

XPO Logistics, Inc.  
Form PRE 14A  
October 06, 2014  
Table of Contents

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
**WASHINGTON, D.C. 20549**

**SCHEDULE 14A**  
**(RULE 14a-101)**  
**INFORMATION REQUIRED IN PROXY STATEMENT**  
**SCHEDULE 14A INFORMATION**  
**PROXY STATEMENT PURSUANT TO SECTION 14(a) OF THE**  
**SECURITIES EXCHANGE ACT OF 1934**

Filed by the Registrant

Filed by a Party Other Than the Registrant

Check the appropriate box:

Preliminary Proxy Statement

Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2))

Definitive Proxy Statement

Definitive Additional Materials

.. Soliciting Material Pursuant to Section 240.14a-12

**XPO LOGISTICS, INC.**

**(Name of Registrant as Specified In Its Charter)**

**(Name of Person(s) Filing Proxy Statement, if Other Than the Registrant)**

Payment of Filing Fee (Check the appropriate box):

No fee required.

.. Fee computed on table below per Exchange Act Rules 14a-6(i)(4) and 0-11.

(1) Title of each class of securities to which transaction applies:

(2) Aggregate number of securities to which transaction applies:

(3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11:

(4) Proposed maximum aggregate value of transaction:

(5) Total fee paid:

.. Fee paid previously with preliminary materials:

.. Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration statement number, or the Form or Schedule and the date of its filing.

(1) Amount previously paid:

(2) Form, Schedule or Registration Statement No.:

(3) Filing Party:

(4) Date Filed:

---

**Table of Contents**

Dear Fellow Stockholders:

On behalf of the Board of Directors of XPO Logistics, Inc., a Delaware corporation ( XPO , the Company , we , us or our ), we invite you to join at a special meeting of stockholders of the Company, which will be held on \_\_\_\_\_, 2014, at 10:00 a.m., local time at our headquarters located at Five Greenwich Office Park, Greenwich, Connecticut 06831.

On September 11, 2014, we entered into an Investment Agreement (the Investment Agreement ) with Public Sector Pension Investment Board, an affiliate of GIC Private Limited, a private corporation established by the Government of Singapore to manage Singapore's foreign reserves, and Ontario Teachers' Pension Plan Board (which we refer to collectively as the Purchasers ). On September 17, 2014, pursuant to the Investment Agreement, we completed the private placement of 10,702,934 shares (the Purchased Common Shares ) in the aggregate of our common stock at a price per Purchased Common Share of \$30.66 and 371,848 shares (the Purchased Preferred Stock ) and, together with the Purchased Common Shares, the Purchased Securities ) in the aggregate of Series B Convertible Perpetual Preferred Stock of the Company ( Series B Preferred Stock ) at a price per share of Purchased Preferred Stock of \$1,000.00. The aggregate purchase price for the Purchased Securities was \$700,000,000.

Our common stock is listed on the New York Stock Exchange (which we refer to as the NYSE) and, as a result, we are subject to certain NYSE listing rules and regulations. Section 312.03 ( NYSE Rule 312 ) of the NYSE Listed Company Manual (the NYSE Rules ) requires shareholder approval prior to any issuance or sale of common stock, or securities convertible into or exercisable for common stock, in any transaction or series of transactions if the number of shares of common stock issued or issuable upon conversion equals or exceeds 20% of the number of shares of common stock outstanding prior to the issuance or if the number of votes entitled to be cast by such shares of common stock equals or exceeds 20% of the voting power outstanding prior to the issuance. Because the aggregate of (i) the number of Purchased Common Shares and (ii) the number of shares of our common stock into which the Purchased Preferred Stock will convert exceeds the 20% threshold in NYSE Rule 312, the common stock issuable upon conversion of the Purchased Preferred Stock requires the approval of XPO stockholders. As a result, the conversion of the Purchased Preferred Stock is conditioned on, and will occur automatically upon, the approval by XPO stockholders of the issuance of such shares under NYSE Rule 312.

At the special meeting, in accordance with NYSE Rule 312, you will be asked to consider and vote on a proposal to approve the issuance of shares of our common stock upon the conversion of the Purchased Preferred Stock, which, together with the issuance of Purchased Common Shares, will constitute an issuance of securities in a related series of transactions in excess of 20% of our outstanding common stock prior to the issuance of the Purchased Common Shares (the Issuance Proposal ). **Our Board of Directors believes that the Issuance Proposal is in the best interests of the Company and its stockholders and, therefore, recommends that you vote FOR the Issuance Proposal.**

The proxy statement attached to this letter provides you with information about the Issuance Proposal and the special meeting of the Company's stockholders. We encourage you to read the entire proxy statement carefully. You may also obtain more information about the Company from documents we have filed with the U.S. Securities and Exchange Commission. See Where You Can Find Additional Information in the accompanying proxy statement.

**Regardless of the number of shares of our common stock you own (including those that you would own if your shares of our Series A Convertible Perpetual Preferred Stock ( Series A Preferred Stock ) had converted into shares of our common stock as of \_\_\_\_\_, 2014, the record date for the special meeting), your vote is important. Whether or not you plan to attend the special meeting, please take the time to submit a proxy by following the instructions on your proxy card as soon as possible. You may do so**

**Table of Contents**

by completing, signing, dating and returning the enclosed proxy card by mail, or you may submit your proxy by telephone or electronically through the Internet, as further described on the proxy card. If your shares of common stock (including those that you would own if your shares of our Series A Preferred Stock had converted into shares of our common stock as of \_\_\_\_\_, 2014, the record date for the special meeting) are held in an account at a broker, dealer, commercial bank, trust company or other nominee, you should instruct such broker or other nominee how to vote in accordance with the voting instruction form furnished by such broker or other nominee.

Voting by proxy will not prevent you from voting your shares in person if you subsequently choose to attend the special meeting.

Thank you for your cooperation and continued support.

Sincerely,

Bradley S. Jacobs  
*Chairman of the Board and Chief Executive Officer*

, 2014

THE ACCOMPANYING PROXY STATEMENT IS DATED \_\_\_\_\_, 2014

AND IS FIRST BEING MAILED TO STOCKHOLDERS ON OR ABOUT \_\_\_\_\_, 2014.

---

**Table of Contents**

**XPO LOGISTICS, INC.**

**FIVE GREENWICH OFFICE PARK**

**GREENWICH, CONNECTICUT 06831**

**NOTICE OF SPECIAL MEETING OF STOCKHOLDERS**

**To Be Held on \_\_\_\_\_, 2014**

To the Stockholders of XPO Logistics, Inc.:

Notice is hereby given that a special meeting of Stockholders of XPO Logistics, Inc. will be held on \_\_\_\_\_, 2014 at 10:00 a.m., local time, at our headquarters located at Five Greenwich Office Park, Greenwich, Connecticut 06831:

1. To consider and vote on a proposal to approve, as required pursuant to Section 312 of the New York Stock Exchange Listed Company Manual, the issuance of our common stock upon the conversion of our outstanding Series B Convertible Perpetual Preferred Stock (the Issuance Proposal );
2. To consider and vote on a proposal to adjourn or postpone the special meeting, if necessary, to solicit additional proxies (the Adjournment Proposal and together with the Issuance Proposal, the Proposals ); and
3. To transact such other business as may properly come before the special meeting and any adjournments or postponements thereof.

**The Company's Board of Directors recommends that stockholders vote FOR each of the Issuance Proposal and the Adjournment Proposal.**

Only stockholders of record of our common stock and our Series A Convertible Perpetual Preferred Stock (the Series A Preferred Stock ) as of the close of business on \_\_\_\_\_, 2014, the Record Date, are entitled to receive notice of, and to vote at, the special meeting and at any adjournment or postponement of the special meeting.

The approval of the Issuance Proposal requires the affirmative vote of a majority of the shares of our common stock (including those that would be issued if all of our outstanding Series A Preferred Stock had converted into shares of our common stock as of the Record Date) voting thereon at a meeting at which a quorum is present. The approval of the Adjournment Proposal requires the affirmative vote of a majority of the shares of our common stock (including those that would be issued if all of our outstanding Series A Preferred Stock had converted into shares of our common stock as of the Record Date) present and entitled to vote at the special meeting, whether or not a quorum is present.

Please note that, if you plan to attend the special meeting in person, you will need to register in advance and receive an admission card to be admitted. Please follow the instructions on page 2 of the proxy statement.

