

### **Black Belt**

#### **Transportation Consulting**

BBTC concatenates its advanced certified Black Belt Six Sigma business process experience, 25+ years of C-level transportation management and acquisition integration experience, along with computer programming capabilities to automate the complete acquisition process. This saves sellers and buyers a significant amount of evaluation time and greatly enhances deal multiples and structures.

#### **Financial Analysis**

**Black Belt TC** 

- Quality of Earnings high level quality of earnings analysis compares 24-month shipment detail with financial records to initially determine any significant variances
- TTM (trailing 12 month) Consolidation consolidates the line-item detail of 12 Income Statement files into one with TTM and current fiscal year calculations, along with EBITDA and trend graphics
- Proforma Model generates a combination of line-item detail for 3-yrs. and current year Income Statements with TTM, TTM with normalized expenses, EBITDA calculations, and Forecasting
- LOI and NPV Deal Analysis customized scenarios and graphics reflecting Valuation. ROI, RR, and NPV. A strong negotiation tool.



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Revenue - 24 mo los graph	Till, and they condy - 24 me loss graph	Garance Rev - 24 montrest chart	Sales Rev - 24 mo trend chart		
Street Cost: 24 me ber graph	Loads for Work Day : column graph	hated facinity between the back	-		
Gross Margin - 24 me fire graph	Ang Langer (Withol - 24 me line graph	Foe 20-Cent Nov 1s column graph	No 25 Sets No 31 - column grad		
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Revenue Por Min - 24 no line graph	TTM Loads By Wode - source graph	Bounus Is TTL Co - distribution plant	Sales N. FTS Ca - abstraction share		
Margin Per Load - 24 min line graph.	TTL Lauris Sp Winds S - 26 me line	Common Sign - 24 no mond others	Sales High - 24 more mond others		
Margin For Mile - 24 has been graph	TTR Lands Sp Study 5 - column graph.	Seres Seres Seres bedade	Section Service Section Section		
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January 5									Normalized Revenue/Expenses			
(Fiscal Year Start Month)	2020 Fiscal Year		2021 Fiscal Year		2022 Fiscal Year		2022 Fiscal Year		Trailing 12 Months			
\frac{1}{4}							Actual Thru	\	EOFY	Jan Thru Dec		Jan Thru Dec
<u>∑</u> . <u>≥</u> .	Actual	% of Rev	Actual	% of Rev	Actual	% of Rev	Dec	% of Rev	Extrapolated	Actual	% of Rev	Adjusted
Revenue												
TRUCKING INCOME	30,625,380	99.93%	50,556,840	99.99%	47,030,316	99.50%	47,030,994	99.60%	47,030,994	47,030,994	99.60%	47,030,994
Total Revenue	30,647,259	100.00%	50,562,212	100.00%	47,265,281	100.00%	47,221,631	100.00%	47,221,631	47,221,631	100.00%	47,221,631
Direct Cost												
COMMISSIONS	850,861	2.78%	1,217,599	2.41%	1,984,487	4.20%	1,984,487	4.20%	1,984,487	1,984,487	4.20%	1,984,487
TRIP EXPENSE	26,403,681	86.15%	44,168,054	87.35%	37,340,559	79.00%	37,340,557	79.08%	37,340,557	37,340,557	79.08%	37,340,557
Total Direct Cost	27,254,542	88.93%	45,385,653	89.76%	40,538,751	85.77%	40,538,751	85.85%	40,538,751	40,538,751	85.85%	40,538,751
Gross Margin:	3,392,717	11.07%	5,176,559		6,726,530	14.23%	6,682,880	14.15%	6,682,880	6,682,880	14.15%	6,682,880
Gross Margin %:	0	0.00%	0	0.00%	0	0.00%	0	14.15%	0	0	14.15%	0
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General and Administrative Expenses												
ADVERTISING	12,911	0.04%	17,946		46,685		46,685	0.10%	46,685	46,685		46,685
AUTO	30,628	0.10%	869	0.00%	77	0.00%	77	0.00%	77	77	0.00%	77
COMMUNICATIONS	81,679	0.27%	101,522	0.20%	111,714		111,713	0.24%	111,713	111,713		111,713
CONTRIBUTIONS	4,854	0.02%	6,755	0.01%	3,581	0.01%	3,580	0.01%	3,580	3,580		3,580
DUES\ FEES	29,566	0.10%	83,031	0.16%	49,279	0.10%	49,277	0.10%	49,277	49,277	0.10%	49,277
Total General and Administrative Expen	2,005,754	6.54%	2,874,468	5.69%	3,407,679	7.21%	3,407,683	7.22%	3,407,683	3,407,683	7.22%	3,157,683
Depreciation Expense	0	0.00%	0	0.00%	25,457	0.05%	25,459	0.05%	25,459	25,459	0.05%	25,459
Amortization Expense	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0	0.00%	0
Interest Expense	0	0.00%	82,286	0.16%	189,070	0.40%	144,743	0.31%	144,743	144,743	0.31%	144,743
Tax Expense	3,609	0.01%	1,319	0.00%	550,000	1.16%	550,000	1.16%	550,000	550,000	1.16%	550,000
Total Expenses	2,009,363	6.56%	2,958,073	5.85%	4,172,206	8.83%	4,127,885	8.74%	4,127,885	4,127,885	8.74%	3,877,885
Net Profit	1,383,354	4.51%	2,218,486	4.39%	2,554,324	5.40%	2,554,995	5.41%	2,554,995	2,554,995	5.41%	2,804,995
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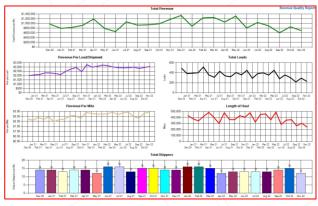


