



World Fuel Services Corporation

2016 Fourth Quarter & Full Year
Earnings Call

February 14, 2017



Safe Harbor Statement

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

Fourth Quarter and Full Year Overview

- **Our aviation segment has remained resilient and we remained focused on organic business development throughout the course of 2016**
 - Our global aviation platform is a meaningful participant in every important dimension of commercial, business, general and military aviation fuel and related services
- **Our land segment is evolving from a primarily supply driven wholesale business to a national and then global platform**
 - Our performance was affected by an unseasonably warm winter in the UK and supply disruptions in the U.S. which negatively impacted our usual advantaged supply position
- **The marine segment continued to experience overall weakness and an array of challenges throughout all sectors of the shipping industry in 2016**
 - We do believe we are positioned well to provide solutions to customers as fuel regulations evolve with global initiatives and the market looks to recover in the long-term

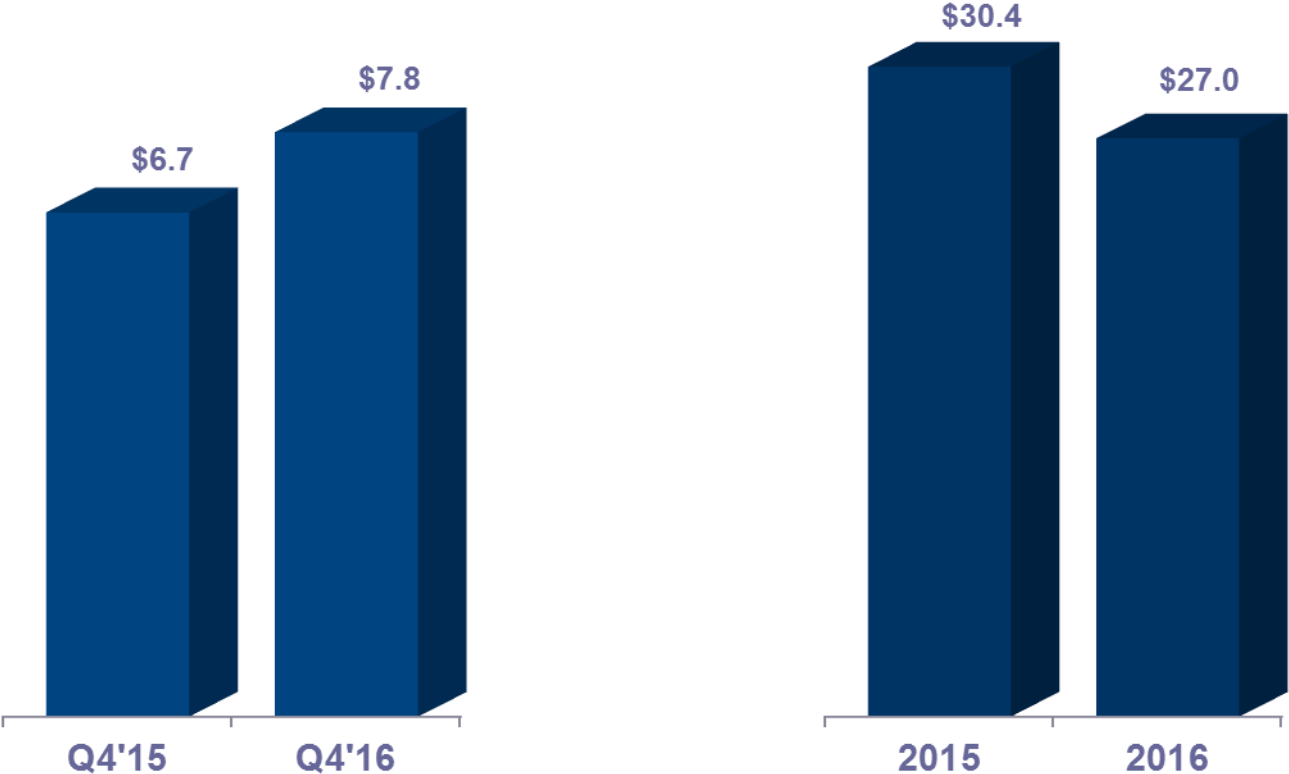
Financial Overview



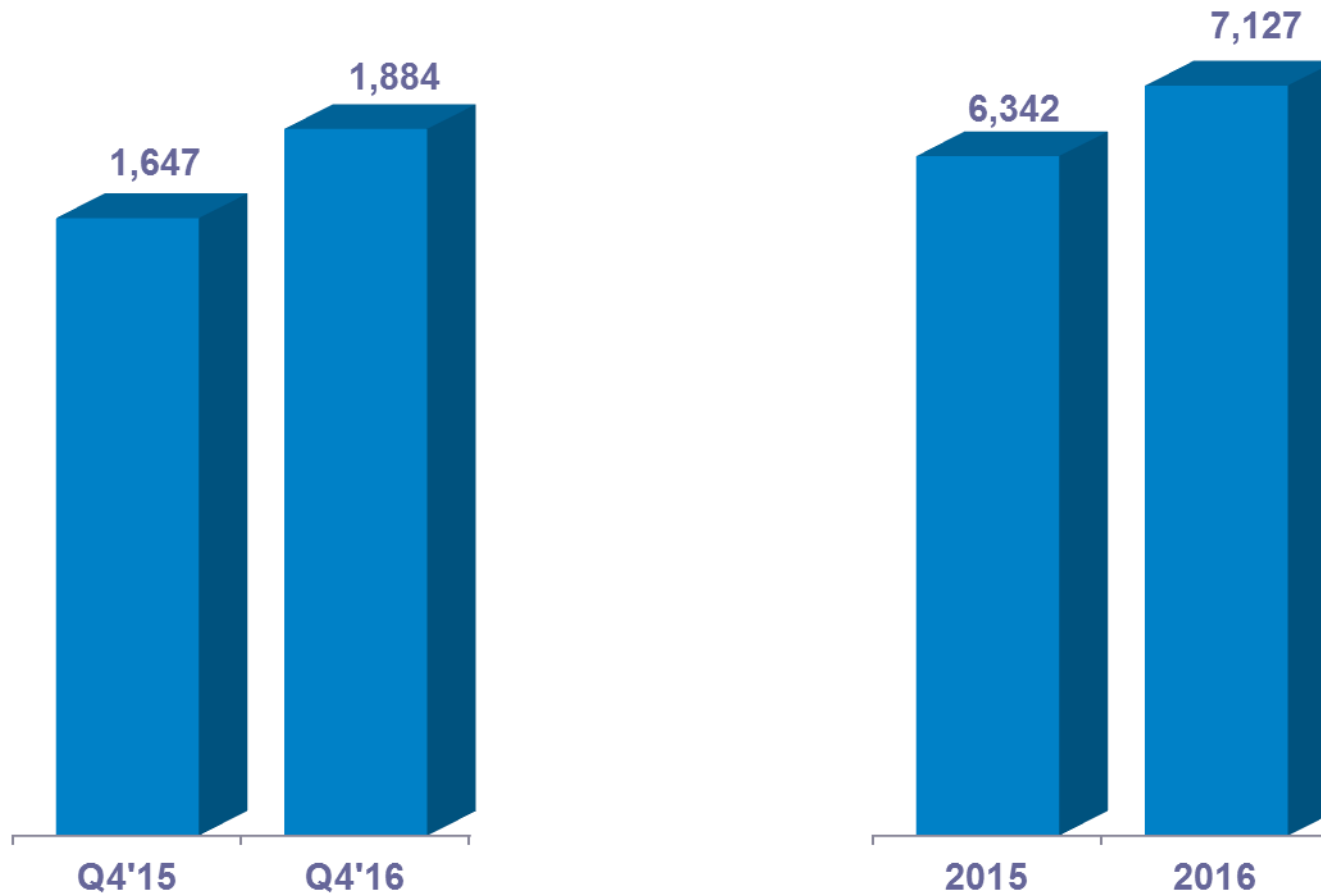
Ira Birns

Executive Vice President and
Chief Financial Officer

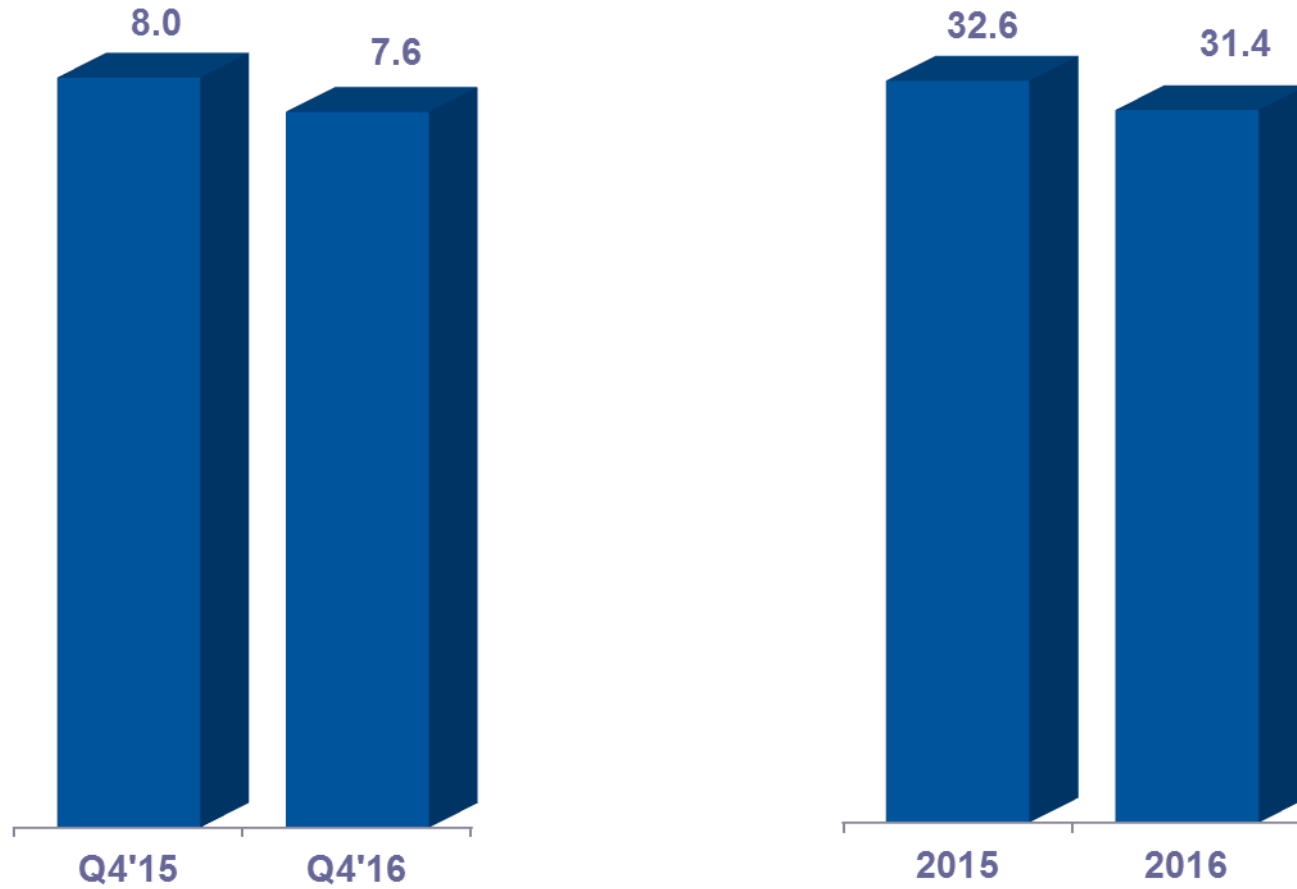
Consolidated Revenue (\$ in billions)



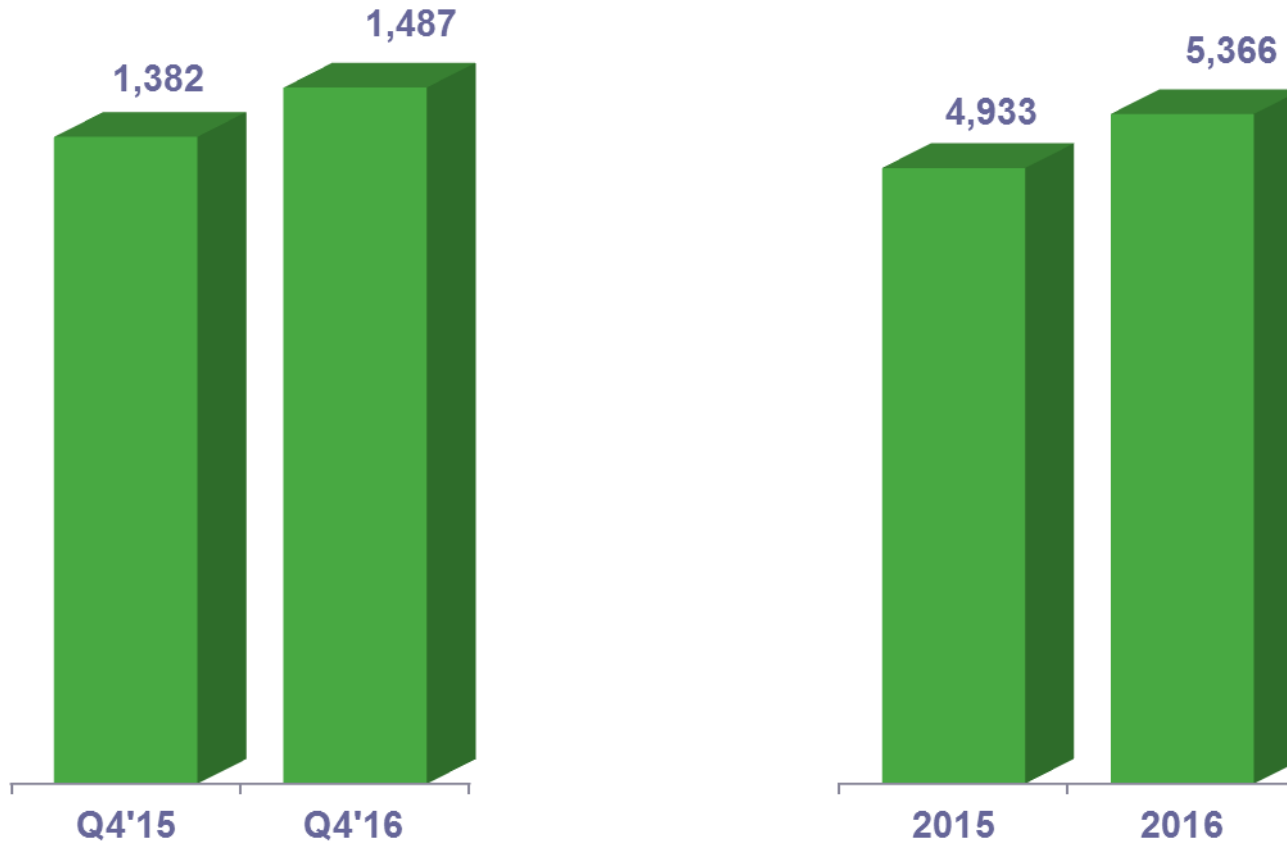
Volume by Segment – Aviation (gallons in millions)



