



Maritime Operations Buy-side Mandate



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Zigr a private equity (PE) firm aims to capitalize on the growing demand for maritime logistics and charter services by strategically acquiring businesses that align with the following criteria:

- ▶ **Maritime Logistics & Charter Companies:** These are companies involved in maritime logistics and charter services, including stevedoring, port, and terminal services.
- ▶ **US Flag Ship Operations:** Heavy focus on US-flagged or US Jones Act compliant vessels & operating companies across various shipping sectors and vessel types, such as dry bulk vessels, cargo transport, barges, and tugboats for ship assist.
- ▶ **Freight Forwarding & International Logistics:** We are seeking companies engaged in freight forwarding, air freight, and international logistics to broaden our service offerings and geographic reach to reduce costs & streamline operations.
- ▶ **Ship Brokerage & Marine Transport:** We are looking to acquire ship and yacht brokers, with deep commercial relationships ship to increase import/export capabilities, enhancing our market presence & customer base.
- ▶ **Commercial Charter Services:** We are open to explore opportunities in commercial charter companies specializing in ocean charters, catering to diverse client needs in international hard to penetrate markets & locations.
- ▶ **Ship Repair & Maintenance:** We are seeking to build a portfolio of ship repair companies with expertise in large vessel repair, including hull, mechanical, and electrical systems, along with floating and stationary dry docks equipped to handle sizable vessels.

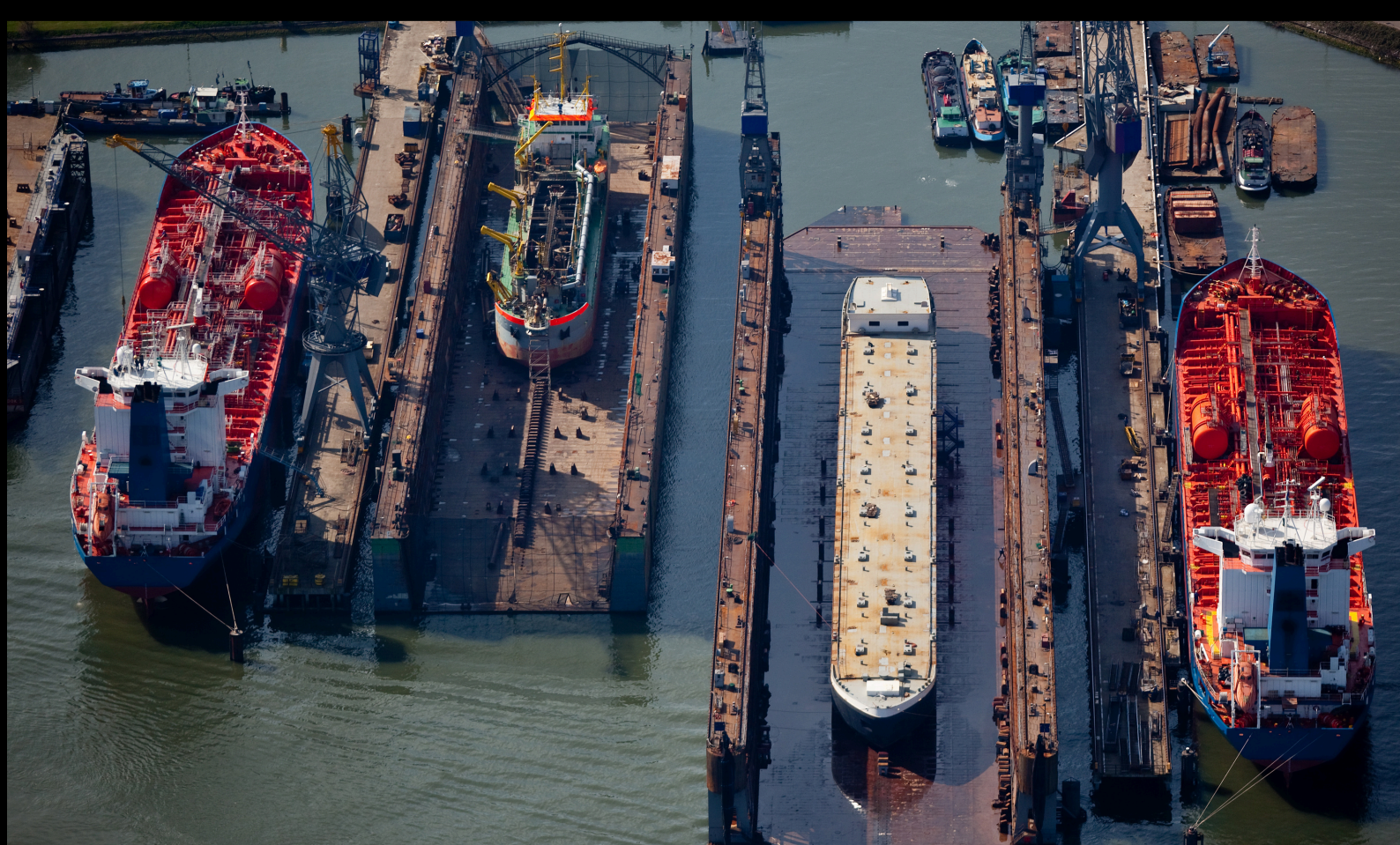


► Maritime Logistics & Charter Companies

- Stevedoring, Port, & Terminal Services
 - Freight Forwarder & Air Freight
 - International Logistics Companies
 - Ship & Yacht Brokers
 - Ship Import/Export
 - Marine Transport Companies
 - Commercial Charter Companies such as Ocean Charters
 - US Flag Ship - US-flagged / US Jones Act compliant vessels and operating companies across multiple shipping sectors and vessel types including Dry Bulk Vessels, Cargo Transport, Barges, Tug Boats for Ship Assist, etc.
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► Dry-docking & Ship Repair Companies