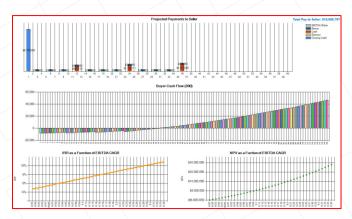
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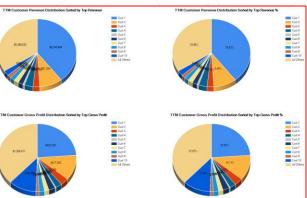
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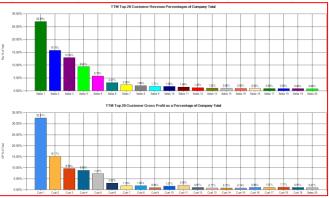
#### **Business Analytics**

Converts T24M shipment detail into live system graphics for meetings and Zoom calls along with a consolidated 10-tab workbook to provide buyers with 24-month financial, operational, customer (names redacted), and sales (names redacted) data. The software utilizes 24-month rolling graphics, distribution charts, histograms, descriptive statistics, conditional ranking, correlation analysis, Fourier Analysis, GRC Nonlinear, Simplex LP, Evolutionary Solver; compiled by VB.net and VBA code.









#### **Acquisition Seller to Buyer Matching**

Sellers are matched to 100+ well-vetted strategic buyers based on the primary categories of Business Analytics, culture, leadership skillsets, geographic presence, and revenue/EBITDA size. On average, ten buyers are introduced to each seller.

#### **Dynamic Marketing Brief**

Watch your business characteristics, financial, operations, customer, and sales data come to life within 24-month trend charts, diversification pie charts, and conditional ranking visuals

# Points of Differentiation

- Black Belt TC TM サーシ
- BBTC was built by a CEO with an entire career in asset-based trucking, asset-lite fleet management, and non-asset brokerage transportation. The last 25+ years were in C-Level positions that included acquisitions and their integration into businesses the CEO was managing, with a special highlight during this period in an integral role as Senior Vice President of Acquisitions at Echo Global Logistics.
- BBTC concatenates its C-Level transportation management experience with MBA, Black Belt Six Sigma certification, and computer programming skills to drive value
- BBTC represents only sellers in the acquisition process where it can provide the most value.
   BBTC is unique in the industry with its CEO getting intimately involved in the entire process from introductions, negotiation of value and structure, LOI review, due diligence management, legal document review, and postacquisition integration.
- BBTC is highly touted in the industry which is displayed in all the testimonials it has posted on its website – www. blackbelttc.com/testimonials

- BBTC has a database of 125+ well-vetted strategic buyers ranging from publicly held, large privately held (\$3b+), small privately held, and private equity (intensely filtered)
- BBTC's unique Acquisitions Powered by Code computer program generates dynamic Marketing Briefs, Financial Consolidation tools, Business Analytics, and matches sellers to buyers. All save time and drive positive deal multiples and structures



 BBTC is so confident in its capability to provide value that it works on a pure contingency basis and requires exclusivity only with buyers it introduces to sellers. Zero upfront fees (typically \$40k+), and no LOI fee (typically \$75k+).