

WORLD FUEL SERVICES CORP  
Form 10-Q  
August 01, 2012  
[Table of Contents](#)

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, DC 20549

**FORM 10-Q**

(Mark One)

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**FOR THE QUARTERLY PERIOD ENDED JUNE 30, 2012**

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**FOR THE TRANSITION PERIOD FROM                      TO**

**COMMISSION FILE NUMBER 1-9533**

## WORLD FUEL SERVICES CORPORATION

(Exact name of registrant as specified in its charter)

**Florida**  
(State or other jurisdiction of  
incorporation or organization)

**59-2459427**  
(I.R.S. Employer  
Identification No.)

**9800 N.W. 41st Street, Suite 400**  
**Miami, Florida**  
(Address of Principal Executive Offices)

**33178**  
(Zip Code)

Registrant's Telephone Number, including area code: **(305) 428-8000**

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

The registrant had a total of 72,063,000 shares of common stock, par value \$0.01 per share, issued and outstanding as of July 25, 2012.



Table of Contents

**Table of Contents**

<u>Part I.</u>	<u>Financial Information</u>		
	<u>General</u>		1
	<u>Item 1.</u>	<u>Financial Statements (Unaudited)</u>	
		<u>Consolidated Balance Sheets as of June 30, 2012 and December 31, 2011</u>	2
		<u>Consolidated Statements of Income and Comprehensive Income for the Three and Six Months ended June 30, 2012 and 2011</u>	3
		<u>Consolidated Statements of Shareholders' Equity for the Six Months ended June 30, 2012 and 2011</u>	4
		<u>Consolidated Statements of Cash Flows for the Six Months ended June 30, 2012 and 2011</u>	5
		<u>Notes to the Consolidated Financial Statements</u>	7
	<u>Item 2.</u>	<u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	17
	<u>Item 3.</u>	<u>Quantitative and Qualitative Disclosures About Market Risk</u>	28
	<u>Item 4.</u>	<u>Controls and Procedures</u>	29
<u>Part II.</u>	<u>Other Information</u>		
	<u>Item 2.</u>	<u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	30
	<u>Item 6.</u>	<u>Exhibits</u>	30

Signatures

Table of Contents

**Part I Financial Information**

**General**

The following unaudited consolidated financial statements and notes thereto of World Fuel Services Corporation and its subsidiaries have been prepared in accordance with the instructions to Quarterly Reports on Form 10-Q and, therefore, omit or condense certain footnotes and other information normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States. In the opinion of management, all adjustments necessary for a fair presentation of the financial information, which are of a normal and recurring nature, have been made for the interim periods reported. Results of operations for the three and six months ended June 30, 2012 are not necessarily indicative of the results for the entire fiscal year. The unaudited consolidated financial statements and notes thereto included in this Quarterly Report on Form 10-Q for the quarterly period ended June 30, 2012 ( 10-Q Report ) should be read in conjunction with the audited consolidated financial statements and notes thereto included in our Annual Report on Form 10-K for the fiscal year ended December 31, 2011 ( 2011 10-K Report ). World Fuel Services Corporation ( World Fuel or the Company ) and its subsidiaries are collectively referred to in this 10-Q Report as we, our and us.

Table of Contents**Item 1. Financial Statements****World Fuel Services Corporation and Subsidiaries****Consolidated Balance Sheets**

(Unaudited - In thousands, except per share data)

	June 30, 2012	As of	December 31, 2011
<b>Assets:</b>			
<b>Current assets:</b>			
Cash and cash equivalents	\$ 136,676	\$	205,415
Accounts receivable, net	2,124,645		2,160,561
Inventories	557,390		472,584
Prepaid expenses	158,239		109,297
Other current assets	319,895		174,370
<b>Total current assets</b>	<b>3,296,845</b>		<b>3,122,227</b>
Property and equipment, net	92,597		90,710
Goodwill	353,547		346,246
Identifiable intangible assets, net	103,739		107,620
Non-current other assets	41,166		30,443
<b>Total assets</b>	<b>\$ 3,887,894</b>	<b>\$</b>	<b>3,697,246</b>
<b>Liabilities:</b>			
<b>Current liabilities:</b>			
Short-term debt	\$ 23,780	\$	17,800
Accounts payable	1,774,508		1,739,678
Customer deposits	98,478		105,554
Accrued expenses and other current liabilities	190,978		163,110
<b>Total current liabilities</b>	<b>2,087,744</b>		<b>2,026,142</b>
Long-term debt	308,212		269,348
Non-current income tax liabilities, net	43,013		47,703
Other long-term liabilities	9,857		7,335
<b>Total liabilities</b>	<b>2,448,826</b>		<b>2,350,528</b>
<b>Commitments and contingencies</b>			
<b>Equity:</b>			
<b>World Fuel shareholders' equity:</b>			
Preferred stock, \$1.00 par value; 100 shares authorized, none issued			
Common stock, \$0.01 par value; 100,000 shares authorized, 72,058 and 71,154 issued and outstanding as of June 30, 2012 and December 31, 2011, respectively	721		712
Capital in excess of par value	506,213		502,551
Retained earnings	925,887		836,222
Accumulated other comprehensive loss	(14,603)		(6,524)
<b>Total World Fuel shareholders' equity</b>	<b>1,418,218</b>		<b>1,332,961</b>
Noncontrolling interest equity	20,850		13,757

Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

Total equity		1,439,068		1,346,718
Total liabilities and equity	\$	3,887,894	\$	3,697,246

The accompanying notes are an integral part of these unaudited consolidated financial statements.

Table of Contents**World Fuel Services Corporation and Subsidiaries****Consolidated Statements of Income and Comprehensive Income**

(Unaudited - In thousands, except per share data)

	For the Three Months ended June 30,		For the Six Months ended June 30,	
	2012	2011	2012	2011
Revenue	\$ 9,618,797	\$ 8,708,709	\$ 19,097,852	\$ 15,788,115
Cost of revenue	9,446,674	8,543,607	18,768,494	15,486,245
Gross profit	172,123	165,102	329,358	301,870
Operating expenses:				
Compensation and employee benefits	56,183	54,877	110,710	101,946
Provision for bad debt	641	3,531	782	4,327
General and administrative	42,941	40,591	86,252	73,969
	99,765	98,999	197,744	180,242
Income from operations	72,358	66,103	131,614	121,628
Non-operating expenses, net:				
Interest expense and other financing costs, net	(5,437)	(4,298)	(10,098)	(6,823)
Other (expense) income, net	(88)	(83)	478	(1,011)
	(5,525)	(4,381)	(9,620)	(7,834)
Income before income taxes	66,833	61,722	121,994	113,794
Provision for income taxes	11,951	11,049	18,566	21,464
Net income including noncontrolling interest	54,882	50,673	103,428	92,330
Net income attributable to noncontrolling interest	6,282	470	8,413	1,018
Net income attributable to World Fuel	\$ 48,600	\$ 50,203	\$ 95,015	\$ 91,312
Basic earnings per common share	\$ 0.68	\$ 0.71	\$ 1.34	\$ 1.30
Basic weighted average common shares	71,173	70,856	71,083	70,400
Diluted earnings per common share	\$ 0.68	\$ 0.70	\$ 1.32	\$ 1.28
Diluted weighted average common shares	71,767	71,558	71,773	71,299
Comprehensive income:				
Net income including noncontrolling interest	\$ 54,882	\$ 50,673	\$ 103,428	\$ 92,330
Other comprehensive (loss) income:				
Foreign currency translation adjustment	(10,886)	440	(8,079)	1,141
Comprehensive income including noncontrolling interest	43,996	51,113	95,349	93,471
Comprehensive income attributable to noncontrolling interest	6,282	470	8,413	1,018
Comprehensive income attributable to World Fuel	\$ 37,714	\$ 50,643	\$ 86,936	\$ 92,453

The accompanying notes are an integral part of these unaudited consolidated financial statements.





Table of Contents**World Fuel Services Corporation and Subsidiaries****Consolidated Statements of Shareholders' Equity**

(Unaudited - In thousands)

	Common Stock		Capital in	Retained	Accumulated	World Fuel	Noncontrolling	Total
	Shares	Amount	Excess of Par Value	Earnings	Other Comprehensive Loss	Shareholders Equity	Interest Equity	
Balance as of December 31, 2011	71,154	\$ 712	\$ 502,551	\$ 836,222	\$ (6,524)	\$ 1,332,961	\$ 13,757	\$ 1,346,718
Net income				95,015		95,015	8,413	103,428
Distribution of noncontrolling interest							(1,320)	(1,320)
Cash dividends declared				(5,350)		(5,350)		(5,350)
Amortization of share-based payment awards			5,487			5,487		5,487
Issuance of common stock related to share-based payment awards	938	9	2,721			2,730		2,730
Purchases of common stock tendered by employees to satisfy the required withholding taxes related to share-based payment awards	(34)		(4,546)			(4,546)		(4,546)
Other comprehensive loss					(8,079)	(8,079)		(8,079)
Balance as of June 30, 2012	72,058	\$ 721	\$ 506,213	\$ 925,887	\$ (14,603)	\$ 1,418,218	\$ 20,850	\$ 1,439,068

	Common Stock		Capital in	Retained	Accumulated	World Fuel	Noncontrolling	Total
	Shares	Amount	Excess of Par Value	Earnings	Other Comprehensive Income	Shareholders Equity	(Deficit) Equity	
Balance as of December 31, 2010	69,602	\$ 696	\$ 468,963	\$ 652,796	\$ 4,753	\$ 1,127,208	\$ (644)	\$ 1,126,564
Net income				91,312		91,312	1,018	92,330
Initial noncontrolling interest upon consolidation of joint venture							614	614
Capital contribution for joint ventures							10,042	10,042
Cash dividends declared				(5,297)		(5,297)		(5,297)
Amortization of share-based payment awards			4,801			4,801		4,801
Issuance of common stock related to share-based payment awards including income tax benefit of \$3,810	920	9	5,257			5,266		5,266
Issuance of common stock related to acquisition	691	7	27,484			27,491		27,491
Purchases of common stock tendered by employees to satisfy the required withholding taxes related to share-based payment awards	(78)	(1)	(8,654)			(8,655)		(8,655)
Other comprehensive income					1,141	1,141		1,141
Balance as of June 30, 2011	71,135	\$ 711	\$ 497,851	\$ 738,811	\$ 5,894	\$ 1,243,267	\$ 11,030	\$ 1,254,297

Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

The accompanying notes are an integral part of these unaudited consolidated financial statements.

