Schneider National, Inc. (SNDR)

Updated October 31st, 2025 by Nikolaos Sismanis

Key Metrics

Current Price:	$20.90	**5 Year Annual Expected Total Return:**	-2.9%	**Market Cap:**	$3.67 B
Fair Value Price:	$11.20	**5 Year Growth Estimate:**	7.0%	**Ex-Dividend Date:**	12/12/2025
% Fair Value:	187%	**5 Year Valuation Multiple Estimate:**	-11.7%	**Dividend Payment Date:**	01/12/2026
Dividend Yield:	1.8%	**5 Year Price Target**	$15.71	**Years Of Dividend Growth:**	0
Dividend Risk Score:	D	**Sector:**	Industrials	**Rating:**	Sell

Overview & Current Events

Schneider National is a leading transportation and logistics services provider in North America operating an integrated portfolio of truckload, intermodal, and logistics solutions. With a history spanning over 85 years, the company leverages its extensive fleet of trucks, intermodal containers, and technology-driven tools to deliver innovative, customer-focused services. Schneider's business is organized into three segments: Truckload, providing dry van, temperature-controlled, and specialty equipment freight solutions; Intermodal, delivering door-to-door container services via partnerships with major railroads; and Logistics, an asset-light business offering brokerage, supply chain management, and warehousing solutions. The company generated $5.3 billion in revenues last year and has a market cap of $3.67 billion.

On October 30th, 2025, Schneider announced its Q3 results for the period ending September 30th, 2025. For the quarter, revenues came in at $1.45 billion, up 10% year-over-year. Truckload revenues (excluding fuel surcharge) increased 17% to $624.5 million, driven by Dedicated division growth and the acquisition of Cowan Systems, partially offset by lower productivity and higher insurance-related costs. Income from operations declined 18% to $35.3 million, with an operating ratio of 97.6%.

Adjusted EPS was $0.12, down from $0.18 in the prior year period. Management revised full-year 2025 adjusted EPS guidance to about $0.70, below the prior range of $0.75 to $0.95, reflecting the impact of higher claims costs and continued sub-seasonal market trends. We have applied this updated guidance in our estimates.

Further, note that following the declaration of another unchanged quarterly dividend of $0.095 for Q4, the company has now lost its dividend growth streak.

Growth on a Per-Share Basis

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
EPS	---	---	$2.28	$1.52	$0.83	$1.19	$2.28	$2.57	$1.35	$0.67	***$0.70***	***$0.98***
DPS	---	---	$0.15	$0.24	$0.24	$0.26	$0.32	$0.32	$0.36	$0.38	***$0.38***	***$0.53***
Shares[1]	---	---	171.3	177.2	177.3	177.6	178.1	178.8	178.2	176.1	***172.3***	***177.0***

Schneider's EPS performance from 2017 to 2024 reflects the cyclical nature of the transportation industry and its overall progress during this period. Following its IPO on April of 2017, Schneider posted EPS of $2.28 for the year, benefiting from robust freight demand and favorable pricing trends. However, EPS declined to $1.52 in 2018 due to softer market conditions and increased investments in capacity and technology. In 2019, EPS declined further to $0.83, impacted by weaker freight demand and restructuring costs associated with the shutdown of its First to Final Mile (FTFM) service.

The COVID-19 pandemic in 2020 brought supply chain disruptions, but Schneider's focus on operational efficiency and intermodal services supported a modest recovery to $1.19 in EPS. A strong rebound in 2021, with EPS reaching $2.28, was driven by boosted freight demand, pricing power, and the acquisition of Midwest Logistics Systems (MLS), which strengthened its dedicated trucking segment. In 2022, EPS rose further to $2.57, with the company leveraging robust intermodal and logistics demand alongside the benefits of technology investments like Schneider FreightPower. That

[1] Share count is in millions.

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.

said, EPS declined to $1.35 in 2023 due to softer freight markets and economic uncertainty, showcasing the challenges of a cyclical industry. In 2024 EPS plunged further due to lower demand and rising costs crushing margins.

Moving forward, we believe the company can grow its EPS at a 7% CAGR from our EPS power, driven by intermodal and logistics expansion and recovery in freight demand. We have applied the same rate in our dividend growth estimates. The company has increased its dividend for four straight years.

Valuation Analysis

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Now	2030
Avg. P/E	---	---	---	16.7	26.1	18.8	10.4	9.3	19.1	37.7	***29.9***	***16.0***
Avg. Yld.	---	---	---	0.9%	1.1%	1.2%	1.3%	1.3%	1.4%	1.5%	***1.8%***	***3.4%***

Schneider's P/E ratio has shifted with earnings performance and market sentiment. A spike to 26.1 in 2019 reflected declining EPS from restructuring, while strong earnings growth in 2021 compressed the P/E to 10.4. The ratio rose to 19.1 in 2023 as softer earnings met rising recovery expectations, while the current 28.3 reflects investor optimism with regards to Schneider's earnings growth recovery. Still, we believe shares are overvalued at their current levels, with our fair multiple standing at 16.0 reflecting the significant volatility of industry cycles.

