DISTRIBUTION & LOGISTICS REPORT

Explore M&A Activity, Capital Market Conditions and Current Trends for the Distribution & Logistics Industry

SDR Ventures

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2H 2026

2H 2026 | VOL 1 | ISSUE 2

DISTRIBUTION & LOGISTICS REPORT

DISTRIBUTION & LOGISTICS 2H26: WHAT TO KNOW

- The robotics revolution is here. Automation and real-time data and inventory management are creating efficiencies across the supply chain, from warehouse operations to shipping routes.
- As the past five years have shown, nothing is a given in the world of supply and distribution. Traditional, dependable routes can be upended through pandemics, geopolitical upheaval, government regulations, even the weather. The most reliable logistical providers create innovative and diverse supply line alternatives and redundancies.
- Distribution and logistics make up a broad and varied sector. While Amazon and Maersk may be giants in the field, there remains plenty of room and demand for smaller operations that provide customizable solutions, personal attention to detail, and adaptation to niche markets and special circumstances.

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ABOUT SDR

Established in 2002, SDR Ventures has developed deep M&A and capital transaction knowledge and expertise. SDR offers transaction advisory, private capital formation and business consulting services across a wide range of industries. We serve business owners and operators of privately held companies and provide them with a professional-class experience.

DISTRIBUTION & LOGISTICS CONTACTS

Scott Mitchell
Managing Director
Distribution & Logistics Team
720.221.9220
smitchell@sdrventures.com

Dalton Bach
Associate
Distribution & Logistics Team
720.221.9220
dbach@sdrventures.com

Adaptive Solutions for a Changing, and Challenging, World

The delivery of supplies and distribution of goods has forever been in flux, from the Silk Road to Roman trade routes to the boom of railroads. And it appears the times, they are changing, again. But every evolution, new trend, and challenge can offer opportunity to those who recognize the shifts – both subtle, or as we've seen this year, dramatic – and adapt. The world of distribution and logistics in 1H26 was packed with technical evolutions, geopolitical strains, and political interactions. The conflict with Iran unexpectedly gave that nation the idea they could control the Strait of Hormuz, tariffs were a thing until they weren't (as much), and fuel surcharges impacted businesses small and large.[1,2,3,4]

Amid these shifting dynamics, space is opening for those inclined to meet new demands. We've seen the distribution behemoth, and often a pioneer, Amazon adjust its cost models in ways that could create openings for smaller companies focused on high-end services and customization. And warehouse and shipping robotics are finding their way out of Walmart megahubs and into smaller operations as a newly affordable solution. Meanwhile, driverless trucks, once a sci-fi fantasy, are at last in 2026 actually on the road in a pilot project delivering our nation's most precious of cargo – Doritos – from production facilities to distribution hubs.[5,6,7]

For those who identify the trends, spot the friction points, and deliver solutions and overcome, challenges can turn into opportunities. We believe investors will embrace innovators who move with the shifting sands. AI designed supply chain management, multi-channel supply webs, scalable robotics, IoT real-time management, and scalable robotics platforms are fueling the warehouse, distribution, and logistics sector as it grows from an expected $1.42 trillion global industry in 2026 to a $2.1 trillion market by 2034, an anticipated Compound Annual Growth Rate (CAGR) of 5%. [8,9]

Handle With (Even More) Care: As 3PL Challenges Competitors, Niches Emerge

Amazon, with an army of more than 1 million robots picking and packing items around the world, is expanding its shipping ambitions through a massive 3PL gambit with its new Amazon Supply Chain Services in 2026 in a direct challenge to 3PL giants FedEx, DHL, Maersk, and UPS. Does this signal the end of smaller competitors? Not necessarily. For some customers, an examination of Amazon's 3PL shipping prices appears to add costs when multiple items are purchased at one time. Sellers (and potentially their consumers) may end up paying more for the convenience of one-stop-shipping under that pricing model. While the giants get the headlines with same-day delivery and international capabilities, we're continuing to see smaller, regional operators build sticky customer relationships around innovation, customization, nimble pricing, and a deeper understanding of their region, including traffic patterns, efficient roadway systems, and the fuel efficiency of being able to right-size delivery vehicles to smaller loads. Not everything has to come in an 18-wheeler. For highly focused regional delivery providers, we see value built on the ability to please clients with customizable services and please consumers with personal care and attention to detail, enhancing the buying experience. Whether it's delivering large, bulky industrial products or high-end luxury goods, the customer's experience matters.[5,10,11,12]

With demonstrated, documented, long-term client relationships across the distribution chain, from producer to consumer, and a consistent commitment to innovation and service, we believe there will continue to be room for smaller players in the global shipping, warehousing, and fulfillment space.

Domo Arigato, Mr. Roboto: Workplace Robotics for Everyone

Long the tools of the biggest players, we're watching how robotics, machine learning, AI integration, and IoT technologies are becoming increasingly available to operators who work at a smaller scale. Sure, FedEx makes headlines when it announces a new AI push, and DHL reports 95% of its warehouses employ robotics. But today's robotics and sensor technologies are finding their way into smaller players who don't need to develop their own tools from scratch. Demand from bigger companies has already driven the innovation and created the technologies that work dependably. Through careful budgeting and phased rollouts, smaller players are finding ways to employ robotics for inventory management, fulfillment, and product movement.[13,14]

Organizations including International Federation of Robotics (IFR), the Robotic Industries Association (RIA), and the Warehouse Education and Research Council (WERC) are helping organizations analyze needs and employ robotics. Suppliers in automation services are increasingly offering "Robotics-as-a-Service," systems suppliers install, customize, and "rent" instead of requiring millions in upfront investment. Industry surveys are documenting accelerating adoption rates. Robots are moving from the domains of the biggest players to everyday supply chain operators.[6,15,16]

