

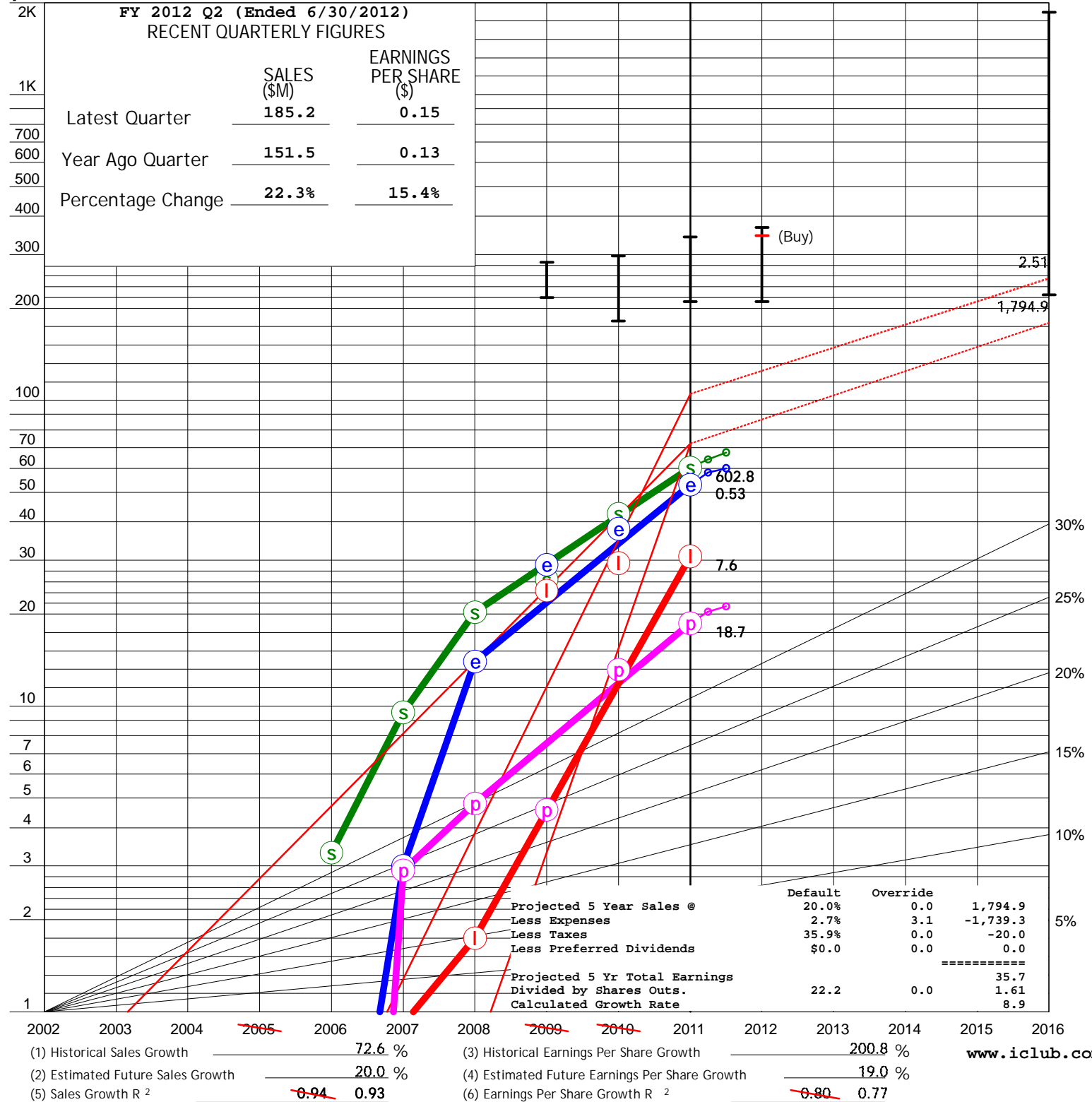


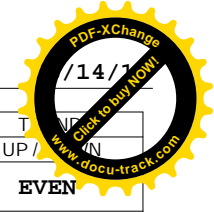
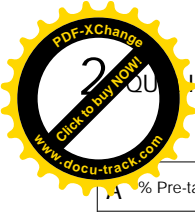
Stock Selection Guide

Company	Echo Global Logistics	Price Date	08/14/12
Study by	jah	Data Date	08/14/12
Sector	Industrials	Data Source	BI
Industry	Integrated Shipping & Lo	Reference	Mornings
Preferred(\$M)	0.0		
Common(M Shares)	22.2	% Insiders	6.3
Debt(\$M)	7.2	% Institutions	51.8
% Debt to Tot.Cap.	5.7	Quality	

