| FEDEX CORP        |
|-------------------|
| Form 10-Q         |
| December 18, 2018 |

| UNITED | <b>STATES</b> |
|--------|---------------|
|--------|---------------|

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

FOR THE QUARTERLY PERIOD ENDED November 30, 2018

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

FOR THE TRANSITION PERIOD FROM TO

Commission File Number: 1-15829

### FEDEX CORPORATION

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of

(I.R.S. Employer

62-1721435

incorporation or organization)

Identification

No.)

942 South Shady Grove Road, Memphis, Tennessee 38120 (Address of principal executive offices) (ZIP Code)

(901) 818-7500

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes

No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes

No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated Accelerated filer Non-accelerated filer Emerging growth filer Smaller reporting company company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Common Stock Outstanding Shares at December 14, 2018 Common Stock, par value \$0.10 per share 261,043,625

# FEDEX CORPORATION

# INDEX

|   | PAGE |
|---|------|
| PART I. FINANCIAL INFORMATION   |      |
| ITEM 1. Financial Statements  |      |
| Condensed Consolidated Balance Sheets   |      |
| November 30, 2018 and May 31, 2018  | 3    |
| Condensed Consolidated Statements of Income   |      |
| Three and Six Months Ended November 30, 2018 and 2017   | 5    |
| Condensed Consolidated Statements of Comprehensive Income                                     |      |
| Three and Six Months Ended November 30, 2018 and 2017   | 6    |
| Condensed Consolidated Statements of Cash Flows   |      |
| Six Months Ended November 30, 2018 and 2017   | 7    |
| Notes to Condensed Consolidated Financial Statements  | 8    |
| Report of Independent Registered Public Accounting Firm                                       | 28   |
| ITEM 2. Management's Discussion and Analysis of Results of Operations and Financial Condition | 29   |
| ITEM 3. Quantitative and Qualitative Disclosures About Market Risk                            | 53   |
| ITEM 4. Controls and Procedures   | 53   |
| PART II. OTHER INFORMATION  |      |
| ITEM 1. Legal Proceedings   | 54   |
| ITEM 1A. Risk Factors   | 54   |
| ITEM 2. Unregistered Sales of Equity Securities and Use of Proceeds                           | 55   |
| ITEM 6. Exhibits  | 56   |
| Signature   | 58   |
|   |      |
| Exhibit 4.1   |      |
| Exhibit 4.2   |      |
| Exhibit 4.2   |      |
| Exhibit 4.3   |      |
|   |      |
| Exhibit 4.4   |      |
|   |      |
| Exhibit 10.1  |      |
| Exhibit 10.2  |      |
| Exhibit 10.3  |      |
| Exhibit 10.4  |      |
| Exhibit 10.5  |      |
| Exhibit 10.6  |      |
| Exhibit 10.7  |      |

Exhibit 10.8
Exhibit 10.10

Exhibit 10.11

Exhibit 10.12

Exhibit 10.13
Exhibit 15.1
Exhibit 31.1
Exhibit 31.2
Exhibit 32.1
Exhibit 32.2
Exhibit 101.1 Interactive Data Files

# CONDENSED CONSOLIDATED BALANCE SHEETS

(IN MILLIONS)

|  | November 30, |          |
|--|--------------|----------|
|  | 2018         | May 31,  |
|  | (Unaudited)  | 2018     |
| ASSETS   |              |          |
| CURRENT ASSETS   |              |          |
| Cash and cash equivalents  | \$ 2,123     | \$3,265  |
| Receivables, less allowances of \$308 and \$401                    | 9,573        | 8,481    |
| Spare parts, supplies and fuel, less allowances of \$276 and \$268 | 522          | 525      |
| Prepaid expenses and other   | 1,220        | 1,070    |
| Total current assets   | 13,438       | 13,341   |
| PROPERTY AND EQUIPMENT, AT COST                                    | 57,501       | 55,121   |
| Less accumulated depreciation and amortization                     | 28,114       | 26,967   |
| Net property and equipment   | 29,387       | 28,154   |
| OTHER LONG-TERM ASSETS   |              |          |
| Goodwill   | 6,908        | 6,973    |
| Other assets   | 3,556        | 3,862    |
| Total other long-term assets                                       | 10,464       | 10,835   |
|  | \$ 53,289    | \$52,330 |

The accompanying notes are an integral part of these condensed consolidated financial statements.

- 3 -

# CONDENSED CONSOLIDATED BALANCE SHEETS

(IN MILLIONS, EXCEPT SHARE DATA)

|   | November 30, |          |
|---|--------------|----------|
|   | 2018         | May 31,  |
|   | (Unaudited)  | 2018     |
| LIABILITIES AND STOCKHOLDERS' INVESTMENT  |              |          |
| CURRENT LIABILITIES   |              |          |
| Short-term borrowings   | \$ 250       | \$—      |
| Current portion of long-term debt   | 642          | 1,342    |
| Accrued salaries and employee benefits  | 1,850        | 2,177    |
| Accounts payable  | 3,400        | 2,977    |
| Accrued expenses  | 3,354        | 3,131    |
| Total current liabilities   | 9,496        | 9,627    |
| LONG-TERM DEBT, LESS CURRENT PORTION  | 16,399       | 15,243   |
| OTHER LONG-TERM LIABILITIES   |              |          |
| Deferred income taxes   | 3,253        | 2,867    |
| Pension, postretirement healthcare and other benefit obligations                  | 1,735        | 2,187    |
| Self-insurance accruals   | 1,844        | 1,784    |
| Deferred lease obligations  | 605          | 551      |
| Deferred gains, principally related to aircraft transactions                      | 137          | 121      |
| Other liabilities   | 526          | 534      |
| Total other long-term liabilities   | 8,100        | 8,044    |
| COMMITMENTS AND CONTINGENCIES   |              |          |
| COMMON STOCKHOLDERS' INVESTMENT   |              |          |
| Common stock, \$0.10 par value; 800 million shares authorized; 318 million shares |              |          |
| issued as of November 30, 2018 and May 31, 2018                                   | 32           | 32       |
| Additional paid-in capital  | 3,185        | 3,117    |
| Retained earnings   | 26,080       | 24,823   |
| Accumulated other comprehensive loss  | (817)        | (578)    |
| Treasury stock, at cost   | (9,186)      | (7,978)  |
| Total common stockholders' investment   | 19,294       | 19,416   |
|   | \$ 53,289    | \$52,330 |

The accompanying notes are an integral part of these condensed consolidated financial statements.

- 4 -

# CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(UNAUDITED)

(IN MILLIONS, EXCEPT PER SHARE AMOUNTS)

|                                     |          | onths Ended | Six Months Ended |          |  |  |
|-------------------------------------|----------|-------------|------------------|----------|--|--|
|                                     | Novembe  | · ·         | November 30,     |          |  |  |
|                                     | 2018     | 2017        | 2018             | 2017     |  |  |
|                                     |          | As          |                  | As       |  |  |
|                                     |          | Adjusted    |                  | Adjusted |  |  |
| REVENUES                            | \$17,824 | \$ 16,313   | \$34,876         | \$31,610 |  |  |
| OPERATING EXPENSES:                 |          |             |                  |          |  |  |
| Salaries and employee benefits      | 6,260    | 5,889       | 12,520           | 11,553   |  |  |
| Purchased transportation            | 4,346    | 3,840       | 8,313            | 7,285    |  |  |
| Rentals and landing fees            | 836      | 835         | 1,659            | 1,653    |  |  |
| Depreciation and amortization       | 828      | 756         | 1,636            | 1,507    |  |  |
| Fuel                                | 1,052    | 818         | 2,038            | 1,521    |  |  |
| Maintenance and repairs             | 751      | 665         | 1,486            | 1,340    |  |  |
| Other                               | 2,583    | 2,395       | 4,985            | 4,665    |  |  |
|                                     | 16,656   | 15,198      | 32,637           | 29,524   |  |  |
| OPERATING INCOME                    | 1,168    | 1,115       | 2,239            | 2,086    |  |  |
| OTHER INCOME (EXPENSE):             |          |             |                  |          |  |  |
| Interest, net                       | (129     | ) (124      | (241)            | (238)    |  |  |
| Other retirement plans income       | 158      | 147         | 316              | 293      |  |  |
| Other, net                          | (20      | ) 1         | (36              | (20)     |  |  |
|                                     | 9        | 24          | 39               | 35       |  |  |
| INCOME BEFORE INCOME TAXES          | 1,177    | 1,139       | 2,278            | 2,121    |  |  |
| PROVISION FOR INCOME TAXES          | 242      | 364         | 508              | 750      |  |  |
| NET INCOME                          | \$935    | \$775       | \$1,770          | \$1,371  |  |  |
| EARNINGS PER COMMON SHARE:          |          |             |                  |          |  |  |
| Basic                               | \$3.56   | \$ 2.89     | \$6.71           | \$5.12   |  |  |
| Diluted                             | \$3.51   | \$ 2.84     | \$6.60           | \$5.03   |  |  |
| DIVIDENDS DECLARED PER COMMON SHARE | \$0.65   | \$ 0.50     | \$1.95           | \$ 1.50  |  |  |

The accompanying notes are an integral part of these condensed consolidated financial statements.

- 5 -

# FEDEX CORPORATION

# CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(UNAUDITED)

(IN MILLIONS)

|  |         |      |           |    | Six Mor | ıths   |    |
|--|---------|------|-----------|----|---------|--------|----|
|  | Three 1 | Mo   | nths Ende | ed | Ended   |        |    |
|  | Novem   | ibei | r 30,     |    | Novemb  | er 30, |    |
|  | 2018    |      | 2017      |    | 2018    | 2017   |    |
| NET INCOME   | \$ 935  |      | \$ 775    |    | \$1,770 | \$1,37 | 1  |
| OTHER COMPREHENSIVE INCOME (LOSS):   |         |      |           |    |         |        |    |
| Foreign currency translation adjustments, net of tax benefit of \$7 and \$31 in  |         |      |           |    |         |        |    |
| 2018 and tax benefit of \$7 and tax expense of \$18 in 2017                      | (31     | )    | (90       | )  | (193)   | 19     |    |
| Amortization of prior service credit, net of tax benefit of \$7 and \$14 in 2018 |         |      |           |    |         |        |    |
| and tax benefit of \$11 and \$22 in 2017   | (23     | )    | (19       | )  | (46)    | (38    | )  |
|  | (54     | )    | (109      | )  | (239)   | (19    | )  |
| COMPREHENSIVE INCOME   | \$ 881  |      | \$ 666    |    | \$1,531 | \$1,35 | 52 |

The accompanying notes are an integral part of these condensed consolidated financial statements.

- 6 -

# CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(UNAUDITED)

(IN MILLIONS)

|                        |      | onths Ended<br>aber 30, |   |      |        |   |
|------------------------|------|-------------------------|---|------|--------|---|
|                        | 2018 | 30,                     |   | 2017 |        |   |
| Operating Activities:  |      |                         |   |      |        |   |
| Net income             | \$   | 1,770                   |   | \$   | 1,371  |   |
| Adjustments to         |      |                         |   |      |        |   |
| reconcile net income   |      |                         |   |      |        |   |
| to cash provided by    |      |                         |   |      |        |   |
| operating activities:  |      |                         |   |      |        |   |
| Depreciation and       |      |                         |   |      |        |   |
| amortization           |      | 1,636                   |   |      | 1,507  |   |
| Provision for          |      |                         |   |      |        |   |
| uncollectible          |      |                         |   |      |        |   |
| accounts               |      | 160                     |   |      | 116    |   |
| Stock-based            |      |                         |   |      |        |   |
| compensation           |      | 108                     |   |      | 103    |   |
| Deferred income        |      |                         |   |      |        |   |
| taxes and other        |      |                         |   |      |        |   |
| noncash items          |      | 236                     |   |      | 327    |   |
| Changes in assets and  |      |                         |   |      |        |   |
| liabilities:           |      |                         |   |      |        |   |
| Receivables            |      | (1,343                  | ) |      | (983   | ) |
| Other assets           |      | (111                    | ) |      | (338   | ) |
| Accounts payable       |      |                         |   |      |        |   |
| and other liabilities  |      | (227                    | ) |      | (564   | ) |
| Other, net             |      | (50                     | ) |      | (41    | ) |
| Cash provided by       |      |                         |   |      |        |   |
| operating activities   |      | 2,179                   |   |      | 1,498  |   |
| Investing Activities:  |      | (2.52.)                 |   |      | (=     |   |
| Capital expenditures   |      | (2,634                  | ) |      | (2,621 | ) |
| Business               |      |                         |   |      |        |   |
| acquisitions, net of   |      |                         |   |      |        |   |
| cash acquired          |      | _                       |   |      | (44    | ) |
| Proceeds from asset    |      | <b>~</b> ~              |   |      | 4.0    |   |
| dispositions and other |      | 53                      |   |      | 12     |   |
| Cash used in           |      | (2.501                  |   |      | (2.652 | ` |
| investing activities   |      | (2,581                  | ) |      | (2,653 | ) |
| Financing Activities:  |      | 240                     |   |      | 250    |   |
|                        |      | 248                     |   |      | 250    |   |

Edgar Filing: FEDEX CORP - Form 10-Q

| Proceeds from         |             |   |             |   |
|-----------------------|-------------|---|-------------|---|
| short-term            |             |   |             |   |
| borrowings            |             |   |             |   |
| Proceeds from debt    |             |   |             |   |
| issuances             | 1,233       |   | _           |   |
| Principal payments    |             |   |             |   |
| on debt               | (785        | ) | (28         | ) |
| Proceeds from stock   |             |   |             |   |
| issuances             | 45          |   | 205         |   |
| Dividends paid        | (173        | ) | (268        | ) |
| Purchase of treasury  |             |   |             |   |
| stock                 | (1,271      | ) | (270        | ) |
| Other, net            | 1           |   | 3           |   |
| Cash used in          |             |   |             |   |
| financing activities  | (702        | ) | (108        | ) |
| Effect of exchange    |             |   |             |   |
| rate changes on cash  | (38         | ) | 62          |   |
| Net decrease in cash  |             |   |             |   |
| and cash equivalents  | (1,142      | ) | (1,201      | ) |
| Cash and cash         |             |   |             |   |
| equivalents at        |             |   |             |   |
| beginning of period   | 3,265       |   | 3,969       |   |
| Cash and cash         |             |   |             |   |
| equivalents at end of |             |   |             |   |
| period                | \$<br>2,123 |   | \$<br>2,768 |   |

The accompanying notes are an integral part of these condensed consolidated financial statements.

- 7 -

#### FEDEX CORPORATION

#### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

(1) General

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES. These interim financial statements of FedEx Corporation ("FedEx") have been prepared in accordance with accounting principles generally accepted in the United States and Securities and Exchange Commission ("SEC") instructions for interim financial information, and should be read in conjunction with our Annual Report on Form 10-K for the year ended May 31, 2018 ("Annual Report"). Accordingly, significant accounting policies and other disclosures normally provided have been omitted since such items are disclosed in our Annual Report.

In the opinion of management, the accompanying unaudited condensed consolidated financial statements reflect all adjustments (including normal recurring adjustments) necessary to present fairly our financial position as of November 30, 2018, and the results of our operations for the three- and six-month periods ended November 30, 2018 and 2017. Operating results for the three- and six-month periods ended November 30, 2018 are not necessarily indicative of the results that may be expected for the year ending May 31, 2019.

Except as otherwise specified, references to years indicate our fiscal year ending May 31, 2019 or ended May 31 of the year referenced and comparisons are to the corresponding period of the prior year.

