

TRANSPORTATION & LOGISTICS

Q2 2025 MARKET UPDATE

New Rules, New Risks: How the End of De Minimis Reshapes Transportation & Logistics

A significant policy shift is sending ripples through the transportation and logistics sector. In a move that accelerates the timeline of a previously passed congressional repeal, President Trump signed an executive order ending de minimis privileges for international parcel shipments effective August 29, 2025. The change eliminates the longstanding \$800 exemption that allowed low-value goods to enter the U.S. duty-free and with limited customs processing.

While the exemption was initially designed to ease the burden on U.S. Customs and Border Protection (CBP), it was increasingly viewed as a loophole exploited by overseas retailers to ship low-cost goods directly to U.S. consumers without paying duties. The new policy applies universally across all countries. It will require individual importers, including consumers, to complete customs declarations and pay the full tariff amount on all imports, regardless of value.

This is more than a regulatory adjustment. It marks a structural shift. Domestic e-commerce and direct-to-consumer business models that predominantly source goods from international suppliers are now facing significantly higher costs and increased complexity in their global supply chain operations. The same is true for international platforms that have found significant growth and success in the U.S. market. Major platforms like Temu and Shein, already impacted by earlier restrictions, are seeing reduced U.S. sales. The burden of compliance, coupled with rising tariffs, could upend cost structures for thousands of e-commerce brands.

Increased Demand for Cross-Border Transportation

Rising duties and compliance costs may make air cargo less cost-effective for low-cost imports, prompting shippers to move goods through alternative channels, primarily containerized ocean freight and intermodal rail transport. Stricter requirements for formal customs entry and duty payment are expected to drive demand for logistics providers with customs brokerage and formal entry expertise. As trade flows adjust and imports shift from air to surface transportation, companies specializing in intermodal and containerized shipping are well-positioned for growth, opening the door to a range of new opportunities across the domestic logistics landscape for freight brokers and asset-based transportation companies with cross-border capabilities and access to capacity.

Opportunity for Domestic 3PLs and Warehousing

As cross-border shipping becomes more expensive and operationally intensive, the strategic value of U.S.-based warehousing capacity and fulfillment capabilities is rising. Brands that previously minimized U.S. domestic inventory and logistics infrastructure will now need to rethink their approach.

This presents a clear opportunity for third-party logistics providers (3PLs) with flexible, scalable supply chain solutions. The shift to bulk importing and alternative supply sources, combined with the need for faster domestic delivery, positions 3PLs to support brands through rapid transition. Providers with integrated customs support, diverse carrier networks, and nationwide warehouse footprints will be particularly well-suited to meet this growing demand.

In the near term, U.S.-based logistics companies stand to gain market share as brands look to localize their supply chains and mitigate tariff exposure. Meanwhile, international parcel networks and air cargo carriers may see declines in volume, particularly on routes originating from Asia.

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Long-Term Implications for the Supply Chain

The elimination of de minimis reinforces a broader trend already underway: the shift toward domestic supply chains, onshore inventory, and regional fulfillment strategies. For transportation and logistics players, this means greater emphasis on:

- Customs and compliance capabilities, as brands adapt to a more complex regulatory environment to meet cross-border needs
- Warehouse strategy, with rising demand for flexible space closer to end consumers
- Carrier network optimization, as delivery expectations remain high despite shifting sourcing models

Over the long term, we expect to see increased investment in domestic infrastructure, from ports and drayage to middle-mile and last-mile services.

For logistics providers and their partners, now is the time to double down on adaptability, operational visibility, and customer support. The rulebook has changed, and those who can help brands navigate the new landscape will be well-positioned to lead.

