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World Fuel Services Corporation

2018 Second Quarter Earnings Call

July 26, 2018

Caution Concerning Forward Looking Statements

Certain statements made today, including comments about World Fuel's expectations regarding future plans, performance and acquisitions are forward-looking statements that are subject to a range of uncertainties and risks that could cause World Fuel's actual results to materially differ from the forward-looking information. A description of the risk factors that could cause results to materially differ from these projections can be found in World Fuel's most recent Form 10-K and other reports filed with the Securities and Exchange Commission. World Fuel assumes no obligation to revise or publicly release the results of any revisions to these forward-looking statements in light of new information or future events.

This presentation includes certain non-GAAP financial measures, as defined in Regulation G. A reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures is included in World Fuel's press release and can be found on its website.

Business Overview



Michael Kasbar

Chairman and Chief Executive Officer

Financial Overview

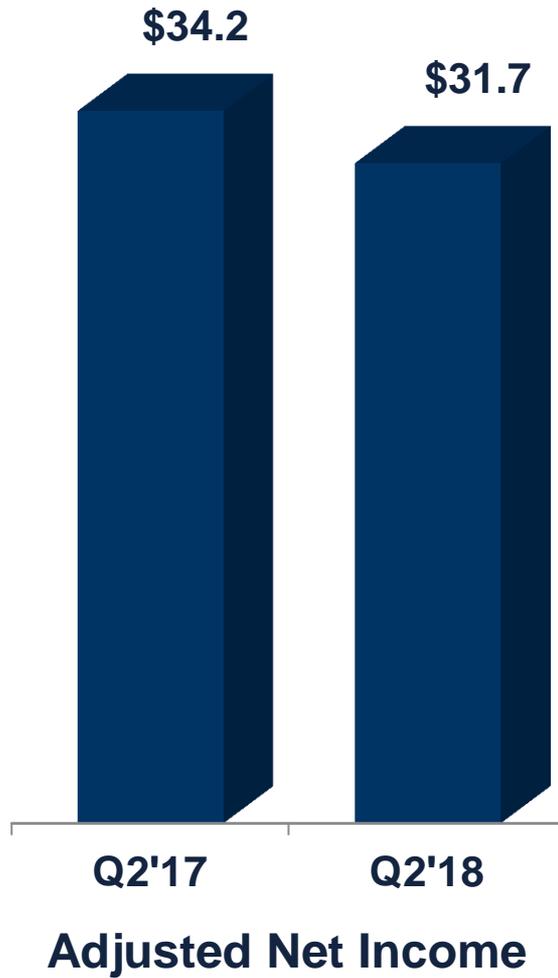


Ira Birns

Executive Vice President and Chief Financial Officer

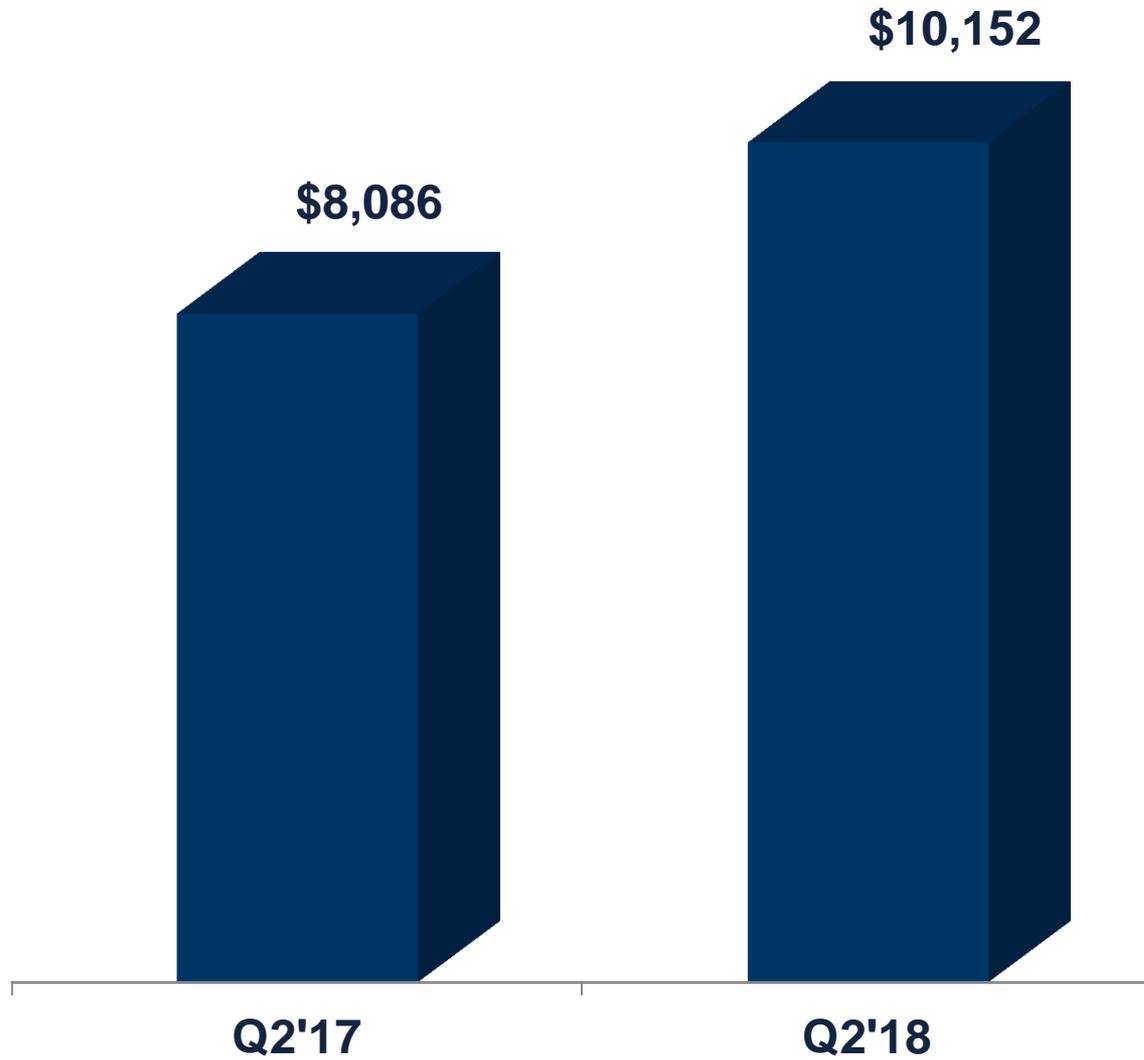
Adjusted Net Income & Adjusted Diluted Earnings Per Share

