

Transport Tracker

Issue #1109, week ending Jan. 24, 2024; 4Q wave: NSC,CP,CHRW,ODFL,KEX,SNDR

Industry Overview

Hoexter's Thought of the Week

Next week sees wave of 7 Transport/Shipping posting 4Q

Next week, 4Q earnings ramp, with 2 rails (NSC (Norfolk Southern), CP (Canadian Pacific)), 1 airfreighter (UPS (United Parcel)), 1 Less-than-Truckload (LTL; ODFL (Old Dominion)), 1 truck brokerage (CHRW), 1 Jones Act Carrier (KEX (Kirby)), and 1 truck/multimodal (SNDR (Schneider National)). Carriers likely remain upbeat about the demand outlook, similar to J.B. Hunt, which noted accelerating Intermodal volumes on an unexpected peak. This was followed by Canadian National's view of a strong 2H24, and in line with our Truck Shipper Survey outlook of a slightly improving demand base. Spot truck rates ex-fuel increased to \$1.49/ mile, near the cost of \$1.50-\$1.60/mi, aided by rising demand. The Rails should temper 1Q outlooks on weather impacts. UPS is likely to remain pressured by volumes, yet will highlight a tale-of-two-halves, with constrained volumes and higher upfront costs in 1H, and a flat cost comp and leverage potential in 2H. For LTLs, we focus on pricing gains at carriers, with ODFL and SAIA moving to convert their 4.9% and 7.5% respective GRI's (general rate increases) into yield gains. At C.H. Robinson (CHRW), we see rising risk to margins as spot rates lift and increase its cost of capacity, yet countered with improved Ocean rates at Forwarding.

NSC (Fri Jan 26, pre-mkt): We target 4Q23 EPS of \$2.82 vs the Street's \$2.87 (we expect higher near-term costs). We expect it to improve its operating ratio to 66.9%, from 69.4% in 3Q on volume leverage, yet to be pressured by costs. Carloads were +2.6% y-y in 4Q, reversing a 2.2% decline in 3Q. We target rev/carload -9.2% y-y in 4Q due to mix.

UPS (Tue, Jan 30, pre-mkt): We target 4Q23 EPS of \$2.49 vs the Street's \$2.45, which may be viewed as aggressive given soft peak volumes and likely negative margin. We target volumes down 5.4% yr-yr, as seasonally normal peak is offset by slowing share repatriation. We see Domestic volume growth at the low end of the -3% to -8% range (we target -6%). We view margins (we target 11.2% in 4Q, 280bps deterioration year-year) as challenged (and at risk) given increased costs and muted volumes.

CPKC (Tue Jan 30, aftermarket): We target 4Q23 EPS of C\$1.11, in line with the Street. We expect operating ratio to improve 240 bps from 3Q23, to 56.9%, aided by improved volumes, as carloads were flat year-year vs a -5% decline in 3Q. We target revenue/car to be flattish (-0.3%) year-year in 4Q23 vs +1.2% year-year in 3Q23.

ODFL (Wed Jan 31, pre-mkt): We target 4Q23 EPS of \$2.86, in line with the Street. We expect operating ratio to deteriorate 150 bps sequentially to 72.1% vs 3Q, outpacing seasonality of ~250 bps worse. We target rev/hundredweight ex-fuel to rise 7.5% y-y on strong pricing.

CHRW (Wed Jan 31, aftermarket): We target 4Q23 EPS of \$0.83, in line with the Street. We target a 14.8% net revenue margin, 40 bps worse y-y, yet up 20 bps from 3Q as rate pressures are offset by a seasonal peak and cost takeout. We see Global Forwarding margins at 23.5%, a 490bps gain y-y given increased challenges on Red Sea disruption.

SNDR (Thu Feb 1, pre-mkt): We target 4Q23 EPS of \$0.21, in line with the Street. We target Intermodal volumes +1% yr-yr, from a 9% decline in 3Q, aided by an easier comp and a normalized peak. We target total operating ratio of 95.4%, a 600 bps deterioration year-year, as we see increased competition in Dedicated and rate-pressure at One-Way.

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Key Data This Week:

- **Week 3 Rail Carloads: Down 17.9% Y-Y vs Week 2: -6.6% Y-Y**
(Down for the 6th time in 13 weeks)

- **Dry Van spot rates ex-fuel = \$1.49/mile vs \$1.47 last week**, up 5% from \$1.41 on Dec 31, 2023. Spot rates with fuel were \$1.96 vs. \$1.95 last week, and up 3% from \$1.91 on Dec. 31, 2023.

- **DAT Load to Truck Ratio – 2.85 for the week of Jan. 21, up 23% seq.** from 2.32 last week.

- **Prelim. December Truck Tonnage: -0.5% Y-Y, +2.1% M-M**
vs November: -1.5% Y-Y, -1.4% M-M

Exhibit 1: Airfreight & Surface Transportation

Rails, Trucks, Airfreight, Other Transports Summary Valuation Table

Rating	Company	Price	Mkt	P/E	1-Wk	Price
Rails:		01/24/24	Cap. (\$ bil.)	'24e EPS	Perf	Perf YTD %
B-2-7	Canadian National Railway (CNI)	123.01	79.1	20.7x	0%	-2%
B-1-7	Canadian Pacific Kansas City (CP)	77.94	72.6	24.2x	3%	-1%
B-1-7	CSX Corp. (CSX)	34.39	68.0	17.2x	0%	-1%
B-1-7	Norfolk Southern Corp. (NSC)	237.07	53.6	18.2x	5%	0%
B-1-7	Union Pacific Corp. (UNP)	242.33	147.7	21.1x	3%	-1%
NR	Grupo México Trans (GMXT*MM)(3)	MXN 39.18	10.0	--	3%	3%
Rail Avg (ex GMXT for P/E)						
Intermodal / Container Lessors:						
B-1-7	J.B. Hunt Transport Svcs (JBHT)	203.71	21.0	25.0x	6%	2%
NR	Hub Group (HUBG)	91.83	2.9	16.9x	7%	0%
NR	Textainer (TGH)	49.67	2.1	10.2x	0%	1%
Intermodal Average						
Less-than-Truckload (LTL) Carriers:						
C-3-7	ArcBest Corp. (ARCB)	119.10	2.8	11.5x	3%	-1%
B-1-7	Old Dominion Freight Line (ODFL)	391.68	42.7	29.8x	4%	-3%
B-1-9	Saia Inc. (SAIA)	452.37	12.0	28.2x	5%	3%
B-2-7	TFI International (TFII)	133.57	11.3	16.2x	2%	-2%
C-1-9	XPO, Inc. (XPO)	84.02	9.7	25.5x	3%	-4%
LTL Average						
Truckload (TL) Carriers:						
B-1-7	Knight-Swift Transportation (KNX)	56.98	9.2	18.4x	6%	-1%
B-2-7	Schneider National (SNDR)	24.82	4.4	16.0x	4%	-2%
B-3-7	Werner Enterprises (WERN)	40.89	2.6	17.0x	4%	-3%
NR	Covenant Logistics (CVLG)	49.85	0.6	11.7x	10%	8%
NR	Heartland Express (HTLD)	13.33	1.1	69.1x	2%	-7%
NR	Marten Transport (MRTN)	20.28	1.6	20.7x	4%	-3%
NR	P.A.M. Transport (PTSI)	21.40	0.5	12.6x	4%	3%
NR	Universal Logistics Holdings (ULH)	29.65	0.8	--	2%	6%
TL Average						
Autonomous trucks						
NR	TuSimple (TSP)	0.33	0.1	--	-12%	-62%
NR	Aurora Innovation (AUR)	3.24	4.9	--	5%	-26%
Autonomous trucks Average						
Airfreight Companies:						
B-1-7	FedEx Corp. (FDX)	249.73	62.4	14.1x	3%	-1%
B-2-7	UPS (UPS)	156.58	133.4	16.2x	1%	0%
NR	Deutsche Post (DHL GY) (2)	€ 44.98	60.8	--	3%	0%
Airfreight Average						
Freight Forwarders / Logistics:						
B-3-7	C.H. Robinson Worldwide (CHRW)	85.57	10.0	20.6x	1%	-1%
C-1-9	RXO (RXO)	22.12	2.6	48.7x	1%	-5%
NR	Landstar System (LSTR)	197.23	7.1	25.7x	3%	2%
NR	Expeditors International (EXPD)	127.18	18.5	26.1x	0%	0%
B-2-8	Kuehne + Nagel Int'l (KHNGF) (2)	CHF 285.70	41.3	34.6x	-4%	-1%
B-1-7	DSV Panalpina A/S (DSV DC) (2)	DKK 1,228.5	38.8	3.2x	-2%	4%
NR	Forward Air Corp. (FWRD)	48.81	1.3	10.7x	-8%	-22%
NR	Ryder System, Inc. (R)	113.88	5.0	9.6x	4%	-1%
NR	Air Transport Services Group (ATSG)	16.45	1.1	10.4x	6%	-7%
NR	Fortress Transportation (FTAI)	50.99	5.1	19.4x	4%	10%
B-3-7	World Kinect (WKC)	22.03	1.3	10.4x	1%	-3%
Freight Forwarder Avg.						
Rail Equipment:						
C-3-7	The Greenbrier Companies (GBX)	45.71	1.4	12.2x	4%	3%
NR	Freightcar America Inc. (RAIL)	2.63	0.0	52.6x	4%	-3%
NR	GATX Corporation (GATX)	125.12	4.4	16.7x	8%	4%
NR	Koppers Holdings Inc. (KOP)	51.45	1.1	10.9x	4%	0%
NR	Trinity Industries Inc. (TRN)	25.47	2.1	13.1x	7%	-4%
B-1-7	Wabtec Corp. (WAB)	129.50	23.2	19.0x	3%	2%
Rail Equipment Avg.(ex-RAIL)						
Transport Average						
S&P 500						
4,868.55						
22.5x						
3%						
2%						

Source: BofA Global Research estimates, Bloomberg, and First Call Estimates (for stocks not covered by BofA Global Research).

Covered by: (2) Muneeba Kayani, (3) Carlos Peyrelongue - NR: Not Rated.

BofA GLOBAL RESEARCH

Exhibit 2: Marine Matters

Crude, Product, Container, Dry Bulk, LNG, Jones Act Summary Valuation Table

Rating	Company	Price	Mkt	P/E	1-Wk	Price
Marine Matters		01/24/24	Cap. (\$ bil.)	'24e EPS or Yield	Perf	Perf YTD
Tanker Companies						
C-1-7	Teekay Tankers, Ltd. (TNK)	59.79	2.0	0.0%	5%	20%
NR	Teekay Shipping Corp. (TK)	8.54	0.8	--	5%	19%
NR	Euronav (EURN)	€ 16.24	3.9	10.1%	0%	2%
NR	DHT Maritime (DHT)	11.02	1.8	17.3%	0%	12%
NR	Frontline Ltd. (FRO)	21.83	4.9	13.3%	-3%	9%
NR	Tsakos Energy Navigation (TNP)	24.44	0.7	--	0%	10%
NR	Nordic American Tanker (NAT)	4.42	0.9	10.7%	-2%	5%
NR	Ship Finance Limited (SFL)	12.21	1.5	8.5%	2%	8%
NR	KNOT Offshore Partners (KNOP)	5.58	0.2	--	-5%	-3%
Tanker Average						
10.0%						
Product Tankers						
C-2-7	Scorpio Tankers (STNG)	69.15	3.7	2.6%	8%	14%
NR	Capital Products (CPLP)	17.80	1.0	3.4%	0%	25%
NR	Ardmore Shipping (ASC)	16.27	0.7	5.6%	7%	15%
Product Tankers Average						
3.9%						
LNG / LPG						
NR	Golar LNG (GLNG)	22.36	2.4	--	1%	-3%
NR	Dynagas LNG Partners (DLNG)	2.82	0.1	14.2%	0%	1%
NR	StealthGas (GASS)	7.40	0.3	--	1%	15%
LNG / LPG Average						
14.2%						
Container Ship Lessors						
NR	Costamare (CMRE)	11.09	1.3	4.1%	1%	7%
NR	Danaos (DAC)	77.03	1.5	4.2%	0%	4%
NR	Global Ship Lease (GSL)	21.60	0.8	6.9%	6%	9%
Container Average						
5.1%						
Dry Bulk						
NR	Navios Maritime LP. (NMM)	29.07	0.9	3.6x	0%	4%
NR	Safe Bulkers, Inc. (SB)	4.18	0.5	5.8x	4%	6%
NR	Diana Shipping (DSX)	3.04	0.3	6.3x	1%	2%
NR	Eagle Bulk Shipping (EGLE)	54.86	0.5	10.5x	1%	-1%
NR	Navios Maritime (NM)	29.07	0.9	--	0%	4%
NR	Golden Ocean Group (GOGL)	10.67	2.1	11.2x	5%	9%
C-1-7	Pacific Basin Shipping (PCFBBF)(1)	HKD 2.32	1.6	5.6x	3%	-10%
U.S. Dry Bulk Average						
7.2x						
2%						
2%						
Jones Act Carrier/Other						
B-1-9	Kirby Corp. (KEX)	77.55	4.6	15.4x	2%	-1%
NR	Matson Inc. (MATX)	116.20	4.1	14.7x	2%	6%
NR	Tidewater Inc. (TDW)	73.35	3.9	12.9x	8%	2%
Jones Act Carrier/Other Average						
14.3x						
Container Shipping / Diversified Companies						
B-2-8	AP Moeller-Maersk (AMKBF) (2)	DKK 12,975	33.0	--	-5%	7%
B-1-8	COSCO Shipping Holding Co (CICOF)(1)	HK\$8.22	7.7	--	6%	5%
C-3-8	K-Line (KAKKF)(1)	¥7,109.00	11.5	11.3x	9%	18%
B-3-8	Mitsui O.S.K. Lines (MSLOF)(1)	¥5,128.00	12.6	7.2x	6%	14%
B-3-8	NYK Line (NYUKF)(1)	¥4,980.00	17.3	7.6x	6%	14%
NR	Wan Hai Lines (WHILF)	TWD 50.50	4.5	--	-1%	-8%
NR	Yang Ming Marine (YMGXF)	TWD 49.80	5.5	--	0%	-3%
C-2-8	Evergreen Marine Corp (EVGQF)(2)	TWD 153.50	10.4	1.4x	1%	7%
NR	Hapag Llyod ADR (HLAG GY) (2)	€ 153.70	29.5	38.2x	-3%	14%
C-3-9	ZIM Integrated Shipping Svcs (ZIM)	14.06	1.7	--	1%	42%
Container & Diversified Average						
8.7x						
3%						
11%						
Shipping Mkt Cap / Shipping Avg						
S&P 500						
4,868.55						
136.2						
22.5x						
3%						
2%						

Source: BofA Global Research estimates, Bloomberg, (for stocks not covered by BofA Global Research)

Covered by: (1) Nathan Gee, (2) Muneeba Kayani

NR: Not Rated.

BofA GLOBAL RESEARCH

Airfreight and Surface Transportation Weekly Movers

Best:	CVLG (+10%)	GATX (+8%)	TRN (+7%)
Worst:	TSP (-12%)	FWRD (-8%)	KHNGF (-4%)

Marine Transportation Weekly Movers

Best:	KAKKF (+9%)	TDW (+8%)	STNG (+8%)
Worst:	KNOP (-5%)	AMKBF (-5%)	FRO (-3%)



Upcoming Calendar of Events

Feb 27	Wabtec's Facility Tour/Field Trip; Fort Worth, Texas
Feb 28-29	Southeast Association of Rail Shippers Spring Meeting, Atlanta
Mar 3-6	Rail Equipment Finance (REF) Conference, La Quinta
Mar 3-6	TPM'24 – Transpacific Maritime Conference, Long Beach
Mar 13	World Kinect Corp (WKC) Investor Day, NYC
Mar 14	Aurora Analyst & Investor Day, Pittsburgh
Mar 19-21	BofA Global Industrials Conference (featuring CNI and WAB), London
Mar 26	UPS Investor & Analyst Day, Atlanta
Apr 30-May 2	National Assoc of Rail Shippers (NARS) Ann Mtg, Chicago
May 14-16	BofA's 31st Annual Transport, Airline, & Industrials Conf, NYC

Source: Companies, BofA Global Research

BofA Global Research Reports

Title: Subtitle	Primary Author	Date Published
KEX: 4Q Preview: See strong pricing aiding returns; PO \$91	Ken Hoexter	24 January 2024
CNI: Targets ~10% EPS growth, led by single digit vol growth; PO \$131	Ken Hoexter	23 January 2024
STNG: LR-2 rates jump to \$70,000/day; PO to \$72	Ken Hoexter	23 January 2024
Shipping: YA2024: Disruptions extend tanker super-cycle, TNK to Buy	Ken Hoexter	19 January 2024
JBHT: Intermodal momentum led by surprise 4Q peak; PO to \$216	Ken Hoexter	18 January 2024
STNG: Call Takeaway: Product tanker rates to rise, Suez transits re routes	Ken Hoexter	18 January 2024
Transport Tracker: Issue #1108, week ending Jan. 17, 2024	Ken Hoexter	17 January 2024

Company News

J.B. Hunt Transport Services posted normalized 4Q23 EPS of \$1.86, down 22% yr-yr, above our \$1.70 estimate and the Street's \$1.74. GAAP EPS of \$1.47 included \$53 million of pre-tax charges for insurance-related items. Revenues were \$3.3 billion, down 9.5% year-year, but \$38 million above BofAe. Adj operating income was \$257 million, down 26% year-year, \$7 million BofAe, for an adj operating ratio of 92.2%, a 170 bps deterioration year-year, but 20 bps better than BofAe. The company benefited from a surprise 4Q Intermodal peak that neither it nor its customers expected. Intermodal loads grew 6.5% yr-yr in 4Q23, above our 4.3% estimate, with monthly loads up 6% in Oct/Nov, accelerating to 8% in Dec (above our +2%, +4%, +7% projections). It anticipates a challenged freight market in 2024, particularly given weather-to-date in 1Q24, although recognized that 1H comps are relatively easier.

Canadian National posted 4Q23 adj EPS of C\$2.02, down 4% year-year, above our C\$1.93 estimate/the Street's C\$1.99. Revenues were C\$4.5 billion, down 2% year-year, but C\$224 million above BofAe. Carloads were down 1.4% year-year, better than our down -3.8% estimate. Operating income was C\$1.8 billion, down 5% year-year, but C\$93 million above BofAe, for an adj operating ratio of 59.3%, a 140 bps deterioration year-year, but 10 bps better than our projection. For 2024, the company targets EPS growth of about 10% (vs our current +10% and prior +13% estimate). It assumes slightly positive industrial production, a below average Canadian grain crop in '23-'24, which it expects returns to an average crop in '24-'25, and sees C\$200 million in cost headwinds (C\$100m from higher Depreciation, as well as higher incentive compensation and pension costs).

Textainer Group Holdings Limited will hold a Special Meeting of its shareholders on Feb 22 to approve the acquisition of Textainer by Stonepeak, an investment firm specializing in infrastructure and real assets.

Forward Air Corp and **Omni Logistics, LLC** amended the terms of the existing merger agreement and agreed to dismiss the litigation between the parties. Under the terms of the amended merger agreement, Omni shareholders will receive \$20 million in cash, instead of the \$150 million initially agreed, and 35% of Forward's pro forma common equity, compared to the 37.7% included in the original agreement.



GATX Corp reported 4Q23 EPS of \$1.81, up 33% year-year. Revenues were \$369 million, up 14% year-year. Net income was \$66 million, up 36% year-year. The company noted that the railcar leasing environment in North America remains solid and that it capitalized on favorable market conditions by increasing renewal lease rates while extending lease terms. The renewal lease rate change of its Lease Price Index was +33.5% for the quarter, with an average renewal term of 65 months.

Saia Motor Freight Line, LLC completed the acquisition of 17 **Yellow Corp** freight terminals for \$236 million in cash. The terminals are located in Fresno, CA; Seaford, DE; Augusta, GA; Bowling Green, KY; Paducah, KY; West Boston, MA; Grand Rapids, MI; Grayling, MI; Duluth, MN; Owatonna, MN; Trenton, NJ; Rochester, NY; Akron, OH; Youngstown, OH; Reading, PA; Knoxville, TN; and Laredo, TX. Additionally, Saia completed the acquisition of Yellow's interests in leases for 11 freight terminals for \$7.9 million in cash. The leases are for terminals located in Orange, CA; Billings, MT; Butte, MT; Missoula, MT; Las Vegas, NV; Bismarck, ND; Rapid City, SD; Watertown, SD; St. George, UT; Cheyenne, WY; and Evansville, WY.

