



Second Quarter 2020 Earnings Call

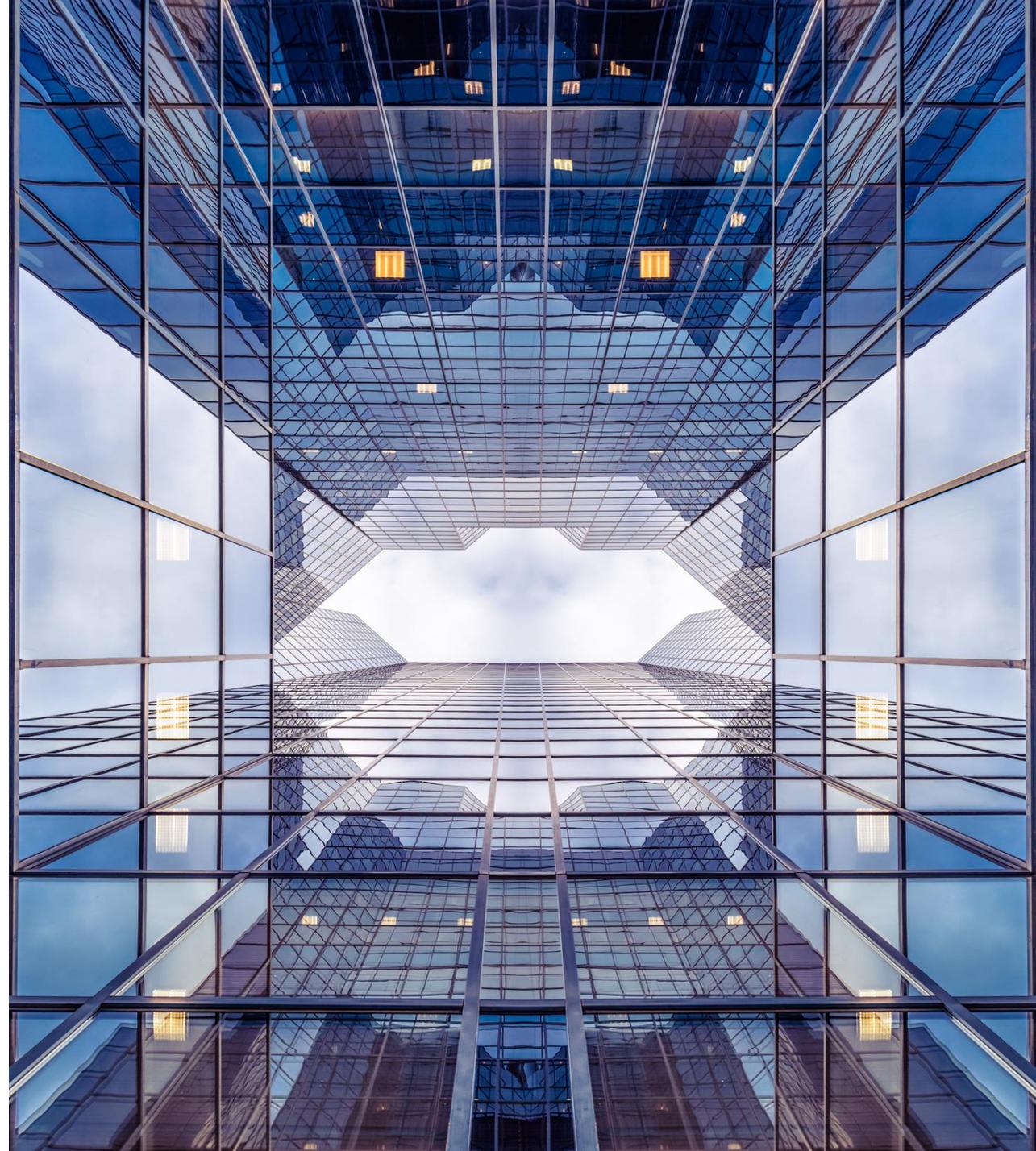
Thursday, July 30, 2020



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

Business Overview

Financial Overview

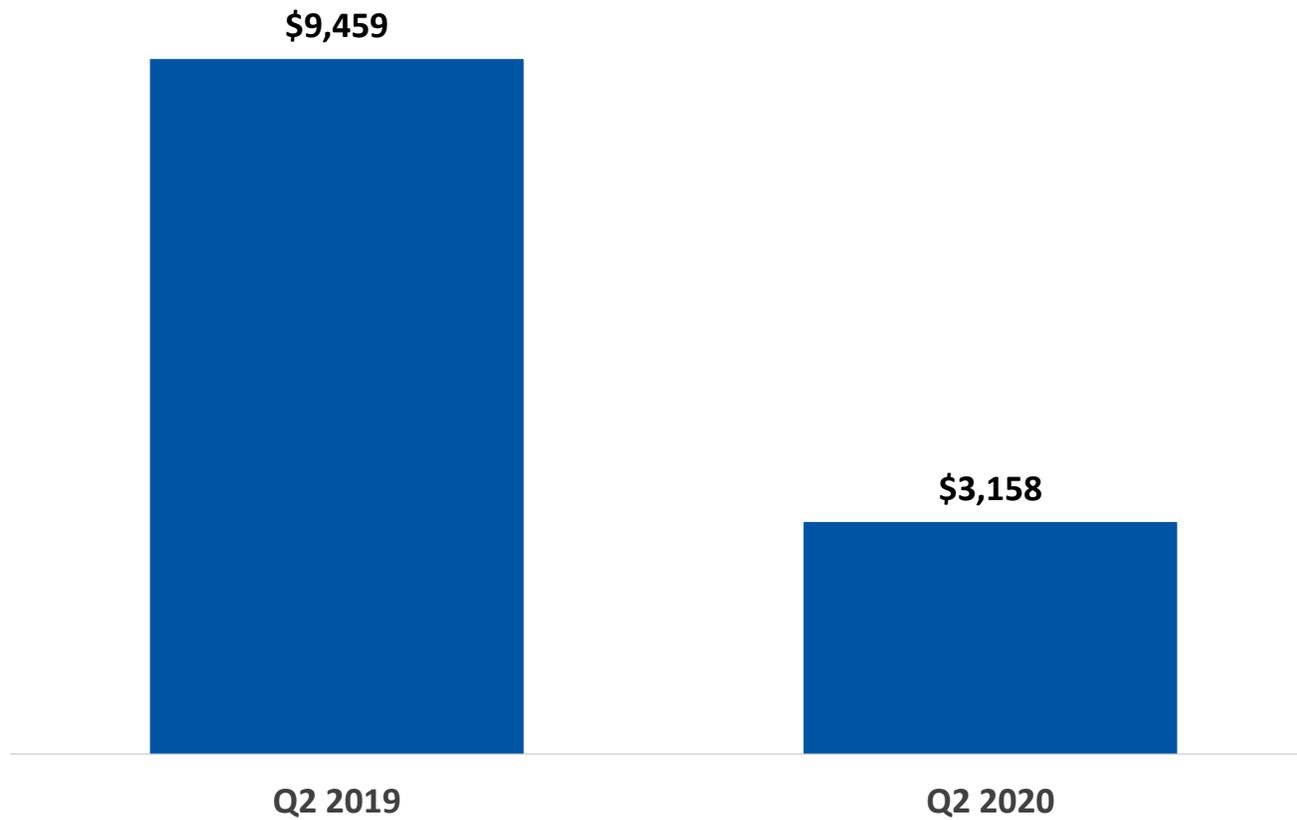
Ira Birns

Executive Vice President and