**Even if you plan to attend the special meeting in person, we request that you submit a proxy by following the instructions on your proxy card as soon as possible and thus ensure that your shares will be represented at the special meeting if you are unable to attend. Please do so by completing, signing, dating and returning the enclosed proxy card by mail, or you may submit your proxy by telephone or electronically through the Internet, as further described on the proxy card. If you sign, date and return your proxy card without indicating how you wish to vote, your vote will be counted as a vote FOR the Issuance Proposal (and, if necessary and appropriate, the Adjournment Proposal). If your shares are held in an account at a broker, dealer, commercial bank, trust company or other nominee, you should instruct such broker or other nominee how to vote in accordance with the voting instruction form furnished by such broker or other nominee.**

**Table of Contents**

Whether you attend the special meeting or not, you may revoke a proxy at any time before your proxy is voted at the special meeting. You may do so by properly delivering a later-dated proxy either by mail, the Internet or telephone or by attending the special meeting in person and voting. You also may revoke your proxy by delivering a notice of revocation to the Company (Attention: Secretary, XPO Logistics, Inc., Five Greenwich Office Park, Greenwich, Connecticut 06831) prior to the vote at the special meeting. If you hold your shares through a broker, dealer, commercial bank, trust company or other nominee, you should follow the instructions of such broker or other nominee regarding revocation of proxies. Furthermore, voting by proxy will not prevent you from voting your shares in person if you subsequently choose to attend the special meeting.

**Your vote is important. Whether or not you plan to attend the special meeting in person, it is important that your shares be represented. We ask that you vote your shares as soon as possible.**

By Order of the Board of Directors,

Gordon E. Devens

*Senior Vice President,*

*General Counsel & Secretary*

Greenwich, Connecticut

, 2014

**Important Notice Regarding the Availability of Proxy Materials for the Stockholders Special Meeting To Be Held on \_\_\_\_\_, 2014:**  
**This proxy statement for the special meeting to be held on \_\_\_\_\_, 2014, is available free of charge at [www.edocumentview.com/xpo](http://www.edocumentview.com/xpo).**

**Table of Contents**

**SUMMARY VOTING INSTRUCTIONS**

**Ensure that your shares of our common stock and our Series A Preferred Stock, on an as-converted basis, can be voted at the special meeting by submitting your proxy or contacting your broker, dealer, commercial bank, trust company or other nominee.**

*Registered Stockholders.* If you are a registered stockholder (i.e., you hold your shares in your own name through our transfer agent, Computershare Trust Company, N.A.), you may vote by proxy via the Internet, by telephone, or by mail by following the instructions provided on the proxy card. Stockholders of record who attend the special meeting may vote in person by obtaining a ballot from the inspector of elections.

*Beneficial Owners.* If you are a beneficial owner of shares (i.e., your shares are held in the name of a brokerage firm, bank or a trustee), you may vote by proxy by following the instructions provided in the vote instruction form or other materials provided to you by the brokerage firm, bank, or other nominee that holds your shares. To vote in person at the special meeting, you must obtain a legal proxy from the brokerage firm, bank or other nominee that holds your shares.

*XPO Logistics, Inc. ESOP Participants.* If you participate in the XPO Logistics, Inc. Employee Stock Ownership Plan (the Plan), you may vote the number of shares of common stock credited to your Plan account as of 5:00 p.m. New York City time on the Record Date, in the same manner as a registered stockholder. If you hold shares through the Plan and you do not provide clear voting instructions, the Plan's trustee, Horizon Trust and Management, will vote such shares in the same proportion that it votes shares for which it received valid and timely instructions.

**If you sign, date and return your proxy card without indicating how you wish to vote, your vote will be counted as a vote FOR the Issuance Proposal and, if necessary and appropriate, the Adjournment Proposal.**

**For additional questions regarding the Issuance Proposal, assistance in submitting proxies or voting shares of our common stock (including those you would own if all of your outstanding Series A Preferred Stock had converted into shares of our common stock as of the Record Date), or to request additional copies of the proxy statement or the enclosed proxy card, please contact the Company by mailing Investor Relations at XPO Logistics, Inc., Five Greenwich Office Park, Greenwich, Connecticut 06831 or calling Investor Relations by telephone at (855) XPO-INFO (855-976-4636).**



**Table of Contents**

**TABLE OF CONTENTS**

<u>PROXY STATEMENT</u>	1
<u>QUESTIONS AND ANSWERS ABOUT THE SPECIAL MEETING AND THE PROPOSALS</u>	1
<u>ISSUANCE PROPOSAL APPROVAL OF THE ISSUANCE OF COMPANY COMMON STOCK UPON CONVERSION OF THE SERIES B CONVERTIBLE PERPETUAL PREFERRED STOCK</u>	7
<u>ADJOURNMENT PROPOSAL APPROVAL OF THE ADJOURNMENT OR POSTPONEMENT OF THE SPECIAL MEETING</u>	14
<u>SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT</u>	15
<u>STOCKHOLDER PROPOSALS</u>	18
<u>OTHER MATTERS</u>	18
<u>SOLICITATION OF PROXIES</u>	18
<u>WHERE YOU CAN FIND MORE INFORMATION</u>	18

**Important Notice Regarding the Availability of Proxy Materials for the Special**

**Meeting of Stockholders to be Held on                      , 2014**

This Proxy Statement is available, free of charge, at [www.edocumentview.com/xpo](http://www.edocumentview.com/xpo).

---

**Table of Contents**

**PROXY STATEMENT**

This proxy statement sets forth information relating to the solicitation of proxies by the Board of Directors of XPO Logistics, Inc. (the Company) in connection with our Company's special meeting or any adjournment or postponement of the special meeting. This proxy statement is being furnished by our Board of Directors for use at the special meeting of Stockholders to be held at our headquarters located at Five Greenwich Office Park, Greenwich, Connecticut 06831, on \_\_\_\_\_, 2014 at 10:00 a.m. local time. This proxy statement and form of proxy are first being mailed to stockholders on or about \_\_\_\_\_, 2014, to our stockholders of record as of the close of business on \_\_\_\_\_, 2014 (the Record Date).

**QUESTIONS AND ANSWERS ABOUT THE SPECIAL MEETING AND THE PROPOSALS**

The following questions and answers address briefly some questions you may have regarding the special meeting and the Proposals. These questions and answers may not address all questions that may be important to you as a stockholder of the Company. Please refer to the more detailed information contained elsewhere in this proxy statement and the documents referred to or incorporated by reference in this proxy statement.

**Q: Why did I receive these proxy materials?**

A: We are providing these proxy materials in connection with the solicitation by our Board of Directors of proxies to be voted at the special meeting in connection with the issuance of 12,128,115 shares of our common stock upon the conversion of 371,848 shares of our Series B Convertible Perpetual Preferred Stock of the Company (we refer generally to such preferred stock as the Series B Preferred Stock and to such specific shares of Series B Preferred Stock as the Purchased Preferred Shares). The Purchased Preferred Shares were issued, together with 10,702,934 shares of our common stock (the Purchased Common Shares) pursuant to an Investment Agreement, dated September 11, 2014 (the Investment Agreement), with Public Sector Pension Investment Board, Coral Blue Investment Pte. Ltd. (Coral Blue), an affiliate of GIC Private Limited, a private corporation established by the Government of Singapore to manage Singapore's foreign reserves, and Ontario Teachers Pension Plan Board (which we refer to collectively as the Purchasers).

Our common stock is listed on the New York Stock Exchange (the NYSE), and we are subject to the rules set forth in the NYSE Listed Company Manual (the NYSE Rules). Section 312 of the NYSE Rules (NYSE Rule 312) requires shareholder approval prior to any issuance or sale of common stock, or securities convertible into or exercisable for common stock, in any transaction or series of transactions if the number of shares of common stock issued or issuable upon conversion equals or exceeds 20% of the number of shares of common stock outstanding prior to the issuance or if the number of votes entitled to be cast by such shares of common stock equals or exceeds 20% of the voting power outstanding prior to the issuance.

Because the aggregate of (i) the number of Purchased Common Shares and (ii) the number of shares of our common stock into which the Purchased Preferred Stock will convert exceeds the 20% threshold in NYSE Rule 312, XPO stockholders are being asked to approve the issuance of the common stock upon conversion of the Purchased Preferred Stock.

**Q: What items of business will be voted on at the special meeting?**

A: The business expected to be voted on at the special meeting is considering approval of the following proposals:

To consider and vote on a proposal to approve, as required pursuant to NYSE Rule 312, the issuance of our common stock upon conversion of our outstanding Series B Preferred Stock (the Issuance Proposal);

---

**Table of Contents**

To consider and vote on a proposal to adjourn or postpone the special meeting, if necessary, to solicit additional proxies (the Adjournment Proposal and together with the Issuance Proposal, the Proposals); and

To consider and transact such other business as may properly come before the special meeting and any adjournments or postponements thereof.

**Q: Where and when is the special meeting?**

A: The special meeting will be held at our headquarters located at Five Greenwich Office, Park Greenwich, Connecticut 06831, on , 2014 at 10:00 a.m. local time.

**Q: Who can attend and vote at the special meeting?**

A: You are entitled to receive notice of and to attend and vote at the special meeting, or any postponement or adjournment thereof, if, as of the close of business on , 2014 (the Record Date), you were a holder of record of our common stock or the Company's Series A Convertible Perpetual Preferred Stock (the Series A Preferred Stock).

Because the Purchased Common Shares were issued as part of the private placement in conjunction with the issuance of the Series B Preferred Stock, the Purchased Common Shares may not be considered in determining whether stockholder approval has been obtained for NYSE purposes. Accordingly, any votes cast in connection with the Purchased Common Shares with respect to the Issuance Proposal will not be counted as votes cast and generally will not be counted as shares entitled to vote for purposes of approving the Issuance Proposal under the NYSE Rules.

