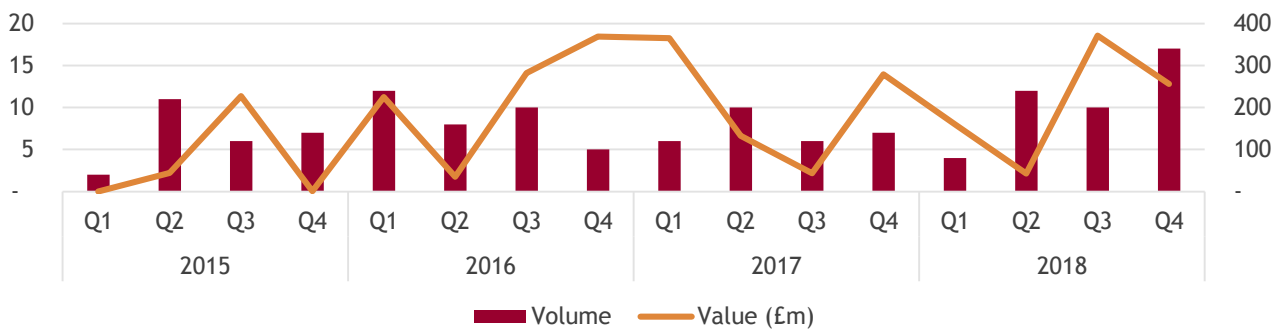


LOGISTICS AND SUPPLY CHAIN MANAGEMENT

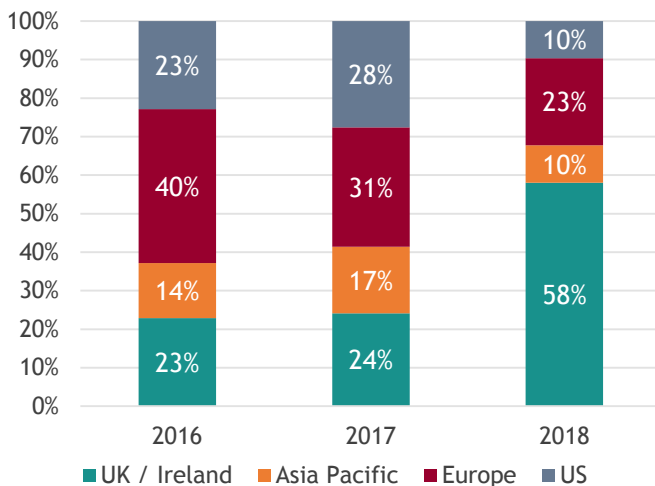
M&A UPDATE - Q4 2018



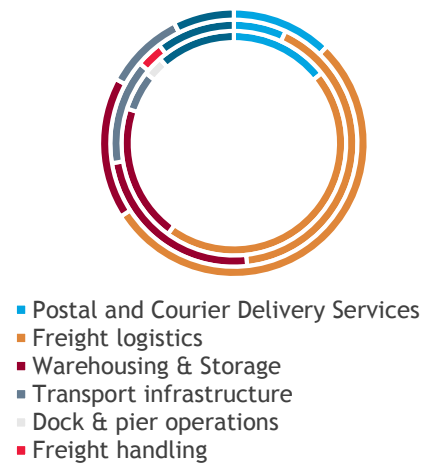
DEAL VOLUME & VALUE 2016 - 2018 (Q4)



UK & IRELAND ACQUISITIONS BY BUYER GEOGRAPHY



UK & IRELAND TRANSACTION VOLUME BY SUBSECTOR



- ▶ 2018 finished strongly in 2018 with a 17 deals completing in Q4, the highest volume of deals in a single quarter throughout the period reviewed
- ▶ Despite a significant increase in deal volume compared to Q3, total reported deal value fell by £115m, reflecting in part the impact of the £214m acquisition of Dicom by the Royal Mail Group in Q3
- ▶ Q4 saw a continuing trend to domestic buyers for UK and Irish Logistics assets. 58% of 2018 deals featured domestic buyers compared to only 24% in 2017
- ▶ Freight logistics represented 59% of deals in Q4, in line with the proportion of 54% over the full year.

Selected deals in Q4 2018

LINEAGE ACQUISITION OF HARRY YEARSLEY GROUP

US temperature controlled specialist Lineage continues its push in Europe by acquiring Harry Yearsley Group, the UK's largest UK provider of frozen supply chain solutions. The Yearsley deal follows Lineage's acquisition of Partner Logistics in the summer of 2017.

H2 EQUITY PARTNERS ACQUIRED AMBERON LTD

Dutch private equity house H2 Equity Partners undertook a secondary buy out of traffic management solutions provider Amberon Ltd. During the short 18 month partnership with LDC, Amberon grew turnover by 23% to £37m and opened 6 additional warehouses. H2 will look to further increase Amberon's coverage with a view to becoming the largest 'best-in-class' provider of traffic management solutions.

KINAXIA COMPLETES TWO DEALS IN Q4

Kinaxia, the road freight consolidation player, completed the acquisition of AKW Group and Fresh Freight. Kinaxia continues to grow the geographic coverage of its UK haulage and warehousing group. The group now consists of 11 regional logistics businesses with central which maintain their local identity while enjoying the efficiency benefits of centralised systems and processes. 2019 is expected to see Kinaxia continue to grow its current footprint and further increase revenues which currently stand at £140m.

WISETECH ACQUIRES TWO UK LOGISTICS TECH BUSINESSES

Australian WiseTech Global acquired LSI-Sigma Software (t/a DataFreight) the customs, freight forwarding and warehouse management software solutions provider and IFS Europe (t/a SmartFreight) the parcel and LTL shipping software provider.

To discuss any matters arising from this, please contact our sector team:



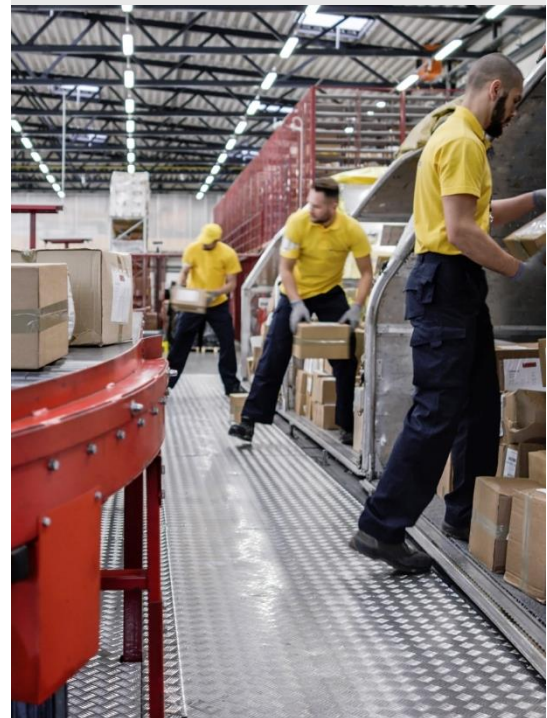
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