Q3 2024 Earnings Call

October 24, 2024

www.world-kinect.com

World Kinect™

Disclaimer and Cautionary Note Regarding Forward-Looking Statements

Certain statements, including comments about World Kinect Corporation'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 Kinect's actual results to materially differ from the forward-looking information. The forward-looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain the words "believe," "anticipate," "expect," "estimate," "project," "could," "would," "will," "will be," "will continue," "plan," or words or phrases of similar meaning. Specifically, this presentation includes forward-looking statements regarding expectations regarding our future plans and performance, including our operating margin, gross profit, adjusted EBITDA and free cash flow. All of our forward-looking statements are qualified in their entirety by cautionary statements and risk factor disclosures contained in our SEC filings. These forward-looking statements are estimates and projections reflecting our best judgment and involve risks, uncertainties or other factors relating to our operations and business environment, all of which are difficult to predict and many of which are beyond our control. Although we believe the estimates and projections reflected in the forward-looking statements are reasonable, our expectations may prove to be incorrect. Our actual results may differ materially from the future results, performance or achievements expressed or implied by the forward-looking statements.

Important factors that could cause actual results to differ materially from the results and events anticipated or implied by such forward-looking statements include, but are not limited to: customer and counterparty creditworthiness and our ability to collect accounts receivable and settle derivative contracts; changes in the market prices of energy or commodities or extremely high or low fuel prices that continue for an extended period of time; adverse conditions in the industries in which our customers operate; our inability to effectively mitigate certain financial risks and other risks associated with derivatives and our physical fuel products; our ability to achieve the expected level of benefit from our restructuring activities and cost reduction initiatives; relationships with our employees and potential labor disputes associated with employees covered by collective bargaining agreements; our failure to comply with restrictions and covenants governing our outstanding indebtedness; the impact of cyber and other information technology or security related incidents on us, our customers or other parties; changes in the political, economic or regulatory environment generally and in the markets in which we operate, including as a result of the current conflicts in Eastern Europe and the Middle East, and the 2024 U.S. presidential election; greenhouse gas reduction programs and other environmental and climate change legislation adopted by governments around the world, including cap and trade regimes, carbon taxes, increased efficiency standards and mandates for renewable energy, each of which could increase our operating and compliance costs as well as adversely impact our sales of fuel products; changes in credit terms extended to us from our suppliers; non-performance of suppliers on their sale commitments and customers on their purchase commitments; non-performance of third-party service providers; our ability to effectively integrate and derive benefits from acquired businesses; our ability to meet financial forecasts associated with our operating plan; lower than expected cash flows and revenues, which could impair our ability to realize the value of recorded intangible assets and goodwill; the availability of cash and sufficient liquidity to fund our working capital and strategic investment needs; currency exchange fluctuations; inflationary pressures and their impact on our customers or the global economy, including sudden or significant increases in interest rates or a global recession; our ability to effectively leverage technology and operating systems and realize the anticipated benefits; failure to meet fuel and other product specifications agreed with our customers; environmental and other risks associated with the storage, transportation and delivery of petroleum products; reputational harm from adverse publicity arising out of spills, environmental contamination or public perception about the impacts on climate change by us or other companies in our industry; risks associated with operating in high-risk locations, including supply disruptions, border closures and other logistical difficulties that arise when working in these areas; uninsured or underinsured losses; seasonal variability that adversely affects our revenues and operating results, as well as the impact of natural disasters, such as earthquakes, hurricanes and wildfires; declines in the value and liquidity of cash equivalents and investments; our ability to retain and attract senior management and other key employees; changes in US or foreign tax laws, interpretations of such laws, changes in the mix of taxable income among different tax jurisdictions, or adverse results of tax audits, assessments, or disputes; our failure to generate sufficient future taxable income in jurisdictions with material deferred tax assets and net operating loss carryforwards; changes in multilateral conventions, treaties, tariffs or other arrangements between or among sovereign nations, our ability to comply with US and international laws and regulations, including those related to anti-corruption, economic sanction programs and environmental matters; the outcome of litigation, regulatory investigations and other legal matters, including the associated legal and other costs; and other risks described from time to time in our SEC filings.

New risks emerge from time to time, and it is not possible for management to predict all such risk factors or to assess the impact of such risks on our business. Accordingly, we undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, changes in expectations, future events, or otherwise, except as required by law.

Non-GAAP Financial Measures

We believe that the non-GAAP financial measures (collectively, the "Non-GAAP Measures"), when considered in conjunction with our financial information prepared in accordance with GAAP, are useful to investors to further aid in evaluating the ongoing financial performance of the Company and to provide greater transparency as supplemental information to our GAAP results. Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. In addition, our presentation of the non-GAAP financial measures may not be comparable to the presentation of such metrics by other companies.

The Non-GAAP Measures exclude acquisition and divestiture related expenses, costs associated with restructuring activities (including exit activities), impairments, gains or losses on the extinguishment of debt, gains or losses on sale of businesses, integration costs associated with our acquisitions, and non-operating legal settlements primarily because we do not believe they are reflective of our core operating results. We also exclude costs associated with a previously disclosed erroneous bid made in the Finnish power market (the "Finnish bid error") that resulted in the extraordinary losses.

Definitions

- "Net income" means net income (loss) attributable to World Kinect as presented in the Statements of Income and Comprehensive Income.
- "Operating margin" means income from operations as a percentage of gross profit.

