



Global Logistics Strategies 2006

An examination of the acquisition strategies of the world's most successful logistics companies

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An industry in transformation

The global logistics industry today is unrecognisable from just five years ago. Consolidation in the sector has seen a plethora of well known companies consumed by an increasing number of logistics giants which are now dominating the market.

Exel, Tibbett & Britten, Menlo, Fritz, Bax Global, Schenker, ACR Logistics, Roadway, Overnight have all disappeared as independent entities and have been replaced by global, single-source, integrated mega-logistics players.

In part the acquisition frenzy has been driven by the need for companies from a range of backgrounds to develop into neighbouring logistics segments. This has involved mail, express, rail, forwarding, road and shipping companies increasing their scale and expanding the range and depth of services they provide to their customers.



What does the report contain?

Global Logistics Strategies examines the key trends in the industry, looking at why consolidation is taking place, whether it has been successful and which companies have grown to dominate the market. It contains analysis of a survey of all the logistics deals undertaken over the past five years to indicate where the main focus of acquisition attention has been placed.

The report also deals in depth with the strategies employed by the leading logistics companies, looking at how they have been put into effect and their success. Each profile contains a comprehensive list of deals, showing the extent of their acquisition programmes and where available the prices paid.

What will the Global Logistics Strategies report tell you?

Global Logistics Strategies 2006 report provides answers to the following questions and many more:

- Which are the most acquisitive express and logistics companies?
- What acquisitions have they made?
- How much did they pay for their acquisitions?
- Where have most acquisitions taken place?
- What are their development strategies and how successful have they been?
- What are the key trends driving industry consolidation?

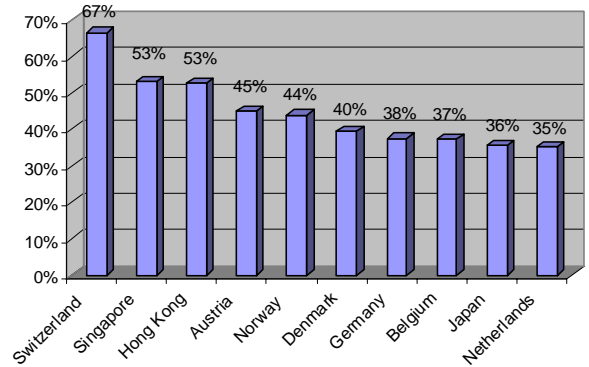
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Deal survey

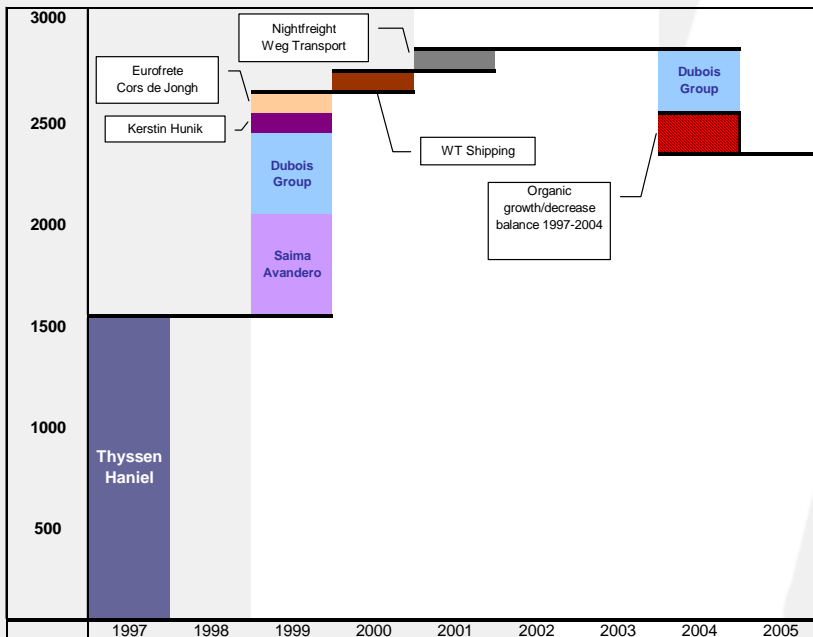
Global Logistics Strategies 2006 includes a survey of over 2,750 deals undertaken over the past 10 years. It provides an insight into:

- where the main deals have taken place;
- deal volumes over the past 8 years;
- what sort of companies have been acquired;
- which countries' companies are most aggressively buying cross-border;
- the proportion of deals which are trade, institutional investor or IPOs.

Proportion of cross border/domestic deals



Acquisition programme of ABX Logistics



Strategic development

The report includes analysis of the development strategies of 20 express and logistics companies. It looks at their development progress compared with their original aims, detailing how the company has expanded either acquisitively, organically or through strategic alliance.

Each profile contains a comprehensive list of the acquisitions which have been undertaken and, for the most active companies, a 'corporate anatomy' showing how their revenues have been built up with each acquisition.

Each profile provides essential competitor intelligence and gives an insight into the success, or failure, of the world's largest logistics players.

How to buy Global Logistics Strategies 2006

Global Logistics Strategies 2006, price £695/ €1010/ \$1250 can be purchased from the Transport Intelligence website: <http://www.transportintelligence.com/market.asp>

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