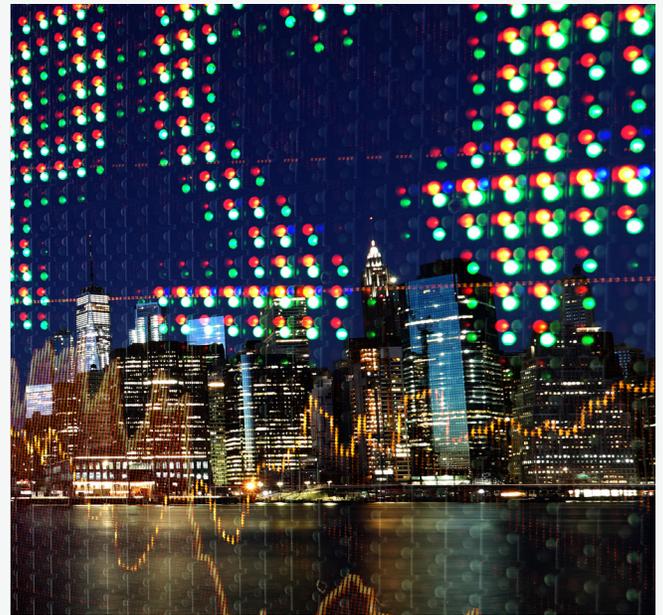




Today's **“best fuel price”** may cost more than you think.

If you buy fuel at daily low rack prices, you are speculating in the energy market. By betting prices will go down and stay down, you save money today – but what about tomorrow or the end of the year?

Price Risk Management is a powerful procurement strategy offering real advantages. Let our fuel market experts show you how a customized solution can help improve cash flow and offer greater control over your fuel budget spend.

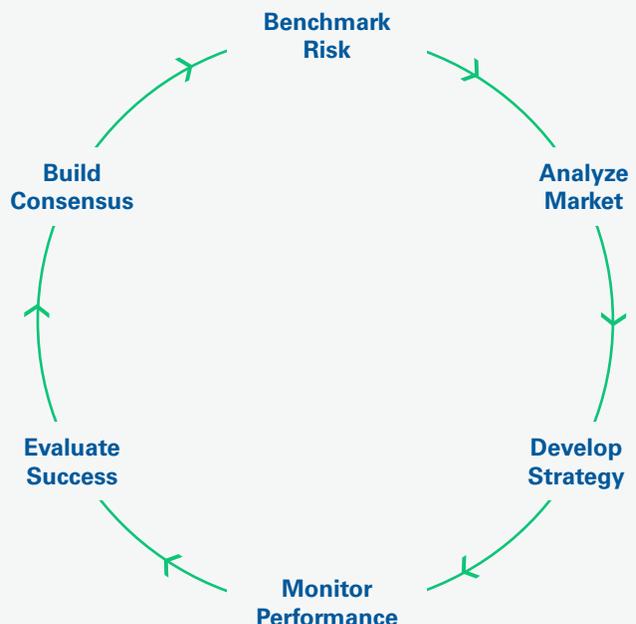


Our process is dynamic and collaborative

First, we work with you to determine the most effective price risk management or hedging strategy for your operations, culture, risk profile, and financial goals.

Then we work with you to execute your customized program, offering the support, tools, and guidance to create success, at every step of the way.

Ask about our 5-Point Energy Price Hedging solution worksheet



“The worry is that there are always going to be fluctuation in pricing and how it affected our budget. World Kinect has helped us develop a strategy where we started hedging our energy prices, over two or three years. That has made a huge difference in us being able to keep costs at a minimum, so that, year over year, we were able to develop a budget with consistency.”

City of Youngstown, OH

“I just like knowing the price of that fuel as it’s coming on to my lot.”

Regional Towing Wrecker Services
Chesapeake VA

Fixed Forward Price (FFP) – chosen by many of our customers as their hedging solution

Our Fixed Forward Pricing option enables you to purchase a fixed monthly volume of fuel, at a fixed price, for a specified future period (typically for 1 to 3 years).

Key benefits:

- Removes uncertainty of fuel cost, assisting the budgeting process
- Provides flexibility of volume delivery across multiple locations
- Includes option of rolling volume forward (subject to price agreement)
- Full upside protection
- Reduced burden/greater assurance of supply

Frequently Asked Questions

Why can you offer me fixed price contracts but my current supplier is reluctant to take the risk?

We do not take the risk. We ensure that we are fully hedged and are therefore price neutral. Our Fortune 100, publicly-traded entity is the strong financial counterparty you need for this arrangement.

Sometimes you can offer fixed forward prices lower than I can buy today but sometimes they are higher. Why?

Market structures change over time. Sometimes forward prices are above spot and sometimes below. We give you the visibility to make informed purchasing decisions.

I try to pass on fuel price rises to my customers but they would prefer that I offer fixed prices, can you help?

A forward price can be fixed at the market rate and you can simply pass it through your contract with your customer.

What happens if I fix my fuel price and market prices fall?

You will still be locked in to the price, but you will have price certainty allowing you to budget effectively.

Will I have to ‘take or pay’ on my fixed price fuel?

Yes. Once committed to lift a specified volume, you must either take the agreed volume, or cover the cost of the product.

World Kinect Energy Services is trusted by customers worldwide to deliver conventional and renewable liquid fuels, lubricants, electricity and natural gas. With 35 years of experience delivering on time and in full, we are there to help you buy better and buy smarter.



**For more information, visit our website
or call 800-899-0747.**

World-Kinect.com

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