

Non-GAAP Financial Measures

The schedule below presents organic revenue, 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 improves the comparability of our operating results from period to period by excluding the impact of the following items: fuel 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 should only be used as a supplemental measure of our operating performance.

XPO, Inc.
Reconciliation of GAAP Revenue to Organic Revenue
(Unaudited)
(In millions)

	Three Months Ended December 31,	
	2022	2021
Revenue	\$ 1,831	\$ 1,772
Fuel	(522)	(396)
Foreign exchange rates	94	-
Organic revenue	\$ 1,403	\$ 1,376
Organic revenue growth ⁽¹⁾	2.0%	

¹ Organic revenue growth is calculated as the relative change in year-over-year organic revenue, expressed as a percentage of 2021 organic revenue