



Financial Tear Sheet

## Corporate Profile

### A high growth, high margin corporate payments company

WEX Inc. is a leading provider of corporate payment solutions. From our roots in fleet card payments beginning in 1983, WEX has expanded the scope of the business into a multi-channel provider of corporate payment solutions and offering exceptional payment security and control across a wide spectrum of business sectors. By targeting high value markets, using innovative products to stimulate change in the industry and operating with systemic efficiency, we have maintained our position as a market leader in the virtual corporate payments industry. Our businesses and subsidiaries focus on streamlining and modernizing payment environments to give customers greater control over their business, resulting in smarter decisions, lower operating costs, higher efficiency and greater customer satisfaction. The Company's operations include WEX Bank, Fleet One, rapid! PayCard, Evolution1, WEX Australia, WEX New Zealand and WEX Europe, as well as a majority equity position in UNIK S.A., Brazil. WEX and its subsidiaries employ more than 1,700 associates. WEX has been publicly traded since February 16, 2005, and is listed on the New York Stock Exchange under the ticker symbol "WEX."

- **Grow and optimize our Fleet business** – WEX has developed a leading market position and a proven business model in the fleet space, with stable growth and a strong margin profile. Revenue is earned primarily from payment processing, account servicing and transaction processing. WEX has site acceptance at over 90 percent of the nation's retail fuel locations. Our proprietary closed loop network system lets fleets control purchases in the field and gives them comprehensive information and analysis tools to effectively manage their operations and reduce costs.
- **Expand and scale the virtual businesses into high value markets** – WEX has diversified its business since our founding in 1983 to become a leader in virtual payments, providing customers with payment processing solutions for their corporate purchasing and transaction monitoring needs. We are a leader in the travel space as the number one provider of payment solutions for domestic online travel agencies. We are looking to build on our successful entry into this market and continue to grow and scale the business. We are also expanding our reach into high growth verticals such as employee and healthcare, furthered by the acquisition of Evolution1, a leader in cloud-based technology and payment solutions in the healthcare industry. These areas, while still emerging, provide us the potential for longer-term growth that complements our leading positions in our core fleet and travel businesses.
- **Building upon our established international presence** – We are globalizing our Company to build on a leading market position in our core fleet and travel businesses. WEX's competitive strengths and extended product suite has enabled us to move into new geographies and markets. Over the last several

## Primary IR Contact

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Investor Relations

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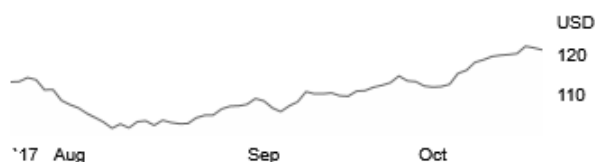
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years, we have been systematically expanding our international footprint through a number of strategic acquisitions. Our acquisition of ExxonMobil's Esso commercial card portfolio is a key strategic acquisition that has built our on-the-ground presence in Europe and has been a critical element to our international expansion strategy. Today, WEX has a presence in North and South America, Europe, Asia, Australia and New Zealand. We will further globalize our business by making targeted investments and scaling our operations on a global basis.

## Stock Performance

### WEX (Common)

Exchange	NYSE (US Dollar)
Price	<b>\$121.17</b>
Change (%)	<b>▼ 0.52 (0.43%)</b>
Volume	301,095
52 Week Low	\$97.26
Market Cap	\$5,221,034,124
Rolling EPS	1.67
PE Ratio	72.9076
Shares Outstanding	42,904,381
Data as of 10/19/17 4:02 p.m. ET	



## Recent Headlines & Events

- 10/18/17 - 6:45 a.m.  
[WEX Inc. to Release Third Quarter 2017 Financial Results on November 1, 2017](#)
- 10/18/17 - 6:30 a.m.  
[WEX Announces Extension of Fuel Card Contract with Sheetz](#)
- 09/26/17 - 6:30 a.m.  
[WEX Board of Directors Authorizes New Stock Repurchase Program](#)

Date	Title
11/01/17 9:00 a.m. ET	<a href="#">Q3 2017 WEX Inc Earnings Conference Call</a>

## SEC Filings

Filing Date	Form	
10/16/17	<a href="#">4</a>	
10/10/17	<a href="#">4</a>	
09/27/17	<a href="#">4</a>	
09/27/17	<a href="#">4</a>	

## Management

- [Melissa Smith](#) President and CEO
- [Roberto Simon](#) Chief Financial Officer
- [David Cooper](#) Chief Technology Officer

## Board of Directors

- [Michael Dubyak](#) Executive Chairman
- [Rowland Moriarty](#) Vice Chairman and Lead Director
- [John \(Jeb\) E. Bachman](#)

[Steve Elder](#) Senior Vice President, Global Investor Relations

[George Hogan](#) Senior Vice President, International

[Ken Janosick](#) Senior Vice President and General Manager, North American Fleet

[Nicola Morris](#) Senior Vice President, Corporate Development

[Scott Phillips](#) Senior Vice President and General Manager, EFS — a WEX Company

[Jim Pratt](#) Senior Vice President and General Manager, Virtual Payments

[Hilary Rapkin](#) Senior Vice President, General Counsel and Corporate Secretary

[Jeff Young](#) Senior Vice President and General Manager, WEX Health

[Shikhar Ghosh](#)

[Larry McTavish](#)

[James Neary](#)

[Kirk Pond](#)

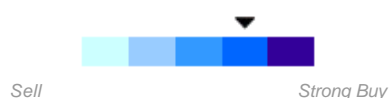
[Melissa Smith](#)

[Regina Sommer](#)

[Jack VanWoerkom](#)

## Analyst Estimates / Ratings

Mean Recommendation: 2.2



		EPS Trend		
		Current	30 Days Ago	90 Days Ago
QTR	Sep 17	1.40	1.39	1.44
QTR	Dec 17	1.41	1.40	1.42
QTR	Mar 18	1.40	1.40	1.43
QTR	Jun 18	1.54	1.53	1.46
FY	Dec 17	5.29	5.27	5.33
FY	Dec 18	6.20	6.17	6.16

## Ownership Summary

Shareholders				
	Holders	Value (\$MM)	% O/S	Shares
Institution	338	4,839.68	107.4	46,097,282
Mutual Fund	476	2,671.02	58.2	24,987,677
Insider *	17	38.14	0.8	356,504

\*Insider values reflect direct beneficial ownership.

Top Holders				
	Shares Held	% O/S	Share Change	Filing Date
Janus Henderson Investors	4,352,065	10.1	1,180,192	08/31/17
Wellington Management Company, LLP	3,582,404	8.4	299,800	06/30/17
The Vanguard Group, Inc.	3,228,500	7.5	153,106	06/30/17
Atlanta Capital Management Company, L.L.C.	3,003,407	7.0	471,018	06/30/17
BlackRock Institutional Trust Company, N.A.	2,846,657	6.6	13,039	06/30/17

JP Morgan Asset Management	2,449,205	5.7	347,310	06/30/17
Champlain Investment Partners, LLC	1,759,626	4.1	65,791	06/30/17
TimesSquare Capital Management, LLC	1,653,414	3.9	227,320	06/30/17
Neuberger Berman, LLC	1,537,401	3.6	165,575	06/30/17
Fidelity Management & Research Company	1,228,277	2.9	352,040	06/30/17

Data provided by Nasdaq. Minimum 15 minutes delayed. [View Attributions and Sources](#)