

T&L x M&A

Trends to Watch

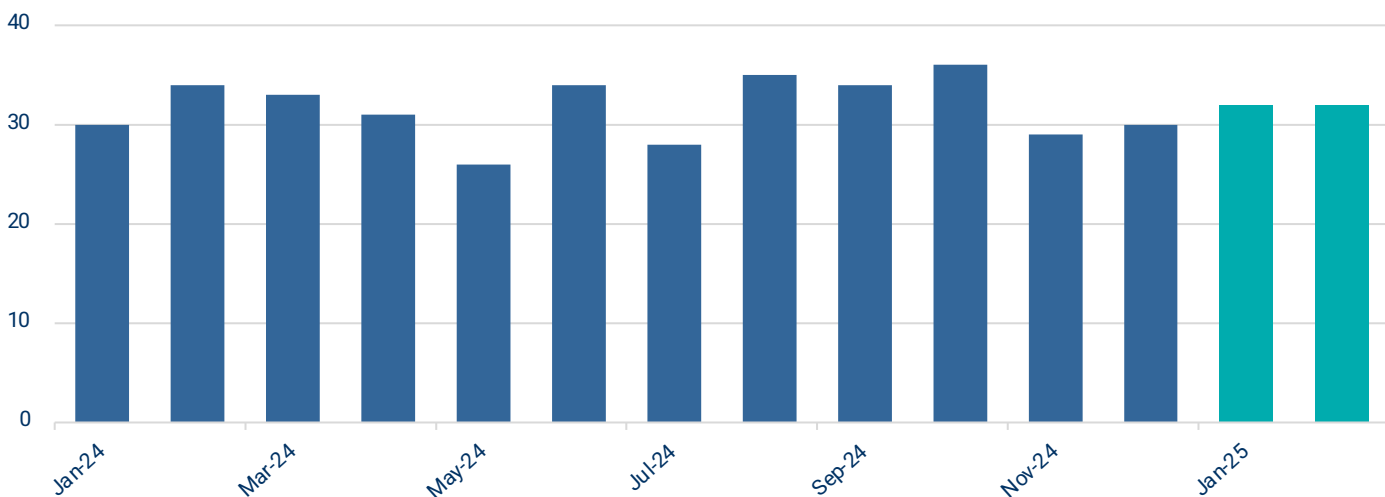
1

Consolidation & Concentration

Continuing from last year, the logistics market is expected to become more homogenous and competitive in the coming years, with larger companies able to compete on an international scale.

The various global crises, strong competition, rising costs and the need to invest in new technologies should encourage companies to merge or acquire other market players.

T&L M&A Deal Volume



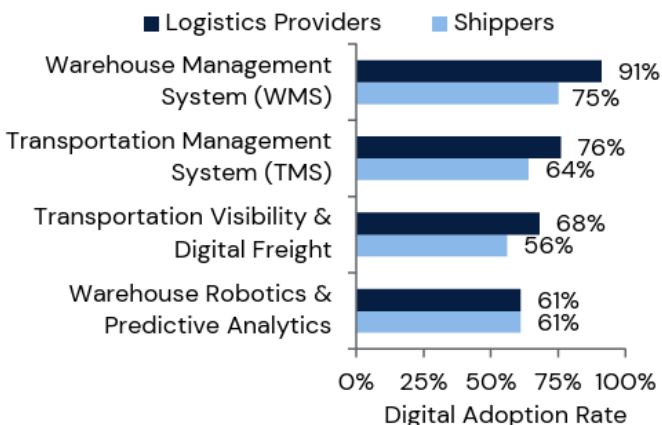
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Technology-Driven Acquisitions

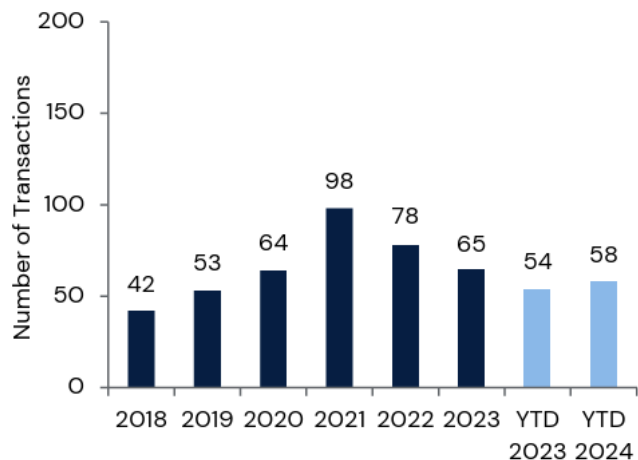
Through COVID, we saw more than a doubling of M&A activity, mainly due to Supply Chain disruptions. Activity has declined and leveled off but is still higher than pre-COVID.