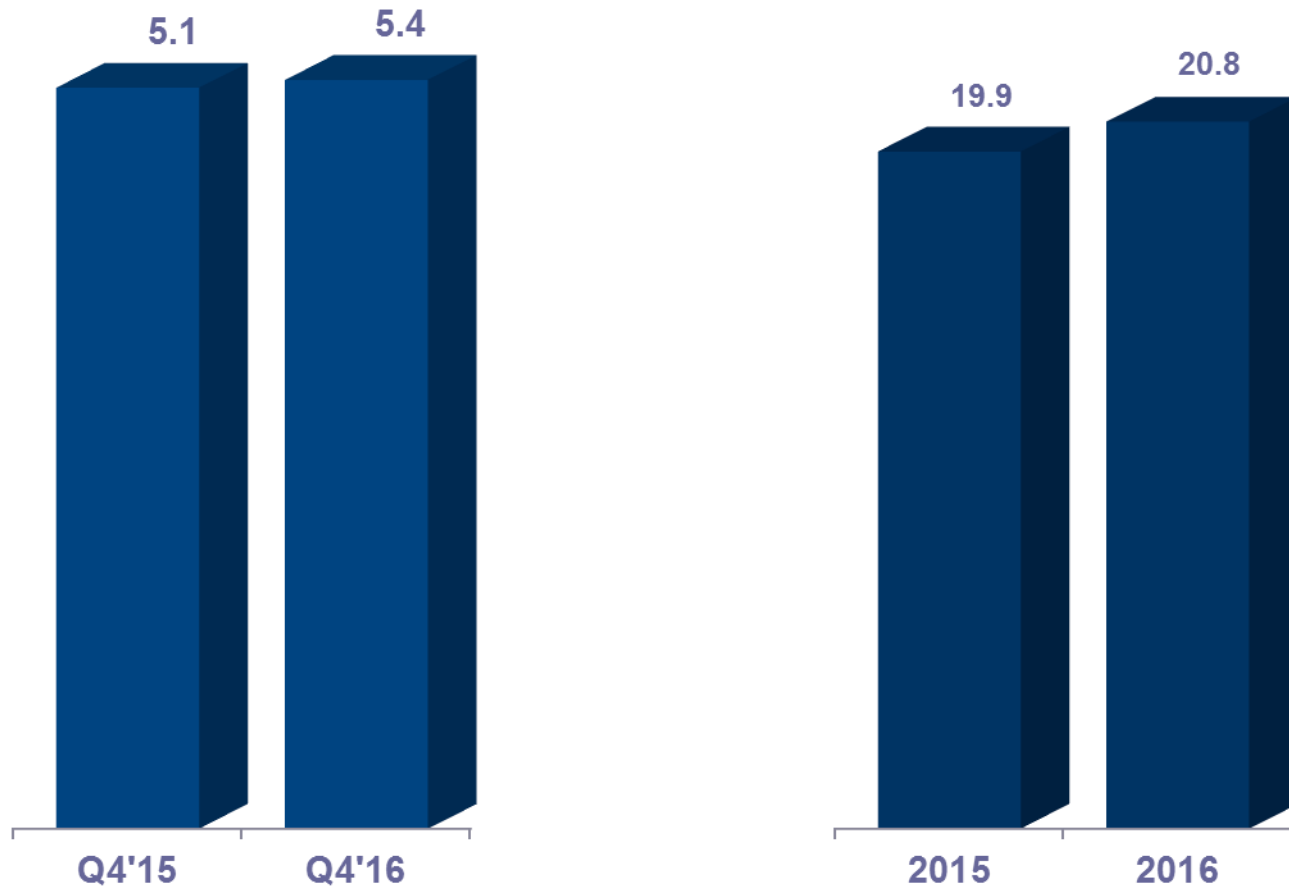
Volume by Segment – Marine (metric tons in millions)



Volume by Segment – Land (gallons in millions)



Consolidated Volume (gallons in billions)



Fourth Quarter Non-Recurring Items (\$ in millions)