Autonomous Trucking

Ryder System, Inc. and **Kodiak Robotics, Inc.** are collaborating to leverage Ryder's service network to enable the commercialization and scaling of Kodiak's autonomous truck solution. Kodiak and Ryder established their first truckport in Houston at an existing Ryder fleet maintenance facility, enabling Kodiak to launch and land autonomous trucks and transfer freight to serve routes between Houston, Dallas, and Oklahoma City. Kodiak plans to introduce its first driverless operations along its Dallas-Houston route later this year, using the Ryder facility as a launch point.

Shipping

Scorpio Tankers' noted during our BofA-hosted call, that given the Red Sea disruptions to Product Tanker operations, tanker rates are ramping as charterers increasingly divert away from the Suez. It highlighted LR-2 rates are being negotiated up to the \$70,000/day range. Middle East to Europe charter rates increased to \$6.2 mil/trip, up 40% from \$4.5 mil/trip prior to the Suez disruption. Scorpio estimates that a closure of Suez transits could lead to a 20% increase in seaborne ton-miles.

Matson, Inc. reported that its Ocean Transportation and Logistics segments performed well in 4Q23 and that its China service experienced solid demand with higher year-year volume, but lower year-year freight rates. In its domestic ocean trades, volumes in Hawaii and Alaska lanes were lower year-year, while higher to Guam. The company expects 4Q23 operating income for Ocean Transportation of \$61-\$66 million and Logistics op income of \$8-\$9 million. It expects 4Q23 EPS to be \$1.65-\$1.78.

Navios Maritime Holdings Inc.'s board approved delisting of the company's American Depositary Shares each representing 1/100th of a share of the Company's 8.75% Series G Cumulative Redeemable Perpetual Preferred Stock and American Depositary Shares each representing 1/100th of a share of the Company's 8.625% Series H Cumulative Redeemable Perpetual Preferred Stock, as well as the preferred stock underlying the ADS from the NYSE and deregistration with the SEC. The company noted that the costs associated with continuing the listing and registration of its ADSs exceed the benefits received by the company.

Diana Shipping agreed to sell the m/v *Artemis* for \$13 million, with an estimated delivery by March 8, 2024. Additionally, it entered the m/v *Vaera*, a 75,403 dwt Panamax dry bulk vessel, into a time charter contract for a period until Nov 20, 2024 (min) to Jan 20, 2025 (max.) at a charter rate of \$13,750 starting on Jan 28, 2024. Revenues are estimated to be \$4.0 million. Separately, the company's joint venture with Blue Star Group GmbH & Cie. KG, SeaReEnergy Offshore Holding GmbH and SeraVerse GmbH to purchase offshore wind service vessels (CSOVs), agreed to acquire two additional newbuilding CSOVs, and upon completion, the Windward Offshore will have contracts to acquire four CSOVs, with deliveries scheduled to occur between 3Q25 and 3Q26.

Week 3 Rail Carload Data: Down 17.9% Y-Y

Key Takeaways – Down 17.9% (from -6.6% last week): Total carloads for Week 3 of 2024 were down 17.9% year-year, to 488,972 (BNSF has not reported yet), deteriorating from last week's 6.6% decrease (or 568,193 carloads). Carload operations were affected by severe winter weather in the US for the second week, resulting in the sixth overall decline in the past 13 weeks (and third consecutive). Additionally, this week included MLK Jr. Day in 2023 and 2024. Growth was well below the past 10-week average of +2.7%, while the full 1Q24 Carloads compares against a 0.8% decrease in 1Q23 (BNSF not incl.). Coal was down (-35.7% year-year), deteriorating from last week's 13.0% decrease. Nat Gas prices were down (-16%) to \$2.45/MMBtu from \$2.90/MMBtu last week. Coal's absolute level of carloads was 40k, significantly below 54k last week, and the past 10-week avg of 57k. Chemical volumes were down 12.1% year-year, reversing last week's 2.8% increase. Chemicals declined following nine consecutive upticks. Grain (-33.2%) was down, deteriorating from last week's 21.9% decrease. Grain was down for the 23rd time over the last 26 weeks. Petroleum (-14.4%) was down, reversing last week's 2.0% increase. This was the first downtick following 14 consecutive upticks for Petroleum. Intermodal (-11.6%) was down, deteriorating from last week's -5.4% decrease. Intermodal absolute volumes were 231k, below 255k last week, and the 263k past 10-week avg. Auto (-21.7%) was down, deteriorating from last week's 14.5% decrease. It was Auto's fourth consecutive double-digit downtick.

Overall Carloads: Week 3 carloads were down 17.9% year-year, as all rails declined for the second week, led by: CPKC (-22.7%), CN (-20.1%), UP (-16.5%), CSX (-16.4%), and NS (-15.7%). Quarter-to-date, carloads are down 8.7% year-year, as all rails are down, led by: CPKC (-12.7%), CN (-10.4%), UP (-8.9%), NS (-6.5%), and CSX (-6.3%). The 1Q24 carload trend of -8.7% is below our +2.7% full quarter target for the Class I rails on average. The avg. carrier is trending below our target (-1130 bps), with NSC the best at -970 bps vs. our tgt. (-6.5% vs. our +3.2%), vs CNJ the worst at -1290 bps (-10.4% vs. our +2.5%).

Revenue Ton Miles: Week 3 RTMs: CN's RTMs are up 11.8% y-y 1QTD. CPKC's RTM are up 10.3% y-y 1QTD.

Specifics: Intermodal carloads (47.2% of total) were down 11.6% year-year, as all rails declined, led by: CPKC (-19.6%), CN (-13.5%), CSX (-12.7%), UP (-9.3%), and NS (-8.6%). **Coal carloads (8.1% of total)** were down 35.7% year-year, as all rails declined, led by: CN (-47.4%), CPKC (-43.4%), UP (-38.2%), NS (-33.1%), and CSX (-23.7%).

Chemical carloads (9.8% of total) were down 12.1% year-year, as all rails declined, led by: NS (-21.3%), CPKC (-18.5%), CSX (-13.2%), CN (-9.6%), and UP (-5.3%). **Grain carloads (3.9% of total)** were down 33.2% year-year, as all rails declined, led by: CSX (-45.7%), CN (-43.5%), CPKC (-31.4%), NS (-29.9%), and UP (-22.1%). **Petroleum carloads (4.2% of total)** were down 14.4% year-year, as all rails declined, led by: NS (-23.1%), CPKC (-15.8%), CN (-12.2%) CSX (-11.9%), and UP (-11.6%). **Auto carloads (4.6% of total)** were down 21.7% year-year, as all rails declined, led by: CN (-38.9%), NS (-27.3%), UP (-16.2%) CSX (-15.6%), and CPKC (-15.0%).

Exhibit 3: Carloads Week 3 2024 vs. 2023 and 1QTD volumes

Week 3 Rail Carload Data: Down 17.9% Y-Y

	% of total	2024 Wk 3	2023 Wk 3	% Δ	1Q24 QTD	% Δ
Intermodal	47.2%	231,032	261,423	-11.6%	710,167	-6.5%
Coal	8.1%	39,676	61,748	-35.7%	151,026	-16.8%
Chemicals	9.8%	48,100	54,720	-12.1%	158,351	0.6%
Auto	4.6%	22,402	28,625	-21.7%	67,153	-19.8%
Grain	3.9%	18,966	28,388	-33.2%	66,285	-22.3%
Forest Prod.	3.7%	18,061	20,722	-12.8%	58,599	-5.3%
Petrol. Prod.	4.2%	20,501	23,957	-14.4%	66,468	-2.7%
Total Carloads		488,972	595,283	-17.9%	1,579,903	-8.7%

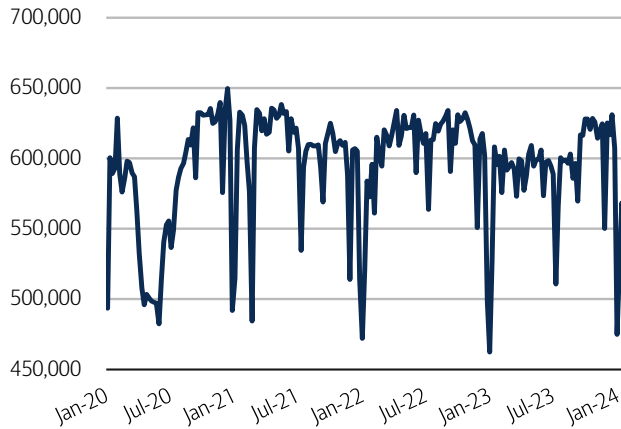
Source: BofA Global Research and AAR.

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Exhibit 4: Total Weekly Carload Volumes

Total volumes were 488,972 for Week 3



Source: BofA Global Research and Association of American Railroads.

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Exhibit 5: Total Weekly Carload Growth Y-o-Y

Total volume growth was -17.9% y-y for Week 3



Source: BofA Global Research and Association of American Railroads.

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Exhibit 6: Total Quarterly Carload Growth Y-o-Y

Total Carloads Forecast Up 0.2% in 4Q23

	3Q19a	4Q19a	1Q20a	2Q20a	3Q20a	4Q20a	1Q21a	2Q21a	3Q21a	4Q21a	1Q22a	2Q22a	3Q22a	4Q22a	1Q23a	2Q23a	3Q23a	4Q23e
BNSF	-2.5%	-6.2%	-5.2%	-17.9%	-8.3%	2.6%	4.8%	24.5%	4.4%	-3.1%	-3.3%	-5.6%	-5.0%	-9.2%	-10.3%	-11.1%	-4.8%	-
CNI	0.4%	-7.3%	-5.9%	-15.9%	-5.9%	7.1%	7.2%	13.5%	-0.9%	-10.0%	-5.9%	0.3%	2.9%	2.5%	0.5%	-7.1%	-9.7%	-3.8%
CPKC							-1.1%	19.6%	-0.5%	-5.7%	-4.0%	0.1%	10.1%	7.5%	5.7%	-2.3%	-4.9%	0.2%
CSX	-5.3%	-6.6%	-1.1%	-20.5%	-3.0%	3.9%	1.0%	26.6%	2.7%	-1.8%	-2.0%	0.2%	1.5%	-1.8%	-0.8%	-3.0%	-2.3%	0.1%
NSC	-5.8%	-9.2%	-11.4%	-25.6%	-7.0%	-1.2%	2.9%	25.5%	-0.3%	-3.6%	-4.5%	-3.3%	-2.1%	-1.3%	-0.1%	-5.6%	-2.2%	2.6%
UNP	-8.1%	-11.1%	-7.0%	-19.6%	-4.0%	2.9%	-0.7%	21.9%	0.0%	-3.9%	4.1%	-1.4%	3.2%	0.8%	-1.4%	-1.8%	-2.7%	1.8%
Total	-4.1%	-7.7%	-1.2%	-16.2%	-1.9%	6.9%	2.5%	22.3%	1.2%	-4.4%	-2.4%	-2.1%	0.8%	-1.5%	-2.2%	-5.6%	-4.3%	0.2%

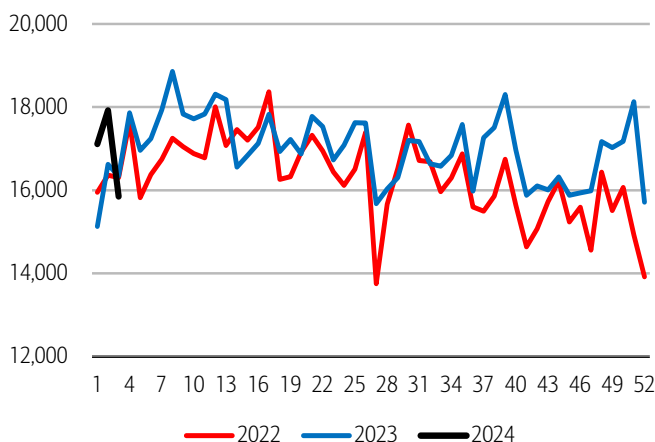
Source: BofA Global Research and Association of American Railroads.

Note: The total for 4Q23 is an average of the estimates; CPKC Reinstated data from 2020.

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Selected Segments Weekly Carloads**Exhibit 7: Metal Carloads**

Metal Carloads were 15,854 in Week 3, down 3.0% Y-Y

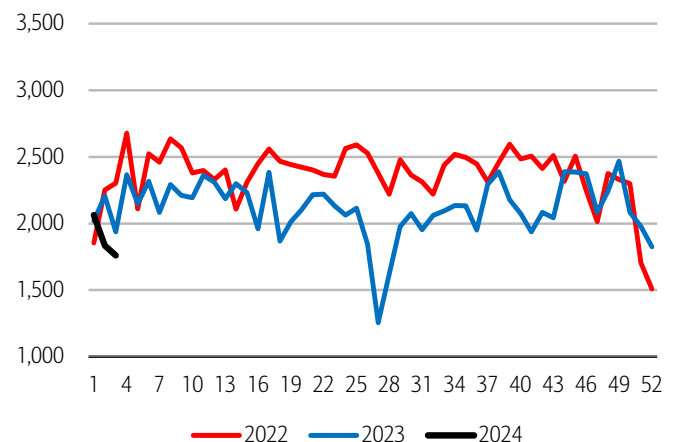


Source: BofA Global Research and Company data.

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Exhibit 8: Forest Product Carloads

Forest Product Carloads were 1,759 in Week 3, down 9.2% Y-Y



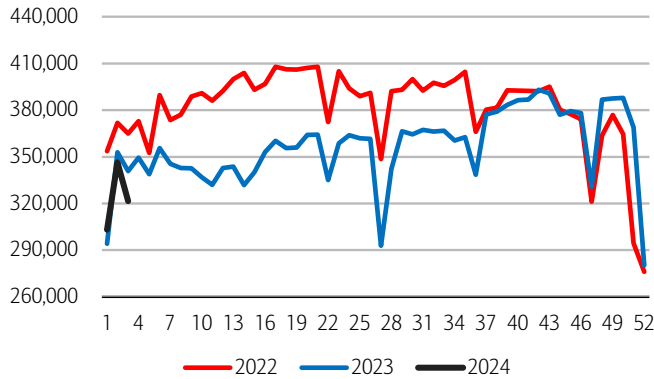
Source: BofA Global Research and Company data.

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Selected Segments Weekly Carloads

Exhibit 9: Intermodal Carloads

Intermodal Carloads were 321,498 in Week 3, down 5.7% Y-Y

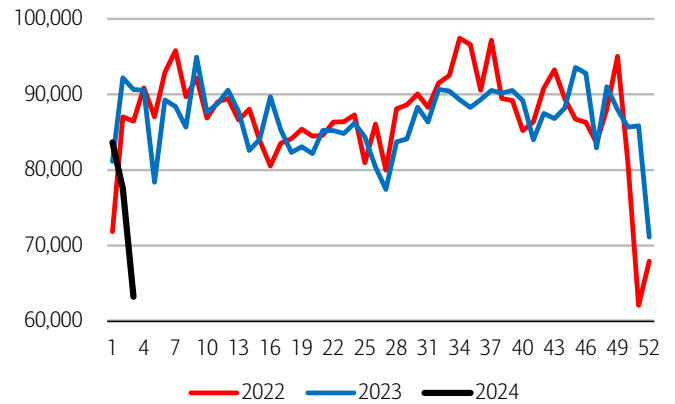


Source: BofA Global Research and Company data.

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Exhibit 10: Coal Carloads

Coal Carloads were 63,214 in Week 3, down 30.3% Y-Y

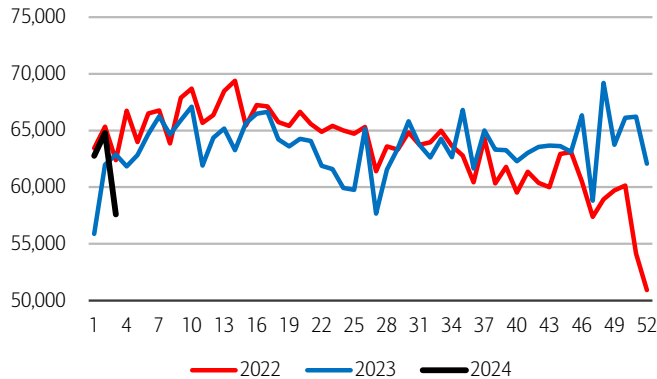


Source: BofA Global Research and Company data.

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Exhibit 11: Chemical Carloads

Chemical Carloads were 57,583 in Week 3, down 8.4% Y-Y

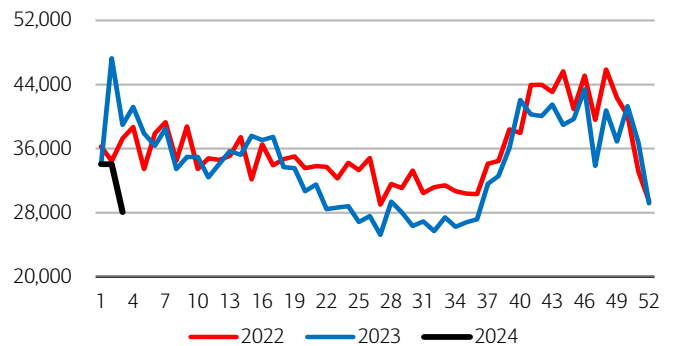


Source: BofA Global Research and Company data.

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Exhibit 12: Grain Carloads

Grain Carloads were 28,063 in Week 3, down 28.0% Y-Y

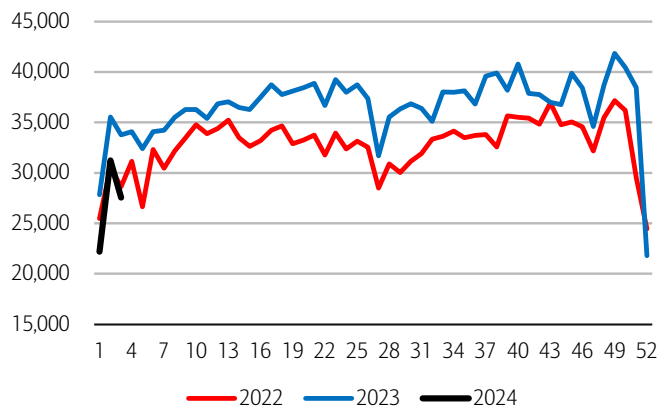


Source: BofA Global Research and Company data.

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Exhibit 13: Auto Carloads

Auto Carloads were 27,541 in Week 3, down 18.5% Y-Y

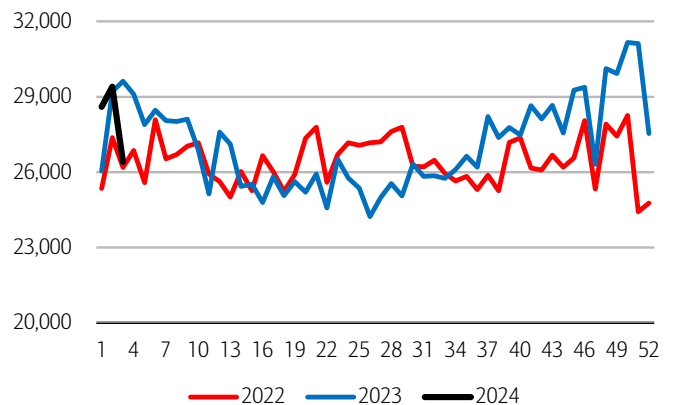


Source: BofA Global Research and Company data.

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Exhibit 14: Petroleum Products Carloads

Petroleum Products Carloads were 26,404 in Week 3, down 10.8% Y-Y



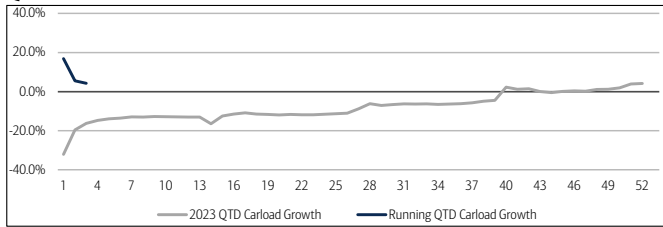
Source: BofA Global Research and Company data.

