Q1 2024 Earnings Call

April 25, 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, 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 security related incidents; changes in the political, economic or regulatory environment generally and in the markets in which we operate, such as the current conflicts in Eastern Europe and the Middle East; 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, restructuring charges, 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, restructuring charges, 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, restructuring charges, 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, restructuring charges, 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, restructuring charges, 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, restructuring charges, 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

Reminder of Financial Targets Announced at Investor Day[2]

2026

Adjusted EBITDA[1,2,3] Target

$480 – $520 Million

30%

Adjusted Operating Margin[1,2,4] Target

2024 – 2028

Five-year Aggregate Free Cash Flow[1,2,5] Target

$900 Million – $1.2 Billion

Note:
1. Adjusted Operating Margin, Adjusted EBITDA, and Free Cash Flow are non-GAAP financial measures. Please see the Appendix for a reconciliation of our historical non-GAAP financial measures to their most directly comparable historical GAAP measures.
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.
3. 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, restructuring charges, impairments, gains or losses on sale of businesses, integration costs, non-operating legal settlements, and costs associated with the Finnish bid error.
4. Adjusted Operating Margin is computed by dividing adjusted income from operations by adjusted gross profit.
5. Free Cash Flow is defined as operating cash flow minus total capital expenditures as presented in the Statement of Cash Flow.

