

Non-GAAP Financial Measures – Revenue Growth

The schedule below presents organic revenue, which represents a non-GAAP financial measure, for the consolidated company. 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: revenue related to a business we acquired in January 2021 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 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.

GXO Logistics, Inc.
Reconciliation of GAAP Revenue to Organic Revenue
(Unaudited)
(in millions)

Revenue Nine Months Ended September 30, 2021	\$ 5,678
Revenue Three Months Ended December 31, 2020	1,766
Less: Revenue from acquired business	(431)
Less: Foreign exchange impact	(345)
Last 12 Months organic revenue at 2016 Foreign exchange rates	\$ 6,668
Revenue 12 Months Ended December 31, 2016	\$ 4,761
Organic revenue Compound Annual Growth Rate	7.3%