TRANSPORTATION & LOGISTICS SECTOR UPDATE AND M&A TRENDS Q1 2023

Greek transportation & logistics sector is increasingly focusing on technological innovation

Q1 market and sector overview

Macroeconomic developments

- The European Central Bank has increased interest rates to 3.5% after two consecutive 50bp rate hikes in Q1 2023
- EU inflation for March 2023 witnessed a decrease of 1.6% compared to February 2023 reaching 6.9%
- Core inflation which excludes volatile items such as food and energy remains stickier than previously expected picking up to 5.7% in March 2023 supporting Q1 2023 ECB projections that inflation is expected to remain too high for too long
- Production across Eurozone grew marginally in Q1 despite the decrease in factory order books as the shortening of delivery times boosted raw materials supply, supporting greater levels of productivity

	Greek transportation & logistics sector trends										
	Increased investments	Land cost	Focus on tech innovation								
•	Buyers are interested in the Greek transportation and logistics sector due to rapid e- commerce development and Greece's strategic location	 Prices for logistics land continues to rise in Greece due to the continuing demand for warehouses and distribution facilities 	 Greek companies are increasingly adopting technological innovation to enable automation processes, increase efficiency and reduce 								
	Funds are attracted by the highly fragmented sector Global companies are	 This is especially true for Thriasio, an area which concentrates the vast majority 	 costs Solutions like smart warehouses and 5G corridors are widely 								

Global companies are choosing Greece to create European logistic hubs

European and US transportation indices vs the broader market

of new logistic developments

adopted



Greek transportation & logistics companies are progressing with modernization plans; increased PE investments

Greek transportation & logistics companies' key updates

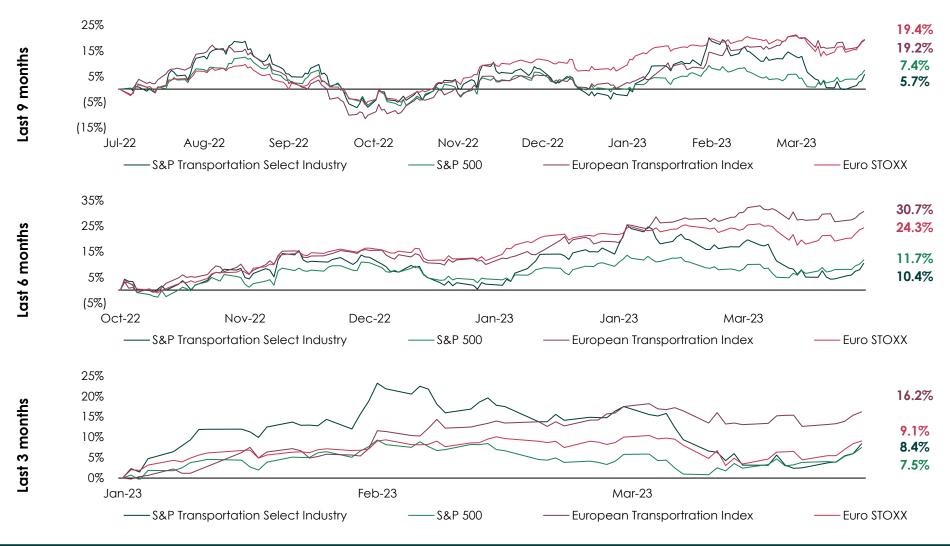
Company	Key updates	Key takeaways
	 EOS Capital Partners together with Elikonos Capital and a private investor acquired MED FRIGO for €80m MED FRIGO continues its modernization plans focusing on fleet 	Greek transportation & logistics sector attracts PE funds
always on time	 MLD rates commutes its modernization plans locosing of need renewal to minimize its carbon footprint and reduce costs The company's new logistics center in Aspropyrgos is expected to become operational in Q2 2023 	 PE funds are increasingly interested on Greek transportation and logistics sector Funds are attracted by the highly
GOLDEN	 After the announcement of its exclusive partnership with Dronamics, Golden Cargo has announced that it will soon start small-sized cargo transfers to Greek islands via drones Expected to become the first Greek company with such a license, permanently changing the micro-transportation market in Greece 	 fragmented industry and the country's strategic position as a transport hub and a global transit center Greek companies are looking for alliances due to the high investment cost required to keep their
CARGO	 The service will enable same-day deliveries for a variety of products including pharmaceuticals, food and e-commerce order fulfillments 	competitiveness in the sector
ORPHEE	 H.I.G. Capital has acquired 80% of Orphee Beinoglou With the acquisition, H.I.G Capital's market share in the Greek logistics sector will reach c. 18% 	Greek logistics companies are moving forward with their modernization plans
TRADITION IN QUALITY SINCE 1923	 H.I.G. Capital will contribute funds for the modernization and expansion of the company's warehouses and the renewal of its fleet 	 Greek transportation and logistics companies are modernizing and expanding their fleets and warehousing
	 Neptune Lines announced the launch of its Neptune Land Services (NLS) NLS will deliver logistic services to address customer supply chain needs for finished vehicles 	 capacity Fleets renewal to minimize carbon footprint and reduce operational costs Expanding warehouses to cope with increasing demand Tech advancements are increasingly