KEY T&L TRADING STATISTICS

Sector	Number of Companies	Median Enterprise Value (\$MM)	LTM			
			Median Revenue Growth	Median EBITDA Growth	EV / Revenue	EV / EBITDA
Ocean Freight	7	\$4,219	9.8%	13.2%	1.6x	5.8x
Third Party Logistics	13	\$14,918	1.3%	5.2%	1.2x	10.4x
Truckload	8	\$1,667	-5.7%	-9.5%	1.0x	7.4x
LTL	5	\$7,699	8.9%	-1.7%	2.2x	11.9x
Rail	6	\$79,722	0.7%	6.3%	5.7x	12.3x



CASE STUDY: DUPRE LOGISTICS



ABOUT CLIENT:

Dupré Logistics LLC (“Dupré” or the “Company”) is a leading provider of transportation and logistics services in markets such as energy, chemical, and other specialty segments. The Company offers key services, including energy distribution, dedicated truck transportation, site logistics, and freight brokerage. Dupré, headquartered in Lafayette, Louisiana, operates approximately 750 trucks, employs more than 750 professional drivers, and has an established network of 10,000 preferred carriers for its asset-light operation.



ENGAGEMENT:

G2 Capital Advisors, LLC (“G2”) was engaged as Dupré’s exclusive sell-side advisor to design and execute a strategy to identify a partner that would provide some liquidity to the Dupré family and further strengthen the organization moving forward. As part of the strategy development process, G2 identified and introduced to management a narrow list of potential partners before launching that shared Dupré’s culture, valued the operating model, and believed in the long-term growth objectives. G2 led an efficient transaction process that validated interest, managed complex due diligence workstreams, and secured a timely closing.



SITUATION:

Dupré has long distinguished itself as an exceptionally well-run, family-owned enterprise led by its founder, Reggie Dupré, and a seasoned management team. In recent years, the Company has executed several strategic initiatives and achieved significant growth through organic efforts—fostering core customer relationships and winning new business—and through complementary acquisitions that broadened its reach into new markets and product categories. The Dupré family sought a partner with expertise and vision to lead the business into the next phase of growth and uphold the culture that has defined the organization.



OUTCOME:

In April 2025, Dupré successfully closed a sale transaction with Stonepeak, a leading alternative investment firm specializing in infrastructure and real assets. Through this partnership, Dupré plans to leverage Stonepeak’s expertise and capital to build upon the unique foundation that has been established over the 45 years that Dupré has operated and accelerate growth initiatives. Chairman of the Board, Reggie Dupré, will remain involved with the Company as a Board member and looks forward to supporting the business transition into this next phase.

SELECT ONGOING G2 PROJECTS

Postal Optimization

PROJECT

BRAVO

Sell-Side

About the Mandate:

G2 is currently advising a leading provider of digital-first logistics and postal optimization solutions. The company is seeking a new partner to support the future growth through a sale of the business.

Asset-Based Transportation

PROJECT

PACIFICO

Sell-Side

About the Mandate:

G2 is currently advising a leading transportation provider on the divestiture of a non-core asset-based segment of the business as part of a strategic carve-out, enabling the company to sharpen its focus on its core business model.

Freight Solutions

PROJECT

ROYAL

Buy-Side

About the Mandate:

G2 is currently advising a regional provider of door-to-door transportation and freight services. The company is seeking acquisition opportunities that will expand its service capabilities.

Transportation Workforce Solutions

PROJECT

LINK

Buy-Side

About the Mandate:

G2 is currently advising a provider of transportation workforce solutions. The company is seeking acquisition opportunities that will expand its market share.

Customs Brokerage

PROJECT

MOVE

Buy-Side

About the Mandate:

G2 is currently advising a provider of customs brokerage and freight forwarding services. The company is seeking acquisition opportunities that will expand its geographical footprint and market share.

Third-Party Logistics

PROJECT

SPIRIT

Buy-Side

About the Mandate:

G2 is currently advising a provider of third-party fulfillment and logistics. The company is seeking acquisition opportunities that will expand its market share and service capabilities.