Aviation segment \$ 3.9

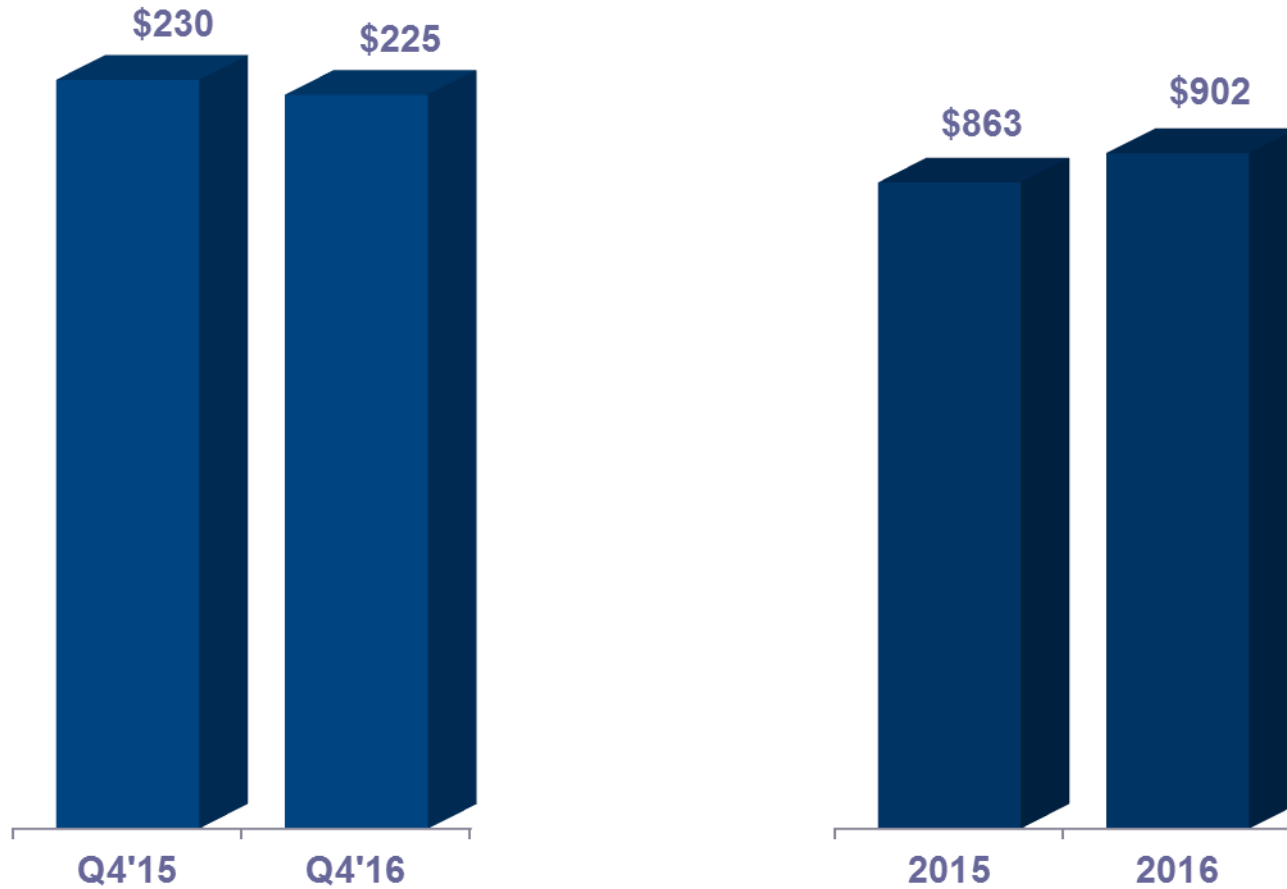
Marine segment \$ 3.9

Land segment \$ 2.6

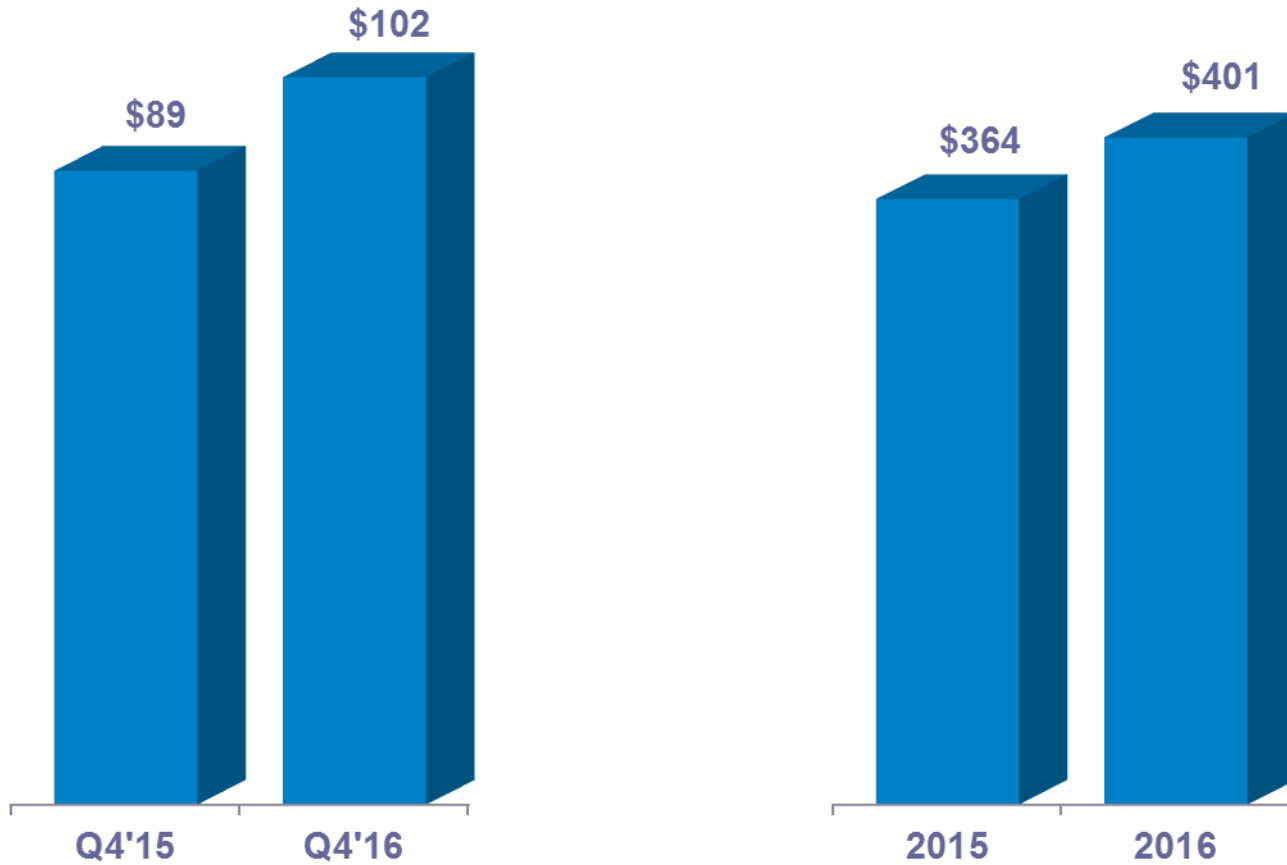
Non-operating expenses \$ 7.5

Total non-recurring items \$17.9

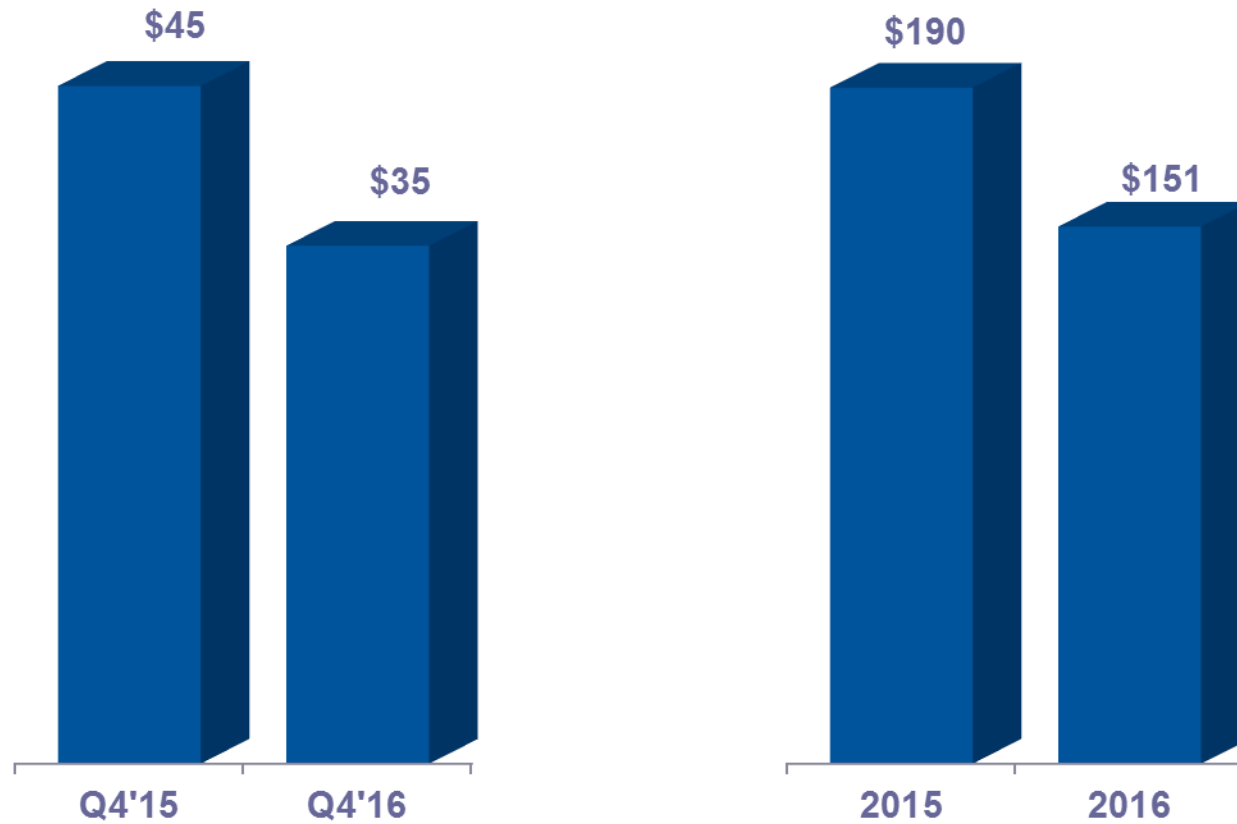
Consolidated Gross Profit (\$ in millions)



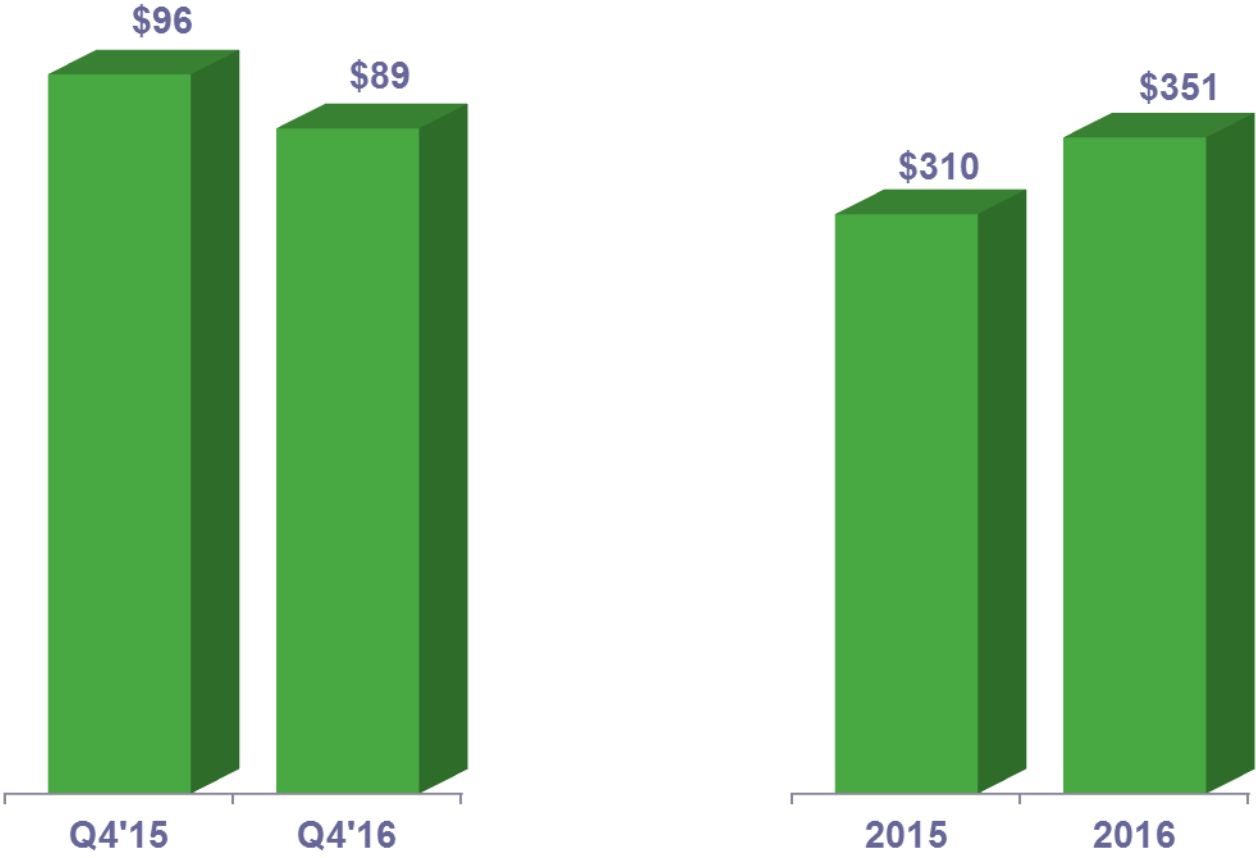
Gross Profit by Segment - Aviation (\$ in millions)



