

# The BGSA Supply Chain Index

January 2025

### **BG** Strategic Advisors

#### The BGSA Supply Chain Index

The BGSA Supply Chain Index tracks nine segments within our core coverage area of supply chain and logistics:

- Logistics
- Global Parcel / Logistics
- Truckload
- Less Than Truckload
- Railroads / Rail Services
- Supply Chain Technology and Software
- Technology Distribution
- Healthcare Distribution
- Energy Transportation and Logistics

The following pages highlight current public valuation trends throughout each of these industry segments, including EV / LTM EBITDA and one year stock performance, among others

#### Introduction to BG Strategic Advisors ("BGSA")

- BGSA is the leader in supply chain investment banking with a unique set of unmatched capabilities
- Due to our unique approach to strategy-led investment banking, BGSA has become
  the leading advisor on premium sell-side deals, the first call for buy-side acquisition
  strategy and execution, and a true thought leader in the supply chain sector
- BGSA has completed over 50 transactions within the supply chain, logistics, and transportation sector

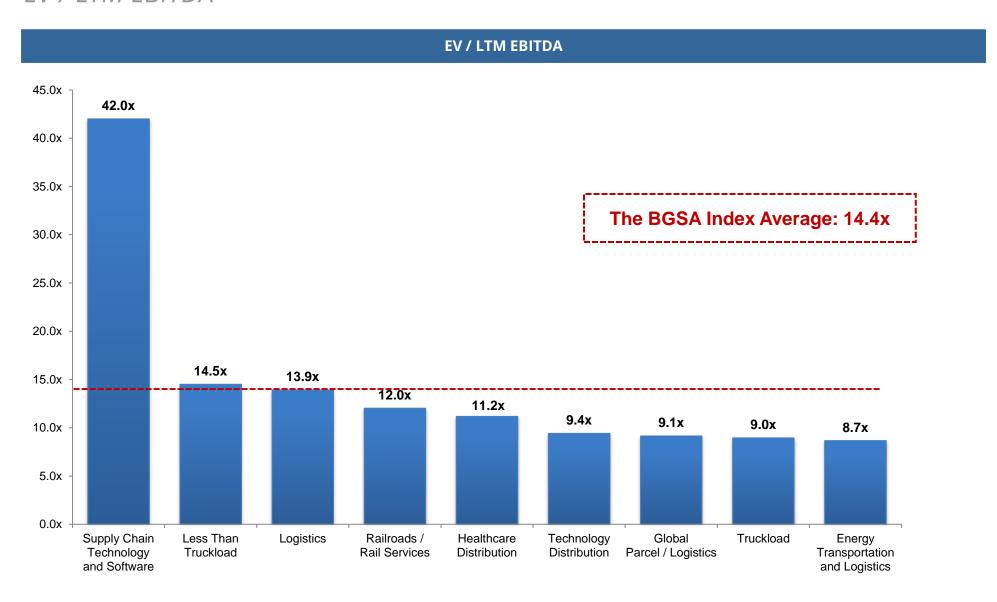
#### **Recent Performance and Key Takeaways**

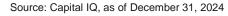
- The BGSA Supply Chain Index as a whole is currently trading at an average EV / EBITDA multiple of 14.4x, down from 15.3x in November
  - Supply Chain Technology and LTL are currently outperforming the broader index, trading at 42.0x and 14.5x respectively
- The BGSA Supply Chain Index ended the month of December down 8.0%, while the S&P 500 was down 2.7%
  - The LTL segment ended the month of December down 18.4%
- The BGSA Supply Chain Index ended 2024 down 4.3%, while the S&P 500 was up 24.0%
  - The highest performing segments were Supply Chain Technology, up 35.5% and Energy Logistics, up 26.1%
- On Dec 2, Scarbrough International acquired Parker and Company
- On Dec 2, <u>Dupuy Storage and Forwarding acquired Spectrum Eland Logistics</u>
- On Dec 10, Priority Courier Experts Acquires Now Courier
- On Dec 10, <u>TOTE Logistics acquired Aqua-Gulf Transport</u>
- On Dec 16, <u>CargoSprint</u>, a portfolio company of Lone View Capital, acquired Advent eModal
- On Dec 17, <u>DAT Solutions acquired Trucker Tools from Alpine SG</u>
- On Dec 19, Scan Global agreed to acquire Integral Transportation Networks
- On Dec 23, JAS Worldwide signed an agreement to acquire International Airfreight
  Associates



