

SHOE CARNIVAL INC
Form PRE 14A
April 12, 2013

SCHEDULE 14A INFORMATION

**Proxy Statement Pursuant to Section 14(a) of the Securities Exchange Act of 1934
(Amendment No. ____)**

Filed by the Registrant x

Filed by a Party other than the Registrant ..

Check the appropriate box:

- x Preliminary Proxy Statement
- .. Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2))
- .. Definitive Proxy Statement
- .. Definitive Additional Materials
- .. Soliciting Material Pursuant to §240.14a-12

SHOE CARNIVAL, INC.
(Name of Registrant as Specified In Its Charter)

(Name of Person(s) Filing Proxy Statement if other than the Registrant)

Payment of Filing Fee (Check the appropriate box):

- x No fee required.
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1) Title of each class of securities to which transaction applies:

2) Aggregate number of securities to which transaction applies:

3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (Set forth the amount on which the filing fee is calculated and state how it was determined):

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1) Amount Previously Paid:

2) Form, Schedule or Registration Statement No.:

3) Filing Party:

4) Date Filed:

May 6, 2013

Dear Shareholder:

On behalf of the Board and management, we wish to extend an invitation to you to attend our 2013 annual meeting of shareholders to be held on Thursday, June 13, 2013 at the corporate headquarters for Shoe Carnival, Inc. located at 7500 East Columbia Street, Evansville, Indiana. The meeting will begin promptly at 9:00 a.m. C.D.T.

In addition to the matters described in the Notice of Annual Meeting of Common Shareholders and Proxy Statement, I will be providing a report on the financial position of the Company and opening the floor for questions from shareholders.

The members of the Board and management look forward to your attendance. However, whether or not you plan to attend personally, and regardless of the number of shares you own, it is important that your shares be represented. Please be sure you are represented at the meeting by signing, dating and mailing your proxy card promptly. A postage-paid return envelope is enclosed for your convenience.

Thank you for your ongoing support of and continued interest in Shoe Carnival.

Sincerely,

Clifton E. Sifford

President, Chief Executive Officer and

Chief Merchandising Officer

SHOE CARNIVAL, INC.

**NOTICE OF ANNUAL MEETING OF COMMON SHAREHOLDERS
TO BE HELD ON JUNE 13, 2013**

The annual meeting of common shareholders of Shoe Carnival, Inc. (the “Company”) will be held at the Company's corporate headquarters located at 7500 East Columbia Street, Evansville, Indiana, on Thursday, June 13, 2013, at 9:00 a.m., C.D.T., for the following purposes:

- (1) To elect two directors to serve until the 2016 annual meeting of shareholders and until their successors are elected and have qualified, as set forth in the accompanying proxy statement;
- (2) To approve, in an advisory (non-binding) vote, the compensation paid to the Company's named executive officers;
- (3) To approve an amendment to our Articles of Incorporation to implement majority voting for the election of directors in non-contested elections;
- (4) To ratify the appointment of Deloitte & Touche LLP as the independent registered public accounting firm for the Company for fiscal 2013; and
- (5) To transact such other business as may properly come before the meeting.

All common shareholders of record at the close of business on April 12, 2013 will be eligible to vote.

It is important that your stock be represented at this meeting. Whether or not you expect to be present, please fill in, date, sign and return the enclosed proxy form in the accompanying addressed, postage-paid envelope. If you attend the meeting, your proxy will be canceled at your request.

Important Notice Regarding the Availability of Proxy Materials for the Annual Meeting of Common Shareholders to be Held on June 13, 2013

In accordance with the rules of the Securities and Exchange Commission, we are advising our shareholders of the availability on the Internet of our proxy materials related to the annual meeting described above. These rules allow companies to provide access to proxy materials in one of two ways. Because we have elected to utilize the “full set delivery” option, we are delivering to all shareholders paper copies of all of the proxy materials, as well as providing access to those proxy materials on a publicly accessible website.

The notice of annual meeting of common shareholders, proxy statement, form of proxy card and annual report to shareholders are available at _____.

David A. Kapp, Secretary

TABLE OF CONTENTS

Proxy Q & A	1
Proposal No. 1 Election of Directors	4
Nominee and Director Information	4
Information Regarding the Board of Directors and Committees	6
Board Meetings	7
Board Leadership Structure	7
Board Committees	7
Board and Committee Role in Risk Oversight	9
Code of Business Conduct and Ethics	9
Section 16(a) Beneficial Ownership Reporting Compliance	9
Proposal No. 2 Advisory Vote on the Compensation Paid to Our Executives	9
Executive and Director Compensation	10
Compensation Discussion and Analysis	10
Compensation Committee Report	23
Compensation-Related Risk Assessment	23
Summary Compensation Table	24
Grants of Plan-Based Awards	26
Outstanding Equity Awards at Fiscal Year-End	27
Option Exercises and Stock Vested in Fiscal 2012	28
Equity Compensation Plan Information	28
Nonqualified Deferred Compensation	29
Termination and Change in Control Arrangements	30
Compensation of Non-Employee Directors	35
Proposal No. 3 Approve an Amendment to our Articles of Incorporation to Implement Majority Voting for the Election of Directors in Non-Contested Elections	36
Proposal No. 4 Ratification of Our Independent Registered Public Accounting Firm	37
Audit Committee Matters	37
Principal Accountant Fees and Services	37
Audit Committee Pre-Approval Policy	38
Report of the Audit Committee	38
Transactions with Related Persons	39
Conflicts of Interest and Related Person Transaction Policies	39
Current Transactions	39
Principal Shareholders	40
Shareholder Proposals for 2014 Annual Meeting	41
Shareholder Communications	41
Incorporation by Reference	41
Annual Reports	42
Proxy Card	

**SHOE CARNIVAL, INC.
7500 East Columbia Street
Evansville, Indiana 47715**

**PROXY STATEMENT
Annual Meeting of Common Shareholders**

June 13, 2013

Why am I receiving these proxy materials?

We are providing these proxy materials to you in connection with the solicitation by the Board of Directors (the “Board”) of Shoe Carnival, Inc. (the “Company,” “we”, “us” or “our”) for proxies to be voted at our annual meeting of common shareholders. We are holding this annual meeting at 9:00 a.m., C.D.T., on Thursday, June 13, 2013, at our corporate headquarters located at 7500 East Columbia Street, Evansville, Indiana. The approximate date on which these proxy materials are first being sent to shareholders is on or about May 6, 2013.

In accordance with the rules of the Securities and Exchange Commission (the “SEC”), in addition to mailing a full set of the proxy materials to our shareholders, we are also providing access to our proxy materials on a publicly accessible website. Our notice of annual meeting of common shareholders, proxy statement, form of proxy card and annual report to shareholders are available at _____.

What proposals will be voted on at the annual meeting?

There are four proposals scheduled to be voted on at the annual meeting:

To elect two directors to serve until the 2016 annual meeting of shareholders and until their successors are elected and have qualified;

To approve, in an advisory (non-binding) vote, the compensation paid to our Executives (as defined below under “Executive and Director Compensation – Compensation Discussion and Analysis”), as disclosed in the Compensation Discussion and Analysis, the compensation tables and the related narratives in this proxy statement;

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To approve an amendment to our Articles of Incorporation to implement majority voting for the election of directors in non-contested elections; and

To ratify the appointment of Deloitte & Touche LLP as our independent registered public accounting firm for fiscal 2013.

In addition, any other business that may properly come before the annual meeting will be considered and voted on. The Board currently knows of no additional business that is to be brought before the meeting. However, if other matters properly come before the meeting, the persons indicated on the enclosed proxy will vote that proxy based on their judgment on such matters.

How does the Board recommend that I vote on the proposals?

The Board recommends that you vote your shares:

FOR the election of Mr. Sifford and Mr. Aschleman as directors (Proposal 1);

FOR the approval, on an advisory basis, of the compensation paid to our Executives, as disclosed in the Compensation Discussion and Analysis, the compensation tables and the related narratives in this proxy statement (Proposal 2);

FOR the approval of the amendment to our Articles of Incorporation to implement majority voting for the election of directors in non-contested elections (Proposal 3); and

FOR the ratification of Deloitte & Touche LLP as our independent registered public accounting firm for fiscal 2013 (Proposal 4).

Who may vote?

You may vote at the annual meeting or by proxy if you were a shareholder of record at the close of business on April 12, 2013, the record date for the meeting. As of April 12, 2013, there were _____ shares of our common stock outstanding and entitled to vote at the meeting. On all matters, including the election of the directors, each common shareholder will have one vote for each share held.

What constitutes a quorum for the annual meeting?

In order to constitute a quorum, a majority of the votes entitled to be cast at the annual meeting must be present either in person or by proxy. Abstentions and broker non-votes will be considered as present for determining a quorum.

It is possible that a proxy would indicate that not all shares represented by it are being voted for specific proposals. For example, a broker cannot vote shares held in street name on certain proposals when the owner of those shares has not provided instructions on how he or she would like them to be voted, which are called “broker non-votes.” The election of directors, the proposal relating to executive compensation and the proposal to amend our Articles of Incorporation to implement majority voting fall into this category. Accordingly, if you hold your shares in street name and wish your shares to be voted on Proposal 1, 2 or 3, you must give your broker voting instructions.

What vote is required for each of the proposals to be approved?

For Proposal 1, the directors receiving a plurality of the votes cast “FOR” will be elected. Neither abstentions nor broker non-votes will affect the outcome of this proposal.

Proposals 2, 3 and 4 will be approved if more shares are voted “FOR” each proposal than “AGAINST.” Neither abstentions nor broker non-votes will affect the outcome of these proposals.

How do I vote my shares?

Voting of Shares Registered Directly in the Name of the Shareholder. If you hold shares of our common stock in your own name as the holder of record, you may vote your shares by signing, dating and mailing the proxy card in the postage-paid envelope that has been provided to you. Shares held directly in your name as the shareholder of record may also be voted in person at the annual meeting. If you choose to vote in person at the meeting, please bring proof of identification. Even if you plan to attend the annual meeting, we recommend that you vote your shares in advance so that your vote will be counted if you later decide not to attend the meeting.

Voting of Shares Registered in the Name of a Brokerage Firm or Bank. If your shares of our common stock are held in “street name” through a brokerage account or by a bank or other nominee, you will receive instructions from your nominee, which you must follow in order to have your shares voted. If you are a “street name” shareholder and you wish to vote in person at the annual meeting, you must obtain a legal proxy from your nominee giving you the right to vote the shares. Even if you plan to attend the annual meeting, we recommend that you vote your shares in advance so that your vote will be counted if you later decide not to attend the meeting.

What if I return my proxy card but do not provide voting instructions?

Your shares will be voted in accordance with your instructions as specified on your proxy card. If you sign and return your proxy card but do not give voting instructions, your shares will be voted “FOR” the election of the nominees listed under Proposal 1 and “FOR” Proposals 2, 3 and 4. If any other matters properly come before the meeting, the persons indicated on the enclosed proxy will vote that proxy based on their judgment on such matters.

May I revoke my proxy?

If you have executed and submitted your proxy, you may still revoke it at any time as long as it has not been exercised. Your proxy may be revoked by giving written notice of revocation to us, executing a subsequently dated proxy that is delivered to us, or attending the annual meeting and voting in person.

How are votes counted?

Votes cast by proxy or in person at the annual meeting will be counted and certified by representatives of our transfer agent, Computershare Trust Company, N.A.

Where can I find the voting results of the annual meeting?

We will announce preliminary voting results at the annual meeting and publish the voting results in a Form 8-K to be filed with the SEC within four business days of the annual meeting.

Who pays for the cost of proxy preparation and solicitation?

The cost of this solicitation of proxies will be borne by us. Proxies may also be solicited personally or by telephone, facsimile transmission or other electronic means of communication by our employees acting without additional compensation.

PROPOSAL NO. 1

ELECTION OF DIRECTORS

Nominee and Director Information

Our Board is divided into three classes, and generally, each director holds office for a three-year term expiring at the annual meeting of shareholders held in the year that is three years after his election and thereafter until his successor is elected and qualified. On October 17, 2012, our Board appointed Clifton E. Sifford as President, Chief Executive Officer and Chief Merchandising Officer effective October 27, 2012. Upon the recommendation of the Nominating and Corporate Governance Committee (the "Nominating Committee"), also on October 17, 2012, the Board appointed Mr. Sifford to serve as a director, effective October 27, 2012, with a term to expire at our 2013 annual meeting and until his successor is elected and qualified. Mr. Sifford succeeds our former President and Chief Executive Officer, Mark L. Lemond, who retired effective October 27, 2012.

At our 2013 annual meeting, our shareholders will be asked to elect two directors. Clifton E. Sifford and James A. Aschleman have been nominated by the Board, upon the recommendation of the Nominating Committee, for election as directors for a term to expire at the 2016 annual meeting of shareholders and until their successors are elected and qualified. Mr. Sifford is standing for re-election for the first time since being appointed as a director. Mr. Aschleman is standing for re-election for the first time since rejoining our Board on March 19, 2012, having previously served as a director from 2001 until 2006.

The Nominating Committee is responsible for recommending to the Board the director nominees that collectively have the complementary experience, qualifications, skills and attributes to guide us and function effectively as a Board. Each nominee for election as a director is selected based on his experience, judgment, integrity, ability to make independent inquiries, an understanding of our business environment and a willingness to devote adequate time to Board duties. It is the Nominating Committee's general view to re-nominate an incumbent director who continues to satisfy the criteria for membership on the Board, continues to make important contributions to the Board and consents to continue his service on the Board.

Set forth below are the current nominees for director as well as our continuing directors and information regarding each person's service as a director, business experience, director positions held currently or at any time in the last five years, and the experiences, qualifications, attributes or skills that caused the Nominating Committee and the Board to recommend the director nominee and to determine that the continuing directors should serve as members of our Board. Unless otherwise indicated, the principal occupation of each director has been the same for the last five years. There is no family relationship between any of our directors or executive officers.

NOMINEES FOR DIRECTOR

Clifton E. Sifford, President, Chief Executive Officer and Chief Merchandising Officer

Mr. Sifford has served as our President, Chief Executive Officer and Chief Merchandising Officer since October 2012. From June 2001 to October 2012, Mr. Sifford served as our Executive Vice President, General Merchandise Manager and from April 1997 until May 2001, he served as our Senior Vice President, General Merchandise Manager.