By one estimate, the global use of AI/robotics in the warehousing market, about $12.5 billion in 2024, is predicted to build to $100 billion by 2034, a CAGR topping 23%. This is growth built on the demand for faster, more accurate, efficient operations driven by e-commerce expansion and labor shortages. Growing companies including Murata Machinery, TGW Logistics, Honeywell, and Vanderlande (not to be confused with Vandelay Industries) are reporting billions in annual revenue as they convert warehousing and distribution operations from manual to digital. The robotics and AI revolution isn't coming, it's here. One company, VARGO, says it can help clients achieve 50% higher throughput and 30% cost reductions by integrating robotic systems with software applications through its Warehouse Execution System (WES) serving clients from Boeing to Yankee Candle. Another, LogistiVIEW, incorporates IoT monitoring and real-time software management programs into its WES to rebalance workflow when demand spikes and expose and eliminate underused operations, optimizing thousands of decisions instantly and autonomously.[17,18,19,20]

Owners in the distribution and logistics sector who resist integration of AI management and robotic systems risk being overlooked. The time to explore and integrate intelligent systems is closer to now than the day a potential buyer kicks the tires.

Unboxing: Mergers and Acquisitions

- Atlanta-based e-commerce logistics provider Stord in January acquired California competitor Shipwire from its parent company, Ceva Logistics. The acquisition of Shipwire's 3PL business boosts Stord's fulfillment volume and national warehouse network, adding 12 fulfillment centers as well as advanced AI capabilities. Stord, founded in 2015, handles an estimated $10 billion in transactions for small and midsize online retailers including e-checkout, packing, shipping, last-mile delivery, and returns. Stord has been on a tear recently, making eight acquisitions in the past six years and is considered one of the fastest growing e-commerce shippers in the world, valued at $1.5 billion. Following the Shipwire deal, Stord in February snapped up American Eagle Outfitters' clothing industry supply chain arm Quiet Logistics.[21,22]
- In June, Imperative Logistics Group, an Oregon supply chain firm specializing in premium logistics services including cross-border, mission-critical, and expedited services acquired Jose D. Gonzlez, CHP, a Texas customs brokerage, trade compliance, and international import/export business focused on the North American market. The Logistics Group said the acquisition would enhance the company's ability to support clients with complex international trade and customs situations.[23]
- As 1H26 wrapped up, AmeriLux International, a Wisconsin-based distribution company specializing in large corrugated and plastic sheet products, acquired Dedicated Systems, also of Wisconsin, adding more than 60 trucks and enhancing its flatbed and oversized freight capacity. AmeriLux earlier announced a partnership with Airoldi Brothers, a Wisconsin fleet maintenance and leasing company. An analyst at PwC told the publication Trucking Dive the consulting company expected consolidation in specialty trucking to continue throughout 2026.[24]

"You Improvise, Overcome, Adapt" – Clint Eastwood, Heartbreak Ridge, 1986

If nothing else, the 2020s have been a reminder of what sets apart the successful operators in distribution and logistics management from the less successful: the willingness to accept disruptions and the ability and commitment to prepare and adapt. Nobody could have predicted a global pandemic that shut down the world's busiest shipping port five years ago. A few years later, importers found themselves ambushed by a dizzying array of on-again, off-again, on-again tariff regulations. And how could anyone have known Iran would turn a military attack into an opportunity to shut off 25% of the world's seaborne oil supply? Up next, nobody knows if a predicted 2026-2027 El Niňo event will deliver historic weather impacts. Anything could happen.[25,26,27,28]

Nobody in the space holds the Magic 8 Ball. But can operators in shipping, distribution, and warehousing still succeed? For those who prepare, all signs point to yes. Technology is moving at a tremendous pace. Robotics, AI data management, self-driving trucks, even drones and fully electric air transport have become realities. But we believe technology alone won't power any one business through the next disruption. Instead, it's the ability and willingness to keep up with and integrate those technologies before the next crisis that will help the winners stand out. The traditional supply chain as we understood it has been shaken. Just-in-time appears to be morphing into just-in-case.[29,30,31]

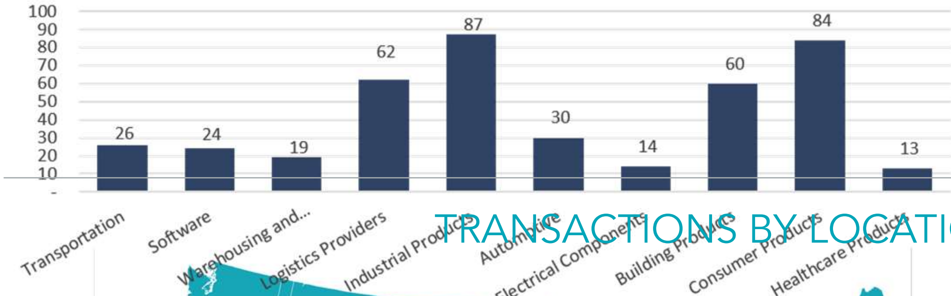
Supplying materials and moving goods may not be sexy, but when supply lines buckle, everyone notices, from manufacturers to retailers to consumers. Let us never forget the Great Toilet Paper Famine of 2020. Not many people think about toilet paper on a regular basis, but when it doesn't show up, it's a problem.[32]

We continue to see opportunities in the distribution and logistics sector for those who have learned they cannot trust the status quo. No organization is "good enough" to withstand an unexpected blow without preparation. The supply chain is evolving into today's "supply web." Redundancies, alternatives, and options will best serve those who have put them in place before the next shock, rather than scrambling for a solution after. In a 2026 report, the World Economic Forum concludes, "complexity renders traditional reactive planning obsolete. The central question for C-suite executives can't be, 'How do we optimize our supply chain?' anymore. Instead, it's, 'How do we meet demand during uncertain times?'"[31]