Chief Financial Officer

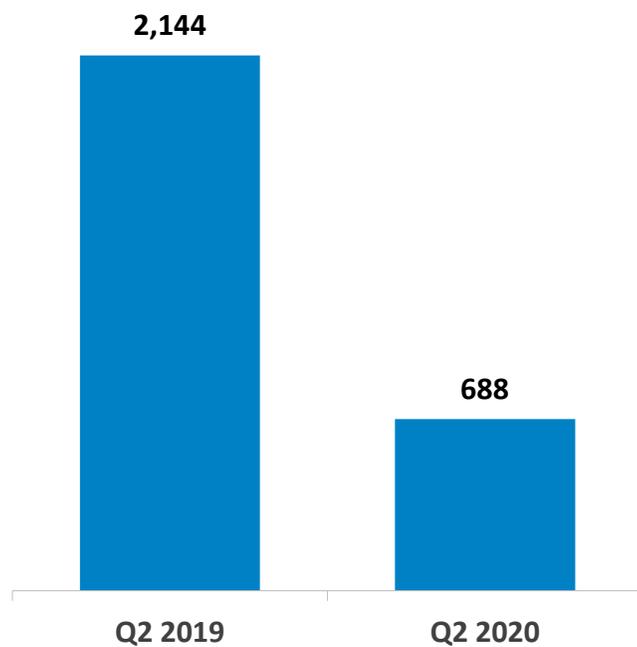
Financial Overview

- ❑ Adjusted net income and EPS were \$8 million and \$0.13 per share,
- ❑ Adjusted EBITDA for the second quarter was \$57 million
- ❑ We generated \$236 million of cash flow from operations