Excluding the Purchased Common Shares, as of the Record Date, there were issued and outstanding shares of our common stock, each of which is entitled to one vote on each matter to come before the special meeting. In addition, as of the Record Date there were issued and outstanding 73,350 shares of Series A Preferred Stock. Each share of Series A Preferred Stock is entitled to vote together with our common stock on each matter to come before the special meeting as if the share of Series A Preferred Stock were converted into shares of our common stock as of the Record Date, meaning that each share of Series A Preferred Stock is entitled to approximately 143 votes on each matter to come before the special meeting. As a result, a total votes are eligible to be cast at the special meeting based on the number of outstanding shares of our common stock and Series A Preferred Stock, voting together, as a single class.

If you wish to attend the special meeting and your shares are held in an account at a broker, dealer, commercial bank, trust company or other nominee (i.e., in street name), you will need to bring a copy of your voting instruction card or statement reflecting your share ownership as of the Record Date. Street name holders who wish to vote at the special meeting will need to obtain a proxy from the broker, dealer, commercial bank, trust company or other nominee that holds their shares.

**Q: Do I need a ticket to attend the special meeting?**

A: Yes, you will need an admission card to enter the special meeting. You may request tickets by providing the name under which you hold shares of record or, if your shares are held in the name of a bank, broker or other holder of record, the evidence of your beneficial ownership of the shares, the number of tickets you are requesting and your contact information. You can submit your request in the following ways:

by sending an e-mail to [contact@xpologistics.com](mailto:contact@xpologistics.com); or

by calling us toll-free at (855) XPO-INFO (855-976-4636).

Stockholders also must present a form of personal photo identification in order to be admitted to the special meeting.

## **Table of Contents**

### **Q: How many shares must be present to conduct business at the special meeting?**

A: A quorum is necessary to hold a valid meeting of stockholders. For each of the Proposals to be presented at the special meeting, the holders of shares of our common stock or Series A Preferred Stock outstanding on the Record Date, representing \_\_\_\_\_ votes must be present at the special meeting, in person or by proxy. If you vote \_\_\_\_\_ including by Internet, telephone or proxy card your shares voted will be counted towards the quorum for the special meeting. Abstentions are counted as present for the purpose of determining a quorum; broker non-votes are not counted for the purpose of determining the presence of a quorum at the special meeting as the Proposals to be considered would not be evaluated as routine by NYSE.

### **Q: What are my voting choices?**

A: You may vote FOR or AGAINST or you may ABSTAIN from voting on any Proposal to be voted on at the special meeting. Your shares will be voted as you specifically instruct. If you sign your proxy or voting instruction card without giving specific instructions, your shares will be voted in accordance with the recommendations of our Board of Directors and in the discretion of the proxy holders on any other matters that properly come before the meeting.

### **Q: What vote is required to approve the Proposals?**

A: The Issuance Proposal requires the affirmative vote of a majority of the shares of our common stock (including those that would be issued if all of our outstanding Series A Preferred Stock had converted into shares of our common stock as of the Record Date) voting thereon at a meeting at which a quorum is present. Under applicable NYSE Rules, abstentions are counted as shares voted with respect to such proposal, and therefore, if you return your proxy card and ABSTAIN from voting, it will have the same effect as a vote against the Issuance Proposal. The Adjournment Proposal requires the affirmative vote of a majority of the shares of our common stock (including those that would be issued if all of our outstanding Series A Preferred Stock had converted into shares of our common stock as of the Record Date) present and entitled to vote at the special meeting, whether or not a quorum is present.

The Purchased Common Shares (10,702,934 shares of our common stock) will be counted for the purpose of determining a quorum; however, because such shares were issued as part of the private placement in conjunction with the issuance of the Series B Preferred Stock, the Purchased Common Shares may not be considered in determining whether stockholder approval has been obtained for NYSE purposes. Accordingly, any votes cast in connection with the Purchased Common Shares with respect to the Proposals will not be counted as \_\_\_\_\_ votes cast and generally will not be counted as \_\_\_\_\_ shares entitled to vote for purposes of approving the Issuance Proposal under the NYSE Rules.

### **Q: What will I receive in the Issuance Proposal?**

A: You will not receive any consideration in the Issuance Proposal. Your shares of common stock and Series A Preferred Stock will remain outstanding following the approval of the Issuance Proposal and the accompanying issuance of our common stock to the Purchasers, and you will continue to participate as a stockholder by virtue of your shares of our common stock and Series A Preferred Stock.

### **Q: What percentage of the Company's voting stock will the Purchasers own upon conversion of the Purchased Preferred Stock?**

A: As of the Record Date, there were \_\_\_\_\_ shares of our common stock outstanding, plus outstanding options, warrants and other convertible securities representing an additional \_\_\_\_\_ shares of our common stock. Based upon the number of shares of our common stock outstanding on the Record Date, and excluding any shares issuable upon the exercise or conversion of currently outstanding options, warrants or other convertible securities, the Purchasers would have held in the aggregate approximately \_\_\_\_\_ % of the total voting power of the Company's capital stock and approximately \_\_\_\_\_ % of the total voting power of the Company's capital stock after giving effect to the exercise or conversion of all of such options, warrants and other convertible securities.

## **Table of Contents**

### **Q: What will happen if the Issuance Proposal is not Approved?**

A: If the Issuance Proposal is not approved, the Purchased Preferred Stock will remain outstanding and will not convert into our common stock at this time. Under the terms of the Investment Agreement with the Purchasers, we will be obligated to submit a proposal to our stockholders to approve the issuance of common stock in respect of the conversion of the Purchased Preferred Stock at least once every six months. In addition, following May 31, 2015, cumulative dividends on the Series B Preferred Stock will be payable quarterly accruing starting the date of the special meeting at the rate per annum of 7.5% per share on the liquidation preference of the Series B Preferred Stock.

### **Q: How does the Company's Board of Directors recommend that I vote?**

A: Our Board of Directors, after careful consideration, unanimously recommends that our stockholders vote **FOR** the approval of the Issuance Proposal and **FOR** the Adjournment Proposal.

### **Q: How will our directors and executive officers vote on the Proposals?**

A: Our directors and current executive officers have informed us that, as of the date of this proxy statement, they intend to vote all of their shares of our common stock and Series A Preferred Stock in favor of the approval of each of the Proposals.

As of the Record Date, excluding any shares issuable upon the exercise of currently outstanding options and warrants, our directors and current executive officers owned, in the aggregate, \_\_\_\_\_ shares of our common stock (including \_\_\_\_\_ shares that would be issued if all of our outstanding Series A Preferred Stock had converted into shares of our common stock as of the Record Date), representing collectively approximately \_\_\_\_\_ % of the votes eligible to be cast at the special meeting.

### **Q: What do I need to do now?**

A: We urge you to read this proxy statement carefully and to consider how approving the Proposals affects you. Then just mail your completed, dated and signed proxy card in the enclosed return envelope as soon as possible so that your shares can be voted at the special meeting of our stockholders. Holders of record may also vote by telephone or the Internet by following the instructions on the proxy card.

### **Q: What happens if I do not respond or if I respond and fail to indicate my voting preference or if I abstain from voting?**

A: If you fail to sign, date and return your proxy card or fail to vote by telephone or Internet as provided on your proxy card, your shares will not be counted towards establishing a quorum for the special meeting, which requires holders representing a majority of the outstanding shares of our common stock (including those that would be issued if all of our outstanding Series A Preferred Stock had converted into shares of our common stock as of the Record Date) to be present in person or by proxy. If you respond and do not indicate your voting preference, we will count your proxy as a vote in favor of the approval of each of the Proposals.

### **Q: If my shares are held in street name by my broker, dealer, commercial bank, trust company or other nominee, will such broker or other nominee vote my shares for me?**

A: You should instruct your broker or other nominee on how to vote your shares using the instructions provided by such broker or other nominee. Absent specific voting instructions, brokers or other nominees who hold shares of Company common stock in street name for customers are prevented by the NYSE Rules from exercising voting discretion in respect of non-routine or contested matters. The Company expects that when NYSE evaluates the Proposals to be voted on at the special meeting to determine whether each Proposal is a

---

**Table of Contents**

routine or non-routine matter, the Proposals would not be evaluated as routine. Shares not voted by a broker or other nominee because such broker or other nominee does not have instructions or cannot exercise discretionary voting power with respect to one or more Proposals are referred to as broker non-votes. Such broker non-votes may not be counted for the purpose of determining the presence of a quorum at the special meeting in the absence of a routine proposal. It is important that you instruct your broker or other nominee on how to vote your shares of Company common stock held in street name in accordance with the voting instructions provided by such broker or other nominee.

