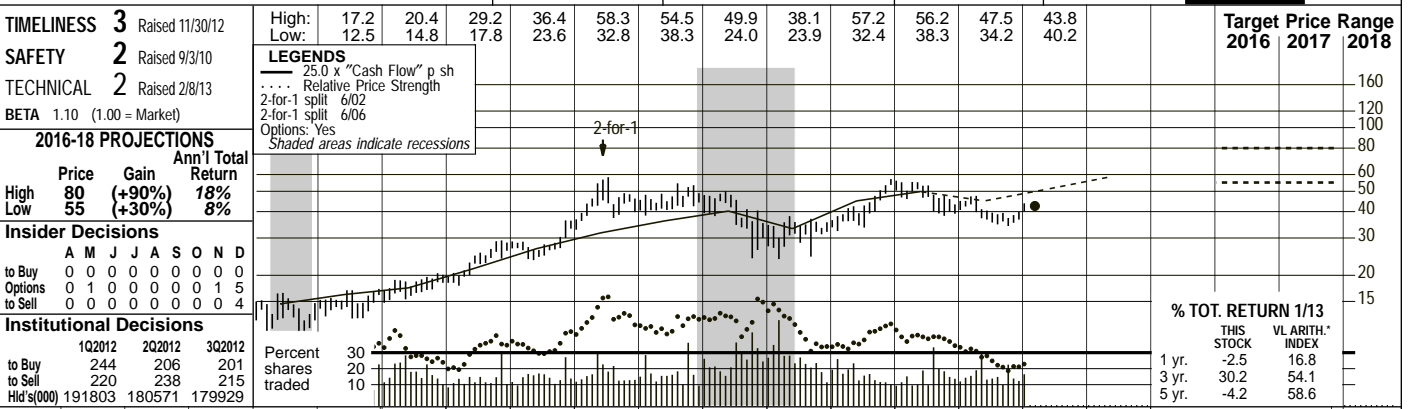


EXPEDITORS INT'L NDQ-EXPD

RECENT PRICE **42.60** P/E RATIO **24.6** (Trailing: 26.6 Median: 30.0) RELATIVE P/E RATIO **1.49** DIV'D YLD **1.3%**

VALUE LINE



Year	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	16-18
Revenues per sh ^D	4.86	5.39	7.13	8.24	8.01	11.02	12.49	15.55	18.30	21.71	24.58	26.58	19.30	28.14	29.01	28.65	30.65	33.15	35.95
"Cash Flow" per sh	.25	.32	.40	.52	.59	.65	.70	.86	1.07	1.27	1.45	1.61	1.33	1.80	1.99	1.80	2.05	2.35	2.70
Earnings per sh ^A	.18	.22	.28	.38	.44	.52	.56	.71	.88	1.06	1.21	1.37	1.12	1.59	1.79	1.60	1.85	2.15	2.45
Div'ds Decl'd per sh ^C	.01	.02	.03	.04	.05	.06	.08	.11	.15	.22	.28	.32	.38	.40	.50	.56	.58	.70	.80
Cap'l Spending per sh	.18	.27	.13	.12	.18	.39	.10	.31	.43	.66	.39	.28	.16	.20	.37	.40	.40	.45	.45
Book Value per sh	.87	1.10	1.39	1.76	2.01	2.51	3.07	3.79	4.29	5.02	5.76	6.45	7.32	8.21	9.45	9.75	10.60	10.65	12.10
Common Shs Outst'g ^B	196.37	197.45	202.58	205.80	206.45	208.44	210.11	213.29	213.23	213.08	213.00	211.97	212.03	212.05	212.00	208.00	208.00	207.50	207.00
Avg Ann'l P/E Ratio	21.9	21.5	28.3	29.6	30.2	28.6	31.7	32.9	32.0	41.5	36.9	28.7	28.7	26.3	26.6	22.9	22.9	22.9	28.0
Relative P/E Ratio	1.26	1.12	1.61	1.92	1.55	1.56	1.81	1.74	1.70	2.24	1.96	1.73	1.91	1.67	1.67	1.45	1.45	1.45	1.85
Avg Ann'l Div'd Yield	.3%	.4%	.3%	.3%	.4%	.4%	.5%	.5%	.5%	.5%	.6%	.8%	1.2%	1.0%	1.0%	1.4%	1.4%	1.4%	1.0%

CAPITAL STRUCTURE as of 9/30/12			
Total Debt	None		
Leases, Uncapitalized: \$45.0 mill. (12/31/11)			
No Defined Benefit Pension Plan			
Pfd Stock None			
Common Stock 208,981,760 shs. as of 11/1/12			
MARKET CAP: \$8.9 billion (Large Cap)			
CURRENT POSITION (\$MILL.)	2010	2011	9/30/12
Cash Assets	1085.0	1294.8	1367.6
Receivables	1003.9	934.8	1015.4
Inventory (Avg Cst)	--	--	--
Other	51.5	57.3	57.0
Current Assets	2140.4	2286.9	2440.0
Accts Payable	652.2	606.6	667.4
Debt Due	--	--	--
Other	209.8	189.5	198.8
Current Liab.	862.0	796.1	866.2

