



# Leading Provider of Technology Enabled Transportation Solutions



- Unique transportation management solutions serving thousand of clients.
- Revenue is driven by Truckload (TL) and Less Than Truckload (LTL) brokerage and outsourcing solutions, but spans all modes of transportation
- Customers consist of long term outsource contracts (Enterprise) and Transactional
- Extensive carrier network.
- Leverage proprietary solutions to provide value to our clients.

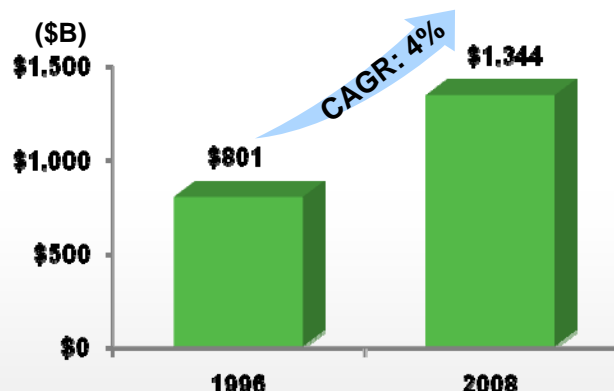


(1) REFLECTS NUMBER OF TRANSACTIONAL CLIENTS SERVED IN APPLICABLE PERIOD  
(2) REFLECTS NUMBER OF ENTERPRISE CLIENTS ON THE LAST DAY OF APPLICABLE PERIOD

- **Large, growing, fragmented market opportunity**
- **Differentiated web-based, proprietary technology solution**
- **Access to extensive, high-quality carrier network**
- **Proven growth and execution capabilities**
- **Successful acquisition track record**

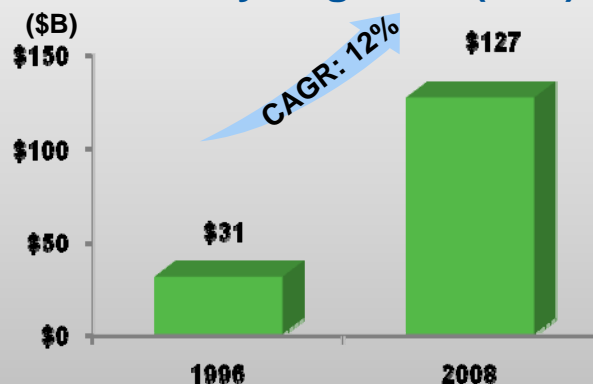
# Large, Fragmented Markets

## U.S. Logistics Market



Source: Council of Supply Chain Management Professionals

## U.S. Third-Party Logistics (3PL) Market



Source: Armstrong & Associates

## 3PL Market Trends

- Highly fragmented market
- Growing acceptance of outsourcing transportation and logistics management
- Technology enabled solutions create opportunities
  - Non-asset-based model increases operating flexibility
  - Ability to provide end-to-end shipping solutions
  - Efficiently identifies excess “system” capacity to meet client transportation and freight management needs

Less than 10% of U.S. logistics expenditures were outsourced in 2008

# Compelling Value Proposition for Clients and Carriers



## Clients

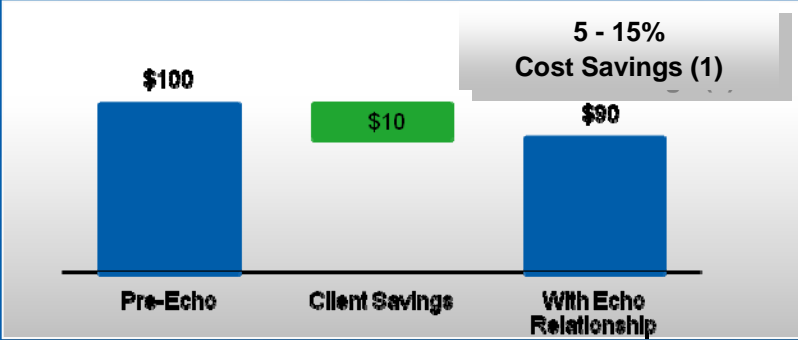
- Transportation cost savings
- Centralized system to meet all transportation needs
- Dedicated account team provides superior client service
- Web-based applications address entire shipment order and delivery process



## Carriers

- Aligns demand with network capacity
  - Increases utilization of assets
  - Optimizes open lanes and backhauls
- New sales channel
- Lower client service costs
- Shortens billing cycle – improves working capital

### Client Transportation Costs – Illustrative Example



### Carrier Asset Utilization



4 (1) Represents midpoint of typical cost savings of 5% to 15% for enterprise clients

# Extensive, High-Quality Carrier Network

## Less Than Truck Load (LTL)

(150 providers used in 2009)



## Truck Load (TL)

(6,000 providers used in 2009)



## Small Package

(14 providers used in 2009)



## Inter-Modal

(70 providers used in 2009)



## International

(90 providers used in 2009)



## Domestic Air

(12 providers used in 2009)



## Representative Carriers



***U.S. XPRESS ENTERPRISES, INC.***

Network of over 22,000 potential carriers, including every major carrier in the U.S.

