

TRUCKING & TRANSPORTATION MARKET UPDATE – HEARD ON THE STREET

In light of recent market volatility, Bridgepoint is providing a real time update of what we are hearing from our close trucking & transportation relationships

“It’s a great time to be a trucker on the freight side. Right now, freight demand is very robust. We’ve noticed an increase in volume of up to 30%. We have great customers and they are leaning on us to deliver. Our employees are anxious to get on the road and we are very proud of how they have stepped up when our country needs them.” – Dry Van & Reefer Carrier

“Companies hauling food supplies and paper products are running in excess of holiday volumes currently. They have the goods to move and are moving them as fast as they can in a safe manner. Our concerns revolve around state hours of service and weight and length requirements. Right now, it’s a mess where some states have provided blanket waivers and some have provided conditional waivers and closed rest stops. We’re hoping that will change over the next few weeks.” – State Trucking Association

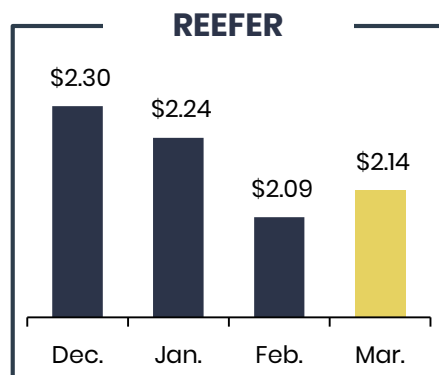
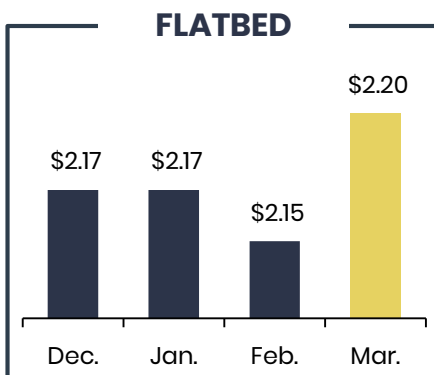
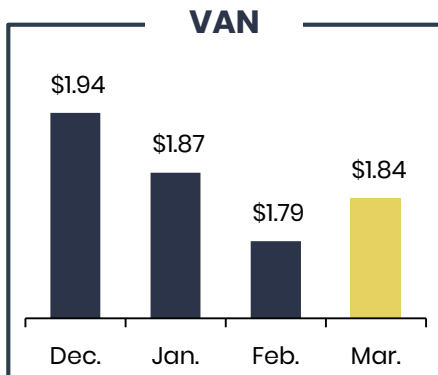
“Things actually look pretty good, if you do not turn on the TV or look outside. Rates are very good for this time of year and volumes continue to increase. We are waiting to see how everything plays out as everything still could change in a negative way.” – Flat Bed Carrier

“Most of our dry van clients are saying that freight volumes continue to remain high, but are cautiously waiting as the news changes rapidly. The most concerning aspect of the current markets for our clients is the potential impact of the China shutdown, as that will impact supply chain which ultimately trickles down to the freight shippers. Also, everyone is upbeat about the price of diesel; we see that diesel volumes continue to increase while unleaded volumes continue to decrease.” – Money Center Bank

“We are really coordinating with our customers. We haul mostly foodstuff and consumer packaged goods and they are in really high demand right now. So we are working with our customers to ensure that we are safely delivering our goods and getting products where they are needed to keep America moving. We are seeing peak demand higher than we see in Christmas and it looks like that will hold true for the foreseeable future.” – Reefer Carrier

“We are still recruiting and we need to maintain our driver base to keep goods and services going out there. We want to provide an opportunity for people and drivers that are looking for work. We know there are other parts of the trucking industry that are not doing too well and for those drivers that want a long-term home we will find them one. We shifted our business model to hauling all consumer-packaged goods, which are recession proof. These are goods in high demand given the current environment. Yes, we continue to hire new drivers and serve our customers.” – Dry Van Carrier

National Average Spot Rates March 2020



Source: DAT Industry Trends

Source: Bridgepoint Investment Banking

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“ Currently, we are seeing dry van hauler volumes at remarkable levels. One executive telling us that their volumes are exceeding ‘normal’ holiday volumes. Another told us, ‘it is a good time to be a trucker!’ Tank and Specialty carriers are seeing volumes steady to somewhat higher with rates steady to improving slightly. Flatbed carriers are seeing volume stable to slightly increasing with similar rate impacts. Other sectors are being hit hard with a combination of the COVID-19 crisis and the Oil Wars. While the Trucking and Logistics industry and Oil Field related industries are cyclical, the convergence of factors being faced today in this sector are difficult. **As a Firm, we are so proud to be able to provide support and service to these Trucking and Logistics companies ‘on the front line’.** We are seeing executives demonstrating a great deal more interest in Stress or Special Situation financing and liquidity planning. We are open for business and speaking with our clients, prospects and industry connections daily to assist them to achieve their respective goals.

