

**M&A Market Analysis and
Capital Markets Update**
Quarterly

Transportation & Logistics Services Report

A Middle-Market Perspective on the Transportation & Logistics Industry



Bret Schoch
Managing Director
bschoch@rwbaird.com
312 609-4965

Jonathan J. Harrison
Managing Director, Europe
jjharrison@rwbaird.com
+44 (0) 20 7667 8414

Tyler Pace
Vice President
tpace@rwbaird.com
312 609-4672

Peter Kies
Managing Director, Head of Business Services
Pkies@rwbaird.com
414 765-7262

Lance Lange
Managing Director, Equity Capital Markets
llange@rwbaird.com
414 765-7079

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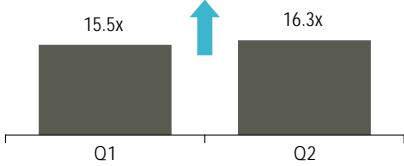

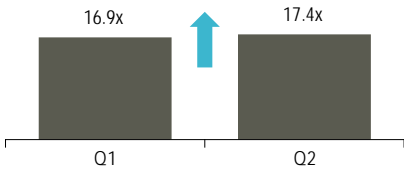

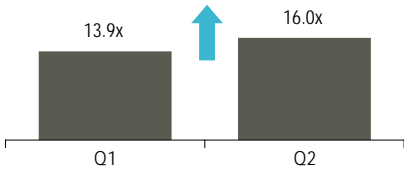

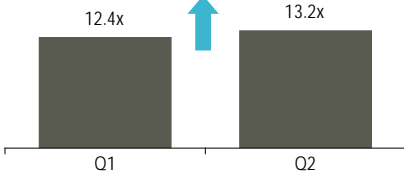

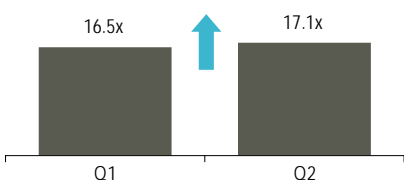
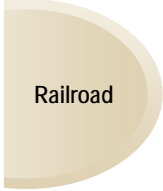
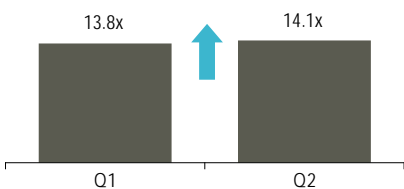
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The following report has been prepared by the Investment Banking Department of Robert W. Baird & Co. This report is an overview and analysis of consolidation trends and is not intended to provide investment recommendations on any specific industry or company. A complete listing of all companies covered by Baird U.S. Equity Research and applicable research disclosures can be accessed at <http://www.rwbaird.com/researchdisclosure>. You can also call 1-800-792-2473 or write: Robert W. Baird & Co., Equity Research, 24th Floor, 777 E. Wisconsin Avenue, Milwaukee, WI 53202.

Quarterly Report Overview

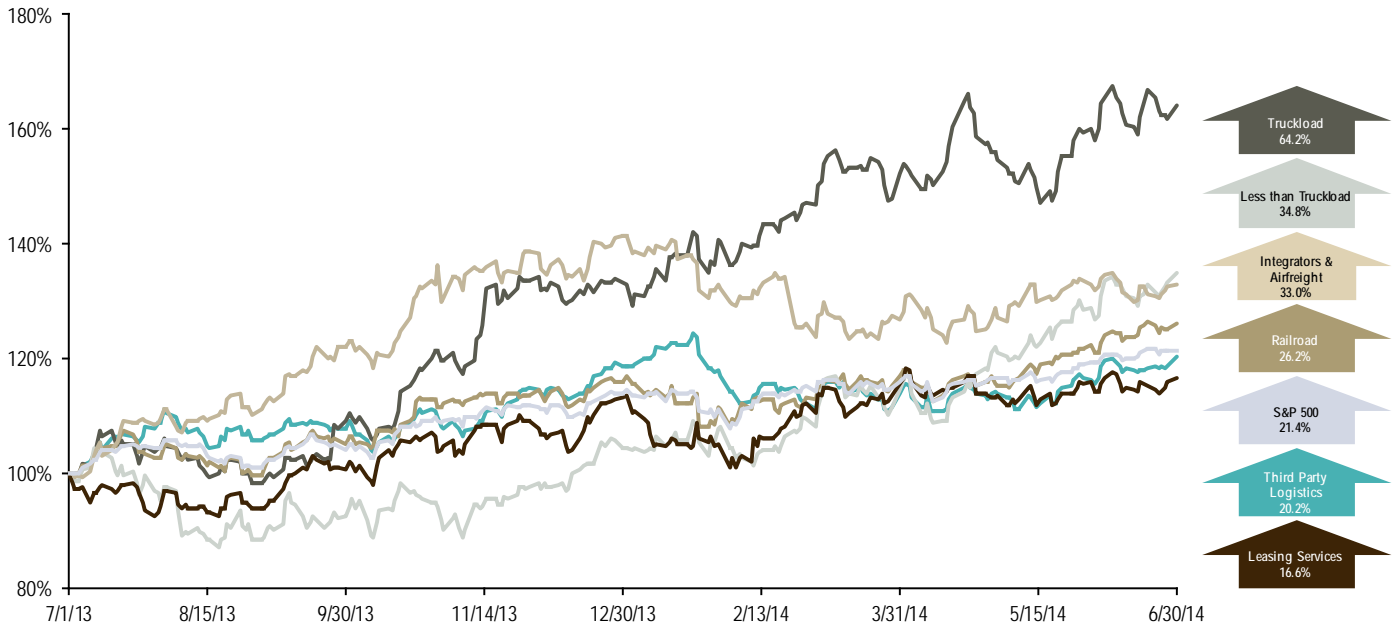
The Transportation and Logistics Services report, created by Baird's Investment Banking Department, highlights capital markets trends and events that impact middle-market companies within these sectors. Detailed below are the report's six areas of focus and representative companies within each group. The statistics at the right of each group represent the current median for the group and the arrows indicate movement up or down from last quarter.

 <p>Third Party Logistics</p>	<p>C.H. Robinson Echo Global Logistics Expeditors International Forward Air Corp Hub Group J.B. Hunt Trans. Kuehne & Nagel Landstar</p>	<p>Panalpina World Trans. Quality Distribution Roadrunner Trans. Systems Universal Truckload UTi Worldwide XPO Logistics</p>	<p>Quarterly Change in Stock Price</p> <p>↑</p> <p>3.7%</p>	<p>LTM EBIT Multiple</p>  <p>15.5x 16.3x</p> <p>Q1 Q2</p>
 <p>Truckload</p>	<p>Celadon Group Covenant Trans. Heartland Express Knight Transportation</p>	<p>Marten Trans. Swift Transportation USA Truck Werner Enterprises</p>	<p>↑</p> <p>1.9%</p>	<p>LTM EBIT Multiple</p>  <p>16.9x 17.4x</p> <p>Q1 Q2</p>
 <p>Less Than Truckload</p>	<p>ArcBest Corporation Con-way Old Dominion</p>	<p>Saia Vitran Corporation YRC Worldwide</p>	<p>↑</p> <p>14.7%</p>	<p>LTM EBIT Multiple</p>  <p>13.9x 16.0x</p> <p>Q1 Q2</p>
 <p>Integrators & Airfreight</p>	<p>Atlas Air Deutsche Post FedEx Corp Post NL NV United Parcel Service</p>		<p>↑</p> <p>3.3%</p>	<p>LTM EBIT Multiple</p>  <p>12.4x 13.2x</p> <p>Q1 Q2</p>
 <p>Leasing Services</p>	<p>CAI International GATX Corp. Ryder TAL International Group Textainer Group Holdings</p>		<p>↓</p> <p>(0.3%)</p>	<p>LTM EBIT Multiple</p>  <p>16.5x 17.1x</p> <p>Q1 Q2</p>
 <p>Railroad</p>	<p>Canadian National CSX Genesee & Wyoming</p>	<p>Kansas City Southern Norfolk Southern Union Pacific</p>	<p>↑</p> <p>5.8%</p>	<p>LTM EBIT Multiple</p>  <p>13.8x 14.1x</p> <p>Q1 Q2</p>

Source: Capital IQ. As of June 30, 2014.
Please see glossary on page 26 for definitions and other important information.

