



TRANSPORTATION & LOGISTICS

INDUSTRY UPDATE | DECEMBER 2017



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WHAT WE'RE READING

LOGISTICS | SUPPLY CHAINS ARE GOING TO GET SMARTER IN 2018

By the end of 2020, one-third of all manufacturing supply chains will be using analytics-driven cognitive capabilities, thus increasing cost efficiency by 10% and service performance by 5%. "Manufacturers of every size and shape are changing rapidly because of new digital technologies, new competitors, new ecosystems, and new ways of doing business," says Kimberly Knickle, research vice president, IT Priorities and Strategies with analyst firm IDC Manufacturing Insights. "Manufacturers that can speed their adoption of digital capabilities in order to create business value will be the leaders of their industry." Technologies that will have the greatest impact include cloud, mobile, Big Data and analytics, and the Internet of Things (IoT).

[Material Handling & Logistics](#)

TRUCKING | TONNAGE AND CASS FREIGHT INDEX STRONG IN NOVEMBER

The American Trucking Associations (ATA) For-Hire Truck Tonnage Index and the Cass Freight Index Report reported positive news for November. The ATA's advanced seasonally-adjusted (SA) index at 115.8 was up 2.3% in November, following a 3.9% October gain. On a YTD basis through November, the SA is up 3.5% annually. The Cass Freight Index Report, showed both sequential and annual gains for November freight shipments and expenditures. November shipments, at 1.155, were up 0.2% over October and 6.3% annually and have been positive for the last 14 months. Freight expenditures in November, at 2.629, saw 0.9% gain over October and a 14.3% annual hike.

[Logistics Management](#)

MARINE | OCEAN CARGO RATES WILL FIRM UP IN 2018

During 2017, freight rates in global ocean container transportation saw strong upwards correction mainly due to the bankruptcy of Hanjin Shipping (then the 6th largest global ocean carrier) in September 2016. Other factors supporting the rate increases of 2017 will continue in 2018: a return of higher trade volume growth and a further increases in fuel prices (triggering higher fuel surcharges), among others. Some of these price drivers will continue to influence the direction of prices in 2018, whereas other were short term and will have no further effects.

[Logistics Management](#)

RAIL | CN PLACES MAJOR POWER ORDER WITH GE

CN will acquire 200 new locomotives over the next three years from GE Transportation. CN said it ordered the ET44AC locomotives "to accommodate future growth opportunities and drive operational efficiency across [our] system." The order is the largest by any Class I railroad since 2014. "We are bullish on the North American economy and on our ability to compete and win new business with our superior service model," said CN President and CEO Luc Jobin. "These GE Transportation locomotives and their digital technology will support and enhance our operational efficiency. We look forward to adding these units to our fleet as part of our commitment to operational and service excellence."

[Railway Age](#)

AIR | AIR CARGO SECTOR CONTINUES TO SHOW SIGNS OF REVIVAL

While the nation's air cargo industry remains strong, several indicators suggest that demand may have passed the growth peak. According to IATA, inventory-to-sales ratio in the U.S. is "tracking sideways," signaling that the period when companies look to restock inventories quickly—which often gives air cargo a boost—has ended. Meanwhile, the new export orders component of the global Purchasing Managers' Index (PMI) is stable. And the upward trend in seasonally-adjusted freight volumes has moderated. Freight volumes are still expected to grow in 2018, although at a slower pace than in 2017.

[Logistics Management](#)

CONTENTS

- [M&A TRANSACTIONS](#)
- [PUBLIC MARKETS OVERVIEW](#)
- [STOCK PRICE PERFORMANCE](#)
- [OUR GROUP](#)

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M&A TRANSACTIONS^(1,2,3)

