

## Company Highlights

- Hot Shot Trucking Located in South Carolina
- Founded in 2013 with 1 truck
- 10 Employees with management in place
- 7 2020 or newer Ford F250 trucks along with additional hauling equipment
- Projected 2023 Revenue: \$1,581,595
- Projected 2023 Adjusted EBITDA: \$617,499
- Projected 2023 Margins: 39%

|                          | 2020       | 2021       | 2022         | Oct 31, 2023 | Projected FY 2023 |
|--------------------------|------------|------------|--------------|--------------|-------------------|
| <b>Revenue</b>           | \$ 503,379 | \$ 911,290 | \$ 1,463,691 | \$ 1,317,996 | \$ 1,581,595      |
| <b>Adjusted EBITDA</b>   | \$ 224,133 | \$ 506,793 | \$ 695,715   | \$ 514,582   | \$ 617,499        |
| <b>Adj EBITDA Margin</b> | 45%        | 56%        | 48%          | 39%          | 39%               |

## Executive Summary

In October 2013, a friend deeply involved in the logistics sector approached the Seller with a compelling proposition — identifying a demand for hot shot drivers and recognizing the potential for a thriving business. Convinced by this insightful perspective, the Seller decided to embark on the venture. Investing in a truck and a trailer, the business was set in motion, navigating the expansive domain of logistics. Initially taking on the role of the sole driver, the Seller managed operations hands-on for approximately three years.

As the load count steadily increased, the opportunity for expansion became evident. Within the initial three years, the business experienced growth, enabling the hiring of a part-time driver. Year after year, the growth trajectory continued, progressively integrating more trucks, trailers, and drivers into the fleet. In 2019, expansion reached new heights with the establishment of partnerships with two additional companies, and by 2021, a third company joined the ranks. A decade later, the business has transformed into a significantly larger operation, characterized by consistent year-over-year growth.

Throughout the initial nine years, the Seller assumed a multifaceted role, managing all aspects of logistics, including hiring, procurement, scheduling loads, maintenance, and more. Recognizing the necessity for strategic delegation, a pivotal decision was made the previous year. A capable manager was hired to oversee the day-to-day operations of the company. This strategic shift has allowed the Seller to step back, taking on a more strategic role, staying informed through regular check-ins, and addressing any updates or questions that arise.