

# INVESTMENT MEMORANDUM

## Atlas Logistics

Date: October 15, 2023 | Prepared by: Emily Johnson

### EXECUTIVE SUMMARY

Atlas Logistics presents a compelling investment opportunity within the rapidly evolving supply chain sector. With robust revenue growth and a scalable business model, the company is well-positioned to capitalize on increasing logistics demand.

### COMPANY OVERVIEW

Founded in 2010 and headquartered in Dallas, Texas, Atlas Logistics specializes in providing integrated supply chain solutions, including transportation, warehousing, and distribution services. The company has built a reputation for reliability and efficiency, serving a diverse range of clients across various industries.

### INVESTMENT THESIS

- Strong market demand driven by e-commerce growth and supply chain optimization needs.
- Established client base and long-term contracts.

### FINANCIAL SUMMARY

Revenue (TTM)	\$150M
Revenue Growth	15%
EBITDA (TTM)	\$30M
EBITDA Margin	20%
Net Debt	\$40M
EV/EBITDA	7.5x

### HISTORICAL FINANCIALS

Year	Revenue	EBITDA	Margin
2021	\$100M	\$20M	20%
2022	\$130M	\$26M	20%
2023	\$150M	\$30M	20%

### KEY RISKS AND MITIGANTS

Risk	Mitigant
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Economic downturn affecting client budgets	Diversify client portfolio and focus on essential services.
Rising fuel costs impacting margins	Implement fuel surcharge mechanisms and negotiate long-term contracts with suppliers.
Technological disruptions in logistics	Invest in technology upgrades and automation to stay competitive.

VALUATION SUMMARY

Enterprise Value	\$225M
Equity Value	\$185M
EV/Revenue	1.5x
EV/EBITDA	7.5x
Target IRR	25%
Target MOIC	2.5x

RECOMMENDATION

**INVEST.** Atlas Logistics demonstrates strong financial performance and potential for growth in a booming market, making it a valuable addition to our portfolio.