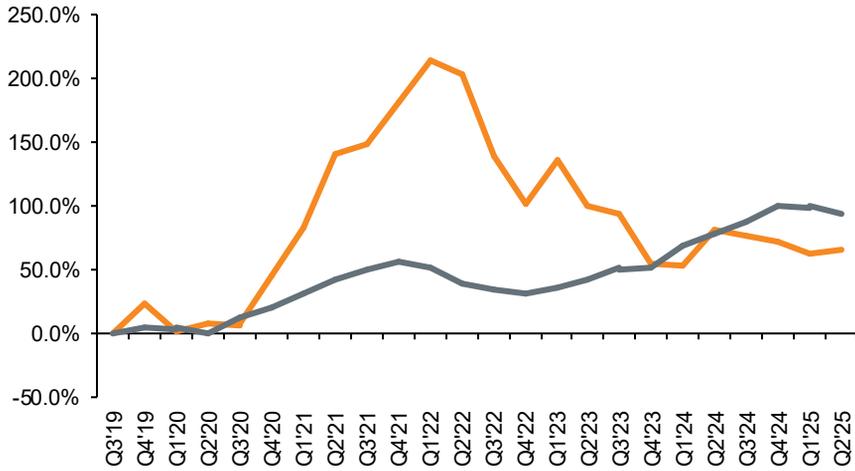
Q2 2025 M&A TRANSACTIONS

DATE	ACQUIRER	TARGET	TARGET DESCRIPTION
Jun-25	Maritime Partners	Centerline Logistics	Provider of marine transportation services intended for marine transportation and petroleum industries across the United States.
Jun-25	Descartes Systems Group	PackageRoute	Developer of a last-mile logistics platform designed to simplify the work lives of package delivery operators.
Jun-25	Fruition Capital	Ts3 Logistics	Provider of freight brokerage specializing in temperature-controlled and LTL reefer transportation.
Jun-25	Argosy Private Equity	Massiano Logistics	Provider of white glove delivery services serving 3PLs, furniture retailers, designers, e-commerce platforms, and more.
Jun-25	Buske Logistics	Strategic Warehousing	Provider of logistics services intended to serve the food, beverage, and various industries.
Jun-25	First Reserve	Island Energy Services	Provider of integrated fuel logistics services intended to serve the retail, industrial, aviation, and utility sectors.
May-25	WiseTech Global	E2open	Developer of supply chain management software designed for environmentally sound production and distribution of goods.
May-25	Alba Wheels Up International	The Perishable Specialist	Provider of customs brokerage services specializing in the import and export of fresh produce.
May-25	Triumph Financial Services	Greenscreens.ai	Developer of an AI-based freight software designed to increase broker margin contribution.
May-25	DHL Group	Integrated Distribution Services	Provider of a third party logistics fulfillment services distribution intended for both direct to consumer and B2B shippers.
May-25	Kenco (Chattanooga)	Drexel Industries (3PL Business)	Provider of certain third-party logistics (3PL), warehousing, and related services in London, Ontario.
May-25	Premier Bulk Systems	Longhorn Transportation	Provider of liquid bulk carrier services across Canada.
May-25	Radiant Global Logistics, Inc.	Universal Logistics Inc.	Provider of time-sensitive domestic and international air and ocean freight for the oilfield services and HVAC industries.
May-25	DAT Freight & Analytics	Outgo Inc.	Provider of financial technology that automates invoice payments and other back-office functions for trucking companies.
Apr-25	United Parcel Service of America	Andlauer Healthcare Group	Provider of healthcare logistics services based in Vaughan, Canada.
Apr-25	Nuvocargo	Merge Transportation	Provider of third-party logistics and transportation services headquartered in Charleston, South Carolina.
Apr-25	Stonepeak Partners	Dupré Logistics	Provider of energy distribution services, onsite and private fleet services, and strategic capacity brokerage services.
Apr-25	Fitzmark, Inc.	HPL (Logistics)	Provider of cold storage transportation services intended for moving and storing temperature-controlled proteins, produce, and products.
Apr-25	Quad/Graphics	Enru (Logistics)	Provider of tech-enabled logistics services intended to enable smart and efficient supply chains.
Apr-25	Vertical Cold Storage	Arctic Logistics	Operator of a cold storage company intended to serve manufacturers, wholesalers and retailers in the food industry.
Apr-25	LDI	JF Moran	Provider of customs brokerage, freight forwarding, and supply chain management services intended for clients, employees, and vendors.
Apr-25	Maersk	Panama Canal Railway	Operator of the railway line linking the Atlantic Ocean to the Pacific Ocean in Central America.