- Large Vessel Repair with OEM and Manufacturing Connections.
- Hull, Mechanical, and Electrical (HM&E) systems are used on ships and include areas such as: Main propulsion, Integrated bridge and navigational systems, and Power generation and distribution.
- Floating & Stationery Dry Docks with repeating customers
- NAVSEA Approved Alteration Installation Teams - (AIT) and those with Agreement for Boat Repair (ABR) Agreements





Expansion into Dredging, Marina & Shipyard Construction, Tunneling, Heavy Lift & Salvage, and Aggregates:

- ▶ **Dredging:** Dredging companies that specialize in the excavation and removal of sediments and debris from water bodies, ports, and harbors to maintain navigational channels, deepen berths, and reclaim land for infrastructure development. Dredging operations play a crucial role in ensuring safe and efficient maritime transportation and supporting coastal protection and environmental remediation initiatives.
- ▶ **Marina & Shipyard Construction:** Zigr will explore opportunities in marina construction companies involved in the design, engineering, and construction of marinas, waterfront developments, and marine infrastructure. Marinas serve as vital hubs for recreational boating, tourism, and waterfront amenities, requiring expertise in dredging, piling, concrete works, and marine construction techniques including drydocks, barges, and outrigging platforms.
- ▶ **Heavy Lift & Salvage:** Zigr will consider investments in heavy lift and salvage companies that provide specialized lifting, rigging, and salvage services for maritime and construction projects. These companies possess the equipment, expertise, and capabilities to undertake complex lifting operations, salvage sunken vessels, and recover valuable assets from underwater environments.
- ▶ **Aggregates:** Companies engaged in the extraction, processing, and distribution of construction aggregates, including sand, gravel, crushed stone, and recycled materials. Aggregates serve as essential building materials for infrastructure projects, including roads, bridges, buildings, and coastal defenses, making them integral to the construction and development industry.
- ▶ **Underwater Tunneling:** Zigr will consider companies specializing in tunneling and underground construction projects, including the development of tunnels for transportation, utilities, and infrastructure purposes.

Tunneling expertise is essential for addressing urban congestion, improving transportation connectivity, and facilitating the efficient movement of goods and people through subterranean passages.

Workforce Development



Workforce Development

- **XR/VR/AR Training Solutions:** The firm invests in XR/VR/AR training solutions to simulate real-world scenarios and provide immersive learning experiences for employees. By replicating various operational environments, such as shipyards, dry docks, and vessel maintenance facilities, employees can gain practical skills and knowledge in a safe and controlled virtual environment. This approach reduces the risks associated with on-the-job training and accelerates the learning curve for new hires.
- **On-the-Job Training:** Training programs allow employees to apply theoretical knowledge in real-world settings under the guidance of experienced mentors. This hands-on approach fosters skill development, promotes knowledge transfer, and instills confidence in employees as they become proficient in their roles.
- **Classroom Instruction and Certificate Programs:** Zigr offers classroom instruction and certificate programs to provide employees with formal education and qualifications relevant to their roles. These programs may cover topics such as maritime regulations, safety protocols, technical skills, and leadership development. By investing in continuous learning and skills enhancement, Zigr empowers employees to advance their careers and contribute to the success of the organization.
- **Professional Development Opportunities:** Zigr provides employees with access to professional development opportunities, including workshops, seminars, conferences, and online courses. By encouraging lifelong learning and personal growth, Zigr cultivates a culture of continuous improvement and innovation, where employees are motivated to stay updated with industry trends and best practices.
- **Competitive Compensation Packages:** Zigr offers competitive compensation packages, including salary, benefits, and performance incentives, to attract and retain top talent within the maritime industry. By rewarding employees for their contributions and providing opportunities for career advancement, Zigr incentivizes high performance and loyalty.
- **Supportive Work Culture:** The firm will foster a supportive work culture characterized by open communication, collaboration, and mutual respect. By prioritizing employee well-being, work-life balance, and inclusivity, Zigr creates a positive and motivating environment where employees feel valued, engaged, and empowered to excel.

Additive Manufacturing (AM)



Leveraging Market Demand for Additive Manufacturing (AM)

► Additive Manufacturing

Additive Manufacturing, also known as 3D printing, has revolutionized the manufacturing process by enabling the production of complex components and parts with unprecedented precision and efficiency. In the maritime sector, additive manufacturing offers opportunities to accelerate prototyping, reduce lead times, and customize vessel components to meet specific requirements. Zigr will leverage additive manufacturing by:

- Investing in advanced 3D printing technologies: Zigr will equip its portfolio companies with cutting-edge additive manufacturing capabilities, including metal and polymer 3D printing systems, to produce intricate components, spare parts, and prototypes on demand.
- Streamlining supply chains: By leveraging additive manufacturing for localized production of spare parts and components, Zigr's portfolio companies can reduce reliance on traditional supply chains, minimize inventory costs, and improve responsiveness to maintenance and repair needs.
- Enhancing product customization: Additive manufacturing enables product customization and design optimization, allowing Zigr's portfolio companies to tailor vessel components to specific performance requirements, client preferences, and environmental conditions.