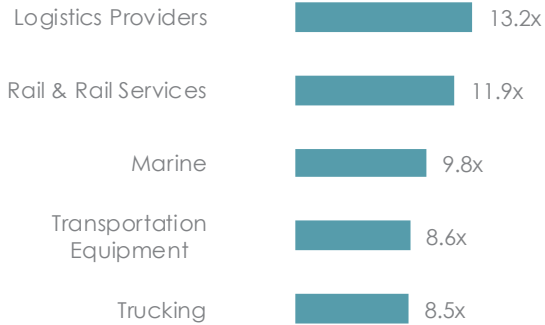
RECENT M&A TRANSACTIONS

Date	Sector	Target	Business Description	Acquirer
1/2/2018	Logistics	Redwood Logistics	Provides freight transportation services	CI Capital Partners
12/21/2017*	Marine	Gener8 Maritime, Inc.	Provides transportation services	Euronav NV
12/19/2017	Marine	Magnes & Co. SASU	Provides freight forwarding services	Financière Magnes SAS
12/15/2017	Marine	KNOT Shuttle Tankers 32 AS	Provides deep sea foreign transportation services	KNOT Shuttle Tankers AS
12/14/2017	Logistics	Channel Distribution Corp.	Operates as a full service warehouse and distribution center	Wind Point Advisors LLC; St. George Logistics Corp.
12/13/2017	Logistics	Shipt, Inc.	Provides a local network of reliable shoppers and connects members to groceries and everyday essentials	Target Corporation
12/12/2017	Logistics	G. Bosman Transport Nisse BV	Provides agri and food chain logistics services	AB Transport Group BV
12/11/2017	Logistics	Grocontinental Ltd.	Provides logistics services for food industry	Oaktree Capital Management Private Equity; AGRO Merchants Blackjewel LLC
12/11/2017	Logistics	MR Coal Marketing & Trading LLC	Provides logistics services	
12/8/2017	Logistics	AB Transport + Service GmbH	Provides logistics solutions services	Heppler Société de Transports SAS
12/7/2017	Logistics	Charlier N. SA	Provides logistics solutions services	Jost Logistics SA
12/7/2017	Marine	Freight Handlers, Inc.	Provides third-party logistics and freight management services	GlobalTranz Enterprises, Inc.
12/7/2017	Logistics	WINDEA Offshore GmbH & Co. KG	Provides logistics and supply solutions for the construction and operation of offshore wind farms	Buss Group GmbH & Co. KG
12/7/2017	Logistics	Keen Transport	Provides heavy-haul logistics and transportation services for the construction, mining, and agriculture equipment markets	Wallenius Wilhelmsen Logistics ASA
12/7/2017	Marine	M/G Transport Services	Provides barge transportation services	Auxo Investment Partners
12/6/2017	Logistics	U.S. Growers Cold Storage	Provides cold storage or refrigerated warehousing	Lineage Logistics / Bay Grove LLC
12/5/2017	Logistics	Metro Title Services	Provides title and registration services to the fleet industry and auto dealers	MetroGistics Holdings
12/5/2017	Trucking	JS Transportation Co. Ltd.	Provides trucking services for hazardous materials	Rinchem Co., Inc.
12/4/2017	Trucking	TSH & Co. / The Roadmaster Group / Moore Freight Service	Provides long and short haul trucking services in the US and worldwide	Daseke, Inc.

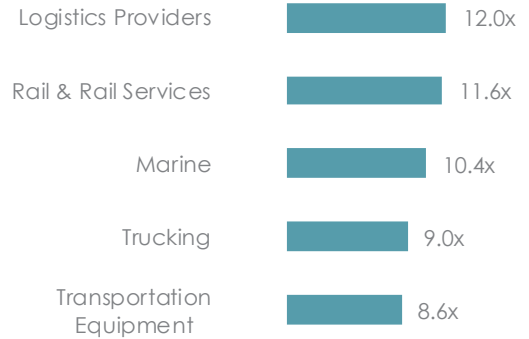
*Denotes pending transaction

PUBLIC MARKETS OVERVIEW⁽¹⁾

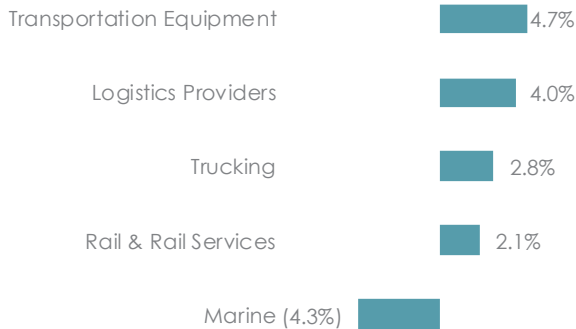
TEV / LTM EBITDA



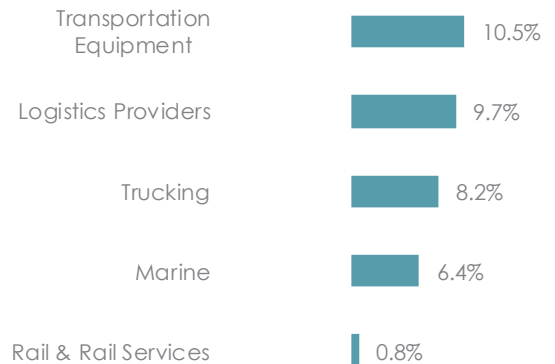
TEV / 2017E EBITDA



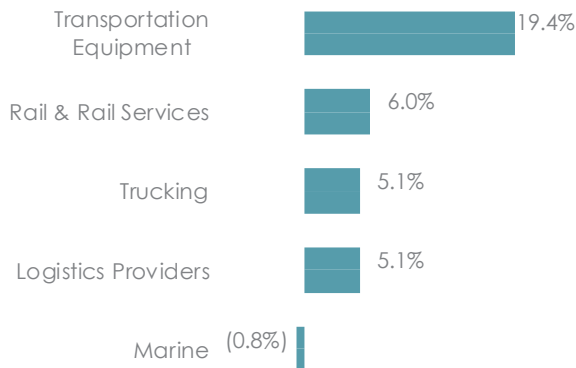
AVERAGE REVENUE GROWTH (2013 – 2016)



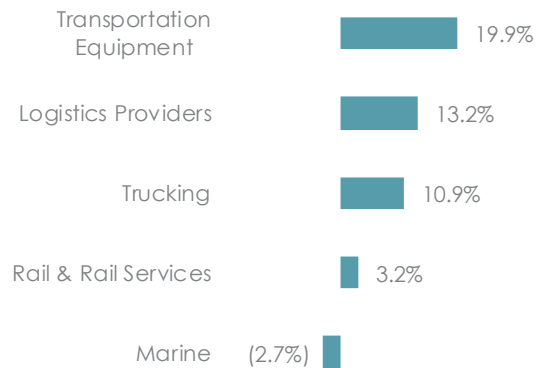
AVERAGE REVENUE GROWTH (2016 – 2018P)



