



**XPO**Logistics

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# Introduction to XPO

**XPO provides pivotal supply chain solutions to the most successful companies in the world.**

Our solutions are flexible and scalable, and are applicable to a wide range of commodities in a wide range of industries.

Serving  
more than  
**50,000**  
CUSTOMERS

**88,000**  
EMPLOYEES  
worldwide

Highly  
integrated  
network of  
**1,440**  
LOCATIONS

Presence in  
**34**  
COUNTRIES



# TRANSPORTATION SOLUTIONS

# XPOLogistics

**Our industry-leading customer satisfaction scores protect retail and e-commerce brands more than 10 million times a year.**

XPO is the largest provider of last mile logistics for heavy goods such as major appliances in North America. Ten million deliveries a year is a new milestone for us—and it reflects a lot of trust in XPO by the world's biggest retailers. XPO's contracted carriers, installers and assemblers cross thresholds more than 32,000 times a day on average, generating the industry's highest client satisfaction ratings in the process.

**XPO manages more expedite shipments than anyone, meeting time-critical deadlines by ground, air, and TMS technology.**

XPO is the largest manager of expedite shipments in North America for reasons that are critically important to our customers' productivity. When a factory line comes to a halt, it can cost a manufacturer \$20,000 or more a minute.

**XPO values reliability as much as you do—we have the trucks, terminals, and drivers to pick up and deliver your freight on time, without damage.**

XPO is the largest less-than-truckload provider in Europe and second largest in North America, with world-class capabilities for reliable, time-definite service. We control our own assets to ensure capacity and quality of service for clients.

**Asset-based, dry-van truckload service custom fit to your supply chain requirements—national, regional, cross-border, or dedicated.**

XPO is a trusted provider of time-definite, dry-van truckload transportation throughout the United States, with extensive cross-border Mexico coverage, and service to Canada. Our truckload fleet has been a staple of shippers for more than 60 years.

## LAST MILE

Delivery of your product to your customer's house or place of business requires entrusting your brand and customer relationship with us. Our proven, on-time performance enhances your brand by ensuring the protection of both product and property—we take care of it for you.

#1

## EXPEDITE

Equipment failures, unexpected urgent requirements, and supply chain disruptions are frustrating, costly and almost impossible to solve on your own. For that, you need the expedite resources of XPO.

#1

## LESS-THAN-TRUCKLOAD

Smaller, or unpredictable shipping requirements can present problems—as well as opportunities. Whether you ship regionally, nationally or across borders, we have trucks on the road near you in North America and Europe.

#2

## TRUCKLOAD

XPO has significant capacity throughout North America and Europe with strategically placed terminals and maintenance facilities.

## FREIGHT BROKERAGE

Freight Brokerage is all about choosing the right carrier and service to achieve on-time delivery at competitive prices. With XPO, it's the resources we commit to the process that set us apart.

#2

**Cutting edge technology, real-time visibility, single point of accountability, and unparalleled capacity. XPO makes shipping easy.**

XPO is the second largest freight brokerage firm in North America, with an expansive network of branches that includes Mexico-based operations. We have more than 6,700 trucks under contract for drayage, expedite, and last mile, and relationships with high quality carriers representing over 750,000 trucks.

## INTERMODAL

Intermodal services are a fast-growing method of improving transportation performance. We can look at your shipping patterns and see where your opportunities lie.

#3

**XPO provides you with access to rail, 53' domestic containers, 40' and 45' international containers, and ramp and port drayage in one seamless solution.**

XPO is the third largest intermodal provider in North America with a reach that spans the globe. We have major container capacity: over 11,000 XPO-controlled 53' domestic containers, over 115,000 additional large and small boxes on call, service at more than 80 ramps, and a drayage presence at every key port and intermodal facility across the country.

## GLOBAL FORWARDING

Visibility and communication reach are critical for successful forwarding operations. One missed delivery can have a ripple effect throughout your global supply chain. We have eyes on the world to make sure nothing slows you down.

**XPO's integrated global network keeps your freight moving between countries and continents, fully compliant and documented.**

XPO can ship your goods anywhere in the world, with no restriction as to size, weight, or mode. Our global team will guide your freight through regulatory compliance and customs points, with local oversight at thousands of destinations in Asia, Europe, and North America.





# SUPPLY CHAIN: INDUSTRY-SPECIFIC SOLUTIONS

## SUPPLY CHAIN

Our philosophy shapes how we engage with our clients, and how we engineer solutions that support the optimal balance of efficiency and productivity.

Second largest contract logistics provider worldwide by square footage

#2

Your industry has unique supply chain challenges. Our solutions target your specific needs.

XPO designs, implements, and operates high-performance solutions that drive a sustainable competitive advantage.

We know that the greatest value is achieved by focusing on outcomes that are sustainable. We believe in innovative thinking, risk-sharing and mutual benefit. We approach each client relationship as a strategic collaboration led by teams of specialized, knowledgeable leaders with deep experience in our industry and yours.

GLOBAL FOOTPRINT:

**500+ locations**

**151 million square feet**

AMERICAS AND ASIA PACIFIC FOOTPRINT:

**More than \$85 billion** in goods distributed across a broad range of industries

**1 million+ orders** processed per day

**Over \$400 million invested** in IT over the last 5 years

**More than 25,000** Supply Chain employees



XPO Logistics

XPO Logistics

We specialize in industry-specific solutions that enable longevity through agility and performance.



