND  INVESTING IN DEVELOPMENT	67.0%	\$87.4	-	-
Dec-23	EAGLE B U L K	USA	Provides global drybulk shipping services globally	STAR BULK	Multiple Sellers	100.0%	\$2,100.0	-	-
Nov-23		USA	Provides logistic services specializing in ocean and air transportation	CHEETAH NET SUPPLY CHAIN SERVICE INC.	-	100.0%	\$1.2	-	-
Nov-23	MCKEIL	CAN	Delivers marine transportation and project services across North America	INVESTMENT PARTNERS	TORQUEST	100.0%	-	-	-
Oct-23	SCFMARINE	USA	Provides integrated logistics and barge transportation services on U.S. Inland Waterways and in South America	INGRAM	SE-\COR	100.0%	-	-	-
Oct-23		USA	Provides global door-to-door shipping solutions for cargo, specializing in vehicle transportation	<b>♦</b> DP WORLD	-	100.0%	-	-	-

## Road Transportation - Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Dec-23	<b>DASEKE</b> ®	USA	Provides flatbed and specialized transportation and logistics solutions in North America	<b>TFI</b> International	Multiple Sellers	100.0%	\$1,100.0	-	-
Dec-23	Leasing	USA	Provides leasing services for high-pressure gas transports	<b>©HYLIION</b>	-	100.0%	-	-	-
Dec-23	17 Terminals of Yellow Corporation	USA	Divesting 17 LTL trucking terminals due to Yellow Corporation's bankruptcy	SAIA	<b>YELLOW</b>	100.0%	\$235.7	-	-
Dec-23	28 service centers of Yellow Corporation	USA	Divesting 28 service centers due to Yellow Corporation's bankruptcy	XPO	<b>YELLOW</b>	100.0%	\$870.0	-	-
Dec-23	13 Terminals of Yellow Corp.	USA	Divests 13 LTL terminals due to Yellow Corporation's bankruptcy	KNIGHT	YELLOW	100.0%	\$51.3	-	-
Nov-23	STEVENSON LOGISTICS	AUS	Provides logistics, transport, and project management from its Western Australia location	CUBE	-	100.0%	-	-	-
Nov-23	GTI Group	CAN	Provides specialized, open-deck, and overdimensional freight solutions	CANADA CARTAGE	-	100.0%	-	-	-
Nov-23	Knight Star Freight Limited	GBR	Provides Europe-wide road freight and customs clearance services	Simpex	-	100.0%	-	-	-
Oct-23	ROCKTRUCK	CHL	Provides nationwide transportation, ground handling solutions, and heavy truck and trailer repair services	EMPRESAS LIPIGAS	-	70.0%	\$13.4	-	0.9x
Oct-23	Sesé Auto Logistics	ESP	Provides finished vehicle logistics services across Europe	noatum	sesé	100.0%	\$84.8	3.8x	0.8x
							Mean Median	3.8x 3.8x	0.8x 0.8x

## Rail Freight- Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Dec-23	Nothern COMPANY	USA	Transports grain, ethanol, minerals, and commodities across Eastern Iowa via rail		-	100.0%	\$230.0	-	-
Dec-23	A PATRIOT RAIL LOGISTICS COMPANY	USA	Provides warehousing, transloading, and logistics services	Patriot Rail	-	100.0%	-	-	-
Nov-23	a Genesee & Wyoming Company	CAN	Operates freight rail service in Nova Scotia		C S W	ND	-	-	-