### The BGSA Supply Chain Index

#### EV / LTM EBITDA

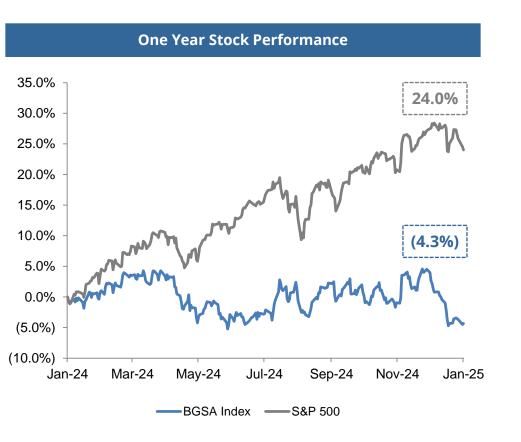






### The BGSA Supply Chain Index

### Stock Performance



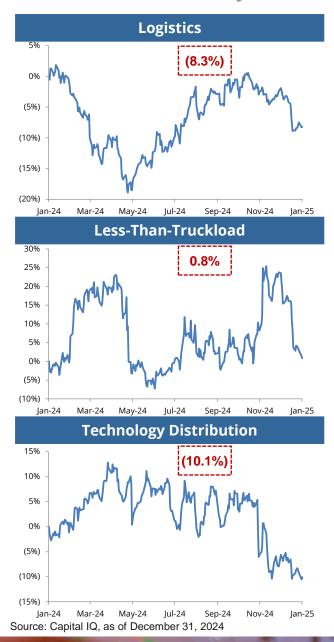
#### **One Month Stock Performance** 2.0% 1.0% 0.0% (1.0%)(2.0%)(3.0%)(4.0%)(5.0%)(8.0%)(6.0%)(7.0%)(8.0%)(9.0%)Dec 2 Dec 6 Dec 10 Dec 14 Dec 18 Dec 22 Dec 26 Dec 30

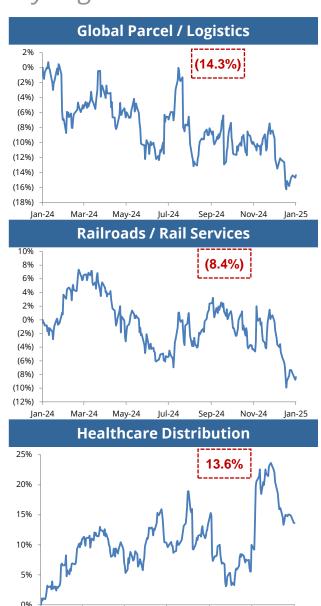
BGSA Index ——S&P 500





One Year Stock Performance by Segment





Jul-24

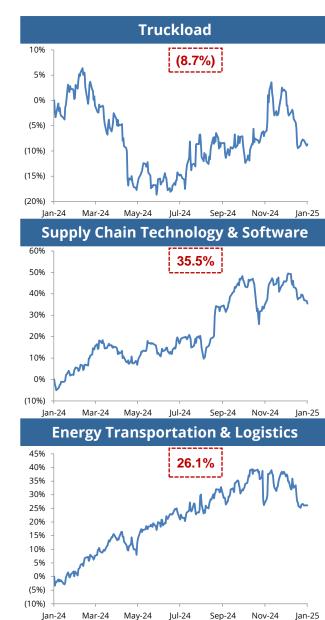
Sep-24

Nov-24

May-24

Jan-25

Mar-24





Logistics

#### **Public Trading Information**

| (\$ in US millions, except pe | er share amo   | ounts)        |             |       |                    |    |                |               |    |             |                            |              | EV as          | s a multip    | le of       | _                   |                   |
|-------------------------------|----------------|---------------|-------------|-------|--------------------|----|----------------|---------------|----|-------------|----------------------------|--------------|----------------|---------------|-------------|---------------------|-------------------|
| Company Name                  | Stock<br>Price | Market<br>Cap | Net<br>Debt | Eı    | nterprise<br>Value | I  | LTM<br>Revenue | LTM<br>EBITDA |    | LTM<br>EBIT | Mar <sub>a</sub><br>EBITDA | gins<br>EBIT | LTM<br>Revenue | LTM<br>EBITDA | LTM<br>EBIT | Net Debt/<br>EBITDA | Fwd. P/E<br>Ratio |
| Agility                       | \$ 0.80        | 2,045.3       | \$ 3,974.3  | \$    | 9,268.6            | \$ | 4,789.8        | \$<br>643.2   | \$ | 471.9       | 13.4%                      | 9.9%         | 1.9x           | 14.4x         | 19.6x       | 6.2x                | 0.0x              |
| Americold                     | 21.40          | 6,083.1       | 3,699.1     |       | 9,805.5            |    | 2,678.0        | 593.4         |    | 228.2       | 22.2%                      | 8.5%         | 3.7x           | 16.5x         | 43.0x       | 6.2x                | 53.9x             |
| CH Robinson                   | 103.32         | 12,213.0      | 1,785.2     |       | 13,998.2           |    | 17,762.2       | 674.0         |    | 625.1       | 3.8%                       | 3.5%         | 0.8x           | 20.8x         | 22.4x       | 2.6x                | 21.9x             |
| DSV                           | 212.26         | 49,790.1      | 5,517.7     | ,     | 54,953.6           |    | 23,948.0       | 2,617.9       |    | 2,401.7     | 10.9%                      | 10.0%        | 2.3x           | 21.0x         | 22.9x       | 2.1x                | 25.9x             |
| Expeditors International      | 110.77         | 15,505.1      | (750.3      | 3)    | 14,757.3           |    | 9,923.6        | 1,006.9       |    | 939.6       | 10.1%                      | 9.5%         | 1.5x           | 14.7x         | 15.7x       | (0.7x)              | 20.3x             |
| Forward Air                   | 32.25          | 933.8         | 1,951.6     | ;     | 2,995.8            |    | 2,179.8        | 221.5         |    | 100.6       | 10.2%                      | 4.6%         | 1.4x           | 13.5x         | 29.8x       | 8.8x                | NM                |
| GXO Logistics                 | 43.50          | 5,197.5       | 4,979.0     | )     | 10,211.5           |    | 11,049.0       | 769.0         |    | 374.0       | 7.0%                       | 3.4%         | 0.9x           | 13.3x         | 27.3x       | 6.5x                | 14.1x             |
| Hub Group                     | 44.56          | 2,734.3       | 338.8       | ;     | 3,073.1            |    | 3,957.9        | 330.8         |    | 137.6       | 8.4%                       | 3.5%         | 0.8x           | 9.3x          | 22.3x       | 1.0x                | 20.6x             |
| Kuehne + Nagel                | 229.31         | 27,131.3      | 1,626.6     | ,     | 28,655.3           |    | 28,093.7       | 2,063.4       |    | 1,784.0     | 7.3%                       | 6.4%         | 1.0x           | 13.9x         | 16.1x       | 0.8x                | 19.8x             |
| Landstar System               | 171.86         | 6,072.0       | (407.0      | )     | 5,665.1            |    | 4,828.6        | 321.4         |    | 263.8       | 6.7%                       | 5.5%         | 1.2x           | 17.6x         | 21.5x       | (1.3x)              | 27.8x             |
| Ryder System                  | 156.86         | 6,633.6       | 8,595.0     | )     | 15,228.6           |    | 12,470.0       | 2,498.0       |    | 777.0       | 20.0%                      | 6.2%         | 1.2x           | 6.1x          | 19.6x       | 3.4x                | 12.2x             |
| RXO                           | 23.84          | 3,833.2       | 648.0       | )     | 4,481.2            |    | 3,861.0        | 108.0         |    | 39.0        | 2.8%                       | 1.0%         | 1.2x           | NM            | NM          | 6.0x                | 78.1x             |
| Universal Truckload           | 45.94          | 1,209.0       | 608.7       | ,     | 1,817.8            |    | 1,771.8        | 310.4         |    | 220.5       | 17.5%                      | 12.4%        | 1.0x           | 5.9x          | 8.2x        | 2.0x                | 9.9x              |
|                               | Min            | 933.8         | \$ (750.3   | 5) \$ | 1,817.8            | \$ | 1,771.8        | \$<br>108.0   | 5  | 39.0        | 2.8%                       | 1.0%         | 0.8x           | 5.9x          | 8.2x        | (1.3x)              | 0.0x              |
|                               | Mean \$        | 10,721.7      | \$ 2,505.1  | \$    | 13,454.7           | \$ | 9,793.3        | \$<br>935.2   | \$ | 643.3       | 10.8%                      | 6.5%         | 1.4x           | 13.9x         | 22.4x       | 3.4x                | 25.4x             |
|                               | Median \$      | 6,072.0       | \$ 1,785.2  | \$    | 9,805.5            | \$ | 4,828.6        | \$<br>643.2   | \$ | 374.0       | 10.1%                      | 6.2%         | 1.2x           | 14.1x         | 21.9x       | 2.6x                | 20.4x             |
|                               | Max s          | 49,790.1      | \$ 8,595.0  | \$    | 54,953.6           | \$ | 28,093.7       | \$<br>2,617.9 | \$ | 2,401.7     | 22.2%                      | 12.4%        | 3.7x           | 21.0x         | 43.0x       | 8.8x                | 78.1x             |