(\$ in millions except EPS)

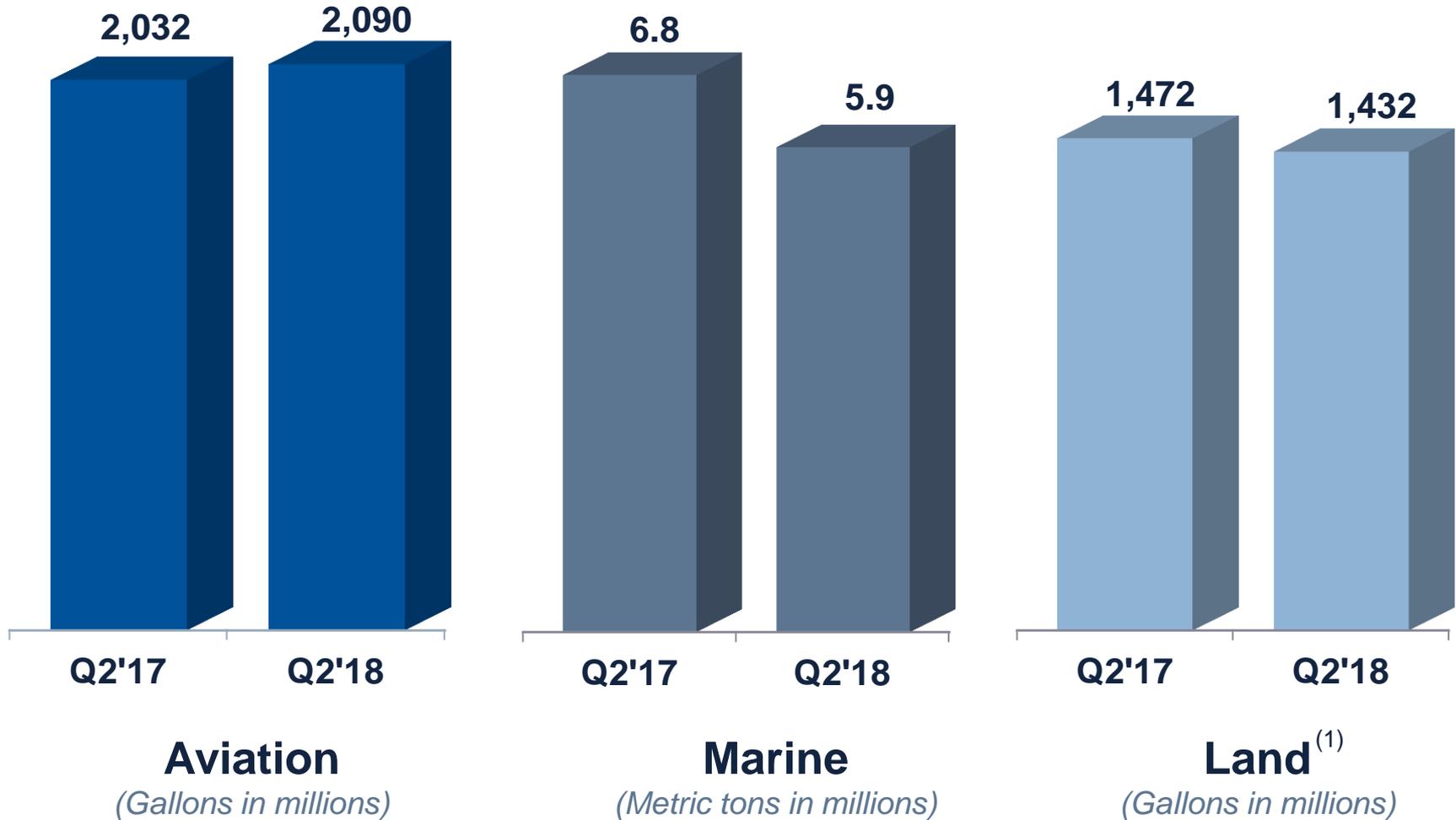


Consolidated Revenue

(\$ in millions)



