



First Quarter 2015 Financial Results

Echo Global Logistics, Inc.

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Forward-Looking Statements

All statements made in this presentation, other than statements of historical fact, are or may be deemed to be forward-looking statements. These statements are based on current plans and expectations of Echo Global Logistics and involve risks, uncertainties and other factors that may cause our actual results, performance or achievements to be different from any future results, performance or achievements expressed or implied by these statements. Information concerning these risks, uncertainties and other factors is contained under the headings "Risk Factors" and "Forward-Looking Statements" and elsewhere in the most recent Form 10-K Echo Global Logistics filed with the Securities and Exchange Commission. Echo Global Logistics undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.



First Quarter 2015 Financial Review

	Three months ended March 31,		
	2015	2014	% Change
<i>dollars in millions except per share data</i>			
	(unaudited)		
Total revenues	\$ 283.5	\$ 247.7	14.5%
Total net revenues	53.3	42.2	26.2%
Non-GAAP EBITDA ^{(1) (3)}	9.6	8.4	15.3%
Non-GAAP net income ^{(2) (3)}	3.6	3.3	8.4%
Non-GAAP diluted earnings per share ^{(2) (3)}	\$ 0.15	\$ 0.14	6.2%

⁽¹⁾ Amounts shown exclude the effects of changes in contingent consideration payable and acquisition related transaction costs.

⁽²⁾ Amounts shown exclude the tax effected changes in contingent consideration payable and acquisition related transaction costs.

⁽³⁾ For a reconciliation of this non-GAAP financial measure to the nearest comparable GAAP financial measure, please refer to the Appendix included in this presentation.

Key Takeaways

- The first quarter of 2015 represents the twenty-second consecutive quarter of year-over-year total revenue growth
- The increase in first quarter 2015 revenue was driven by continued growth in our organic transactional business and acquisitions made in the first half of 2014 and 2015



Revenue by Mode

<i>dollars in millions</i>	Three months ended March 31,		
	2015	2014	% Change
Truckload revenue	\$157.6	\$128.7	22.5%
LTL revenue	104.2	90.9	14.7%
Intermodal revenue	16.2	15.3	5.2%
Other revenue	5.5	12.8	(56.7%)
Total revenue	\$283.5	\$247.7	14.5%
Total shipment volume (in 000's)	534.4	456.2	17.1%

Key Takeaways

- Truckload revenue growth was driven by a 33.3% increase in volume and offset by an 8.1% decrease in revenue per shipment in Q1
- LTL revenue growth in Q1 was driven by a 13.8% increase in volume and a 0.8% increase in revenue per shipment



Revenue by Client Type

<i>dollars in millions</i>	Three months ended March 31,		
	2015	2014	% Change
Transactional revenue	\$217.4	\$177.6	22.4%
Managed Transportation revenue	66.1	70.1	(5.7%)
Total revenue	\$283.5	\$247.7	14.5%

Key Takeaways

- Transactional revenue growth was driven by an increase in our sales headcount, as well as the impact of our 2014 and 2015 acquisitions
- Managed Transportation revenue decline was driven by lower fuel costs and the effect of restructuring a large contract, and offset by an increase in the number of clients



Net Revenue Analysis

<i>dollars in millions</i>	Three months ended March 31,		
	2015	2014	Change
Net revenues	\$53.3	\$42.2	26.2%
Net revenue margin	18.8%	17.0%	174 bps
TL revenue mix	55.5%	51.9%	364 bps
LTL revenue mix	36.8%	36.7%	8 bps
Intermodal revenue mix	5.7%	6.2%	(50) bps
Other revenue mix	2.0%	5.2%	(322) bps
Transactional revenue mix	76.7%	71.7%	498 bps
Managed Transportation revenue mix	23.3%	28.3%	(498) bps

Key Takeaways

- In the first quarter of 2015, year-over-year increase in net revenue margin resulted from an increase in TL margins and a drop in fuel prices across all modes
- Transactional revenue as a percentage of total revenue increased due to the significant growth of our transactional TL business and the acquisitions completed during the first half of 2014 and 2015



Operating Summary

<i>dollars in millions</i>	Three months ended March 31,		
	2015	2014	Change
Total revenue	\$283.5	\$247.7	14.5%
Total net revenues	\$53.3	\$42.2	26.2%
Commission expense	\$14.9	\$11.2	33.2%
<i>Percent of net revenue</i>	28.0%	26.6%	149 bps
Non-GAAP G&A expense ⁽¹⁾	\$28.8	\$22.6	26.7%
<i>Percent of net revenue</i>	53.9%	53.7%	22 bps
Depreciation and amortization	\$3.9	\$3.0	31.0%
<i>Percent of net revenue</i>	7.3%	7.0%	27 bps
Non-GAAP EBITDA ^{(1) (3)}	\$9.6	\$8.4	15.3%
<i>Percent of net revenue</i>	18.0%	19.7%	(170) bps
Non-GAAP income before taxes ^{(1) (3)}	\$5.6	\$5.3	6.0%
<i>Percent of net revenue</i>	10.6%	12.6%	(201) bps
Non-GAAP net income ^{(2) (3)}	\$3.6	\$3.3	8.4%
<i>Percent of net revenue</i>	6.7%	7.8%	(110) bps
Non-GAAP diluted EPS ^{(2) (3)}	\$0.15	\$0.14	6.2%

(1) Amounts shown exclude the effects of changes in contingent consideration payable and acquisition-related transaction costs

(2) Amounts shown exclude the tax effected changes in contingent consideration payable and acquisition-related transactions costs

(3) For a reconciliation of these non-GAAP financial measures to the nearest comparable GAAP financial measures, please refer to the Appendix included in this presentation.