- ❑ Announced sale of the MultiService business to Corsair Capital

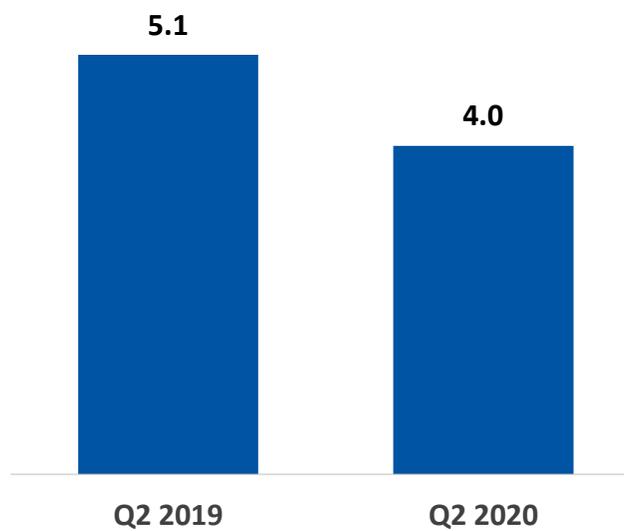
Consolidated Revenue (\$ in millions)



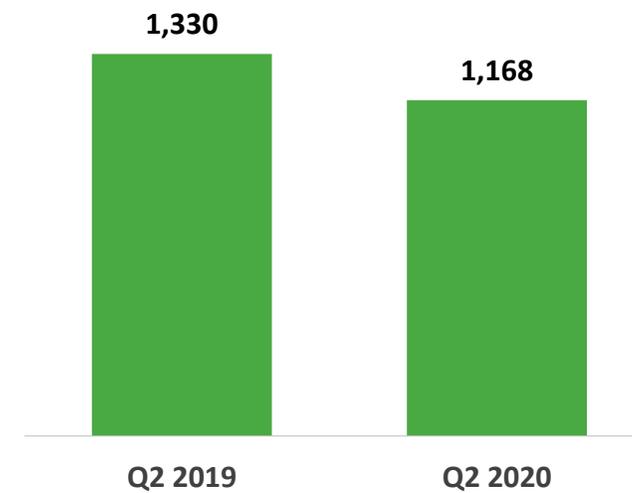
Volume by Segment



Aviation
(Gallons in millions)



