



# Seale & Associates

FLEET LEASING INDUSTRY  
Q1 2023  
VALUATION UPDATE

# Introduction

We are pleased to share our Fleet Leasing Industry Multiples Valuation Update for Q1 2023.

At Seale & Associates, we are committed to providing process-driven solutions designed to optimize value and achieve our clients' 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 23+ years, we have successfully served clients all over the world, and we are delighted to continue providing investment banking advisory services to our Fleet Leasing Industry clients that 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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SEALE & ASSOCIATES' SECTOR RELEVANT EXPERIENCE

# HERTZ

**TARGET:** Donlen Corporation  
**TRANSACTION TYPE:** Buy-side Advisory  
**INDUSTRIES:** Vehicle fleet leasing and management services  
**GEOGRAPHY:** Northbrook, IL  
**SIZE:** US\$947 Million

## SITUATION

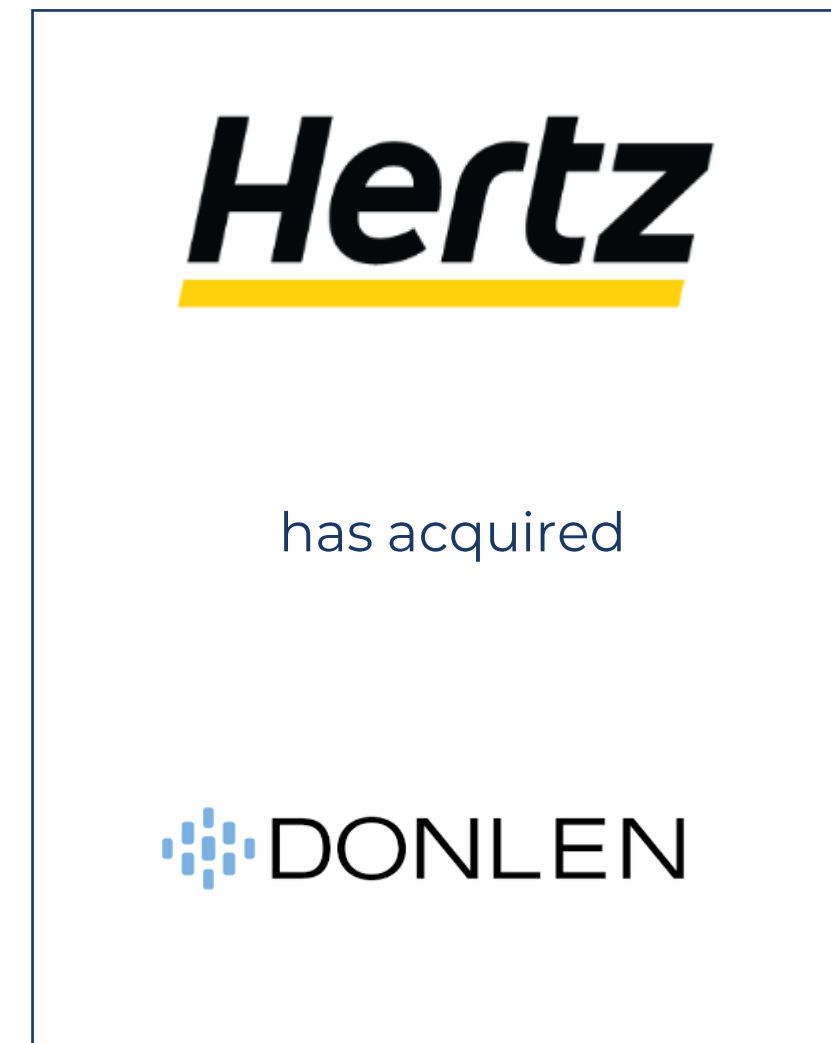
Seale & Associates, Inc. announced that it acted as financial advisor to The Hertz Corporation ("Hertz") on the acquisition of Donlen Corporation. This transaction was part of the overall growth strategy of Hertz to provide the most flexible transportation programs for corporate and general consumers.

