
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549**

FORM 8-K

CURRENT REPORT

**Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934**

Date of Report (Date of Earliest Event Reported): March 28, 2012

FleetCor Technologies, Inc.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-35004
(Commission
File Number)

72-1074903
(I.R.S. Employer
Identification No.)

**5445 Triangle Parkway, Suite 400,
Norcross, Georgia**
(Address of principal executive offices)

30092
(Zip Code)

Registrant's telephone number, including area code: (770) 449-0479

Not Applicable

Former name or former address, if changed since last report

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
 - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
 - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
 - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Item 7.01 Regulation FD Disclosure.

FleetCor Technologies, Inc. ("FleetCor") will deliver an investor presentation at the Barclays Emerging Payments Forum on March 28, 2012, that includes the presentation of slides attached as Exhibit 99.1 to this Current Report on Form 8-K, which are incorporated herein by reference.

The presentation will begin at 2:45 p.m. ET. Investors and interested parties can access this presentation by visiting FleetCor's investor relations website at <http://investor.fleetcor.com/>.

The information in this item, including Exhibit 99.1, is being furnished, not filed. Accordingly, the information in this item will not be incorporated by reference into any registration statement filed by FleetCor under the Securities Act of 1933, as amended, unless specifically identified as being incorporated into it by reference.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.	Description.
99.1	Investor Presentation Slides.

SIGNATURES

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

FleetCor Technologies, Inc.

March 28, 2012

By: _____ /s/ *ERIC DEY*
Name: *Eric Dey*
Title: *Chief Financial Officer*

EXHIBIT INDEX

Exhibit No.

Description

99.1 Investor Presentation Slides



An Introduction to FleetCor Technologies

A Leading Global Provider of Fleet Cards and Specialty Payments to Businesses

March 2012



This presentation contains statements that express our opinions, expectations, beliefs, plans, objectives, assumptions or projections regarding future events or future results, in contrast with statements that reflect historical facts. In some cases, we have identified such forward-looking statements with typical conditional words such as "anticipate," "intend," "believe," "estimate," "plan," "seek," "project" or "expect," "may," "will," "would," "could" or "should," the negative of these terms or other comparable terminology.

These forward-looking statements are not a guarantee of performance, and you should not place undue reliance on such statements. We have based these forward-looking statements largely on our current expectations and projections about future events. Forward-looking statements are subject to many uncertainties and other variable circumstances, such as delays or failures associated with implementation; fuel price and spread volatility; changes in credit risk of customers and associated losses; the actions of regulators relating to payment cards; failure to maintain or renew key business relationships; failure to maintain competitive offerings; failure to maintain or renew sources of financing; failure to complete, or delays in completing, anticipated new partnership arrangements or acquisitions and the failure to successfully integrate or otherwise achieve anticipated benefits from such partnerships or acquired businesses; failure to successfully expand business internationally; the impact of foreign exchange rates on operations, revenue and income; the effects of general economic conditions on fueling patterns and the commercial activity of fleets, as well as the other risks and uncertainties identified under the caption "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2011. These factors could cause our actual results and experience to differ materially from any forward-looking statement. Given these risks and uncertainties, you are cautioned not to place undue reliance on these forward-looking statements. The forward-looking statements included in this presentation are made only as of the date hereof. We do not undertake, and specifically decline, any obligation to update any such statements or to publicly announce the results of any revisions to any of such statements to reflect future events or developments. You may get FleetCor's Securities and Exchange Commission ("SEC") Filings for free by visiting the SEC Web site at www.sec.gov or FleetCor's investor relations website at investor.fleetcor.com. Trademarks which appear in this presentation belong to their respective owners.



Company Overview

Key Investment Highlights

Growth Strategy

Financial Overview



Core Products

- Special-purpose business charge cards (e.g., fuel)
- Value proposition: control and savings



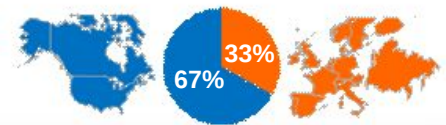
Target Customers

- Businesses and government entities with vehicles
- Major oils and fuel marketers with fuel card programs (e.g. Partners)



Global Scope

- 21 countries and 17 offices worldwide
- One-third of revenue outside U.S.¹



Strong Performance

- 28% revenue growth² (2003 – 2011)
- 41% adjusted net income growth³ (2003 – 2011)