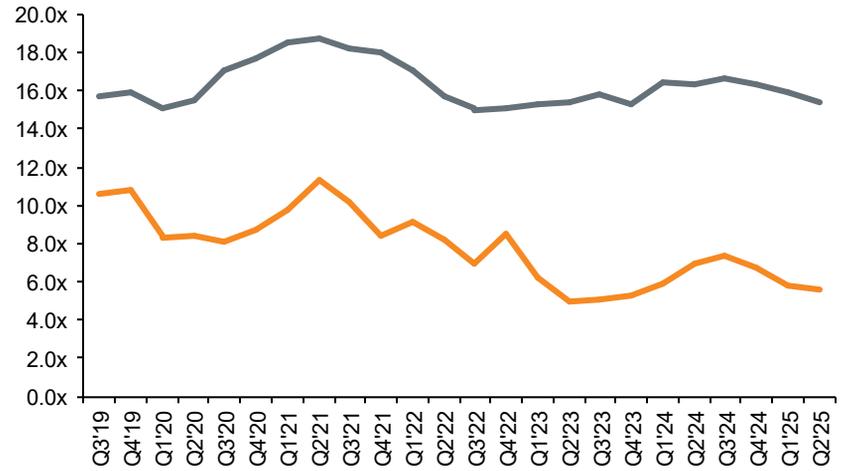
*Data sourced from Pitchbook as of trading on June 30, 2025
Past performance is no guarantee of future results*