Global Parcel / Logistics

#### **Public Trading Information**

| (\$ in US millions, except p | per share amo | unts)     |        |        |    |           |                |                |               |        |      | EV as   | s a multip | le of | _         |          |
|------------------------------|---------------|-----------|--------|--------|----|-----------|----------------|----------------|---------------|--------|------|---------|------------|-------|-----------|----------|
|                              | Stock         | Market    | N      | et     | E  | nterprise | LTM            | LTM            | LTM           | Mar    | gins | LTM     | LTM        | LTM   | Net Debt/ | Fwd. P/E |
| Company Name                 | Price         | Сар       | De     | bt     |    | Value     | Revenue        | EBITDA         | EBIT          | EBITDA | EBIT | Revenue | EBITDA     | EBIT  | EBITDA    | Ratio    |
| Deutsche Post                | \$ 35.18 \$   | 40,566.9  | \$ 23, | ,107.3 | \$ | 62,378.7  | \$<br>92,831.8 | \$<br>8,204.3  | \$<br>5,633.5 | 8.8%   | 6.1% | 0.7x    | 7.6x       | 11.1x | 2.8x      | 11.2x    |
| FedEx                        | 281.33        | 67,758.5  | 32,    | ,245.0 |    | 100,003.5 | 87,393.0       | 10,874.0       | 6,557.0       | 12.4%  | 7.5% | 1.1x    | 9.2x       | 15.3x | 3.0x      | 12.9x    |
| United Parcel Service        | 126.10        | 107,609.9 | 20,    | ,182.0 |    | 127,818.9 | 90,686.0       | 12,008.0       | 8,451.0       | 13.2%  | 9.3% | 1.4x    | 10.6x      | 15.1x | 1.7x      | 14.5x    |
|                              | Min \$        | 40,566.9  | \$ 20, | ,182.0 | \$ | 62,378.7  | \$<br>87,393.0 | \$<br>8,204.3  | \$<br>5,633.5 | 8.8%   | 6.1% | 0.7x    | 7.6x       | 11.1x | 1.7x      | 11.2x    |
|                              | Mean \$       | 71,978.4  | \$ 25, | ,178.1 | \$ | 96,733.7  | \$<br>90,303.6 | \$<br>10,362.1 | \$<br>6,880.5 | 11.5%  | 7.6% | 1.1x    | 9.1x       | 13.8x | 2.5x      | 12.9x    |
|                              | Median \$     | 67,758.5  | \$ 23, | ,107.3 | \$ | 100,003.5 | \$<br>90,686.0 | \$<br>10,874.0 | \$<br>6,557.0 | 12.4%  | 7.5% | 1.1x    | 9.2x       | 15.1x | 2.8x      | 12.9x    |
|                              | Max \$        | 107,609.9 | \$ 32, | ,245.0 | \$ | 127,818.9 | \$<br>92,831.8 | \$<br>12,008.0 | \$<br>8,451.0 | 13.2%  | 9.3% | 1.4x    | 10.6x      | 15.3x | 3.0x      | 14.5x    |

