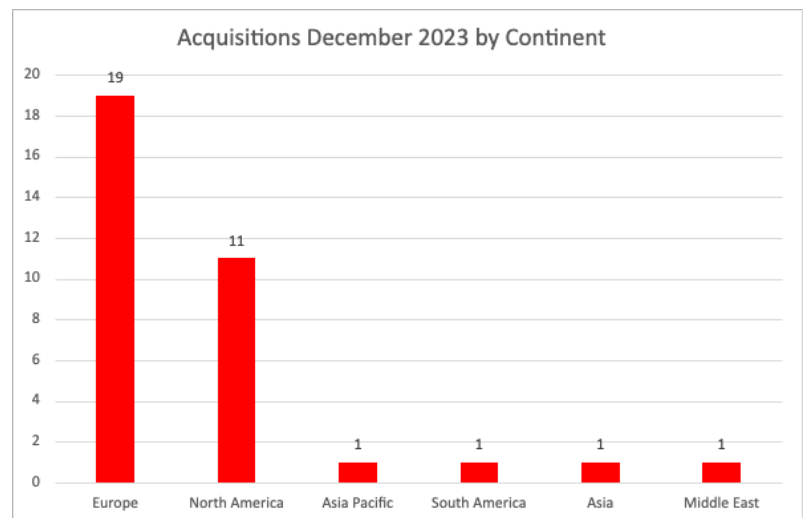


Global Logistics M&A Recap

in partnership with
Transport Intelligence

December 2023 Acquisitions

In a slightly quieter month, Europe accounted for the largest number of acquisitions (by target location) in December 2023, with 55.9% of total M&A global activity in this region. In terms of individual countries, the United States was the most active in terms of acquisitions, accounting for 10 acquisitions recorded, or 29.4% of the total counted. Regarding target services, Logistics (warehousing and distribution) accounted for 44% of transactions; and Transportation accounted for 7%. Several transactions were related to the auction of Yellow's service centers in North America.



Analysis of Key Transportation & Logistics Opportunities

One of the most significant events of 2023 went almost unnoticed. The National Defense Authorization Act, signed into law three days before Christmas, will allow for expeditious development of 3 new International Bridges and the more than doubling of the World Trade Bridge in Laredo from 8 to 18 lanes. At the annual Benesch Transportation and Logistics Conference in early December, one of the main topics was Nearshoring and our Southern Border. Let's all stay tuned for some very exciting opportunities in this sector.

The other area of opportunity that is gaining momentum has to do with Multi-Client / Multi-Shipping for clients involved with e-commerce fulfillment. 3PLs have been working on this solution for years that can store products that can be broken into TL, LTL, Pallets, Eaches, or even mixed Pallets. More and more CPG Clients are asking for ONE provider to handle everything. You have seen companies like Geodis, Ryder, ATI, and many others grow into multiple service offerings through acquisitions. This trend appears to be here to stay and is helping many organizations deliver on all their client's expectations. It should be fun to watch as they all compete against Amazon.

- Ron Lentz, Managing Partner at Logisyn Advisors

Analysis of Trends Amongst Logistics Service Providers

The biggest conversation topic with acquisitions in December could very well be the definitive agreement between Daseke and TFI for an estimated \$1.1 billion. Not long ago, TFI acquired UPS Freight for \$800 million. This show of financial strength from TFI is continuing to put competitors on notice that they're not afraid of taking big risks and thinking outside of the box on all the complexities of a publicly traded company to get a deal done. Timing is everything, so TFI's deeper dive into acquiring a large truckload company, while knowing that this year's current truckload market has been very difficult, could be telling and, of course, very opportunistic of them.

This leads us to a bigger recap of 2023 and beyond on both a domestic and international level. Like the truckload sector, import activity has decreased significantly over the last 12-18 months. Container costs decreased tremendously over that same period as we watched large direct shippers pivot quite heavily into transloading and rail due to unmanageable transportation costs during COVID. The question is, will these transportation companies be able to maintain and cultivate all of these new customer relationships obtained during the pandemic? The great companies just might. The effect this will have on some M&A sectors is worth keeping an eye on in 2024, including Freight Forwarding, Freight Brokerages, and Intermodal companies. It will be worth watching to see if this heavy shift in direct shipper attention, among other alternative trends, including seeking new forwarders for air and containership space and adding additional brokerages for competitive pricing, continues.