To accelerate their digital transformation, T&L companies expect to acquire start-ups or companies specializing in new technologies (AI, IoT, blockchain, automation), in order to strengthen their skills and acquire talent.

Logistics Technology Survey Showcases Most Popular Tools Implemented



Logistics Technology M&A Activity Holds Steady

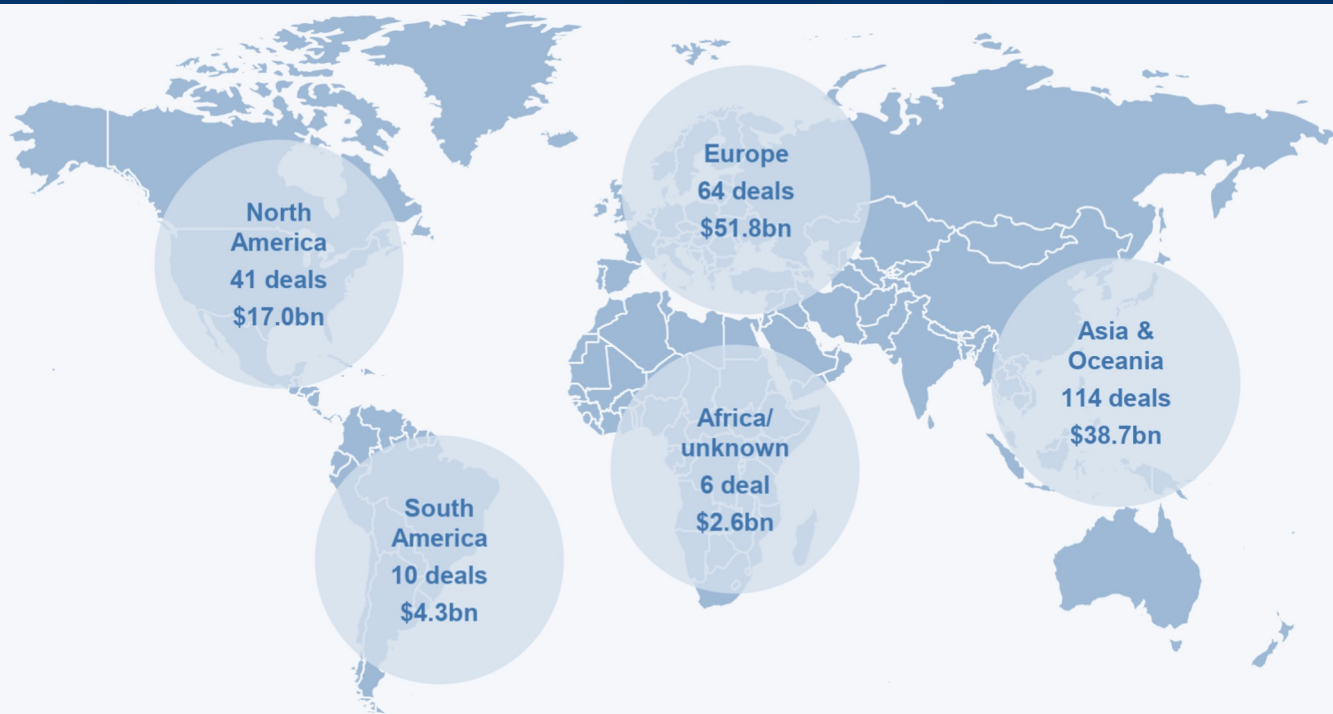


3

Cross-Border Operations

Companies will be looking to expand their geographical presence, access new markets, and strengthen their logistics capabilities on an international scale.

We can expect acquisitions of local companies by international players, as well as mergers between companies from different countries.



4

Vertical Integrations

Companies could be led to carry out vertical integration operations by acquiring companies specializing in activities complementary to their core business.

This will enable companies to better control their costs, improve their operations, and offer more comprehensive services.

