

The 13-Week Cash Flow Checklist for FedEx Route Buyers

FREE PRE-LOI CHECKLIST

A one-page checklist that walks a FedEx route buyer through building a 13-week cash forecast before the LOI: find the lowest cash week, size working capital, fund the fleet reserve, and confirm DSCR on adjusted EBITDA.

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| ☐ 01 Collect 12 months of weekly settlement statements
Match them to bank activity. EBITDA that doesn't reconcile to deposits is a presentation. | ☐ 05 Stress-test fuel (+10%) and payroll (+5 points)
If the deal only works when nothing moves, it doesn't work. |
| ☐ 02 Map weekly payroll, fuel, and settlement timing
Payroll goes out before FedEx settles. Know that gap in dollars. | ☐ 06 Find the lowest cash week and size the working capital line
Arrange the line before closing, not after the first shortfall. |
| ☐ 03 Calendar quarterly insurance, tax estimates, and loan payments
Lumpy costs break weeks that look fine on average. | ☐ 07 Recalculate DSCR on adjusted EBITDA
Lenders want 1.25x minimum and prefer 1.35x or better. |
| ☐ 04 Fund the fleet CapEx reserve per truck
Build it from each truck's replacement cost, resale value, and remaining life. Ask for age and mileage. | ☐ 08 Bring the results to a Pre-LOI Deal Review
Use the numbers to reprice or restructure before you sign the LOI. |

Ready to run these numbers before you sign?

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