



ACT

CAPITAL

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**Asset-Light Freight Brokerage
Company**

ACT Client #221807

Available for Acquisition

Company Overview

ACT Capital Advisors is pleased to offer an Asset-Light Freight Brokerage Company for acquisition. The Company was founded in 2004 and is headquartered in California. The Company leverages its network of over 25,000 partner carriers to provide FTL, LTL, Air, Intermodal & Rail, Ocean, Flatbed, and Temperature-Controlled cargo transportation services. The Company shares partial joint ownership with a sizeable, asset-based FTL Trucking Company that is also available to acquire. Please reach out to Michael Seeley for additional details on the Trucking business.

Investment Highlights

Asset-Light Freight Brokerage: The Company offers asset-light freight brokerage services across North America. Headquartered in the Western United States, the Company specializes in dry, 1 pick / 1 drop skidded, no-touch freight.

Captive Fleet Assets via Affiliate Entity: The Company shares common ownership with a large asset-based FTL trucking company, through which it enjoys reliable access to well-priced fleet capacity. The affiliate company operates an owned and leased fleet of 231 tractors and 1,127 trailers.

Brand New, Owned Trailer Fleet: Though the Company has historically been entirely non-asset based, in 2021 it acquired a fleet of 31 brand new Hyundai Translead 53' Dry Van trailers to better and more flexibly service its customers' needs. By controlling its own trailer assets in a capacity-constrained environment, the Company is well-positioned to capture incremental, high margin trailer leasing and power-only brokerage opportunities.

Robust Carrier Network: The Company partners with a network of over 25,000 carriers to provide full coverage of North America. The Company has a highly competitive partner program, offering market rates, 24/7 dispatch, 20-day payment terms and a Quick Pay/Fast Cash factoring option.

Best-in-Class Technological Integration: The Company leverages a robust suite of software and technology platforms to assist with critical tasks such as freight matching, capacity procurement & pricing, tracking, and forecasting. The Company uses the Aljex Descartes product as its primary Transportation Management System, enabling a high level of efficiency and scalability.

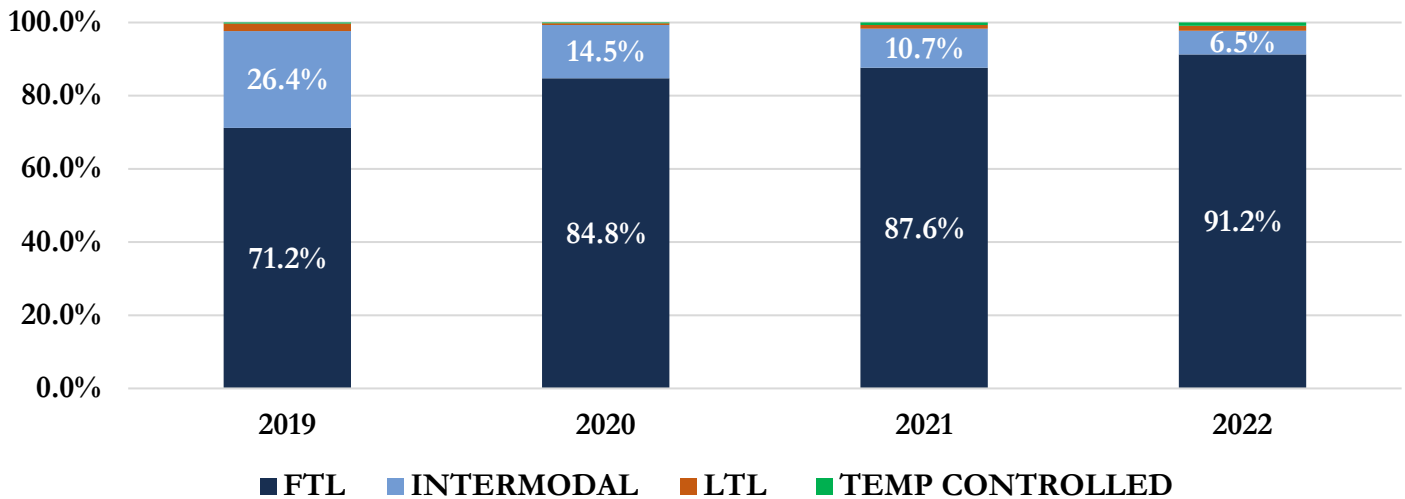
Blue Chip Customer Base: The Company's customers are a variety of dry freight shippers spanning categories that include Food & Beverage, Appliances & Furniture, Paper Products, Apparel, and Medical Supply. In FY2022, the Company serviced 24 total customers with no single customer accounting for greater than 23.9% of total revenue.

Revenue Expansion in Existing Accounts: In the past year, the Company has significantly expanded its relationship with two key customers in the Food & Beverage space. Through FY2022 each account has more than doubled in volume and revenue.

Financial Information (Historical & Pro-Forma)

FYE 12/31	2019	2020	2021	2022	2023E	2024E
Revenue	\$16.4MM	\$21.8MM	\$22.2MM	\$25.1MM	\$27.5MM	\$28.9MM
Gross Profit <i>Margin</i>	\$3.9MM 23.7%	\$4.7MM 21.6%	\$4.1MM 18.3%	\$5.7MM 22.7%	\$6.2MM 22.4%	\$6.5MM 22.4%
Adj. EBITDA <i>Margin</i>	\$3.0MM 18.1%	\$3.7MM 17.2%	\$3.1MM 14.0%	\$4.8MM 19.2%	\$5.2MM 18.8%	\$5.5MM 18.9%

Revenue Mix by Modality



Contact Information & Next Steps

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 Vice President.

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