

JACOBS PRIVATE EQUITY LLC



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Jacobs Private Equity, LLC was formed to make a substantial equity investment in a company with the potential for exceptional value creation under the leadership of Bradley S. Jacobs. On September 2, 2011, Jacobs Private Equity completed an equity investment in [XPO Logistics, Inc.](#) (NYSE Amex: XPO) and Mr. Jacobs became the chairman of the board of directors. He also serves as the company's chief executive officer. XPO Logistics (formerly Express-1 Expedited Solutions, Inc.) is a non-asset-based, third-party logistics transportation services provider offering expedited transportation solutions, domestic and international freight forwarding, and premium truckload brokerage services to retail,

commercial, manufacturing and industrial customers.

Since 1979, Mr. Jacobs has founded and led four highly successful companies, including two multi-billion dollar, publicly traded corporations.

In 1997, Mr. Jacobs co-founded **United Rentals, Inc.** (NYSE: URI) to capitalize on the early-stage consolidation opportunities in the construction equipment rental industry in North America. Under his direction, United Rentals achieved industry leadership in just 13 months, with a brand globally recognized for its quality of operations and depth of resources.

As chairman of United Rentals from 1997 through 2007, Mr. Jacobs' strategic vision was instrumental in helping the company attain \$3.9 billion in revenues, with more than 700 branch locations, 13,000 employees, and a ranking as the 536th largest public corporation in America by *Fortune* magazine. During his chairmanship, United Rentals stock outperformed the S&P 500 Index by 2.2 times.

As chief executive officer from 1997 through 2003, Mr. Jacobs oversaw all operations and led the team that integrated more than 250 acquisitions, including US Rentals, the world's second largest equipment rental company at the time.

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In 1989, Mr. Jacobs founded **United Waste Systems, Inc.** During his eight years as chairman and chief executive officer, he built the company into the fifth largest solid waste management business in North America. United Waste Systems generated pre-tax margins that were among the highest in its industry. Its stock outperformed the S&P 500 Index by 5.6 times and delivered a 55% compound annual rate of return from IPO until the company was sold for \$2.5 billion in 1997. At the time of sale, the company had 40 landfills, 86 collection companies and 79 transfer and recycling stations in 25 states.

In 1984, Mr. Jacobs founded **Hamilton Resources (UK) Ltd.**, a worldwide oil trading company, and served as its chairman and chief operating officer through 1989. During that time, he grew the company to annual revenues of approximately \$1 billion through the execution of numerous large contracts with major oil companies and oil-producing countries and complex countertrade transactions.

In 1979, Mr. Jacobs co-founded **Amerex Oil Associates, Inc.** and served as its chief executive until the company was sold in 1983. Mr. Jacobs led the team that grew Amerex from a concept into one of the world's largest oil brokerage firms, with an annual gross contract volume of approximately \$4.7 billion and offices in Houston, London, Tokyo and New Jersey. He oversaw all aspects of the business, including brokerage activities for refined petroleum products, residual fuels and energy futures, and personally directed all brokerage operations for international and domestic crude oil.

Since 1992, Mr. Jacobs has been instrumental in raising more than \$6 billion through dozens of financings in the debt and equity markets. He maintains strong relationships with leading investment banks and buy-side institutions.

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