# Differentiated Web-based, Proprietary Technology Solution



## Evolved Transportation Manager (“ETM”)



- One of the largest independent repositories of carrier profiles and price data for transportation suppliers in the U.S.
- Hosted, highly scalable, on-demand software application
- Single platform for all client logistics needs
- Dynamic, real-time pricing engine
- Robust CRM, data analytics and reporting applications

### End-to-End Solution Offering

Customized  
Order  
Entry

Optimal  
Carrier  
Identification

Pricing and  
Order  
Management

Shipment  
Tracking

Audit &  
Performance /  
Cost Mgmt

Customized  
Reporting /  
Analytics

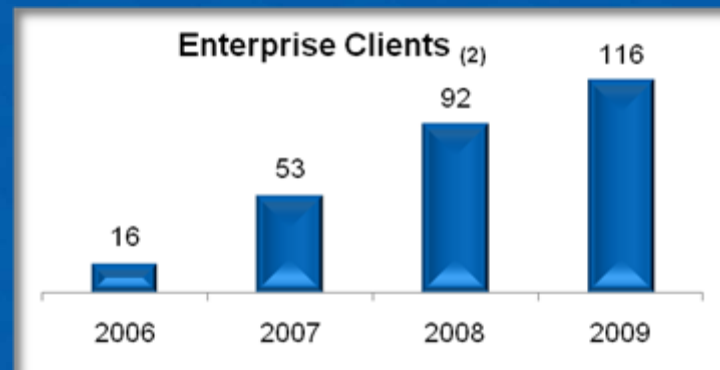
# Customer Relationships

## Transactional Clients (15,603)

- Spot market, shipment-by-shipment engagements
- Significant repeat business and client loyalty
- Covering clients across all modes of transportation
- Echo has a competitive advantage as a market-maker

## Enterprise Clients (116)

- Transportation logistics outsourcing model unique to Echo
- Echo serves as exclusive 3PL provider for enterprise clients for specific mode(s)
- Multi-year relationship
- Typical cost savings of 5% to 15%



(1) Reflects number of transactional clients served in applicable period  
 (2) Reflects number of enterprise clients on the last day of applicable period



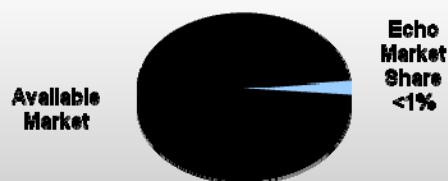
# Multi-Faceted Sales Strategy: Sales Network

	Transactional	Branch Offices /Agent Network	Enterprise
Target Client / Spend	<ul style="list-style-type: none"> <li>▶ \$10,000 to \$1,000,000</li> </ul>	<ul style="list-style-type: none"> <li>▶ Enterprise</li> <li>▶ Transactional</li> </ul>	<ul style="list-style-type: none"> <li>▶ \$1,000,000+</li> </ul>
Typical Client Contact Point	<p>Junior Level / Various Cold Calling</p>	<p>Department Level Manager</p>	<p>C-level Executive</p>
Experience	<ul style="list-style-type: none"> <li>▶ Recent college graduate</li> </ul>	<ul style="list-style-type: none"> <li>▶ High / Medium</li> </ul>	<ul style="list-style-type: none"> <li>▶ High</li> </ul>
Headcount	<p>353</p>	<p>172</p>	<p>11</p>

# Multi-Level Growth Strategy

## New Client Growth

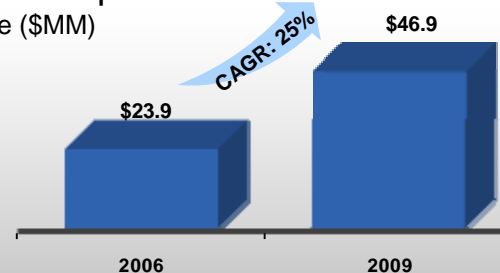
Large, under-penetrated market



## Further Penetrate Existing Clients

Top 5 Enterprise Clients in 2006

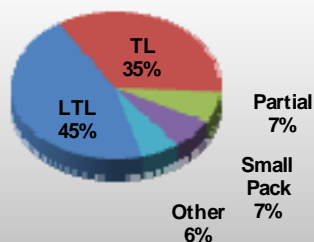
Revenue (\$MM)



## Product and Service Growth

Further mode diversification

FY09 Revenue by Mode



## Disciplined Acquisitions

- ▶ Successful track record of disciplined strategic acquisitions
- ▶ Cost efficient acquisition of desirable sales forces and client relationships
- ▶ Relatively straight-forward integration processes onto Echo platform; accelerated synergy realization
- ▶ Examples include RayTrans, BestWay Solutions and TMG