reduce costs

European and US transportation indices have outperformed their benchmark indices in Q1 2023

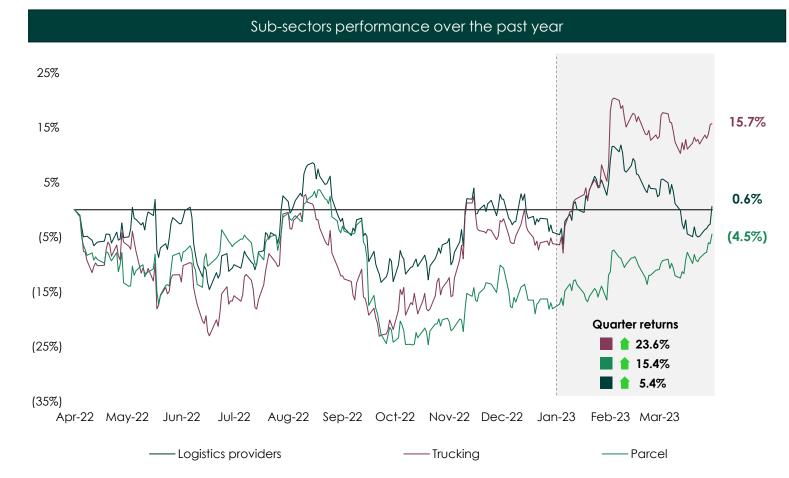
Sector performance



All industry's sub-sectors have recorded gains on the first three months of 2023

Publicly traded companies overview per sub-sector

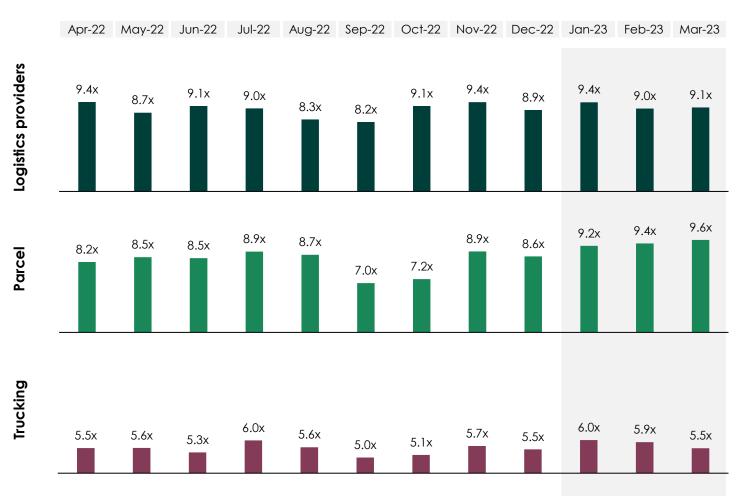
- Transportation & logistics sub-sectors have witnessed solid gains in Q1 2023 due to the increased investors' confidence in the sector
- Trucking has recorded the strongest returns over the LTM with the sub-sector's gains skyrocketing by 23.6% in Q1 2023
- Parcel and logistics providers performance over the LTM was relatively muted recording a loss of 4.5%, and a gain of 0.6% and respectively