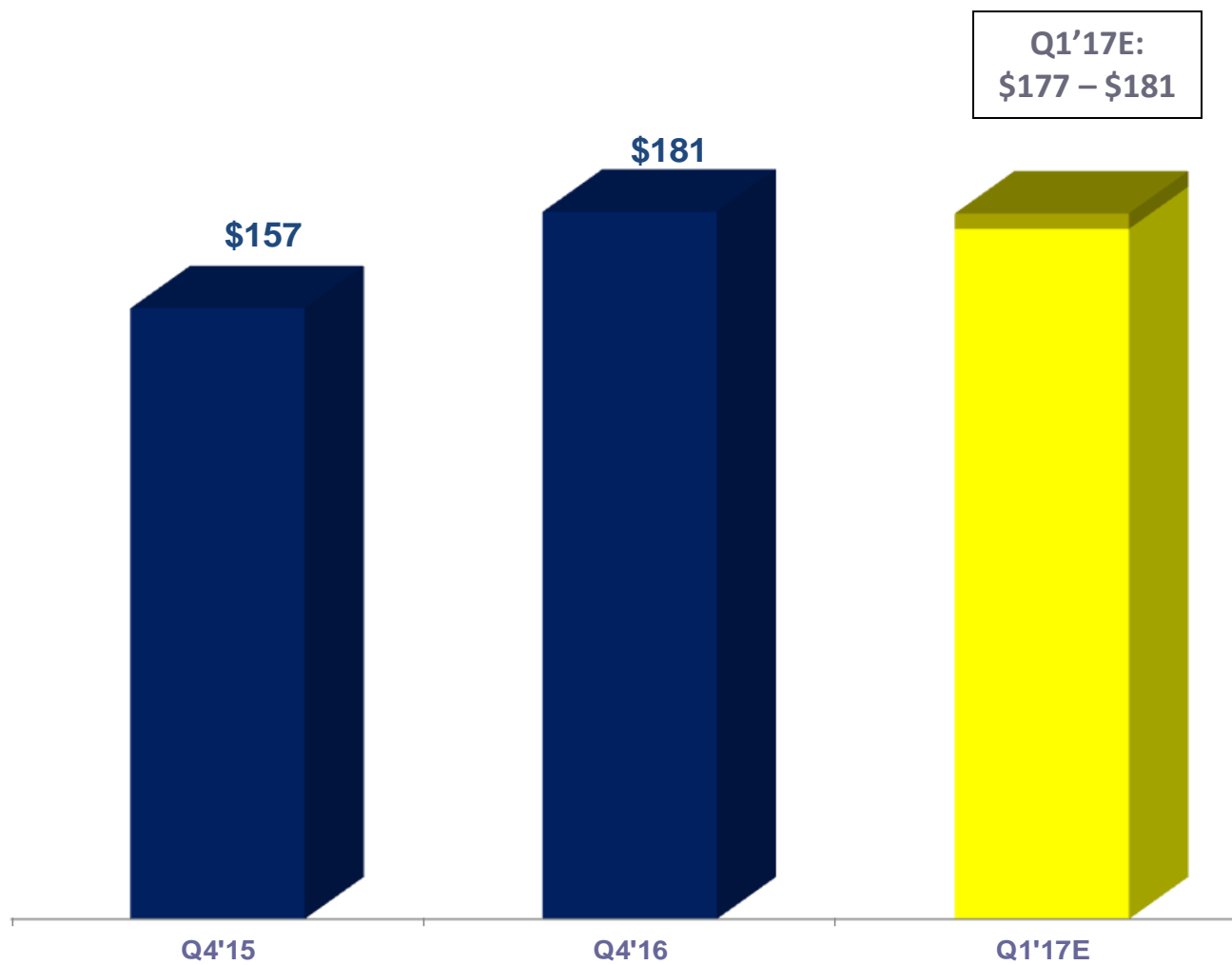
Gross Profit by Segment - Marine (\$ in millions)



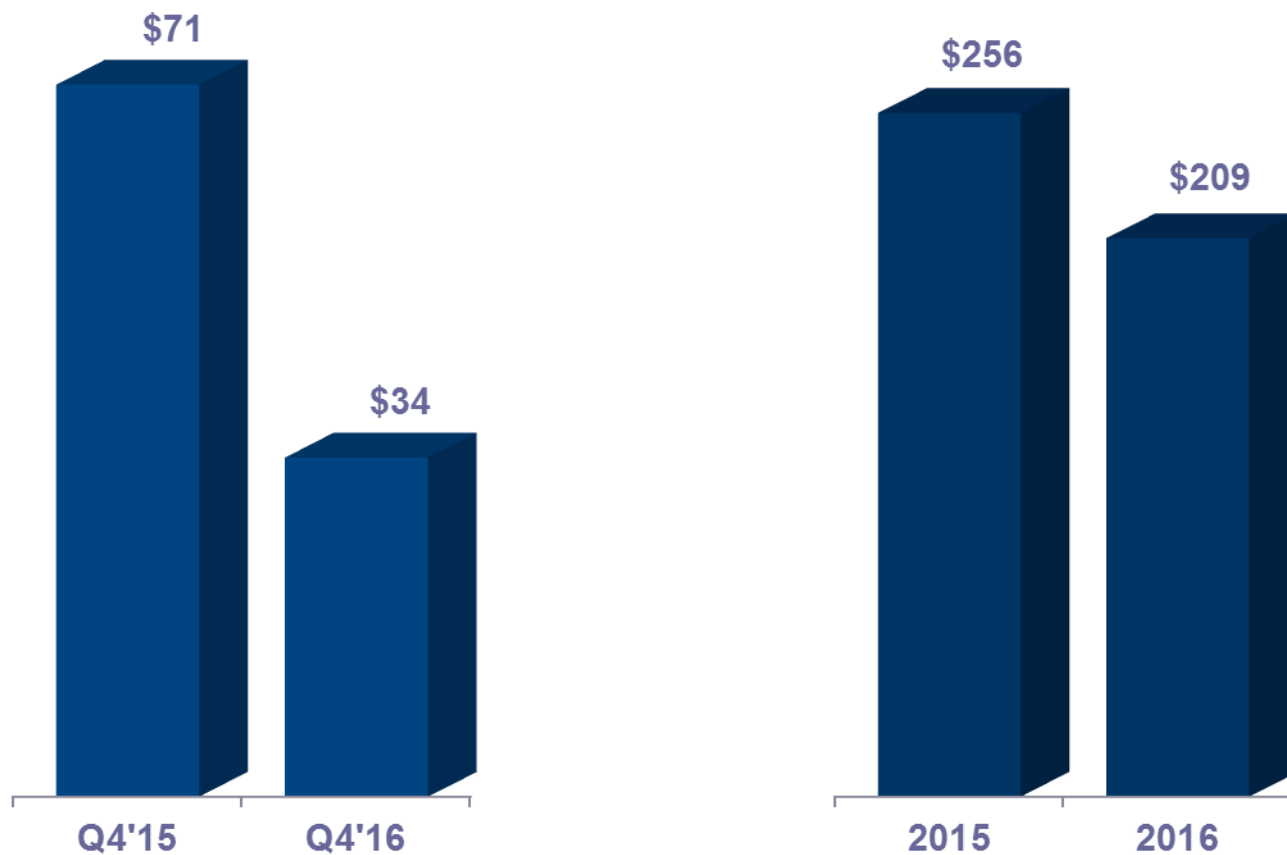
Gross Profit by Segment - Land (\$ in millions)