¹ Based on consolidated revenue for year ended December 31, 2011

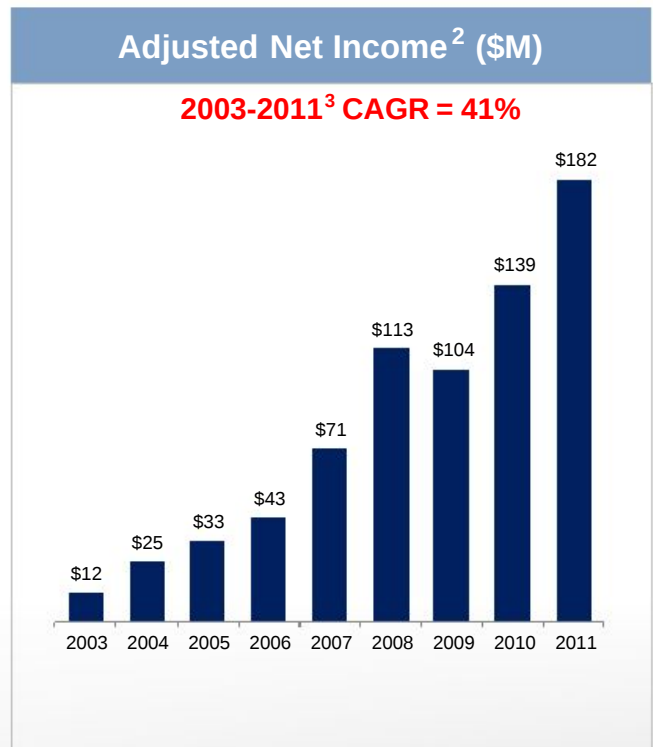
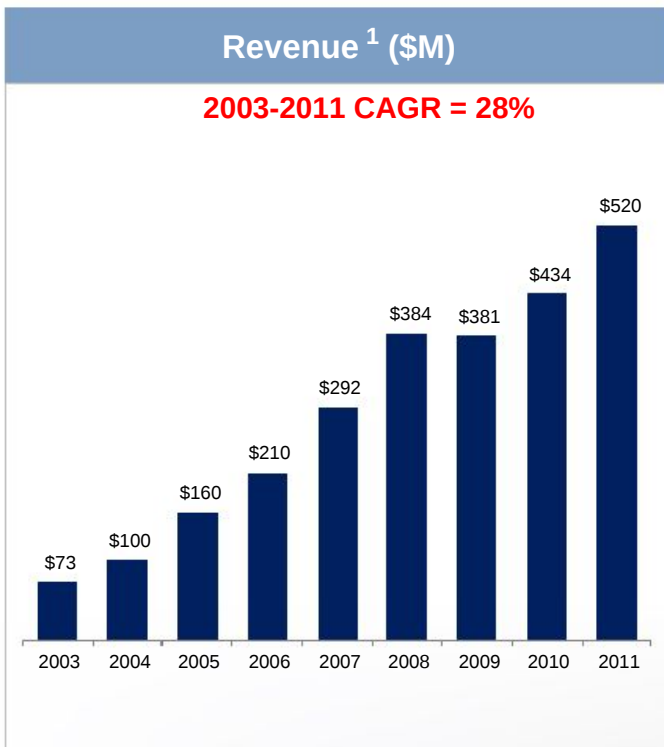
² Revenue reported on a managed basis

³ Adjusted net income is defined as GAAP net income + amortization (net of taxes) + stock option expense (net of taxes)



Track Record of Growth...

Proven Track Record of Solid Financial Performance



1 Revenue reported on a managed basis

2 Adjusted net income is defined as GAAP net income + amortization (net of taxes) + stock option expense (net of taxes)

3 2010 is reflected on a pro forma basis (to reflect the impact of public company expenses, loss on extinguishment of debt, non-cash compensation expenses associated with our stock plan and an increase in the effective tax rate, effective during 2011)



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**Proprietary
Networks**

**Ten networks around the world with
more than 35,000 merchants contracted
individually**

**Differentiated
Technology**

**Specialized, next generation,
global processing system (GFN)**

**Broad
Distribution**

**Distribution capabilities across multiple
channels, direct and via partners**

**Strong
Relationships**

**Numerous, long-term relationships with
merchants, customers and partners**

A difficult business to enter regardless of scale



Recurring Revenue

- Transaction-based
- Recurring, routine purchases

Diversified Revenue

- 33% of revenues outside the U.S. in 2011
- 55% from customers, 45% from merchants
- Low customer concentration (~600k accounts)

High Operating Leverage

- Low variable costs
- Low capex requirements

Highly Profitable

- ~50% EBITDA margins

Resulting in a business you can plan



	U.S.	Europe	Rest of World	Total
Commercial Fuel Volume¹	56B³	30B⁴	140B⁵	226B
FleetCor Fuel Volume^{1,2}	3.4B	1.6B	0.1B	6.1B
FleetCor Penetration	6%	5%	0.1%	3%

We want a piece of every commercial fuel transaction on the planet

1 Gallons of commercial fuel purchased annually

2 Year ended December 31, 2011

3 2008 data from Packaged Facts, Commercial Payment Cards, December 2009

4 Based on 67.3bn litres of commercial fuel card volume (3.7854 litres = 1 gallon) and 59% penetration. Fuel card volume is 2009 data from Datamonitor, Commercial Fuel Cards Database 2010: Europe, and covers the following 25 markets: Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Lithuania, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, Switzerland, United Kingdom

5 Based on 2009 global oil consumption, where the U.S. and developed European markets consumed 38% and the remaining markets consumed 62%