By integrating additive manufacturing into its operations, Zigr's portfolio companies can unlock new opportunities for innovation, sustainability, and operational resilience in the maritime industry.

The firm aims to empower its portfolio companies to drive innovation, optimize operations, and deliver value-added solutions that address the evolving needs of the maritime and construction sectors. Through strategic investments in digital technologies and manufacturing capabilities, Zigr seeks to position itself as a leader in the maritime industry's digital transformation journey, creating sustainable growth and competitive advantage for its stakeholders.



NAVAL ARCHITECTURAL AND DESIGN SOLUTIONS



ULTRASONIC THICKNESS MEASUREMENTS



INFRARED THERMOGRAPHY



VIBRATIONAL ANALYSIS

**Tech-enabled Vessel Inspection &
Comprehensive Report Services**

Tech-enabled Vessel Inspection & Comprehensive Report Services

▶ NAVAL ARCHITECTURAL AND DESIGN SOLUTIONS

- *Pre-purchase Inspections*
- *New Building Supervision*
- *Scantling / Re-scantling Analysis*
- *Dimensional Survey using Laser Scanning*
- *Structural Plan Modifications and Updating*
- *Board and Draft Calculations*
- *Damage and Trim Stability Calculations*
- *2-D Modelling and Stress Analysis*
- *3-D Modelling and Finite Element Analysis*
- *Tank Conversion Plan*
- *Vessel Modification / Repair Planning*
- *CAD Modelling for Regeneration of Plans and Drawings*

▶ Condition Assessment Survey

- *Corrosion Monitoring*
- *Coating Assessment*
- *Pipeline Inspection*
- *Tank Sedimentation*
- *Rafting and Rope Access Surveys*

▶ Dry-dock Repair and Supervision

- *Use of Dry-dock for Steel, Hull, and Pipeline Modernization*
- *Owners' Representative and Monitoring of Class Renewal*
- *Repair Estimation and Budgeting*
- *Damage and Grounding Survey and Assessments*
- *Welding Inspections*
- *Staging Calculations*
- *Fit Up Inspections*
- *Project Flow and Tracking*
- *Monitoring and Resource Optimization*

▶ Post Docking Preparations

- *Comparison of Steel Repairs with yard work done and Invoices*
- *Preparation of Final Report in format as required by Owners*

Technologies & Capabilities

► ULTRASONIC THICKNESS MEASUREMENTS

Ultrasonic thickness measurements represent a state-of-the-art method for assessing the integrity and condition of pipelines, offering comprehensive insights and unparalleled accuracy.

With line scanning capabilities, this technology enables thorough examination of pipeline walls, ensuring reliable and precise measurements of thickness variations.

Line scanning of Pipelines

- *A-Scan – measures the change in Thickness of Pipelines*
- *B-Scan – 2-D section of Pipeline walls along with the Thicknesses*

Through A-Scan analysis, changes in pipeline thickness are meticulously documented, providing crucial data for integrity assessments. B-Scan technology further enhances this process by offering a detailed 2-D section of pipeline walls, complete with thickness readings.

This method is particularly effective for evaluating both linear and circumferential wall thickness, allowing for a comprehensive understanding of overall pipeline condition.

Utilizing these technologies we have the ability to assess both inner and external thickness, providing a holistic view of pipeline health. By uniformly detecting pits and other anomalies, this technique facilitates proactive maintenance efforts and ensures the longevity of pipeline assets. The comprehensive reporting capabilities and powerful software analysis streamline data interpretation, enabling informed decision-making and swift action.

An additional benefit is its non-intrusive nature, allowing measurements to be taken while the vessel is in operation, thus minimizing disruptions to operations.

The compact size of the probe enables measurements in tight spaces, eliminating the need to open flanges at either end of the pipeline. The constant couplant provided by the attached water pump ensures continuous contact, enhancing measurement accuracy.

Ultrasonic thickness measurements offer advanced features such as minimum thickness alarms and color-coded scans for identifying critically thin areas, enhancing safety and risk management. The automatic generation of reports and cost-effective nature of this method compared to traditional alternatives such as PIGs and ROVs further underscore its value proposition.

Technologies & Capabilities

► INFRARED THERMOGRAPHY

- Utilizing infrared thermography of electrical and electro-mechanical components is a cutting-edge technique crucial for maintaining the integrity and reliability of critical systems.
- By capturing thermal images, this technology enables the identification of surface heat variations, revealing insights that are otherwise invisible to the naked eye. With its ability to detect abnormally hot, blocked, or overloaded electrical systems, infrared thermography serves as an early warning system for potential hazards.
- By identifying these thermal signatures of impending damage before it occurs, preventive measures can be implemented to mitigate risks and avoid costly downtime.
- This technology excels in pinpointing even the slightest heat variation and hot spots, allowing for targeted interventions and proactive maintenance efforts to uphold operational efficiency and safety standards.

