

# Opportunity

## BN000033548 – Fully Remote Courier and Delivery Service

Location: Southeast, US



The company offers business-to-business (B2B) courier and delivery services. Its flexible operations service a variety of customer delivery needs, including dedicated routes, pharmaceuticals, auto & truck parts, office supplies, set-up & assembly, on-demand shipments, and more. The company has provided home delivery services in the past and maintains its capabilities to reinstate home delivery services.

## Bids Invited

### Key Aspects

- Revenue and adjusted EBITDA grew at compound annual growth rates of 11.8% and 28.6%, respectively, from 2019 through 2022
- The company was awarded additional routes with an existing client in August 2023, which is expected to increase revenue by more than \$1 million annually, according to management
- As of August 2023, the company is invoicing more than \$65K per week, according to management
- High level of repeat business (90%)
- Blue chip clients provide consistent sources of revenue, including two major contracts that can be scaled statewide and nationwide

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Tax Returns	\$1,361	\$283	\$83
12/31/2020	Tax Returns	\$1,961	\$357	\$158
12/31/2021	Tax Returns	\$2,476	\$500	\$284
12/31/2022	Tax Returns	\$1,903	\$426	\$176

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

**William Sullivan**  
[wsullivan@benchmarkintl.com](mailto:wsullivan@benchmarkintl.com)

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### Opportunities

- Reinstate home delivery services
- Utilize available capacity in on-demand delivery areas
- Increase market share through geographic expansion
- Offer warehousing services
- Develop a freight brokerage division
- Expand temperature-controlled pharmaceutical delivery services

### Headquartered

- Southeast, US

### Current Markets

- The company primarily serves businesses located in two states in the Southeast, US.

### Real Estate

- The company operates remotely using telework applications.

### Shareholder Objectives

- The company is owned by two shareholders – 95% and 5%. The majority owner, and CEO, is willing to remain with the company for a predetermined period following a sale to ensure a smooth transition to new ownership. The minority owner is not involved in the company's operations.

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Benchmark International | 4030 West Boy Scout Blvd | Suite 500 | Tampa | FL | 33607 | T: 1 813 898 2350 | F: 1 813 280 9871

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