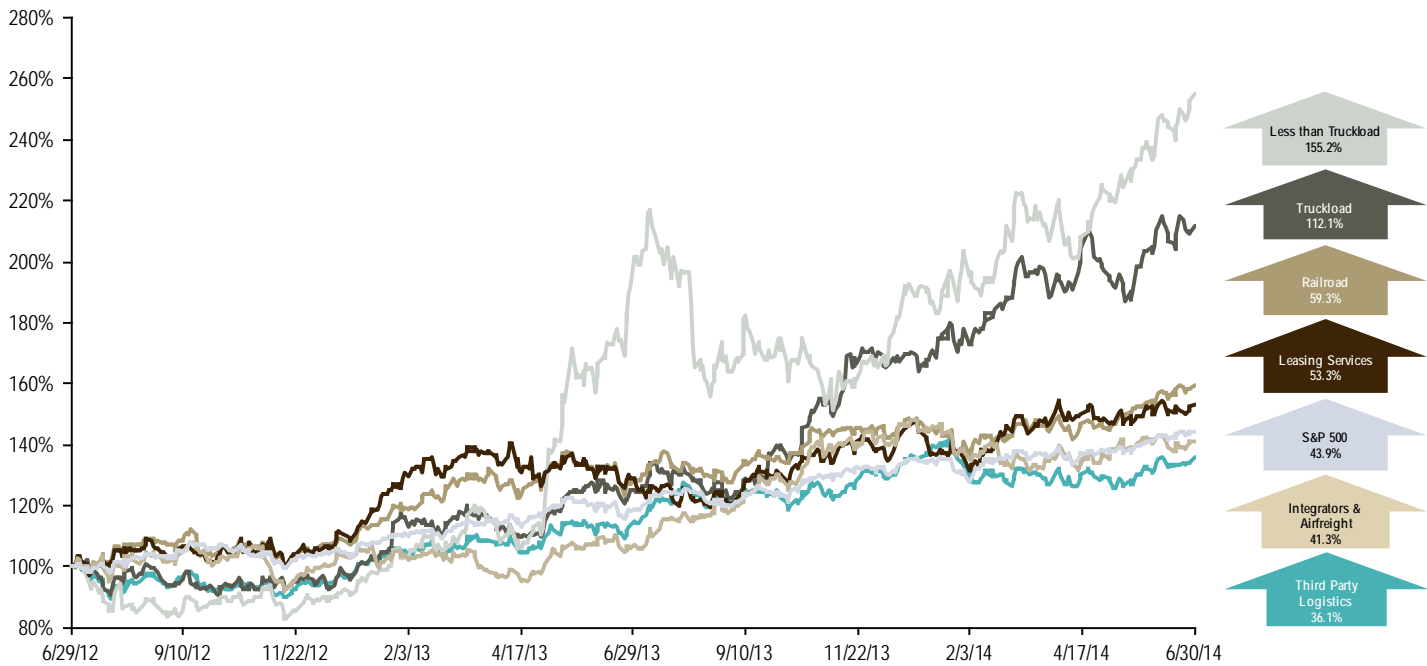
Quarterly Report Overview

LTM Stock Price Performance



Source: Capital IQ. As of June 30, 2014.
 A list of companies comprising each index may be found on page 1.
 The S&P 500 Index is an unmanaged index commonly used to measure common stock total performance.

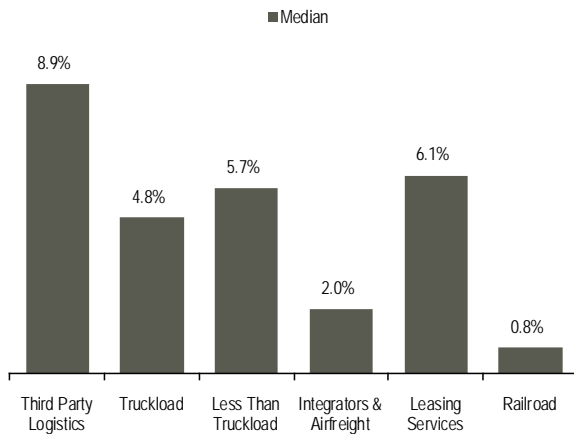
2-Year Stock Price Performance



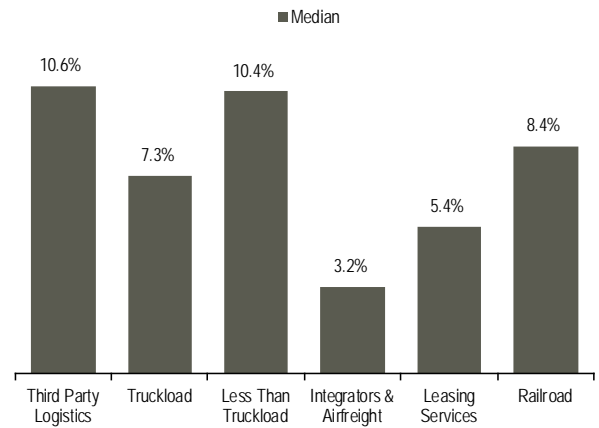
Source: Capital IQ. As of June 30, 2014.
 A list of companies comprising each index may be found on page 1.
 The S&P 500 Index is an unmanaged index commonly used to measure common stock total performance.
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T&L – Q1 2014 Actual & Q2 2014 Actual Growth

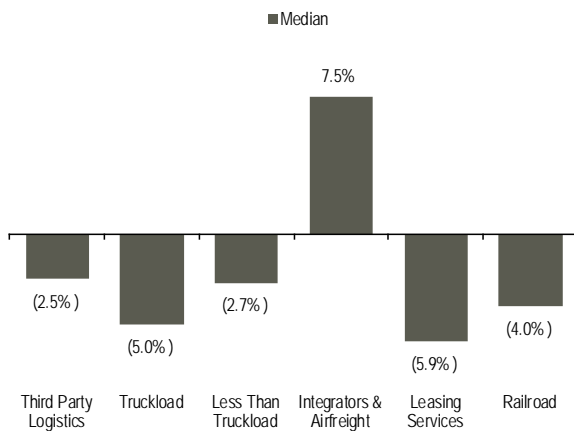
Q1 14 Revenue Growth



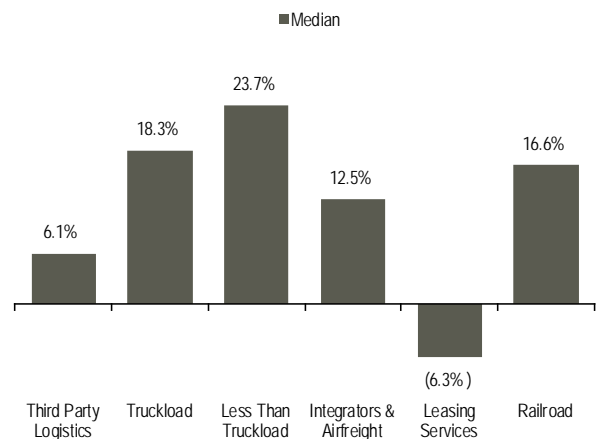
Q2 14 Revenue Growth



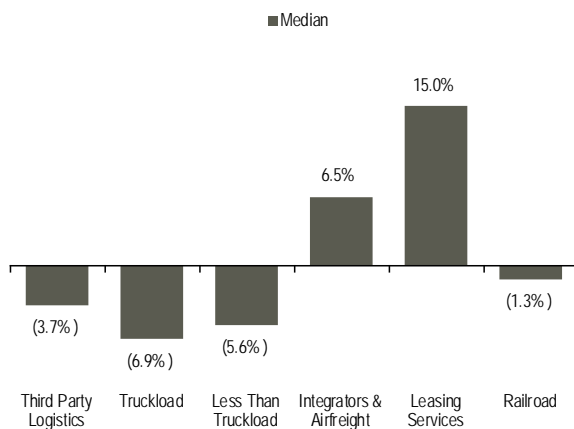
Q1 14 EBIT Growth



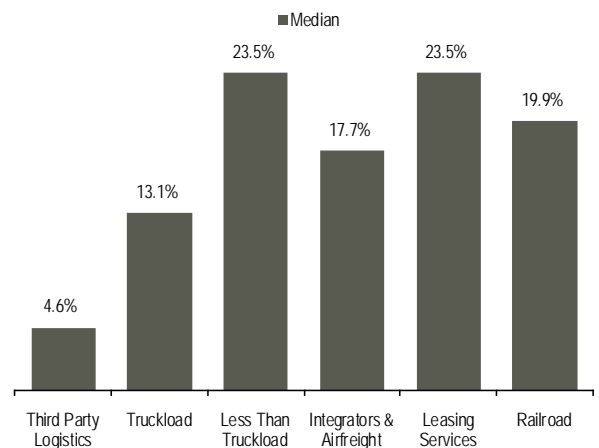
Q2 14 EBIT Growth



Q1 14 EPS Growth



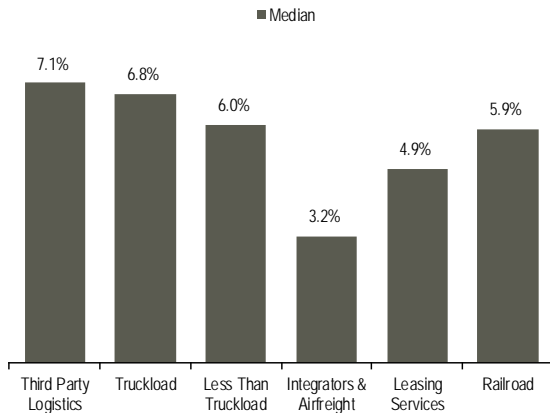
Q2 14 EPS Growth



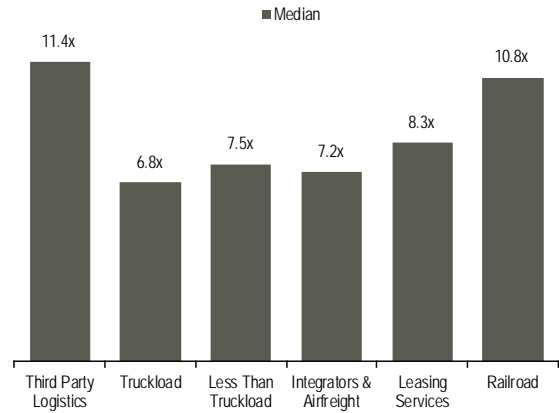
Source: Capital IQ and company press releases. As of June 30, 2014.

