

# Globaltruck

## Share buyback program launch

- ▶ **Globaltruck (MOEX: GTRK) announces share buyback program.** The group will buy up to 5% of the shares of Globaltruck Management. The total number of shares issued is 58,462,120, therefore 5% represents 2,923,106 shares. The price of the buyback will not exceed RUB132 per share - the price set during the group's IPO. The total amount of the buyback is therefore estimated to come in below RUB386mn. The buyback period will run from 11 November 2019 to 31 May 2021, or until the purchase limit is reached. The shares will be purchased by Globaltruck Logistic, a 100%-owned subsidiary of Globaltruck Management. Shares can be purchased on the Moscow Exchange as well as on the OTC market, including private and derivative transactions.
- ▶ **Group appoints Ilya Sattarov as CEO.** Globaltruck announced on 6 November 2019 that Ilya Sattarov would be joining the company as CEO, while Alexander Eliseev has become Chairman. Mr. Sattarov served as Deputy CEO and as a member of the management board responsible for the logistics and supply chain of one of the largest retailers in Russia, Magnit. He managed the company's warehousing infrastructure and cargo fleet of over 5,700 trucks. Ilya Sattarov has broad experience in logistics solutions and optimization, as well as controlling fleet operations and implementing technological solutions for warehousing. Mr. Sattarov is bringing with him a management team that was involved in transportation logistics, IT product development and implementation as well as supply management at Magnit. The new team will develop a flexible business model for Globaltruck including developing technology for more efficient truck management, digital solutions to streamline the company's cooperation with its partners and contractors, and new solutions for cargo transportation.
- ▶ **A new stock option program is to be launched in 2020.** The company plans to launch a long-term program targeting EBITDA growth. This three-year program will assume the share options granted to key management and is expected to be approved at a board meeting in the near future.

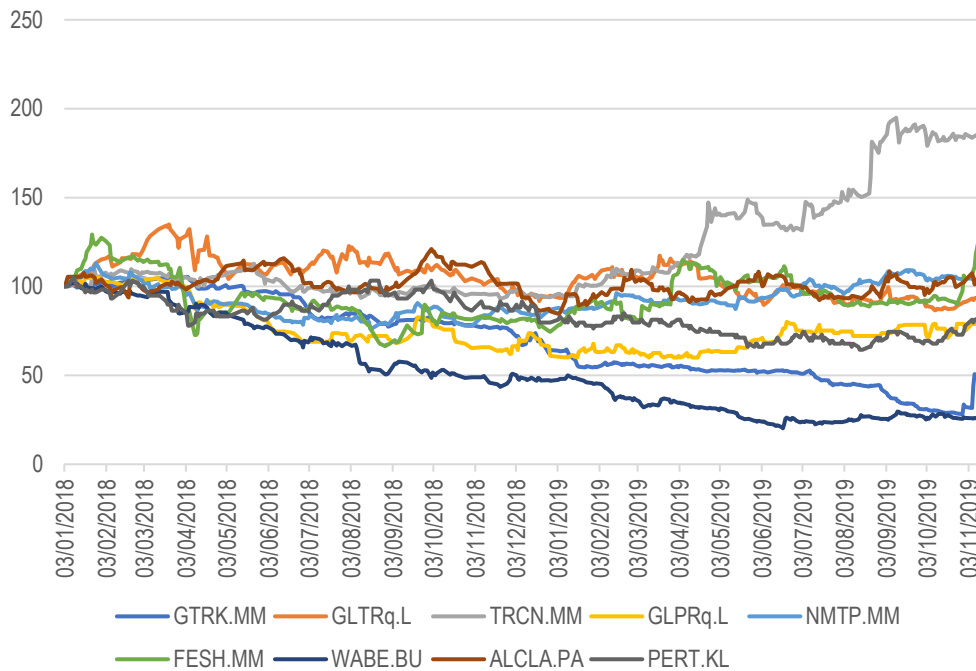
<b>Report date:</b>	<b>15 November 2019</b>
<b>Ticker</b>	<b>GTRK</b>
Main exchange	MOEX
Current Price, RUB	59.6
Number of shares	58,462,120
Current MCap, RUB mn	3,484
Free float, %	19.6%

**Globaltruck** is a road cargo transportation company with primary operations in Russia and Europe. Globaltruck operated the fleet of 1,359 trucks and 1,502 trailers as of the end of 1H19. The average fleet age is 2.7 years. Globaltruck is one of the largest FTL companies in Russia.