We use the following non-GAAP measures:

- Adjusted net income attributable to World Kinect ("adjusted net income") is defined as net income excluding the impact of acquisition and divestiture related expenses, costs associated with restructuring activities (including exit activities), impairments, gains or losses on the extinguishment of debt, gains or losses on sale of businesses, integration costs, non-operating legal settlements, and costs associated with the Finnish bid error.
- Adjusted diluted earnings per common share is computed by dividing adjusted net income by the sum of the weighted average number of shares of common stock outstanding for the period and the number of additional shares of common stock that would have been outstanding if our outstanding potentially dilutive securities had been issued. Potentially dilutive securities include share-based compensation awards, such as non-vested restricted stock units, performance stock units where the performance requirements have been met and settled stock appreciation rights awards.
- Adjusted earnings before interest, taxes, depreciation and amortization ("Adjusted EBITDA") is defined as net income including noncontrolling interest and excluding the impact of interest, income taxes, and depreciation and amortization, in addition to acquisition and divestiture related expenses, costs associated with restructuring activities (including exit activities), impairments, gains or losses on sale of businesses, integration costs, non-operating legal settlements, and costs associated with the Finnish bid error.
- Adjusted income from operations is defined as Income from operations excluding the impact of acquisition and divestiture related expenses, costs associated with restructuring activities (including exit activities), impairments, integration costs, and costs associated with the Finnish bid error.
- Adjusted gross profit is defined as Gross profit excluding the impact of costs associated with the Finnish bid error.
- Adjusted income from operations as a percentage of adjusted gross profit ("adjusted operating margin") is computed by dividing adjusted income from operations by adjusted gross profit.
- Adjusted operating expenses is defined as operating expenses excluding the impact of acquisition and divestiture related expenses, costs associated with restructuring activities (including exit activities), impairments, integration costs, and costs associated with the Finnish bid error.
- Adjusted Corporate Unallocated Operating Expenses are defined as corporate operating expenses excluding the impact of acquisition and divestiture related expenses, costs associated with restructuring activities (including exit activities), impairments, integration costs, and costs associated with the Finnish bid error.
- Free Cash Flow is defined as operating cash flow minus total capital expenditures as presented in the Statement of Cash Flow.
- Net Debt is defined as Total Debt less cash.

Investors are encouraged to review the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures in this presentation and on our website.

Business Overview

Michael J. Kasbar
Chairman & CEO

Financial Overview

Ira M. Birns
Executive Vice President &
CFO

Q3 2024 Results

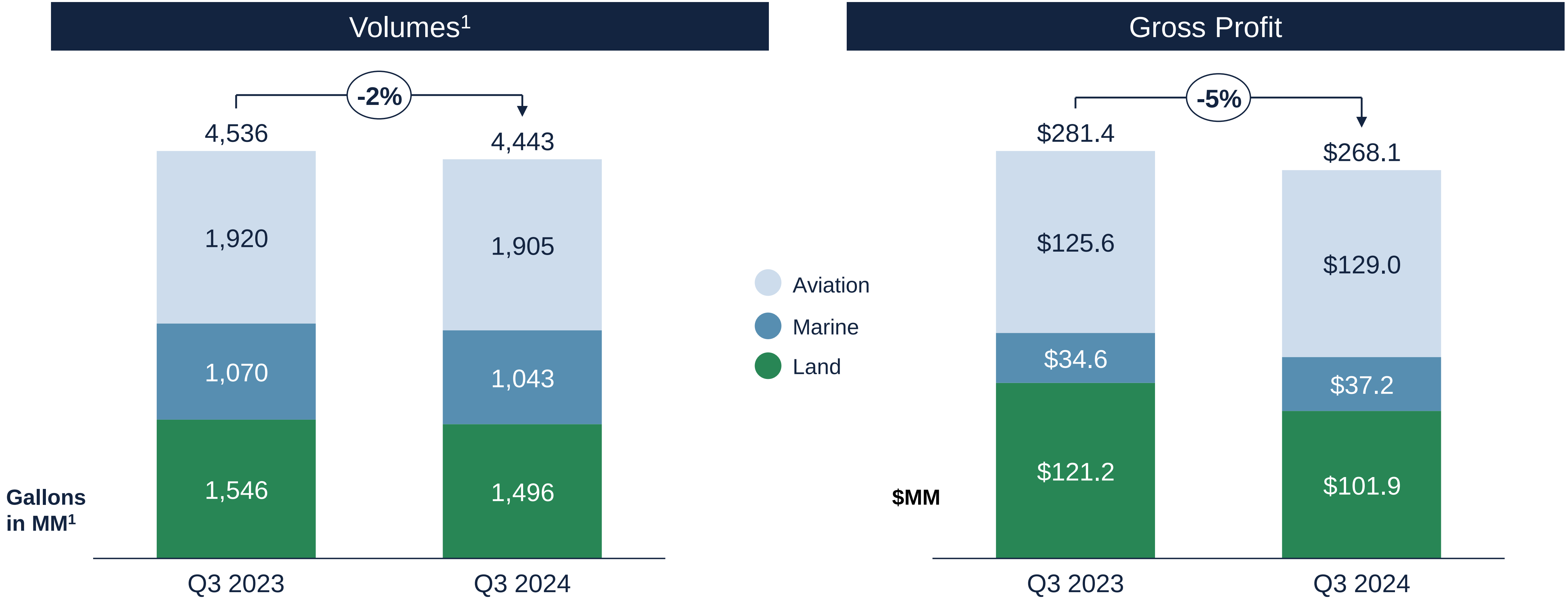
Q3 2024 Financial Highlights

Gross Profit **$268MM** **(5)%**	**Net Income[1]** **$35MM (1)%** **GAAP Diluted EPS** **$0.57 (2)%**	**Adj. EBITDA[3]** **$100MM (1)%**
Total Volumes[2] **4.4B** **(2)%**	**Share Repurchases** **$28MM**	**Adj. Diluted EPS[3]** **$0.62** **+7%**

Note: Q3 2024 information as reported as of October 24, 2024, compared to prior year's results.