**Q: How do I vote?**

A: If you are a *registered stockholder* (i.e., you hold your shares in your own name through our transfer agent, Computershare Trust Company, N.A. and not through a broker, bank or other nominee that holds shares for your account in street name), you may vote by proxy via the Internet, by telephone, or by mail by following the instructions provided on the proxy card. Proxies submitted by telephone or through the Internet must be received by 11:59 P.M. New York time on [redacted], 2014. Please see the proxy card provided to you for instructions on how to submit your proxy by telephone or the Internet. Stockholders of record who attend the special meeting may vote in person by obtaining a ballot from the inspector of elections.

If you are a *beneficial owner* of shares (i.e., your shares are held in the name of a brokerage firm, bank or a trustee), you may vote by proxy by following the instructions provided in the vote instruction form or other materials provided to you by the brokerage firm, bank, or other nominee that holds your shares. To vote in person at the special meeting, you must obtain a legal proxy from the brokerage firm, bank or other nominee that holds your shares.

**Q: How do I vote my shares held in the Company's Employee Stock Ownership Plan?**

A: If you participate in the XPO Logistics, Inc. Employee Stock Ownership Plan (the Plan), you may vote the number of shares of common stock credited to your Plan account as of 5:00 p.m. New York City time on the Record Date, in the same manner as a registered stockholder. The trustee of the Plan, Horizon Trust and Management, will vote your plan shares as you direct on your proxy card. If you hold shares through the Plan and you either do not vote your plan shares or if you sign and return a proxy card but fail to provide clear voting instructions, Horizon Trust and Management will vote such shares in the same proportion that it votes shares for which it received valid and timely instructions, unless it is contrary to applicable law to do so. You must complete, sign and return your proxy card, or vote by phone or through the internet, no later than 10:00 a.m. New York time, on [redacted], 2014, for the shares represented by the proxy to be voted in the manner directed therein.

**Q: Can I change my vote after I have mailed my proxy card?**

A: Yes. Whether you attend the special meeting or not, you may revoke a proxy at any time before your proxy is voted at the special meeting. You may do so by properly delivering a later-dated proxy either by mail, the Internet or telephone or by attending the special meeting in person and voting. Please note, however, your attendance at the special meeting will not automatically revoke any prior proxy unless you vote again at the special meeting or specifically request in writing that your prior proxy be revoked. You also may revoke your proxy by delivering a notice of revocation to the Company (Attention: Secretary, XPO Logistics, Inc., Five Greenwich Office Park, Greenwich, Connecticut 06831) prior to the vote at the special meeting. If you hold your shares through a broker, dealer, commercial bank, trust company or other nominee, you should follow the instructions of such broker or other nominee regarding revocation of proxies.

**Q: Am I entitled to appraisal rights?**

A: No. You will have no right under Delaware law to seek appraisal of your shares of our common stock or Series A Preferred Stock in connection with the Proposals.

---

**Table of Contents**

**Q: Where can I find the results of the voting?**

A: We intend to announce preliminary voting results at the special meeting and will publish final results through a Current Report on Form 8-K to be filed with the U.S. Securities and Exchange Commission ( SEC ) within four business days after the special meeting. The Current Report on Form 8- K will be available on the Internet at our website, [www.xpologistics.com](http://www.xpologistics.com).

**Q: Who will pay for the cost of soliciting proxies?**

A: We will pay for the cost of soliciting proxies. We have engaged Innisfree M&A Incorporated to assist us in soliciting proxies in connection with the special meeting, and have agreed to pay them approximately \$10,000, plus their expenses for providing such services. Our directors, officers and other employees, without additional compensation, may solicit proxies personally, in writing, by telephone, by email or otherwise. As is customary, we will reimburse brokerage firms, fiduciaries, voting trustees, and other nominees for forwarding our proxy materials to each beneficial owner of common stock or preferred stock held of record by them.

**Q: What is householding and how does it affect me?**

A: In accordance with notices to many stockholders who hold their shares through a bank, broker or other holder of record (a street-name stockholder ) and share a single address, only one copy of this proxy statement is being delivered to that address unless contrary instructions from any stockholder at that address were received. This practice, known as householding, is intended to reduce our printing and postage costs. However, any such street-name stockholder residing at the same address who wishes to receive a separate copy of this proxy statement may request a copy by contacting the bank, broker or other holder of record, or by sending a written request to: Investor Relations, XPO Logistics, Inc., Five Greenwich Office Park, Greenwich, Connecticut 06831 or by contacting Investor Relations by telephone at (855) XPO-INFO (855-976-4636). The voting instruction form sent to a street-name stockholder should provide information on how to request (1) householding of future company materials or (2) separate materials if only one set of documents is being sent to a household. A stockholder who would like to make one of these requests should contact us as indicated above.

**Q: Can I obtain an electronic copy of proxy material?**

A: Yes, this proxy statement, the accompanying notice of special meeting and the proxy card are available on the Internet at [www.edocumentview.com/xpo](http://www.edocumentview.com/xpo).

**Q: Who happens if the special meeting is adjourned or postponed?**

A: Although it is not expected, the special meeting may be adjourned or postponed for the purpose of soliciting additional proxies. Any adjournment or postponement may be made without notice, other than by an announcement made at the special meeting, by approval of the holders of a majority of the outstanding shares of our common stock (including those that would be issued if all of our outstanding Series A Preferred Stock had converted into shares of our common stock as of the Record Date) present in person or represented by proxy at the special meeting, whether or not a quorum exists. Any signed proxies received by the Company will be voted in favor of an adjournment or postponement in these circumstances. Any adjournment or postponement of the special meeting for the purpose of soliciting additional proxies will allow Company stockholders who have already sent in their proxies to revoke them at any time prior to their use.

**Q: Who can help answer my other questions?**

A: If you have more questions about the Proposals, you should contact the Company at (855) XPO-INFO (855-976-4636). If you have questions regarding voting, you should contact the proxy solicitation agent, Innisfree M&A Incorporated ( Innisfree ), toll-free at . If your shares are held in an account at a broker, dealer, commercial bank, trust company or other nominee, you should also call such broker or other nominee for additional information.

---

**Table of Contents**

**ISSUANCE PROPOSAL APPROVAL OF THE ISSUANCE OF COMPANY COMMON STOCK UPON CONVERSION OF THE SERIES B CONVERTIBLE PERPETUAL PREFERRED STOCK**

**General**

On September 11, 2014, the Company entered into the Investment Agreement with the Purchasers. The Investment Agreement provided for the issuance and sale by the Company of the Purchased Common Shares (10,702,934 shares of our common stock) and the Purchased Preferred Stock (371,848 shares of our Series B Preferred Stock) in a private placement exempt from the registration requirements of the U.S. Securities Act of 1933, as amended (the Securities Act ).

Pursuant to the Investment Agreement, the Company completed this private placement transaction on September 17, 2014, and issued and sold the Purchased Common Shares at a purchase price of \$30.66 per share of Purchased Common Share (resulting in aggregate gross proceeds to the Company of approximately \$328.2 million), and the Purchased Preferred Stock at a purchase price of \$1,000.00 per share of Purchased Preferred Stock (resulting in aggregate gross proceeds to the Company of approximately \$371.8 million). The relative shares of Public Sector Pension Investment Board, Coral Blue and Ontario Teachers Pension Plan of the investment in the Purchased Securities pursuant to the Investment Agreement are 50.0%, 35.7% and 14.3%, respectively. The aggregate purchase price for the Purchased Securities was \$700.0 million.

Because our common stock is listed on the NYSE, we are subject to the NYSE Rules. NYSE Rule 312 requires shareholder approval prior to any issuance or sale of common stock, or securities convertible into or exercisable for common stock, in any transaction or series of transactions if the number of shares of common stock issued or issuable upon conversion equals or exceeds 20% of the number of shares of common stock outstanding prior to the issuance or if the votes entitled to be cast by such shares of common stock equals or exceeds 20% of the voting power outstanding prior to the issuance. Because the aggregate of (i) the number of Purchased Common Shares and (ii) the number of shares of our common stock into which the Purchased Preferred Stock will convert exceeds the 20% threshold in NYSE Rule 312, the common stock issuable upon conversion of the Purchased Preferred Stock requires the approval of XPO stockholders. As a result, the conversion of the Purchased Preferred Stock is conditioned on, and will occur automatically upon, the approval by XPO stockholders of the issuance of such shares under NYSE Rule 312.

Subject to the approval of the Company's stockholders of the Issuance Proposal, the Purchased Preferred Stock will be converted into an aggregate of 12,128,115 additional shares of our common stock.

**Certificate of Designation of Series B Preferred Stock**

The following description contains a summary of the material terms of Series B Preferred Stock as contained in the Certificate of Designation of the Series B Convertible Perpetual Preferred Stock ( COD ), filed September 16, 2014 and effective September 17, 2014. We encourage you to read the COD in its entirety, which was included as Exhibit 4.1 to the Current Report on Form 8-K filed by the Company on September 18, 2014 and which Current Report is incorporated by reference herein. For more information about accessing this report and the other information we file with the SEC, please see Where You Can Find More Information below. The Series B Preferred Stock will only remain outstanding if our stockholders fail to approve the Issuance Proposal.