Truckload

#### **Public Trading Information**

| (\$ in US millions, except pe | er share amo   | unts)         |             |        |                     |                |               |              |               |              | EV as            | s a multip    | le of       | _                   |                   |
|-------------------------------|----------------|---------------|-------------|--------|---------------------|----------------|---------------|--------------|---------------|--------------|------------------|---------------|-------------|---------------------|-------------------|
| Company Name                  | Stock<br>Price | Market<br>Cap | Net<br>Debt | I      | Enterprise<br>Value | LTM<br>Revenue | LTM<br>EBITDA | LTM<br>EBIT  | Mar<br>EBITDA | gins<br>EBIT | _ LTM<br>Revenue | LTM<br>EBITDA | LTM<br>EBIT | Net Debt/<br>EBITDA | Fwd. P/E<br>Ratio |
| Covenant Transportation       | \$ 27.26 \$    | 718.4         | \$ 281      | .3 \$  | 999.7               | \$<br>1,128.1  | \$<br>144.7   | \$<br>62.0   | 12.8%         | 5.5%         | 0.9x             | 6.9x          | 16.1x       | 1.9x                | 12.4x             |
| Heartland Express             | 11.22          | 880.7         | 185         | .6     | 1,066.4             | 1,080.3        | 151.4         | (37.3)       | 14.0%         | (3.5%)       | 1.0x             | 7.0x          | NM          | 1.2x                | NM                |
| JB Hunt                       | 170.66         | 17,207.6      | 1,782       | .3     | 18,989.9            | 12,244.6       | 1,577.6       | 827.5        | 12.9%         | 6.8%         | 1.6x             | 12.0x         | 22.9x       | 1.1x                | 26.1x             |
| Knight-Swift                  | 53.04          | 8,586.8       | 3,200       | .9     | 11,795.2            | 7,477.7        | 947.0         | 157.1        | 12.7%         | 2.1%         | 1.6x             | 12.5x         | 75.1x       | 3.4x                | 31.8x             |
| Marten Transport              | 15.61          | 1,271.4       | (42         | .3)    | 1,229.1             | 1,001.5        | 155.6         | 35.8         | 15.5%         | 3.6%         | 1.2x             | 7.9x          | 34.4x       | (0.3x)              | 41.7x             |
| P.A.M. Transportation         | 16.38          | 356.8         | 196         | .4     | 553.2               | 728.3          | 72.3          | 0.1          | 9.9%          | 0.0%         | 0.8x             | 7.6x          | 3951.6x     | 2.7x                | 24.7x             |
| Schneider                     | 29.28          | 5,129.4       | 32          | .1     | 5,161.5             | 5,323.1        | 533.0         | 155.0        | 10.0%         | 2.9%         | 1.0x             | 9.7x          | 33.3x       | 0.1x                | 33.0x             |
| Werner Enterprises            | 35.92          | 2,220.1       | 678         | .4     | 2,936.8             | 3,097.5        | 370.5         | 76.3         | 12.0%         | 2.5%         | 0.9x             | 7.9x          | 38.5x       | 1.8x                | 34.7x             |
|                               |                |               |             |        |                     |                |               |              |               |              |                  |               |             |                     |                   |
|                               | Min \$         | 356.8         | \$ (42      | .3) \$ | 553.2               | \$<br>728.3    | \$<br>72.3    | \$<br>(37.3) | 9.9%          | (3.5%)       | 0.8x             | 6.9x          | 16.1x       | (0.3x)              | 12.4x             |
|                               | Mean \$        | 4,546.4       | \$ 789      | .3 \$  | 5,341.5             | \$<br>4,010.1  | \$<br>494.0   | \$<br>159.6  | 12.5%         | 2.5%         | 1.1x             | 9.0x          | 596.0x      | 1.5x                | 29.2x             |
|                               | Median \$      | 1,745.8       | \$ 238      | .9 \$  | 2,083.0             | \$<br>2,112.8  | \$<br>263.1   | \$<br>69.1   | 12.7%         | 2.7%         | 1.0x             | 7.9x          | 34.4x       | 1.5x                | 31.8x             |
|                               | Max \$         | 17,207.6      | \$ 3,200    | .9 \$  | 18,989.9            | \$<br>12,244.6 | \$<br>1,577.6 | \$<br>827.5  | 15.5%         | 6.8%         | 1.6x             | 12.5x         | 3951.6x     | 3.4x                | 41.7x             |