Safety, Quality, Competitive Advantage, & Recession Resiliency

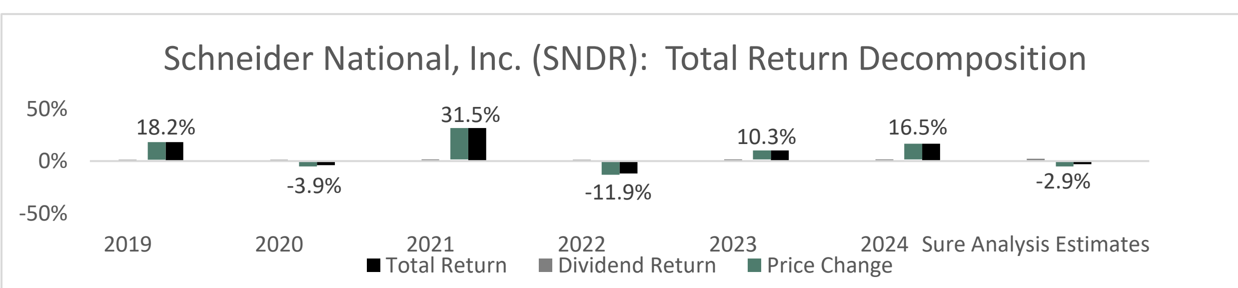
Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
Payout	---	---	7%	16%	29%	22%	14%	12%	27%	57%	***54%***	***54%***

Schneider National's competitive advantages stem from its integrated multimodal operations, combining asset-based truckload services with asset-light intermodal and logistics offerings. This model allows Schneider to adapt to varying freight needs while maintaining a broad customer base and mitigating exposure to individual market segments. The company's proprietary technology platform also gives it an edge in an industry increasingly leaning on data-driven operations. Still, the U.S. transportation and logistics industry is highly competitive, with the company facing significant pressure from larger players that benefit from scale and pricing power, as well as thousands of smaller regional operators. Also, the industry's susceptibility to economic cycles poses challenges, as freight volumes often decline during downturns. Despite this, Schneider's balanced portfolio, strong intermodal segment, and long-term customer contracts provide stability. The company's operations were proven relatively resilient during the COVID-19 pandemic as well.

Final Thoughts & Recommendation

Schneider National operates in a highly cyclical industry, where recent softness in freight markets have led to declining EPS for the company, underscores the challenges of economic downturns. While we believe EPS can rebound from here, the possibility of heavy valuation headwinds could significantly hamper investors' total return prospects. Additionally, with a starting dividend yield of only 1.8%, its contribution to overall returns remains minimal. Schneider earns a sell rating due to lack of noteworthy return prospects and the fact that its dividend growth streak just came to an end.

Total Return Breakdown by Year



Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.

Schneider National, Inc. (SNDR)

Updated October 31st, 2025 by Nikolaos Sismanis

Income Statement Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Revenue	3,959	4,046	4,384	4,977	4,747	4,553	5,609	6,604	5,499	5,290
Gross Profit	473	482	476	624	532	481	762	921	559	441
Gross Margin	12.0%	11.9%	10.9%	12.5%	11.2%	10.6%	13.6%	13.9%	10.2%	7.8%
SG&A Exp.	207	191	196	247	226	193	217	320	263	276
D&A Exp.	236	266	279	291	293	291	296	350	383	414
Operating Profit	266	290	280	378	306	288	544	600	296	165
Operating Margin	6.7%	7.2%	6.4%	7.6%	6.4%	6.3%	9.7%	9.1%	5.4%	3.1%
Net Profit	141	157	390	269	147	212	405	458	239	117
Net Margin	3.6%	3.9%	8.9%	5.4%	3.1%	4.6%	7.2%	6.9%	4.3%	2.2%
Free Cash Flow	(122)	(92)	(71)	54	171	199	26	163	(128)	147
Income Tax	98	109	(127)	96	51	71	137	146	68	35

Balance Sheet Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Total Assets	2,622	3,055	3,331	3,625	3,660	3,516	3,937	4,318	4,557	4,923
Cash & Equivalents	161	131	239	379	552	396	245	386	102	118
Accounts Receivable	400	444	528	593	466	538	705	644	576	600
Goodwill & Int. Ass.	68	74	83	61	72	45	27	53	118	454
Inventories	99	241	240	245	293	211	334	320	415	90
Total Liabilities	1,566	1,868	1,440	1,492	1,424	1,461	1,514	1,481	1,600	1,947
Accounts Payable	203	227	230	226	208	246	332	277	241	253
Long-Term Debt	535	698	440	411	361	307	270	215	302	527
Shareholder's Equity	1,056	1,186	1,890	2,132	2,236	2,056	2,424	2,837	2,957	2,987
LTD/E Ratio	0.51	0.59	0.23	0.19	0.16	0.15	0.11	0.08	0.10	0.18

Profitability & Per Share Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Return on Assets	5.7%	5.5%	12.2%	7.7%	4.0%	5.9%	10.9%	11.1%	5.4%	2.5%
Return on Equity	14.2%	14.0%	25.3%	13.4%	6.7%	9.9%	18.1%	17.4%	8.2%	3.9%
ROIC	9.3%	9.0%	18.5%	11.0%	5.7%	8.5%	16.0%	15.9%	7.6%	3.5%
Shares Out.			171.3	177.2	177.3	177.6	178.1	178.8	178.2	176
Revenue/Share	22.82	23.31	25.59	28.09	26.77	25.64	31.49	36.94	30.86	30.04
FCF/Share	(0.70)	(0.53)	(0.41)	0.30	0.96	1.12	0.14	0.91	(0.72)	0.83

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.