As for M&A in 2024, we expect this to be an exciting upcoming year. Some major names in the transport sector may be acquiring or merging with other large competitors.... As Warren Buffett said best, "Be fearful when others are greedy and be greedy only when others are fearful."

- **Mark Para, Managing Director at Logisyn Advisors**

Analysis of TFI International's Acquisition of Daseke, Inc.

Acquisitive TFI is to acquire flatbed truckload carrier Daseke in a \$1.1B deal. Daseke was built through acquisition; approximately 20 acquisitions of truckload fleets have resulted in \$1.8B revenue, 5,000 tractors, 11,000 trailers, and 1m square feet of warehousing. The acquisition will boost TFI's truckload revenues from \$2B to \$3.6B.

TFI, with group revenue of \$7.4B, also suggested that it may spin off its truckload unit into a separate publicly traded company. One company would incorporate its truckload segment, while the other would include its less-than-truckload unit, package-and-courier business, and logistics segment. TFI believes the acquisition is highly complementary to its existing operations and scales its truckload segment into a leading North American truckload transportation and logistics business.

The recent acquisition marks another significant move for TFI as part of a series of deals in recent years, reshaping the company into a prominent player in the North American trucking industry. TFI underwent substantial expansion in 2021 by acquiring UPS Freight for \$800 million, a subsidiary of United Parcel Service

specializing in less-than-truckload operations. It added 11 acquisitions in 2022. Building on this momentum, the company expanded its portfolio in 2023 through the acquisition of two regional LTL carriers: Canada-based Siemens Transportation Group and Wisconsin-based Hot Line Freight Systems.

- Paul Chapman, Senior Editor at TI

Significant Acquisitions

Deal values were not available on most acquisition news releases; however, the largest deals for December 2023 (where value was disclosed) were the following:

- **TFI International's acquisition of Daseke, Inc. for \$1.1B**
- **MSC's acquisition of 42% of French freight forwarder for \$350M**
- **Hub Group's acquisition of Forward Air's last mile business for \$262M**
- **Yellow's Service Center auction: XPO buys 28 service centers for \$870M**
- **Yellow's Service Center auction: Saia buys 17 service centers for \$236M**
- **Yellow's Service Center auction: Estes buys 24 service centers for \$249M**

All December Acquisitions

Acquisitions of companies involved in logistics (warehousing and distribution) were most common in December 2023. Transportation was the next most common area for acquisitions.

4-Dec-2023 **Canada Cartage Acquires GTI Group**

First US foothold, the deal aims to increase scale in freight management, brokerage, and specialized freight hauling services

4-Dec-2023 **Logwin Air + Ocean acquires ATL Logistics BV in Amsterdam**

Strengthening position in the Netherlands and expanding global capacities

5-Dec-2023 **AIT Worldwide Logistics acquires Mach II Shipping Ltd**

Strengthening capabilities in pharmaceutical logistics and expanding global network

5-Dec-2023 **XPO to buy Yellow's service centers for \$870 million**

Expands footprint and optimizes routes for less-than-truckload transportation in North America

6-Dec-2023 **TX Logistik completes Exploris acquisition as part of European expansion strategy**

The acquisition enhances TX Logistik's presence in Germany and complements its existing north-south axis with Exploris' east-west orientation

