

# C.H. Robinson Worldwide, Inc.

# Upside 4Q Shows Strong Execution; Idiosyncratic Drivers Remain

#### Solid 4Q EPS despite rising spot rates

CHRW reported upside 4Q24 EPS of \$1.21/share versus Consensus of \$1.11 and our estimate of \$1.18/share. A low tax rate provided a benefit of \$0.07/share vs our model but CHRW's 4Q was above Consensus even if we exclude the tax benefit. Notably, CHRW delivered 6% growth in NAST gross profit despite muted freight activity and rising spot rates. CHRW also delivered strong cost control with operating expenses down 3% compared to an 11% rise in total company adjusted gross profit. We believe there was investor concern regarding a potential NAST GM% squeeze going into the report and we expect a positive response to the 4Q results.

### Strong NAST GM%; cycle likely the key to stronger TL volumes

Despite the rise in truckload spot rates in 4Q24, CHRW delivered 10 bp of sequential NAST GM% expansion and 170 bp of y/y improvement. CHRW indicated they were focused on quality volume which was clearly a factor in their favorable GM% performance. CHRW's truckload volumes fell 6.5% y/y which was worse than our forecast of -4% y/y and compares to 3Q24 y/y TL volumes of -3.5%. CHRW indicated truckload market capacity attrition is taking place but they have not yet seen evidence of an improving trend in freight demand. We believe a cyclical pick up in freight activity is the key lever for CHRW to transition to stronger volume growth.

#### No change to our EPS; cost control & GM% execution support 2025

While there are offsetting changes in our model (lower TL volumes, higher GM% in NAST), our 2025 EPS estimate remains \$5.00/share and we continue to forecast \$6.10/share in 2026. We note CHRW remains focused on cost control as shown by their 2025 operating expense guide which reflects only 1% growth at the midpoint. We expect cost control and continued delivery of strong GM% performance to support CHRW's EPS performance in 2025 with a stronger freight cycle and revenue growth backdrop supporting stronger growth in EPS in 2026.

#### Valuation: idiosyncratic story remains attractive

CHRW is trading at a P/E of 21.6x on our 2025 EPS estimate. We continue to believe CHRW has an attractive story of improving execution and stronger use of technology in addition to leverage to a freight cycle upturn. We continue to apply a 23 x P/E to our 2026E EPS of \$6.10/share to derive our price target of \$140. We rate CHRW Buy.

# **Equities**

# United States

12-month rating

Trucking

Buy

12m price target

US\$140.00

Price (29 Jan 2025)

US\$107.93

RIC: CHRW.O BBG: CHRW US

#### **Trading data and key metrics**

52-wk range US\$114.06-67.89 Market cap. US\$12.9b Shares o/s 120m (COM) Free float 99% Avg. daily volume ('000) 1,158 Avg. daily value (m) US\$123.6 Common s/h equity (12/25E) US\$2.18b P/BV (12/25E) 5.8x Net debt to EBITDA (12/25E) 1.8x

#### EPS (UBS, diluted) (US\$)

	12/25E				
	From	То	% ch	Cons.	
Q1E	-	1.09	-	1.08	
Q2E	-	1.28	-	1.25	
Q3E	-	1.34	-	1.31	
Q4E	-	1.29	-	1.24	
12/25E	5.00	5.00	0	4.90	
12/26E	6.10	6.10	0	5.71	
12/27E	6.50	6.50	-0	6.00	

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Highlights (US\$m)	12/22	12/23	12/24	12/25E	12/26E	12/27E	12/28E	12/29E
Revenues	24,697	17,596	17,725	17,585	19,001	19,899	20,879	21,908
EBIT (UBS)	1,303	553	759	779	940	983	1,021	1,072
Net earnings (UBS)	968	386	544	589	715	748	780	823
EPS (UBS, diluted) (US\$)	7.59	3.22	4.51	5.00	6.10	6.50	6.90	7.40
DPS (net) (US\$)	2.24	2.43	2.24	2.24	2.24	0.00	0.00	0.00
Net (debt) / cash	(1,090)	(1,647)	(1,572)	(1,551)	(1,407)	(1,219)	(993)	(1,764)
Profitability/valuation	12/22	12/23	12/24	12/25E	12/26E	12/27E	12/28E	12/29E
EBIT (UBS) margin %	5.3	3.1	4.3	4.4	4.9	4.9	4.9	4.9
ROIC (EBIT) %	44.1	20.1	23.4	21.8	24.1	23.1	21.9	21.1
EV/EBITDA (UBS core) x	10.6	20.5	14.6	16.5	13.9	13.3	12.4	12.0
P/E (UBS, diluted) x	13.5	28.9	20.2	21.6	17.7	16.6	15.7	14.6
Equity FCF (UBS) yield %	11.5	5.1	4.4	4.1	5.2	5.6	5.9	6.4
Dividend yield (net) %	2.2	2.6	2.5	2.1	2.1	0.0	0.0	0.0

Source: Company accounts, LSEG Eikon, UBS estimates. Metrics marked as (UBS) have had analyst adjustments applied. Valuations: based on an average share price that year, (E): based on a share price of US\$ 107.93 on 29-Jan-2025

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C.H. Robinson Worldwide, Inc.

#### **NAST GM% Moves In a Positive Direction**

CHRW's gross profit growth in NAST in 4Q24 was +6.2% y/y (vs +8.8% in 3Q24) which we think is notable, particularly when coupled with a NAST gross margin of 14.4% (highest level since 14.1% in 4Q22). Looking at the details it was a combination of a +7.3% increase from truckload brokerage and a +3.9% increase in LTL brokerage. CHRW pointed to its continued implementation of its new operating model which is characterized by strong execution, improving profit per load and better pricing discipline as key drivers of performance in 4Q. We believe variation in the truckload market backdrop was also likely a factor that supported improvement throughout the quarter, progressing from October to November to December. We anticipate continuing growth in NAST gross profit and we model 6.2% y/y growth in 2025E. We lay out the various drivers to our model in Figure 3 below, although we note the primary factors include stronger GM % performance continuing in 2025.