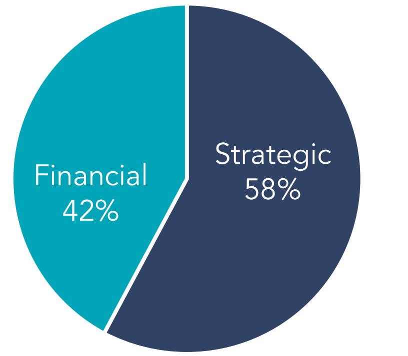
"Improvise, overcome, adapt" is becoming the new mantra. We believe operators who demonstrate a proven record of dependability, ingenuity, and reliability in good times and bad hold the new currency. Documented performance, demonstrable technological adoption, and diverse and redundant supply and distribution lines will be key the next time it absolutely, positively has to be there overnight.[32,33]

DISTRIBUTION & LOGISTICS REPORT

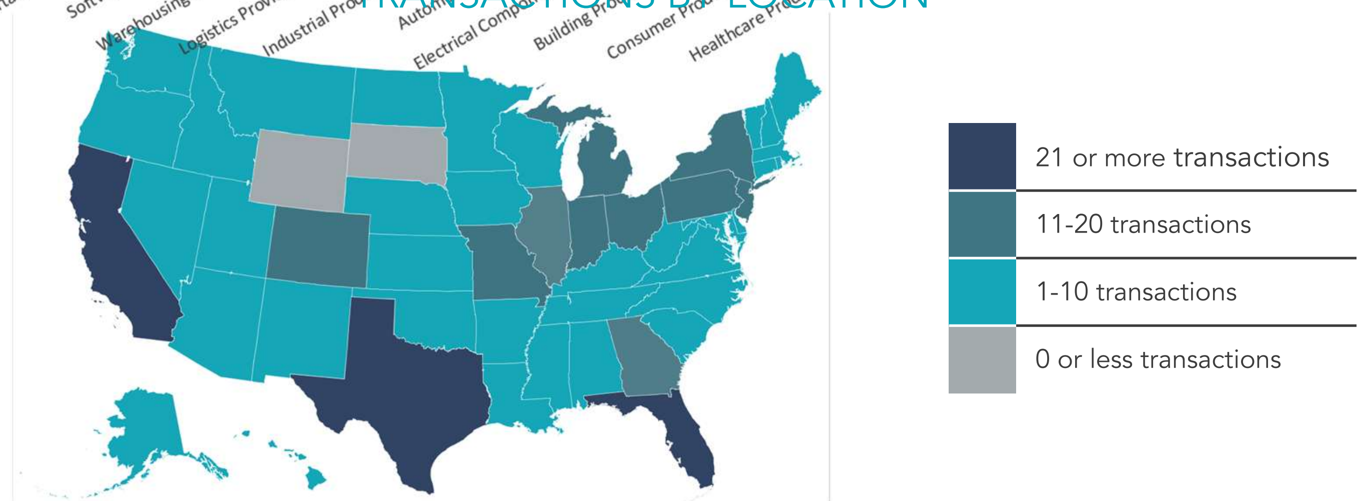
TRANSACTIONS BY SEGMENT



TRANSACTIONS BY TYPE



TRANSACTIONS BY LOCATION



TRANSACTION ACTIVITY

Date	Target	Buyer(s)	Segment	Amount ($ in Mil)	TEV/ Rev	TEV/ EBITDA
6/29/2026	Lhoist North America	Martin Marietta	Industrial Products	$13,500	7.5x	17.2x
6/24/2026	Board Shark	NCAB Group	Industrial Products	$15	0.9x	-
6/22/2026	Despir Logistics	C.H. Robinson Worldwide	Logistics Providers	$75	1.2x	-
6/1/2026	Worldwide Express	Auctane, Neuberger Private Equity Partners , Thoma Bravo	Logistics Providers	$5,090	1.0x	-
5/28/2026	Calavo Growers	Mission Produce	Consumer Products	$457	0.7x	17.0x
5/26/2026	Secured Transportation Services	Nano Nuclear Energy	Logistics Providers	$13	1.8x	-

If You Are a Business Owner Looking for Additional Transaction Activity Within Your Industry, Please Call Our Offices at 720.221.9220.

Source: Pitchbook Financial Data and Analytics

Note: This data represents recorded transactions only, and is not all-inclusive. Nevertheless, they are typically representative of the industry.

DISTRIBUTION & LOGISTICS REPORT

ACTIVE BUYERS

MOST ACTIVE STRATEGIC BUYERS

FIRM	RECENT SUBSIDIARY ACQUISITIONS			
SRS Distribution	CORCO	Mingledorff's	MPR Supply	LS Building Products
Vireo	Bridgewell Agriculture	Fluent	Hawthorne	
Spark Dealer Group	Landscape Supply	Burleson Outdoor Power Equipment	The Yard Stop	
element solutions	Celanese	EFC Gases & Advanced Materials		
GMS	central materials	Peridot Supply	Above Interior Distributors	
ODEKO	Shirazi Distributing			