RECLASSIFICATIONS. Certain reclassifications have been made to the prior years' condensed consolidated financial statements to conform to the current year presentation.

#### REVENUE RECOGNITION.

Satisfaction of Performance Obligation

We recognize revenue upon delivery of shipments for our transportation businesses and upon completion of services for our business services, logistics and trade services businesses. Transportation services are provided with the use of employees and independent businesses that contract with FedEx. FedEx is the principal to the transaction for most of these services and revenue is recognized on a gross basis based on the transfer of control to the customer. Costs associated with independent businesses are recognized as incurred and included in the caption "Purchased transportation" in the accompanying unaudited condensed consolidated statements of income.

For shipments in transit, revenue is recorded based on the percentage of service completed at the balance sheet date which results in our recognizing revenue over time as we perform the services in the contract because of the continuous transfer of control to the customer. Our customers receive the benefit of our services as the goods are transported from one location to another. If we were unable to complete delivery to the final location, another entity would not need to reperform the transportation service already performed. As control transfers over time, revenue is recognized based on the extent of progress towards completion of the performance obligation.

The vast majority of our contracts include only one performance obligation, which is short in duration and spans only a few days. However, if a contract is separated into more than one performance obligation, we allocate the total transaction price to each performance obligation in an amount based on the estimated relative stand-alone selling

prices of the promised goods or services underlying each performance obligation. We frequently sell standard transportation services with observable stand-alone sales prices. In these instances, the observable stand-alone sales are used to determine the stand-alone selling price.

We sell customized customer-specific solutions, such as logistics, through which we provide the service of integrating a complex set of tasks and components into a single capability (even if that single capability results in the delivery of multiple units). Therefore, the entire contract is accounted for as one performance obligation. In these cases, we typically use the expected cost plus a margin approach to estimate the stand-alone selling price of each performance obligation.

#### Variable Consideration

It is common for our contracts to contain customer incentives, guaranteed service refunds or other provisions that can either increase or decrease the transaction price. These variable amounts are generally awarded based upon certain incentive achievements or performance metrics. We estimate variable consideration as the most likely amount to which we expect to be entitled. Estimates for adjustments to revenue and accounts receivable are recognized at the time of shipment for certain customer initiatives, money-back service guarantees and billing corrections based on our assessment of historical, current and forecasted information available. Delivery costs are accrued as incurred.

- 8 -

#### **Contract Modification**

Contracts are often modified to account for changes in the rates we charge our customers or to add additional distinct services. We consider contract modifications to exist when the modification either creates new enforceable rights and obligations or alters the existing arrangement. Contract modifications that add distinct goods or services are treated as separate contracts. Contract modifications that do not add distinct goods or services typically change the price of existing services. These contract modifications are accounted for prospectively as the remaining performance obligations are executed.

#### Contract Assets and Liabilities

Contract assets include billed and unbilled amounts resulting from in-transit packages, as we have an unconditional right to payment only once all performance obligations have been completed (e.g., packages have been delivered). Contract assets are generally classified as current and the full balance is converted each quarter based on the short-term nature of the transactions. Our contract liabilities consist of advance payments and billings in excess of revenue. The full balance of deferred revenue is converted each quarter based on the short-term nature of the transactions.

Gross contract assets related to in-transit packages totaled \$600 million and \$542 million at November 30, 2018 and May 31, 2018, respectively. Contract assets net of deferred unearned revenue were \$423 million and \$363 million at November 30, 2018 and May 31, 2018, respectively. Contract assets are included within current assets in the accompanying unaudited condensed consolidated balance sheets. Contract liabilities related to advance payments from customers were \$9 million and \$13 million at November 30, 2018 and May 31, 2018, respectively. Contract liabilities are included within current liabilities in the accompanying unaudited condensed consolidated balance sheets.

Our contract logistics, global trade services and certain transportation businesses engage in some transactions wherein they act as agents. Revenue from these transactions is recorded on a net basis. Net revenue includes billings to customers less third-party charges, including transportation or handling costs, fees, commissions and taxes and duties.

Certain of our revenue-producing transactions are subject to taxes, such as sales tax, assessed by governmental authorities. We present these revenues net of tax. Under the typical payment terms of our customer contracts, the customer pays at periodic intervals (e.g., every 15 days, 30 days, 45 days, etc.) for shipments included on invoices received. It is not customary business practice to extend payment terms past 90 days, and as such, we do not have a practice of including a significant financing component within our revenue contracts with customers.

-9-

### Disaggregation of Revenue

The following table provides revenue by service type (dollars in millions) for the periods ended November 30. This presentation is consistent with how we organize our segments internally for making operating decisions and measuring performance.

|  | Three Mo<br>Ended<br>November | er 30,       | Novembe  | Six Months Ended<br>November 30, |  |  |
|--|-------------------------------|--------------|----------|----------------------------------|--|--|
|  | 2018                          | 2017         | 2018     | 2017                             |  |  |
| REVENUE BY SERVICE TYPE                    |                               |              |          |                                  |  |  |
| FedEx Express segment:                     |                               |              |          |                                  |  |  |
| Package:                                   | <b></b>                       | <b>4.505</b> | <b></b>  | <b>***</b>                       |  |  |
| U.S. overnight box                         | \$1,948                       | \$1,787      | \$3,834  | \$3,537                          |  |  |
| U.S. overnight envelope                    | 444                           | 432          | 912      | 882                              |  |  |
| U.S. deferred                              | 1,060                         | 922          | 2,012    | 1,800                            |  |  |
| Total U.S. domestic package revenue        | 3,452                         | 3,141        | 6,758    | 6,219                            |  |  |
| International priority                     | 1,896                         | 1,865        | 3,770    | 3,628                            |  |  |
| International economy                      | 885                           | 815          | 1,735    | 1,585                            |  |  |
| Total international export package revenue | 2,781                         | 2,680        | 5,505    | 5,213                            |  |  |
| International domestic <sup>(1)</sup>      | 1,203                         | 1,228        | 2,334    | 2,284                            |  |  |
| Total package revenue                      | 7,436                         | 7,049        | 14,597   | 13,716                           |  |  |
| Freight:                                   |                               |              |          |                                  |  |  |
| U.S.                                       | 792                           | 688          | 1,522    | 1,301                            |  |  |
| International priority                     | 564                           | 541          | 1,097    | 995                              |  |  |
| International economy                      | 554                           | 481          | 1,073    | 862                              |  |  |
| International airfreight                   | 83                            | 100          | 168      | 183                              |  |  |
| Total freight revenue                      | 1,993                         | 1,810        | 3,860    | 3,341                            |  |  |
| Other                                      | 175                           | 217          | 369      | 419                              |  |  |
| Total FedEx Express segment                | 9,604                         | 9,076        | 18,826   | 17,476                           |  |  |
| FedEx Ground segment                       | 5,142                         | 4,525        | 9,941    | 8,770                            |  |  |
| FedEx Freight segment                      | 1,918                         | 1,673        | 3,877    | 3,337                            |  |  |
| FedEx Services segment                     | 429                           | 416          | 846      | 816                              |  |  |
| FedEx Trade Networks operating segment     | 966                           | 834          | 1,850    | 1,633                            |  |  |
| Eliminations                               | (235)                         | (211)        | (464)    | (422)                            |  |  |
|  | \$17,824                      | \$16,313     | \$34,876 | \$31,610                         |  |  |

<sup>(1)</sup> International domestic revenues relate to our intra-country operations.

EMPLOYEES UNDER COLLECTIVE BARGAINING ARRANGEMENTS. The pilots of Federal Express Corporation ("FedEx Express"), who are a small number of its total employees, are employed under a collective bargaining agreement that took effect on November 2, 2015. The collective bargaining agreement is scheduled to become amendable in November 2021. Other than the pilots at FedEx Express and drivers at one FedEx Freight, Inc. facility, our U.S. employees have thus far chosen not to unionize (we acquired FedEx Supply Chain Distribution System, Inc. ("FedEx Supply Chain," formerly GENCO Distribution System, Inc.) in 2015, which already had a small number of employees who are members of unions). Additionally, certain of FedEx Express's non-U.S. employees are unionized.

STOCK-BASED COMPENSATION. We have two types of equity-based compensation: stock options and restricted stock. The key terms of the stock option and restricted stock awards granted under our incentive stock plans and all financial disclosures about these programs are set forth in our Annual Report.

Our stock-based compensation expense was \$40 million for the three-month period ended November 30, 2018 and \$108 million for the six-month period ended November 30, 2018. Our stock-based compensation expense was \$41 million for the three-month period ended November 30, 2017 and \$103 million for the six-month period ended November 30, 2017. Due to its immateriality, additional disclosures related to stock-based compensation have been excluded from this quarterly report.

RECENT ACCOUNTING GUIDANCE. New accounting rules and disclosure requirements can significantly impact our reported results and the comparability of our financial statements. We believe the following new accounting guidance is relevant to the readers of our financial statements.

- 10 -

#### Recently Adopted Accounting Standards

In December 2017, the SEC staff issued Staff Accounting Bulletin ("SAB") 118 to provide guidance to registrants in accounting for income taxes under the Tax Cuts and Jobs Act ("TCJA"). SAB 118 was issued to address the application of U.S. generally accepted accounting principles in situations when a registrant does not have the necessary information available, prepared, or analyzed in reasonable detail to finalize the calculations for certain income tax effects of the TCJA. In accordance with SAB 118, we made reasonable estimates and recorded provisional amounts for the TCJA during 2018. Under the transitional provisions of SAB 118, we have a one-year measurement period to complete the accounting for the initial tax effects of the TCJA.

During the second quarter of 2019, we revised the provisional benefit associated with the remeasurement of our net U.S. deferred tax liability due to the corporate tax rate reduction under the TCJA. As a result, we recognized \$4 million of tax expense resulting in a decrease to the \$1.15 billion provisional benefit recorded in 2018. No other change to the provisional amounts recorded at May 31, 2018 has been recorded. We will continue to adjust provisional amounts for the impacts of the TCJA as more information and further guidance becomes available during the measurement period, which ends December 22, 2018.

In 2014, the Financial Accounting Standards Board ("FASB") and International Accounting Standards Board issued a new accounting standard that supersedes virtually all existing revenue recognition guidance under generally accepted accounting principles in the United States. The fundamental principles of the new guidance are that companies should recognize revenue in a manner that reflects the timing of the transfer of services to customers and the amount of revenue recognized reflects the consideration that a company expects to receive for the goods and services provided. The new guidance establishes a five-step approach for the recognition of revenue. We adopted this standard as of June 1, 2018 (fiscal 2019) using the modified retrospective method of adoption as permitted by the standard. The new guidance did not have an impact on our revenue recognition policies, practices or systems; therefore, there was no cumulative-effect adjustment to retained earnings as of June 1, 2018.

In March 2017, the FASB issued an Accounting Standards Update (ASU 2017-07) that changes how employers that sponsor defined benefit pension or other postretirement benefit plans present the net periodic benefit cost in the income statement. This new guidance requires entities to report the service cost component in the same line item or items as other compensation costs. The other components of net benefit cost are required to be presented in the income statement separately from the service cost component outside of income from operations. This standard impacts our operating income but has no impact on our net income or earnings per share. We adopted this standard effective June 1, 2018 (fiscal 2019) and applied these changes retrospectively. As such, prior year financial results are recast to conform to these new rules upon adoption.

The following table presents our results under our historical method of accounting and as adjusted to reflect our adoption of ASU 2017-07 (in millions):

|                             | Three Months Ended November |           |           | Six Months Ended November |           |          |  |
|-----------------------------|-----------------------------|-----------|-----------|---------------------------|-----------|----------|--|
|                             | 30, 2017                    |           |           | 30, 2017                  |           |          |  |
|                             |                             | Effect of |           |                           | Effect of |          |  |
|                             |                             | Adoption  |           |                           | Adoption  | l        |  |
|                             |                             | of ASU    | As        |                           | of ASU    | As       |  |
|                             | Reported                    | 2017-07   | Adjusted  | Reported                  | 2017-07   | Adjusted |  |
| Revenue                     | \$16,313                    | \$ —      | \$ 16,313 | \$31,610                  | \$ —      | \$31,610 |  |
| Operating Income            | 1,262                       | (147      | ) 1,115   | 2,379                     | (293      | ) 2,086  |  |
| Other Income (Expense), net | (123)                       | 147       | 24        | (258)                     | 293       | 35       |  |
| Net Income                  | 775                         | _         | 775       | 1,371                     | _         | 1,371    |  |

New Accounting Standards and Accounting Standards Not Yet Adopted

In 2016, the FASB issued a new lease accounting standard which requires lessees to put most leases on their balance sheets but recognize the expenses in their income statements in a manner similar to current practice. The new standard states that a lessee will recognize a lease liability for the obligation to make lease payments and a right-of-use asset for the right to use the underlying asset for the lease term. Expenses related to leases determined to be operating leases will be recognized on a straight-line basis, while those determined to be financing leases will be recognized following a front-loaded expense profile in which interest and amortization are presented separately in the income statement. Based on our lease portfolio, we currently anticipate recognizing a lease liability and related right-of-use asset on our balance sheet of approximately \$13 billion, with an immaterial impact on our income statement compared to the current lease accounting model. However, the ultimate impact of the standard will depend on our lease portfolio as of the adoption date. We are currently accumulating all of the necessary information required to properly account for the leases under the new standard. Additionally, we are implementing an enterprise-wide lease management system to assist in the accounting and are evaluating additional changes to our processes and internal controls to ensure we meet the standard's reporting and disclosure requirements. These changes will be effective June 1, 2019 (fiscal 2020).

- 11 -

In February 2018, the FASB issued an Accounting Standards Update that will permit companies to reclassify the income tax effect of the TCJA on items within accumulated other comprehensive income (loss) ("AOCI") to retained earnings. These changes will be effective June 1, 2019 (fiscal 2020). We are continuing to assess the impact of this new standard on our consolidated financial statements and related disclosures.

In August 2018, the FASB issued an Accounting Standards Update (ASU 2018-14) that modifies the disclosure requirements for employers that sponsor defined benefit pension or other postretirement benefit plans. The guidance removes disclosures that are no longer considered cost beneficial, clarifies the specific requirements of disclosures and adds disclosure requirements identified as relevant. We expect this new guidance will have minimal impact on our financial reporting. These changes will be effective June 1, 2020 (fiscal 2021) and will be applied retrospectively. We plan to early adopt in the fourth quarter of fiscal 2019.

In August 2018, the FASB issued an Accounting Standards Update (ASU 2018-15) that reduces the complexity for accounting for costs of implementing a cloud computing service arrangement and aligns the accounting for capitalizing implementation costs of hosting arrangements, regardless of whether they convey a license to the hosted software. These changes will be effective June 1, 2020 (fiscal 2021). We are assessing the impact of this new standard on our consolidated financial statements and related disclosures.

TREASURY SHARES. In January 2016, our Board of Directors authorized a share repurchase program of up to 25 million shares. Shares under the current repurchase program may be repurchased from time to time in the open market or in privately negotiated transactions. The timing and volume of repurchases are at the discretion of management, based on the capital needs of the business, the market price of FedEx common stock and general market conditions. No time limit was set for the completion of the program, and the program may be suspended or discontinued at any time.

During the second quarter of 2019, we repurchased 2.8 million shares of FedEx common stock at an average price of \$228.35 per share for a total of \$646 million. During the first half of 2019, we purchased 5.4 million shares of FedEx common stock at an average price of \$233.44 per share for a total of \$1.3 billion. As of November 30, 2018, 6.3 million shares remained under the current share repurchase authorization.