Volume by Segment



(1) Includes gallons and gallon equivalents of British Thermal Units (BTU) for our natural gas sales and Kilowatt Hours (Kwh) for our Kinect power business.

Non-Operational Items⁽¹⁾

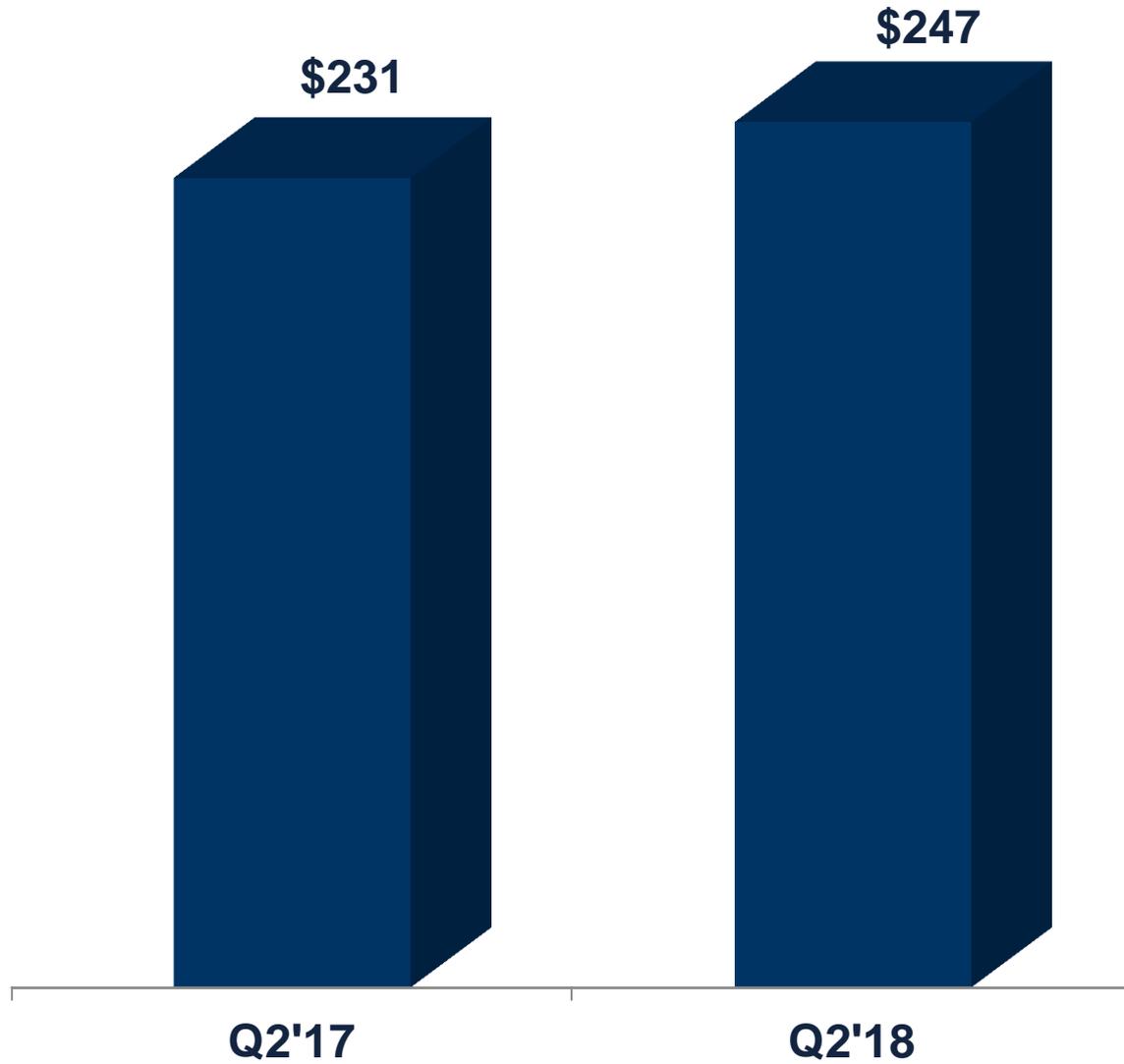
(\$ in millions)

| For the Three Months Ended June 30, 2018 | |
|--|--------------|
| Land | \$2.2 |
| Unallocated Corporate | \$1.3 |
| Marine | \$0.1 |
| Aviation | - |
| Total | \$3.6 |

(1) Consists of acquisition, severance and other restructuring costs.

