

### Non-GAAP Financial Measures – Europe Transportation Organic Revenue Growth

The schedule below presents organic revenue for our European transportation business, which represents a non-GAAP financial measure. We provide a reconciliation of this measure to the most directly comparable measure calculated in accordance with United States generally accepted accounting principles ("GAAP"). We believe that presenting organic revenue for our European transportation business improves the comparability of our operating results from period to period by excluding the impact of fuel surcharges and foreign currency exchange rate fluctuations. We believe comparability is improved because these items are not reflective of our normalized operating activities. Other companies may calculate organic revenue differently and, therefore, our measure may not be comparable to similarly titled measures of other companies. Organic revenue is not a measure of financial performance or liquidity under GAAP and should not be considered in isolation or as an alternative to total revenue for our European transportation business or other similar measures determined in accordance with GAAP. Items excluded from organic revenue are significant and necessary components of the operations of our business, and, therefore, organic revenue should only be used as a supplemental measure of our operating performance.

**XPO Logistics, Inc.**  
**Reconciliation of GAAP Revenue to Organic Revenue for Europe Transportation**  
**(Unaudited)**  
**(In millions)**

	<b>Europe Transportation</b>	
	<b>Three Months Ended September 30,</b>	
	<b>2018</b>	<b>2017</b>
Revenue	\$ 703.1	\$ 629.8
Fuel	(207.7)	(167.5)
Foreign Exchange Rates	0.7	-
<b>Organic Revenue</b>	<b>\$ 496.1</b>	<b>\$ 462.3</b>
Organic Revenue Growth [a]	7.3%	

[a] Organic revenue growth is calculated as the relative change in year-over-year organic revenue, expressed as a percentage of 2017 organic revenue.

### Non-GAAP Financial Measures – Europe Logistics Organic Revenue Growth

The schedule below presents organic revenue for our European logistics business, which represents a non-GAAP financial measure. We provide a reconciliation of this measure to the most directly comparable measure calculated in accordance with United States generally accepted accounting principles ("GAAP"). We believe that presenting organic revenue for our European logistics business improves the comparability of our operating results from period to period by excluding the impact of foreign currency exchange rate fluctuations. We believe comparability is improved because these items are not reflective of our normalized operating activities. Other companies may calculate organic revenue differently and, therefore, our measure may not be comparable to similarly titled measures of other companies. Organic revenue is not a measure of financial performance or liquidity under GAAP and should not be considered in isolation or as an alternative to total revenue for our European logistics business or other similar measures determined in accordance with GAAP. Items excluded from organic revenue are significant and necessary components of the operations of our business, and, therefore, organic revenue should only be used as a supplemental measure of our operating performance.

**XPO Logistics, Inc.**  
**Reconciliation of GAAP Revenue to Organic Revenue for Europe Logistics**  
**(Unaudited)**  
**(In millions)**

	<b>Europe Logistics</b>	
	<b>Three Months Ended September 30,</b>	
	<b>2018</b>	<b>2017</b>
Revenue	\$ 919.5	\$ 834.5
Foreign Exchange Rates	11.0	-
<b>Organic Revenue</b>	<b>\$ 930.5</b>	<b>\$ 834.5</b>
Organic Revenue Growth [a]	11.5%	

[a] Organic revenue growth is calculated as the relative change in year-over-year organic revenue, expressed as a percentage of 2017 organic revenue.