SELECT SPONSORS WITH ACTIVE PORTFOLIO HOLDINGS

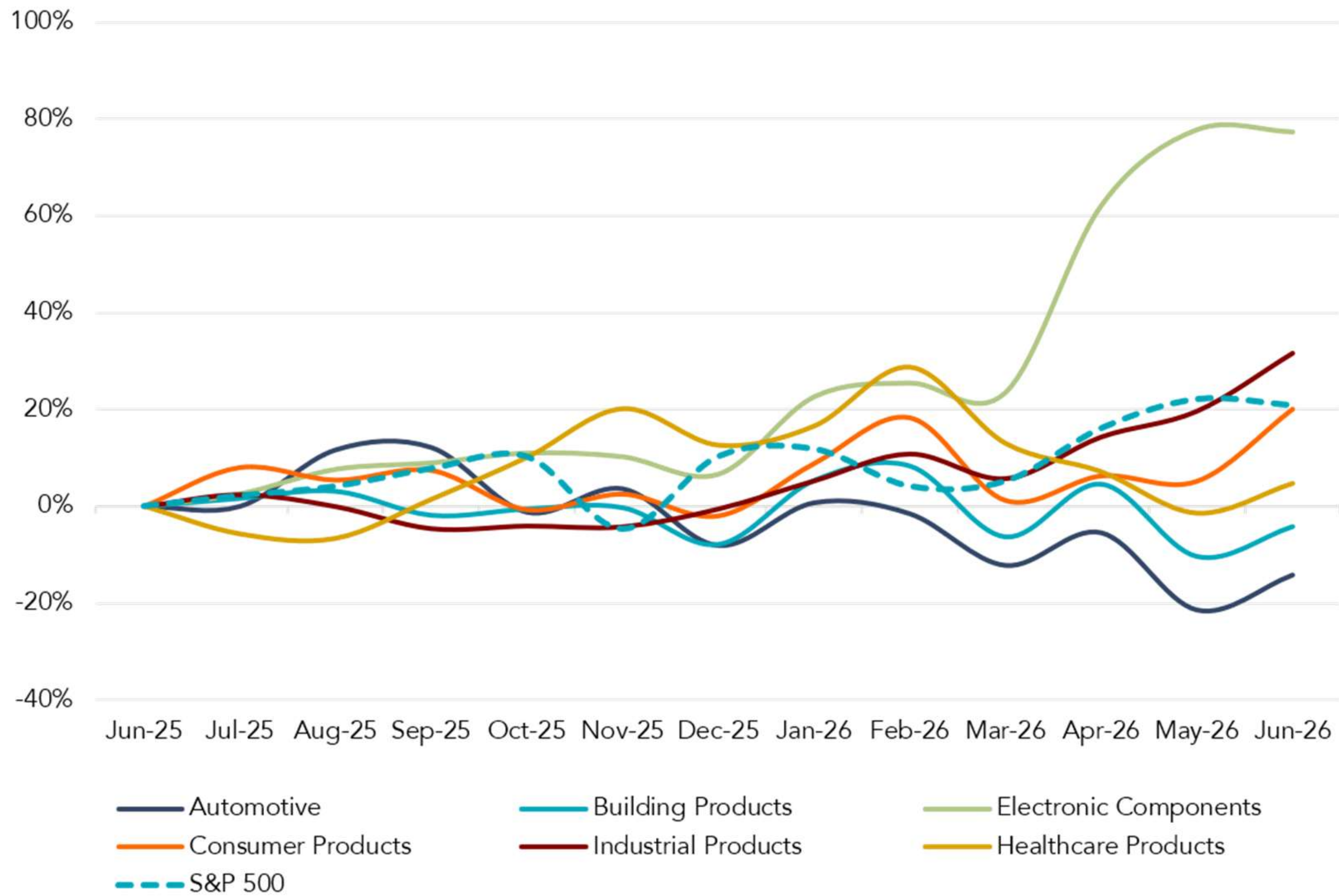
FIRM	RECENT SUBSIDIARY ACQUISITIONS		
AEA	Reliance Industries Limited	STRIDAS	eelco
CD&R	Stickel Packaging Supply	MWI Animal Health cencora	Colony
Audax Private Equity	DirectLink Logistics	Sanitary Solutions	AFNW Air Filters Northwest, Inc.
CD Private Equity Fund Series	ISP Tek	Pump & Process Equipment Incorporated	Tempest
Fusion Capital Partners	Doig Corporation	Brown of Saginaw	Seltrol

Source: Pitchbook Financial Data and Analytics
Note: This data represents recorded transactions only and is not all-inclusive. Nevertheless, they are typically representative of the industry.

DISTRIBUTION PUBLIC BASKET

DISTRIBUTION SEGMENTS VS. S&P 500

Segment Market Cap Performance – Running 12 Months



AUTOMOTIVE

		Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
Company Name	Symbol	Market Cap ($ in Mil)	Price ($)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
AutoZone	AZO	$ 52,175	$ 3,195.94	(14.1%)	(5.8%)	72.8%	8.2%	21.3%	NM	15.1x	22.0x	NM	13.5x
Genuine Parts	GPC	16,237	117.98	(5.9%)	(4.1%)	77.8%	5.2%	3.1%	0.9x	NM	NM	0.9x	10.3x
LKQ	LKQ	6,709	26.33	(30.6%)	(12.8%)	66.2%	1.1%	9.9%	0.8x	8.5x	13.0x	0.8x	7.6x
Dorman Products	DORM	4,078	136.45	8.9%	10.8%	81.8%	9.3%	15.8%	2.1x	13.5x	22.0x	1.9x	10.9x
Segment Average				(10.4%)	(3.0%)	74.7%	5.9%	12.5%	1.3x	12.4x	19.0x	1.2x	10.6x
Segment Median				(10.0%)	(4.9%)	75.3%	6.7%	12.8%	0.9x	13.5x	22.0x	0.9x	10.6x

Source: Pitchbook Financial Data and Analytics

DISTRIBUTION & LOGISTICS REPORT

DISTRIBUTION PUBLIC BASKET (CONTINUED)