Figure 1: NAST Gross Profit vs. Operating Margin Improvement

Source: Company Reports, UBS

### **Forwarding Rebound Continuing As Expected**

CHRW's Forwarding business performed well, reporting adj gross profit of \$203.8 mm vs our \$201.3 mm estimate, and achieving an operating margin of 27.0% (vs our expectation of 26.0%). We believe that the outperformance in results is largely cyclical, although with results at a more normalized level vs a year ago. In Figure 2 below we look at Forwarding gross profit on a y/y basis. Although commentary on the conference call indicated that some customers pulled forward some of their peak season ocean freight due to the ongoing concerns about geopolitical issues and capacity disruptions, we believe the normalized trend is more important. We model a 23.7% adj operating margin on gross profit in 2025E.

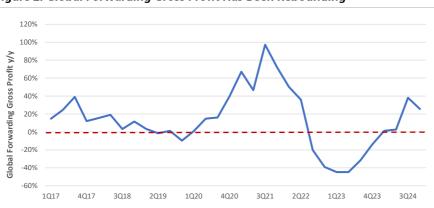


Figure 2: Global Forwarding Gross Profit Has Been Rebounding

Source: Company Reports, UBS

# **Key Model Assumptions For CHRW Post 4Q Results**

In Figure 3, below, we include our key model assumptions for CHRW following the 4Q print. Our full year 2025E EPS remains unchanged at \$5.00. For the full year 2025E, we are modelling a 2.5% Y/Y Truckload volume decline and 4.8% Y/Y base pricing, while our Forwarding gross revenue is modelled at -5.0%. We believe the brokerage cycle may be in the process of bottoming, although it is unclear when a sustained recovery may begin. For 2026, our EPS estimate remains unchanged at \$6.10. Drivers to our 2026E EPS include 7.0% Truckload Y/Y base pricing, while our Forwarding gross revenue is increasing 4.0%.

**Figure 3: CHRW Key Model Assumptions** 

	1Q25E	2Q25E	3Q25E	4Q25E		25 <u>E</u>		26 <u>E</u>
	<u>New</u>	<u>New</u>	<u>New</u>	<u>New</u>	<u>Prior</u>	<u>New</u>	<u>Prior</u>	New
Gross Revenue Growth								
NAST	-4.2%	-1.2%	1.9%	7.1%	8.2%	0.8%	10.2%	10.2%
Truckload volume growth (y/y)	-5.0%	-4.0%	-3.0%	2.0%	3.0%	-2.5%	3.0%	3.0%
Truckload base pricing growth (y/y)	4.0%	5.0%	5.0%	5.0%	5.0%	4.8%	7.0%	7.0%
Gross Margin								
NAST	14.5%	14.5%	14.5%	14.6%	13.6%	14.5%	13.3%	14.2%
Forwarding	22.5%	21.0%	21.0%	22.0%	20.5%	21.6%	21.0%	22.5%
Consolidated	16.2%	15.9%	15.9%	16.1%	15.1%	16.0%	14.9%	15.9%
Gross Profit								
NAST	417	428	433	438	1.749	1,717	1.885	1.850
Forwarding	201	188	204	189	765	781	823	846
Consolidated	698	698	717	702	2,855	2,816	3,066	3,017
Operating Profit								
NAST	133	156	160	153	630	603	741	731
Forwarding	46	45	49	45	191	185	214	216
Consolidated	175	200	208	197	821	779	958	940
Operating Margin on Net Revenue	25.0%	28.6%	29.0%	28.0%	28.8%	27.7%	31.3%	31.2%
Operating Margin on Net Revenue y/y (bps)	373	49	(390)	109	112	20	251	349
Constitution EDC	£4.00	64.20	64.24	64.20	<b>*</b> F 00	<b>¢</b> F 00	£C 40	¢C 40
Continuing EPS EPS Growth	<b>\$1.09</b> 27.4%	<b>\$1.28</b> 11.2%	<b>\$1.34</b> 4.0%	<b>\$1.29</b> 6.8%	\$5.00	<b>\$5.00</b> 10.9%	\$6.10 22.0%	\$6.10
Er3 GIOWIII	27.4%	11.2%	4.0%	0.6%	11.6%	10.9%	22.0%	22.0%

