



## XPO Logistics Europe Announces 2018 Revenue

**LYON, FRANCE — February 15, 2019** — XPO Logistics Europe reported full year 2018 consolidated revenue of €6,192 million, an 8.2% increase compared with 2017 (9.3% at a constant exchange rate<sup>1</sup>).

Our Supply Chain Europe unit delivered revenue growth of 11.1% (12.0% at a constant exchange rate) year-over-year. Demand for logistics accelerated across diverse sectors and types of customers, led by the fashion sector in the United Kingdom, the Netherlands and Spain. Revenue for our Supply Chain US unit was stable at 0.3% growth at a constant exchange rate (–4.1% at a current exchange rate).

Our Transport Solutions unit increased revenue by 8.2% (8.4% at a constant exchange rate). Transport performance was led by growth in dedicated truckload, freight brokerage, managed transportation and less-than-truckload services, primarily driven by the UK and Spain.

On a country basis, our five key markets all reported sizable revenue increases, compared with 2017: the United Kingdom (+11.1%; +12.1% at a constant exchange rate), Spain (+13.9%), Italy (+7.4%), the Netherlands (+39.4%) and France (+3.5%), despite an economic slowdown in some European markets.

Malcolm Wilson, chief executive officer of XPO Logistics Europe, commented: “We delivered strong revenue growth of 9.3% at a constant exchange rate for the full year 2018, reflecting our focus on salesforce effectiveness and operational leadership across our service offerings. Our investments in technology have enabled us to serve customers with agility, particularly in e-commerce.”

We anticipate that our net income will decrease compared to 2017 primarily due to discrete items for pension expense in the UK and a higher effective tax rate.

### Revenue<sup>2</sup> by business unit:

(€m)	2018	2017	Change 2018 v 2017	Change at constant exchange rate
<b>Transport Solutions</b>	2,558	2,365	+8.2%	+8.4%
<b>Supply Chain Europe</b>	3,021	2,719	+11.1%	+12.0%
<b>Supply Chain US</b>	702	732	(4.1%)	+0.3%
<b>Inter BU</b>	(89)	(93)	(4.2%)	(3.6%)
<b>Consolidated total</b>	<b>6,192</b>	<b>5,723</b>	<b>+8.2%</b>	<b>+9.3%</b>

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

<sup>2</sup> Unaudited.

**Revenue<sup>2</sup> by country:**

(€m)	2018	2017	Change 2018 v 2017	Change at constant exchange rate
France	1,834	1,772	+3.5%	+3.5%
United Kingdom	1,751	1,577	+11.1%	+12.1%
Spain	716	628	+13.9%	+13.9%
United States	711	742	(4.2%)	+0.1%
Others	1,180	1,003	+17.6%	+18.9%
<b>Consolidated total</b>	<b>6,192</b>	<b>5,723</b>	<b>+8.2%</b>	<b>+9.3%</b>

XPO Logistics Europe will release its full year IFRS audited earnings on March 29, 2019.

Moreover, the XPO Logistics, Inc. group, which consolidates XPO Logistics Europe financial statements, published US GAAP financial statements on February 14, 2019, available on [xpo.com](http://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 1,535 locations and more than 100,000 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](http://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.*

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