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Selected Segments Weekly Carloads

Exhibit 15: BNSF Carloads

QTD Carloads are +4.2%

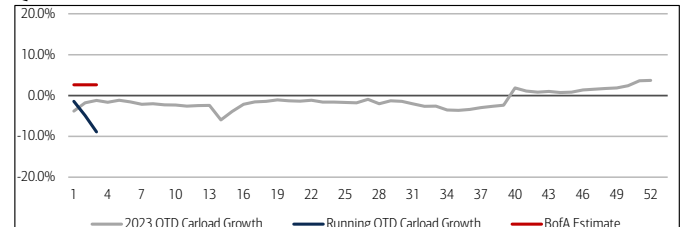


Carloads	Intermodal	Automotive	Industrial	Coal	Agriculture	Total Carloads
2024 Week 3	90,466	5,139	30,678	23,538	18,893	168,714
2023 Week 3	79,473	5,157	31,308	28,898	20,749	165,585
1Q24 QTD	261,007	13,822	89,625	73,381	59,166	497,001
1Q23 QTD	228,380	13,445	88,522	82,400	64,077	476,824
1Q QTD yoy % Chng	14.3%	2.8%	1.2%	-10.9%	-7.7%	4.2%

Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Exhibit 16: Union Pacific Carloads

QTD Carloads are -8.9% vs. BofAe +2.6%

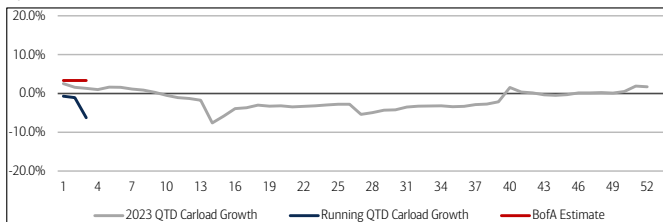


Carloads	Grain & Grain Products	Fertilizer	Coal & Renewable	Chemicals & Plastics	Metals & Minerals	Forest Products	Energy Specialized Markets	Automotive	Intermodal	Total Carloads
2024 Week 3	12,522	3,277	11,177	11,326	8,268	3,432	10,710	13,115	51,857	126,891
2023 Week 3	15,040	3,498	17,274	11,720	14,477	4,492	11,891	14,999	57,224	154,438
1Q24 QTD	41,263	10,484	40,650	36,236	31,420	12,097	35,493	37,509	151,786	407,194
1Q23 QTD	44,788	10,220	51,440	34,434	40,146	12,632	34,020	42,985	165,388	447,044
1Q QTD yoy % Chng	-7.9%	2.6%	-21.0%	5.2%	-21.7%	-4.2%	4.3%	-12.7%	-8.2%	-8.9%
1Q BofA estimate	2.0%	3.0%	-3.0%	1.5%	-1.0%	2.0%	8.0%	5.0%	4.0%	2.6%

Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Exhibit 17: CSX Carloads

QTD Carloads are -6.3% vs. BofAe +3.4%

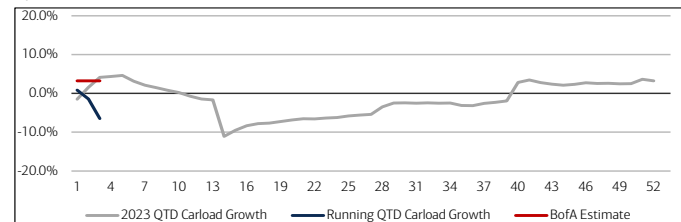


Carloads	Coal	Intermodal	Automotive	Food Products	Metals & Equipment	Forest Products	Chemicals & Petrol.	Fertilizers	Total Carloads
2024 Week 3	11,218	45,185	4,901	6,326	4,950	4,078	12,651	1,931	96,216
2023 Week 3	14,524	51,732	5,806	8,847	5,616	4,600	14,715	2,148	115,075
1Q24 QTD	40,338	144,704	14,991	22,626	15,896	13,568	41,935	5,595	317,401
1Q23 QTD	43,153	150,676	18,151	26,059	16,652	14,065	42,320	6,759	338,625
1Q QTD yoy % Chng	-6.5%	-4.0%	-17.4%	-13.2%	-4.5%	-3.5%	-0.9%	-17.2%	-6.3%
1Q BofA estimate	-3.0%	7.0%	12.0%	-1.0%	-2.0%	-4.0%	2.0%	0.0%	3.4%

Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Exhibit 18: NSC Carloads

QTD Carloads are -6.5% vs. BofAe +3.2%

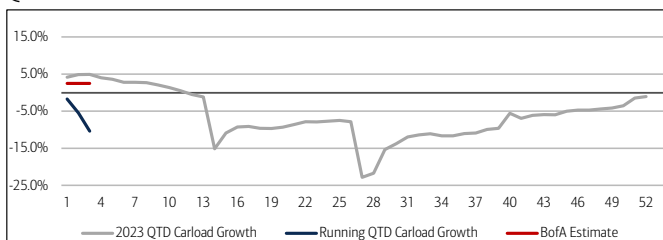


Carloads	Coal	Intermodal	Automotive	Ag. Forest & Consumer Prod.	Metals & Construction	Chemicals	Total Carloads
2024 Week 3	10,573	67,448	4,704	11,768	8,817	9,508	112,819
2023 Week 3	15,762	73,814	6,465	14,961	10,815	12,043	133,860
1Q24 QTD	36,529	200,928	15,336	39,832	30,200	31,880	354,705
1Q23 QTD	45,147	206,121	19,171	43,383	31,021	34,515	379,358
1Q QTD yoy % Chng	-19.1%	-2.5%	-20.0%	-8.2%	-2.6%	-7.6%	-6.5%
1Q BofA estimate	-2.5%	5.5%	7.0%	-1.5%	3.5%	-1.0%	3.2%

Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Exhibit 19: CNI Carloads

QTD Carloads are -10.4% vs. BofAe +2.5%

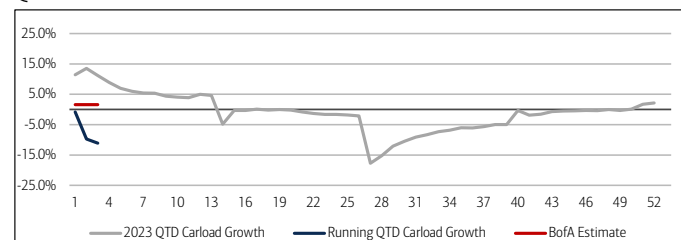


Carloads	Grain & Fertilizer	Forest & Paper	Coal & Coke	Petrol. & Chemicals	Metals & Minerals	Total Carloads
2024 Week 3	9,878	5,514	5,754	32,575	2,590	83,243
2023 Week 3	14,131	6,174	9,296	37,667	4,235	104,164
1Q24 QTD	33,556	16,802	24,466	107,738	8,180	277,455
1Q23 QTD	41,089	18,292	28,252	116,576	11,988	309,621
1Q QTD yoy % Chng	-18.3%	-8.1%	-13.4%	-7.6%	-31.8%	-10.4%
1Q BofA estimate	-8.0%	-3.0%	3.5%	5.0%	5.0%	2.5%

Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Exhibit 20: CPKC Carloads

QTD Carloads are -12.7% vs. BofAe +1.6%



Carloads	Grain	Coal	Potash	Fertilizer & Sulphur	Forest Products	Chem/Plastics	Minerals/Consumer	Automotive	Intermodal	Total Carloads
2024 Week 3	8,175	5,281	2,795	1,082	2,799	9,999	8,462	3,598	25,612	67,803
2023 Week 3	11,206	9,754	3,417	1,247	3,154	12,017	10,801	4,298	31,852	87,746
1Q24 QTD	27,434	24,030	9,707	3,537	8,361	31,569	27,634	10,218	80,658	223,148
1Q23 QTD	34,417	29,340	8,777	3,997	9,322	34,258	29,073	12,082	94,338	255,604
1Q QTD yoy % Chng	-20.3%	-18.1%	10.6%	-11.5%	-10.3%	-7.8%	-4.9%	-15.4%	-14.5%	-12.7%
1Q BofA estimate	-5.0%	5.0%	4.0%	3.5%	-2.0%	1.0%	2.0%	9.0%	2.0%	1.6%

Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Diesel Fuel Prices: -0.6% sequentially

Diesel fuel prices were down 0.6% from last week, to \$3.84 for week 3 of 2024. Prices remain below \$4.00 for the seventh consecutive week, while posting 11 downticks over the last 13 weeks. The 1Q24 average for on-highway diesel is \$3.85/gallon, down 13% y-y from \$4.41 in 1Q23, and down 10% sequentially from 4Q23's \$4.26.

WTI crude oil futures closed at \$74.37, up 2.7% from last week's \$72.40. This was the fifth weekly uptick in six weeks. The 1Q24 average is \$72.67, down 5% from 1Q23's \$76.12 average, and down 7% from 4Q23's \$78.44. We target \$77 and \$80 for 1Q24 and 2024.

Brent crude oil futures closed at \$79.55, up 1.6% from last week's \$78.29. The 1Q24 average is \$78.04, down 5% from 1Q23 average of \$82.16, and down 6% from 4Q23's average of \$82.80.

The Brent to WTI gap is \$5.18, down from last week's \$5.89. The current spread is down 14% from the 1Q23 avg. of \$6.04.

Natural Gas futures closed at \$2.45 on January 23rd, down 16% from \$2.90 last Tuesday. Nat Gas trends below \$3.00 for the ninth week over the last ten. The 1Q24 average is \$2.78, down 2% from the 1Q23 average of \$2.83.

Exhibit 21: Fuel surcharges

Weekly and Monthly surcharges table

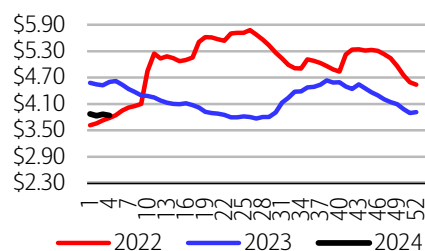
	Week 2 1/3/24	Week 3 1/10/24	Week 4 1/17/24
ARCB - LTL	31.4%	30.9%	31.3%
XPO - LTL	33.3%	32.8%	32.3%
ARCB - TL	62.8%	61.8%	62.6%
XPO - TL	66.5%	65.5%	64.5%
FDX - Express	16.50%	16.00%	16.00%
UPS - Express	18.00%	19.50%	18.75%
FDX - Ground	15.50%	15.25%	15.25%
UPS - Ground	15.50%	15.50%	15.25%
	Dec-23	Jan-24	Feb-24
UP (standard)	\$0.49	\$0.44	\$0.38
y-y % change	-22%	-31%	-28%
UP (coal)	\$0.49	\$0.44	\$0.38
y-y % change	-22%	-31%	-28%
CSX	\$0.63	\$0.57	\$0.50
y-y % change	-22%	-30%	-26%
CPKC	\$0.60	\$0.53	\$0.46
y-y % change	-22%	-32%	-29%

Source: BofA Global Research and company reports.

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Exhibit 22: National Diesel Fuel Prices

Diesel fuel prices: \$3.84 for week 3 of 2024

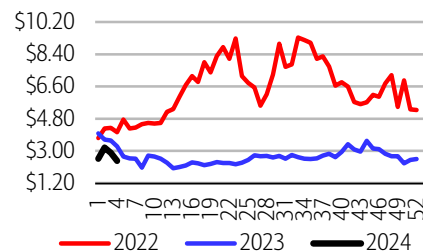


Source: BofA Global Research, DOE, Bloomberg

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Exhibit 23: US Nat Gas Price Per MMBtu.

Futures closed at \$2.45 on January 23rd

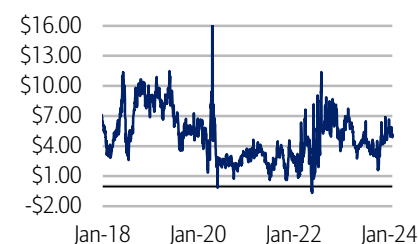


Source: BofA Global Research, DOE, Bloomberg

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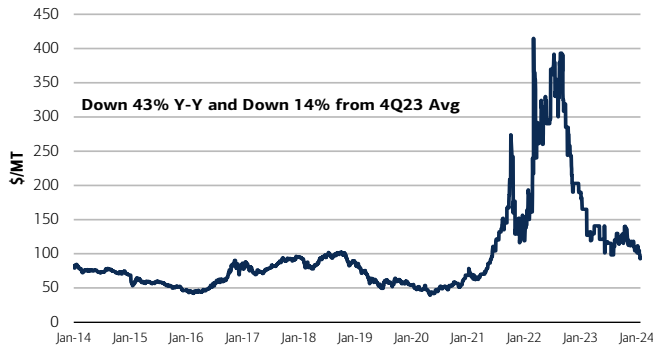
Exhibit 24: Brent to WTI Spread

The Brent to WTI gap is \$5.18



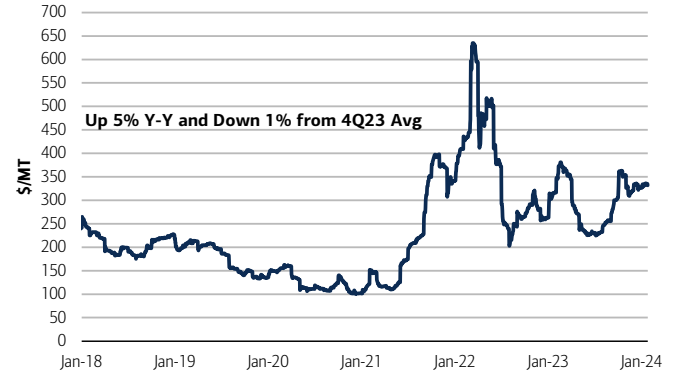
Source: BofA Global Research, DOE, Bloomberg

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Exhibit 25: Thermal Coal, Europe Coal 6000kcal CIF ARA ForwardPrice = \$94.10 on January 24th

Source: BofA Global Research and Bloomberg.

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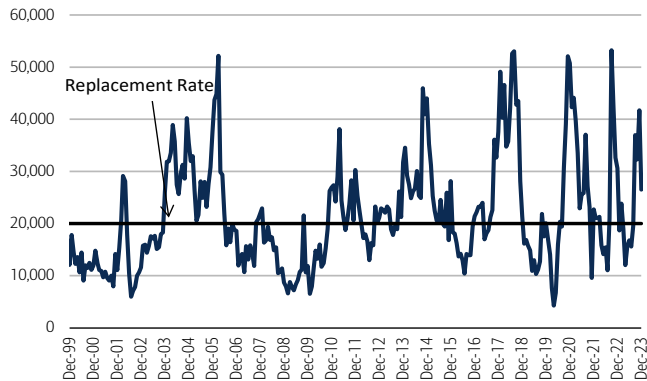
Exhibit 26: Australian Premium Coking Coal FuturesPrice = \$332.00 on January 24th

Source: BofA Global Research and Bloomberg.

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Exhibit 27: Class 8 Truck net orders

Prelim. December Class 8 Net Orders at 26,500 vs 41,732 in November



Source: BofA Global Research estimates and American Commercial Transportation Research (ACT)

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Prelim. December Class 8 Net Orders at 26,500 (from 41,732 in November)**Exhibit 28: Class 8 Truck net orders**

Final Class 8 Net Orders at 26,352 (Preliminary was 26,500)

December Class 8 Final Orders at 26,352**CLASS 8 NET ORDERS**

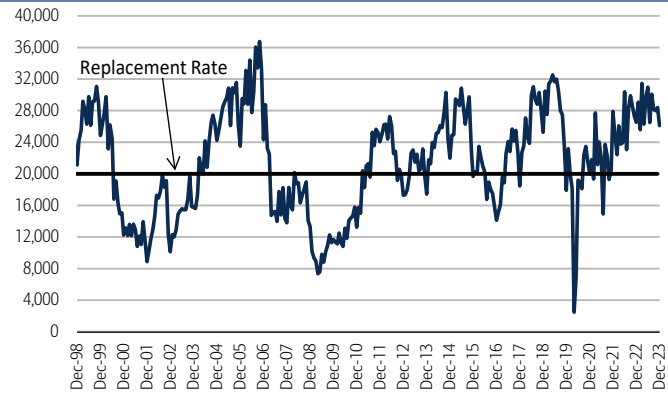
	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>
JAN	49,136	16,105	17,204	42,307	21,041	18,624
FEB	40,271	16,854	14,040	44,190	21,006	23,790
MAR	46,593	15,783	7,632	40,049	21,301	19,010
APR	34,735	14,859	4,251	33,353	15,820	12,016
MAY	35,721	10,886	6,690	23,072	14,081	15,623
JUN	42,213	12,979	16,010	25,824	15,444	16,773
JUL	52,618	10,298	20,359	25,876	11,025	15,573
AUG	53,040	11,119	19,389	37,096	20,892	19,513
SEP	42,781	12,692	30,768	27,323	53,271	36,974
OCT	43,526	21,864	39,089	23,391	42,359	32,287
NOV	28,114	17,483	52,104	9,902	32,630	41,732
DEC	21,381	20,073	50,760	20,651	30,623	26,352
Year Total	490,129	180,995	278,296	353,034	299,493	278,336

Source: American Commercial Transportation Research (ACT)

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Exhibit 29: Class 8 Truck production

Class 8 Truck Production at 26,110 in December

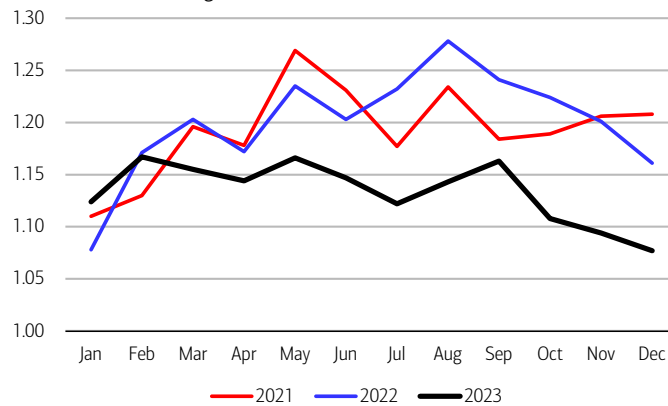


Source: BofA Global Research estimates and American Commercial Transportation Research (ACT)

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**Class 8 Truck Production at 26,110
Down 8% Sequentially****Exhibit 30: Cass Freight Shipments Index**

December's Cass Freight Index: -7.2% Y-Y, -1.6% M-M

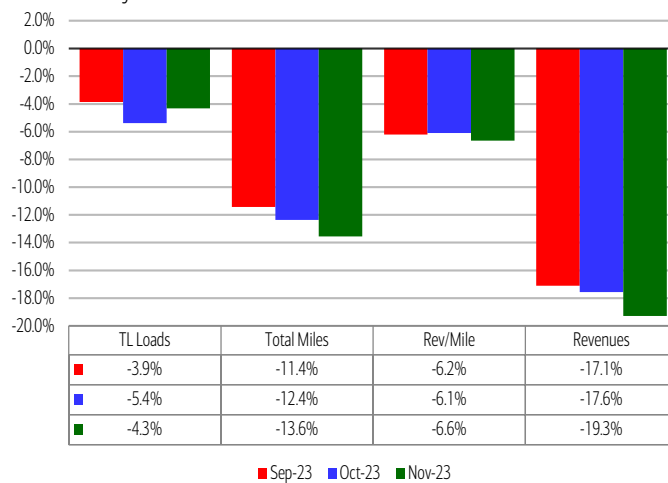


Source: Cass Information Systems, Inc.

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Cass Freight Index: -7.2% Y-Y, -1.6% M-M**Exhibit 31: Truck Activity**

Truck Activity: November Loads -4.3% Y-Y



Source: American Trucking Association

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November Total Truck Loads: -4.3% Y-Y

Exhibit 32: Historical ATA Truck Tonnage Index

Preliminary December Truck Tonnage: -0.5% Y-Y, +2.1% M-M



Source: American Trucking Association

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Exhibit 33: Historical ATA Truck Tonnage Index

November Truck Tonnage: -1.5% Y-Y, -1.4% M-M

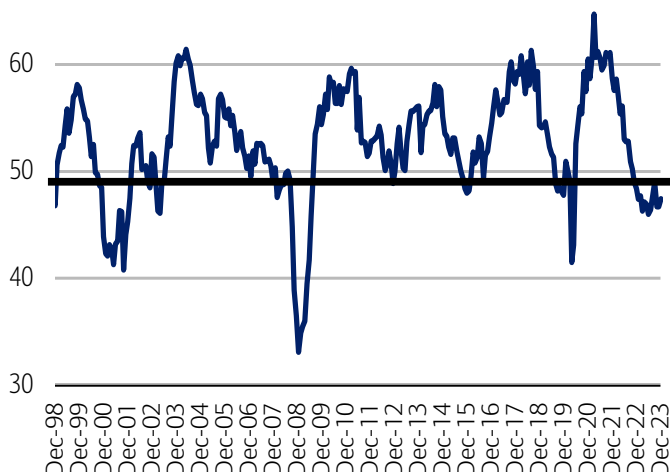
	2017	2018	2019	2020	2021	2022	2023
JAN	103.2	109.5	116.1	117.0	114.2	115.5	117.0
FEB	104.2	111.9	116.1	116.9	112.5	116.1	118.0
MAR	103.5	112.7	116.7	117.9	114.5	118.8	114.7
APR	104.3	111.9	117.6	107.3	113.7	116.5	112.7
MAY	105.0	113.3	117.4	109.7	112.9	117.1	114.1
JUN	103.7	113.8	117.1	111.1	111.3	117.5	113.8
JUL	106.9	113.0	118.3	113.1	110.6	115.8	115.0
AUG	108.2	113.7	119.7	110.9	110.8	118.2	115.2
SEP	108.8	114.7	117.3	111.0	112.7	119.1	113.9
OCT	109.2	116.0	117.9	111.1	113.1	117.6	114.9
NOV	109.9	116.8	116.9	111.8	113.8	114.8	113.3
DEC	111.6	114.7	116.1	113.1	114.9	116.2	
Avg.	106.5	113.5	117.3	112.6	112.9	116.8	114.8

Source: American Trucking Association

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Exhibit 34: ISM Manufacturing Index

December ISM Manufacturing Index 47.4, +0.7 pts.