Company Overview

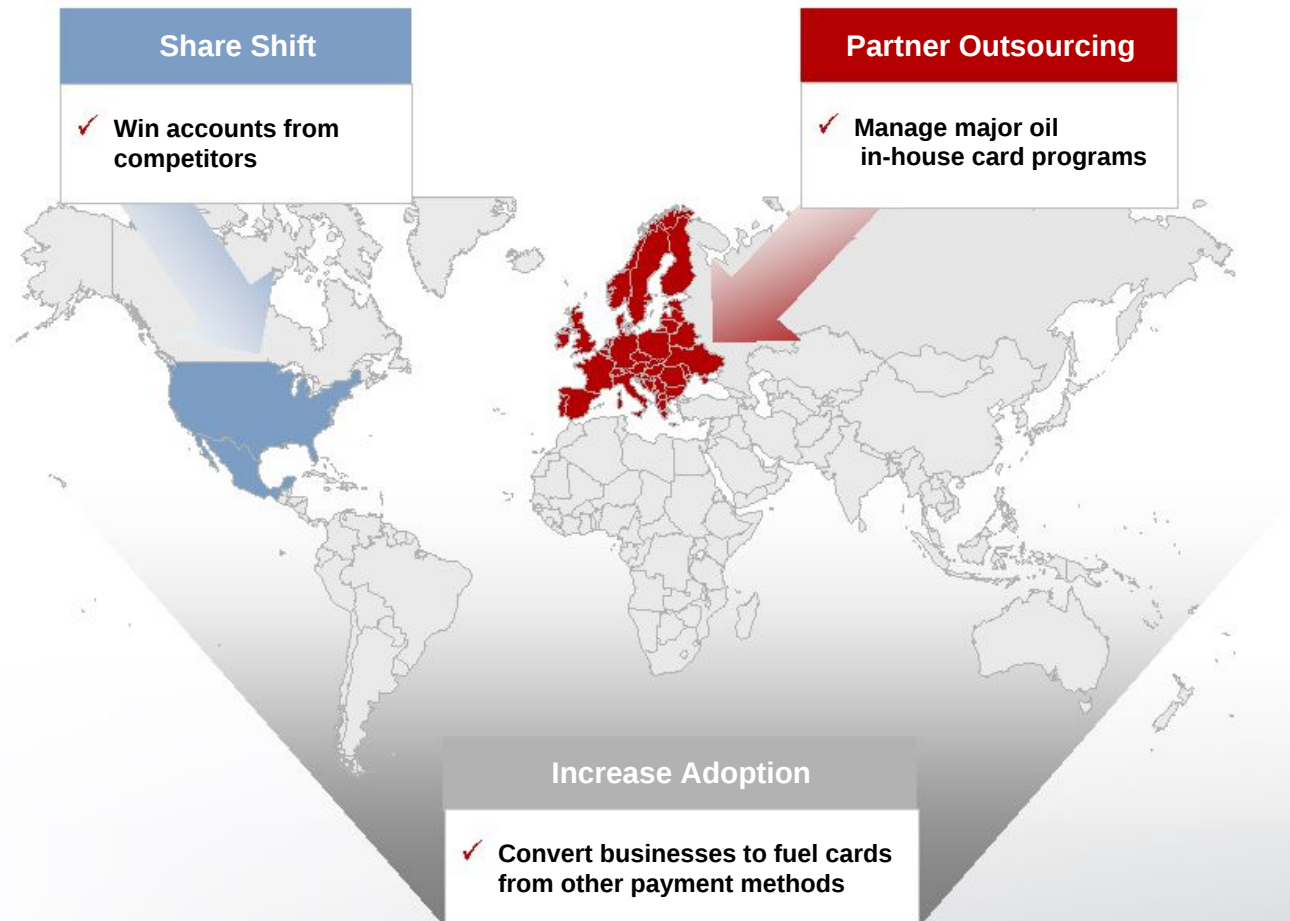
Key Investment Highlights

Growth Strategy

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Big Market.... Opportunity Varies By Geography





Invest in Sales and Marketing

- Spent over \$34m on sales and marketing in 2011
- Market our products through multiple sales channels
- “New” (non field) channels accounted >50% of US sales

Product Innovation

- Grow revenue through new product features and functionalities
- Add new product offerings (Extended network cards, Telematics, Price protection, Fleetwide, Fleetsource, etc.)