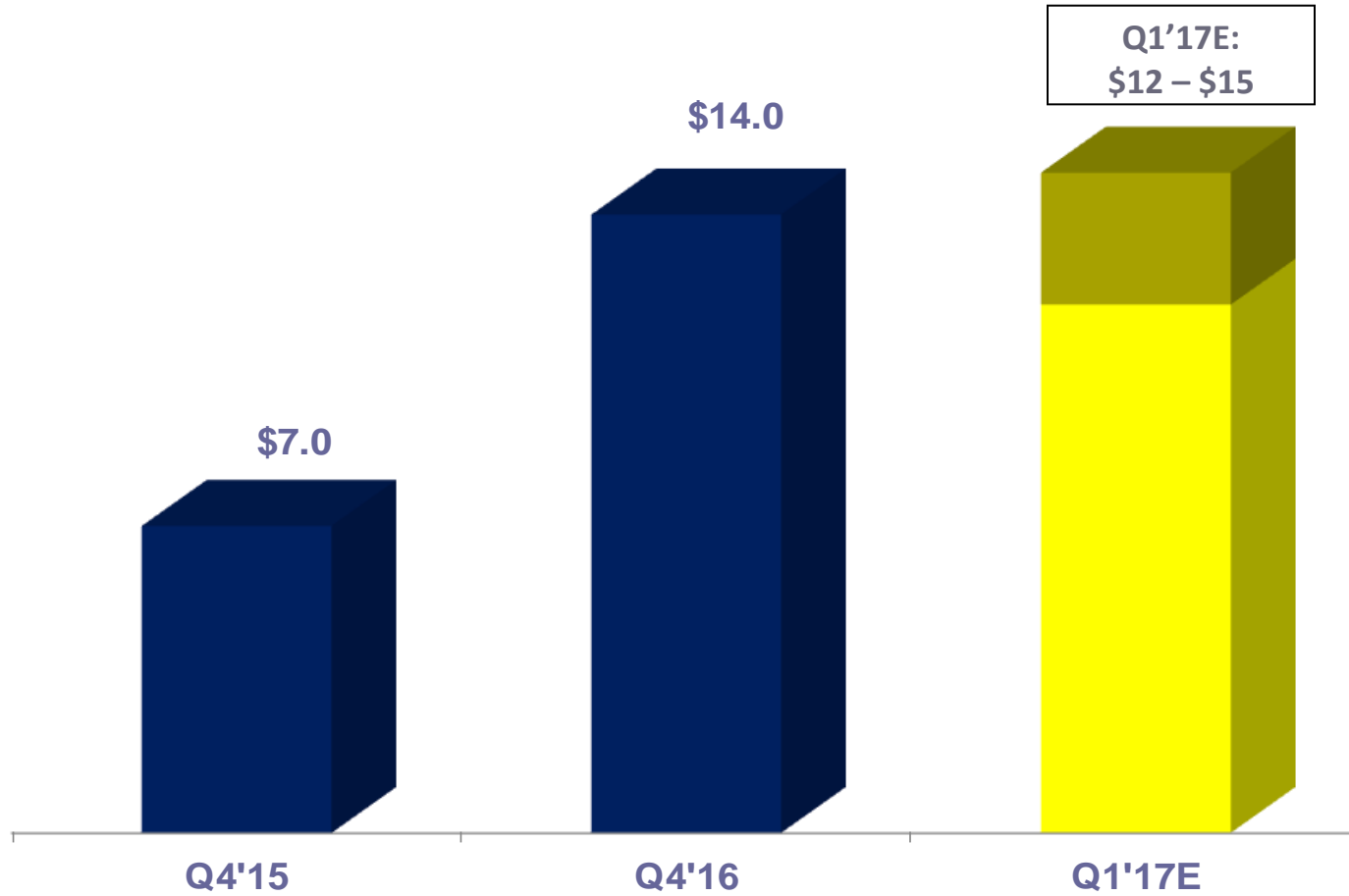
Consolidated Operating Expenses (excluding bad debt provision) (\$ in millions)



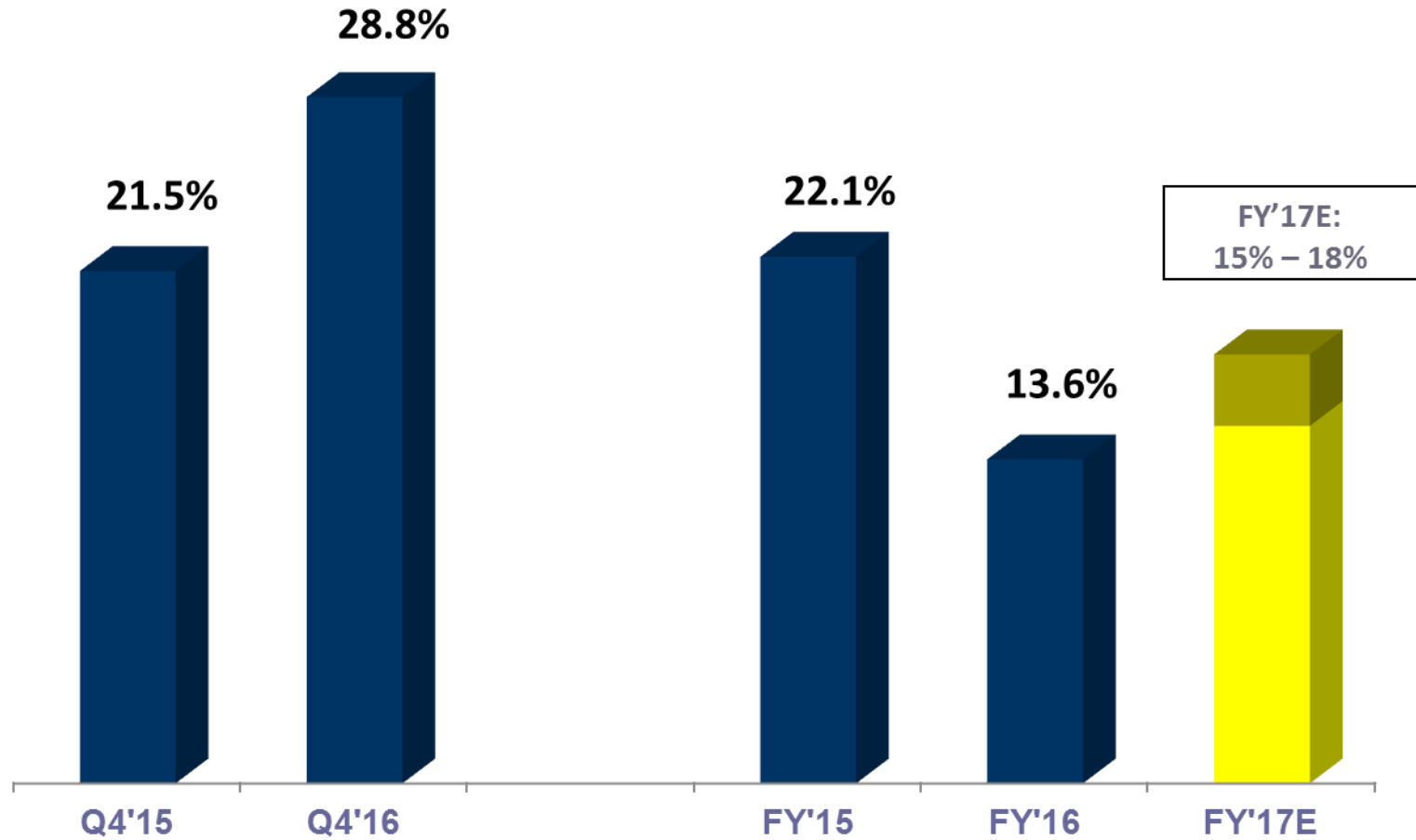
Consolidated Income From Operations (\$ in millions)