Table of Contents**World Fuel Services Corporation and Subsidiaries****Consolidated Statements of Cash Flows**

(Unaudited - In thousands)

	<b>For the Six Months ended June 30,</b>	
	<b>2012</b>	<b>2011</b>
<b>Cash flows from operating activities:</b>		
Net income including noncontrolling interest	\$ 103,428	\$ 92,330
Adjustments to reconcile net income including noncontrolling interest to net cash used in operating activities:		
Depreciation and amortization	17,668	18,740
Provision for bad debt	782	4,327
Share-based payment award compensation costs	5,957	5,658
Deferred income tax provision	9,855	6,564
Extinguishment of liabilities	(7,381)	(3,166)
Foreign currency gains, net	(4,843)	(411)
Other	1,346	893
Changes in assets and liabilities, net of acquisitions:		
Accounts receivable, net	42,097	(535,628)
Inventories	(76,710)	(180,534)
Prepaid expenses	(50,619)	29,252
Other current assets	(126,805)	(53,858)
Cash collateral deposits held by financial counterparties	(128,058)	(650)
Non-current other assets	(6,137)	(1,415)
Accounts payable	39,197	481,054
Customer deposits	15,747	(14,779)
Accrued expenses and other current liabilities	111,229	13,035
Non-current income tax, net and other long-term liabilities	(3,676)	889
Total adjustments	(160,351)	(230,029)
Net cash used in operating activities	(56,923)	(137,699)
<b>Cash flows from investing activities:</b>		
Acquisitions and other investments, net of cash acquired	(29,038)	(106,013)
Capital expenditures	(9,567)	(7,394)
Issuance of notes receivable	(401)	(8,148)
Repayment of notes receivable	401	8,148
Net cash used in investing activities	(38,605)	(113,407)
<b>Cash flows from financing activities:</b>		
Borrowings under senior revolving credit facility	1,958,000	2,416,000
Repayments under senior revolving credit facility	(1,910,000)	(2,278,000)
Borrowings under senior term loans	50,000	
Repayments under senior term loans	(50,000)	
Repayments of other debt	(6,103)	(6,123)
Dividends paid on common stock	(5,350)	(5,294)
Payment of earn-out liability	(4,304)	
Payment of assumed employee benefits		(5,421)
Capital contribution for joint venture		10,000
Distribution of noncontrolling interest	(1,401)	
Federal and state tax benefits resulting from tax deductions in excess of the compensation cost recognized for share-based payment awards		3,810
Purchases of common stock tendered by employees to satisfy the required withholding taxes related to share-based payment awards	(4,546)	(8,654)
Net cash provided by financing activities	26,296	126,318

Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

Effect of exchange rate changes on cash and cash equivalents	493	1,630
Net decrease in cash and cash equivalents	(68,739)	(123,158)
Cash and cash equivalents, as of beginning of period	205,415	272,893
Cash and cash equivalents, as of end of period	\$ 136,676	\$ 149,735

The accompanying notes are an integral part of these unaudited consolidated financial statements.

Table of Contents

**World Fuel Services Corporation and Subsidiaries**

**Consolidated Statements of Cash Flows (Continued)**

(Unaudited - In thousands)

**Supplemental Schedule of Noncash Investing and Financing Activities:**

Cash dividends declared of \$0.0375 per share for the three months ended June 30, 2012 and 2011, but not yet paid, totaled \$2.7 million as of June 30, 2012 and 2011, and were paid in July 2012 and 2011, respectively.

In connection with our acquisitions during the six months ended June 30, 2012, we issued promissory notes of \$2.2 million. In connection with our acquisitions during the six months ended June 30, 2011, we issued \$27.5 million of common stock and a promissory note of \$7.5 million.

During the six months ended June 30, 2012 and 2011, we granted equity awards to certain employees of which \$2.7 million and \$1.5 million, respectively, was previously recorded in accrued expenses and other current liabilities.

In connection with our acquisitions for the periods presented, the following table presents the assets acquired, net of cash and liabilities assumed:

	<b>For the Six Months ended June 30,</b>	
	<b>2012</b>	<b>2011</b>
Assets acquired, net of cash	\$ 28,795	\$ 188,959
Liabilities assumed	\$ 3,157	\$ 47,967

The accompanying notes are an integral part of these unaudited consolidated financial statements.

Table of Contents

**World Fuel Services Corporation and Subsidiaries**

**Notes to the Consolidated Financial Statements**

(Unaudited)

**1. Significant Accounting Policies**

Except as updated below, the significant accounting policies we use for quarterly financial reporting are the same as those disclosed in Note 1 of the Notes to the Consolidated Financial Statements included in our 2011 10-K Report.

*Basis of Presentation*

The accompanying consolidated financial statements and related notes to the consolidated financial statements include our accounts and those of our majority-owned or controlled subsidiaries, after elimination of all significant intercompany accounts, transactions, and profits.

Certain amounts in prior periods have been reclassified to conform to the current period's presentation.

*Accounts Receivable Purchase Agreement*

We have a Receivables Purchase Agreement ( RPA ) to sell up to \$125.0 million of certain of our accounts receivable. On our sold receivables, we are charged a discount margin equivalent to a floating market rate plus 2% and certain other fees, as applicable and we retain a beneficial interest in certain of the sold accounts receivable which is included in accounts receivable, net in the accompanying consolidated balance sheets.

As of June 30, 2012, we had sold accounts receivable of \$96.1 million and retained a beneficial interest of \$14.3 million. During the three and six months ended June 30, 2012, the fees and interest paid under the receivables purchase agreement were not significant.

*Goodwill*

During the first six months of 2012, we recorded goodwill of \$6.1 million in our aviation segment in connection with two acquisitions completed during the period, which were not material individually or in the aggregate. In addition, based on our ongoing fair value assessment of certain of

## Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

our 2011 acquisitions since December 31, 2011, we reclassified \$2.9 million in goodwill from our aviation segment to our land segment and increased aviation segment goodwill by \$1.8 million as a result of the reclassification of \$1.1 million from identifiable intangible assets and a \$0.7 million purchase price adjustment. We had a reduction in goodwill of \$0.5 million as a result of foreign currency translation adjustments of our Brazilian subsidiary in our marine segment.

### *Recent Accounting Pronouncements*

*Disclosure About Offsetting Assets and Liabilities.* In December 2011, the Financial Accounting Standards Board ( FASB ) issued an accounting standards update ( ASU ) which requires companies to disclose information about financial instruments that have been offset and related arrangements to enable users of its financial statements to understand the effect of those arrangements on its financial position. Companies will be required to provide both net (offset amounts) and gross information in the notes to the financial statements for relevant assets and liabilities that are offset. This update is effective at the beginning of our 2013 fiscal year and will be applied retrospectively. We do not believe adoption of this new guidance will have a significant impact on our consolidated financial statements and disclosures.

*Disclosure Relating to Comprehensive Income.* In June 2011, the FASB issued an ASU aimed at increasing the prominence of items reported in other comprehensive income in the financial statements. This update requires companies to present comprehensive income in a single statement below net income or in a separate statement of comprehensive income immediately following the income statement. This ASU became effective on a prospective basis at the beginning of our 2012 fiscal year. In December 2011, the FASB issued an ASU to defer the effective date of the specific requirement to present items that are reclassified out of accumulated other comprehensive income to net income alongside their respective components of net income and other comprehensive income. All other provisions of this update are currently in effect. The adoption of this ASU resulted in the inclusion of consolidated statements of comprehensive income for the periods presented below the consolidated statements of income.



Table of Contents

*Fair Value Measurements.* In May 2011, the FASB issued an ASU to provide a consistent definition of fair value and common requirements for measurement and disclosure of fair value between International Financial Reporting Standards and U.S. Generally Accepted Accounting Principles. This ASU changes some fair value measurement principles and enhances disclosure requirements related to activities in Level 3 of the fair value hierarchy. The guidance became effective on a prospective basis at the beginning of our 2012 fiscal year. The adoption of this ASU did not have a material impact on our consolidated financial statements and disclosures.

**2. Derivatives**

We enter into financial derivative contracts in order to mitigate the risk of market price fluctuations in aviation, marine and land fuel, to offer our customers fuel pricing alternatives to meet their needs and to mitigate the risk of fluctuations in foreign currency exchange rates. We also enter into proprietary derivative transactions, primarily intended to capitalize on arbitrage opportunities related to basis or time spreads related to fuel products we sell. We have applied the normal purchase and normal sales exception ( NPNS ), as provided by accounting guidance for derivative instruments and hedging activities, to certain of our physical forward sales and purchase contracts. While these contracts are considered derivative instruments under the guidance for derivative instruments and hedging activities, they are not recorded at fair value, but rather are recorded in our consolidated financial statements when physical settlement of the contracts occurs. If it is determined that a transaction designated as NPNS no longer meets the scope of the exception, the fair value of the related contract is recorded as an asset or liability on the consolidated balance sheet and the difference between the fair value and the contract amount is immediately recognized through earnings.

The following describes our derivative classifications:

*Cash Flow Hedges.* Includes certain of our foreign currency forward contracts we enter into in order to mitigate the risk of currency exchange rate fluctuations.

*Fair Value Hedges.* Includes derivatives we enter into in order to hedge price risk associated with our inventory and certain firm commitments relating to fixed price purchase and sale contracts.

*Non-designated Derivatives.* Includes derivatives we primarily enter into in order to mitigate the risk of market price fluctuations in aviation, marine and land fuel in the form of swaps or futures as well as certain fixed price purchase and sale contracts and proprietary trading. In addition, non-designated derivatives are also entered into to hedge the risk of currency rate fluctuations.

Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

Table of Contents

As of June 30, 2012, our derivative instruments, at their respective fair value positions were as follows (in thousands, except mark-to-market prices):

Hedge Strategy	Settlement Period	Derivative Instrument	Notional	Unit	Mark-to-Market Prices	Mark-to-Market	
Fair Value Hedge	2012	Commodity contracts for inventory hedging (short)	63,331	GAL	\$ (0.09)	\$ (5,551)	
	2012	Commodity contracts for inventory hedging (short)	48	MT	(34.90)	(1,675)	
						\$ (7,226)	
Non-Designated	2012	Commodity contracts (long)	222,725	GAL	\$ (0.03)	\$ (6,486)	
	2012	Commodity contracts (short)	321,090	GAL	0.08	28,814	
	2012	Commodity contracts (long)	4,792	MT	(19.26)	(92,284)	
	2012	Commodity contracts (short)	3,366	MT	21.30	71,698	
	2013	Commodity contracts (long)	16,298	GAL	(0.02)	(263)	
	2013	Commodity contracts (short)	66,505	GAL	0.20	13,500	
	2013	Commodity contracts (long)	1,702	MT	(28.62)	(48,704)	
	2013	Commodity contracts (short)	600	MT	60.64	36,384	
	2014	Commodity contracts (long)	3	MT	(42.00)	(126)	
	2014	Commodity contracts (short)	6	MT	50.17	301	
	2012	Foreign currency contracts (long)	13,442	CAD	0.01	110	
	2012	Foreign currency contracts (short)	13,300	CAD	(0.01)	(111)	
	2012	Foreign currency contracts (long)	1,758,457	CLP	(0.00)	(5)	
	2012	Foreign currency contracts (short)	73,000	CLP	0.00	2	
	2012	Foreign currency contracts (long)	2,069	EUR	0.01	11	
	2012	Foreign currency contracts (short)	15,834	EUR	(0.00)	(74)	
	2012	Foreign currency contracts (long)	19,812	GBP	0.00	6	
	2012	Foreign currency contracts (short)	73,601	GBP	(0.00)	(168)	
	2012	Foreign currency contracts (long)	182,641	MXN	0.00	119	
	2012	Foreign currency contracts (short)	44,855	MXN	(0.00)	(17)	
	2012	Foreign currency contracts (long)	491	AUD	0.02	8	
	2012	Foreign currency contracts (short)	497	AUD	(0.02)	(8)	
	2012	Foreign currency contracts (long)	2,336	BRL	0.01	12	
	2012	Foreign currency contracts (short)	5,100	RON	(0.00)	(17)	
	2012	Foreign currency contracts (short)	17,000	DKK	(0.00)	(44)	
	2012	Foreign currency contracts (short)	14,200,000	COP	0.00	23	
	2012	Foreign currency contracts (long)	7,000	SGD	0.00	23	
	2012	Foreign currency contracts (short)	11,400	SGD	(0.01)	(109)	
	2013	Foreign currency contracts (long)	27,715	GBP	(0.02)	(439)	
	2013	Foreign currency contracts (short)	43,115	GBP	0.02	795	
						\$	2,946

Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

Table of Contents

The following table presents information about our derivative instruments measured at fair value and their locations on the consolidated balance sheets (in thousands):

	Balance Sheet Location	As of	
		June 30, 2012	December 31, 2011
<b>Derivative assets:</b>			
Derivatives designated as hedging instruments			
Commodity contracts	Other current assets	\$ 794	\$ 528
Commodity contracts	Accrued expenses and other current liabilities		22
		794	550
Derivatives not designated as hedging instruments			
Commodity contracts	Other current assets	95,748	59,185
Commodity contracts	Non-current other assets	9,520	2,065
Commodity contracts	Accrued expenses and other current liabilities	142,035	3,231
Commodity contracts	Other long-term liabilities	29	40
Foreign currency contracts	Other current assets	1,975	1,912
Foreign currency contracts	Non-current other assets	165	1,082
Foreign currency contracts	Accrued expenses and other current liabilities	75	
		249,547	67,515
		\$ 250,341	\$ 68,065
<b>Derivative liabilities:</b>			
Derivatives designated as hedging instruments			
Commodity contracts	Other current assets	\$ 834	\$ 1,519
Commodity contracts	Accrued expenses and other current liabilities	7,186	21
		8,020	1,540
Derivatives not designated as hedging instruments			
Commodity contracts	Other current assets	12,659	37,713
Commodity contracts	Non-current other assets	214	2
Commodity contracts	Accrued expenses and other current liabilities	231,173	16,434
Commodity contracts	Other long-term liabilities	457	1,213
Foreign currency contracts	Other current assets	1,463	413
Foreign currency contracts	Non-current other assets		481
Foreign currency contracts	Accrued expenses and other current liabilities	463	124
Foreign currency contracts	Other long-term liabilities	172	
		246,601	56,380
		\$ 254,621	\$ 57,920

The following table presents the effect and financial statement location of our derivative instruments and related hedged items in fair value hedging relationships on our consolidated statements of income and comprehensive income (in thousands):

Derivatives	Location	Realized and Unrealized Gain (Loss)		Hedged Items	Location	Realized and Unrealized Gain (Loss)	
		2012	2011			2012	2011
<b>Three months ended</b>							
<b>June 30,</b>							
Commodity contracts	Revenue	\$	\$ 5,518	Firm commitments	Revenue	\$	\$ (5,356)
Commodity contracts	Cost of revenue		(369)	Firm commitments	Cost of revenue		274
Commodity contracts	Cost of revenue	36,522	6,665	Inventories	Cost of revenue	(32,847)	(3,045)
		\$ 36,522	\$ 11,814			\$ (32,847)	\$ (8,127)

Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

Six months ended

June 30,

Commodity contracts	Revenue	\$	265	\$	16,205	Firm commitments	Revenue	\$	(201)	\$	(16,789)
Commodity contracts	Cost of revenue		(1,417)		(7,830)	Firm commitments	Cost of revenue		739		8,311
Commodity contracts	Cost of revenue		10,193		(33,594)	Inventories	Cost of revenue		(3,419)		44,296
		\$	9,041	\$	(25,219)			\$	(2,881)	\$	35,818

Table of Contents

There were no gains or losses for the three and six months ended June 30, 2012 and 2011 that were excluded from the assessment of the effectiveness of our fair value hedges.

The following table presents the effect and financial statement location of our derivative instruments not designated as hedging instruments on our consolidated statements of income and comprehensive income (in thousands):

Derivatives	Location	Realized and Unrealized Gain (Loss)	
		2012	2011
<u>Three months ended June 30,</u>			
Commodity contracts	Revenue	\$ (16,549)	\$ 1,490
Commodity contracts	Cost of revenue	22,549	2,560
Foreign currency contracts	Revenue	824	
Foreign currency contracts	Other (expense) income, net	978	(963)
		\$ 7,802	\$ 3,087
<u>Six months ended June 30,</u>			
Commodity contracts	Revenue	\$ (16,772)	\$ 3,048
Commodity contracts	Cost of revenue	29,570	3,223
Foreign currency contracts	Revenue	(728)	
Foreign currency contracts	Other (expense) income, net	(684)	(2,872)
		\$ 11,386	\$ 3,399

We enter into derivative instrument contracts which may require us to periodically post collateral. Certain of these derivative contracts contain clauses that are similar to credit-risk-related contingent features, including material adverse change, general adequate assurance and internal credit review clauses that may require additional collateral to be posted and/or settlement of the instruments in the event an aforementioned clause is triggered. The triggering events are not a quantifiable measure; rather they are based on good faith and reasonable determination by the counterparty that the triggers have occurred. The net liability position for such contracts, the collateral posted and the amount of assets required to be posted and/or to settle the positions should a contingent feature be triggered were not significant as of June 30, 2012.

### 3. Debt

On April 10, 2012, we amended our senior revolving credit facility to, among other things, (i) make a \$50.0 million prepayment on our senior term loan and (ii) provide for a separate \$50.0 million senior term loan for one of our subsidiaries.

The following table provides additional information about our interest expense and other financing costs, net, for the periods presented (in thousands):

For the Three Months ended

For the Six Months ended

Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

	June 30,		June 30,	
	2012	2011	2012	2011
Interest income	\$ 253	\$ 147	\$ 525	\$ 226
Interest expense and other financing costs	(5,690)	(4,445)	(10,623)	(7,049)
	\$ (5,437)	\$ (4,298)	\$ (10,098)	\$ (6,823)

**4. Other Comprehensive (Loss) Income and Accumulated Other Comprehensive Loss**

Our other comprehensive (loss) income consists of foreign currency translation adjustment losses or gains related to our subsidiaries that have a functional currency other than the U.S. dollar and amounted to losses of \$10.9 million and \$8.1 million for the three and six months ended June 30, 2012, respectively, and gains of \$0.4 million and \$1.1 million for the three and six months ended June 30, 2011, respectively. The foreign currency translation adjustment losses for the three and six months ended June 30, 2012 were primarily due to the strengthening of the U.S. dollar as compared to the Brazilian Real. As of June 30, 2012 and December 31, 2011, our accumulated other comprehensive loss amounted to \$14.6 million and \$6.5 million, respectively.

Table of Contents**5. Income Taxes**

Our income tax provision for the periods presented and the respective effective tax rates for such periods are as follows (in thousands, except for tax rates):

	For the Three Months ended June 30,		For the Six Months ended June 30,	
	2012	2011	2012	2011
Income tax provision	\$ 11,951	\$ 11,049	\$ 18,566	\$ 21,464
Effective income tax rate	17.9%	17.9%	15.2%	18.9%

Our provision for income taxes for each of the three-month and six-month periods ended June 30, 2012 and 2011 were calculated based on the estimated annual effective tax rate for the full 2012 and 2011 fiscal years. The provision for income taxes for the six-month period ended June 30, 2012 includes an adjustment for an income tax benefit of \$3.3 million for a discrete item related to a change in estimate in an uncertain tax position which was recognized in the three-month period ended March 31, 2012. The actual effective tax rate for the full 2012 fiscal year may be materially different as a result of differences between estimated versus actual results and the geographic tax jurisdictions in which the results are earned.

**6. Earnings per Common Share**

The following table sets forth the computation of basic and diluted earnings per common share for the periods presented (in thousands, except per share amounts):

	For the Three Months ended June 30,		For the Six Months ended June 30,	
	2012	2011	2012	2011
<b>Numerator:</b>				
Net income attributable to World Fuel	\$ 48,600	\$ 50,203	\$ 95,015	\$ 91,312
<b>Denominator:</b>				
Weighted average common shares for basic earnings per common share	71,173	70,856	71,083	70,400
Effect of dilutive securities	594	702	690	899
Weighted average common shares for diluted earnings per common share	71,767	71,558	71,773	71,299
Weighted average securities which are not included in the calculation of diluted earnings per common share because their impact is anti-dilutive or their performance conditions	774	124	422	70

Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

have not been met

Basic earnings per common share	\$	0.68	\$	0.71	\$	1.34	\$	1.30
Diluted earnings per common share	\$	0.68	\$	0.70	\$	1.32	\$	1.28



Table of Contents

**7. Commitments and Contingencies**

**Legal Matters**

On April 11, 2012, Cathay Pacific Airways Limited ( Cathay ) filed a writ in the High Court of the Republic of Singapore against one of our subsidiaries, World Fuel Services (Singapore) Pte Ltd. ( WFSS ) alleging property damage and bodily injuries arising out of the emergency landing of a Cathay aircraft in Hong Kong, which Cathay alleges was caused by contaminated fuel supplied by WFSS. Although not specified in the writ, Cathay claims damages relating to the incident of approximately \$34.0 million. Because the outcome of litigation is inherently uncertain, we cannot estimate the possible loss or range of loss for this matter. We intend to vigorously defend this claim, and we believe our liability in this matter (if any) should be adequately covered by insurance. As of June 30, 2012, we have not recorded any accruals associated with this claim.

