





A Global Leader in Business Payments

FLEETCOR gives businesses a better way to pay. It simplifies the way businesses manage and pay their expenses through a global portfolio of companies that help automate, secure, digitize and control the process. Its robust suite of digital solutions allows companies of all sizes, industries and geographies to pay supplier and employee expenses more quickly, efficiently and securely than ever before.






E-Payables for Suppliers

Companies save time, cut costs, and manage B2B payment processing more efficiently with our suite of e-payables solutions.

-  **A/P AUTOMATION**
-  **VIRTUAL CARDS**
-  **PURCHASING CARDS**
-  **CROSS-BORDER PAYMENTS**

Payment Cards for Employees

Our portfolio of payment cards is the smart, safe way to pay employee expenses in the field and helps companies slash costs and boost productivity.

-  **FUEL**
-  **LODGING**
-  **TOLLS & PARKING**
-  **TRAVEL & ENTERTAINMENT**
-  **PAY CARDS**

AT A GLANCE AS OF 12/31/2020



RECOGNITION

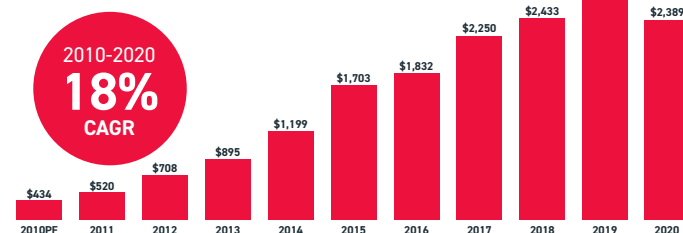
Forbes World's Most Innovative Companies
4 years in a row

Forbes Global Growth Champion
2017-2018

S&P 500 Member
Since 2018

CONSISTENT TRACK RECORD OF GROWTH

REVENUE (\$M)



Q1 SUMMARY

Demonstrated resiliency in a pandemic

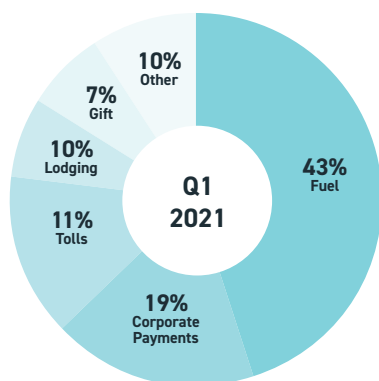
-6% Organic Revenue Contraction

\$2 Billion in Available Liquidity

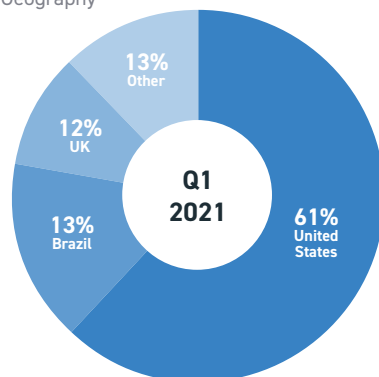
93% Customer Retention

DIVERSIFIED REVENUE MIX

By Category



By Geography



FINANCIAL PERFORMANCE

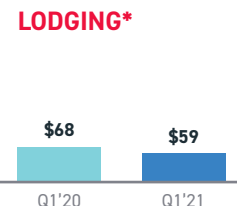
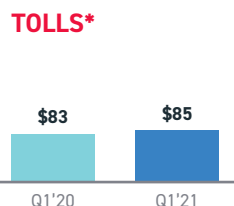
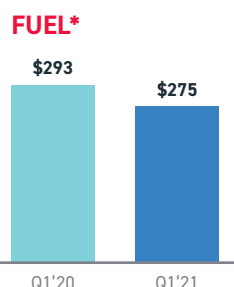
in millions, except per-share amounts

	Q1'20 unaudited	Q1'21 unaudited	Growth
Revenue	\$609	\$661	-8%
Operating Expense	\$352	\$320	
Operating Income	\$266	\$201	
Net Income	\$184	\$147	
EPS (Diluted)	\$2.15	\$1.67	
Adj. Net Income*	\$242	\$264	-8%
Adj. EPS*	\$3.10	\$2.80	-6%
Diluted Shares	85.764	88.205	

* For reconciliation of Adj. Net Income and Adj. EPS, please see the Q1 earnings press release found on FLEETCOR.com

ORGANIC GROWTH PERFORMANCE

in millions



* For reconciliation of non-GAAP to GAAP revenue, please see the Q1 earnings press release and appendix of the Q1 earnings release supplement found on FLEETCOR.com

Why Invest in FLEETCOR?

We've built a stable, predictable business with consistent, high-growth revenue and earnings per share with recurring revenue and minimal credit risk. Product and geographic diversification, low customer concentration, and balanced revenue sources further fortify our business model. Our strong operating leverage and solid balance sheet generate high cash flow that provides the flexibility to actively pursue accretive M&A and share buybacks.

IR CONTACT

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