AVERAGE EBITDA GROWTH (2013 – 2016)

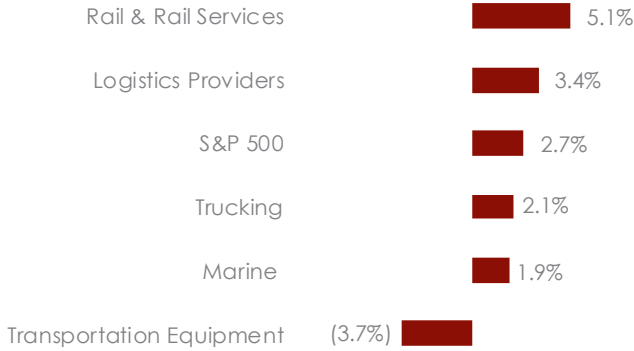


AVERAGE EBITDA GROWTH (2016 – 2018P)

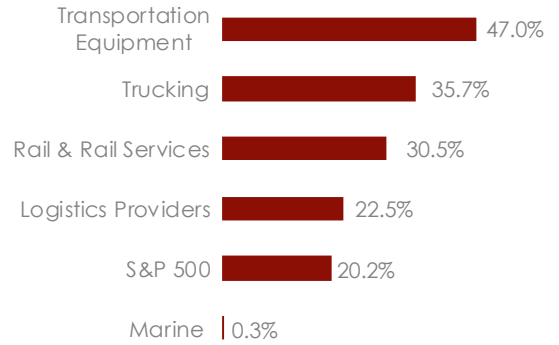


STOCK PRICE PERFORMANCE⁽¹⁾

MEDIAN % CHANGE (1 MONTH)

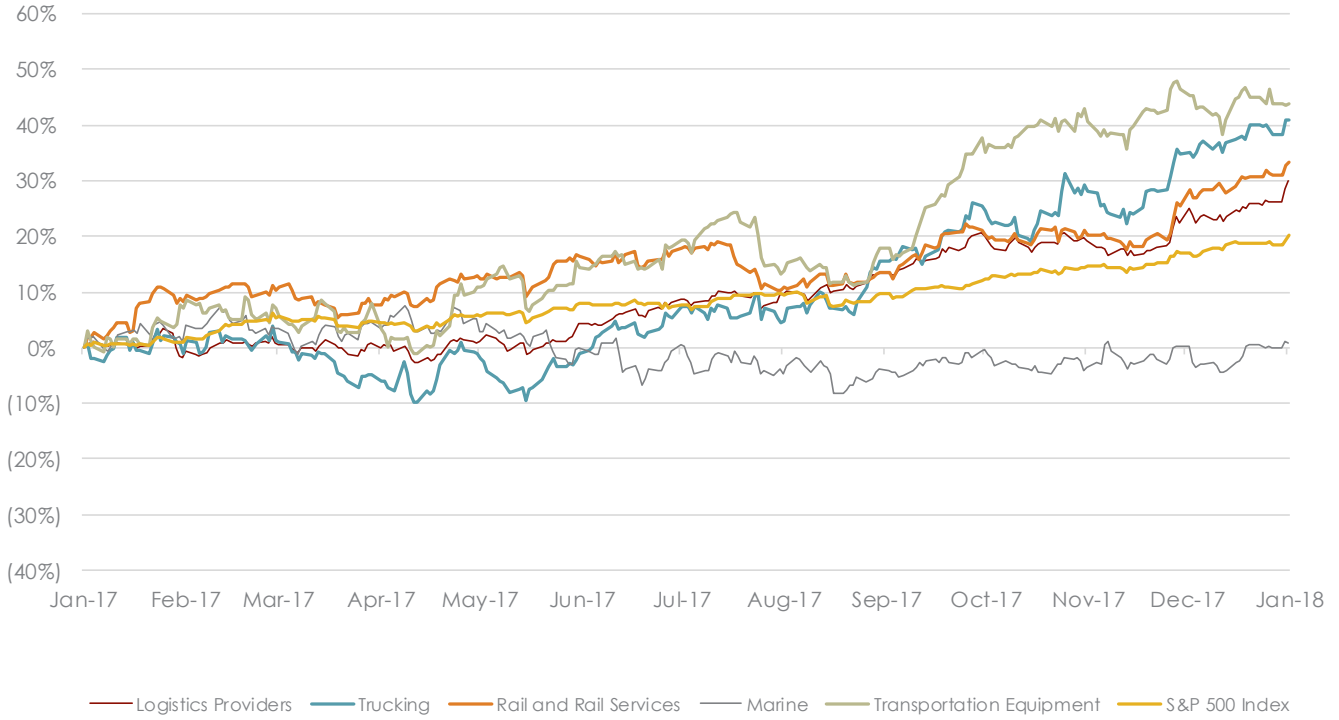


MEDIAN % CHANGE (12 MONTH)



TRAILING TWELVE MONTHS




















(Indexed to January 3rd, 2017)



OUR GROUP

Harris Williams & Co. is a leading advisor to the transportation and logistics M&A market. Our Transportation & Logistics Group serves companies in a broad range of attractive niches, including third-party logistics (3PL), truck, rail, marine and air transportation, transportation equipment, and the automotive and heavy duty vehicle market.