We are involved in litigation and administrative proceedings primarily arising in the normal course of our business. We are not currently a party to any other pending litigation or administrative proceeding that is expected to have a material adverse effect on our business, financial condition, results of operations or cash flows. As of June 30, 2012, we had recorded certain accruals which were not significant.

**8. Fair Value Measurements**

The carrying amounts of cash and cash equivalents, accounts receivable, net, accounts payable and accrued expenses and other current liabilities approximate fair value based on the short-term maturities of these instruments. We believe the carrying values of our notes receivable and debt approximate fair value since these instruments bear interest either at variable rates or fixed rates which are not significantly different than market rates. Based on the fair value hierarchy, notes receivable of \$6.7 million as of June 30, 2012 and \$6.8 million as of December 31, 2011 are categorized in Level 3, the debt under our senior term loans of \$250.0 million as of June 30, 2012 and December 31, 2011 is categorized in Level 2 and all other debt of \$82.0 million as of June 30, 2012 and \$37.1 million as of December 31, 2011 is categorized in Level 3.

## Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

### Table of Contents

The following table presents information about our assets and liabilities that are measured at estimated fair value on a recurring basis (in thousands):

	Level 1	Level 2	Level 3	Sub-Total	Netting and Collateral	Total
<b><u>As of June 30, 2012</u></b>						
Assets:						
Commodity contracts	\$ 68,793	\$ 179,333	\$	\$ 248,126	\$ (177,205)	\$ 70,921
Foreign currency contracts		2,215		2,215	(1,710)	505
Hedged item inventories		5,642		5,642		5,642
Total	\$ 68,793	\$ 187,190	\$	\$ 255,983	\$ (178,915)	\$ 77,068
Liabilities:						
Commodity contracts	\$ 94,341	\$ 158,182	\$	\$ 252,523	\$ (232,694)	\$ 19,829
Foreign currency contracts		2,098		2,098	(1,710)	388
Hedged item inventories		608		608		608
Total	\$ 94,341	\$ 160,888	\$	\$ 255,229	\$ (234,404)	\$ 20,825
<b><u>As of December 31, 2011</u></b>						
Assets:						
Commodity contracts	\$ 14,038	\$ 51,033	\$	\$ 65,071	\$ (43,275)	\$ 21,796
Foreign currency contracts		2,994		2,994	(893)	2,101
Hedged item inventories		3,216		3,216		3,216
Hedged item commitments		206		206		206
Total	\$ 14,038	\$ 57,449	\$	\$ 71,487	\$ (44,168)	\$ 27,319
Liabilities:						
Commodity contracts	\$ 10,148	\$ 46,754	\$	\$ 56,902	\$ (43,291)	\$ 13,611
Foreign currency contracts		1,018		1,018	(893)	125
Hedged item inventories		24		24		24
Earn-out			4,194	4,194		4,194
Total	\$ 10,148	\$ 47,796	\$ 4,194	\$ 62,138	\$ (44,184)	\$ 17,954

Fair value of commodity contracts and hedged item commitments is derived using forward prices that take into account commodity prices, basis differentials, interest rates, credit risk ratings, option volatility and currency rates. Fair value of hedged item inventories is derived using spot commodity prices and basis differentials. Fair value of foreign currency contracts is derived using forward prices that take into account interest rates, credit risk ratings and currency rates.

For our derivative contracts, we may enter into master netting, collateral and offset agreements with counterparties. These agreements provide us the ability to offset a counterparty's rights and obligations, request additional collateral when necessary or liquidate the collateral in the event of counterparty default. We net fair value of cash collateral paid or received against fair value amounts recognized for net derivative positions executed with the same counterparty under the same master netting or offset agreement.

As of June 30, 2012, we had \$139.9 million of cash collateral deposits held by financial counterparties of which \$76.9 million have been offset against the total amount of commodity fair value liabilities in the above table and the remaining \$63.0 million is included in other current assets in the accompanying consolidated balance sheets. In addition, as of June 30, 2012, we have offset \$21.4 million of cash collateral received from customers against the total amount of commodity fair value assets in the above table. As of December 31, 2011, we had \$11.8 million of cash collateral deposits held by financial counterparties and there were no significant amounts of cash collateral that were offset against the total commodity fair value assets and liabilities in the above table.



Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

Table of Contents

The following table presents information about our assets and liabilities that are measured at fair value on a recurring basis that utilized Level 3 inputs for the periods presented (in thousands):

	Beginning of Period, (Liabilities) Assets	Realized and Unrealized Gains (Losses) Included in Earnings	Settlements	End of Period, Liabilities	Change in Unrealized Losses Relating to Instruments Still Held at end of Period
<u>Three months ended June 30, 2012</u>					
Earn-out	\$ (4,323)	\$ 19	\$ 4,304	\$	\$
<u>Three months ended June 30, 2011</u>					
Earn-out	\$ (5,151)	\$ (5)	\$	\$ (5,156)	\$ (5)
<u>Six months ended June 30, 2012</u>					
Earn-out	\$ (4,194)	\$ (110)	\$ 4,304	\$	\$
<u>Six months ended June 30, 2011</u>					
Commodity contracts, net	\$ 90	\$	\$ (90)	\$	\$
Earn-out	(5,012)	(144)		(5,156)	(144)
Total	\$ (4,922)	\$ (144)	\$ (90)	\$ (5,156)	\$ (144)

Our policy is to recognize transfers between Level 1, 2 or 3 as of the beginning of the reporting period in which the event or change in circumstances caused the transfer to occur. There were no transfers between Level 1, 2 or 3 during the periods presented. In addition, there were no significant Level 3 purchases, sales or issuances for the periods presented.

*Earn-out Relating to 2009 Acquisition*

In connection with an acquisition made in 2009, we entered into an earn-out agreement with the sellers based on achieving certain operating targets over a three year period ending April 3, 2012. The earn-out liability of \$4.3 million was paid during the three months ended June 30, 2012. The impact of the acquisition's revenue and net income did not have a significant impact on our results for the three and six months ended June 30, 2012 and 2011.

**9. Business Segments**

## Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

Based on the nature of operations and quantitative thresholds pursuant to accounting guidance for segment reporting, we have three reportable operating business segments: aviation, marine and land. Corporate expenses are allocated to the segments based on usage, where possible, or on other factors according to the nature of the activity. The results of operations of Nordic Camp Supply ApS and certain affiliates ( NCS ) are included in our aviation segment commencing on March 1, 2011, its acquisition date, and since January 1, 2012, a portion of NCS results is now included in our land segment. The results of operations include the results of Ascent Aviation Group, Inc. ( Ascent ) in our aviation segment commencing on April 1, 2011, its acquisition date. The accounting policies of the reportable operating segments are the same as those described in the Summary of Significant Accounting Policies (see Note 1).

Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

Table of Contents

Information concerning our revenue, gross profit and income from operations by segment is as follows (in thousands):

	For the Three Months ended June 30,		For the Six Months ended June 30,	
	2012	2011	2012	2011
<b>Revenue:</b>				
Aviation segment	\$ 3,547,871	\$ 3,364,829	\$ 6,959,418	\$ 6,011,421
Marine segment	3,767,144	3,532,983	7,671,335	6,532,402
Land segment	2,303,782	1,810,897	4,467,099	3,244,292
	\$ 9,618,797	\$ 8,708,709	\$ 19,097,852	\$ 15,788,115
<b>Gross profit:</b>				
Aviation segment	\$ 69,171	\$ 82,027	\$ 134,085	\$ 152,155
Marine segment	51,748	50,674	106,825	90,889
Land segment	51,204	32,401	88,448	58,826
	\$ 172,123	\$ 165,102	\$ 329,358	\$ 301,870
<b>Income from operations:</b>				
Aviation segment	\$ 25,960	\$ 37,624	\$ 52,793	\$ 75,794
Marine segment	27,931	25,763	55,376	43,118
Land segment	28,352	14,026	44,552	24,689
	82,243	77,413	152,721	143,601
Corporate overhead - unallocated	9,885	11,310	21,107	21,973
	\$ 72,358	\$ 66,103	\$ 131,614	\$ 121,628

Information concerning our accounts receivable, net and total assets by segment is as follows (in thousands):

	As of	
	June 30, 2012	December 31, 2011
<b>Accounts receivable, net:</b>		
Aviation segment, net of allowance for bad debt of \$9,234 and \$8,441 as of June 30, 2012 and December 31, 2011, respectively	\$ 630,719	\$ 569,086
Marine segment, net of allowance for bad debt of \$8,059 and \$9,495 as of June 30, 2012 and December 31, 2011, respectively	1,118,106	1,261,340
Land segment, net of allowance for bad debt of \$6,526 and \$6,365 as of June 30, 2012 and December 31, 2011, respectively	375,820	330,135
	\$ 2,124,645	\$ 2,160,561
<b>Total assets:</b>		
Aviation segment	\$ 1,420,981	\$ 1,149,031
Marine segment	1,436,982	1,568,378
Land segment	896,041	816,595
Corporate	133,890	163,242
	\$ 3,887,894	\$ 3,697,246

Table of Contents

**Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

The following discussion should be read in conjunction with our 2011 10-K Report and the consolidated financial statements and related notes in Item 1 - Financial Statements appearing elsewhere in this 10-Q Report. The following discussion may contain forward-looking statements, and our actual results may differ significantly from the results suggested by these forward-looking statements. Some factors that may cause our results to differ materially from the results and events anticipated or implied by such forward-looking statements are described in Item 1A Risk Factors of our 2011 10-K Report.

