

Full-Service Global Logistics Provider

Eastern U.S. Headquarters

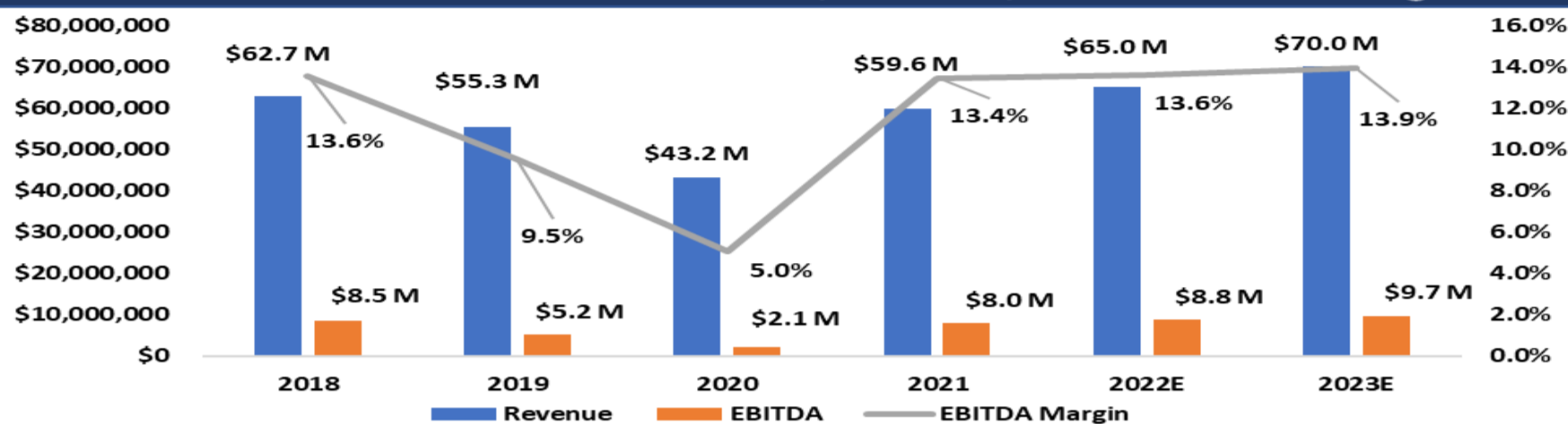
2021 Revenue
\$59,600,000

2021 EBITDA
\$8,300,000

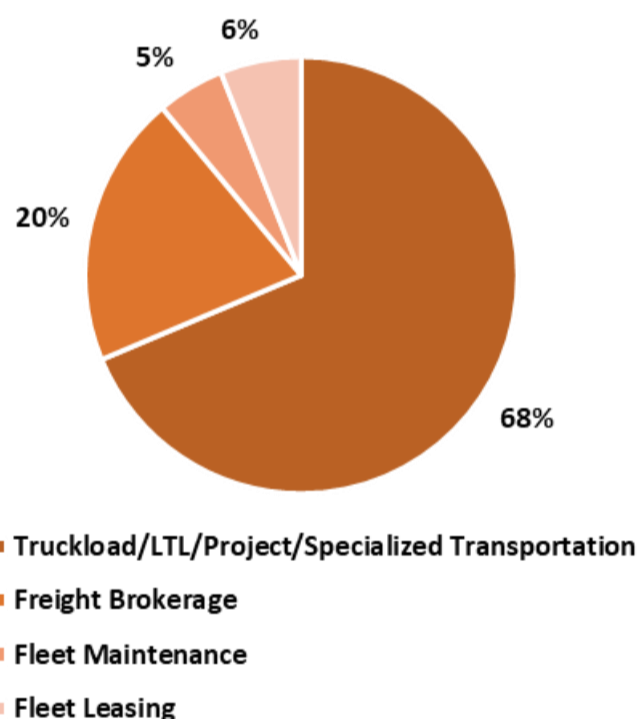
Business Summary

Our Client is a third-party logistics provider offering customized transportation solutions to customers across the globe. The Company has made significant investments in technology, metric-tracking capabilities, and operational/financial reporting systems to position it at a competitive advantage. In the last three years, the Company has expanded its operations beyond asset-heavy freight to service its fast-growing and higher margin import/export freight forwarding, brokerage, warehousing and intermodal divisions.

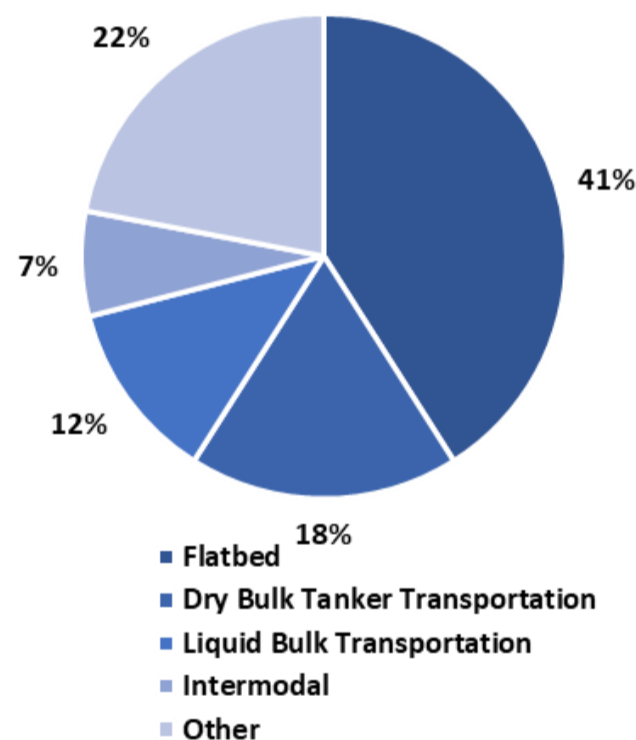
Historical & Pro Forma Revenue, EBITDA, and EBITDA Margin



2021 Revenue Sources



2021 Transportation Revenue



Business Highlights

- In 2019, the Company took a concerted effort to expand its market share beyond the Oil & Gas industry.
- The Company invested to handle transportation across the freight landscape and increase revenue from less asset-intensive services. It now handles logistics in numerous industries.
- In January 2018, nearly 80% of all revenue was generated from the Company's top-ten customers. In January 2022, that number was less than 50%.
- The Company has also invested in critical data analytics software and personnel which allows it to see trends in data on a weekly, daily and hourly basis.
- The Company has established performance-based bonuses to each employee based on hitting KPIs, and those KPIs are established each year to ensure maximum productivity for the employee's division and each division that the employee works alongside. This culture has increased employee satisfaction and retention.

Phil Pizzurro

Senior Managing Director
Email: ppizzurro@generational.com
Office: 972-567-9749

Chris Wolf

Vice President
Email: cwolf@generational.com
Office: 469-828-2790

Generational Group

Client#: 60487
NDA Link: NDA 60487