HEALTHCARE PRODUCTS

		Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
Company Name	Symbol	Market Cap ($ in Mil)	Price ($)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
McKesson	MCK	$ 88,464	$ 755.60	3.8%	(7.9%)	75.6%	8.9%	1.7%	0.2x	13.5x	19.7x	0.2x	12.5x
Cardinal Health	CAH	55,638	237.56	44.5%	15.6%	98.6%	9.9%	1.3%	0.2x	18.6x	NM	0.2x	13.9x
Cencora	COR	55,057	282.98	(4.2%)	(16.2%)	75.0%	7.5%	1.5%	0.2x	13.3x	21.7x	0.2x	11.6x
Henry Schein	HSIC	9,514	83.52	12.1%	10.5%	93.5%	4.5%	7.1%	NM	15.5x	25.2x	1.0x	12.2x
Accendra Health	ACH	262	3.42	(63.7%)	22.1%	35.8%	(2.9%)	8.7%	0.8x	9.6x	NM	0.8x	6.0x
Segment Average				(1.5%)	4.8%	75.7%	5.6%	4.1%	0.4x	14.1x	22.2x	0.5x	11.2x
Segment Median				3.8%	10.5%	75.6%	7.5%	1.7%	0.2x	13.5x	21.7x	0.2x	12.2x

BUILDING PRODUCTS

		Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
Company Name	Symbol	Market Cap ($ in Mil)	Price ($)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Ferguson	FERG	$ 46,027	$ 237.33	7.4%	6.6%	87.4%	9.7%	9.7%	1.6x	16.3x	23.4x	1.5x	14.4x
Watsco	WSO	16,787	416.73	(8.5%)	23.7%	84.2%	8.0%	10.5%	2.4x	NM	34.3x	2.2x	NM
QXO	QXO	12,533	17.28	(18.4%)	(10.4%)	62.6%	93.3%	1.0%	1.7x	NM	NM	0.9x	8.1x
Builders Firstsource	BLDR	9,624	89.48	(29.5%)	(13.0%)	59.2%	2.5%	8.2%	1.0x	12.2x	34.2x	1.0x	11.3x
Boise Cascade	BCC	2,732	77.63	(15.7%)	5.5%	81.7%	5.5%	5.0%	0.5x	9.3x	26.1x	0.4x	7.3x
BlueLinx Holdings	BXC	482	61.88	(23.6%)	0.7%	70.1%	5.4%	2.4%	0.3x	11.6x	NM	0.3x	8.3x
Segment Average				(14.7%)	2.2%	74.2%	20.7%	6.1%	1.2x	12.3x	29.5x	1.0x	9.9x
Segment Median				(17.1%)	3.1%	75.9%	6.7%	6.6%	1.3x	11.9x	30.1x	0.9x	8.3x

ELECTRONIC COMPONENTS

		Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
Company Name	Symbol	Market Cap ($ in Mil)	Price ($)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
TD Synnex	SNX	$ 21,385	$ 267.34	96.8%	78.0%	90.2%	18.9%	3.1%	0.4x	11.2x	19.2x	0.3x	9.7x
Wesco International	WCC	16,824	345.43	82.6%	41.2%	91.4%	8.0%	6.3%	0.9x	14.8x	24.6x	0.9x	12.3x
Arrow Electronics	ARW	10,912	213.41	64.5%	93.7%	89.9%	17.7%	3.8%	0.4x	10.4x	15.3x	0.3x	6.8x
Avnet	AVT	7,285	88.82	64.7%	84.7%	93.2%	25.0%	2.8%	0.4x	14.9x	NM	0.3x	9.6x
ScanSource	SCSC	1,059	52.09	22.8%	33.4%	99.4%	4.0%	3.8%	0.3x	8.8x	15.8x	0.3x	6.8x
Richardson Electronics	RELL	277	19.01	94.2%	74.7%	95.7%	10.8%	4.0%	1.2x	NM	NM	1.0x	NM
Segment Average				70.9%	67.6%	93.3%	14.1%	4.0%	0.6x	12.0x	18.7x	0.5x	9.0x
Segment Median				73.6%	76.3%	92.3%	14.3%	3.8%	0.4x	11.2x	17.5x	0.3x	9.6x

Source: Pitchbook Financial Data and Analytics

DISTRIBUTION PUBLIC BASKET (CONTINUED)

FOOD AND BEVERAGE PRODUCTS

		Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
Company Name	Symbol	Market Cap ($ in Mil)	Price ($)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Sysco	SYY	$ 39,967	$ 83.58	8.0%	13.4%	91.0%	6.1%	4.9%	0.6x	13.2x	23.2x	0.6x	11.4x
US Foods Holding	USFD	22,518	102.25	32.1%	35.8%	99.6%	6.5%	4.2%	0.7x	16.7x	34.4x	0.7x	12.6x
Performance Food Group	PFGC	17,561	111.79	26.5%	24.3%	99.1%	9.2%	2.5%	0.4x	15.5x	53.2x	0.3x	11.6x
The Chefs' Warehouse	CHEF	3,919	96.10	53.1%	54.2%	98.4%	NM	5.5%	1.1x	20.3x	52.5x	1.0x	15.5x
United Natural Foods	UNFI	1,490	45.67	99.6%	35.6%	80.1%	1.6%	1.2%	0.2x	15.8x	NM	0.2x	7.9x
Segment Average				43.9%	32.7%	93.7%	5.9%	3.6%	0.6x	16.3x	40.8x	0.6x	11.8x
Segment Median				32.1%	35.6%	98.4%	6.3%	4.2%	0.6x	15.8x	43.5x	0.6x	11.6x