Source: Company Reports, UBS estimates

# C.H. Robinson Worldwide, Inc. (CHRW.O)

<b>Revenues</b> Gross profit	24,697	17,596								12/29E
•		17,590	17,725	17,585	-0.8	19,001	8.1	19,899	20,879	21,908
	3,593	2,605	2,765	2,816	1.8	3,017	7.1	3,110	3,222	3,381
EBITDA (UBS)	1,396	652	857	879	2.6	1,045	19.0	1,092	1,133	1,191
Depreciation & amortisation	(93)	(99)	(97)	(100)	-2.9	(106)	-5.6	(109)	(113)	(118)
EBIT (UBS)	1,303	553	759	779	2.6	940	20.7	983	1,021	1,072
Associates & investment income	0	0	0	0	-	0	-	0	0	0
Other non-operating income	Ö	Ö	Ö	Ö	_	0	_	Ö	Ö	0
Net interest	(101)	(97)	(90)	(63)	30.0	(62)	1.6	(60)	(58)	(56)
Exceptionals (incl goodwill)	0	0	0	0	50.0	0	7.0	0	0	0
Pre-tax profit	1,203	456	669	716	6.9	878	22.6	923	963	1,016
Tax	(234)	(70)	(125)	(127)	-1.4	(162)	-27.8	(175)	(183)	(193)
		. ,	. ,	. ,	8.2		21.5	. , ,	. ,	
Profit after tax	968	386	544	589		715	21.5	748	780	823
Preference dividends	0	0	0	0	-	0	-	0	0	0
Minorities	0	0	0	0	-	0	-	0	0	0
Extraordinary items	0	0	0	0	-	0	-	0	0	0
Net earnings (local GAAP)	968	386	544	589	8.2	715	21.5	748	780	823
Net earnings (UBS)	968	386	544	589	8.2	715	21.5	748	780	823
Tax rate (%)	19.5	15.4	18.7	17.7	-5.2	18.5	4.2	19.0	19.0	19.0
Per Share (US\$)	12/22	12/23	12/24	12/25E	%ch	12/26E	%ch	12/27E	12/28E	12/29E
EPS (UBS, diluted)	7.59	3.22	4.51	5.00	10.9	6.10	22.0	6.50	6.90	7.40
EPS (local GAAP, diluted)	7.59	3.22	4.51	5.00	10.9	6.10	22.0	6.50	6.90	7.40
EPS (UBS, basic)	7.59	3.22	4.51	5.00	10.9	6.10	22.0	6.50	6.90	7.40
DPS (net) (US\$)	2.24	2.43	2.24	2.24	0.0	2.24	0.0	0.00	0.00	0.00
Cash EPS (UBS, diluted) 1	8.32	4.05	5.31	5.85	10.1	7.00	19.7	7.45	7.89	8.46
Book value per share	10.39	11.84	15.46	18.48	19.6	22.74	23.0	28.12	34.28	31.95
Average shares (diluted)	128	120	121	118	-2.4	117	-0.4	115	113	111
Average shares (unuteu)	120	120	121	110	-2.4	117	-0.4	113	115	111
Balance Sheet (US\$m)	12/22	12/23	12/24	12/25E	%ch	12/26E	%ch	12/27E	12/28E	12/29E
Cash and equivalents	217	146	271	342	26.2	536	56.8	773	1,050	328
Other current assets	3,372	2,735	3,092	3,503	13.3	3,976	13.5	4,519	5,144	5,863
Total current assets	3,589	2,881	3,363	3,845	14.3	4,511	17.3	5,292	6,194	6,191
Net tangible fixed assets	159	145	181	210	16.3	242	15.2	265	279	280
Net intangible fixed assets	1,535	1,517	1,517	1,517	0.0	1,517	0.0	1,517	1,517	1,517
Investments / other assets	671	683	683	683	0.0	683	0.0	683	683	683
Total assets	5,955	5,225	5,744	6,255	8.9	6,954	11.2	7,758	8,673	8,671
Trade payables & other ST liabilities	3,249	1,978	2,049	2,185	6.6	2,344	7.3	2,530	2,754	3,025
Short term debt	74	74	124	174	40.2	224	28.7	274	324	374
Total current liabilities	3,323	2,052	2,174	2,360	8.6	2,569	8.9	2,804	3,078	3,400
Long term debt	1,234	1,718	1,718	1,718	0.0	1,718	0.0	1,718	1,718	1,718
Other long term liabilities	, 44	37	, 0	, 0	_	, 0	_	, 0	, 0	, 0
Preferred shares	0	0	0	0	_	0	_	0	0	0
Total liabilities (incl pref shares)	4,601	3,807	3,892	4,078	4.8	4,287	5.1	4,522	4,796	5,118
Common s/h equity	1,353	1,419	1,852	2,178	17.6	2,667	22.5	3,236	3,876	3,553
Minority interests	0	0	0	2,176	- 17.0	2,007		0	0	0
Total liabilities & equity	5,955	5,225	5,744		8.9	6,954	11.2			8,671
lotal liabilities & equity	5,955	3,223	5,744	6,255	0.9	0,954	11.2	7,758	8,673	0,071
Cash Flow (US\$m)	12/22	12/23	12/24	12/25E	%ch	12/26E	%ch	12/27E	12/28E	12/29E
Net income (before pref divs)	968	386	544	589	8.2	715	21.5	748	780	823
Depreciation & amortisation	93	99	97	100	2.9	106	5.6	109	113	118
Net change in working capital	609	282	0	0	-	0	-	0	0	0
Other operating	7	(66)	(74)	(68)	8.1	(54)	21.2	(39)	(27)	(14)
Operating cash flow	1,678	701	567	621	9.4	767	23.6	818	865	927
Tangible capital expenditure	(62)	(30)	(80)	(80)	0.0	(90)	-12.5	(90)	(90)	(90)
Intangible capital expenditure	(67)	(54)	(10)	(10)	0.0	(10)	0.0	(10)	(10)	(10)
Net (acquisitions) & disposals	64	1	0	0		0		0	0	0
Other investing	0	0	0	0		0		0	0	0
Investing cash flow	(65)	(83)	(90)	(90)	0.0	(100)	-11.1	(100)	(100)	(100)
Equity dividends paid	(285)	(292)	(270)	(263)	2.4	(262)	0.4	(257)	(253)	(249)
Share issues / (buybacks)	(1,360)	(7)	(200)	(300)	-50.0	(300)	0.0	(300)	(300)	(300)
Other financing	0	0	0	0	-	0	-	0	0	0
Change in debt & pref shares	26	(419)	50	50	0.0	50	0.0	50	50	50
Financing cash flow	(1,620)	(718)	(420)	(513)	-22.2	(512)	0.2	(507)	(503)	(499)
Cash flow inc/(dec) in cash	(6)	(100)	57	17	-70.0	155	NM	210	262	328
FX / non cash items	(33)	28	68	54	-21.0	39	-27.4	27	14	(1,050)
Balance sheet inc/(dec) in cash	(40)	(72)	125	71	-43.3	194	173.6	238	277	(722)

Source: Company accounts, UBS estimates. (UBS) metrics use reported figures which have been adjusted by UBS analysts. Cash EPS (UBS, diluted) is calculated using UBS net income adding back depreciation and amortization.