Penetrate Target Markets Further

- Add more customers through investment in sales and marketing new products
- Enter into more strategic relationships

Fiscal Year 2011 transactions grew 12% and revenue per transaction grew 8%



Grow Through
Strategic
Acquisition

- Completed over 45 acquisitions
- In 2011, we completed two strategic acquisitions
 - Mexico Prepaid Card business
 - Allstar-leading UK Fuel Card provider
- Focus on emerging markets
 - BRIC countries

We Improve
the
Businesses
We Buy

- Economies of scale
- Leverage state-of-the-art processing systems
- Run them the “FleetCor way”



Services we offer

- GFN – Industry platform
- Revenue management
- Full program outsourcing

Recent partner wins

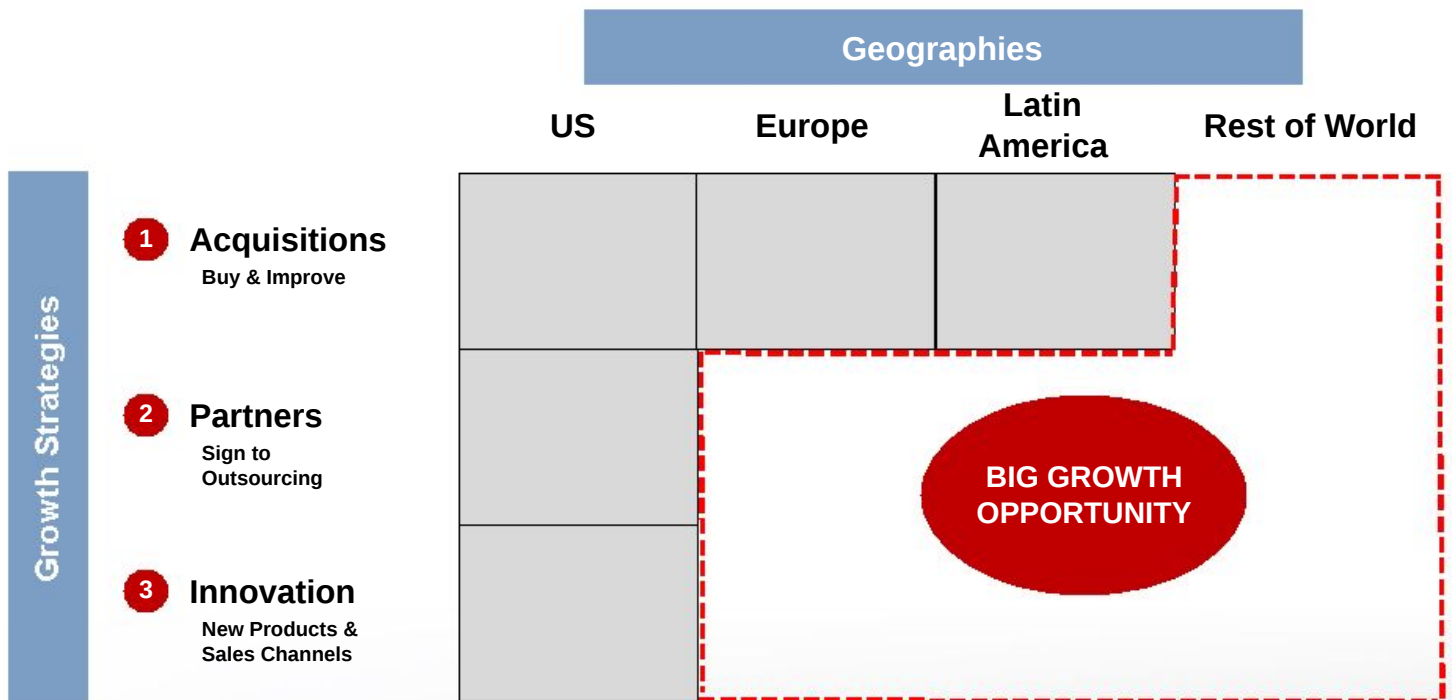
- Euro Shell...the world's largest commercial oil portfolios in 35 countries
- Pantry...awarded new long term contract





Growth Strategy...

An Attractive Growth Opportunity –Emphasize ROW



Plan to focus more of our energy on emerging markets ... and repeat the three-pronged approach that's working in U.S. & Europe



Company Overview

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High Growth

- **28% Revenue growth (2003 – 2011)¹**
- **41% Adjusted net income growth (2003 – 2011)**

Stable and Predictable

- **Predictable recurring revenue sources**
- **Low fuel price sensitivity**
- **Minimal credit risk**

Strong Operating Leverage

- **49%² Adjusted EBITDA margin (2011)**
- **Highly leverageable cost structure**
- **High cash flow fuels growth initiatives**

Strong Balance Sheet

- **>\$500m of liquidity, undrawn revolver³**
- **Low leverage ... ~1.30x Adj. EBITDA⁴**
- **Low Capex ... approximately 2.5% of revenue⁵**

