

GLOBALTRANZ®

FREIGHT DRIVEN BY TECHNOLOGY

The Canada Arizona
Business Counsel
March 1st, 2019



Industry Overview

Third-Party Logistics Companies (3PLs) are an over \$185B industry

Third-Party Logistic Companies (3PLs)

also known as Transportation Intermediaries

3PLs help to arrange the movement of goods from producers to sellers



TIA member companies serve **tens of thousands of shippers** every day, and play a key role in domestic and international commerce. **One out of every three** of the largest shippers use one or more 3PLs to help them arrange for the movement of their freight.



3PL industry impact on U.S. economy

1.5x
the size of the
beer industry



**\$185.7
BILLION**

**3PL
INDUSTRY**



4x
the size of the
candy industry

Growing at
**2-3x
GDP**

**\$7.5
Billion
Payroll**

**126
Thousand
Employees**

GlobalTranz Overview

World class technology company moving freight

Create a **world class, market-leading technology company** that **moves freight across multiple modes** in a manner that delivers strategic advantage to our customers and partners



Founded in 2003 and **headquartered in Scottsdale, Arizona**



10th Largest Freight Brokerage



850 employees in **11 branches** across North America



25,000 customers shipping freight and over **15,000 carrier** partners

GlobalTranz Overview

Full suite of multimodal shipping and managed logistics solutions

GTZ AT A GLANCE

\$1.7+ BILLION GROSS REVENUE	10th LARGEST U.S. FREIGHT BROKERAGE	500+ AGENTS ACROSS THE U.S.	25K+ SHIPPING CUSTOMERS	140+ TECHNOLOGY SPECIALISTS	8 SUCCESSFUL M&A TRANSACTIONS	4 CANADIAN AGENTS	\$220+ MILLION MANAGED FREIGHT SPEND
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FULL SUITE OF MULTIMODAL SHIPPING AND MANAGED LOGISTICS SOLUTIONS



Less-Than-Truckload (LTL)

- Best-in-Class Carrier Network
- Market Leading Technology



Full Truckload (TL)

- Full Suite of Truckload Capabilities
- Access to the Best Carriers and Rates



Expedited

- Fast, On-Time & Ready for Anything
- Multiple Shipping Options



Intermodal

- Intermodal Rail



Managed Transportation

- Logistics Consulting & Analysis
- Carrier Procurement & Management



Supply Chain Solutions

- Supply Chain Solutions to Maximize Performance
- Supply Chain Services

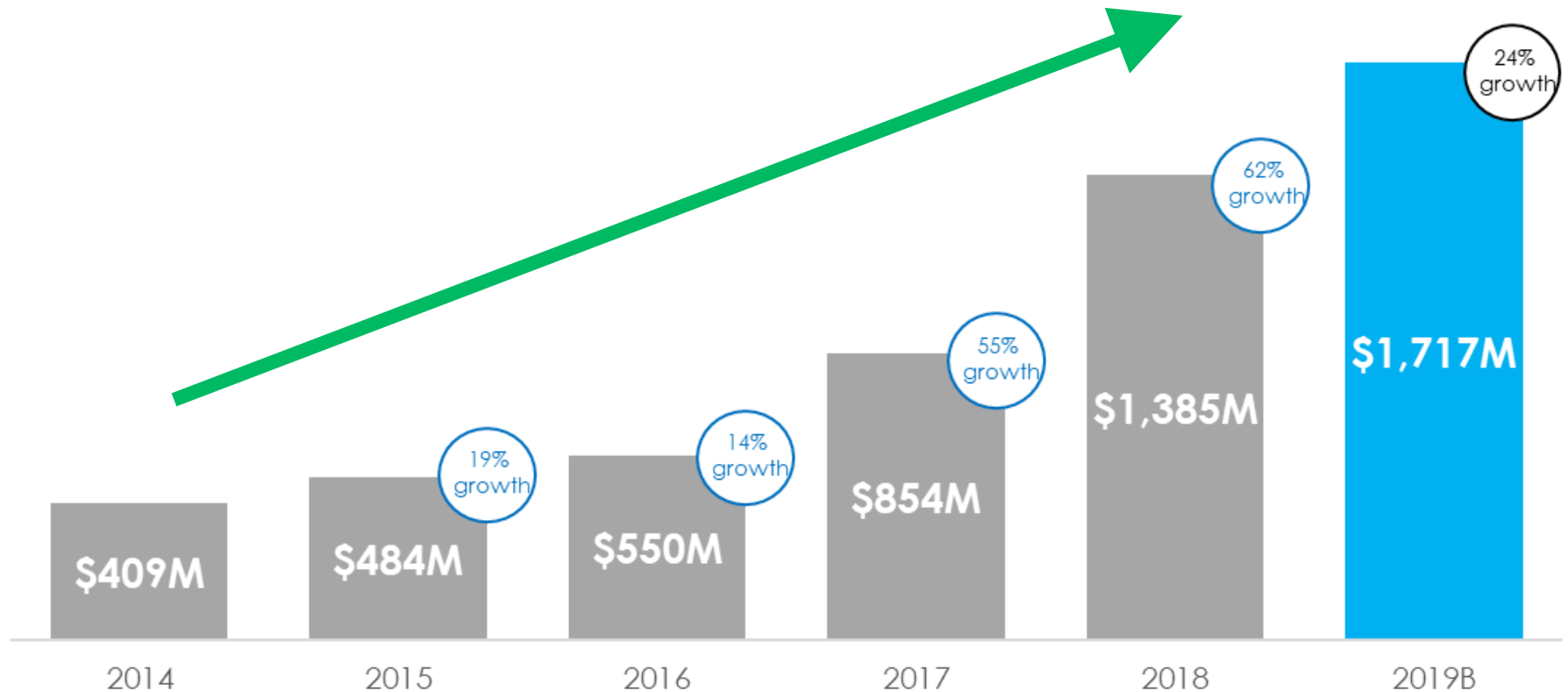


Project Logistics

- Large Project Engineering and Transportation
- Project Logistics Services

GlobalTranz Overview

GTZ to exceed \$1.7B in Gross Revenue in 2019!



GlobalTranz is a B2B company that **shipped over 2.1 million shipments in 2018** (48,000 cross-border shipments)

Best-In-Class Carrier Partners

We partner with the best carriers in the industry



Great relationships with carriers

- ✓ Innovative Solutions
- ✓ Capacity
- ✓ Best Prices
- ✓ Benefits of Being a Large Customer



Canadian Customer Overview

Top GTZ customers are doing cross-border business between Canada and U.S.



motorcar parts of america, inc.



Over 3,500 GTZ customers running \$17M+ Gross Revenue across the Canadian border!