



## Company Overview

Ridgefield Partners is pleased to offer a non-asset Reverse Logistics Company for acquisition. Established in 2017, the Company specializes in Inventory Transport and Liquidation for customers in the Consumer Appliances and Home Improvement end markets. The Seller desires a full sale of the Company's assets or equity. The Sellers are open to a partial sale whereby they retain a minority equity position and significant operational role in the business.

### Investment Highlights

- **Category Leading Reverse Logistics:** The Company has established itself as the leading provider of Reverse Logistics services for major Consumer Appliances, Home Improvement, and Luxury Goods retailers across the US. By providing a one-stop solution for inventory grading, liquidation, and transport – the Company has become an entrenched partner to some of the world's largest brands.
- **Proprietary Data Products:** The Company has systematized its data input and analytics process to develop actionable insights for its retail, logistics, and liquidation partners. By leveraging its proprietary pricing and sales trend data, the Company delivers actionable business intelligence for its partners seeking to streamline operations and costs.
- **Pre-Developed Growth Opportunities:** The Company's current focus is on Consumer Appliances – a market estimated at \$58.3B in the US alone. In 2024, the Company added nine new retail partners that are expected to generate approximately \$35M of incremental revenue in 2025. The Company has also identified specific M&A targets that could add rapid scale through capability and customer expansion.



### Financial Highlights

FYE 12/31	2021	2022	2023	2024E	2025E
<b>Revenue</b>	<b>\$37.3MM</b>	<b>\$41.2MM</b>	<b>\$70.3MM</b>	<b>\$60.1MM</b>	<b>\$98.1MM</b>
<b>Gross Profit</b>	<b>\$8.2MM</b>	<b>\$9.5MM</b>	<b>\$15.2MM</b>	<b>\$13.6MM</b>	<b>\$22.1MM</b>
<i>Margin</i>	<i>22.1%</i>	<i>22.9%</i>	<i>21.6%</i>	<i>22.6%</i>	<i>22.6%</i>
<b>Adj. EBITDA</b>	<b>\$7.1MM</b>	<b>\$7.9MM</b>	<b>\$12.7MM</b>	<b>\$10.3MM</b>	<b>\$18.6MM</b>
<i>Margin</i>	<i>19.1%</i>	<i>18.9%</i>	<i>18.1%</i>	<i>17.2%</i>	<i>18.9%</i>

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