1. Net Income (loss) including Noncontrolling Interest.
2. Includes gallons and gallon equivalents.
3. Adjusted EBITDA and Adjusted Diluted EPS are non-GAAP financial measures. Please see Appendix for a reconciliation of these non-GAAP financial measure to their most directly comparable GAAP measure.

Q3 2024 Results



Note:
1. Includes gallons and gallon equivalents.

Segment Overview: Aviation

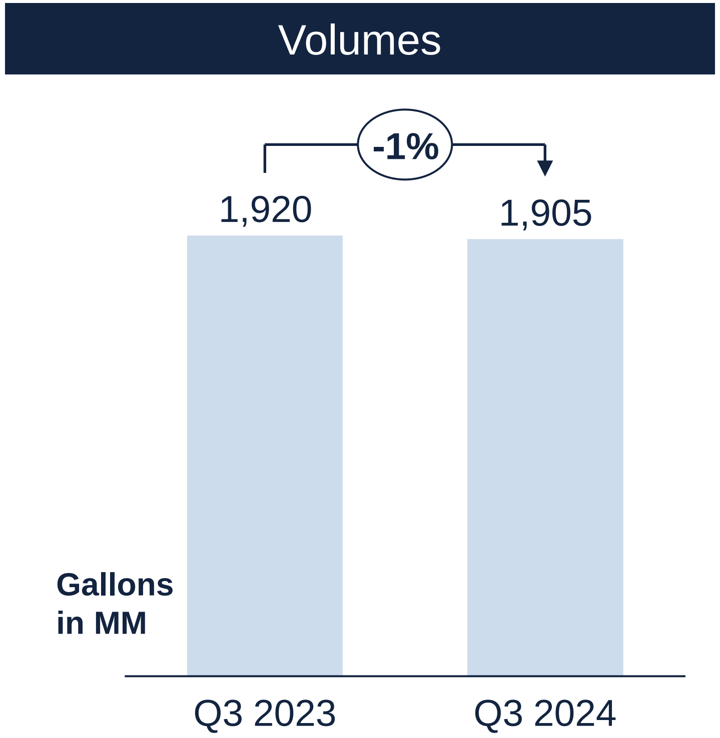
Quarter Highlights & Q4 Outlook

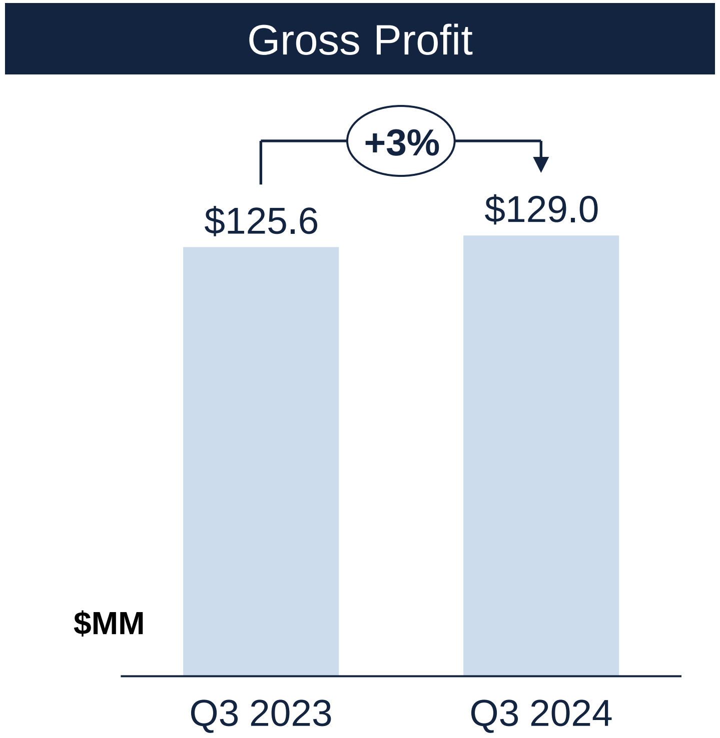
Q3 2024 Highlights vs Q3 2023:

- Volume was down approximately 1% year over year but up 4% excluding the impact of exiting low margin bulk fuel related activity.
- Gross Profit increased $3 million or 3% year-over-year, positively impacted by stronger performance in our core commercial business, offset in part by the Avinode sale.

Q4 2024 Outlook vs Q4 2023:

- We expect a decline in gross profit year-over-year, driven principally by the Avinode sale.