Source: BofA Global Research and Bloomberg.

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Prelim. December Truck Tonnage: -0.5% Y-Y, +2.1% M-M

The American Trucking Association's (ATA) seasonally adjusted Truck Tonnage index declined 0.5% year-over-year in December to 115.7, moderating from November's 1.5% decrease, and it was the tenth consecutive downtick for the index. Tonnage was up 2.1% sequentially, reversing November's 1.4% decrease. ATA reported that this was the worst year since 2020 as the index declined 1.7% compared to 2022, yet Chief Economist Bob Costello remarked that the year ended on a better note than the average. On an annual basis, this was the second decline since 2020 (2020, 2023), but only the third decline since 2009's 8.9% drop.

November Truck Tonnage: -1.5% Y-Y, -1.4% M-M**ISM Manufacturing Index 47.4, +0.7 pts.**

Exhibit 35: BofA Truckload Diffusion IndicatorDemand Indicator at 51.6 from 52.4 (bi-weekly Issue #300 on Jan 11th)

Source: BofA Global Research estimates

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**BofA TRUCK SHIPPER SURVEY
Survey Says: Demand (51.6)**

This week, our proprietary bi-weekly **BofA Truckload Demand Indicator** for shippers' 0- to 3-month freight demand outlook **decreased slightly to 51.6 from 52.4 last survey**. The Demand Indicator remains at- or above-50 for the second consecutive issue and 8th time in the past 13 issues. This positive stretch follows a period at- or below-50 for 27 of the prior 33 issues (since October 6, 2022). However, the Demand Indicator was at- or above-50 for 5 issues between late July and late September 2023, before falling sub-50 for 5 of the next 6 issues before this 2-issue stretch, so the base building seems to be gaining traction. Yet, the Indicator remains below the 54.2 average level of the '12, '15, '19 Freight Recession periods, highlighting a relatively soft backdrop, but certainly an improvement from its recent trough. The Demand Indicator was up 9% year-year, its 9th year-year uptick in the past 10 issues. Rail carloads declined 1% year-year this week, the 4th downtick in 11 weeks. Dry van spot rates ex-fuel was \$1.44/mile, up from \$1.41/mile last week, and remaining well above the \$1.21-\$1.26 band it was at between Aug-Oct. Of the respondents, 23% had a positive short-term demand outlook, down from 24% last survey; Neutral outlooks were 55%, down from 56% last survey, and Negative outlooks were 21%, up from 20% last survey. In the week of January 11th, we surveyed 47 shippers for views on demand, supply, pricing, inventory.

Inventory view ticks higher after holidays

The Rate Indicator, or shippers' view on truck rates, increased to 47.9 from 46.3, up 3% sequentially, as expectations of rate increases climbed. **The Inventory Indicator** increased to 54.3 from 52.4 last issue, up 4% sequentially, as shippers see higher inventory levels after the holidays. **The Truck Capacity Indicator**, which measures shippers' views of available truckload capacity, increased to 68.1 from 64.6 last survey.

Exhibit 36: Shippers' 6-12 months outlook for freight demand

L-T Demand Indicator at 59.0, up 1% sequentially

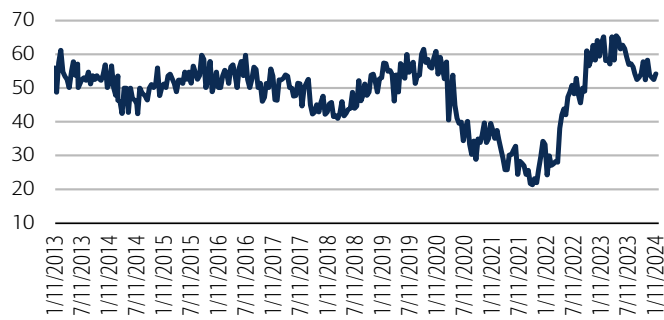


Source: BofA Global Research estimates

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Exhibit 37: Shippers' view of inventory levels

Inventory Indicator at 68.1, up 5% sequentially from last issue.



Source: BofA Global Research estimates

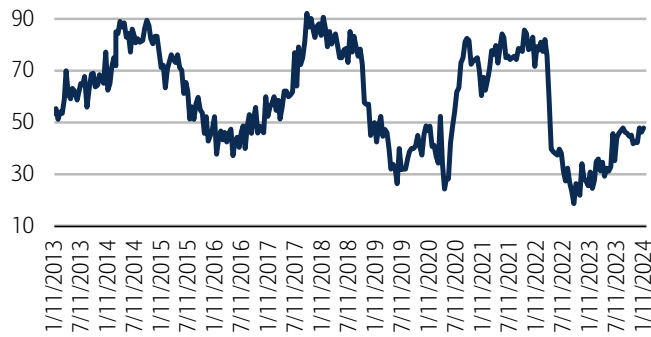
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Rates view rise

With respect to rates, 15% of shippers expect rates to fall, from 17% last issue, 74% expect pricing to be flat, up from 73% last issue, and 11% expect rates to rise, from 10% last issue. On capacity, 38% expect capacity to rise, from 37% last issue, 60% expect capacity to remain flat, from 56% last issue, 2% expect capacity to be lower, from 7% last issue. **SHIPPER COMMENTS:** A Manufacturing Shipper has seen a slowdown in volumes as its customers (large consumer-packaged goods companies, with fiscal year-ends next month) manage inventories lower. It expects a spike in February as stores reshelve goods and a return to normal flows in March. A Consumer Shipper noted that its new contract rates go live in April. (See survey for additional commentary).

Exhibit 38: Shippers' view of Trucking rates over the next 3 months

Shipper's rates view; Rate Indicator at 47.9



Source: BofA Global Research estimates.

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Exhibit 40: BofA Truckload 0-3 month Demand (Diffusion) Indicator

Diffusion indicator month-by-month levels

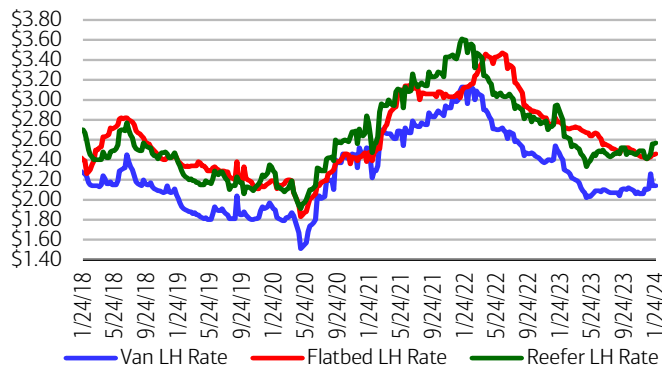
	2020	2021	2022	2023	2024
Jan	1/2 52.3	1/14 63.8	1/13 75.0	1/12 47.5	1/11 51.6
Feb	1/16 54.1	1/28 63.8	1/27 70.0	1/26 51.3	1/25
	1/30 54.6	2/11 67.5	2/10 69.5	2/9 45.1	2/8
Mar	2/13 53.1	2/25 68.8	2/24 71.9	2/23 47.6	2/22
	2/27 51.3	3/11 72.9	3/10 70.3	3/9 46.9	3/8
Apr	3/12 46.1	3/25 68.8	3/24 69.2	3/23 48.3	3/22
	3/26 43.5	4/8 73.0	4/7 64.1	4/6 49.5	4/5
	4/9 37.2	4/22 75.7	4/21 58.0	4/20 44.4	4/19
May	4/23 33.3	5/6 77.6	5/5 57.5	5/4 49.5	5/3
	5/7 37.8	5/20 78.3	5/19 55.0	5/18 44.3	5/17
	5/21 46.2	6/3 78.3	6/2 58.5	6/1 42.6	5/31
Jun	6/4 54.6	6/17 78.1	6/16 54.0	6/15 47.9	6/14
	6/18 56.4	7/1 75.7	6/30 55.5	6/29 49.4	6/28
Jul	7/2 59.3	7/15 70.9	7/14 50.9	7/13 47.1	7/12
	7/16 62.5	7/29 74.3	7/28 53.9	7/27 50.0	7/26
Aug	7/30 59.1	8/12 73.0	8/11 50.0	8/10 55.2	8/9
	8/13 63.5	8/26 73.0	8/25 54.5	8/24 51.0	8/23
Sep	8/27 71.1	9/9 73.6	9/8 51.6	9/7 52.4	9/6
	9/10 75.8	9/23 75.0	9/22 50.0	9/21 50.0	9/20
Oct	9/24 78.1	10/7 69.4	10/6 47.6	10/5 48.9	10/4
	10/8 73.3	10/21 68.3	10/20 45.6	10/19 52.5	10/18
	10/22 70.0	11/4 76.6	11/3 42.4	11/2 47.7	11/1
Nov	11/5 72.5	11/18 67.7	11/17 50.4	11/16 44.4	11/15
	11/19 69.9	12/2 69.7	12/1 47.8	11/30 49.0	11/29
Dec	12/3 63.8	12/16 68.6	12/15 47.2	12/14 49.0	12/13
	12/17 66.3	12/30 66.7	12/29 49.4	12/28 52.4	12/27
	12/31 67.7				

Source: BofA Global Research estimates

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Exhibit 42: Month-to-Date Run Rate

Van Rate = \$2.14 Flatbed Rate = \$2.46 & Reefer Rate = \$2.57

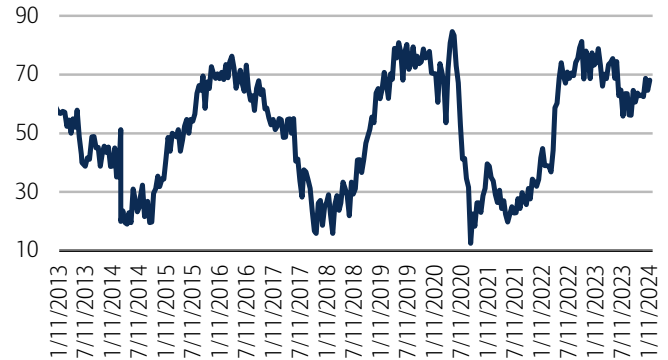


Source: DAT (Dial-A-Truck)

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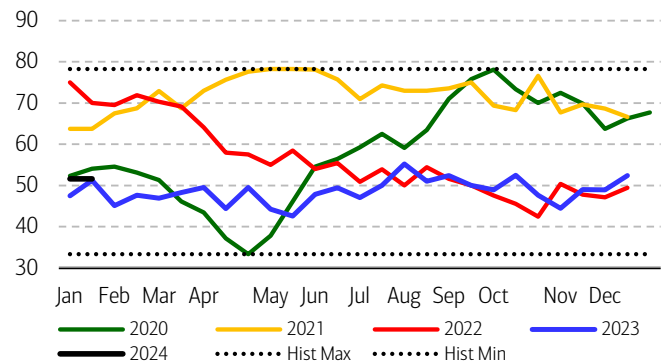
Exhibit 39: Shippers' view of Capacity over the next 3 months

Capacity Indicator slightly higher at 68.1, up 5% sequentially



Source: BofA Global Research estimates.

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Exhibit 41: Demand (Diffusion) Indicator for 0-3-month demand outlook on stack basis (2020-2024)Demand Indicator to 51.6 (bi-weekly Issue #300 on January 11th)

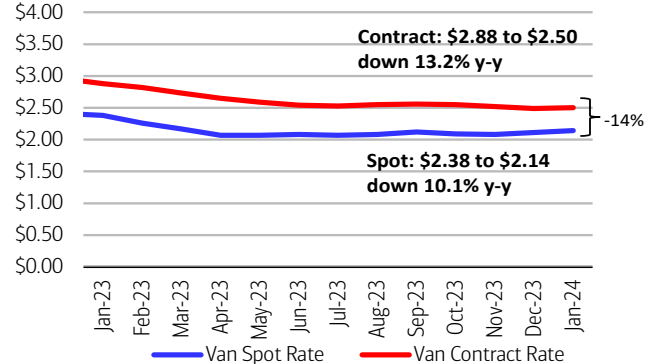
Source: BofA Global Research estimates

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Disclaimer: The indicator identified as BofA Truckload Diffusion Indicator in this report is intended to be an indicative metric only and may not be used for reference purposes or as a measure of performance for any financial instrument or contract, or otherwise relied upon by third parties for any other purpose, without the prior written consent of BofA Global Research. This indicator was not created to act as a benchmark.

Exhibit 43: Monthly Van Spot Rate vs. Contract Rate

Van Spot Rate = \$2.14 & Contract Rate = \$2.50

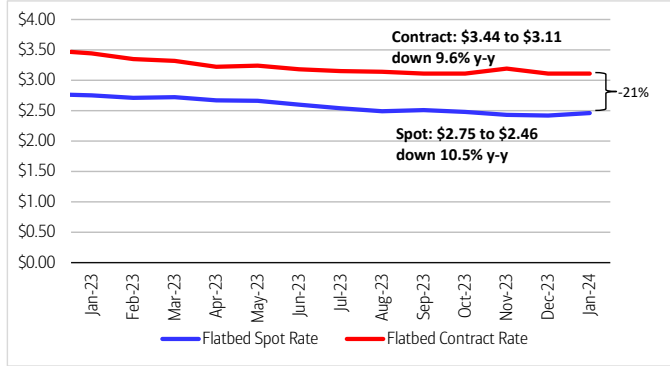


Source: DAT (Dial-A-Truck)

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Exhibit 44: Monthly Flatbed Spot Rate vs. Contract Rate

Flatbed Spot Rate = \$2.46 & Contract Rate = \$3.11

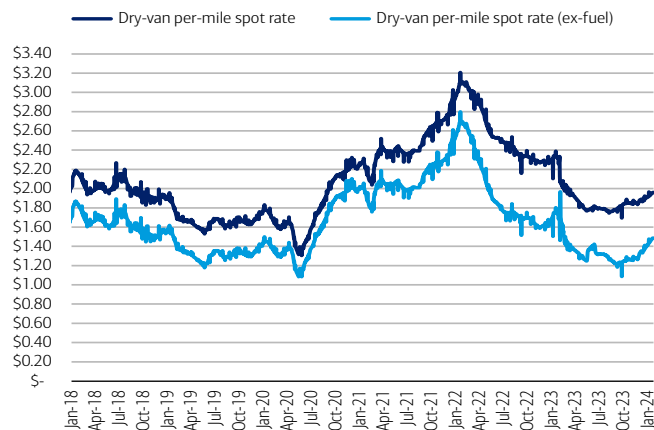


Source: DAT (Dial-A-Truck)

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Exhibit 46: Truckstop.com Spot Rates

Dry-Van Spot = \$1.96 Dry-Van (ex-fuel) = \$1.49

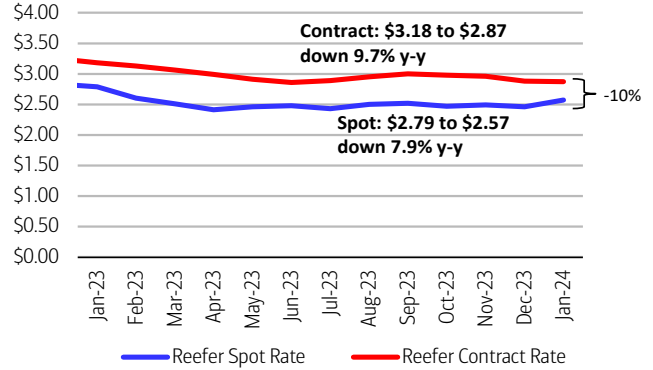


Source: Truckstop.com, Bloomberg

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Exhibit 45: Monthly Reefer Spot Rate vs. Contract Rate

Reefer Spot Rate = \$2.57 & Contract Rate = \$2.87



Source: DAT (Dial-A-Truck)

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TruckStop Spot Rates: Dry-Van Spot = \$1.96, Dry-Van (ex-fuel) = \$1.49

Truckstop.com's Dry van spot rates ex-fuel were \$1.49/mi for the week ending January 24, from \$1.47/mi the prior week (January 17) and are up 5% YTD (from \$1.41/mi on Dec 31).

Truckstop.com's Dry van spot rates (fuel included) were \$1.96/mi for the week ending January 24, from \$1.95/mi the prior week (January 17) and are up 3% YTD (from \$1.91/mi on Dec 31).

Fuel represented \$0.47/mi, down from last week's \$0.48/mi and down from \$0.50 on Dec 31.

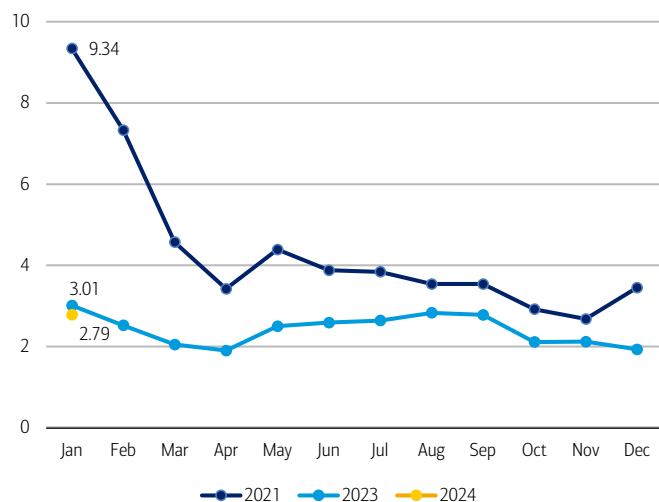
DAT Spot Dry-Van Load/Truck Ratio = 2.85

Weekly Update: DAT's (Dial-a-Truck) dry-van spot load-to-truck ratio was 2.85 for the week ended January 21, up from 2.32 (+23%) the prior week (January 14), and up from 2.08 (+37%) a year prior.

Monthly Update: DAT's (Dial-a-Truck) dry-van spot load-to-truck ratio is at 2.79 on average for the month of January, up from 1.93 in December, and down from 3.01 (-7%) a year prior. In December, the Ratio was down year-year for the 23rd consecutive month.

Exhibit 47: Van Load to Truck Ratio

January Load-to-Truck Ratio on average at 2.79, up 44% M-M



Source: DAT (Dial-A-Truck), Bloomberg

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Exhibit 48: Top 10 US Ports Loaded Volumes

Top 10 Ports in November: +5.5% Y-Y, LA/LB +23.0% Y-Y

Top 10 U.S. Ports	2023 TEU's	2023 YTD Chg.	Oct-23 Y-Y %	Nov-23 Y-Y %	Oct-23 TEU's	Nov-23 TEU's
Los Angeles (18%)	5,247,091	-8%	16%	25%	493,731	496,374
Long Beach (16%)	4,649,779	-14%	10%	21%	453,373	464,137
Total LA/LB (35% of total US)	9,896,870	-11%	13%	23%	947,104	960,511
New York (17%)	4,844,602	-15%	0%	-5%	492,780	436,302
Savannah (13%)	3,416,871	-12%	-13%	-3%	332,072	318,679
Houston (11%)	2,904,925	-1%	0%	-10%	300,940	254,027
Norfolk (9%)	2,414,135	-7%	2%	6%	238,788	230,047
Seaport Alliance (6%)	1,511,028	-10%	13%	2%	155,388	138,832
Charleston (7%)	1,761,350	-6%	-1%	1%	181,674	157,512
Oakland (5%)	1,432,929	-12%	-2%	1%	142,255	132,648
Maryland (1%)	663,443	2%	4%	n/a	74,764	-
Total Top 10 (91.5% of US)	28,846,153	-8.4%	2.8%	5.5%	5	2,628,558
Vancouver	2,140,771	-2%	-4%	0%	203,535	205,516
Prince Rupert	450,373	-27%	-25%	-27%	41,589	33,894

Source: Ports of Los Angeles, Long Beach, New York, Savannah, Norfolk, Oakland, Houston, Charleston, Vancouver, Maryland, and BofA Global Research estimates

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Top 10 Ports in November: +5.5% Y-Y, LA/LB +23.0% Y-Y**Exhibit 49: Port of Los Angeles/Long Beach Vessels waiting to dock**

On one-week moving average, vessels at anchor and loitering (given new queue system) were 10.6 on 01/24/24 (vs 10.8 on 01/17/24). On day-of basis: 11 vs 14 (includes 11 vs 13 vessels at dock), or 0 vs 1 in queue alone.