Most of the industry's sub-sectors have witnessed an increase in multiples in Q1 2023 compared to Q4 of 2022

Median LTM EV/EBITDA multiples

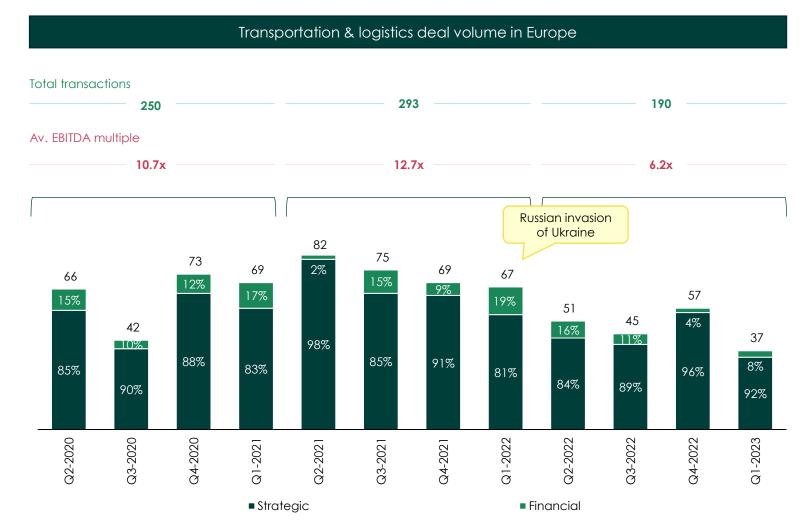
- Compared to Q4 2022, most transportation & logistics sub-sectors have witnessed an increase in Q1 2023 multiples
- Parcel multiples were the highest compared to the rest of the sector, witnessing the steepest quarterly increase reaching 9.6x from 8.6x in Q4 2022
- Trucking multiples remained unchanged to 5.5x remaining the lowest in the sector due to their high operational costs



M&A activity has decreased during the first quarter of the year

Europe M&A update

- Deal activity had a slow start for the year with sharp fall in both deal volume and value reflecting the changing macroeconomic dynamics faced in 2023
- Buyers are reluctant to commit capital in the sector due to the uncertain economic environment in Europe
- M&A deal volume has decreased by 35% in Q1 2023 to 37 transactions from 57 in Q4 2022, and 45% down compared to Q1 of 2022



Data as of 31/3/2023 Sources: FactSet

Trading comps (1/3)

