# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): December 1, 2022

### **XPO LOGISTICS, INC.**

(Exact name of registrant as specified in its charter)

**Delaware** (State or other jurisdiction of incorporation)

**001-32172** (Commission File Number)

**03-0450326** (IRS Employer Identification No.)

Five American Lane, Greenwich, Connecticut

(Address of principal executive offices)

**06831** (Zip Code)

Registrant's telephone number, including area code: (855) 976-6951

Check the appropriate box below if the Form 8-K filing is intended following provisions:	ed to simultaneously satisfy t	the filing obligation of the registrant under any of the
☐ Written communications pursuant to Rule 425 under the Sec	curities Act (17 CFR 230.425	)
☐ Soliciting material pursuant to Rule 14a-12 under the Excha	nge Act (17 CFR 240.14a-12	
☐ Pre-commencement communications pursuant to Rule 14d-2	2(b) under the Exchange Act	(17 CFR 240.14d-2(b))
☐ Pre-commencement communications pursuant to Rule 13e-4	4(c) under the Exchange Act	(17 CFR 240.13e-4(c))
Securities registered pursuant to Section 12(b) of the Act:		
Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common stock, par value \$0.001 per share	XPO	New York Stock Exchange
Indicate by check mark whether the registrant is an emerging gro chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§		Rule 405 of the Securities Act of 1933 (§230.405 of this
		Emerging growth company
If an emerging growth company, indicate by check mark if the re or revised financial accounting standards provided pursuant to Se	•	1 110

#### Item 8.01. Other Events.

On December 1, 2022, XPO Logistics, Inc. posted pro forma financial data with respect to its historical financial results on its website at <a href="https://www.xpo.com">www.xpo.com</a>. A copy of the pro forma financial data is filed herewith as Exhibit 99.1, and incorporated herein by reference.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.	Description
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99.1 XPO Pro Forma Financial Data.

Cover Page Interactive Data File (embedded within the Inline XBRL document).

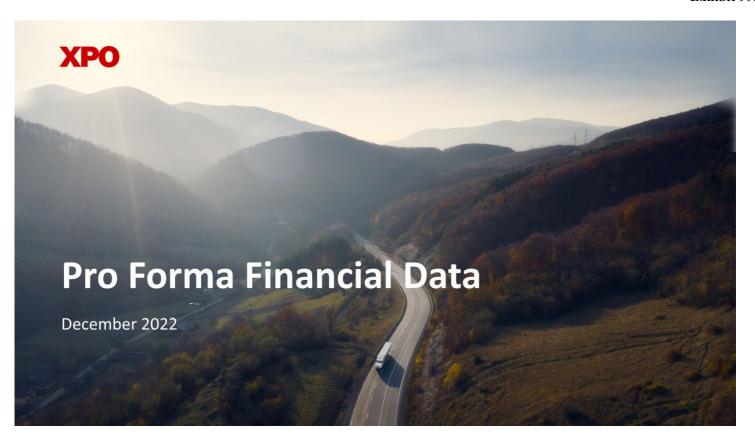
#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: December 1, 2022 XPO LOGISTICS, INC.

/s/ Carl D. Anderson II

Carl D. Anderson II Chief Financial Officer



#### **Basis of Presentation and Disclaimers:**

On November 1, 2022, XPO Logistics, Inc. ("XPO" or the "Company") completed the previously announced separation of its tech-enabled transportation platform (the "RXO Separation") to XPO stockholders. Additionally, in March 2022, XPO sold its North American intermodal operation ("intermodal") ("intermodal") ("intermodal Sale") and recorded a \$434 million pre-tax gain on the sale, net of transaction costs, during the first six months of 2022. The Intermodal Sale (together with the RXO Separations) was part of a single plan of disposal. The Separations together qualify for discontinued operations under U.S. GAAP upon the RXO Separation. On November 1, 2022, XPO filed a Current Report on Form 8-t', which included unaudited pro forma condensed consolidated statements of operations for the six months ended June 30, 2022 and for each of the years ended December 31, 2021, 2020 and 2019 to illustrate the estimated effects of the Separations.