*Authorized Shares and Liquidation Preference*

The Company designated 371,848 authorized preferred shares as Series B Convertible Perpetual Preferred Stock , with a par value of \$0.001 per share and an initial liquidation preference of \$1,000 per share (the Liquidation Preference ), for an aggregate initial liquidation preference of \$371,848,000.



## **Table of Contents**

### *Ranking*

The Series B Preferred Stock will rank, with respect to dividend rights and rights on liquidation, winding-up or dissolution, (i) senior to our common stock and each other class or series of capital stock outstanding or established after the date of issuance of the Series B Preferred Stock the terms of which do not expressly provide that it ranks on a parity with or senior to the Series B Preferred Stock as to dividend rights and rights on liquidation, winding-up and dissolution and (ii) pari passu with the Series A Preferred Stock and each other class or series of stock of the Company established after the date of issuance of the Series B Preferred Stock, the terms of which expressly provide that such class or series ranks pari passu with the Series B Preferred Stock as to payment of dividends and distribution of assets upon the liquidation, winding-up or dissolution of the Company. The Series B Preferred Stock will rank on a parity with or junior to each class or series of capital stock the terms of which expressly provide for a pari passu or senior ranking relative to the Series B Preferred Stock, respectively.

### *Dividends*

Prior to May 31, 2015, holders of the Series B Preferred Stock will participate equally and ratably with the holders of shares of our common stock in all dividends on the shares of our common stock as if immediately prior to each record date for our common stock, shares of Series B Preferred Stock then outstanding were converted into shares of our common stock. Dividends shall be payable on the same date that such dividends are payable to holders of shares of our common stock, and no dividends shall be payable to holders of shares of our common stock unless also paid at the same time in respect of the Series B Preferred Stock.

Following May 31, 2015, cumulative dividends on the Series B Preferred Stock will be payable quarterly, when, as and if declared by the Board of Directors or a duly authorized committee, out of the assets of the Company legally available for the payment of dividends, on the 15th calendar day (or the following business day if the 15th is not a business day) of January, April, July and October of each year (each a Dividend Payment Date ) at the rate per annum of 7.5% per share on the Liquidation Preference (subject to the following paragraph); provided that the dividends that accrue between the date of the special meeting and May 31, 2015 shall be paid on the first Dividend Payment Date; provided further that, in the event that on a Dividend Payment Date, the Company is not permitted to declare or pay such dividend or incur such liability either (x) as a matter of law or (y) under the terms of the Amended and Restated Revolving Loan Credit Agreement dated as of April 1, 2014, among the Company and certain of its subsidiaries, as borrowers, the lenders from time to time party thereto, Morgan Stanley Senior Funding, Inc., as agent, and the other parties thereto, as amended from time to time (the Company Credit Agreement ), such dividend (a Deferred Dividend ) shall not be declared by the Board of Directors, shall not be paid or payable on such Dividend Payment Date and no liability shall be incurred in respect thereof, and instead, such Deferred Dividend shall be declared, become payable and be paid and the liability in respect thereof be incurred on the first succeeding Dividend Payment Date on which the Company is not prohibited from declaring, paying and incurring the liability in respect of such Deferred Dividend (and, for the avoidance of doubt, such Deferred Dividend shall be payable in addition to, and not in lieu of, any dividend which would ordinarily be payable on such succeeding Dividend Payment Date).

The amount of dividends payable for any other period that is shorter or longer than a full quarterly dividend period will be computed on the basis of a 360-day year consisting of twelve 30-day months. In the event that dividends are paid on shares of our common stock in any dividend period with respect to the Series B Preferred Stock, then the dividend payable in respect of each share of Series B Preferred Stock for such period will be equal to the greater of (1) the amount otherwise payable in respect of such share of Series B Preferred Stock in accordance with the foregoing paragraph and (2) the product of (A) the aggregate dividends payable per share of our common stock in such dividend period times (B) the number of shares of our common stock into which such share of Series B Preferred Stock is then convertible.

A dividend period with respect to a Dividend Payment Date is the period commencing on the preceding Dividend Payment Date or, if none, May 31, 2015, and ending on the day immediately prior to the next Dividend Payment Date.

## **Table of Contents**

The Company will make each dividend payment on the Series B Preferred Stock either (i) in cash or (ii) at the Company's option, by the issuance of additional shares of Series B Preferred Stock.

### *Payment Restrictions*

No dividends may be declared or paid on any capital stock of the Company ranking on a parity with or junior to the Series B Preferred Stock (including our common stock), and no such capital stock may be redeemed or repurchased by or on behalf of the Company, unless all accrued and unpaid dividends have been paid on the Series B Preferred Stock and any capital stock of the Company ranking on a parity with the Series B Preferred Stock. Notwithstanding the foregoing, if full dividends have not been paid on the Series B Preferred Stock and any parity stock, dividends may be declared and paid on the Series B Preferred Stock and such parity stock so long as the dividends are declared and paid pro rata.

### *Liquidation*

In the event we voluntarily or involuntarily liquidate, dissolve or wind up, the holders of the Series B Preferred Stock will be entitled, before any distribution to the holders of our common stock or any other junior capital stock, and subject to the rights of our creditors, to receive an amount equal to the greater of (i) the aggregate Liquidation Preference plus an amount equal to any accrued and unpaid cumulative dividends for the then-current dividend period and (ii) the payment or distribution to which such holders would have been entitled if the Series B Preferred Stock were converted into our common stock immediately before such liquidation, dissolution or winding-up.

### *Voting Rights*

The Series B Preferred Stock will not have any voting rights, including the right to elect any directors, except (i) voting rights, if any, required by law and (ii) voting rights in connection with (a) amending the COD if such amendment would alter the powers, preferences, privileges or rights of the holders of Series B Preferred Stock so as to affect them adversely, (2) issuing, authorizing or increasing the authorized amount of, or issuing or authorizing any obligation or security convertible into or evidencing a right to purchase, any capital stock of the Company ranking on a parity with or senior to the Series B Preferred Stock, or (3) reclassifying any authorized capital stock of the Company into any parity stock or senior stock, or any obligation or security convertible into or evidencing a right to purchase any parity stock or senior stock.

### *Conversion*

Upon receiving Company stockholders' approval for the Issuance Proposal, the Series B Preferred Stock will mandatorily, immediately and automatically convert into the number of shares of our common stock equal to the aggregate Liquidation Preference of such shares divided by the then-applicable conversion price, which shall initially be \$30.66 per share of our common stock, for an effective initial aggregate conversion amount of 12,128,115 shares of our common stock.

The Series B Preferred Stock will only convert into shares of our common stock upon receipt of the Company stockholders' approval of the Issuance Proposal.

In addition, effective as of the close of business on the date on which stockholder approval for the Issuance Proposal is obtained, each holder of Series B Preferred Stock will be entitled to receive, at the election of the Company, either (i) cash in an amount equal to the then unpaid Deferred Dividends in respect of shares of Series B Preferred Stock held by such holder or (ii) a number of shares of our common stock equal to the amount of any then unpaid Deferred Dividends in respect of shares of Series B Preferred Stock held by such holder divided by the then-applicable conversion price, which shall initially be \$30.66 per share of our common stock.

The Series B Preferred Stock will have the benefit of customary anti-dilution adjustments.

---

## **Table of Contents**

### *Transfer of Securities*

The Series B Preferred Stock was not, and the shares of our common stock issuable upon conversion thereof will not be initially registered under the Securities Act and may not be offered or sold except in compliance with the registration requirements of the Securities Act and any other applicable securities laws. The above mentioned securities will have the benefit of certain registration rights under the Securities Act pursuant to customary demand registration rights and piggyback registration rights provided for in the Investment Agreement.

### **Common Stock**

The following is a description of the material terms of our common stock, as well as other material terms of our Amended and Restated Certificate of Incorporation, as amended (the *Company Certificate*), and our Second Amended and Restated Bylaws (the *Bylaws*). This description is only a summary. You should read it together with the Company Certificate and Bylaws, which were incorporated by reference as Exhibits 3.1 through 3.5 to our Annual Report on Form 10-K for the year ended December 31, 2013 and which Annual Report is incorporated by reference herein. For more information about accessing this report and the other information we file with the SEC, please see *Where You Can Find More Information* below.

### *General*

We currently have 150,000,000 authorized shares of common stock, par value \$0.001 per share, of which \_\_\_\_\_ shares were issued and outstanding as of \_\_\_\_\_, 2014. As of \_\_\_\_\_, 2014, (i) 10,489,286 shares of common stock were reserved for issuance in connection with the Series A Preferred Stock, (ii) 10,678,572 shares of common stock were reserved for issuance in connection with our outstanding warrants, exercisable at any time until September 2, 2021 at an initial exercise price of \$7.00 per share of common stock (subject to customary anti-dilution adjustments), (iii) 2,754,175 shares of common stock were reserved for issuance upon exercise of outstanding stock options or settlement of restricted stock units and (iv) 8,046,368 shares of common stock were reserved for issuance upon conversion of 4.50% Convertible Senior Notes.

