

BUSINESS ACQUISITION OPPORTUNITY

DOMESTIC RELOCATION COMPANY

EXCLUSIVE ACQUISITION OPPORTUNITY | INDIA

100% BUSINESS ACQUISITION

VALUATION EXPECTATION

₹30 – 40 CRORES

3.0x – 4.0x Revenue · 16x – 21x Net Profit (FY25)

13+ Years
Established₹10 Cr Revenue
(FY25)₹12.5 Cr Projected
(FY26)

EBITDA 18.5%

Zero Debt

TRANSACTION ADVISORY BY:

CA Dhiraj Ostwal & Co.

YOUR VISION, OUR EXPERTISE— SEAMLESS M&A SOLUTIONS.

PRIVATE & CONFIDENTIAL

EXCLUSIVE ACQUISITION MANDATE

Business Overview

Full-Service Domestic Relocation Platform

Moving People. Building Futures.

Founded in 2012, the company is a trusted brand in household & corporate relocation with 3 owned offices and an extensive pan-India tie-up network.

Core Services

- Household Shifting – door-to-door residential moves
- Corporate Relocation – employee mobility packages
- Office Moves – IT, furniture, fixtures with minimal downtime
- Packing & Unpacking – professional-grade materials
- Storage Solutions – secured, climate-controlled warehousing
- Car Transportation – pan-India vehicle moving
- Fragile & Art Moves – white-glove service for antiques & electronics

Key Metrics

2012

Founded

3

Owned Offices

250–300

Moves / Month

3,500

Moves / Year

65–75%

Current Utilization – significant headroom

Asset-Light Model: Owned hubs in Mumbai, Pune & Delhi NCR. B2B (90%) + B2C (10%). Pricing: Fixed / Volume-based / Distance-based.

Revenue Mix & Financial Performance

Service-wise Revenue (FY25)

Service Line	Share	₹ Cr
Corporate Relocation	52%	5.2
Household Shifting	42%	4.2
Office Moves	4%	0.4
Fragile & Other	2%	0.2

Top 3 cities outside Mumbai: Pune, Delhi NCR, Bangalore

Profitability & Growth

Metric	FY23	FY24	FY25	FY26F
Revenue (₹ Cr)	7.8	8.9	10.0	12.5
EBITDA (₹ Cr)	1.20	1.50	1.85	2.60
EBITDA Margin	15.4%	16.9%	18.5%	20.8%

~9 days

Cash Conversion Cycle

80%+

B2C Advance Collection

Nil

Working Capital Loans – self-funded operations

Strong Financial Position: Zero debt · Positive cash conversion · 15–20% net profit margin at ₹10 Cr revenue · No external funding dependency.

Business Model & Competitive Advantages

Operational Model

- Asset-Light: 3 owned offices (Mumbai, Pune, Delhi NCR)
- Owned fleet: ~2 vehicles; rest outsourced for inter-city
- Warehousing: Leased facilities in Mumbai & Pune
- Pan-India Network: Trusted partners & franchise tie-ups
- Capex-light – high return on assets

Pricing Mechanism

- Fixed Rate: Local shifting packages
- Volume-Based: Inter-city charging by volume
- Distance-Based: Variable rate per km for long-haul
- Corporate: Negotiated annual rate cards
- Storage: Monthly recurring per sq ft / cubic feet

Key Differentiators

13-YEAR TRUSTED BRAND

Strong word-of-mouth · Zero paid acquisition

PAN-INDIA REACH

Nationwide service delivery without heavy fixed cost

PROFITABLE & SELF-SUSTAINING

EBITDA margin expanding · Strong FCF generation

HIGH-GROWTH MARKET

India domestic moving market growing at 12–15% CAGR

B2B (90%) – annual contracts with corporates, HR depts

B2C (10%) – retail households, referrals, online leads

Management & Transaction Details

Leadership Team

Founder & Director

Extensive experience in domestic relocation, strategy, client relations & sales.

Co-Founder & Director

Deep logistics & operations expertise, built pan-India partner network.

Founder Retention: 18–24 months · Non-Compete: 3 years, pan-India

Transaction Overview

Parameter	Details
Valuation Expectation	₹30 – 40 Cr
Multiple	3.0x – 4.0x Revenue · 16x–21x Net Profit
Preferred Structure	100% Acquisition (Strategic Buyer)
Alternative	51–75% Majority Stake + Earnout
Payment Terms	70% Cash at Close · 30% Earnout (2 yr)
Earnout Trigger	₹13 Cr Revenue in FY26

Strategic Buyer Preferred – industry expertise, cross-selling, tech integration, shared customer relationships.

Key Transaction Milestones

Sign NDA

Access full financials, client list, asset schedule

Management Meet

Meet the leadership team, discuss vision

Submit LOI

Non-binding LOI with valuation & structure

Ready to Explore a Partnership?

We look forward to connecting you with this high-growth acquisition opportunity.

CA DHIRAJ OSTWAL & Co.

Your Vision, Our Expertise — Seamless M&A Solutions.

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