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PE (bocal GÁAR, diluted)         13.5         28.9         20.2         21.6         17.7         16.6         15.7         14.6           PCEPS         12.3         23.9         17.1         18.5         15.4         14.5         15.7         14.6           PCEPS         12.3         23.0         17.1         18.5         15.4         14.5         15.7         12.8           Equity KF (Light) yield %         11.5         5.1         4.4         4.1         5.2         6.5         5.9         6.4           DWW         9.8         7.9         5.9         5.8         4.7         3.8         3.1         3.4           EVERDING Core)         0.6         0.8         0.7         0.0         0.0         0.7         0.7           EVERTING CORE)         1.13         2.2         16.5         18.7         15.5         13.8         12.4         10.7           EVEYOP LINES CORE)         1.12         12.3         15.7         17.8         14.9         14.2         12.2         12.2           EVEYOP LINES CORE)         1.2         12.23         12.74         12.75         11.8         14.9         14.2         12.2         12.2									
Pr. URS, diluted    13.5   28.9   20.2   21.6   17.7   16.6   15.7   14.6     Pr.CFFS	Valuation (x)	12/22	12/23	12/24	12/25E	12/26E	12/27E	12/28E	12/29E
PCEPS   12.3   23.0   17.1   18.5   15.4   14.5   13.7   12.8   Equity FCF (USB) yield %   11.5   5.1   4.4   4.1   5.2   5.6   5.9   6.4   Dividend yield (net) %   2.2   2.6   2.5   2.1   2.1   0.0   0	, ,								
Equity F.F. (UBS) yield %   11.5   5.1   4.4   4.1   5.2   5.6   5.9   6.4	* , ,								
Divident yield (net) %   2.2   2.6   2.5   2.1   2.1   0.0   0.0   0.0									
PAPY   9.8   7.9   5.9   5.8   4.7   3.8   3.1   3.4									
EVRERIDA (USS)									
EVMEDITION (USS core)   10.6   20.5   14.6   16.5   13.9   13.3   12.4   12.0									
EVMENT (Core)	, ,								
EVOp.PCF (core)   11.0									
EVrop. invested capital   5.0   4.9   3.9   4.1   3.7   3.4   3.0   2.8	* *								
Part									
Market cap   13,518   12,122   10,887   12,930	EV/op. invested capital	5.0	4.9	3.9	4.1	3.7	3.4	3.0	2.8
Market cap   13,518   12,122   10,887   12,930	Enterprise value (US\$m)	12/22	12/23	12/24	12/25E	12/26E	12/27E	12/28E	12/29E
Net debt (cash)		13.518	12.122	10.887	12.930	12.930	12.930	12.930	12.930
Buyout of minorities	•								
Pension provisions/other									
Non core assets   Non core a				0					
Noncore assets   0		14,785	13,389	12,497	14,539	14,539	14.539	14.036	14,308
Growth (%)         12/22         12/23         12/24         12/25E         12/26E         12/27E         12/28E         12/29E           Revenue         6.9         (28.7)         0.7         (0.8)         8.1         4.7         4.9         4.9           BBITOA (UBS)         19.0         (53.3)         31.4         2.6         20.7         4.6         3.8         5.0           EBY (UBS), diluted)         20.6         (57.6)         39.9         10.9         22.0         6.5         6.1         7.3           Net DPS         8.2         8.8         (8.1)         0.0         0.0         (100.0)         -         -         7.3           Net DPS         8.2         8.8         (8.1)         0.0         0.0         (100.0)         -         -         7.3         Net DPS         12/28E         12/29E         12/26E         12/27E         12/28E         12/29E         12/29E	Non core assets		0	0	0	0		0	0
Revenue 6.9 (28.7) 0.7 (0.8) 8.1 4.7 4.9 4.9 EBITDA (UBS) 19.0 (53.3) 31.4 2.6 19.0 4.5 3.8 5.0 EBIT (UBS) 20.5 (57.6) 37.4 2.6 20.7 4.6 3.8 5.1 EPS (UBS, diluted) 20.6 (57.6) 39.9 10.9 22.0 6.5 6.1 7.3 Net DPS 8.2 8.8 (8.1) 0.0 0.0 (100.0)	Core enterprise value	14,785	13,389	12,497	14,539	14,539	14,539	14,036	14,308
EBITDA (UBS)	Growth (%)	12/22	12/23	12/24	12/25E	12/26E	12/27E	12/28E	12/29E
EBIT (UBS)	Revenue	6.9	(28.7)	0.7	(0.8)	8.1	4.7	4.9	4.9
Ref   PS (UBS, diluted)   20.6   (57.6)   39.9   10.9   22.0   6.5   6.1   7.3	EBITDA (UBS)	19.0	(53.3)	31.4	2.6	19.0	4.5	3.8	5.0
Net DPS         8.2         8.8         (8.1)         0.0         0.0         (100.0)         -         -           Margins & Profitability (%)         12/22         12/23         12/24         12/25E         12/26E         12/27E         12/28E         12/29E           Gross profit margin         14.5         14.8         15.6         16.0         15.9         15.6         15.4         15.4           EBIT (UBS) margin         5.7         3.7         4.8         5.0         5.5         5.5         5.4         5.4           BOIC (EBIT)         3.9         2.2         3.1         3.3         3.8         3.8         3.7         3.8           ROIC (EBIT)         44.1         20.1         23.4         21.8         24.1         23.1         21.9         21.1           ROIC (DBS)         57.4         27.8         33.3         29.2         29.5         25.3         21.9         22.2           Capital structure & Coverage (x)         12/22         12/23         12/24         12/25E         12/26E         12/27E         12/28E         12/29E           Net debt/ (EBITDA         0.8         2.5         1.8         1.8         1.3         1.1         0.9 <td< td=""><td>EBIT (UBS)</td><td>20.5</td><td>(57.6)</td><td>37.4</td><td>2.6</td><td>20.7</td><td>4.6</td><td>3.8</td><td>5.1</td></td<>	EBIT (UBS)	20.5	(57.6)	37.4	2.6	20.7	4.6	3.8	5.1
