## Creditrisk Monitor HIGH RISK REPORT ROADRUNNER TRANSPORTATION SYSTEMS, INC. November 19, 2018



CreditRiskMonitor's assessment of Roadrunner Transportation Systems, Inc.'s ("Roadrunner") "high risk" status has been determined by a combination of factors:

Monthly Average FRISK <sup>®</sup> Score	_Page 2
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## MONTHLY AVERAGE FRISK<sup>®</sup> SCORE

CreditRiskMonitor's proprietary FRISK<sup>®</sup> score has Roadrunner Transportation Systems, Inc., (NYSE: RRTS) at a <u>1</u>, the highest probability of bankruptcy in the next 12 months.

	Business Name	2017	2017	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018
	Dusiliess Mallie	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV
(	Roadrunner Transportation Systems Inc	3	3	3	1	1	2	1	1	1	1	1	1	1

The FRISK® score is 96% accurate<sup>\*</sup> in predicting the risk of corporate failure/bankruptcy over a 12-month horizon. All FRISK® scores are recalculated every night for each subsequent 12-month period.

	FRISK	From	ptcy within 12 months To
Best	10	0.00%	0.12%
	9	0.12%	0.27%
	8	0.27%	0.34%
	7	0.34%	0.55%
	6	0.55%	0.87%
	5	0.87%	1.40%
	4	1.40%	2.10%
	3	2.10%	4.00%
	2	4.00%	9.99%
Worst	1	9.99%	50.00%

While the percentage risk of bankruptcy varies at each FRISK<sup>®</sup> score, 96% of public companies that eventually go bankrupt enter the FRISK<sup>®</sup> "red zone" prior to filing. A FRISK<sup>®</sup> score of 5 or less is an important warning sign.

\* FRISK® score accuracy of 96% is based on backtesting of U.S. public companies; results may vary by country.



## THE FRISK<sup>®</sup> SCORE COMPONENTS

At the core of the CreditRiskMonitor process is our 96% accurate FRISK<sup>®</sup> score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. When available, the FRISK<sup>®</sup> score incorporates a number of powerful risk indicators including:



## Crowdsourced CreditRiskMonitor Usage Data

<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK<sup>®</sup> score. We collect and analyze data patterns from thousands of CreditRiskMonitor subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

# The crowdsourcing advantage is even more powerful in our FRISK® score since many of the professionals who use our service are credit managers:

- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent nondisclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company's management and sales representatives to be alerted to concerns in a public company's performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

<u>Read more in Credit Research Foundation's quarterly journal article, "Assessing Public</u> <u>Company Financial Risk by Crowdsourcing the Research of Credit Professionals"</u>



## **COMPANY REPORT DETAIL**

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## Roadrunner Transportation Systems, Inc.

4900 S Pennsylvania Ave CUDAHY, WI 53110-1347 United States

Phone: (414) 615-1500

Latest Financial Statements as of 9/30/2018

#### **Business Summary**

Roadrunner Transportation Systems, Inc. (RRTS) is an asset-light transportation and logistics service provider. The Company offers a suite of global supply chain solutions, including truckload logistics (TL), customized and expedited less-than-truckload (LTL), intermodal solutions (transporting a shipment by over one mode, primarily through rail and truck), freight consolidation, inventory management, expedited services, air freight, international freight forwarding, customs brokerage and transportation management solutions. The Company operates through three segments: Truckload Logistics, Less-than-Truckload and Global Solutions. The Company utilizes a third-party network of transportation providers, consisting of independent contractors (ICs) and purchased power providers, to serve a diverse customer base. It primarily focuses on small to mid-size shippers.