DIVIDENDS DECLARED PER COMMON SHARE. On November 16, 2018, our Board of Directors declared a quarterly dividend of \$0.65 per share of common stock. The dividend will be paid on January 2, 2019 to stockholders of record as of the close of business on December 10, 2018. Each quarterly dividend payment is subject to review and approval by our Board of Directors, and we evaluate our dividend payment amount on an annual basis.

#### (2) Accumulated Other Comprehensive Income (Loss)

The following table provides changes in AOCI, net of tax, reported in our unaudited condensed consolidated financial statements for the periods ended November 30 (in millions; amounts in parentheses indicate debits to AOCI):

|                                    |           |            | Six Mo  | nths    |
|------------------------------------|-----------|------------|---------|---------|
|                                    | Three Mo  | nths Ended | Ended   |         |
|                                    | 2018      | 2017       | 2018    | 2017    |
| Foreign currency translation loss: |           |            |         |         |
| Balance at beginning of period     | \$ (921 ) | \$ (576    | \$(759) | \$(685) |
| Translation adjustments            | (31)      | (90        | (193)   | 19      |
| Balance at end of period           | (952)     | (666       | (952)   | (666)   |

Edgar Filing: FEDEX CORP - Form 10-Q

| Retirement plans adjustments:                           |         |   |         |   |         |         |
|---|---------|---|---------|---|---------|---------|
| Balance at beginning of period                          | 158     |   | 251     |   | 181     | 270     |
| Reclassifications from AOCI                             | (23     | ) | (19     | ) | (46)    | (38)    |
| Balance at end of period                                | 135     |   | 232     |   | 135     | 232     |
| Accumulated other comprehensive (loss) at end of period | \$ (817 | ) | \$ (434 | ) | \$(817) | \$(434) |

The following table presents details of the reclassifications from AOCI for the periods ended November 30 (in millions; amounts in parentheses indicate debits to earnings):

Amount Reclassified from Affected Line Item in the

AOCI Income Statement

Six Months
Three Months Hindred

2018 2017 2018 2017

| Amortization of retirement plans   |      |      |      |      |                                |
|------------------------------------|------|------|------|------|--------------------------------|
| prior service credits, before tax  | \$30 | \$30 | \$60 | \$60 | Salaries and employee benefits |
| Income tax benefit                 | (7)  | (11) | (14) | (22) | Provision for income taxes     |
| AOCI reclassifications, net of tax | \$23 | \$19 | \$46 | \$38 | Net income                     |

### (3) Financing Arrangements

We have a shelf registration statement filed with the SEC that allows us to sell, in one or more future offerings, any combination of our unsecured debt securities and common stock.

During the second quarter of 2019, we issued \$1.25 billion of senior unsecured debt under our current shelf registration statement, comprised of \$400 million of 4.20% fixed-rate notes due in October 2028, and \$850 million of 4.95% fixed-rate notes due in October 2048. Interest on these notes is paid semi-annually. We used the net proceeds to redeem the \$750 million aggregate principal amount of 8.00% notes due January 15, 2019, and for general corporate purposes.

We have a five-year \$2.0 billion revolving credit facility that expires in November 2020. The facility, which includes a \$500 million letter of credit sublimit, is available to finance our operations and other cash flow needs. The agreement contains a financial covenant, which requires us to maintain a ratio of debt to consolidated earnings (excluding non-cash retirement plans mark-to-market adjustments and non-cash asset impairment charges) before interest, taxes, depreciation and amortization ("adjusted EBITDA") of not more than 3.5 to 1.0, calculated as of the end of the applicable quarter on a rolling four-quarters basis. The ratio of our debt to adjusted EBITDA was 2.1 to 1.0 at November 30, 2018. We believe this covenant is the only significant restrictive covenant in our revolving credit agreement. Our revolving credit agreement contains other customary covenants that do not, individually or in the aggregate, materially restrict the conduct of our business. We are in compliance with this financial covenant and all other covenants of our revolving credit agreement and do not expect the covenants to affect our operations, including our liquidity or expected funding needs.

During the second quarter of 2019, we issued commercial paper to provide us with additional short-term liquidity. The maximum amount outstanding during the quarter was \$600 million. Our commercial paper program is backed by unused commitments under the revolving credit facility and borrowings under the program reduce the amount available under the credit facility. As of November 30, 2018, \$250 million of commercial paper and \$54 million in letters of credit were outstanding, leaving \$1.696 billion available under the revolving credit facility for future borrowings.

Long-term debt, exclusive of capital leases, had carrying values of \$16.9 billion at November 30, 2018 and \$16.5 billion at May 31, 2018, compared with estimated fair values of \$16.2 billion at November 30, 2018 and \$16.6 billion at May 31, 2018. The annualized weighted-average interest rate on long-term debt was 3.5% at November 30, 2018. The estimated fair values were determined based on quoted market prices and the current rates offered for debt with similar terms and maturities. The fair value of our long-term debt is classified as Level 2 within the fair value hierarchy. This classification is defined as a fair value determined using market-based inputs other than quoted prices that are observable for the liability, either directly or indirectly.

- 13 -

#### (4) Computation of Earnings Per Share

The calculation of basic and diluted earnings per common share for the periods ended November 30 was as follows (in millions, except per share amounts):

|  | Three Months Ended |         | Six Mor<br>Ended | nths    |
|--|--------------------|---------|------------------|---------|
|  | 2018               | 2017    | 2018             | 2017    |
| Basic earnings per common share:                         |                    |         |                  |         |
| Net earnings allocable to common shares <sup>(1)</sup>   | \$ 933             | \$ 774  | \$1,768          | \$1,369 |
| Weighted-average common shares                           | 262                | 268     | 263              | 268     |
| Basic earnings per common share                          | \$ 3.56            | \$ 2.89 | \$6.71           | \$5.12  |
| Diluted earnings per common share:                       |                    |         |                  |         |
| Net earnings allocable to common shares <sup>(1)</sup>   | \$ 933             | \$ 774  | \$1,768          | \$1,369 |
| Weighted-average common shares                           | 262                | 268     | 263              | 268     |
| Dilutive effect of share-based awards                    | 4                  | 4       | 5                | 4       |
| Weighted-average diluted shares                          | 266                | 272     | 268              | 272     |
| Diluted earnings per common share                        | \$ 3.51            | \$ 2.84 | \$6.60           | \$5.03  |
| Anti-dilutive options excluded from diluted earnings per |                    |         |                  |         |
| common share   | 4.0                | 2.9     | 3.8              | 3.0     |

<sup>(1)</sup> Net earnings available to participating securities were immaterial in all periods presented.

#### (5) Income Taxes

Our effective tax rate was 20.6% for the second quarter and 22.3% for the first half of 2019, compared with 32.0% for the second quarter and 35.4% for the first half of 2018. The 2019 tax rate was favorably impacted by the TCJA, which resulted in benefits of approximately \$150 million and \$285 million during the second quarter and first half of 2019, respectively, primarily from the lower statutory tax rate on fiscal 2019 earnings. The 2019 tax rates were also favorably impacted by a tax benefit of approximately \$60 million from accelerated deductions to be claimed on FedEx's 2018 U.S. income tax return. The 2018 tax rate benefited from foreign tax credits associated with a dividend paid from our foreign operations and tax benefits from share-based payments. The 2018 tax rate was negatively impacted by costs incurred in connection with the integration of the foreign operations of FedEx Express and TNT Express B.V. ("TNT Express"), the effects of the NotPetya cyberattack on lower taxed foreign earnings and changes in uncertain tax positions.

On August 1, 2018, the U.S. Treasury Department released proposed regulations covering the one-time transition tax on unrepatriated foreign earnings, which was enacted as part of the TCJA. Certain guidance included in these proposed regulations is inconsistent with our interpretation that led to the recognition of a \$225 million (\$0.94 per diluted share) benefit in 2018 (the "2018 Benefit"). Notwithstanding this inconsistency, we are confident in our interpretation and intend to defend this position through litigation, if necessary. This proposed guidance is not authoritative and is subject to change in the regulatory review process. However, if the proposed guidance is included in the final regulations as drafted or we are ultimately unsuccessful in defending our position, we may be required to reverse the 2018 Benefit.

The U.S. Treasury Department has also released proposed regulations related to the business interest expense limitations, foreign tax credit guidance, base-erosion and anti-abuse tax provisions of the TCJA. This proposed guidance is not authoritative and is subject to change in the regulatory review process. We continue to review these proposed regulations and consider their potential impact on our effective tax rate.

During the second quarter of 2019, we revised the provisional benefit associated with the remeasurement of our net U.S. deferred tax liability due to the corporate tax rate reduction under the TCJA. As a result, we recognized \$4 million of tax expense resulting in a decrease to the \$1.15 billion provisional benefit recorded in 2018. No other change to the provisional amounts recorded at May 31, 2018 has been recorded. We will continue to adjust provisional amounts for the impacts of the TCJA as more information and further guidance becomes available during the measurement period, which ends December 22, 2018.

#### (6) Retirement Plans

We sponsor programs that provide retirement benefits to most of our employees. These programs include defined benefit pension plans, defined contribution plans and postretirement healthcare plans. Key terms of our retirement plans are provided in our Annual Report.

- 14 -

Our retirement plans costs for the periods ended November 30 were as follows (in millions):

|                                    |                    |        | Six Months |       |  |
|------------------------------------|--------------------|--------|------------|-------|--|
|                                    | Three Months Ended |        | Ended      |       |  |
|                                    | 2018               | 2017   | 2018       | 2017  |  |
| Defined benefit pension plans, net | \$ 29              | \$ 37  | \$57       | \$74  |  |
| Defined contribution plans         | 133                | 124    | 277        | 251   |  |
| Postretirement healthcare plans    | 18                 | 18     | 37         | 37    |  |
| _                                  | \$ 180             | \$ 179 | \$371      | \$362 |  |

Net periodic benefit cost of the pension and postretirement healthcare plans for the periods ended November 30 included the following components (in millions):

|  | Three Months Ended |                      |               |               |            |             |  |
|--|--------------------|----------------------|---------------|---------------|------------|-------------|--|
|  |                    |                      | International |               | Postret    | irement     |  |
|  | U.S. Pe            | U.S. Pension         |               | Pension       |            | care        |  |
|  | Plans              |                      | Plans         |               | Plans      |             |  |
|  | 2018               | 2017                 | 2018          | 2017          | 2018       | 2017        |  |
| Service cost   | \$172              | \$170                | \$25          | \$23          | \$8        | \$ 9        |  |
| Other retirement plans (income) expense:               |                    |                      |               |               |            |             |  |
| Interest cost  | 238                | 278                  | 12            | 13            | 10         | 9           |  |
| Expected return on plan assets                         | (376)              | (406)                | (12)          | (11)          |            | _           |  |
| Amortization of prior service credit and other         | (30)               | (29)                 | _             | (1)           | _          | _           |  |
|  | (168)              | (157)                |               | 1             | 10         | 9           |  |
|  | \$4                | \$13                 | \$25          | \$24          | \$ 18      | \$ 18       |  |
|  |                    |                      |               |               |            |             |  |
|  | Six Mo             | nths End             | ded           |               |            |             |  |
|  |                    |                      | Interna       | ational       | Postret    | irement     |  |
|  | U.S. Pe            | ension               | Pensio        | Pension Healt |            | althcare    |  |
|  | Plans              |                      | Plans         |               | Plans      |             |  |
|  | 2018               | 2017                 | 2018          | 2017          | 2018       | 2017        |  |
| Service cost   | 0011               | 0.40                 | A 10          | A 4 C         | <b>4.7</b> |             |  |
|  | \$344              | \$340                | \$49          | \$46          | \$ 17      | \$ 18       |  |
| Other retirement plans (income) expense:               | \$344              | \$340                | \$49          | \$46          | \$ 17      | \$ 18       |  |
| Other retirement plans (income) expense: Interest cost | \$344<br>476       | 557                  | \$49<br>25    | \$46<br>25    | 20         | \$ 18<br>19 |  |
|  |                    | 557                  | 25            | 25            | 20         |             |  |
| Interest cost  | 476                | 557<br>(812)         | 25<br>(24)    | 25            | 20         |             |  |
| Interest cost Expected return on plan assets           | 476<br>(753)       | 557<br>(812)<br>(59) | 25<br>(24)    | 25<br>(22)    | 20         |             |  |

Contributions to our tax-qualified U.S. domestic pension plans for the six-month periods ended November 30 were as follows (in millions):

|           | 2018  | 2017  |
|-----------|-------|-------|
| Required  | \$—   | \$268 |
| Voluntary | 500   | 482   |
|           | \$500 | \$750 |

## (7) Business Segment Information

We provide a broad portfolio of transportation, e-commerce and business services through companies competing collectively, operating independently and managed collaboratively, under the respected FedEx brand. Our primary operating companies are FedEx Express, including TNT Express, the world's largest express transportation company; FedEx Ground Package System, Inc. ("FedEx Ground"), a leading North American provider of small-package ground delivery services; and FedEx Freight Corporation ("FedEx Freight"), a leading U.S. provider of less-than-truckload ("LTL") freight transportation services. These companies represent our major service lines and, along with FedEx Corporate Services, Inc. ("FedEx Services"), constitute our reportable segments.

- 15 -

Our reportable segments include the following businesses:

FedEx Express Segment FedEx Express (express transportation)

TNT Express (international express transportation, small-package ground delivery and freight

transportation)

FedEx Ground Segment FedEx Ground (small-package ground delivery)

FedEx Freight Segment FedEx Freight (LTL freight transportation)

FedEx Services SegmentFedEx Services (sales, marketing, information technology, communications, customer

service, technical support, billing and collection services and back-office functions) FedEx Office (document and business services and package acceptance)

References to our transportation segments include, collectively, the FedEx Express segment, the FedEx Ground segment and the FedEx Freight segment.

FedEx Services Segment

The FedEx Services segment operates combined sales, marketing, administrative and information-technology functions in shared services operations that support our transportation businesses and allow us to obtain synergies from the combination of these functions. For the international regions of FedEx Express, some of these functions are performed on a regional basis and reported by FedEx Express in their natural expense line items. The FedEx Services segment includes: FedEx Services, which provides sales, marketing, information technology, communications, customer service, technical support, billing and collection services for U.S. customers of our major business units and certain back-office support to our other companies; and FedEx Office and Print Services, Inc. ("FedEx Office"), which provides an array of document and business services and retail access to our customers for our package transportation businesses.

The FedEx Services segment provides direct and indirect support to our transportation businesses, and we allocate all of the net operating costs of the FedEx Services segment (including the net operating results of FedEx Office) to reflect the full cost of operating our transportation businesses in the results of those segments. Within the FedEx Services segment allocation, the net operating results of FedEx Office, which are an immaterial component of our allocations, are allocated to FedEx Express and FedEx Ground. We review and evaluate the performance of our transportation segments based on operating income (inclusive of FedEx Services segment allocations). For the FedEx Services segment, performance is evaluated based on the impact of its total allocated net operating costs on our transportation segments.

Operating expenses for each of our transportation segments include the allocations from the FedEx Services segment to the respective transportation segments. These allocations also include charges and credits for administrative services provided between operating companies. The allocations of net operating costs are based on metrics such as relative revenues or estimated services provided. We believe these allocations approximate the net cost of providing these functions. Our allocation methodologies are refined periodically, as necessary, to reflect changes in our businesses.

## Corporate, Other and Eliminations

Corporate and other includes corporate headquarters costs for executive officers and certain legal and finance functions, as well as certain other costs and credits not attributed to our core business. These costs are not allocated to the other business segments.