- 6-Dec-2023 **SingPost acquires remaining 2% interest in Freight Management Holdings**
Following this acquisition SingPost now owns 100% of FMH's issued share capital
- 6-Dec-2023 **Purolator acquires Williams PharmaLogistics**
The deal aligns with Purolator's vision for growth in Canada's healthcare market
- 7-Dec-2023 **MOL signs a purchase agreement to buy 15% of Waberer's**
Strengthens business cooperation, strategic agreement supporting MOL Group's sustainability objectives, and enhances long-term sustainability
- 7-Dec-2023 **Hemisphere Freight Services acquires two divisions of Magnus Group**
Minimize business disruption, provide continuous employment, and safeguard jobs
- 8-Dec-2023 **UChain Acquisition to Expand Supply Chain Workforce Operations Across North America**
Deal enhances cost per unit workforce solutions, increase tech capacity, and provides optimum value to clients
- 11-Dec-2023 **Almarai Acquisition of Etmam Logistics Unveiled**
Enhancing product range, foodservice operations, and poultry business growth
- 12-Dec-2023 **A. Duie Pyle wins 4 terminals for \$29.4M in Yellow auction**
The investment aims to support profitable growth after renovations, expanding the regional LTL carrier's network to 35 service centers across 14 states and Washington, D.C.
- 12-Dec-2023 **Elanders acquires UK North West logistics firm in £100m deal**
Strengthening market position and boost pallet storage capacity
- 12-Dec-2023 **ECS Group expands in Latin America with latest acquisition**
Strengthening presence, expanding network, adding expertise in Central America
- 12-Dec-2023 **DANX strengthens Swedish network with strategic acquisition of Forslund & Malmström**
Expands its physical capabilities in Northern Norrland, Sweden
- 13-Dec-2023 **Saia wins 17 terminals in Yellow Corp. bankruptcy auction**
The strategic move aims to strengthen Saia's terminal network and enhance operational density
- 13-Dec-2023 **SATA acquires Transtesa, consolidating its leadership in transporting chemical products**
Consolidates leadership in transporting chemical products
- 14-Dec-2023 **North Kansas City-based third-party logistics company expands with a Pacific Northwest acquisition**
Expands offerings in the food and beverage sector and capitalizes on key service capabilities
- 14-Dec-2023 **MSC unit agrees to buy 42% of freight forwarder Clasquin**
Acquisition of mid-cap company that has successfully positioned itself between the local players and the global giants

- 14-Dec-2023 **Estes acquires 24 terminals in Yellow bankruptcy auction**
The move expands Estes' network and highlights particular interest in five facilities across Indiana, Illinois, New Jersey, Mississippi, and North Carolina
- 15-Dec-2023 **NTG Nordic Transport Group A/S acquires a majority stake in RTC Transport A/S**
Supports NTG's goal of becoming a leading end-to-end furniture logistics provider
- 18-Dec-2023 **Delanchy acquires stake in Indo**
Market expansion in temperature-controlled goods transport
- 18-Dec-2023 **CF&S Group acquires DAKO Worldwide Transport**
Strengthening end-to-end solutions for global customers
- 19-Dec-2023 **BWT Logistics announces strategic acquisition of International Express**
Expansion of warehouse network and contract logistics capabilities in a fast-growing market
- 19-Dec-2023 **Good Logistics acquires Inter-Ways**
Strengthening European road freight network and enhancing customer service
- 19-Dec-2023 **Argos Wityu acquires majority stake in Bracchi Group**
Advancing environmental goals through buyout fund
- 20-Dec-2023 **Hub Group acquires Forward Air's final mile business for \$262M**
Growing non-asset logistics segment and capitalizing on the final mile growth
- 20-Dec-2023 **Transit Bidco (HIG Capital LLC) to acquire UK's DX Group**
The Board recognised that DX can better reach its full potential in a private market setting
- 20-Dec-2023 **Move Intermodal Acquires Van Dijk Logistics**
Enhances and broadens services in sustainable intermodal transport
- 21-Dec-2023 **Zomato Makes Takeover Offer for Shiprocket (Offer)**
Zomato looking to enhance services through strategic acquisition. Shiprocket presents a potential avenue for Zomato's expansion in the evolving Indian e-commerce market
- 22-Dec-2023 **CVC Funds and Emma Capital acquire Packeta**
CVC sees significant growth opportunities in Packeta's core geographies and envisions expanding into new markets and customer service segments
- 22-Dec-2023 **TFI International Inc. to acquire Daseke, Inc.**
The biggest trucking acquisition of 2023 gives Canada's TFI an additional \$1.8 billion in annual revenue and nearly 20 operating subsidiaries hauling oversized, heavy freight
- 25-Dec-2023 **BF Global Logistics takes over logistics activities of The Cookware Company**
Strengthening B2B logistics, professionalizing operations, streamlining logistics
- 28-Dec-2023 **DACHSER acquires Swedish food logistics provider Frigoscandia AB**
Strengthens geographic coverage of Dachser's European Food Network