RECENTLY CLOSED T&L TRANSACTIONS

 a portfolio company of QUAD-C has been recapitalized by 	 a portfolio company of THE STERLING GROUP has been acquired by 	 a portfolio company of BregalSagemount has been acquired by 	 a portfolio company of  has been acquired by 	 a portfolio company of GenNx360 has been acquired by 	 a portfolio company of QUAD-C is merging with ONISHIPPERS THE SHIPPING COMPANY THAT WORKS FOR YOU! a portfolio company of Ridgemont EQUITY PARTNERS™
 a portfolio company of COMVEST PARTNERS has merged with 	 a portfolio company of LITTLEJOHN & CO. has been acquired by EQT	 has merged with AAHC an operating company of Marubeni in a recapitalization by THE STERLING GROUP and DOBBS MANAGEMENT SERVICES, LLC.	 a portfolio company of QUESTOR has been acquired by AMERICAN INDUSTRIAL PARTNERS	 a portfolio company of QUAD-C has been acquired by STONE CANYON INDUSTRIES	 has acquired KEN ADVANTAGE GROUP INC.

DEEP EXPERIENCE ACROSS T&L SECTORS

THIRD-PARTY LOGISTICS						
RAIL & RAIL SERVICES						
MARINE TRANSPORTATION						
TRANSPORTATION EQUIPMENT						
NICHE TRANSPORTATION						
AUTOMOTIVE & HEAVY DUTY VEHICLE						
AIR TRANSPORTATION						

OUR FIRM

Harris Williams & Co. has a broad range of industry expertise, which creates powerful opportunities. Our clients benefit from our deep-sector experience, integrated industry intelligence and collaboration across the firm, and our commitment to learning what makes them unique. For more information, visit our website at www.harriswilliams.com/industries

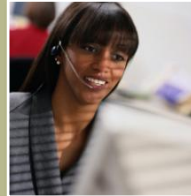
Aerospace, Defense
& Government
Services



