



XPO Logistics Europe Announces 2018 Half-Year Revenue

Record increase in revenue in transport and supply chain

LYON, FRANCE — August 2, 2018 — XPO Logistics Europe reported consolidated revenue for the first semester 2018 of €3,028 million, up 7.0% compared with H1 2017. At a constant exchange rate¹, total revenue grew by 9.4%.

Our Supply Chain Europe unit delivered revenue growth of 12.2% (13.8% at a constant exchange rate) year-over-year. Demand for logistics accelerated across diverse sectors and types of customers, with the greatest growth coming in fashion and e-commerce. Our Supply Chain US unit is stable at a constant exchange rate, at 0.1% growth (-10.4% at current exchange rate due to the US dollar fluctuations).

Our Transport Solutions unit increased revenue by 6.3% (6.9% at a constant exchange rate). Transport performance was led by demand for our dedicated truckload and LTL services, including last mile.

On a country basis in Europe, our key markets all reported revenue increases compared with H1 2017, most notably the United Kingdom (+9.6%; +12.1% at a constant exchange rate), Spain (+15.6%), the Netherlands (+56.3%) and Italy (+8.6%). France delivered stable growth at 2.5%.

Malcolm Wilson, chief executive officer of XPO Logistics Europe, commented: “We are proud to report record increase in revenue in both our supply chain and transport units, reflecting our strong commitment to customer service and technology, and our salesforce effectiveness initiatives.”

Revenue² by business unit:

(€m)	H1 2018	H1 2017	Change 2018 v 2017	Change at constant exchange rate
Transport Solutions ³	1,270	1,194	+6.3%	+6.9%
Supply Chain Europe	1,460	1,302	+12.2%	+13.8%
Supply Chain US	339	379	(10.4%)	+0.1%
Inter BU	(42)	(45)	(7.9%)	(6.5%)
Consolidated total	3,028	2,830	+7.0%	+9.4%

¹ Variations at constant exchange rates are computed by applying the 2017 foreign exchange rates to the 2018 numbers expressed in local currencies.

² Unaudited.

³ Since December 2017, the global forwarding operations have been included in the Transport Solutions business. 2017 numbers were updated to reflect this organizational change.

Revenue² by country:

(€m)	H1 2018	H1 2017	Change 2018 v 2017	Change at constant exchange rate
France	927	904	+2.5%	+2.5%
United Kingdom	835	762	+9.6%	+12.1%
Spain	353	306	+15.6%	+15.6%
United States	344	384	(10.5%)	+0.0%
Others	567	474	+20.0%	+21.8%
Consolidated total	3,028	2,830	+7.0%	+9.4%

Next release: September 18, 2018 – publication of the financial statements for the period ended June 30, 2018.

Moreover, XPO Logistics, Inc., which consolidates the XPO Logistics Europe financial statements, published US GAAP half-year financial statements on August 1, 2018, available on xpo.com.

About XPO Logistics and XPO Logistics Europe

XPO Logistics, Inc. (NYSE: XPO) is a top ten global logistics provider of cutting-edge supply chain solutions to the most successful companies in the world. The company operates as a highly integrated network of people, technology and physical assets in 32 countries, with 1,505 locations and more than 97,000 employees. XPO uses its network to help more than 50,000 customers manage their goods more efficiently throughout their supply chains.

XPO's corporate headquarters is in Greenwich, Conn., USA, and its European headquarters is in Lyon, France. The company conducts the majority of its European operations through its subsidiary, XPO Logistics Europe, in which it holds an 86.25% controlling interest. The remaining stock is traded as XPO on Euronext Paris - Isin FR0000052870. europe.xpo.com

Forward-looking Statements

This press release includes forward-looking statements within the meaning of United States federal securities laws. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements. All forward-looking statements set forth in this press release are qualified by factors that might cause or contribute to a material difference in actual results, as discussed in XPO's filings with the U.S. Securities and Exchange Commission, including: economic conditions generally; competition; XPO's ability to attract and retain key employees; the ability to develop and implement a suitable information technology system; and the ability to maintain positive relationships with third-party providers. Forward-looking statements set forth in this press release speak only as of the date hereof, and XPO undertakes no obligation to update forward-looking statements to reflect subsequent events or circumstances, changes in expectations or the occurrence of unanticipated events except to the extent required by law.

Media Contact:

XPO Logistics Europe
Anne Lafourcade
+33 (0)6 75 22 52 90
anne.lafourcade@xpo.com