Margins & Profitability (%)         12/22         12/23         12/24         12/25E         12/26E         12/27E         12/28E         12/29E           Gross profit margin         14.5         14.8         15.6         16.0         15.9         15.6         15.4         15.4           EBIT DA margin         5.7         3.7         4.8         5.0         5.5         5.5         5.4         5.4           EBIT (UBS) margin         5.3         3.1         4.3         4.4         4.9         4.1         23.1         23.1         21.9         21.1 <td< td=""><td>EPS (UBS, diluted)</td><td>20.6</td><td>(57.6)</td><td>39.9</td><td>10.9</td><td>22.0</td><td>6.5</td><td>6.1</td><td>7.3</td></td<>	EPS (UBS, diluted)	20.6	(57.6)	39.9	10.9	22.0	6.5	6.1	7.3
Gross profit margin 14.5 14.8 15.6 16.0 15.9 15.6 15.4 15.4 EBITDA margin 5.7 3.7 4.8 5.0 5.5 5.5 5.5 5.4 5.4 5.4 EBIT (MBS) margin 5.3 3.1 4.3 4.4 4.9 4.9 4.9 4.9 4.9 4.9 8.6 3.8 3.7 3.8 ROIC (EBIT) 44.1 20.1 23.4 21.8 24.1 23.1 21.9 21.1 ROIC post tax 35.5 17.0 19.0 17.9 19.6 18.7 17.7 17.1 ROE (UBS) (UBS) (WBS) (WBS) 57.4 27.8 33.3 29.2 29.5 25.3 21.9 22.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2	Net DPS	8.2	8.8	(8.1)	0.0	0.0	(100.0)	-	-
EBITDA margin 5.7 3.7 4.8 5.0 5.5 5.5 5.4 5.4 5.4 EBIT (UBS) margin 5.3 3.1 4.3 4.4 4.9 4.9 4.9 4.9 4.9 4.9 8.0 8.1	Margins & Profitability (%)	12/22	12/23	12/24	12/25E	12/26E	12/27E	12/28E	12/29E
BBT (UBS) margin   5.3   3.1   4.3   4.4   4.9	Gross profit margin	14.5	14.8	15.6	16.0	15.9	15.6	15.4	15.4
Net earnings (UBS) margin 3.9 2.2 3.1 3.3 3.8 3.8 3.7 3.8 ROIC (EBIT) 44.1 20.1 23.4 21.8 24.1 23.1 21.9 21.1 ROIC (EBIT) 44.1 20.1 23.4 21.8 24.1 23.1 21.9 21.1 ROIC post tax 35.5 17.0 19.0 17.9 19.6 18.7 17.7 17.1 ROIC (UBS) 57.4 27.8 33.3 29.2 29.5 25.3 21.9 22.2 Capital structure & Coverage (x) 12/22 12/23 12/24 12/25E 12/26E 12/27E 12/28E 12/29E Net debt / EBITDA 0.8 2.5 1.8 1.8 1.3 1.1 0.9 1.5 Net debt / total equity % 80.5 116.1 84.9 71.2 52.8 37.7 25.6 49.7 Net debt / (net debt + total equity) % 44.6 53.7 45.9 41.6 34.5 27.4 20.4 33.2 Net debt/EV % 8.6 10.2 12.9 10.7 10.2 9.0 7.9 9.6 Capex / depreciation % 66.7 30.3 82.3 80.0 85.2 82.7 79.8 76.1 Capex / revenue % 0.3 0.2 0.5 0.5 0.5 0.5 0.5 0.4 0.4 EBIT / net interest 13.0 5.7 8.4 12.4 15.2 16.4 17.6 19.1 Dividend cover (UBS) 3.4 1.3 2.0 2.2 2.7 Div. payout ratio (UBS) % 29.5 75.6 49.6 44.7 36.7 Div. payout ratio (UBS) % 29.5 75.6 49.6 44.7 36.7	EBITDA margin	5.7	3.7	4.8	5.0	5.5	5.5	5.4	5.4
Net earnings (UBS) margin         3.9         2.2         3.1         3.3         3.8         3.8         3.7         3.8           ROIC (EBIT)         44.1         20.1         23.4         21.8         24.1         23.1         21.9         21.1           ROIC post tax         35.5         17.0         19.0         17.9         19.6         18.7         17.7         17.1           ROE (UBS)         57.4         27.8         33.3         29.2         29.5         25.3         21.9         22.2           Capital structure & Coverage (x)         12/22         12/23         12/24         12/25E         12/26E         12/27E         12/28E         12/29E           Net debt / EBITDA         0.8         2.5         1.8         1.8         1.3         1.1         0.9         1.5           Net debt / total equity %         80.5         116.1         84.9         71.2         52.8         37.7         25.6         49.7           Net debt / EWIT debt + total equity) %         44.6         53.7         45.9         41.6         34.5         27.4         20.4         33.2           Net debt/EW %         8.6         10.2         12.9         10.7         10.2 <td< td=""><td>EBIT (UBS) margin</td><td>5.3</td><td>3.1</td><td>4.3</td><td>4.4</td><td>4.9</td><td>4.9</td><td>4.9</td><td>4.9</td></td<>	EBIT (UBS) margin	5.3	3.1	4.3	4.4	4.9	4.9	4.9	4.9
ROIC post tax ROE (UBS) 57.4 27.8 33.3 29.2 29.5 25.3 21.9 22.2 2.2 2.2 29.5 25.3 21.9 22.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2	Net earnings (UBS) margin	3.9	2.2	3.1	3.3	3.8	3.8	3.7	3.8
ROE (UBS)         57.4         27.8         33.3         29.2         29.5         25.3         21.9         22.2           Capital structure & Coverage (x)         12/22         12/23         12/24         12/25E         12/26E         12/27E         12/28E         12/29E           Net debt / EBITDA         0.8         2.5         1.8         1.8         1.3         1.1         0.9         1.5           Net debt / total equity %         80.5         116.1         84.9         71.2         52.8         37.7         25.6         49.7           Net debt / (net debt + total equity) %         44.6         53.7         45.9         41.6         34.5         27.4         20.4         33.2           Net debt/EV %         8.6         10.2         12.9         10.7         10.2         9.0         7.9         9.6           Capex / depreciation %         66.7         30.3         82.3         80.0         85.2         82.7         79.8         76.1           Capex / revenue %         0.3         0.2         0.5         0.5         0.5         0.5         0.5         0.4         0.4           EBIT / net interest         13.0         5.7         8.4         12.4         15.2 <td>ROIC (EBIT)</td> <td>44.1</td> <td>20.1</td> <td>23.4</td> <td>21.8</td> <td>24.1</td> <td>23.1</td> <td>21.9</td> <td>21.1</td>	ROIC (EBIT)	44.1	20.1	23.4	21.8	24.1	23.1	21.9	21.1