Key Takeaways

- Commission expense increased as a percentage of net revenue due to a change in sales channel mix and a significant increase in our TL revenue mix
- G&A expense increased due to the effect of acquisitions made in the first half of 2014 and 2015 as well as increases in sales and operations headcount



Cash Flow and Balance Sheet Data

Selected Cash Flow Data

<i>dollars in millions</i>	Three months ended March 31,		
	2015	2014	% Change
	(unaudited)		
Cash generated from operations	\$9.4	\$10.2	(7.5%)
Capital expenditures	(2.8)	(4.3)	(35.3%)
Free cash flow ⁽¹⁾	\$6.6	\$5.9	13.0%
Acquisition related payments	(\$22.3)	(\$15.0)	48.5%

⁽¹⁾ Free cash flow is a non-GAAP financial measure. It is reconciled to net cash provided by operating activities and reflects net cash provided by operating activities reduced by capital expenditures. Please refer to the Appendix included in this presentation for a reconciliation to the nearest GAAP financial measure.

Selected Balance Sheet Data

<i>dollars in millions</i>	As of March 31,	
	2015	2014
	(unaudited)	
Cash and investments	\$17.2	\$42.6
Accounts receivable	151.9	135.3
Current assets	177.9	181.6
Current liabilities	118.3	105.5
Long term fair value of contingent consideration payable	1.8	1.8
Stockholders Equity	187.1	162.3



Appendix

Non-GAAP Financial Measures

This presentation includes the following financial measures defined as "non-GAAP financial measures" by the Securities and Exchange Commission: Non-GAAP EBITDA, Non-GAAP income before taxes, Non-GAAP Net Income, Non-GAAP Fully Diluted EPS, and Free Cash Flow. We refer to Non-GAAP EBITDA, Non-GAAP income before taxes, Non-GAAP Net Income, Non-GAAP Fully Diluted EPS and Free Cash Flow to describe earnings and earnings per share excluding the effects of changes in contingent consideration payable and acquisition related transaction costs. We believe that Non-GAAP EBITDA, Non-GAAP income before taxes, Non-GAAP Net Income, Non-GAAP Fully Diluted EPS, and Free Cash Flow provide useful information to investors about the financial performance of the Company's ongoing business.

Non-GAAP EBITDA, Non-GAAP income before taxes, Non-GAAP Net Income, Non-GAAP Fully Diluted EPS, and Free Cash Flow are used by management in its financial and operational decision-making and evaluation of overall operating performance. Non-GAAP EBITDA, Non-GAAP income before taxes, Non-GAAP Net Income, Non-GAAP Fully Diluted EPS, and Free Cash Flow may be different from similar measures used by other companies. The presentation of this financial information, which is not prepared under any comprehensive set of accounting rules or principles, is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with generally accepted accounting principles. For a reconciliation of these non-GAAP financial measures to the nearest comparable GAAP measures, please refer to the following page.



Appendix

<i>dollars in millions except per share data</i>	Three months ended March 31,		Change
	2015	2014	
	(unaudited)		
Non-GAAP EBITDA ⁽¹⁾	\$9.6	\$8.4	15.3%
Change in contingent consideration payable	0.1	(0.2)	(142.8%)
Depreciation and amortization	(3.9)	(3.0)	31.0%
Acquisition related-transaction costs	(0.5)	(1.2)	(59.5%)
Other income (expense)	(0.1)	(0.1)	63.8%
Income taxes	(1.9)	(1.5)	29.1%
Net Income	\$3.3	\$2.4	36.9%
Non-GAAP income before taxes ⁽¹⁾	\$5.6	\$5.3	6.0%
Effect of change in contingent consideration payable, acquisition-related transaction costs	(0.3)	(1.4)	(72.9%)
Income before taxes	\$5.3	\$3.9	34.0%
Non-GAAP Net Income ⁽²⁾	\$3.6	\$3.3	8.4%
Change in contingent consideration payable and acquisition-related transactions costs, net of tax effect	(0.2)	(0.9)	(72.3%)
Net Income	\$3.3	\$2.4	36.9%
Non-GAAP fully diluted EPS ⁽²⁾	\$0.15	\$0.14	6.2%
Change in contingent consideration payable and acquisition-related transaction costs, net of tax effect	(0.01)	(0.04)	(72.9%)
Fully diluted EPS	\$0.14	\$0.10	34.2%
Non-GAAP Free Cash Flow ⁽³⁾	\$6.6	\$5.9	13.0%
Capital expenditures	2.8	4.3	(35.3%)
Cash generated from operations	\$9.4	\$10.2	(7.5%)

⁽¹⁾ Amounts shown exclude the effects of changes in contingent consideration payable and acquisition related transaction costs

⁽²⁾ Amounts shown exclude the tax effected changes in contingent consideration payable and acquisition-related transaction costs

⁽³⁾ Reconciled to net cash provided by operating activities and reflects net cash provided by operating activities reduced by capital expenditures.