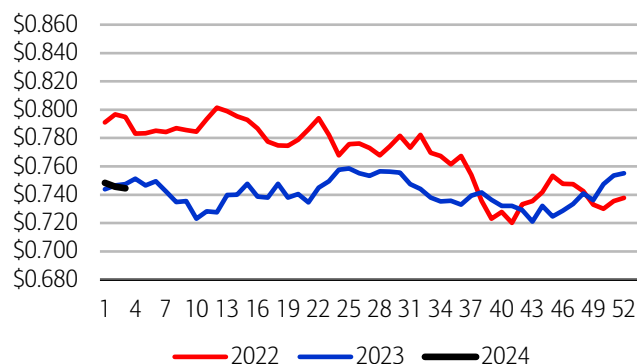


Source: BofA Global Research and Port of LA/Long Beach

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Port of LA/Long Beach – Ships in queue – 0 on 01/24/24 (from 1 a week prior)**Canadian Dollar and Mexican Peso FX Rates****Exhibit 50: Price of 1 Canadian Dollar in US\$**

1 CAD = 0.748 US\$

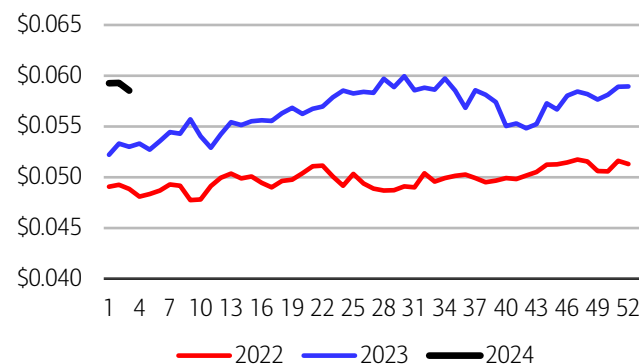


Source: Bloomberg

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Exhibit 51: Price of 1 Mexican Peso in US\$

1 MXN = 0.059 US\$

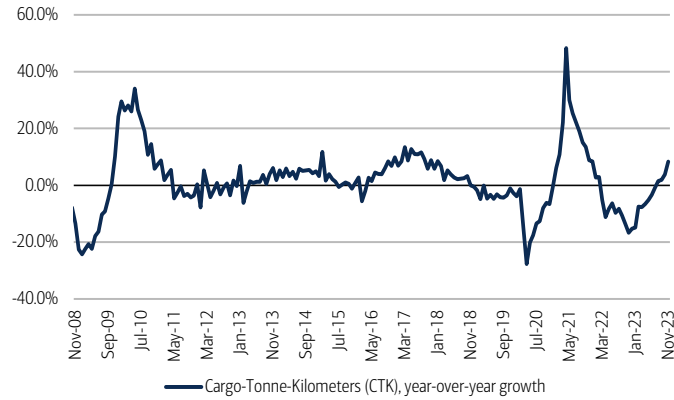


Source: Bloomberg

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Exhibit 52: IATA Volume year-over-year growth

IATA Freight Vols: +8.3% Y-Y in November, North America +1.8%



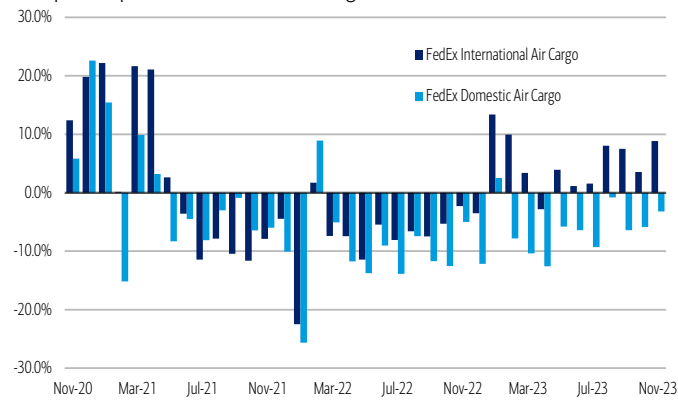
Source: International Air Transport Association

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**IATA Freight Vols: +8.3% Y-Y in November,
North America +1.8%**

Exhibit 53: FedEx Air Cargo Volumes at Memphis International Airport

Memphis Airport FDX Domestic Air Cargo Volumes in November: -3.2 % Y-Y



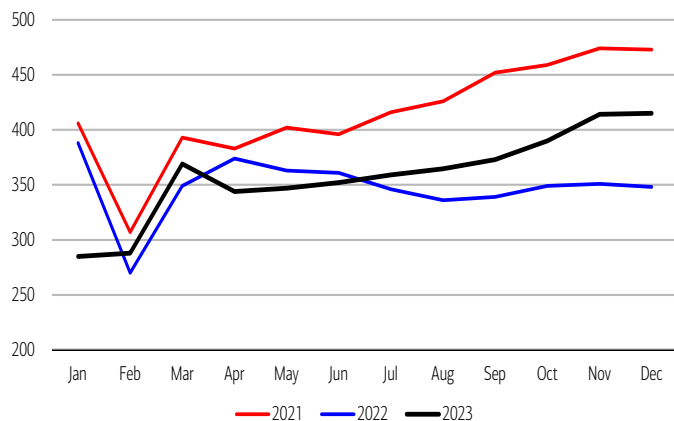
Source: BofA Global Research and Memphis International Airport Statistics

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**Memphis Airport FDX Air Cargo Volumes in
November: -3.2% Y-Y**

Exhibit 54: Hong Kong Airport cargo (000 tons)

HKIA in December: +19.3% Y-Y, +0.2% M-M



Source: Hong Kong International Airport

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**Hong Kong Airport (HKIA): +19.3% Y-Y,
+0.2% M-M**

Rail Performance Measures

Overall Takeaway: The 3 main service level metrics for Class I Rails were mixed this week, as Velocity and Dwell Time declined, while Cars-On-Line improved on both a year-over-year and sequential basis. Rail operations this week were highly affected by strong winter weather in the US. NSC (-6.2%) posted the lowest downside in velocity this week, reversing last week's 1.8% increase. CNI (-22.7%) trailed the group, deteriorating from last week's 7.0% decrease. BNSF and UNP have not reported yet.

Velocity (avg. speed of rail network, faster is better): Deteriorated sequentially (-11.2%) and deteriorated year-over-year (-8.2%).

Cars-on-Line (fewer cars-on-line is better): Improved sequentially (-1.5%) and improved year-over-year (-6.3%).

Terminal Dwell (lower is better): Deteriorated sequentially (+16.6%) and deteriorated year-over-year (+9.8%).

Exhibit 55: Rail Performance Metrics

Service levels performance was mixed overall

Rail Performance Measures

Velocity (avg. speed of rail network, faster is better)

	2024	2024	2023		
	Week 3	Week 2	Week 3	% Seq Chg	% y-y Chg
(miles per hour)					
CNI	15.3	19.8	20.1	-22.7%	-23.9%
CPKC	17.2	18.8	17.5	-8.5%	-1.7%
CSX	17.8	19.3	18.6	-7.8%	-4.3%
NSC	21.0	22.4	21.5	-6.2%	-2.3%
UNP	25.7	25.7	25.2	0.0%	2.0%
BNSF (1)	27.6	27.6	27.0	0.0%	2.2%
Average	17.8	20.1	19.4	-11.2%	-8.2%

% Seq Chg	% y-y Chg
-----------	-----------

Slower
-11.2%

Slower
-8.2%

Cars On Line (fewer cars-on-line is better)

	2024	2024	2023		
	Week 3	Week 2	Week 3	% Seq Chg	% y-y Chg
(no. of cars)					
CNI	76,674	74,658	84,194	2.7%	-8.9%
CPKC	87,807	86,399	95,898	1.6%	-8.4%
CSX	111,868	121,401	126,200	-7.9%	-11.4%
NSC	168,998	169,728	169,096	-0.4%	-0.1%
UNP	303,798	303,798	306,654	0.0%	-0.9%
BNSF (1)	253,227	253,227	252,129	0.0%	0.4%
Average	111,337	113,047	118,847	-1.5%	-6.3%

Better
-1.5%

Better
-6.3%

Terminal Dwell Time (lower is better)

	2024	2024	2023		
	Week 3	Week 2	Week 3	% Seq Chg	% y-y Chg
(time in hours)					
CNI	8.5	6.7	7.1	26.9%	19.7%
CPKC	11.6	9.5	9.8	22.1%	18.4%
CSX	9.8	9.0	9.1	8.9%	7.7%
NSC	24.9	21.8	23.9	14.2%	4.2%
UNP	23.1	23.1	23.1	0.0%	0.0%
BNSF (1)	25.7	25.7	25.5	0.0%	0.8%
Average	13.7	11.8	12.5	16.6%	9.8%

Worse
+16.6%

Worse
+9.8%

(1): Due the BNSF reporting schedule the reported data is delayed by one week and not included on the averages.

Source: BofA Global Research, company reports

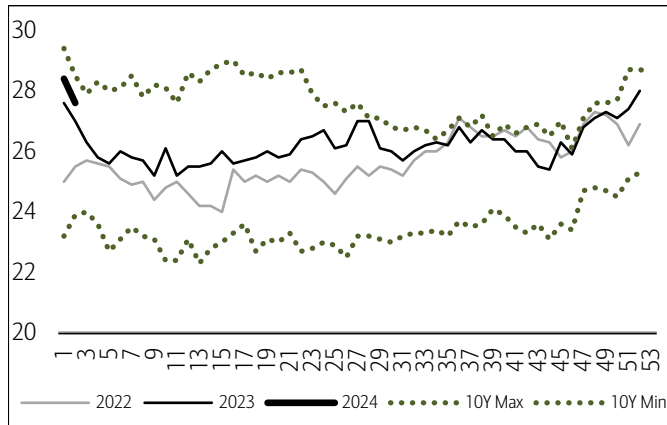
Note: UNP's Week 3 numbers replicate Week 2 due to no new released data as of 01/24/2024. Numbers are not included on averages.

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Weekly Rail Velocity Monitor

Exhibit 56: BNSF Velocity

BNSF velocity was 27.6 mph for week 2

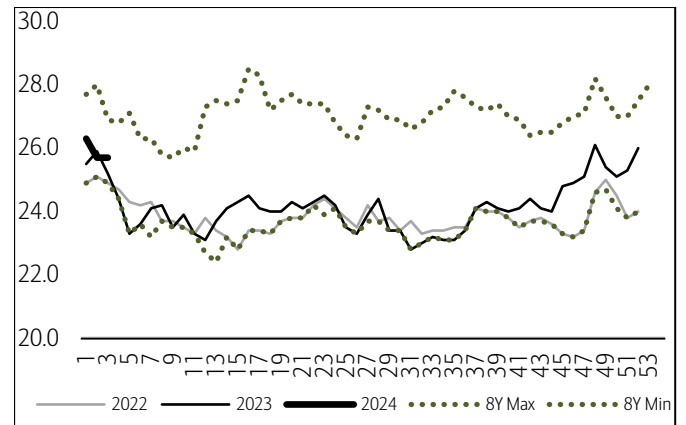


Source: Company reports, and Association of American Railroads.

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Exhibit 57: Union Pacific Velocity

UNP velocity was 25.7 mph for week 3



Source: Company reports, and Association of American Railroads.

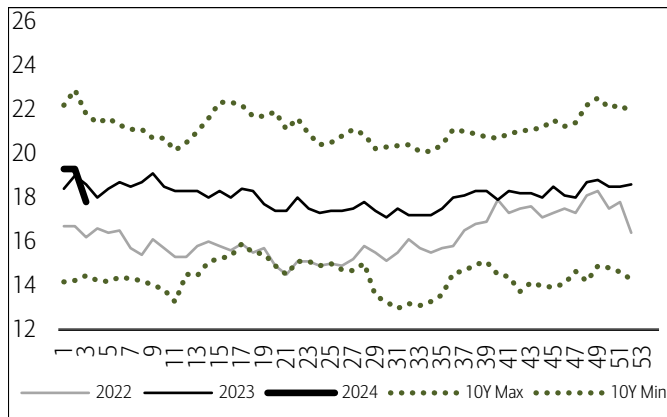
UNP restated performance metrics, historical data available from 03/24/17

Note: UNP's Week 3 numbers replicate Week 2 due to no new released data as of 01/24/2024.

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Exhibit 58: CSX Velocity

CSX velocity was 17.8 mph for week 3

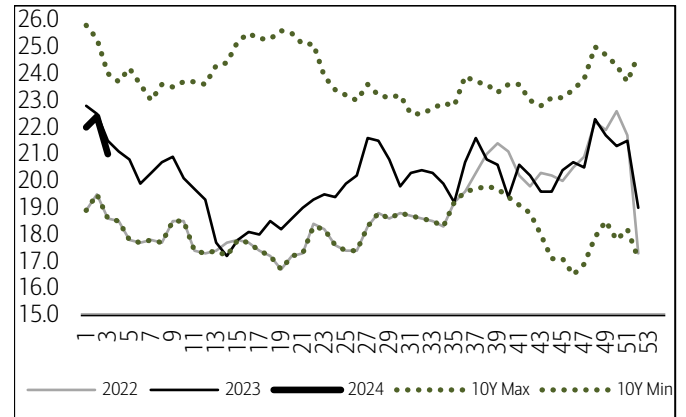


Source: Company reports, and Association of American Railroads.

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Exhibit 59: Norfolk Southern Velocity

NSC velocity was 21.0 mph for week 3

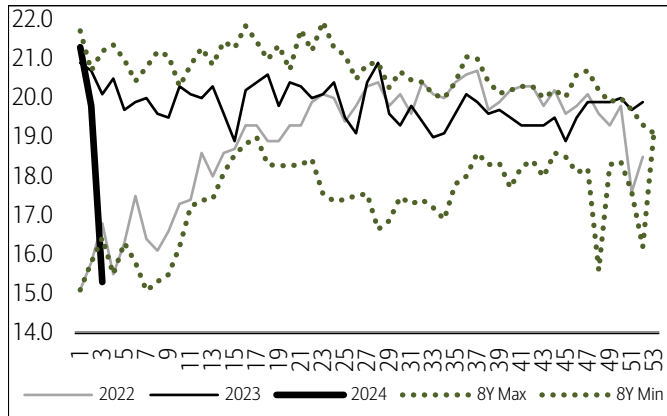


Source: Company reports, and Association of American Railroads.

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Exhibit 60: Canadian National Velocity

CNI velocity was 15.3 mph for week 3



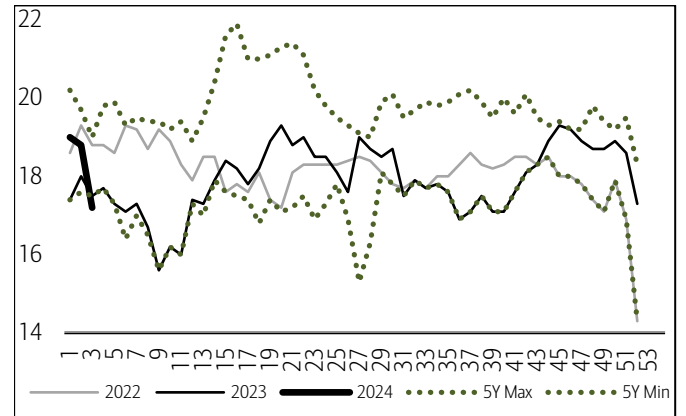
Source: Company reports, and Association of American Railroads.

CNI restated performance metrics, historical data available from 2017

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Exhibit 61: Canadian Pacific Kansas City Velocity

CPKC velocity was 17.2 mph for week 3



Source: Company reports, and Association of American Railroads.

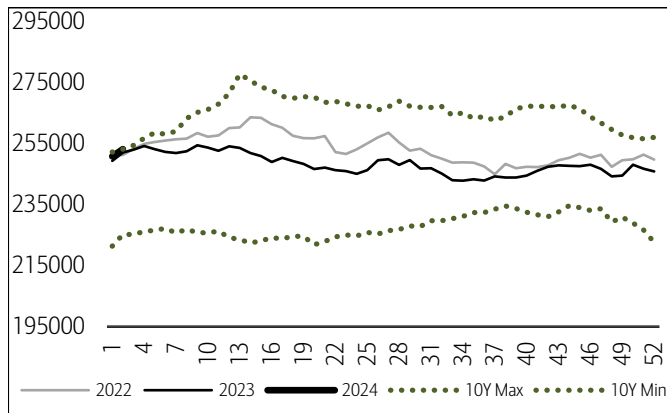
CPKC restated performance metrics, historical data available from 2020

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Weekly Cars On-Line Monitor

Exhibit 62: BNSF Cars-On-Line

BNSF cars on line were 253,227 for week 2

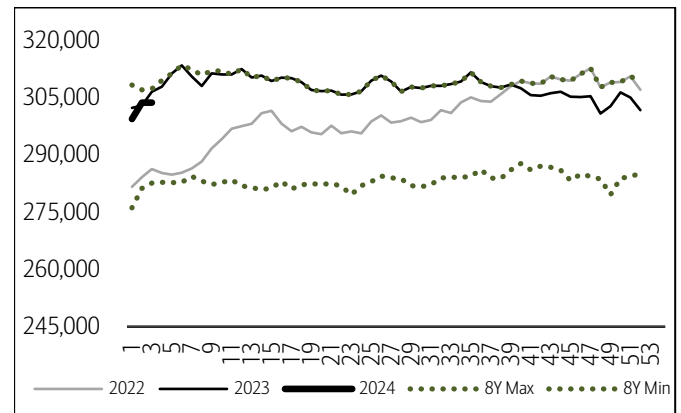


Source: Company reports, and Association of American Railroads.

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Exhibit 63: Union Pacific Cars-On-Line

UNP cars on line were 303,798 for week 3



Source: Company reports, and Association of American Railroads.

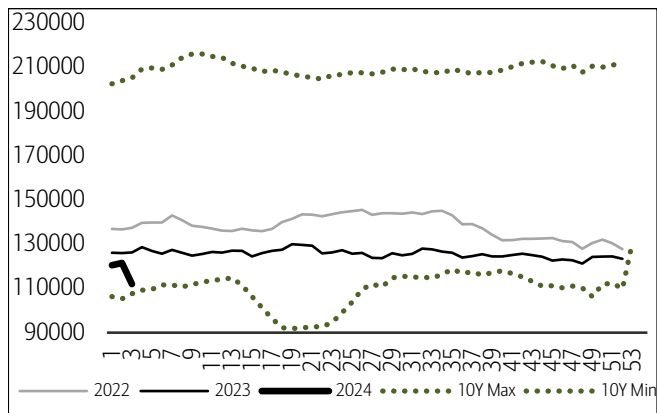
UNP restated performance metrics, historical data available from 03/24/17

Note: UNP's Week 3 numbers replicate Week 2 due to no new released data as of 01/24/2024.

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Exhibit 64: CSX Cars-On-Line

CSX cars on line were 111,868 for week 3

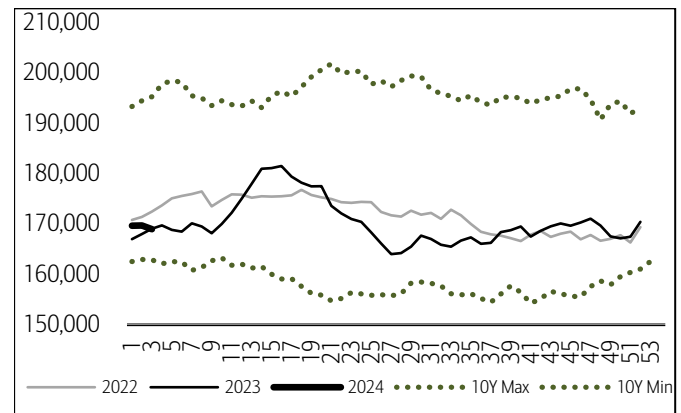


Source: Company reports, and Association of American Railroads.

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Exhibit 65: Norfolk Southern Cars-On-Line

NSC cars on line were 168,998 for week 3

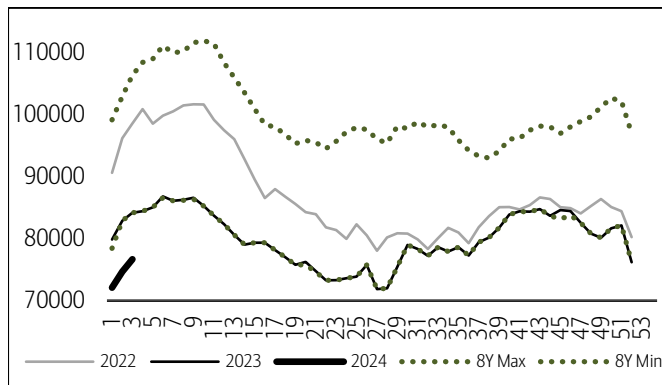


Source: Company reports, and Association of American Railroads.