## SEALE & ASSOCIATES' APPROACH

Seale professionals conducted a comprehensive evaluation of vehicle fleet companies that could potentially align with Hertz's growth strategy. After pre-qualifying each potential target, Seale began negotiations with the companies that best matched Hertz's investment criteria and strategic objectives.

## OUTCOME









The process resulted in the purchase of Donlen Corporation by Hertz. Donlen, a leading provider of vehicle fleet leasing and management services.



*"The acquisition of Donlen is consistent with the evolution of Hertz's asset-light, technology focused business model and is part of the Company's overall growth strategy to provide the most flexible transportation programs for corporate and retail customers. Integrating Donlen into the Hertz family of products gives us a yearly and multi-year offering that complements our current core competencies of hourly, daily and monthly car sharing and car rental options and provides the Company with a more stable revenue stream and new adjacent markets to leverage our existing business model."*

**Mark P. Frissora, the Chairman and Chief Executive Officer of Hertz**














## Vehicle Rental - Global Comparable Public Companies

Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		First Quarter Mar. 31, 2023 EV/		
						2021	2022	EBITDA	Revenue	
Alquiber Quality, S.A.		ESP	\$46	\$178	\$87	53.1%	3.8x	3.9x	4.0x	2.1x
Avis Budget Group, Inc.		USA	\$7,689	\$28,041	\$12,119	34.5%	16.0x	6.5x	4.9x	2.3x
EVmo, Inc.		USA	\$7	\$23	\$14	-17.3%	NM	NM	NM	2.0x
Inchcape plc		GBR	\$3,954	\$5,081	\$9,799	5.5%	13.3x	9.3x	7.9x	0.5x
Hertz Global Holdings, Inc.		USA	\$5,252	\$19,974	\$8,922	20.8%	61.5x	6.2x	6.4x	2.3x
Localiza Rent a Car S.A.		BRA	\$10,320	\$16,054	\$4,325	28.2%	23.9x	16.8x	16.9x	4.6x
Redde Northgate plc		GBR	\$960	\$1,778	\$1,525	26.0%	4.8x	4.2x	3.8x	1.1x
Sixt SE		DEU	\$5,390	\$8,075	\$3,478	17.7%	38.4x	10.2x	10.2x	2.4x
						<b>Mean</b>	16.7x	8.2x	6.2x	1.8x
						<b>Median</b>	14.7x	6.5x	5.6x	2.1x

■ Excluded from mean and median

NM: Not Measurable



















# Leasing - Global Comparable Public Companies

Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		First Quarter Mar. 31, 2023		
						2021	2022	EV/EBITDA	EV/Revenue	
Air Transport Services Group, Inc.		USA	\$1,490	\$3,005	\$2,061	29.6%	6.3x	5.6x	4.4x	1.5x
ALD S.A.		FRA	\$6,627	\$27,985	\$12,388	15.7%	29.3x	17.5x	14.9x	2.3x
Cargojet Inc.		CAN	\$1,400	\$1,918	\$723	29.2%	14.9x	10.7x	8.4x	2.6x
Chorus Aviation Inc.		CAN	\$492	\$1,981	\$1,233	25.2%	9.0x	8.8x	6.9x	1.7x
FirstGroup plc		GBR	\$912	\$2,750	\$5,099	-0.6%	4.0x	2.2x	4.3x	0.5x
Global Ship Lease, Inc.		GBR	\$674	\$1,451	\$620	64.0%	8.3x	6.3x	3.8x	2.4x
Mesa Air Group, Inc.		USA	\$96	\$742	\$529	10.8%	6.8x	9.3x	6.9x	1.4x
NS United Kaiun Kaisha, Ltd.		JPN	\$729	\$1,231	\$1,887	20.1%	7.0x	4.1x	3.0x	0.7x
PT Blue Bird Tbk		IDN	\$292	\$283	\$265	25.6%	12.0x	7.3x	4.8x	1.2x
Ryder System, Inc.		USA	\$4,147	\$10,964	\$12,109	21.6%	4.3x	3.7x	3.8x	0.9x
Touax SCA		FRA	\$55	\$394	\$225	26.6%	7.1x	6.8x	6.3x	2.2x
U-Haul Holding Company		USA	\$10,320	\$13,907	\$5,874	37.7%	8.9x	6.0x	6.2x	2.4x
Vamos Locação de Caminhões, Máquinas e Equipamentos S.A.		BRA	\$2,682	\$3,910	\$1,116	39.2%	18.2x	13.0x	10.2x	4.0x
Wisdom Marine Lines Co., Limited (Cayman)		TWN	\$1,571	\$2,621	\$836	64.5%	14.4x	7.0x	4.8x	3.1x