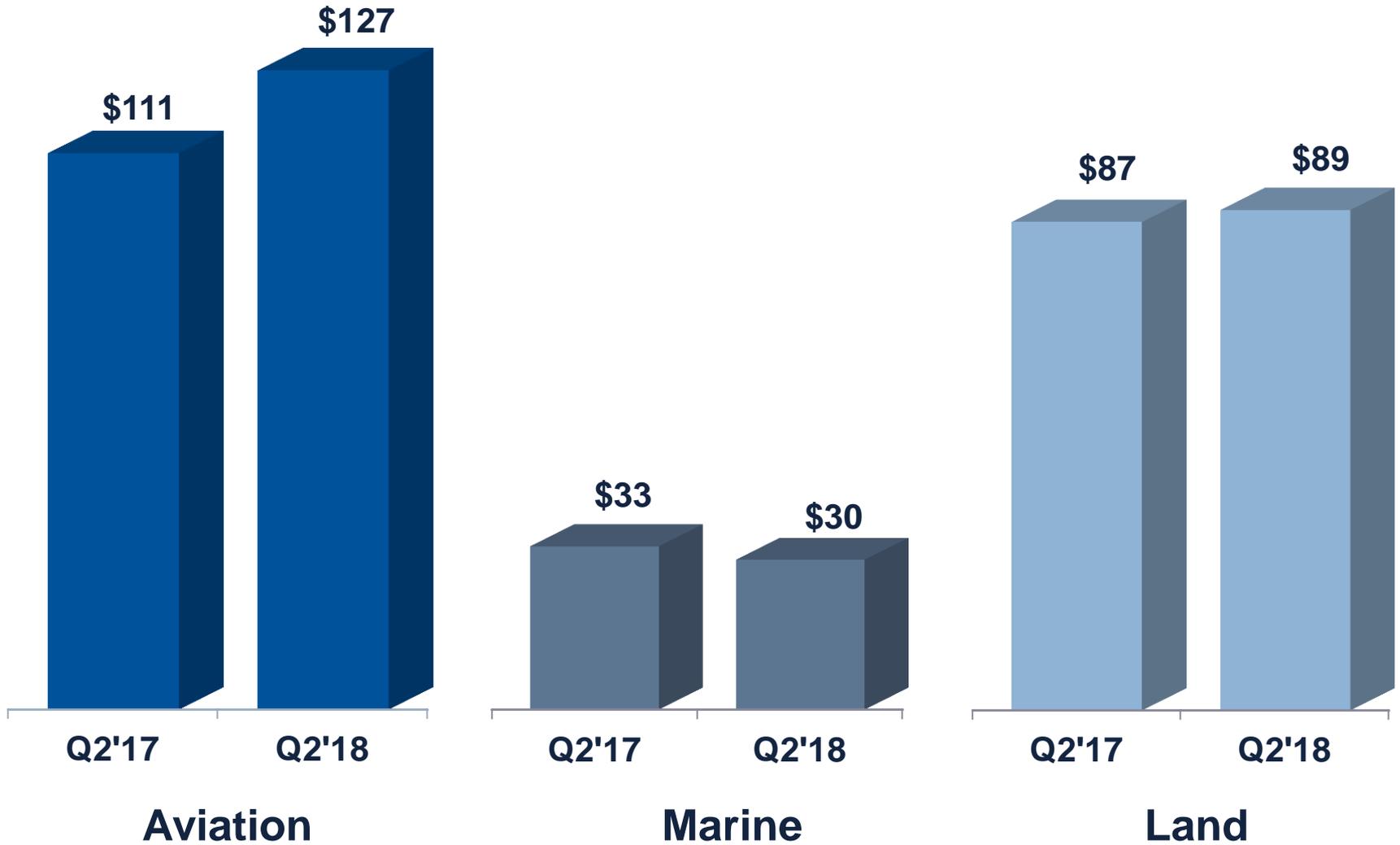
Consolidated Gross Profit

(\$ in millions)