Also included in corporate and other is the FedEx Trade Networks, Inc. ("FedEx Trade Networks") operating segment, which provides customs brokerage and global ocean and air freight forwarding through FedEx Trade Networks Transport & Brokerage, Inc.; cross-border enablement and technology solutions and e-commerce transportation solutions through FedEx Cross Border Technologies, Inc.; integrated supply chain management solutions through FedEx Supply Chain; time-critical shipment services through FedEx Custom Critical, Inc.; and, effective September 1, 2018, critical inventory and service parts logistics, 3-D printing and technology repair through FedEx Forward Depots, Inc.

Certain FedEx operating companies provide transportation and related services for other FedEx companies outside their reportable segment. Billings for such services are based on negotiated rates, which we believe approximate fair value, and are reflected as revenues of the billing segment. These rates are adjusted from time to time based on market conditions. Such intersegment revenues and expenses are eliminated in our consolidated results and are not separately identified in the following segment information because the amounts are not material.

- 16 -

The following table provides a reconciliation of reportable segment revenues and operating income (loss) to our unaudited condensed consolidated financial statement totals for the periods ended November 30 (in millions):

|                                   | Three Months |          |                  |          |  |
|-----------------------------------|--------------|----------|------------------|----------|--|
|                                   | Ended        |          | Six Months Ended |          |  |
|                                   | 2018         | 2017     | 2018             | 2017     |  |
| Revenues:                         |              |          |                  |          |  |
| FedEx Express segment             | \$9,604      | \$9,076  | \$18,826         | \$17,476 |  |
| FedEx Ground segment              | 5,142        | 4,525    | 9,941            | 8,770    |  |
| FedEx Freight segment             | 1,918        | 1,673    | 3,877            | 3,337    |  |
| FedEx Services segment            | 429          | 416      | 846              | 816      |  |
| Other and eliminations            | 731          | 623      | 1,386            | 1,211    |  |
|                                   | \$17,824     | \$16,313 | \$34,876         | \$31,610 |  |
| Operating income (loss):          |              |          |                  |          |  |
| FedEx Express segment             | \$620        | \$601    | \$987            | \$921    |  |
| FedEx Ground segment              | 586          | 496      | 1,253            | 1,102    |  |
| FedEx Freight segment             | 148          | 108      | 324              | 273      |  |
| Corporate, other and eliminations | (186         | (90 )    | (325)            | (210)    |  |
|                                   | \$1,168      | \$1,115  | \$2,239          | \$2,086  |  |

#### (8) Commitments

As of November 30, 2018, our purchase commitments under various contracts for the remainder of 2019 and annually thereafter were as follows (in millions):

|                  | Aircraft and Related | Other <sup>(1)</sup> | Total    |
|------------------|----------------------|----------------------|----------|
| 2019 (remainder) |                      | \$ 572               | \$1,404  |
| 2020             | 1,987                | 767                  | 2,754    |
| 2021             | 2,285                | 513                  | 2,798    |
| 2022             | 1,867                | 367                  | 2,234    |
| 2023             | 1,577                | 266                  | 1,843    |
| Thereafter       | 3,015                | 534                  | 3,549    |
| Total            | \$ 11,563            | \$3,019              | \$14,582 |

<sup>(1)</sup> Primarily equipment and advertising contracts.

The amounts reflected in the table above for purchase commitments represent noncancelable agreements to purchase goods or services. As of November 30, 2018, our obligation to purchase six Boeing 777 Freighter ("B777F") aircraft and five Boeing 767-300 Freighter ("B767F") aircraft is conditioned upon there being no event that causes FedEx Express or its employees not to be covered by the Railway Labor Act of 1926, as amended. Open purchase orders that are cancelable are not considered unconditional purchase obligations for financial reporting purposes and are not included in the table above.

As of November 30, 2018, we had \$1.0 billion in deposits and progress payments on aircraft purchases and other planned aircraft-related transactions. These deposits are classified in the "Other assets" caption of our accompanying unaudited condensed consolidated balance sheets. Aircraft and related contracts are subject to price escalations. The following table is a summary of the key aircraft we are committed to purchase as of November 30, 2018 with the year of expected delivery:

|                  | Cessna<br>SkyCourier<br>408 | ATR<br>72-600F | B767F | B777F | Total |
|------------------|-----------------------------|----------------|-------|-------|-------|
| 2019 (remainder) | -                           | -              | 7     | 2     | 9     |
| 2020             | -                           | -              | 17    | 5     | 22    |
| 2021             | 12                          | 5              | 18    | 2     | 37    |
| 2022             | 12                          | 6              | 12    | 3     | 33    |
| 2023             | 12                          | 6              | 6     | 4     | 28    |
| Thereafter       | 14                          | 13             | -     | 6     | 33    |
| Total            | 50                          | 30             | 60    | 22    | 162   |

- 17 -

A summary of future minimum lease payments under noncancelable operating leases with an initial or remaining term in excess of one year at November 30, 2018 is as follows (in millions):

|                  | Aircraft  |            |           |
|------------------|-----------|------------|-----------|
|                  |           |            | Total     |
|                  | and       | Facilities |           |
|                  | Related   |            | Operating |
|                  |           | and        |           |
|                  | Equipment | Other      | Leases    |
| 2019 (remainder) | \$ 281    | \$1,104    | \$ 1,385  |
| 2020             | 261       | 2,026      | 2,287     |
| 2021             | 203       | 1,858      | 2,061     |
| 2022             | 185       | 1,669      | 1,854     |
| 2023             | 127       | 1,499      | 1,626     |
| Thereafter       | 48        | 8,465      | 8,513     |
| Total            | \$ 1,105  | \$16,621   | \$ 17,726 |

Future minimum lease payments under capital leases were immaterial at November 30, 2018. While certain of our lease agreements contain covenants governing the use of the leased assets or require us to maintain certain levels of insurance, none of our lease agreements include material financial covenants or limitations.

### (9) Contingencies

Independent Contractor — Lawsuits and Administrative Proceedings. FedEx Ground is involved in lawsuits and administrative proceedings claiming that owner-operators engaged under operating agreements no longer in place should have been treated as employees of FedEx Ground, rather than independent contractors. In addition, we are defending joint-employer cases where it is alleged that FedEx Ground should be treated as an employer of the drivers employed by owner-operators engaged by FedEx Ground. These cases are in varying stages of litigation, and we are not currently able to estimate an amount or range of potential loss in all of these matters. However, we do not expect to incur, individually or in the aggregate, a material loss in these matters. Nevertheless, adverse determinations in matters related to owner-operators engaged by FedEx Ground could, among other things, entitle certain owner-operators to the reimbursement of certain expenses, and their drivers to the benefit of wage-and-hour laws, and result in employment and withholding tax and benefit liability for FedEx Ground. We continue to believe that owner-operators engaged by FedEx Ground are properly classified as independent contractors and that FedEx Ground is not an employer or joint employer of the drivers of these independent contractors.

City and State of New York Cigarette Suit. The City of New York and the State of New York filed two related lawsuits against FedEx Ground in December 2013 and November 2014 arising from FedEx Ground's alleged shipments of cigarettes to New York residents in contravention of several statutes, including the Racketeer Influenced and Corrupt Organizations Act ("RICO") and New York's Public Health Law, as well as common law nuisance claims. The first-filed lawsuit alleges that FedEx Ground provided delivery services on behalf of four shippers, and the second-filed lawsuit alleges that FedEx Ground provided delivery services on behalf of six additional shippers; none of these shippers continue to ship in our network. On July 10, 2017, the City of New York and the State of New York filed a third lawsuit against FedEx Ground and included FedEx Freight as a co-defendant. This additional case identifies no shippers or shipments, but generally alleges violations of the same laws that are the subject of the other two lawsuits.

On October 10, 2018, FedEx Ground and the City and State of New York reached an agreement in principle to settle the pending lawsuits arising from FedEx Ground's and FedEx Freight's alleged shipments of cigarettes to New York residents for \$35.4 million. The settlement does not include any admission of liability by FedEx Ground or FedEx Freight. An accrual has been established for the amount of the settlement. Additionally, we have accrued \$10.5 million for certain attorney's fees in connection with this matter.

Other Matters. During the third quarter of 2017, FedEx Trade Networks informed U.S. Customs and Border Protection ("CBP") that in connection with certain customs entries it may have made improper claims for (i) reduced-duty treatment and (ii) duty-free treatment. In the fourth quarter of 2017 we established accruals totaling \$39.3 million for the then-current estimated probable loss for these matters. In the first quarter of 2018, FedEx Trade Networks tendered payments to CBP in these matters totaling \$46.5 million, and an additional expense of \$7.2 million was recognized. CBP acknowledged receipt of the amounts tendered in these matters.

In May 2018, FedEx Trade Networks was informed that CBP was demanding additional payment for duty loss plus interest in connection with the claims for reduced-duty treatment. In June 2018, we submitted a response to CBP challenging the additional demand. In October 2018, FedEx Trade Networks received notice from CBP that is has dropped the additional demand and that the claims for reduced-duty treatment and duty-free treatment are fully resolved.

- 18 -

FedEx and its subsidiaries are subject to other legal proceedings that arise in the ordinary course of business, including certain lawsuits containing various class-action allegations of wage-and-hour violations in which plaintiffs claim, among other things, that they were forced to work "off the clock," were not paid overtime or were not provided work breaks or other benefits. In the opinion of management, the aggregate liability, if any, with respect to these other actions will not have a material adverse effect on our financial position, results of operations or cash flows.

#### (10) Supplemental Cash Flow Information

Cash paid for interest expense and income taxes for the six-month periods ended November 30 was as follows (in millions):

|  | 2018  | 2017  |
|--|-------|-------|
| Cash payments for:                     |       |       |
| Interest (net of capitalized interest) | \$308 | \$238 |
| Income taxes                           | \$220 | \$617 |
| Income tax refunds received            | (6)   | (19)  |
| Cash tax payments, net                 | \$214 | \$598 |

### (11) Condensed Consolidating Financial Statements

We are required to present condensed consolidating financial information in order for the subsidiary guarantors of our public debt to continue to be exempt from reporting under the Securities Exchange Act of 1934, as amended.

The guaranter subsidiaries, which are 100% owned by FedEx, guarantee \$16.9 billion of our public debt. The guarantees are full and unconditional and joint and several. Our guaranter subsidiaries were not determined using geographic, service line or other similar criteria, and as a result, the "Guarantor Subsidiaries" and "Non-guarantor Subsidiaries" columns each include portions of our domestic and international operations. Accordingly, this basis of presentation is not intended to present our financial condition, results of operations or cash flows for any purpose other than to comply with the specific requirements for subsidiary guarantor reporting.

- 19 -

Condensed consolidating financial statements for our guarantor subsidiaries and non-guarantor subsidiaries are presented in the following tables (in millions):

# CONDENSED CONSOLIDATING BALANCE SHEETS

(UNAUDITED)

November 30, 2018

|  | Parent   | Guarantor<br>Subsidiaries | Non-guarantor<br>Subsidiaries |            | s Consolidated |
|--|----------|---------------------------|-------------------------------|------------|----------------|
| ASSETS   |          |                           |                               |            |                |
| CURRENT ASSETS   |          |                           |                               |            |                |
| Cash and cash equivalents                                | \$688    | \$ 187                    | \$ 1,310                      | \$ (62     | ) \$ 2,123     |
| Receivables, less allowances                             | 40       | 5,848                     | 3,868                         | (183       | ) 9,573        |
| Spare parts, supplies, fuel, prepaid expenses and other, |          |                           |                               |            |                |
| less allowances  | 491      | 956                       | 295                           | _          | 1,742          |
| Total current assets                                     | 1,219    | 6,991                     | 5,473                         | (245       | ) 13,438       |
| PROPERTY AND EQUIPMENT, AT COST                          | 23       | 53,441                    | 4,037                         | _          | 57,501         |
| Less accumulated depreciation and amortization           | 17       | 26,166                    | 1,931                         |            | 28,114         |
| Net property and equipment                               | 6        | 27,275                    | 2,106                         | _          | 29,387         |
| INTERCOMPANY RECEIVABLE                                  | 845      | 1,628                     | _                             | (2,473     | ) —            |
| GOODWILL   | _        | 1,598                     | 5,310                         | _          | 6,908          |
| INVESTMENT IN SUBSIDIARIES                               | 34,957   | 4,891                     | _                             | (39,848    | ) —            |
| OTHER ASSETS   | 270      | 1,569                     | 1,717                         |            | 3,556          |
|  | \$37,297 | \$ 43,952                 | \$ 14,606                     | \$ (42,566 | ) \$ 53,289    |
| LIABILITIES AND STOCKHOLDERS'                            |          |                           |                               |            |                |
| INVESTMENT   |          |                           |                               |            |                |
| CURRENT LIABILITIES                                      |          |                           |                               |            |                |
| Short-term borrowings                                    | \$250    | \$ —                      | \$ —                          | \$ —       | \$ 250         |
| Current portion of long-term debt                        | 567      | 69                        | 6                             |            | 642            |
| Accrued salaries and employee benefits                   | 49       | 1,192                     | 609                           |            | 1,850          |
| Accounts payable   | 197      | 1,576                     | 1,831                         | (204       | ) 3,400        |
| Accrued expenses   | 544      | 1,843                     | 1,007                         | (40        | ) 3,354        |
| Total current liabilities                                | 1,607    | 4,680                     | 3,453                         | (244       | ) 9,496        |
| LONG-TERM DEBT, LESS CURRENT                             |          |                           |                               |            |                |
| PORTION  | 16,101   | 287                       | 11                            | _          | 16,399         |
| INTERCOMPANY PAYABLE                                     | _        |                           | 2,473                         | (2,473     | ) —            |
| OTHER LONG-TERM LIABILITIES                              |          |                           |                               |            |                |
| Deferred income taxes                                    | 92       | 3,055                     | 106                           | _          | 3,253          |
| Other liabilities  | 203      | 3,643                     | 1,002                         | (1         | ) 4,847        |
| Total other long-term liabilities                        | 295      | 6,698                     | 1,108                         | (1         | ) 8,100        |
| STOCKHOLDERS' INVESTMENT                                 | 19,294   | 32,287                    | 7,561                         | (39,848    | ) 19,294       |
|  | \$37,297 | \$ 43,952                 | \$ 14,606                     | \$ (42,566 | ) \$ 53,289    |