(Source: 10-K)

Ticker: RRTS

Employees: 4,600 (as of 12/31/2017)

Incorporated: 2/22/2005

Working Capital (mill

111.1

12/17

130.5

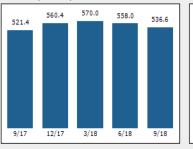
9/17

Federal Tax Id: 202454942

	Credit Score Hist	ory													A
		20	17						20	18					(
	Score/ Index	N	D	J	F	М	Α	М	J	J	A	S	0	N	
1	FRISK <sup>®</sup> Score*	3	3	3	1	1	2	1	1	1	1	1	1	1	١
l	DBT Index	9	9	9	9	9	9	9	9	9	9	9	DBT	DBT	1
	Z"-Score	-0	-0.47 -0.51 -0.58 -0.78 -						-1.	.48					

\*FRISK® Scores are month-end





Auditors: Deloitte & Touche LLP

uditor Information Last Audit: 12/31/2017

Opinion: Unqualis

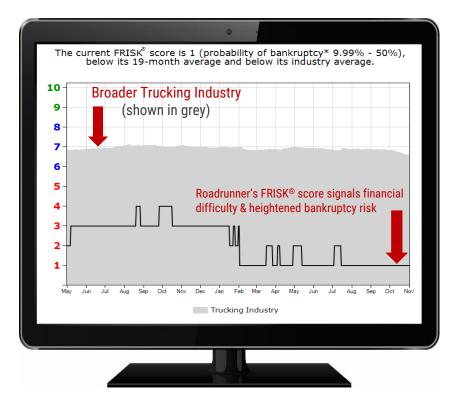
The FRISK<sup>®</sup> score is a 96% accurate method by which to monitor public company bankruptcy risk.

Payment performance, captured by the Days Beyond Terms (DBT) index, is not an effective indicator of financial stress for <u>publicly traded</u> companies since they often continue to pay on time right up until their bankruptcy filing.

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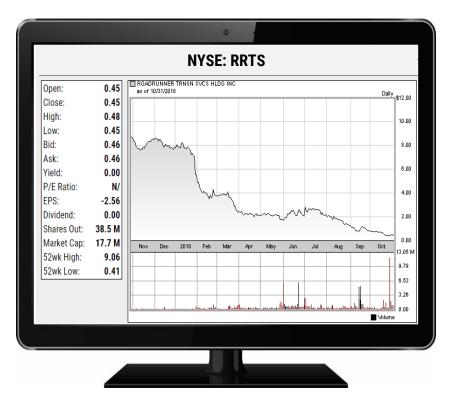
## **FRISK® DEEP DIVE**



The FRISK<sup>®</sup> score relative to the broader Trucking industry raises an additional red flag signaling heightened risk relative to peers, as well...

### MAKING IMMEDIATE ATTENTION REQUIRED.

## ADJUSTED MARKET CAP VOLATILITY

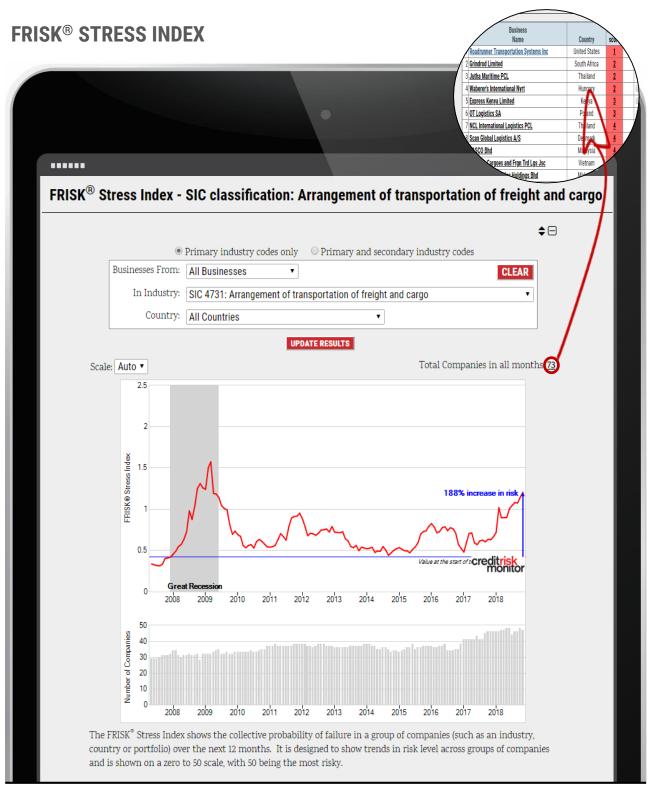


One of the inputs of the FRISK<sup>®</sup> score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.