Wm. Lee Merritt, Managing Director
Bridgepoint Investment Banking

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SELECTED BRIDGEPOINT TRANSACTION EXPERIENCE

<p>USD1.9 million Convertible Debt and Preferred Equity Placement</p> <p>Sole Financial Advisor</p>	<p>NOT DISCLOSED Buy-side Advisor on its potential acquisition of publicly traded technology services company and related acquisition financing</p> <p>Sole Financial Advisor</p>	<p>NOT DISCLOSED Self-side Advisor and Buy-side acquisition financing</p> <p>Sole Financial Advisor</p>	<p>USD1.0 million Follow-on equity offering</p> <p>Senior Co-Man</p>	<p>USD300 million Joint Bookrunner and Joint Arranger for new revolving credit facility and senior note offering</p> <p>Joint Bookrunner</p>	<p>USD266 million Exit financing facilities</p> <p>Joint Bookrunner</p>	<p>USD3.0 billion Joint Bookrunner on senior notes offering</p> <p>Joint Bookrunner</p>	<p>USD300 million Secondary equity offering</p> <p>Joint Lead Bookrunner</p>	<p>USD1.0 million Bridgepoint/Moore Capital Investors, LLP</p> <p>Lead Bookrunner & Sole Financial Advisor</p>							
<p>GOODYEAR</p> <p>SD1.9 billion Senior secured credit facilities</p> <p>Joint Bookrunner</p>	<p>PrairieCare</p> <p>Senior & Mezzanine debt financings for debt recapitalization</p> <p>Sole Financial Advisor</p>	<p>FleetFridge</p> <p>USD 375 Million Senior secured credit facilities/senior notes</p> <p>Joint Bookrunner</p>	<p>VALUE PLACE</p> <p>USD5.1 million Secured Promissory offering</p> <p>Lead Bookrunner</p>	<p>TWIN EAGLE TRANSPORT</p> <p>Has been acquired by BADLANDS TANK LINES</p> <p>Buy-side M&A Advisor</p>	<p>TransWood</p> <p>USD 60 million Global financing</p> <p>Sole Financial Advisor</p>	<p>BADLANDS TANK LINES</p> <p>USD 30 million Debt capital raise to support acquisition and global financing</p> <p>Sole Financial Advisor</p>	<p>CONTRACTORS</p> <p>Has been acquired by S&S Distributions</p> <p>Sole Financial Advisor</p>	<p>Q</p> <p>SD1.2 billion 7-year side Advisor to Asha Tec (Reness automotive supplier) in its acquisition of M&A automotive supplier</p> <p>Financial Advisor</p>	<p>TWIN EAGLE TRANSPORT</p> <p>Has been acquired by BADLANDS TANK LINES</p> <p>Buy-side M&A Advisor and Financial Advisor</p>	<p>LKQ</p> <p>USD765 million Senior secured credit facilities (financing for LKQ's acquisition of top competitor)</p> <p>Joint Bookrunner</p>	<p>bridgepoint</p> <p>USD10.2 million Bridgepoint Investor Partners 11.1%</p> <p>Sole Financial Advisor</p>	<p>STONE</p> <p>1.5 million Senior on senior</p> <p>Joint Bookrunner</p>	<p>AULICK Leasing</p> <p>Has been acquired by TPI International</p> <p>Sole Financial Advisor</p>	<p>DMR</p> <p>Senior & unit-tranche debt financings for debt recapitalization</p> <p>Sole Financial Advisor</p>	<p>PrairieLife FITNESS</p> <p>Has been acquired by THE ATHLETIC CLUB</p> <p>Sole Financial Advisor</p>

SECTORS OF FOCUS



Industrials & Transportation



Healthcare



Consumer & Retail



Software & Technology

229

YEARS OF EXPERIENCE

\$107B

IN TRANSACTIONS

163

TOTAL TRANSACTIONS

SENIOR LEADERSHIP



Matt Plooster
Managing Director



Wm. Lee Merritt
Managing Director



Gary Grote
Managing Director



Mike Anderson
Managing Director



Adam Claypool
Managing Director



Joe Liss
Managing Director



Natasha Plooster
COO



Subhash Marineni
Vice President

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