



2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	© VALUE LINE PUB. LLC	21-23
19.49	21.18	25.47	32.88	37.97	42.83	50.40	45.35	55.85	58.29	70.41	85.90	92.05	93.94	93.05	106.56	120.50	125.35	Revenues per sh	146.10
.65	.73	.87	1.28	1.68	2.06	2.29	2.34	2.51	2.62	3.92	3.18	3.46	4.02	4.16	4.20	5.35	5.70	"Cash Flow" per sh	7.20
.56	.67	.80	1.16	1.53	1.86	2.08	2.13	2.33	2.62	3.67	2.65	3.05	3.51	3.59	3.48	4.60	4.95	Earnings per sh ^A	6.30
.12	.16	.26	.37	.57	.72	.88	.97	1.04	1.20	1.67	1.40	1.43	1.57	1.74	1.81	1.85	1.96	Div's Decl'd per sh ^{BE}	2.60
.04	.05	.20	.13	.25	.26	.14	.21	.17	.30	.31	.32	.20	.20	.52	.29	.60	.65	Cap'l Spending per sh	.80
2.52	3.03	3.64	4.51	5.47	6.10	6.51	6.46	7.25	7.04	9.33	6.33	7.16	8.02	8.90	10.22	11.60	13.25	Book Value per sh ^C	19.65
169.01	170.61	170.48	173.03	172.66	170.82	170.21	167.10	166.05	177.31	161.33	148.46	146.33	143.46	141.26	139.54	139.00	138.00	Common Shs Outst'g ^D	135.00
27.4	27.0	28.1	26.0	29.2	27.2	25.9	24.6	27.0	28.1	16.7	22.3	20.6	19.5	19.8	21.5	21.50	21.50	Avg Ann'l P/E Ratio	23.5
1.50	1.54	1.48	1.38	1.58	1.44	1.56	1.64	1.72	1.76	1.06	1.25	1.08	.98	1.04	1.08	1.00	1.00	Relative P/E Ratio	1.30
.8%	.9%	1.1%	1.2%	1.3%	1.4%	1.6%	1.9%	1.7%	1.6%	2.7%	2.4%	2.3%	2.3%	2.4%	2.4%	2.4%	2.4%	Avg Ann'l Div'd Yield	1.8%

CAPITAL STRUCTURE as of 9/30/18				2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	© VALUE LINE PUB. LLC		21-23
Total Debt \$1341.3 mill. Due in 5 Yrs \$1050.0 mill.				8578.6	7577.2	9274.3	10336	11359	12752	13470	13476	13144	14869	16750	17300	Revenues (\$mill)	19725	
LT Debt \$1341.3 mill. LT Interest \$20.0 mill. (47% of Cap'l)				7.0%	8.1%	7.0%	7.0%	6.3%	5.8%	6.0%	6.9%	6.9%	5.8%	6.0%	6.0%	Operating Margin	6.5%	
Leases, Uncapitalized: Annual rentals \$51.3 mill. No Defined Benefit Pension Plan				31.2	30.5	29.4	32.5	38.1	56.9	57.0	66.4	74.7	93.0	100	105	Depreciation (\$mill)	115	
Common Stock 137,504,393 shs. as of 11/6/18				359.2	360.8	387.0	431.6	593.8	415.9	449.7	509.7	513.4	492.8	645	685	Net Profit (\$mill)	855	
MARKET CAP: \$12.1 billion (Large Cap)				37.9%	38.5%	38.0%	37.9%	38.0%	38.2%	37.8%	38.1%	36.8%	32.4%	24.5%	24.0%	Income Tax Rate	24.0%	
CURRENT POSITION				4.2%	4.8%	4.2%	4.2%	5.2%	3.3%	3.3%	3.8%	3.9%	3.3%	3.9%	4.0%	Net Profit Margin	4.3%	
Cash Assets				650.2	575.5	710.2	734.9	440.1	394.5	529.6	282.1	162.4	523.4	675	505	Working Cap'l (\$mill)	1100	
Receivables				--	--	--	--	--	500.0	500.0	500.0	500.0	750.0	1000	1000	Long-Term Debt (\$mill)	1000	
Inventory (Avg Cst)				1107.2	1079.9	1204.1	1248.5	1504.4	939.7	1047.0	1150.5	1257.8	1425.7	1615	1830	Shr. Equity (\$mill)	2650	
Other				32.4%	33.4%	32.1%	34.6%	39.5%	29.2%	29.9%	32.0%	29.9%	23.7%	25.5%	25.0%	Return on Total Cap'l	24.0%	
Current Assets				32.4%	33.4%	32.1%	34.6%	39.5%	44.3%	43.0%	44.3%	40.8%	34.6%	40.0%	37.5%	Return on Shr. Equity	32.5%	
Accts Payable				18.8%	18.3%	18.1%	19.0%	21.2%	20.8%	22.4%	23.8%	21.3%	16.5%	24.0%	22.5%	Retained to Com Eq	19.0%	
Debt Due				42%	45%	44%	45%	46%	53%	48%	46%	48%	52%	40%	39%	All Div'ds to Net Prof	41%	
Other																		
Current Liab.																		

