

Non-GAAP Financial Measures – Revenue Growth

The schedule below presents organic revenue, which represents a non-GAAP financial measure, for the consolidated company, our Transportation and Logistics segments and our European Transportation business. 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: foreign currency exchange rate fluctuations and when applicable, fuel surcharges. 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 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 (Unaudited) (In millions)

	Consolidated		Transportation		Logistics		European Transportation	
	Three Months Ended June 30,							
	2020	2019	2020	2019	2020	2019	2020	2019
Revenue	\$ 3,502	\$ 4,238	\$ 2,127	\$ 2,747	\$ 1,404	\$ 1,526	\$ 527	\$ 744
Fuel	(266)	(428)	(266)	(428)	-	-	(116)	(194)
Foreign exchange rates	36	-	11	-	24	-	12	-
Organic Revenue	\$ 3,272	\$ 3,810	\$ 1,872	\$ 2,319	\$ 1,428	\$ 1,526	\$ 423	\$ 550
Organic Revenue Growth ⁽¹⁾	-14.1%		-19.3%		-6.5%		-23.1%	

⁽¹⁾ Organic revenue growth is calculated as the relative change in year-over-year organic revenue, expressed as a percentage of 2019 organic revenue.

Non-GAAP Financial Measures – North American Truck Brokerage Net Revenue

The schedule below presents net revenue for our North American Truck Brokerage 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 net revenue improves the comparability of our operating results from period to period by removing the cost of transportation and services, in particular the cost of fuel. We believe comparability is improved because these items are not reflective of our normalized operating activities. Other companies may calculate net revenue differently and, therefore, our measure may not be comparable to similarly titled measures of other companies. Net 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 or other similar measures determined in accordance with GAAP. Items excluded from net revenue are significant and necessary components of the operations of our business, and, therefore, net revenue should only be used as a supplemental measure of our operating performance.

XPO Logistics, Inc.
Reconciliation of GAAP Revenue to Net Revenue for North American Truck Brokerage
(Unaudited)
(In millions)

	North American Truck Brokerage	
	Three Months Ended June 30,	
	2020	2019
Revenue	\$ 298	\$ 325
Cost of transportation and services	238	267
Net revenue ⁽¹⁾	\$ 60	\$ 58

⁽¹⁾ Net revenue is calculated as Revenue less Cost of transportation and services.