ND: Not Disclosed

Median

1.1x

#### 3PL- Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Dec-23	BRACCHI TRANSPORT & LOGISTICS	ITA	Provides integrated logistics and transportation solutions, including specialized and heavy transport, across various industries	argos. wityu	IGI SGR SpA PRIVATE EQUITY	64.0%	-	-	-
Dec-23	FRIGOSCANDIA	SWE	Provides sustainable and efficient warehousing solutions for food logistics in the Nordic region	DACHSER Intelligent Logistics	MUTARES	100.0%	-	-	-
Nov-23	Freight All Kinds, LLC	USA	Provides comprehensive logistics and transportation services, including trucking and intermodal solutions in North America	OERNER	-	100.0%	-	-	-
Nov-23	KAMMAC	GBR	Provides integrated logistics and supply chain services	elanders GROUP	Multiple Sellers	100.0%	\$122.9	-	1.1x
Nov-23	SOURCE logistics *	USA	Provides logistics services for various sectors	PALLADIUM	-	>50.0%	-	-	-
Oct-23	IFS pact fulfillment services	USA	Manages outsourced packaging and distribution for consumer goods in North America	<b>Ryder</b> Ever better.	-	100.0%	-	-	-
Oct-23	Happy Returns a UPS Company	USA	Provides returns software and reverse logistics solutions to facilitate product returns	ups	P PayPal	100.0%	-	-	-
								Mean	1.1x

#### Selected Transactions Commentary



"Bringing together Star Bulk and Eagle will create a global leader in dry bulk shipping with a large, diversified, scrubber fitted fleet. Together we will benefit from greater scale with 169 owned vessels, generating meaningful synergies and building an even stronger financial profile."

Petros Pappas, CEO of Star Bulk



"This acquisition also advances our strategic consideration of creating a unique opportunity for shareholders to separately invest in a specialized truckload business and in an LTL, P&C and Logistics business."

Alain Bédard, Chairman, President and CEO of TFI International



"Our main focus with Noatum Autologistics is to enhance our industry solutions to meet our customers' evolving needs and to strengthen our product range across the logistics supply chain, which will enable us to compete as a major player in the global automotive sector."

Antonio Campoy, CEO of Noatum Group



"In recent years, the growth of Happy Returns has accelerated, and we've built an enterprise-grade solution. This new chapter is a natural next step for Happy Returns and allows us to harness the power of the UPS network to transform the returns industry."

David Sobie, CEO and co-founder of Happy Returns

#### Private Equity Transactions

INDUSTRY CLASIFICATION	PERIOD	AVERAGE ENTERPRISE VALUE (IN USD)	REVENUE (IN USD)	TTM REVENUE GROWTH	ENTERPRISE VALUE / REVENUE	EBITDA MARGIN	ENTERPRISE VALUE /EBITDA	NUMBER OF TRANSACTIONS
	0-0-0-0	\$	\$	\$ \$ \equiv \text{\$}	\$	\$	\$ \frac{1}{2}	\$
Truck Transportation  NAICS 484 – Truck Transporte	<b>2018-2022</b> ation	\$57.7M	\$57.7M	7.8%	1.7x	25.4%	6.0x	6
Freight Transportation Arrangements NAICS 4885 – Freight Transpo	<b>2018-2023</b> ortation	\$42.8M	<b>\$76.3M</b>	18.5%	0.7x	12.4%	<b>5.8</b> x	10

#### **Notes:**

*Arrangements* 

- Data obtained via GF Data, a subscription-based information platform, offering detailed information and metrics about the transactions of Private Equity funds in the U.S.
- The data is provided under a blind confidential format. Users of the data are unable to identify the exact company and transaction corresponding to the transaction details. Given this blind approach, the data submitted is less likely to be biased or manipulated.

18

Source: GF Data

"Represented us as a trusted

advisor to reach our

# 

#### **TARGET**

New Transport Applications S.A de C.V. ("NTA")

**TRANSACTION TYPE**Sell-side advisory

#### **INDUSTRIES**

Logistics & Transportation

**GEOGRAPHY**Mexico City, Mexico

#### **SITUATION**

Seale & Associates acted as exclusive financial advisor to New Transport Applications S.A. de C.V. ("NTA") on the acquisition by Deutsche Post AG ("DHL"), a global leader in logistics.

