

Growth Platform & Long-Term Capital

East Coast Warehouse

A leading third-party logistics (3PL) provider, offering integrated temperature-controlled logistics services to the food and beverage industry.

INVESTMENT SUMMARY

In 2022, EGI invested in ECW alongside its management team. The partnership provides additional capital for add-on acquisitions and strategic support for the company as it expands into new geographies. EGI professionals hold three board seats.

INVESTMENT HIGHLIGHTS

END-TO-END SERVICE OFFERING

ECW provides customers with a full suite of logistics services, including temp-controlled and ambient warehousing, drayage, regional distribution, brokerage, and CES exams for Customs and Border Patrol. This, combined with warehouses in close proximity to major east-coast ports, drives long-standing customer relationships and barriers to entry.

LONG-STANDING BLUE-CHIP CUSTOMER BASE

ECW has long-standing customer relationships with some of the world's largest food and beverage shippers. Many of the Company's customer relationships span decades which is a testament to ECW's service quality and breadth of logistics offerings.

STRONG FREE CASH FLOW CHARACTERISTICS

ECW's asset-light business model employs third-party carriers and leased warehouse facilities which results in limited ongoing capital expenditure requirements.

RECESSION-RESILIENT BUSINESS MODEL

The company's focus on non-discretionary food & beverage end-markets provides stability during times of economic uncertainty as volume is driven by consumer consumption trends in some of the largest metropolitan areas in the United States.

SIGNIFICANT GROWTH POTENTIAL

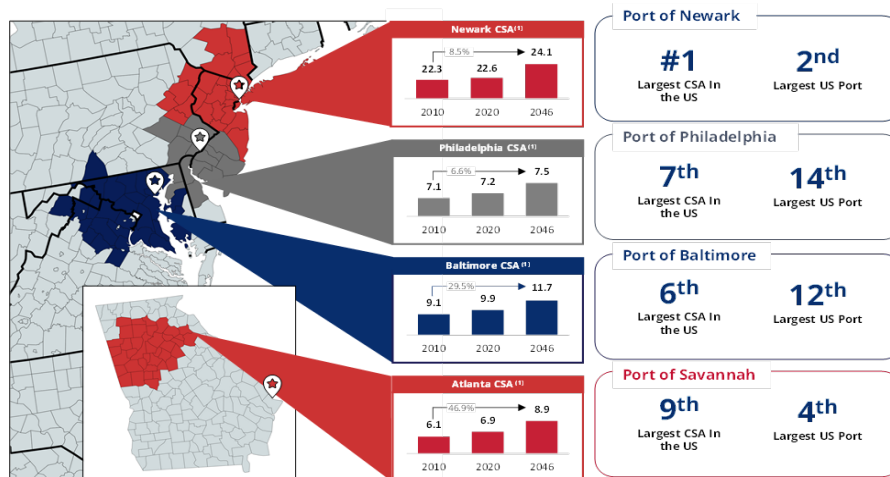
ECW is poised for growth following recent expansion efforts into the Savannah and Baltimore markets. Over time, there is opportunity for growth into new markets whether through acquisitions or organic initiatives.

MANAGEMENT TEAM ALIGNMENT

ECW's tenured management team, led by CEO Jamie Overley, has a demonstrated track-record of growth and operational improvements. In connection with our investment, the ECW management team retained a significant stake in the company, creating strong alignment with this long-term partnership.

COMPANY HIGHLIGHTS

Headquartered in Elizabeth, New Jersey, ECW operates 72 million cubic feet of temperature-controlled and ambient warehouse space at the Ports of New York/New Jersey, Philadelphia, Baltimore and Savannah. In addition to its port-based warehousing services, ECW provides container drayage, local and regional trucking, national freight brokerage and customs exam services, offering shippers a fully integrated supply chain solution.



⁽¹⁾ According to US 2010 and 2020 Census. CSA stands for Combined Statistical Area. Projected 2046 data according to usmayors.org – "Metro Economics Past and Present"