INDUSTRIAL PRODUCTS

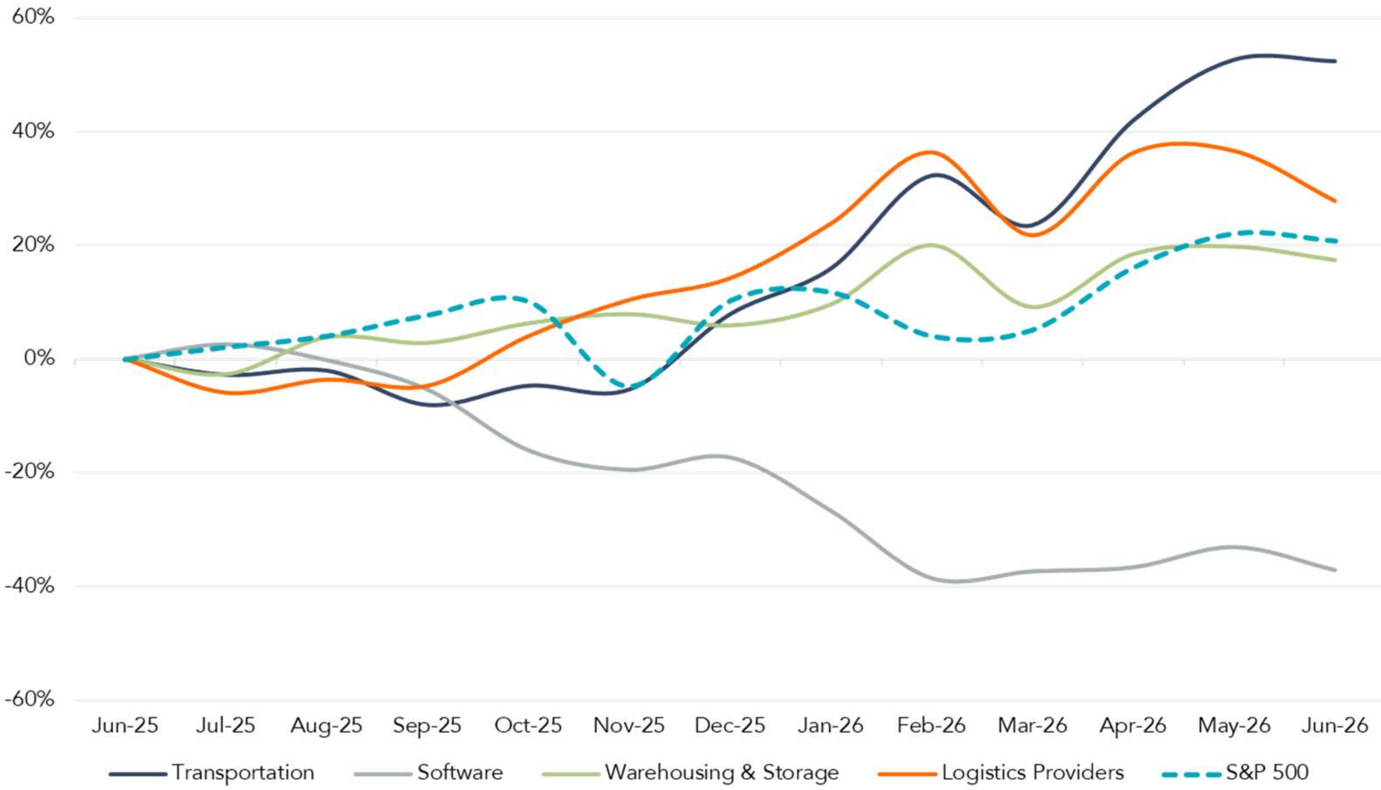
		Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
Company Name	Symbol	Market Cap ($ in Mil)	Price ($)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
W.W. Grainger	GWW	$ 64,229	$ 1,360.40	29.3%	34.8%	97.8%	9.5%	15.7%	NM	23.1x	36.6x	NM	19.1x
Applied Industrial Technologies	AIT	12,498	338.15	39.7%	31.7%	97.9%	7.3%	12.3%	2.6x	21.4x	32.0x	2.4x	19.5x
MSC Industrial Direct	MSM	6,641	118.95	31.7%	41.4%	97.8%	9.6%	10.3%	1.9x	18.1x	32.0x	1.7x	13.6x
DNOW	DNOW	2,368	12.97	(9.2%)	(2.1%)	75.1%	51.0%	(3.7%)	0.9x	NM	NM	0.6x	10.8x
Segment Average				22.9%	26.5%	92.2%	19.3%	8.6%	1.8x	20.9x	33.5x	1.6x	15.7x
Segment Median				30.5%	33.3%	97.8%	9.5%	11.3%	1.9x	21.4x	32.0x	1.7x	16.3x

