



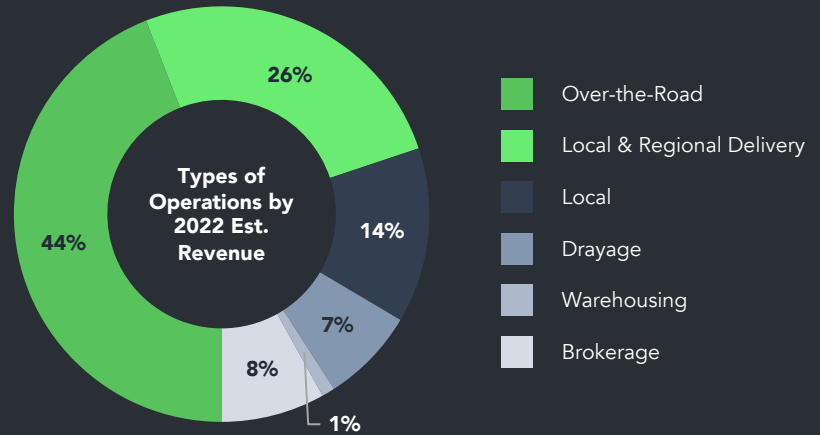
# Midwest Fleet Operator/Logistics Broker

For more information: Jack Rainer | jrainer@oaklynconsulting.com

## COMPANY OVERVIEW

A high-growth, very profitable Midwest-based logistics provider with truckload, drayage and warehouse operations.

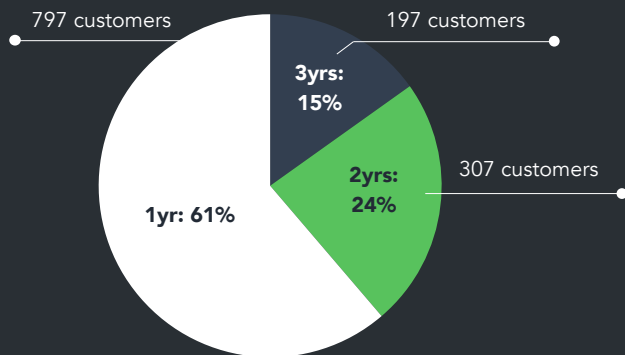
- Six years in operation as a freight hauler. Restructured with acquisition & new management in 2020.
- Operates 54 owned, leased & contracted trucks.
- Owns 33 trucks and 71 trailers.
- Complementary brokerage and warehousing capabilities.



## INVESTMENT HIGHLIGHTS

- 1 Serves the freight-rich Chicagoland area.
- 2 Emphasizes Midwest regional business but operates in all the lower 48 states.
- 3 Fleet comprises clean, well-maintained, newer equipment.
- 4 Occupies 43k square-feet of office & warehouse space in Chicago's westside industrial market.
- 5 Complements the freight-hauling business with brokerage operations.
- 6 Attracts drivers with a desirable mix of work and aligned incentives between drivers & dispatch staff.
- 7 Supports drivers with a safety program that includes Samsara safety technology in all tractors.
- 8 Chicago and Lithuania staff plan to continue with the company post-transaction.

## GROWTH SINCE 2020



**Rapidly Adding New Customers**  
2020 to 5/31/2022

### Diversified Customer Base

(2021 Revenue, \$000)

Type	Revenue	% of Total Rev
Brokerage #1	\$ 1,230	10.0%
Brokerage #2	1,135	9.2%
BCO #1	964	7.9%
Brokerage #3	709	5.8%
BCO #2	445	3.6%
Brokerage #4	362	2.9%
BCO #3	280	2.3%
Brokerage #5	280	2.3%
Brokerage #6	253	2.1%
Brokerage #7	114	0.9%
Others	6,507	53.0%



## FINANCIALS

(\$000)	2018	2019	2020	2021	TTM 3/31	2022 Est.
Revenue	\$ 5,305	\$ 6,779	\$ 7,901	\$ 12,280	\$ 13,016	\$ 15,575
Revenue Growth		28%	17%	55%	6%	20%
Adjusted EBITDA	\$786	\$504	\$522	\$1,696	\$1,648	\$1,856
EBITDA Margin	15%	7%	7%	14%	12%	12%
Total Assets	\$ 3,449	\$ 5,358	\$ 4,241	\$ 4,841	\$ 4,972	NA
Trucks in Operation	13	22	29	47	54	54
Owned Trucks (EOP)	11	19	27	35	33	35

## REVENUE OUTLOOK

### Brokerage Drives Additional Growth in 2022