T&L – Select Projected Operating / Valuation Metrics

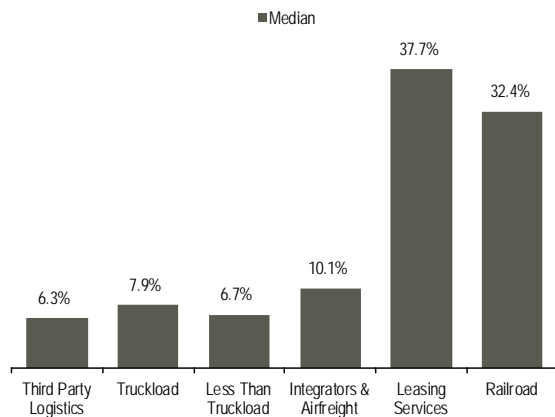
2014 Consensus Revenue Growth



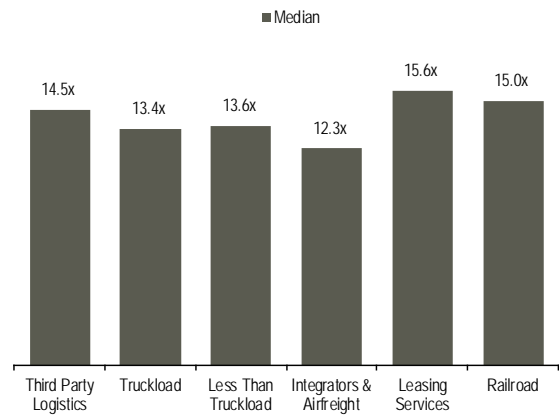
2014 EBITDA Multiple



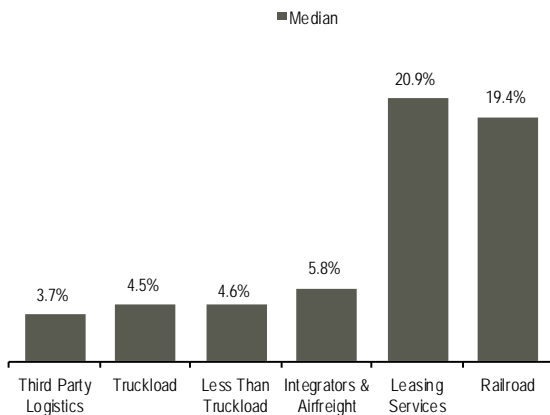
2014 Consensus EBIT Margins



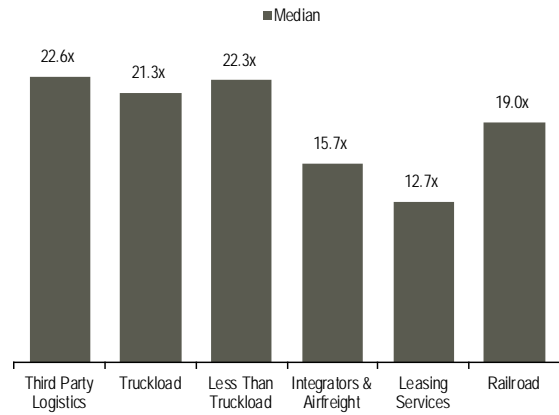
2014 EBIT Multiple



2014 Consensus Net Income Margins



2014 P/E



Source: Capital IQ. As of June 30, 2014.
Please see glossary on page 26 for definitions and other important information.

T&L – Select Equity Research Commentary

Baird's top-ranked* research department provides active, highly quality equity research on various transportation & logistics companies. Excerpts from recent research notes are below. Click on the quote to read the entire note and related disclosures. For detailed information on Baird's Transportation & Logistics Research, click [here](#)



"4Q13's KNX's hybrid model is ideally positioned for growth this cycle...truckload fundamentals this cycle favor carriers, and in particular hybrid operating models such as KNX's. Its low-cost operating model provide share gains in the asset-based trucking market, and shipper concerns about capacity this cycle provide non-asset based growth via its emerging."

— Research note on July 24, 2014



"Current conditions favor LSTR's model: spot activity has been strong during 1H14, particularly within the industrial end-markets serviced by flatbed trucking capacity. Conditions are expected to remain favorable for models exposed to transactional volumes during 2H14, as driver recruitment challenges limit capacity availability and industrial-end market growth remains solidly positive."

— Research note on July 24, 2014



"2Q14 EPS was above consensus estimates and generally within investor expectations. Volume growth accelerated (carload growth +7.9% yoy, from -1.2% in 1Q14 and +3.3% yoy in 2013) as 1Q14's weather challenges subsided and economic activity recovered. Baird expects volume, revenue and EPS growth to decelerate in 2H14 as economic conditions stabilize and NSC continues to commit resources to its network in an attempt to normalize network fluidity."

— Research note on July 24, 2014



"Below-consensus 2Q14 operating result (in-line EPS helped by gains) and lowered 2014 outlook on intensifying driver recruitment/retention issues, limiting fleet productivity and adding pressure to margins. Lack of operating leverage from strengthening pricing growth during 2014 a surprise to investors; however, continued improvement in truckload fundamentals likely, leaving SWFT's long-term investment thesis intact."

— Research note on July 28, 2014

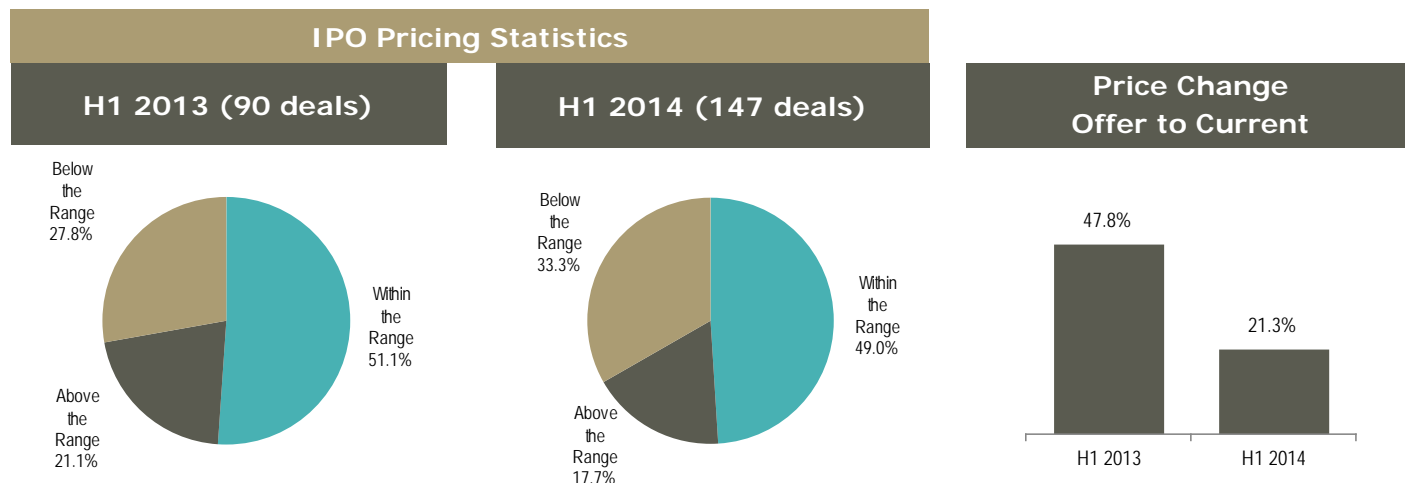
(1) *Greenwich Associates U.S. Equity Investors – Small / Mid-Cap Funds, May 2013. Surveys conducted with 88 U.S. small-cap and mid-cap fund managers.

Equity Activity – Market Overview

IPO PRICING ACTIVITY

In H1 2014 there were 209 IPOs filed and 147 priced, raising \$35.1 billion, compared to 111 IPOs filed and 90 priced raising \$23.2 billion during the same period last year.

- Median deal size was \$104.6 million and the median post-offering market capitalization was \$439.0 million



Source: Dealogic as of June 30, 2014.
 Note: Excludes deals under \$15 million.

FOLLOW-ON OFFERING PRICING ACTIVITY

In H1 2014, there were 308 follow-on offerings, of which 91 were traditional and 217 were shelf takedowns, compared to 270 follow-on offerings, of which 46 were traditional and 224 were shelf takedowns during the same period last year.

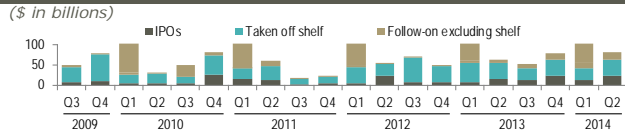
- Median deal size was \$115.4 million



Source: Dealogic as of June 30, 2014.
 Note: Follow-on offering pricing and performance statistics exclude bought deals and deals under \$15 million.

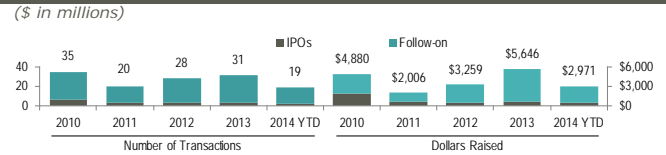
Equity Activity – T&L

Aggregate Offering Activity



Source: Dealogic. Excludes closed-end funds. June 30, 2014.

Relevant Activity



Recent Relevant Offerings

(\$ in millions)