Source: Pitchbook Financial Data and Analytics

LOGISTICS PUBLIC BASKET

LOGISTICS SEGMENTS VS. S&P 500

Segment Market Cap Performance – Running 12 Months



TRANSPORTATION

		Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
Company Name	Symbol	Market Cap ($ in Mil)	Price ($)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Old Dominion Freight Line	ODFL	$ 45,046	$ 216.60	28.6%	38.1%	85.9%	11.8%	31.2%	NM	NM	45.2x	NM	NM
J.B. Hunt Transport Services	JBHT	27,293	289.43	91.6%	48.9%	98.6%	18.4%	13.3%	2.4x	17.8x	44.9x	2.0x	14.1x
Knight-Swift Transportation Holdings	KNX	12,653	77.87	69.0%	48.9%	94.0%	13.3%	13.1%	2.0x	15.4x	NM	1.8x	10.3x
Saia	SAIA	11,204	421.16	47.3%	29.0%	85.1%	15.4%	18.5%	3.5x	18.9x	44.2x	3.0x	15.4x
Ryder System	R	10,206	263.77	56.4%	37.8%	92.8%	6.6%	26.1%	1.5x	5.5x	21.9x	1.4x	6.3x
Landstar System	LSTR	7,017	206.81	42.4%	43.9%	90.5%	17.2%	4.4%	1.4x	NM	57.1x	1.2x	19.6x
Schneider National	SNDR	6,397	36.53	45.9%	37.7%	93.0%	8.8%	10.7%	1.2x	10.8x	65.2x	1.1x	8.4x
Matson	MATX	5,818	192.23	68.0%	55.6%	94.7%	7.1%	23.8%	1.9x	8.1x	14.2x	1.8x	8.4x
ArcBest	ARCB	3,196	143.54	75.2%	93.5%	81.2%	14.2%	6.5%	0.9x	13.6x	59.1x	0.8x	8.7x
Werner Enterprises	WERN	2,614	43.61	53.0%	45.3%	96.3%	22.7%	10.4%	1.2x	11.2x	NM	1.0x	7.6x
Marten Transport	MRTN	1,416	17.35	29.1%	52.5%	93.9%	8.4%	14.3%	1.6x	10.9x	NM	1.4x	NM
Heartland Express	HTLD	1,179	15.22	70.4%	68.5%	91.5%	0.7%	14.0%	1.7x	12.0x	NM	1.7x	6.9x
Universal Logistics Holdings	ULH	390	14.80	(46.1%)	(2.6%)	48.1%	1.5%	4.7%	0.8x	17.8x	NM	0.8x	NM
Segment Average				48.5%	45.9%	88.1%	11.2%	14.7%	1.7x	12.9x	44.0x	1.5x	10.6x
Segment Median				53.0%	45.3%	92.8%	11.8%	13.3%	1.5x	12.0x	45.1x	1.4x	8.6x

Source: Pitchbook Financial Data and Analytics

DISTRIBUTION & LOGISTICS REPORT

LOGISTICS PUBLIC BASKET (CONTINUED)

SOFTWARE

		Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
Company Name	Symbol	Market Cap ($ in Mil)	Price ($)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Manhattan Associates	MANH	$ 8,239	$ 139.25	(29.7%)	(19.7%)	56.3%	9.3%	27.0%	7.3x	27.1x	39.1x	6.7x	18.7x
Descartes Systems Group	DSGX	5,923	69.24	(32.1%)	(21.0%)	63.5%	10.7%	42.5%	7.4x	17.3x	34.6x	6.7x	14.3x
SPS Commerce	SPSC	2,099	57.17	(58.8%)	(35.9%)	39.8%	8.3%	23.8%	2.6x	10.8x	23.8x	2.4x	7.0x
Segment Average				(40.2%)	(25.5%)	53.2%	9.4%	31.1%	5.8x	18.4x	32.5x	5.2x	13.3x
Segment Median				(32.1%)	(21.0%)	56.3%	9.3%	27.0%	7.3x	17.3x	34.6x	6.7x	14.3x

WAREHOUSING & STORAGE

		Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
Company Name	Symbol	Market Cap ($ in Mil)	Price ($)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
Prologis	PLD	$ 126,304	$ 135.47	27.1%	6.1%	90.2%	(0.2%)	88.1%	NM	20.9x	34.0x	NM	23.8x
Public Storage	PSA	55,878	318.31	6.8%	22.7%	95.9%	4.4%	68.8%	14.5x	21.0x	32.9x	13.8x	19.7x
Extra Space Storage	EXR	30,696	145.30	(3.5%)	11.6%	93.6%	3.8%	65.4%	13.3x	20.3x	32.6x	12.8x	18.9x
First Industrial	NYS: FR	8,128	61.31	26.8%	7.1%	94.8%	9.9%	85.0%	14.5x	17.0x	23.7x	13.2x	19.0x
STAG Industrial	STAG	7,277	38.06	4.2%	3.5%	95.2%	8.9%	79.7%	12.2x	15.4x	29.5x	11.2x	15.5x
AmeriCold Logistics	COLD	4,485	15.72	(5.6%)	22.2%	91.8%	(2.5%)	14.5%	3.5x	23.9x	NM	3.6x	15.8x
Segment Average				9.3%	12.2%	93.6%	4.0%	66.9%	11.6x	19.8x	30.5x	10.9x	18.8x
Segment Median				5.5%	9.3%	94.2%	4.1%	74.3%	13.3x	20.6x	32.6x	12.8x	18.9x

LOGISTICS PROVIDERS

		Market Stats					Operating Stats		LTM Multiples			NTM Multiples	
Company Name	Symbol	Market Cap ($ in Mil)	Price ($)	LTM Change	YTD Change	% of 52 Week High	Est. Revenue Growth	EBITDA Margin	TEV/ Rev	TEV/ EBITDA	Price/ EPS	TEV/ NTM Revenue	TEV/ NTM EBITDA
United Parcel Service	UPS	$ 91,376	$ 107.50	2.9%	8.4%	87.8%	4.5%	13.2%	1.3x	9.8x	17.4x	1.2x	9.0x
FedEx	FDX	74,715	313.13	65.9%	34.6%	90.7%	4.4%	11.8%	1.1x	9.8x	16.9x	1.1x	9.5x
DHL Group	ETR: DHL	67,864	60.63	30.3%	10.2%	97.9%	3.6%	13.5%	1.0x	7.2x	16.9x	0.9x	6.7x
XPO	XPO	24,103	205.29	58.6%	51.0%	88.5%	9.4%	14.6%	3.4x	23.0x	NM	NM	18.1x
C.H. Robinson Worldwide	CHRW	22,200	188.34	91.6%	17.2%	92.6%	8.3%	5.5%	1.5x	NM	NM	1.4x	20.0x
Expeditors International of Washington	EXPD	21,316	162.98	38.1%	9.4%	96.7%	7.1%	10.2%	1.8x	18.0x	26.4x	1.7x	16.8x
Park Ohio Holdings	PKOH	554	38.45	110.1%	83.6%	97.8%	7.0%	6.5%	0.7x	11.4x	21.8x	0.7x	8.7x
Forward Air	FWRD	427	13.51	(45.5%)	(46.0%)	41.6%	3.3%	7.7%	1.0x	13.1x	NM	1.0x	8.2x
Segment Average				44.0%	21.1%	86.7%	5.9%	10.4%	1.5x	13.2x	19.9x	1.1x	12.1x
Segment Median				48.4%	13.7%	91.6%	5.8%	11.0%	1.2x	11.4x	17.4x	1.1x	9.2x