**Forward-Looking Statements**

Certain statements made in this report and the information incorporated by reference in it, or made by us in other reports, filings with the Securities and Exchange Commission ( SEC ), press releases, teleconferences, industry conferences or otherwise, are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. 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, will likely result, plan, or words or phrases

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. The Company's actual results may differ materially from the future results, performance or achievements expressed or implied by the forward-looking statements. These statements are based on our management's expectations, beliefs and assumptions concerning future events affecting us, which in turn are based on currently available information.

Examples of forward-looking statements in this 10-Q Report include, but are not limited to, our expectations regarding our business strategy, business prospects, operating results, effectiveness of internal controls to manage risk, working capital, liquidity, capital expenditure requirements and future acquisitions. Important assumptions relating to the forward-looking statements include, among others, assumptions regarding demand for our products, the cost, terms and availability of fuel from suppliers, pricing levels, the timing and cost of capital expenditures, outcome of pending litigation, competitive conditions, general economic conditions and synergies relating to acquisitions, joint ventures and alliances. These assumptions could prove inaccurate. Although we believe that the estimates and projections reflected in the forward-looking statements are reasonable, our expectations may prove to be incorrect.

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 price of fuel;

- changes in the political, economic or regulatory conditions generally and in the markets in which we operate;
- our failure to effectively hedge certain financial risks and the use of derivatives;
- non-performance by counterparties or customers to derivative contracts;
- changes in credit terms extended to us from our suppliers;
- non-performance of suppliers on their sale commitments and customers on their purchase commitments;
- loss of, or reduced sales to a significant government customer;
- non-performance of third-party service providers;
- adverse conditions in the industries in which our customers operate, including a continuation of the global recession and its impact on the airline and shipping industries;



Table of Contents

- currency exchange fluctuations;
- failure of the fuel we sell to meet specifications;
- our ability to manage growth;
- our ability to integrate acquired businesses;
- material disruptions in the availability or supply of fuel;
- risks associated with the storage, transportation and delivery of petroleum products;
- risks associated with operating in high risk locations, such as Iraq and Afghanistan;
- uninsured losses;
- the impact of natural disasters, such as hurricanes;
- our failure to comply with restrictions and covenants in our senior revolving credit facility ( Credit Facility ) and our senior term loans ( Term Loans );
- the liquidity and solvency of banks within our Credit Facility and Term Loans;
- increases in interest rates;

## Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

- 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 U.S. or foreign tax laws or changes in the mix of taxable income among different tax jurisdictions;
- our ability to comply with U.S. and international laws and regulations including those related to anti-corruption, economic sanction programs and environmental matters;
- increased levels of competition;
- the outcome of litigation; and
- other risks, including those described in Item 1A - Risk Factors in our 2011 10-K Report and those described from time to time in our other filings with the SEC.

We operate in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for us to predict all of those risks, nor can we assess the impact of all of those risks on our business or the extent to which any factor may cause actual results to differ materially from those contained in any forward-looking statement. The forward-looking statements in this 10-Q Report are based on assumptions management believes are reasonable. However, due to the uncertainties associated with forward-looking statements, you should not place undue reliance on any forward-looking statements. Further, forward-looking statements speak only as of the date they are made, and unless required by law, we expressly disclaim any obligation or undertaking to publicly update any of them in light of new information, future events, or otherwise.

For these statements, we claim the protection of the safe harbor for forward-looking statements contained in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended (the Exchange Act).

Table of Contents

**Overview**

We are a leading global fuel logistics company, principally engaged in the marketing, sale and distribution of aviation, marine, and land fuel products and related services on a worldwide basis. We compete by providing our customers value-added benefits, including single-supplier convenience, competitive pricing, the availability of trade credit, price risk management, logistical support, fuel quality control and fuel procurement outsourcing. We have three reportable operating business segments: aviation, marine, and land. We primarily contract with third parties for the delivery and storage of fuel products and in some cases own storage and transportation assets for strategic purposes. In our aviation segment, we offer fuel and related services to major commercial airlines, second and third-tier airlines, cargo carriers, regional and low cost carriers, airports, fixed based operators, corporate fleets, fractional operators, private aircraft, military fleets and the U.S. and foreign governments, and we also offer a private label charge card to customers in the general aviation industry and charge card processing services in connection with the purchase of aviation fuel and related services. In our marine segment, we offer fuel and related services to a broad base of marine customers, including international container and tanker fleets, commercial cruise lines, yachts and time-charter operators, as well as to the U.S. and foreign governments. In our land segment, we offer fuel and related services to petroleum distributors operating in the land transportation market, retail petroleum operators, and industrial, commercial and government customers. Additionally, we engage in crude oil marketing activities.

In our aviation and land segments, we primarily purchase and resell fuel, and we do not act as brokers. Profit from our aviation and land segments is primarily determined by the volume and the gross profit achieved on fuel resales, and in the case of the aviation segment, a percentage of processed charge card revenue. In our marine segment, we primarily purchase and resell fuel and also act as brokers for others. Profit from our marine segment is determined primarily by the volume and gross profit achieved on fuel resales and by the volume and commission rate of the brokering business. Our profitability in our segments also depends on our operating expenses, which may be significantly affected to the extent that we are required to provide for potential bad debt.

Our revenue and cost of revenue are significantly impacted by world oil prices, as evidenced in part by our revenue and cost of revenue fluctuations in recent fiscal years, while our gross profit is not necessarily impacted by changes in world oil prices. However, significant movements in fuel prices during any given financial period can have a significant impact on our gross profit, either positively or negatively depending on the direction, volatility and timing of such price movements.

We may experience decreases in future sales volumes and margins as a result of the ongoing deterioration in the world economy and transportation industry, natural disasters and continued conflicts and instability in the Middle East, Asia and Latin America, as well as potential future terrorist activities and possible military retaliation. In addition, because fuel costs represent a significant part of our customers' operating expenses, volatile and/or high fuel prices can adversely affect our customers' businesses, and, consequently, the demand for our services and our results of operations. Our hedging activities may not be effective to mitigate volatile fuel prices and may expose us to counterparty risk. See Item 1A Risk Factors of our 2011 10-K Report.

**Reportable Segments**

We have three reportable operating segments: aviation, marine and land. Corporate expenses are allocated to each segment based on usage, where possible, or on other factors according to the nature of the activity. We evaluate and manage our business segments using the performance measurement of income from operations. Financial information with respect to our business segments is provided in Note 8 to the accompanying consolidated financial statements included in this 10-Q Report.

**Results of Operations**

The results of operations of Nordic Camp Supply ApS and certain affiliates ( NCS ) are included in our aviation segment commencing on March 1, 2011, its acquisition date, and since January 1, 2012, a portion of NCS results is now included in our land segment. The results of operations include the results of Ascent Aviation Group, Inc. ( Ascent ) in our aviation segment commencing on April 1, 2011, its acquisition date.

# Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

## Table of Contents

### *Three Months Ended June 30, 2012 Compared to Three Months Ended June 30, 2011*

**Revenue.** Our revenue for the second quarter of 2012 was \$9.6 billion, an increase of \$0.9 billion, or 10.5%, as compared to the second quarter of 2011. Our revenue during these periods was attributable to the following segments (in thousands):

	<b>For the Three Months ended June 30,</b>			
	<b>2012</b>		<b>2011</b>	<b>\$ Change</b>
Aviation segment	\$ 3,547,871	\$	3,364,829	\$ 183,042
Marine segment	3,767,144		3,532,983	234,161
Land segment	2,303,782		1,810,897	492,885
	\$ 9,618,797	\$	8,708,709	\$ 910,088

Our aviation segment contributed \$3.5 billion in revenue for the second quarter of 2012, an increase of \$0.2 billion, or 5.4% as compared to the second quarter of 2011. The increase in aviation segment revenue was due to \$0.4 billion in increased volume attributable to new and existing customers, which was partially offset by decreased revenue of \$0.2 billion due to a decrease in the average price per gallon sold as a result of lower world oil prices in the second quarter of 2012 as compared to the second quarter of 2011.

Our marine segment contributed \$3.8 billion in revenue for the second quarter of 2012, an increase of \$0.2 billion, or 6.6%, as compared to the second quarter of 2011. The increase in marine segment revenue was due to an increase in the average price per metric ton sold in the second quarter of 2012 as compared to the second quarter of 2011.

Our land segment contributed \$2.3 billion in revenue for the second quarter of 2012, an increase of \$0.5 billion, or 27.2%, as compared to the second quarter of 2011. The increase in land segment revenue was due to \$0.3 billion in increased volume attributable to new and existing customers and \$0.2 billion in increased volume attributable to crude oil marketing activities.

**Gross Profit.** Our gross profit for the second quarter of 2012 was \$172.1 million, an increase of \$7.0 million, or 4.3%, as compared to the second quarter of 2011. Our gross profit during these periods was attributable to the following segments (in thousands):

	<b>For the Three Months ended June 30,</b>			
	<b>2012</b>		<b>2011</b>	<b>\$ Change</b>
Aviation segment	\$ 69,171	\$	82,027	\$ (12,856)
Marine segment	51,748		50,674	1,074
Land segment	51,204		32,401	18,803
	\$ 172,123	\$	165,102	\$ 7,021

Our aviation segment gross profit for the second quarter of 2012 was \$69.2 million, a decrease of \$12.9 million, or 15.7%, as compared to the second quarter of 2011. The decrease in aviation segment gross profit was due to \$13.2 million in lower gross profit per gallon sold in our physical inventory business as a result of volatility, timing and direction of jet fuel price movements in the second quarter of 2012 as compared

## Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

to the second quarter of 2011. This decrease was partially offset by \$0.3 million in other increases.

Our marine segment gross profit for the second quarter of 2012 was \$51.7 million, an increase of \$1.1 million, or 2.1%, as compared to the second quarter of 2011. Of the increase in marine segment gross profit, \$0.6 million was due to increased volume attributable to new and existing customers and \$0.5 million was due to increased gross profit per metric ton sold primarily due to certain higher margin activity.

Our land segment gross profit for the second quarter of 2012 was \$51.2 million, an increase of \$18.8 million, or 58.0%, as compared to the second quarter of 2011. Of the increase in land segment gross profit, \$13.3 million was due to increased volume attributable to crude oil marketing activities and \$6.2 million was due to gross profit from acquired businesses. These increases were partially offset by \$0.7 million in other decreases.