Less-Than-Truckload

#### **Public Trading Information**

| (\$ in US millions, except pe | er share amo   | unts)         |             |                     |    |                |               |               |               |              | EV as          | s a multip    | le of       | _                   |                   |
|-------------------------------|----------------|---------------|-------------|---------------------|----|----------------|---------------|---------------|---------------|--------------|----------------|---------------|-------------|---------------------|-------------------|
| Company Name                  | Stock<br>Price | Market<br>Cap | Net<br>Debt | Enterprise<br>Value | F  | LTM<br>Revenue | LTM<br>EBITDA | LTM<br>EBIT   | Mar<br>EBITDA | gins<br>EBIT | LTM<br>Revenue | LTM<br>EBITDA | LTM<br>EBIT | Net Debt/<br>EBITDA | Fwd. P/E<br>Ratio |
| ArcBest Corporation           | \$ 93.32 \$    | 2,183.6       | \$ 214.6    | \$ 2,398.2          | \$ | 4,266.9        | \$<br>338.5   | \$<br>191.4   | 7.9%          | 4.5%         | 0.6x           | 7.1x          | 12.5x       | 0.6x                | 14.0x             |
| Old Dominion Freight Lir      | 176.40         | 37,661.0      | (14.2)      | 37,646.8            |    | 5,924.5        | 1,971.4       | 1,631.0       | 33.3%         | 27.5%        | 6.4x           | 19.1x         | 23.1x       | (0.0x)              | 33.1x             |
| Saia                          | 455.73         | 12,088.0      | 294.6       | 12,382.6            |    | 3,171.3        | 696.0         | 494.2         | 21.9%         | 15.6%        | 3.9x           | 17.8x         | 25.1x       | 0.4x                | 31.5x             |
| TFI International             | 135.00         | 11,425.7      | 3,114.2     | 14,349.7            |    | 8,288.6        | 1,127.5       | 758.1         | 13.6%         | 9.1%         | 1.7x           | 12.7x         | 18.9x       | 2.8x                | 18.0x             |
| XPO Logistics                 | 131.15         | 15,266.1      | 3,821.0     | 19,087.1            |    | 8,090.0        | 1,205.0       | 726.0         | 14.9%         | 9.0%         | 2.4x           | 15.8x         | 26.3x       | 3.2x                | 34.2x             |
|                               | Min \$         | 2,183.6       | \$ (14.2)   | \$ 2,398.2          | \$ | 3,171.3        | \$<br>338.5   | \$<br>191.4   | 7.9%          | 4.5%         | 0.6x           | 7.1x          | 12.5x       | (0.0x)              | 14.0x             |
|                               | Mean \$        | 15,724.9      | \$ 1,486.0  | \$ 17,172.9         | \$ | 5,948.3        | \$<br>1,067.7 | \$<br>760.2   | 18.3%         | 13.1%        | 3.0x           | 14.5x         | 21.2x       | 1.4x                | 26.2x             |
|                               | Median \$      | 12,088.0      | \$ 294.6    | \$ 14,349.7         | \$ | 5,924.5        | \$<br>1,127.5 | \$<br>726.0   | 14.9%         | 9.1%         | 2.4x           | 15.8x         | 23.1x       | 0.6x                | 31.5x             |
|                               | Max \$         | 37,661.0      | \$ 3,821.0  | \$ 37,646.8         | \$ | 8,288.6        | \$<br>1,971.4 | \$<br>1,631.0 | 33.3%         | 27.5%        | 6.4x           | 19.1x         | 26.3x       | 3.2x                | 34.2x             |

Railroads / Rail Services

#### **Public Trading Information**

| (\$ in US millions, except pe | r share amo    | ounts)        |                |    |                    |                |                |               |               |              | EV as          | s a multip    | le of       | _                   |                   |
|-------------------------------|----------------|---------------|----------------|----|--------------------|----------------|----------------|---------------|---------------|--------------|----------------|---------------|-------------|---------------------|-------------------|
| Company Name                  | Stock<br>Price | Market<br>Cap | Net<br>Debt    | E  | nterprise<br>Value | LTM<br>Revenue | LTM<br>EBITDA  | LTM<br>EBIT   | Mar<br>EBITDA | gins<br>EBIT | LTM<br>Revenue | LTM<br>EBITDA | LTM<br>EBIT | Net Debt/<br>EBITDA | Fwd. P/E<br>Ratio |
| Canadian National Railw       | \$101.45       | •             | \$<br>15,387.7 | \$ | 78,239.4           | 12,701.4       | \$<br>6,544.3  | \$<br>5,163.0 | 51.5%         | 40.6%        | 6.2x           | 12.0x         | 15.2x       | 2.4x                | 18.4x             |
| Canadian Pacific Railway      | 72.34          | 67,514.5      | 15,878.5       |    | 83,074.2           | 10,694.7       | 5,633.1        | 4,249.6       | 52.7%         | 39.7%        | 7.8x           | 14.7x         | 19.5x       | 2.8x                | 22.2x             |
| CSX                           | 32.27          | 62,230.1      | 17,478.0       |    | 79,713.1           | 14,681.0       | 7,191.0        | 5,546.0       | 49.0%         | 37.8%        | 5.4x           | 11.1x         | 14.4x       | 2.4x                | 16.7x             |
| Norfolk Southern              | 234.70         | 53,098.4      | 16,758.0       |    | 69,856.4           | 12,172.0       | 5,888.0        | 4,547.0       | 48.4%         | 37.4%        | 5.7x           | 11.9x         | 15.4x       | 2.8x                | 18.1x             |
| The Greenbrier Compan         | 60.99          | 1,912.6       | 1,450.3        |    | 3,565.1            | 3,544.7        | 427.0          | 311.4         | 12.0%         | 8.8%         | 1.0x           | 8.3x          | 11.4x       | 3.4x                | 12.5x             |
| Union Pacific                 | 228.04         | 138,250.8     | 31,729.0       |    | 169,979.8          | 24,288.0       | 12,030.0       | 9,649.0       | 49.5%         | 39.7%        | 7.0x           | 14.1x         | 17.6x       | 2.6x                | 19.8x             |
| _                             |                |               |                |    |                    |                |                |               |               |              |                |               |             |                     |                   |
|                               | Min            | 1,912.6       | \$<br>1,450.3  | \$ | 3,565.1            | \$<br>3,544.7  | \$<br>427.0    | \$<br>311.4   | 12.0%         | 8.8%         | 1.0x           | 8.3x          | 11.4x       | 2.4x                | 12.5x             |
|                               | Mean           | 64,466.3      | \$<br>16,446.9 | \$ | 80,738.0           | \$<br>13,013.6 | \$<br>6,285.6  | \$<br>4,911.0 | 43.9%         | 34.0%        | 5.5x           | 12.0x         | 15.6x       | 2.7x                | 17.9x             |
|                               | Median \$      | 63,010.9      | \$<br>16,318.2 | \$ | 78,976.2           | \$<br>12,436.7 | \$<br>6,216.1  | \$<br>4,855.0 | 49.3%         | 38.8%        | 5.9x           | 11.9x         | 15.3x       | 2.7x                | 18.2x             |
|                               | Max            | 138,250.8     | \$<br>31,729.0 | \$ | 169,979.8          | \$<br>24,288.0 | \$<br>12,030.0 | \$<br>9,649.0 | 52.7%         | 40.6%        | 7.8x           | 14.7x         | 19.5x       | 3.4x                | 22.2x             |

