

# INVESTMENT MEMORANDUM

## Atlas Logistics

Date: October 23, 2023 | Prepared by: John Smith

### EXECUTIVE SUMMARY

Atlas Logistics presents a compelling investment opportunity due to its robust growth in the supply chain sector and strong operational efficiencies. With increasing demand for logistics solutions, the firm is well positioned to capitalize on emerging trends.

### COMPANY OVERVIEW

Founded in 2010, Atlas Logistics is a leading provider of supply chain management solutions based in Atlanta, Georgia. The company specializes in freight forwarding, warehousing, and distribution services, serving a diverse customer base across North America. With a strong commitment to technological innovation, Atlas enhances operational efficiency and customer satisfaction.

### INVESTMENT THESIS

- The continued expansion of e-commerce is driving increased demand for logistics and supply chain services.
- Atlas is well-positioned to capitalize on this growth.
- Atlas has a strong track record of operational efficiency and customer satisfaction.
- Atlas has a strong management team with extensive experience in the logistics industry.

### FINANCIAL SUMMARY

Revenue (TTM)	\$150M
Revenue Growth	15%
EBITDA (TTM)	\$25M
EBITDA Margin	16.7%
Net Debt	\$40M
EV/EBITDA	6.0x

### HISTORICAL FINANCIALS

Year	Revenue	EBITDA	Margin
2021	\$110M	\$18M	16.4%
2022	\$130M	\$20M	15.4%
2023	\$150M	\$25M	16.7%

KEY RISKS AND MITIGANTS

Risk	Mitigant
Increased competition in the logistics sector	Focus on technological advancements and customer service to differentiate offering.
Dependence on a small number of key clients	Diversify client base through targeted marketing strategies.
Economic downturn affecting supply chain demand	Maintain operational flexibility and a strong balance sheet to weather downturns.

VALUATION SUMMARY

Enterprise Value	\$150M
Equity Value	\$110M
EV/Revenue	1.0x
EV/EBITDA	6.0x
Target IRR	20%
Target MOIC	2.5x

RECOMMENDATION

**INVEST.** With a strong market position and growth potential, Atlas Logistics is well-positioned to deliver attractive returns in a rapidly evolving sector.