

# Who is XPO Logistics?

## What are XPO's plans?

"With ND, we are entering a whole new theatre or arena and I would say that in the next two years we will do a handful of acquisitions in Europe," – Brad Jacobs, CEO, XPO Logistics

- Acquire attractive companies that bring value and are highly scalable;
- Optimize our existing operations with vigorous recruitment and training programs and state-of-the-art IT; and
- Open cold-starts in locations where we can hire a large number of qualified salespeople to drive returns.

Source ([www.xpo.com](http://www.xpo.com))

## Who are XPO?

XPO Logistics is a top ten global provider of cutting-edge supply chain solutions to the most successful companies in the world.

The company provides high-value-added services for surface transportation, including freight brokerage, intermodal, last mile and expedite; highly engineered contract logistics; warehousing and distribution; and global forwarding by ground, air and sea.

XPO serves more than 30,000 customers with a highly integrated network of over 52,350 employees and 863 locations in 27 countries

- The European leader in outsourced e-fulfillment
- The global contract logistics market leader with 12 million m2 of warehouse space
- The largest fleet in Europe, with 7,700 owned trucks, 3,200 trucks contracted through independent owner operators, and access to an additional 12,000 independent carriers
- One of the largest transportation and logistics companies serving North America, with leading positions in freight brokerage, contract logistics, intermodal, last mile logistics for heavy goods and expedite, and with a growing position in global forwarding
- A continued company-wide focus on world-class customer service grounded in ethical conduct and an ongoing commitment to compliance with all applicable laws

## Who is Brad Jacobs?

Bradley Jacobs is a career CEO. He has led two public companies: United Rentals, Inc. (NYSE: URI), which he co-founded in 1997, and United Waste Systems, Inc., founded in 1989. Mr. Jacobs served as chairman and chief executive officer of United Rentals for the company's first six years, and as executive chairman for an additional four years. He served eight years as chairman and chief executive officer of United Waste Systems. Previously, Mr. Jacobs founded Hamilton Resources (UK) Ltd. and served as its chairman and chief operating officer. This followed the co-founding of his first venture, Amerex Oil Associates, Inc., where he was chief executive.

## Who were Norbert Dentressangle?

- Turnover 2014: €4.7 billion
- 10,400,000m<sup>2</sup> of warehousing space
- 1st fleet in Europe
- 9,650,000m<sup>3</sup> of frozen storage
- 8,000 motor vehicles
- 42, 500 employees
- 13,000 trailers-
- Operations in 25 countries

## Who is Hervé Montjotin?

President, XPO Logistics

Chief Executive Officer–Europe

Hervé Montjotin leads the company's business operations outside of North America from XPO's European headquarters in Lyon, France. Mr. Montjotin previously served as chief executive officer of Norbert Dentressangle SA. He joined Norbert Dentressangle in 1995, having been deeply involved in the successful global development strategy of the company as member of its executive board. He is graduate of ENSS Paris and holds a masters degree in business from ESCP Europe.

## XPO'S HISTORY OF ACQUISITIONS:

- **BTT Services** – May 2015 (\$100m)
- **Norbert Dentressangle** – Announcement April 2015 (\$3.53bn)
- **Jacobson** – August 2014 (\$750m)
- **Hopkinson Transport Limited** – April 2014
- **TDG** – March 2011 (\$320m)
- **Christian Salvesen** – December 2007 (\$519.4m)
- **UX Specialized Logistics** – February 2015 (\$59m)

### 2015 ↑

- **New Breed** – September 2014 (\$615m)
- **Atlantic Central Logistics** – July 2014 (\$36.5m)
- **Pacer** – March 2014 (\$335m)

### 2014 ↑

- **NLM (Landstar)** – December 2013 (\$75m)
- **Optima Service Solutions** – November 2013 (\$26.6m)
- **3PD** – July 2013 (\$365m)
- **Interide Logistics** – May 2013 (\$3.7m)
- **Covered Logistics & Transportation LLC** – February 2013 (\$27m)
- **East Coast Air Charter** – February 2013 (\$43m)

### 2013 ↑

- **Turbo Logistics (OHL)** – 2012 (\$50m)
- **BirdDog Logistics** – 2012 (\$1m)
- **Kelron Logistics** – May 2012 (\$100m)
- **Continental Freight Services** – May 2012 (\$3.7m)

### 2012 ↑

- **LRG** – October 2009
- **First Class Expediting Services** – February 2009

### 2009 ↑

- **Concert Group Logistics** – January 2008 (\$9m)

With XPO's recent foray into European logistics, come and meet Hervé Montjotin, CEO of Norbert Dentressangle, and XPO's top European representative alongside hundreds more leading supply chain and logistics executives at the 2015 European 3PL Summit, October 14-16, Venlo Netherlands including senior leadership team members from Pfizer, Jabil, Heinz, Diageo, Media Saturn, Maxeda DIY and many more.

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