Building Products
& Materials



Business
Services



Consumer



Energy, Power
& Infrastructure



Healthcare
& Life Sciences



Industrials



Specialty
Distribution



Technology,
Media & Telecom



Transportation
& Logistics



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PUBLIC COMPARABLES⁽¹⁾

(\$ in millions except per share data)	TEV	Stock Performance					TEV / LTM EBITDA as of			TEV / EBITDA	
		Stock Price	Change from		52-Week		Jan-17	Jul-17	Current	2017E	2018P
		Current	Prior Month	Prior Year	High	% of High					
Transportation & Logistics											
Logistics Providers											
Agility Public Warehousing Co. K.S.C.	\$3,872	\$2.69	2.8%	43.8%	\$3.27	82.3%	7.7x	10.4x	10.0x	NA	NA
Air Transport Services Group, Inc.	1,917	24.11	(0.7%)	46.5%	26.75	90.1%	7.4x	8.1x	8.5x	7.4x	5.9x
Atlas Air Worldwide Holdings, Inc.	3,391	58.30	(1.0%)	13.1%	68.70	84.9%	8.6x	9.1x	8.4x	8.2x	7.0x
C.H. Robinson Worldwide, Inc.	13,792	89.49	3.4%	22.8%	90.08	99.3%	12.5x	12.8x	16.2x	16.2x	14.6x
Deutsche Post AG	64,944	47.95	2.9%	46.6%	49.15	97.6%	8.8x	10.2x	13.2x	10.4x	9.6x
DSV A/S	16,148	79.85	3.7%	79.7%	80.04	99.8%	15.0x	17.4x	NM	17.9x	16.5x
Echo Global Logistics, Inc	963	28.05	4.5%	10.7%	29.00	96.7%	19.5x	19.7x	NM	16.8x	13.4x
Expeditors International of Washington, Inc.	10,799	65.07	0.9%	22.5%	66.25	98.2%	12.2x	13.2x	15.0x	14.9x	13.8x
FedEx Corporation	83,616	260.82	13.0%	39.0%	261.57	99.7%	9.4x	8.3x	10.1x	9.5x	8.4x
Forward Air Corporation	1,755	57.67	1.3%	19.1%	59.98	96.2%	10.6x	11.3x	11.8x	11.7x	10.4x
Hub Group, Inc. Class A	1,943	49.90	5.5%	14.1%	52.50	95.0%	9.1x	9.2x	13.6x	13.7x	10.8x
J.B. Hunt Transport Services, Inc.	14,006	116.87	7.2%	20.8%	118.05	99.0%	11.0x	10.6x	13.3x	13.4x	11.6x
Kuhne & Nagel International AG	20,768	178.34	3.2%	35.3%	186.78	95.5%	13.8x	17.9x	18.7x	17.5x	15.9x
Landstar System, Inc.	4,243	104.30	1.7%	21.7%	107.60	96.9%	13.8x	13.0x	15.4x	15.0x	13.1x
Panalpina Welttransport (Holding) AG	3,426	156.80	6.7%	27.0%	157.92	99.3%	15.2x	NM	NM	NM	17.4x
Roadrunner Transportation Systems, Inc.	700	7.84	(7.8%)	(28.1%)	11.88	66.0%	NA	NA	7.4x	NA	NA
Ryder System, Inc.	9,897	87.41	6.1%	16.0%	87.71	99.7%	5.4x	5.3x	5.8x	5.7x	5.3x
TFI International Inc.	3,697	27.07	6.4%	4.3%	27.30	99.2%	11.1x	8.8x	9.2x	8.9x	7.9x
United Parcel Service, Inc. Class B	124,961	126.41	5.1%	9.8%	126.69	99.8%	15.6x	14.5x	16.2x	11.7x	11.0x
Universal Logistics Holdings, Inc.	903	23.80	(0.4%)	47.4%	24.65	96.6%	8.5x	9.3x	14.7x	11.0x	8.3x
XPO Logistics, Inc.	16,573	92.33	18.4%	111.3%	93.98	98.2%	8.8x	10.8x	13.4x	12.2x	10.3x
Median			3.4%	22.5%		97.6%	10.8x	10.6x	13.2x	12.0x	10.8x
Trucking											
ArcBest Corporation	\$1,054	\$36.25	(1.8%)	25.4%	\$38.75	93.5%	6.0x	4.5x	6.9x	6.8x	5.6x
Celadon Group, Inc.	565	6.90	(4.8%)	(21.1%)	9.61	71.8%	7.4x	NA	6.8x	NA	NA
Covenant Transportation Group, Inc. Class A	726	27.96	(3.3%)	35.7%	30.61	91.4%	4.8x	4.7x	6.6x	6.7x	5.7x
Heartland Express, Inc.	1,900	23.55	3.0%	14.8%	25.22	93.4%	8.6x	9.5x	12.3x	10.9x	9.0x
Knight-Swift Transportation Holdings Inc. Class A	5,119	44.94	4.9%	33.9%	45.27	99.3%	10.6x	12.1x	19.8x	13.2x	7.1x
Marten Transport, Ltd.	1,135	20.70	3.5%	45.9%	21.15	97.9%	6.0x	6.7x	8.5x	8.0x	7.2x
Old Dominion Freight Line, Inc.	11,104	134.58	5.6%	55.1%	135.00	99.7%	10.6x	10.9x	14.5x	14.2x	12.5x
P.A.M. Transportation Services, Inc.	356	35.70	(5.7%)	32.2%	43.20	82.6%	6.1x	5.0x	6.9x	6.4x	5.3x
Saia, Inc.	1,982	71.05	8.6%	58.2%	72.40	98.1%	10.5x	11.6x	14.9x	10.9x	9.1x
Universal Logistics Holdings, Inc.	903	23.80	(0.4%)	47.4%	24.65	96.6%	8.5x	9.3x	14.7x	11.0x	8.3x
USA Truck, Inc.	270	18.52	(0.2%)	93.9%	19.05	97.2%	7.8x	11.2x	14.4x	10.0x	6.1x
Werner Enterprises, Inc.	2,885	38.80	2.1%	40.1%	39.85	97.4%	6.5x	6.2x	7.9x	8.0x	7.0x
YRC Worldwide Inc.	1,221	14.71	18.4%	8.6%	15.79	93.2%	4.4x	4.3x	4.8x	4.6x	3.7x
Median			2.1%	35.7%		96.6%	7.4x	8.0x	8.5x	9.0x	7.1x