Mr. Sifford, as our President, Chief Executive Officer and Chief Merchandising Officer and a long-standing member of our senior management team, brings to the Board an in-depth knowledge of our company and the retail industry. Mr. Sifford's areas of relevant experience include detailed knowledge and experience in executive leadership and retail merchandising encompassing merchandise procurement, building brand awareness, proprietary brand development and consumer behavior.

Term: Director nominee for a three-year term to expire at the annual meeting of shareholders in 2016
Director since: October 2012
Age: 59

James A. Aschleman

Mr. Aschleman retired from the law firm Baker & Daniels LLP (now Faegre Baker Daniels LLP) in December 2011. As a partner in the firm since 1976, Mr. Aschleman advised public and private companies on a wide range of issues, including corporate governance, executive compensation, mergers and acquisitions and compliance with SEC rules and regulations. Additionally, Mr. Aschleman previously served on our Board from 2001 until 2006 and has extensive knowledge of our operations.

Mr. Aschleman's areas of relevant experience include strategic planning, capital markets and corporate finance, corporate governance and legal and regulatory analysis.

Term: Director nominee for a three-year term to expire at the annual meeting of shareholders in 2016
Director since: March 2012
Age: 68

DIRECTORS CONTINUING IN OFFICE

J. Wayne Weaver, Chairman of the Board

Mr. Weaver presently serves as the managing member of LC Footwear, LLC, a footwear distributor.

From 1993 until January 2012 when the franchise was sold, Mr. Weaver served as Chairman and Chief Executive Officer of the Jacksonville Jaguars, LTD, a professional football franchise. From 1978 until February 2, 1993, Mr. Weaver's principal occupation was as president and chief executive officer of Nine West Group, Inc., a designer, developer and marketer of women's footwear. From November 2000 until April 2008, Mr. Weaver also served as a director on the Board of Stein Mart, Inc., a publicly traded chain of off-price retail stores.

Mr. Weaver's areas of relevant experience include strategic planning, marketing/branding, economic indicators and issues, and industry trends.

Term: Director with term expiring at the annual meeting of shareholders in 2014

Director since: 1988

Age: 78

-5-

Gerald W. Schoor

Mr. Schoor presently is a self-employed merchant banker. Prior to January 1997, he was employed as president of Corporate Finance Associates, St. Louis, a financial intermediary, and as executive vice president of National Industrial Services, Inc., an industrial asset management company.

Mr. Schoor's areas of relevant experience include capital markets, banking and corporate finance, insurance and risk management, economic indicators and issues, and government regulation.

Term: Director with term expiring at the annual meeting of shareholders in 2014

Director since: 1993

Age: 78

Kent A. Kleeberger

Mr. Kleeberger has served as Executive Vice President, Chief Operating Officer of Chico's FAS Inc., a publicly traded specialty apparel retailer, since February 2011.

From November 2007 until January 2011, Mr. Kleeberger served as Executive Vice President, Chief Financial Officer and Treasurer of Chico's FAS Inc. From July 2004 until October 2007, Mr. Kleeberger served as senior vice president and chief financial officer for Dollar Tree Stores, Inc., a publicly traded single price-point retailer. From April 1998 until June 2004, he served in various positions with Tween Brands, Inc. (formerly Too, Inc.), a publicly traded apparel retailer, including as executive vice president, chief financial officer, treasurer and secretary.

Mr. Kleeberger's areas of relevant experience include tax, financial reporting, accounting and controls, insurance and risk management, economic indicators and issues, marketing/branding, and government regulation.

Term: Director with term expiring at the annual meeting of shareholders in 2015

Director since: 2003

Age: 61

Joseph W. Wood

Mr. Wood presently is a self-employed footwear industry consultant. Since July 2010, he has participated in various consulting engagements in the footwear industry.

From January 2008 until July 2010, Mr. Wood served as Division President – Retail of Brown Shoe Company, Inc., a global wholesale and retail footwear company. Prior to that, from January 2002 until December 2007, Mr. Wood served as President of Famous Footwear, a division of Brown Shoe Company, Inc.

Mr. Wood's areas of relevant experience include strategic planning, competitive positioning, marketing/branding and an in-depth knowledge of the footwear industry.

Term: Director with term expiring at the annual meeting of shareholders in 2015

Age: 65

The Board recommends a vote FOR the director nominees listed above.

INFORMATION REGARDING THE BOARD OF

DIRECTORS AND COMMITTEES

The primary functions of our Board are:

- To oversee management performance on behalf of our shareholders;
- To ensure that the long-term interests of our shareholders are being served; and
- To monitor adherence to and the effectiveness of our internal standards and policies.

Board Meetings

During fiscal 2012, the Board held eight meetings, with five of these meetings being held via teleconference. During fiscal 2012, each of our current directors attended at least 75% of the total Board meetings held during the period in which he served and the meetings of the respective committees on which he served. Additionally, our directors are expected to attend the annual meeting of shareholders each year. Each of our current directors attended our 2012 annual meeting of shareholders.

Board Leadership Structure

Our Corporate Governance Guidelines provide that the Board should be free to choose its Chairman based upon the Board's view of what is in the best interests of the Company at a particular point in time, based on the recommendation of the Nominating Committee. Our Board does not have a policy on whether the role of Chairman and Chief Executive Officer should be separate or combined and, if separate, whether the Chairman should be selected from the non-employee directors or be an employee.

The Board has determined at this time that the separation of the offices of Chairman of the Board and President/Chief Executive Officer enhances Board independence and oversight. Moreover, the separation of these positions allows the President/Chief Executive Officer to better focus on his responsibilities of running the Company, enhancing shareholder value and expanding and strengthening our brand while allowing the Chairman of the Board to lead the Board in its fundamental role of providing advice to and independent oversight of management. We believe this structure facilitated a smooth leadership transition during fiscal 2012, when our former President/Chief Executive Officer retired and the Board appointed Mr. Sifford to succeed him.

A majority of our directors are "independent directors" as defined by the listing standards of The NASDAQ Stock Market LLC ("NASDAQ"), and the Board has determined that such independent directors have no relationship with us that would interfere with the exercise of their independent judgment in carrying out the responsibilities of a director. The independent directors are Messrs. Aschleman, Kleeberger, Schoor and Wood. Mr. Schoor has been designated as the Lead Director and presides at all executive sessions of the non-management directors. Following an executive session, the Lead Director discusses any issues or requested actions to be taken with the President/Chief Executive Officer.

The Board evaluates its leadership structure on an ongoing basis and may change it as circumstances warrant.

Board Committees

The Board has an Audit Committee, a Compensation Committee, and a Nominating and Corporate Governance Committee. Each of the committees operates pursuant to a written charter, which can be viewed on our website at www.shoecarnival.com under Investors–Corporate Governance.

Audit Committee

The Audit Committee is solely responsible for the selection and hiring of the independent registered public accounting firm to audit our books and records and pre-approves audit and permitted non-audit services undertaken by the independent registered public accounting firm. It is also responsible for the review of our (i) financial reports and other financial information, (ii) systems of internal controls regarding finance, accounting, legal compliance and ethics, (iii) auditing, accounting and financial reporting processes, and (iv) financial and enterprise risk exposures. See “Board and Committee Role in Risk Oversight.” The committee approves all related person transactions, including our relationships with LC Footwear, LLC and PL Footwear, Inc. described under “Transactions with Related Persons – Current Transactions” and meets with management and our independent registered public accounting firm as necessary.

The Audit Committee consists of our four non-employee directors: Messrs. Kleeberger (Chair), Aschleman, Schoor and Wood. The Board and the Audit Committee believe the current member composition satisfies the listing standards of NASDAQ governing audit committee composition, including the requirement that the audit committee members all be “independent” directors, as that term for audit committee members is defined in the listing standards of NASDAQ and Rule 10A-3 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”). The Board has also determined that Mr. Kleeberger qualifies as an “audit committee financial expert” as defined by the SEC rules adopted pursuant to the Sarbanes-Oxley Act of 2002. The Audit Committee met seven times during fiscal 2012, with four of these meetings being conducted via teleconference.

Compensation Committee

The Compensation Committee is responsible for evaluating and approving our director and officer compensation plans, policies and programs. The committee also administers our equity compensation and retirement plans and reviews the risks related to our compensation policies and programs. For a detailed description of the roles of the Compensation Committee and management in setting compensation, see “Executive and Director Compensation – Compensation Discussion and Analysis.”

The Compensation Committee consists of three non-employee directors: Messrs. Schoor (Chair), Kleeberger and Wood. Each of the members meets the independence requirements of the NASDAQ listing standards and Rule 10C-1(b)(1) promulgated under the Exchange Act. Each member is a “Non-Employee Director” as defined in Rule 16b-3 under the Exchange Act and each is an “Outside Director” as defined by the regulations under Section 162(m) of the Internal Revenue Code of 1986, as amended (the “Internal Revenue Code”). During fiscal 2012, none of the members were involved in a relationship requiring disclosure as an interlocking executive officer/director or as a former officer or employee. In addition, none of the members were involved in a relationship requiring disclosure under Item 404(a) of Regulation S-K. The Compensation Committee held five meetings during fiscal 2012, with two of these meetings being conducted via teleconference.

Nominating and Corporate Governance Committee

The Nominating Committee exercises a leadership role in shaping our corporate governance and recommends to the Board corporate governance principles on a number of topics, including (i) Board organization, membership and function, (ii) committee structure and membership, and (iii) oversight of evaluation of the Board. As the nominating body of the Board, the committee also interviews, evaluates, nominates and recommends individuals for membership on the Board and on the various committees of the Board. Nominees will be evaluated based on their experience, judgment, integrity, ability to make independent inquiries, understanding of our business environment and willingness to devote adequate time to Board duties.

Our Corporate Governance Guidelines provide that in identifying potential director nominees, our Nominating Committee is to take into account geographic, occupational, gender, race and age diversity. Broadly defined, diversity means diversity of viewpoints, background, experience and other demographics. The committee implements that policy, and assesses its effectiveness, by examining the diversity of all of the directors on the Board when it selects nominees for directors. The diversity of directors is one of the factors that the Nominating Committee considers, along with the other selection criteria described above.

The Nominating Committee also will consider director candidates recommended by shareholders. A shareholder who wishes to recommend a director candidate for consideration should send such recommendation to our Secretary at 7500 East Columbia Street, Evansville, Indiana 47715, who will forward it to the Nominating Committee. Any such recommendation should include a description of the candidate's qualifications for board service, the candidate's written consent to be considered for nomination and to serve if nominated and elected, and addresses and telephone numbers for contacting the shareholder and the candidate for more information. A shareholder who wishes to nominate an individual as a director candidate at an annual meeting of shareholders, rather than recommend the individual to the Nominating Committee as a nominee, must comply with the advance notice requirements set forth in our by-laws, a copy of which may be obtained from our Secretary. A summary of such requirements is provided in this proxy statement under "Shareholder Proposals for 2014 Annual Meeting." The Nominating Committee's process for identifying and evaluating nominees for director will be the same whether the nominee is from the Nominating Committee's search for a candidate, or whether the nominee was recommended by a shareholder.

The Nominating Committee consists of our four non-employee directors: Messrs. Aschleman (Chair), Kleeberger Schoor and Wood. Each member is "independent," as such term for nominating committee members is defined in the NASDAQ listing standards. The Nominating Committee met three times during fiscal 2012.

Board and Committee Role in Risk Oversight

While the Board has the ultimate oversight responsibility for the risk management process, various committees assist in fulfilling its oversight responsibilities in certain areas of risk. In particular, the Audit Committee focuses on financial and enterprise risk exposures, including internal controls. The Audit Committee discusses with management, internal audit, and the independent registered public accounting firm our major financial risk exposures, including risks related to fraud, liquidity and regulatory compliance, our policies with respect to risk assessment and risk management, and the steps management has taken to monitor and control such exposures. The Board also periodically receives information about our risk management activities and the most significant risks we face. This is principally accomplished through Audit Committee reports to the Board and summary briefings provided by management. The Audit Committee members, as well as each other director, also have access to our Chief Financial Officer and any other members of our management for discussions between meetings as warranted. For a description of the Compensation Committee's role in overseeing compensation related risks, see "Executive and Director Compensation – Compensation-Related Risk Assessment" in this proxy statement.

Code of Business Conduct and Ethics

We have adopted a Code of Business Conduct and Ethics (the "Ethics Code") that applies to all of our directors, officers and employees, including our principal executive officer, principal financial officer, and principal accounting officer. The Ethics Code is posted on our website at www.shoecarnival.com under Investors–Corporate Governance. We intend to disclose any amendments to the Ethics Code by posting such amendments on our website. In addition, any waivers of the Ethics Code for our directors or executive officers will be disclosed in a Current Report on Form 8-K.

Section 16(a) Beneficial Ownership Reporting Compliance

Section 16(a) of the Exchange Act requires our executive officers and directors, and persons who own more than 10% of our common stock, to file initial reports of ownership and reports of changes in ownership with the SEC. Such persons are required by SEC regulations to furnish us with copies of all Section 16(a) forms they file.

Based solely on a review of the copies of such forms furnished to us and written representations from certain reporting persons, we believe that during fiscal 2012 all filing requirements applicable to our executive officers, directors and greater than 10% shareholders were timely satisfied, except that one Form 4 filed by Mr. Schoor reporting his December 12, 2012 exercise of 1,500 stock options was not filed until April 12, 2013 due to an administrative error.

Proposal No. 2

Advisory Vote on the Compensation Paid to our Executives

As we did last year, we are asking you to approve the compensation paid to our Executives, as disclosed pursuant to the compensation disclosure rules of the SEC, including the Compensation Discussion and Analysis, the compensation tables and the related narratives in this proxy statement. This proposal, commonly known as a “say-on-pay” proposal, gives our shareholders the opportunity to express their views on the compensation of our Executives. In accordance with the advisory vote conducted at our 2011 annual meeting of shareholders on the frequency of future say-on-pay votes, we are currently conducting say-on-pay votes on an annual basis. The next advisory vote on the frequency of say-on-pay votes will be conducted no later than our 2017 annual meeting of shareholders.

Our compensation philosophy seeks to closely align the interests of Executives with the interests of our shareholders. Our compensation programs are designed to reward our Executives for the achievement of short-term and long-term strategic and operational goals and the attainment of increased total shareholder return. Additionally, it is important in the current retail climate that management emphasizes financial stability and liquidity while working to increase our market share through new store growth.