### HEALTHCARE

We understand the healthcare industry's critical supply chains. Our services include:

- Same-day critical parts delivery performance
- Inventory positioning and postponement
- Proactive shipment monitoring
- Specialized material handling



### AEROSPACE AND DEFENSE

XPO is the industry leader in aerospace logistics, bringing the expertise, technology, and support for:

- Government regulatory compliance
- Rapid response service part distribution
- Maintenance, repair, and overhaul (MRO) support
- Fully integrating to align with client manufacturing plants



### CHEMICAL

XPO provides environmentally sound supply chain services to the chemical industry, including:

- Comprehensive safety and regulatory compliance programs
- Custom blending, packaging, and manufacturing services
- High-volume bulk operations
- Basic and specialty products



### OIL AND GAS

Whether your needs are upstream, midstream or downstream, XPO helps:

- Solve the challenges of remote work environments and local supplier management
- Reduce complexity and costs, improve service levels
- Establish safety and environmental programs
- Support service parts



### AGRIBUSINESS

XPO understands the unique requirements and the specialized processes, and provide:

- Direct-to-farm delivery networks
- Operations certified by all appropriate governing agencies
- Full network optimization
- Dedicated and public storage facilities



### CONSUMER PACKAGED GOODS

XPO provides CPG organizations with optimal end-to-end solutions that include:

- High moving, vast-volume distribution
- Primary and secondary packaging
- Direct-to consumer fulfillment
- Point-of-sale/floor-ready displays



### OMNI-CHANNEL RETAIL

XPO acts as an extension of your brand, enhancing customer experience by providing:

- Peak season support
- Retail compliance
- Rapid click-to-ship performance
- Point-of-sale displays, packaging, personalization, etc.



### AUTOMOTIVE AND INDUSTRIAL

XPO drives down costs, eliminates excess inventory, and enhances visibility through:

- Rapid response to evolving requirements
- Full integration with supply chain participants
- Transportation, service parts, and manufacturing support solutions
- Demand planning



### FOOD AND BEVERAGE

XPO is one of the largest supply chain partners for the food and beverage industry. Our expertise includes:

- Working with all appropriate agencies and certifying bodies
- Handling products across all temperature ranges
- Delayed differentiation / postponement
- Primary and secondary packaging



### TECHNOLOGY

XPO is the leading provider of distribution and repair services for telecommunications and electronics industries, providing:

- Fully developed, focused applications
- Demand planning and VMI programs
- Reverse logistics and repair
- Obsolescence and warranty management



## SUPPLY CHAIN: STRATEGIC SERVICES

Our comprehensive approach to supply chain optimization delivers competitive advantage through a broad range of integrated services:

### OMNI-CHANNEL FULFILLMENT

XPO's retail and e-commerce fulfillment capabilities offer the convenience of a single-source provider.

### REVERSE LOGISTICS

We offer tailored solutions for business or consumer product returns processing and management including repair and refurbishment.

### FACTORY SUPPORT

Services include demand planning and procurement, management of inbound supplier materials, vendor-managed inventory, kitting and sub-assembly, and just-in-time (JIT) delivery to the manufacturing line.

### PACKAGING

Solutions for product development, packaging design, thermoforming, and full-service secondary packaging capabilities, sub-assembly, and other single-source packaging solutions as part of a turnkey offering.

### SERVICE PARTS AND CRITICAL SPARES

Cost-saving solutions for critical and service parts management and delivery, with an extensive network of stocking locations.

### LEAD LOGISTICS SOLUTIONS

XPO can provide lead logistics services that align your global supply chain with your long-term business strategies, increase flexibility and

ensure continuous improvement using Lean tools and methodologies. These solutions can also help you achieve greater efficiency through supply chain education and training programs.

### CUSTOMIZED SOLUTIONS FOR UNIQUE REQUIREMENTS

XPO can provide customized automation for complex applications, research and development services to help bring new products to market, packaging design, and specialized material handling equipment and processes – and the systems to integrate them all to solve your challenges.

**XPO**Logistics

Our Advanced Solutions Team solves complex supply chain challenges by applying analytics, engineering, automation, and entrepreneurial thinking – maximizing synergies to deliver service innovation.

### ADVANCED SOLUTIONS AND CONSULTING

Our experts work closely with your team, using sophisticated analysis tools to arrive at optimal solutions. In addition, we offer the experience, expertise, and infrastructure to implement and execute our recommendations.



**Helping customers bring BIG IDEAS to life**

### ADVANCED SOLUTIONS PROGRAMS INCLUDE:

- Boeing 787 Dreamliner
- Disney Parks Magic Bands
- H&M European E-Commerce
- Verizon Wireless Centralized Returns & Testing Center

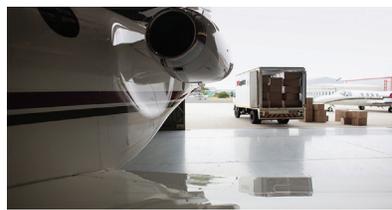
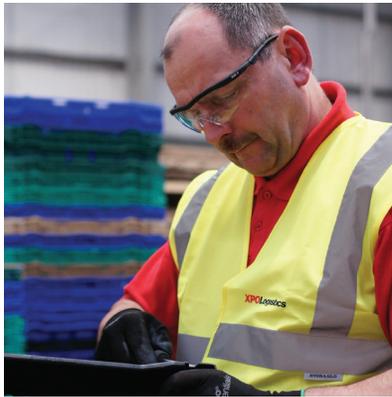
**PARTNERING FOR SUCCESS** with some of the world's most recognized brands

### MANAGED TRANSPORTATION

XPO manages more than \$3 billion in freight using robust technology, including many proprietary applications for network design, dynamic freight optimization, carrier selection and management, load tendering with freight audit and payment, and private or dedicated fleet management.



# XPO Logistics



**ONE HIGHLY  
INTEGRATED  
GLOBAL TEAM**

committed to strengthening  
your supply chain