Supply Chain Technology and Software

#### **Public Trading Information**

| (\$ in US millions, except p | er share amo | unts)    |            |             |            |          |           |             | EV a    | s a multip | le of | _         |        |
|------------------------------|--------------|----------|------------|-------------|------------|----------|-----------|-------------|---------|------------|-------|-----------|--------|
|                              | Stock        | Market   | Net        | Enterprise  | LTM        | LTM      | LTM       | Margins     | LTM     | LTM        | LTM   | Net Debt/ |        |
| Company Name                 | Price        | Сар      | Debt       | Value       | Revenue    | EBITDA   | EBIT      | EBITDA EBIT | Revenue | EBITDA     | EBIT  | EBITDA    | Ratio  |
| Descartes Systems            | \$113.56 \$  | 9,714.2  | \$ (174.3) | \$ 9,545.3  | \$ 631.8   | \$ 255.1 | \$ 184.6  | 40.4% 29.2% | 15.1x   | 37.4x      | 51.7x | (0.7x)    | 44.3x  |
| E2open                       | 2.66         | 821.5    | 930.2      | 1,843.0     | 619.3      | 168.3    | (35.2)    | 27.2% (5.7% | 3.0x    | 10.9x      | NM    | 5.5x      | NM     |
| Exlservice Holdings          | 44.38        | 7,140.0  | 99.8       | 7,239.7     | 1,771.0    | 287.3    | 246.8     | 16.2% 13.9% | 4.1x    | 25.2x      | 29.3x | 0.3x      | 25.0x  |
| Kinaxis                      | 120.33       | 3,390.6  | (244.3)    | 3,161.3     | 471.2      | 27.7     | 20.7      | 5.9% 4.4%   | 6.7x    | NM         | NM    | (8.8x)    | 40.8x  |
| Logility                     | 11.08        | 373.2    | (84.2)     | 289.0       | 102.4      | 9.2      | 4.6       | 9.0% 4.5%   | 2.8x    | 31.4x      | 63.4x | (9.2x)    | 29.1x  |
| Manhattan Associates         | 270.24       | 16,505.0 | (164.9)    | 16,340.1    | 1,024.8    | 265.9    | 259.8     | 26.0% 25.3% | 15.9x   | 61.4x      | 62.9x | (0.6x)    | 58.1x  |
| Wisetech Global              | 74.92        | 24,847.5 | (12.7)     | 24,835.6    | 695.0      | 290.2    | 259.1     | 41.7% 37.3% | 35.7x   | 85.6x      | 95.8x | (0.0x)    | 110.1x |
|                              |              |          |            |             |            |          |           |             |         |            |       |           |        |
|                              | Min \$       | 373.2    | \$ (244.3) | \$ 289.0    | \$ 102.4   | \$ 9.2   | \$ (35.2) | 5.9% (5.7%  | ) 2.8x  | 10.9x      | 29.3x | (9.2x)    | 25.0x  |
|                              | Mean \$      | 8,970.3  | \$ 49.9    | \$ 9,036.3  | \$ 759.4   | \$ 186.3 | \$ 134.3  | 23.8% 15.6% | 11.9x   | 42.0x      | 60.6x | (1.9x)    | 51.2x  |
|                              | Median \$    | 7,140.0  | \$ (84.2)  | \$ 7,239.7  | \$ 631.8   | \$ 255.1 | \$ 184.6  | 26.0% 13.9% | 6.7x    | 34.4x      | 62.9x | (0.6x)    | 42.5x  |
|                              | Max \$       | 24,847.5 | \$ 930.2   | \$ 24,835.6 | \$ 1,771.0 | \$ 290.2 | \$ 259.8  | 41.7% 37.3% | 35.7x   | 85.6x      | 95.8x | 5.5x      | 110.1x |