*Operating Expenses.* Total operating expenses for the second quarter of 2012 were \$99.8 million, an increase of \$0.8 million, or 0.8%, as compared to the second quarter of 2011. The following table sets forth our expense categories (in thousands):

Table of Contents

	For the Three Months ended			\$ Change
	June 30,			
	2012	2011		
Compensation and employee benefits	\$ 56,183	\$ 54,877	\$	1,306
Provision for bad debt	641	3,531		(2,890)
General and administrative	42,941	40,591		2,350
	\$ 99,765	\$ 98,999	\$	766

The \$1.3 million increase in compensation and employee benefits and the \$2.4 million increase in general and administrative expenses were primarily due to increased expenses to support our growing global business. The \$2.9 million decrease in provision for bad debt was primarily due to the recording of additional provision for bad debt in the second quarter of 2011 primarily as a result of an overall increase in the accounts receivable balance.

*Income from Operations.* Our income from operations for the second quarter of 2012 was \$72.4 million, an increase of \$6.3 million, or 9.5%, as compared to the second quarter of 2011. Income from operations during these periods was attributable to the following segments (in thousands):

	For the Three Months ended			\$ Change
	June 30,			
	2012	2011		
Aviation segment	\$ 25,960	\$ 37,624	\$	(11,664)
Marine segment	27,931	25,763		2,168
Land segment	28,352	14,026		14,326
	82,243	77,413		4,830
Corporate overhead - unallocated	9,885	11,310		(1,425)
	\$ 72,358	\$ 66,103	\$	6,255

Our aviation segment income from operations was \$26.0 million for the second quarter of 2012, a decrease of \$11.7 million, or 31.0%, as compared to the second quarter of 2011. This decrease resulted from \$12.9 million in lower gross profit, which was partially offset by decreased operating expenses of \$1.2 million.

Our marine segment earned \$27.9 million in income from operations for the second quarter of 2012, an increase of \$2.2 million, or 8.4%, as compared to the second quarter of 2011. This increase resulted from \$1.1 million in higher gross profit and decreased operating expenses of \$1.1 million.

Our land segment income from operations was \$28.4 million for the second quarter of 2012, an increase of \$14.3 million as compared to the second quarter of 2011. This increase resulted from \$18.8 million in higher gross profit, which was partially offset by increased operating expenses of \$4.5 million. Of the increase in land segment operating expenses, \$3.0 million was related to the inclusion of acquired businesses and \$1.5 million was due to increased expenses to support our growing global business.

Corporate overhead costs not charged to the business segments were \$9.9 million for the second quarter of 2012, a decrease of \$1.4 million, or 12.6%, as compared to the second quarter of 2011.

*Non-Operating Expenses, net.* For the second quarter of 2012, we had non-operating expenses, net of \$5.5 million, an increase of \$1.1 million as compared to the second quarter of 2011. This increase was primarily due to an increase in interest expense and other financing costs, net, as a result of higher average borrowings as compared to the second quarter of 2011.

*Taxes.* For the second quarter of 2012, our effective tax rate was 17.9% and our income tax provision was \$12.0 million, as compared to an effective tax rate of 17.9% and an income tax provision of \$11.0 million for the second quarter of 2011.

*Net Income and Diluted Earnings per Common Share.* Our net income for the second quarter of 2012 was \$48.6 million, a decrease of \$1.6 million, or 3.2%, as compared to the second quarter of 2011. Diluted earnings per common share for the second quarter of 2012 was \$0.68 per common share, a decrease of \$0.02 per common share, or 3.3%, as compared to the second quarter of 2011.



Table of Contents

*Non-GAAP Net Income and Non-GAAP Diluted Earnings per Common Share.* The following table sets forth the reconciliation between our net income and non-GAAP net income for the second quarter of 2012 and 2011 (in thousands):

	For the Three Months ended	
	June 30,	
	2012	2011
Net income attributable to World Fuel	\$ 48,600	\$ 50,203
Share-based compensation expense, net of taxes	2,107	1,879
Intangible asset amortization expense, net of taxes	2,118	5,571
Non-GAAP net income attributable to World Fuel	\$ 52,825	\$ 57,653

The following table sets forth the reconciliation between our diluted earnings per common share and non-GAAP diluted earnings per common share for the second quarter of 2012 and 2011:

	For the Three Months ended	
	June 30,	
	2012	2011
Diluted earnings per common share	\$ 0.68	\$ 0.70
Share-based compensation expense, net of taxes	0.03	0.03
Intangible asset amortization expense, net of taxes	0.03	0.08
Non-GAAP diluted earnings per common share	\$ 0.74	\$ 0.81

The non-GAAP financial measures exclude costs associated with share-based compensation and amortization of acquired intangible assets, primarily because we do not believe they are reflective of the Company's core operating results. We believe the exclusion of share-based compensation from operating expenses is useful given the variation in expense that can result from changes in the fair value of our common stock, the effect of which is unrelated to the operational conditions that give rise to variations in the components of our operating costs. Also, we believe the exclusion of the amortization of acquired intangible assets is useful for purposes of evaluating operating performance of our core operating results and comparing them period-over-period. We believe that these non-GAAP financial 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 non-GAAP net income and non-GAAP earnings per common share may not be comparable to the presentation of such metrics by other companies. Investors are encouraged to review the reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures.

## Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

### Table of Contents

#### *Six Months Ended June 30, 2012 Compared to Six Months Ended June 30, 2011*

**Revenue.** Our revenue for the first six months of 2012 was \$19.1 billion, an increase of \$3.3 billion, or 21.0%, as compared to the first six months of 2011. Our revenue during these periods was attributable to the following segments (in thousands):

	<b>For the Six Months ended June 30,</b>			<b>\$ Change</b>
	<b>2012</b>		<b>2011</b>	
Aviation segment	\$ 6,959,418	\$	6,011,421	\$ 947,997
Marine segment	7,671,335		6,532,402	1,138,933
Land segment	4,467,099		3,244,292	1,222,807
	\$ 19,097,852	\$	15,788,115	\$ 3,309,737

Our aviation segment contributed \$7.0 billion in revenue for the first six months of 2012, an increase of \$0.9 billion, or 15.8% as compared to the first six months of 2011. Of the increase in aviation segment revenue, \$0.8 billion was due to increased volume attributable to new and existing customers and \$0.1 billion was due to an increase in the average price per gallon sold as a result of higher world oil prices in the first six months of 2012 as compared to the first six months of 2011.

Our marine segment contributed \$7.7 billion in revenue for the first six months of 2012, an increase of \$1.1 billion, or 17.4%, as compared to the first six months of 2011. Of the total increase in marine segment revenue, \$0.9 billion was due to an increase in the average price per metric ton sold as a result of higher world oil prices in the first six months of 2012 as compared to the first six months of 2011 and \$0.2 billion was due to increased volume attributable to new and existing customers.

Our land segment contributed \$4.5 billion in revenue for the first six months of 2012, an increase of \$1.2 billion, or 37.7%, as compared to the first six months of 2011. The increase in land segment revenue was primarily due to \$0.6 billion in increased volume attributable to new and existing customers and \$0.4 billion in increased volume attributable to crude oil marketing activities. Of the remaining increase in land segment revenue, \$0.1 billion was due to an increase in the average price per gallon sold as a result of higher world oil prices in the first six months of 2012 as compared to the first six months of 2011 and \$0.1 billion was due to revenue from acquired businesses.

**Gross Profit.** Our gross profit for the first six months of 2012 was \$329.4 million, an increase of \$27.5 million, or 9.1%, as compared to the first six months of 2011. Our gross profit during these periods was attributable to the following segments (in thousands):

	<b>For the Six Months ended June 30,</b>			<b>\$ Change</b>
	<b>2012</b>		<b>2011</b>	
Aviation segment	\$ 134,085	\$	152,155	\$ (18,070)
Marine segment	106,825		90,889	15,936
Land segment	88,448		58,826	29,622
	\$ 329,358	\$	301,870	\$ 27,488

## Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

Our aviation segment gross profit for the first six months of 2012 was \$134.1 million, a decrease of \$18.1 million, or 11.9%, as compared to the first six months of 2011. The decrease in aviation segment gross profit was due to \$15.0 million in lower gross profit per gallon sold in our physical inventory business as a result of volatility, timing and direction of jet fuel price movements in the first six months of 2012 as compared to the first six months of 2011. The remaining decrease in aviation segment gross profit of \$3.1 million was primarily due to fluctuations in customer mix.

Our marine segment gross profit for the first six months of 2012 was \$106.8 million, an increase of \$15.9 million, or 17.5%, as compared to the first six months of 2011. Of the total increase in marine segment gross profit, \$12.8 million was due to higher gross profit per metric ton sold due to certain higher margin business activity and \$3.1 million was due to increased volume attributable to new and existing customers.

Table of Contents

Our land segment gross profit for the first six months of 2012 was \$88.4 million, an increase of \$29.6 million, or 50.4%, as compared to the first six months of 2011. Of the increase in land segment gross profit, \$17.3 million was due to increased volume attributable to crude oil marketing activities and \$12.1 million was due to gross profit from acquired businesses.

*Operating Expenses.* Total operating expenses for the first six months of 2012 were \$197.7 million, an increase of \$17.5 million, or 9.7%, as compared to the first six months of 2011. The following table sets forth our expense categories (in thousands):

	For the Six Months ended			\$ Change		
	2012	June 30,	2011			
Compensation and employee benefits	\$	110,710	\$	101,946	\$	8,764
Provision for bad debt		782		4,327		(3,545)
General and administrative		86,252		73,969		12,283
	\$	197,744	\$	180,242	\$	17,502

The \$8.8 million increase in compensation and employee benefits was primarily due to \$5.9 million in increased expenses to support our growing global business and \$2.9 million related to the inclusion of acquired businesses. The \$3.5 million decrease in provision for bad debt was primarily due to the recording of additional provision for bad debt in the first six months of 2011 primarily as a result of an overall increase in the accounts receivable balance. The \$12.3 million increase in general and administrative expenses was primarily due to \$7.4 million in increased expenses to support our growing global business and \$4.9 million related to the inclusion of acquired businesses.

*Income from Operations.* Our income from operations for the first six months of 2012 was \$131.6 million, an increase of \$10.0 million, or 8.2%, as compared to the first six months of 2011. Income from operations during these periods was attributable to the following segments (in thousands):

	For the Six Months ended			\$ Change		
	2012	June 30,	2011			
Aviation segment	\$	52,793	\$	75,794	\$	(23,001)
Marine segment		55,376		43,118		12,258
Land segment		44,552		24,689		19,863
		152,721		143,601		9,120
Corporate overhead - unallocated		21,107		21,973		(866)
	\$	131,614	\$	121,628	\$	9,986

Our aviation segment income from operations was \$52.8 million for the first six months of 2012, a decrease of \$23.0 million, or 30.3%, as compared to the first six months of 2011. This decrease resulted from \$18.1 million in lower gross profit and \$4.9 million in increased operating expenses attributable to the inclusion of acquired businesses.