The Compensation Committee and our Board believe that our fiscal 2012 Executive compensation aligned with our philosophy and corporate performance and was effective in fulfilling the Compensation Committee's compensation objectives. An Executive Summary is provided at the beginning of the Compensation Discussion and Analysis section followed by a more detailed discussion of our Executive compensation programs, how they reflect our philosophy and are linked to Company performance and the impact of our 2012 say-on-pay vote on Executive compensation decisions. We encourage our shareholders to read the Compensation Discussion and Analysis section, along with the compensation tables and narrative discussion contained in this proxy statement.

We are asking our shareholders to indicate their support for the compensation paid to our Executives as described in this proxy statement. This vote is not intended to address any specific item of compensation but rather the overall compensation of our Executives and the philosophy, policies and practices described in this proxy statement. Accordingly, we recommend that our shareholders vote "FOR" the following resolution at the annual meeting:

"RESOLVED, that the Company's shareholders approve, on an advisory basis, the compensation of the Executives, as disclosed in the Company's Proxy Statement for the 2013 Annual Meeting of Shareholders pursuant to the compensation disclosure rules of the Securities and Exchange Commission, including the Compensation Discussion and Analysis, the compensation tables and the other related disclosure."

As an advisory vote, this proposal will not be binding upon us or our Board or Compensation Committee. However, our Board and Compensation Committee value the opinion of our shareholders, and to the extent that there is any significant vote against the Executives' compensation as disclosed in this proxy statement, we will consider our shareholders' concerns and the Compensation Committee will evaluate whether any actions are necessary to address those concerns.

The Board recommends that our shareholders vote FOR the approval, on an advisory basis, of the compensation paid to our Executives, as disclosed in this proxy statement.

EXECUTIVE AND DIRECTOR COMPENSATION

Compensation Discussion and Analysis

Overview

The “Compensation Discussion and Analysis” section of this proxy statement is intended to help our shareholders understand our overall executive compensation programs, objectives, framework and elements and to discuss and analyze the basis for, and the decisions of our Compensation Committee (the “Committee”) and our Board of Directors with respect to, the compensation paid to our named executive officers shown in the Summary Compensation Table and in the other tables and narrative discussion that follow. Our named executive officers (the “Executives”) for fiscal 2012 were:

Officer Name and Position

Clifton E. Sifford, President, Chief Executive Officer and Chief Merchandising Officer

W. Kerry Jackson, Senior Executive Vice President - Chief Operating and Financial Officer and Treasurer

Timothy T. Baker, Executive Vice President – Store Operations

Carl N. Scibetta, Executive Vice President – General Merchandise Manager

Kathy A. Yearwood, Senior Vice President – Controller and Chief Accounting Officer

Mark L. Lemond, former President and Chief Executive Officer (retired October 2012)

In October 2012, Mark L. Lemond retired from his positions as President and Chief Executive Officer and as a Director. In connection with his retirement, we made the following promotions and hiring to reallocate key responsibilities:

Appointment of new President and Chief Executive Officer – during October 2012, the Board appointed Mr. Sifford, who was then serving as Executive Vice President – General Merchandise Manager, to serve as our President and Chief Executive Officer following Mr. Lemond’s retirement. Mr. Sifford was also appointed Chief Merchandising Officer and was appointed to serve as a director on our Board.

Addition of Chief Operating Officer role – coinciding with Mr. Sifford’s appointment, our Board promoted Mr. Jackson, who was then serving as Executive Vice President – Chief Financial Officer, to Senior Executive Vice President – Chief Operating and Financial Officer. Mr. Jackson’s responsibilities were expanded as they relate to oversight of daily operations and strategic planning.

Appointment of new General Merchandise Manager – during December 2012, Mr. Scibetta was hired as our Executive Vice President – General Merchandise Manager to take over the responsibilities as General Merchandise Manager from Mr. Sifford. Mr. Scibetta brings over 32 years of footwear industry experience to his position.

The compensation decisions associated with the above senior leadership transition are detailed in this Compensation Discussion and Analysis.

Executive Summary

We seek to closely align the interests of our Executives with the interests of our shareholders. Our compensation programs are designed to reward our Executives for the achievement of short-term and long-term strategic and operational goals and the attainment of increased total shareholder return. Additionally, it is important in the current retail climate that management emphasizes financial stability and liquidity while working to increase our market share through new store growth.

Total compensation for our Executives is comprised of a mix of base salary, annual cash incentives and long-term equity based compensation in the form of service-based and performance-based restricted stock awards. We believe our management team continues to be driven to a higher level of performance by the pay-for-performance compensation philosophy of our compensation programs.

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The following table highlights the year-over-year comparison of some of the key financial metrics that we use in evaluating our performance for the purposes of making compensation decisions.

Key Financial Metrics	Fiscal 2012	Fiscal 2011
Net Sales	\$854,998	\$762,534
Comparable Store Sales Increase	4.5	% <i>Stock-Based Payment Awards with Performance Targets</i>

In June 2014, the FASB issued ASU 2014-12, *Share-Based Payment Awards With Performance Targets*, for companies that grant their employees awards whose terms of the award provide that a performance target that affects vesting could be achieved only if a specified performance condition is met over a specified period. The Company adopted this new guidance on January 1, 2015. This adoption of the new guidance had no impact on the results of operations, financial condition, or cash flows.

Table of Contents*Simplification of Guidance on Debt Issuance Costs*

In April 2015, the FASB issued ASU 2015-03, *Interest Imputation of Interest*, which requires the Company to recognize issuance costs in financial statements as a direct deduction from the related debt liability. The ASU is effective for the Company for fiscal years ending after December 15, 2015 and interim periods thereafter, if permitted. While the adoption of this ASU is not expected to have a material impact on the Company's financial condition, or cash flows, it will impact the presentation on the Company's balance sheet. As of December 31, 2014, the Company had deferred financing costs of \$20.7 million and \$23.1 million, respectively.

2. Accounts Receivable

The Company maintains a \$1.2 billion revolving trade accounts receivable Securitization Facility. Through the Securitization Facility, the Company transfers certain of its domestic receivables, on a revolving basis, to Funding LLC (Funding), a wholly-owned bankruptcy remote subsidiary. In turn, Funding transfers the receivables on a revolving basis, up to \$1.2 billion of undivided ownership interests in this pool of accounts receivable to an asset-backed commercial paper conduit (Conduit). Funding maintains a subordinated interest in the pool of receivables, over-collateralization, in a portion of the receivables sold to the Conduit. Purchases by the Conduit are made through the sale of highly-rated commercial paper.

The Company utilizes proceeds from the sale of its accounts receivable as an alternative source of financing to its overall borrowing costs. The Company has agreed to continue servicing the sold receivables at market rates, which approximates the Company's cost of servicing. The Company retains a portion of the accounts receivable sold as a form of credit enhancement. The residual interest's fair value is determined based on its short-term nature. Funding determines the level of funding achieved by the sale of receivables up to a maximum amount.

The Company's accounts receivable and securitized accounts receivable include the following as of December 31, 2014 (in thousands):

	June 30, 2015
Gross domestic accounts receivable	\$ 378,314
Gross domestic securitized accounts receivable	764,000
Gross foreign receivables	455,563
Total gross receivables	1,597,877
Less allowance for doubtful accounts	(22,400)
Net accounts and securitized accounts receivable	\$ 1,575,477

Foreign receivables are not included in the Company's accounts receivable securitization. As of December 31, 2014, there was \$764 million and \$675 million, respectively, of short-term receivables included in the Company's accounts receivable Securitization Facility.

A rollforward of the Company's allowance for doubtful accounts related to accounts receivable as of June 30 is as follows (in thousands):

	2011
Allowance for doubtful accounts beginning of period	\$ 23,8
Add:	
Provision for bad debts	13,0
Less:	
Write-offs	(14,4
Allowance for doubtful accounts end of period	\$ 22,4

3. Fair Value Measurements

Fair value is a market-based measurement that reflects assumptions that market participants would use to determine the fair value of an asset or liability. GAAP discusses valuation techniques, such as the market approach (comparing similar assets or liabilities), the income approach (present value of future income or cash flow), and the cost approach (cost to replace the asset or replacement cost). These valuation techniques are based upon observable and unobservable inputs. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect the reporting entity's own assumptions.

Table of Contents

As the basis for evaluating such inputs, a three-tier value hierarchy prioritizes the inputs follows:

Level 1: Observable inputs such as quoted prices for identical assets or liabilities

Level 2: Observable inputs other than quoted prices that are directly or indirectly observable, including quoted prices for similar assets or liabilities in active markets for identical assets or liabilities in markets that are not active; and model-derived values that are based on observable or whose significant value drivers are observable.

Level 3: Unobservable inputs for which there is little or no market data, which require the entity to develop its own assumptions. The fair value hierarchy also requires an entity to use observable inputs and minimize the use of unobservable inputs when measuring fair value.

The following table presents the Company's financial assets and liabilities which are measured at fair value as of June 30, 2015 and December 31, 2014, (in thousands).

	Fair Value	Level
June 30, 2015		
Assets:		
Repurchase agreements	\$ 140,826	\$
Money market	55,004	
Certificates of deposit	6,438	
Total cash equivalents	\$ 202,268	\$
December 31, 2014		
Assets:		
Repurchase agreements	\$ 196,616	\$
Money market	50,000	
Certificates of deposit	3,570	
Total cash equivalents	\$ 250,186	\$
Liabilities:		
Acquisition related contingent consideration	\$ 43,486	\$

The Company has highly liquid investments classified as cash equivalents, with original cost included in our Consolidated Balance Sheets. The Company utilizes Level 2 fair value determined by directly or indirectly observable (market based) information to determine the fair value of these investments. The Company has certain cash and cash equivalents that are invested on an overnight basis in money markets and certificates of deposit. The value of overnight repurchase agreements is determined by quoted market prices for the treasury securities associated with the repurchase agreements, plus interest accrued, valued at cost, plus interest accrued. Given the short term nature of these instruments, the

value.

The level within the fair value hierarchy and the measurement technique are reviewed quarterly and are deemed to have occurred at the end of the quarter. There were no transfers between fair value levels presented for 2015 and 2014.

The Company's nonfinancial assets that are measured at fair value on a nonrecurring basis for impairment testing include property, plant and equipment, equity method investment, and intangible assets. As necessary, the Company generally uses projected cash flows, discounted as appropriate, to determine fair values of the assets using key inputs such as management's projections of cash flows on a continuing basis (where applicable), management's projections of cash flows upon disposition and discount rates. These measurements are in Level 3 of the fair value hierarchy. These assets and liabilities are revalued on a nonrecurring basis if an impairment is identified.

The carrying value of the Company's cash, accounts receivable, securitized accounts receivable, prepaid expenses and other current assets, accounts payable, accrued expenses, customer deposits and other current liabilities approximate their respective carrying values due to the short-term maturities of the instruments. The Company's debt obligations approximate fair value as the interest rates on the debt are variable rates that reset on a quarterly basis. These are each level 2 fair value measurements, except for the debt which is a level 1 measurement.

4. Share Based Compensation

The Company has Stock Incentive Plans (the Plans) pursuant to which the Company issues restricted stock, stock options or restricted stock to employees. The table below summarizes the expense recognized for the Plans and stock payments recognized for the three and six month periods ended June 30 (in thousands):

Table of Contents

	Three Months Ended June 30,	
	2015	2014
Stock options	\$ 4,484	\$ 2,889
Restricted stock	9,065	4,798
Stock-based compensation	\$ 13,549	\$ 7,687

The tax benefits recorded on stock based compensation were \$10.8 million and \$6.2 million ended June 30, 2015 and 2014, respectively.

The following table summarizes the Company's total unrecognized compensation cost as of June 30, 2015 (in thousands):

	Unrecognized Compensation Cost
Stock options	\$ 71,153
Restricted stock	19,811
Total	\$ 90,964

Stock Options

Stock options are granted with an exercise price estimated to be equal to the fair market value of the common stock at the time of grant, as authorized by the Company's board of directors. Options granted have vesting provisions. Certain stock option awards also have performance vesting provisions. Stock option grants are subject to forfeiture if employment terminates prior to vesting.

The following summarizes the changes in the number of shares of common stock under option as of June 30, 2015 (shares and aggregate intrinsic value in thousands):

	Shares	Weighted Average Exercise Price	Options Exercisable at End of Period	Weighted Average Exercise Price of Options
Outstanding at December 31, 2014	5,131	\$ 58.71	2,370	\$ 21.00
Granted	271	155.95		
Exercised	(209)	33.90		
Forfeited	(25)	105.36		
Outstanding at June 30, 2015	5,168	\$ 64.60	2,476	\$ 23.00

Expected to vest as of June 30, 2015 5,168 \$ 64.60

The aggregate intrinsic value of stock options exercisable at June 30, 2015 was \$327.8 million. The contractual term of options exercisable at June 30, 2015 was 5.4 years.

The fair value of stock option awards granted was estimated using the Black-Scholes option pricing model for the periods of 12 months ended June 30, 2015 and 2014, with the following weighted-average assumptions:

Risk-free interest rate	2.0%
Dividend yield	0.0%
Expected volatility	22.0%
Expected life (in years)	5.4

Table of Contents**Restricted Stock**

Awards of restricted stock and restricted stock units are independent of stock option grant forfeiture if employment terminates prior to vesting. The vesting of the restricted stock awards are generally based on the passage of time, performance or market conditions. Shares vesting awards have vesting provisions ranging from one to four years.

The following table summarizes the changes in the number of shares of restricted stock awards for the six months ended June 30, 2015 (shares in thousands):

	Share
Unvested at December 31, 2014	71
Granted	8
Vested	(10)
Cancelled	()
Unvested at June 30, 2015	70

5. Acquisitions

For the six months ended June 30, 2015, the Company completed acquisitions with an aggregate purchase price of \$2.1 million and has made deferred payments of purchase price of \$2.1 million related to 2014 acquisitions.

2014 Acquisitions

During 2014, the Company completed acquisitions with an aggregate purchase price of \$165.8 million.