In this presentation, XPO is providing additional unaudited pro forma condensed consolidated and adjusted financial data to assist investors in assessing XPO's historical performance on a basis that excludes these Separations. This data should be read in conjunction with (i) the unaudited pro forma consolidated financial information included in the Form 8-K, which was prepared in accordance with Regulation S-X Article 11, Pro Forma Financial Information, as amended, (ii) XPO's Annual Reports on Form 10-K for the years ended December 31, 2021 and 2020, (iii) XPO's Quarterly Reports on Form 10-Q for the quarters ended March 31, 2022 and 2021, June 30, 2022 and 2021, and September 30, 2022 and 2021 and (iii) the reconciliations provided herein.

This presentation has been prepared by XPO for illustrative and informational purposes only in accordance with Regulation S-X Article 11, Pro Forma Financial Information, as amended. The pro forma financial data is based on various adjustments and assumptions and is not necessarily indicative of what XPO's consolidated statements of operations actually would have been had the Separations been completed as of the dates indicated or will be for any future periods. The pro forma financial data does not purport to project the future operating results of XPO and does not include adjustments to reflect any potential synergies or dis-synergies that may result from the

#### NON-GAAP FINANCIAL MEASURES

As required by the rules of the Securities and Exchange Commission ("SEC"), we provide reconciliations of the non-GAAP financial measures contained in this presentation to the most directly comparable measure under GAAP or a pro forma measure prepared and presented in accordance with Regulation S-X Article 11, Pro Forma Financial Information, as amended, as applicable, which reconciliations are set forth in the financial tables below.

XPO's non-AAPA financial measures used in this presentation for the quarterly periods for the year ended December 31, 2021 and the quarterly periods for the first nine months of 2022 and each of the years ended December 31, 2020 and 2021 include adjusted earnings before interest, taxes, depreciation and amortization ("adjusted EBITDA") on a consolidated basis and for Corporate and Intersegment Eliminations, pro forma adjusted EBITDA") on a consolidated basis and for our Brokerage and Other Services segment and Corporate and Intersegment Eliminations, consolidated EBITDA" (and intermodal ("pro forma adjusted EBITDA") on a consolidated basis and for our Brokerage and Other Services segment and Corporate and Intersegment Eliminations, consolidated per forma adjusted rel income (loss) from continuing operations attributable to common shareholds results of operations for RXO, inc. and Intermodal ("pro forma adjusted eliminations of the property of t

We believe that the above adjusted financial measures facilitate analysis of our ongoing business operations because they exclude items that may not be reflective of, or are unrelated to, XPO and its business segments' core operating performance, and may assist investors with comparisons to prior periods and assessing trends in our underlying businesses. We believe that adjusted EBITDA and pro forma adjusted EBITDA improve comparability from period to period by removing the impact of our capital structure (interest and financing expenses), asset base (depreciation and amortization), lax impacts and other adjustements as set out in the attached tables that management has determined are not reflective of core operating activities and thereby assist investors with assessing trends in our underlying businesses. We believe that pro forma adjusted that provided the financial measures differently adjusted EPS improve the comparability of our operating results from period to period by removing the impact of certain costs and gains that management has determined are not reflective of our core operating activities, including amortization of acquisition-related intangible assests. Other companies may calculate these one-GAAP financial measures and the comparable to similarly titled measures of other companies. These non-GAAP financial measures should only be used as supplemental measures of our operating performance.

Adjusted EBITDA, pro forma adjusted EBITDA, pro forma adjusted en the forma adjusted EBITDA, pro forma adjusted EBITDA, pro forma adjusted EBITDA, pro forma adjusted EBITDA, pro forma adjusted en the forma adjusted enter the formal adjusted en