Our marine segment earned \$55.4 million in income from operations for the first six months of 2012, an increase of \$12.3 million, or 28.4%, as compared to the first six months of 2011. This increase resulted from \$15.9 million in higher gross profit, which was partially offset by increased operating expenses of \$3.6 million primarily attributable to higher general and administrative expenses.

Our land segment income from operations was \$44.6 million for the first six months of 2012, an increase of \$19.9 million, or 80.5%, as compared to the first six months of 2011. This increase resulted from \$29.6 million in higher gross profit, which was partially offset by increased operating expenses of \$9.7 million. Of the increase in land segment operating expenses, \$6.8 million was related to the inclusion of acquired businesses and \$2.9 million was due to increased expenses to support our growing global business.

Corporate overhead costs not charged to the business segments were \$21.1 million for the first six months of 2012, a decrease of \$0.9 million, or 3.9%, as compared to the first six months of 2011.

Table of Contents

*Non-Operating Expenses, net.* For the first six months of 2012, we had non-operating expenses, net of \$9.6 million, an increase of \$1.8 million as compared to the first six months of 2011. This increase was attributable to a \$3.3 million increase in interest expense and other financing costs, net, as a result of higher average borrowings in the first six months of 2012 as compared to the first six months of 2011, partially offset by a \$1.2 million positive change related to foreign currency exchange gains of \$0.5 million in the first six months of 2012 as compared to foreign currency exchange losses of \$0.7 million in the first six months of 2011 and \$0.3 million related to decreases in other non-operating expenses.

*Taxes.* For the first six months of 2012, our effective tax rate was 15.2% and our income tax provision was \$18.6 million, as compared to an effective tax rate of 18.9% and an income tax provision of \$21.5 million for the first six months of 2011. The lower effective tax rate for the first six months of 2012 resulted primarily from differences in the actual results of our subsidiaries in tax jurisdictions with different tax rates as compared to the first six months of 2011 and an income tax benefit of \$3.3 million for a discrete item related to a change in estimate for an uncertain tax position. Excluding this discrete tax benefit, our effective tax rate for the first six months of 2012 would have been 17.9%.

*Net Income and Diluted Earnings per Common Share.* Our net income for the first six months of 2012 was \$95.0 million, an increase of \$3.7 million, or 4.1%, as compared to the first six months of 2011. Diluted earnings per common share for the first six months of 2012 was \$1.32 per common share, an increase of \$0.04 per common share, or 3.1%, as compared to the first six months of 2011.

*Non-GAAP Net Income and Non-GAAP Diluted Earnings per Common Share.* The following table sets forth the reconciliation between our net income and non-GAAP net income for the first six months of 2012 and 2011 (in thousands):

	<b>For the Six Months ended</b>			
	<b>June 30,</b>			
	<b>2012</b>		<b>2011</b>	
Net income attributable to World Fuel	\$	95,015	\$	91,312
Share-based compensation expense, net of taxes		4,108		3,888
Intangible asset amortization expense, net of taxes		6,584		9,233
Non-GAAP net income attributable to World Fuel	\$	105,707	\$	104,433

The following table sets forth the reconciliation between our diluted earnings per common share and non-GAAP diluted earnings per common share for the first six months of 2012 and 2011:

	<b>For the Six Months ended</b>			
	<b>June 30,</b>			
	<b>2012</b>		<b>2011</b>	
Diluted earnings per common share	\$	1.32	\$	1.28
Share-based compensation expense, net of taxes		0.06		0.05
Intangible asset amortization expense, net of taxes		0.09		0.13
Non-GAAP diluted earnings per common share	\$	1.47	\$	1.46

Table of Contents

The non-GAAP financial measures exclude costs associated with share-based compensation and amortization of acquired intangible assets, primarily because we do not believe they are reflective of the Company's core operating results. We believe the exclusion of share-based compensation from operating expenses is useful given the variation in expense that can result from changes in the fair value of our common stock, the effect of which is unrelated to the operational conditions that give rise to variations in the components of our operating costs. Also, we believe the exclusion of the amortization of acquired intangible assets is useful for purposes of evaluating operating performance of our core operating results and comparing them period-over-period. We believe that these non-GAAP financial 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 non-GAAP net income and non-GAAP earnings per common share may not be comparable to the presentation of such metrics by other companies. Investors are encouraged to review the reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures.

**Liquidity and Capital Resources***Cash Flows*

The following table reflects the major categories of cash flows for the six months ended June 30, 2012 and 2011. For additional details, please see the consolidated statements of cash flows.

	<b>For the Six Months ended</b>		
	<b>June 30,</b>		
	<b>2012</b>		<b>2011</b>
Net cash used in operating activities	\$ (56,923)	\$	(137,699)
Net cash used in investing activities	(38,605)		(113,407)
Net cash provided by financing activities	26,296		126,318

*Operating Activities.* For the six months ended June 30, 2012, net cash used in operating activities totaled \$56.9 million as compared to net cash used in operating activities of \$137.7 million for the first six months of 2011. The \$80.8 million decrease in operating cash flows was primarily due to an increase in cash collateral deposits posted with financial counterparties, as well as changes in other net operating assets and liabilities, primarily net working capital and increased net income.

*Investing Activities.* For the six months ended June 30, 2012, net cash used in investing activities was \$38.6 million as compared to \$113.4 million for the first six months of 2011. The \$74.8 million decrease in cash used in investing activities was primarily due to a reduction in cash used for the acquisition of businesses in the first six months of 2012 as compared to the first six months of 2011.

*Financing activities.* For the six months ended June 30, 2012, net cash provided by financing activities was \$26.3 million as compared to \$126.3 million for the first six months of 2011. The \$100.0 million decrease in financing cash flows was primarily due to lower net borrowings under our Credit Facility in the first six months of 2012 as compared to the first six months of 2011.

*Other Liquidity Measures*

*Cash and Cash Equivalents.* As of June 30, 2012 and December 31, 2011, we had cash and cash equivalents of \$136.7 million and \$205.4 million, respectively, of which \$50.1 million of the December 31, 2011 balance was held by certain of our foreign subsidiaries and not available to fund our domestic operations without incurring additional costs. Our primary uses of cash and cash equivalents are to fund accounts receivable, purchase inventory and make strategic investments, primarily acquisitions. We are usually extended unsecured trade credit from our suppliers for our fuel purchases; however, certain suppliers require us to either prepay or provide a letter of credit. Increases in oil prices can negatively affect liquidity by increasing the amount of cash needed to fund fuel purchases as well as reducing the amount of fuel which we can purchase on an unsecured basis from our suppliers.

*Credit Facility and Term Loans.* We have a senior revolving credit facility ( *Credit Facility* ) which permits borrowings of up to \$800.0 million with a sublimit of \$300.0 million for the issuance of letters of credit and bankers' acceptances. Under the Credit Facility, we have the right to request increases in available borrowings up to an additional \$150.0 million, subject to the satisfaction of certain conditions. The Credit Facility expires in July 2016. We had outstanding borrowings of \$48.0 million as of June 30, 2012 and no outstanding borrowings as of December 31, 2011 under our Credit Facility. Our issued letters of credit under the Credit Facility totaled \$98.2 million and \$45.3 million as of June 30, 2012 and December 31, 2011, respectively. We also have \$250.0 million in senior term loans ( *Term Loans* ), all of which were outstanding as of June 30, 2012.



Table of Contents

Our liquidity consisting of cash and cash equivalents and availability under the Credit Facility fluctuate based on a number of factors, including the timing of receipts from our customers and payments to our suppliers as well as commodity prices. Our Credit Facility and our Term Loans contain certain financial covenants with which we are required to comply. Our failure to comply with the financial covenants contained in our Credit Facility and our Term Loans could result in an event of default. An event of default, if not cured or waived, would permit acceleration of any outstanding indebtedness under the Credit Facility and our Term Loans, trigger cross-defaults under other agreements to which we are a party and impair our ability to obtain working capital advances and letters of credit, which would have a material adverse effect on our business, financial condition, results of operations and cash flows. As of June 30, 2012, we were in compliance with all financial covenants contained in our Credit Facility and our Term Loans.

*Other Credit Lines.* Additionally, we have other unsecured credit lines aggregating approximately \$179.3 million for the issuance of letters of credit, bank guarantees and bankers' acceptances. These credit lines are renewable on an annual basis and are subject to fees at market rates. As of June 30, 2012 and December 31, 2011, our outstanding letters of credit and bank guarantees under these credit lines totaled \$127.0 million and \$122.3 million, respectively. We also have a Receivables Purchase Agreement ( RPA ) to allow for the sale of up to \$125.0 million of our accounts receivable. As of June 30, 2012, we had sold accounts receivable of \$96.1 million and recorded a retained beneficial interest of \$14.3 million under the RPA.

*Short-Term Debt.* As of June 30, 2012, our short-term debt of \$23.8 million represents the current maturities (within the next twelve months) of certain promissory notes related to acquisitions, loans payable to noncontrolling shareholders of a consolidated subsidiary, borrowings under the Term Loans and capital lease obligations.

We believe that available funds from existing cash and cash equivalents and our Credit Facility, together with cash flows generated by operations, remain sufficient to fund our working capital and capital expenditure requirements for at least the next twelve months. In addition, to further enhance our liquidity profile, we may choose to raise additional funds which may or may not be needed for additional working capital, capital expenditures or other strategic investments. Our opinions concerning liquidity are based on currently available information. To the extent this information proves to be inaccurate, or if circumstances change, future availability of trade credit or other sources of financing may be reduced and our liquidity would be adversely affected. Factors that may affect the availability of trade credit or other forms of financing include our performance (as measured by various factors, including cash provided from operating activities), the state of worldwide credit markets, and our levels of outstanding debt. Depending on the severity and direct impact of these factors on us, financing may be limited or unavailable when needed or desired on terms that are favorable to us.