Comdata

On November 14, 2014, the Company acquired Comdata Inc. ("Comdata") from Ceridian, a company affiliated with Thomas H. Lee Partners, L.P. ("THL") and Fidelity National Financial, Inc. ("Fidelity") net of cash acquired. Comdata is a business-to-business provider of innovative electronic fleet solutions and a processor, Comdata provides fleet, virtual card and gift card solutions. This acquisition allows the Company to expand its current fuel card business in the U.S. and add a new product with the virtual card. The Company financed the acquisition with approximately \$2.4 billion of new debt and the issuance of FleetCor common stock, including amounts applied at the closing to the repayment of debt. The acquired business have been reported in the Company's North America segment since the acquisition.

The following table summarizes the preliminary acquisition accounting for Comdata (in

Restricted cash
Trade and other receivables
Prepaid expenses and other
Property and equipment
Goodwill
Other intangible assets
Notes and other liabilities assumed
Deferred tax liabilities
Other long term liabilities

Aggregate purchase price

Acquisition accounting adjustments recorded during the six months ended June 30, 2015, for acquisitions completed in 2014 and included reallocation of certain deferred tax liabilities to the entities and a change in the estimated fair value of acquired accounts receivable. These adjustments do not have a significant impact on the 2014 consolidated income statement, balance sheet or cash flow statement. Company has not recast these statements.

Table of Contents

The preliminary fair value of intangible assets acquired and the related estimated useful lives (in thousands):

	Useful Lives (in Years)
Customer relationships	19
Trade names and trademarks	indefinite
Software	4
Non-competes	3

The acquisition accounting related to this acquisition is preliminary as the Company is still evaluating the fair value of intangible assets, income taxes, certain acquired contingencies, off market contract review, and the adjustment period remains open. Goodwill recognized is comprised primarily of expected future cash flows from operations of the Company and Comdata and assembled workforce. The goodwill acquired is not deductible for tax purposes.

Other

During 2014, the Company acquired Pacific Pride, a U.S. fuel card business, and a fuel card business in Germany. The following table summarizes the preliminary acquisition accounting for these acquisitions (in thousands):

Trade and other receivables
Prepaid expenses and other
Property and equipment
Goodwill
Other intangible assets
Notes and other liabilities assumed
Aggregate purchase price

The preliminary estimated fair value of intangible assets acquired and the related estimated useful lives (in thousands):

	Useful Lives (in Years)
Customer relationships	19
Trade names and trademarks	indefinite
Franchisee Agreements	3

The acquisition accounting for these transactions is preliminary as the Company is still c
 intangible assets and certain acquired contingencies and the working capital adjustment p
 acquisitions were not material individually or in the aggregate to the Company's consoli

6. Goodwill and Other Intangible Assets

A summary of changes in the Company's goodwill by reportable business segment is as

Segment	December 31, 2014	Acquisition Accounting Adjustments
North America	\$ 2,659,417	\$ (5,569)
International	1,152,445	
	\$ 3,811,862	(5,569)

Table of Contents

As of June 30, 2015 and December 31, 2014 other intangible assets consisted of the following:

	Weighted- Avg Useful Lives (Years)	June 30, 2015			
		Gross Carrying Amounts	Accumulated Amortization	Net Carrying Amount	Gross Carrying Amount
Customer and vendor agreements	18.4	\$ 2,124,658	\$ (267,629)	\$ 1,857,029	\$ 2,139,000
Trade names and trademarks indefinite lived	N/A	335,149		335,149	337,000
Trade names and trademarks other	14.5	3,314	(1,953)	1,361	3,314
Software	5.1	173,602	(37,914)	135,688	174,000
Non-compete agreements	5.6	16,613	(7,692)	8,921	17,000
Total other intangibles		\$ 2,653,336	\$ (315,188)	2,338,148	\$ 2,672,000

Changes in foreign exchange rates resulted in a \$24.5 million decrease to the carrying value of other intangible assets during the six months ended June 30, 2015. Amortization expense related to intangible assets for the six months ended June 30, 2015 and 2014 was \$80.2 million and \$36.5 million, respectively.

7. Debt

The Company's debt instruments consist primarily of term notes, revolving lines of credit and securitization facilities. The following table summarizes the Company's debt instruments as of June 30, 2015 (in thousands):

	June 30, 2015
Term note payable domestic(a)	\$ 2,210,227
Revolving line of credit A Facility domestic(a)	370,000
Revolving line of credit A Facility foreign(a)	
Revolving line of credit A Facility swing line(a)	10,741
Other debt(c)	3,619
Total notes payable and other obligations	2,594,587
Securitization Facility(b)	764,000
Total notes payable, credit agreements and Securitization Facility	\$ 3,358,587

Current portion	\$ 1,246,342
Long-term portion	2,112,245
Total notes payable, credit agreements and Securitization Facility	\$ 3,358,587

- (a) On October 24, 2014, the Company entered into a new \$3.355 billion Credit Agreement secured credit facilities consisting of (a) a revolving A credit facility in the amount of \$1.5 billion for letters of credit, swing line loans and multicurrency borrowings, (b) a revolving B facility in the amount of \$1.5 billion for loans in Australian Dollars or New Zealand Dollars, (c) a term loan A facility in the amount of \$300 million and (d) a term loan B facility in the amount \$300 million. The Credit Agreement includes a feature for borrowing an additional \$500 million in term A or revolver A and term B facilities under the Credit Agreement (other than the term loan B facility) accrues based on the LIBOR Rate (the Eurocurrency Rate), plus a margin based on a leverage ratio, or otherwise as the rate equal to the highest of (a) the Federal Funds Rate plus 0.50%, (b) the prime rate in New York, N.Y., or (c) the Eurocurrency Rate plus 1.00%) plus a margin based on a leverage ratio, payable quarterly in arrears. Interest on the term loan B facility accrues based on the Eurocurrency Rate described above, except that the applicable margin is fixed at 3% for Eurocurrency Loans. In addition, the Company pays a quarterly commitment fee at a rate per annum of 0.50% of the daily unused portion of the credit facility. The stated maturity dates for the term loan A and term loan B facilities under the New Credit Agreement is November 14, 2019 and November 14, 2020. The Company has unamortized debt discounts of \$6.7 million related to the term A facility and the term B facility at June 30, 2015.

Table of Contents

- (b) The Company is party to a \$1.2 billion receivables purchase agreement (Securitization Agreement) as amended, which was restated for the fifth time on November 14, 2014 in connection with the Comdata acquisition. The interest rate is equal to one month LIBOR and the Commercial Paper Rate of 0.21% plus 0.90% and 0.21% plus 0.90% as of June 30, 2015 and December 31, 2014, respectively. The unused facility fee is payable as of June 30, 2015 and December 31, 2014.
- (c) Other debt includes other deferred liabilities associated with certain of our businesses, including but not limited to, accounts payable and other obligations, less current portion in the consolidated Balance Sheet. The Company was in compliance with all financial and non-financial covenants at June 30, 2015.

8. Income Taxes

The provision for income taxes differs from amounts computed by applying the U.S. federal corporate income tax rate before income taxes for the three months ended June 30, 2015 and 2014 due to the following:

	2015
Computed expected tax expense	\$ 50,852
Changes resulting from:	
Foreign income tax differential	(5,747)
State taxes net of federal benefits	2,022
Foreign-sourced nontaxable income	(4,061)
Other	3,547
Provision for income taxes	\$ 46,613

9. Earnings Per Share

The Company reports basic and diluted earnings per share. Basic earnings per share is computed by dividing net income attributable to shareholders of the Company by the weighted average number of common shares outstanding during the reported period. Diluted earnings per share reflect the potential dilution related to equity-based compensation using the treasury stock method. The calculation and reconciliation of basic and diluted earnings per share for the three months ended June 30 (in thousands, except per share data) follows:

	Three Months Ended June 30,	
	2015	2014
Net income	\$ 98,678	\$ 88,549
Denominator for basic and diluted earnings per share:		
Denominator for basic earnings per share	91,904	82,990
Dilutive securities	2,146	2,821
Denominator for diluted earnings per share	94,050	85,811

Basic earnings per share	\$ 1.07	\$ 1.07
Diluted earnings per share	\$ 1.05	\$ 1.05

Basic shares includes the impact of share-based payment awards classified as participating material to the calculation of basic shares. Diluted earnings per share for the three month period ended June 30, 2014, excludes the effect of 31 thousand shares of common stock, respectively, that may be issuable from the exercise of stock options because such effect would be antidilutive. There were no antidilutive shares for the three month periods ended June 30, 2014. Diluted earnings per share for the three month period ended June 30, 2014, excludes the effect of 0.5 million shares of performance based restricted stock, respectively, for which the performance has yet been achieved.

10. Segments

The Company reports information about its operating segments in accordance with the requirements of GAAP. The Company's reportable segments represent components of the business for which discrete financial information is evaluated regularly by the chief operating decision maker in determining how to allocate resources and assessing performance. The Company operates in two reportable segments, North America and International. The Company's operating segments are aggregated in both our North America and International reportable segments. The Company aggregated these operating segments due to commonality of the products in each of their reportable segments, economic characteristics, services, customers and processes. There were no significant inter-segment transactions.

Table of Contents

The Company's segment results are as follows as of and for the three and six month periods

	Three months ended June 30,	
	2015	2014
Revenues, net:		
North America	\$ 284,576	\$ 138,866
International	120,029	134,646
	\$ 404,605	\$ 273,502
Operating income:		
North America	\$ 109,584	\$ 68,317
International	59,567	66,167
	\$ 169,151	\$ 134,484
Depreciation and amortization:		
North America	\$ 32,021	\$ 6,370
International	16,806	18,053
	\$ 48,827	\$ 24,423
Capital expenditures:		
North America	\$ 3,793	\$ 1,840
International	4,336	4,128
	\$ 8,129	\$ 5,968

11. Commitments and Contingencies

In the ordinary course of business, the Company is involved in various pending or threatened legal proceedings. The Company has recorded reserves for certain legal proceedings. The amounts recorded are estimated and if additional information becomes available, the Company will reassess the potential liability related to its pending legal proceedings in the period that information becomes known. In the opinion of management, the amount of reserves recorded with respect to these actions will not have a material adverse effect on the Company's consolidated financial position, operations, or liquidity.

Table of Contents

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

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with the unaudited consolidated financial statements and related notes appearing elsewhere in this report. In addition to historical information, this discussion contains forward-looking statements that involve risks and uncertainties. Our forward-looking statements are based on assumptions that could cause actual results to differ materially from management's expectations. See "Note Regarding Forward-Looking Statements" in Item 7 of this report. All foreign currency amounts that have been translated into U.S. dollars for inclusion in this discussion are based on the exchange rate as reported by OANDA Corporation for the applicable period.

This management's discussion and analysis should also be read in conjunction with the management's discussion and analysis and consolidated financial statements and related notes included in our Annual Report on Form 10-K for the year ended December 31, 2014.

General Business

FleetCor is a leading independent global provider of fuel cards, commercial payment and expense management solutions, and workforce payment products and services to businesses, retailers, commercial and government entities in countries throughout North America, South America, Europe, Africa, Asia and New Zealand. Our payment programs enable our customers to better manage and control their cash flow through card programs, and employee spending and provide card-accepting merchants with a high level of service to increase their sales and customer loyalty. We also provide a suite of fleet related and workforce management solutions including a mobile telematics service, fleet maintenance management and employee benefit services. In 2014, we processed approximately 652 million transactions on our proprietary payment networks (which includes approximately 270 million transactions related to our SVS program). We believe that our size and scale, geographic reach, advanced technology and our expansive network of merchant brands and proprietary networks contribute to our leading industry position.

We provide our payment products and services in a variety of combinations to create customized solutions for our customers and partners. We collectively refer to our suite of product offerings as workforce payment products for commercial businesses. We sell a range of customized fleet and lodging payment products directly to our customers through partners, such as major oil companies, leasing companies and other partners. We refer to these major oil companies, leasing companies, petroleum marketers, value-added resellers and other partners as referral partners with whom we have strategic relationships as our partners. We provide our payment products that typically function like a charge card to purchase fuel, lodging, food, toll, travel and services at participating locations.

We support our products with specialized issuing, processing and information services that help our customers manage their accounts, facilitate the routing, authorization, clearing and settlement of transactions, and provide reporting and analytics functionality and data, including customizable card-level controls and productivity analysis. In addition to our payment programs and services and process transactions, we own and operate proprietary payment networks which we electronically connect to merchants and capture, analyze and report customized data on a global and international basis. We also use third-party networks to deliver our payment programs and services to support card acceptance and use. To support our payment products, we also provide a range of specialized services including processing, as well as specialized information services that provide our customers with valuable insights into their business. Our customers can use this data to track important business productivity metrics, combat fraud, reduce risk and streamline expense administration and lower overall workforce and fleet operating costs. To meet our customers' partner's needs, we provide these services in a variety of outsourced solutions ranging from full-service solutions to a solution (encompassing issuing, processing and network services) to limited back office support.

Table of Contents**Executive Overview*****Segments***

We operate in two segments, which we refer to as our North America and International segments. We report revenue net of the wholesale cost for underlying products and services. In this report, we refer to our operating results as Results of Operations for additional segment information.

For the three and six months ended June 30, 2015 and 2014, our North America and International segments generated the following revenue:

	Three months ended June 30,		2014		Six
	2015	% of	2014	% of	2014
(dollars in millions)	Revenue	total	Revenue	total	Revenue
North America	\$ 284.6	70.3%	\$ 138.9	50.8%	\$ 583.4
International	120.0	29.7%	134.6	49.2%	237.4
	\$ 404.6	100.0%	\$ 273.5	100.0%	\$ 820.8

Sources of Revenue

Transactions. In both of our segments, we derive revenue from transactions. As illustrated, a transaction is defined as a purchase by a customer. Our customers include holders of our cards, our partners, for whom we manage card programs, members of our proprietary networks who purchase our products and services and commercial businesses to whom we provide workforce payment services. Revenue from transactions is derived from our merchant and network relationships, as well as our cardholders. Through our merchant and network relationships we primarily offer fuel cards, corporate cards, virtual cards, T&E cards, gift cards, store value payroll cards, vehicle maintenance, food, fuel, toll and transportation services or lodging services to our customers.

The following diagram illustrates a typical card transaction flow, but may also be applied to other products such as lodging and food, fuel, toll and transportation card and voucher products, substituting transactions for the representative model may not include all of our businesses.

Illustrative Transaction Flow

From our customers and partners, we derive revenue from a variety of program fees, including cardholder fees, network fees and charges, which can be fixed fees, cost plus a mark-up or based on a percentage of sales prices. Our programs include other fees and charges associated with late payments and business to business transactions.