MARKET INDICATORS

Ocean Freight Market Cap



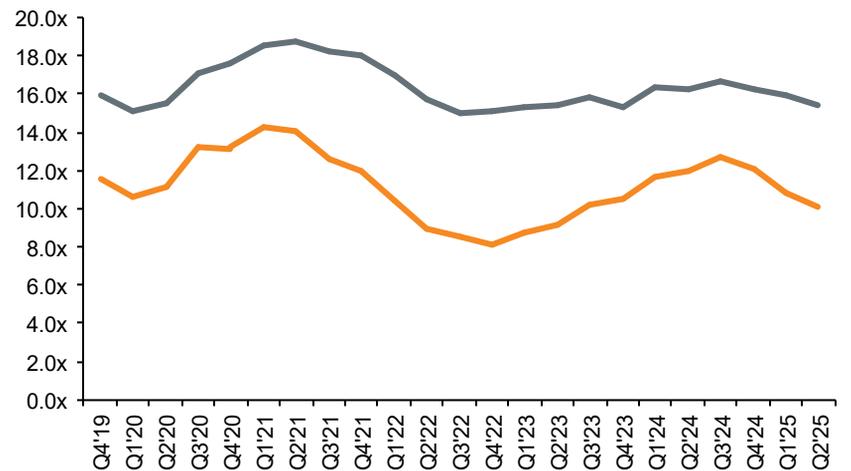
Ocean EV / EBITDA



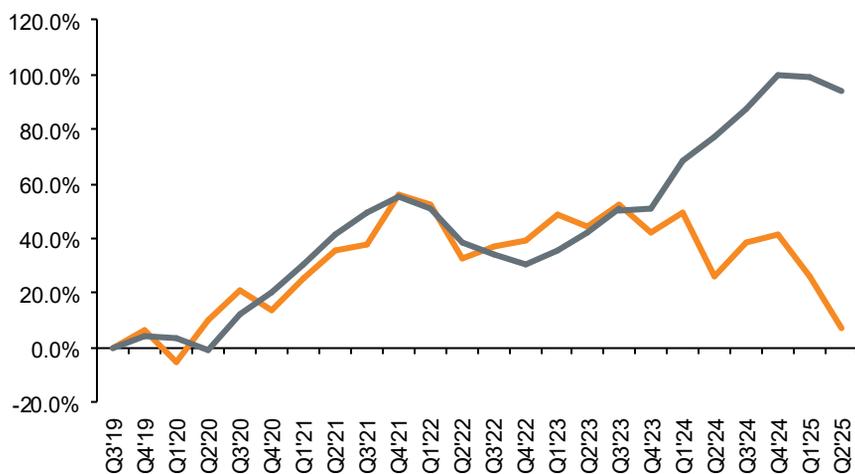
Third Party Logistics Market Cap



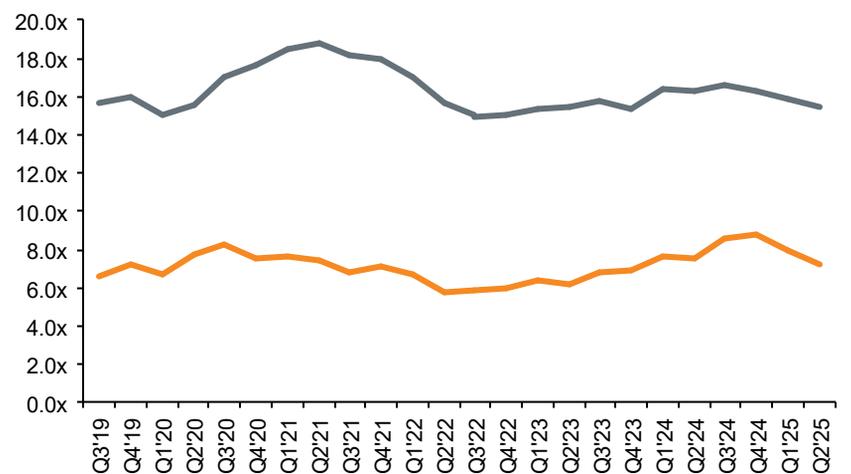
