



FEDEX ROUTES

NAICS: 484110, 484121,
484122

- Determine the industry sector first: Pick-up and Delivery (P&D) vs Line Haul/Long Haul. P&D routes are valued differently than Line Haul/Long Haul routes.
- 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 2023 MARKET DATA

Average Revenue	\$2,075,706
Average SDE	\$398,061
Average EBITDA	\$333,818
Average P/R	.72x
Average P/SDE	2.99x
Average P/EBITDA	3.77x

Proprietary transaction data sourced from PeerComps®