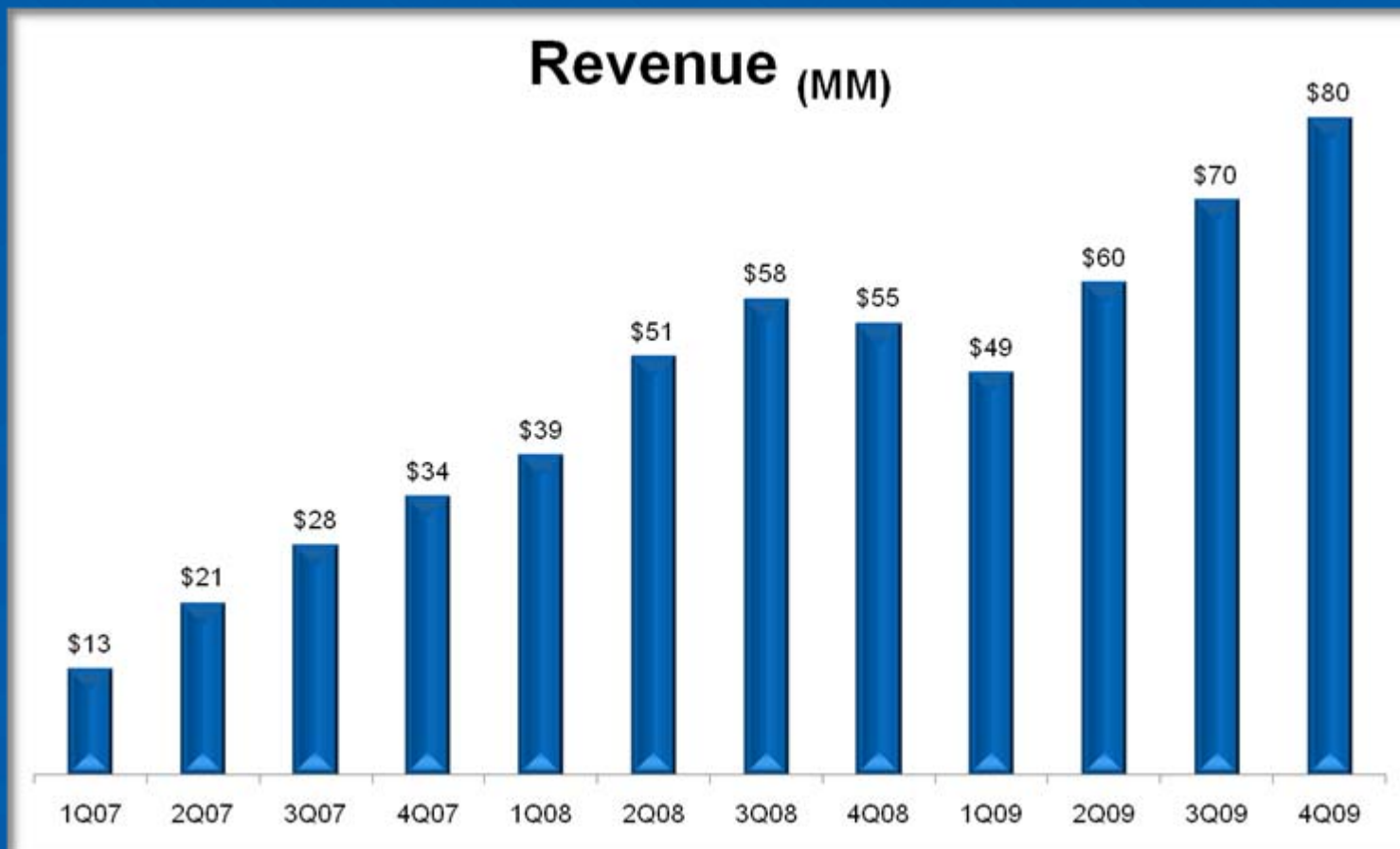
# Strong, Experienced Management Team and Board of Directors



Executive	Position	Relevant Experience
Doug Waggoner	Chief Executive Officer and Director	
David Menzel	Chief Financial Officer	
Orazio Buzza	Chief Operating Officer	
David Rowe	Chief Technology Officer	
Scott Frisoni	EVP of M&A	

Director	Relevant Experience
Samuel Skinner, Chairman	U.S. Secretary of Transportation, White House Chief of Staff, USF Corporation
Doug Waggoner	CEO, Echo Global Logistics
John Walter	AT&T, InnerWorkings, Manpower, R.R. Donnelley
John Sandner	Click Commerce, CME Holdings
Matt Ferguson	CareerBuilder.com
Peter Barris	New Enterprise Associates
Anthony Bobulinski	YDS Investment Company
Eric Lefkofsky	Blue Media, Innerworkings, MediaBank, Groupon
Bradley Keywell	Meadow Lake Management, MediaBank

# Revenue Growth



Echo growth has outpaced the overall transportation industry over the last three years.