# CONDENSED CONSOLIDATING BALANCE SHEETS

May 31, 2018

|   | Domont       | Guarantor       | Non-guaranto<br>Subsidiaries |             | ns Consolidated |
|---|--------------|-----------------|------------------------------|-------------|-----------------|
| ASSETS  | Parent       | Subsidiaries    | Subsidiaries                 | Emmination  | ns Consolidated |
| CURRENT ASSETS                                    |              |                 |                              |             |                 |
|   | ¢1 405       | \$ 257          | \$ 1,538                     | ¢ (15       | ) \$ 3,265      |
| Cash and cash equivalents                         | \$1,485<br>3 | ·               | ·                            | \$ (15      |                 |
| Receivables, less allowances                      | 3            | 4,970           | 3,586                        | (78         | ) 8,481         |
| Spare parts, supplies, fuel, prepaid expenses and |              |                 |                              |             |                 |
| other,  |              |                 |                              |             |                 |
| less allowances                                   | 425          | 878             | 292                          | _           | 1,595           |
| Total current assets                              | 1,913        | 6,105           | 5,416                        | (93         | ) 13,341        |
| PROPERTY AND EQUIPMENT, AT COST                   | 21           | 51,232          | 3,868                        | _           | 55,121          |
| Less accumulated depreciation and amortization    | 17           | 25,111          | 1,839                        | <u> </u>    | 26,967          |
| Net property and equipment                        | 4            | 26,121          | 2,029                        |             | 28,154          |
| INTERCOMPANY RECEIVABLE                           | 1,487        | 924             |                              | (2,411      | ) —             |
| GOODWILL  | _            | 1,709           | 5,264                        |             | 6,973           |
| INVESTMENT IN SUBSIDIARIES                        | 33,370       | 4,082           | —                            | (37,452     | ) —             |
| OTHER ASSETS                                      | 75           | 1,854           | 1,829                        | 104         | 3,862           |
|   | \$36,849     | \$ 40,795       | \$ 14,538                    | \$ (39,852  | ) \$ 52,330     |
| LIABILITIES AND STOCKHOLDERS'                     | 7 - 0,0 12   | <b>4</b> 10,150 | 7 - 1,000                    | + (0,,000   | , +,            |
| INVESTMENT  |              |                 |                              |             |                 |
| CURRENT LIABILITIES                               |              |                 |                              |             |                 |
| Current portion of long-term debt                 | \$1,332      | \$ 1            | \$ 9                         | \$ <i>—</i> | \$ 1,342        |
| Accrued salaries and employee benefits            | 65           | 1,506           | 606                          | <u> </u>    | 2,177           |
| Accounts payable                                  | 16           | 1,332           | 1,719                        | (90         | ) 2,977         |
| Accrued expenses                                  | 460          | 1,778           | 896                          | (3          | ) 3,131         |
| Total current liabilities                         | 1,873        | 4,617           | 3,230                        | (93         | ) 9,627         |
| LONG-TERM DEBT, LESS CURRENT                      |              |                 |                              |             |                 |
| PORTION   | 14,942       | 288             | 13                           |             | 15,243          |
| INTERCOMPANY PAYABLE                              | _            | _               | 2,411                        | (2,411      | ) —             |
| OTHER LONG-TERM LIABILITIES                       |              |                 |                              |             |                 |
| Deferred income taxes                             | _            | 2,626           | 137                          | 104         | 2,867           |
| Other liabilities                                 | 619          | 3,432           | 1,126                        | _           | 5,177           |
| Total other long-term liabilities                 | 619          | 6,058           | 1,263                        | 104         | 8,044           |
| STOCKHOLDERS' INVESTMENT                          | 19,415       | 29,832          | 7,621                        | (37,452     | ) 19,416        |
|   | \$36,849     | \$ 40,795       | \$ 14,538                    | \$ (39,852  | ) \$ 52,330     |

- 21 -

# CONDENSED CONSOLIDATING STATEMENTS OF COMPREHENSIVE INCOME

# (UNAUDITED)

Three Months Ended November 30, 2018

|                                    |        | Guarantor    | N  | on-guarantoi | •  |            |      |             |    |
|------------------------------------|--------|--------------|----|--------------|----|------------|------|-------------|----|
|                                    | Parent | Subsidiaries | S  | ubsidiaries  | E  | limination | s C  | Consolidate | ed |
| REVENUES                           | \$—    | \$ 12,874    | \$ | 5,050        | \$ | (100       | ) \$ | 17,824      |    |
| OPERATING EXPENSES:                |        |              |    |              |    |            |      |             |    |
| Salaries and employee benefits     | 34     | 4,797        |    | 1,429        |    | _          |      | 6,260       |    |
| Purchased transportation           |        | 2,650        |    | 1,731        |    | (35        | )    | 4,346       |    |
| Rentals and landing fees           | 1      | 640          |    | 196          |    | (1         | )    | 836         |    |
| Depreciation and amortization      | _      | 709          |    | 119          |    | _          |      | 828         |    |
| Fuel                               | _      | 968          |    | 84           |    | _          |      | 1,052       |    |
| Maintenance and repairs            |        | 655          |    | 96           |    | _          |      | 751         |    |
| Intercompany charges, net          | (152)  | (149         | )  | 301          |    | _          |      | _           |    |
| Other                              | 117    | 1,675        |    | 863          |    | (72        | )    | 2,583       |    |
|                                    | _      | 11,945       |    | 4,819        |    | (108       | )    | 16,656      |    |
| OPERATING INCOME                   | _      | 929          |    | 231          |    | 8          |      | 1,168       |    |
| OTHER INCOME (EXPENSE):            |        |              |    |              |    |            |      |             |    |
| Equity in earnings of subsidiaries | 935    | 48           |    |              |    | (983       | )    | _           |    |
| Interest, net                      | (180)  | 63           |    | (12          | )  | _          |      | (129        | )  |
| Other retirement plans income      | _      | 155          |    | 3            |    | _          |      | 158         |    |
| Intercompany charges, net          | 162    | (124         | )  | (38          | )  | _          |      | _           |    |
| Other, net                         | 18     | (22          | )  | (7           | )  | (9         | )    | (20         | )  |
| INCOME BEFORE INCOME TAXES         | 935    | 1,049        |    | 177          |    | (984       | )    | 1,177       |    |
| Provision for income taxes         |        | 217          |    | 25           |    | _          |      | 242         |    |
| NET INCOME                         | \$935  | \$ 832       | \$ | 152          | \$ | (984       | ) \$ | 935         |    |
| COMPREHENSIVE INCOME               | \$912  | \$ 819       | \$ | 133          | \$ | (983       | ) \$ | 881         |    |

# CONDENSED CONSOLIDATING STATEMENTS OF COMPREHENSIVE INCOME

# (UNAUDITED)

Three Months Ended November 30, 2017

|                                    |             | Guarantor    | No | on-guarantor |    |           |      |             |   |
|------------------------------------|-------------|--------------|----|--------------|----|-----------|------|-------------|---|
|                                    | Parent      | Subsidiaries | Su | ıbsidiaries  | El | imination | s C  | Consolidate | d |
| REVENUES                           | <b>\$</b> — | \$ 12,044    | \$ | 4,362        | \$ | (93       | ) \$ | 16,313      |   |
| OPERATING EXPENSES:                |             |              |    |              |    |           |      |             |   |
| Salaries and employee benefits     | 35          | 4,580        |    | 1,274        |    | _         |      | 5,889       |   |
| Purchased transportation           |             | 2,314        |    | 1,576        |    | (50       | )    | 3,840       |   |
| Rentals and landing fees           | 1           | 640          |    | 197          |    | (3        | )    | 835         |   |
| Depreciation and amortization      |             | 649          |    | 107          |    | _         |      | 756         |   |
| Fuel                               | _           | 746          |    | 72           |    | _         |      | 818         |   |
| Maintenance and repairs            |             | 584          |    | 81           |    | _         |      | 665         |   |
| Intercompany charges, net          | (95)        | 1            |    | 94           |    | _         |      | _           |   |
| Other                              | 59          | 1,592        |    | 784          |    | (40       | )    | 2,395       |   |
|                                    | _           | 11,106       |    | 4,185        |    | (93       | )    | 15,198      |   |
| OPERATING INCOME                   |             | 938          |    | 177          |    | _         |      | 1,115       |   |
| OTHER INCOME (EXPENSE):            |             |              |    |              |    |           |      |             |   |
| Equity in earnings of subsidiaries | 775         | 40           |    | <del></del>  |    | (815      | )    | _           |   |
| Interest, net                      | (130)       | 11           |    | (5           | )  | _         |      | (124        | ) |
| Other retirement plans income      |             | 141          |    | 6            |    | _         |      | 147         |   |
| Intercompany charges, net          | 132         | (70          | )  | (62          | )  | _         |      | _           |   |
| Other, net                         | (2)         | (8           | )  | 11           |    | _         |      | 1           |   |
| INCOME BEFORE INCOME TAXES         | 775         | 1,052        |    | 127          |    | (815      | )    | 1,139       |   |
| Provision for income taxes         |             | 225          |    | 139          |    | _         |      | 364         |   |
| NET INCOME                         | \$775       | \$ 827       | \$ | (12          | \$ | (815      | ) \$ | 775         |   |
| COMPREHENSIVE INCOME               | \$756       | \$ 817       | \$ | (92          | \$ | (815      | ) \$ | 666         |   |

# CONDENSED CONSOLIDATING STATEMENTS OF COMPREHENSIVE INCOME

# (UNAUDITED)

|                                    |             | Guarantor    | N  | lon-guarantor |             |      |             |   |
|------------------------------------|-------------|--------------|----|---------------|-------------|------|-------------|---|
|                                    | Parent      | Subsidiaries | S  | ubsidiaries   | Elimination | ıs ( | Consolidate | d |
| REVENUES                           | <b>\$</b> — | \$ 25,241    | \$ | 9,837         | \$ (202     | ) \$ | 34,876      |   |
| OPERATING EXPENSES:                |             |              |    |               |             |      |             |   |
| Salaries and employee benefits     | 82          | 9,580        |    | 2,858         | _           |      | 12,520      |   |
| Purchased transportation           | _           | 5,032        |    | 3,364         | (83         | )    | 8,313       |   |
| Rentals and landing fees           | 3           | 1,271        |    | 388           | (3          | )    | 1,659       |   |
| Depreciation and amortization      | _           | 1,402        |    | 234           |             |      | 1,636       |   |
| Fuel                               | _           | 1,871        |    | 167           | _           |      | 2,038       |   |
| Maintenance and repairs            | 1           | 1,301        |    | 184           |             |      | 1,486       |   |
| Intercompany charges, net          | (264)       | (375         | )  | 639           | _           |      | _           |   |
| Other                              | 178         | 3,221        |    | 1,711         | (125        | )    | 4,985       |   |
|                                    | _           | 23,303       |    | 9,545         | (211        | )    | 32,637      |   |
| OPERATING INCOME                   | _           | 1,938        |    | 292           | 9           |      | 2,239       |   |
| OTHER INCOME (EXPENSE):            |             |              |    |               |             |      |             |   |
| Equity in earnings of subsidiaries | 1,770       | 128          |    | _             | (1,898      | )    | _           |   |
| Interest, net                      | (338)       | 122          |    | (25           | ) —         |      | (241        | ) |
| Other retirement plans income      | _           | 311          |    | 5             | <u>—</u>    |      | 316         |   |
| Intercompany charges, net          | 304         | (246         | )  | (58           | ) —         |      | _           |   |
| Other, net                         | 34          | (76          | )  | 16            | (10         | )    | (36         | ) |
| INCOME BEFORE INCOME TAXES         | 1,770       | 2,177        |    | 230           | (1,899      | )    | 2,278       |   |
| Provision for income taxes         | _           | 432          |    | 76            |             |      | 508         |   |
| NET INCOME                         | \$1,770     | \$ 1,745     | \$ | 154           | \$ (1,899   | ) \$ | 5 1,770     |   |
| COMPREHENSIVE INCOME               | \$1,730     | \$ 1,833     | \$ | (133          | ) \$ (1,899 | ) \$ | 1,531       |   |

# CONDENSED CONSOLIDATING STATEMENTS OF COMPREHENSIVE INCOME

# (UNAUDITED)

|                                    |             | Guarantor    | Non-guarant  | tor          |              |
|------------------------------------|-------------|--------------|--------------|--------------|--------------|
|                                    | Parent      | Subsidiaries | Subsidiaries | Eliminations | Consolidated |
| REVENUES                           | <b>\$</b> — | \$ 23,611    | \$ 8,216     | \$ (217      | \$ 31,610    |
| OPERATING EXPENSES:                |             |              |              |              |              |
| Salaries and employee benefits     | 73          | 8,949        | 2,531        | _            | 11,553       |
| Purchased transportation           | _           | 4,377        | 3,040        | (132         | ) 7,285      |
| Rentals and landing fees           | 2           | 1,267        | 388          | (4           | ) 1,653      |
| Depreciation and amortization      | _           | 1,288        | 219          |              | 1,507        |
| Fuel                               | _           | 1,383        | 138          | _            | 1,521        |
| Maintenance and repairs            | _           | 1,186        | 154          |              | 1,340        |
| Intercompany charges, net          | (211)       | 115          | 96           | _            | _            |
| Other                              | 136         | 3,068        | 1,542        | (81          | ) 4,665      |
|                                    | —           | 21,633       | 8,108        | (217         | ) 29,524     |
| OPERATING INCOME                   | _           | 1,978        | 108          |              | 2,086        |
| OTHER INCOME (EXPENSE):            |             |              |              |              |              |
| Equity in earnings of subsidiaries | 1,371       | 37           |              | (1,408       | ) —          |
| Interest, net                      | (259)       | 24           | (3           | ) —          | (238)        |
| Other retirement plans income      | _           | 283          | 10           | <del></del>  | 293          |
| Intercompany charges, net          | 263         | (140         | ) (123       | ) —          | <del>_</del> |
| Other, net                         | (4)         | (16          | ) —          | <del></del>  | (20)         |
| INCOME BEFORE INCOME TAXES         | 1,371       | 2,166        | (8           | ) (1,408     | ) 2,121      |
| Provision for income taxes         | _           | 624          | 126          |              | 750          |
| NET INCOME                         | \$1,371     | \$ 1,542     | \$ (134      | ) \$ (1,408  | ) \$ 1,371   |
| COMPREHENSIVE INCOME               | \$1,334     | \$ 1,536     | \$ (110      | ) \$ (1,408  | ) \$ 1,352   |

# CONDENSED CONSOLIDATING STATEMENTS OF CASH FLOWS

# (UNAUDITED)

|  |         | C  | Guarantor  | N   | Von-guarant | or |           |                |     |
|--|---------|----|------------|-----|-------------|----|-----------|----------------|-----|
|  | Parent  | S  | ubsidiarie | s S | ubsidiaries | ]  | Eliminati | ions Consolida | ted |
| CASH PROVIDED BY (USED IN)<br>OPERATING          |         |    |            |     |             |    |           |                |     |
| ACTIVITIES                                       | \$262   | \$ | 1,631      | \$  | 333         | 9  | \$ (47    | ) \$ 2,179     |     |
| INVESTING ACTIVITIES                             |         |    |            |     |             |    |           |                |     |
| Capital expenditures                             | (2      | )  | (2,337)    | )   | (295        | )  |           | (2,634         | )   |
| Proceeds from asset dispositions and other       | (45     | )  | 83         |     | 15          |    |           | 53             |     |
| CASH USED IN INVESTING                           |         |    |            |     |             |    |           |                |     |
|  |         |    |            |     |             |    |           |                |     |
| ACTIVITIES                                       | (47     | )  | (2,254     | )   | (280        | )  | _         | (2,581         | )   |
| FINANCING ACTIVITIES                             |         |    |            |     |             |    |           |                |     |
| Proceeds from short-term borrowings              | 248     |    | _          |     | _           |    | —         | 248            |     |
| Net transfers from (to) Parent                   | (344    | )  | 350        |     | (6          | )  |           |                |     |
| Intercompany dividends                           | _       |    | 113        |     | (113        | )  | _         | _              |     |
| Proceeds from debt issuances                     | 1,233   |    | _          |     | _           |    | _         | 1,233          |     |
| Principal payments on debt                       | (750    | )  | (29        | )   | (6          | )  | _         | (785           | )   |
| Proceeds from stock issuances                    | 45      |    | _          |     | _           |    | _         | 45             |     |
| Dividends paid                                   | (173    | )  | _          |     | _           |    | _         | (173           | )   |
| Purchase of treasury stock                       | (1,271) | )  | _          |     | _           |    | _         | (1,271         | )   |
| Other, net                                       | _       |    | 128        |     | (127        | )  | _         | 1              |     |
| CASH (USED IN) PROVIDED BY                       |         |    |            |     |             |    |           |                |     |
| FINANCING  |         |    |            |     |             |    |           |                |     |
|  |         |    |            |     |             |    |           |                |     |
| ACTIVITIES                                       | (1,012) | )  | 562        |     | (252        | )  |           | (702           | )   |
| Effect of exchange rate changes on cash          | _       |    | (9         | )   | (29         | )  | _         | (38            | )   |
| Net (decrease) increase in cash and cash         |         |    |            |     |             |    |           |                |     |
| equivalents                                      | (797    | )  | (70        | )   | (228        | )  | (47       | ) (1,142       | )   |
| Cash and cash equivalents at beginning of period | 1,485   |    | 257        |     | 1,538       |    | (15       | ) 3,265        |     |
| Cash and cash equivalents at end of period       | \$688   | \$ | 187        | \$  | 1,310       | 9  | \$ (62    | ) \$ 2,123     |     |

