

Acquisition Opportunity

Client: BTC | Midwestern USA
2021f: \$106.7 Million Revenue | \$10.2 Million EBITDA

Transaction Contact

Thomas G. Varga, Managing Director
(630) 667-5730 | tvarga@kreshmore.com

Heavy Asset-Based Transportation & Logistics Company

Company Overview

The Company is a 17-year-old privately held value-added heavy asset-based transportation and logistics (T&L) company. Founded in 2004, BTC today operates over 17 unique and diversified company entities, each providing dependable and unique services. Throughout its history the Company has cultivated a best-in-class T&L success formula. BTC focuses on the North American territory with its focus on the continental USA. Direct clients and non-asset based 3PL customers utilize the Company’s flexible and reliable solutions. Along with their exceptional workforce (customer service, dispatchers, warehouse operators, expeditors, drivers, mechanics, etc.), BTC has produced a successful conglomerate, yielding stable growth and consistent returns on investment.

Trucking Co. Snapshot



2021f \$107 MM Rev. | \$10.2 MM EBITDA
700+ tractors & trailers
Workforce 400+ non-union employees
14 facilities in USA, 2 offices in Europe
Continental USA geography
NAICS: 48211 / 48411 / 48412 / 48423 / 49311

Services

BTC’s dry and reefer freight service offerings cover most transportation industry segments. The cornerstone of this Company’s successful value proposition is its ability to deliver on-time & consistent, value-added logistics services, specifically: long haul OTR, straight shot or multi-stop, TL, and LTL consolidated freight solutions. Auxiliary capabilities include intermodal, rail, drayage, and strategic value-added cross-docking/warehousing (VAWD) facilities. These value-add services complement BTC’s reliable T&L capabilities. To support and develop its freight business growth, the Company has formulated consolidation strategies, relevant retention programs, advanced full-service repair facilities, 16 cross-dock/storage locales, and sales/customer service available 24/7. With its support structure in place, BTC can reliably deliver its services more efficiently and profitably than its competition.

Market Advantage / Customers

BTC has both a well-positioned brand reputation and a geographical advantage within the United States. The Company has earned a solid reputation with its customer base. Revenue focus is on customer load board business with clients such as C.H. Robinson and other 3PLs; in addition, the Company also has recurring/dedicated routes with blue chip end-users such as Walmart, FedEx, etc. Ensuring that loads are delivered safely, efficiently and on time throughout the nation, is the Company’s main mission. As a valued partner, the Company’s outstanding customer service and above average performance have allowed for successful and sustained growth.

Services	Equipment	Tier 1 Clients	ERP/TMS	M&A Attributes
<ul style="list-style-type: none"> ○ Long Haul OTR ○ TL-LTL-Consolidated Freight Solutions ○ Ambient/Reefer ○ Intermodal/Rail ○ Drayage/Hot Shots ○ Direct/Multi-Stop ○ Team Driver Services ○ HQ: 135K+ ft² Offices/ Cross-Docking, 14 acres ○ HQ: 45K+ ft² Certified Service Repair Facilities ○ 14 Strategic Locations 	 <p>212 Semi-Tractors 434 Ambient Trailers 93 Reefer Trailers 39 Forklifts 4 Spotter Trucks</p>	<p style="text-align: center;"><i>3PL</i></p> <ul style="list-style-type: none"> ❖ C.H. Robinson ❖ Echo Global ❖ JB Hunt ❖ Others <p style="text-align: center;"><i>End Users</i></p> <ul style="list-style-type: none"> ❖ Dunkin’ Donuts ❖ FedEx ❖ PepsiCo ❖ Walmart 		<ul style="list-style-type: none"> ✓ Diversified & Loyal Customer Base ✓ Low Customer Concentration Concerns ✓ Strategically located in USA & Europe ✓ Brand Recognition & Distinction ✓ Platform Bolt-On / FSOM Readiness ✓ Stable YOY Sales/ EBITDA Growth

This Kreshmore Group Précis is for informational purposes only and is not intended as an offer or solicitation with respect to sale or purchase of a security. The historical financial highlights have been adjusted to eliminate excess owner-related compensation and other items which conceal the true earnings capacity of the company. The adjustments to the historical financial statements are described in a confidential information memorandum. Information is intended for analytical purposes only and are not meant to replace audited financial reporting. All information contained herein, including adjusted and pro forma financial statements, are based on information provided by the Company. Kreshmore Group has not yet independently verified the accuracy of completeness of the information or the reasonableness of the assumptions underlying the projections. Kreshmore Group shall not be liable for damages resulting from use of or reliance upon the information presented herein. v01042021

