



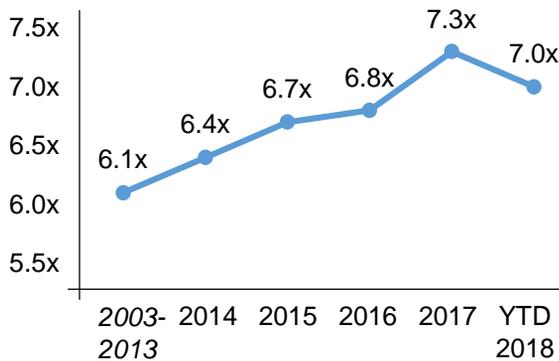
CHAMPIONS OF ENTREPRENEURS AND BUSINESS OWNERS.

Q3 2018 Transportation & Logistics Report

A robust US economy continues to drive activity within the T&L industry, and as peak shipping season approaches, operators are racing to ramp up staff and capacity. According to Labor Department figures, the unemployment rate within the Transportation and Warehousing sector was 2.9% ending Q3, compared with 3.7% for the overall labor force. This was down from Q2’s 3.6% unemployment rate. The sector added roughly 23,800 employees this last quarter. The average hourly earnings had also climbed to \$24.46 from \$24.32 at the end of Q2. Industry indicators suggest that Q4’s activity will remain high as the holidays approach.

M&A Transaction Multiples

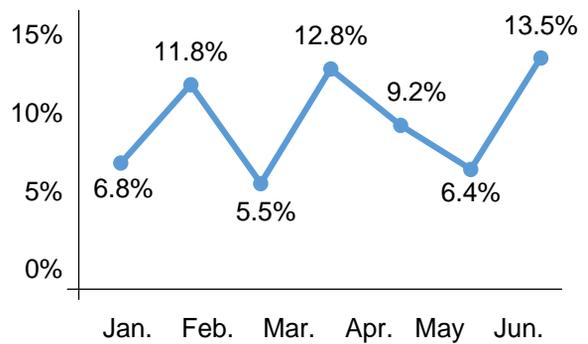
M&A transaction multiples in 2018 have come down slightly from the 2017 high, driven by a 6.8x average multiple in Q1 2018.



Source: GF Data ®

Monthly Freight Flows

The value of monthly US-North American freight flows has increased every month in 2018 over 2017’s monthly numbers.



Source: Bureau of Transportation Statistics

Select Recent Transportation & Logistics M&A Transactions

TriCon formed to acquire TransTrade Operators.

Descartes Systems Group buys Pinpoint GPS Solutions.

Pilot Freight Services buys Manna Freight Systems.

9-2018 – TCP partnered with Chris Condon in order to form a new 3PL platform called TriCon.

8-2018 - Descartes acquired PinPoint, a provider of fleet tracking and mobile workforce solutions.

7-2018 - Pilot Freight Services acquired all of Manna’s assets, including its “Last Mile” home delivery operations.

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