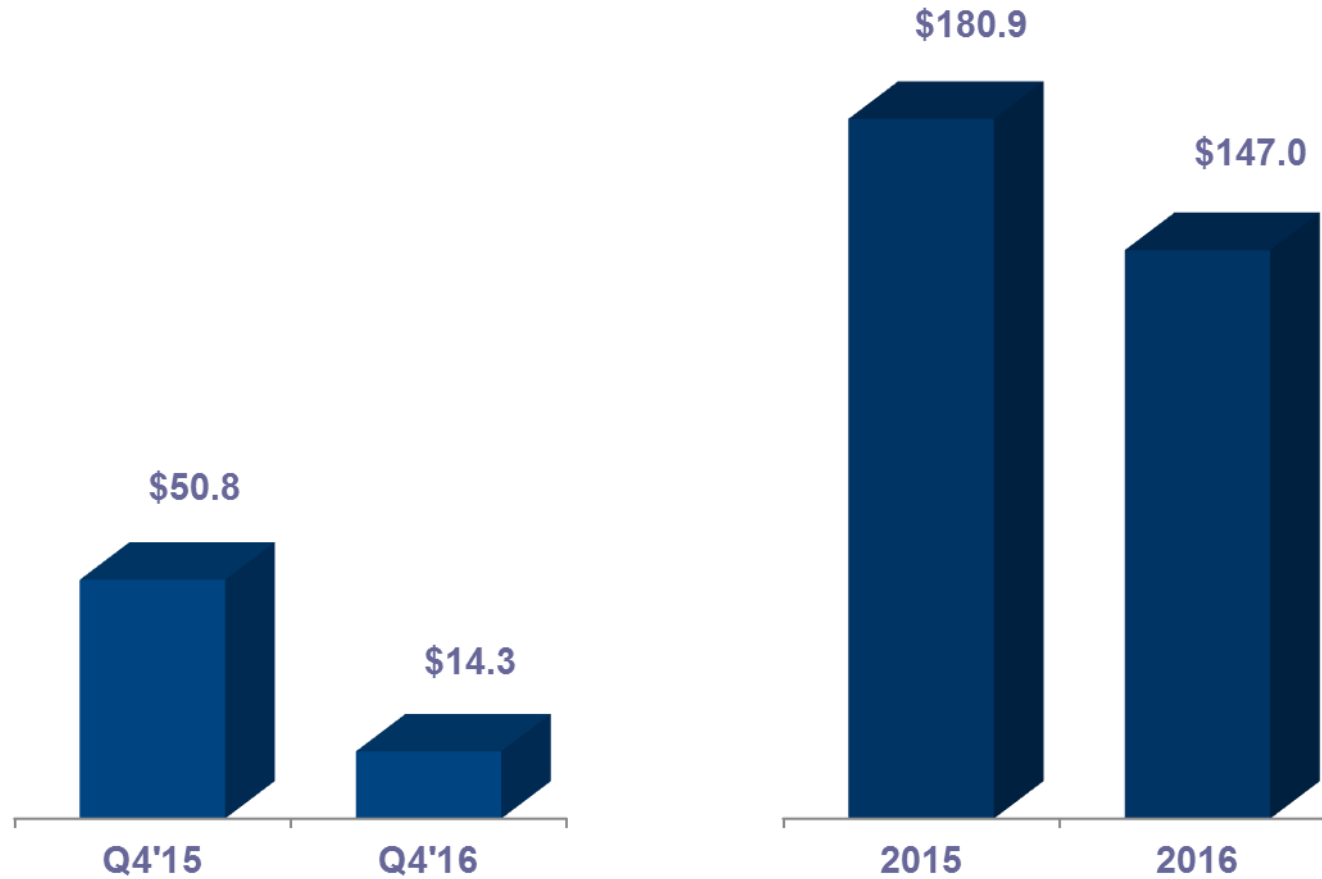
Non-Operating Expense (\$ in millions)



