



KSM

Transport Advisors LLC



Our People : Your Success

KSM Transport Advisors

KSM Transport Advisors (KSMTA) is a financial advisory services company providing guidance and solutions to transportation company stakeholders.

Our Experience

KSMTA provides services exclusively to the middle market trucking and logistics segment of the transportation industry. This focus provides depth of knowledge and expertise, differentiating our capabilities. KSMTA's service solutions fit each client's specific circumstances and are forged from many years of experience as both senior executives with and providing advisory services to the industry's most successful companies.

Our Services

KSMTA provides a wide range of financial services to the trucking and logistics industry. Our services reflect our extensive transportation industry experience and tax and accounting expertise.

Our services include:

- **Mergers, Acquisitions and Divestitures (M&A)**
- **Capital Funding**
- **Financial and Executive Advisory**

Mergers, Acquisitions and Divestitures

The goal of KSMTA's M&A practice is to assist our clients first with the identification of their buyer/seller profile, then with the development of a supportive strategy and finally with execution of that strategy. Generally, this means that we serve as an intermediary for a transaction. By definition, the primary function of an M&A intermediary, whether it is a large investment banking firm or a one-person operation, is to identify and qualify buyers and sellers, and ultimately bring them together in a successful transaction.

Our M&A services include:

For Buyers:

- Identifying, evaluating and screening potential targets
- Financial modeling of potential acquisitions
- Assistance with capital restructuring to allow acquisitions
- Contacting sellers and preparing offering memorandums
- Conducting negotiations and managing transactions through closing
- Managing the due diligence investigation
- Working with legal counsel to develop the purchase documents

For Sellers:

- Determining fair market and investment business values
- Developing effective sales materials and offering memorandums
- Identifying, contacting and managing communications with qualified buyers
- Facilitating solutions to address family, buyer and seller differences
- Managing negotiations and due diligence requests
- Evaluating offers and helping legal counsel develop appropriate purchase documents

Whether buying, selling, investing or liquidating, KSMTA has the skill and experience to optimize transportation merger and acquisition transactions.



Capital Funding

Having access to cost effective funds for working capital, equipment replacement, and expansion or acquisitions continues to be a primary success determinate for transportation companies. Structure of these funds, which is often overlooked, can be equally important. KSMTA provides assistance with the following capital funding services:



- Sourcing debt capital for acquisitions, expansion and turnarounds
- Financial restructuring
- Developing cash flow and capital requirement projections
- Establishing effective lender communications and relationships
- Managing liquidity and the cost of capital

Survival may ultimately rest on effective capital management practices. For over 30 years the principals of KSMTA have been formulating the skills and contacts required to successfully address the capital requirements of middle market trucking companies. Our services focus on the belief that successful capital funding requires extensive preparation and effective presentation.

Financial and Executive Advisory Services

Our core competency is the executive and financial management of full-truckload trucking companies. KSMTA has intimate knowledge of the successful management techniques and the systems used by the most successful carriers in the industry. Our extensive knowledge provides value-added assistance in the following areas:

- Organizational and financial assessments, including benchmarking
- Financial management processes and reporting, including budgeting
- Financial modeling and analysis, including Key Performance Indicators-driven financial projections
- Margin improvement

Confidentiality

The nature of our work gives us access to a great deal of confidential information. Accordingly, our first priority is always protecting the sensitivity of client communications. All matters relating to client business are held in the strictest of confidence.

Consult with the experts at KSMTA and see how our experience and focus on the transportation industry makes a difference. For more information about how KSMTA can assist your business, contact Bruce Jones, President, at 1.888.242.6003 or bjones@ksmta.com.





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