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The average probability of failure for SIC code 4731 (Arrangement of transportation of freight and cargo) has increased 188% since 2007. Roadrunner is among the weakest names in the industry as evidenced by its FRISK® score of 1.



## PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS

2018.3 🔻

Roadrunner demonstrates bottom quartile ranking in key financial ratios (shown in red) vs. its industry peers.

Peer Analysis

SIC 4731: Arrangement of transportation of freight and cargo

The Peer Analysis expands to provide a ranking of a company's competitors, which can help provide options for alternate suppliers or new customers.

REFRESH						
[SIC: 4731]	[Calendar Y	/ear/Quarte	er: 2018.3]			
Businesses in Peer Group: 931	Ranking Within Peer Group	Number Of Peers Ranked	Company Value	Pee Low	er Group Rang Median	je High
	Credit Ra					
ZScore	110	<u>113</u>	-1.48	-9.24	2.97	22.52
Net Onlyn (Themands of U.O. Delland)	Performanc		504 504		1000	
Net Sales (Thousands of U.S. Dollars)	11 32	22	536,584	70.14		4731144,000
Gross Margin % Of Sales Gross Margin % Of Sales TTM	32	<u>116</u> 117	31.85 30.61	-72.14	Company N 1 Luka Ploce dd	ame 709
SG&A % Of Sales	83	116	14.56		2 Tan Cang Logistics and Stevedor	No.
SG&A % Of Sales TTM	77	117	13.64	· · · ·	3 Forward Air Corporation	
Operating Margin % Of Sales	110	116	-2.02	-141	4 C.H. Robinson Worldwide Inc	L. L
Operating Margin % Of Sales TTM	105	117	-2.61	250	5 The Shibusawa Warehouse Co., L 6 Sea & Air Freight International	<u>.td.</u>
EBITDA Margin Of Sales	54	57	-0.19	-177	7 Cat toi JSC	
EBITDA Margin Of Sales TTM	61	64	-0.88	-69.0	8 Port of Hai Phong JSC	8
Net Profit Margin % Of Sales	113	116	-7.75	141.57	9 Tien Trung Investmnt Costrcto &	Tech JSC 50
Net Profit Margin % Of Sales - TTM	110	117	-5.86	-320.23	Hitachi Transport System Ltd	27.42
Pre-tax Income % Of Sales	113	116	8.69	-141.57	5.00	153.46
Effective Tax Rate	26	<u>111</u>	10.85	-1,250.00	21.70	210.45
Depreciation % Of Prop/Plant/Equipment	72	<u>93</u>	18.91	0.19	10.40	155.56
Capital Expense % Of Prop/Plant/Equipment	43	21	13.06	0.04	12.82	569.98
Interest Coverage	46	49	-0.03	-38.52	8.33	149.97
Interest Coverage TTM	56	59	-0.15	-319.39	8.04	202.24
Outh Datio	Liquidity				0.10	15.55
Cash Ratio	111	115	0.03	0.02	0.42	15.59
Quick Ratio Current Ratio	59 73	<u>110</u>	1.01 1.23	0.28	1.05	14.16 15.94
Current Ratio	/3 Efficiency	115	1.23	0.47		10.94
Accounts Receivable Turnover	51	115	7.42	0.00	Company	
Days Sales Outstanding	53	116	49.18	0.0	1 Chang Jiang Shipping Group P	hoenix Co.
% of Inventory Financed by Vendors	N/A	83	N/A	6	2 Donlinks International Investm 3 Jadroagent dd	
% of Inventory Financed by Vendors TTM	N/A	85	N/A	6	4 Lam Dong Minerals and Buildi	ng Mtris JSC
Inventory Turnover	N/A	94	N/A	0	5 Sea & Air Freight International	
Inventory Turnover TTM	N/A	94	N/A	0	Shanghai International Airport	
Days Sales in Inventory	N/A	93	N/A		7 Shanghai Shine-Link Intrntl Lg	i <u>sts Co Ltd</u>
Inventory to Working Capital	N/A	<u>92</u>	N/A	-39.1	8 MEIKO TRANS CO., LTD. 9 Trancom Co., Ltd.	∕5
Accounts Payable Turnover	59	109	9.46	0.00	NO Al Batinah Devel, & Invest, Ho	lding Co 05
Accounts Payable Turnover TTM	62	<u>109</u>	5.64	0.00	Trung Investmnt Costrcto	& Tech # 50.79
	verage & deb	~				_
Total Debt to Equity Ratio	104	<u>104</u> 95	89.74	0.00	0.49	89.74
Debt to Tangible Equity Ratio	N/A 102	104	N/A	0.00	0.50	14.22
Total Debt to Assets Ratio Short-Term Debt % of Total Debt	102	96	0.62	0.00	32.68	0.72
Short-Term Debt % of Vorking Capital	28	102	15.37	-3,891.94	32.68	2,902.55
Liabilities to Net Worth Ratio	20 N/A	102	N/A	-3,891.94	0.97	2,902.55
Total Liabilities to Equity Ratio	115	115	142.98	0.00	0.98	142.98
TTM EBITDA Over Total Debt	52	54	-0.04	-0.70	0.28	3.87
Net Debt Over TTM EBITDA	N/A	53	N/A	-9.41	1.72	113.16
			in Upper Qua			
			Middle Two			
			Lower Quar	-		
TTM = trailing 12 months			nge - Confid			
N/A = Not Available		Grey -	Data is Not A	vailable		