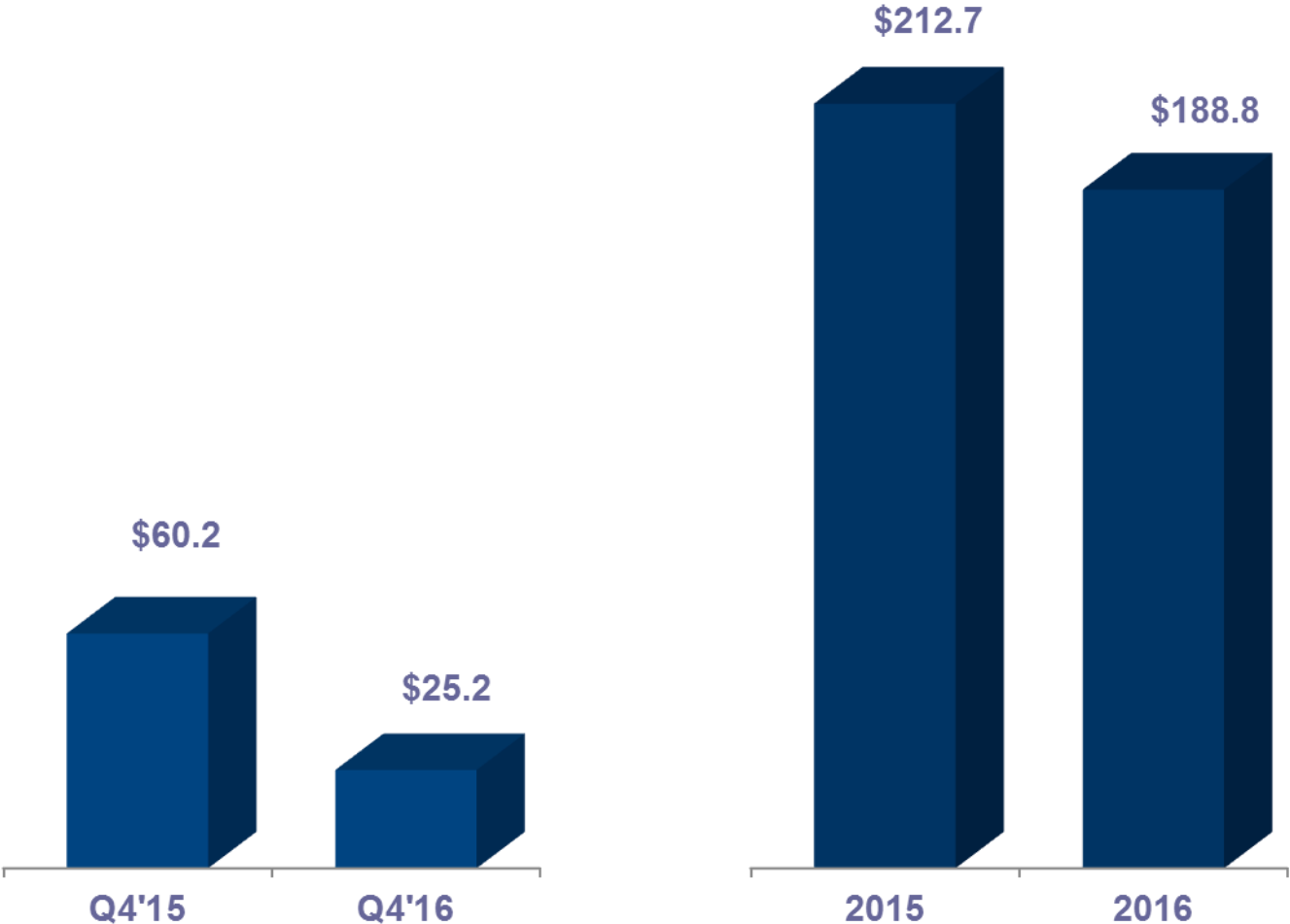
Effective Tax Rate



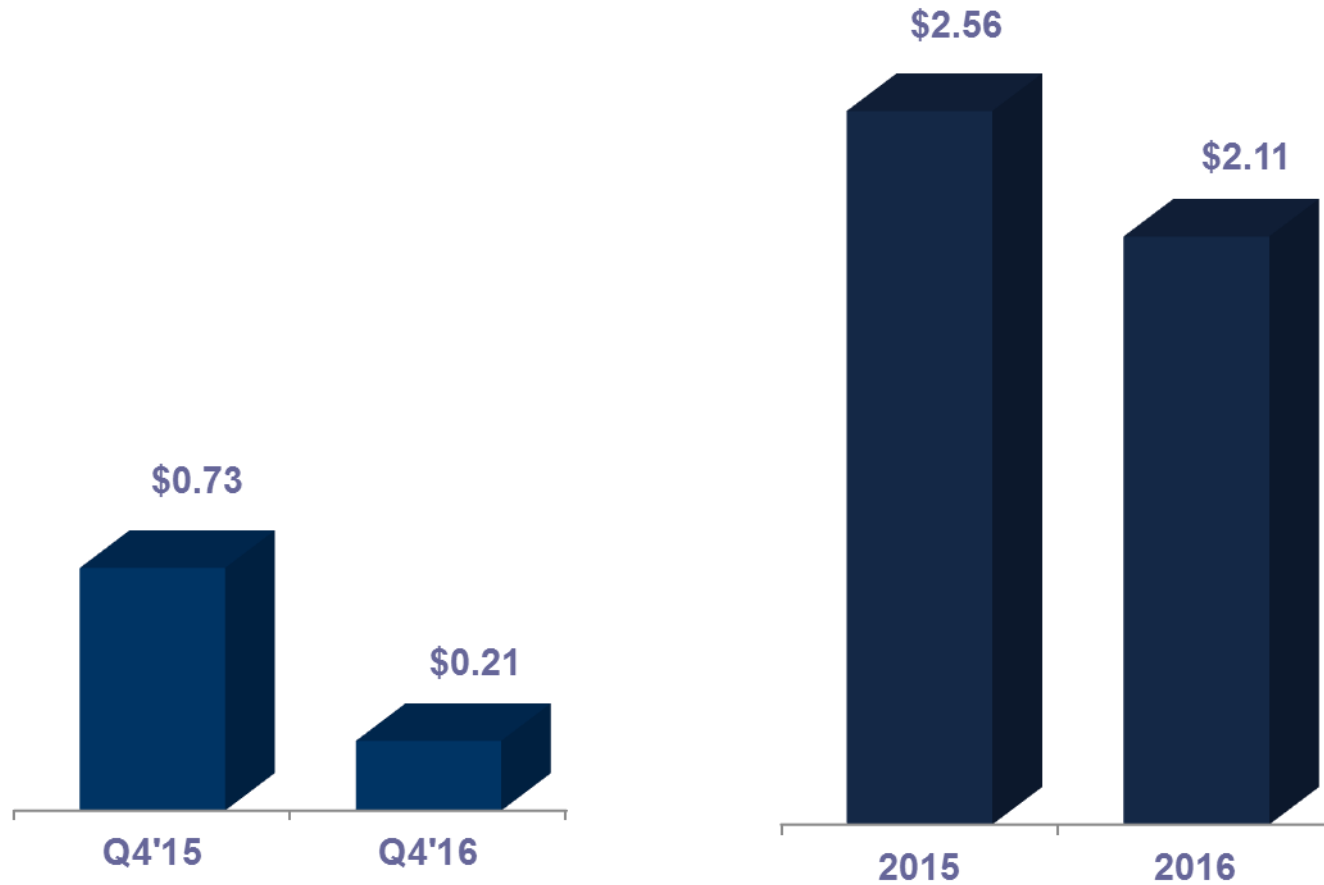
Adjusted Net Income (\$ in millions)



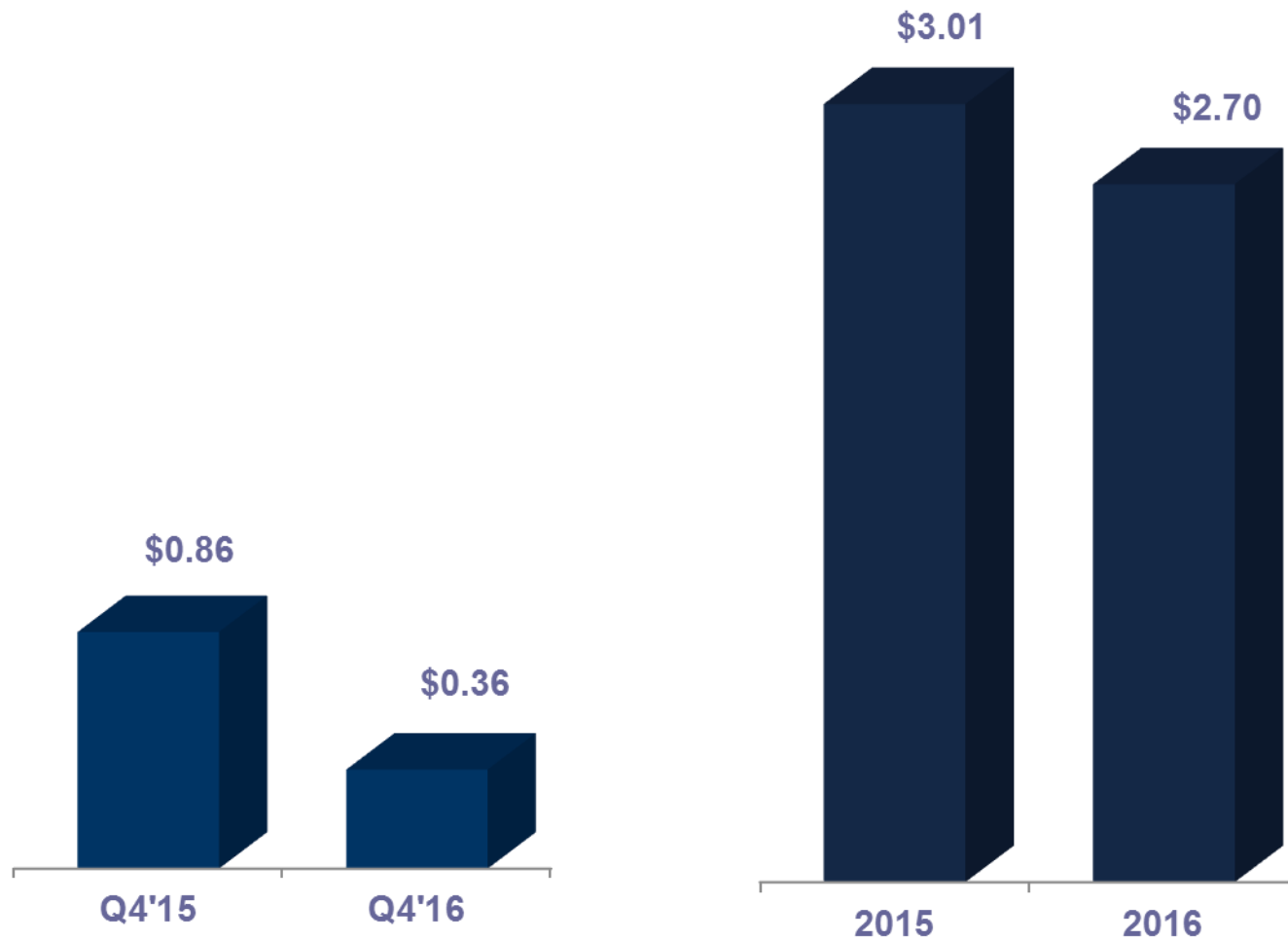
Non-GAAP Net Income (\$ in millions)



Adjusted Diluted Earnings Per Share



Non-GAAP Diluted Earnings Per Share



Balance Sheet Management

- **Total accounts receivable was \$2.3 billion at quarter end**
 - Increase of \$500 million compared to the fourth quarter of 2015

- **Net working capital was approximately \$1 billion**
 - Net working capital increased principally due to higher fuel prices and increased volume

- **Used \$15 million of operating cash flow during quarter**
 - Average fuel prices increased 10% sequentially
 - Generated \$205 million of operating cash flow in 2016

- **Repurchased \$23 million of shares in the fourth quarter**
 - Year-to-date share repurchases of approximately 1 million in 2016

2017 Initiatives

- **We remain focused on driving organic growth and integrating three large acquisitions (APP, PAPCO and ExxonMobil), which will drive incremental profits in 2017 and beyond**
- **In addition to previously announced cost reductions, we have identified an additional \$20 million of annualized cost savings opportunities (approximately \$15 million impacting 2017)**
- **Full year 2017 diluted earnings per share guidance range of \$2.55 - \$2.90**

Questions & Answers