

CONFIDENTIAL EXECUTIVE SUMMARY

Company Overview

- The Company is a trucking and logistics company that specializes in helping businesses get dependable, quality shipping from port or loading dock to the customer's site. The company provides regional drayage and intermodal port services by hauling cargo containers directly from major shipping hubs, including short and long distance inter-modal transport, over the road (OTR) trucking, and network optimization to lower shipping costs. Warehousing and distribution services such as transloading, cross-docking, storage, and distribution services are also available.

Investment Highlights

- **Drayage Market is Actively Rebounding.** Firmer recovery metrics and rising rates are heading into the back half of 2026. Key recovery signs include spot rates and container haulage costs that are climbing, with indexes tracking higher year-over-year due to tighter capacity and higher operational costs.
- **Stable Import Volumes.** Early-year import volatility and pre-buying behavior have leveled off into steady network demand.
- **Contracting Capacity.** Driver availability constraints, terminal throughput bottlenecks, and owner operators exiting the market are helping rebalance supply and demand.
- **Fleet Scale.** Operates a large asset-based fleet of more than 350 trucks, allowing high volume commitments (e.g., 2,500 to 4,000 TEU annual accounts) without severe operational strain.
- **Port Integration.** Serves as an active drayage carrier connecting ports.
- **Green Fleet Transitions.** Engages in regional zero-emission (ZE) infrastructure rollouts, including supply partnerships for electric trucks (e.g., Volvo ZE configurations) via programs with providers like WattEV.
- **Blue-Chip Customer Relationships.** Longstanding relationships and repeat business with leading global companies demonstrate the Company's reliability and ability to meet demanding customer requirements.
- **Strong Profitability & Attractive Margins.** The Company's growth differentiated technology and mission-critical value proposition support strong gross profit and Adjusted EBITDA margins.
- **Diversified End-Market Exposure.** Participation across multiple end markets reduces dependence on any single industry while providing multiple avenues for growth.
- **Scalable Platform.** The Company's configurable platform can be extended to new end markets without requiring fundamentally new development.
 - **Note:** New mid-west location did 4,300 loads in 2025.

Multiple Paths to Accelerate Growth

To accelerate growth can pursue several strategic paths tailored to their regional freight market and broader supply chain trends. Despite virtually no dedicated sales organization, the Company has established a significant market position, creating substantial un-tapped commercial potential.

- **Unlock Strategic Cross Selling Opportunities** by leveraging an acquirer's customers and sales channels to expand the Company's reach while introducing complimentary services across the Company's established customer base to systematically pursue new accounts, deepen existing relationships, expand domestic and international market coverage and increase activity.

- **Scale Specialized Freight.** Capitalize on their proven ability to handle oversized equipment, unique machinery, and complex transloading (i.e., such as custom crated robotics or heavy industrial gear) by marketing these niche capabilities more aggressively to manufacturing and import sectors.
- **Geographic & OTR Reach.** Expand brokerage and over-the-road (OTR) partner networks to offer seamless long-distance shipping well beyond regional drayage lanes into a true national footprint via their integrated sister entities.
- **Maximize Warehouse & Yard Utility.** Optimize their warehouse footprint(s) by offering enhanced value-added services like custom in house pallet building, rapid cross docking, and short-term container storage to boost revenue per square foot.
- **Asset & Fleet Sizing.** Continuously balance leased power units and driver pools to match peak port volumes.
- **Real Time Visibility.** Implement advanced GPS tracking, telematics, and automated booking portals to give cargo owners end-to-end transparency.
- **Ai Driven Routing.** Leverage artificial intelligence for port queue management, driver dispatching, and fuel-cost mitigation to protect margins against rate volatility.
- **Deep Port and Rail Alignment.** Build tighter data-sharing and operational frameworks with local marine terminals, rail hubs, and beneficial cargo owners (BCOs) to reduce turn times and empty miles.

Historical Financial Performance

Although the past few years have been down years for the entire industry, the business has since experienced a clear acceleration in momentum. The Company has taken steps to optimize savings and increase profitability and cash flow by optimizing their real estate and chassis fleet(s). Some of these savings are taking place now w/ an estimated \$3 to \$5 million addition to net income.

Growth Opportunities

The Company is well-positioned to capitalize on improving market conditions and accelerate growth through several attractive initiatives, including:

- **Drayage Optimization.** Streamlining container movement from port terminals to local distribution hubs.
- **Warehousing and transloading.** Expanding cross-dock, storage, and distribution services to handle fluctuating cargo volumes.
- **Flexible network solutions.** Utilizing collaborative customer relationships and scalable over-the-road (OTR) brokerage options.

Investment Rationale

This opportunity offers the ability to acquire a scaled, high-quality, asset-backed platform at an attractive valuation point, with a market recovery already underway. Key attributes include:

- **Scale.** Generating \$100M in revenue with high volume density (97K+ loads)
- **Strong Customer Base.** Long operating history with strong reputation and customer loyalty

- **Significant Financial Upside.** Immediate and significant improvement to profitability and cash flow through identified cost reductions, debt repayments, and elimination of financing costs.
- **Significant barriers to entry** driven by fleet scale and capital requirements
- **AB5 compliant structure** and successful expansion into the Midwest mkt. demonstrating adaptability and growth potential.
- **Operational Control.** Integrated ecosystem (drayage, warehousing, brokerage) maximized margin capture and operational efficiency, particularly for import/ export container movements.
- **Diversified revenue** base with minimal concentration risk
- **Strong cash flow** generation supported by a substantial asset base
- **Renegotiated contracts** for better long-term commitments.
- **Proven Model.** in a new mid-west market that they recently invested in.
- **In House Built Proprietary TMS.** Highly optimized for container drayage and automation, dedicated in house product team and outsourced software engineering.

Personnel

The Company employs close to fifty (50) professionals.

Transaction Overview

The shareholders are seeking to sell 100% of the Company to an acquirer that represents the right long-term strategic fit and has the resources and capabilities to build upon the Company's attractive market position. The founders are committed to supporting an orderly transition for a mutually agreed-upon period following closing, including technical and institutional knowledge transfer, key customer introductions and transition assistance.

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