Electrical Applications

- Fuses
- Motor controllers
- Transformers and drives
- Switchboards
- Earth faults
- Circulating currents
- Laminations
- High voltage overhead distribution lines

Mechanical Applications

- Motors
- Pumps
- Heat exchangers
- Bearings
- Gearboxes
- Drive belt

Technologies & Capabilities

► VIBRATIONAL ANALYSIS

- Vibrational analysis plays a pivotal role in the boat repair, and vessel industry by providing critical insights into the health and performance of propulsion and mechanical systems. This analysis utilizes advanced technologies such as accelerometers, vibration sensors, and data acquisition systems to detect and measure vibrations across various components and systems onboard vessels. Areas commonly inspected include propulsion systems, engines, shafts, bearings, and other mechanical equipment. By monitoring vibrations, analysts can identify anomalies such as excessive vibrations, misalignments, bearing wear, or mechanical faults that may indicate potential issues or inefficiencies.
- The value of vibrational analysis lies in its ability to proactively identify problems before they escalate into costly failures or downtime. By capturing and analyzing vibration data, operators can gain valuable insights into the condition of critical systems, allowing for timely maintenance or corrective actions to be taken. For example, if abnormal vibrations are detected in a propulsion system, it may signal misalignment or imbalance issues that require adjustment or repair. Similarly, identifying bearing wear early on can prevent catastrophic failures and extend the lifespan of components.
- Insights gained from vibrational analysis enable informed decision-making, optimized performance, and enhanced safety onboard vessels. By addressing underlying issues promptly, operators can minimize the risk of unexpected breakdowns, improve reliability, and reduce maintenance costs over the long term. Additionally, vibration analysis aids in optimizing fuel efficiency, reducing emissions, and ensuring compliance with regulatory standards.
- Corrective actions resulting from vibrational analysis reports may include realignment of shafts, replacement of worn bearings, balancing of rotating components, or adjustments to operating parameters. By addressing root causes of vibrations, operators can ensure smooth operation, mitigate risks, and maintain the integrity of critical systems, ultimately contributing to the overall efficiency and safety of maritime operations.

Mechanical Diagnostics of:

- Motors
- Fans
- Gearbox
- Couplings
- Pumps
- Compressors

Scope of Inspection:

- Unbalance
- Looseness
- Misalignment
- Bearing Failure



NAVAL ELECTRONICS



NAVIGATION SYSTEMS



NAVAL COMMUNICATIONS



MARITIME AUTOMATION

**Electronics, Navigation,
Communication, and Automation**

Electronics, Navigation, Naval Communication, & Automation

In a dynamic maritime landscape where technology becomes obsolete at an accelerating pace, our company stands out as a beacon of innovation and reliability. We are not just another service company; we are the premier marine services and solutions provider in the region, driven by a commitment to cutting-edge technology and unwavering client satisfaction.

At the heart of our operations is a dedicated team of engineers, meticulously trained and equipped to tackle any challenge that arises in the realm of marine electronics, navigation, communication, and automation. Their expertise is not just a resource; it's our most valuable asset, ensuring that every project we undertake is executed with precision and excellence.

But we don't stop at mere service provision. We are solution architects, leveraging our engineering prowess to offer bespoke solutions tailored to the specific needs of our clients. Whether it's providing tech support to troubleshoot issues, retrofitting outdated systems, overseeing newbuild installations, conducting repairs, or spearheading integration and modernization efforts, we are there every step of the way.

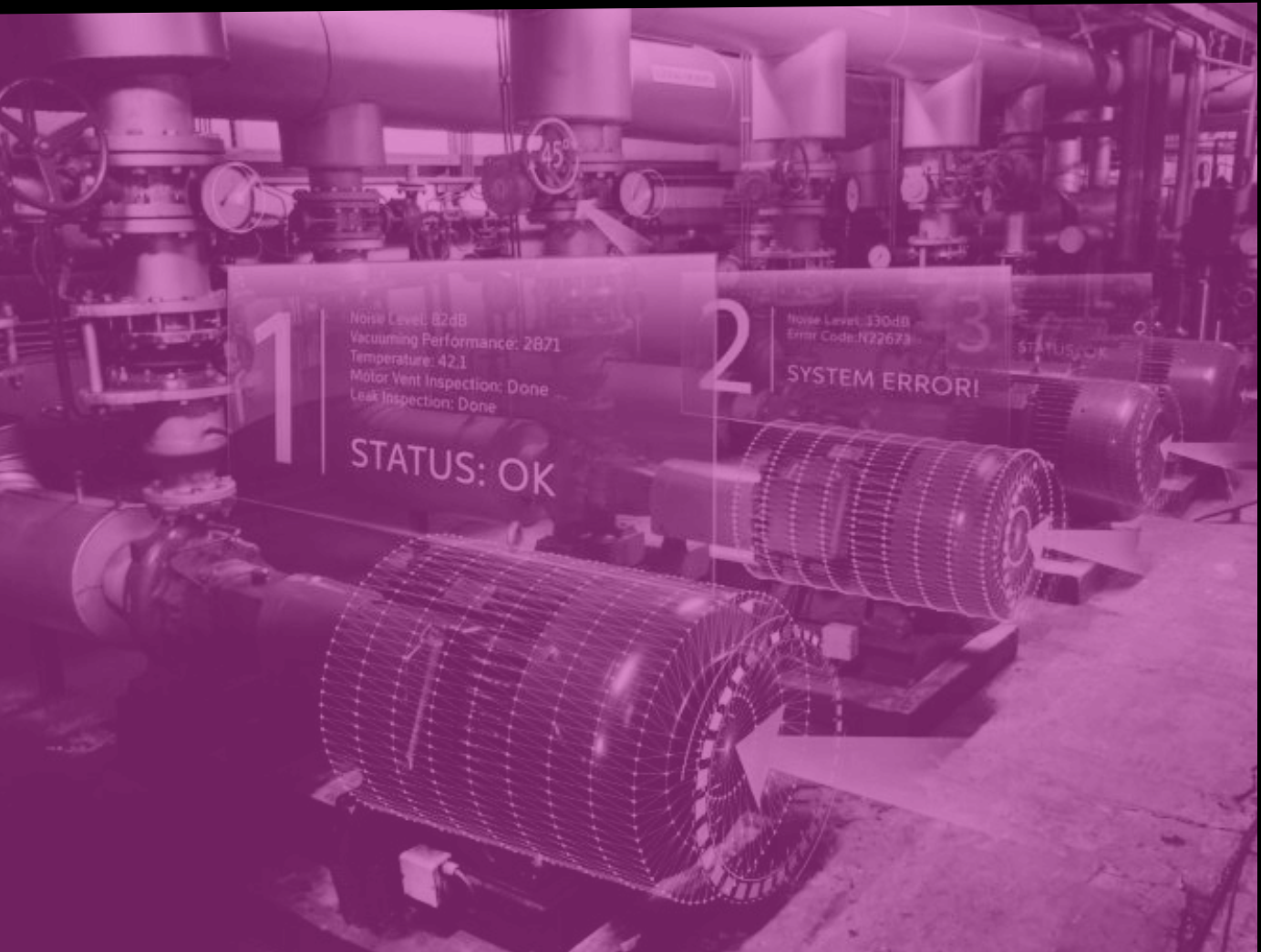
Key to our success is our extensive network of OEM manufacturers, enabling us to deliver cost-effective solutions without compromising on quality or commitment to high engineering standards. This partnership ensures that our clients receive the most advanced and reliable equipment available, backed by our unwavering dedication to service excellence.