Issuer	Type of Issuance	Pricing Date	Day Filed / Offer	Mkt. Cap	Amount Offered	% Change			
						File / Offer ⁽¹⁾	Last Trade / Offer	Offer / Current	
GasLog Partners LP Owner and operator of liquefied natural gas (LNG) carriers engaged in long-term LNG transportation.	IPO	05/06/14	29	\$439.00	\$202.86	5.0%	N/A	59.3%	
CHC Group Ltd Operator of helicopters primarily used to facilitate large, long-distance crew changes on offshore production facilities and drilling rigs.	IPO	01/16/14	119	775.2	310.0	(41.2%)	N/A	(15.2%)	
Controladora Vuela Compania de Aviacion SAB de CV Commercial flight airline.	IPO	09/17/13	103	1,006.8	346.1	(3.7%)	N/A	20.8%	
Ardmore Shipping Corp Transportation of petroleum products and chemicals worldwide to oil companies.	IPO	07/31/13	33	252.7	140.0	(12.5%)	N/A	(4.2%)	
KNOT Offshore Partners LP Operator of shuttle tankers.	IPO	04/09/13	40	390.7	179.9	5.0%	N/A	15.0%	
Delek Logistics Partners LP Operate, acquire, construct, transport and store crude oil.	IPO	11/01/12	112	514.3	193.2	5.0%	N/A	43.1%	
Erickson Air-Crane Inc. Manufacturer and operator of heavy-lift helicopters. Provider of firefighting, logging, construction, and air rescue services.	IPO	04/11/12	700	76.8	38.4	(42.9%)	N/A	97.5%	
				Mean	\$563.1	\$228.7	(7.1%)	N/A	18.3%
				Median	476.7	198.0	0.7%	N/A	17.9%
Golar LNG Ltd Provider of transportation services for gas and other bulk goods.	FO	06/24/14	0	\$5157.83	683.10	(2.4%)	(2.4%)	13.7%	
KNOT Offshore Partners LP Operator of shuttle tankers.	FO	06/24/14	1	654.14	135.04	(4.9%)	(4.9%)	0.8%	
Nordic American Offshore Ltd Shipping company that owns and charters tankers for oil transportation.	FO	06/11/14	86	373.86	94.12	(5.9%)	(3.5%)	23.8%	
Top Ships Inc Fleet of tankers corporation.	FO	06/05/14	78	55.01	21.32	33.3%	(31.0%)	(9.5%)	
Dorian LPG Ltd LPG shipping company.	FO	05/07/14	61	1098.66	139.66	0.0%	(1.2%)	16.3%	
StealthGas Inc Provides seaborne transportation services to LPG (Liquid Petroleum Gas) producers.	FO	04/30/14	0	395.94	20.00	(3.1%)	(3.1%)	4.1%	
Universal Truckload Services Inc Provider of transportation services.	FO	04/29/14	1	807.6	54.34	(3.0%)	(3.0%)	(1.5%)	
Tsakos Energy Navigation Ltd Provider of world-wide marine transportation services.	FO	04/24/14	1	707.18	92.35	(12.6%)	(12.6%)	(3.6%)	
GasLog Ltd Midstream gas company engaged in the gas shipping and the marine gas sector.	FO	04/11/14	1	2016.73	116.08	(4.6%)	(4.6%)	16.6%	
Nordic American Tankers Ltd Midstream gas company engaged in the gas shipping and the marine gas sector.	FO	04/07/14	0	843.66	118.96	(8.9%)	(8.9%)	3.9%	
Paragon Shipping Inc A provider of shipping services worldwide.	FO	02/12/14	1	\$180.1	\$42.4	(14.6%)	(14.6%)	15.7%	
Navios Maritime Partners LP Owner and operator of drybulk carriers.	FO	02/11/14	1	1,428.7	109.4	(4.6%)	(4.6%)	4.9%	
StealthGas Inc Provides seaborne transportation services to LPG (Liquid Petroleum Gas) producers	FO	02/11/14	0	233.3	33.0	0.0%	0.0%	15.5%	
Tsakos Energy Navigation Ltd Provider of world-wide marine transportation services.	FO	01/31/14	1	538.2	86.4	(11.1%)	(11.1%)	(1.2%)	
XPO Logistics Inc Provides transportation logistics management and support services.	FO	01/30/14	3	1,157.1	375.0	(8.9%)	(1.7%)	9.2%	
GasLog Ltd Midstream gas company engaged in the gas shipping.	FO	01/16/14	1	1,351.0	172.1	(9.9%)	(1.4%)	(1.2%)	
Scorpio Bulkers Inc Operator of a fleet of mid-size dry bulk carriers.	FO	12/11/13	28	1,399.8	350.9	0.6%	(4.3%)	0.5%	
Golar LNG Partners LP Owns and operates floating storage and regasification units (or FSRUs) and LNG carriers under long-term charters.	FO	12/6/13	1	1,412.8	251.6	(4.3%)	(4.3%)	1.2%	
Nordic American Tankers Ltd Shipping company that owns and charters tankers for oil transportation.	FO	11/22/13	1	542.1	65.0	(9.9%)	(9.9%)	(3.1%)	
Seaspan Corp Marine transportation company.	FO	11/20/13	1	1,624.9	77.0	(6.1%)	(6.1%)	(1.2%)	
Genesee & Wyoming Inc Operates short line and regional railroads.	FO	11/14/13	1	5,400.3	582.6	(1.5%)	(1.5%)	(0.9%)	
Baltic Trading Ltd Drybulk shipping company.	FO	11/13/13	1	246.1	58.2	(6.1%)	(6.1%)	3.5%	
Safe Bulkers Inc Provider of marine drybulk transportation services.	FO	11/13/13	1	671.8	42.7	(8.8%)	(8.8%)	2.8%	
Avianca Holdings SA Airline company operator.	FO	11/06/13	48	2,077.7	408.6	(18.9%)	(9.6%)	(1.5%)	
				Mean	\$1,265.60	\$172.08	(4.8%)	(6.6%)	4.5%
				Median	825.63	101.76	(5.4%)	(4.6%)	2.0%

(1) For IPO, lists if the offering was In, Above or Below the filing range.

(2) Indicates foreign issuers that can initially file on a confidential basis.

Source: Dealogic and Capital IQ. As of June 30, 2014.

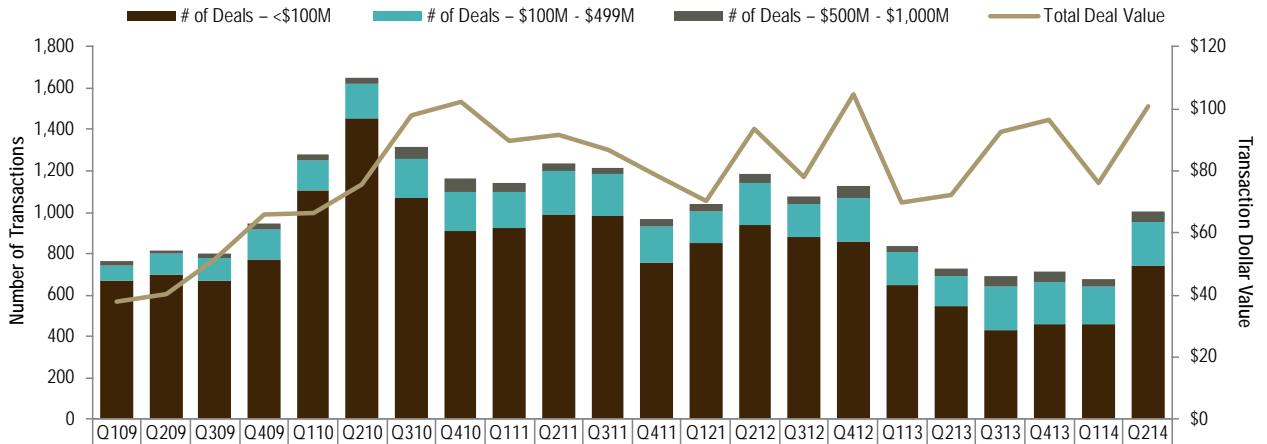
Note: Offerings chosen by Robert W. Baird & Co. Investment Banking for relevance to the transportation and logistics services subsectors.

M&A Activity – Market Overview

Quarterly M&A Volume Trends – U.S. Middle Market

(\$ in billions)

For 2014, there have been a total of 1,004 disclosed middle-market transactions, up from the 734 transactions in 2013.



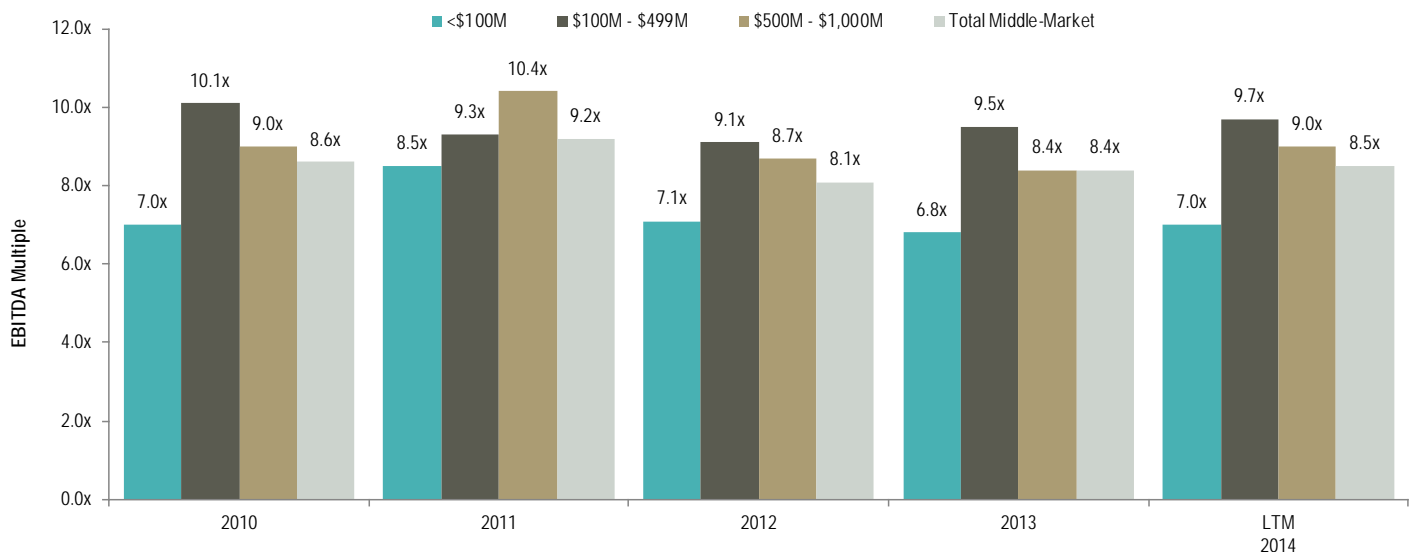
	Q109	Q209	Q309	Q409	Q110	Q210	Q310	Q410	Q111	Q211	Q311	Q411	Q112	Q212	Q312	Q412	Q113	Q213	Q313	Q413	Q114	Q214
# of Deals – \$500M - \$1,000M	16	11	24	28	27	33	52	61	48	36	34	34	31	45	36	59	33	37	50	51	36	51
# of Deals – \$100M - \$499M	75	102	107	147	143	169	194	186	174	214	202	170	155	198	154	210	159	148	211	203	184	214
# of Deals – <\$100M	670	701	673	768	1,107	1,451	1,067	913	922	986	980	760	852	942	884	857	648	544	430	462	456	739
Total Deal Value	\$38	\$41	\$52	\$66	\$66	\$76	\$98	\$102	\$89	\$91	\$87	\$79	\$70	\$93	\$78	\$105	\$70	\$72	\$93	\$97	\$76	\$101

Source: Dealogic and Robert W. Baird & Co. M&A Market Analysis.

Note: Middle-market transactions defined as those with a disclosed value of less than \$1 billion.