From our merchant and network relationships, we derive revenue mostly from the difference between the price paid to a customer for a transaction and the price paid to the merchant or network for the same transaction, less discounts and charges in certain businesses. As illustrated in the table below, the price paid to a merchant is calculated as (i) the merchant's wholesale cost of the product plus a markup; (ii) the transaction price less a percentage discount; or (iii) the transaction purchase price less a fixed fee per unit.

Table of Contents

The following table presents an illustrative revenue model for transactions with the merchant applicable to fuel based product transactions, but may also be applied to our vehicle maintenance, toll and transportation card and voucher products, substituting transactions for gallons. This model includes all of our businesses.

Illustrative Revenue Model for Fuel Purchases**(unit of one gallon)****Illustrative Revenue**

Model		Merchant Payment Method	
Retail Price	\$ 3.00	i) Cost Plus Mark-up:	ii) Percentage Discount:
Wholesale Cost	(2.86)	Wholesale Cost	\$ 2.86
		Mark-up	0.05
			Discount (3%)
FleetCor Revenue	\$ 0.14		
Merchant Commission	\$ (0.05)	Price Paid to Merchant	\$ 2.91
Price Paid to Merchant	\$ 2.91		

Set forth below are our sources of revenue for the three and six months ended June 30, 2015 and 2014, as a percentage of consolidated revenues:

	Three months ended June 30,	
	2015	2014
Revenue from customers and partners	65.8%	55.1%
Revenue from merchants and networks	34.2%	44.9%
Revenue tied to fuel-price spreads ¹	10.3%	14.3%
Revenue influenced by the absolute price of fuel ¹	16.1%	18.1%
Revenue from program fees, late fees, interest and other	73.6%	66.3%

¹ Although we cannot precisely calculate the impact of fuel price spreads and the absolute price of fuel on our consolidated revenues, we believe these percentages approximate their relative impact on our *Revenue per transaction*. Set forth below is revenue per transaction information for the three months ended June 30, 2015 and 2014:

	Three months ended June 30	
	2015	2014
Transactions (in millions)²		
North America	389.4	42.7
International	45.7	47.5
Total transactions	435.1	90.2
Revenue per transaction		
North America	\$ 0.73	\$ 3.25
International	2.63	2.83
Consolidated revenue per transaction	0.93	3.03
Adjusted revenue per transaction		
Consolidated adjusted revenue per transaction ³	\$ 0.88	\$ 2.81

- ² Transactions in the three and six month periods ended June 30, 2015 includes approximately 597 million transactions, respectively, related to our SVS product, which is part of the SVS product line that was discontinued in November 2014. SVS, Stored Value Solutions, is our global provider of gift card and other stored value products. This product has a very low revenue per transaction.

Table of Contents

- ³ Adjusted revenues is a non-GAAP financial measure defined as revenues, net of merchant commissions. We believe this measure is a more effective way to evaluate our revenue performance. We use adjusted revenues, net of merchant commissions to evaluate our revenues, net of the commissions that are paid to merchants to participate in our card programs. Adjusted revenues is a supplemental non-GAAP financial measures of operating performance. See Management's Use of Non-GAAP Financial Measures.

Revenue per transaction is derived from the various revenue types as discussed above and is influenced by the relevant merchant relationship, the payment product utilized and the types of products and services which would be influenced by our acquisitions, organic growth in our business, and the operating environment, including fluctuations in foreign currency exchange rates. Revenue per transaction is also influenced by the level of services we provide to a customer increases or decreases, as macroeconomic conditions change and adjustments are made to merchant and customer rates. See Results of Operations for further discussion of revenue per transaction.

For the three months ended June 30, 2015, transaction volumes increased 382% to 435.1 million transactions compared to 90.2 million transactions in the comparable period of 2014. For the six months ended June 30, 2015, transaction volumes increased 389% to 866.7 million transactions compared to 177.4 million transactions in the comparable period of 2014. North American segment transactions grew 812% and 831%, in the three and six months ended June 30, 2015 compared to the comparable period in 2014, respectively, primarily due to our acquisition of Comdata in June 2014. 296 million and 597 million transactions are attributable to SVS, for the three and six months ended June 30, 2015, respectively, as well as from organic growth in our US businesses. Transaction volumes decreased slightly by 3.9% and 1.9%, in the three and six months ended June 30, 2015 compared to the comparable period of 2014, respectively, primarily due to market softness in Russia and Brazil.

Sources of Expenses

We incur expenses in the following categories:

Merchant commissions In certain of our card programs, we incur merchant commissions. We do not reimburse merchants with whom we have direct, contractual relationships for sales and marketing expenses on customer purchases products or services from the merchant. In the card programs, merchant commissions equal the difference between the price paid by us to the merchant and the price paid to the merchant of the underlying products or services.

Processing Our processing expense consists of expenses related to processing payments for our customers and merchants, bad debt expense and cost of goods sold related to our processing businesses.

Selling Our selling expenses consist primarily of wages, benefits, sales commissions (including sales commissions) and related expenses for our sales, marketing and account management personnel.

General and administrative Our general and administrative expenses include salaries and benefits (including stock-based compensation) for our executives, finance and accounting personnel, and other human resources, legal and other administrative personnel. Also included are franchise fees and

professional services fees, travel and entertainment expenses, and other corporate

Depreciation and amortization Our depreciation expenses include depreciation consisting of computer hardware and software (including proprietary software expense), card-reading equipment, furniture, fixtures, vehicles and buildings and to office space. Our amortization expenses include amortization of intangible assets, vendor relationships, trade names and trademarks and non-compete agreements. assets related to business acquisitions and certain private label contracts associated with receivable.

Other expense (income), net Our other expense (income), net includes foreign losses, proceeds/costs from the sale of assets and other miscellaneous operating

Equity method investment loss Our equity method investment loss relates to our provider of telematics solutions to commercial fleets in Europe, which we account

Interest expense, net Our interest expense, net includes interest income on our on our outstanding debt and on our Securitization Facility. We have historically short-term money market funds.

Provision for income taxes Our provision for income taxes consists primarily of profits resulting from the sale of our products and services in the United States. worldwide effective tax rate is lower than the U.S. statutory rate of 35%, due to jurisdictions and foreign-sourced non-taxable income.

Table of Contents

Adjusted Revenues, Adjusted Net Income and Adjusted Net Income Per Diluted Share. revenues, adjusted net income and adjusted net income per diluted share for the three and and 2014.

	Three Months Ended June 30,	
	2015	2014
(in thousands, except per share amounts)		
Adjusted revenues	\$ 382,880	\$ 253,175
Adjusted net income	\$ 138,898	\$ 108,890
Adjusted net income per diluted share	\$ 1.48	\$ 1.27

We use adjusted revenues as a basis to evaluate our revenues, net of the commissions that participate in certain of our card programs. The commissions paid to merchants can vary much the same way as revenues are impacted when market spreads fluctuate. Thus, we use adjusted revenues to evaluate our revenue performance on a consistent basis. We use adjusted net income per diluted share to eliminate the effect of items that we do not consider indicative of our core operating performance. Adjusted revenues, adjusted net income and adjusted net income per diluted share are key financial measures of operating performance. See the heading entitled "Management's Key Financial Measures."

Factors and Trends Impacting our Business

We believe that the following factors and trends are important in understanding our financial performance:

Fuel prices Our fleet customers use our products and services primarily in connection with their fleet operations. Accordingly, our revenue is affected by fuel prices, which are subject to significant volatility. Increases in fuel prices could cause a decrease or increase in our revenue from several sources, including but not limited to, based on a percentage of each customer's total purchase. Changes in the absolute price of fuel, including but not limited to, unpaid account balances and the late fees and charges based on these amounts. For further information related to the absolute price of fuel.

Fuel-price spread volatility A portion of our revenue involves transactions with fleet customers that involve fuel-price spreads, which is the difference between the price charged to a fleet customer and the price paid to the merchant for the same transaction. In these transactions, the price charged to the fleet customer is based on the wholesale cost of fuel. The merchant's wholesale cost of fuel is dependent on several factors, including, among others, the factors described above affecting fuel prices. The fuel price spread is dependent on several factors including, among others, the fuel price paid to the merchant and competitive fuel prices. We experience fuel-price spread contraction when the price of fuel increases at a faster rate than the fuel price we charge to our customers, or when the price of fuel decreases at a faster rate than the merchant's wholesale cost of fuel. For further information related to fuel-price spreads.

Acquisitions Since 2002, we have completed over 65 acquisitions of companies and portfolios. Acquisitions have been an important part of our growth strategy, and we seek opportunities to increase our customer base and diversify our service offerings through acquisitions. The impact of acquisitions has, and may continue to have, a significant effect on our operations and may make it difficult to compare our results between periods.

Interest rates Our results of operations are affected by interest rates. We are exposed to changes in interest rates on our cash investments and debt.

Global economic downturn Our results of operations are materially affected by downturns in the economy generally, both in North America and internationally. Factors affected by downturns include our transaction volumes and the credit risk of our customers. These factors affect our businesses in both our North America and International segments.

Foreign currency changes Our results of operations are significantly impacted by changes in exchange rates; namely, by movements of the Australian dollar, Brazilian real, British pound sterling, New Zealand koruna, Euro, Mexican peso, New Zealand dollar and Russian ruble, relative to the U.S. dollar. Approximately 56%, 51% and 56% of our revenue in 2014, 2013 and 2012, respectively, was derived from operations affected by foreign currency exchange rates. See *Results of Operations* for information regarding the currency impact on our total revenue, net.

Expenses Over the long term, we expect that our general and administrative expenses will be a smaller percentage of revenue as our revenue increases. To support our expected revenue growth, we may incur additional sales and marketing expense by investing in our direct marketing, advertising, telemarketing and field sales force.

Table of Contents**Results of Operations****Three months ended June 30, 2015 compared to the three months ended June 30, 2014**

The following table sets forth selected consolidated statement of income data for the three months ended June 30, 2015 compared to the three months ended June 30, 2014 (in thousands).

	Three months ended		Three months ended	
	June 30, 2015	% of total revenue	June 30, 2014	% of total revenue
Revenues, net:				
North America	\$ 284,576	70.3%	\$ 138,861	50.8%
International	120,029	29.7%	134,641	49.2%
Total revenues, net	404,605	100.0%	273,502	100.0%
Consolidated operating expenses:				
Merchant commissions	21,725	5.4%	20,327	7.4%
Processing	74,564	18.4%	38,845	14.2%
Selling	27,297	6.7%	17,521	6.4%
General and administrative	63,041	15.6%	37,896	13.9%
Depreciation and amortization	48,827	12.1%	24,429	8.9%
Operating income	169,151	41.8%	134,484	49.2%
Equity method investment loss	5,118	1.3%	1,489	0.5%
Other expense, net	653	0.2%	(268)	(0.1)%
Interest expense, net	18,089	4.5%	5,308	1.9%
Provision for income taxes	46,613	11.5%	39,406	14.4%
Net income	\$ 98,678	24.4%	\$ 88,549	32.4%
Operating income for segments:				
North America	\$ 109,584		\$ 68,317	
International	59,567		66,167	
Operating income	\$ 169,151		\$ 134,484	
Operating margin for segments:				
North America	38.5%		49.2%	
International	49.6%		49.1%	

Total 41.8% 49.2%

	Three months ended
	2015
Transactions (in millions)¹	
North America	389.
International	45.
Total transactions	435.
Revenue per transaction	
North America	\$ 0.7
International	2.6
Consolidated revenue per transaction	0.9
Consolidated adjusted revenue per transaction	0.8

- ¹ Transactions in three months ended June 30, 2015 includes appropriately 296 million product, which is part of the Comdata business acquired in November 2014. Revenue per product is lower than that generated by our other products.

Table of Contents

Revenues and revenue per transaction

Our consolidated revenues increased from \$273.5 million in the three months ended June 30, 2014, to \$404.6 million in the three months ended June 30, 2015, an increase of \$131.1 million, or 47.9%. The increase was primarily due to:

The impact of acquisitions completed in 2014, which contributed approximately \$100 million of additional revenue in the three months ended June 30, 2015 over the comparable period in 2014.

Organic growth in certain of our payment programs driven primarily by increased volume and revenue per transaction.

Included within organic growth, is the impact of the macroeconomic environment. To measure the impact of the macroeconomic environment, in total we believe it had a positive impact on consolidated revenue for the three months ended June 30, 2015 over the comparable period in 2014. The macroeconomic environment was primarily impacted by lower fuel prices and higher exchange rates, which was offset by higher fuel spread margins.

We use adjusted revenues as a basis to evaluate our revenues, net of the commissions that we pay to merchants that participate in certain of our card programs. The commissions paid to merchants can vary significantly from much the same way as revenues are impacted when market spreads fluctuate. Thus, we believe it is more appropriate to evaluate our revenue performance on a consistent basis. Although we cannot precisely measure the impact of the macroeconomic environment, in total we believe it negatively impacted our consolidated revenues for the three months ended June 30, 2015 over the comparable period in 2014 by approximately \$47 million. Lower exchange rates had an unfavorable impact on consolidated adjusted revenues of approximately \$100 million. Unfavorable fluctuations in rates in almost all geographies, in the three months ended June 30, 2015, we believe the impact of lower fuel prices, partially offset by higher fuel spread margins, had a positive impact on consolidated adjusted revenues of approximately \$23 million.

Consolidated revenue per transaction decreased from \$3.03 in the three months ended June 30, 2014, to \$2.68 in the three months ended June 30, 2015, a decrease of \$0.35 or 11.5%. Excluding the impact of the approximately 296 million transactions in the quarter at a very low revenue per transaction, consolidated revenue per transaction in the second quarter of 2015 decreased 11.5% to \$2.68 from \$3.03 in the second quarter of 2014. Revenue per transaction can vary based on the geography, the relevant merchant and customer relationship, the payment method, and the type of products or services purchased. The revenue mix was influenced by our acquisitions, organic growth, and fluctuations in the macroeconomic environment, primarily fuel prices and foreign exchange rates.

North America segment revenues and revenue per transaction

North America revenues increased from \$138.9 million in the three months ended June 30, 2014, to \$284.6 million in the three months ended June 30, 2015, an increase of \$145.7 million, or 104.9%. The increase was primarily due to:

The impact of acquisitions completed in 2014, which contributed approximately additional revenue in the three months ended June 30, 2015 over the comparab

Organic growth in certain of our payment programs driven primarily by increas per transaction.