In a world where technological advancements are reshaping the maritime industry, we remain steadfast in our mission to provide cutting-edge solutions that propel our clients forward, ensuring their success in an ever-evolving landscape. With us, you're not just getting a service provider; you're gaining a trusted partner in innovation and reliability.

► Core Activities

- *Test & Certification*
- *Calibration Services*
- *Consultancy Services*
- *Radio Surveys*
- *Interfacing Solutions*
- *Retrofit & Customization Services*
- *Radio Programming & Repairs*
- *Annual Maintenance Contracts*
- *Supply & Installations*
- *Spare Parts Support & Sourcing*
- *Service of Marine Equipment*
- *Turnkey Project Management Support*
- *Warranty & After Sales Support*
- *Workshop Based Repair Services*
- *Shore Base Maintenance Contracts*
- *Annual Performance Tests*

Integrated Digital Shipbuilding (IDS)



Leveraging Trends in Integrated Digital Shipbuilding (IDS)

In navigating the evolving landscape of the maritime industry, Zigr recognizes the significance of embracing emerging trends and technologies to drive innovation, enhance operational efficiency, and stay ahead of the competition.

► Integrated Digital Shipbuilding (IDS)

Integrated Digital Shipbuilding (IDS) represents a paradigm shift in the way vessels are designed, engineered, constructed, and maintained. By harnessing the power of digital technologies, such as computer-aided design (CAD), simulation software, virtual reality (VR), and artificial intelligence (AI), IDS enables shipbuilders to streamline workflows, optimize designs, and reduce time-to-market. Zigr will capitalize on IDS by:

- Investing in digital design and engineering tools: Zigr will equip its portfolio companies with state-of-the-art digital design and engineering software to create complex vessel designs, simulate performance scenarios, and validate structural integrity before physical construction begins.
- Implementing digital twin technology: Zigr will leverage digital twin technology to create virtual replicas of vessels, enabling real-time monitoring, predictive maintenance, and performance optimization throughout the lifecycle of the asset.
- Enhancing collaboration and communication: Zigr will promote collaboration among stakeholders, including designers, engineers, shipbuilders, and clients, by utilizing digital platforms and project management tools to facilitate seamless communication and information sharing.

Maritime Third-Party Logistics



Driving Factors in Maritime Third-Party Logistics

With the exponential growth of global trade and the increasing complexity of maritime supply chains, there's a critical need for specialized logistics services tailored to the unique challenges of the maritime industry.

As the shipping industry evolves to accommodate larger vessels, tighter schedules, and stricter environmental regulations, there's a growing demand for comprehensive logistics solutions that encompass both traditional 3PL services and specialized shipping expertise.

► LSTP - Logistics, Shipping, and Third-Party Services

LSTP providers offer end-to-end support, from optimizing cargo flows and managing inventory to coordinating vessel operations and ensuring compliance with maritime regulations.

Stat: According to a report by MarketWatch, the global third-party logistics market is expected to reach \$1.9 trillion by 2028, driven by the increasing complexity of supply chains and the growing importance of efficient logistics operations.

► M3PL - Maritime Multi-Modal Party Logistics

In an era marked by intermodal transportation and supply chain integration, M3PL providers offer a holistic approach to logistics management that spans multiple modes of transport, including sea, air, rail, and road. By leveraging advanced technologies such as artificial intelligence (AI), machine learning (ML), IoT sensors and blockchain, M3PL providers can track, trace, and optimize cargo movement across different transportation networks, reducing transit times and enhancing supply chain visibility.

Stat: According to the International Maritime Organization (IMO), around 80% of global trade by volume and over 70% by value are carried by sea, highlighting the significance of maritime logistics in the broader context of multi-modal transportation.