#### **SEALE & ASSOCIATES' APPROACH**

Seale managed a competitive auction process with potential strategic and financial buyers. Seale's disciplined approach allowed our client to maintain momentum and negotiating leverage throughout the process and ensure closing at a premium value and more favorable terms.

#### **OUTCOME**

The process resulted in the successful acquisition of NTA by DHL, a global leader in logistics specialized in international shipping.



"Seale provided our company and its shareholders with valuable guidance on a wide range of important topics during this transaction and represented us as a trusted advisor to reach our objectives."

Rafael Figueroa CEO of NTA

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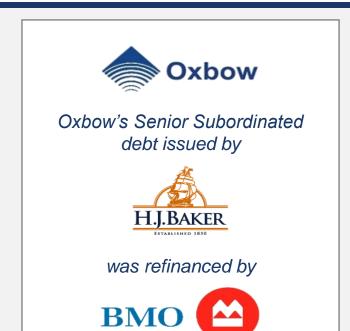
























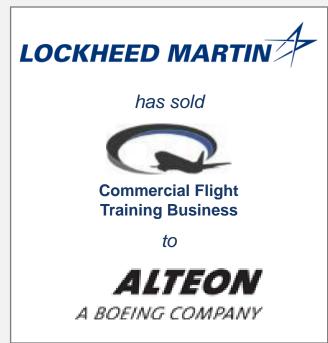


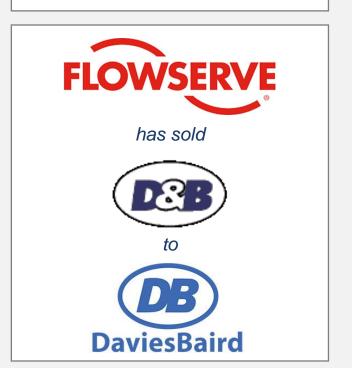
















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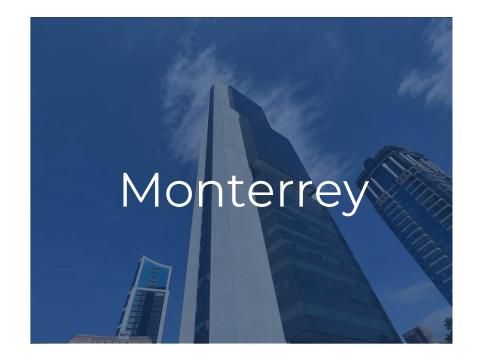
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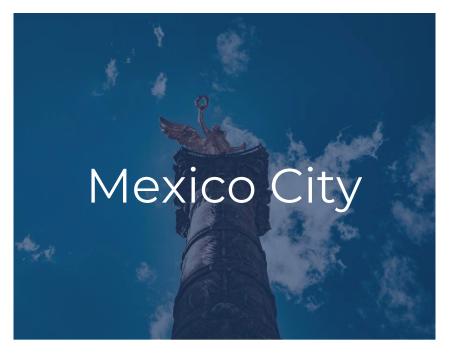


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University of Florida - BA in Political Science with High Honors



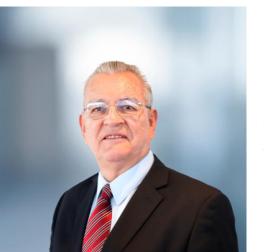
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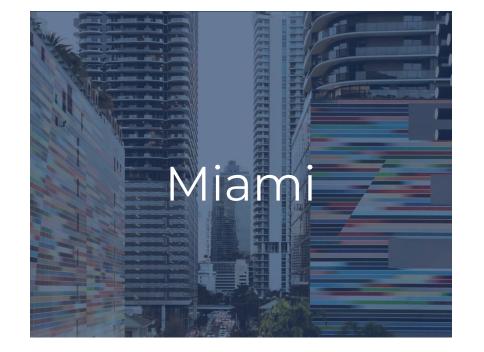
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