



TRANSPORTATION & LOGISTICS
SECTOR UPDATE AND M&A TRENDS

Q1 2022

ALMA.advisors

M&A activity as a cushion against deteriorating macroeconomic outlook and fierce competition

Sector overview

Macroeconomic developments

- Elevated inflationary pressures are forcing central banks across the globe to tighten their monetary policies, spreading fear that this might **derail economic growth**
- The ongoing **Russian invasion of Ukraine** and the harsh “zero-Covid” strategy implemented by the Chinese government are exacerbating global **supply chain disruptions**
- Cost-push inflationary pressures arising from wage increases are weighing on the labour-intensive warehousing and transportation industry
- Elevated oil prices are **squeezing profit margins** in the fragmented trucking segment

Transportation & logistics sector trends

Covid-19 impact

- The 2020 lockdowns **disrupted global supply chains**, weighing on the sector's competitiveness and growth

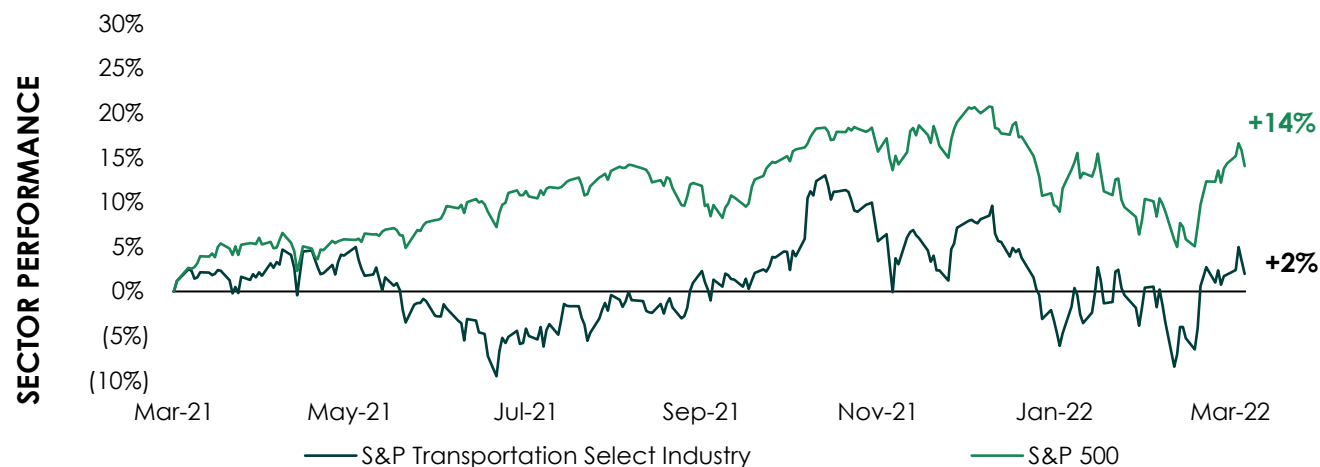
Normalization

- Supply chains have **not yet rebounded to pre-pandemic operational fluidity**
- Western countries are promoting the **regionalization of supply chains**

New reality

- Current market conditions are expected to **push companies:**
 - Adopt **technological solutions** to bring down costs
 - **Create collaborations** to tackle thin margins, as smaller players try to stay afloat