## **QUARTERLY PERFORMANCE RATIOS**

#### Net losses in the each of the last five fiscal quarters

Performance Ratios - Sequential Quarters (Thousands of U.S. Dollars)										
Period Ended	3 mos 9/30/2018	3 mos 6/30/2018	3 mos 3/31/2018	3 mos 12/31/2017	3 mos 9/30/2017					
Net Sales \$	\$536,584	\$558,026	\$569,984	\$560,359	\$521,433					
% change	-3.84%	-2.10%	1.72%	7.47%	-1.72%					
Gross Margin \$	\$170,906	\$177,954	\$169,021	\$163,178	\$162,953					
% change	-3.96%	5.29%	3.58%	0.14%	-5.34%					
% of sales	31.85%	31.89%	29.65%	29.12%	31.25%					
change as % of incremental sales	n/m	n/m	60.71%	0.58%	n/m					
SG&A \$	\$78,118	\$75,838	\$75,887	\$73,580	\$73,263					
% change	3.01%	-0.06%	3.14%	0.43%	-3.18%					
% of sales	14.56%	13.59%	13.31%	13.13%	14.05%					
change as % of incremental sales	n/m	n/m	23.97%	0.81%	n/m					
Operating margin \$	(\$10,821)	(\$11,375)	(\$13,430)	(\$22,335)	\$5,237					
% change	4.87%	15.30%	39.87%	-526.48%	130.24%					
% of sales	-2.02%	-2.04%	-2.36%	-3.99%	1.00%					
change as % of incremental sales	n/m	n/m	92.52%	-70.83%	n/m					
EBITDA \$	(\$1,015)	(\$2,085)	(\$4,168)	(\$12,235)	\$14,715					
% change	51.32%	49.98%	65.93%	-183.15%	286.36%					
% of sales	-0.19%	-0.37%	-0.73%	-2.18%	2.82%					
change as % of incremental sales	n/m	n/m	83.81%	-69.23%	n/m					
EBIT \$	(\$10,821)	(\$11,375)	(\$13,430)	(\$22,335)	\$5,237					
% change	4.87%	15.30%	39.87%	-526.48%	130.24%					
% of sales	-2.02%	-2.04%	-2.36%	-3.99%	1.00%					
change as % of incremental sales	n/m	n/m	92.52%	-70.83%	n/m					
Pre-tax income \$	(\$46,619)	(\$45,607)	(\$22,973)	(\$41,002)	(\$5,265)					
% change	-2.22%	-98.52%	43.97%	-678.77%	88.47%					
% of sales	-8.69%	-8.17%	-4.03%	-7.32%	-1.01%					
change as % of incremental sales	n/m	n/m	187.31%	-91.81%	n/m					
Net income (loss) \$	(\$41,561)	(\$41,955)	(\$23,643)	(\$23,327)	(\$10,053)					
% change	0.94%	-77.45%	-1.35%	-132.04%	73.45%					
% of sales	-7.75%	-7.52%	-4.15%	-4.16%	-1.93%					
change as % of incremental sales	n/m	n/m	-3.28%	-34	11					
Tax expense \$	(\$5,058)	(\$3,652)	\$670	(\$						
Effective tax rate	10.85%	8.01%	-2.92%	Pool	r interest					
Depreciation expense \$	\$8,006	\$7,490	\$7,462							
% of sales	1.49%	1.34%	1.31%		rage ratio					
% of capital expenses	144.75%	131.59%	130.94%	& W	veak free					
% of PP&E, net (annualized)	18.91%	18.64%	18.80%		sh flow					
Capital expenditures \$	\$5,531	\$5,692	\$5,699	Ca	SITTIOW					
% change	-2.83%	-0.12%	72.44%							
% of PP&E, net (annualized)	13.06%	14.17%	14.36%	8						
% of working capital (annualized)	25.03%	20.47%	20.50%	10.94%	10.04%					
Interest coverage ratio	(0.03)	(0.06)	(0.44)	(0.25)	1.40					
% change	53.37%	86.06%	-77.42%	-117.57%	603.12%					
Free cash flow \$	\$4,922	\$3,600	(\$15,897)	\$1,114	(\$14,548)					
% change	36.72%	122.65%	-1,527.02%	107.66%	58.53%					
Source:	10-Q	10-Q	10-Q	10-K	10-Q					
	11/7/0010	0/7/0010	6 (00 (0010	6 (00 (0010	0.000.001.0					