Financial Overview

Ira M. Birns
Executive Vice President &
CFO

Q1 2024 Results

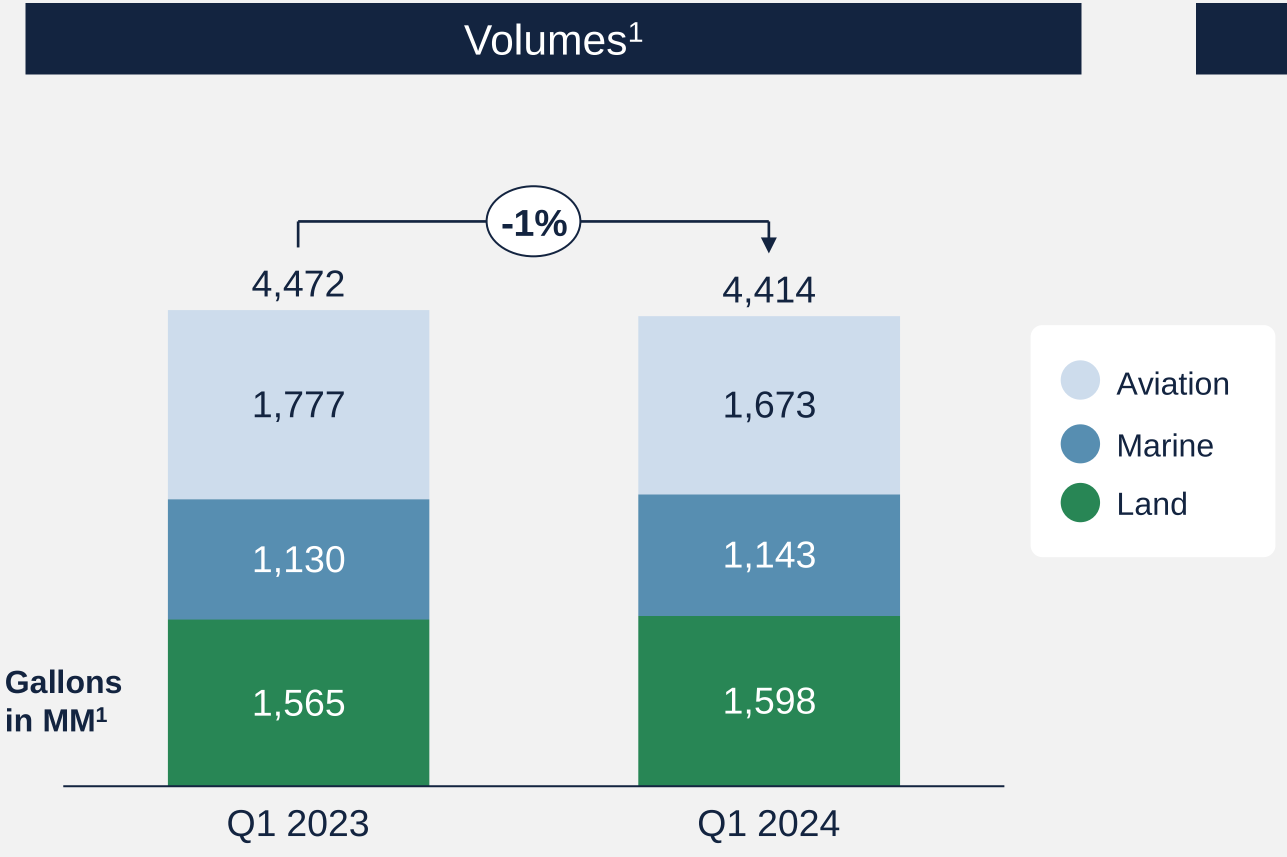
Q1 2024 Financial Highlights

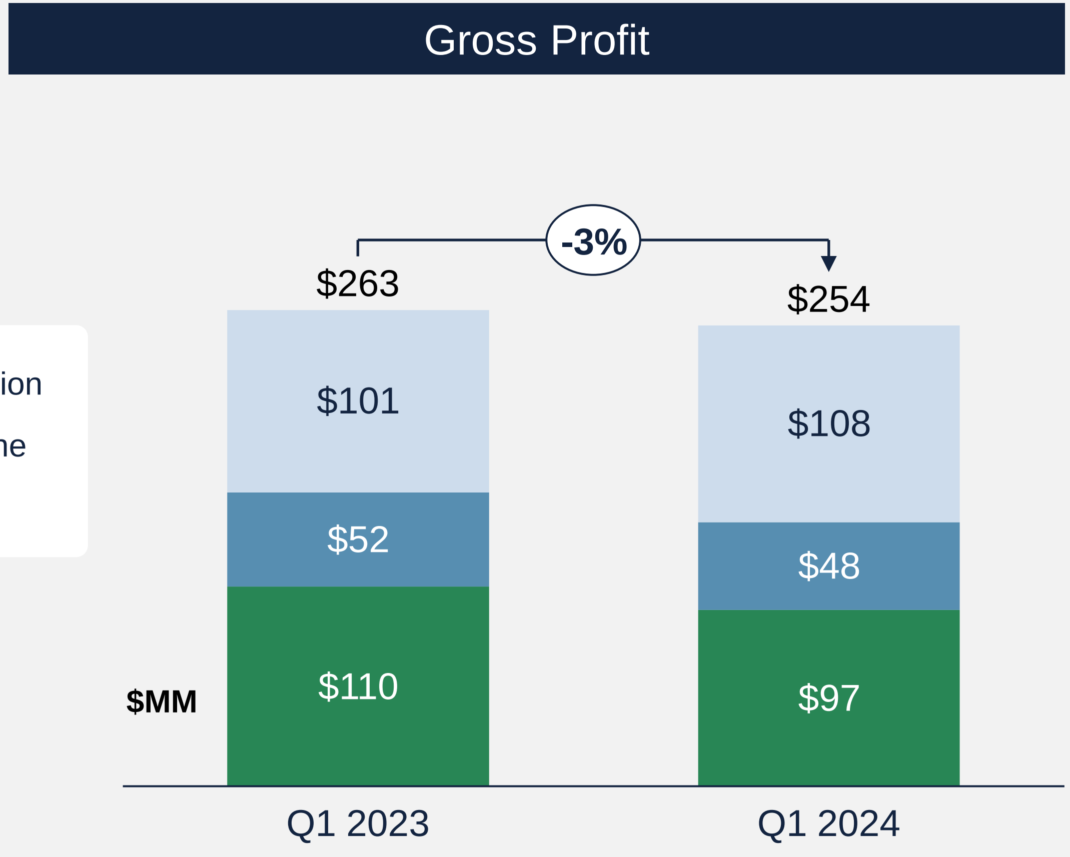
Gross Profit	(3)%	$254MM
Operating Cash Flow	(23)%	$110MM
GAAP Diluted EPS	25%	$0.45
Total Volumes[1]	(1)%	4.4Bn
Free Cash Flow[2]	(25)%	$93MM
Adj. Diluted EPS[3]	31%	$0.47

Note: Q1 2024 information as reported as of March 31, 2024, compared to prior year's results.

1. Includes gallons and gallon equivalents.
2. Free Cash Flow is defined as operating cash flow minus total capital expenditures as presented in the Statement of Cash Flow.
3. Adjusted Diluted EPS is a non-GAAP financial measure. Please see Appendix for a reconciliation of this non-GAAP financial measure to its most directly comparable GAAP measure.

Q1 2024 Results





Note:
1. Includes gallons and gallon equivalents.

Segment Overview: Aviation

Quarter Highlights & Q2 Outlook

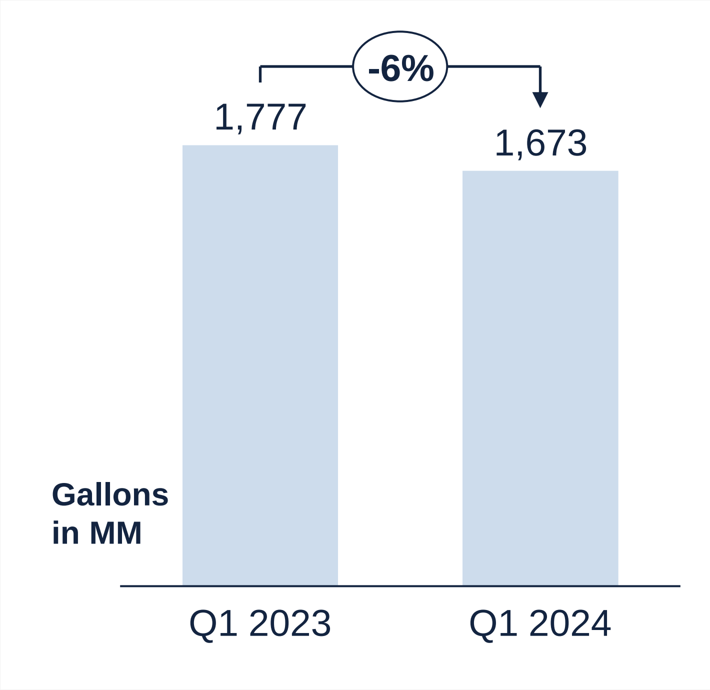
Q1 2024 Highlights Versus Q1 2023:

- Volume decreased 6% year-over-year, principally due to winding-down specific low-profitability bulk activity representing ~100mm gallons of volume per quarter.
- Broader rationalization of lower-profitability activities since the first quarter of 2023, combined with profitable margin growth due to our focus on improving returns, contributed to an 8% increase in Gross Profit.

