

XPO Logistics Europe announces H1 2016 results
Strong performance
driven by Supply Chain and Transport Solutions

Lyon, August 4th, 2016 – XPO Logistics Europe reported consolidated revenue for the first semester of 2016 of €2,682 million, a 1.2% increase compared with H1 2015 (3.3% at constant exchange rate⁽¹⁾).

Adjusted EBITA (earnings before interest, taxes and amortization) was €102.6 million, or 3.8% of revenue, for the first semester of 2016, a 13.5% increase compared with H1 2015. Adjusted EBITA excludes €34.9 million of non-recurring expenses such as integration costs, rebranding costs, restructuring costs, and other non-recurring items.

Adjusted EBITDA (earnings before interest, taxes, depreciation and amortization) was €160.3 million, or 6.0% of revenue, for the first semester of 2016, a 2.3% increase compared with H1 2015. Adjusted EBITDA excludes €32.5 million of non-recurring expenses, including the costs described above and other non-recurring items.

Net income Group share, at €20.6 million, more than doubled compared with H1 2015.

Troy Cooper, chief executive officer of XPO Logistics Europe, commented: *“In the first six months, we continued to improve the profitability of the business while earning new contracts from world-class companies. Our Supply Chain Europe unit increased adjusted EBITA by 10.7% compared with the same period last year, outpacing revenue growth of 3.9%. At a constant exchange rate, Supply Chain Europe revenue grew by 7.2%. In our Supply Chain US unit, growth in contract logistics offset a decrease in transportation-related volumes.*

“In our Transport Solutions unit, we increased adjusted EBITA by 22.6% for the first six months year-over-year. Despite the negative impact of fuel prices, Transport revenue improved by 2.3% in the same period, excluding the foreign exchange effect.

“Our Global Forwarding unit has refocused its activities on core trade lanes, positioning the network for growth when pricing rebounds in freight forwarding.”

Mr. Cooper continued: *“We have entered the second half of the year ahead of plan and with strong demand for our services, particularly in e-fulfillment. Customers know the XPO Logistics brand and see our commitment to the European marketplace. We're making investments in technology, green transport, our sales force and other levers of operational excellence and growth.”*

Consolidated key data for H1 2016:

€m	H1 2016	H1 2015	Change 2016 v 2015
Revenues	2,682	2,650	+1.2%
EBITDA ⁽²⁾	127.8	122.8	+4.1%
EBITDA margin (%)	4.8%	4.6%	+13 bp
EBITA ⁽³⁾	67.7	54.9	+23.3%
EBITA margin (%)	2.5%	2.1%	+45 bp
Net income Group share	20.6	10.2	+102%

Revenues by Business Unit:

Revenues YTD (€m) by Business Unit	H1 2016	H1 2015	Change 2016 v 2015
Transport Solutions	1,113	1,105	+0.7%
Supply Chain Europe	1,201	1,155	+3.9%
Supply Chain US	333	337	(1.1)%
Global Forwarding	82	99	(16.7)%
Inter division	(47)	(46)	-
Consolidated total	2,682	2,650	+1.2%

Revenues by country:

Revenues YTD (€m) by geographical region	H1 2016	H1 2015	Change 2016 v 2015
France	865	862	+0.4%
United Kingdom	761	730	+4.2%
United States	344	349	(1.4%)
Spain	292	288	+1.5%
Others	420	422	(0.4)%
Consolidated total	2,682	2,650	+1.2%

EBITA⁽³⁾ contribution by Business Unit:

(€m)	H1 2016	H1 2015	Change 2016 v 2015
Transport Solutions	36.6	29.9	+22.6%
Supply Chain Europe	49.8	45.0	+10.7%
Supply Chain US	17.1	15.0	+14.1%
Global Forwarding	(0.9)	0.6	(248)%
Adjusted EBITA	102.6	90.4	+13.5%
Integration costs, restructuring and other non-recurring expenses (net)	(34.9)	(35.5)	(1.7%)
Total EBITA	67.7	54.9	+23.3%

The half-year financial statements for the period ended June 30, 2016, were submitted by the Management Board on July 27th, 2016, and reviewed by the Supervisory Board on August 1st, 2016. The review of the consolidated financial statements has been performed and the auditors report concerning their certification will be issued shortly.

(1) Variations at constant exchange rate are computed by applying the 2016 foreign exchange rates to the 2015 numbers expressed in local currencies

(2) Earnings Before Interest, Taxes, Depreciation and Amortization

(3) Earnings Before Interest, Taxes and Amortization



► 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 34 countries, with over 88,000 employees and 1,440 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

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.

Press Contact

APCO Worldwide for XPO Logistics

Lamia Elagbi

XPOFrance@apcoworldwide.com

+33 (0)1 44 94 86 60