

INVESTMENT MEMORANDUM

Atlas Logistics

Date: October 5, 2023 | Prepared by: John Smith

EXECUTIVE SUMMARY

Atlas Logistics presents a compelling investment opportunity due to its robust revenue growth and strategic positioning in the supply chain sector. With increasing demand for logistics services driven by e-commerce, Atlas is poised for substantial future earnings.

COMPANY OVERVIEW

Founded in 2010 and headquartered in Chicago, Illinois, Atlas Logistics specializes in providing comprehensive supply chain solutions including transportation, warehousing, and last-mile delivery services. Over the past decade, the company has built a reputation for operational excellence and customer satisfaction.

INVESTMENT THESIS

- Strong demand for logistics services as e-commerce continues to grow, leading to increased revenue potential.
- Established market presence and competitive advantage in the logistics sector.

FINANCIAL SUMMARY

Revenue (TTM)	\$150M
Revenue Growth	15%
EBITDA (TTM)	\$30M
EBITDA Margin	20%
Net Debt	\$50M
EV/EBITDA	7.0x

HISTORICAL FINANCIALS

Year	Revenue	EBITDA	Margin
2021	\$100M	\$18M	18%
2022	\$130M	\$25M	19%
2023	\$150M	\$30M	20%

KEY RISKS AND MITIGANTS

Risk	Mitigant
Economic downturn affecting demand for logistics services.	Diversify service offerings to include essential goods logistics.
Increasing competition leading to pricing pressures.	Invest in technology to enhance efficiency and differentiate service offerings.
Supply chain disruptions due to regulatory changes.	Establish strong relationships with multiple suppliers and maintain flexibility in operations.

VALUATION SUMMARY

Enterprise Value	\$210M
Equity Value	\$160M
EV/Revenue	1.4x
EV/EBITDA	7.0x
Target IRR	25%
Target MOIC	2.5x

RECOMMENDATION

INVEST. Atlas Logistics demonstrates strong financial performance and growth potential in a resilient sector. The company's strategic initiatives position it well for continued growth, making it an attractive investment opportunity.