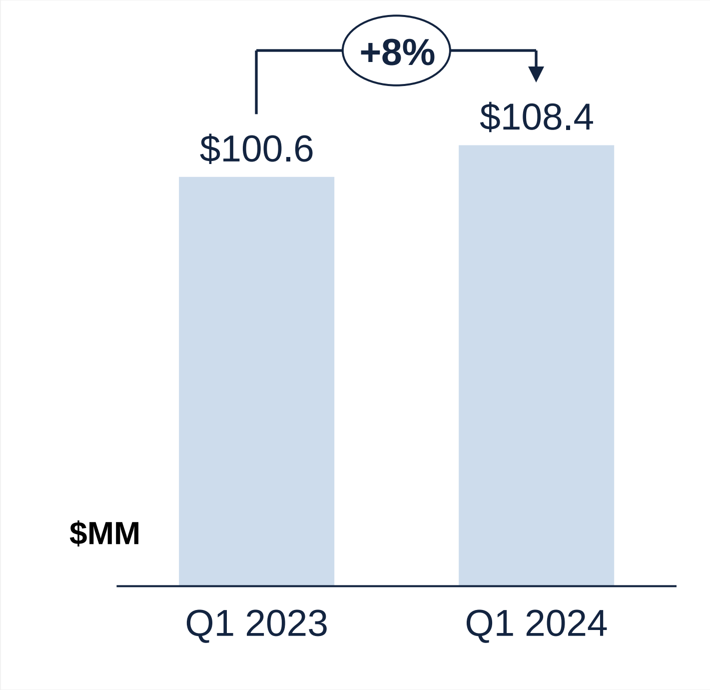
Q2 2024 Outlook Versus Q2 2023:

- Expect an increase in Gross Profit in our seasonally-stronger second quarter.

Volumes



Gross Profit



Segment Overview: Land

Quarter Highlights & Q2 Outlook

Q1 2024 Highlights Versus Q1 2023:

- Increases in our natural gas, power and retail fuel volume were partially offset by decreased volume in the UK as well as in our lower-margin North American wholesale activities.
- Gross Profit declined 12%, primarily due to weather-related declines in our UK business and in our domestic natural gas business, where warmer weather conditions, declining prices and reduced market volatility compressed margins. These declines were partially offset by increased profitability in our North American liquid fuels business.

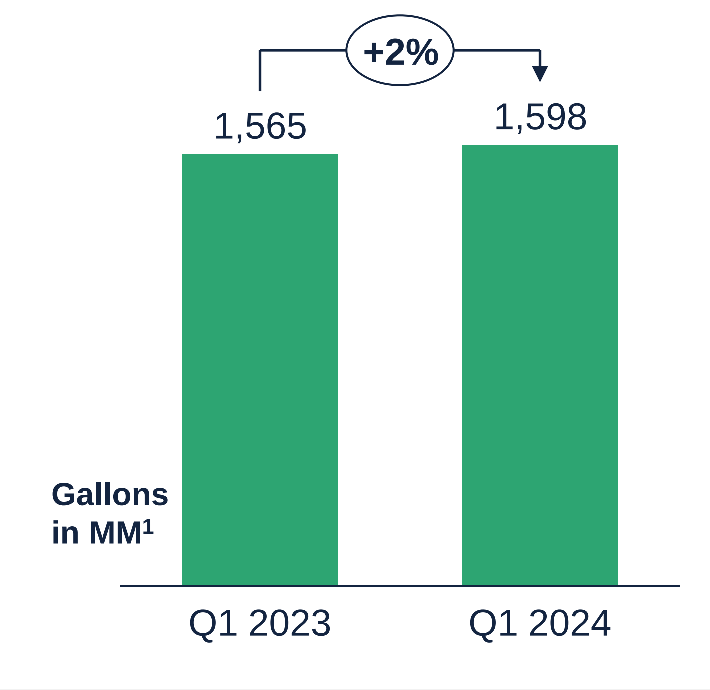
Q2 2024 Outlook Versus Q2 2023:

- Expect Gross Profit to be down year over year, driven by similar factors as in the first quarter of 2024.