**Contractual Obligations and Off-Balance Sheet Arrangements**

Except for changes in the contractual obligations and off-balance sheet arrangements described below, there were no other material changes from December 31, 2011 to June 30, 2012. For a discussion of these matters, refer to Contractual Obligations and Off-Balance Sheet Arrangements in Item 7 of our 2011 10-K Report.

*Contractual Obligations*

*Derivative Obligations.* As of June 30, 2012, our net derivative obligations were \$20.2 million.

*Purchase Commitment Obligations.* As of June 30, 2012, our purchase commitment obligations were \$33.0 million.

*Off-Balance Sheet Arrangements*

*Letters of Credit and Bank Guarantees.* In the normal course of business, we are required to provide letters of credit to certain suppliers. A majority of these letters of credit expire within one year from their issuance, and expired letters of credit are renewed as needed. As of June 30, 2012, we had issued letters of credit and bank guarantees totaling \$225.2 million under our Credit Facility and other unsecured credit lines. For additional information on our Credit Facility and credit lines, see the discussion thereof in *Liquidity and Capital Resources* above.

**Recent Accounting Pronouncements**

Information regarding recent accounting pronouncements is included in Note 1 - Significant Accounting Policies in the *Notes to the Consolidated Financial Statements* in this 10-Q Report.

Table of Contents

**Item 3. Quantitative and Qualitative Disclosures About Market Risk**

**Derivatives**

We enter into financial derivative contracts in order to mitigate the risk of market price fluctuations in aviation, marine and land fuel, to offer our customers fuel pricing alternatives to meet their needs and to mitigate the risk of fluctuations in foreign currency exchange rates. We also enter into proprietary derivative transactions, primarily intended to capitalize on arbitrage opportunities related to basis or time spreads related to fuel products we sell. We have applied the normal purchase and normal sales exception ( NPNS ), as provided by accounting guidance for derivative instruments and hedging activities, to certain of our physical forward sales and purchase contracts. While these contracts are considered derivative instruments under the guidance for derivative instruments and hedging activities, they are not recorded at fair value, but rather are recorded in our consolidated financial statements when physical settlement of the contracts occurs. If it is determined that a transaction designated as NPNS no longer meets the scope of the exception, the fair value of the related contract is recorded as an asset or liability on the consolidated balance sheet and the difference between the fair value and the contract amount is immediately recognized through earnings.

The following describes our derivative classifications:

*Cash Flow Hedges.* Includes certain of our foreign currency forward contracts we enter into in order to mitigate the risk of currency exchange rate fluctuations.

*Fair Value Hedges.* Includes derivatives we enter into in order to hedge price risk associated with our inventory and certain firm commitments relating to fixed price purchase and sale contracts.

*Non-designated Derivatives.* Includes derivatives we primarily enter into in order to mitigate the risk of market price fluctuations in aviation, marine and land fuel in the form of swaps or futures as well as certain fixed price purchase and sale contracts and proprietary trading. In addition, non-designated derivatives are also entered into to hedge the risk of currency rate fluctuations.

Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

Table of Contents

As of June 30, 2012, our derivative instruments, at their respective fair value positions were as follows (in thousands, except mark-to-market prices):

Hedge Strategy	Settlement Period	Derivative Instrument	Notional	Unit	Mark-to-Market Prices	Mark-to-Market	
Fair Value Hedge	2012	Commodity contracts for inventory hedging (short)	63,331	GAL	\$ (0.09)	\$ (5,551)	
	2012	Commodity contracts for inventory hedging (short)	48	MT	(34.90)	(1,675)	
						\$ (7,226)	
Non-Designated	2012	Commodity contracts (long)	222,725	GAL	\$ (0.03)	\$ (6,486)	
	2012	Commodity contracts (short)	321,090	GAL	0.08	28,814	
	2012	Commodity contracts (long)	4,792	MT	(19.26)	(92,284)	
	2012	Commodity contracts (short)	3,366	MT	21.30	71,698	
	2013	Commodity contracts (long)	16,298	GAL	(0.02)	(263)	
	2013	Commodity contracts (short)	66,505	GAL	0.20	13,500	
	2013	Commodity contracts (long)	1,702	MT	(28.62)	(48,704)	
	2013	Commodity contracts (short)	600	MT	60.64	36,384	
	2014	Commodity contracts (long)	3	MT	(42.00)	(126)	
	2014	Commodity contracts (short)	6	MT	50.17	301	
	2012	Foreign currency contracts (long)	13,442	CAD	0.01	110	
	2012	Foreign currency contracts (short)	13,300	CAD	(0.01)	(111)	
	2012	Foreign currency contracts (long)	1,758,457	CLP	(0.00)	(5)	
	2012	Foreign currency contracts (short)	73,000	CLP	0.00	2	
	2012	Foreign currency contracts (long)	2,069	EUR	0.01	11	
	2012	Foreign currency contracts (short)	15,834	EUR	(0.00)	(74)	
	2012	Foreign currency contracts (long)	19,812	GBP	0.00	6	
	2012	Foreign currency contracts (short)	73,601	GBP	(0.00)	(168)	
	2012	Foreign currency contracts (long)	182,641	MXN	0.00	119	
	2012	Foreign currency contracts (short)	44,855	MXN	(0.00)	(17)	
	2012	Foreign currency contracts (long)	491	AUD	0.02	8	
	2012	Foreign currency contracts (short)	497	AUD	(0.02)	(8)	
	2012	Foreign currency contracts (long)	2,336	BRL	0.01	12	
	2012	Foreign currency contracts (short)	5,100	RON	(0.00)	(17)	
	2012	Foreign currency contracts (short)	17,000	DKK	(0.00)	(44)	
	2012	Foreign currency contracts (short)	14,200,000	COP	0.00	23	
	2012	Foreign currency contracts (long)	7,000	SGD	0.00	23	
	2012	Foreign currency contracts (short)	11,400	SGD	(0.01)	(109)	
	2013	Foreign currency contracts (long)	27,715	GBP	(0.02)	(439)	
	2013	Foreign currency contracts (short)	43,115	GBP	0.02	795	
							\$ 2,946

**Item 4. Controls and Procedures**

**Evaluation of Disclosure Controls and Procedures**

## Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

We maintain disclosure controls and procedures that are designed to ensure that information required to be disclosed in the reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms, and that such information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure.

As of the end of the period covered by this 10-Q Report, we evaluated, under the supervision and with the participation of our Chief Executive Officer and Chief Financial Officer, the effectiveness of the design and operation of our disclosure controls and procedures pursuant to Exchange Act Rule 13a-15(e). Based upon this evaluation, the Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures were effective as of June 30, 2012.

Table of Contents**Changes in Internal Control over Financial Reporting**

There were no changes in our internal control over financial reporting that materially affected, or are reasonably likely to materially affect, our internal control over financial reporting during the quarter ended June 30, 2012.

It should be noted that any system of controls, however well designed and operated, can provide only reasonable, and not absolute, assurance that the objectives of the system will be met. In addition, the design of any control system is based in part upon certain assumptions about the likelihood of future events. Because of these and other inherent limitations of control systems, there is only the reasonable assurance that our controls will succeed in achieving their goals under all potential future conditions.

**Part II Other Information****Item 2. Unregistered Sales of Equity Securities and Use of Proceeds***Issuer Purchases of Equity Securities*

The following table presents information with respect to repurchases of common stock made by us during the quarterly period ended June 30, 2012 (in thousands, except average per share):

Period	Total Number of Common Shares Purchased (1)	Average Price Per Common Share Paid	Total Number of Common Shares Purchased as Part of Publicly Announced Plans or Programs (2)	Total Cost of Common Shares Purchased as Part of Publicly Announced Plans or Programs (2)	Remaining Authorized Common Stock Repurchases under Publicly Announced Plans or Programs (2)
4/1/12-4/30/12		\$		\$	\$ 50,000
5/1/12-5/31/12	5	37.38			50,000
6/1/12-6/30/12	3	37.71			50,000
Total	8	\$ 37.50		\$	\$ 50,000

(1) These shares relate to the purchase of common stock tendered by employees to exercise share-based payment awards and satisfy the required withholding taxes related to share-based payment awards.

(2) In October 2008, our Board of Directors authorized a \$50.0 million common share repurchase program. The program does not require a minimum number of common shares to be purchased and has no expiration date but may be suspended or discontinued at any time. As of June 30, 2012, no shares of our common stock had been repurchased under this program. The timing and amount of common shares to be

## Edgar Filing: WORLD FUEL SERVICES CORP - Form 10-Q

repurchased under the program will depend on market conditions, share price, securities law and other legal requirements and other factors.

### Item 6. Exhibits

The exhibits set forth in the following index of exhibits are filed as part of this 10-Q Report:

<b>Exhibit No.</b>	<b>Description</b>
10.1	Third Exhibit Update to the Receivables Purchase Agreement among World Fuel Services, Inc., World Fuel Services Europe, Ltd., World Fuel Services (Singapore) Pte Ltd, World Fuel Services Trading DMCC, World Fuel Services Aviation Limited as the sellers, World Fuel Services Corporation, as the parent, and Wells Fargo Bank, National Association, dated as of June 25, 2012.
31.1	Certification of the Chief Executive Officer pursuant to Rule 13a-14(a) or Rule 15d 14(a).
31.2	Certification of the Chief Financial Officer pursuant to Rule 13a-14(a) or Rule 15d 14(a).
32.1	Certification of Chief Executive Officer and Chief Financial Officer under Section 906 of the Sarbanes-Oxley Act of 2002.

Table of Contents

101\* The following materials from World Fuel Services Corporation's Quarterly Report on Form 10-Q for the quarter ended June 30, 2012, formatted in XBRL (Extensible Business Reporting Language); (i) Consolidated Balance Sheets, (ii) Consolidated Statements of Income and Comprehensive Income, (iii) Consolidated Statements of Shareholders' Equity, (iv) Consolidated Statements of Cash Flows, and (v) Notes to the Consolidated Financial Statements.

---

\* Pursuant to Rule 406T of Regulation S-T, the Interactive Data Files on Exhibit 101 hereto are deemed not filed or part of a registration statement or prospectus for purposes of Sections 11 or 12 of the Securities Act of 1933, as amended, are deemed not filed for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, and otherwise are not subject to liability under those sections.



Table of Contents

**Signatures**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Date: August 1, 2012

World Fuel Services Corporation

/s/ Michael J. Kasbar  
Michael J. Kasbar  
President and Chief Executive Officer

/s/ Ira M. Birns  
Ira M. Birns  
Executive Vice-President and Chief Financial Officer