Capital structure & Coverage (x)         12/22         12/23         12/24         12/25E         12/26E         12/27E         12/28E         12/29E           Net debt / EBITDA         0.8         2.5         1.8         1.8         1.3         1.1         0.9         1.5           Net debt / total equity %         80.5         116.1         84.9         71.2         52.8         37.7         25.6         49.7           Net debt / (net debt + total equity) %         44.6         53.7         45.9         41.6         34.5         27.4         20.4         33.2           Net debt/EV %         8.6         10.2         12.9         10.7         10.2         9.0         7.9         9.6           Capex / depreciation %         66.7         30.3         82.3         80.0         85.2         82.7         79.8         76.1           Capex / revenue %         0.3         0.2         0.5         0.5         0.5         0.5         0.4         0.4           EBIT / net interest         13.0         5.7         8.4         12.4         15.2         16.4         17.6         19.1           Div. payout ratio (UBS)         29.5         75.6         49.6         44.7         36.7	ROIC post tax	35.5	17.0	19.0	17.9	19.6	18.7	17.7	17.1
Net debt / EBITDA       0.8       2.5       1.8       1.8       1.3       1.1       0.9       1.5         Net debt / total equity %       80.5       116.1       84.9       71.2       52.8       37.7       25.6       49.7         Net debt / (net debt + total equity) %       44.6       53.7       45.9       41.6       34.5       27.4       20.4       33.2         Net debt/EV %       8.6       10.2       12.9       10.7       10.2       9.0       7.9       9.6         Capex / depreciation %       66.7       30.3       82.3       80.0       85.2       82.7       79.8       76.1         Capex / revenue %       0.3       0.2       0.5       0.5       0.5       0.5       0.5       0.5       0.5       0.4       0.4         EBIT / net interest       13.0       5.7       8.4       12.4       15.2       16.4       17.6       19.1         Dividend cover (UBS)       3.4       1.3       2.0       2.2       2.7       -       -       -       -         Div. payout ratio (UBS) %       29.5       75.6       49.6       44.7       36.7       -       -       -       -       -	ROE (UBS)	57.4	27.8	33.3	29.2	29.5	25.3	21.9	22.2
Net debt / EBITDA       0.8       2.5       1.8       1.8       1.3       1.1       0.9       1.5         Net debt / total equity %       80.5       116.1       84.9       71.2       52.8       37.7       25.6       49.7         Net debt / (net debt + total equity) %       44.6       53.7       45.9       41.6       34.5       27.4       20.4       33.2         Net debt/EV %       8.6       10.2       12.9       10.7       10.2       9.0       7.9       9.6         Capex / depreciation %       66.7       30.3       82.3       80.0       85.2       82.7       79.8       76.1         Capex / revenue %       0.3       0.2       0.5       0.5       0.5       0.5       0.5       0.5       0.5       0.4       0.4         EBIT / net interest       13.0       5.7       8.4       12.4       15.2       16.4       17.6       19.1         Dividend cover (UBS)       3.4       1.3       2.0       2.2       2.7       -       -       -       -         Div. payout ratio (UBS) %       29.5       75.6       49.6       44.7       36.7       -       -       -       -       -	Capital structure & Coverage (x)	12/22	12/23	12/24	12/25E	12/26E	12/27F	12/28F	12/29F
Net debt / total equity %       80.5       116.1       84.9       71.2       52.8       37.7       25.6       49.7         Net debt / (net debt + total equity) %       44.6       53.7       45.9       41.6       34.5       27.4       20.4       33.2         Net debt/EV %       8.6       10.2       12.9       10.7       10.2       9.0       7.9       9.6         Capex / depreciation %       66.7       30.3       82.3       80.0       85.2       82.7       79.8       76.1         Capex / revenue %       0.3       0.2       0.5       0.5       0.5       0.5       0.5       0.4       0.4         EBIT / net interest       13.0       5.7       8.4       12.4       15.2       16.4       17.6       19.1         Dividend cover (UBS)       3.4       1.3       2.0       2.2       2.7       -       -       -       -         Div. payout ratio (UBS) %       29.5       75.6       49.6       44.7       36.7       -									
Net debt / (net debt + total equity) %       44.6       53.7       45.9       41.6       34.5       27.4       20.4       33.2         Net debt/EV %       8.6       10.2       12.9       10.7       10.2       9.0       7.9       9.6         Capex / depreciation %       66.7       30.3       82.3       80.0       85.2       82.7       79.8       76.1         Capex / revenue %       0.3       0.2       0.5       0.5       0.5       0.5       0.5       0.4       0.4         EBIT / net interest       13.0       5.7       8.4       12.4       15.2       16.4       17.6       19.1         Dividend cover (UBS)       3.4       1.3       2.0       2.2       2.7       -       -       -       -         Div. payout ratio (UBS) %       29.5       75.6       49.6       44.7       36.7       -       -       -       -         Others       24,697       17,596       17,725       17,585       19,001       19,899       20,879       21,908         Total       24,697       17,596       17,725       17,585       19,001       19,899       20,879       21,908									