# CONDENSED CONSOLIDATING STATEMENTS OF CASH FLOWS

# (UNAUDITED)

|  |           | Guarantor   | No   | on-guarant  | or   |           |                   |    |
|--|-----------|-------------|------|-------------|------|-----------|-------------------|----|
|  | Parent    | Subsidiarie | s Su | ıbsidiaries | El   | imination | s Consolidat      | ed |
| CASH PROVIDED BY (USED IN) OPERATING                 |           |             |      |             |      |           |                   |    |
| ACTIVITIES   | \$(1,959) | \$ 3.504    | \$   | (66         | ) \$ | 19        | \$ 1,498          |    |
| INVESTING ACTIVITIES                                 | ψ(1,>υ)   | Ψ υ,υ υ .   | Ψ    | (00         | ) 4  |           | Ψ 1,.,            |    |
| Capital expenditures                                 |           | (2,474      | )    | (147        | )    | _         | (2,621            | )  |
| Business acquisitions, net of cash acquired          |           | (44         | )    | _           | ,    |           | (44               | )  |
| Proceeds from asset dispositions and other           | _         | 12          | ,    | _           |      | _         | 12                |    |
| CASH (USED IN) PROVIDED BY INVESTING                 |           |             |      |             |      |           |                   |    |
| ACTIVITIES   | _         | (2,506      | )    | (147        | )    |           | (2,653            | )  |
| FINANCING ACTIVITIES                                 |           |             |      |             |      |           |                   |    |
| Net transfers from (to) Parent                       | 947       | (1,019      | )    | 72          |      |           |                   |    |
| Payment on loan between subsidiaries                 | 167       | <del></del> |      | (167        | )    | _         | _                 |    |
| Proceeds from short-term borrowings                  | 250       | _           |      | _           |      | _         | 250               |    |
| Principal payments on debt                           | _         | (18         | )    | (10         | )    | _         | (28               | )  |
| Proceeds from stock issuances                        | 205       | _           |      |             |      |           | 205               |    |
| Dividends paid                                       | (268)     |             |      | _           |      | _         | (268              | )  |
| Purchase of treasury stock                           | (270)     |             |      |             |      |           | (270              | )  |
| Other, net   | 3         | _           |      | _           |      | _         | 3                 |    |
| CASH (USED IN) PROVIDED BY FINANCING                 |           |             |      |             |      |           |                   |    |
| ACTIVITIES   | 1,034     | (1,037      | `    | (105        | )    |           | (108              | `  |
| Effect of exchange rate changes on cash              | 1,034     | 56          | _    | 6           | ,    |           | 62                | ,  |
| Net (decrease) increase in cash and cash equivalents | (925)     | 17          |      | (312        | )    | 19        | (1,201            | )  |
| Cash and cash equivalents at beginning of period     | 1,884     | 325         |      | 1,807       | ,    | (47       | 3,969             | ,  |
| Cash and cash equivalents at end of period           | \$959     | \$ 342      |      | 1,495       | \$   | ` ,       | \$ 2,768          |    |
| cush and cash equivalents at one of period           | ΨΙΟΙ      | Ψ 3π2       | Ψ    | 1,773       | Ψ    | (20       | , ψ <i>2</i> ,700 |    |
|  |           |             |      |             |      |           |                   |    |
| - 27 -   |           |             |      |             |      |           |                   |    |

#### REPORT OF INDEPENDENT REGISTERED

### PUBLIC ACCOUNTING FIRM

The Board of Directors and Stockholders

FedEx Corporation

Results of Review of Interim Financial Statements

We have reviewed the accompanying condensed consolidated balance sheet of FedEx Corporation as of November 30, 2018, and the related condensed consolidated statements of income and comprehensive income for the three-month and six-month periods ended November 30, 2018 and November 30, 2017 and the condensed consolidated statements of cash flows for the six-month periods ended November 30, 2018 and November 30, 2017, and the related notes (collectively referred to as the "condensed consolidated interim financial statements"). Based on our reviews, we are not aware of any material modifications that should be made to the condensed consolidated interim financial statements for them to be in conformity with U.S. generally accepted accounting principles.

We have previously audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the consolidated balance sheet of FedEx Corporation as of May 31, 2018, and the related consolidated statements of income, comprehensive income, changes in stockholders' investment, and cash flows for the year then ended, and the related notes and schedules (not presented herein); and in our report dated July 16, 2018, we expressed an unqualified audit opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of May 31, 2018, is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.

### **Basis for Review Results**

These financial statements are the responsibility of the Company's management. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the SEC and the PCAOB. We conducted our review in accordance with the standards of the PCAOB. A review of interim financial statements consists principally of applying analytical procedures and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with the standards of the PCAOB, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

/s/ Ernst & Young LLP

Memphis, Tennessee

December 18, 2018

- 28 -

Item 2. Management's Discussion and Analysis of Results of Operations and Financial Condition

#### **GENERAL**

The following Management's Discussion and Analysis of Results of Operations and Financial Condition ("MD&A") describes the principal factors affecting the results of operations, liquidity, capital resources, contractual cash obligations and critical accounting estimates of FedEx Corporation ("FedEx"). This discussion should be read in conjunction with the accompanying quarterly unaudited condensed consolidated financial statements and our Annual Report on Form 10-K for the year ended May 31, 2018 ("Annual Report"). Our Annual Report includes additional information about our significant accounting policies, practices and the transactions that underlie our financial results, as well as a detailed discussion of the most significant risks and uncertainties associated with our financial condition and operating results.

We provide a broad portfolio of transportation, e-commerce and business services through companies competing collectively, operating independently and managed collaboratively, under the respected FedEx brand. Our primary operating companies are Federal Express Corporation ("FedEx Express"), including TNT Express B.V. ("TNT Express"), the world's largest express transportation company; FedEx Ground Package System, Inc. ("FedEx Ground"), a leading North American provider of small-package ground delivery services; and FedEx Freight Corporation ("FedEx Freight"), a leading U.S. provider of less-than-truckload ("LTL") freight transportation services. These companies represent our major service lines and, along with FedEx Corporate Services, Inc. ("FedEx Services"), constitute our reportable segments.

Our FedEx Services segment provides sales, marketing, information technology, communications, customer service, technical support, billing and collection services, and certain back-office functions that support our transportation segments. The FedEx Services segment also provides customers with retail access to FedEx Express and FedEx Ground shipping services through FedEx Office and Print Services, Inc. ("FedEx Office"). See "Reportable Segments" for further discussion. Additional information on our businesses can be found in our Annual Report.

As discussed in our Annual Report, the FedEx Trade Networks, Inc. ("FedEx Trade Networks") operating segment results are included in "Corporate, other and eliminations" in our segment reporting. Prior year amounts have been revised to conform to the current year presentation.

The key indicators necessary to understand our operating results include:

• the overall customer demand for our various services based on macroeconomic factors and the global economy;

the volumes of transportation services provided through our networks, primarily measured by our average daily volume and shipment weight and size;

the mix of services purchased by our customers;

the prices we obtain for our services, primarily measured by yield (revenue per package or pound or revenue per shipment or hundredweight for LTL freight shipments);

our ability to manage our cost structure (capital expenditures and operating expenses) to match shifting volume levels; and

the timing and amount of fluctuations in fuel prices and our ability to recover incremental fuel costs through our fuel surcharges.

Many of our operating expenses are directly impacted by revenue and volume levels. Accordingly, we expect these operating expenses to fluctuate on a year-over-year basis consistent with changes in revenues and volumes. Therefore, the discussion of operating expense captions focuses on the key drivers and trends impacting expenses other than changes in revenues and volumes. The line item "Other operating expenses" predominantly includes costs associated

with outside service contracts (such as facility services and cargo handling, temporary labor and security), professional fees, insurance, uniforms and taxes and licenses.

Except as otherwise specified, references to years indicate our fiscal year ending May 31, 2019 or ended May 31 of the year referenced and comparisons are to the corresponding period of the prior year. References to our transportation segments include, collectively, the FedEx Express segment, the FedEx Ground segment and the FedEx Freight segment.

- 29 -

### **RESULTS OF OPERATIONS**

### **CONSOLIDATED RESULTS**

The following tables compare summary operating results and changes in revenue and operating income (dollars in millions, except per share amounts) for the periods ended November 30:

|                                   | Three M  | Ion | ths      |   |        |     |          |     |          |   |        |     |
|-----------------------------------|----------|-----|----------|---|--------|-----|----------|-----|----------|---|--------|-----|
|                                   | Ended    |     |          |   | Percen | t   | Six Mo   | nth | s Ended  |   | Percer | ıt  |
|                                   | 2018     |     | 2017     |   | Change | e   | 2018     |     | 2017     |   | Chang  | e   |
| Revenues                          | \$17,824 | -   | \$16,313 | 3 | 9      |     | \$34,876 | 5   | \$31,610 | ) | 10     |     |
| Operating income (loss):          |          |     |          |   |        |     |          |     |          |   |        |     |
| FedEx Express segment             | 620      |     | 601      |   | 3      |     | 987      |     | 921      |   | 7      |     |
| FedEx Ground segment              | 586      |     | 496      |   | 18     |     | 1,253    |     | 1,102    |   | 14     |     |
| FedEx Freight segment             | 148      |     | 108      |   | 37     |     | 324      |     | 273      |   | 19     |     |
| Corporate, other and eliminations | (186     | )   | (90      | ) | (107   | )   | (325     | )   | (210     | ) | (55    | )   |
| Consolidated operating income     | 1,168    |     | 1,115    |   | 5      |     | 2,239    |     | 2,086    |   | 7      |     |
| Operating margin:                 |          |     |          |   |        |     |          |     |          |   |        |     |
| FedEx Express segment             | 6.5      | %   | 6.6      | % | (10    | )bp | 5.2      | %   | 5.3      | % | (10    | )bp |
| FedEx Ground segment              | 11.4     | %   | 11.0     | % | 40     | bp  | 12.6     | %   | 12.6     | % |        | bp  |
| FedEx Freight segment             | 7.7      | %   | 6.5      | % | 120    | bp  | 8.4      | %   | 8.2      | % | 20     | bp  |
| Consolidated operating margin     | 6.6      | %   | 6.8      | % | (20    | )bp | 6.4      | %   | 6.6      | % | (20    | )bp |
| Consolidated net income           | \$935    |     | \$775    |   | 21     |     | \$1,770  |     | \$1,371  |   | 29     |     |
| Diluted earnings per share        | \$3.51   |     | \$2.84   |   | 24     |     | \$6.60   |     | \$5.03   |   | 31     |     |

|                                   | _       | in Revenue  16 Months | _       | in ng Income SixatMonths |
|-----------------------------------|---------|-----------------------|---------|--------------------------|
|                                   | Ended   | Ended                 | Ended 1 | Ended                    |
| FedEx Express segment             | \$528   | \$ 1,350              | \$19    | \$ 66                    |
| FedEx Ground segment              | 617     | 1,171                 | 90      | 151                      |
| FedEx Freight segment             | 245     | 540                   | 40      | 51                       |
| FedEx Services segment            | 13      | 30                    |         |                          |
| Corporate, other and eliminations | 108 175 |                       | (96)    | (115)                    |
| _                                 | \$1,511 | \$ 3,266              | \$53    | \$ 153                   |

### Pension Accounting Change

As of June 1, 2018, we adopted new accounting guidance that changes how employers that sponsor defined benefit pension or other postretirement benefit plans present net periodic benefit cost in their income statement. This new guidance requires us to report only the service cost component in the salaries and employee benefits line item. The other components of net benefit cost are required to be presented in the income statement in other income, outside of income from operations. This new guidance impacts operating income and margin but has no impact on net income or earnings per share. We have applied these changes retrospectively.

### Overview

The comparison of our second quarter and first half results between 2019 and 2018 is significantly affected by the direct and indirect effects at FedEx Express of the NotPetya cyberattack in June 2017. Our prior year results were negatively impacted by the NotPetya cyberattack by an estimated \$100 million (\$0.31 per diluted share) in the second quarter of 2018 and by an estimated \$400 million (\$1.10 per diluted share) in the first half of 2018, primarily from loss of revenue associated with decreased shipments in the TNT Express network, as well as incremental costs to restore information-technology systems. Additional information on the NotPetya cyberattack can be found in our Annual Report. During the second quarter of 2019, we purchased insurance coverage designed to address certain aspects of cyber risks.

- 30 -

Our consolidated operating income improved during the second quarter and first half of 2019 due to volume growth, increased yields and the favorable net impact of fuel at all of our transportation segments. In addition, lower variable incentive compensation accruals benefited our results in the second quarter of 2019. A change in product mix from FedEx Express international package volume to freight volume, which intensified during the second quarter of 2019, increased costs and negatively impacted operating margins in the second quarter and first half of 2019. In addition, growth in U.S. deferred package volumes at FedEx Express and higher operating costs in salaries and employee benefits and maintenance and repairs negatively impacted operating margins in the second quarter and first half of 2019. Furthermore, at FedEx Express, operating results were negatively impacted by increasing softness in international volumes during the quarter, as we saw a significant slowing of the Eurozone economy, as well as continued softness in economic conditions in Asia.

We accelerated the timing of our merit pay increases for certain of our hourly employees during late 2018 following the enactment of the Tax Cuts and Jobs Act ("TCJA"), ahead of the normal October 2018 timing. The impact of this expense timing difference negatively affected the year-over-year comparison of the first half of 2019 results by approximately \$75 million (\$58 million, net of tax, or \$0.21 per diluted share).

We recognized an income tax benefit of approximately \$150 million (\$0.56 per diluted share) and \$285 million (\$1.06 per diluted share) during the second quarter and first half of 2019, respectively, primarily related to a lower statutory income tax rate on fiscal 2019 earnings as a result of the enactment of the TCJA. In addition, our prior year results included a tax benefit of approximately \$80 million (\$0.29 per diluted share) recognized in the second quarter of 2018 attributable to foreign tax credits associated with a dividend paid from our foreign operations. See the "Income Taxes" section below for further information.

We incurred TNT Express integration expenses totaling \$114 million (\$90 million, net of tax, or \$0.34 per diluted share) in the second quarter and \$235 million (\$188 million, net of tax, or \$0.70 per diluted share) in the first half of 2019, an \$8 million decrease from the second quarter and \$1 million increase from the first half of 2018. The integration expenses are predominantly incremental costs directly associated with the integration of TNT Express, including professional and legal fees, salaries and employee benefits, advertising expenses and travel, and include any restructuring charges at TNT Express. Internal salaries and employee benefits are included only to the extent the individuals are assigned full-time to integration activities. These costs were incurred at FedEx Express and FedEx Corporate. The identification of these costs as integration-related expenditures is subject to our disclosure controls and procedures.

Our second quarter and first half of 2019 results include \$46 million (\$46 million, net of tax, or \$0.17 per diluted share) of charges related to certain expected losses and professional fees in connection with an agreement in principle to settle a litigation matter involving FedEx Ground. These items are included in "Corporate, other and eliminations." See Note 9 of the accompanying unaudited condensed consolidated financial statements for further discussion.