### Technology Distribution

#### **Public Trading Information**

| (\$ in US millions, except | per share amo  | unts)         |          |        |                   |     |                |       |               |               |               |              | EV as          | s a multip    | le of       | _                   |                   |
|----------------------------|----------------|---------------|----------|--------|-------------------|-----|----------------|-------|---------------|---------------|---------------|--------------|----------------|---------------|-------------|---------------------|-------------------|
| Company Name               | Stock<br>Price | Market<br>Cap | No<br>De |        | Enterpri<br>Value | se  | LTM<br>Revenue |       | LTM<br>EBITDA | LTM<br>EBIT   | Mar<br>EBITDA | gins<br>EBIT | LTM<br>Revenue | LTM<br>EBITDA | LTM<br>EBIT | Net Debt/<br>EBITDA | Fwd. P/E<br>Ratio |
| Arrow Electronics          | \$113.12 \$    | 5,949.0       | \$ 3,    | ,025.1 | \$ 9,04           | 7.1 | \$ 28,489      | .6 \$ | 1,213.7       | \$<br>1,047.2 | 4.3%          | 3.7%         | 0.3x           | 7.5x          | 8.6x        | 2.5x                | 10.6x             |
| Avnet                      | 52.32          | 4,548.8       | 2,       | ,918.1 | 7,46              | 5.9 | 23,025         | .6    | 908.4         | 823.4         | 3.9%          | 3.6%         | 0.3x           | 8.2x          | 9.1x        | 3.2x                | 12.0x             |
| CDW Corporation            | 174.04         | 23,193.3      | 5,       | ,388.0 | 28,58             | 1.3 | 20,831         | .2    | 1,996.3       | 1,722.4       | 9.6%          | 8.3%         | 1.4x           | 14.3x         | 16.6x       | 2.7x                | 17.8x             |
| ScanSource                 | 47.45          | 1,139.8       |          | 10.0   | 1,14              | 9.8 | 3,159          | .1    | 124.4         | 96.1          | 3.9%          | 3.0%         | 0.4x           | 9.2x          | 12.0x       | 0.1x                | 13.4x             |
| SYNNEX                     | 117.28         | 9,979.1       | 3,       | ,196.3 | 13,17             | 5.4 | 57,015         | .2    | 1,681.5       | 1,273.0       | 2.9%          | 2.2%         | 0.2x           | 7.8x          | 10.4x       | 1.9x                | 9.6x              |
|                            | Min \$         | 1,139.8       | \$       | 10.0   | \$ 1,14           | 9.8 | \$ 3,159       | .1 \$ | 124.4         | \$<br>96.1    | 2.9%          | 2.2%         | 0.2x           | 7.5x          | 8.6x        | 0.1x                | 9.6x              |
|                            | Mean \$        | 8,962.0       | \$ 2,    | ,907.5 | \$ 11,88          | 4.1 | \$ 26,504      | .1 \$ | 1,184.9       | \$<br>992.4   | 4.9%          | 4.2%         | 0.5x           | 9.4x          | 11.3x       | 2.1x                | 12.7x             |
|                            | Median \$      | 5,949.0       | \$ 3,    | ,025.1 | \$ 9,04           | 7.1 | \$ 23,025      | .6 \$ | 1,213.7       | \$<br>1,047.2 | 3.9%          | 3.6%         | 0.3x           | 8.2x          | 10.4x       | 2.5x                | 12.0x             |
|                            | Max \$         | 23,193.3      | \$ 5,    | ,388.0 | \$ 28,58          | 1.3 | \$ 57,015      | .2 \$ | 1,996.3       | \$<br>1,722.4 | 9.6%          | 8.3%         | 1.4x           | 14.3x         | 16.6x       | 3.2x                | 17.8x             |