LOGISTICS PROVIDERS														
Company	HQ	Market cap.	EV	Sales	Sales	Growth	EBITDA	EBITDA margin		EV / Sales	;		ev / ebitd/	٩
(figures in €m)				2023E	2022	2023E	2023E	2023E	LTM	2023E	2024E	LTM	2023E	2024E
J.B. Hunt Transport	USA	16,759	17,833	12,869	37%	(9%)	1,808	14%	1.3x	1.3x	1.3x	9.6x	9.6x	9.0x
Expeditors	USA	15,649	13,797	10,631	16%	(35%)	1,077	10%	1.0x	1.2x	1.3x	8.5x	12.7x	13.6x
C.H. Robinson	USA	10,656	12,498	17,655	20%	(25%)	749	4%	0.6x	0.7x	0.7x	11.2x	15.5x	14.4x
GXO Logistics	USA	5,517	8,980	9,228	27%	8%	685	7%	1.1x	1.0x	0.9x	10.9x	13.6x	12.0x
Agility Warehousing	KWT	4,966	8,137	3,984	97%	49%	753	19%	2.6x	2.1x	2.0x	39.5x	11.0x	10.5x
Mainfreight	NZL	4,060	4,439	2,890	9%	(15%)	440	15%	1.4x	1.5x	1.3x	9.1x	9.7x	9.0x
Forward Air	USA	2,612	2,863	1,708	34%	(9%)	258	15%	1.6x	1.6x	1.5x	9.6x	10.9x	10.0x
Kerry Logistics	HKG	2,585	3,221	8,691	23%	(17%)	622	7%	0.3x	0.4x	0.3x	3.9x	4.9x	4.4x
Hub Group	USA	2,579	2,738	4,389	42%	(14%)	430	10%	0.6x	0.6x	0.5x	4.7x	5.9x	5.7x
Sankyu	JPN	2,095	2,031	3,939	(3%)	(4%)	397	10%	0.5x	0.5x	0.5x	5.1x	4.9x	4.8x
Jiayou International	CHN	1,766	1,606	845	27%	31%	148	16%	2.1x	1.8x	1.4x	14.1x	10.9x	8.1x
CTS International	CHN	1,670	1,481	2,877	(4%)	(8%)	188	6%	0.6x	0.4x	0.4x	9.1x	6.7x	6.2x
ID Logistics Group	FRA	1,558	2,612	2,763	32%	11%	413	15%	1.1x	0.9x	0.9x	7.1x	6.3x	5.9x
CJ Logistics	KOR	1,289	3,830	8,543	7%	(4%)	642	7%	0.4x	0.4x	0.4x	5.6x	6.0x	5.8x
Radiant Logistics	USA	291	335	1,043	72%	(19%)	55	5%	0.3x	0.3x	0.3x	4.4x	6.2x	5.6x
Average					29 %	(4%)		11%	1.0x	1.0x	0.9x	10.2x	9.0x	8.3x
Median					27%	(9%)		10%	1.0x	0.9x	0.9x	9.1x	9.6x	8.1x

Trading comps (2/3)

PARCEL DELIVERY														
Company	HQ	Market cap.	EV	Sales	Sales	Growth	EBITDA	EBITDA margin		EV / Sales		ŀ	ev / ebitd <i>i</i>	٩
(figures in €m)				2023E	2022	2023E	2023E	2023E	LTM	2023E	2024E	LTM	2023E	2024E
United Parcel Service	USA	153,522	169,001	91,026	12%	(1%)	14,652	17%	1.9x	1.9x	1.8x	11.6x	11.2x	10.5x
Deutsche Post	DEU	53,391	67,876	86,501	16%	(8%)	11,025	13%	0.7x	0.8x	0.8x	5.6x	6.3x	6.0x
FedEx	USA	52,862	83,710	85,598	4%	0%	9,956	12%	1.0x	1.0x	0.9x	7.5x	8.6x	7.7x
ZTO Express	CHN	21,719	20,653	5,610	21%	16%	1,847	32%	4.2x	3.7x	3.2x	14.6x	11.7x	9.9x
PostNL	NLD	816	1,371	3,144	(9%)	0%	237	10%	0.4x	0.4x	0.4x	N.M.	4.3x	3.9x
Average					9 %	1%		17%	1.6x	1.6x	1.4x	9.8x	8.4x	7.6x
Median					12%	0%		13%	1.0x	1.0x	0.9x	9.6x	8.6x	7.7x

Trading comps (3/3)