Other than as described in this proxy statement and the documents incorporated by reference herein, no stockholder has any preemptive right or other similar right to purchase or subscribe for any additional securities issued by the Company, and no stockholder has any right to convert common stock into other securities. No shares of common stock are subject to redemption or any sinking fund provisions. All the outstanding shares of common stock are fully paid and non-assessable. Subject to the rights of the holders of the Series A Preferred Stock and Series B Preferred Stock, the holders of common stock are entitled to dividends when, as and if declared by the Board from funds legally available therefor and, upon liquidation, to a pro-rata share in any distribution to stockholders.

Pursuant to Delaware law and the Company Certificate, our Board of Directors by resolution may establish one or more series of preferred stock and fix the number of shares constituting such series, the designation of such series, the voting powers (if any) of the shares of such series and the preferences and relative, participating, optional or other special rights, if any, and any qualifications, limitations or restrictions thereof, of the shares of such series, such rights and preferences being senior to the rights of holders of common stock. Other than the Series A Preferred Stock and Series B Preferred Stock, no shares of Preferred Stock are currently outstanding.

### *Voting and Other Rights*

Each share of common stock entitles the holder thereof to one vote on all matters upon which stockholders are permitted to vote. The Bylaws provide that directors will be elected by a plurality of votes cast at a meeting of stockholders by the stockholders entitled to vote in the election and, except as otherwise required by law, whenever any corporate action other than the election of directors is to be taken, it shall be authorized by a majority of the votes cast at a meeting of stockholders by the stockholders entitled to vote thereon.

## **Table of Contents**

### *Anti-Takeover Effects of Various Provisions of Delaware Law and the Company Certificate and Bylaws*

Provisions of the Delaware General Corporation Law (the "DGCL") could make it more difficult to acquire us by means of a tender offer, a proxy contest or otherwise, or to remove incumbent officers and directors. These provisions, summarized below, are expected to discourage types of coercive takeover practices and inadequate takeover bids and to encourage persons seeking to acquire control of us to first negotiate with us. We believe that the benefits of increased protection of our potential ability to negotiate with the proponent of an unfriendly or unsolicited proposal to acquire or restructure us outweigh the disadvantages of discouraging takeover or acquisition proposals because, among other things, negotiation of these proposals could result in an improvement of their terms.

*Delaware Anti-Takeover Statute.* We have elected to be subject to Section 203 of the DGCL, an anti-takeover statute. In general, Section 203 prohibits a publicly-held Delaware corporation from engaging in a business combination with an interested stockholder for a period of three years following the time the person became an interested stockholder, unless (with certain exceptions) the business combination or the transaction in which the person became an interested stockholder is approved in a prescribed manner. Generally, a business combination includes a merger, asset or stock sale, or other transaction resulting in a financial benefit to the interested stockholder. Generally, an interested stockholder is a person who, together with affiliates and associates, owns (or within three years prior to the determination of interested stockholder status did own) 15 percent or more of a corporation's voting stock. The existence of this provision would be expected to have an anti-takeover effect with respect to transactions not approved in advance by the board of directors, including discouraging attempts that might result in a premium over the market price for the shares of common stock.

*No Cumulative Voting.* The DGCL provides that stockholders are denied the right to cumulate votes in the election of directors unless a corporation's certificate of incorporation provides otherwise. The Company Certificate prohibits cumulative voting.

*Classified Board.* The DGCL permits a corporation to divide its board of directors into up to three classes with staggered terms of office. Our Board of Directors is divided into three classes of directors, each class constituting approximately one-third of the total number of directors, with the classes serving staggered terms. At each annual meeting of stockholders, the class of directors to be elected at the meeting will be elected for a three-year term and the directors in the other two classes will continue in office. We believe that classified directors will help to assure the continuity and stability of our Board of Directors and our business strategies and policies as determined by our Board of Directors. The use of a classified board may delay or defer a change in control of the Company or removal of incumbent management.

*Limitation of Liability and Indemnification of Officers and Directors.* The DGCL authorizes corporations to limit or eliminate the personal liability of directors to corporations and their stockholders for monetary damages for breaches of directors' fiduciary duties as directors. The Company Certificate and Bylaws include provisions that indemnify, to the fullest extent allowable under the DGCL, the personal liability of directors or officers for monetary damages for actions taken as a director or officer of the Company, or for serving at our request as a director or officer or in another position at another corporation or enterprise, as the case may be. The Company Certificate and Bylaws also provide that we must indemnify and advance expenses to our directors and officers, subject to our receipt of an undertaking from the indemnitee as may be required under the DGCL. We are also expressly authorized to carry directors' and officers' insurance to protect the Company and our directors, officers, employees and agents from certain liabilities.

The limitation of liability and indemnification provisions in the Company Certificate and the Bylaws may discourage stockholders from bringing a lawsuit against directors for breach of their fiduciary duties. These provisions may also have the effect of reducing the likelihood of derivative litigation against directors and officers, even though such an action, if successful, might otherwise benefit us and our stockholders. We may be adversely affected to the extent that, in a class action or direct suit, we pay the costs of settlement and damage

## **Table of Contents**

awards against directors and officers pursuant to these indemnification provisions. Except as set forth in the Company's periodic reports as incorporated herein by reference, there is currently no pending material litigation or proceeding involving any of our directors, officers, employees or agents for which indemnification is sought.

*Authorized but Unissued Shares of Common Stock.* Our authorized but unissued shares of common stock will be available for future issuance without approval by the holders of common stock. We may use additional shares for a variety of corporate purposes, including future public offerings to raise additional capital, employee benefit plans and as consideration for or to finance future acquisitions, investments or other purposes. The existence of authorized but unissued shares of common stock could render more difficult or discourage an attempt to obtain control of us by means of a proxy contest, tender offer, merger or otherwise.

*Undesignated Preferred Stock.* Our Company Certificate and Bylaws authorize undesignated preferred stock. As a result, our Board of Directors may, without the approval of holders of common stock, issue shares of preferred stock with super voting, special approval, dividend or other rights or preferences on a discriminatory basis that could impede the success of any attempt to acquire us. These and other provisions may have the effect of deferring, delaying or discouraging hostile takeovers, or changes in control or management of the Company.

### *Amendments to Organizational Documents*

The DGCL provides generally that the affirmative vote of a majority of the shares entitled to vote on any matter is required to amend a corporation's certificate of incorporation or bylaws.

### *Listing*

Our common stock is listed on the NYSE under the trading symbol XPO.

### *Transfer Agent and Registrar*

The transfer agent and registrar for the common stock is Computershare Trust Company, N.A., whose principal executive office is located at 250 Royall Street, Canton, MA 02021.

## **Purpose of the Equity Issuance and Use of Proceeds**

The purpose of the Issuance Proposal is to approve the issuance to the Purchasers of our common stock upon conversion of the Purchased Preferred Stock in accordance with the Investment Agreement. The proceeds from the original issuance of Purchased Securities are intended to be used for general corporate purposes and primarily for unspecified acquisitions.

## **Consequences if the Issuance Proposal is Approved**

In the event that Company stockholders approve the Issuance Proposal to issue shares of our common stock to the Purchasers and thereby the conversion of the Purchased Preferred Stock, all of the Purchased Preferred Stock will automatically convert into 12,128,115 shares of our common stock pursuant to the terms of the Investment Agreement and the COD, increasing the Purchasers' aggregate beneficial ownership percentage of the Company's outstanding common stock to approximately %, as compared to approximately % as of the date of this proxy statement. As a result of any such issuance, existing Company stockholders will incur dilution to their voting interests and will own a smaller percentage of our outstanding common stock.

## **Consequences if the Issuance Proposal is Not Approved**

In the event that Company stockholders do not approve the Issuance Proposal, the Purchased Preferred Stock will remain outstanding and will not convert into our common stock at this time. Under the terms of the

## **Table of Contents**

Investment Agreement with the Purchasers, we will be obligated to submit a proposal to our stockholders to approve the issuance of common stock in respect of the conversion of the Purchased Preferred Stock at least once every six months. In addition, following May 31, 2015, cumulative dividends on the Series B Preferred Stock will be payable quarterly accruing starting the date of the special meeting at the rate per annum of 7.5% per share on the liquidation preference of the Series B Preferred Stock.

### **Required Vote**

Under Section 312.03(c) of the NYSE Rules, the Company must obtain stockholder approval before an issuance of our common stock, or of securities convertible into or exercisable for our common stock, if our common stock issued or issuable upon conversion has voting power equal to or in excess of 20% of the voting power outstanding before the issuance or if the number of shares of our common stock issued or issuable is, or will be upon issuance, equal to or in excess of 20% of the number of shares of our common stock outstanding before the issuance, subject to certain exceptions not applicable to the Company.

Assuming that a quorum is present at the special meeting, pursuant to the NYSE Rules, approval of the Issuance Proposal requires the affirmative vote of the majority of the shares of the Company common stock (including those that would be issued if all of our outstanding Series A Preferred Stock had converted into shares of our common stock as of the Record Date) voting on the Issuance Proposal. Broker non-votes are not counted as present for purposes of determining who is entitled to vote on the Issuance Proposal, and therefore will have no effect on the outcome of the vote on the Issuance Proposal. Under applicable NYSE Rules, abstentions are counted as shares voted with respect to such proposal, and therefore, if you return your proxy card and ABSTAIN from voting, it will have the same effect as a vote against the Issuance Proposal.

