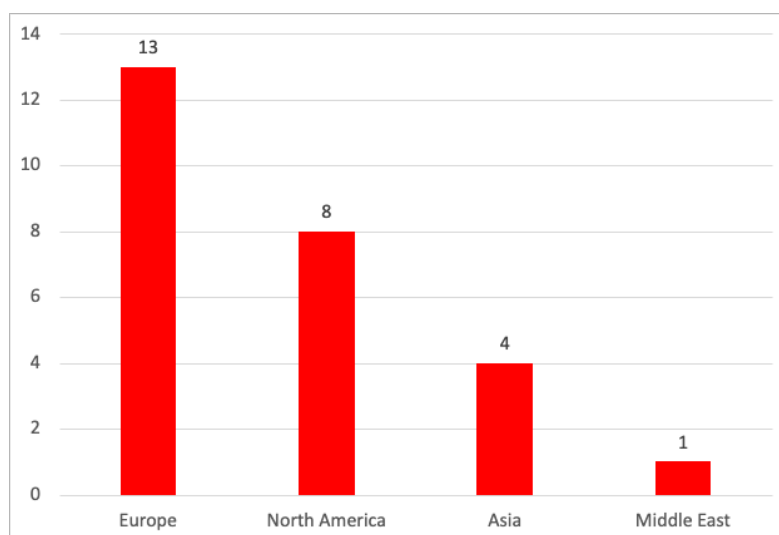


# Global Logistics M&A Recap

in partnership with  
Transport Intelligence

## May 2024 Acquisitions

Europe accounted for the largest number of acquisitions (by target location) in May 2024, with 50% of all acquisitions recorded. North America accounted for 30.8% of acquisitions, with 8 acquisitions recorded in May. The United States was the most active country in terms of acquisitions (by target location), accounting for 7 acquisitions, or 26.9% of all acquisitions recorded. In terms of target services, Logistics and Software were the two most popular target services, accounting for a combined 50% of total May acquisitions.



## Analysis of Private Equity Activity

The days of free money by way of near-zero interest rates appear to be fully in the rearview mirror. It has become very clear that this elevated rate environment is likely not going to change very soon, as the rate cuts from the Fed appear to be further out than the market hoped. Typically more sensitive to interest rate changes than strategic buyers, financial sponsors were largely handcuffed (specifically for new platform investments) in 2023 as they came to terms with this new world where SOFR sits above 5%. Although debt markets today are much more open than they were last year, this high-rate environment has thrown a wrench in the Private Equity (PE) model.

Fearing the possibility of discounted market valuations, PE exits were few and far between as well, leading to a substantial increase in continuation funds over the past 18 months. However, PE has done a good job at adapting to the new landscape. Many funds were forced to get creative in order to monetize their investments and provide liquidity (and more importantly, returns) to their investors. To achieve that, paying their investor base dividends became a good alternative to rushing into an exit and potentially taking a haircut. Meanwhile, deals in May like KKR's offer to acquire Alps Logistics (by way of their platform rebranded as Logisteed, fka as Hitachi

Transport System) and Charthouse Holdings' acquisition of Pronto Freightways, illustrate that PE interest in the Transportation & Logistics space remains high, and financial sponsors can still close deals despite the challenges in the market. The massive increase in direct lending activity has given sponsors another outlet and source of capital to get creative in their deal-making. With debt markets now much more stable, new sources of capital presenting themselves, and lenders starting to open up their checkbooks again, we expect to see Private Equity regain ground and retake some of the M&A market share as time goes on in 2024.

- [Marijan Ljubic, Director: T&L at Logisyn Advisors](#)

## **Analysis of Logistics Technology M&A Activity**

One interesting acquisition last month was Descartes announcing its acquisition of Aerospace Software Developments (ASD), a provider of customs and regulatory compliance solutions based in Dublin, Ireland. ASD specializes in customs declaration software for logistics service providers and shippers, as well as RFID solutions for tracking air logistics assets. The acquisition, valued at approximately €57 million, enhances Descartes' existing suite of solutions by integrating ASD's customs expertise and RFID technology.

This acquisition is also a fairly significant geographic bet by Descartes and a strategic move to expand in the European market. By incorporating ASD's technology and regulatory compliance solutions, Descartes can strengthen its market position and offer more comprehensive services to its European customers.

- [Max Ibata-Arens, Director: Technology Sector at Logisyn Advisors](#)

## **Analysis of IDS takeover offer by Daniel Kretinsky's EP Group**

EP UK Bidco Limited, backed by Czech billionaire Daniel Kretinsky, offered £3.6bn for IDS, the parent company of Royal Mail, the UK postal operator. There is some doubt about the sale's approval due to its controversial nature and political implications, especially with an impending general election that could bring a change in government. The share price remaining below the offer price suggests that shareholders share this skepticism. The acquisition, if approved, would be completed in Q1 2025 and includes maintaining the 'one price goes anywhere' postal service for five years and no change in ownership of Royal Mail or GLS for three years.