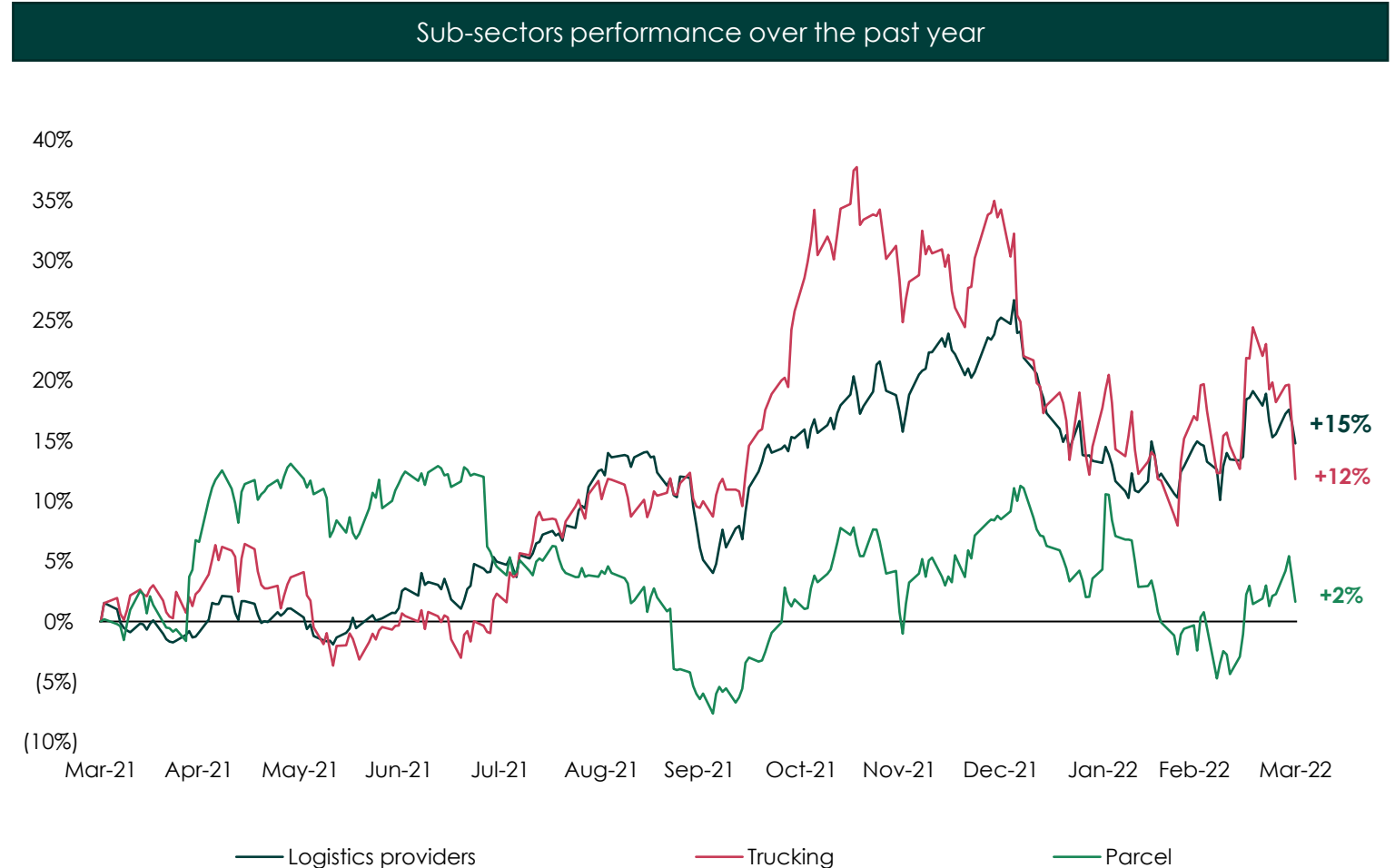
Main driver for market consolidation



Parcel segment underperformed significantly over the past year after a stellar 2020-21 performance

Publicly traded companies overview per sub-sector

- Logistic providers and trucking segments picked up in October, recording returns of 15% and 12% LTM, respectively
- Parcel publicly traded companies underperformed significantly as the reopening of the economy slowed down demand after a stellar performance in 2020-21



Data as of 31/03/2022

Notes: Trading comparable companies per segment were used to create five equally weighted indices denominated in €