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Exhibit 66: Canadian National Cars-On-Line

CNI cars on line were 76,674 for week 3



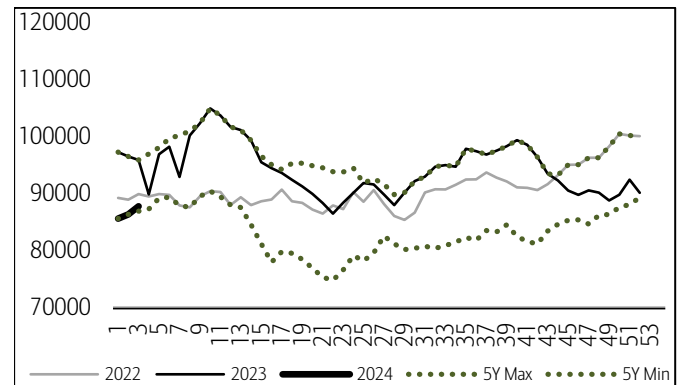
Source: Company reports, and Association of American Railroads.

CNI restated performance metrics, historical data available from 2017

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Exhibit 67: Canadian Pacific Kansas City Cars-On-Line

CPKC cars on line were 87,807 for week 3



Source: Company reports, and Association of American Railroads.

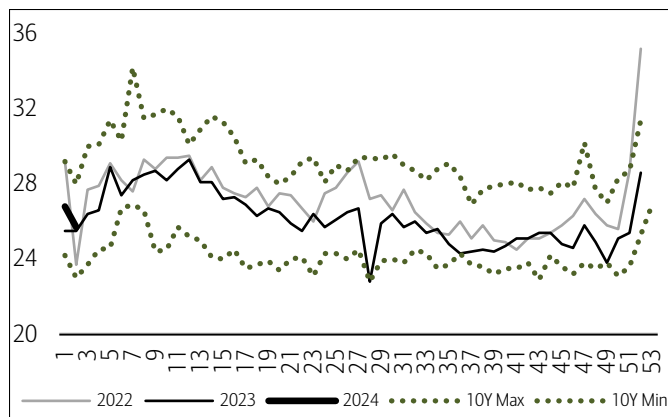
CPKC restated performance metrics, historical data available from 2020

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Weekly Dwell Time Monitor

Exhibit 68: BNSF Dwell Time

BNSF dwell time was 25.7 hrs for week 2

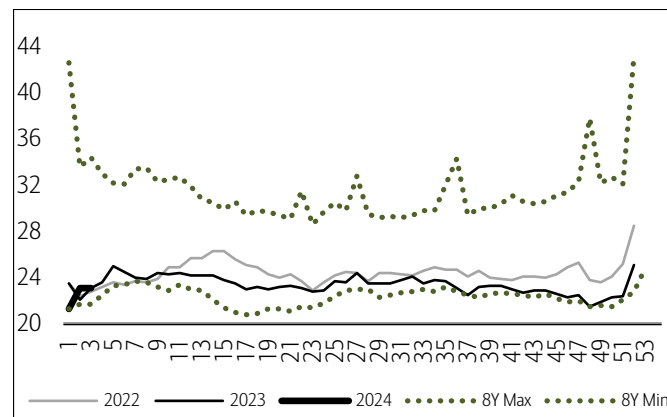


Source: Company reports, and Association of American Railroads.

BofA GLOBAL RESEARCH

Exhibit 69: Union Pacific Dwell Time

UNP dwell time was 23.1 hrs for week 3



Source: Company reports, and Association of American Railroads.

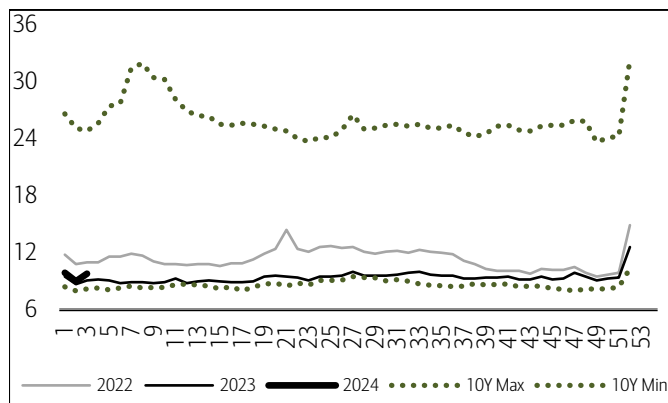
UNP restated performance metrics, historical data available from 03/24/17

Note: UNP's Week 3 numbers replicate Week 2 due to no new released data as of 01/24/2024.

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Exhibit 70: CSX Dwell Time

CSX dwell time was 9.8 hrs for week 3

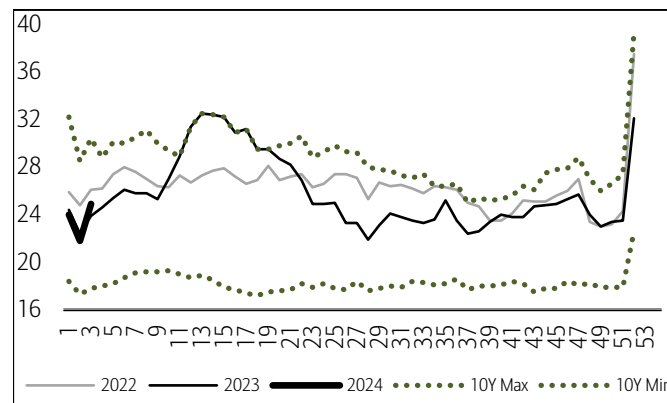


Source: Company reports, and Association of American Railroads.

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Exhibit 71: Norfolk Southern Dwell Time

NSC dwell time was 24.9 hrs for week 3

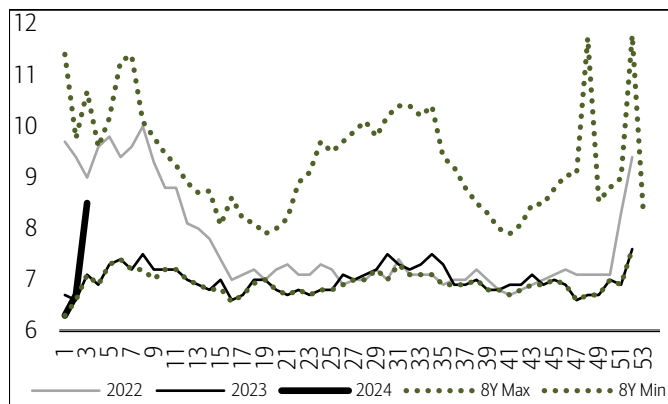


Source: Company reports, and Association of American Railroads.

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Exhibit 72: Canadian National Dwell Time

CNI dwell time was 8.5 hrs for week 3



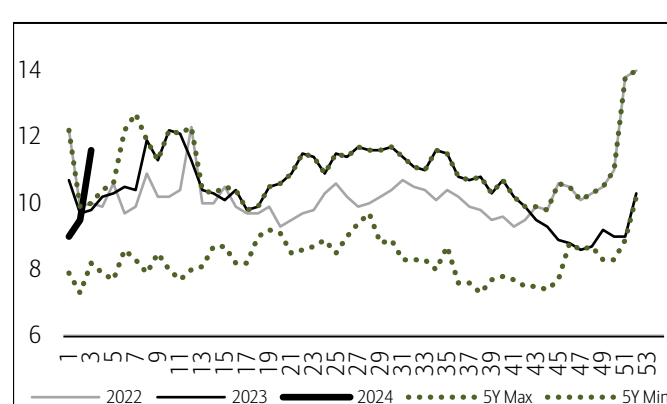
Source: Company reports, and Association of American Railroads.

CNI restated performance metrics, historical data available from 2017

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Exhibit 73: Canadian Pacific Kansas City Dwell Time

CPKC dwell time was 11.6 hrs for week 3



Source: Company reports, and Association of American Railroads.

CPKC restated performance metrics, historical data available from 2020

BofA GLOBAL RESEARCH

Less-than-Truckload Data Update and Rail Employment

Exhibit 74: Less-than-Truckload Tons/Day Y-Y%

LTL Tons/Day is down 0.9% on avg y-y in Nov. (among peers that disclose)

	ODFL	YELL	ARCB	SAIA	XPO
Nov-22	-8.6%	-24.8%	-3.0%	-7.7%	
Dec-22	-11.5%	-27.1%	-9.4%	-13.2%	
Jan-23	-7.8%	-17.2%	1.6%	-3.7%	2.8%
Feb-23	-12.4%	1.3%	2.1%	-7.6%	-2.0%
Mar-23	-15.8%	-16.9%	4.3%	-5.2%	-5.5%
Apr-23	-14.5%	-16.4%	1.3%	-1.1%	-2.0%
May-23	-14.4%	-16.3%	2.0%	-2.0%	-2.3%
Jun-23	-13.3%	-18.3%	-0.2%	-2.2%	-4.0%
Jul-23	-11.1%		-5.2%	3.4%	4.2%
Aug-23	-6.0%		-7.1%	6.8%	3.3%
Sep-23	-3.7%		-6.6%	9.7%	2.2%
Oct-23	-1.9%		-4.0%	7.8%	2.5%
Nov-23	-2.3%		-10.0%	9.2%	-0.4%

No data provided (BofA quarterly average)

Source: BofA Global Research estimates and company reports

BofA GLOBAL RESEARCH

Exhibit 76: Less-than-Truckload Shipments/Day Y-Y%

Shipments/Day is up 2.9% on avg y-y in Nov. (among peers that disclose)

	ODFL	YELL	ARCB	SAIA	XPO	FDX
Nov-22	-7.3%	-23.2%	4.0%	-8.6%		-11.0%
Dec-22	-10.9%	-25.0%	-3.2%	-12.3%		-11.0%
Jan-23	-5.9%	-18.1%	7.1%	-4.0%	5.0%	-10.0%
Feb-23	-10.1%	-2.5%	9.5%	-7.6%	1.1%	-14.0%
Mar-23	-12.9%	-19.3%	7.3%	-9.4%	-0.5%	-19.0%
Apr-23	-11.8%	-15.4%	4.7%	-5.7%	3.1%	-17.0%
May-23	-11.4%	-13.8%	2.0%	-4.2%	1.8%	-17.0%
Jun-23	-11.2%	-16.4%	5.4%	-1.8%	0.9%	-16.0%
Jul-23	-8.5%		1.4%	6.0%	8.8%	-14.0%
Aug-23	-1.2%		2.1%	14.2%	8.3%	-8.0%
Sep-23	1.0%		0.9%	16.3%	6.6%	-6.0%
Oct-23	2.7%		3.7%	18.0%	6.2%	-5.0%
Nov-23	0.6%		-5.0%	18.9%	3.8%	-4.0%

No data provided (BofA quarterly average)

Source: BofA Global Research estimates and company reports

BofA GLOBAL RESEARCH

Exhibit 77: STB employment data

December STB employment: 122,343, up 2.5% Y-Y

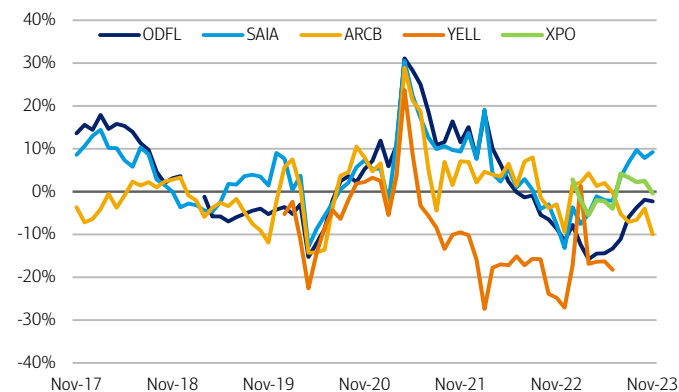


Source: STB

BofA GLOBAL RESEARCH

Exhibit 75: Less-than-Truckload Tons/Day Y-Y%

LTL Tons/Day is down 0.9% on avg y-y in Nov. (among peers that disclose)



Source: BofA Global Research estimates and company reports

BofA GLOBAL RESEARCH

Exhibit 78: STB quarter to date data vs BofAe labor estimates

Data as of December 2023

	2023 4Q Avg #	4Q Avg. chg. %	BofAe	Diff	4Q Vols
UNP	33,020	0.2%	1.5%	-1.3%	1.8%
CSX	19,216	6.0%	3.3%	2.7%	0.1%
NSC	20,759	7.1%	7.0%	0.1%	2.6%
CN	6,561	3.2%	4.6%	-1.4%	-3.8%
CP	2,912	1.1%	1.0%	0.1%	0.2%
KSU	2,927	-0.6%	-	-	-
BNSF	36,968	2.2%	-	-	-
Total	122,364	3.0%	-	-	-

Note: Monthly average quarter-to-date; 4Q Volumes are estimates

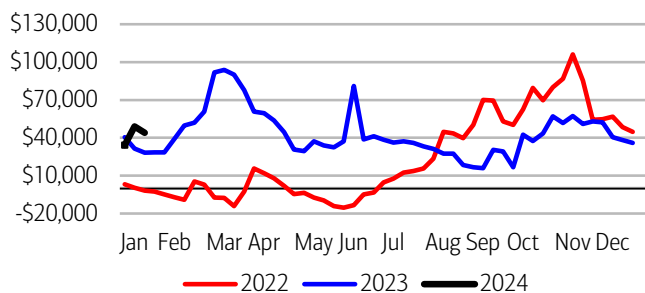
Source: STB, BofA Global Research estimates

BofA GLOBAL RESEARCH

Weekly Shipping Rates

Exhibit 79: VLCC Spot Rates

VLCC Spot Rates at \$43,976 as of 01/19/2024

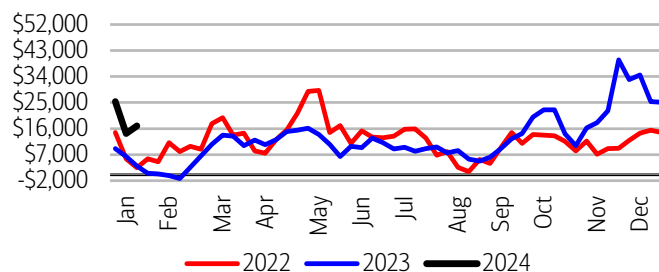


Source: BofA Global Research and Clarksons

BofA GLOBAL RESEARCH

Exhibit 80: Capesize spot Rates

Capesize Spot rates at \$16,900 as of 01/19/2024

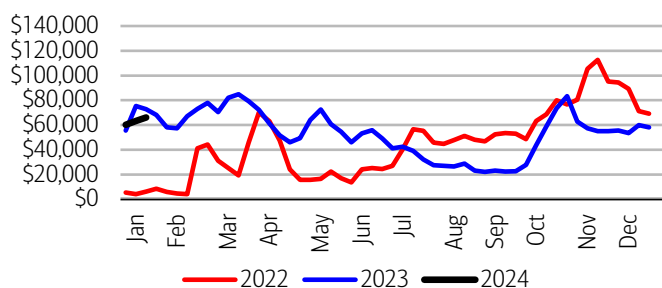


Source: BofA Global Research and Clarksons

BofA GLOBAL RESEARCH

Exhibit 81: Suezmax Spot Rates

Suezmax Spot Rates at \$66,017 as of 01/19/2024

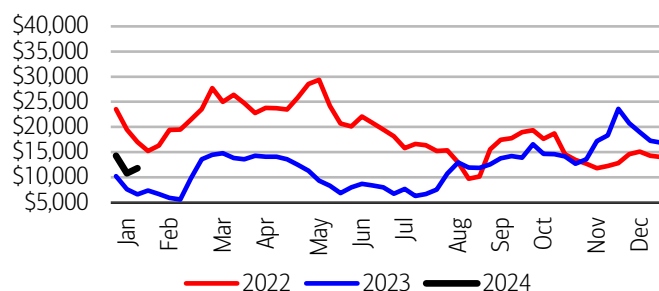


Source: BofA Global Research and Clarksons

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Exhibit 82: Panamax Spot Rates

Panamax Spot Rates at \$11,811 as of 01/19/2024

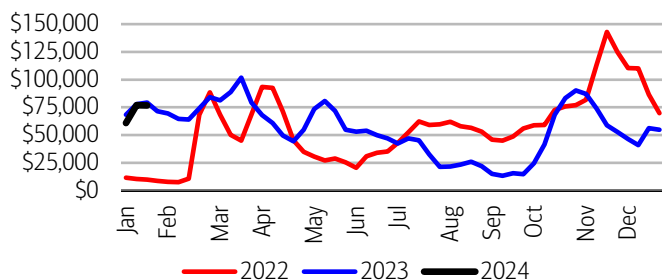


Source: BofA Global Research and Clarksons

BofA GLOBAL RESEARCH

Exhibit 83: Aframax Spot Rates

Aframax Spot Rates \$76,683 as of 01/19/2024

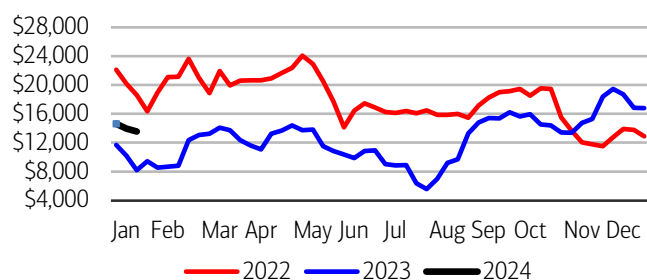


Source: BofA Global Research and Clarksons

BofA GLOBAL RESEARCH

Exhibit 84: Supramax Spot Rates

Supramax Spot Rates at \$13,543 as of 01/19/2024

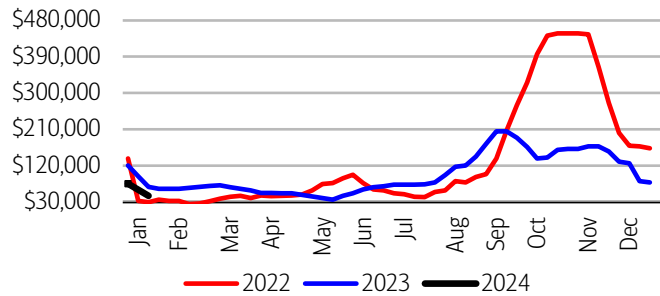


Source: BofA Global Research and Clarksons

BofA GLOBAL RESEARCH

Exhibit 85: LNG TFDE Spot Rates

LNG TFDE Spot Rates at \$45,000 as of 01/19/2024



Source: BofA Global Research and Clarksons

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Exhibit 86: Yearly and Quarterly Gas Carrier Rate Data

LNG Carrier Rate is down 1QTD and down YTD

Gas Carrier	1QTD Average	2024 YTD Avg.	Orderbook % of Fleet
LNG TFDE	\$60,000	\$60,000	76%
% chg. Y-Y	-16%	-38%	

Source: Clarkson

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Exhibit 87: Yearly and Quarterly Tanker Rate Data

Tanker Rates are down 1QTD, but mixed YTD

Tanker	1QTD Average	2024 YTD Avg.	Orderbook % of Fleet
VLCC	\$42,436	\$42,436	2%
% chg. Y-Y	-23%	-2%	
Suezmax	\$63,156	\$63,156	5%
% chg. Y-Y	-11%	18%	
Aframax	\$71,496	\$71,496	11%
% chg. Y-Y	-7%	29%	

Source: Clarkson

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Exhibit 88: Yearly and Quarterly Dry Bulk Rate Data

Dry Bulk Rates are up 1QTD and YTD

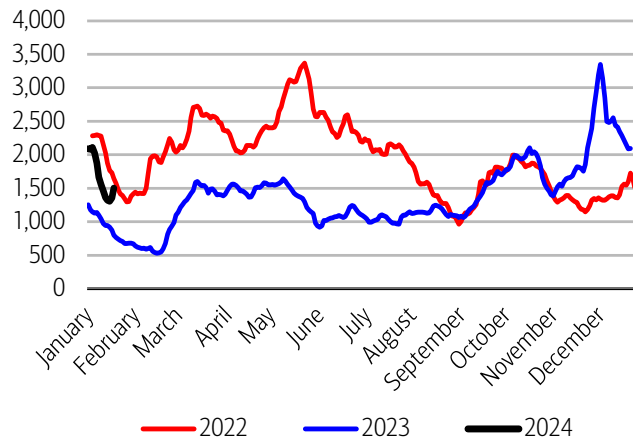
Dry Bulk	1QTD Average	2024 YTD Avg.	Orderbook % of Fleet
Capesize	\$18,866	\$18,866	5%
% chg. Y-Y	229%	52%	
Panamax	\$12,312	\$12,312	9%
% chg. Y-Y	23%	3%	
Supramax	\$14,036	\$14,036	8%
% chg. Y-Y	26%	13%	