► SFLP - Sea Freight and Logistics Partnerships

Recognizing the pivotal role of sea freight in global trade, SFLP emphasizes the strategic partnerships between logistics providers, shipping companies, and other stakeholders to streamline maritime supply chains and drive operational efficiency. By fostering collaboration and information sharing, SFLP enables end-to-end visibility and seamless coordination throughout the entire shipping process, from origin to destination.

Stat: According to the World Trade Organization (WTO), maritime transport accounts for around 80% of global trade flows, underscoring the importance of effective partnerships in optimizing sea freight logistics.

Required Licenses & Sought After Capabilities

▶ Licenses and Certifications

- FMC (Federal Maritime Commission) License
- NVOCC (Non-Vessel Operating Common Carrier) License
- IATA (International Air Transport Association) Certification
- C-TPAT (Customs-Trade Partnership Against Terrorism) Certification
- ISO 9001 Certification (Quality Management)
- AEO (Authorized Economic Operator) Status

▶ Capabilities and Services

- Extensive International Shipping Connections
- Direct Port Access and Relationships with Major Ports
- Comprehensive Freight Forwarding Services
- Multimodal Transportation Capabilities (sea, air, land)
- Warehousing and Distribution Services
- Customs Brokerage and Clearance Services
- Supply Chain Management and Logistics Planning
- Technological Integration for Tracking and Reporting

▶ Business Experience and Reputation

- Minimum of 10 Years in Business
- Strong Industry Reputation and Brand Recognition
- Diversified Customer List Across Various Industries
- Proven Track Record of High Customer Satisfaction and Retention

▶ Financial Health


- Gross Revenue Exceeding the Proposed Purchase Price
- Consistent Year-over-Year Revenue Growth
- Profitability and Positive Cash Flow
- Strong Balance Sheet with Minimal Debt

▶ Assets & Collateral

- Significant Tangible Assets for Collateral
(e.g., fleet of vehicles, warehousing facilities, equipment)
- Advanced Logistics Technology and Software Systems
- Owned or Long-term Leased Warehousing Facilities at Below Market Rates

▶ Deal Structure and Flexibility

- Willingness to Accept Seller Financing or Earn-Out Agreements
- Flexible Closing Timeline to Accommodate Buyer's Due Diligence
- Transparent and Willing to Provide Comprehensive Business Documentation
- Open to Transition Period and Seller Support Post-Sale

A photograph of three business professionals in a meeting, overlaid with a teal color filter. The central figure is a man with a beard and mustache, smiling and looking towards the right. He is wearing a dark suit and a light-colored tie. To his right, another man with a beard is shown in profile, looking towards the central man. In the background, a third man is seated at a desk, looking down at some papers. The scene is set in a modern office environment with a whiteboard and a window visible in the background.

Deal Flow Requirements

Target Requirements:

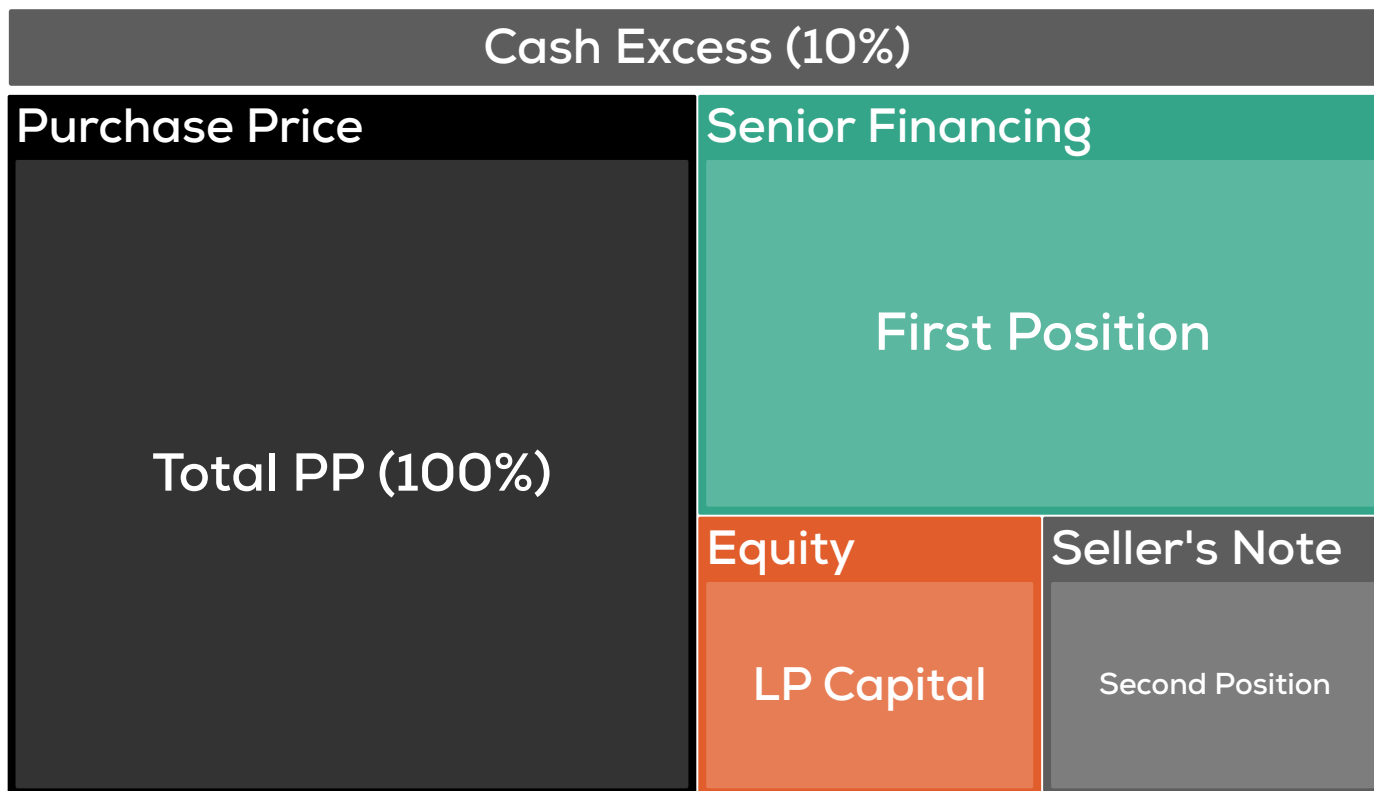
Companies should be profitable, reputable, and exhibit sound financials:

Identified companies should demonstrate potential for expansion, supported by repeat business and a robust customer base. They typically have strong balance sheets reflecting that the company has acquired substantial investments in heavy equipment, real estate/land, vessels, and other assets etc.

- **Minimum Gross Revenue of \$10m Per Year**
- **Minimum of \$2m EBITDA Per Year**
- **Minimum of Employees: 15**
- **Ideal Location: USA however will consider other countries with Port Access & Second Tier Management**



Capital Stack & Deal Structure



Key Takeaways:

Total Uses & Sources

- Over-financed at 110% of the Purchase Price
- 10% or greater Working Capital
- Cash Reserves built into the Capital Stack

Deal Structure

- 10% to 20% - Equity Contribution (Majority LP Capital)
- 10% to 25% - Seller's Note or Earn-out
- 60% to 80% - Senior Debt, Unitranche, or Carve-outs (ABL, RBF, Bank or Non-Conventional Lender)

Example of Unitranche Financing for Acquisitions

Purchase Price	\$ 10,000,000	including closing costs			EXCESS
ASSET	VALUE	LTV	LOAN	EXCESS	VALUE
Accounts Receivable	\$ 1,000,000	80%	\$ 800,000	20%	\$ 200,000
Real Estate	\$ 4,000,000	75%	\$ 3,000,000	25%	\$1,000,000
Equipment	\$ 750,000	65%	\$ 487,500	35%	\$ 262,500
Inventory	\$ 1,000,000	50%	\$ 500,000	50%	\$ 500,000
Furniture & Fixtures	\$ 250,000	10%	\$ 25,000	90%	\$ 225,000
Other Assets	\$ 400,000	0%	\$ -	100%	\$ 400,000
Total	\$ 7,400,000		\$ 4,812,500		\$ 2,587,500
Additional Funding Required			\$ 5,187,500		
Equity Raise			\$ 1,550,000		
Mezzanine Raise			\$ 3,875,000		
Total Equity & Mez Raise			\$ 5,425,000		
Funding Surplus for extra working capital			\$ 237,500		

Cost of Asset portion of financing, remains the same, but costs of the *Equity Raise & *Mezzanine Financing are reduced due to some risk protections and use of leverage of the excess collateral value

Due Diligence Checklist

- Company Organization Chart & Key Roles with Executive Summaries
- Company List of Services (Specifically the Business Model)
- Company Equipment List of all Company Assets with Values
- Company Concentration Customer List with Percentages & Amounts
- Company Story, History, and Timeline
- Seller's Perspective on Growth
- Competitor Research & Market Position
- Licenses, Permits, Certificates etc.
- Insurance & Bonds
- Legal Liabilities
- Company Digital Assets, KPI's & Site Metrics
(Website, CRM/Email List, Social Media Profiles, Brand Kits, etc.)

Required Financial Documents

- 3 to 5 Years of Profit & Loss Statements
- 3 to 5 Years of Balance Sheets
- 3 to 5 Years of Tax Returns
- 2 to 3 Years of Company Bank Statements
- Trailing 12 Months of Financials (Month By Month)
- Current Aging Accounts Payable
- Current Aging Accounts Receivable
- Current and Past Depreciation Schedule
- Schedule of Debts
- General Ledger
- Marine Surveys & Appraisal of Assets