2624.9	3317.5	3901.8	4626.0	5235.2	5633.9	4092.3	5967.6	6150.5	5960	6495	7015	7445
8.0%	8.1%	8.6%	8.9%	8.8%	9.1%	10.5%	9.8%	10.7%	10.0%	10.5%	11.0%	12.0%
24.4	26.7	30.9	35.5	39.3	40.0	40.0	36.9	36.8	40.0	45.0	45.0	50.0
122.0	156.1	197.0	235.1	269.2	301.0	242.2	344.2	385.7	330	395	460	515
36.4%	35.4%	36.3%	40.6%	40.0%	39.4%	40.3%	39.0%	39.5%	39.5%	39.5%	39.2%	39.0%
4.6%	4.7%	5.0%	5.1%	5.1%	5.3%	5.9%	5.8%	6.3%	5.6%	6.1%	6.5%	6.9%
370.1	521.6	589.5	632.6	764.9	903.0	1079.4	1278.4	1490.7	1375	1355	1475	1726
--	--	--	--	--	--	--	--	--	--	Nil	Nil	Nil
645.5	807.4	913.7	1069.9	1226.6	1366.4	1553.0	1740.9	2003.6	2025	2040	2215	2505
18.9%	19.3%	21.6%	22.0%	21.9%	22.0%	15.6%	19.8%	19.2%	16.5%	19.0%	20.0%	20.0%
18.9%	19.3%	21.6%	22.0%	21.9%	22.0%	15.6%	19.8%	19.2%	16.5%	19.0%	20.0%	20.0%
16.3%	16.4%	18.0%	17.6%	17.1%	17.0%	10.4%	14.9%	14.0%	11.0%	13.0%	13.5%	13.5%
14%	15%	16%	20%	22%	23%	33%	25%	27%	36%	31%	32%	33%

BUSINESS:			
Expeditors International of Washington provides logistics services. Services offered include the consolidation or forwarding of air freight (47% of '11 revs.) and ocean freight (31%) as well as custom brokerage and import services (22%). Operates full-service offices, service centers or satellite offices, mostly in major cities, on six continents, and has over 48 contracts with independent agents to provide required services. Employees: about 13,590 (12/31/11). Salaries: 52% of 2011 net revenues. Officers & directors own 2.3% of common stock; BlackRock, 5.5% (3/12 Proxy). Chairman & CEO: Peter J. Rose. Incorporated: DE. Address: 1015 Third Avenue, 12th Floor, Seattle, WA 98104. Telephone: 206-674-3400. Internet: www.expeditors.com.			

ANNUAL RATES			
Past 10 Yrs.	Past 5 Yrs.	Est'd '09-'11	to '16-'18
12.5%	6.5%	5.5%	5.5%
13.0%	10.0%	7.0%	7.0%
15.0%	11.0%	7.5%	7.5%
28.0%	21.5%	9.5%	9.5%
17.0%	14.0%	5.5%	5.5%

This year could prove challenging for Expeditors International. The operating environment has been replete with obstacles, including pricing pressures and softness of airfreight business in Asia, in conjunction with further economic uncertainties. The share price currently sits at the top of its 200-day moving average, trading at an above-market P/E ratio, which may cause some investors looking for immediate rewards to hold off from buying this stock at the present time. The Timeliness Ranking System pegs this equity at a 3, Average. Previously, it has been at the less attractive end of this spectrum.

ent agents to provide required services. Employees: about 13,590 (12/31/11). Salaries: 52% of 2011 net revenues. Officers & directors own 2.3% of common stock; BlackRock, 5.5% (3/12 Proxy). Chairman & CEO: Peter J. Rose. Incorporated: DE. Address: 1015 Third Avenue, 12th Floor, Seattle, WA 98104. Telephone: 206-674-3400. Internet: www.expeditors.com.

QUARTERLY REVENUES (\$ mill.) ^D					
Cal-endar	Mar.31	Jun.30	Sep.30	Dec.31	Full Year
2010	1201.1	1516.8	1667.6	1582.1	5967.6
2011	1460.8	1581.4	1606.4	1501.9	6150.5
2012	1411.4	1504.9	1531.7	1512	5960
2013	1470	1600	1730	1695	6495
2014	1590	1715	1850	1860	7015

The company is expanding operations throughout the globe. Since our November review, these shares have increased 18% in price. This likely reflects improvements in China's growth outlook and overall better performance in Asia, evidenced by revenue gains there. Also, high-margin goods shipments from Asia to the U.S. are beginning to show signs of a potential turnaround, due to an increased government trade stimulus. An uptick in high-tech shipments is likely, since there has

been an increase in demand for electronics components. **We are lowering our top-line estimate for this year.** Expeditors International's bottom-line performance is likely to improve near term, as margins widen and pricing pressures dissipate. However, weak sales on international fronts, such as Europe and Africa, are expected, as air-freight rates in these areas are still weak. Also, setbacks from Hurricane Sandy have lowered our top-line estimate for 2012 by \$120 million, to \$5,960 million. Meanwhile, we do anticipate better profits in 2013 and 2014.

EARNINGS PER SHARE ^A					
Cal-endar	Mar.31	Jun.30	Sep.30	Dec.31	Full Year
2010	.28	.42	.44	.45	1.59
2011	.42	.44	.50	.43	1.79
2012	.36	.39	.42	.43	1.60
2013	.35	.45	.50	.55	1.85
2014	.45	.55	.60	.55	2.15

These shares possess some good traits. Although they are only ranked to mirror the broader market averages in the coming six to 12 months, they still have considerable capital appreciation potential for the 3- to 5-year period, which likely hinges on better macroeconomic conditions. Too, Expeditors International stock has an Above-Average Safety rank and a good score for Price Stability, making this equity well suited for conservative accounts.

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(A) Basic earnings through 1996. Diluted thereafter. Next earnings report due early May. Excludes nonrecurring gain/(loss): 2005, \$0.10; 2009, (\$0.01).

(B) In millions, adjusted for stock splits. (C) Dividends historically paid in mid-June and mid-Dec. (D) Revenue figures after 2001 reclassified to reflect adoption of EITF D-103.

Company's Financial Strength	
Stock's Price Stability	A+
Price Growth Persistence	70
Earnings Predictability	80
	85