### **Financial Reconciliations**

## XPO Logistics, Inc. Unaudited Pro Forma and Pro Forma Adjusted Financial Data (in millions)

	For the Year Ended December 2020		arch	ne Three June 2021	Sep	ns Ended tember 1021	Dec	cember 2021	Year	or the r Ended cember 2021	For the larch	J	e Months lune 2022	Sept	ed tember 022	For the Months Ended September 2022
Less-than-Truckload adjusted EBITDA as previously reported $^{(1)(2)(3)}$	\$	764	\$ 214	\$ 258	\$	222	\$	210	\$	904	\$ 205	\$	294	\$	258	\$ 757
Brokerage and other services segment adjusted EBITDA as previously reported (1)(2)(0) Less: Adjusted EBITDA attributable to North American Transportation Brokerage and other services segment pro forma adjusted EBITDA	\$	284 (196) 88	\$ 125 (88) 37	\$ 130 (82) 48	\$	131 (89) 42	\$	161 (120) 41	\$	547 (379) 168	\$ 164 (124) 40	\$	152 (104) 48	\$	123 (78) 45	\$ (306) 133
Corporate and intersegment eliminations adjusted EBITDA as previously reported (1) (2) Plus: General corporate overhead previously allocated to North American Transportation and other Corporate and intersegment eliminations pro forma adjusted EBITDA	\$	(201) (42) (243)	\$ (60) (13) (73)	\$ (58) (12) (70)	\$	(46) (12) (58)	\$	(48) (10) (58)	\$	(212) (47) (259)	\$ (48) (12) (60)	\$	(41) (12) (53)	\$	(29) (11) (40)	\$ (118) (35) (153)
XPO Consolidated adjusted EBITDA as previously reported (1) (2) Less: Adjusted EBITDA attributable to North American Transportation Plus: General corporate overhead previously allocated to North American Transportation and other XPO pro forma adjusted EBITDA	\$	847 (196) (42) 609	\$ 279 (88) (13) 178	\$ 330 (82) (12) 236	\$	307 (89) (12) 206	\$	323 (120) (10) 193	\$	1,239 (379) (47) 813	\$ 321 (124) (12) 185	\$	405 (104) (12) 289	\$	352 (78) (11) 263	\$ 1,078 (306) (35) 737

<sup>(1)</sup> Prior to the spin-off of RXO, XPO's financial results were comprised of the Less-than-Truckload and Brokerage and Other Services segments and Corporate and Intersegment Eliminations; this reconciliation bridges the pro



XPO Logistics, Inc. Non-GAAP Reconciliations

			(UI	nauantea,	in mii	llions)														
		r the Ended			For th	ne Three	Month	s Endec	1			or the		For the	Thre	e Months	s Ende	ed		For the Months Ended
	Dec	ember 2020		larch 1021		June 2021	Sept	tember 021	Dec	ember 021	Dec	ember 2021		March 2022		June 2022	Sep	tember 2022		eptember 2022
Less-than-Truckload Segment Reconciliation of Adjusted EBITDA:																				
Reconciliation of Less-than-Truckload segment operating income to adjusted EBITDA (1)																				
Operating income	\$	487	\$	145	S	187	\$	149	\$	137	S	618	S	132	\$	216	\$	182	S	530
Transaction and integration costs		5				-		1		-		1		-		2		-		2
Restructuring costs		4												3				2		5
Other income (2)		44		14		14		15		16		59		15		16		14		45
Depreciation and amortization (3)		224		55		57		57		57		226		55		60		60		175
Adjusted EBITDA (4)	\$	764	\$	214	S	258	\$	222	\$	210	\$	904	S	205	\$	294	\$	258	S	757
Brokerage and Other Services Segment Reconciliations of Adjusted EBITDA and Pro Forma Adjusted EBITDA:																				
Reconciliation of operating income to adjusted EBITDA (1)																				
Operating income	\$	21	\$	64	S	67	\$	58	\$	93	S	282	S	100	\$	93	\$	62	S	255
Transaction and integration costs		16		1		2		5		8		16		2		1		3		6
Restructuring costs		20		1		-		8		1		10		2		4		2		8
Adjusted operating income		57		66		69		71		102		308		104		98		67		269
Other income (expense)		(2)		(1)		1				(1)		(1)		-				2		2
Depreciation and amortization (3)		229		60		60		60		60		240		60		54		54		168
Adjusted EBITDA (4)	\$	284	\$	125	\$	130	\$	131	\$	161	S	547	\$	164	\$	152	\$	123	\$	439
Reconciliation of pro forma operating income (loss) to pro forma adjusted EBITDA																				
Pro forma operating income (loss)	\$	(59)	\$	1	S	11	\$	(6)	\$	(4)	S	2	S	3	\$	15	\$	11	S	28
Transaction and integration costs		8		-		2		5		8		15		2		1		2		5
Restructuring costs		11		1		-		8		1		10		2		1		1		4
Pro forma adjusted operating income (loss)		(40)		2		13		7		5		27		7		17		14		37
Other income (expense)		(1)				-		(1)		-		(1)		-		(1)		1		-
Depreciation and amortization (3)		129		35		35		36		36		142		33		32		30		96
Pro forma adjusted EBITDA	\$	88	\$	37	S	48	\$	42	\$	41	S	168	S	40	\$	48	\$	45	S	133

