

XPO Logistics Europe Announces H1 2017 Sales

LYON, FRANCE — 3 August 2017 — XPO Logistics Europe reported consolidated revenue for the first semester 2017 of €2,830 million, up 5.5% compared with H1 2016. At a constant exchange rate, total revenue grew by 7.6%⁽¹⁾.

The Supply Chain Europe business continued to report strong growth, with revenue up over 12% at a constant exchange rate, primarily driven by e-commerce. The Supply Chain US business delivered over 10% growth at a constant exchange rate, reflecting gains with agriculture and chemical customers. The Transport Solutions business increased revenue by 3% at a constant exchange rate, led by growth in the less-than-truckload, dedicated truckload and brokerage units. The Global Forwarding business benefitted from higher global ocean rates from a year ago, which has been offset by the impact of exiting unprofitable markets.

Troy Cooper, chief executive officer of XPO Logistics Europe, commented: “In the first six months of the year, we won a significant amount of new business and grew our existing relationships with current customers. We’re driving growth by cross-selling our services and sharing operational best practices across geographies. Our technology is adding value for our customers through enhanced visibility, supply chain efficiencies and process innovations. We expect EBIT and net income for the six months to June 30, 2017 to grow year on year.”

The company will publish its half-year financial statements on 15 September, 2017.

⁽¹⁾ Variations at constant exchange rate are computed by applying the 2017 foreign exchange rates to the 2016 numbers expressed in local currencies

Revenue⁽²⁾ by Business Unit:

(€m)	H1 2017	H1 2016	Change 2017 v 2016	Change at constant exchange rate
Transport Solutions	1,121	1,113	+0.7%	+3.0%
Supply Chain Europe	1,302	1,201	+8.4%	+12.2%
Supply Chain US	379	333	+13.8%	+10.4%
Global Forwarding	74	82	(9.7)%	(9.5)%
Inter BU	(46)	(47)	(2.6)%	(3.1)%
Consolidated total	2,830	2,682	+5.5%	+7.6%

Revenue⁽²⁾ by country:

(€m)	H1 2017	H1 2016	Change 2017 v 2016	Change at constant exchange rate
France	904	865	+4.5%	+4.5%
United Kingdom	762	761	+0.2%	+10.7%
United States	384	344	+11.7%	+8.4%
Spain	306	292	+4.7%	+4.7%
Others	474	420	+12.9%	+10.4%
Consolidated total	2,830	2,682	+5.5%	+7.6%

Next release: September 15, 2017 - publication of the financial statements for the period ended June 30, 2017.

► About XPO Logistics, Inc. and XPO Logistics Europe SA

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 31 countries, with over 90,000 employees and 1,435 locations. XPO uses its network to help more than 50,000 customers manage their goods more efficiently throughout their supply chains. The company has two reporting segments: transportation and logistics, and within these segments, its business is well diversified by geographies, verticals and types of service.

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 SA, in which it holds an 86.25% controlling interest. The remaining stock is traded as XPO on Euronext Paris - Isin FR0000052870.
www.xpo.com

⁽²⁾ Unaudited

Forward-looking Statements

This press release includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including our expected financial results. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements. In some cases, forward-looking statements can be identified by the use of forward-looking terms such as "anticipate," "estimate," "believe," "continue," "could," "intend," "may," "plan," "potential," "predict," "should," "will," "expect," "objective," "projection," "forecast," "goal," "guidance," "outlook," "effort," "target," "trajectory" or the negative of these terms or other comparable terms. However, the absence of these words does not mean that the statements are not forward-looking. These forward-looking statements are based on certain assumptions and analyses made by us in light of our experience and our perception of historical trends, current conditions and expected future developments, as well as other factors we believe are appropriate in the circumstances.

These forward-looking statements are subject to known and unknown risks, uncertainties and assumptions that may cause actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by such forward-looking statements. Factors that might cause or contribute to a material difference include the risks discussed in our filings with the United States Securities and Exchange Commission and the following: economic conditions generally; competition and pricing pressures; our ability to align our investments in capital assets, including equipment, service centers and warehouses, to our customers' demands; our ability to successfully integrate and realize anticipated synergies, cost savings and profit improvement opportunities with respect to acquired companies; our ability to develop and implement suitable information technology systems and prevent failures in or breaches of such systems; our substantial indebtedness; our ability to raise debt and equity capital; our ability to maintain positive relationships with our network of third-party transportation providers; our ability to attract and retain qualified drivers; litigation, including litigation related to alleged misclassification of independent contractors; labor matters, including our ability to manage our subcontractors, and risks associated with labor disputes at our customers and efforts by labor organizations to organize our employees; risks associated with our self-insured claims; risks associated with defined benefit plans for our current and former employees; fluctuations in currency exchange rates; fluctuations in fixed and floating interest rates; our ability to execute our growth strategy through acquisitions; fuel price and fuel surcharge changes; issues related to our intellectual property rights; governmental regulation, including trade compliance laws; and governmental or political actions, including the United Kingdom's likely exit from the European Union. All forward-looking statements set forth in this document are qualified by these cautionary statements and there can be no assurance that the actual results or developments anticipated by us will be realized or, even if substantially realized, that they will have the expected consequences to or effects on us or our business or operations. Forward-looking statements set forth in this document speak only as of the date hereof, and we do not undertake any 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.

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