■ Excluded from mean and median

**Mean** 10.8x 7.7x 6.3x 1.9x  
**Median** 8.6x 6.9x 5.5x 2.0x

# Fleet Leasing – Q1 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Mar-23		USA	Offers truck leasing services		-	100.0%	-	-	-
Mar-23		PHL	Offers car lease and rental services		-	100.0%	-	-	-
Mar-23		USA	Offers truck leasing services		-	100.0%	-	-	-
Mar-23	Sixt Danmark A/S	DNK	Offers car rental, leasing, car service, limousine services, and car sales			50.0%	-	-	-
Mar-23		GBR	Offers car and van rental		-	100.0%	-	-	-
Feb-23		FRA	Offers driverless car rental		HM Finances	80.0%	-	-	-
Feb-23		GBR	Manages a fleet of cars for public and private sector			100.0%	\$361.9	-	-
Jan-23		GBR	Offers corporate vehicle rental services			100.0%	-	-	-
Jan-23	Eurolease	BGR	Offers car rental services	M Rent	-	100.0%	-	-	-

# Representative Global Engagements

 has acquired 	 has acquired 	 has sold Triumph Processing - Embee Division to 	 has sold Triumph Air Repair & Triumph Engines businesses to 	 has acquired unified brands from 	 has partnered with  a company backed by 	 has acquired 	 has sold the North American guarding business of  to 	 has sold  to 	 has sold  to 	 a subsidiary of  has sold  to 
 has sold  to Daives Baird Pty Ltd a sister company of 	 has acquired 	 has sold  to Code Flower Inc.	 has sold its GRACE Membranes Business  a subsidiary of 	 has sold  and  to 	 has sold a controlling interest to 	 has been acquired by 	 has sold SENSI CARE and ALOE+VESTA to 	 has sold their Sanitaryware Manufacturing Plant to 	 has acquired Multiple snack companies   	 has sold  to 
 has sold Commercial Flight Training Business to 	 has been acquired by 	 has sold Oxbow Sulphur, Inc. to 	 has been acquired by 	 has sold  to 	 has acquired 	 has acquired 	 has acquired 	 has sold its SYCAR Resins business to 	 has sold  to Private Equity Partners	 has been acquired by 
 has sold  to 	 has acquired  KFC Costa Rica from 	 has been acquired by 	 has sold  to 	 has sold the Films Business of  to 	 has been acquired by 	 has sold  to 	 Oxbow's Senior Subordinated debt issued by  was refinanced by 	 has sold  to 	 has acquired  from THE MOORE COMPANY	 sold its concrete pumping business to 

# Advisor to Leading Companies Worldwide



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Please contact us if you would like further information about M&A trends and/or specific transaction multiples for your industry

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For over 20 years, Seale & Associates has served leading public and private companies from around the world and operating in a broad range of industries with a high level of quality, integrity and independence while presenting innovative ideas and trusted solutions to address their most complex dealings.

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We have worked repeatedly with many of the most well-known companies in the world...

...as well as with reputable funds, family-offices and privately held companies.



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