- 31 -

The following graphs for FedEx Express, FedEx Ground and FedEx Freight show selected volume trends (in thousands) over the five most recent quarters:

(1) International domestic average daily package volume relates to our international intra-country operations.

- 32 -

The following graphs for FedEx Express, FedEx Ground and FedEx Freight show selected yield trends over the five most recent quarters:

(1) International domestic revenue per package relates to our international intra-country operations. Revenue

Revenues increased 9% in the second quarter and 10% in the first half of 2019 due to higher volumes and increased yields at all of our transportation segments. Revenues at FedEx Express increased 6% in the second quarter and 8% in the first half of 2019 primarily due to international package and freight volume recovery from the NotPetya cyberattack and U.S. domestic package volume growth. However, we experienced a deceleration in international package volume growth during the quarter at FedEx Express, as we saw a significant slowing of the Eurozone economy, as well as continued softness in economic conditions in Asia. At FedEx Ground, revenues increased 14% in the second quarter and 13% in the first half of 2019 due to volume growth and increased yields. FedEx Freight revenues increased 15% in the second quarter and 16% in the first half of 2019 due to higher revenue per shipment and average daily shipments. Higher fuel surcharges had a positive impact on revenues at all of our transportation segments in the second quarter and first half of 2019.

- 33 -

### **Operating Expenses**

The following tables compare operating expenses expressed as dollar amounts (in millions) and as a percent of revenue for the periods ended November 30:

|                                | Three Months |          |                 |          |  |  |  |  |  |
|--------------------------------|--------------|----------|-----------------|----------|--|--|--|--|--|
|                                | Ended        |          | Six Months Ende |          |  |  |  |  |  |
|                                | 2018         | 2017     | 2018            | 2017     |  |  |  |  |  |
| Operating expenses:            |              |          |                 |          |  |  |  |  |  |
| Salaries and employee benefits | \$6,260      | \$5,889  | \$12,520        | \$11,553 |  |  |  |  |  |
| Purchased transportation       | 4,346        | 3,840    | 8,313           | 7,285    |  |  |  |  |  |
| Rentals and landing fees       | 836          | 835      | 1,659           | 1,653    |  |  |  |  |  |
| Depreciation and amortization  | 828          | 756      | 1,636           | 1,507    |  |  |  |  |  |
| Fuel                           | 1,052        | 818      | 2,038           | 1,521    |  |  |  |  |  |
| Maintenance and repairs        | 751          | 665      | 1,486           | 1,340    |  |  |  |  |  |
| Other                          | 2,583        | 2,395    | 4,985           | 4,665    |  |  |  |  |  |
| Total operating expenses       | \$16,656     | \$15,198 | \$32,637        | \$29,524 |  |  |  |  |  |
| Operating income               | \$1,168      | \$1,115  | \$2,239         | \$2,086  |  |  |  |  |  |

|                                | Percent of Revenue |        |          |        |  |  |  |  |  |
|--------------------------------|--------------------|--------|----------|--------|--|--|--|--|--|
|                                | Three M            | onths  | Six Mont | hs     |  |  |  |  |  |
|                                | Ended              |        | Ended    |        |  |  |  |  |  |
|                                | 2018               | 2017   | 2018     | 2017   |  |  |  |  |  |
| Operating expenses:            |                    |        |          |        |  |  |  |  |  |
| Salaries and employee benefits | 35.1 %             | 36.1 % | 35.9 %   | 36.5 % |  |  |  |  |  |
| Purchased transportation       | 24.4               | 23.6   | 23.8     | 23.1   |  |  |  |  |  |
| Rentals and landing fees       | 4.7                | 5.1    | 4.8      | 5.2    |  |  |  |  |  |
| Depreciation and amortization  | 4.6                | 4.6    | 4.7      | 4.8    |  |  |  |  |  |
| Fuel                           | 5.9                | 5.0    | 5.8      | 4.8    |  |  |  |  |  |
| Maintenance and repairs        | 4.2                | 4.1    | 4.3      | 4.2    |  |  |  |  |  |
| Other                          | 14.5               | 14.7   | 14.3     | 14.8   |  |  |  |  |  |
| Total operating expenses       | 93.4               | 93.2   | 93.6     | 93.4   |  |  |  |  |  |
| Operating margin               | 6.6 %              | 6.8 %  | 6.4 %    | 6.6 %  |  |  |  |  |  |

Operating margin declined in the second quarter due to a change in product mix from FedEx Express international package volume to freight volume. In addition, growth in U.S. deferred package volumes and higher operating costs in salaries and employee benefits and maintenance and repairs at FedEx Express contributed to the operating margin decline in the second quarter and first half of 2019. Furthermore, our results were negatively impacted by increasing softness in international volumes during the quarter at FedEx Express, as we saw a significant slowing of the Eurozone economy, as well as continued softness in economic conditions in Asia.

Purchased transportation costs increased 13% in the second quarter and 14% in the first half of 2019 primarily due to higher volumes at all of our transportation segments, as well as increased rates, including fuel costs at FedEx Ground and FedEx Freight. Salaries and employee benefits expense increased 6% in the second quarter and 8% in the first half of 2019 primarily due to merit increases, including the impact of accelerated merit increases, and higher staffing to support volume growth at all of our transportation segments. Lower variable incentive compensation accruals partially offset these higher expenses in the second quarter of 2019. Maintenance and repairs expense increased 13% in the second quarter and 11% in the first half of 2019 primarily due to the timing of aircraft engine maintenance events at FedEx Express.

#### Fuel

The following graph for our transportation segments shows our average cost of jet and vehicle fuel per gallon for the five most recent quarters:

Fuel expense increased 29% in the second quarter and 34% in the first half of 2019 primarily due to increased fuel prices. However, fuel prices represent only one component of the factors we consider meaningful in understanding the impact of fuel on our business. Consideration must also be given to the fuel surcharge revenue we collect. Accordingly, we believe discussion of the net impact of fuel on our results, which is a comparison of the year-over-year change in these two factors, is important to understand the impact of fuel on our business. In order to provide information about the impact of fuel surcharges on the trend in revenue and yield growth, we have included the comparative weighted-average fuel surcharge percentages in effect for the second quarters of 2019 and 2018 in the accompanying discussion of each of our transportation segments.

Most of our fuel surcharges are adjusted on a weekly basis. The fuel surcharge is based on a weekly fuel price from two weeks prior to the week in which it is assessed. Some FedEx Express international fuel surcharges incorporate a timing lag of approximately six to eight weeks.

The manner in which we purchase fuel also influences the net impact of fuel on our results. For example, our contracts for jet fuel purchases at FedEx Express are tied to various indices, including the U.S. Gulf Coast index. While many of these indices are aligned, each index may fluctuate at a different pace, driving variability in the prices paid for jet fuel. Furthermore, under these contractual arrangements, approximately 70% of our jet fuel is purchased based on the index price for the preceding week, with the remainder of our purchases tied to the index price for the preceding month, rather than based on daily spot rates. These contractual provisions mitigate the impact of rapidly changing daily spot rates on our jet fuel purchases.

Because of the factors described above, our operating results may be affected should the market price of fuel suddenly change by a significant amount or change by amounts that do not result in an adjustment in our fuel surcharges, which can significantly affect our earnings either positively or negatively in the short-term.

We routinely review our fuel surcharges and our fuel surcharge methodology. On September 10, 2018, we updated the tables used to determine our fuel surcharges at FedEx Express and FedEx Ground.

The net impact of fuel had a significant benefit to operating income in the second quarter and first half of 2019 as higher fuel surcharges more than offset increased fuel prices.

The net impact of fuel on our operating results does not consider the effects that fuel surcharge levels may have on our business, including changes in demand and shifts in the mix of services purchased by our customers. In addition, our purchased transportation expense may be impacted by fuel costs. While fluctuations in fuel surcharge percentages can be significant from period to period, fuel surcharges represent one of the many individual components of our pricing structure that impact our overall revenue and yield. Additional components include the mix of services sold, the base price and extra service charges we obtain for these services and the level of pricing discounts offered.

#### **Income Taxes**

Our effective tax rate was 20.6% for the second quarter and 22.3% for the first half of 2019, compared with 32.0% for the second quarter and 35.4% for the first half of 2018. The 2019 tax rate was favorably impacted by the TCJA, which resulted in benefits of approximately \$150 million and \$285 million during the second quarter and first half of 2019, respectively, primarily from the lower statutory tax rate on fiscal 2019 earnings. The 2019 tax rates were also favorably impacted by a tax benefit of approximately \$60 million from accelerated deductions to be claimed on FedEx's 2018 U.S. income tax return. The 2018 tax rate benefited from foreign tax credits associated with a dividend paid from our foreign operations and tax benefits from share-based payments. The 2018 tax rate was negatively impacted by costs incurred in connection with the integration of the foreign operations of FedEx Express and TNT Express, the effects of the NotPetya cyberattack on lower taxed foreign earnings and changes in uncertain tax positions.

On August 1, 2018, the U.S. Treasury Department released proposed regulations covering the one-time transition tax on unrepatriated foreign earnings, which was enacted as part of the TCJA. Certain guidance included in these proposed regulations is inconsistent with our interpretation that led to the recognition of a \$225 million (\$0.94 per diluted share) benefit in 2018 (the "2018 Benefit"). Notwithstanding this inconsistency, we are confident in our interpretation and intend to defend this position through litigation, if necessary. This proposed guidance is not authoritative and is subject to change in the regulatory review process. However, if the proposed guidance is included in the final regulations as drafted or we are ultimately unsuccessful in defending our position, we may be required to reverse the 2018 Benefit.

The U.S. Treasury Department has also released proposed regulations related to the business interest expense limitations, foreign tax credit guidance, base-erosion and anti-abuse tax provisions of the TCJA. This proposed guidance is not authoritative and is subject to change in the regulatory review process. We continue to review these proposed regulations and consider their potential impact on our effective tax rate.

During the second quarter of 2019, we revised the provisional benefit associated with the remeasurement of our net U.S. deferred tax liability due to the corporate tax rate reduction under the TCJA. As a result, we recognized \$4 million of tax expense resulting in a decrease to the \$1.15 billion provisional benefit recorded in 2018. No other change to the provisional amounts recorded at May 31, 2018 has been recorded. We will continue to adjust provisional amounts for the impacts of the TCJA as more information and further guidance becomes available during the measurement period, which ends December 22, 2018.

We are subject to taxation in the United States and various U.S. state, local and foreign jurisdictions. We are currently under examination by the Internal Revenue Service for the 2014 and 2015 tax years. It is reasonably possible that certain income tax return proceedings will be completed during the next twelve months and could result in a change in our balance of unrecognized tax benefits. The expected impact of any changes would not be material to our consolidated financial statements. As of November 30, 2018, there were no material changes to our liabilities for unrecognized tax benefits subsequent to May 31, 2018.

### Outlook

We expect volume growth at all of our transportation segments to support revenue and earnings growth in the second half of 2019, prior to any mark-to-market retirement plans adjustment and costs associated with a new voluntary employee buyout program (discussed below).

Our expectations for earnings growth in 2019 are dependent on key external factors, including fuel prices, moderate U.S. domestic economic growth and no further weakening in international economic conditions from our current

forecast.

During the first half of 2019, we experienced an accelerating shift in service mix at FedEx Express from international package volume to freight volume, which intensified during the second quarter and increased costs and negatively impacted operating margin. In addition, growth in U.S. deferred package volumes and higher operating costs in our FedEx Express operations negatively impacted margins during the first half of 2019. Furthermore, during the second quarter of 2019, we experienced declining trends in revenue growth in our international operations, particularly in Europe and Asia. Absent significant improvements in international economic conditions, including a more stable trade environment, we expect these trends to continue for the remainder of our fiscal year. As a response to these trends, we have implemented new cost-reduction actions (as described below); however, the benefits of some of these actions will not be fully realized immediately.

While we still believe that we will realize the benefits that we expected when we acquired TNT Express, reductions in base business levels largely due to increasing international economic weakness during the second quarter, which is expected to continue, and a change in service mix following the NotPetya cyberattack in 2018 will delay the realization of those benefits past 2020. As a consequence, our operating profit improvement goal for our FedEx Express segment of \$1.2 billion to \$1.5 billion from 2017 will not be realized in 2020.

- 36 -

In response to current business and economic conditions, we have implemented cost controls over discretionary spending at FedEx Express and FedEx Services for the remainder of 2019, and we are making adjustments to our global air network to reduce capacity. We will also offer voluntary buyout incentives to certain U.S.-based employees as part of our ongoing efforts to improve efficiencies and reduce costs. It is anticipated that the vast majority of employees eligible for these incentives will be staff employees at FedEx Express and FedEx Services. Similar programs are being considered for employees in our international regions.

The U.S.-based employee voluntary buyout program will include voluntary severance payments to be calculated based on four weeks of gross base salary for every year of FedEx service up to a maximum payment of two years of pay and funding to healthcare reimbursement accounts. These incentives will not include any changes to retirement eligibility or payments. However, employees who are eligible for this program and are also eligible to retire may elect to accept the buyout and retire.

Costs of the benefits to be provided under the voluntary program will be recognized in the period that eligible employees accept their offers, which is expected to be predominantly in the fourth quarter of 2019 for the U.S.-based program. We expect the pre-tax cost of the U.S.-based program to range from \$450 million to \$575 million in pre-tax cash expenditures, but actual costs will depend on employee acceptance rates. We expect savings from the U.S.-based program to be between \$225 million to \$275 million on an annualized basis beginning in 2020.

During the remainder of 2019, we will continue to execute our TNT Express integration plans and will be focused on integrating the largest and most complex countries, which include the largest workforces and facilities. We continue to expect the aggregate integration program expense, including restructuring charges at TNT Express, through 2020 to be approximately \$1.5 billion and expect to incur approximately \$450 million of these costs during 2019. However, based on the timing of the completion of integration activities and any international voluntary employee buyout program, we may incur additional integration costs after 2020. The timing and amount of integration expenses and capital investments in any future period may change as we continue to execute the integration of TNT Express.

At FedEx Ground and FedEx Freight, we will continue executing operational improvement programs for the remainder of 2019 that are designed to increase operational efficiency and safety, enhance service offerings to our customers and reduce our cost structure. FedEx Ground is once again running six- and seven-day operations through the holiday season, and will continue six-day operations throughout its U.S. network year-round to serve the rapidly growing demand for e-commerce services.

Other Outlook Matters. For details on key 2019 capital projects, refer to the "Liquidity Outlook" section of this MD&A.

FedEx Ground previously announced plans to implement the Independent Service Provider ("ISP") model throughout its entire U.S. pickup-and-delivery network. The transition to the ISP model is being accomplished on a district-by-district basis and we are now targeting the transition to be completed during the second quarter of 2020. As of November 30, 2018, over two-thirds of FedEx Ground volume was being delivered by small businesses operating under the ISP model. The costs associated with these transitions will be recognized in the periods incurred and are not expected to be material to any future quarter.

See "Forward-Looking Statements" and Part II, Item 1A "Risk Factors" for a discussion of these and other potential risks and uncertainties that could materially affect our future performance.

### RECENT ACCOUNTING GUIDANCE

See Note 1 of the accompanying unaudited condensed consolidated financial statements for a discussion of recent accounting guidance.