Segment Overview: Land

Quarter Highlights & Q4 Outlook

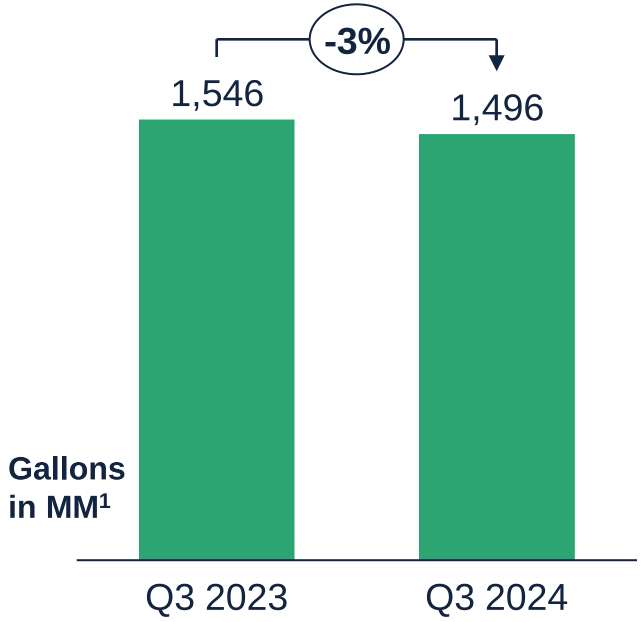
Q3 2024 Highlights vs Q3 2023:

- Volumes decreased 3% year-over-year, principally related to our North American Wholesale and Retail business activities.
- While North American fuel activity improved sequentially, it still experienced a year-over-year decline. This combined with a continuation of unfavorable market conditions in Brazil, resulted in a 16% year-over-year decline in gross profit.

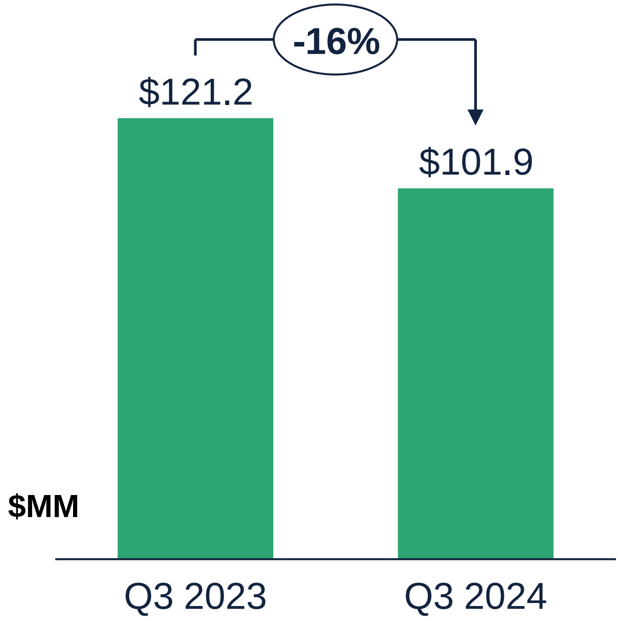
Q4 2024 Outlook vs Q4 2023:

- Gross profit expected to be generally flat to up slightly year-over-year.

Volumes[1]



Gross Profit



Note:
1. Includes gallons and gallon equivalents.

Segment Overview: Marine

Quarter Highlights & Q4 Outlook

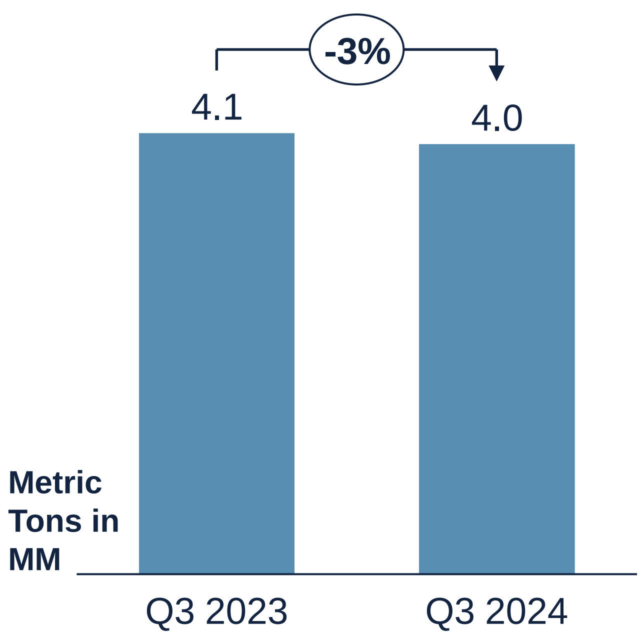
Q3 2024 Highlights vs Q3 2023:

- Volumes were down 3% year-over-year, and gross profit increased approximately 7%, principally driven by strong performance in our core resale business activities.

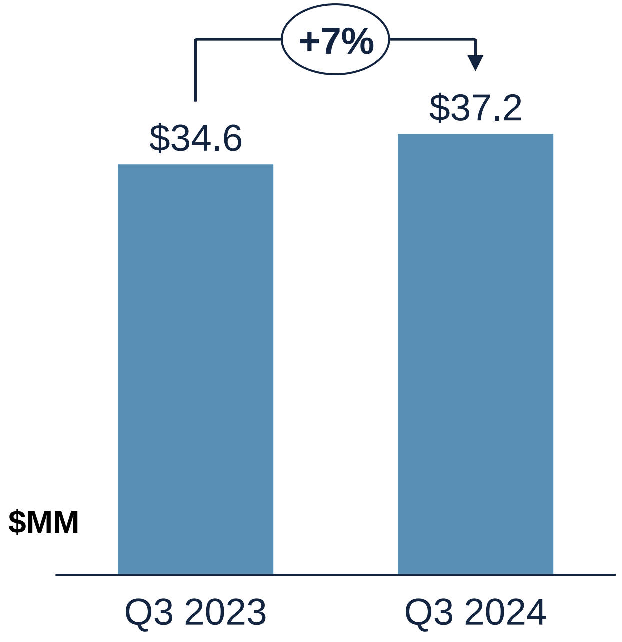
Q4 2024 Outlook vs Q4 2023:

- Gross profit expected to be lower, principally related to reduced market volatility and lower bunker fuel prices.