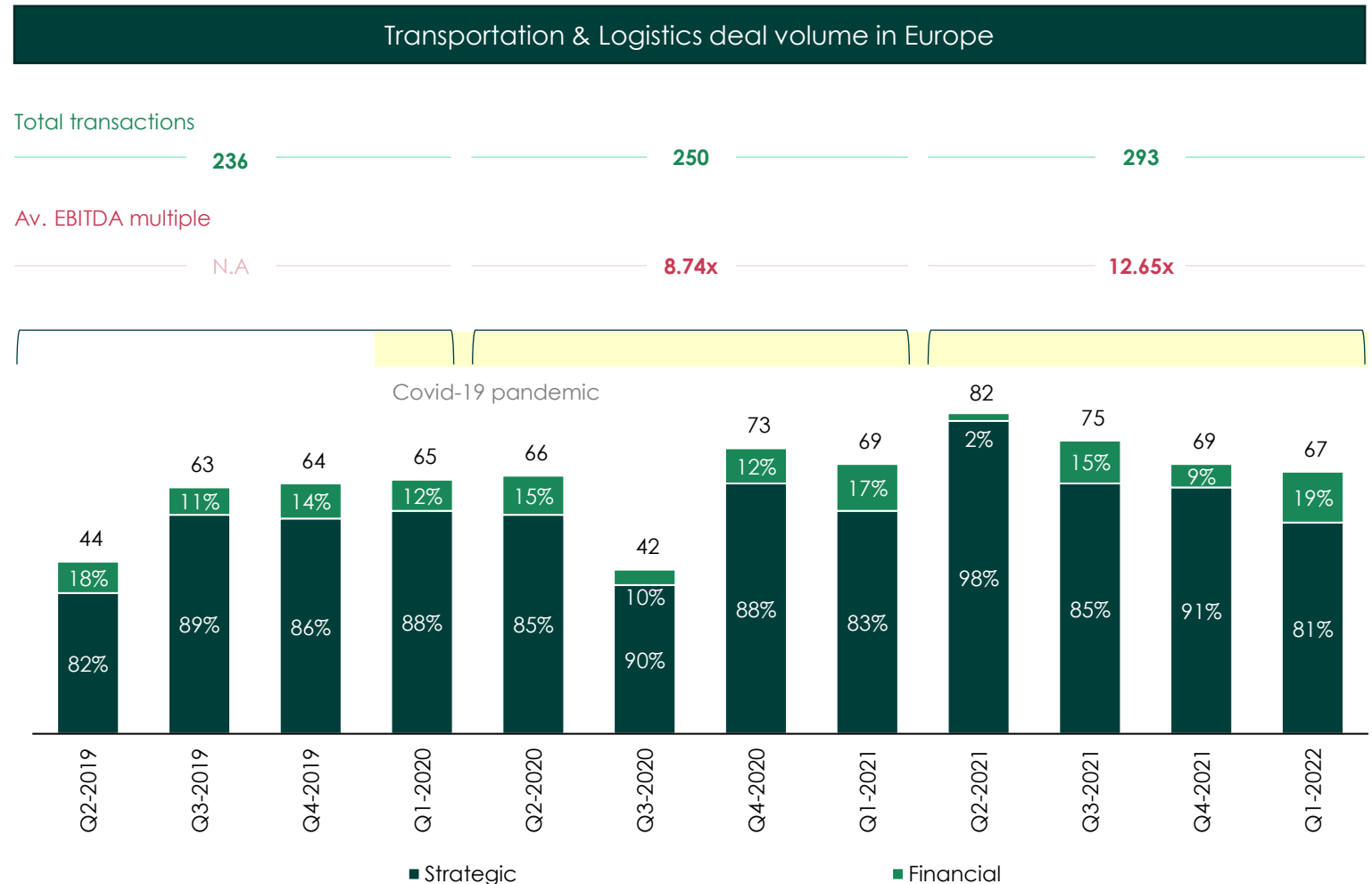
Excl: GXO Logistics Inc which was listed recently

Sources: FactSet

M&A activity is picking up with EBITDA multiples following the same trend

Europe M&A update

- Transportation and logistics M&A activity has picked up during the pandemic
- Strategic buyers consistently accounted for over 80% of the deal count over the last 3 years
- This is expected to continue as strategic acquirers look for remedies to combat the squeezed profit margins through expansion to new verticals and geographies
- Valuations appear to have increased as per the EBITDA multiples available, reflecting competition amongst buyers



European transportation and logistics M&A transactions (1/3)⁽¹⁾

Q1 2022



(Figures in €m)