PUBLIC COMPARABLES⁽¹⁾

(\$ in millions except per share data)	Stock Performance						TEV / LTM EBITDA as of			TEV / EBITDA	
	TEV	Stock Price	Change from		52-Week		Jan-17	Jul-17	Current	2017E	2018P
		Current	Prior Month	Prior Year	High	% of High					
Transportation & Logistics											
Rail and Rail Services											
American Railcar Industries, Inc.	\$1,231	\$42.03	4.1%	(8.2%)	\$49.33	85.2%	6.9x	7.7x	7.8x	8.7x	8.5x
Canadian National Railway Company	70,869	83.46	6.4%	23.7%	84.18	99.1%	12.2x	13.4x	13.4x	12.8x	12.2x
Canadian Pacific Railway Limited	33,186	183.79	3.6%	29.7%	184.69	99.5%	11.5x	11.6x	12.5x	12.2x	11.5x
CSX Corporation	62,805	57.05	1.6%	59.0%	58.35	97.8%	9.2x	11.7x	11.9x	12.5x	11.2x
FreightCar America, Inc.	77	16.63	(1.2%)	10.1%	20.46	81.3%	6.4x	7.1x	NM	NM	NM
Genesee & Wyoming, Inc. Class A	7,645	80.41	2.7%	16.5%	81.73	98.4%	12.0x	11.6x	12.0x	11.3x	10.1x
Greenbrier Companies, Inc.	1,868	53.10	7.4%	31.3%	54.45	97.5%	3.9x	4.9x	6.1x	5.9x	5.8x
Kansas City Southern	14,078	107.09	(3.0%)	32.5%	114.85	93.2%	10.1x	11.8x	11.6x	11.4x	10.5x
Norfolk Southern Corporation	51,984	146.97	6.9%	37.4%	147.54	99.6%	10.0x	10.5x	11.8x	11.6x	11.0x
Trinity Industries, Inc.	8,300	37.58	6.0%	34.1%	38.25	98.2%	6.8x	8.1x	10.2x	9.8x	10.5x
Union Pacific Corporation	123,800	136.54	9.6%	33.2%	136.60	100.0%	10.7x	10.5x	12.5x	12.4x	11.5x
Westinghouse Air Brake Technologies Corporation	9,587	82.26	7.8%	(2.1%)	93.81	87.7%	16.0x	16.5x	14.0x	16.0x	13.9x
Median			5.1%	30.5%		98.0%	10.0x	11.1x	11.9x	11.6x	11.0x
Marine											
Aegean Marine Petroleum Network Inc.	\$962	\$4.35	3.6%	(59.0%)	\$13.00	33.5%	5.5x	6.4x	7.2x	11.5x	9.0x
Costamare Inc.	1,716	6.06	2.5%	0.3%	8.18	74.1%	5.4x	6.5x	6.3x	6.4x	6.9x
Diana Shipping Inc.	1,016	4.22	4.5%	27.9%	6.20	68.1%	NM	NM	NM	NM	11.9x
Kirby Corporation	4,729	67.45	1.3%	1.8%	74.50	90.5%	9.1x	9.9x	11.2x	11.7x	9.9x
Matson, Inc.	2,087	29.45	1.0%	(18.4%)	37.32	78.9%	9.6x	9.1x	8.8x	7.1x	6.8x
Nordic American Tankers Limited	680	2.62	(34.3%)	(68.6%)	9.39	27.9%	8.3x	12.0x	9.3x	10.4x	6.6x
Rand Logistics, Inc.	251	0.15	(47.6%)	(83.1%)	1.93	7.5%	7.5x	10.1x	10.2x	NA	NA
SEACOR Holdings Inc.	1,384	48.37	1.9%	7.1%	76.32	63.4%	20.0x	11.7x	12.6x	13.7x	10.0x
Wallenius Wilhelmsen Logistics ASA	6,241	7.12	3.7%	66.7%	7.34	97.0%	NM	NM	17.8x	10.4x	7.5x
Median			1.9%	0.3%		68.1%	8.3x	9.9x	9.8x	10.4x	8.3x
Transportation Equipment											
Dana Incorporated	6,075	32.16	(1.6%)	67.7%	33.45	96.1%	6.3x	7.0x	8.6x	7.3x	6.6x
Gentherm Incorporated	1,193	32.50	(8.5%)	(4.3%)	40.80	79.7%	8.5x	9.2x	8.3x	8.2x	7.0x
Spartan Motors, Inc.	534	15.20	(5.9%)	62.6%	18.10	84.0%	16.0x	NM	NM	18.0x	12.8x
Wabash National Corporation	1,724	21.30	7.1%	31.4%	24.16	88.2%	4.7x	7.3x	9.6x	8.9x	7.5x
Median			(3.7%)	47.0%		86.1%	7.4x	7.3x	8.6x	8.6x	7.2x