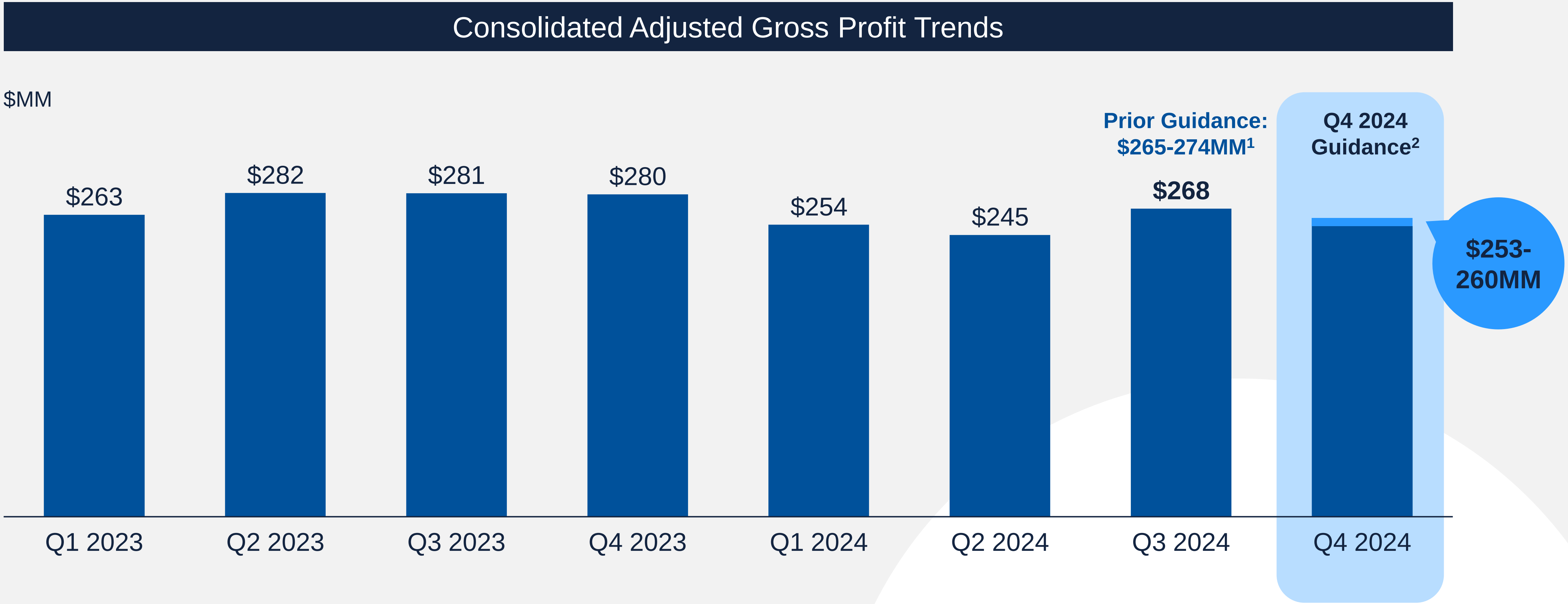
Volumes



Gross Profit



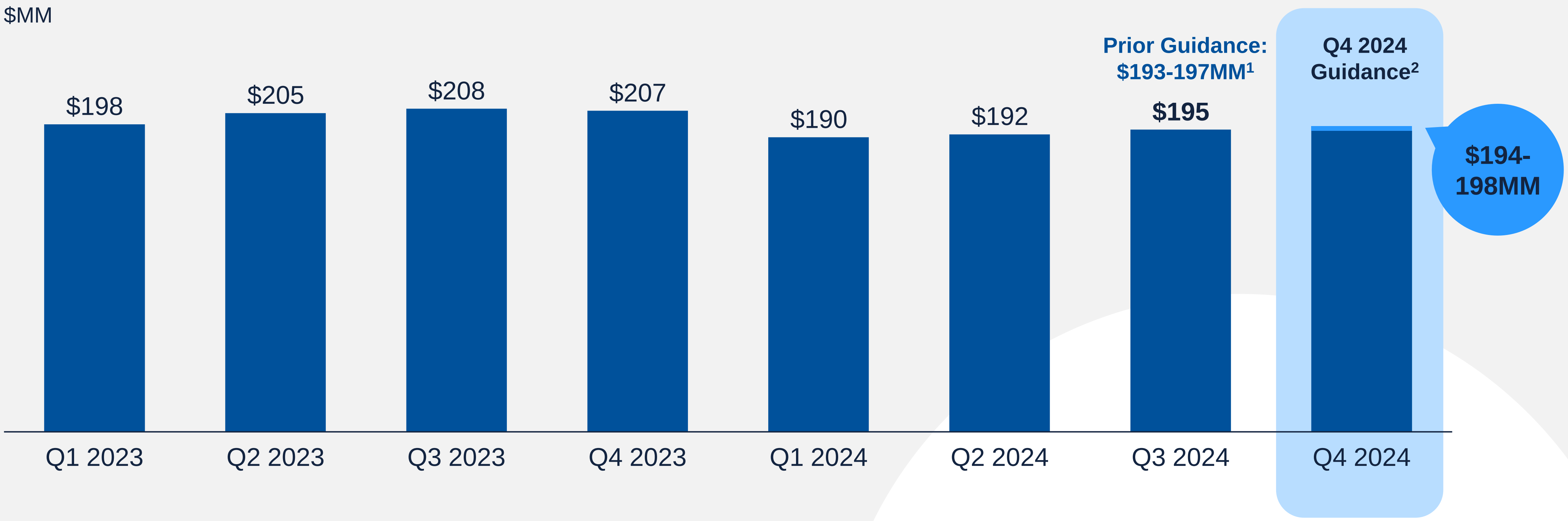
Consolidated Adjusted Gross Profit Trends