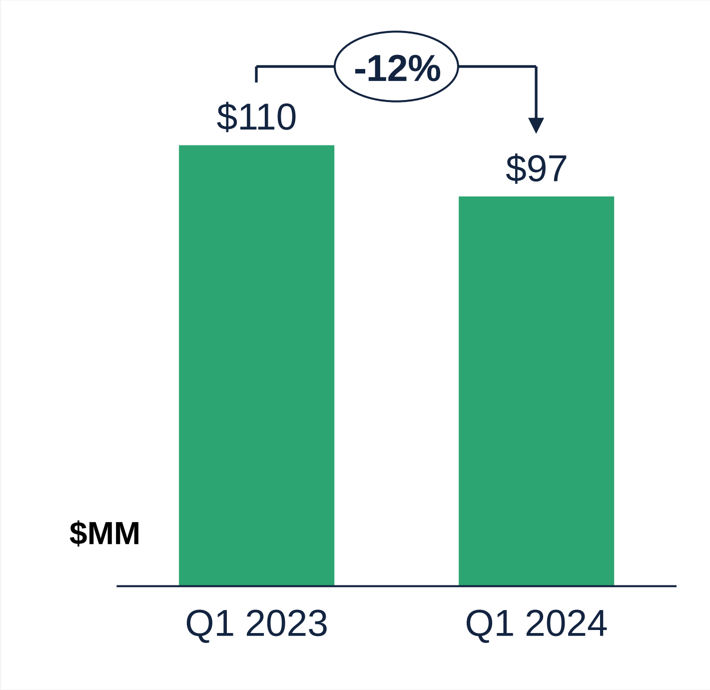
Note:

1. Includes gallons and gallon equivalents.

Volumes



Gross Profit



Segment Overview: Marine

Quarter Highlights & Q2 Outlook

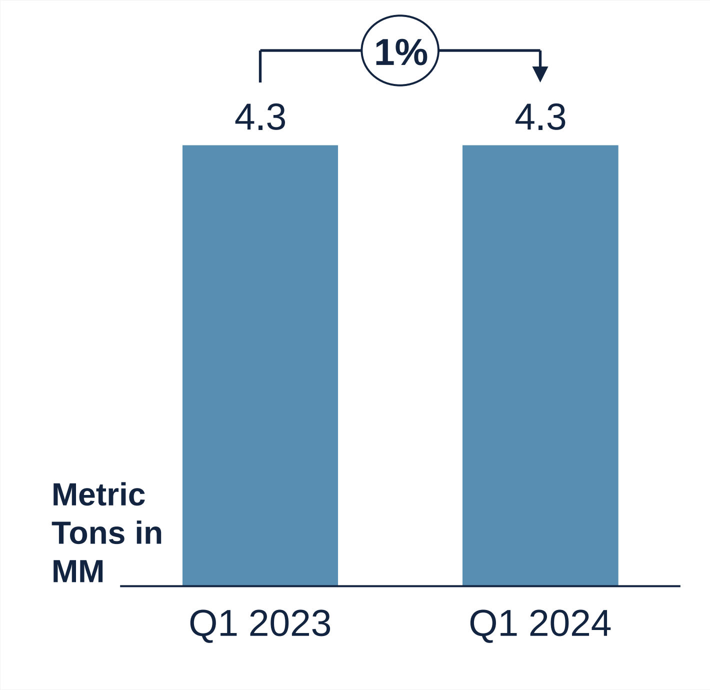
Q1 2024 Highlights Versus Q1 2023:

- Gross Profit decreased 7% year-over-year driven principally by the reduction in market volatility experienced throughout 2022 and into the first quarter of 2023.
- However, gross profit was up 10% from the fourth quarter of 2023, demonstrating our team’s continued focus on driving solid returns in the current market environment.

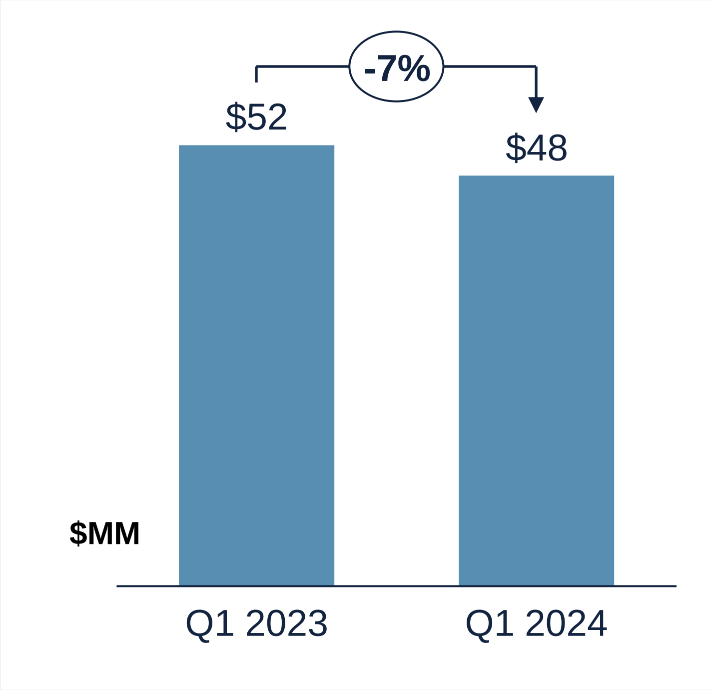
Q2 2024 Outlook Versus Q2 2023:

- Results are expected to be generally in-line with the prior year - as market volatility tapered off by the second quarter of last year.