11/7/2018

8/7/2018

6/28/2018

6/20/2018



3/30/2018

## **QUARTERLY LEVERAGE RATIOS**

tangible net					
worth signals					
neightened risk	ge Ratios - S	equential	Quarters		
Levera	(Thousands of		quartero		
Period Ended	9/30/2018	6/30/2018	3/31/2018	12/31/2017	9/30/2017
Total debt \$	\$528,096	\$524,463	\$481,611	\$462,727	\$448,723
% change	0.69%	8.90%	4.08%	3.12%	-17.95%
Stockholders' equity \$	\$5,885	\$46,954	\$88,538	\$110,847	\$133,597
% change	-87.47%	-46.97%	-20.13%	-17.03%	-6.76%
Total debt to equity ratio	89.74	11.17	5.44	4.17	3.36
% change	703.39%	105.34%	30.31%	24.29%	-11.99%
Tangible net worth \$	(\$303,217)	(\$263,934)	(\$224,140)	(\$203,627)	(\$182,549)
% change	-14.88%	-17.75%	-10.07%	-11.55%	20.86%
Total assets \$	\$847,296	\$850,398	\$884,490	\$876,043	\$862,511
% change	-0.36%	-3.85%	0.96%	1.57%	-8.67%
Total debt to assets ratio	0.62	0.62	0.54	0.53	0.52
% change	1.07%	13.26%	3.09%	1.52%	-10.14%
Tangible assets \$	\$538,194	\$539,510	\$571,812	\$5	265
% change	-0.24%	-5.65%	1.82%		
Short-term debt \$	\$10,088	\$10,012	\$10,087	Tota	l debt
% change	0.76%	-0.74%	1.38%	to a	ssets
Short-term debt % of total debt	1.91%	1.91%	2.09%	ratio	is high
% change Short term dobt % of working conital	0.07%	-8.85%	-2.60%		
Short-term debt % of working capital	15.37%	<b>9.01%</b> -0.63%	9.06%		
% change Total liabilities \$	70.63%		1.22% <b>\$795,952</b>	\$765,196	\$728,914
% change	<b>\$841,411</b> 4.73%	\$803,444 0.94%	\$795,952 4.02%	<b>\$765,196</b> 4.98%	-9.02%
Total liabilities to equity ratio	4.73% 142.98	0.94%	4.02 % 8.99	4.90% 6.90	-9.02% 5.46
% change	735.56%	90.34%	30.23%	26.52%	-2.42%
Total debt to EB'	n/a	n/a	n/a	n/a	7.62
Source: Total liabilities		10-Q	10-Q	10-K	10-Q
to equity ratio	11/7/0010	8/7/2018	6/28/2018	6/20/2018	3/30/2018