Note:
1. Guidance for Q3 2024 earnings provided on July 25, 2024.
2. Not a guarantee of actual future performance. Actual performance is subject to various risks and uncertainties, including those referenced in our 2023 Form 10-K and other filings with the SEC.

Adjusted Operating Expense Continues to Trend Down Year-over-Year

Total Adjusted Operating Expenses



Note:
1. *Guidance for Q3 2024 earnings provided on July 25, 2024.*
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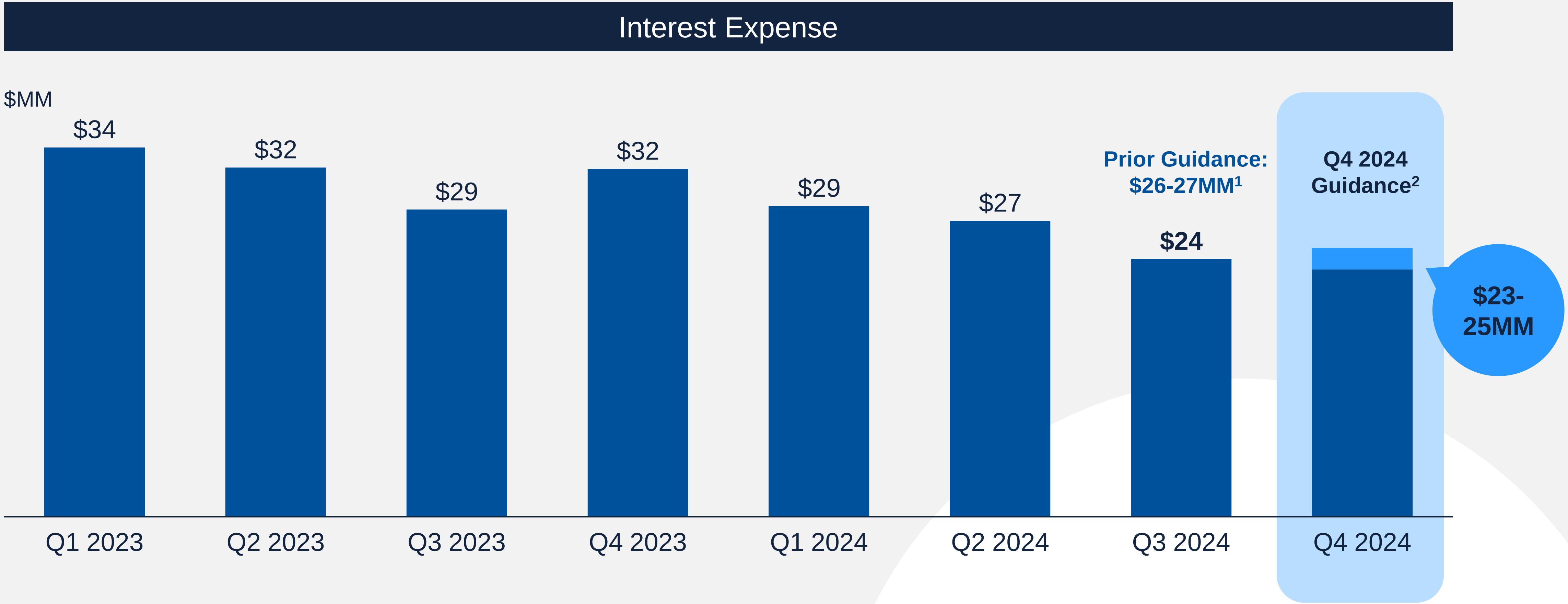
Interest Expense Has Declined Significantly Year-over-Year



