

GXO Logistics, Inc.: Benefit to free cash flow from trade receivables programs

GXO Factoring & Supply Chain Financing

Principle: When the company sells receivables, it accelerates cash receipts, thereby increasing reported free cash flow.

Examples:

On 6/1, company generates an accounts receivable invoice of \$100. If the receivable is outstanding at end of quarter (customer has not paid) and the company sells the receivable for cash consideration on 6/30, operating cash flows (and free cash flow) during the quarter have benefitted from the receivable sale.

By way of contrast, if the company sells the receivable on 6/1 and the customer remits payment on or before 6/30, the sale of the receivable has not benefitted free cash flow during the quarter because, absent the sale, operating cash flows would have reflected the cash receipt.

(Note, GXO has visibility to customer remittances post-sale as it functions as a servicer on behalf of receivable purchasers)

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
\$m							
Benefit (Reduction) to free cash flow from trade receivables programs	(0)	(0)	27	(5)	3	15	140
Factoring & Supply Chain Financing Program							
AMAPAC	74	66	80	75	88	21	65
UK&I	159	169	177	142	141	162	193
EUROPE	30	35	30	73	61	105	103
Clipper			1				
Wincanton						77	175
A Receivables sold in period	263	269	288	290	291	364	536
B Cash consideration	261	268	286	288	288	361	533
C Less: sold receivables due or collected within period	(7)	(14)	(5)	(13)	(10)	(32)	(63)
D Cash consideration from prior sequential quarter	(254)	(254)	(254)	(281)	(276)	(314)	(330)
E Total cash impact of factoring programs (B + C + D)	(0)	(0)	27	(5)	3	15	140
Benefit (reduction) to free cash flow from trade receivables programs (E)	(0)	(0)	27	(5)	3	15	140
Year-to-date benefit (reduction) to free cash flow from trade receivables programs	(0)	(1)	27	21	3	18	159

B With respect to trade receivables sold during the period indicated, represents cash received on sold receivables

Any difference between cash purchase price and gross amount of receivables sold represents the discount on sale of receivables and is recorded within interest expense

C Receivables sold with a due date intra quarter are excluded from cash impact

The examples above are for illustrative purposes only. Neither the Company's independent auditors, nor any other independent accountants, have compiled, examined or performed any procedures with respect to the examples, nor have they expressed any opinion or any other form of assurance on such examples.