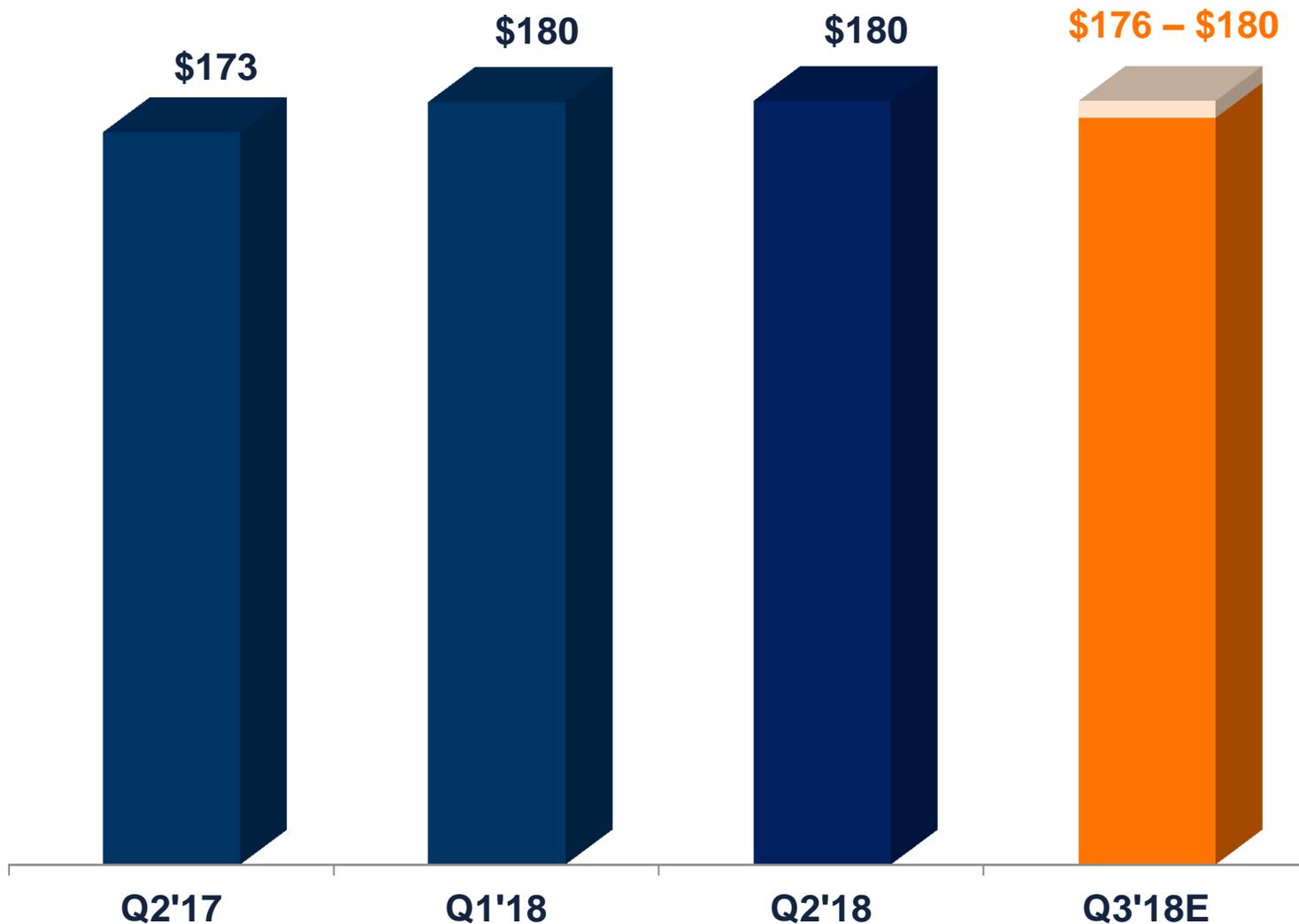
Gross Profit by Segment

(\$ in millions)



Consolidated Operating Expenses

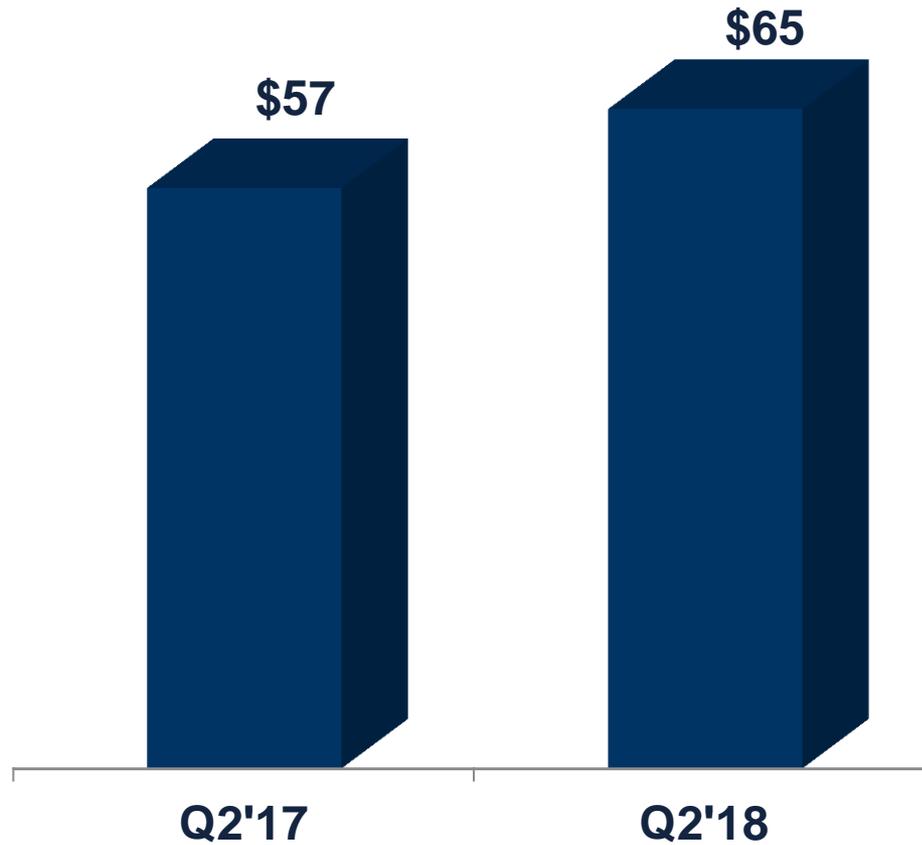
(excluding bad debt provision and non-operational items, \$ in millions)



