

快速增长的 SaaS 和食品配送服务





SaaS

该公司是一家创新型交付、物流和车队管理平台，为在线企业提供无缝、可扩展的智能订单执行服务。

该公司为电子商务品牌、直接面向消费者（DTC）公司和快速增长的零售商提供服务，通过战略定位的履行中心、实时库存跟踪、自动订单处理、路线优化和全国性的运输网络，简化供应链运营。

该公司在竞争激烈的市场中久经考验，集强大的品牌资产、成熟的服务业务和快速扩张的 SaaS 平台于一身。截至 2025 年 8 月，该业务的收入和盈利能力继续保持强劲增长势头，目前已超过 460 万美元的跟踪 12 个月收入和 41 万美元的 SDE，预计到 2025 年底将实现 500 万美元以上的收入。有了合适的资金和发展团队，该公司完全有能力在交付管理领域处于领先地位，并有可能占据主导地位。

TARGET PRICE

\$ 1,700,000

GROSS REVENUE

\$ 4,714,046

EBITDA

\$ 450,239

BUSINESS TYPE

软件和 SAAS

COUNTRY

美国

BUSINESS ID

L#20251023

- 收入
 - 截至 2025 年 8 月的 TTM – 收入 460 万美元，SDE 41.1 万美元
 - 经常性收入 – 已为 2025 年预订 470 万美元（不包括任何新客户）
 - 2025 年 – 预计收入超过 500 万美元（新客户正在筹备中）
- 增长
 - 业务总量增长 – 42% 的销售额增长（基于 2025 年已预订的销售额高于 2024 年的销售额）
 - SaaS 增长 – 2025 年预订收入增长 2,000
- 客户
 - 15 个活跃的公司账户
 - 平均合同金额每年 50-100K 美元
 - 高接触服务，客户流失率低 < 3%
 - 大部分客户签订 12 个月合同
- 可扩展的履约基础设施
- 全国交付能力

目前没有市场营销费用。客户获取依赖于 LinkedIn 发布、冷启动和 15 个接触点序列。这为新店主提供了一个巨大的机会，通过制定和实施新的有效营销战略来提高销售额。

该企业由一位所有人成功经营，工作时间约为每年的 6 月至 12 月。每周 15-20 小时处理客户会议、内部产品审查和少量财务监督工作。此外，还有大约 在交付服务业务和 SaaS 业务中，有 40 名完全远程的员工。

The information contained herein does not constitute an offer to sell or a solicitation of an offer or a recommendation to purchase securities under the securities laws of any jurisdiction, including the United States Securities Act of 1933, as amended, or any US state securities laws, or a solicitation to enter into any other transaction

The projected financial information contained in the Memorandum is based on judgmental estimates and assumptions made by the management of the target Company, about circumstances and events that have not yet taken place. Accordingly, there can be no assurance that the projected results will be attained. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Memorandum or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.

By delivering this Memorandum, neither MergersUS Inc., nor its authorized agents are making any recommendations regarding the acquisition or strategies outlined herein. Interested parties shall exercise independent judgment in, and have sole responsibility for, determining whether an acquisition of the Company is suitable for them, and neither MergersUS Inc, nor its authorized agents have responsibility to, and will not, monitor the condition of interested parties to determine that an acquisition is or remains suitable for them. Among other things, suitability of an acquisition will depend upon an interested party's investment and business plans and financial situation.

This document is prepared for information purposes only. It is made available on the express understanding that it will be used for the sole purpose of assisting the recipients to decide whether they wish to proceed with a further investigation of the Proposed Transaction.

The recipients realize and agree that this document is not intended to form the basis of any investment decision or any other appraisal or decision regarding the Proposed Transaction, and does not constitute the basis for the contract which may be concluded in relation to the Proposed Transaction.

All information contained in this document may subsequently be updated and adjusted. MergersUS Inc. has not independently verified any of the information contained herein or on which this document is based. Neither the Company, nor its management or shareholders, nor MergersUS Inc. , nor any of their respective directors, partners, officers, employees or affiliates make any representation or warranty (express or implied) or accept or will accept any responsibility or liability regarding or in relation to the accuracy or completeness of the information contained in this document or any other written or oral information made available to any interested party or its advisers. Any liability in respect of any such information or any inaccuracy in or omission from the document is expressly disclaimed.

www.mergerscorp.com



© 2024 MergersCorp M&A International. All rights reserved.

© 2024 MergersCorp M&A International. MergersCorp™ M&A International is the collective brand name of independent affiliates of MergersCorp M&A International. For more details on the nature of our affiliation, please visit us on our website <https://www.mergerscorp.com/disclaimer>. MergersCorp M&A International is not a registered broker-dealer under the U.S. securities laws. MergersCorp M&A International does not offer or sell securities or provide investment advice or underwriting services. The articles or publications contained in this presentation are not intended to provide specific business or investment advice. The author or MergersCorp M&A International shall not be liable for any errors or omissions, or for any loss suffered by any person or organization acting or refraining from acting as a result of the content of this website. It is recommended that specific independent advice be sought before making any business or investment decision.



WWW.MERGERSCORP.COM