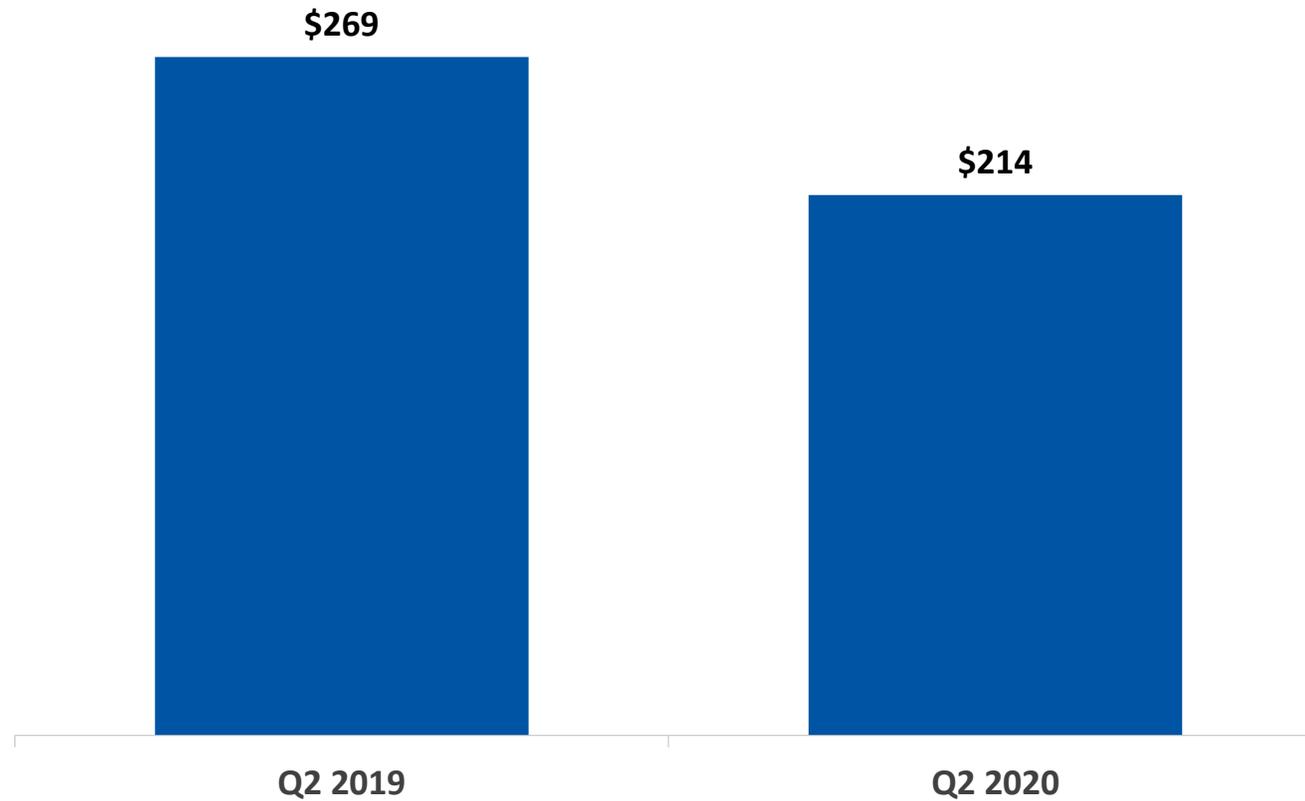
Marine
(Metric tons in millions)