LTM September 2024 Performance by Subsector



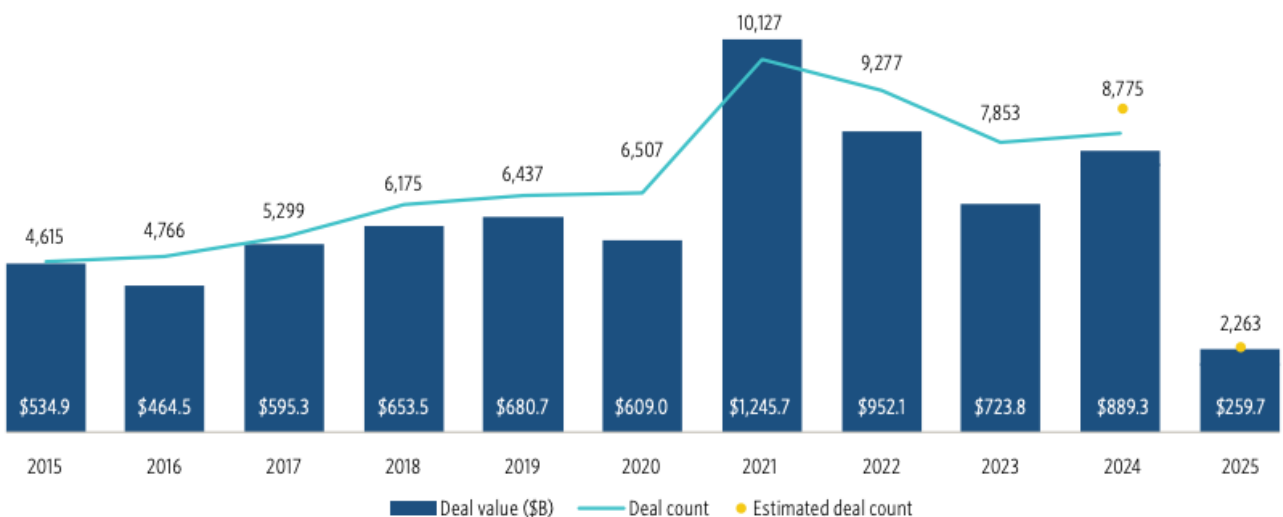
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Private Equity

PE deal value and volume hit new extreme highs during COVID. That pace has barely slowed over the past 4 years.

Because of its growth potential and digital transformation, PE funds are expected to continue investing in the logistics sector in 2025. Their investments could enable companies to finance development, make acquisitions, or implement digital transformation.

PE deal activity

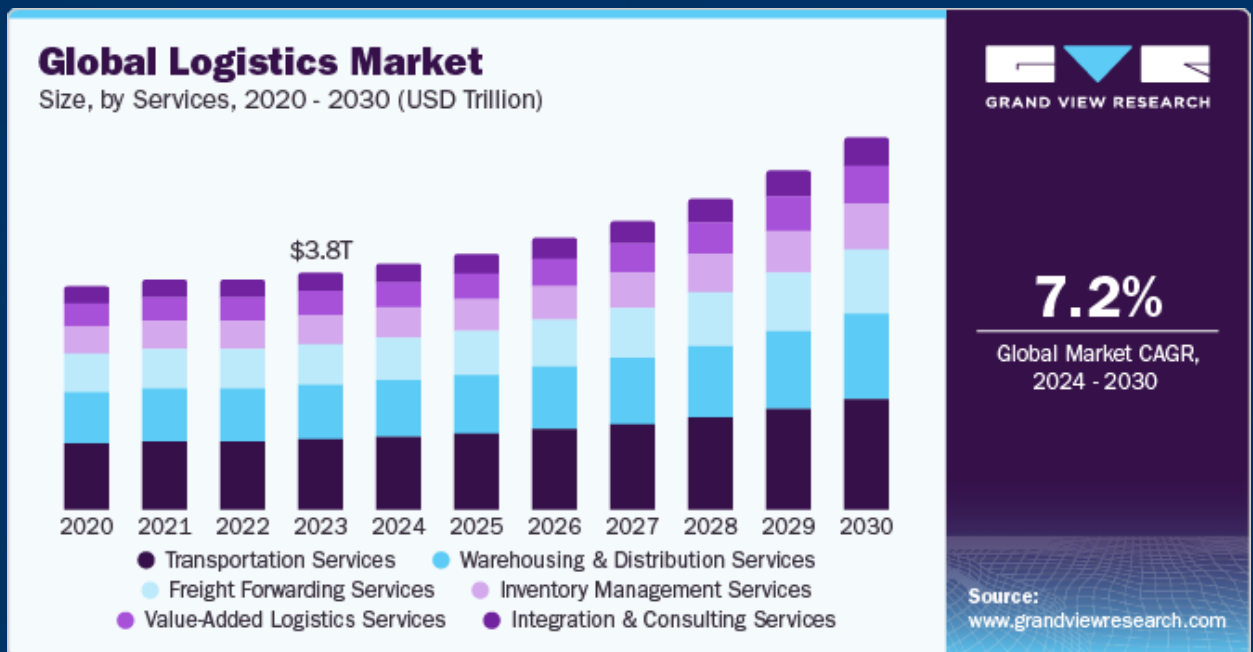


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Diversification & Niche Markets

With cash on company balance sheets at an all-time high and over \$3T+ in unused dry investment powder for Financial Sponsors in North America, expect the buyer frenzy to continue and expand for the next several years.

T&L players utilizing complementary strategies and diversification into niche markets are likely to increase in 2025, offering more comfortable margins for players.



What Logistics M&A Trends Are You Watching?