1 Growth Analysis

NAS: ECHO





	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	5 YEAR AVG.	TREND
A % Pre-tax Profit on Sales					-0.8	3.0	2.4	1.8	3.1	3.1	2.7	EVEN
B % ROE (Beginning Yr)									8.8	11.1	10.0	UP
C % Debt to Equity	0.0	0.0	0.0	0.0	0.0	0.0	0.0	9.3	6.9	6.4	4.5	UP

3 PRICE, PRICE/EARNINGS RATIO and DIVIDEND ANALYSIS

CURRENT PRICE (P/E) **18.75 (31.3)** 52-WEEK HIGH (P/E) **19.97 (33.3)** 52-WEEK LOW (P/E) **11.42 (19.0)**

Fiscal Year	High Price	Low Price	EPS	High P/E	Low P/E	Dividend	% Payout	% High Yield
1 2007	0.0	0.0	0.03	0.0	0.0	0.000	0.0	0.0
2 2008	0.0	0.0	0.14	0.0	0.0	0.000	0.0	0.0
3 2009	15.3	11.8	0.29	52.8	40.7	0.000	0.0	0.0
4 2010	16.1	9.9	0.38	42.4	26.1	0.000	0.0	0.0
5 2011	18.5	11.4	0.53	34.9	21.5	0.000	0.0	0.0
6 AVERAGE		11.0		43.4	29.4		0.0	
AVERAGE P/E RATIO	36.4		PROJECTED P/E RATIO	26.3		TTM EPS	0.60	
CURRENT P/E RATIO	31.3		PEG RATIO	1.4		FTM EPS	0.71	
RELATIVE VALUE	86.0		PROJ. RELATIVE VALUE	72.2		AVG TTM + FTM EPS	0.66	

4 EVALUATING REWARD and RISK over the next 5 years

A FUTURE HIGH PRICE ANALYSIS -- NEXT 5 YEARS

Selected High P/E ~~43.4~~ **30.0** X Estimated High Earnings/Share **2.51** = Forecast High Price \$ ~~75.3~~ **100.8**

B FUTURE LOW PRICE ANALYSIS -- NEXT 5 YEARS

(a) Sel. Low P/E ~~29.4~~ **20.0** (as adj.) X Estimated Low Earnings/Share ~~0.53~~ **0.60** = \$ **12.0**
 (b) Average 5-Year Low Price = **11.0**
 (c) Recent Severe Low Price = **9.9**
 (d) Price Dividend Will Support = Present Divd. ÷ High Yield = **0.000 ÷ 0.000 = 0.0**
 Selected Estimated Low Price = \$ **12.0**

C PRICE RANGES

Forecast High Price **100.8** - Estimated Low Price **12.0** = Range **88.8** 25% of Range = **22.2**
 BUY (Lower 25% of Range) = **12.0** to **34.2**
 MAYBE (Middle 50% of Range) = **34.2** to **78.6**
 SELL (Upper 25% of Range) = **78.6** to **100.8**
 Current Price **18.750** is in the **Buy** Range

D UPSIDE/DOWNSIDE ANALYSIS (Potential Gain vs. Risk of Loss)

(Forecast High Price **100.8** - Current Price **18.750**) ÷ (Current Price **18.750** - Estimated Low Price **12.0**) = **12.2** To 1

5 TOTAL RETURN ANALYSIS

A CURRENT YIELD

Present Full Year's Dividend \$ **0.000** ÷ Current Price of Stock \$ **18.750** = **0.0 %** Present Yield or % Returned on Purchase Price

B AVERAGE YIELD - USING FORECAST HIGH P/E

Avg. % Payout **0.0** ÷ Forecast High P/E **30.0** = Avg. Yield **0.0**

AVERAGE YIELD - USING FORECAST AVERAGE P/E

Avg. % Payout **0.0** ÷ Forecast Avg P/E **25.0** = Avg. Yield **0.0**

C % COMPOUND ANNUAL TOTAL RETURN - USING FORECAST HIGH P/E

Average Yield **0.0 %** + Annual Appreciation **40.0 %** = Compound Annual Total Return **40.0 %**

D % PROJECTED AVERAGE RETURN - USING FORECAST AVERAGE P/E

Average Yield **0.0 %** + Annual Appreciation **27.3 %** = Projected Average Total Return **27.3 %**