PUBLIC COMPARABLES⁽¹⁾

(\$ in millions)	Revenue						Avg. Revenue Growth		EBITDA						Avg. EBITDA Growth	
	2013	2014	2015	2016	2017E	2018P	'13-16	'16-18P	2013	2014	2015	2016	2017E	2018P	'13-16	'16-18P
Transportation & Logistics																
Logistics Providers																
Agility Public Warehousing Co. K.S.C.	\$4,846	\$4,767	\$4,330	NA	NA	NA	NA	NA	\$289	\$276	\$292	NA	NA	NA	NA	NA
Air Transport Services Group, Inc.	580	590	619	769	1,021	1,162	9.9%	22.9%	158	179	198	200	260	325	8.4%	27.3%
Atlas Air Worldwide Holdings, Inc.	1,657	1,799	1,823	1,840	2,123	2,295	3.5%	11.7%	292	327	271	349	412	480	6.1%	17.3%
C.H. Robinson Worldwide, Inc.	12,752	13,470	13,476	13,144	14,637	15,616	1.0%	9.0%	740	805	925	912	850	946	7.2%	1.8%
Deutsche Post AG	73,132	75,117	65,681	63,423	72,826	75,850	(4.6%)	9.4%	3,887	4,812	3,587	5,013	6,287	6,732	8.8%	15.9%
DSV A/S	8,137	8,645	7,563	10,066	12,041	12,607	7.3%	11.9%	543	560	532	631	907	993	5.1%	25.4%
Echo Global Logistics, Inc	884	1,173	1,512	1,716	1,876	2,080	24.7%	10.1%	34	44	54	48	56	71	12.0%	22.3%
Expeditors International of Washington, Inc.	6,080	6,565	6,617	6,098	6,812	7,228	0.1%	8.9%	600	644	767	717	725	782	6.1%	4.4%
FedEx Corporation	45,567	47,453	50,365	60,319	64,542	67,782	9.8%	6.0%	6,033	4,951	6,165	8,420	8,810	9,947	11.8%	8.7%
Forward Air Corporation	652	781	959	983	1,095	1,187	14.6%	9.9%	109	128	128	141	151	168	8.9%	9.3%
Hub Group, Inc. Class A	3,374	3,571	3,526	3,573	3,973	4,347	1.9%	10.3%	137	136	154	168	141	181	6.9%	3.7%
J.B. Hunt Transport Services, Inc.	5,585	6,165	6,188	6,555	7,120	7,894	5.5%	9.7%	825	920	1,054	1,088	1,046	1,214	9.7%	5.6%
Kuhne & Nagel International AG	18,529	19,118	17,376	16,774	18,655	19,645	(3.3%)	8.2%	1,028	1,073	1,069	1,084	1,181	1,307	1.8%	9.8%
Landstar System, Inc.	2,665	3,185	3,321	3,168	3,600	3,933	5.9%	11.4%	203	251	269	258	283	322	8.3%	11.8%
Panalpina Welttransport (Holding) AG	7,289	7,327	6,081	5,274	5,626	5,845	(10.2%)	5.3%	172	218	184	169	152	196	(0.7%)	7.8%
Roadrunner Transportation Systems, Inc.	1,361	1,873	1,995	NA	0	0	NA	NA	103	125	130	NA	0	0	NA	NA
Ryder System, Inc.	6,419	6,639	6,572	6,787	7,225	7,532	1.9%	5.3%	1,361	1,505	1,649	1,738	1,727	1,844	8.5%	3.0%
TFI International Inc.	3,018	3,363	3,150	3,038	3,800	3,894	0.2%	13.2%	319	372	332	328	419	468	0.9%	19.5%
United Parcel Service, Inc. Class B	55,491	58,256	58,050	60,502	65,230	68,682	2.9%	6.5%	8,893	7,991	9,429	7,295	10,636	11,407	(6.4%)	25.0%
Universal Logistics Holdings, Inc.	1,033	1,192	1,129	1,073	1,214	1,298	1.3%	10.0%	123	114	108	83	82	109	(12.3%)	14.6%
XPO Logistics, Inc.	702	2,357	7,623	14,619	15,091	16,004	NM	4.6%	(17)	92	474	1,158	1,365	1,602	NM	17.6%
Total	\$259,756	\$273,405	\$267,955	\$279,720	\$308,508	\$324,883	4.0%	9.7%	\$25,833	\$25,523	\$27,772	\$29,801	\$35,491	\$39,094	5.1%	13.2%
Trucking																
ArcBest Corporation	\$2,300	\$2,613	\$2,667	\$2,700	\$2,839	\$3,023	5.5%	5.8%	\$107	\$154	\$167	\$139	\$155	\$189	9.3%	16.4%
Celadon Group, Inc.	614	742	901	1,065	0	0	20.2%	(100.0%)	99	87	117	109	0	0	3.2%	(100.0%)
Covenant Transportation Group, Inc. Class A	685	719	724	671	701	746	(0.7%)	5.5%	63	89	143	122	107	129	24.2%	3.2%
Heartland Express, Inc.	582	871	736	613	624	762	1.7%	11.5%	149	208	193	182	171	208	7.0%	7.0%
Knight-Swift Transportation Holdings Inc. Class A	969	1,102	1,183	1,118	2,440	5,428	4.9%	120.3%	193	256	312	259	409	900	10.4%	86.4%
Marten Transport, Ltd.	659	673	665	671	691	769	0.6%	7.0%	110	115	127	130	142	157	5.6%	9.8%
Old Dominion Freight Line, Inc.	2,338	2,788	2,972	2,992	3,336	3,712	8.6%	11.4%	466	606	676	690	784	885	14.0%	13.3%
P.A.M. Transportation Services, Inc.	403	411	417	433	448	499	2.4%	7.4%	50	55	63	54	56	67	3.0%	11.1%
Saia, Inc.	1,139	1,272	1,221	1,218	1,367	1,514	2.3%	11.5%	125	145	155	116	182	220	(2.4%)	37.3%
Universal Logistics Holdings, Inc.	1,033	1,192	1,129	1,073	1,214	1,298	1.3%	10.0%	123	114	108	83	82	109	(12.3%)	14.6%
USA Truck, Inc.	555	602	508	429	439	473	(8.2%)	5.0%	41	60	56	29	25	45	(10.2%)	23.7%
Werner Enterprises, Inc.	2,029	2,139	2,094	2,009	2,100	2,248	(0.3%)	5.8%	295	316	393	336	361	405	4.5%	9.8%
YRC Worldwide Inc.	4,865	5,069	4,832	4,698	4,894	5,180	(1.2%)	5.0%	205	197	259	270	265	324	9.6%	9.6%
Total	\$18,171	\$20,194	\$20,050	\$19,690	\$21,093	\$25,653	2.8%	8.2%	\$2,026	\$2,402	\$2,768	\$2,520	\$2,740	\$3,639	5.1%	10.9%