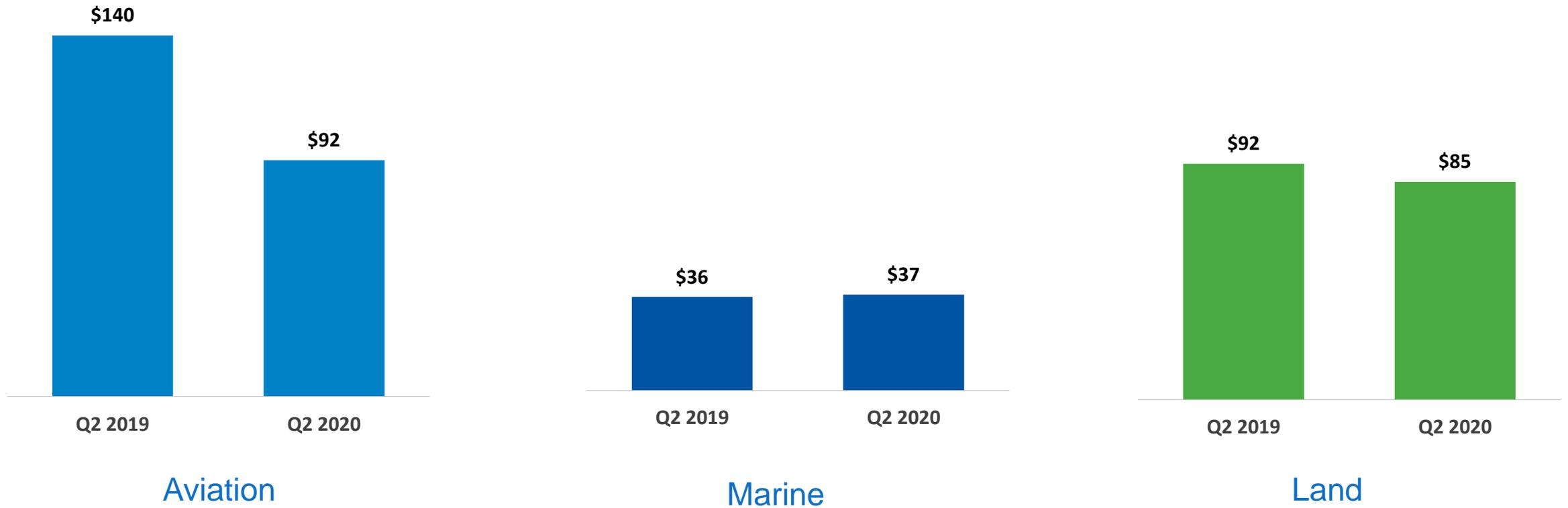
Land
(Gallons in millions) *

* Includes gallon and gallon equivalents

Consolidated Gross Profit (\$ in millions)