Net debt/EV %         8.6         10.2         12.9         10.7         10.2         9.0         7.9         9.6           Capex / depreciation %         66.7         30.3         82.3         80.0         85.2         82.7         79.8         76.1           Capex / revenue %         0.3         0.2         0.5         0.5         0.5         0.5         0.4         0.4           EBIT / net interest         13.0         5.7         8.4         12.4         15.2         16.4         17.6         19.1           Dividend cover (UBS)         3.4         1.3         2.0         2.2         2.7         -         -         -         -           Div. payout ratio (UBS) %         29.5         75.6         49.6         44.7         36.7         -         -         -         -           Revenues by division (US\$m)         12/22         12/23         12/24         12/25E         12/26E         12/27E         12/28E         12/29E           Others         24,697         17,596         17,725         17,585         19,001         19,899         20,879         21,908           Total         24,697         17,596         17,725         17,585         19,001         <									
Capex / depreciation %       66.7       30.3       82.3       80.0       85.2       82.7       79.8       76.1         Capex / revenue %       0.3       0.2       0.5       0.5       0.5       0.5       0.4       0.4         EBIT / net interest       13.0       5.7       8.4       12.4       15.2       16.4       17.6       19.1         Dividend cover (UBS)       3.4       1.3       2.0       2.2       2.7       -       -       -       -         Div. payout ratio (UBS) %       29.5       75.6       49.6       44.7       36.7       -       -       -       -       -         Revenues by division (US\$m)       12/22       12/23       12/24       12/25E       12/26E       12/27E       12/28E       12/29E         Others       24,697       17,596       17,725       17,585       19,001       19,899       20,879       21,908         Total       24,697       17,596       17,725       17,585       19,001       19,899       20,879       21,908									
Capex / revenue %         0.3         0.2         0.5         0.5         0.5         0.4         0.4           EBIT / net interest         13.0         5.7         8.4         12.4         15.2         16.4         17.6         19.1           Dividend cover (UBS)         3.4         1.3         2.0         2.2         2.7         -         -         -         -           Div. payout ratio (UBS) %         29.5         75.6         49.6         44.7         36.7         -         -         -         -         -           Revenues by division (US\$m)         12/22         12/23         12/24         12/25E         12/26E         12/27E         12/28E         12/29E           Others         24,697         17,596         17,725         17,585         19,001         19,899         20,879         21,908           Total         24,697         17,596         17,725         17,585         19,001         19,899         20,879         21,908									
EBIT / net interest       13.0       5.7       8.4       12.4       15.2       16.4       17.6       19.1         Dividend cover (UBS)       3.4       1.3       2.0       2.2       2.7       -       -       -       -         Div. payout ratio (UBS) %       29.5       75.6       49.6       44.7       36.7       -       -       -       -         Revenues by division (US\$m)       12/22       12/23       12/24       12/25E       12/26E       12/27E       12/28E       12/29E         Others       24,697       17,596       17,725       17,585       19,001       19,899       20,879       21,908         Total       24,697       17,596       17,725       17,585       19,001       19,899       20,879       21,908									
Dividend cover (UBS)       3.4       1.3       2.0       2.2       2.7       -       <	•								
Div. payout ratio (UBS) %       29.5       75.6       49.6       44.7       36.7       - <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td> <td>-</td>							-	-	-
Others         24,697         17,596         17,725         17,585         19,001         19,899         20,879         21,908           Total         24,697         17,596         17,725         17,585         19,001         19,899         20,879         21,908           10,001         19,899         20,879         21,908	* *						-	-	-
Others         24,697         17,596         17,725         17,585         19,001         19,899         20,879         21,908           Total         24,697         17,596         17,725         17,585         19,001         19,899         20,879         21,908           10,001         19,899         20,879         21,908	Payanuas by division (US\$m)	12/22	12/22	12/24	12/255	12/265	12/275	12/20E	12/205
Total 24,697 17,596 17,725 17,585 19,001 19,899 20,879 21,908									
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	EBIT (UBS) by division (US\$m)	12/22	12/23	12/24	12/25E	12/26E	12/27E	12/28E	12/29E
Others 1,303 553 759 779 940 983 1,021 1,072	Others								,
Total 1,303 553 759 779 940 983 1,021 1,072	Total	1,303	553	759	779	940	983	1,021	1,072