PUBLIC COMPARABLES⁽¹⁾

(\$ in millions)	Revenue						Avg. Revenue Growth		EBITDA						Avg. EBITDA Growth	
	2013	2014	2015	2016	2017E	2018P	'13-16	'16-18P	2013	2014	2015	2016	2017E	2018P	'13-16	'16-18P
Transportation & Logistics																
Rail and Rail Services																
American Railcar Industries, Inc.	\$751	\$733	\$889	\$639	\$465	\$493	(5.2%)	(12.2%)	\$179	\$204	\$272	\$182	\$142	\$144	0.6%	(11.0%)
Canadian National Railway Company	10,263	10,986	9,857	9,085	10,408	10,908	(4.0%)	9.6%	4,710	5,137	5,021	4,934	5,548	5,838	1.6%	8.8%
Canadian Pacific Railway Limited	5,952	5,994	5,246	4,704	5,219	5,457	(7.5%)	7.7%	2,340	2,640	2,431	2,414	2,722	2,896	1.0%	9.5%
CSX Corporation	12,026	12,669	11,811	11,069	11,433	11,740	(2.7%)	3.0%	4,534	4,764	4,792	4,805	5,085	5,614	2.0%	8.1%
FreightCar America, Inc.	290	599	773	524	435	326	21.7%	(21.1%)	(4)	17	51	14	(10)	(3)	NM	NA
Genesee & Wyoming, Inc. Class A	1,569	1,639	2,000	2,002	2,205	2,346	8.5%	8.3%	533	579	586	554	675	755	1.3%	16.7%
Greenbrier Companies, Inc.	1,755	2,203	2,605	2,681	2,176	2,176	15.2%	(9.9%)	143	237	430	458	307	307	47.5%	(18.1%)
Kansas City Southern	2,369	2,577	2,419	2,397	2,581	2,734	0.4%	6.8%	962	1,106	1,098	1,121	1,241	1,344	5.2%	9.5%
Norfolk Southern Corporation	11,245	11,624	10,511	9,888	10,503	10,947	(4.2%)	5.2%	4,173	4,526	3,938	4,131	4,453	4,713	(0.3%)	6.8%
Trinity Industries, Inc.	4,365	6,170	6,393	4,588	3,779	3,723	1.7%	(9.9%)	963	1,402	1,528	1,008	846	784	1.5%	(11.8%)
Union Pacific Corporation	21,963	23,988	21,813	19,941	21,171	22,014	(3.2%)	5.1%	9,223	10,657	10,064	9,310	10,017	10,715	0.3%	7.3%
Westinghouse Air Brake Technologies Corporation	2,566	3,044	3,308	2,931	3,803	3,984	4.5%	16.6%	489	588	701	572	618	688	5.4%	9.6%
Total	\$75,115	\$82,227	\$77,625	\$70,448	\$74,178	\$76,848	2.1%	0.8%	\$28,243	\$31,857	\$30,912	\$29,502	\$31,644	\$33,794	6.0%	3.2%
Marine																
Aegean Marine Petroleum Network Inc.	\$6,335	\$6,662	\$4,232	\$4,076	\$5,792	\$6,560	(13.7%)	26.9%	\$84	\$54	\$81	\$214	\$84	\$110	36.4%	(28.2%)
Costamare Inc.	414	484	490	468	406	384	4.2%	(9.5%)	267	326	325	317	270	235	5.9%	(13.9%)
Diana Shipping Inc.	164	176	158	114	152	210	(11.4%)	35.5%	55	52	28	(12)	36	87	NM	NA
Kirby Corporation	2,242	2,566	2,148	1,771	2,113	2,760	(7.6%)	24.8%	582	663	595	471	403	488	(6.8%)	1.7%
Matson, Inc.	1,637	1,714	1,885	1,942	2,036	2,089	5.8%	3.7%	182	203	298	238	295	305	9.4%	13.2%
Nordic American Tankers Limited	244	351	446	357	165	208	13.6%	(23.8%)	(7)	74	211	139	67	112	NM	(10.4%)
Rand Logistics, Inc.	156	153	148	115	0	NA	(9.5%)	NA	33	34	32	27	0	NA	(6.2%)	NA
SEACOR Holdings Inc.	1,247	1,319	1,055	831	631	629	(12.7%)	(13.0%)	197	245	150	95	101	139	(21.7%)	21.1%
Wallenius Wilhelmsen Logistics ASA	325	285	313	257	3,335	NA	(7.5%)	NA	170	134	186	80	592	831	(22.3%)	NM
Total	\$12,764	\$13,710	\$10,874	\$9,932	\$14,629	\$12,839	(4.3%)	6.4%	\$1,562	\$1,785	\$1,906	\$1,568	\$1,846	\$2,306	(0.8%)	(2.7%)
Transportation Equipment																
Dana Incorporated	6,769	6,617	6,060	5,826	7,132	7,630	(4.9%)	14.4%	706	705	618	612	837	918	(4.7%)	22.5%
Gentherm Incorporated	662	812	856	918	979	1,052	11.5%	7.1%	83	135	155	146	144	169	20.5%	7.5%
Spartan Motors, Inc.	470	507	550	591	702	798	8.0%	16.2%	6	10	0	18	30	42	42.4%	52.2%
Wabash National Corporation	1,636	1,863	2,027	1,845	1,760	2,013	4.1%	4.4%	142	161	218	241	185	229	19.2%	(2.6%)
Total	\$9,536	\$9,799	\$9,494	\$9,180	\$10,573	\$11,492	4.7%	10.5%	\$938	\$1,012	\$991	\$1,017	\$1,196	\$1,357	19.4%	19.9%

TRANSPORTATION & LOGISTICS

SOURCES

1. FactSet.
2. MergerMarket.
3. Pitchbook.

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