U.S. EBITDA Multiples by Deal Value

Current closed deal multiples have increased compared to recent years. In LTM 2014, for all middle-market transactions across all industry sectors, the median Enterprise Value / EBITDA multiple was 8.4x, down from 8.5x the same period in 2013.



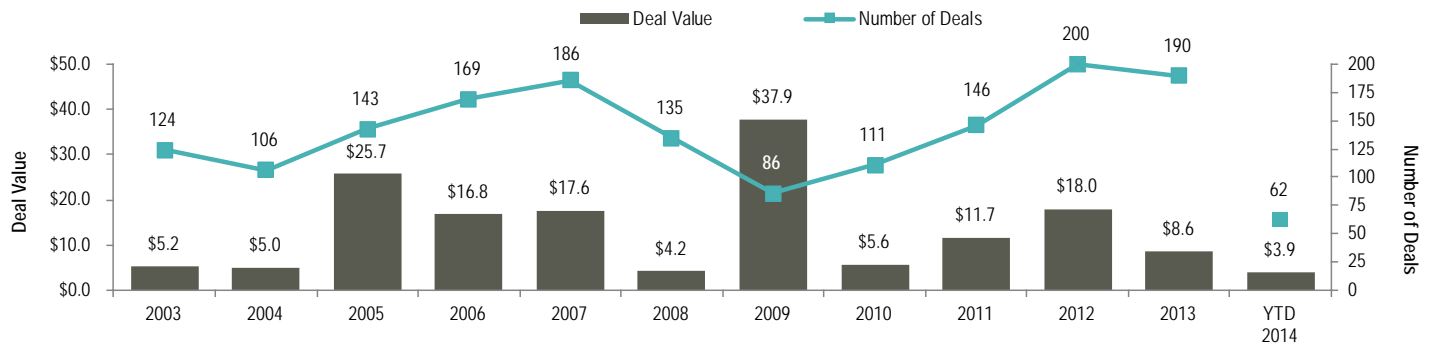
Source: Capital IQ and Robert W. Baird & Co. M&A Market Analysis.

Note: Middle-market transactions defined as those with a disclosed value of less than \$1 billion. LTM as of June 30, 2014.

M&A Activity – T&L

Mergers & Acquisitions

(\$ in billions)



Source: Dealogic, Capital IQ and Robert W. Baird & Co. M&A Market Analysis. Number of deals reflects transactions with disclosed and undisclosed deal size. As of June 30, 2014.

Note: Deals classified by announcement date.

Recent Transportation Related Transactions

(\$ in millions)

Date Effective	Target Name	Acquiror Name	Enterprise Value	Enterprise Value /	
				Revenue	EBITDA
06/27/14	Le Grande Affaire Worldwide Ground Transportation	El Paseo Limousine	N/A	N/A	N/A
06/26/14	Auto Escape SA	Expedia Inc	N/A	N/A	N/A
06/26/14	Riverside Carriers	Big G Express Inc	N/A	N/A	N/A
06/26/14	Rent A Toll Ltd	American Traffic Solutions	N/A	N/A	N/A
06/25/14	Hydralift Industrial Truck Inc	Norris Automotive Group	N/A	N/A	N/A
06/18/14	North American Custom Specialty Vehicles LLC	Global Digital Solutions Inc	3.7	N/A	N/A
06/17/14	MGD Ltd	Allied Group	N/A	N/A	N/A
06/05/14	Freightliner of Evansville	Truck Centers Inc	N/A	N/A	N/A
06/02/14	PHH Arval	Element Financial Corp	\$1400.0	N/A	N/A
06/02/14	Transport Corp of America Inc	TransForce Inc (Canada)	310.0	N/A	N/A
05/30/14	Advantage Rent-A-Car (10 Locations)	Hertz Global Holdings Inc	3.5	N/A	N/A
05/30/14	Advantage Rent-A-Car (12 Locations)	Avis Budget Group Inc	6.0	N/A	N/A
05/29/14	TripPak Services	Pegasus TransTech	N/A	N/A	N/A
05/28/14	Sand Springs Railway Co	Broe Group	N/A	N/A	N/A
05/27/14	Pic-N-Pac Storage	AMERCO Inc	N/A	N/A	N/A
05/20/14	IJS Global Inc	Nimbus BV	N/A	N/A	N/A
05/14/14	Movie Movers Inc	Quixote Studios	N/A	N/A	N/A
05/13/14	One Stop Logistics Inc	Echo Global Logistics Inc	37.3	N/A	N/A
05/10/14	Supaswift (Pty) Ltd (Operations in South Africa, Malawi, Mozambique, Swaziland and Zambia)	FedEx Corp	N/A	N/A	N/A
05/10/14	Supaswift (Pty) Ltd (businesses in Botswana and Namibia)	FedEx Corp	N/A	N/A	N/A
05/07/14	J&C Trucking of Baldwin Inc	Bay & Bay Transportation Inc	N/A	N/A	N/A
05/05/14	TTG of Arizona LLC	ROAR Logistics Inc	N/A	N/A	N/A
05/03/14	Rochester Taxicab LLC	Best Ride Inc	N/A	N/A	N/A
05/01/14	CitiStorage LLC	Recall Holdings Ltd	47.2	N/A	N/A
05/01/14	Petroleum Marketers Inc	Lehigh Gas Partners LP	61.0	N/A	N/A
04/30/14	Property Portfolio (Aartselaar Business Estate, Antwerp Belgium)	CBRE Group Inc	N/A	N/A	N/A
04/25/14	Kelworth Trucking Co	PGT Trucking Inc	N/A	N/A	N/A
04/23/14	Lone Star Overnight LP	Eagle Merchant Partners	N/A	N/A	N/A
04/22/14	Daniell Transport Provider	Stampede Logistics LLC	N/A	N/A	N/A
04/21/14	DMND Inc	Latteno Food Corp	N/A	N/A	N/A
04/18/14	Nautical Technologies Inc	QuickPay Corp	N/A	N/A	N/A
04/15/14	Werkman Transport	SunVault Energy Inc	2.7	0.6x	3.4x
04/15/14	OccasionalCar	Enterprise Holdings Inc	N/A	N/A	N/A
04/15/14	Legacy Transportation Inc	Trinity Logistics Inc	N/A	N/A	N/A
04/04/14	Tank Trailer Leasing LLC	Miller Transportation Services Inc	N/A	N/A	N/A
04/03/14	Van Pool Transportation LLC (Majority%)	Fort Point Capital LLC	N/A	N/A	N/A
04/01/14	Celadon Group Inc (a portfolio of equipment leases backed by transportation assets currently operated by independent lessees)	Element Financial Corp	53.0	N/A	N/A
03/28/14	Accuship Inc	Spire Capital Partners LP	N/A	N/A	N/A
03/27/14	AutoShare CarSharing Network Inc	Enterprise Rent-A-Car Co	N/A	N/A	N/A
03/24/14	General Electric Co (GE Capital Rail Services' North American per diem boxcar fleet)	GATX Corp	340.0	N/A	N/A
03/21/14	Atlantic Restrooms	Johnny On the Spot Inc	N/A	N/A	N/A
03/20/14	Umzug Gundelfinger GmbH	SIRVA Inc	N/A	N/A	N/A
03/19/14	PAVCO Trucking Co Inc	Titan Transfer Inc	N/A	N/A	N/A
03/19/14	Life Line Ambulance Services Inc	Envision Healthcare Holdings Inc	N/A	N/A	N/A
03/19/14	MedStat EMS Inc	Envision Healthcare Holdings Inc	N/A	N/A	N/A
		Mean	\$205.9	0.6x	3.4x
		Median	47.2	0.6	3.4

Source: Dealogic and Capital IQ.

Robert W. Baird & Co.

OVERVIEW

- Baird's comprehensive M&A and capital raising capabilities make it a leading middle-market investment bank
 - Over \$111.7 billion in M&A deal value since 2000 with typical transactions ranging from \$100 to \$500 million
 - Over \$161.9 billion of equity raised since 2000 with typical transactions ranging from \$30 to \$300 million
- With nineteen capital markets locations worldwide, Baird has access to the best partners for its clients
 - Contact us if you would like more information or would like to learn more about our advisory capabilities

TRANSPORTATION & LOGISTICS EQUITY RESEARCH COVERAGE

Third Party Logistics

C. H. Robinson	CHRW
Expeditors International	EXPD
Forward Air Corp	FWRD
Hub Group	HUBG
J.B. Hunt Transportation	JBHT
Landstar	LSTR
Pacer International	PACR
Roadrunner Transportation Systems	RRTS
UTi Worldwide	UTIW

Truckload

Heartland Express	HTLD
Knight Transportation	KNX
Swift Transportation	SWFT
Werner Enterprises	WERN

Less Than Truckload

Con-Way	CNW
Old Dominion	ODFL

Integrators

FedEx Corp	FDX
United Parcel Service	UPS

Leasing Services

Ryder	R
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Railroads

CSX	CSX
Norfolk Southern	NSC
Union Pacific	UNP

BAIRD CONTACTS

Investment Bankers



Bret Schoch
 Managing Director
 bschoch@rwbaird.com
 312 609-4965



Jonathan J. Harrison
 Managing Director,
 Europe
 jjharrison@rwbaird.com
 +44 (0) 20 7667 8414



Tyler Pace
 Vice President
 tpace@rwbaird.com
 312 609-4672



Peter Kies
 Managing Director,
 Head of Business Services
 pkiesl@rwbaird.com
 414 765-7262



Lance Lange
 Managing Director,
 Equity Capital Markets
 llange@rwbaird.com
 414 765-7079

* Baird and its operating affiliates have offices in the United States, Europe and Asia.
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Appendix

T&L Current Market Valuations

Current Market Operating Statistics

(\$ in millions, except per share values)