Volumes

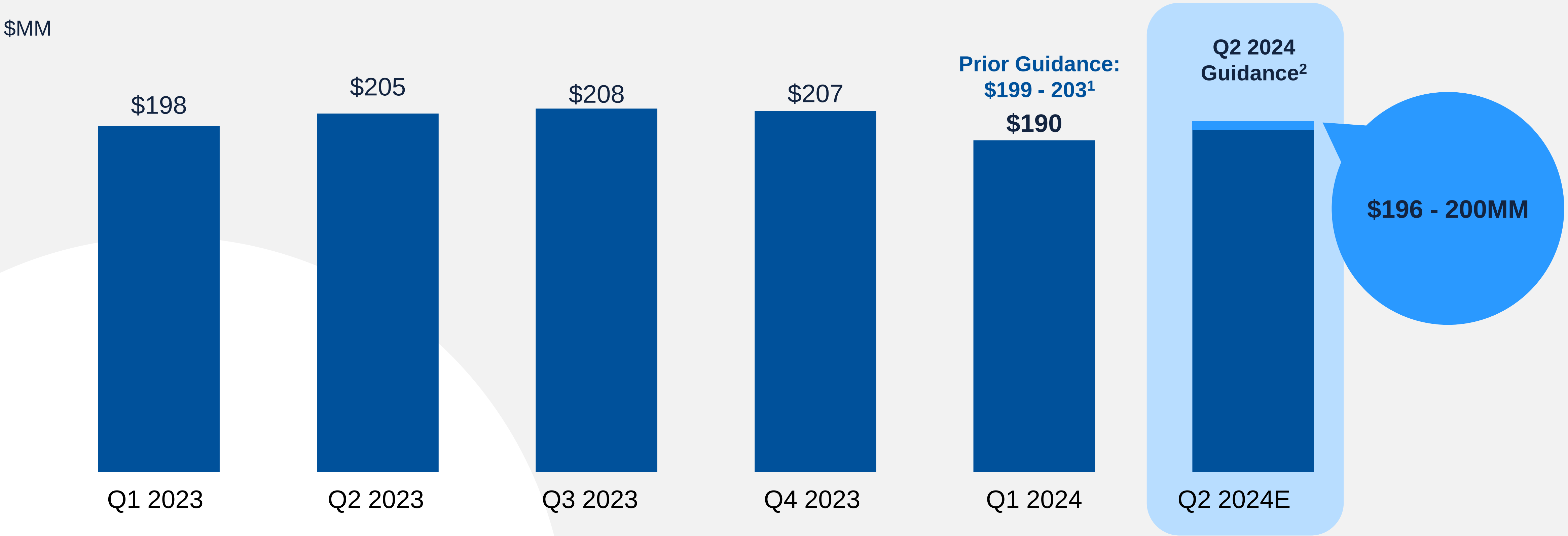


Gross Profit



Adjusted Operating Expenses Down 4% Year-Over-Year

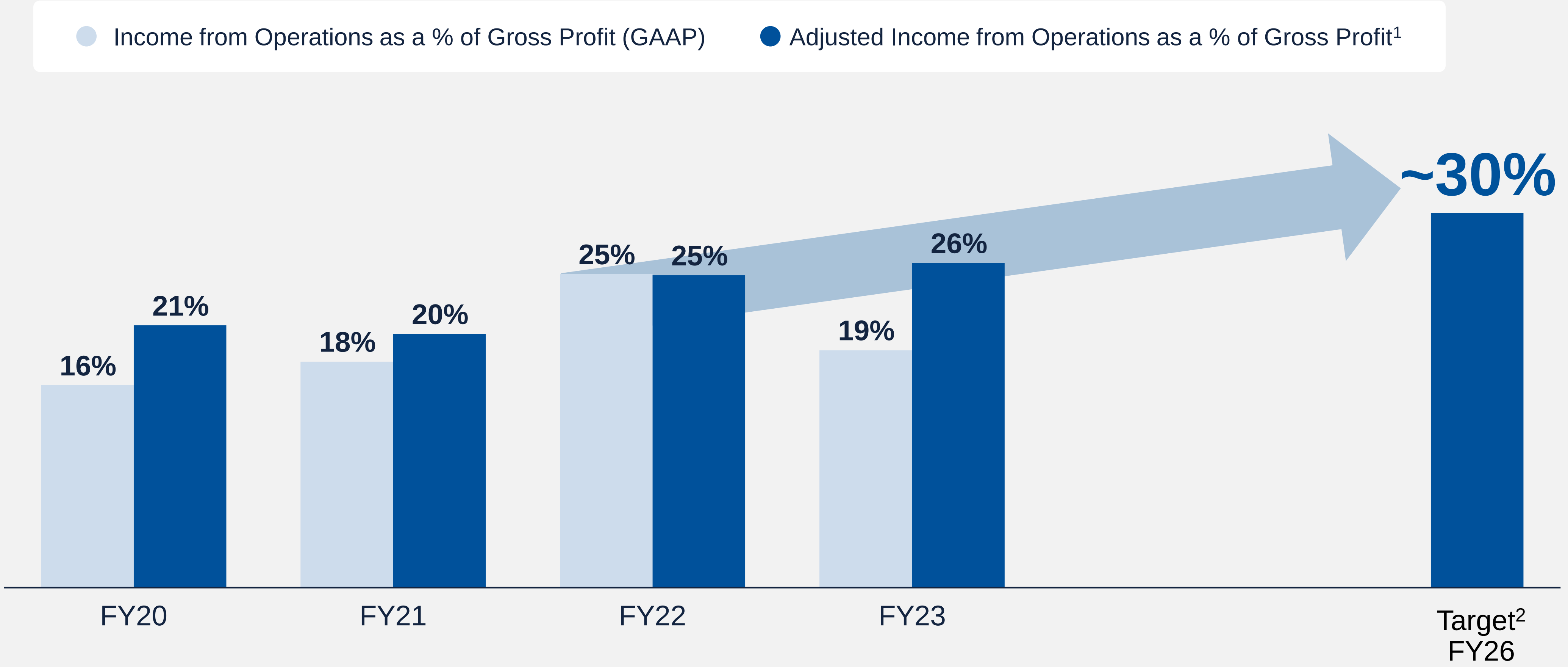
Total Adjusted Operating Expenses



Note:
1. Guidance from Q4 2023 earnings provided on February 22, 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.

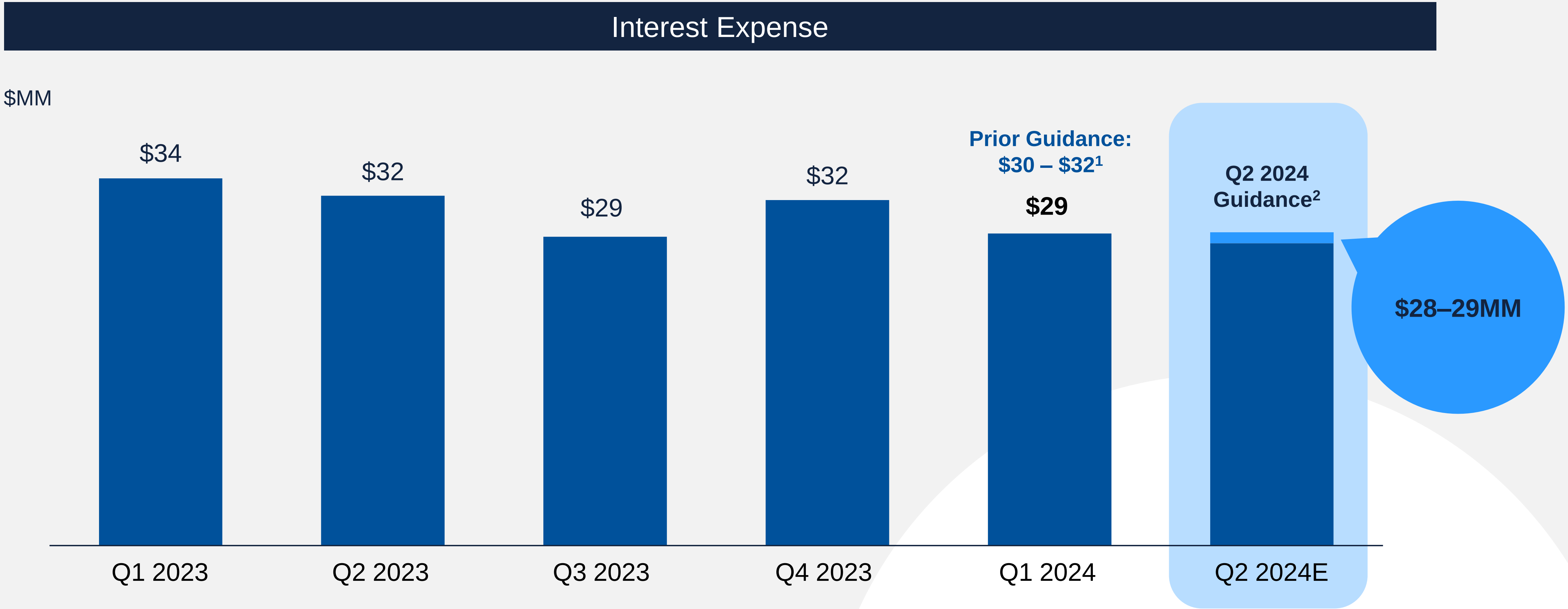
We Remain Committed to our FY26 Adjusted Operating Margin Target…

Income and Adjusted Income from Operations as a Percentage of Gross Profit



Note:
1. Adjusted Income from Operations as a percentage of Gross Profit is a non-GAAP financial measure. Please see Appendix for a reconciliation of historical Adjusted Income from Operations to its most directly comparable historical GAAP measure.
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.