- [Paul Chapman, Senior Editor at TI](#)

# Significant Acquisitions

Deal values were not available on most acquisition news releases; however, the largest deals for May 2024 (where value was disclosed) were the following:

- **Royal Mail parent IDS agrees EP Group takeover for £3.6bn**
- **Overseas Shipholding Group Acquired by Saltchuk Resources for \$950m**
- **Descartes Acquires Aerospace Software Developments for \$61m**

## All May Acquisitions

Acquisitions of companies involved in Logistics (30.8%) and Software (19.2%) were most common in May 2024. This was followed by Transportation and Freight Forwarding, which accounted for 15.4% and 11.5% of acquisitions.

02-May-24	<b>Descartes Acquires Aerospace Software Developments</b> To enhance Descartes' customs and regulatory compliance solutions and expand its presence in the Irish market.
02-May-24	<b>GBA Logistics acquires The Silver X Group and Bow Distribution &amp; Warehousing</b> To expand GBA Logistics' presence in the UK logistics industry and enhance its service offerings.
02-May-24	<b>HHLA acquires interest in Austrian intermodal service provider Roland Spedition GMBH</b> Expands HHLA's European intermodal network, incorporating Roland's expertise in climate-friendly transport.
06-May-24	<b>DP World Acquires Savan Logistics</b> To enhance connectivity in the region, improve infrastructure, and support local economic conditions.
07-May-24	<b>Hornish Bros. acquires Cowen Truck Line of Perrysville</b> The acquisition aims to expand Hornish Bros.' operational footprint in Ohio.
08-May-24	<b>KKR to Buy Alps Logistics From Controlling Shareholder</b> To gain control of a key logistics provider and expand its logistics portfolio.
08-May-24	<b>TFI acquires MJ Lavoie</b> To strengthen truckload holdings in preparation for a potential spin-off.

- 08-May-24 **OptiX Entities Acquires Freight Brokerage Vircon Transport Solutions**  
Enhances OptiX's intermodal capabilities by adding freight brokerage services, carrier partners, and industrial freight customers.
- 08-May-24 **DAN Shipping & Chartering Acquires Arthur Smith**  
Strengthens DAN Shipping's position in the maritime sector and presents opportunities in the offshore renewables market.
- 09-May-24 **Yusen Logistics Logistics buys Parts Express**  
To enhance logistics services for the automotive industry and expand market reach.
- 09-May-24 **SPS Commerce Acquires Traverse Systems**  
To expand SPS Commerce's product portfolio in supply chain performance and optimization.
- 13-May-24 **Associated Terminals' Management Group Acquires S.H. Bell Company**  
To create greater synergies and service offerings by expanding operations, locations, and destinations.
- 13-May-24 **Delmar Solidifies Presence in the Netherlands with Acquisition of Intervracht Nederland BV**  
Reinforces Delmar's international expansion strategy, adding a strategic logistics hub in the Netherlands and enhancing its end-to-end supply chain solutions.
- 15-May-24 **Logista Acquires Remaining 30% Stake in Speedlink Worldwide Express**  
Expands Logista's presence in express delivery services and strengthens its international portfolio.
- 17-May-24 **Shilling Group acquires Simmonds Transport**  
To support the purchase and post-completion working capital of Simmonds Transport, enhancing efficiency and reducing emissions.
- 20-May-24 **Almarai strengthens frozen logistics with Etmam Logistics acquisition**  
Expands frozen product offerings and strengthen market position in Saudi Arabia.
- 20-May-24 **Logistics Trio Acquire Freight Software Business**  
The Cardinal Partnership, Davies Turner, and Woodland Group acquired UK-based Forward Computers Ltd to enhance freight software solutions.
- 21-May-24 **Charthouse Holdings Acquires Pronto Freight Ways**  
Expands service offerings and grow the platform in adjacent markets.
- 21-May-24 **Overseas Shipholding Group (OSG) Acquired by Saltchuk Resources**  
Integrates OSG's fleet of tug/barge units and tankers with Saltchuk Resources' diversified maritime holdings.
- 23-May-24 **Firmament-Backed Scanco Acquires WithoutWire**  
To combine expertise in warehouse and manufacturing automation and enhance innovation within autonomous supply chain management.

- 24-May-24 **Tempcon Group acquires Cold Star Logistics**  
To expand Tempcon's presence in Central Sweden and enhance temperature-controlled logistics solutions nationwide.
- 29-May-24 **Royal Mail parent IDS agrees £3.6bn EP Group takeover**  
To provide financial stability, maintain Universal Service Obligation, and enhance employee benefits and pensions while keeping Royal Mail headquartered in the UK.
- 30-May-24 **JAS Worldwide Acquires Multilogistics**  
To bolster JAS's offerings and strengthen its presence in the European market, combining local expertise with global reach and innovative solutions.
- 31-May-24 **MingZhu Logistics Agrees to Acquire Oxylus Global**  
To accelerate growth and expand opportunities by integrating Oxylus's AI-powered satellite and digital infrastructure capabilities into MingZhu's logistics operations.
- 31-May-24 **RCG acquires RU Captrain Netherlands**  
To expand RCG's international network in the Benelux region, enhancing connections to European economic centers and ports, aligning with climate goals and improving service quality.
- 31-May-24 **Aprojects acquires Super Freight in India**  
To leverage the expanding Indian market and offer added value through a strong local presence.