Source: Pitchbook Financial Data and Analytics

DISTRIBUTION & LOGISTICS REPORT

U.S. M&A ACTIVITY SNAPSHOT

OVERALL U.S. M&A ACTIVITY

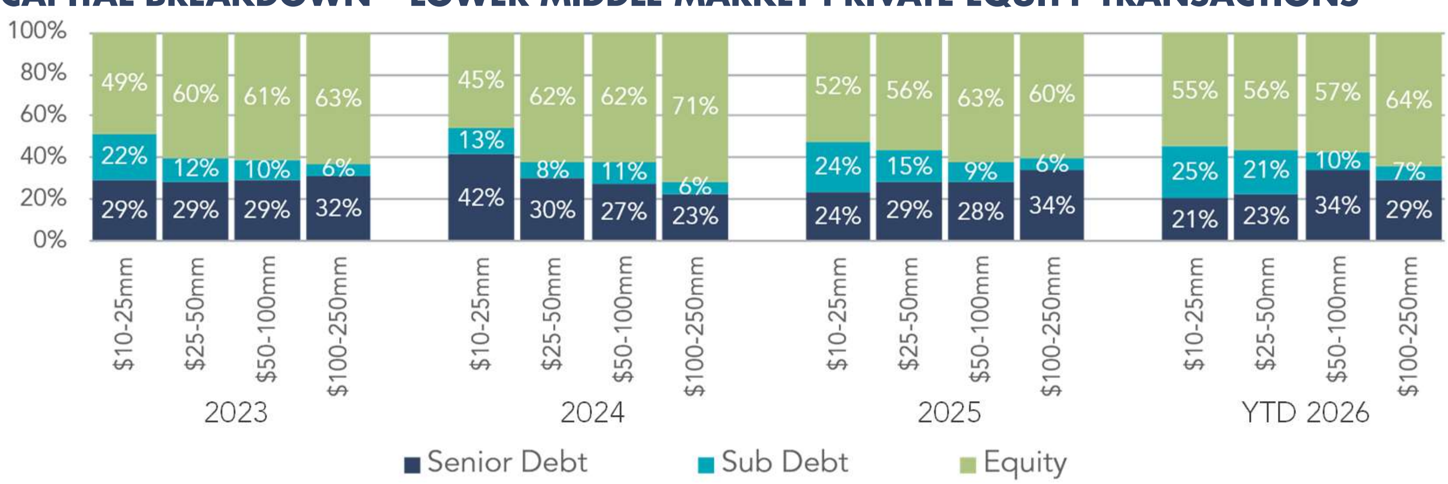
Source: PitchBook Financial Data and Analytics

LOWER MIDDLE MARKET PRIVATE EQUITY TRANSACTION MULTIPLES

EBITDA Multiples By Transaction Size

Source: GF Data®

CAPITAL BREAKDOWN – LOWER MIDDLE MARKET PRIVATE EQUITY TRANSACTIONS



Note: The most current source of GF Data is as of May 2026.

Source: GF Data®

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DISTRIBUTION & LOGISTICS REPORT

COMPREHENSIVE DISTRIBUTION & LOGISTICS EXPERTISE

With ownership and operations backgrounds in both logistics and distribution, our team has the depth of experience and industry expertise that you want on your side. Our team is active in the marketplace and consults regularly for dealership network peer groups on increasing transferable value. Let us help you understand the market and maximize the value of your transactions.

Our specialties in Logistics include:

- ❑ Trucking
- ❑ Logistics Software
- ❑ Warehousing and Storage
- ❑ Logistics Providers

Our specialties in Distribution include:

- ❑ Consumer Products
- ❑ Electronic Components
- ❑ Industrial
- ❑ Healthcare

CONTACT US

Scott Mitchell
Managing Director
Distribution & Logistics Team
720.221.9220
smitchell@sdrventures.com

Dalton Bach
Associate
Distribution & Logistics Team
720.221.9220
dbach@sdrventures.com

RECENT SDR TRANSACTIONS

SDR has completed numerous transactions in Distribution & Logistics, most recently:

boxzooka
technology driven fulfillment
Received a Majority Growth Investment From
Tower Arch Capital
SDR Ventures | SELL-SIDE TRANSACTION

Cooling Concepts Refrigerated Trailer Leasing
Has been acquired by
Star Leasing Company
A portfolio company of
I Squared Capital
SDR Ventures | SELL-SIDE TRANSACTION

MVA Medium Voltage Accessory Supply, Inc.
Has been acquired by
Radwell
A portfolio company of
CVC Capital Partners
SDR Ventures | SELL-SIDE TRANSACTION

spinnaker SCA
A merger of
SCA
Spinnaker Delivering Supply Chain Excellence
Has been acquired by
Black Lake Capital
SDR Ventures | SELL-SIDE TRANSACTION

The Manufactured Housing Supplier
Westland Distributing Inc.
Has been acquired by
Ogdon Ventures
SDR Ventures | SELL-SIDE TRANSACTION

HDA Hardlines Distribution Alliance
Merges with
NATS
SDR Ventures | BUY-SIDE TRANSACTION

SDR SERVICE OFFERINGS

SELL-SIDE ADVISORY

PRIVATE CAPITAL FORMATION

BUY-SIDE ADVISORY

EXIT PREPARATION

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