Interest Expense Down 16% Year-Over-Year



Note:
1. Guidance from Q1 2024 earnings provided on February 22, 2024.
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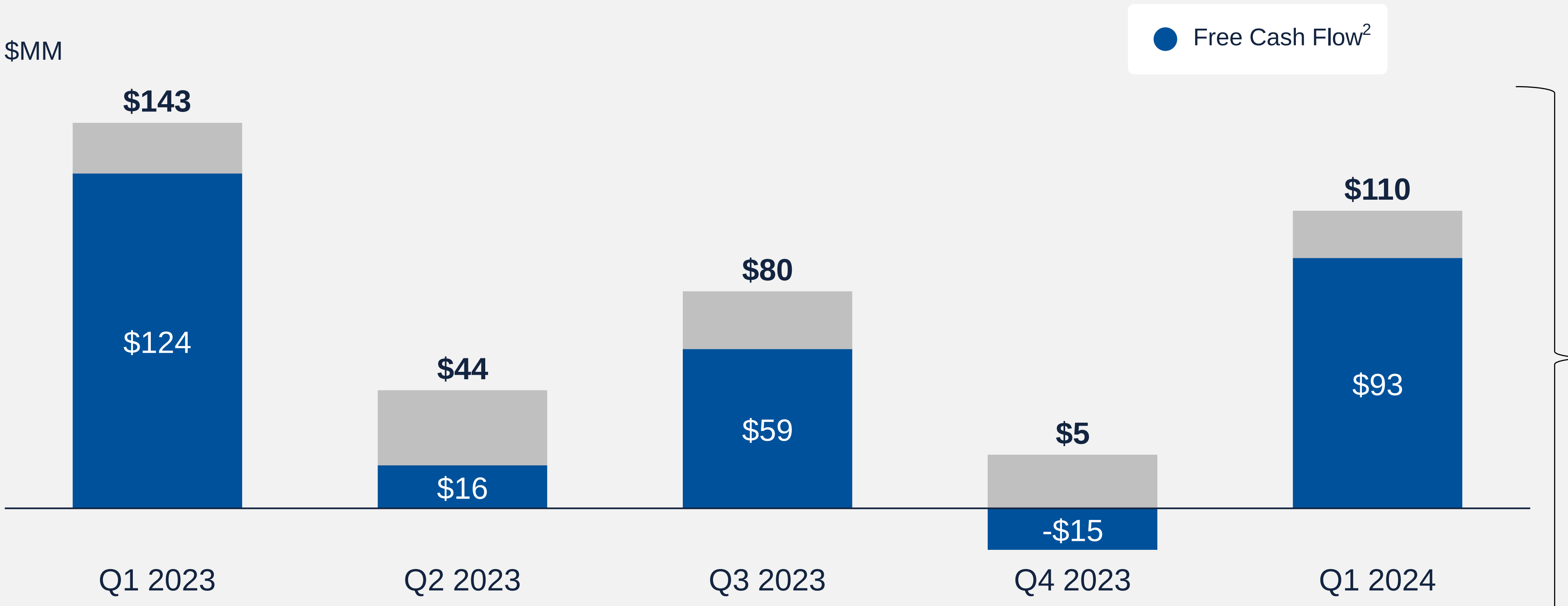
Strong Cash Flow Provides Financial Flexibility

Operating Cash Flow[1]



Total Trailing Five Quarters[3]

Operating Cash Flow:

$382mm

Free Cash Flow[2]:

$276mm

Note:
1. Full bars represent Total Operating Cash Flow.
2. Free Cash Flow is defined as operating cash flow minus total capital expenditures as presented in the Statement of Cash Flow.
3. Total Trailing Five Quarters is Q1 2023 – Q1 2024.

Capital Allocation Framework Supports Growth With Reasonable Leverage and Rewards Shareholders

Strong Balance Sheet & Liquidity Position

- Low leverage through prudent capital management
- Liquidity strong through business cycles

M&A Priorities

- Focus on investments in core activities
- Driving growth and further operating leverage

Capital Returns

- Share buybacks
- Dividends

We Remain Focused on Medium-Term Financial Targets[2]

2026

Adjusted EBITDA[1,2,3] Target

$480 – $520 Million

30%

Adjusted Operating Margin[1,2,4] Target

2024 – 2028

Five-year Aggregate Free Cash Flow[1,2,5] Target

$900 Million **– $1.2** Billion

Note:

1. *Adjusted Operating Margin, Adjusted EBITDA, and Free Cash Flow are non-GAAP financial measures. Please see the Appendix for a reconciliation of our historical non-GAAP financial measures to their most directly comparable historical GAAP measures.*
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.*
3. *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, restructuring charges, impairments, gains or losses on sale of businesses, integration costs, non-operating legal settlements, and costs associated with the Finnish bid error.*
4. *Adjusted Operating Margin is computed by dividing adjusted income from operations by adjusted gross profit.*
5. *Free Cash Flow is defined as operating cash flow minus total capital expenditures as presented in the Statement of Cash Flow.*

Guidance Summary[1]

Date Guidance Provided	Period	Guidance Metric	Guidance		Actual
February 22, 2024[2]	Q1 2024	**Adj. Operating Expense**	$199 – 203MM	✓	$190MM
	Q1 2024	**Interest Expense**	$30 – 32MM	✓	$29MM
	FY 2024	**FY 2024 Tax Rate**	23 – 27%		
April 25, 2024	Q2 2024	**Adj. Operating Expense**	$196 –200MM		
	Q2 2024	**Interest Expense**	$28–29MM		
	FY 2024	**FY 2024 Tax Rate**	23 – 27%		

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 Q1 2024 earnings provided on February 22, 2024.