Date	Target	Buyer	EV	EV/Revenue	EV/EBITDA
Mar-2022	Miami Freight & Shipping Co.	JP Shipping Services Ltd.	-	-	-
Mar-2022	Etherhead Transport Ltd.	DUKE Distribution Ltd.	-	-	-
Mar-2022	Phs Logistiktechnik GmbH	Caljan Rite Hite ApS	-	-	-
Mar-2022	Thömen Spedition GmbH. & Co. KG.	Hüffermann Krandienst GmbH	-	-	-
Mar-2022	MW Partners Holding SA	Swiss Post Ltd.	-	-	-
Mar-2022	R & F Campbell (Inverness) Ltd.	Seafield Park Transport Ltd.	-	-	-
Mar-2022	Vincent Logistics SA	Groupe Berto SA	-	-	-
Mar-2022	Véron Grauer SA	Temis Luxury France SAS	-	-	-
Mar-2022	Joppa Group Ltd	Hamilton Waste & Recycling Ltd.	-	-	-
Mar-2022	Kollect On Demand Holding AB	Beauparc Utilities Ltd.	2.6	-	-
Mar-2022	Express Post AS	Eesti Post AS	-	-	-
Mar-2022	Koel- En Vrieshuis Jos Veldboer BV	Lineage Logistics LLC	-	-	-
Mar-2022	Braemar Shipping Services Plc / 3 Subs	Vertom Cory Holdings Ltd.	20.8	-	-
Mar-2022	Jörg Meyer Transportservice GmbH	MB Transporte GmbH	-	-	-
Feb-2022	Alan R Jones & Sons Ltd.	Fagan & Whalley Ltd.	-	-	-
Feb-2022	Danser Group BV	Blue Ocean Capital Partners Ltd.	-	-	-
Feb-2022	Eldapoint Ltd. / Transportation Division	Youngs Transportation & Logistics Ltd.	-	-	-
Feb-2022	Innight Express Germany GmbH	Tikehau Capital Advisors SAS; Groupe Sterne SA ¹	-	-	-
Feb-2022	Belo Logistiek BV	Freightned Logistics BV	-	-	-
Feb-2022	Torrens Demenagements SARL	Demeco SAS	-	-	-
Feb-2022	A1 Services (Manchester) Ltd.	Hanson Ltd.	-	-	-
Feb-2022	Sotradel Logistique	Astr'in SAS	-	-	-
Feb-2022	John Truswell & Sons Ltd.	OTIF Distribution Ltd.	16.9	-	-
Feb-2022	Smartmat NV	Colruyt SA	75.2	-	-

Notes: (1) Transactions also include non-EU European countries
Sources: FactSet

European transportation and logistics M&A transactions (2/3)⁽¹⁾

Q1 2022



(Figures in €m)

Date	Target	Buyer	EV	EV/Revenue	EV/EBITDA
Feb-2022	Fresh Flow BV	Kivits Logistics Group BV	-	-	-
Jan-2022	Crouch Logistics Ltd.	Crouch Logistics Ltd.	-	-	-
Jan-2022	Colis Privé France SAS	CMA CGM SA	-	-	-
Jan-2022	AnyVan Ltd.	Vitruvian Partners LLP	-	-	-
Jan-2022	Safram SA	Heppner Société de Transports SAS	-	-	-
Jan-2022	Frichti SAS	Gorillas Technologies GmbH	-	-	-
Jan-2022	Zakaz Ukraine LLC	Glovoapp23 SL	50.0	-	-
Jan-2022	World Pet Plastic Recycling Ltd.	Logoplaste Consultores Técnicos SA	-	-	-
Jan-2022	Transports Verrier & Fils SAS	LG Finances SARL (Aulnay-Sous-Bois)	-	-	-
Jan-2022	Porterbuddy Norge AS	Instabox AB	-	-	-
Jan-2022	Dina BV	Heppner Société de Transports SAS	-	-	-
Jan-2022	Veddestagruppen AB	Posti Group Oyj	-	-	-
Jan-2022	Manuchar NV	Lone Star Americas Acquisitions LLC	160.4	-	-
Jan-2022	ConServe GmbH & CO KG	Waterland Private Equity Investments BV	-	-	-
Jan-2022	Anchor Shipbroking, Inc.	Simpson Spence Young Ltd.	-	-	-
Jan-2022	Jnl Waste Services Ltd. / Food Waste Business	Keenan (Recycling) Ltd.	-	-	-
Jan-2022	Medienservice GmbH & Co. KG	Frankfurter Allgemeine Zeitung GmbH	-	-	-
Jan-2022	Carousel Logistics Ltd.	Axcel Management A/S	-	-	-
Jan-2022	Danx Group A/S	Axcel Management A/S	-	-	-
Jan-2022	Van Tuyt Logistics	Lineage Logistics LLC	-	-	-
Jan-2022	Delta Logistiek BV	Holland Capital Management BV; AMP Logistics	-	-	-
Jan-2022	Holtstieger GmbH	Van Moer Group NV	-	-	-
Jan-2022	Expect Distribution Ltd.	Expect Distribution Ltd.	-	-	-
Jan-2022	CL Europort Sp zoo	METRANS as	-	-	-