Company	Market Value of Equity	Enterprise Value	Price Per Share 6/30/2014	YTD Share Price Change	% of 52-Week High	LTM Results				2014E		Long-Term EPS Growth
						Revenue	EBITDA	EBIT	Net Income	Revenue Growth	EBIT Growth	
Third Party Logistics												
Kuehne + Nagel International AG	\$15,955.0	\$15,315.8	\$133.03	10.9%	92.0%	\$19,309.2	\$1,098.0	\$882.7	\$700.1	2.9%	9.0%	9.5%
CH Robinson Worldwide Inc.	9,468.3	10,235.5	63.79	1.0%	99.5%	12,900.4	719.8	670.9	405.7	7.0%	6.4%	12.2%
JB Hunt Transport Services Inc.	8,651.4	9,519.6	73.78	20.9%	92.4%	5,864.9	849.1	580.8	343.4	11.3%	15.4%	14.0%
Expeditors International of Washington Inc.	8,716.0	7,500.4	44.16	8.0%	94.2%	6,158.7	607.9	558.8	352.0	7.0%	12.8%	9.8%
Panalpina World Transport Holding Ltd.	3,754.4	3,516.5	158.28	56.3%	90.3%	7,508.2	168.8	122.1	20.0	3.1%	33.4%	13.5%
Landstar System Inc.	2,877.0	2,867.2	64.00	19.7%	97.3%	2,871.6	213.5	186.6	152.4	4.5%	9.6%	12.8%
UTi Worldwide Inc.	1,089.7	1,632.7	10.34	(23.6%)	58.4%	4,405.2	87.4	10.2	(107.4)	3.9%	N/M	15.0%
Hub Group Inc.	1,886.9	1,864.5	50.40	46.7%	99.5%	3,510.6	138.0	112.9	65.8	7.1%	5.2%	12.9%
Roadrunner Transportation Systems, Inc.	1,063.7	1,365.5	28.10	53.1%	90.7%	1,444.1	112.9	93.0	48.8	14.8%	27.7%	17.5%
Forward Air Corp.	1,493.0	1,469.7	47.85	33.2%	99.5%	716.5	116.5	90.5	57.2	10.0%	18.1%	13.0%
Universal Truckload Services Inc.	763.9	989.7	25.36	37.6%	74.4%	1,108.1	106.3	81.4	46.8	7.1%	10.3%	9.8%
Quality Distribution Inc.	407.2	788.0	14.86	129.3%	93.9%	934.9	70.6	45.7	(48.1)	5.9%	23.2%	18.0%
Echo Global Logistics, Inc.	450.2	422.9	19.17	2.0%	84.6%	1,009.0	27.9	22.6	13.8	15.4%	30.8%	30.4%
XPO Logistics, Inc.	1,503.2	1,503.6	28.62	65.6%	87.3%	870.7	(16.2)	(43.6)	(62.1)	1.4	N/M	54.3%
Median				27.0%	92.2%					7.1%	14.1%	13.3%
Mean				32.9%	89.6%					17.1%	16.8%	17.3%
Truckload												
Swift Transportation Company	\$3,562.5	\$5,019.0	\$25.23	170.7%	94.5%	\$4,191.9	\$543.1	\$301.0	\$127.8	6.9%	16.0%	15.3%
Werner Enterprises Inc.	1,914.3	1,926.6	26.51	17.7%	98.2%	2,063.8	282.8	108.2	83.4	4.6%	16.9%	10.4%
Knight Transportation Inc.	1,921.1	1,937.5	23.77	56.8%	95.1%	1,002.4	206.1	119.0	80.0	2.7%	10.9%	14.6%
Hearland Express, Inc.	1,871.6	1,898.5	21.34	60.3%	90.7%	765.3	171.7	84.7	72.3	67.7%	19.2%	12.0%
Celadon Group Inc.	500.1	798.2	21.32	17.4%	86.4%	724.5	104.5	40.2	22.4	14.0%	22.6%	20.0%
Marten Transport Ltd.	745.5	761.3	22.35	76.4%	86.9%	661.2	109.0	43.6	28.5	6.7%	15.6%	10.0%
Covenant Transportation Group, Inc.	192.2	172.3	12.88	132.9%	99.4%	681.9	72.3	24.2	7.7	3.1%	13.4%	N/M
USA Truck Inc.	195.5	321.2	18.59	432.7%	95.0%	568.5	37.0	(8.5)	(8.2)	7.9%	N/M	9.7%
Median				68.3%	94.7%					6.8%	16.0%	12.0%
Mean				120.6%	93.3%					14.2%	16.4%	13.1%
Less Than Truckload												
Old Dominion Freight Line Inc.	\$5,487.0	\$5,626.5	\$63.68	79.2%	97.5%	\$2,419.5	\$478.1	\$346.8	\$211.4	9.5%	15.4%	25.9%
Con-way Inc.	2,876.1	3,228.2	50.41	71.8%	99.6%	5,506.0	432.0	204.7	98.0	5.1%	29.8%	19.6%
YRC Worldwide Inc.	878.9	1,943.3	28.11	315.8%	76.0%	4,913.8	164.6	(5.1)	(129.3)	2.6%	N/M	N/A
Saia, Inc.	1,074.7	1,153.6	43.93	179.8%	94.0%	1,165.0	128.9	75.1	43.0	6.0%	25.7%	16.0%
ArcBest Corporation	1,131.0	1,119.4	43.51	347.6%	95.2%	2,356.8	119.0	37.9	24.0	10.1%	N/M	12.0%
Median				179.8%	95.2%					6.0%	25.7%	17.8%
Mean				198.9%	92.5%					6.7%	23.6%	18.4%
Integrators & Air Freight												
United Parcel Service, Inc.	\$93,974.8	\$99,115.8	\$102.66	34.5%	97.4%	\$55,783.0	\$8,840.0	\$6,979.0	\$4,246.0	5.2%	10.7%	10.9%
Deutsche Post AG	43,712.4	46,973.8	36.16	61.2%	92.8%	76,688.9	4,824.0	3,162.2	2,886.7	2.6%	8.4%	10.1%
FedEx Corporation	44,735.2	46,564.2	151.38	60.6%	99.7%	45,567.0	6,033.0	3,520.0	2,097.0	3.8%	20.3%	14.3%
PostNL N.V.	2,082.5	3,166.1	4.72	20.0%	75.9%	5,916.8	603.6	497.8	404.3	N/M	17.7%	N/M
Atlas Air Worldwide Holdings Inc.	929.8	2,759.9	36.85	(19.2%)	72.3%	1,682.9	332.4	219.4	81.7	1.5%	12.2%	11.2%
Median				34.5%	92.8%					3.2%	12.2%	11.1%
Mean				31.4%	87.6%					3.3%	13.9%	11.6%
Leasing Services												
Ryder System, Inc.	\$4,685.0	\$9,313.4	\$88.09	72.4%	98.7%	\$6,547.6	\$1,532.5	\$545.3	\$259.3	4.6%	14.0%	11.8%
GATX Corp.	3,081.9	7,060.8	66.94	51.9%	95.8%	1,335.3	529.5	260.5	184.3	4.9%	8.7%	12.0%
Textainer Group Holdings Limited	2,188.0	4,861.1	38.62	20.8%	94.0%	535.6	430.1	275.1	194.1	9.4%	10.1%	9.4%
TAL International Group, Inc.	1,492.3	4,306.2	44.36	20.3%	76.7%	635.6	524.7	310.7	127.1	2.8%	3.7%	13.0%
CAI International Inc.	489.5	1,615.3	22.01	(2.2%)	87.0%	215.7	107.0	105.8	62.1	11.4%	12.6%	8.2%
Median				20.8%	94.0%					4.9%	10.1%	11.8%
Mean				32.6%	90.5%					6.6%	9.8%	10.9%
Railroad												
Union Pacific Corporation	\$90,421.2	\$99,727.2	\$99.75	(22.3%)	96.9%	\$22,856.0	\$9,824.0	\$7,985.0	\$4,704.0	6.5%	10.8%	13.4%
Canadian National Railway Company	53,557.3	60,621.0	65.07	41.3%	99.4%	10,549.6	4,816.3	3,871.3	2,634.6	4.3%	8.0%	11.8%
CSX Corp.	30,944.4	39,486.4	30.81	52.8%	99.0%	12,273.0	4,517.0	3,389.0	1,808.0	2.5%	2.2%	11.6%
Norfolk Southern Corporation	31,902.8	39,615.8	103.03	62.8%	98.5%	11,436.0	4,350.0	3,406.0	1,925.0	5.3%	10.0%	11.7%
Kansas City Southern	11,861.0	14,181.8	107.51	24.8%	85.4%	2,494.3	1,041.8	800.5	455.7	12.9%	22.9%	17.8%
Genesee & Wyoming Inc.	5,637.7	7,188.9	105.00	31.3%	99.2%	1,570.3	565.4	420.3	228.7	9.3%	18.8%	15.7%
Median				36.3%	98.7%					5.9%	10.4%	12.6%
Mean				31.8%	96.4%					6.8%	12.1%	13.6%
Median				46.7%	94.2%					6.2%	13.7%	12.9%
Mean				68.2%	91.4%					11.3%	15.2%	14.8%

(1) Information provided by Capital IQ. As of June 30, 2014.