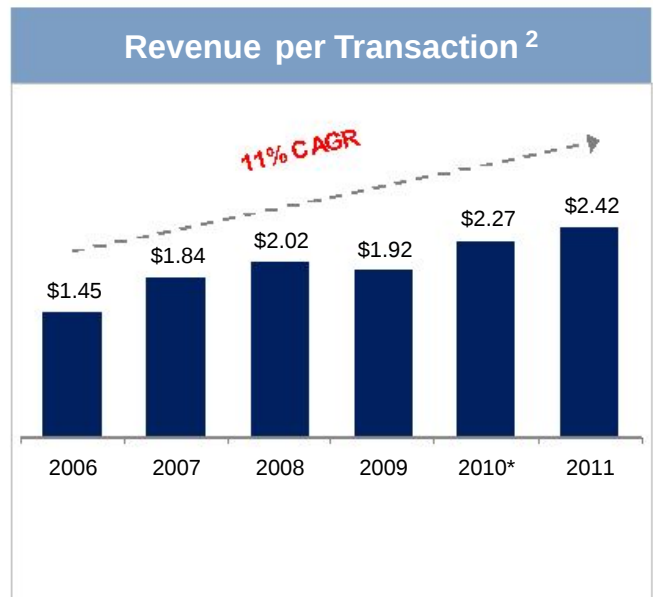
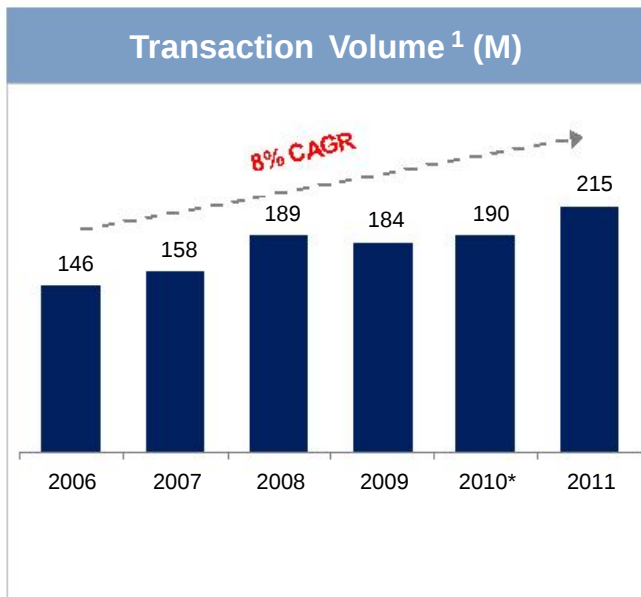
1 Revenue reported on a managed basis

2 Calculated as Adjusted EBITDA (excluding stock comp expense) divided by managed revenue

3 As of December 31, 2011

4 Debt outstanding (excluding the securitization facility) divided by LTM EBITDA for the year ended December 31, 2011

5 For the year ended December 31, 2011

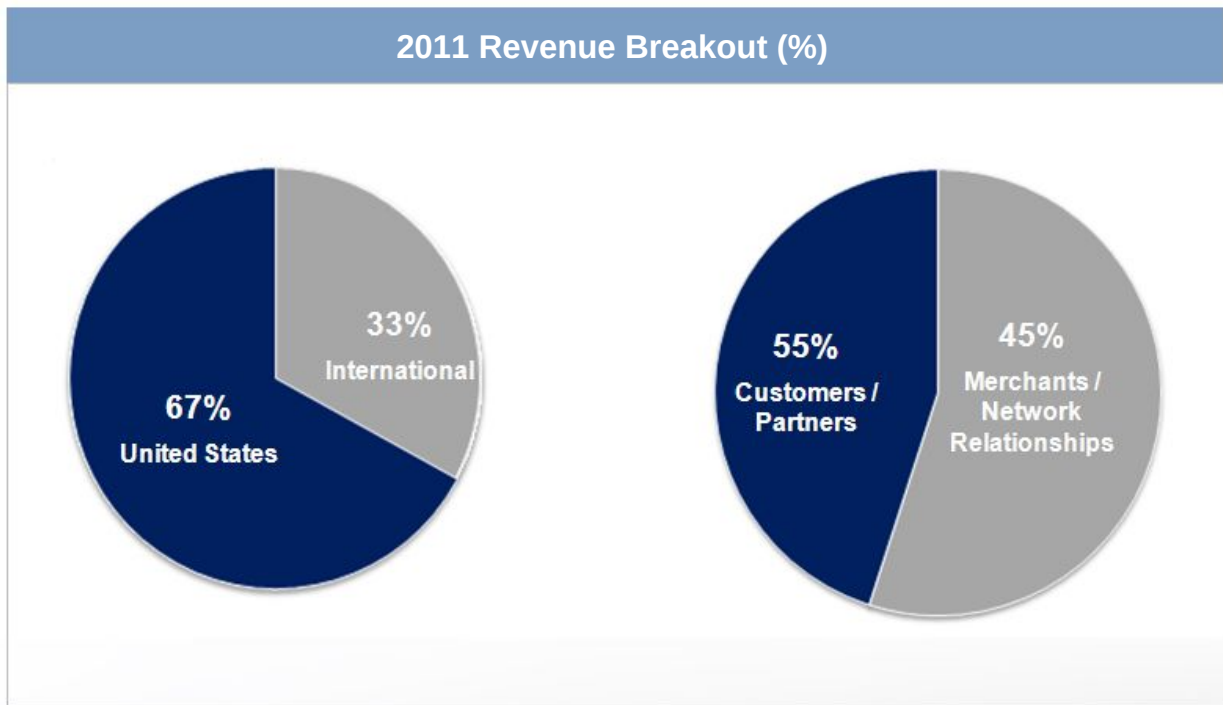


Strong underlying growth trends in our key metrics drive revenue growth

¹ 2006 transactions estimated based on 2007's average gallons per transaction

² 2006 – 2010 revenue reported on a managed basis

* 2010 transaction volume and revenue per transaction have been adjusted to exclude the impact of a non-renewed partner contract in Europe, inherited from an acquisition, which we chose not to renew.