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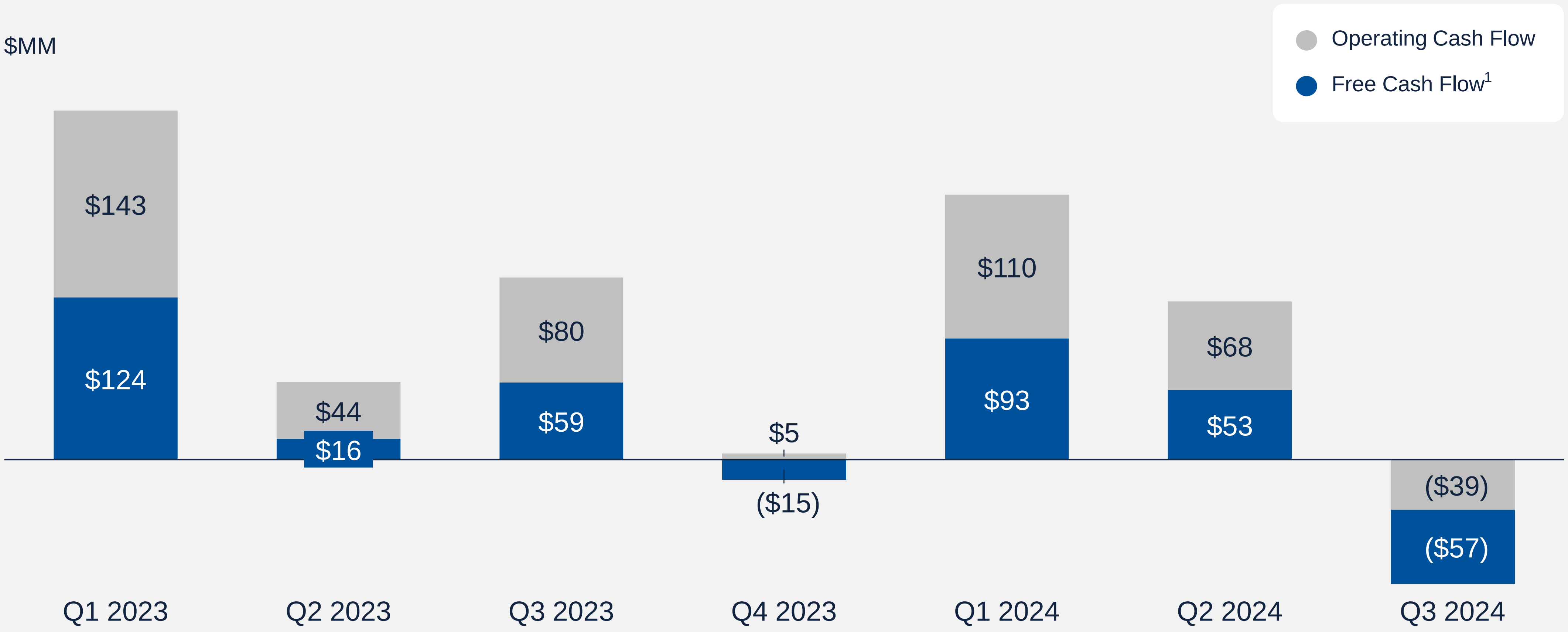
Cash Flow Profile Remains Strong

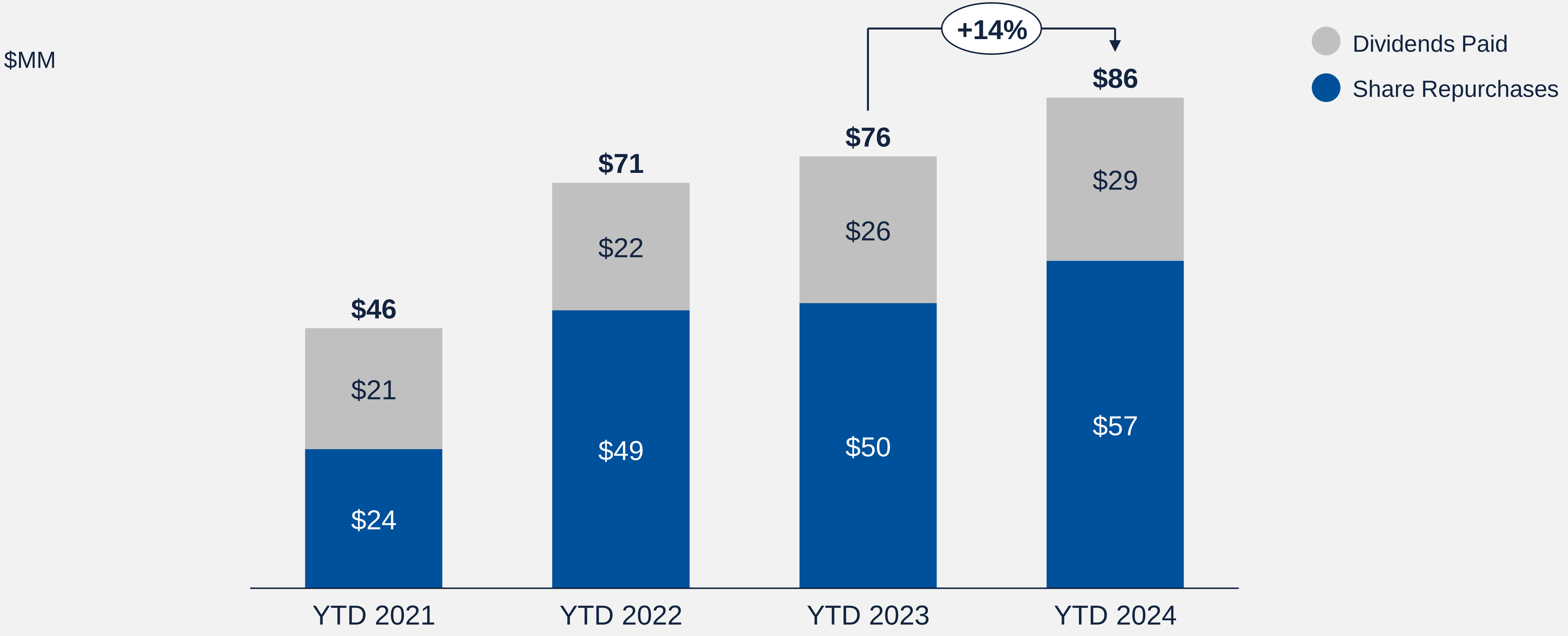
Operating and Free Cash Flow



Note:
1. Free Cash Flow is defined as operating cash flow minus total capital expenditures as presented in the Statement of Cash Flow.