Included within organic growth, is the impact of the macroeconomic environm measure the impact of the macroeconomic environment, in total we believe it h America segment revenue for the three months ended June 30, 2015 over the c primarily due to the impact of lower fuel prices in the US, partially offset by hi North America segment revenue per transaction decreased from \$3.25 in the three month the three months ended June 30, 2015, a decrease of \$2.52 or 77.5%. Excluding the impa approximately 296 million transactions in the quarter at a very low revenue per transactio North America segment for the second quarter of 2015 decreased 16.6% to \$2.71 from \$ Revenue per transaction can vary based on the geography, the relevant merchant and cus product utilized, and the types of products or services purchased. Revenue per transaction fuel prices during the quarter versus the prior year quarter, partially offset by higher spre the Comdata acquisition, excluding SVS, which has revenue per transaction products tha FleetCor average.

Table of Contents***International segment revenues and revenue per transaction***

International segment revenues decreased from \$134.6 million in the three months ended June 30, 2014 to \$120.0 million in the three months ended June 30, 2015, a decrease of \$14.6 million, or 10.9%. The decrease in revenue was primarily due to:

The impact of the macroeconomic environment, which is included within organic growth, does not allow us to precisely measure the impact of the macroeconomic environment, in total we believe that the decrease in our International segment revenue for the three months ended June 30, 2015 over 2014 was primarily due to changes in foreign exchange rates.

As discussed, we use adjusted revenues as a basis to evaluate our revenues, net of the commissions paid to the merchants that participate in certain of our card programs. Changes in foreign exchange rates had an impact on international adjusted revenues of approximately \$24 million, due to unfavorable fluctuations in certain geographies, in the three months ended June 30, 2015 over 2014.

Organic growth in certain of our payment programs driven primarily by increases in volume and revenue per transaction.

International segment revenue per transaction decreased from \$2.83 in the three months ended June 30, 2014 to \$2.62 in the three months ended June 30, 2015, a decrease of \$0.21 per transaction or 7.2%, due primarily to the impact of foreign exchange rates across all of our geographies. This unfavorable impact was partially offset by organic growth in several products, especially by our maintenance product in the U.K. and Mexico, and by the impact of the Shell small business portfolios in Europe.

Consolidated operating expenses

Merchant commissions Merchant commissions increased from \$20.3 million in the three months ended June 30, 2014 to \$21.7 million in the three months ended June 30, 2015, an increase of \$1.4 million, or 6.9%, primarily to the fluctuation of the margin between the wholesale cost and retail price of fuel, as well as the impact of higher volume in certain card programs, as well as the impact of higher volume in certain card programs where no commission are paid, partially offset by decreases due to changes in foreign exchange rates.

Processing Processing expenses increased from \$38.8 million in the three months ended June 30, 2014 to \$74.5 million in the three months ended June 30, 2015, an increase of \$35.7 million, or 92.0%. Our processing expenses increased due to the impact of our acquisition of Comdata completed in the second half of 2014, as well as additional sales and marketing expenses, partially offset by decreases due to changes in foreign exchange rates.

Selling Selling expenses increased from \$17.5 million in the three months ended June 30, 2014 to \$27.3 million in the three months ended June 30, 2015, an increase of \$9.8 million, or 55.8%. The increase was primarily due to the impact of our acquisition of Comdata completed in the second half of 2014, as well as additional sales and marketing expenses, partially offset by decreases due to changes in foreign exchange rates.

General and administrative General and administrative expenses increased from \$37.9 million in the three months ended June 30, 2014 to \$63.0 million in the three months ended June 30, 2015, an increase of \$25.1 million, or 66.2%. The increase was primarily due to the impact of our acquisition of Comdata completed in the second half of 2014, as well as additional sales and marketing expenses, partially offset by decreases due to changes in foreign exchange rates.

incremental stock based compensation of \$5.9 million, partially offset by decreases due to changes in foreign exchange rates.

Depreciation and amortization Depreciation and amortization increased from \$24.4 million in the three months ended June 30, 2014 to \$48.8 million in the three months ended June 30, 2015, an increase of \$24.4 million. This increase was primarily due to the acquisition of Comdata completed during the second half of 2014. The increase of \$26.2 million related to the amortization of acquired intangible assets for customer lists, trade names and trademarks, non-compete agreements and software, as well as acquired patents. This increase was partially offset by decreases due to changes in foreign exchange rates.

Operating income and operating margin

Consolidated operating income

Operating income increased from \$134.5 million in the three months ended June 30, 2014 to \$169.2 million in the three months ended June 30, 2015, an increase of \$34.7 million, or 25.8%. Our operating margin increased from 25.8% in the three months ended June 30, 2014 and 2015, respectively. The increase in operating income was primarily due to the impact of our acquisition of Comdata completed in November 2014 and organic growth in volume and revenue per transaction for certain of our products. These positive drivers were partially offset by slightly higher fuel spread margins were partially offset by the negative impact of the market. This increase was primarily due to lower fuel prices in North America and unfavorable changes

Table of Contents

in foreign exchange rates. We believe the impact of lower fuel prices, partially offset by additional unfavorable impact on consolidated adjusted revenues of approximately \$23 million, and foreign exchange rates had an unfavorable impact on consolidated operating income of approximately \$10 million due to unfavorable fluctuations in rates in almost all geographies. Results were also negatively impacted by amortization and depreciation expense related to Comdata acquired in November 2014 and compensation expense during the quarter. The decrease in operating margin was due primarily to increased operating expenses associated with Comdata, including increased depreciation and amortization.

For the purpose of segment operating results, we calculate segment operating income by deducting operating expenses from segment revenue. Similarly, segment operating margin is calculated by dividing segment operating income by segment revenue.

North America segment operating income

North America operating income increased from \$68.3 million in the three months ended June 30, 2014 to \$113.0 million in the three months ended June 30, 2015, an increase of \$44.7 million, or 65.4%. North America operating margin increased from 49.2% and 38.5% for the three months ended June 30, 2014 and 2015, respectively. The increase in operating income was due primarily to the impact of our acquisition of Comdata in November 2014, as well as an increase in operating revenue. The decrease in operating margin was due primarily to the impact of increased operating expenses associated with Comdata, including increased depreciation and amortization. In addition, we had increased compensation expense, the majority of which is recorded in our North American segment. Furthermore, operating income was negatively impacted by the macroeconomic environment, primarily lower fuel prices, partially offset by an increase in margins.

International segment operating income

International operating income decreased from \$66.2 million in the three months ended June 30, 2014 to \$59.6 million in the three months ended June 30, 2015, a decrease of \$6.6 million, or 10.0%. International operating margin decreased from 49.6% for the three months ended June 30, 2014 and 2015, respectively. The decrease in operating income was due primarily to the unfavorable impact of the macroeconomic environment, specifically unfavorable fluctuations in foreign exchange rates, which we believe negatively impacted operating income by approximately \$10 million. The unfavorable impact of the environment was partially offset by the impact of organic growth in the business, including an increase in volume and revenue per transaction, in local currency. The impact of changes in fuel prices was negligible.

Equity method investment loss

On April 28, 2014, we acquired a minority interest in Masternaut, a provider of telematics services in Europe, which we account for as an equity method investment. The increase in equity method investment loss from \$0.1 million in the three months ended June 30, 2014 to \$5.1 million in the three months ended June 30, 2015 was due to the incremental impact of ownership for the full period in 2015.

Other expense (income), net

Other expense (income), net increased from a gain of \$0.3 million in the three months ended June 30, 2014 to a loss of \$0.7 million in the three months ended June 30, 2015, an increase of \$1.0 million, a minor amount.

Interest expense, net

Interest expense increased from \$5.3 million in the three months ended June 30, 2014 to \$18.1 million in the three months ended June 30, 2015, an increase of \$12.8 million, or 240.8%. The increase is due to an increase in interest rates over 2014, primarily due to funding the purchase price for acquisitions, as well as increasing our leverage ratio due to the additional borrowings to fund acquisitions. The following table shows the interest rates paid on borrowings under our Credit Facility, including the relevant unused credit facility fees, for the three months ended June 30, 2015:

	Three months ended 2015
Term loan A & Domestic Revolver A, including unused credit facility fee	2.28%
Term loan B, including unused credit facility fee	4.10%
Foreign Revolver A	2.25%
Foreign Revolver B, including unused credit facility fee	
Foreign swing line	2.23%

Table of Contents

Provision for income taxes

The provision for income taxes increased from \$39.4 million in the three months ended June 30, 2014 to \$46.6 million in the three months ended June 30, 2015, an increase of \$7.2 million, or 18.3%. We provide for income taxes in all periods based on an estimate of our effective tax rate for the year. Discrete items and changes in our effective tax rate are recorded in the period they occur. Our effective tax rate increased from 30.8% in the three months ended June 30, 2014 to 32.1% for the three months ended June 30, 2015.

We pay taxes in many different taxing jurisdictions, including the U.S., most U.S. states and foreign countries. The tax rates in certain non-U.S. taxing jurisdictions are lower than the U.S. tax rate. Our effective tax rate fluctuates between taxing jurisdictions, our effective tax rate fluctuates. The increase in the effective tax rate is primarily to the inclusion of the Comdata business which operates primarily in the U.S. v

Net income

For the reasons discussed above, our net income increased from \$88.5 million in the three months ended June 30, 2014 to \$98.7 million in the three months ended June 30, 2015, an increase of \$10.1 million, or 11.4%.

Table of Contents**Results of Operations****Six months ended June 30, 2015 compared to the six months ended June 30, 2014**

The following table sets forth selected consolidated statement of income data for the six months ended June 30, 2015 compared to the six months ended June 30, 2014 (in thousands).

	Six months ended June 30, 2015	% of total revenue	Six months ended June 30, 2014	% of total revenue
Revenues, net:				
North America	\$ 583,389	71.1%	\$ 265,236	50.0%
International	237,382	28.9%	262,174	49.0%
Total revenues, net	820,771	100.0%	527,410	100.0%
Consolidated operating expenses:				
Merchant commissions	49,051	6.0%	37,950	7.2%
Processing	155,920	19.0%	75,701	14.4%
Selling	53,628	6.5%	34,935	6.6%
General and administrative	132,338	16.1%	81,357	15.4%
Depreciation and amortization	96,909	11.8%	48,847	9.3%
Operating income	332,925	40.6%	248,620	47.1%
Equity method investment loss	7,818	1.0%	1,489	0.3%
Other expense, net	2,513	0.3%	276	0.1%
Interest expense, net	37,655	4.6%	10,769	2.0%
Provision for income taxes	92,108	11.2%	72,428	13.7%
Net income	\$ 192,831	23.5%	\$ 163,658	31.0%
Operating income for segments:				
North America	\$ 219,350		\$ 124,514	
International	113,575		124,106	
Operating income	\$ 332,925		\$ 248,620	
Operating margin for segments:				
North America	37.6%		46.9%	
International	47.8%		47.3%	

Total	40.6%	47.1%
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	Six months 2015
Transactions (in millions)¹	
North America	774
International	92
Total transactions	866
Revenue per transaction	
North America	\$ 0.
International	2.
Consolidated revenue per transaction	0.
Consolidated adjusted revenue per transaction	0.

- ¹ Transactions in six months ended June 30, 2015 includes appropriately 597 million product, which is part of the Comdata business acquired in November 2014. Revenue product is lower than that generated by our other products.

Table of Contents

Revenues and revenue per transaction

Our consolidated revenues increased from \$527.4 million in the six months ended June 30, 2014, to \$820.8 million in the six months ended June 30, 2015, an increase of \$293.4 million, or 55.6%. The increase in revenues was primarily due to:

The impact of acquisitions completed in 2014, which contributed approximately \$100 million of additional revenue in the six months ended June 30, 2015 over the comparable period in 2014.

Organic growth in certain of our payment programs driven primarily by increased volume and revenue per transaction.

Included within organic growth, is the impact of the macroeconomic environment. To measure the impact of the macroeconomic environment, in total we believe it had a positive impact on consolidated revenue for the six months ended June 30, 2015 over the comparable period in 2014. The macroeconomic environment was primarily impacted by lower fuel prices and higher fuel spread margins, which was partially offset by higher fuel spread margins.

We use adjusted revenues as a basis to evaluate our revenues, net of the commissions that we pay to merchants that participate in certain of our card programs. The commissions paid to merchants can vary significantly from much the same way as revenues are impacted when market spreads fluctuate. Thus, we believe it is more appropriate to evaluate our revenue performance on a consistent basis. Although we cannot precisely measure the impact of the macroeconomic environment, in total we believe it negatively impacted our consolidated revenues for the six months ended June 30, 2015 over the comparable period in 2014 by approximately \$76 million. Exchange rates had an unfavorable impact on consolidated adjusted revenues of approximately \$10 million. Unfavorable fluctuations in rates in almost all geographies, in the six months ended June 30, 2015, we believe the impact of lower fuel prices, partially offset by higher fuel spread margins, had a positive impact on consolidated adjusted revenues of approximately \$32 million.

Consolidated revenue per transaction decreased from \$2.97 in the six months ended June 30, 2014, to \$2.03 in the six months ended June 30, 2015, a decrease of \$0.94 or 31.6%. Excluding the impact of the approximately 597 million transactions in the six months ended June 30, 2015, at a very low volume, revenue per transaction for the first half of 2015 decreased 6.8% to \$2.77 from \$2.97 in the six months ended June 30, 2014. Revenue per transaction can vary based on the geography, the relevant merchant and customer relationship, the payment methods utilized, and the types of products or services purchased. The revenue mix was influenced by organic growth in the business, and fluctuations in the macroeconomic environment.

North America segment revenues and revenue per transaction

North America revenues increased from \$265.2 million in the six months ended June 30, 2014, to \$463.4 million in the six months ended June 30, 2015, an increase of \$198.2 million, or 74.7%. The increase in revenues was primarily due to:

The impact of acquisitions completed in 2014, which contributed approximately revenue in the six months ended June 30, 2015 over the comparable period in 2014.

Organic growth in certain of our payment programs driven primarily by increases in revenue per transaction.