Healthcare Distribution

#### **Public Trading Information**

| (\$ in US millions, except pe | er share am    | ounts)        |               |    |                    |                 |               |               |               |              | EV as          | s a multip    | le of       | _                   |                   |
|-------------------------------|----------------|---------------|---------------|----|--------------------|-----------------|---------------|---------------|---------------|--------------|----------------|---------------|-------------|---------------------|-------------------|
| Company Name                  | Stock<br>Price | Market<br>Cap | Net<br>Debt   | E  | nterprise<br>Value | LTM<br>Revenue  | LTM<br>EBITDA | LTM<br>EBIT   | Mar<br>EBITDA | gins<br>EBIT | LTM<br>Revenue | LTM<br>EBITDA | LTM<br>EBIT | Net Debt/<br>EBITDA | Fwd. P/E<br>Ratio |
| Cardinal Health, Inc.         | \$118.27       | \$ 28,622.6   | \$<br>2,297.0 | \$ | 30,920.6           | \$<br>224,454.0 | \$<br>2,924.0 | \$<br>2,204.0 | 1.3%          | 1.0%         | 0.1x           | 10.6x         | 14.0x       | 0.8x                | 15.0x             |
| Cencora                       | 224.68         | 43,426.2      | 2,490.2       |    | 46,057.2           | 293,958.6       | 4,151.8       | 3,040.1       | 1.4%          | 1.0%         | 0.2x           | 11.1x         | 15.1x       | 0.6x                | 15.3x             |
| Henry Schein, Inc.            | 69.20          | 8,627.9       | 2,866.0       |    | 12,961.9           | 12,499.0        | 922.0         | 633.0         | 7.4%          | 5.1%         | 1.0x           | 14.1x         | 20.5x       | 3.1x                | 13.8x             |
| McKesson Corporation          | 569.91         | 72,344.4      | 4,746.0       |    | 77,465.4           | 330,187.0       | 4,890.0       | 4,341.0       | 1.5%          | 1.3%         | 0.2x           | 15.8x         | 17.8x       | 1.0x                | 16.7x             |
| Owens & Minor Inc.            | 13.07          | 1,007.8       | 2,127.6       |    | 3,135.4            | 10,661.0        | 582.5         | 328.2         | 5.5%          | 3.1%         | 0.3x           | 5.4x          | 9.6x        | 3.7x                | 7.7x              |
| Patterson Companies, In       | 30.86          | 2,725.4       | 657.6         |    | 3,383.5            | 6,554.9         | 333.1         | 242.2         | 5.1%          | 3.7%         | 0.5x           | 10.2x         | 14.0x       | 2.0x                | 12.8x             |
|                               |                |               |               |    |                    |                 |               |               |               |              |                |               |             |                     |                   |
|                               | Min            | \$ 1,007.8    | \$<br>657.6   | \$ | 3,135.4            | \$<br>6,554.9   | \$<br>333.1   | \$<br>242.2   | 1.3%          | 1.0%         | 0.1x           | 5.4x          | 9.6x        | 0.6x                | 7.7x              |
|                               | Mean           | \$ 26,125.7   | \$<br>2,530.7 | \$ | 28,987.3           | \$<br>146,385.7 | \$<br>2,300.6 | \$<br>1,798.1 | 3.7%          | 2.5%         | 0.4x           | 11.2x         | 15.2x       | 1.8x                | 13.6x             |
|                               | Median         | \$ 18,625.3   | \$<br>2,393.6 | \$ | 21,941.3           | \$<br>118,476.5 | \$<br>1,923.0 | \$<br>1,418.5 | 3.3%          | 2.2%         | 0.3x           | 10.8x         | 14.6x       | 1.5x                | 14.4x             |
|                               | Max            | \$ 72,344.4   | \$<br>4,746.0 | \$ | 77,465.4           | \$<br>330,187.0 | \$<br>4,890.0 | \$<br>4,341.0 | 7.4%          | 5.1%         | 1.0x           | 15.8x         | 20.5x       | 3.7x                | 16.7x             |

**Energy Transportation and Logistics** 

#### **Public Trading Information**

| (\$ in US millions, except p | per share amo  | unts)         |             |                     |                |               |      |           |               |              | EV as            | s a multip    | le of       | _                   |                   |
|------------------------------|----------------|---------------|-------------|---------------------|----------------|---------------|------|-----------|---------------|--------------|------------------|---------------|-------------|---------------------|-------------------|
| Company Name                 | Stock<br>Price | Market<br>Cap | Net<br>Debt | Enterprise<br>Value | LTM<br>Revenue | LTM<br>EBITDA |      | TM<br>BIT | Mar<br>EBITDA | gins<br>EBIT | _ LTM<br>Revenue | LTM<br>EBITDA | LTM<br>EBIT | Net Debt/<br>EBITDA | Fwd. P/E<br>Ratio |
| Civeo Corporation            | \$ 22.72 \$    | 312.9         | \$ 40.1     | \$ 354.8            | \$ 702         | .0 \$ 81      | 6 \$ | 14.5      | 11.6%         | 2.1%         | 0.5x             | 4.3x          | 24.5x       | 0.5x                | 57.5x             |
| Clean Harbors                | 230.14         | 12,404.3      | 2,590.8     | 14,995.2            | 5,797          | 0 1,074       | 5    | 680.6     | 18.5%         | 11.7%        | 2.6x             | 14.0x         | 22.0x       | 2.4x                | 29.7x             |
| Gibson Energy                | 17.01          | 2,774.1       | 1,867.7     | 4,527.7             | 9,054          | 2 402         | 5    | 289.8     | 4.4%          | 3.2%         | 0.5x             | 11.2x         | 15.6x       | 4.6x                | 17.1x             |
| Mullen Group                 | 10.13          | 888.1         | 651.3       | 1,499.7             | 1,472          | 2 230         | 9    | 166.6     | 15.7%         | 11.3%        | 1.0x             | 6.5x          | 9.0x        | 2.8x                | 11.5x             |
| World Fuel                   | 27.51          | 1,597.7       | 509.2       | 2,113.5             | 44,410         | 5 291         | 0    | 214.4     | 0.7%          | 0.5%         | 0.0x             | 7.3x          | 9.9x        | 1.7x                | 11.7x             |
|                              | Min \$         | 312.9         | \$ 40.1     | \$ 354.8            | \$ 702         | 0 \$ 81       | 6 \$ | 14.5      | 0.7%          | 0.5%         | 0.0x             | 4.3x          | 9.0x        | 0.5x                | 11.5x             |
|                              | Mean \$        | 3,595.4       | \$ 1,131.8  | \$ 4,698.2          | \$ 12,287      | 2 \$ 416      | 1 \$ | 273.2     | 10.2%         | 5.8%         | 0.9x             | 8.7x          | 16.2x       | 2.4x                | 25.5x             |
|                              | Median \$      | 1,597.7       | \$ 651.3    | \$ 2,113.5          | \$ 5,797       | .0 \$ 291     | 0 \$ | 214.4     | 11.6%         | 3.2%         | 0.5x             | 7.3x          | 15.6x       | 2.4x                | 17.1x             |
|                              | Max \$         | 12,404.3      | \$ 2,590.8  | \$ 14,995.2         | \$ 44,410      | 5 \$ 1,074    | 5 \$ | 680.6     | 18.5%         | 11.7%        | 2.6x             | 14.0x         | 24.5x       | 4.6x                | 57.5x             |