						TRUCKI	NG							
Company	HQ	Market cap.	EV	Sales	Sales	Growth	EBITDA	EBITDA margin		EV / Sales	;		ev / ebitd,	٩
(figures in €m)				2023E	2022	2023E	2023E	2023E	LTM	2023E	2024E	LTM	2023E	2024E
DSV	DNK	38,997	42,244	23,553	29%	(25%)	3,042	12%	1.5x	1.7x	1.8x	11.0x	14.1x	13.7x
Old Dominion Freight	USA	34,517	34,334	5,541	34%	(7%)	1,821	33%	6.0x	6.0x	5.7x	17.6x	17.9x	16.5x
Knight-Swift Trans.	USA	8,381	9,869	6,383	39%	(10%)	1,315	22%	1.5x	1.5x	1.5x	6.6x	6.9x	6.3x
Saia	USA	6,644	6,625	2,556	37%	(4%)	571	22%	2.6x	2.6x	2.5x	11.3x	11.7x	10.6x
Landstar System	USA	5,928	5,721	5,425	28%	(23%)	423	8%	0.9x	1.0x	1.0x	11.0x	12.8x	12.2x
Schneider National	USA	4,383	4,183	5,551	32%	(12%)	804	14%	0.7x	0.7x	0.7x	4.8x	5.0x	4.6x
XPO	USA	3,391	6,122	6,983	21%	(5%)	841	13%	0.7x	0.9x	0.9x	5.0x	7.1x	6.4x
Werner Enterprises	USA	2,648	3,244	3,144	35%	0%	525	18%	1.0x	1.0x	1.0x	6.0x	5.9x	5.4x
ArcBest	USA	2,064	2,129	4,213	50%	(17%)	372	10%	0.5x	0.5x	0.5x	4.3x	4.8x	4.4x
Marten Transport	USA	1,565	1,478	1,182	46%	(2%)	234	20%	1.3x	1.2x	1.1x	6.8x	6.2x	5.5x
Heartland Express	USA	1,157	1,459	1,238	79%	34%	279	23%	1.4x	1.2x	1.2x	6.3x	5.1x	5.0x
Universal Logistics	USA	705	1,076	1,736	27%	(8%)	252	15%	0.6x	0.6x	0.6x	3.1x	4.3x	3.8x
P.A.M. Transportation	USA	584	690	843	48%	(5%)	141	19%	0.8x	0.9x	0.8x	4.4x	4.5x	4.1x
Covenant Logistics	USA	432	534	794	27%	(29%)	109	11%	0.5x	0.6x	0.5x	4.3x	5.3x	4.7x
Wincanton	GBR	306	523	1,658	1%	(1%)	127	7%	0.3x	0.3x	0.3x	4.0x	4.4x	4.0x
Yellow	USA	97	1,443	4,475	13%	(9%)	211	5%	0.3x	0.3x	0.3x	4.9x	5.9x	4.6x
Average					34%	(8%)		16%	1.3x	1.3x	1.3x	7.0x	7.6x	7.0x
Median					33%	(8%)		14%	0.8x	1.0x	0.9x	5.5x	5.9x	5.2x

Selected European transportation and logistics M&A transactions $(1/2)^{(1)}$

Q1 2023



(Figures in €m	n)				
Date	Target	Buyer	EV	EV/Revenue	EV/EBITDA
Mar-2023	Errek Logistica	Customs Support Group; Castik Capital	-	-	-
Mar-2023	Total Recycling Services	Biffa	-	-	-
Mar-2023	Swift Marine	ICV Partners; Horizon Air Freight	-	-	-
Mar-2023	Kavalleriet	MatHem i Sverige	-	-	-
Mar-2023	Spedimex	ID Logistics Group	74.6	0.7x	-
Mar-2023	Future Industrial Services	Augean	-	-	-
Mar-2023	SUMA - Serviços Urbanos e Meio Ambiente	Platinum Equity Advisors; Urbaser	-	-	-
Mar-2023	Pack & Send UK	World Options Holdings	-	-	-
Mar-2023	XBS Group	Genesis Capital; V4C Advisers; Xbs Group	-	-	-
Mar-2023	Orphee Beinoglou	H.I.G. Capital (Private Equity)	-	-	-
Mar-2023	Titan Solutions (Ireland)	Atlantic Street Capital Management; Biotouch	-	-	-
Mar-2023	Peters Rolf H Transportgesellschaft / Tipping Traffi	Otto Dörner	-	-	-
Feb-2023	Van Moer Group Romania	Rara Logistic	-	-	-
Feb-2023	Mach 1 Couriers	DPD(UK)	-	-	-
Feb-2023	Dumagas Transport	Omnia Capital	-	-	-
Feb-2023	MTS Malmö Transport & Spedition	Rhenus	-	-	-
Feb-2023	Hollyport Logistics	Spatial Global	-	-	-
Feb-2023	Groenewout	EPG Consulting	-	-	-
Feb-2023	Reachlog	Trasporti Internazionali Agenzia Marittima	-	-	-
Feb-2023	Door To Deck Global Logistic Services	Marinetrans	-	-	-
Feb-2023	Waberers International	Merkport	-	-	-
Feb-2023	DHSS Service	Clarkson Port Services	-	-	-
Feb-2023	Scan Global Logistics	CVC Advisers	-	-	-
Feb-2023	Movinga	Jasaarah Investments	-	-	-
Jan-2023	Friedrich Hofmann	Veolia Umweltservice Hessen	-	-	-