<sup>(1)</sup> Historical financial data has been derived from XPO's historical financial statements for the periods presente

Other income primarily consists of pension income.

<sup>(2)</sup> Depreciation and amortization includes the following impact from the amortization of acquisition-related intangible assets for the periods noted below

		r Ended			For the	Three	Month	s Ended	1			Ended	For the	Three	Month	s Ende	d	Nine	Months Ended
		cember 2020		arch 021		une 021		ember 021		ember 021		ember 021	arch 022		ine 022		ember 022	,	September 2022
Amortization of acquisition-related intangible assets		100		0000				-							12.5				Victor
Less-than-Truckload Segment	\$	34	\$	8	S	9	\$	8	\$	8	S	33	\$ 8	\$	9	\$	8	S	25
Brokerage and Other Services Segment		53		14		12		14		13		53	12		10		11		33
Pro forma Brokerage and Other Services Segment		21		7		4		7		5		23	5		5		6		16
Consolidated		87		22		21		22		21		86	20		19		19		58
Pro forma Consolidated		55		15		13		15		13		56	13		14		14		41

<sup>(6)</sup> Adjusted EBITDA is used by our chief operating decision maker to evaluate segment profit (loss) in accordance with ASC 28

Refer to the Non-GAAP Financial Measures section on page 1 for more information



#### XPO Logistics, Inc. Non-GAAP Reconciliations (Cont.)

			(Unaudited, in millions)																	
	F	or the									F	or the								For the
		Ended			or th	e Three		s Ended				r Ended			Thre	e Months	Ende	d		onths Ended
		ember		arch		une		tember		ember		cember		arch		lune		ember	Se	eptember
	- 2	2020	2	021	2	021	2	021	2	2021	- :	2021	2	022	- 2	2022	2	022		2022
Corporate and Intersegment Eliminations Reconciliations of Adjusted EBITDA and																				
Pro Forma Adjusted EBITDA:																				
Reconciliation of operating income (loss) to adjusted EBITDA (1)																				
Operating income (loss)	\$	(280)	\$	(70)	\$	(63)	\$	(95)	\$	(56)	\$	(284)	\$	393	\$	(79)	\$	(59)	\$	255
Transaction and integration costs		54		4		4		9		3		20		8		22		22		52
Restructuring costs		7		-		1		6		2		9		1		-		5		6
(Gain) loss on sale of business		-		-		-		-		-		-		(450)		16		-		(434)
Litigation settlements				-		-		29		2		31		-		-		-		
Other income (expense) (2)		1		2		(3)		4		(1)		2		(1)		(1)		(1)		(3)
Depreciation and amortization	19000	17		4		3	000	1		2	3000	10		1	200	1	10.00	4		6
Adjusted EBITDA	\$	(201)	\$	(60)	\$	(58)	\$	(46)	\$	(48)	\$	(212)	\$	(48)	\$	(41)	\$	(29)	\$	(118)
Reconciliation of pro forma operating income (loss) to pro forma adjusted EBITDA																				
Pro forma operating income (loss)	\$	(330)	\$	(91)	\$	(77)	\$	(80)	\$	(66)	\$	(314)	\$	(72)	\$	(71)	\$	(59)	\$	(201)
Transaction and integration costs (3)		54		10		4		9		3		26		7		14		11		32
Restructuring costs		7		-		1		6		2		9		1		-		-		1
Other income (expense) (2)		1		2		(3)		4		(1)		2		(1)		(1)		(1)		(3)
Depreciation and amortization		25		6		5		3		4		18		5		5		9		18
Pro forma adjusted EBITDA	\$	(243)	\$	(73)	\$	(70)	\$	(58)	\$	(58)	\$	(259)	\$	(60)	\$	(53)	\$	(40)	\$	(153)



<sup>(1)</sup> Historical financial data has been derived from XPO's historical financial statements for the periods presented.
(2) Other income (expense) consists of foreign currency gain (loss) and other income (expense).
(3) 2022 includes stock-based compensation expense for awards issued in conjunction with announcement of the RXO Separation.
Refer to the Non-GAAP Financial Measures section on page 1 for more information.