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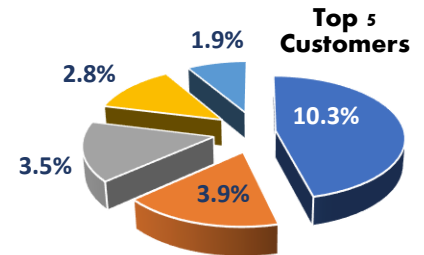
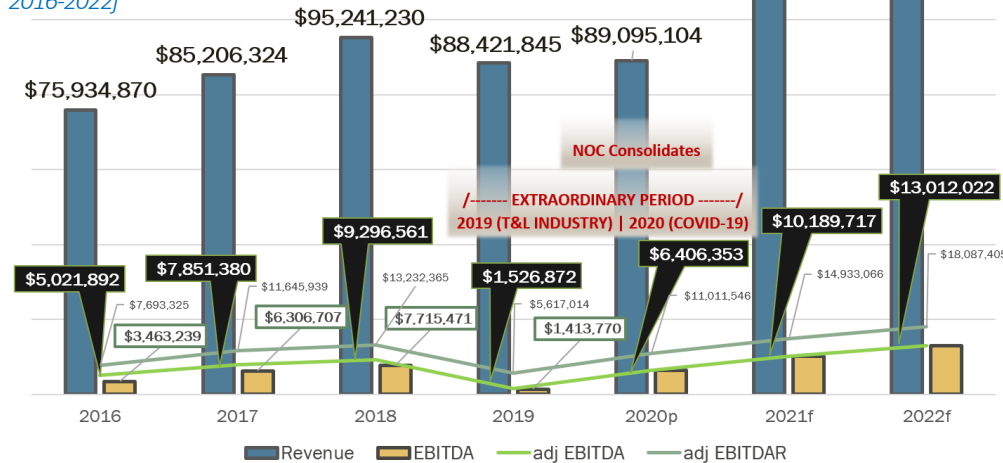
Financial Performance

Revenue CAGR: 8.17%

2016-2022f

Adj. EBITDA CAGR: 17.20%

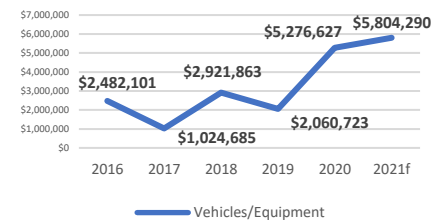
2016-2022f



Balance Sheet Highlights (4Q2020)

Current Assets (Cash/AR/Other) \$19,301,096
Fixed Assets \$4,752,944
Liabilities AP \$1,154,427
Liabilities L.T. Debt \$10,234,046

CapEx



Industry Expertise

Company management is comprised of industry professionals with a combined 140 years of relevant industry experience. Average active management tenure is over 10 years. BTC’s success-focused operations have produced an incredible team that meets the demands of their customers and requirements of daily operations. All expected facets of an award-winning trucking company are intact, including: DOT licenses, MC registrations, IRP & IFTA licenses, liability/cargo insurance, fuel programs, team driver programs, certified repair technicians, body shop experts, medical screening services, driver/employee compliance & safety programs, etc.

Organization / Facilities

The Company’s modern headquarters/NOC comprises of 14 acres and 135,000 ft² of secure office/warehousing space as well as a 45,000 ft² maintenance facility; favorable lease terms w/options remain. At its Midwestern campus, the Company offers parking / storage for its tractor and trailers, onsite full-service parts, repair and body shop services, safety/training programs, as well as semi-truck & trailer scale weighing. Its main location has a beneficial short time-to-highway access, among other advantages. BTC utilizes 13 additional terminal facilities in the U.S. and access to affiliate repair shops as well. Its 24/7 customer service support capabilities are a result of its dedicated team located in the Midwestern USA, as well as for its 2 offices located in eastern Europe. Ownership has taken deliberate steps to train and mentor its staff of 400+ employees, in order to transfer day-to-day duties to its key personnel. BTC’s current personnel and operational resources can support a future state operating model (FSOM) to manage, and continue, successfully.

Owners’ Objectives

Company owners have explored various succession planning options and have decided to pursue a sale to help facilitate the Company’s future growth and provide a strong work environment for the Company’s dedicated employees. BTC has a prosperous history despite incredible industry challenges in 2019 and COVID-19 pandemic related challenges in 2020, and the owners are interested in exploring a transaction that maximizes shareholder value, while providing long-term growth opportunities for its employees. Kreshmore Group has been retained as the exclusive M&A sell-side intermediary to source and evaluate potential buyers and related investment offers.

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