Included within organic growth, is the impact of the macroeconomic environment. To measure the impact of the macroeconomic environment, in total we believe it had a positive impact on North America segment revenue for the six months ended June 30, 2015 over the comparable period in 2014, due to the impact of lower fuel prices in the US, partially offset by higher fuel prices in Europe. North America segment revenue per transaction decreased from \$3.19 in the six months ended June 30, 2014 to \$0.75 in the six months ended June 30, 2015, a decrease of \$2.44 or 76.4%. Excluding the impact of the macroeconomic environment, approximately 597 million transactions in the six months ended June 30, 2015, at a very low revenue per transaction in our North America segment for the first half of 2015 decreased from \$3.19 in the first half of 2014. Revenue per transaction decreased due primarily due to the impact of lower fuel prices in the first quarter versus the prior year quarter and the mix impact of the Comdata acquisition, excluding the impact of transaction products that generate lower than the historical FleetCor average, partially offset by organic growth in revenue and volume in certain of our products and higher fuel spread margins.

Table of Contents***International segment revenues and revenue per transaction***

International segment revenues decreased from \$262.2 million in the six months ended June 30, 2014, to \$237.4 million in the six months ended June 30, 2015, a decrease of \$24.8 million, or 9.5%. The decrease in revenue was primarily due to:

The impact of the macroeconomic environment, which is included within organic growth, was a significant factor. To precisely measure the impact of the macroeconomic environment, in total we booked a decrease of \$24.8 million in our International segment revenue for the six months ended June 30, 2015 over the comparable period in 2014, primarily due to changes in foreign exchange rates and lower fuel prices internationally. Additionally, fluctuations in foreign exchange rates in almost all geographies had an unfavorable impact on international revenues in the six months ended June 30, 2015 over the comparable period in 2014.

As discussed, we use adjusted revenues as a basis to evaluate our revenues, net of the costs of the card programs for the merchants that participate in certain of our card programs. Changes in foreign exchange rates had an unfavorable impact on international adjusted revenues of approximately \$44 million, due to unfavorable fluctuations in foreign exchange rates in certain geographies, in the six months ended June 30, 2015 over 2014.

Organic growth in certain of our payment programs driven primarily by increased volume and higher margins per transaction.

International segment revenue per transaction decreased from \$2.78 in the six months ended June 30, 2014, to \$2.57 in the six months ended June 30, 2015, a decrease of \$0.21 per transaction or 7.7%, due primarily to the impact of changes in foreign exchange rates across all of our geographies. This unfavorable impact was partially offset by organic growth in several products, primarily by our maintenance product in the U.K. and Mexico, and the impact of the Shell small business portfolios in Europe.

Consolidated operating expenses

Merchant commissions Merchant commissions increased from \$38.0 million in the six months ended June 30, 2014, to \$49.1 million in the six months ended June 30, 2015, an increase of \$11.1 million, or 29.2%. The increase was primarily due to the fluctuation of the margin between the wholesale cost and retail price of fuel, as well as the impact of higher volume in certain card programs, as well as the impact of higher volume in certain card programs. The increase in merchant commissions are paid, partially offset by decreases due to changes in foreign exchange rates.

Processing Processing expenses increased from \$75.7 million in the six months ended June 30, 2014, to \$155.9 million in the six months ended June 30, 2015, an increase of \$80.2 million, or 106.0%. Our processing expenses increased primarily due to the impact of our acquisition of Comdata completed in the second half of 2014, partially offset by decreases due to changes in foreign exchange rates.

Selling Selling expenses increased from \$34.9 million in the six months ended June 30, 2014, to \$53.6 million in the six months ended June 30, 2015, an increase of \$18.7 million, or 53.5%. The increase was primarily due to the impact of our acquisition of Comdata completed in the second half of 2014, as well as additional sales and marketing expenses, partially offset by decreases due to changes in foreign exchange rates.

General and administrative General and administrative expenses increased from \$81.4 million in the six months ended June 30, 2014 to \$132.3 million in the six months ended June 30, 2015, an increase of \$50.9 million. This increase was primarily due to the impact of our acquisition of Comdata completed in November 2014, which resulted in incremental stock based compensation of \$12.2 million, partially offset by decreases due to changes in foreign exchange rates.

Depreciation and amortization Depreciation and amortization increased from \$48.8 million in the six months ended June 30, 2014 to \$96.9 million in the six months ended June 30, 2015, an increase of \$48.1 million. This increase was primarily due to our acquisition of Comdata completed during the second half of 2014, which resulted in an increase of \$52.2 million related to the amortization of acquired intangible assets for customer and partner names and trademarks, non-compete agreements and software, as well as acquired fixed assets. This increase was partially offset by decreases due to changes in foreign exchange rates.

Operating income and operating margin

Consolidated operating income

Operating income increased from \$248.6 million in the six months ended June 30, 2014 to \$332.9 million in the six months ended June 30, 2015, an increase of \$84.3 million, or 33.9%. Our operating margin increased from 28.1% in the six months ended June 30, 2014 and 2015, respectively. The increase in operating income was primarily due to the impact of our acquisition of Comdata completed in November 2014 and organic growth in the business, which resulted in an increase in volume and revenue per transaction for certain of our products. These positive drivers of operating income were partially offset by the negative impact of the macroeconomic

Table of Contents

environment, primarily due to lower fuel prices in North America and unfavorable changes partially offset by higher fuel spread margins. We believe the impact of lower fuel prices and spread margins, had an additional unfavorable impact on consolidated adjusted revenues. In addition, changes in foreign exchange rates had an unfavorable impact on consolidated operating income of \$22 million, due to unfavorable fluctuations in rates in almost all geographies. Results were also impacted by the increase in amortization and depreciation expense related to assets acquired in 2014 and stock based compensation expense during the first half of 2015. The decrease in operating margin was primarily due to increased operating expenses associated with Comdata, including increased depreciation and amortization.

For the purpose of segment operating results, we calculate segment operating income by deducting operating expenses from segment revenue. Similarly, segment operating margin is calculated by dividing segment operating income by segment revenue.

North America segment operating income

North America operating income increased from \$124.5 million in the six months ended June 30, 2014 to \$219.3 million in the six months ended June 30, 2015, an increase of \$94.8 million, or 76.2%. North America operating margin increased from 37.6% for the six months ended June 30, 2014 and 2015, respectively. The increase in operating income was primarily to the impact of our acquisition of Comdata in November 2014, as well as organic growth. The decrease in operating margin was due primarily to the impact of increased operating expenses, including increased depreciation and amortization. In addition, we had increased stock based compensation expense, the majority of which is recorded in our North American segment. Furthermore, operating results were also impacted by the macroeconomic environment, primarily due to lower fuel prices, partially offset by higher fuel spread margins.

International segment operating income

International operating income decreased from \$124.1 million in the six months ended June 30, 2014 to \$113.6 million in the six months ended June 30, 2015, a decrease of \$10.5 million, or 8.5%. International operating margin decreased from 47.9% for the six months ended June 30, 2014 and 2015, respectively. The decrease in operating income was primarily due to the unfavorable impact of the macroeconomic environment, specifically unfavorable changes in foreign exchange rates, which we believe negatively impacted operating income by approximately \$22 million, and higher fuel prices internationally. The negative impact of the environment was partially offset by organic growth in the business driven by increases in volume and revenue per transaction, in local currency. The impact of the price spreads was negligible.

Equity method investment loss

On April 28, 2014, we acquired a minority interest in Masternaut, a provider of telematics services in Europe, which we account for as an equity method investment. The increase in equity method investment loss from \$0.3 million in the six months ended June 30, 2014 to \$7.8 million in the six months ended June 30, 2015, was primarily due to the incremental impact of ownership for the full period in 2015.

Other expense (income), net

Other expense (income), net increased from \$0.3 million in the six months ended June 30, 2014 to \$2.5 million in the six months ended June 30, 2015, an increase of \$2.2 million, a minor amount.

Interest expense, net

Interest expense increased from \$10.8 million in the six months ended June 30, 2014 to \$27.7 million ended June 30, 2015, an increase of \$16.9 million, or 156.5%. The increase is due to an increase in interest rates over 2014, primarily due to funding the purchase price for acquisitions as well as increases in our leverage ratio due to the additional borrowings to fund acquisitions. The following table shows the interest rates paid on borrowings under our Credit Facility, including the relevant unused credit facility fees.

	Six months ended 2015
Term loan A & Domestic Revolver A, including unused credit facility fee	2.38%
Term loan B, including unused credit facility fee	4.12%
Foreign Revolver A	2.36%
Foreign Revolver B, including unused credit facility fee	2.36%
Foreign swing line	2.31%

Table of Contents

Provision for income taxes

The provision for income taxes increased from \$72.4 million in the six months ended June 30, 2014 to \$92.1 million in the six months ended June 30, 2015, an increase of \$19.7 million, or 27.2%. We provide for income taxes for periods based on an estimate of our effective tax rate for the year. Discrete items and changes in our effective tax rate are recorded in the period they occur. Our effective tax rate increased from 30.7% in 2014 to 32.3% for the six months ended June 30, 2015.

We pay taxes in many different taxing jurisdictions, including the U.S., most U.S. states and foreign countries. The tax rates in certain non-U.S. taxing jurisdictions are lower than the U.S. tax rate. Our effective tax rate fluctuates between taxing jurisdictions, our effective tax rate fluctuates. The increase in the effective tax rate is primarily to the inclusion of the Comdata business which operates primarily in the U.S. v

Net income

For the reasons discussed above, our net income increased from \$163.7 million in the six months ended June 30, 2014 to \$192.8 million in the six months ended June 30, 2015, an increase of \$29.2 million, or 17.9%.

Liquidity and capital resources

Our principal liquidity requirements are to service and repay our indebtedness, make acquisitions, fund commercial account portfolios and meet working capital, tax and capital expenditure needs.

Sources of liquidity

At June 30, 2015, our unrestricted cash and cash equivalent balance totaled \$384.2 million. Restricted cash at June 30, 2015 totaled \$129.4 million. Restricted cash primarily represents customer deposits held by Comdata US, which we are restricted from using other than to repay customer deposits.

At June 30, 2015, cash and cash equivalents held in foreign subsidiaries where we have not reinvested is \$244.6 million. All of the cash and cash equivalents held by our foreign subsidiaries, including restricted cash, are available for general corporate purposes. Our current intent is to permanently reinvest these funds in the U.S. Our current expectation for funds held in our foreign subsidiaries is to use the funds for general corporate growth, to pay for potential future foreign acquisitions and to repay any foreign borrowing as it matures in time. We currently believe that funds generated from our U.S. operations, along with available funds in the U.S. will be sufficient to fund our U.S. operations for the foreseeable future, and therefore we do not intend to repatriate cash held by our foreign subsidiaries in a taxable transaction to fund our U.S. operations. If at any date or time these funds are needed for our operations in the U.S. or we otherwise believe that it is in our best interest to repatriate all or a portion of such funds, we may be required to accrue and pay U.S. taxes on such funds. If such assurances can be provided as to the amount or timing thereof, the tax consequences relating to such repatriation and any such action may have on our results of operations or financial condition.

We utilize an accounts receivable Securitization Facility to finance a majority of our domestic operations, which helps lower our cost of borrowing and more efficiently use capital. We generate and record accounts receivable when we makes a purchase from a merchant using one of our card products and generally pay merchant payments when receiving the merchant billing. As a result, we utilize the Securitization Facility as a source of financing for the cash flow required to fund merchant payments while we collect customer balances. These balances include credit card charge balances, which are typically billed to the customer on a weekly, semimonthly or monthly basis.

required to be paid within 14 days of billing. We also consider the undrawn amounts under our Credit Facility as funds available for working capital purposes and acquisitions. At June 30, 2019, we generate approximately \$48 million of additional liquidity under our Securitization Facility and we have approximately \$654 million available under our Credit Facility.

Based on our current forecasts and anticipated market conditions, we believe that our current borrowing capacity and our ability to generate cash from operations, will be sufficient to meet our needs for at least the next twelve months. However, we regularly evaluate our cash requirements for working capital requirements and acquisitions, and we may elect to raise additional funds for these purposes through the issuance of debt or equity securities. We may not be able to obtain additional financing, if at all.

Table of Contents***Cash flows***

The following table summarizes our cash flows for the three months ended June 30, 2015:

(in millions)	Six months 2015
Net cash provided by operating activities	\$ 198.4
Net cash used in investing activities	(24.2)
Net cash (used in) provided by financing activities	(253.7)

Operating activities Net cash provided by operating activities increased from \$157.7 million in the three months ended June 30, 2014 to \$198.4 million in the six months ended June 30, 2015. The increase is primarily due to increases in net working capital and increases in certain non-cash expenses, including amortization of intangible assets, stock-based compensation, as well as additional net income of \$29.2 million during the six months ended June 30, 2015 over the comparable period in 2014.

Investing activities Net cash used in investing activities decreased from \$201.4 million in the three months ended June 30, 2014 to \$24.2 million in the six months ended June 30, 2015. This decrease is primarily due to cash received for acquisitions in the six months ended June 30, 2015 over the comparable period.

Financing activities Net cash from financing activities increased from cash provided by \$253.7 million in the three months ended June 30, 2014 to cash used in financing activities of \$253.7 million in the six months ended June 30, 2015. The increase is primarily due to an increase in net paydowns of outstanding debt of \$219.5 million and an increase in payments made on contingent consideration of \$253.7 million. Incremental uses of cash were partially offset by additional net borrowings under our Secured Credit Facility of \$219.5 million in the six months ended June 30, 2015 over the comparable period in 2014.

Capital spending summary

Our capital expenditures increased from \$11.6 million in the six months ended June 30, 2014 to \$16.3 million in the six months ended June 30, 2015, an increase of \$4.7 million, or 40.5%. The increase was primarily due to the acquisition of Comdata in November 2014.

Credit Facility

We are party to a \$3.355 billion Credit Agreement (the "New Credit Agreement") with Citigroup, which was originally entered into on October 24, 2014. The New Credit Agreement provides for (a) a revolving credit facility in the amount of \$1.0 billion, with sublimits for letters of credit, swing line loans and multicurrency term loans, (b) a term loan B facility in the amount of \$35 million for loans in Australian Dollars or New Zealand Dollars, (c) a term loan A facility in the amount of \$2.02 billion and (d) a term loan B facility in the amount \$300 million. The New Credit Agreement contains an accordion feature for borrowing an additional \$500 million in term A or revolving credit facilities. The New Credit Agreement contains representations, warranties and events of default, as well as covenants, customary for financings of this nature. These covenants include limitations on the ability to make other restricted payments under certain circumstances and compliance with certain financial covenants. As of June 30, 2015, we were in compliance with each of the covenants under the Credit Facility.