XPO Logistics, Inc. Ion-GAAP Reconciliations (Cont.)

			(Or	iauunea,	III min	(IONS)														
		or the			Eor th	e Three	Monti	e Ende				or the		For the	Three	Month	Ende	d		For the Months Ended
	De	cember 2020		arch 021	J	lune 2021	Sep	tember 021	Dec	ember 021	Dec	ember 2021		tarch 2022	J	une 022	Sept	ember 022		eptember 2022
Consolidated Reconciliations of Adjusted EBITDA and Pro Forma Adjusted EBITDA:																				
Reconciliation of income (loss) from continuing operations to adjusted EBITDA (1)																				
Income (loss) from continuing operations	S	(13)	S	63	S	113	\$	21	S	126	S	323	S	489	S	141	S	131	S	761
Debt extinguishment loss				8		-	75	46		-		54		-		26		-		26
Interest expense		307		65		58		53		35		211		37		31		35		103
Income tax provision (benefit)		(22)		19		30		11		27		87		113		47		34		194
Unrealized (gain) loss on foreign currency option and forward contracts		(1)		(1)		2				-		1		-						
(Gain) loss on sale of business		- 1.0		-		-				- 1				(450)		16		-		(434)
Litigation settlements		-		-		-		29		2		31		-		-		-		-
Transaction and integration costs		75		5		6		15		11		37		10		25		25		60
Restructuring costs		31		1		1		14		3		19		6		4		9		19
Depreciation and amortization (2)		470		119		120		118		119		476		116		115		118		349
Adjusted EBITDA	\$	847	\$	279	S	330	\$	307	\$	323	s	1,239	\$	321	\$	405	\$	352	\$	1,078
Reconciliation of pro forma income (loss) from continuing operations to pro forma adjusted EBITDA																				
Pro forma income (loss) from continuing operations	s	(119)	\$	(4)	s	64	\$	(12)	s	42	s	90		35	\$	92	s	91	s	218
Debt extinguishment loss		(110)	Φ	17	٠	- 04	Φ	46		42	9	63	9	30	φ	26		91	9	26
Interest expense		307		60		52		48		29		189		32		25		31		88
Income tax provision (benefit) (3)		(43)				13		40		12		24		10		31		26		67
				(1)				2.2												
Transaction and integration costs (4)		67		10		6		15		11		42		9		17		13		39
Restructuring costs		22		-1		1		14		3		19		6		1		3		10
Depreciation and amortization (2)		378		96		97		96		97		386		93		97		99		289
Other	-	(3)	-	(1)	_	3	-	(1)	-	(1)	-	- 010	-	105	_	- 000		-	_	707
Pro forma adjusted EBITDA	\$	609	\$	178	S	236	\$	206	\$	193	S	813	\$	185	\$	289	\$	263	\$	737

<sup>(1)</sup> Historical financial data has been derived from XPO's historical financial statements for the periods presented

Depreciation and amortization includes the following impact from the amortization of acquisition-related intangible assets for the periods noted below

		the				_	 _				the			_					or the
		Ended					s Ended				Ended					Ended			onths Ended
		December 2020		rch 021		une 021	ember 021	Decer 202			ember 021	20 20	rch 22	Ju 20	ne 22	Septe 20			ptember 2022
Amortization of acquisition-related intangible assets																			
Less-than-Truckload Segment	\$	34	\$	8	S	9	\$ 8	\$	8	S	33	S	8	\$	9	\$	8	S	25
Brokerage and Other Services Segment		53		14		12	14		13		53		12		10		11		33
Pro forma Brokerage and Other Services Segment		21		7		4	7		5		23		5		5		6		16
Consolidated		87		22		21	22		21		86		20		19		19		58
Pro forma Consolidated		55		15		13	15		13		56		13		14		14		41

<sup>(</sup>a) The estimated income tax provision (benefit) has been calculated by applying the overall estimated effective tax rate to the pre-tax amount, unless the nature of the item and/or the tax jurisdiction in which the item has been recorded requires application of



<sup>(\*) 2022</sup> includes stock-based compensation expense for awards issued in conjunction with announcement of the RXO Separation

Refer to the Non-GAAP Financial Measures section on page 1 for more information.

