



ACT

CAPITAL

ADVISORS

**Non-Asset Third Party
Logistics Company**

ACT Client #212002

Available for Acquisition

Company Overview

ACT Capital is pleased to offer an agent-based Non-Asset Third Party Logistics Company for acquisition. Founded in 1978 and headquartered in Western Canada, the Company provides transportation brokerage services to clients throughout North America.

Investment Highlights

Non-Asset Based: The Company does not own rolling stock, warehouses, or other such capital equipment.

Flexible, Agent-Based Model: The Company operates under an agency-based model, which uses independent contractors/business owners as its primary sales force. This model limits fixed costs and automatically cuts expenses during seasonal or macroeconomic downturns.

Robust Carrier Network: The Company provides shippers with unmatched access to carrier capacity. Leveraging relationships and experience developed over 40+ years, the Company maintains an archive of over 30,000 carriers.

Leading Technology Platform: The Company has prioritized and invested in technological leadership since its founding in the 1970s. From digital freight matching to tech-enabled “Quick Pay” for carriers, the Company uses an array of technologies to drive efficiency across its business.

Factoring and Fast Pay: The Company has created additional revenue streams via Quick Pay and Factoring options that it offers to carriers. These options create revenue while providing convenience for carriers, in turn attracting high-quality partners to the Company’s network.

Deep, Talented Management Team: The Company’s management team has been built with an eye towards growth.

Sophisticated Digital Marketing Strategy: The Company’s sales team has developed a comprehensive digital marketing program that leverages social media, SEO, and outbound marketing to increase lead flow and visibility.

Financial Information (Historical & Pro-Forma)

\$CAD	2018	2019	2020	2021E	2022E	2023E
Revenue	\$93.0MM	\$96.7MM	\$107.4MM	\$145.5MM	\$169.4MM	\$200.3MM
Gross Profit (Margin)	\$14.5MM 15.6%	\$16.8MM 17.4%	\$17.7MM 16.5%	\$23.3MM 16.0%	\$27.1MM 16.0%	\$32.1MM 16.0%
Adj. EBITDA (Margin)	\$1.8MM 1.9%	\$1.8MM 1.9%	\$1.8MM 1.6%	\$2.8MM 1.9%	\$3.9MM 2.3%	\$5.3MM 2.6%

Interested parties should execute the attached Non-Disclosure Agreement (“NDA”) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (“CIM”).

NDA’s and CIM requests should be submitted to Michael Seeley, ACT Senior Associate.

Email: mseeley@actcapitaladvisors.com
Direct: 206.486.3407