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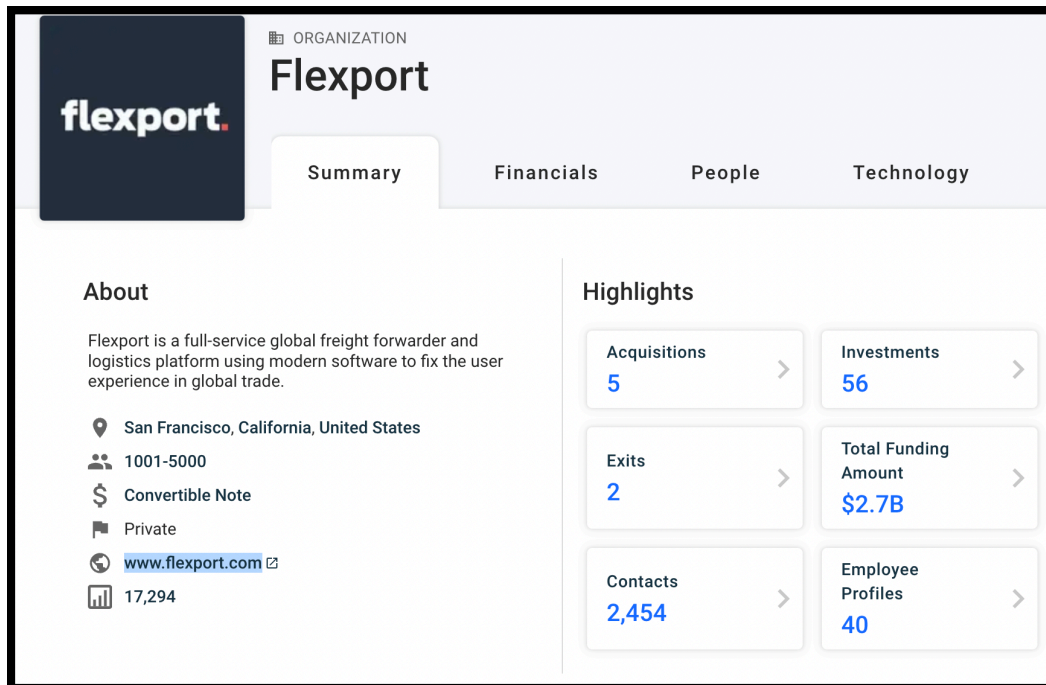
A Qualified Purchaser:

**\$10m+ in Acquisitions & Current Owner
of a Maritime Defense Contractor with
over \$100m+ In DOD Contracts Related
to Maritime Fleet Readiness, Aircraft
Carriers, & Foreign Military Sales (FMS).**



**Lloyd's
Register**





Case Study: Flexport

► Investment Thesis

Flexport's investment thesis revolves around the vision of revolutionizing the traditional freight forwarding industry by leveraging modern software, data aggregation, and advanced analytics to optimize transport services and enhance supply chain visibility on a global scale. With a total funding allocation of \$2.7 billion, Flexport aims to build a fully integrated logistics platform that provides end-to-end solutions for its clients, streamlining the complexities of international trade and logistics operations. By combining cutting-edge technology with industry expertise, Flexport seeks to disrupt the status quo and establish itself as a leader in the digital transformation of freight forwarding.

► Acquisition Strategy

Flexport's acquisition strategy is twofold: to expand its service offerings and to consolidate its position in key markets. With 56 investments and 5 full acquisitions, Flexport strategically targets companies that complement its existing capabilities or provide access to new markets and technologies.

By acquiring companies with expertise in areas such as customs brokerage, warehousing, and transportation management, Flexport enhances its value proposition and strengthens its competitive advantage in the global logistics landscape. Additionally, Flexport's acquisitions enable it to tap into new customer segments and accelerate its growth trajectory, positioning the company for long-term success in a rapidly evolving industry.

Take full control of your supply chain

Streamline

- [Customs](#)
- [Cargo Insurance](#)
- [Duty Drawback](#)

Visualize

- [Flexport Platform](#)
- [Order Management](#)
- [Climate Services](#)

Ship

- [Ocean Freight](#)
- [Air Freight](#)
- [Trucking](#)

Grow

- [Trade Advisory](#)
- [Working Capital](#)
- [E-Commerce](#)

► Current Portfolio

Flexport's current portfolio comprises a diverse range of companies operating across various segments of the logistics and supply chain ecosystem. These include technology startups specializing in data analytics, automation, and digital freight booking platforms, as well as established players offering freight forwarding, customs brokerage, and warehousing services.

By assembling a comprehensive portfolio of companies with complementary capabilities,

Flexport has built a robust infrastructure to support its vision of delivering end-to-end logistics solutions to its clients. With each investment and acquisition, Flexport expands its footprint and strengthens its position as a leading provider of global freight forwarding and logistics services.

► Outcome

The outcome of Flexport's investment and acquisition strategy is the creation of a fully integrated global freight forwarding network and logistics platform that sets new standards for efficiency, transparency, and customer satisfaction in the industry. By harnessing the power of modern software, data aggregation, and strategic partnerships,

Flexport has transformed the way businesses manage their supply chains, reducing costs, minimizing risks, and accelerating time-to-market for goods and commodities. With 2 successful exits and a total funding allocation of \$2.7 billion, Flexport has demonstrated its ability to execute on its vision and deliver value to its stakeholders. Looking ahead, Flexport remains poised for continued growth and innovation as it continues to expand its reach and enhance its capabilities in the dynamic world of global trade and logistics.

Logistics Management & Transportation



Flexport Platform
Manage your supply chain



Customs Brokerage
Clear goods, gain insights



Ocean Freight
Ship in a few clicks



Air Freight
Fly for faster arrivals



Less than Container
Ship any volume



Buyers Consolidation
Consolidate for cost savings



Trucking
Go over the road



Order Management
Collaborate on orders



Booking Management
Manage your ocean network



Climate
Reduce transport emissions

Fulfillment Services



eCommerce Fulfillment
Accelerate sales everywhere



Wholesale Fulfillment
Partner with retailers



Parcel
Purchase and print shipping labels



Replenishment
Keep your inventory in stock



Prep
Avoid costly inventory issues



Returns
Simplify your returns management

Trade Management



Capital
Focus on growth



Trade Advisory
Advance trade strategy



Duty Drawback
Claim duty refunds



Cargo Insurance
Protect your goods



Product Classification
Optimize HS codes



Compliance Certification
Ship dangerous goods

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