(1) Excludes a bad debt provision of \$1.5, \$1.8, and \$2.3 and non-operational items in the amount of \$5.7, \$4.6 and \$2.9 for the quarters ended June 30, 2017, March 31, 2018 and June 30, 2018, respectively.

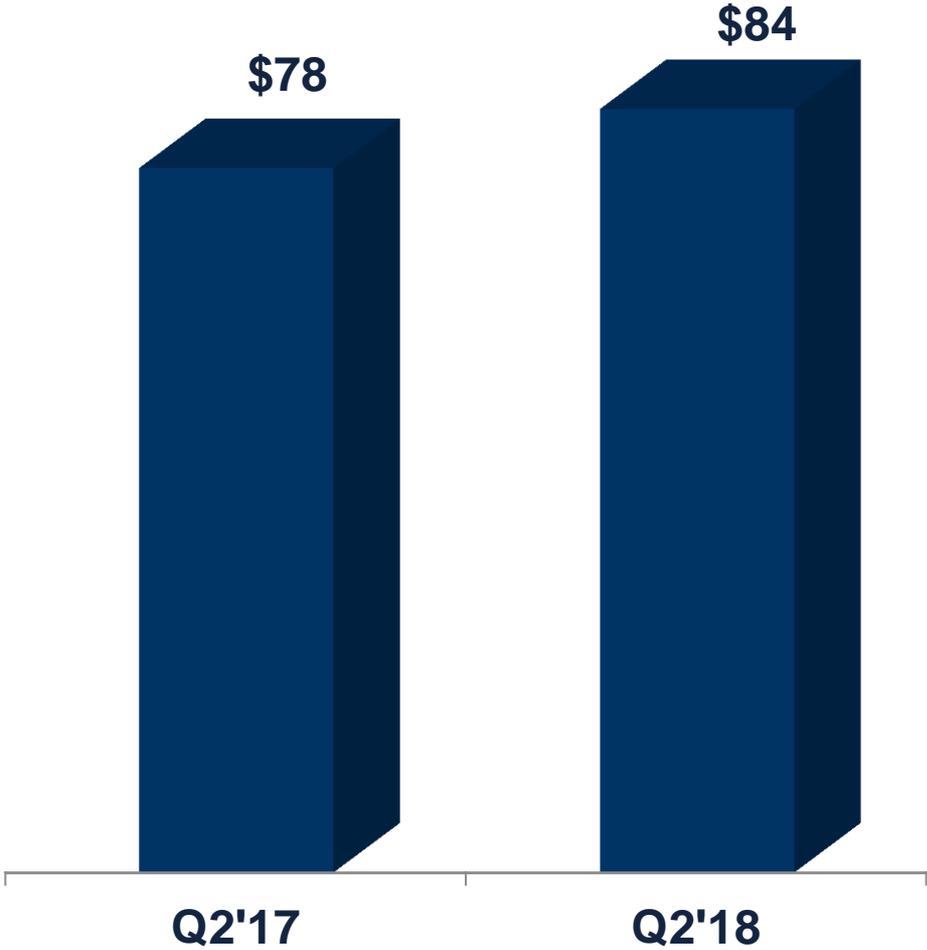
Consolidated Income From Operations

(\$ in millions)