Total Capital Allocated to Share Repurchases and Dividends has Increased

Total Share Repurchases and Dividends



Note:
1. *Full bars represent Total Share Repurchases and Dividends paid for the nine months ended September 30.*

Guidance Summary[1]

Date Guidance Provided	Period	Guidance Metric	Guidance		Actual
July 25, 2024[2]	Q3 2024	Total Gross Profit	$265 – 274MM	✓	$268MM
	Q3 2024	Adj. Operating Expense	$193 – 197MM	✓	$195MM
	Q3 2024	Interest Expense	$26 – 27MM	✓	$24MM
	FY 2024	FY 2024 Tax Rate	15 – 18%		
October 24, 2024	Q4 2024	Total Gross Profit	$253 – 260MM		
	Q4 2024	Adj. Operating Expense	$194 – 198MM		
	Q4 2024	Interest Expense	$23 – 25MM		
	FY 2024	FY 2024 Tax Rate	17 – 19%		

Notes:
1. Not a guarantee of actual future performance. Actual performance is subject to various risks and uncertainties, including those referenced in our 2023 Form 10-K and other filings with the SEC.
2. Guidance from Q3 2024 earnings provided on July 25, 2024.

Appendix

Non-GAAP Reconciliation (1/4)

$ in millions, except per share data	For the Three Months Ended September 30,				For the Nine Months Ended September 30,			
	2024		2023		2024		2023	
	Net Income	Earnings per share	Net Income	Earnings per share	Net Income	Earnings per share	Net Income	Earnings per share
GAAP Measure	**$33.5**	**$0.57**	**$34.9**	**$0.58**	**$169.2**	**$2.82**	**$87.7**	**$1.41**
Acquisition and divestiture	0.0	0.00	-	-	0.0	0.00	0.5	0.01
Loss (gain) on sale of a business	(0.1)	(0.00)	-	-	(96.1)	(1.60)	(0.6)	(0.01)
Asset Impairments	1.2	0.02	0.0	0.00	3.6	0.06	0.3	0.01
Finnish bid error	(0.0)	(0.00)	-	-	1.3	0.02	-	-
Restructuring Charges	(0.0)	(0.00)	-	-	5.7	0.10	-	-
Income tax impact	2.1	0.04	-	-	9.9	0.17	(0.0)	(0.00)
Adjusted non-GAAP measure	**36.7**	**0.62**	**34.9**	**0.58**	**93.6**	**1.56**	**87.8**	**1.41**

Non-GAAP Reconciliation (2/4)

$ in millions	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2024	2023	2024	2023
Net income (loss) including noncontrolling interest	**$35.0**	**$35.5**	**$169.1**	**$88.5**
Interest expense and other financing cost, net	24.0	28.6	80.4	95.4
Provision (benefit) for income taxes	14.6	10.8	27.6	24.8
Depreciation and amortization	25.5	26.1	75.3	77.8
EBITDA	**99.1**	**101.0**	**352.4**	**286.5**
Acquisition and divestiture	0.0	-	0.0	0.5
Loss (gain) on sale of a business	(0.1)	-	(96.1)	(0.6)
Asset Impairments	1.2	0.0	3.6	0.3
Finnish bid error	(0.0)	-	1.3	-
Restructuring Charges	(0.0)	-	5.7	-
Adjusted EBITDA	**100.1**	**101.0**	**266.9**	**286.7**

Non-GAAP Reconciliation (3/4)

$ in millions

	For the Three Months Ended						
	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024
Gross Profit GAAP Measures	**262.7**	**281.7**	**281.4**	**232.4**	**254.1**	**245.2**	**268.1**
Finnish bid Error	-	-	-	48.0	-	-	-
Gross Profit Adjusted Non-GAAP Measures	**262.7**	**281.7**	**281.4**	**280.4**	**254.1**	**245.2**	**268.1**

	For the Three Months Ended						
	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024
Operating Expenses GAAP Measure	**198.2**	**206.2**	**208.2**	**247.7**	**190.8**	**200.0**	**195.8**
Acquisition and divestiture related expenses	-	0.5	-	0.4	-	-	0.0
Finnish bid error	-	-	-	0.8	0.9	0.4	(0.0)
Asset impairments	-	0.3	0.0	32.4	-	2.4	1.2
Restructuring charges	-	-	-	7.2	0.2	5.6	(0.0)
Operating Expenses Adjusted Non-GAAP Measure	**198.2**	**205.3**	**208.2**	**206.8**	**189.7**	**191.6**	**194.7**

Non-GAAP Reconciliation (4/4)

$ in millions	For the Three Months Ended						
	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024
Operating Cash Flow	**$143**	**$44**	**$80**	**$5**	**$110**	**$68**	**($39)**
CapEx	19	28	21	20	17	15	18
Free Cash Flow	**124**	**16**	**59**	**(15)**	**93**	**53**	**(57)**

Investor Relations Contacts

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