Diverse business mix reduces top line volatility from geographic and macroeconomic factors

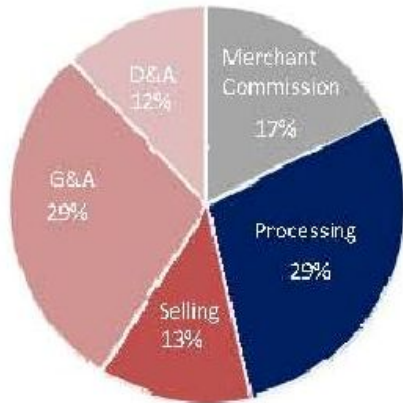


	2011 Revenue	Revenue Type	Fuel Price Sensitivity
Merchant / Network Relationships	45%	<ul style="list-style-type: none">▪ % of spend▪ Fixed fee▪ Spread-based	~20% of revenue tied directly to fuel prices
Customers / Partners	55%	<ul style="list-style-type: none">▪ Program fees▪ Other fees	No direct impact from changes in fuel prices

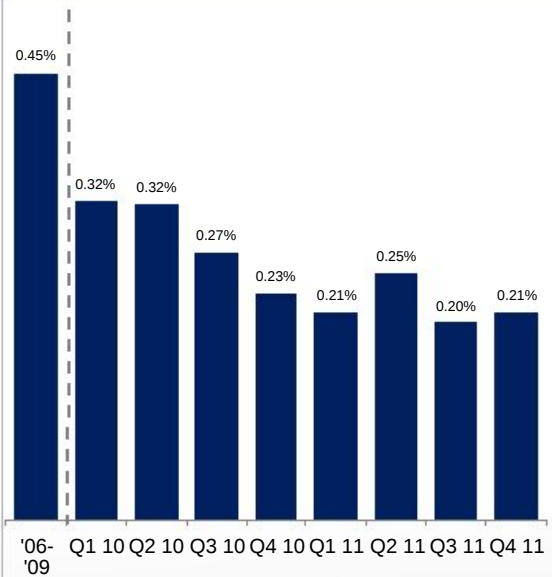
Limited sensitivity to fuel price movements



2011 Expense Breakdown¹



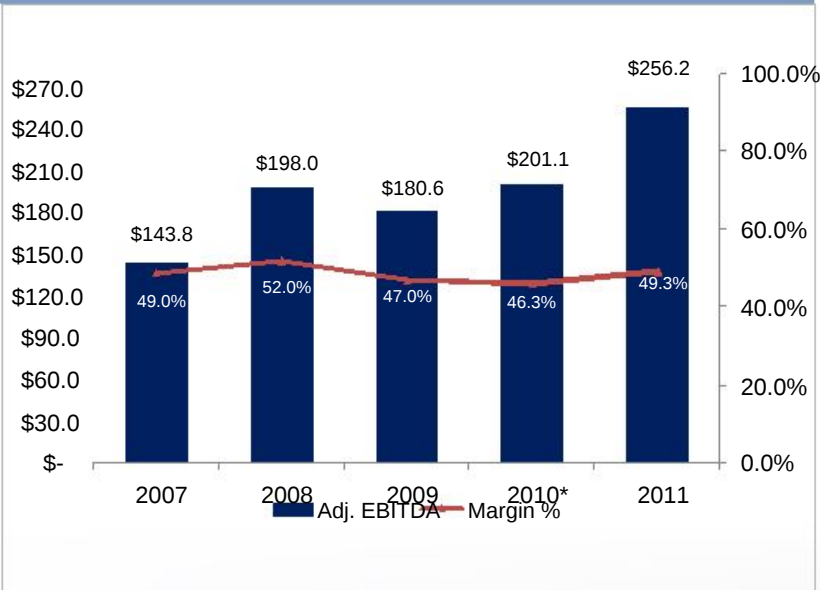
Bad Debt as a % of Billed Revenue



¹ For the year ended December 31, 2011 FleetCor's variable expenses were 37% of total operating expenses. Variable expenses are expenses that are directly impacted by transaction volume. The remaining 63% of total operating expenses are considered fixed expenses