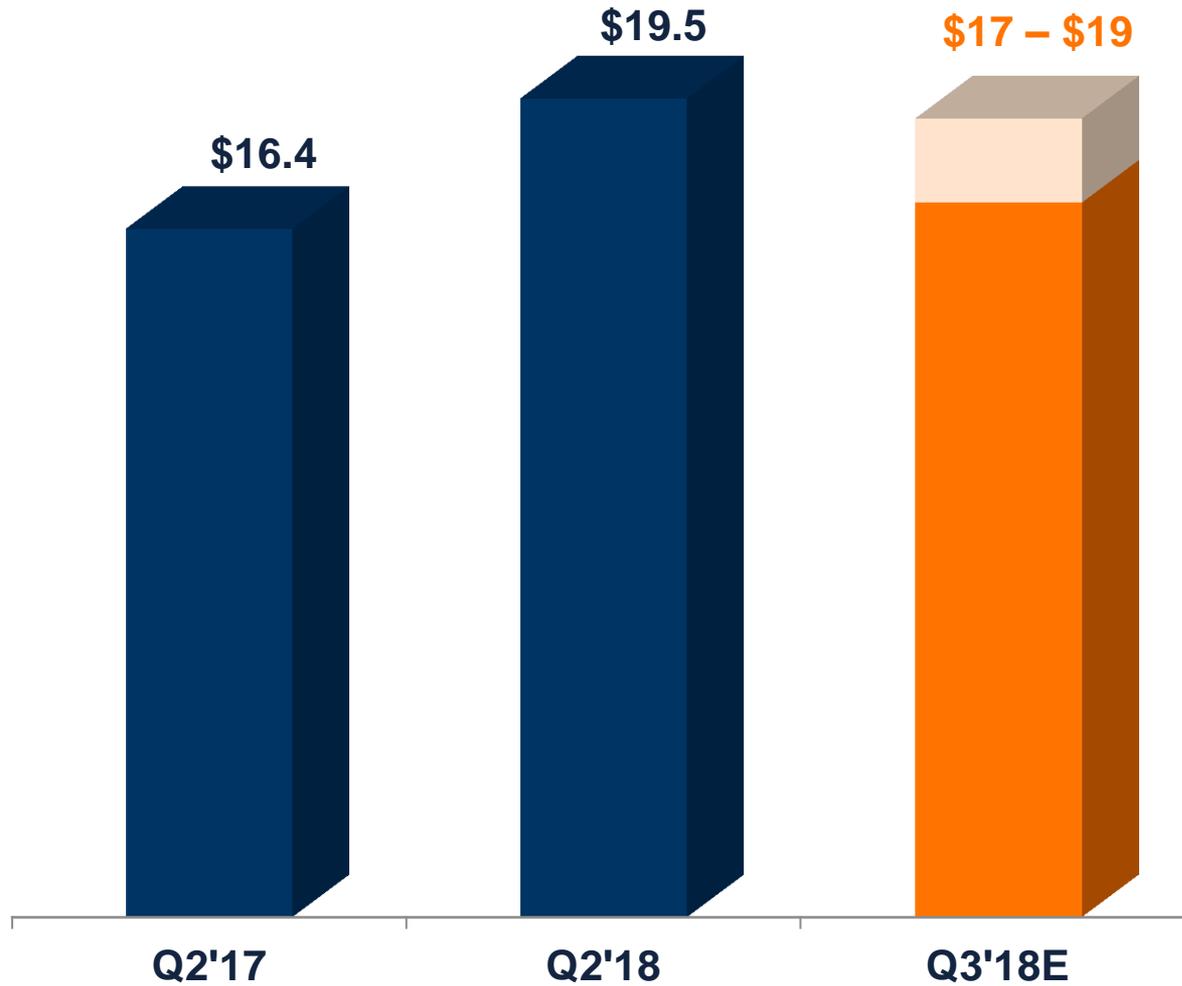
Consolidated EBITDA

(\$ in millions)

