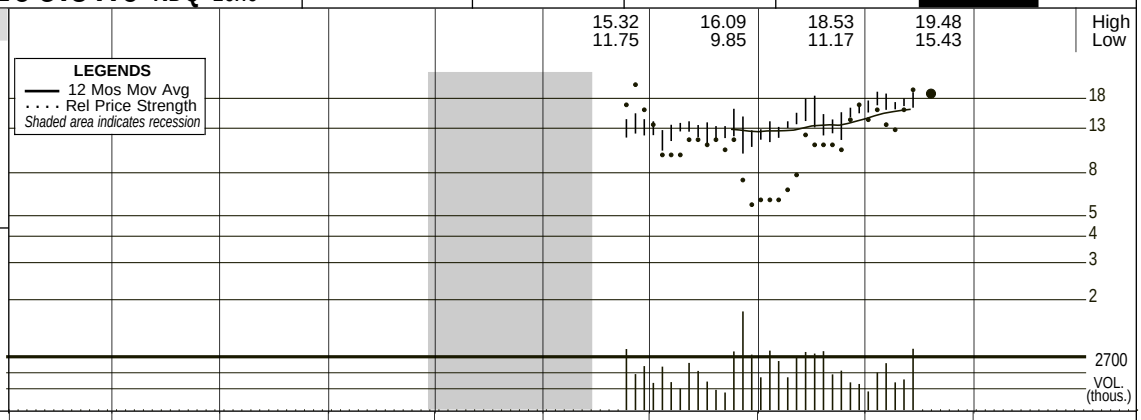
ECHO GLOBAL LOGISTIC NDQ--ECHO

RECENT PRICE	TRAILING P/E RATIO	RELATIVE P/E RATIO	DIV'D YLD	
19.00	32.2	2.02	Nil	VALUE LINE

RANKS

PERFORMANCE	2	Above Average
Technical	3	Average
SAFETY	3	Average
BETA .80		(1.00 = Market)

Financial Strength	B++
Price Stability	65
Price Growth Persistence	NMF
Earnings Predictability	NMF



© VALUE LINE PUBLISHING LLC	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013/2014
SALES PER SH	--	--	--	--	--	11.92	19.34	27.21	--	
"CASH FLOW" PER SH	--	--	--	--	--	.18	.53	.73	--	
EARNINGS PER SH	--	--	--	--	--	.29	.38	.53	*.72* [A,B]	*.99* [C]*/NA*
DIV'DS DECL'D PER SH	--	--	--	--	--	--	--	--	--	
CAP'L SPENDING PER SH	--	--	--	--	--	.20	.28	.29	--	
BOOK VALUE PER SH	--	--	--	--	--	4.31	4.76	5.39	--	
COMMON SHS OUTST'G (MILL)	--	--	--	--	--	21.77	22.04	22.16	--	
AVG ANN'L P/E RATIO	--	--	--	--	--	45.3	32.9	26.8	*26.4*	*19.2/NA*
RELATIVE P/E RATIO	--	--	--	--	--	3.01	2.09	1.67	--	
AVG ANN'L DIV'D YIELD	--	--	--	--	--	--	--	--	--	
SALES ($MILL)	--	--	--	95.5	202.8	259.6	426.4	602.8	--	*Bold figures are consensus earnings estimates and, using the recent prices, P/E ratios.*
OPERATING MARGIN	--	--	--	3.7%	3.2%	3.2%	3.9%	3.8%	--	
DEPRECIATION ($MILL)	--	--	--	.8	1.5	2.3	3.3	4.1	--	
NET PROFIT ($MILL)	--	--	--	1.7	2.9	5.2	8.4	12.0	--	
INCOME TAX RATE	--	--	--	40.4%	40.1%	--	36.2%	35.4%	--	
NET PROFIT MARGIN	--	--	--	1.8%	1.4%	2.0%	2.0%	2.0%	--	
WORKING CAP'L ($MILL)	--	--	--	4.6	3.2	65.7	63.6	70.1	--	
LONG-TERM DEBT ($MILL)	--	--	--	.2	.4	.4	.1	.0	--	
SHR. EQUITY ($MILL)	--	--	--	15.2	18.8	93.8	105.0	119.3	--	
RETURN ON TOTAL CAP'L	--	--	--	11.2%	15.0%	5.9%	8.0%	10.1%	--	
RETURN ON SHR. EQUITY	--	--	--	11.3%	15.3%	5.5%	8.0%	10.1%	--	
RETAINED TO COM EQ	--	--	--	--	--	1.8%	8.0%	10.1%	--	
ALL DIV'DS TO NET PROF	--	--	--	--	--	68%	--	--	--	