### REPORTABLE SEGMENTS

FedEx Express, FedEx Ground and FedEx Freight represent our major service lines and, along with FedEx Services, constitute our reportable segments. Our reportable segments include the following businesses:

FedEx Express

Segment FedEx Express (express transportation)

TNT Express (international express transportation, small-package ground delivery and freight

transportation)

FedEx Ground

Segment FedEx Ground (small-package ground delivery)

FedEx Freight

Segment FedEx Freight (LTL freight transportation)

- 37 -

FedEx Services FedEx Services (sales, marketing, information technology, communications, customer service,

Segment technical support, billing and collection services and back-office functions)

FedEx Office (document and business services and package acceptance)

### FEDEX SERVICES SEGMENT

The operating expense line item "Intercompany charges" on the accompanying unaudited condensed consolidated financial statements of our transportation segments reflects the allocations from the FedEx Services segment to the respective transportation segments. The allocations of net operating costs are based on metrics such as relative revenues or estimated services provided.

The FedEx Services segment provides direct and indirect support to our transportation businesses, and we allocate all of the net operating costs of the FedEx Services segment (including the net operating results of FedEx Office) to reflect the full cost of operating our transportation businesses in the results of those segments. Within the FedEx Services segment allocation, the net operating results of FedEx Office, which are an immaterial component of our allocations, are allocated to FedEx Express and FedEx Ground. We review and evaluate the performance of our transportation segments based on operating income (inclusive of FedEx Services segment allocations). For the FedEx Services segment, performance is evaluated based on the impact of its total allocated net operating costs on our transportation segments. We believe these allocations approximate the net cost of providing these functions. Our allocation methodologies are refined periodically, as necessary, to reflect changes in our businesses.

### CORPORATE, OTHER AND ELIMINATIONS

Corporate and other includes corporate headquarters costs for executive officers and certain legal and finance functions, as well as certain other costs and credits not attributed to our core business. These costs are not allocated to the other business segments.

Also included in corporate and other is the FedEx Trade Networks operating segment, which provides customs brokerage and global ocean and air freight forwarding through FedEx Trade Networks Transport & Brokerage, Inc.; cross-border enablement and technology solutions and e-commerce transportation solutions through FedEx Cross Border Technologies, Inc.; integrated supply chain management solutions through FedEx Supply Chain Distribution System, Inc. ("FedEx Supply Chain"); time-critical shipment services through FedEx Custom Critical, Inc.; and, effective September 1, 2018, critical inventory and service parts logistics, 3-D printing and technology repair through FedEx Forward Depots, Inc. ("FedEx Forward Depots"). In the second quarter and first half of 2019, the operating loss increase in "Corporate, other and eliminations" was driven primarily by the litigation matter at FedEx Ground (discussed above), operating losses at FedEx Supply Chain, the inclusion of FedEx Forward Depots following the realignment of FedEx Trade Networks in the fourth quarter of 2018 and lower transportation volumes due to weakness in the international economy.

Certain FedEx operating companies provide transportation and related services for other FedEx companies outside their reportable segment. Billings for such services are based on negotiated rates, which we believe approximate fair value, and are reflected as revenues of the billing segment. These rates are adjusted from time to time based on market conditions. Such intersegment revenues and expenses are eliminated in our consolidated results and are not separately identified in the following segment information because the amounts are not material.

### FEDEX EXPRESS SEGMENT

FedEx Express offers a wide range of U.S. domestic and international shipping services for delivery of packages and freight including priority, deferred and economy services, which provide delivery on a time-definite or day-definite basis. Prior year amounts have been revised to conform to the current year presentation, including revised statistical information. The following tables compare revenues, operating expenses, operating income (dollars in millions), operating margin and operating expenses as a percent of revenue for the periods ended November 30:

|  | Three M<br>Ended | Ionths  | Damaar          | . + | Cir Mont         | ha Endad | Ромоом          | . 4 |
|--|------------------|---------|-----------------|-----|------------------|----------|-----------------|-----|
|  | 2018             | 2017    | Percer<br>Chang |     | Six Mont<br>2018 | 2017     | Percen<br>Chang |     |
| Revenues:                                  | 2010             | 2017    | Cilding         | ,0  | 2010             | 2017     | Chang           | Ĭ   |
| Package:                                   |                  |         |                 |     |                  |          |                 |     |
| U.S. overnight box                         | \$1,948          | \$1,787 | 9               |     | \$3,834          | \$3,537  | 8               |     |
| U.S. overnight envelope                    | 444              | 432     | 3               |     | 912              | 882      | 3               |     |
| U.S. deferred                              | 1,060            | 922     | 15              |     | 2,012            | 1,800    | 12              |     |
| Total U.S. domestic package revenue        | 3,452            | 3,141   | 10              |     | 6,758            | 6,219    | 9               |     |
| International priority                     | 1,896            | 1,865   | 2               |     | 3,770            | 3,628    | 4               |     |
| International economy                      | 885              | 815     | 9               |     | 1,735            | 1,585    | 9               |     |
| Total international export package revenue | 2,781            | 2,680   | 4               |     | 5,505            | 5,213    | 6               |     |
| International domestic <sup>(1)</sup>      | 1,203            | 1,228   | (2              | )   | 2,334            | 2,284    | 2               |     |
| Total package revenue                      | 7,436            | 7,049   | 5               |     | 14,597           | 13,716   | 6               |     |
| Freight:                                   |                  |         |                 |     |                  |          |                 |     |
| U.S.                                       | 792              | 688     | 15              |     | 1,522            | 1,301    | 17              |     |
| International priority                     | 564              | 541     | 4               |     | 1,097            | 995      | 10              |     |
| International economy                      | 554              | 481     | 15              |     | 1,073            | 862      | 24              |     |
| International airfreight                   | 83               | 100     | (17             | )   | 168              | 183      | (8              | )   |
| Total freight revenue                      | 1,993            | 1,810   | 10              |     | 3,860            | 3,341    | 16              |     |
| Other                                      | 175              | 217     | (19             | )   | 369              | 419      | (12             | )   |
| Total revenues                             | 9,604            | 9,076   | 6               |     | 18,826           | 17,476   | 8               |     |
| Operating expenses:                        |                  |         |                 |     |                  |          |                 |     |
| Salaries and employee benefits             | 3,441            | 3,339   | 3               |     | 6,914            | 6,553    | 6               |     |
| Purchased transportation                   | 1,354            | 1,304   | 4               |     | 2,661            | 2,488    | 7               |     |
| Rentals and landing fees                   | 474              | 492     | (4              | )   | 944              | 976      | (3              | )   |
| Depreciation and amortization              | 449              | 410     | 10              |     | 885              | 825      | 7               |     |
| Fuel                                       | 899              | 703     | 28              |     | 1,744            | 1,306    | 34              |     |
| Maintenance and repairs                    | 514              | 445     | 16              |     | 1,016            | 904      | 12              |     |
| Intercompany charges                       | 527              | 514     | 3               |     | 1,066            | 1,011    | 5               |     |
| Other                                      | 1,326            | 1,268   | 5               |     | 2,609            | 2,492    | 5               |     |
| Total operating expenses                   | 8,984            | 8,475   | 6               |     | 17,839           | 16,555   | 8               |     |
| Operating income                           | \$620            | \$601   | 3               |     | \$987            | \$921    | 7               |     |
| Operating margin                           | 6.5              | % 6.6 % | (10             | )bp | 5.2              | % 5.3 %  | (10             | )bp |

<sup>(1)</sup> International domestic revenues relate to our international intra-country operations.

<sup>- 39 -</sup>

Edgar Filing: FEDEX CORP - Form 10-Q

|                                | Percent of Revenue |        |          |        |  |  |  |  |  |
|--------------------------------|--------------------|--------|----------|--------|--|--|--|--|--|
|                                | Three M            | onths  | Six Mont | ths    |  |  |  |  |  |
|                                | Ended              |        | Ended    |        |  |  |  |  |  |
|                                | 2018               | 2017   | 2018     | 2017   |  |  |  |  |  |
| Operating expenses:            |                    |        |          |        |  |  |  |  |  |
| Salaries and employee benefits | 35.8 %             | 36.8 % | 36.7 %   | 37.5 % |  |  |  |  |  |
| Purchased transportation       | 14.1               | 14.4   | 14.1     | 14.2   |  |  |  |  |  |
| Rentals and landing fees       | 4.9                | 5.4    | 5.0      | 5.6    |  |  |  |  |  |
| Depreciation and amortization  | 4.7                | 4.5    | 4.7      | 4.7    |  |  |  |  |  |
| Fuel                           | 9.4                | 7.7    | 9.3      | 7.5    |  |  |  |  |  |
| Maintenance and repairs        | 5.4                | 4.9    | 5.4      | 5.2    |  |  |  |  |  |
| Intercompany charges           | 5.4                | 5.7    | 5.7      | 5.8    |  |  |  |  |  |
| Other                          | 13.8               | 14.0   | 13.9     | 14.2   |  |  |  |  |  |
| Total operating expenses       | 93.5               | 93.4   | 94.8     | 94.7   |  |  |  |  |  |
| Operating margin               | 6.5 %              | 6.6 %  | 5.2 %    | 5.3 %  |  |  |  |  |  |

The following table compares selected statistics (in thousands, except yield amounts) for the periods ended November 30:

|                                       | Three M<br>Ended | onths   | Домоом          | <b>.</b> t | Civ Mon | ths Ended | Percent |    |
|---------------------------------------|------------------|---------|-----------------|------------|---------|-----------|---------|----|
|                                       | 2018             | 2017    | Percer<br>Chang |            | 2018    | 2017      | Chan    |    |
| Package Statistics                    |                  |         | <u>e</u>        | , -        |         |           |         | 5- |
| Average daily package volume (ADV):   |                  |         |                 |            |         |           |         |    |
| U.S. overnight box                    | 1,308            | 1,248   | 5               |            | 1,269   | 1,217     | 4       |    |
| U.S. overnight envelope               | 532              | 547     | (3              | )          | 541     | 552       | (2      | )  |
| U.S. deferred                         | 1,082            | 938     | 15              |            | 998     | 907       | 10      |    |
| Total U.S. domestic ADV               | 2,922            | 2,733   | 7               |            | 2,808   | 2,676     | 5       |    |
| International priority                | 555              | 552     | 1               |            | 540     | 530       | 2       |    |
| International economy                 | 302              | 277     | 9               |            | 289     | 264       | 9       |    |
| Total international export ADV        | 857              | 829     | 3               |            | 829     | 794       | 4       |    |
| International domestic <sup>(1)</sup> | 2,670            | 2,706   | (1              | )          | 2,530   | 2,475     | 2       |    |
| Total ADV                             | 6,449            | 6,268   | 3               |            | 6,167   | 5,945     | 4       |    |
| Revenue per package (yield):          |                  |         |                 |            |         |           |         |    |
| U.S. overnight box                    | \$23.63          | \$22.73 | 4               |            | \$23.60 | \$22.70   | 4       |    |
| U.S. overnight envelope               | 13.24            | 12.53   | 6               |            | 13.16   | 12.48     | 5       |    |
| U.S. deferred                         | 15.54            | 15.58   | _               |            | 15.75   | 15.51     | 2       |    |
| U.S. domestic composite               | 18.75            | 18.24   | 3               |            | 18.80   | 18.15     | 4       |    |
| International priority                | 54.25            | 53.70   | 1               |            | 54.52   | 53.54     | 2       |    |
| International economy                 | 46.45            | 46.77   | (1              | )          | 46.92   | 46.86     | _       |    |
| International export composite        | 51.50            | 51.38   | _               |            | 51.87   | 51.32     | 1       |    |
| International domestic <sup>(1)</sup> | 7.15             | 7.20    | (1              | )          | 7.21    | 7.21      | _       |    |
| Composite package yield               | 18.30            | 17.86   | 2               |            | 18.49   | 18.03     | 3       |    |
| Freight Statistics                    |                  |         |                 |            |         |           |         |    |
| Average daily freight pounds:         |                  |         |                 |            |         |           |         |    |
| U.S.                                  | 8,917            | 8,475   | 5               |            | 8,608   | 8,095     | 6       |    |

Edgar Filing: FEDEX CORP - Form 10-Q

| International priority             | 5,684  | 5,660  | _   | 5,469   | 5,260  | 4   |   |
|------------------------------------|--------|--------|-----|---------|--------|-----|---|
| International economy              | 15,373 | 13,231 | 16  | 14,401  | 11,733 | 23  |   |
| International airfreight           | 1,759  | 2,145  | (18 | ) 1,738 | 1,997  | (13 | ) |
| Total average daily freight pounds | 31,733 | 29,511 | 8   | 30,216  | 27,085 | 12  |   |
| Revenue per pound (yield):         |        |        |     |         |        |     |   |
| U.S.                               | \$1.41 | \$1.29 | 9   | \$1.38  | \$1.26 | 10  |   |
| International priority             | 1.57   | 1.52   | 3   | 1.57    | 1.48   | 6   |   |
| International economy              | 0.57   | 0.58   | (2  | ) 0.58  | 0.57   | 2   |   |
| International airfreight           | 0.75   | 0.74   | 1   | 0.75    | 0.72   | 4   |   |
| Composite freight yield            | 1.00   | 0.97   | 3   | 1.00    | 0.96   | 4   |   |

 $<sup>^{(1)}</sup>$ International domestic statistics relate to our international intra-country operations.

<sup>- 40 -</sup>

### FedEx Express Segment Revenues

FedEx Express segment revenues increased 6% in the second quarter and 8% in the first half of 2019 primarily due to international package and freight volume recovery from the NotPetya cyberattack and U.S. domestic package volume growth. Higher fuel surcharges also contributed to an increase in revenue in both the second quarter and the first half of 2019. However, FedEx Express experienced a deceleration in international package volume growth during the quarter as we saw a significant slowing of the Eurozone economy, as well as continued softness in economic conditions in Asia.

U.S. domestic package average daily volumes increased 7% in the second quarter and 5% in the first half of 2019 driven by deferred and overnight services, as e-commerce continues to drive growth. U.S. domestic package yields increased 3% in the second quarter and 4% in the first half of 2019 driven primarily by higher fuel surcharges. Average daily freight pounds increased 8% in the second quarter and 12% in the first half of 2019 primarily due to higher volume in international freight services, driven by recovery from the NotPetya cyberattack and an overall product mix shift from package to freight. Freight yields increased 3% in the second quarter and 4% in the first half of 2019 primarily due to U.S. domestic freight services driven by higher fuel surcharges and higher base rates. International export average daily volumes increased 3% in the second quarter and 4% in the first half of 2019 primarily due to the recovery from the NotPetya cyberattack. However, international package volume growth has slowed across most regions, as discussed above. International export package yields slightly increased in the second quarter and first half of 2019 as higher fuel surcharges were offset by base yield declines and unfavorable exchange rates.

FedEx Express's U.S. domestic and outbound fuel surcharge and international fuel surcharges ranged as follows for the periods ended November 30:

|  | Three Months<br>Ended |        | Six Mon<br>Ended | ths    |
|--|-----------------------|--------|------------------|--------|
|  | 2018                  | 2017   | 2018             | 2017   |
| U.S. Domestic and Outbound Fuel Surcharge: |                       |        |                  |        |
| Low  | 7.90 %                | 4.42 % | 7.02 %           | 2.21 % |
| High                                       | 10.80                 | 4.87   | 10.80            | 4.87   |
| Weighted-average                           | 8.60                  | 4.63   | 7.87             | 3.67   |
| International Fuel Surcharges:             |                       |        |                  |        |
| Low  | 8.65                  | 5.65   | 8.47             | 3.38   |
| High                                       | 18.82                 | 12.16  | 18.82            | 13.75  |
| Weighted-average                           | 16.77                 | 10.54  | 16.58            | 9.66   |