Notes: (1) Transactions also include non-EU European countries
Sources: FactSet

European transportation and logistics M&A transactions (3/3)⁽¹⁾

Q1 2022



(Figures in €m)

Date	Target	Buyer	EV	EV/Revenue	EV/EBITDA
Jan-2022	Hanson European Caravan Transport Ltd.	Parkdean Resorts UK Ltd.	-	-	-
Jan-2022	Transports Daniel et Demont SAS	Transports M.Garnier SAS	-	-	-
Jan-2022	IRT Logistics AB	SDK FREJA A/S	-	-	-
Jan-2022	G.S. Autoteile GmbH	ME Capital Advisory & Consulting GmbH	-	-	-
Jan-2022	Agrirom SRL	Agro Chirnogi SA; Maria Trading SRL; Agrirom SRL	-	-	-
Jan-2022	Dixon Transport	Erisbeg Ltd.	-	-	-
Jan-2022	BTL Spedition GmbH	Seifert Logistics GmbH	-	-	-
Jan-2022	Stella Brandenberger Transporte AG	Swiss Post Ltd.	-	-	-
Jan-2022	Transportbedrijf FH Peeters En Zn BV	Transportbedrijf Maters Huissen BV	-	-	-
Jan-2022	SMME Transport SASU	Nicolas Guyamier Holding SARL	-	-	-

Notes: (1) Transactions also include non-EU European countries
Sources: FactSet

Notable transportation and logistics M&A transactions in Greece

2019 to Q1 2022



(Figures in €m)

Date	Target	Buyer	EV	EV/Revenue	EV/EBITDA
Jan-2022	Mantis	Ecovium	-	-	-
Apr-2021	Tenberco	Eurobank	-	-	-
Jan-2021	MAKIOS Logistics	HIG Capital	-	-	-
Dec-2020	Sarmed Warehouse SA	BriQ Properties	29.5	1.4x	10.5x
Jul-2019	Victini Logistics SA	Brooklane Capital	12.5	8.7x	22.7x
Nov-2019	Pearl	Ocean Rail Logistics	-	-	-

Trading comps (1/2)

LOGISTICS PROVIDERS

Company <i>(figures in €m)</i>	Market cap.	EV	Sales 2022E	EBITDA 2022E	EV / Sales			EV / EBITDA		
					2021	2022E	2023E	2021	2022E	2023E
Agility Publ Warehousing	7,290	8,232	1,564	422	5.7x	5.5x	5.2x	25.6x	20.2x	19.1x
C.H. Robinson Worldwide	12,453	14,184	22,859	1,131	0.7x	0.7x	0.7x	13.5x	13.2x	14.4x
CJ Logistics	2,191	4,502	8,829	660	0.5x	0.5x	0.5x	7.5x	6.7x	6.4x
Expeditors	15,520	14,415	15,518	1,591	1.0x	1.0x	1.2x	8.2x	9.2x	11.6x
Forward Air	2,360	2,609	1,777	242	1.7x	1.5x	1.5x	14.6x	11.4x	10.3x
GXO Logistics	7,355	9,563	8,253	683	1.3x	1.2x	1.1x	17.5x	14.6x	13.0x
Kerry Logistics Network	3,725	4,175	9,308	809	0.5x	0.5x	0.4x	4.9x	5.6x	5.4x
Kintetsu World Express	1,671	2,041	6,498	534	0.3x	0.3x	0.4x	3.5x	3.7x	4.8x
Radiant Logistics	283	390	1,188	64	0.5x	0.3x	0.3x	9.0x	6.6x	6.1x
Hub Group	2,407	2,550	4,711	399	0.7x	0.6x	0.5x	7.7x	6.4x	7.0x
ID Logistics Group	1,827	2,550	2,368	344	1.3x	1.1x	1.0x	9.4x	7.5x	6.6x
CTS	2,171	2,118	3,637	219	0.7x	0.6x	0.5x	11.9x	9.8x	8.8x
Mainfreight	5,272	5,695	3,391	448	1.8x	1.6x	1.7x	13.5x	12.4x	12.5x
Sankyu	1,825	1,900	4,217	440	0.5x	0.4x	0.4x	4.7x	4.3x	4.3x
Jiayou Intl Logistics	823	764	574	86	1.9x	1.3x	N.M.	12.5x	8.3x	N.M.
JWD InfoLogistics	499	635	157	44	4.7x	4.0x	3.6x	18.9x	16.2x	14.9x
JB Hunt Transport Svcs	18,921	19,945	13,444	1,826	1.8x	1.6x	1.5x	13.8x	11.8x	11.1x
Average					1.5x	1.3x	1.3x	11.6x	9.9x	9.8x
Median					1.0x	1.0x	0.8x	11.9x	9.2x	9.5x