[A]*No. of analysts changing earn. est. in last 7 days: 0 up, 0 down, consensus 5-year earnings growth 26.7% per year.* [B]*Based upon 8 analysts' estimates.* [C]*Based upon 8 analysts' estimates.*

ANNUAL RATES

of change (per share)	5 Yrs.	1 Yr.
Sales	--	40.5%
"Cash Flow"	--	36.5%
Earnings	--	39.5%
Dividends	--	--
Book Value	--	13.0%

Fiscal Year	QUARTERLY SALES ($mill.) 1Q	2Q	3Q	4Q	Full Year
12/31/10	89.1	109.9	113.6	113.8	426.4
12/31/11	129.4	151.5	159.0	162.9	602.8
12/31/12	168.6				
12/31/13					

Fiscal Year	EARNINGS PER SHARE 1Q	2Q	3Q	4Q	Full Year
12/31/09	d.02	.03	.08	.15	.29
12/31/10	.05	.09	.12	.12	.38
12/31/11	.09	.13	.15	.16	.53
12/31/12	.15	*.17*	*.20*	*.21*	
12/31/13					

Cal-endar	QUARTERLY DIVIDENDS PAID 1Q	2Q	3Q	4Q	Full Year
2009	--	--	--	--	--
2010	--	--	--	--	--
2011	--	--	--	--	--
2012	--	--			

INSTITUTIONAL DECISIONS

	3Q'11	4Q'11	1Q'12
to Buy	32	42	59
to Sell	44	31	39
Hld's(000)	11512	12439	11881

ASSETS ($mill.)	2010	2011	3/31/12
Cash Assets	43.2	47.0	48.2
Receivables	60.9	89.2	89.2
Inventory	.0	.0	.0
Other	7.9	5.4	4.3
Current Assets	112.0	141.6	141.7
Property, Plant & Equip, at cost	22.8	29.8	- -
Accum Depreciation	13.2	19.0	- -
Net Property	9.6	10.8	11.5
Other	39.9	48.1	47.4
Total Assets	161.5	200.5	200.6
LIABILITIES ($mill.)			
Accts Payable	40.1	60.0	56.5
Debt Due	.3	.2	.1
Other	8.0	11.3	10.2
Current Liab	48.4	71.5	66.8

LONG-TERM DEBT AND EQUITY as of 3/31/12

Total Debt $.1 mill. **Due in 5 Yrs.** NA
LT Debt $.0 mill.
Including Cap. Leases NA
Leases, Uncapitalized Annual rentals NA

Pension Liability None in '11 vs. None in '10

Pfd Stock None **Pfd Div'd Paid** None

Common Stock 22,193,319 shares (100% of Cap'l)

INDUSTRY: E-Commerce

BUSINESS: Echo Global Logistics, Inc. engages in technology-enabled transportation and supply chain management services, delivered through a proprietary technology platform serving the transportation and logistics needs of its clients. The company's Web-based platform compiles and analyzes data from its network of over 24,000 transportation providers to serve Echo's clients' shipping and freight management needs. Moreover, this technology platform enables the identification and utilization of excess transportation capacity, browsing of competitive rates, and execution of thousands of shipments daily. Its core logistics services include rate negotiation, shipment execution and tracking, carrier management, routing compliance, freight bill audit and payment, and performance management and reporting, including executive dashboard tools. In June 2012, Echo acquired substantially all of the assets of Plum Logistics, LLC. Has 663 employees. C.E.O.: Douglas R. Waggoner. Address: 600 West Chicago Avenue, Suite 725, Chicago, IL 60654. Tel.: 800-354-7993. Internet: http://www.echo.com.

W.T.

July 20, 2012

TOTAL SHAREHOLDER RETURN

Dividends plus appreciation as of 6/30/2012

3 Mos.	6 Mos.	1 Yr.	3 Yrs.	5 Yrs.
18.39%	18.02%	7.38%	--	--

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