Third Party Logistics EV / EBITDA



Truckload Market Cap



Truckload EV / EBITDA

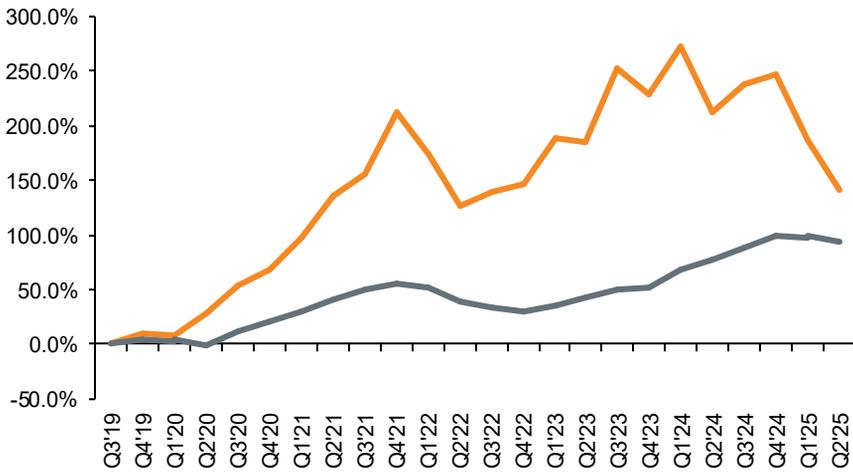


T&L Sector S&P 500

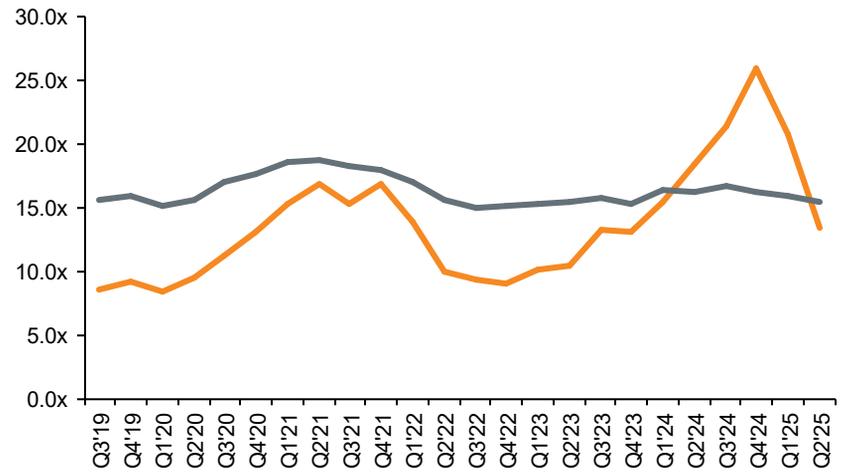
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MARKET INDICATORS