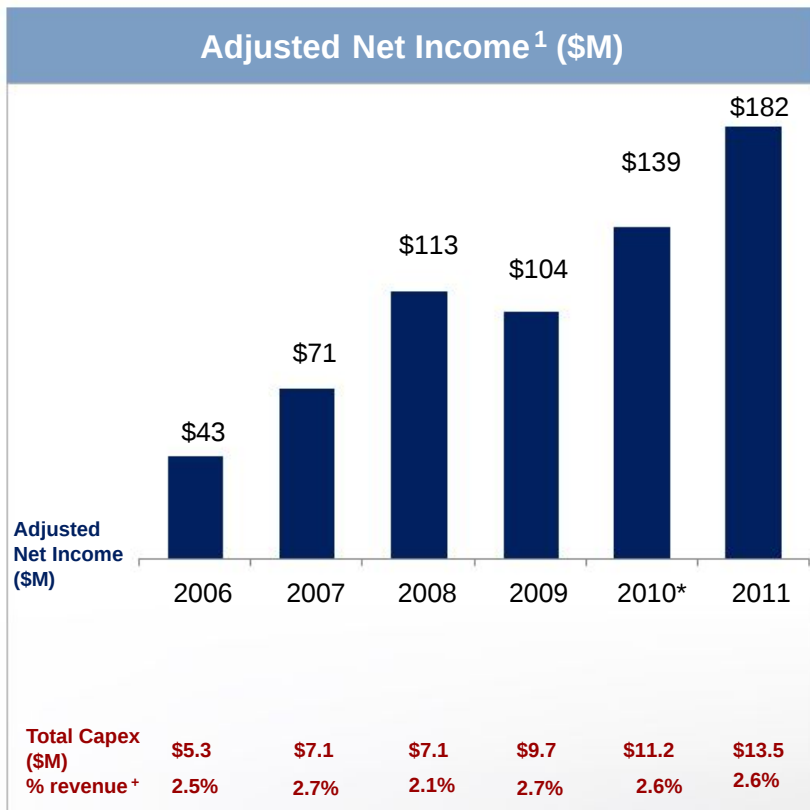
EBITDA¹ and Adjusted EBITDA Margin (\$M)



Superior Operating Leverage

- **Increasing revenue per transaction**
- **Highly scalable operating model**
- **Low variable costs**
- **Low incremental capex**

¹ Adjusted EBITDA divided by managed revenue; Adjusted EBITDA is calculated as EBITDA adjusted for the incremental interest expense attributable to the securitization facility
* 2010 is reflected on a pro forma basis (to exclude the impact of a charge related to stock comp expense and to reflect the impact of public company expenses, loss on extinguishment of debt, non-cash compensation expenses associated with our stock plan and an increase in the effective tax rate, effective during 2011)



Fueling Growth Initiatives

- **Grow core business**
- **Pursue selective acquisitions**
- **Continue new product innovation**
- **Enter new markets**

¹ Adjusted net income is defined as GAAP net income + amortization (net of taxes) + stock option expense (net of taxes), and is comparable to free cash flow defined as cash flow from operations – capital expenditures

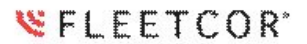
• 2010 is reflected on a pro forma basis (to exclude the impact of a one-time charge related to stock comp expense and to reflect the impact of public company expenses, loss on extinguishment of debt non-cash compensation expenses associated with our stock plan and an increase in the effective tax rate, effective during 2011)

+ Revenue is defined as reported revenue





Reconciliation of Reported Revenue to Managed Revenue



Year Ended December 31,

(\$M)	2011	2010	2009	2008	2007	2006
Reported Revenue	\$519.6	\$433.8	\$354.1	\$341.1	\$264.1	\$186.2
Adjustments:						
Processing Expense	—	—	21.9	27.4	11.3	10.4
Interest Expense, Net	—	—	5.3	15.8	16.2	13.1
Managed Revenue	\$519.6	\$433.8	\$381.3	\$384.3	\$291.6	\$209.7



Reconciliation of Net Income to EBITDA and Adjusted EBITDA



(\$M)	Year Ended December 31,						
	2011	2010	2009	2008	2007	2006	2005
Net income	\$147.3	\$107.9	\$89.1	\$97.3	\$61.6	\$38.0	\$30.7
Provision for Income Taxes	63.5	43.4	40.6	37.4	26.0	22.0	18.7
Interest Expense, Net	13.4	20.5	17.4	20.3	19.7	11.9	7.6
Other Income	(0.6)	(1.3)					
Depreciation and Amortization	36.2	33.7	28.4	27.2	20.3	12.6	7.4
Loss on extinguishment	2.7						
EBITDA	\$262.5	\$204.2	\$175.3	\$182.2	\$127.6	\$84.4	\$64.4
Securitization Adjustment			5.3	15.8	16.2	13.1	7.0
Incremental Interest Expense	6.3	6.5					
Adjusted EBITDA	\$256.2	\$197.7	\$180.6	\$198.0	\$143.8	\$97.5	\$71.4

* Beginning in 2010, the Company's income statement no longer reflects activity related to its retained residual interest in eligible accounts receivable sold to Funding, but instead reflect the activity related to its securitized accounts receivable and the corresponding securitized debt, including interest income, fees generated from late payments, provision for losses on accounts receivable and interest expense. Prior to 2010, interest expense and the provision for losses on accounts receivable associated with the securitized accounts receivable were included as a deduction from revenues, net in the consolidated statements of income. Thus, prior to 2010, a securitization adjustment is necessary to present comparable measures of Adjusted EBITDA.



