



Company Overview

Ridgefield Partners is pleased to offer a non-asset Final-Mile Logistics Company for acquisition. Established in 1981, the Company specializes in time-critical routed delivery, on-demand courier, and warehousing services for customers in the Life Sciences and Commercial end markets across Florida. The Seller desires a full sale of the Company's assets or equity.

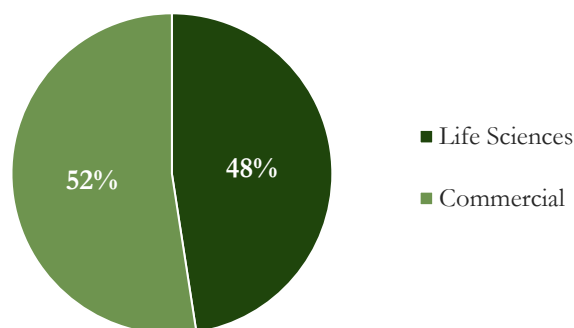
Investment Highlights

- **45-Year Track Record:** Operates seven facilities across South, Central, and Southwest Florida, providing 24/7/365 time-critical delivery for a diversified base of commercial customers, with no customer exceeding ~12% of revenue.
- **Recurring, Route-Based Revenue:** Approximately 75% of revenue is generated from scheduled daily routes creating highly predictable volume and sticky, embedded customer relationships. Co-mingling of freight has increased route density leading to higher margins.
- **Asset-Light, Expanding Margins:** Deliveries are performed by ~120 independent contractor drivers, requiring minimal capital. Adj. EBITDA margin expanded from 13% to 18% in 2025, and the run rate is \$2.3MM of EBITDA in 2026. The TTM through August is \$2.14MM.
- **Multiple Levers for Growth:** Fulfillment revenue grew 73% from 2023 to 2025. The Company has historically had very low customer churn and a significant percentage of its growth has been through its existing customer base. The current business development pipeline will drive continued growth well into 2027.

Adj. EBITDA Growth (\$MM)



Revenue by End Market (2025)



2024–2025 per third-party QoE; 2023 and TTM management-adjusted; 2026E per management

Financial Highlights

FYE 12/31	2023	2024	2025	2026E
Revenue	\$8.7MM	\$8.8MM	\$9.1MM	\$10.5M
Gross Profit	\$2.7MM	\$3.0MM	\$2.9MM	\$4.1MM
Margin	30.7%	33.7%	31.2%	39.4%
Adj. EBITDA	\$1.4MM	\$1.2MM	\$1.7MM	\$2.3MM
Margin	16.3%	13.2%	19.0%	21.9%

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