Source: Clarkson

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Exhibit 89: Baltic Dry Index

Baltic Dry Index is at 1,503 as of 01/19/2024



Source: Bloomberg

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Exhibit 90: Shipping Rates

Shipping Rates are mixed year-over-year

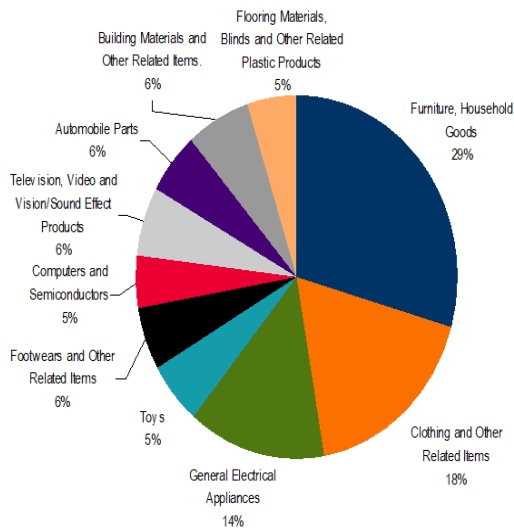
	Current Wk 01/19/24	Prior Wk 01/12/24	YOY Wk 01/20/23	Seq % Change	YOY % Change
Vessel Type					
VLCC	\$43,976	\$49,065	\$28,124	-10.4%	56.4%
Suezmax	\$66,017	\$63,145	\$72,745	4.5%	-9.2%
Aframax	\$76,683	\$76,948	\$79,309	-0.3%	-3.3%
LNG TFDE	\$45,000	\$60,000	\$67,500	-25.0%	-33.3%
Baltic Dry Index	1,503	1,460	763	2.9%	97.0%

Source: Bloomberg and Clarkson

BofA GLOBAL RESEARCH

Exhibit 91: Container Breakdown by Commodity

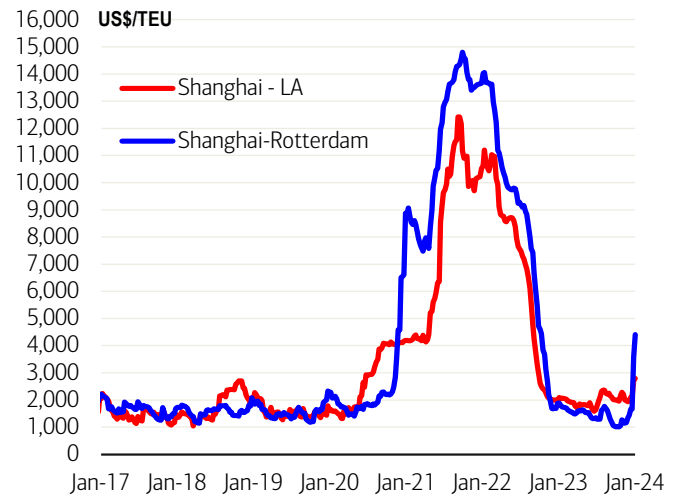
Furniture, Household & Goods represents almost 30%



Source: OOCL, BofA Global Research estimates

Exhibit 92: Container Rates – Shanghai Containerized Freight Index (SCFI)

Shanghai – LA and Shanghai – Rotterdam are up year-over-year



Source: Chinese Shipping, and BofA Global Research

Exhibit 93: Railroads Comp Sheet

Data as of 01/24/2024

Company	Ticker	QRQ	Share Price	Shares Out. (mil.)	Mkt Cap (\$ bil.)	Net Debt (\$ bil.)	EV (\$ bil.)	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA		
								BofA	BofA	BofA	Cons.	2022a	2023e	2024e	2022a	2023e	2024e	2022a	2023e	2024e
								2022a	2023e	2024e	2024e	2022a	2023e	2024e	2022a	2023e	2024e	2022a	2023e	2024e
Canadian National	CNI	B-2-7	\$123.01	643	\$79.1	\$13.4	\$92.4	\$5.75	\$5.43	\$5.94	\$5.93	21.4x	22.7x	20.7x	\$6.61	\$6.27	\$6.76	14.0x	14.7x	13.7x
Canadian Pacific	CP	B-1-7	\$77.94	932	\$72.6	\$17.6	\$90.2	\$2.89	\$2.80	\$3.23	\$3.27	26.9x	27.8x	24.2x	\$4.92	\$4.99	\$5.55	18.3x	18.1x	16.3x
CSX Corporation	CSX	B-1-7	\$34.39	1,976	\$68.0	\$17.0	\$85.0	\$1.91	\$1.82	\$2.00	\$1.98	18.0x	18.9x	17.2x	\$7.42	\$7.08	\$7.39	11.5x	12.0x	11.5x
Norfolk Southern	NSC	B-1-7	\$237.07	226	\$53.6	\$15.1	\$68.7	\$13.60	\$11.75	\$13.00	\$12.88	17.4x	20.2x	18.2x	\$6.12	\$5.31	\$5.85	11.2x	12.9x	11.7x
Union Pacific	UNP	B-1-7	\$242.33	610	\$147.7	\$32.1	\$179.8	\$11.23	\$10.11	\$11.50	\$11.38	21.6x	24.0x	21.1x	\$12.26	\$11.32	\$12.47	14.7x	15.9x	14.4x
												21.1x	22.7x	20.3x				13.9x	14.7x	13.5x
Company		2024Q1EPS est.		Δ to Street	EPS Growth			YoY Growth		2023Q3 Op. Ratio		Net Debt/EBITDA	ROIC 1yr	Total Return (w/reinvested dividends)					Dividend	
		BofA	Cons.		1yr	3yr	5yr	3Q2023	1yr	5yr	Ratio			1 week	YTD	1yr	3yr	5yr	Annual	Yield
Canadian National		\$1.20	\$1.30	-8%	-2%	20%	19%	-2%	-2%	4%	62%	2.2x	9.6%	0%	-2%	1%	7%	10%	\$3.38	2.0%
Canadian Pacific		\$0.77	\$0.75	3%	-1%	8%	1%	65%	17%	15%	61%	3.8x	12.1%	3%	-1%	-2%	6%	15%	\$0.78	0.7%
CSX Corporation		\$0.45	\$0.46	-2%	0%	110%	44%	-1%	-1%	4%	64%	2.4x	9.3%	0%	-1%	9%	7%	11%	\$0.44	1.3%
Norfolk Southern		\$3.08	\$2.96	4%	-33%	15%	2%	14%	0%	1%	69%	3.3x	7.6%	5%	0%	-5%	1%	10%	\$5.40	2.3%
Union Pacific		\$2.60	\$2.62	-1%	-7%	11%	4%	14%	-1%	1%	63%	3.0x	10.5%	3%	-1%	22%	8%	11%	\$5.20	2.1%
											64%	2.9x	10%	2%	-1%	5%	6%	11%		

Source: BofA Global Research estimates, Company reports, Bloomberg (for stocks not covered by BofA Global Research)

BofA GLOBAL RESEARCH

Exhibit 94: Intermodal/Container Lessors Comp Sheet

Data as of 01/24/2024

Company	Ticker	QRQ	Share Price	Shares Out. (mil.)	Mkt Cap (\$ bil.)	Net Debt (\$ bil.)	EV (\$ bil.)	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA		
								BofA	BofA	BofA	Cons.	2022a	2023e	2024e	2022a	2023e	2024e	2022a	2023e	2024e
								2022a	2023e	2024e	2024e	2022a	2023e	2024e	2022a	2023e	2024e	2022a	2023e	2024e
J.B. Hunt																				
Transp.	JBHT	B-1-7	\$203.71	103	\$21.0	\$1.4	\$22.4	\$9.79	\$7.20	\$8.15	\$7.85	20.8x	28.3x	25.0x	\$2.06	\$1.77	\$1.96	10.9x	12.6x	11.4x
Textainer Group	TGH	n/a	\$49.67	41	\$2.1	\$4.9	\$7.0	n/a	\$4.55	n/a	\$4.87	8.1x	10.9x	10.2x	\$0.75	\$0.65	\$0.65	9.3x	10.6x	10.6x
Hub Group Inc	HUBG	n/a	\$91.83	31	\$2.9	\$0.2	\$3.1	n/a	\$5.35	n/a	\$5.42	8.7x	17.2x	16.9x	\$0.62	\$0.39	\$0.39	4.9x	7.9x	7.9x
												12.5x	18.8x	17.4x				8.4x	10.4x	10.0x
Company		2024Q1EPS est.		Δ to Street	EPS Growth			YoY Growth		2023Q3 Op. Ratio		Net Debt/EBITDA	ROIC 1yr	Total Return (w/reinvested dividends)					Dividend	
		BofA	Cons.		1yr	3yr	5yr	3Q2023	1yr	5yr	Ratio			1 week	YTD	1yr	3yr	5yr	Annual	Yield
J.B. Hunt		\$1.59	\$1.62	-2%	-23%	18%	19%	-13%	-13%	8%	92%	0.9x	12%	6%	2%	7%	13%	16%	\$1.72	0.8%
Textainer Group		n/a	\$1.14	-1%	118%	176%	7%	-2%	8%	54%	7.1x	6%	6%	0%	1%	50%	37%	33%	\$1.20	2.4%
Hub Group Inc		n/a	\$1.01	-36%	70%	6%	26%	-15%	3%	96%	0.3x	18%	18%	7%	0%	9%	16%	16%	--	--
										81%	2.8x	12%	12%	4%	1%	22%	22%	22%		

Source: BofA Global Research estimates, Company reports, Bloomberg (for stocks not covered by BofA Global Research)

BofA GLOBAL RESEARCH

Exhibit 95: Less-than-Truckload (LTL) Comp Sheet

Data as of 01/24/2024

Company	Ticker	QRQ	Share Price	Shares Out. (mil.)	Mkt Cap (\$ bil.)	Net Debt (\$ bil.)	EV (\$ bil.)	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA		
								BofA	BofA	BofA	Cons.	2022a	2023e	2024e	2022a	2023e	2024e	2022a	2023e	2024e
								2022a	2023e	2024e	2024e	2022a	2023e	2024e	2022a	2023e	2024e	2022a	2023e	2024e
Arcbest Corp	ARCB	C-3-7	\$119.10	24	\$2.8	\$0.0	\$2.8	\$13.63	\$7.65	\$10.40	\$10.19	8.7x	15.6x	11.5x	\$0.58	\$0.36	\$0.45	4.9x	7.8x	6.2x
Old Dominion	ODFL	B-1-7	\$391.68	109	\$42.7	(\$0.1)	\$42.6	\$12.18	\$11.17	\$13.15	\$13.25	32.2x	35.1x	29.8x	\$2.10	\$1.96	\$2.24	20.3x	21.7x	19.1x
Saia Inc	SAIA	B-1-9	\$452.37	27	\$12.0	(\$0.1)	\$11.9	\$13.40	\$13.11	\$16.05	\$16.03	33.8x	34.5x	28.2x	\$0.63	\$0.64	\$0.77	19.0x	18.6x	15.5x
TFI Int'l	TFII	B-2-7	\$133.57	85	\$11.3	\$1.8	\$13.1	\$1.72	\$1.70	\$2.25	\$7.75	77.8x	78.4x	59.4x	\$1.13	\$0.91	\$1.14	11.6x	14.5x	11.6x
XPO, Inc.	XPO	C-1-9	\$84.02	116	\$9.7	\$2.9	\$12.6	\$3.53	\$2.77	\$3.30	\$3.39	23.8x	30.3x	25.5x	\$0.66	\$0.64	\$0.79	19.1x	19.7x	16.0x
												35.2x	38.8x	30.9x				15.0x	16.5x	13.7x
Company		2024Q1EPS est.		Δ to Street	EPS Growth			YoY Growth		2023Q3 Op. Ratio		Net Debt/EBITDA	ROIC 1yr	Total Return (w/reinvested dividends)					Dividend	
		BofA	Cons.		1yr	3yr	5yr	3Q2023	1yr	5yr	Ratio			1 week	YTD	1yr	3yr	5yr	Annual	Yield
Arcbest Corp		\$2.28	\$1.70	34%	-42%	108%	24%	34%	-11%	8%	93%	0.3x	7.2%	3%	-1%	46%	36%	27%	\$0.48	0.4%
Old Dominion		\$2.87	\$2.83	2%	-4%	35%	19%	19%	-5%	8%	71%	-0.1x	18.7%	4%	-3%	23%	25%	35%	\$1.60	0.4%
Saia Inc		\$3.33	\$3.42	-2%	-7%	48%	31%	22%	1%	13%	83%	-0.2x	11.9%	5%	3%	75%	32%	51%	--	--
TFI Int'l		\$1.81	\$1.57	16%	-16%	62%	26%	22%	-17%	22%	90%	1.6x	10.9%	2%	-2%	24%	39%	--	\$1.60	1.2%
XPO, Inc.		\$0.61	\$0.61	0%	-22%	86%	n/a	7%	0%	-9%	91%	3.8x	--	3%	-4%	117%	27%	32%	--	--
											86%	1.1x	12.2%	3%	-1%	57%	32%	36%		

Source: BofA Global Research estimates, Company reports, Bloomberg (for stocks not covered by BofA Research)

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Exhibit 96: Airfreight Comp Sheet

Data as of 01/24/2024

			Share	Share	Mkt Cap	Net Debt	EV	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA			
		QRQ		Out. (mil.)	(\$ bil.)	(\$ bil.)	(\$ bil.)	BofA	BofA	BofA	Cons.										
Company	Ticker		Price					2022a	2023e	2024e	2024e	2022a	2023e	2024e	2022a	2023e	2024e	2022a	2023e	2024e	
Fedex Corp	FDX	B-1-7	\$249.73	250	\$62.4	\$13.8	\$76.2	\$14.96	\$17.70	\$20.85	\$17.65	16.7x	14.1x	12.0x	\$9.55	\$11.60	\$11.60	8.0x	7.3x	6.6x	
United Parcel-B	UPS	B-2-7	\$156.58	723	\$133.4	\$16.8	\$150.2	\$12.95	\$8.80	\$9.65	\$9.35	12.1x	17.8x	16.2x	\$16.97	\$14.06	\$14.06	8.9x	11.5x	10.7x	
												14.4x	16.0x	14.1x				8.4x	9.4x	8.6x	
2024Q1EPS est.																					
Company		BofA	Cons.	Δ to Street	EPS Growth		YoY		Revenue Growth		2023Q3 Op. Ratio	Net Debt/EBITDA	ROIC	Total Return (w/reinvested dividends)					Dividend		
					1yr	3yr	5yr	3Q2023	1yr	5yr			1yr	1 week	YTD	1yr	3yr	5yr	Annual	Yield	
Fedex Corp		\$3.13	\$3.59	-13%	-7%	94%	11%	-4%	-7%	5%	94%	3.3x	5%	3%	-1%	35%	1%	9%	\$5.04	2.0%	
UPS		\$2.14	\$1.93	11%	-23%	257%	0%	3%	-8%	4%	92%	1.3x	15%	1%	0%	-10%	3%	13%	\$6.48	4.1%	
												93%	2.3x	10%	2%	-1%	13%	2%	11%		

Source: BofA Global Research estimates, Company reports, Bloomberg.

Note: FedEx fiscal calendar ends May 31. Fiscal year 2024 goes from June 1, 2023 - to - May 31, 2024. Quarter estimates correspond to 3Q24, and year metrics correspond to fiscal years 2023, 2024, and 2025.

BofA GLOBAL RESEARCH

Exhibit 97: Truckload Carriers Comp Sheet

Data as of 01/24/2024

		QRQ	Share	Shares Out.	Mkt Cap	Net Debt	EV	EPS				Forward P/E		EBITDA (\$ bil)			Forward EV/EBITDA				
Company	Ticker		Price	(mil.)	(\$ bil.)	(\$ bil.)	(\$ bil.)	BofA	BofA	BofA	Cons.	2022a	2023e	2024e	2022a	2023e	2024e	2022a	2023e	2024e	
Knight Transportation	KNX	B-1-7	\$56.98	161	\$9.2	\$2.7	\$11.9	\$5.10	\$2.10	\$3.10	\$2.79	11.2x	27.1x	18.4x	\$1.77	\$1.18	\$1.50	6.7x	10.0x	7.9x	
Schneider National	SNDR	B-2-7	\$24.82	93	\$4.4	\$0.2	\$4.6	\$2.63	\$1.41	\$1.55	\$1.37	9.4x	17.6x	16.0x	\$0.97	\$0.70	\$0.77	4.8x	6.6x	6.0x	
Werner Enterprises	WERN	B-3-7	\$40.89	63	\$2.6	\$0.6	\$3.2	\$3.71	\$2.02	\$2.40	\$2.31	11.0x	20.2x	17.0x	\$0.61	\$0.49	\$0.53	5.3x	6.7x	6.2x	
Covenant Transport	CVLG	n/a	\$49.85	11	\$0.6	\$0.2	\$0.9	n/a	n/a	n/a	\$4.26	8.4x	12.1x	11.7x	\$0.15	\$0.12	\$0.12	5.9x	7.3x	7.3x	
Heartland Express	HTLD	n/a	\$13.33	79	\$1.1	\$0.3	\$1.4	n/a	n/a	n/a	\$0.19	9.4x	341.8x	69.1x	\$0.25	\$0.23	\$0.23	5.5x	6.2x	6.2x	
Marten Transport	MRTN	n/a	\$20.28	81	\$1.6	(\$0.1)	\$1.6	n/a	n/a	n/a	\$0.98	15.2x	22.7x	20.7x	\$0.25	\$0.21	\$0.21	6.3x	7.5x	7.5x	
Pam Transport	PTSI	n/a	\$21.40	22	\$0.5	\$0.1	\$0.6	n/a	n/a	n/a	\$1.70	4.9x	14.7x	12.6x	\$0.20	\$0.11	\$0.11	2.8x	5.0x	5.0x	
Universal Logistics	ULH	n/a	\$29.65	26	\$0.8	\$0.5	\$1.2	n/a	n/a	n/a	n/a	4.6x	--	--	\$0.32	--	--	3.8x	--	--	
												9.3x	65.2x	23.6x				5.1x	7.0x	6.6x	
2024Q1EPS								2023Q3		ROIC			Total Return (w/reinvested dividends)					Dividend			
Company		est.	Δ to Street	EPS Growth			YoY	Revenue Growth		Op. Ratio	Net Debt/ EBITDA	1yr	1 week	YTD	1yr	3yr	5yr	Annual	Yield		
Knight Transportation		\$0.54	\$0.44	23%	-54%	7%	7%	-4%	-4%	8%	95%	2.3x	6.1%	6%	-1%	0%	10%	15%	\$0.56	1.0%	
Schneider National		\$0.29	\$0.22	31%	-33%	49%	29%	18%	-14%	2%	96%	0.2x	7.0%	4%	-2%	-3%	3%	7%	\$0.36	1.5%	
Werner Enterprises		\$0.44	\$0.38	15%	-28%	19%	-4%	20%	4%	6%	95%	1.3x	9.6%	4%	-3%	-10%	0%	9%	\$0.56	1.4%	
Covenant Transport		n/a	\$0.75	--	-44%	--	--	-9%	-9%	1%	95%	0.0x	15.6%	10%	8%	35%	47%	17%	\$0.44	0.9%	
Heartland Express		n/a	(\$0.08)	--	-84%	27%	--	59%	69%	18%	103%	1.3x	12.0%	2%	-7%	-21%	-11%	-6%	\$0.08	0.6%	
Marten Transport		n/a	\$0.22	--	-26%	22%	2%	30%	-2%	8%	94%	-0.3x	13.5%	4%	-3%	0%	7%	12%	\$0.24	1.2%	
Pam Transport		n/a	\$0.31	--	-58%	162%	37%	34%	-6%	11%	96%	0.7x	15.6%	4%	3%	-26%	15%	10%	--	--	
Universal Logistics		n/a	n/a	--	-32%	73%	--	15%	-15%	3%	91%	1.6x	18.6%	2%	6%	-17%	10%	10%	\$0.42	1.4%	
												95%	0.9x	12%	4%	0%	-5%	10%	9%		

Source: BofA Global Research estimates, Company reports, Bloomberg (for stocks not covered by BofA Global Research).