The Purchased Common Shares (10,702,934 shares of our common stock) will be counted for the purpose of determining a quorum; however, because such shares were issued as part of the private placement in conjunction with the issuance of the Series B Preferred Stock, the Purchased Common Shares may not be considered in determining whether stockholder approval has been obtained for NYSE purposes. Accordingly, any votes cast in connection with the Purchased Common Shares with respect to the Proposals will not be counted as votes cast and generally will not be counted as shares entitled to vote for purposes of approving the Issuance Proposal under the NYSE Rules.

### **Recommendation**

**The Board of Directors unanimously recommends that you vote FOR the Issuance Proposal.**

**Table of Contents**

**ADJOURNMENT PROPOSAL APPROVAL OF THE ADJOURNMENT OR POSTPONEMENT OF THE SPECIAL MEETING**

The Company's stockholders are being asked to consider and vote on a proposal to adjourn or postpone the special meeting, if necessary, to solicit additional proxies. The Board of Directors believes this proposal to be in the best interests of the Company's stockholders because it gives the Company flexibility to solicit the vote of additional holders of the Company's voting securities to vote on matters the Board of Directors deems important to the Company. If the Issuance Proposal is not approved within the required time frame, the Company will be obligated to pay additional dividends to the holders of Series B Preferred Stock. **The Board of Directors of the Company recommends that stockholders vote FOR the Proposal to adjourn or postpone the special meeting, if necessary, to solicit additional proxies.**

**Table of Contents****SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT**

The following table sets forth information concerning the beneficial ownership of our voting securities as of October 2, 2014 by (i) each person who is known by us, based solely on a review of public filings, to be the beneficial owner of more than 5% of any class of our outstanding voting securities, (ii) each director, (iii) each named executive officer and (iv) all executive officers and directors as a group. None of the foregoing persons beneficially owned any shares of equity securities of our subsidiaries as of October 2, 2014.

Under applicable SEC rules, a person is deemed to be the beneficial owner of a voting security if such person has (or shares) either investment power or voting power over such security or has (or shares) the right to acquire such security within 60 days by any of a number of means, including upon the exercise of options or warrants or the conversion of convertible securities. A beneficial owner's percentage ownership is determined by assuming that options, warrants and convertible securities that are held by the beneficial owner, but not those held by any other person, and which are exercisable or convertible within 60 days, have been exercised or converted.

Unless otherwise indicated, we believe that all persons named in the table below have sole voting and investment power with respect to all voting securities shown as being owned by them. Unless otherwise indicated, the address of each beneficial owner in the table below is care of XPO Logistics, Inc., Five Greenwich Office Park, Greenwich, Connecticut 06831.

Name of Beneficial Owner	Shares of Common Stock Beneficially Owned	Percentage of Class Outstanding <sup>(1)</sup>	Shares of Series A Preferred Stock Beneficially Owned <sup>(2)</sup>	Percentage of Class Outstanding
<b>Beneficial Ownership of 5% or more</b>				
Jacobs Private Equity, LLC	19,285,714 <sup>(3)</sup>	23.0%	67,500	91.0%
Public Sector Pension Investment Board <sup>(4)</sup> 1250 René-Lévesque Blvd. West, Suite 900, Montreal, QC H3B 4W8	5,351,467	8.3%		
Coral Blue Investment Pte. Ltd. <sup>(5)</sup> 168 Robinson Road #37-01, Capital Tower, Singapore 068912	3,822,472	5.9%		
<b>Directors:</b>				
G. Chris Andersen	92,427 <sup>(6)</sup>	*	250	*
Michael G. Jesselson	320,464 <sup>(7)</sup>	*	725 <sup>(8)</sup>	1.0%
Adrian P. Kingshott	106,714 <sup>(9)</sup>	*	300	*
James J. Martell	351,782 <sup>(10)</sup>	*	725	1.0%
Jason D. Papastavrou	215,589 <sup>(11)</sup>	*	650 <sup>(12)</sup>	*
Oren G. Shaffer	39,500 <sup>(13)</sup>	*		
<b>Named Executive Officers:</b>				
Bradley S. Jacobs + <sup>(14)</sup>	19,517,475	23.3%	67,500	92.0%
John J. Hardig	81,660 <sup>(15)</sup>	*		
Gordon E. Devens	105,000 <sup>(16)</sup>	*		
Mario A. Harik	122,199 <sup>(17)</sup>	*		
Scott B. Malat	61,749 <sup>(18)</sup>	*		
Troy Cooper	68,213 <sup>(19)</sup>	*		
<b>Current Executive Officers and Directors as a Group (13 People)</b>	21,142,597 <sup>(20)</sup>	24.8%	70,150	95.7%

\* Less than 1%

+ Director and Executive Officer

(1) For purposes of this column, the number of shares of the class outstanding reflects the sum of (i) 64,486,445 shares of our common stock that were outstanding as of October 2, 2014, (ii) the number of shares of our common stock into which the outstanding shares of our preferred stock held by the relevant person, if any, were convertible on October 2, 2014, and (iii) the number of shares of our common stock, if any, which the relevant person could acquire on exercise of options or warrants December 1, 2014.





**Table of Contents**

- (2) Each share of our Series A Preferred Stock that was outstanding on October 2, 2014 has an initial liquidation preference of \$1,000 per share and is convertible into approximately 143 shares of our common stock at an effective conversion price of \$7.00 per share of our common stock. Our Series A Preferred Stock votes together as a single class with our common stock on an as-converted basis, except with respect to certain matters that impact the rights of holders of our Series A Preferred Stock, in which case our Series A Preferred Stock votes separately as a single class.
- (3) Consists of 9,642,857 shares of our common stock issuable upon the exercise of 9,642,857 warrants at an exercise price of \$7.00 per share of common stock, and 9,642,857 shares of our common stock issuable upon conversion of 67,500 shares of our Series A Preferred Stock.
- (4) Based on the Investment Agreement, dated as of September 11, 2014, by and among the Company, Public Sector Pension Investment Board and the other Purchasers named therein. Does not include shares of our common stock that may be issuable in respect of 185,924 shares of Series B Preferred Stock.
- (5) Based on the Schedule 13G, dated September 22, 2014, filed by Coral Blue Investment Pte. Ltd. and GIC Private Limited, which reported that, as of September 22, 2014, Coral Blue Investment Pte. Ltd. beneficially owned 3,822,472 shares of common stock. GIC Private Limited shares voting and dispositive power over such shares of common stock held by Coral Blue Investment Pte. Ltd. Does not include shares of our common stock that may be issuable in respect of 132,803 shares of Series B Preferred Stock.
- (6) Includes (i) 35,713 shares of our common stock issuable upon the exercise of 35,713 warrants at an exercise price of \$7.00 per share of common stock, (ii) 35,714 shares of our common stock issuable upon conversion of 250 shares of our Series A Preferred Stock, (iii) 16,000 shares of our common stock issuable upon the exercise of options and (iv) 2,500 vested RSUs that are or will become exercisable December 1, 2014.
- (7) Includes (i) 12,000 shares of our common stock beneficially owned by the Michael G. Jesselson and Linda Jesselson 3/12/84 Trust, of which Mr. Jesselson is a trustee, (ii) 12,000 shares of our common stock beneficially owned by the Michael G. Jesselson and Linda Jesselson 11/26/85 Trust, of which Mr. Jesselson is a trustee, (iii) 12,000 shares of our common stock beneficially owned by the Michael G. Jesselson and Linda Jesselson 3/31/87 Trust, of which Mr. Jesselson is a trustee, (iv) 10,000 shares of our common stock beneficially owned by the Michael G. Jesselson and Linda Jesselson 6/30/93 Trust, of which Mr. Jesselson is a trustee, (v) 10,000 shares of our common stock owned by Mr. Jesselson's spouse, (vi) 103,572 shares of our common stock issuable upon the exercise of 103,572 warrants at an exercise price of \$7.00 per share of our common stock, which warrants are beneficially owned by the Michael G. Jesselson 12/18/80 Trust and the Michael G. Jesselson 4/8/71 Trust, of which trusts Mr. Jesselson is the beneficiary, (vii) 21,322 shares of our common stock issuable upon the exercise of 21,322 warrants at an exercise price of \$7.00 per share of our common stock, which warrants are beneficially owned by the Michael G. Jesselson and Linda Jesselson, Trustees UID 6/30/93 FBO Maya Ariel Ruth Jesselson, of which Mr. Jesselson is the beneficiary, (viii) 103,570 shares of our common stock issuable upon conversion of 725 shares of our Series A Preferred Stock, which shares of our Series A Preferred Stock are beneficially owned by the Michael G. Jesselson 12/18/80 Trust and the Michael G. Jesselson 4/8/71 Trust, of which trusts Mr. Jesselson is the beneficiary and (ix) 16,000 shares of our common stock issuable upon the exercise of options that are or will become exercisable December 1, 2014.
- (8) See clause (viii) of footnote (7).
- (9) Includes (i) 42,857 shares of our common stock issuable upon the exercise of 42,857 warrants at an exercise price of \$7.00 per share of our common stock, (ii) 42,857 shares of our common stock issuable upon conversion of 300 shares of our Series A Preferred Stock and (iii) 16,000 shares of our common stock issuable upon the exercise of options that are or will become exercisable December 1, 2014.
- (10) Includes (i) 103,572 shares of our common stock issuable upon the exercise of 103,572 warrants at an exercise price of \$7.00 per share of our common stock, (ii) 103,571 shares of our common stock issuable upon conversion of 725 shares of our Series A Preferred Stock, (iii) 91,000 shares of our common stock issuable upon the exercise of options and (iv) 2,500 vested RSUs that are or will become exercisable December 1, 2014.