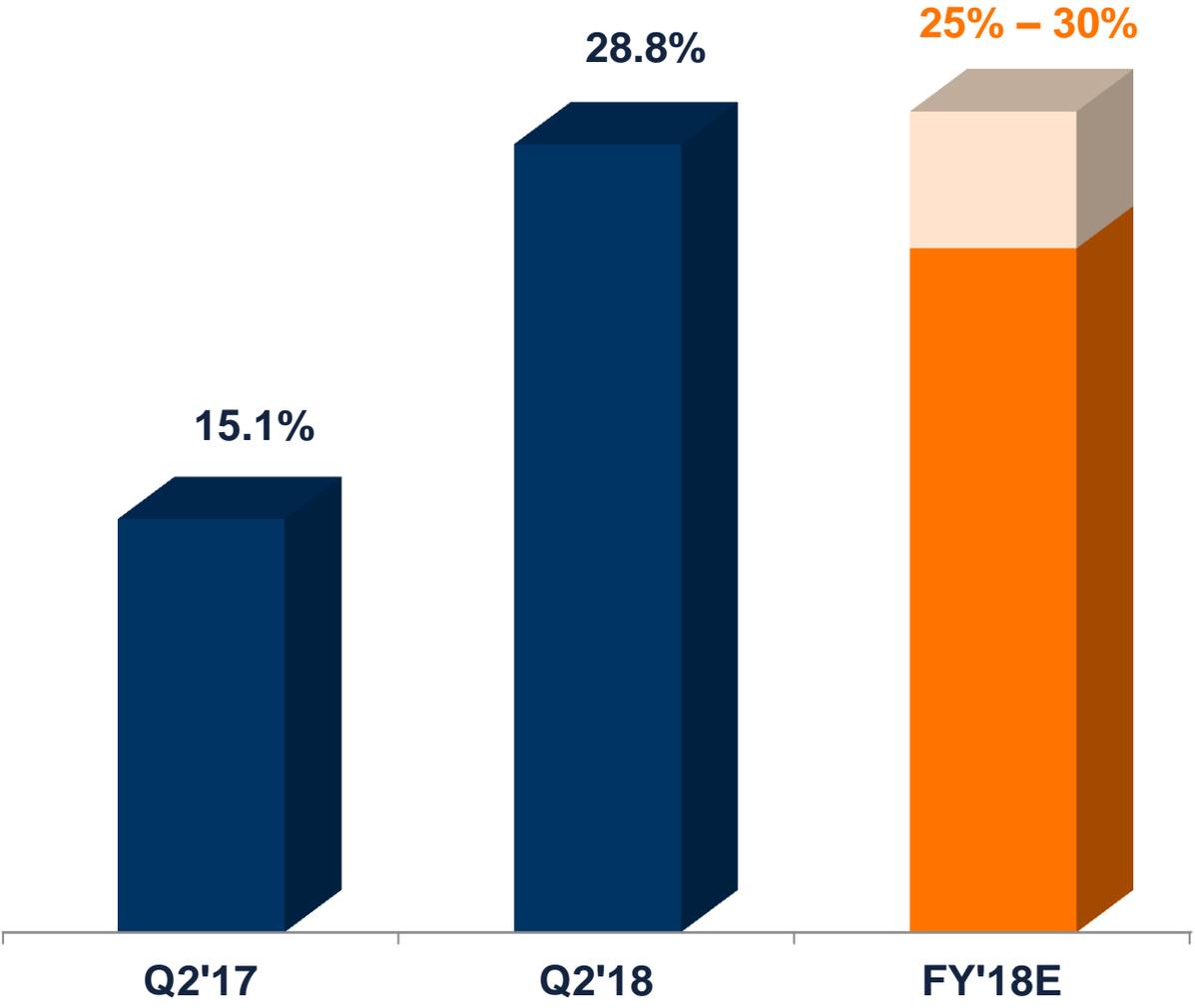


Non-Operating Expenses

(\$ in millions)



Effective Tax Rate



In Closing



We generated **record consolidated gross profit** and record gross profit in our aviation segment

We have **improved our operating leverage**

EBITDA increased and we continue to effectively manage our balance sheet

We have increasing confidence in our ability to **drive meaningful improvement in our financial performance**



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Questions & Answers

Earnings Reconciliation

(\$ in millions except per share data)

| | Q2 2017 | | | Q2 2018 | | |
|---|-------------|--------------------------|-------------|-------------|--------------------------|-------------|
| | As Reported | Adjustments ¹ | As Adjusted | As Reported | Adjustments ¹ | As Adjusted |
| Aviation | | | | | | |
| Gross Profit | \$110.9 | \$0.0 | \$110.9 | \$127.4 | \$0.0 | \$127.4 |
| Operating Expenses | 61.2 | (3.2) | 57.9 | 63.2 | (0.3) | 62.9 |
| Income from Operations | 49.7 | 3.2 | 53.0 | 64.2 | 0.3 | 64.5 |
| Marine | | | | | | |
| Gross Profit | 32.9 | - | 32.9 | 30.2 | - | 30.2 |
| Operating Expenses | 25.7 | (0.8) | 24.9 | 22.3 | (0.2) | 22.1 |
| Income from Operations | 7.2 | 0.8 | 8.1 | 7.9 | 0.2 | 8.1 |
| Land | | | | | | |
| Gross Profit | 87.2 | - | 87.2 | 88.6 | 0.7 | 89.3 |
| Operating Expenses | 75.0 | (1.1) | 73.9 | 78.3 | (1.6) | 76.8 |
| Income from Operations | 12.2 | 1.1 | 13.3 | 10.2 | 2.3 | 12.5 |
| Corporate (Unallocated) | | | | | | |
| Operating Expenses | 17.9 | (0.5) | 17.4 | 21.2 | (0.8) | 20.5 |
| Income from Operations | (17.9) | 0.5 | (17.4) | (21.2) | 0.8 | (20.5) |
| WFS | | | | | | |
| Gross Profit | 231.0 | - | 231.0 | 246.2 | 0.7 | 246.9 |
| Operating Expenses | 179.7 | (5.7) | 174.1 | 185.1 | (2.9) | 182.3 |
| Income from Operations | 51.2 | 5.7 | 56.9 | 61.1 | 3.6 | 64.6 |
| Non-operating expense, net | 16.4 | - | 16.4 | 19.5 | - | 19.5 |
| Income before income taxes | 34.9 | 5.7 | 40.5 | 41.6 | 3.6 | 45.2 |
| Provision for income taxes | 4.6 | 1.5 | 6.1 | 12.4 | 0.6 | 13.0 |
| Net income (loss) attributable to noncontrolling interest | 0.2 | - | 0.2 | 0.5 | - | 0.5 |
| Net income | \$30.0 | \$4.1 | \$34.2 | \$28.7 | \$2.9 | \$31.7 |
| Diluted earnings per common share | \$0.44 | \$0.06 | \$0.50 | \$0.42 | \$0.04 | \$0.47 |

1) Adjustments are related to acquisitions, severance, and other restructuring costs