



PROJECT NEO-CARGO



Scalable Tech-Enabled Logistics Platform with Global Reach

Investment Highlights: Our Client is a U.S.-based, fully licensed international freight forwarding and supply chain solutions company specializing in complex, containerized transportation across air, ocean, and land. With over 70 active customers, the Company has built a resilient recurring revenue base underpinned by long-standing client relationships and high service dependency. Its full-service logistics offering includes multimodal freight, customs clearance, and warehousing, positioning it as a trusted, one-stop provider in a vital global industry.

Tech Differentiation Driving Margin Expansion: The Company's proprietary, AI-powered logistics platform delivers advanced visibility, predictive ETAs, and exception management at scale. It replaces fragmented third-party systems with an end-to-end solution that enhances service delivery and drives operational efficiency. This in-house technology unlocks margin expansion opportunities through automation, improved planning, and reduced manual labor and error-prone handoffs.

Platform-Ready Infrastructure: Backed by an experienced leadership team, the Company has evolved into a tech-enabled operator with repeatable systems and a scalable infrastructure. It routinely manages comprehensive RFPs and delivers executional reliability across Asia, Europe, and the Americas. Its detailed onboarding process, client-centric support, and strong network position it as a sticky, high-retention partner within the global supply chain. During the post-COVID freight recession of 2022-2024, our Client outperformed industry peers by gaining new clients, growing existing business, having an agile and lean operations team, and substantially expanding its export business. Recording an impressive 5-year revenue CAGR of 31%, the Company delivered a 32.5% 5-year EBITDA CAGR, demonstrating value and pricing power through margin expansion.

Attractive Industry Trends: The \$216B global freight forwarding market is projected to grow at a 5% CAGR through 2034, fueled by globalization, e-commerce expansion, and ongoing supply chain digitization. The Company's ability to meet rising demands for visibility, speed, and reliability gives it a defensible position and first-mover advantage among mid-sized logistics providers.

Growth Acceleration Opportunity: With a differentiated technology stack and strong customer retention, the Company is well-positioned to scale its operations. Key opportunities include:

- Sales & Marketing Uplift – Deploy capital to build go-to-market capabilities to expand market share.
- Geographic & Vertical Expansion – Replicate success across underpenetrated regions and industries.
- Add-on Acquisitions – Acquire regional brokers or niche freight operators to accelerate growth and increase route density.

Transaction Overview: The Company is profitable, founder-led, and built for scale. It seeks a value-added private equity partner to help leverage operations, scale the sales team, and execute on a defined growth plan. Kensington Park Capital has been exclusively retained to manage this transaction.

Key Highlights

- Freight forwarding expertise with a loyal, diversified customer base
- Advanced, intuitive, proprietary technology
- High client retention and margins above industry peers
- 5-Year Revenue CAGR: 31%*
- EBITDA CAGR of 32.5%
- 2024 Gross Revenue: \$44M*
- 2024 EBITDA: \$3.7M

** Does not include pass-through duties.*