---

**Table of Contents**

- (11) Includes (i) 1,375 shares of our common stock beneficially owned by the Brett A. Athans Declaration of Trust, of which Dr. Papastavrou is the trustee, (ii) 92,857 shares of our common stock issuable upon the exercise of 92,857 warrants at an exercise price of \$7.00 per share of our common stock, which warrants are beneficially owned by Springer Wealth Management LLC, of which Dr. Papastavrou is the owner of 100% of the equity securities, (iii) 92,857 shares of our common stock issuable upon conversion of 650 shares of our Series A Preferred Stock, which shares of Series A Preferred Stock are beneficially owned by Springer Wealth Management LLC, of which Dr. Papastavrou is the owner of 100% of the equity securities, (iv) 16,000 shares of our common stock issuable upon the exercise of options and (v) 2,500 vested RSUs that are or will become exercisable December 1, 2014.
- (12) See clause (iii) of footnote (11).
- (13) Includes (i) 8,500 shares of our common stock issuable upon the exercise of 8,500 warrants at an exercise price of \$7.00 per share of common stock, (ii) 16,000 shares of our common stock issuable upon the exercise of options and (iii) 2,500 vested RSUs that are or will become exercisable December 1, 2014.
- (14) Mr. Jacobs has indirect beneficial ownership of the shares of our common stock and our Series A Preferred Stock beneficially owned by JPE as a result of being its Managing Member. See footnote (3). Also includes 150,000 shares of our common stock issuable upon the exercise of options that are or will become exercisable December 1, 2014.
- (15) Includes 30,000 shares of our common stock issuable upon the exercise of options that are or will become exercisable December 1, 2014.
- (16) Includes (i) 20,000 shares of our common stock issuable upon the exercise of 20,000 warrants at an exercise price of \$7.00 per share of common stock and (ii) 75,000 shares of our common stock issuable upon the exercise of options that are or will become exercisable December 1, 2014.
- (17) Includes 81,000 shares of common stock issuable upon the exercise of options that are or will become exercisable December 1, 2014.
- (18) Includes (i) 12,750 shares of our common stock issuable upon the exercise of 12,750 warrants at an exercise price of \$7.00 per share of common stock and (ii) 15,000 shares of our common stock issuable upon the exercise of options that are or will become exercisable December 1, 2014.
- (19) Includes (i) 10,000 shares of our common stock issuable upon the exercise of 10,000 warrants at an exercise price of \$7.00 per share of common stock and (ii) 15,000 shares of our common stock issuable upon the exercise of options that are or will become exercisable December 1, 2014.
- (20) Includes (i) 10,094,000 shares of our common stock issuable upon the exercise of 10,094,000 warrants at an exercise price of \$7.00 per share of our common stock, (ii) 10,021,426 shares of our common stock issuable upon conversion of 70,150 shares of our Series A Preferred Stock, (iii) 537,000 shares of our common stock issuable upon the exercise of options and (iv) 10,000 vested RSUs that are or will become exercisable December 1, 2014.

**Table of Contents**

**STOCKHOLDER PROPOSALS**

Stockholder proposals will be eligible for consideration for inclusion in the proxy statement and form of proxy for the Company's 2015 annual meeting of stockholders in accordance with Rule 14a-8 under the U.S. Securities Exchange Act of 1934, as amended (the Exchange Act) and the Company's Bylaws, as described below.

As more specifically provided in our Bylaws, no business may be brought before an annual meeting of our stockholders unless it is specified in the notice of the annual meeting or is otherwise brought before the annual meeting by or at the direction of our Board or by a stockholder entitled to vote who has delivered proper notice to us not less than 90 days or more than 180 days prior to the earlier of the date of the annual meeting and the first anniversary of the preceding year's annual meeting. Accordingly, assuming that our 2015 annual meeting of stockholders is held on or after May 27, 2015, any stockholder proposal to be considered at the 2015 annual meeting, including nominations of persons for election to our Board, must be properly submitted to us not earlier than November 28, 2014 nor later than February 26, 2015. Detailed information for submitting stockholder proposals or nominations of director candidates will be provided upon written request to: Secretary, XPO Logistics, Inc., Five Greenwich Office Park, Greenwich, Connecticut 06831.

The foregoing requirements are separate from the SEC's requirements that a stockholder must meet in order to have a stockholder proposal included in our proxy statement for the 2015 annual meeting of stockholders. Stockholders interested in submitting a proposal for inclusion in our proxy materials for the 2015 annual meeting may do so by following the procedures set forth in Rule 14a-8 under the Exchange Act. To be eligible for inclusion in such proxy materials pursuant to such rule, stockholder proposals must be received by our Secretary not later than December 26, 2014.

**OTHER MATTERS**

No business other than that set forth in the attached notice of special meeting is expected to come before the special meeting. However, should any other matters requiring a vote of stockholders arise, the persons named in the accompanying proxy will vote thereon according to their best judgment in the interest of the Company.

**SOLICITATION OF PROXIES**

It is expected that the solicitation of proxies will be primarily by mail. Proxies may also be solicited personally by regular employees of the Company, by telephone or by other means of communication at nominal cost. The Company will bear the cost of such solicitation. It will reimburse banks, brokers and trustees, or their nominees, for reasonable expenses incurred by them in forwarding proxy material to beneficial owners of stock in accordance with the NYSE schedule of charges. In addition, the Company has retained Innisfree M&A Incorporated to assist us in soliciting proxies and verifying the records relating to the solicitations in connection with the special meeting. Innis M&A Incorporated will receive approximately \$10,000, plus their reasonable and customary expenses for providing such services.

**WHERE YOU CAN FIND MORE INFORMATION**

We are subject to the informational requirements of the Exchange Act. We file reports, proxy statements and other information with the SEC. You may read and copy these reports, proxy statements and other information at the SEC's Public Reference Section at 100 F Street, N.E., Washington, D.C. 20459. You may obtain information on the operation of the Public Reference Room by calling the SEC at 1-800-SEC-0330. The SEC also maintains an internet website, located at [www.sec.gov](http://www.sec.gov), which contains reports, proxy statements and other information regarding companies and individuals that file electronically with the SEC.

**Table of Contents**

The information contained in this proxy statement speaks only as of the date indicated on the cover of this proxy statement unless the information specifically indicates that another date applies. Statements contained in this proxy statement, or in any document incorporated in this proxy statement by reference, regarding the contents of any contract or other document, are not necessarily complete and each such statement is qualified in its entirety by reference to that contract or other document filed as an exhibit with the SEC. The SEC allows us to incorporate by reference information into this proxy statement. This means that we can disclose important information by referring to another document filed separately with the SEC. The information incorporated by reference is considered to be part of this proxy statement. This proxy statement and the information we later file with the SEC may update and supersede the information incorporated by reference. Similarly, the information that we later file with the SEC may update and supersede the information in this proxy statement. We incorporate by reference into this proxy statement the following documents filed by us with the SEC under the Exchange Act and any documents filed by us pursuant to Section 13(a), 13(c), 14 or 15(d) of the Exchange Act after the date of this proxy statement and prior to the date of the special meeting:

our Annual Report on Form 10-K for the fiscal year ended December 31, 2013;

our Quarterly Reports on Form 10-Q for the quarters ended March 31, 2014 and June 30, 2014; and

our Current Reports on Form 8-K filed on September 15, 2014 and September 18, 2014.

This proxy statement incorporates important business and financial information about XPO Logistics, Inc. from other documents that are not included in or delivered with this document. You may obtain any of the documents incorporated by reference in this proxy statement from the SEC through the SEC's website at the address provided above and on our website at [www.xpologistics.com](http://www.xpologistics.com). Information contained or linked to or from our website is not a part of this proxy statement. You may also obtain free copies of the documents the Company files with the SEC by written request to: Investor Relations, XPO Logistics, Inc., Five Greenwich Office Park, Greenwich, Connecticut 06831, or by telephonic request at (855) XPO-INFO (855-976-4636). If you would like to request documents, please do so by \_\_\_\_\_, 2014, in order to receive them before the special meeting.

**Table of Contents**



**Table of Contents**