Appendix

Non-GAAP Reconciliation (1/5)

$ in millions, except per share data

	For the Three Months Ended March 31,			
	2024		2023	
	Net Income	Diluted Earnings per share	Net Income	Diluted Earnings per share
GAAP Measure	**$27.4**	**$0.45**	**$22.8**	**$0.36**
Finnish bid error	0.9	0.01	-	-
Restructuring Charges	0.2	(0.00)	-	-
Income tax impact	(0.2)	(0.01)	-	-
Adjusted non-GAAP measure	**28.2**	**0.47**	**22.8**	**0.36**

Non-GAAP Reconciliation (2/5)

$ in millions

	For the Three Months Ended March 31,	
	2024	2023
Net income (loss) including noncontrolling interest	**$27.2**	**$22.6**
Interest expense and other financing cost, net	28.9	34.3
Provision (benefit) for income taxes	3.3	4.2
Depreciation and amortization	25.3	25.8
EBITDA	**84.8**	**86.9**
Finnish bid error	0.9	-
Restructuring Charges	0.2	-
Adjusted EBITDA	**85.9**	**86.9**

Non-GAAP Reconciliation (3/5)

$ in millions	For the Three Months Ended				
	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024
Operating Expenses GAAP Measure	**$198.2**	**$206.2**	**$208.2**	**$247.7**	**$190.8**
Acquisition and divestiture related expenses	-	0.5	-	0.4	-
Finish bid error	-	-	-	0.8	0.9
Asset impairments	-	0.3	0.0	32.4	-
Restructuring charges	-	-	-	7.2	0.2
Operating Expenses Adjusted Non-GAAP Measure	**198.2**	**205.3**	**208.2**	**206.8**	**189.7**

Non-GAAP Reconciliation (4/5)

$ in millions

		For the Twelve Months Ended December 31							
		GAAP Measure	Acquisition and divestiture	Asset Impairments	Integration Costs	Finnish bid error	Restructuring Charges	**Total Adjustments**	**Adjusted Non-GAAP Measure**
2020 Consolidated	**Gross Profit**	**$851.8**	**-**	**-**	**-**	**-**	**$0.2**	**$0.2**	**$852.0**
2020 Consolidated	Operating Expenses	714.0	1.8	25.5	-	-	10.2	37.5	676.5
2020 Consolidated	**Operating Income**	**137.9**	**1.8**	**25.5**	**-**	**-**	**10.3**	**37.7**	**175.5**
2020 Consolidated	**Operating Margin**	**16%**							**21%**
2021 Consolidated	**Gross Profit**	**788.2**	**-**	**-**	**-**	**-**	**0.8**	**0.8**	**789.0**
2021 Consolidated	Operating Expenses	645.6	6.6	4.7	-	-	5.7	17.0	628.7
2021 Consolidated	**Operating Income**	**142.6**	**6.6**	**4.7**	**-**	**-**	**6.6**	**17.8**	**160.4**
2021 Consolidated	**Operating Margin**	**18%**							**20%**
2022 Consolidated	**Gross Profit**	**1,089.1**	**-**	**-**	**-**	**-**	**-**	**-**	**1,089.1**
2022 Consolidated	Operating Expenses	815.8	1.4	0.6	1.4	(0.8)		2.6	813.2
2022 Consolidated	**Operating Income**	**273.2**	**1.4**	**0.6**	**1.4**	**(0.8)**	**-**	**2.6**	**275.8**
2022 Consolidated	**Operating Margin**	**25%**							**25%**
2023 Consolidated	**Gross Profit**	**1,058.2**	**-**	**-**	**-**	**48.0**	**-**	**48.0**	**1,106.2**
2023 Consolidated	Operating Expenses	860.2	(1.0)	(32.8)	-	(0.8)	(7.2)	(41.7)	818.5
2023 Consolidated	**Operating Income**	**198.0**	**1.0**	**32.8**	**-**	**48.8**	**7.2**	**89.7**	**287.7**
2023 Consolidated	**Operating Margin**	**19%**							**26%**

		For the Three Months Ended March 31							
		GAAP Measure	Acquisition and divestiture	Asset Impairments	Integration Costs	Finnish bid error	Restructuring Charges	**Total Adjustments**	**Adjusted Non-GAAP Measure**
2024 Consolidated	**Gross Profit**	**$254.1**	**-**	**-**	**-**	**-**	**-**	**-**	**$254.1**
2024 Consolidated	Operating Expenses	190.8	-	-	-	(0.9)	(0.2)	(1.1)	189.7
2024 Consolidated	**Operating Income**	**63.3**	**-**	**-**	**-**	**0.9**	**0.2**	**1.1**	**64.4**
2024 Consolidated	**Operating Margin**	**25%**							**25%**

Non-GAAP Reconciliation (5/5)

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

Investor Relations Contacts

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