*Globaltruck Management is a research client of Hypothesis Research Limited.*

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Figure 1. Transportation sector stock relative price performance (03/01/2018=100)



Source: Thomson Reuters

Figure 2. Transportation sector peer comparison

Company name	Market Cap., \$mn	EV, \$mn	P/E Fwd 1Y	P/E Fwd 2Y	P/E Fwd 3Y	EV/ EBITDA 1Y fwd	EV/ EBITDA 2Y fwd	EV/ EBITDA 3 fwd	EV/ Revenues 1y fwd	EV/ Revenues 2y fwd	EV/ Revenues 3y fwd
Globaltruck	54	106	11.14	6.78	4.88	4.57	4.05	3.56	0.76	0.66	0.57
Discount to Russian peers			58%	19%	-9%	-10%	-13%	-21%	-74%	-76%	-78%
Discount to European peers			-20%	-45%	-56%	-40%	-42%	-45%	10%	-1%	-12%
Globaltrans	1533	1959	4.99	5.63	5.59	3.46	3.86	3.76	1.89	1.96	1.89
Transcontainer	1838	1982	NaN	NaN	NaN	6.02	4.70	NaN	3.22	2.71	NaN
Globalports	558	1331	9.13	5.76	5.11	5.82	5.46	5.23	3.70	3.51	3.34
Russian peers average			<b>7.06</b>	<b>5.69</b>	<b>5.35</b>	<b>5.10</b>	<b>4.67</b>	<b>4.50</b>	<b>2.94</b>	<b>2.72</b>	<b>2.61</b>
Waberer's International Nyrt	74	394	NaN	NaN	9.73	5.76	4.82	4.24	0.51	0.48	0.46
Trans Polonia SA	17	40	9.93	8.51	7.45	5.78	5.76	5.65	0.59	0.57	0.55
Comp. de Distrib. Integral Logista	2940	600	13.78	13.23	12.18	1.77	1.73	1.67	0.47	0.47	0.45
PostNL NV	1049	1483	8.68	7.15	6.01	4.31	3.97	3.66	0.47	0.44	0.43
Id Logistics SAS	1117	1562	31.19	25.50	22.91	16.18	13.43	11.52	0.93	0.88	0.83
Wincanton PLC	424	604	7.58	7.31	7.05	6.89	6.67	6.45	0.40	0.39	0.37
Clasquin SA	89	131	20.94	17.99	15.60	10.78	10.18	8.94	0.35	0.32	0.31
CTT Correios de Portugal SA	517	1566	12.79	10.75	9.36	10.93	10.28	10.43	1.95	1.97	2.00
Xpediator PLC	65	102	13.41	12.34	12.84	NaN	NaN	NaN	0.38	0.36	0.35
Jetpak Top Holding AB (publ)	66	86	9.93	8.85	7.98	6.90	6.57	6.18	0.95	0.91	0.87
Stef SA	1326	2284	11.76	11.45	10.48	6.40	6.27	5.96	0.60	0.58	0.57
Tiong Nam Logistics Holdings	52	280	30.26	21.38	26.11	12.84	12.17	11.79	1.92	1.77	1.70
Synergetic Auto Performance	48	404	33.00	12.38	9.00	6.51	5.55	4.93	NaN	NaN	NaN
Beijing Changjiu Logistics Corp	809	929	19.86	18.76	NaN	15.00	14.69	NaN	1.15	1.11	NaN
Tiong Nam Logistics Holdings	52	280	30.26	21.38	26.11	12.84	12.17	11.79	1.92	1.77	1.70
Synergetic Auto Performance	48	404	33.00	12.38	9.00	6.51	5.55	4.93	NaN	NaN	NaN
Blue Bird Tbk PT	359	392	18.35	15.34	12.64	9.98	8.10	6.66	1.32	1.23	1.13
VRL Logistics Ltd	328	375	20.94	17.89	14.37	8.43	7.51	6.66	1.23	1.12	1.04
United Int. Transportation	642	662	13.19	11.84	10.99	3.90	3.51	3.29	2.37	2.22	2.10
Global peers average			<b>18.47</b>	<b>14.14</b>	<b>12.77</b>	<b>8.53</b>	<b>7.72</b>	<b>6.75</b>	<b>1.22</b>	<b>1.13</b>	<b>0.93</b>
European peers' average			<b>14.00</b>	<b>12.31</b>	<b>11.05</b>	<b>7.57</b>	<b>6.97</b>	<b>6.47</b>	<b>0.69</b>	<b>0.67</b>	<b>0.65</b>

Source: Thomson Reuters, Hypothesis Research estimates

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