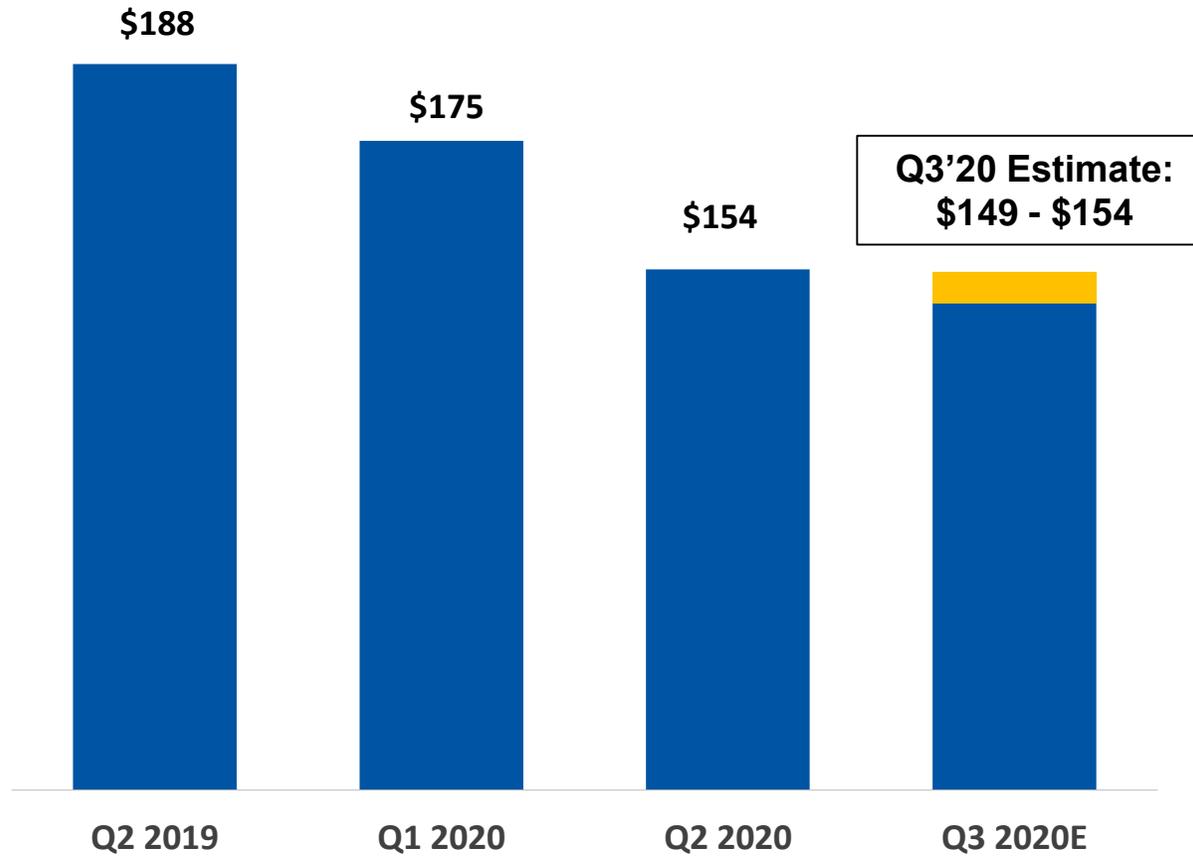


Gross Profit by Segment (\$ in millions)



Consolidated Operating Expenses (excluding bad debt provision)

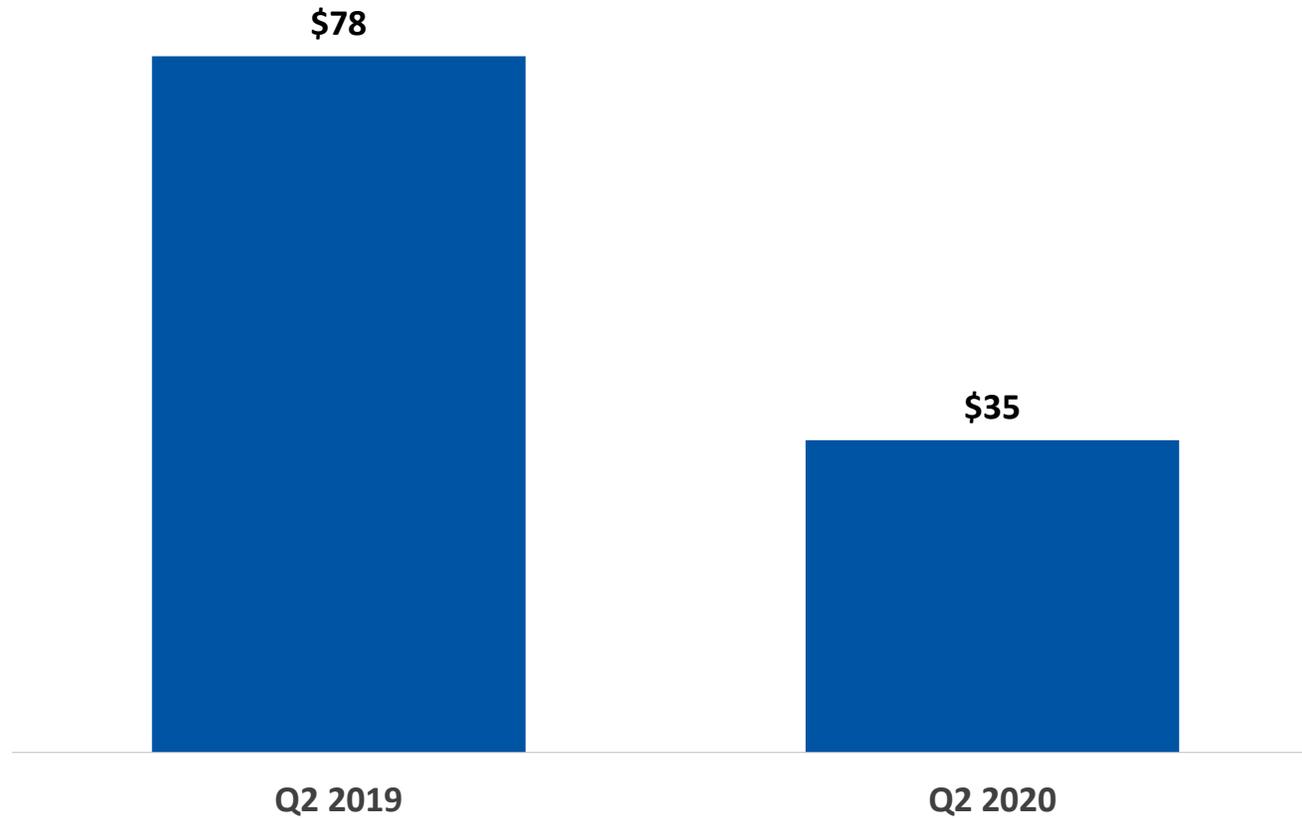
(\$ in millions)



