GCF
Business Valuation

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188 SBA Transactions*

GCF MARKET INTELLIGENCE

FEDEX ROUTES

NAICS: 484110, 484121, 484122

- Determine the industry sector first: Pick-up and Delivery (P&D) vs Line Haul are valued differently
- Evaluating the useful life of the trucks dictates the proper CAPEX requirement which will impact value
  - Average engine life is 300,000 miles
  - A minor overhaul increases engine life to 500,000 miles
  - Major overhaul or engine replacement is a $25,000 CAPEX
  - Route owners rarely purchase new trucks because it's less expensive to maintain the existing fleet
- Salary expense should be between 30% and 45% of revenue
- Maintenance expenses should not be above 15% of revenue
- Multiple routes/larger territories will drive higher multiples of SDE/EBITDA

GCF 2021 MARKET DATA

Average Revenue	**$1,912,916**
Average SDE	**$357,856**
Average EBITDA	**$294,269**
Average P/R	**0.71**
Average P/SDE	**2.91**
Average P/EBITDA	**3.71x**

**Proprietary transaction data sourced from PeerComps®*