The proceeds of the New Credit Facility were used to pay down borrowings under the Existing Credit Agreement (the Existing Credit Agreement) with a maturity date of November 14, 2019, entered into on June 22, 2011. On November 14, 2014 in order to finance a portion of the refinancing of our Existing Credit Agreement, we made initial borrowings under the New Credit Facility.

Interest on amounts outstanding under the New Credit Agreement (other than the term loan B facility) is based on the British Bankers Association LIBOR Rate (the Eurocurrency Rate), plus a margin based on the Base Rate (defined as the rate equal to the highest of (a) the Federal Funds Rate plus 0.50%, (b) the rate announced by Bank of America, N.A., or (c) the Eurocurrency Rate plus 1.00%) plus a margin of 1.00%. Interest is payable quarterly in arrears. Interest on the term loan B facility accrues based on the Base Rate, as described above, except that the applicable margin is fixed at 3% for Eurocurrency Rate Loans. In addition, we have agreed to pay a quarterly commitment fee at a rate per annum of 0.40% of the daily unused portion of the credit facility. At June 30, 2015, the interest rate on the domestic revolving A facility was 1.94%, term loan B facility was 3.75% and foreign revolving B facility was 3.75%. The rate on the unused credit facility was 0.35% for all facilities at June 30, 2015. There were no borrowings on the foreign revolving A and B facilities at June 30, 2015.

The stated maturity dates for our term loan A, revolving loans, and letters of credit under the New Credit Agreement are November 14, 2019 and November 14, 2021 for our term loan B. The term loans are payable in quarterly installments and are due on the last business day of each March, June, September, and December with the final payment due on the respective maturity date. Borrowings on the revolving line of credit are repayable at the end of nine months after borrowing, depending on the term of the borrowing on the facility. Borrowings on the letters of credit are due no later than ten business days after such loan is made.

Table of Contents

At June 30, 2015, we had \$1,969.5 million in outstanding term loan A, \$248.8 million in million in borrowings outstanding on the domestic revolving A facility and \$10.7 million foreign swing line of credit. During the six months ended June 30, 2015, we made principal payments on the term loan A, \$1.3 million on the term loan B, \$225 million on the domestic revolving A facility and \$10.7 million on the foreign revolving A facility.

New Zealand Facility

On April 29, 2013, we entered into a \$12 million New Zealand dollar facility with Westpac. The facility was for purposes of funding the working capital needs of our CardLink, in New Zealand. The facility terminated in February 2015.

Securitization Facility

We are a party to a receivables purchase agreement among FleetCor Funding LLC, as seller, FleetCor Receivables Association as administrator, and various purchaser agents, conduit purchasers and related parties thereto, which was amended and restated for the Fifth time as of November 14, 2014. We refer to this agreement as the Securitization Facility. The current purchase limit under the Securitization Facility is \$1.1 billion. The interest rate is equal to one month LIBOR and the Commercial Paper Rate of 0.21% plus 0.90% at June 30, 2015. The interest is payable at a rate of 0.40% per annum at June 30, 2015.

The Securitization Facility provides for certain termination events, which includes nonpayment of interest, which the administrator may declare the facility termination date to have occurred, may change the administrator with respect to the receivables, and may appoint a successor servicer, among other things. We are in compliance with financial covenant requirements related to our Securitization Facility as of June 30, 2015.

Under a related purchase and sale agreement, dated as of December 20, 2004, amended and restated and amended on November 14, 2014 to include Comdata as an originator, between FleetCor Receivables Association and certain of our subsidiaries, as originators, the receivables generated by the originators are sold to FleetCor Funding LLC immediately and without further action upon creation of such receivables. FleetCor Funding LLC, as seller, undivided percentage ownership interests in the receivables are sold to the conduit purchasers in amounts not to exceed their respective commitments under the facility. Collections are required to be made pursuant to a written credit and collection policy and may be reinvested in the facility, held in trust for the purchasers, or may be distributed. Fees are paid to each purchaser agent and liquidity providers in the related purchaser group in accordance with the fee letter agreements.

Other Liabilities

In connection with our acquisition of certain businesses, we owe final payments of \$10.1 million in the next twelve months and \$1.7 million in periods beyond a year.

Critical accounting policies and estimates

In applying the accounting policies that we use to prepare our consolidated financial statements, we use accounting estimates that affect our reported amounts of assets, liabilities, revenue and expenses. These estimates require us to make assumptions about matters that are highly uncertain at the time we make the estimates. We base these assumptions and the resulting estimates on historical information and other factors.

reasonable under the circumstances, and we evaluate these assumptions and estimates on a case-by-case basis. In certain instances, however, we reasonably could have used different accounting estimates and, in such instances, different accounting estimates could occur from period to period, with the result in each case being a different financial statement presentation of our financial condition or results of operations. We refer to these as critical accounting estimates.

Accounting estimates necessarily require subjective determinations about future events and uncertainties. For the three months ended June 30, 2015, we have not adopted any new critical accounting policies that differ from those used in our consolidated financial statements, have not changed any critical accounting policies and have not made any application of any critical accounting policies from the year ended December 31, 2014. For more information, please refer to the Critical Accounting Estimates in Item 7 – Management’s Discussion and Analysis of Financial Condition and Results of Operations included in our Annual Report on Form 10-K for the year ended December 31, 2014, and the summary of significant accounting policies in Note 1 of our notes to the unaudited consolidated financial statements included in our Form 10-Q.

Table of Contents**Management's Use of Non-GAAP Financial Measures**

We have included in the discussion above certain financial measures that were not prepared in accordance with GAAP. Any analysis of non-GAAP financial measures should be used only in conjunction with our financial statements prepared in accordance with GAAP. Below, we define the non-GAAP financial measures, provide a reconciliation of each non-GAAP financial measure to the most directly comparable financial measure calculated in accordance with GAAP, and explain why we believe this information is useful to management and may be useful to investors.

Adjusted revenues

We have defined the non-GAAP measure adjusted revenues as revenues, net less merchant commissions, as reported in our income statement.

We use adjusted revenues as a basis to evaluate our revenues, net of the commissions that we pay to merchants who participate in our card programs. The commissions paid to merchants can vary when market spreads fluctuate. We believe that adjusted revenues is a supplemental measure of financial performance and may be useful to investors to understand our revenues on a consistent basis. Adjusted revenues are not intended to be a substitute for GAAP financial measures and should not be used as such.

Set forth below is a reconciliation of adjusted revenues to the most directly comparable GAAP measure (in thousands):

	Three Months Ended June 30,	
	2015	2014
Revenues, net	\$ 404,605	\$ 273,502
Merchant commissions	(21,725)	(20,327)
Total adjusted revenues	\$ 382,880	\$ 253,175

Adjusted net income and adjusted net income per diluted share

We have defined the non-GAAP measure adjusted net income as net income as reflected in our statement of income, adjusted to eliminate (a) non-cash stock-based compensation expense related to share-based payments, (b) amortization of deferred financing costs, discounts and intangible assets, (c) amortization of intangible assets on the purchase of receivables, (d) loss on the early extinguishment of debt, (e) our proportionate share of net income from intangible assets at our equity method investment, and (f) other non-cash adjustments.

We have defined the non-GAAP measure adjusted net income per diluted share as the adjusted net income divided by the weighted average diluted shares outstanding as reflected in our statement of income.

We use adjusted net income to eliminate the effect of items that we do not consider indicative of our operating performance. We believe it is useful to exclude non-cash stock based compensation expense because non-cash equity grants made at a certain price and point in time do not necessarily reflect our operating performance at any particular time and stock based compensation expense is not a key measure of our operating performance.

performance. We also believe that amortization expense can vary substantially from company to company and from period to period depending upon their financing and accounting methods, the fair value and average useful life of their acquired intangible assets, their capital structures and the method by which their assets were valued. We have excluded amortization expense from adjusted net income. We believe that adjusted net income and adjusted net income per diluted share are appropriate supplemental measures of financial performance and may be useful in your understanding our operating performance on a consistent basis. Adjusted net income and adjusted net income per share are not intended to be a substitute for GAAP financial measures and should not be used as such.

Set forth below is a reconciliation of adjusted net income and adjusted net income per diluted share to the most comparable GAAP measure, net income and net income per diluted share (in thousands),

	Three Months Ended June 30,	
	2015	2014
Net income	\$ 98,678	\$ 88,549
Net income per diluted share	1.05	1.03
Stock based compensation	13,549	7,687
Amortization of intangible assets	40,415	18,210
Amortization of premium on receivables	814	816
Amortization of deferred financing costs and discounts	1,773	531
Amortization from equity method investment	2,667	2,149
Total pre-tax adjustments	59,218	29,393
Income tax impact of pre-tax adjustments at the effective tax rate	(18,999)	(9,052)
Adjusted net income	\$ 138,898	\$ 108,890
Adjusted net income per diluted share	\$ 1.48	\$ 1.27
Diluted shares	94,050	85,817

Table of Contents

Special Cautionary Notice Regarding Forward-Looking Statements

This report contains forward-looking statements within the meaning of the federal securities laws, including statements about our beliefs, expectations and future performance. Forward-looking statements can be identified by the use of words such as “anticipate,” “plan,” “seek,” “project” or “expect,” “may,” “will,” “would,” “could” or “should” and other similar terminology.

These forward-looking statements are not a guarantee of performance, and you should not rely on these statements. We have based these forward-looking statements largely on our current expectations and assumptions about future events. Forward-looking statements are subject to many uncertainties and other variables, including: delays or failures associated with implementation; fuel price and spread volatility; changes in market conditions; associated losses; the actions of regulators relating to payment cards or investigations; failure to maintain business relationships; failure to maintain competitive offerings; failure to maintain or re-establish relationships; to complete, or delays in completing, anticipated new partnership arrangements or acquisitions; failure to successfully integrate or otherwise achieve anticipated benefits from such partnerships or acquisitions; failure to successfully expand business internationally; the impact of foreign exchange rates on operations; and the effects of general economic conditions on fueling patterns and the commercial activity of our stations. These and other risks and uncertainties identified under the caption “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2014. These factors could cause our actual results and experience to differ from our forward-looking statement. Given these risks and uncertainties, you are cautioned not to rely on our forward-looking statements. The forward-looking statements included in this report are not intended to be updated. We do not undertake, and specifically decline, any obligation to update any such statements or to disclose the results of any revisions to any of such statements to reflect future events or developments.

Table of Contents

Item 3. Quantitative and Qualitative Disclosures About Market Risk

As of June 30, 2015, there have been no material changes to our market risk from that disclosed in our Form 10-K for the year ended December 31, 2014.

Item 4. Controls and Procedures

As of June 30, 2015, management carried out, under the supervision and with the participation of our Chief Executive Officer and Chief Financial Officer, an evaluation of the effectiveness of the design and operation of our internal controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended) on this evaluation, our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures were effective in ensuring that information required to be disclosed in our reports that we file or submit under the Securities Exchange Act of 1934, as amended, is recorded, processed, summarized and reported within the time periods specified in applicable rules and forms and are designed to ensure that information required to be disclosed in those reports is accumulated and communicated to management, including our Chief Executive Officer and Chief Financial Officer, as appropriate to allow timely decisions regarding reporting.

There were no changes in our internal control over financial reporting during the quarter ended June 30, 2015 that materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

PART II OTHER INFORMATION

Item 1. Legal Proceedings

As of the date of this filing, we are not currently party to any legal proceedings or governmental actions that we consider to be material and we were not involved in any material legal proceedings during the quarter. We are and may become, however, subject to lawsuits from time to time in the ordinary course of business.

Item 1A. Risk Factors

In addition to the other information set forth in this report, you should carefully consider the information under Item 1A. Risk Factors in our Annual Report on Form 10-K for the year ended December 31, 2014, which may affect our business, financial condition or future results.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

Not applicable.

Item 3. Defaults Upon Senior Securities

Not applicable.

Item 4. Mine Safety Disclosures

Not applicable.

Item 5. Other Information

Not applicable.

Table of Contents

Item 6. Exhibits

**Exhibit
No.**

3.1	Amended and Restated Certificate of Incorporation of FleetCor Technologies, Inc. (incorporated by reference to Exhibit 3.1 to the Registrant's Annual Report on Form 10-K, Securities and Exchange Commission (the "SEC") on March 25, 2011)
3.2	Amended and Restated Bylaws of FleetCor Technologies, Inc. (incorporated by reference to Exhibit 3.2 to the Registrant's Annual Report on Form 10-K, File No. 001-35004, filed with the SEC on March 25, 2011)
4.1	Form of Stock Certificate for Common Stock (incorporated by reference to Exhibit 4.1 to the Registrant's Registration Statement on Form S-1, File No. 333-166047, filed with the SEC on March 25, 2010)
10.1	Offer Letter, dated July 29, 2014, between FleetCor Technologies, Inc. and the Registrant (incorporated by reference to Exhibit 10.1 to the Registrant's Form 10-Q, Securities and Exchange Commission (the "SEC") on May 11, 2015)
31.1	Certification of Chief Executive Officer pursuant to Rule 13a-14(a) and rule 15c-15 of the Securities Exchange Act, as amended
31.2	Certification of Chief Financial Officer pursuant to Rule 13a-14(a) and rule 15c-15 of the Securities Exchange Act, as amended
32.1	Certification of Chief Executive Officer pursuant to 18 U.S.C. 1350, as adopted by the Sarbanes-Oxley Act of 2001
32.2	Certification of Chief Financial Officer pursuant to 18 U.S.C. 1350, as adopted by the Sarbanes-Oxley Act of 2001
101	The following financial information for the Registrant formatted in XBRL (Extensible Business Reporting Language): (i) the Consolidated Balance Sheets, (ii) the Unaudited Consolidated Statements of Comprehensive Income; (iii) the Unaudited Consolidated Statements of Cash Flows and (v) the Notes to Unaudited Consolidated Financial Statements

Table of Contents

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has signed on its behalf by the undersigned; thereunto duly authorized, in their capacities indicated below:

Signature	
	FleetCor Technology (Registrant)
/s/ Ronald F. Clarke Ronald F. Clarke	President, Chief Executive Officer the Board of Directors Principal Executive Officer
/s/ Eric R. Dey Eric R. Dey	Chief Financial Officer and Principal Accounting Officer

37