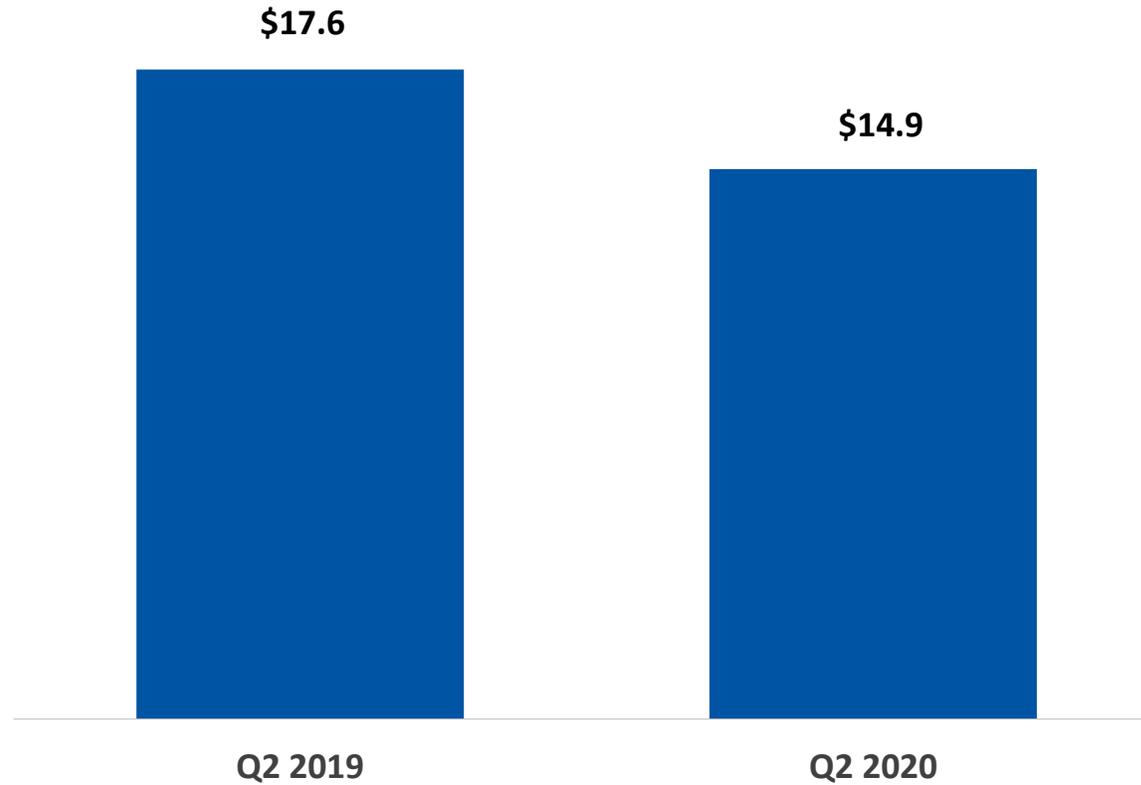
Cost Reduction Measures We Have Taken

- Global hiring freeze and other organizational changes
- Postponement or elimination of all non-essential projects and initiatives
- Rationalization of global office footprint
- Significant reduction in discretionary spending

Consolidated Income From Operations (\$ in millions)



Non-operating Expense (\$ in millions)



Financial Overview

- Total Accounts Receivable balance was \$1.4 billion
- We generated \$236 million of cash flow from operations
- Our net debt declined by \$200 million sequentially to \$450 million
- Available liquidity remained at more than \$1 billion
- The announced sale of our MultiService business further strengthens our liquidity profile and enables us to focus more attention on driving growth in our core business



Questions + Answers

Earnings Reconciliation (\$ in millions except per share data)