T&L Current Market Multiples

Current Market Valuations

Company	Revenue			EBITDA			EBIT			Price / Earnings		
	LTM	2014E	2015P	LTM	2014E	2015P	LTM	2014E	2015P	LTM	2014E	2015P
Third Party Logistics												
Kuehne + Nagel International AG	0.79x	0.60x	0.58x	13.9x	12.8x	12.9x	17.4x	15.8x	14.5x	22.8x	21.8x	20.0x
CH Robinson Worldwide Inc.	0.79	0.76	0.71	14.2	13.4	12.8	15.3	14.5	13.5	24.2	22.4	20.3
JB Hunt Transport Services Inc.	1.62	1.51	1.35	11.2	10.2	9.6	16.4	14.8	12.4	25.1	23.3	19.4
Expeditors International of Washington Inc.	1.22	1.16	1.09	12.3	11.5	10.7	13.4	12.5	11.4	25.7	23.5	20.9
Panalpina World Transport Holding Ltd.	0.47	0.41	0.39	20.8	14.4	11.1	28.8	20.3	15.1	N/M	31.5	23.6
Landstar System Inc.	1.00	0.96	0.90	13.4	11.8	11.1	15.4	12.3	12.3	19.1	22.1	19.6
UTI Worldwide Inc.	0.37	0.37	0.35	18.7	11.4	7.7	N/M	27.1	13.5	N/M	127.7	21.4
Hub Group Inc.	0.53	0.51	0.48	13.5	13.8	11.0	16.5	15.0	12.7	28.1	24.8	20.8
Roadrunner Transportation Systems, Inc.	0.95	0.79	0.71	12.1	11.0	9.0	14.7	13.1	10.7	21.2	19.3	15.9
Forward Air Corp.	2.05	1.87	1.72	12.6	10.7	8.9	16.2	13.6	11.6	25.6	22.6	19.4
Universal Truckload Services Inc.	0.89	0.85	0.80	9.3	8.6	7.3	12.2	11.5	9.5	16.3	15.7	12.7
Quality Distribution Inc.	0.84	0.80	0.76	11.2	9.1	8.0	17.2	12.7	10.6	N/M	19.3	13.5
Echo Global Logistics, Inc.	0.42	0.37	0.32	15.1	10.0	9.2	18.7	14.7	11.1	31.9	26.2	20.1
XPO Logistics, Inc.	1.73	0.71	0.43	N/M	26.6	8.7	N/M	NM	20.5	N/M	NM	65.3
Median	0.87x	0.77x	0.71x	13.4x	11.4x	9.4x	16.3x	14.5x	12.4x	24.7x	22.6x	20.0x
Mean	0.98	0.83	0.76	13.7	12.5	9.8	16.8	15.3	12.8	24.0	30.8	22.3
Truckload												
Swift Transportation Company	1.20x	1.16x	1.08x	9.2x	8.0x	6.4x	16.7x	12.8x	10.9x	27.8x	20.4x	15.3x
Werner Enterprises Inc.	0.93	0.91	0.86	6.8	5.7	5.0	17.8	12.5	10.5	23.0	20.8	17.3
Knight Transportation Inc.	1.93	1.83	1.72	9.4	8.4	7.7	16.3	13.9	12.3	23.9	23.0	20.2
Hearliland Express, Inc.	2.48	1.99	1.87	11.1	8.1	7.5	22.4	14.6	11.9	25.6	22.9	18.8
Celadon Group Inc.	1.10	0.98	0.90	7.6	7.0	6.3	19.9	16.3	13.3	21.8	18.0	14.4
Marten Transport Ltd.	1.15	1.04	0.96	7.0	5.7	5.1	17.4	12.3	9.8	26.1	21.3	17.1
Covenant Transportation Group, Inc.	0.25	0.60	0.57	2.4	5.4	5.0	7.1	16.2	12.6	24.9	23.9	15.6
USA Truck Inc.	0.57	0.53	0.51	8.7	6.6	5.4	N/M	0.0	20.6	N/M	NM	41.8
Median	1.13x	1.01x	0.93x	8.2x	6.8x	5.8x	17.4x	13.4x	12.1x	24.9x	21.3x	17.2x
Mean	1.20	1.13	1.06	7.8	6.9	6.0	16.8	12.3	12.7	24.7	21.5	20.0
Less Than Truckload												
Old Dominion Freight Line Inc.	2.33x	2.10x	1.90x	11.8x	10.1x	8.8x	16.2x	13.7x	11.9x	25.9x	22.5x	19.3x
Con-way Inc.	0.59	0.56	0.53	7.5	6.4	5.3	15.8	12.5	9.9	29.2	23.7	17.8
YRC Worldwide Inc.	0.40	0.39	0.37	11.8	7.5	5.0	N/M	23.2	11.8	N/M	N/M	209.1
Saia, Inc.	0.99	0.93	0.86	9.0	7.5	6.6	15.4	12.1	9.8	24.8	20.1	16.1
ArcBest Corporation	0.47	0.45	0.42	9.4	6.9	5.3	29.6	13.6	9.8	48.1	22.2	16.1
Median	0.59x	0.56x	0.53x	9.4x	7.5x	5.3x	16.0x	13.6x	9.9x	27.6x	22.3x	17.8x
Mean	0.95	0.88	0.82	9.9	7.7	6.2	19.2	15.0	10.6	32.0	22.1	55.7
Integrators & Air Freight												
United Parcel Service, Inc.	1.78x	1.71x	1.62x	11.2x	10.4x	9.4x	14.2	12.9x	11.5x	22.6x	20.2x	17.4x
Deutsche Post AG	0.61	0.61	0.58	9.7	7.2	6.6	14.9x	11.2	10.0	15.1	15.7	13.8
FedEx Corporation	1.02	1.00	0.95	7.7	6.9	5.9	13.2	12.3	9.9	22.2	19.6	15.3
PostNL N.V.	0.54	0.62	0.61	5.2	5.3	5.0	6.4	6.9	6.1	5.1	8.4	6.7
Atlas Air Worldwide Holdings Inc.	1.64	1.65	1.62	8.3	8.7	8.5	12.6	14.2	13.7	11.4	11.4	10.7
Median	1.02x	1.00x	0.95x	8.3x	7.2x	6.6x	13.2x	12.3x	10.0x	15.1x	15.7x	13.8x
Mean	1.12	1.12	1.08	8.4	7.7	7.1	12.2	11.5	10.3	15.3	15.1	12.8
Leasing Services												
Ryder System, Inc.	1.42x	1.40x	1.28x	6.1x	5.8x	5.4x	17.1x	15.6x	13.6x	17.9x	16.0x	13.7x
GATX Corp.	5.29	4.83	4.57	13.3	9.7	9.1	27.1	21.7	21.0	16.8	15.6	13.8
Textainer Group Holdings Limited	9.08	8.66	8.00	11.3	10.8	9.8	17.7	17.6	15.9	11.2	12.7	11.5
TAL International Group, Inc.	6.78	6.86	6.25	8.2	8.1	7.6	13.9	14.3	12.8	11.7	11.4	10.7
CAI International Inc.	7.49	6.90	6.31	15.1	8.3	7.7	15.3	14.8	13.3	7.9	7.6	6.7
Median	6.78x	6.86x	6.25x	11.3x	8.3x	7.7x	17.1x	15.6x	13.6x	11.7x	12.7x	11.5x
Mean	6.01	5.73	5.28	10.8	8.5	7.9	18.2	16.8	15.3	13.1	12.7	11.3
Railroad												
Union Pacific Corporation	4.36x	4.23x	3.94x	10.2x	9.6x	8.8x	12.5x	13.4x	10.7x	19.3x	18.2x	16.0x
Canadian National Railway Company	5.75	5.68	5.22	12.6	12.3	11.2	15.7	16.5	13.5	20.5	19.8	17.5
CSX Corp.	3.22	3.14	3.04	8.7	8.4	7.7	11.7	11.5	10.2	17.2	16.6	14.6
Norfolk Southern Corporation	3.46	3.42	3.22	9.1	8.7	8.0	11.6	12.3	10.2	16.6	16.2	14.2
Kansas City Southern	5.69	5.62	4.93	13.6	13.2	11.5	17.7	19.0	14.4	26.0	23.0	19.8
Genesee & Wyoming Inc.	4.58	4.28	4.01	12.7	12.0	10.3	17.1	18.0	14.1	25.1	24.7	19.6
Median	4.47x	4.26x	3.97x	11.4x	10.8x	9.5x	14.1x	15.0x	12.1x	19.9x	19.0x	16.7x
Mean	4.51	4.39	4.06	11.2	10.7	9.6	14.4	15.1	12.2	20.8	19.7	16.9
Median	1.15x	1.00x	0.95x	11.1x	8.7x	8.0x	16.2x	13.8x	11.9x	22.8x	20.6x	17.3x
Mean	2.11	1.99	1.84	10.8	9.6	8.1	16.3	14.4	12.5	21.8	22.4	22.6

(1) Information provided by Capital IQ. As of June 30, 2014.