BUSINESS: C.H. Robinson Worldwide, Inc. is one of the largest third-party logistics companies in North America. It is a non-asset based provider of multimodal & logistic solutions and fresh produce sourcing. Has offices in North America, South America, Europe, and Asia. Acquired Smith Terminal Trans. Svcs (1/02); FoodSource & Epic Roots (2/05); Hirdes Grp. & Bussini Trans. (9/05); Freightquote.com (1/15). Has 15,075 employees. Officers & directors own less than 1.0% of common stock; Vanguard, 11.3%; BlackRock, 7.8%; Capital International Investors, 7.3% (4/18 Proxy). Chairman, President & CEO: John P. Wiehoff. Inc.: DE. Address: 14701 Charlson Road, Eden Prairie, Minnesota 55347. Telephone: 952-937-8500. Internet: www.chrobinson.com.

C.H. Robinson is having a good year. Strong quarterly results continued in the September interim, where the top line increased 13%, to \$4.3 billion, and net revenues (which exclude purchased transportation services) rose 16%, to \$694 million. Growth in the latter signifies the company's ability to add value while selling third-party services. A carrier-friendly trucking backdrop helped considerably. **Truckload volume in North America declined very slightly, while other means of transportation (like air and intermodal) picked up the slack.** Yet rates for trucking services, excluding fuel cost fluctuations, rose 14%, with both spot-market pricing and contract rates trending higher. The primary reason for the uptick was tight capacity in the industry. New regulations implemented just under a year ago require electronic logging devices in all interstate motor carriers across the country. This made limitations on driver hours far more easily enforceable. Given a shortage of drivers, pricing has been at a premium this year. This dynamic considerably helped on the cost absorption front, as operating leverage on net revenues increased 270 basis points, to 35.4%. Meanwhile, share net jumped 47%, year over year, to \$1.25, thanks also to the windfall of lower corporate taxes. **In 2019, truckload demand will probably remain healthy.** Supply increases, though, are slated to balance out the equation, likely resulting in slower price expansion. Management estimates a low- to mid-single-digit increase in contract rates this coming year. We are cautiously optimistic that strong economies should keep in place solid freight demand. However, there is a threat that Washington's tariffs may stifle shipping activity levels. Additionally, increased personnel expenses seem set to dampen margin expansion going forward. **These shares are neutrally ranked for Timeliness.** The stock offers attractive total return potential thanks in large part to shareholder-friendly practices. The company aims to return 90% of net income to investors annually, through the dividend and share repurchases. The current yield is a bit below average, but dividend growth prospects and capital appreciation potential are both solid.

Jeffrey Hirt November 23, 2018

(A) Diluted earnings. Next earnings report due early February.	(C) Includes intangibles. In 2017: \$1427.4 mill., \$10.21/sh.	(E) Includes an extra payment of \$0.35 paid on 12/31/12.	Company's Financial Strength A
(B) Dividends historically paid in late March, June, September, and December.	(D) In millions.		Stock's Price Stability 80
			Price Growth Persistence 25
			Earnings Predictability 70