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Exhibit 98: Freight Forwarding Comp Sheet

Data as of 01/24/2024

		QRQ	Share	Shares Out.	Mkt Cap	Net Debt	EV	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA				
Company	Ticker	Price		(mil.)	(\$ bil.)	(\$ bil.)	(\$ bil.)	BofA	BofA	BofA	Cons.	2022a	2023e	2024e	2022a	2023e	2024e	2022a	2023e	2024e		
CH Robinson	CHRW	B-3-7	\$85.57	117	\$10.0	\$1.4	\$11.4	\$6.29	\$7.50	\$3.55	\$3.86	11.4x	24.1x	20.6x	\$1.38	\$0.7	\$0.78	8.3x	16.5x	14.6x		
RXO Inc	RXO	C-1-9	\$22.12	117	\$2.6	\$0.4	\$2.9	\$1.43	\$1.59	\$0.29	\$0.45	13.9x	76.3x	40.2x	\$0.31	\$0.1	\$0.17	9.6x	21.8x	17.0x		
World Kinect	WKC	B-3-7	\$22.03	60	\$1.3	\$0.5	\$1.9	\$1.36	\$2.04	\$1.85	\$2.31	10.8x	11.9x	10.5x	\$0.38	\$0.4	\$0.40	4.9x	4.9x	4.7x		
Landstar System	LSTR	n/a	\$197.23	36	\$7.1	(\$0.4)	\$6.7	n/a	n/a	\$11.76	\$7.68	16.8x	26.8x	25.7x	\$0.63	\$0.4	\$0.40	10.7x	16.6x	16.6x		
Expeditors Intl	EXPD	n/a	\$127.18	145	\$18.5	(\$1.1)	\$17.4	n/a	n/a	\$8.83	\$4.88	14.4x	24.7x	26.1x	\$1.98	\$1.0	\$1.03	8.8x	16.9x	16.9x		
Forward Air Corp	FWRD	n/a	\$48.81	26	\$1.3	\$0.3	\$1.5	n/a	n/a	\$14.24	\$4.55	3.4x	--	--	\$0.32	\$0.2	\$0.22	4.7x	7.0x	7.0x		
												11.8x	32.8x	24.6x				7.8x	14.0x	12.8x		
2024Q1EPS												2023Q3		ROIC		Total Return (w/reinvested dividends)					Dividend	
Company		est.	Δ to Street	EPS Growth			YoY			Revenue Growth		Op. Ratio	Net Debt/EBITDA	1yr	1 week	YTD	1yr	3yr	5yr	Annual	Yield	
CH Robinson		\$0.95	\$0.82	15%	-56%	26%	0%	7%	-29%	3%	97%	2.2x		23%	1%	-1%	-11%	-2%	2%	\$2.44	2.9%	
RXO Inc		\$0.05	\$0.04	39%	--	--	--	2%	--	--	99%	--		--	1%	-5%	--	--	--	--	--	
World Kinect		\$0.35	\$0.46	-24%	12%	-4%	24%	88%	-10%	18%	99%	1.4x		7%	1%	-3%	-20%	-11%	0%	\$0.56	2.5%	
Landstar System		n/a	\$1.62	--	-32%	35%	6%	14%	-25%	5%	94%	-0.8x		38%	3%	3%	17%	11%	17%	\$1.32	0.7%	
Expeditors Intl		n/a	\$1.16	--	-45%	41%	15%	3%	-45%	10%	90%	-1.0x		35%	0%	0%	19%	12%	14%	\$1.38	1.1%	
Forward Air Corp		n/a	\$0.85	--	-32%	124%	13%	19%	-12%	6%	96%	0.9x		20%	-8%	-22%	-53%	-14%	-2%	\$0.96	2.0%	
												96%	0.5x	25%	0%	-5%	-10%	-1%	6%			

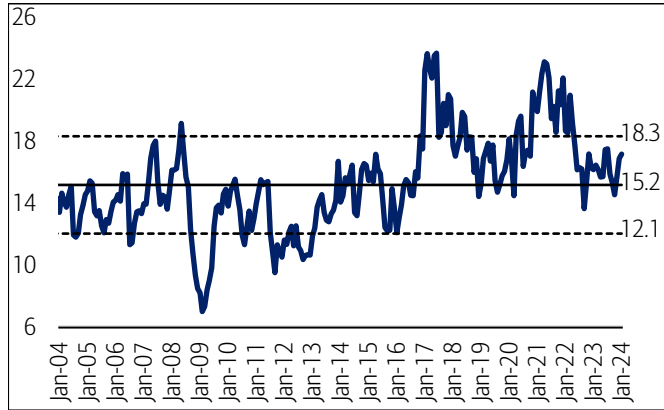
Source: BofA Global Research estimates, Company reports, Bloomberg (for stocks not covered by BofA Research)

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Exhibit 99: CSX forward P/E

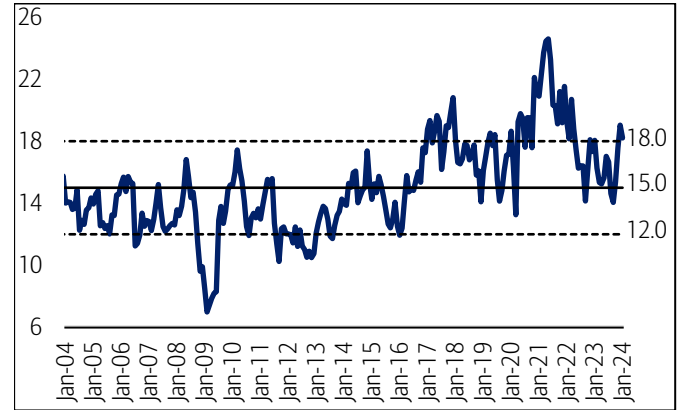
CSX Forward P/E is 17.2x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 100: NSC forward P/E

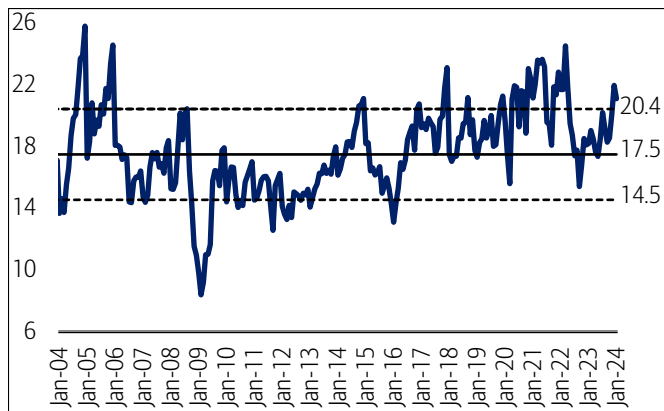
NSC Forward P/E is 18.2x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 101: UNP forward P/E

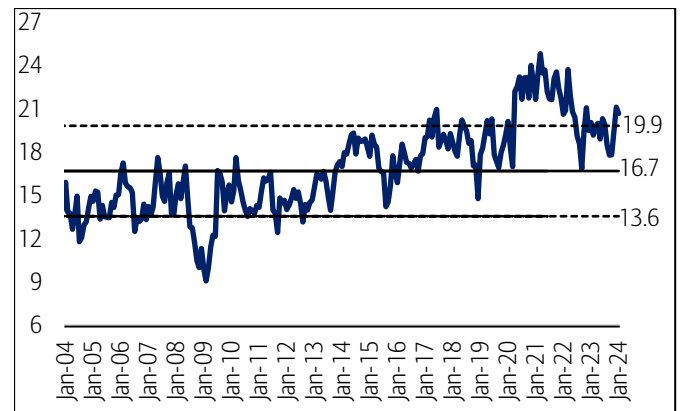
UNP Forward P/E is 21.1x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 102: CNI forward P/E

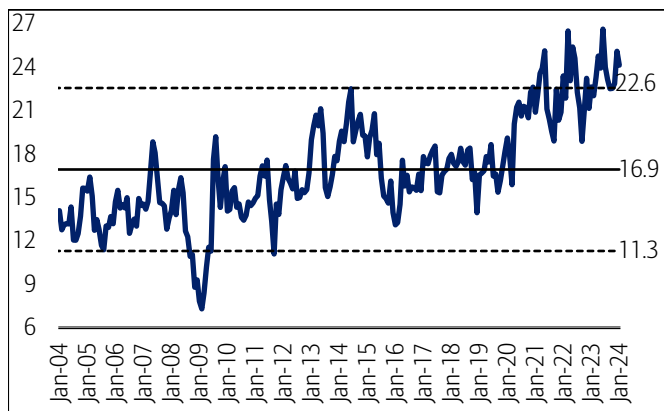
CNI Forward P/E is 20.7x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 103: CP forward P/E

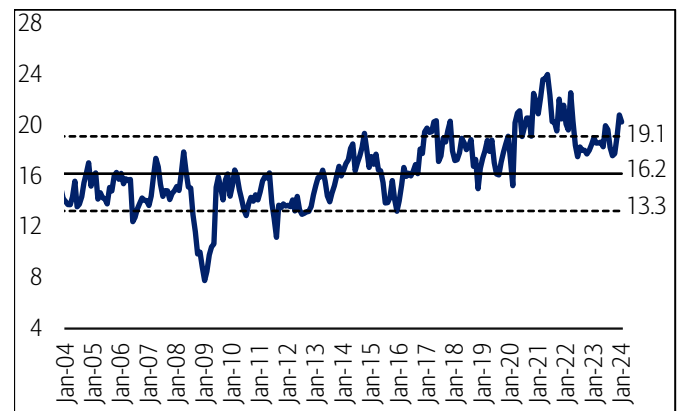
CP Forward P/E is 24.2x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 104: Rails Average forward P/E

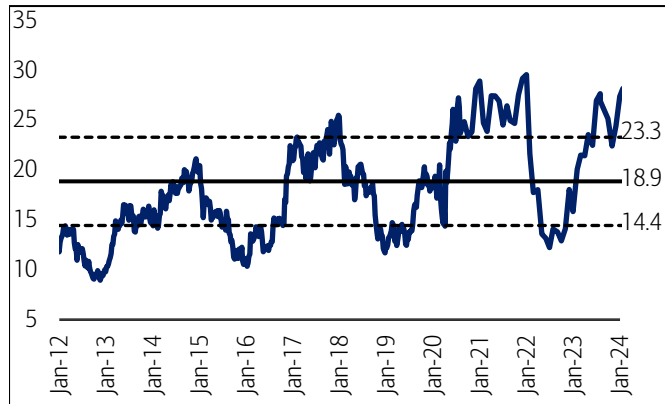
Rails Average Forward P/E is 20.3x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 105: SAIA forward P/E

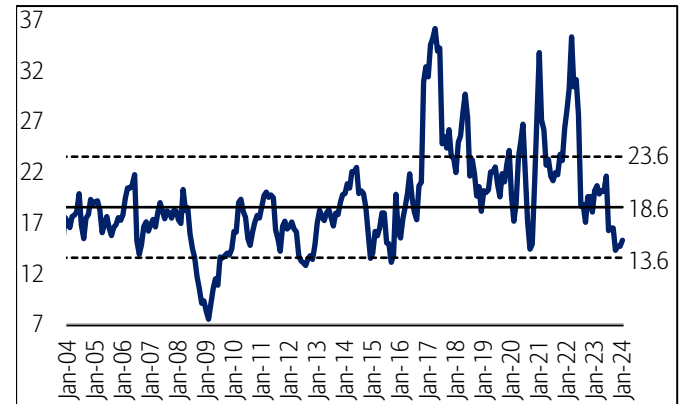
SAIA Forward P/E is 28.2x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 106: KEX forward P/E

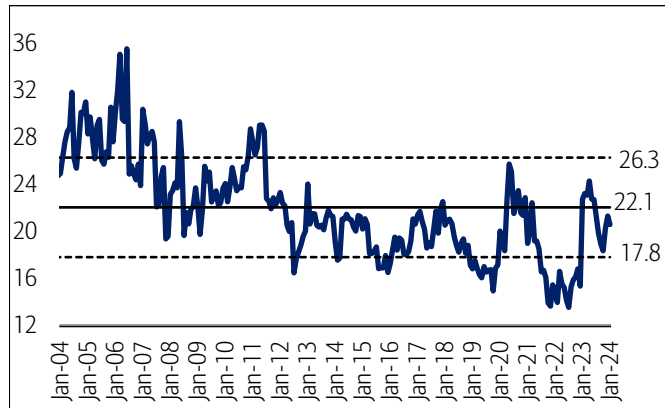
KEX Forward P/E is 15.4x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 107: CHRW forward P/E

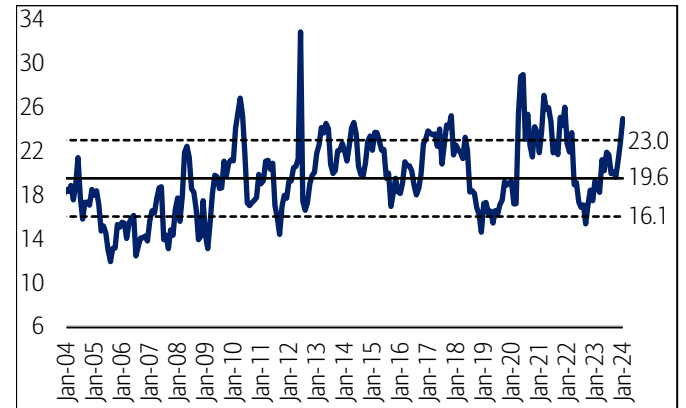
CHRW Forward P/E is 20.6x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 108: JBHT forward P/E

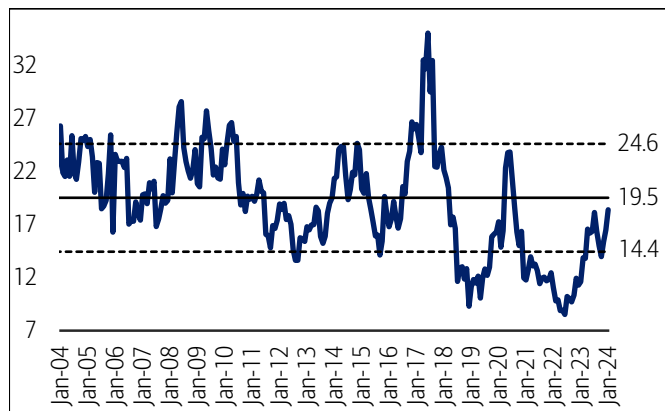
JBHT Forward P/E is 25.0x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 109: KNX forward P/E

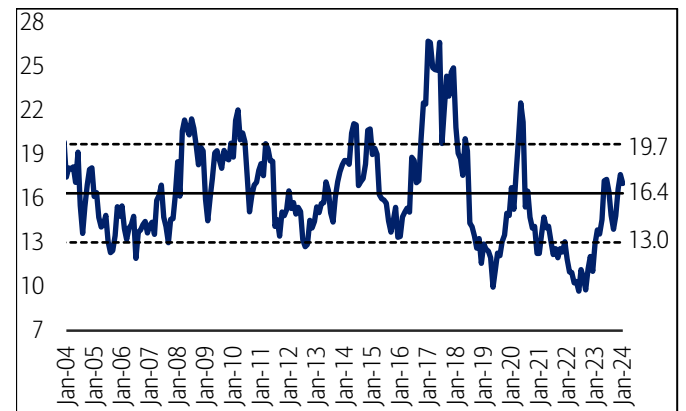
KNX Forward P/E is 18.4x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 110: WERN forward P/E

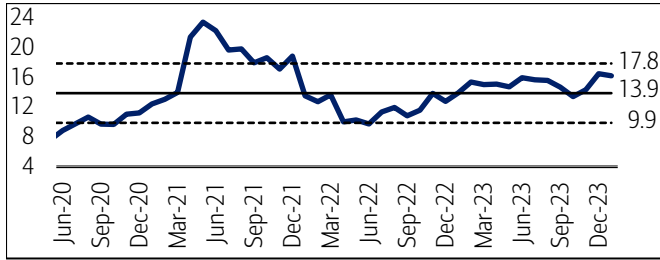
WERN Forward P/E is 17.0x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 111: TFI forward P/E

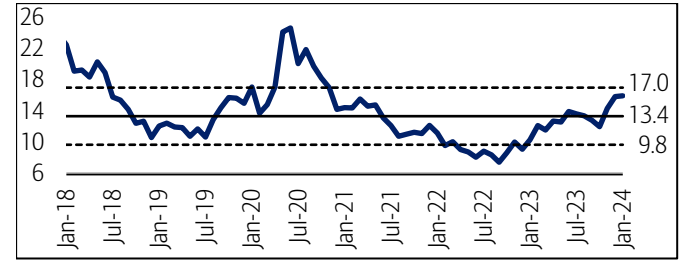
TFI Forward P/E is 16.2x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 112: SNDR forward P/E

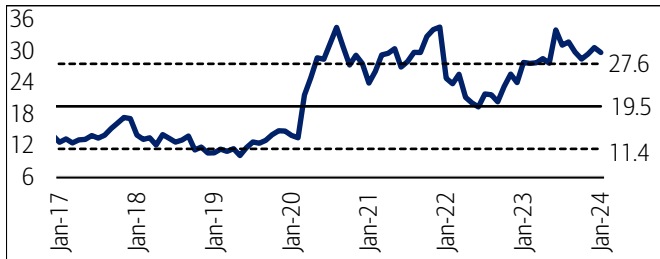
SNDR Forward P/E is 16.0x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 113: ODFL forward P/E

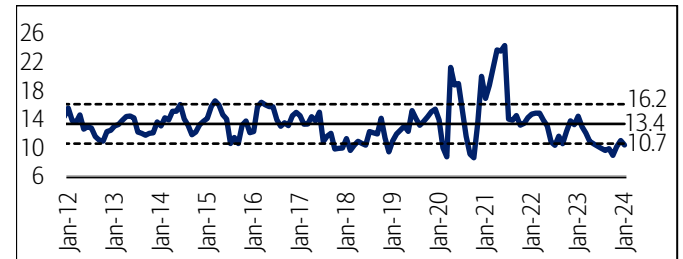
ODFL Forward P/E is 29.8x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 114: WKC forward P/E

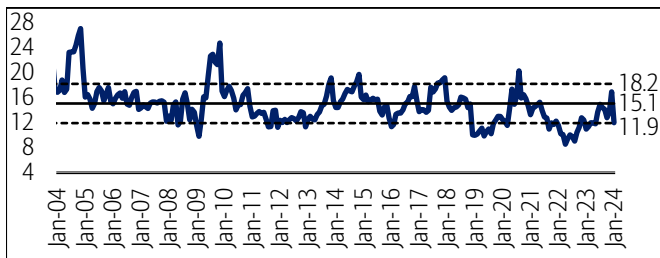
WKC Forward P/E is 10.5x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 115: FDX forward P/E

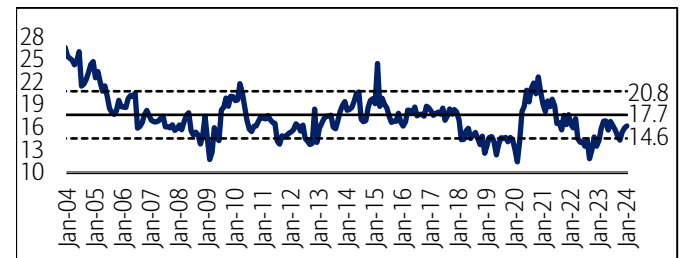
FDX Forward P/E is 12.0x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 116: UPS forward P/E

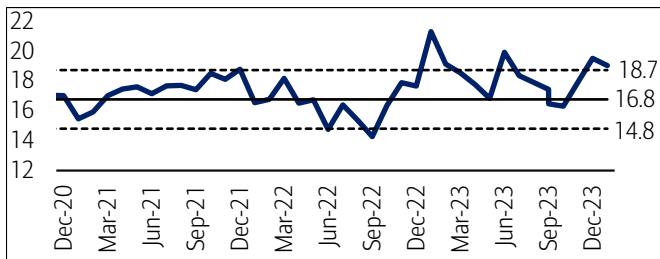
UPS Forward P/E is 16.2x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
BofA GLOBAL RESEARCH

Exhibit 117: WAB forward P/E

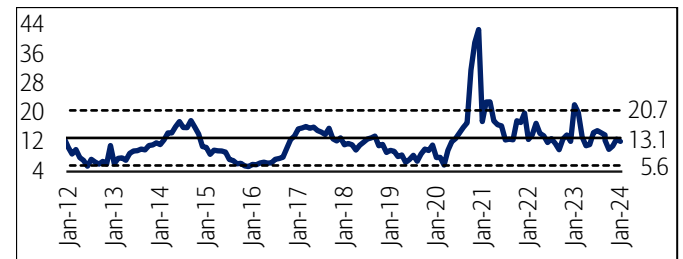
WAB Forward P/E is 19.0x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Exhibit 118: GBX forward P/E

GBX Forward P/E is 12.2x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, FactSet.
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Disclosures

Important Disclosures

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Investment rating	Total return expectation (within 12-month period of date of initial rating)	Ratings dispersion guidelines for coverage cluster ^{R1}
Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

^{R1} Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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