Selected European transportation and logistics M&A transactions $(2/2)^{(1)}$

Q1 2023



(Figures in €n) (I				
Date	Target	Buyer	EV	EV/Revenue	EV/EBITDA
Jan-2023	eatclever (Haftungsbeschränkt)	Peckwater Brands (NKD)	_	-	-
Jan-2023	Centrul de Soft	ARoBS Transilvania Software	-	-	-
Jan-2023	4 Seasons Beer Tent	Stockton Property	0.1	-	-
Jan-2023	Graphyte	KPS	-	-	-
Jan-2023	Pick & Pack	BlackPeak Capital Partners; InOut Trade	-	-	-
Jan-2023	Transportgroep A. Müller	DACHSER Group	-	-	-
Jan-2023	Spokebase	arive	-	-	-
Jan-2023	Transports NJS Faramia	Sofrilog	-	-	-
Jan-2023	The Senior Move Partnership	AGM Relocation	-	-	-
Jan-2023	SOC Locations Transports Pouzols	Groupe Mousset	-	-	-
Jan-2023	International Road Ferry	Culina Group	-	-	-
Jan-2023	Koeltransport Aalsmeer	Wolter Koops Holding	-	-	-

Notable transportation and logistics M&A transactions in Greece

2019 to Q1 2023



(Figures in €m)				
Date	Target	Buyer	EV	EV/Revenue	EV/EBITDA
Mar-2023	Med Frigo	EOS Capital; Elikonos Capital	-	-	-
Mar-2023	Orphee Beinoglou	H.I.G. Capital	-	-	-
Jul-2022	Perme Hellas	Polygreen	-	-	-
Jan-2022	Mantis	Ecovium	-	-	-
Jan-2022	Anchor Shipbroking	Simpson Spence Young	-	-	-
Apr-2021	Tenberco	Eurobank	-	-	-
Jan-2021	MAKIOS Logistics	HIG Capital	-	-	-
Dec-2020	Sarmed Warehouse	BriQ Properties	29.5	1.4x	10.5x
Jul-2019	Victini Logistics	Brooklane Capital	12.5	8.7x	22.7x
Nov-2019	Pearl	Ocean Rail Logistics	-	-	-
Dec-2018	Irina Ktimatiki	Prodea Investments	-	-	-

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.

	Pure Corporate Finance	Mid-market focus	Well connect	ted	Global capabilities		
Nikolas Evangelou, CFA Partner Nikolas@almaadvisors.com +357 99 135 137 +30 69 8687 7720	 Sell-side M&A Buy-side M&A Capital raising Debt advisory 	 Mid-market technol and traditional sec Greece, Cyprus an of Europe 	ctors Family offi	apital funds ces nt holdings	Part of a global professional services group: Or DELECTION OF THE SECONOMIDES LLC		
Panagiotis Georgiou, ACA Partner Panagiotis@almaadvisors.com							
+357 99 310 705	notech	Argo Payment Services Payment Institution	apifon	CLUDLAVER CLUB	HOUST Formerly Airsorted		
Greece 15 Platia Filikis Eterias, 106 74, Athens Greece Email: office@almaadvisors.com	ALMA.advisors	ALMA.advisors	ALMA .advisors	et al a construction de la construcción de la const	ers ALMA.advisors		
Phone: +30 210 672 8868		Protoio Inc.	easyBoat	[safesize	Lendwise		
Cyprus 17 Grigoriou Xenopoulou St., 3106, Limassol Cyprus Email: office@almaadvisors.com				=			
Phone: +357 25 86 80 80	ALMA.advisors	ALMA.advisors	ALMA.advisors	ALMA.advisc	ALMA.advisors		



1

www.almaadvisors.com