	Q2 2019			Q2 2020		
	As Reported	Adjustments ¹	As Adjusted	As Reported	Adjustments ¹	As Adjusted
Aviation						
Gross Profit	\$140.5	\$0.0	\$140.5	\$91.9	\$0.0	\$91.9
Operating Expenses	67.0	(0.7)	66.3	82.9	(7.6)	75.3
Income from Operations	73.5	0.7	74.1	9.0	7.6	16.6
Marine						
Gross Profit	36.4	-	36.4	37.2	-	37.2
Operating Expenses	26.3	(0.9)	25.4	23.9	(4.3)	19.6
Income from Operations	10.1	0.9	11.0	13.3	4.3	17.7
Land						
Gross Profit	91.7	0.0	91.7	84.8	0.0	84.8
Operating Expenses	79.9	(0.3)	79.6	75.1	(7.4)	67.7
Income from Operations	11.8	0.3	12.1	9.7	7.4	17.1
Corporate (Unallocated)						
Operating Expenses	20.2	(0.4)	19.8	20.1	(3.6)	16.6
Income from Operations	(20.2)	0.4	(19.8)	(20.1)	3.6	(16.6)
WFS						
Gross Profit	268.6	0.0	268.6	213.9	0.0	213.9
Operating Expenses	193.4	(2.3)	191.1	202.0	(22.9)	179.1
Income from Operations	75.2	2.3	77.5	11.9	22.9	34.7
Non-operating expense, net	17.6	-	17.6	14.9	(0.0)	14.9
Income before income taxes	57.6	2.3	60.0	(3.0)	22.9	19.9
Provision for income taxes	20.0	0.5	20.5	7.7	4.5	12.2
Net income (loss) attributable to noncontrolling interest	0.6	-	0.6	(0.4)	-	(0.4)
Net income	\$37.0	\$1.8	\$38.8	(\$10.2)	\$18.4	\$8.1
Diluted earnings per common share	\$0.55	\$0.03	\$0.58	(\$0.16)	\$0.29	\$0.13

1) Adjustments are related to acquisitions, restructuring, and asset impairment costs

Earnings Reconciliation (\$ in millions except per share data)

	Jun YTD 2019			Jun YTD 2020		
	As Reported	Adjustments ¹	As Adjusted	As Reported	Adjustments ¹	As Adjusted
Aviation						
Gross Profit	\$254.8	\$0.0	\$254.8	\$185.0	\$0.0	\$185.0
Operating Expenses	125.7	(1.0)	124.7	147.0	(8.0)	139.0
Income from Operations	129.1	1.0	130.1	38.1	8.0	46.0
Marine						
Gross Profit	71.6	-	71.6	96.6	-	96.6
Operating Expenses	48.0	(1.2)	46.8	49.3	(4.5)	44.9
Income from Operations	23.6	1.2	24.8	47.2	4.5	51.7
Land						
Gross Profit	193.2	0.3	193.5	191.0	0.0	191.0
Operating Expenses	160.4	(1.2)	159.3	155.7	(8.9)	146.7
Income from Operations	32.8	1.5	34.3	35.3	8.9	44.3
Corporate (Unallocated)						
Operating Expenses	40.0	(0.8)	39.1	37.9	(4.2)	33.7
Income from Operations	(40.0)	0.8	(39.1)	(37.9)	4.2	(33.7)
WFS						
Gross Profit	519.7	0.3	520.0	472.6	0.0	472.6
Operating Expenses	374.1	(4.2)	369.9	389.9	(25.6)	364.3
Income from Operations	145.6	4.5	150.1	82.7	25.6	108.3
Non-operating expense, net	36.6	-	36.6	28.1	(0.0)	28.1
Income before income taxes	109.0	4.5	113.5	54.6	25.6	80.3
Provision for income taxes	34.0	1.0	35.1	23.7	5.1	28.8
Net income (loss) attributable to noncontrolling interest	0.7	-	0.7	(0.2)	-	(0.2)
Net income	\$74.2	\$3.5	\$77.7	\$31.2	\$20.5	\$51.7
Diluted earnings per common share	\$1.10	\$0.05	\$1.16	\$0.48	\$0.32	\$0.80

1) Adjustments are related to acquisitions, restructuring, and asset impairment costs