T&L Current Margins and Select Other Ratios

Current Market Operating Ratios

Company	LTM Margins			DuPont Analysis				Return on Equity	Return on Capital	Debt to:		Dividend Yield
	Gross Margin	EBITDA	EBIT	Profit Margin X	Asset Turnover X	Equity Multiplier	Total Cap.			EBITDA		
Third Party Logistics												
Kuehne + Nagel International AG	36.5%	5.7%	4.6%	3.6%	2.9x	2.8x	29.0%	21.6%	1.8%	0.0x	3.3%	
CH Robinson Worldwide Inc.	7.8%	5.6%	5.2%	3.1%	4.4	3.0	41.3%	22.2%	48.1%	1.3	2.2%	
JB Hunt Transport Services Inc.	17.0%	14.5%	9.9%	5.9%	1.9	2.9	31.8%	20.6%	44.7%	1.0	1.1%	
Expeditors International of Washington Inc.	12.3%	9.9%	9.1%	5.7%	2.1	1.5	18.0%	17.2%	0.0%	0.0	1.4%	
Panalpina World Transport Holding Ltd.	23.1%	2.2%	1.6%	0.3%	3.6	2.7	2.5%	9.4%	0.1%	0.0	1.6%	
Landstar System Inc.	21.2%	7.4%	6.5%	5.3%	3.0	2.1	33.1%	20.9%	20.7%	0.6	0.0%	
UTi Worldwide Inc.	14.4%	2.0%	0.2%	N/M	1.9	2.6	N/M	0.5%	51.0%	8.4	0.6%	
Hub Group Inc.	10.7%	3.9%	3.2%	1.9%	3.1	1.9	11.1%	11.7%	7.9%	0.4	0.0%	
Roadrunner Transportation Systems, Inc.	19.6%	7.8%	6.4%	3.4%	1.4	2.0	9.5%	8.3%	37.7%	2.8	0.0%	
Forward Air Corp.	26.3%	16.3%	12.6%	8.0%	1.3	1.2	12.7%	13.2%	0.4%	0.0	1.0%	
Universal Truckload Services Inc.	27.8%	9.6%	7.3%	4.2%	2.1	4.4	39.3%	17.6%	67.4%	2.3	1.1%	
Quality Distribution Inc.	13.5%	7.6%	4.9%	N/M	2.1	N/M	N/M	7.9%	N/M	5.4	0.0%	
Echo Global Logistics, Inc.	17.2%	2.8%	2.2%	1.4%	3.2	1.9	8.2%	8.9%	0.0%	0.0	0.0%	
XPO Logistics, Inc.	18.6%	N/M	N/M	N/M	0.6	1.5	N/M	(3.9%)	13.5%	N/A	0.0%	
Median	17.9%	7.4%	5.2%	3.6%	2.1x	2.1x	18.0%	12.4%	13.5%	0.6x	0.8%	
Mean	19.0%	7.3%	5.7%	3.9%	2.4	2.3	21.5%	12.6%	22.6%	1.7	0.9%	
Truckload												
Swift Transportation Company	18.4%	13.0%	7.2%	3.0%	1.5x	N/M	N/M	10.2%	81.5%	2.8x	0.0%	
Werner Enterprises Inc.	22.6%	13.7%	5.2%	4.0%	1.5	1.8x	10.6%	8.4%	4.8%	0.1	0.8%	
Knight Transportation Inc.	26.8%	20.6%	11.9%	8.0%	1.2	1.4	13.2%	12.8%	2.5%	0.1	1.0%	
Hearland Express, Inc.	30.8%	22.4%	11.1%	9.4%	1.0	1.7	16.6%	13.1%	9.0%	0.3	0.4%	
Celadon Group Inc.	19.4%	14.4%	5.5%	3.1%	1.0	2.9	9.4%	4.8%	55.9%	2.9	0.4%	
Marten Transport Ltd.	23.6%	16.5%	6.6%	4.3%	1.2	1.5	7.7%	7.4%	4.3%	0.2	0.4%	
Covenant Transportation Group, Inc.	16.2%	10.6%	3.5%	1.1%	1.7	4.0	7.9%	5.0%	0.0%	0.0	0.0%	
USA Truck Inc.	15.2%	6.5%	N/M	N/M	1.7	3.5	N/M	(2.2%)	56.4%	3.4	0.0%	
Median	21.0%	14.1%	6.6%	4.0%	1.3x	1.8x	10.0%	7.9%	6.9%	0.2x	0.4%	
Mean	21.6%	14.7%	7.3%	4.7%	1.4	2.4	10.9%	7.4%	26.8%	1.2	0.4%	
Less Than Truckload												
Old Dominion Freight Line Inc.	27.5%	19.8%	14.3%	8.7%	1.2x	1.6x	16.5%	15.8%	12.4%	0.4x	0.0%	
Con-way Inc.	19.7%	7.8%	3.7%	1.8%	1.7	2.9	8.5%	7.2%	39.7%	1.8	0.8%	
YRC Worldwide Inc.	8.5%	3.3%	N/M	N/M	2.2	N/M	N/M	(0.4%)	N/M	7.3	0.0%	
Saia, Inc.	16.6%	11.1%	6.4%	3.7%	1.8	2.0	13.7%	13.1%	20.2%	0.6	0.0%	
ArcBest Corporation	8.7%	5.1%	1.6%	1.0%	2.3	2.0	4.7%	3.8%	18.9%	1.0	0.3%	
Median	16.6%	7.8%	5.1%	2.7%	1.8x	2.0x	11.1%	7.2%	19.6%	1.0x	0.0%	
Mean	16.2%	9.4%	6.5%	3.8%	1.8	2.1	10.9%	7.9%	22.8%	2.2	0.2%	
Integrators & Air Freight												
United Parcel Service, Inc.	23.4%	15.8%	12.5%	7.6%	1.4x	6.2x	67.8%	24.8%	66.1%	1.4x	2.6%	
Deutsche Post AG	11.4%	6.3%	4.1%	3.8%	1.6	3.4	20.7%	9.6%	34.0%	1.5	3.0%	
FedEx Corporation	26.2%	13.2%	7.7%	4.6%	1.4	2.2	13.7%	10.9%	23.7%	0.8	0.5%	
PostNL N.V.	15.0%	10.2%	8.4%	0.1	1.7	N/M	N/M	28.4%	N/M	2.9	0.0%	
Atlas Air Worldwide Holdings Inc.	28.9%	19.7%	13.0%	4.9%	0.4	3.1	6.2%	4.5%	61.5%	6.4	0.0%	
Median	23.4%	13.2%	8.4%	4.9%	1.4x	3.3x	17.2%	10.9%	47.8%	1.5x	0.5%	
Mean	21.0%	13.1%	9.2%	5.5%	1.3	3.7	27.1%	15.6%	46.3%	2.6	1.2%	
Leasing Services												
Ryder System, Inc.	20.5%	23.4%	8.3%	4.0%	0.7x	4.9x	13.2%	5.6%	70.6%	3.1x	1.5%	
GATX Corp.	54.1%	39.7%	19.5%	13.8%	0.2	5.0	12.9%	3.0%	75.7%	8.4	2.0%	
Textainer Group Holdings Limited	88.3%	80.3%	51.4%	36.2%	0.1	3.4	16.4%	4.7%	70.5%	6.3	4.9%	
TAL International Group, Inc.	87.6%	82.5%	48.9%	20.0%	0.2	5.8	18.3%	5.5%	80.5%	5.5	6.5%	
CAI International Inc.	57.6%	49.6%	49.1%	28.8%	0.1	3.9	14.5%	4.4%	73.1%	10.9	0.0%	
Median	57.6%	49.6%	48.9%	20.0%	0.2x	4.9x	14.5%	4.7%	73.1%	6.3x	2.0%	
Mean	61.6%	55.1%	35.4%	20.6%	0.3	4.6	15.1%	4.6%	74.1%	6.8	3.0%	
Railroad												
Union Pacific Corporation	46.7%	43.0%	34.9%	20.6%	0.4x	2.4x	21.9%	15.9%	33.6%	1.1x	1.8%	
Canadian National Railway Company	48.6%	45.7%	36.7%	25.0%	0.4	2.3	21.1%	13.0%	36.5%	1.5	1.4%	
CSX Corp.	36.8%	36.8%	27.6%	14.7%	0.4	2.9	16.6%	10.8%	46.1%	2.1	2.1%	
Norfolk Southern Corporation	38.1%	38.0%	29.8%	16.8%	0.3	2.7	15.9%	10.6%	43.7%	2.2	2.1%	
Kansas City Southern	41.8%	41.8%	32.1%	18.3%	0.4	1.7	11.9%	8.8%	38.4%	2.1	1.0%	
Genesee & Wyoming Inc.	41.1%	36.0%	26.8%	14.6%	0.3	2.4	10.4%	6.9%	41.9%	2.8	0.0%	
Median	41.5%	39.9%	30.9%	17.6%	0.4x	2.4x	16.3%	10.7%	40.2%	2.1x	1.6%	
Mean	42.2%	40.2%	31.3%	18.3%	0.4	2.4	16.3%	11.0%	40.0%	2.0	1.4%	
Median	22.6%	13.5%	8.0%	5.1%	1.4x	2.6x	13.7%	9.4%	37.1%	1.5x	0.6%	
Mean	27.6%	20.0%	14.0%	8.7%	1.5	2.8	17.4%	10.3%	34.9%	2.4	1.1%	

(1) Information provided by Capital IQ. As of June 30, 2014.

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Glossary of Terms & Other Important Information

EBITDA – Earnings before interest, taxes, depreciation & amortization. An approximate measure of a company's operating cash flow based on data from the company's income statement.

EBIT – Earnings before income and taxes. A measure of a company's earning power from ongoing operations, equal to earnings before deduction of interest payments and income taxes.

Enterprise Value (EV) – Market value of equity plus debt less cash. A measure of what the market believes a company's ongoing operations are worth.

GDP - Gross Domestic Product – The total market value of all final goods and services produced in a country in a given year, equal to total consumer, investment and government spending, plus the value of exports, minus the value of imports.

LTM – Last twelve months. Time period used when referencing a financial statistic.

P/E – Price per share divided by earnings per share. The most common measure of how expensive a stock is.

The S&P 500 – An unmanaged common stock index commonly used to measure and report common stock performance.

E – Represents estimates of a company's financial performance for the next fiscal period.

P – Represents the projections of a company's financial performance preceding the next fiscal period

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www.rwbaird.com

800.RW.BAIRD

Equity Capital Markets and Private Equity Office Locations

Atlanta

One Buckhead Plaza
3060 Peachtree Road
Suite 1815
Atlanta, GA 30305

Boston

One Post Office Square
Suite 3617
Boston, MA 02109

Charlotte

4725 Piedmont Row Drive
Piedmont Town Center Two
Suite 750
Charlotte, NC 28210

Chicago

227 West Monroe Street
Suite 2100
Chicago, IL 60606

Denver

210 University Boulevard
Suite 460
Denver, CO 80206

Frankfurt*

Neue Mainzer Strasse 28
60311 Frankfurt
Germany

London*

Mint House
77 Mansell Street
London E1 8AF
UK

Milwaukee

777 East Wisconsin Avenue
Milwaukee, WI 53202

Nashville

2525 West End Avenue
Suite 1000
Nashville, TN 37203

New York City

3 Rockefeller Plaza
610 Fifth Avenue
New York, NY 10020

Palo Alto

1661 Page Mill Road
Suite A
Palo Alto, CA 94304

San Francisco

50 California Street
Suite 450
San Francisco, CA 94111

555 California Street
Suite 4900
San Francisco, CA 94104

Shanghai*

Rm 42-022, 42/F, Hang Seng Bank Tower
No.1000 Lujiazui Ring Road
Pudong Shanghai 200120, China

St. Louis

8000 Maryland Avenue
Suite 500
St. Louis, MO 63105

Stamford

100 First Stamford Place
3rd Floor
Stamford, CT 06902

Tampa

401 East Jackson Street
Suite 2900
Tampa, FL 33602

Washington, D.C.

1717 K Street NW
Suite 910
Washington, DC 20036

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