



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

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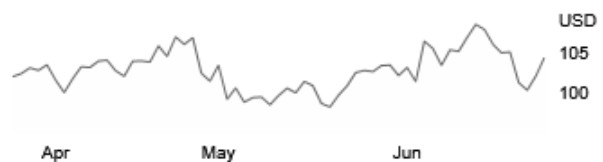
areas, while still emerging, provide us the potential for longer-term growth that complements our leading positions in our core fleet and travel businesses.

- 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 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	\$104.38
Change (%)	▲ 2.29 (2.24%)
Volume	614,722
52 Week Low	\$80.67
Market Cap	\$4,476,990,658
Rolling EPS	1.60
PE Ratio	63.981
Shares Outstanding	42,891,269
Data as of 06/23/17 4:06 p.m. ET	



Recent Headlines & Events

06/22/17 - 6:45 a.m.

[WEX Survey Reveals CFOs’ Thoughts on Future of Payments](#)

06/21/17 - 7:30 a.m.

[EFS Launches Its Largest-Ever Savings Network for Fleets](#)

06/14/17 - 7:30 a.m.

[WEX Inc. and GasBuddy Form Strategic Alliance](#)

There are currently no events scheduled.

SEC Filings

Filing Date	Form	
06/12/17	8-K	
05/17/17	8-K	

05/16/17

4



05/16/17

4



Management

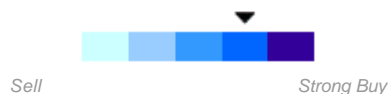
- [Melissa Smith](#) President and CEO
- [David Cooper](#) Chief Technology Officer
- [Steve Elder](#) Senior Vice President, Global Investor Relations
- [George Hogan](#) Senior Vice President, International
- [Ken Janosick](#) Senior Vice President and General Manager, North American Fleet
- [Nicola 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
- [Jenifer Rinehart](#) Senior Vice President, Human Resources
- [Roberto Simon](#) Chief Financial Officer
- [Jeff Young](#) Senior Vice President and General Manager, WEX Health

Board of Directors

- [Michael Dubyak](#) Executive Chairman
- [Rowland Moriarty](#) Vice Chairman and Lead Director
- [John \(Jeb\) E. Bachman](#)
- [Eric Duprat](#)
- [Shikhar Ghosh](#)
- [Ronald Maheu](#)
- [Larry McTavish](#)
- [James Neary](#)
- [Kirk Pond](#)
- [Melissa Smith](#)
- [Regina Sommer](#)
- [Jack VanWoerkom](#)

Analyst Estimates / Ratings

Mean Recommendation: 2.4



EPS Trend		Current	30 Days Ago	90 Days Ago
QTR	Jun 17	1.25	1.25	1.30
QTR	Sep 17	1.43	1.43	1.43
QTR	Dec 17	1.41	1.41	1.39
QTR	Mar 18	1.43	1.42	1.40
FY	Dec 17	5.31	5.31	5.34
FY	Dec 18	6.16	6.14	6.15

Ownership Summary

Shareholders				
	Holders	Value (\$MM)	% O/S	Shares
Institution	340	4,574.39	103.1	44,197,587
Mutual Fund	483	2,471.35	55.3	23,736,982
Insider *	17	37.63	0.8	357,469

*Insider values reflect direct beneficial ownership.

Top Holders				
	Shares Held	% O/S	Share Change	Filing Date
Wellington Management Company, LLP	3,282,604	7.7	-523,961	03/31/17
The Vanguard Group, Inc.	3,075,394	7.2	137,427	03/31/17
BlackRock Institutional Trust Company, N.A.	2,833,618	6.6	198,921	03/31/17
Janus Capital Management LLC	2,774,433	6.5	21,408	03/31/17
Warburg Pincus LLC	2,567,207	6.0	-1,283,603	05/01/17
Atlanta Capital Management Company, L.L.C.	2,532,389	5.9	217,376	03/31/17
JP Morgan Asset Management	2,101,895	4.9	719,640	03/31/17
Champlain Investment Partners, LLC	1,693,835	4.0	121,155	03/31/17
TimesSquare Capital Management, LLC	1,426,094	3.3	46,695	03/31/17
Neuberger Berman, LLC	1,371,826	3.2	-1,830	03/31/17

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