RIDGEFIELD PARTNERS

Company Overview #012604

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Ridgefield Partners is pleased to offer High-Growth, Flatbed Freight Brokerage for acquisition. Established in 2016, the Company specializes in oversized and over-dimensional freight, primarily for customers in Building Materials, Construction, and Metal Fabrication end markets. With a network of over 5,000 carriers across the United States, the Company provides comprehensive, nationwide coverage. The Company is headquartered in Arizona.

Transaction Overview

The Company is owned 70.0% / 30.0% by the founder and his brother (the "Seller(s)"). The Sellers desire a majority sale of the Company's assets or equity and would be enthusiastic to meaningfully partner with the Buyer to further scale the business post-close.

Investment Highlights

- **Proprietary Technology Platform:** The Company's proprietary customer portal and custom-built technology platform automate key operational workflows, improving customer service, and increasing organizational efficiency.
- **Attractive Customer End Markets:** The Company primarily serves construction, building materials, and equipment customers that require specialized transportation equipment and expertise.
- **Lean, Scalable Operating Model:** The Company has a remarkable ~$2.0M revenue per employee on a TTM basis – employing just 22 total workers, eight (8) of whom are located in a nearshore office that offers significant labor cost efficiency.

Financial Highlights

FYE 12/31	2024	2025	TTM (6/30)	2026P
Revenue	**$16,420,070**	**$24,827,647**	**$43,484,889**	**$68,260,553**
Gross Profit	**$2,873,824**	**$4,238,909**	**$6,905,462**	**$9,227,558**
Margin	*17.5%*	*17.1%*	*15.9%*	*13.5%*
Adj. EBITDA	**$670,333**	**$1,888,327**	**$3,373,241**	**$4,814,483**
Margin	*4.1%*	*7.6%*	*7.8%*	*7.1%*

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