XFO Logistics, Inc.

XFO Logis

	For the Year Ended December 2020		arch 021	the Three June 2021	Sep	s Ended etember 2021	ember 1021	Year	r the Ended ember 021	For th	J	Months   une 022	Sept	ember 022	Nine N	For the onths Ended optember 2022
Pro forma income (loss) from continuing operations Preferred stock conversion charge Distributed and underthicate on it mome	\$	(119) (22) (9)	\$ . (4)	\$ 64	\$	(12)	\$ 42	\$	90 - -	\$ 35 -	\$	92	\$	91 - -	\$	218
Net loss from continuing operations attributable to noncontrolling interests  Pro forms net income (loss) from continuing operations attributable to common shareholders (1)  Preferred stock conversion charge  Debt extinguistment loss	\$	(147)	\$ (4) 17	\$ 64	\$	(12) - 46	\$ 42	\$	90	\$ 35	\$	92	\$	91	\$	218
Unrealized (gain) loss on foreign currency epiton and forward contracts Amortization of acquisition-related intangible assets ABL amendment cost Transaction and integration costs <sup>(5)</sup>		(1) 55 - 67	(1) 15 -	13		15 1 15	13		1 56 1 42	13		14 - 17		14		41
Restructuring costs Income lax associated with the adjustments above (1) Discrete and other lax-related adjustments (1) Aboution of underlinked enemons		(40) -	1 (10) -	(5)		14 (21) (4)	(6)		19 (42) (4)	6 (7) -		1 (14)		3 (7)		10 (28)
Pro forma adjusted net income (loss) from continuing operations attributable to common shareholders (1)	\$	(34)	\$ 28	\$ 81	\$	54	\$ 63	\$	226	\$ 56	\$	136	\$	114	\$	306
Pro forma diluted earnings (loss) from continuing operations per share <sup>(1)</sup> Pro forma adjustents per share Pro forma adjusted diluted earnings (loss) from continuing operations per share <sup>(1)</sup>	\$	(1.61) 1.24 (0.37)	\$ (0.04) 0.29 0.25	\$ 0.57 0.15 0.72	\$	(0.10) 0.57 0.47	\$ 0.36 0.18 0.54	\$	0.79 1.19 1.98	\$ 0.30 0.18 0.48	\$	0.80 0.38 1.18	\$	0.79 0.20 0.99	\$	1.89 0.76 2.65
Diluted weighted-average common shares outstanding: For pro forms dided earnings (loss) per share For pro forms adjusted diluted earnings (loss) per share		92 92	106 112	113 113		115 116	116 116		114 114	116 116		116 116		116 116		116 116



<sup>10</sup> The sum of quarterly nel income (loss) from continuing operallons attributable to common shareholders and earnings (loss) from continuing operallons per share may not equal year-to-date amounts due to differences in the weighted-average number of shares outstanding during the respective periods.

2020 cinculates stock-based compensation expense for awards issued in conjunction with amountenense of the RXO Separation.

2020 cinculates stock-based compensation expenses for awards issued in conjunction with amountenense to the RXO Separation.

2020 cinculates stock-based compensation expenses for awards issued in conjunction with amountenense to the RXO Separation.

2020 cinculates stock-based compensation expenses for awards issued in conjunction with a conjunction of a period of the RXO Separation.

2020 cinculates stock-based compensation expenses for awards in the weighted-average number of shares outstanding during the respective periods.

2020 cinculates amounts due to difference in the weighted-average number of shares outstanding during the respective periods.

2020 cinculates amounts due to difference in the weighted-average number of shares outstanding during the respective periods.

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2020 cinculates amounts due to difference in the weighted-average number of the RXO difference in the RXO di