Reconciliation of Adjusted EBITDA to Pro Forma Adjusted EBITDA



(\$M)	Year Ended 2010	Changes	Pro forma 2010
Net income	\$107.9	\$ (1.7)	\$106.2
Provision for Income Taxes	43.4	2.4	45.8
Interest Expense, Net	20.5	-	20.5
Other Income	(1.3)	-	(1.3)
Depreciation and Amortization	33.7	-	33.7
Loss on extinguishment		2.7	2.7
EBITDA	\$204.2	\$3.40	\$207.6
Incremental Interest Expense	6.5		6.5
Adjusted EBITDA	\$197.7	\$3.4	\$201.1



Reconciliation of Net Income to Adjusted Net Income



(\$M)	Year Ended December 31,						
	2011	2010	2009	2008	2007	2006	2005
Net Income	\$147.3	\$107.9	\$89.1	\$97.3	\$61.6	\$38.0	\$30.7
Stock-based Compensation Expense	21.7	26.8	2.7	2.8	1.2	0.1	–
Amortization of Intangible Assets	19.6	17.2	13.9	12.0	9.8	5.0	2.1
Amortization of Premium on Receivables	3.3	3.3	3.3	5.5	1.7	1.4	0.6
Amortization of Deferred Financing Costs	1.9	2.0	1.8	1.1	0.9	1.0	1.2
Loss on Extinguishment of Debt	2.7	0.0	0.0	0.0	0.0	0.0	0.0
Total Pre-tax Adjustments	\$49.1	\$49.2	\$21.7	\$21.4	\$13.6	\$7.5	\$4.0
Income tax Impact of Pre-tax Adjustments	(14.8)	(14.1)	(6.8)	(5.9)	(4.0)	(2.8)	(1.5)
Adjusted Net Income	\$181.7	\$143.0	\$103.9	\$112.7	\$71.1	\$42.8	\$33.1



Reconciliation of Adjusted Net Income to Pro Forma Adjusted Net Income



(\$M)	Year Ended 2010	2011 Changes	Pro forma 2010
Income before income taxes	\$ 151.3	\$ 0.7	\$ 152.0
Provision for income taxes	43.4	2.4	45.8
Net income	107.9	(1.7)	106.2
Stock based compensation	26.8	(5.0)	21.7
Amortization of intangible assets	17.2	-	17.2
Amortization of premium on receivables	3.3	-	3.3
Amortization of deferred financing costs	2.0	-	2.0
Loss on extinguishment of debt	-	2.7	2.7
Total pre-tax adjustments	49.2	(2.3)	46.9
Income tax impact of pre-tax adjustments at the effective tax rate	(14.1)	(0.0)	(14.1)
Adjusted net income	<u>\$ 143.0</u>	<u>\$ (4.1)</u>	<u>\$ 139.0</u>



Reconciliation of Revenue to Revenue Excluding the Impact of a Non-Renewed Contract



(\$M)	Year Ended December 31,		
	2011	2010	2009
<u>North America</u>			
Revenues, net	\$ 348.8	287.8	\$ 227.4
Excluding non-renewed contract revenues	-	-	-
Revenues, net, excluding the impact of a non-renewed contract	\$ 348.8	\$ 287.8	\$ 227.4
<u>International</u>			
Revenues, net	\$ 170.8	\$ 146.0	\$ 126.7
Excluding non-renewed contract revenues	-	(0.8)	(1.3)
Revenues, net, excluding the impact of a non-renewed contract	\$ 170.8	\$ 145.2	\$ 125.4
<u>Consolidated</u>			
Revenues, net	\$ 519.6	\$ 433.8	\$ 354.1
Excluding non-renewed contract revenues	-	(0.8)	(1.3)
Revenues, net, excluding the impact of a non-renewed contract	\$ 519.6	\$ 433.0	\$ 352.8

* Calculation of revenue per transaction for our International segment and on a consolidated basis for the years ended December 31, 2010 and 2009 excludes the impact of a non-renewed partner contract in Europe, inherited from an acquisition, which we chose not to renew. This non-renewed contract contributed approximately 3.6 million transactions and \$0.9 million in revenues, net to our International segment in the year ended December 31, 2010 and approximately 6.9 million transactions and \$1.3 million in revenues, net to our International segment in the year ended December 31, 2009. This contract had a high number of transactions and very little revenue and if we had included it in the calculation would have reduced International segment revenue per transaction by \$0.25 negative and \$0.38 in the years ended December 31, 2010 and 2009, respectively. The table above reconciles revenues, net per GAAP to Revenues, net, excluding the impact of this non-renewed partner.