Source: Company accounts, UBS estimates. (UBS) metrics use reported figures which have been adjusted by UBS analysts.

#### Forecast returns

Forecast price appreciation	29.7%
Forecast dividend yield	2.1%
Forecast stock return	31.8%
Market return assumption	9.2%
Forecast excess return	22.6%

#### **Company Description**

C.H. Robinson Worldwide (CHRW) is one of the largest global logistics companies in the world and the largest North American truck broker. CHRW has a network of offices in NA, Europe, Asia, Oceania and South America. CHRW enters into contractual relationships with a wide variety of transportation companies - including. motor carriers, railroads (primarily intermodal service providers), and ocean and air carriers - and utilizes those relationships to efficiently and cost-effectively arrange the transport of its customers' freight. Adjusted gross profit is ~46% from Truckload, ~20% from LTL and ~34% from All Other.

#### **Valuation Method and Risk Statement**

Our price target is based on a multiple of EPS. A weaker than expected truckload market would be a source of downside risk to our EPS estimates and price target for CHRW. During the first year of declining truckload spot rates CHRW can support EPS growth with GM% expansion. However a second year of weakness in the truckload market can be a meaningful headwind for CHRW and source of risk to our EPS estimates and price target. Changes in brokerage market technology and rising competitive pressure from new, tech focused brokerage companies is a potential risk for CHRW. Deceleration in market share gains is also a source of downside risk to our EPS estimates and price target for CHRW. Changes in shippers' appetite to use freight brokers could be a source of downside risk to our EPS estimates and price target for CHRW.

#### **Quantitative Research Review**

UBS Global Research publishes a quantitative assessment of its analysts' responses to certain questions about the likelihood of an occurrence of a number of short term factors in a product known as the 'Quantitative Research Review'. The views for this month can be found below. Views contained in this assessment on a particular stock reflect only the views on those short term factors which are a different timeframe to the 12-month timeframe reflected in any equity rating set out in this note. For previous responses please make reference to (i) previous UBS Global Research reports; and (ii) where no applicable research report was published that month, the Quantitative Research Review which can be found at <a href="https://neo.ubs.com/quantitative">https://neo.ubs.com/quantitative</a>, or contact your UBS sales representative for access to the report or the Quantitative Research Team on <a href="mailto:qa@ubs.com">qa@ubs.com</a>. A consolidated report which contains all responses is also available and again you should contact your UBS sales representative for details and pricing or the Quantitative Research Team on the email above.

## C.H. Robinson Worldwide, Inc.

Question	Response
1. Is the industry structure facing the firm likely to improve or deteriorate over the next six months? Rate on a scale of 1-5 (1 = getting worse, 3 = no change, 5 = getting better, N/A = no view)	3
2. Is the regulatory/government environment facing the firm likely to improve or deteriorate over the next six months? Rate on a scale of 1-5 (1 = getting tougher 3 = no change, 5 = getting better, N/A = no view)	3
3. Over the last 3-6 months in broad terms have things been improving/no change/getting worse for this stock? Rate on a scale of 1-5 (1 = getting a lot worse, 3 = not much change, 5 = getting a lot better, N/A = no view)	4
4. Relative to the current CONSENSUS EPS forecast, is the next company EPS update likely to lead to: (1 = negative surprise vs consensus, 3 = in-line with consensus, 5 = positive surprise vs consensus expectations, N/A = no view)	4
5. What's driving the difference?	
6. Relative to YOUR current earnings forecast, is there relatively greater risk at the next earnings result of:(1 = downside skew risk to earnings, 3 = equal upside or downside risk to earnings, 5 = upside skew risk to earnings, N/A = no view)	4
7. What's driving the difference?	
8. Is there an upcoming catalyst for the company over the next three months?	Positive Catalyst
9. Is there an actual or approximate date for the catalyst?	
10. Is the catalyst date an actual or approximate date?	
11. What is the catalyst?	

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12-Month Rating	Definition	Coverage <sup>1</sup>	IB Services <sup>2</sup>
Buy	FSR is > 6% above the MRA.	51%	24%
Neutral	FSR is between -6% and 6% of the MRA.	41%	20%
Sell	FSR is > 6% below the MRA.	8%	22%
Short-Term Rating	Definition	Coverage <sup>3</sup>	IB Services <sup>4</sup>
Buy	Stock price expected to rise within three months from the time the rating was assigned because of a specific catalyst or event.	<1%	<1%
Sell	Stock price expected to fall within three months from the time the rating was assigned because of a specific catalyst or event.	<1%	<1%

Source: UBS. Rating allocations are as of 31 December 2024.

- 1:Percentage of companies under coverage globally within the 12-month rating category.
- 2:Percentage of companies within the 12-month rating category for which investment banking (IB) services were provided within the past 12 months.
- 3: Percentage of companies under coverage globally within the Short-Term rating category.
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UBS Securities LLC: Michael DiMattia, Michael Triano, Thomas Wadewitz.

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Company Name	Reuters	12-month rating	Price	Price date
C.H. Robinson Worldwide, Inc. 16,28	CHRW.O	Buy	US\$107.93	29 Jan 2025

published ratings prior to this report. They may be more recent than the stock pricing date.

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### C.H. Robinson Worldwide, Inc. (US\$)



Rating	Price Target (US\$)	Stock Price (US\$)	Date
Buy	110.00	96.99	2021-10-29
Neutral	94.00	89.56	2022-02-03
Neutral	111.00	110.34	2022-04-28
Neutral	97.00	94.44	2022-10-24
Neutral	90.00	88.17	2022-11-02

Date	Stock Price (US\$)	Price Target (US\$)	Rating
2023-01-04	90.80	81.00	Sell
2023-02-02	104.38	76.00	Sell
2023-08-02	97.44	82.00	Sell
2023-11-02	81.43	78.00	Sell
2024-02-01	73.50	71.00	Sell
2024-06-06	87.83	90.00	Neutral
2024-08-01	102.21	100.00	Neutral
2024-10-04	106.73	140.00	Buy

Source: UBS Global Research; LSEG Eikon as of 29-Jan-2025. All prices as of local market close. Ratings as of date shown.

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