PARCEL DELIVERY

Company <i>(figures in €m)</i>	Market cap.	EV	Sales 2022E	EBITDA 2022E	EV / Sales			EV / EBITDA		
					2021	2022E	2023E	2021	2022E	2023E
Deutsche Post	53,961	66,159	83,748	12,111	0.8x	0.8x	0.8x	5.6x	5.5x	5.4x
FedEx	53,899	81,756	91,748	11,023	1.0x	0.9x	0.9x	8.4x	7.7x	7.3x
PostNL	1,776	1,997	3,432	396	0.6x	0.6x	0.6x	4.7x	5.0x	4.5x
Royal Mail	3,723	4,439	15,478	1,536	0.3x	0.3x	0.3x	2.8x	2.9x	2.6x
United Parcel Service	167,902	180,837	95,333	16,012	2.1x	2.0x	1.9x	12.5x	11.8x	11.2x
ZTO Express	18,943	17,434	5,419	1,540	4.1x	3.3x	2.8x	15.5x	11.7x	9.7x
Average					1.5x	1.3x	1.2x	8.3x	7.4x	6.8x
Median					0.9x	0.9x	0.8x	7.0x	6.6x	6.3x

Data as of 31/03/2022

Trading comps (2/2)

TRUCKING										
Company <i>(figures in €m)</i>	Market cap.	EV	Sales 2022E	EBITDA 2022E	EV / Sales			EV / EBITDA		
					2021	2022E	2023E	2021	2022E	2023E
Werner Enterprises	2,397	2,810	2,879	600	1.1x	1.0x	1.0x	5.4x	4.9x	4.9x
Universal Logistics Hldgs	486	941	1,096	198	0.6x	0.6x	0.5x	6.2x	5.4x	4.8x
USA Truck	165	311	736	79	0.5x	0.4x	0.4x	4.8x	4.1x	4.2x
PAM Transportation Svcs	695	822	832	188	1.3x	1.1x	1.1x	5.7x	5.0x	5.1x
Saia Inc	5,787	5,834	2,541	558	2.8x	2.4x	2.3x	13.7x	10.9x	9.7x
Knight Swift Trans Hldgs	7,433	8,824	6,954	1,678	1.6x	1.4x	1.3x	6.4x	5.6x	5.7x
Marten Transport	1,308	1,249	1,090	234	1.4x	1.3x	1.2x	6.5x	5.8x	5.4x
Old Dominion Freight Line	30,834	30,382	5,806	1,854	6.4x	5.5x	5.2x	20.5x	17.2x	15.8x
ArcBest	1,779	1,966	4,907	481	0.6x	0.4x	0.4x	5.1x	4.3x	4.2x
Covenant Logistics Group	325	383	881	118	0.4x	0.4x	0.4x	3.5x	3.3x	3.4x
Heartland Express	998	830	581	182	1.5x	1.5x	1.5x	4.4x	4.9x	4.5x
DSV	41,960	44,796	28,188	3,247	1.8x	1.6x	1.7x	16.3x	13.8x	14.2x
Schneider National	4,091	4,070	6,056	870	0.8x	0.7x	0.7x	5.5x	4.8x	5.0x
Landstar System	5,033	5,111	6,909	585	0.9x	0.8x	0.9x	10.2x	9.4x	10.7x
Wincanton	569	792	1,749	136	0.5x	0.5x	0.4x	6.3x	5.9x	5.5x
Yellow	324	1,586	5,206	344	0.4x	0.3x	0.3x	5.9x	4.8x	5.0x
XPO Logistics	7,511	11,234	12,591	1,291	1.0x	0.9x	0.9x	10.2x	9.1x	8.5x
Average					1.4x	1.2x	1.2x	8.0x	7.0x	6.9x
Median					1.0x	0.9x	0.9x	6.2x	5.4x	5.1x

Tailored corporate finance services for the European mid-market

Our firm

Alma Advisors is an independent financial services firm serving the European mid-market. We offer corporate finance solutions to corporates, family businesses and entrepreneurs.



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