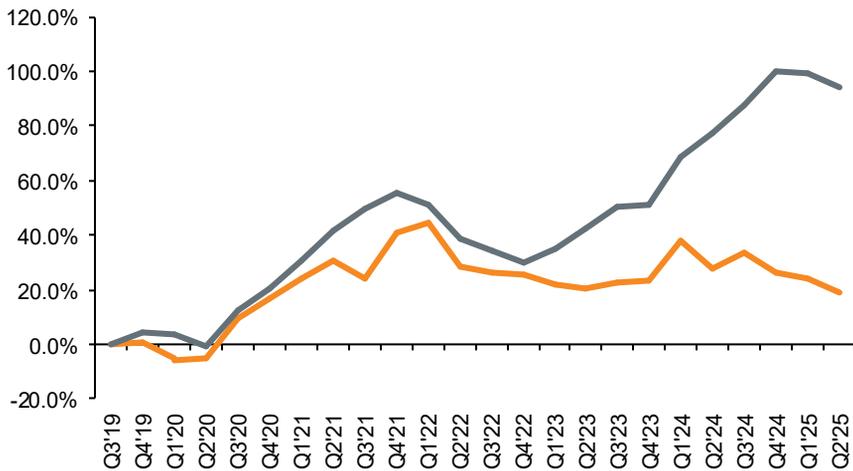
LTL Market Cap



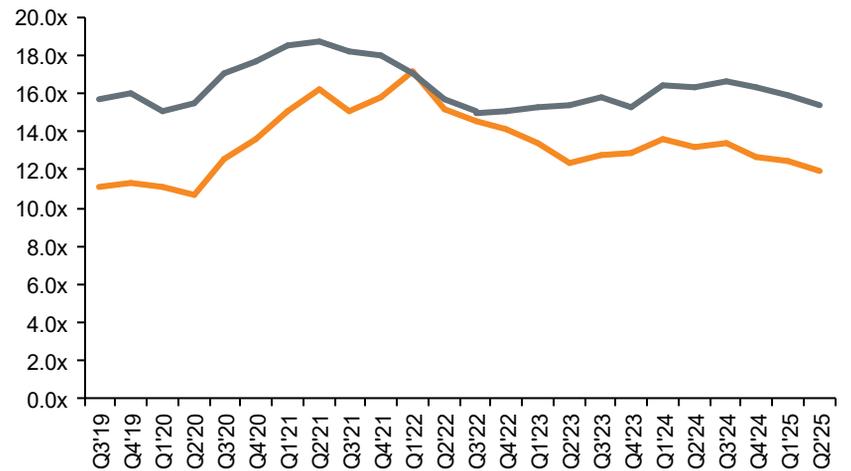
LTL EV / EBITDA



Rail Market Cap



Rail EV / EBITDA



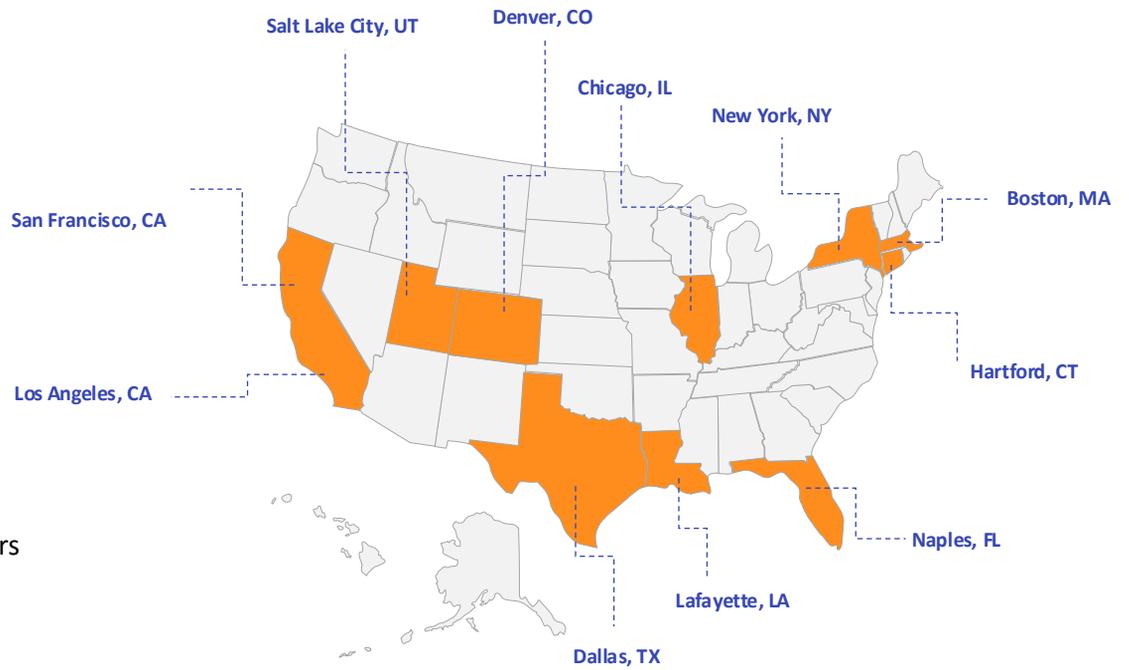
T&L Sector S&P 500

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G2 FIRM OVERVIEW

Overview:

- 600+ mandates in 15 years
- \$6B+ total executed transaction value
- Extensive industry experience
- Robust strategic and sponsor relationships
- Active touchpoints with logical sellers and buyers



A Multi-faceted Platform:

Focused on crafting bespoke operational and financial advisory solutions for our corporate and investor clients. G2 works with clients across a range of situations.



Sector Expertise:



Transportation & Logistics

T&L Focus Sectors:

- Asset-Based Transportation
- Freight Brokerage / Managed Freight
- Final Mile / Courier / Big & Bulky
- Warehousing / Distribution
- International Logistics



Industrials & Manufacturing

I&M Focus Sectors:

- Building Products / Construction
- Metals / Materials
- Container / Packaging
- Niche Manufacturing
- Distribution



Technology & Business Services

TBS Focus Sectors:

- Tech-enabled Services
- BPO
- Managed Services
- Internet & Digital Media
- Business Services



Consumer & Retail

C&R Focus Sectors:

- Fast Moving Consumer Goods
- Retail & E-Commerce
- Quick Serve Restaurants
- Fast Casual Dining
- Marketing Services

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