## **QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN**

Working capital drastically decreases	Liquidity Rati	os - Sequer		C	Recurring meager cash ratio
Period Ended	9/30/2018	6/30/2018	3/31/2018	12/31/2017	9/30/2017
Current assets \$	\$357,265	\$370,333	\$409,627	\$398,386	\$376,790
% change	-3.53%	-9.59%	2.82%	5.73%	-5.83%
% of short-term debt	3,541.48%	3,698.89%	4,060.94%	4,003.88%	4,959.72%
Current liabilities \$	\$291,624	\$259,170	\$298,336	\$287,264	\$246,331
% change	12.52%	-13.13%	3.85%	16.62%	13.39%
Working capital \$	\$65,641	\$111,163	\$111,291	\$111,122	\$130,459
% change	-40.95%	-0.12%	0.15%	-14.82%	-28.66%
% of sales (annualized)	3.06%	4.98%	4.88%	4.96%	6.25%
Cash \$	\$10,019	\$35,638	\$20,769	\$25,702	\$17,066
% change	-71.89%	71.59%	-19.19%	50.60%	-42.47%
% of short-term debt	99.32%	355.95%	205.90%	258.31%	224.64%
Cash ratio	0.03	0.14	0.07	0.09	0.07
% change	-74.98%	97.56%	-22.23%	29.15%	-49.27%
Quick assets \$	\$295,412	\$328,676	\$356,803	\$347,331	\$304,342
% change	-10.12%	-7.88%	2.73%	14.13%	-2.85%
% of short-term debt	2,928.35%	3,282.82%	3,537.26%	3,490.76%	4,006.08%
Quick ratio	1.01	1.27	1.20	1.21	1.24
% change	-20.12%	6.04%	-1.08%	-2.14%	-14.32%
Current ratio	1.23	1.43	1.37	1.39	1.53
% change	-14.26%	4.07%	-1.00%	-9.34%	-16.95%
Source:	10-Q 11/7/2018	10-Q 8/7/2018	10-Q 6/28/2018	10-K 6/20/2018	10-Q 3/30/2018

Unable to generate **Rate of Return - Sequential Quarters** any positive (Thousands of U.S. Dollars) returns 3 mos 3 mos 3 mos 3 mos 3 mos Period Ended 9/30/2017 9/30/2018 6/30/2018 3/31/2018 12/31/2017 Return on equity -88.51% -47.39% -21.33% -17.46% -7.02% % change -22.16% 67.03% -86.79% -122.16% -148.87% Return on total assets -4.90% -4.84% -2.69% -2.68% -1.11% % change -1.23% -80.07% -0.09% -141.17% 72.90% Return on tangible assets -7.71% -7.55% -4.17% -4.21% -1.80% % change -2.15% 0.92% 73.99% -80.98% -133.91% Source: 10-Q 10-Q 10-Q 10-K 10-Q 11/7/2018 8/7/2018 6/28/2018 6/20/2018 3/30/2018

## **ABOUT THIS REPORT/CONTACT CREDITRISKMONITOR**



CreditRiskMonitor is a financial risk analysis and news service that helps credit, supply chain and financial professionals stay ahead of and manage risk quickly, accurately and cost effectively. More than 35% of the Fortune 1000, plus over a thousand other large corporations worldwide, rely on our financial risk coverage of over 58,000 global public companies.

CreditRiskMonitor's High Risk Reports feature companies that are exhibiting a significantly high level of financial distress, as indicated by our proprietary FRISK<sup>®</sup> score. The ultimate goal of the High Risk Report series is two-part: provide an early warning for those doing business with an increasingly distressed company and inform of the many signals that should be examined when assessing financial risks.

#### Request a Personalized Demo and Risk Assessment

Read more High Risk Reports, Bankruptcy Case Studies and other resources

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