

TRUST in a **great partnership.**

# Investment Opportunity



Express transport  
FTL & LTL  
Freight forwarder

# Key information

**11**

years of  
experience

**±21  
mil. €  
revenue  
2021**

**Express Delivery – Time Critical  
Full Truckload (FTL)  
Less than Truckload (LTL)**

**49**

employees

**2**

branch offices

**30**

Own vehicles

**130**

Subcontractor  
Vehicles \*

**250**

Daily  
share cars

Company founded in 2011 in Bucharest and in 2013, the management decided to move its headquarters in Aiud, Alba County, expanding its range of services and focusing on delivering **time critical solutions**. From 2015, company developed **innovative strategies** meant to help minimizing costs, to simplify employees' activity, as well as the whole operational process.

Company has four departments: **management** (3 persons), **accounts and administrative** (6), **operational and commercial** (18), **technical and administrative** (3), **drivers** (20).

EXC offers high quality transport solutions which are personalized by every clients' needs and expectations.

*\* 130 exclusive subcontractors vehicles*



[www.exc-express.com](http://www.exc-express.com)

**±300**

**3.5T VANS**

# Express Delivery

24/7 availability

Exclusive merchandise transport ☒

Competitive prices ☒

Efficient communication ☒

Flexibility and organization ☒

Online CMRs and invoicing ☒

Cargo insurance CMR of 1 500 000€ ☒

Exact control of your transport, track on GPS ☒

Proof of delivery in max. 24h ☒

# Intelligent Tracking

☒ Online availability  
of transport documentation and invoices;

☒ Optimal IT solutions for track & trace integration

☒ 24h/7 status  
updates available on our online platform;

























☒ Order integration;

☒ 50.000 € annually invested in technology.



## Time Critical Solutions

# Main clients

LOGISTICS AND FORWARDING	FASHION AND E-COMMERCE	AUTOMOTIVE AND INDUSTRIAL	CHEMICAL, OIL AND GAS	TECHNOLOGY AND ELECTRICAL	FMCG	AEROSPACE
   will become FedEx    	      Bershka  ZARA	  <b>LEONI</b>    <b>HONDA</b> The Power of Dreams    	   <small>Member: OMV Group</small>	 Invented for life        <b>PHILIPS</b>	 GlaxoSmithKline   PROFESSIONAL     Procter & Gamble	 your destination.our way   ROMANIAN AIR TRANSPORT  
30%	5%	30%	8%	10%	10%	7%

NO "Change of control" specification through the contracts

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# How does the company work

Management Dep.

Management team  
Guideline Direction

Operational Staff Dep.

Manage daily :  
Contracts / Issues  
Opportunities/procedures

Accountancy Dep.

Processing and check  
all trade documents.

AMAZON Department

Manage daily +/-  
80 jobs for trucks

8h 5/7 Days



24h 7/7 Days

Delivering countries

HR Department.

Keep stable company  
stuff.

ERP/CMR Department.

Working through the  
software solutions

Tracking department

Surveillance daily +/-  
300 trucks and clients

Loading and selling Dep.

Loading own car jobs  
Selling daily 250 cars jobs

# Financial Information

	Turnover	Net Profit	Fixed Assets	Current Assets	Equity Ownership	Employees (average no.)
2022 H1	7 388 352	1 331 954	322 614	8 457 229	6 885 748	36
2021	20 259 274	5 555 683	376 435	7 330 581	5 558 007	35
2020	12 053 630	2 116 811	96 313	5 007 763	3 302 594	30
2019	11 886 757	1 943 266	178 924	5 197 813	3 876 759	40
2018	9 265 460	1 507 064	311 826	3 323 543	2 232 599	32

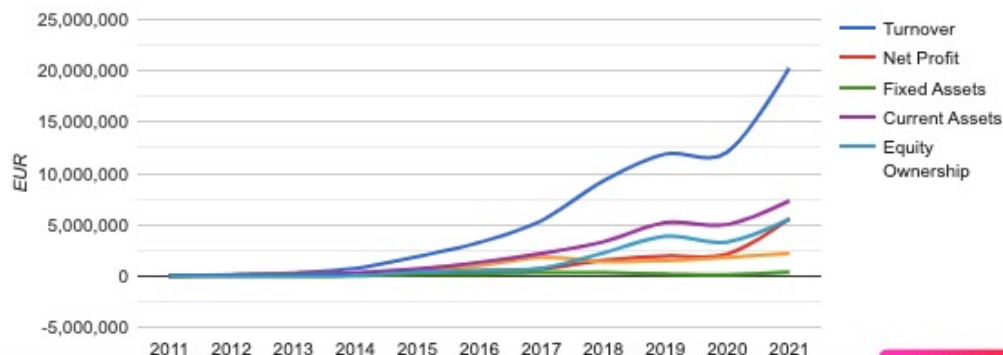
## Key aspects

NO bank loans

NO debts to the State Budget

NO debts to the Suppliers

NO Leasing Contracts



Point X lite



# Expansion strategy

Company has the strategy to open offices at an international level, including countries such as Bulgaria, Hungary, Serbia, Slovakia etc.





# Thank you!



## Atheneum Advisors

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