Delinquency Rates by Top 10 Segment

Segment

Days Past Due

11   1,089

Total Overdue Balance

28K
26K
24K
22K
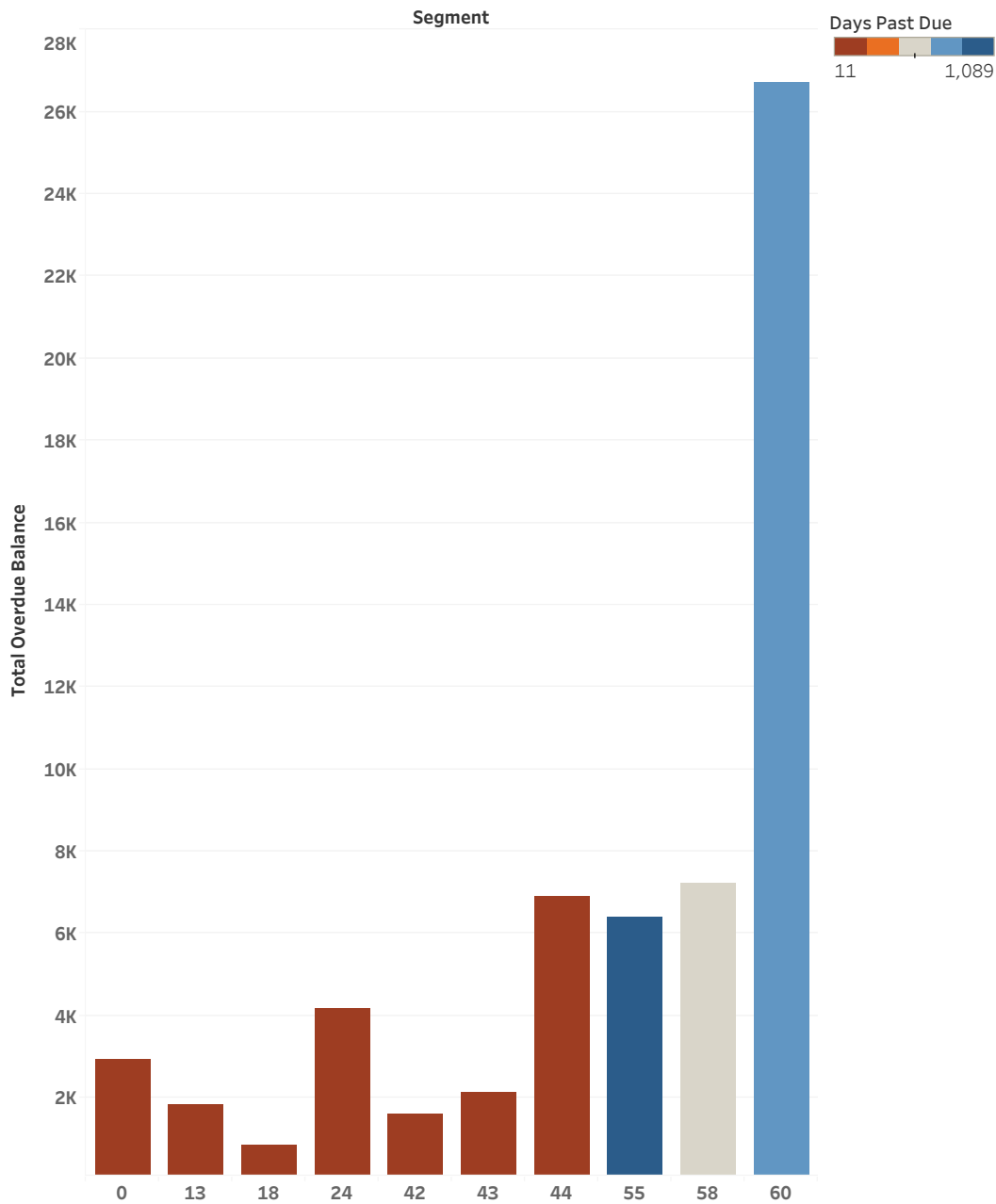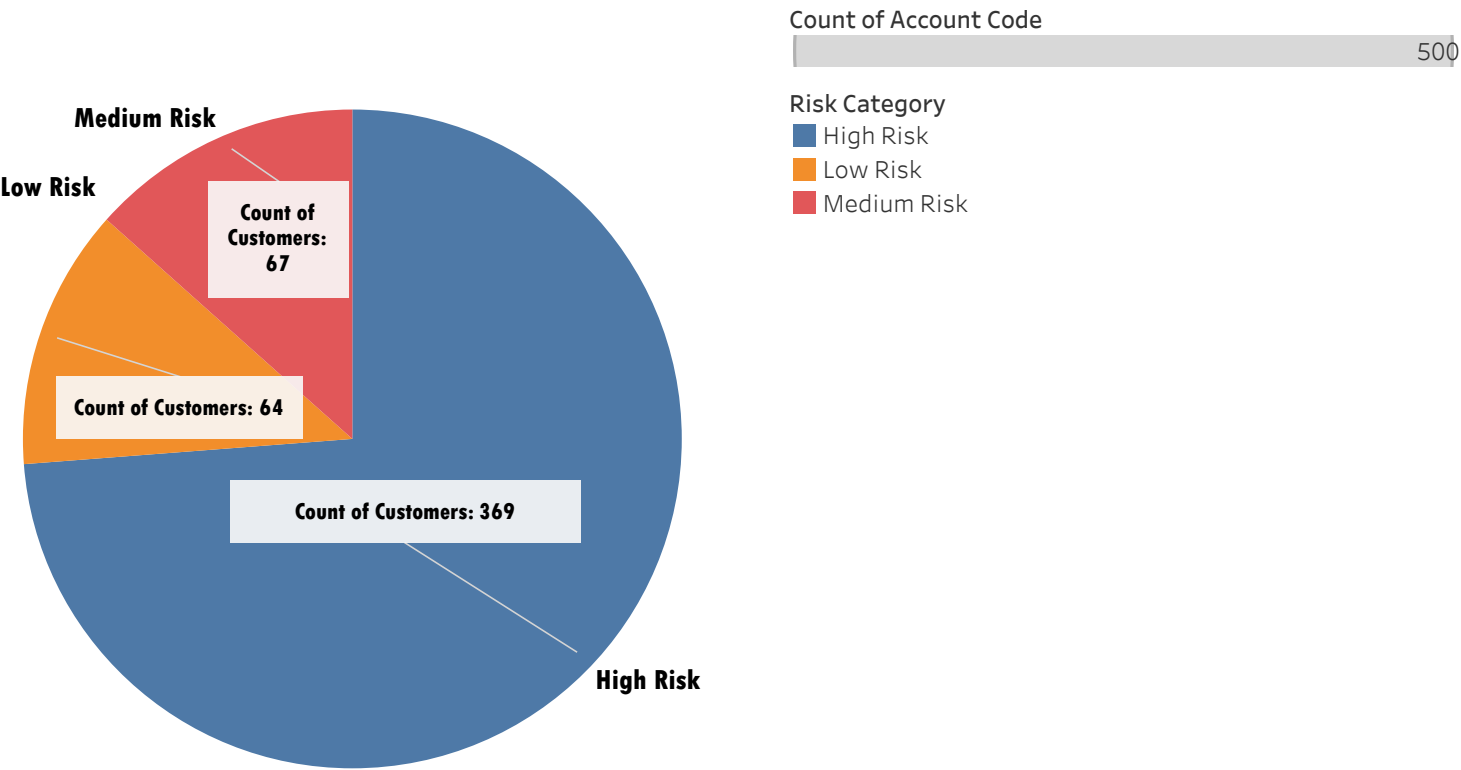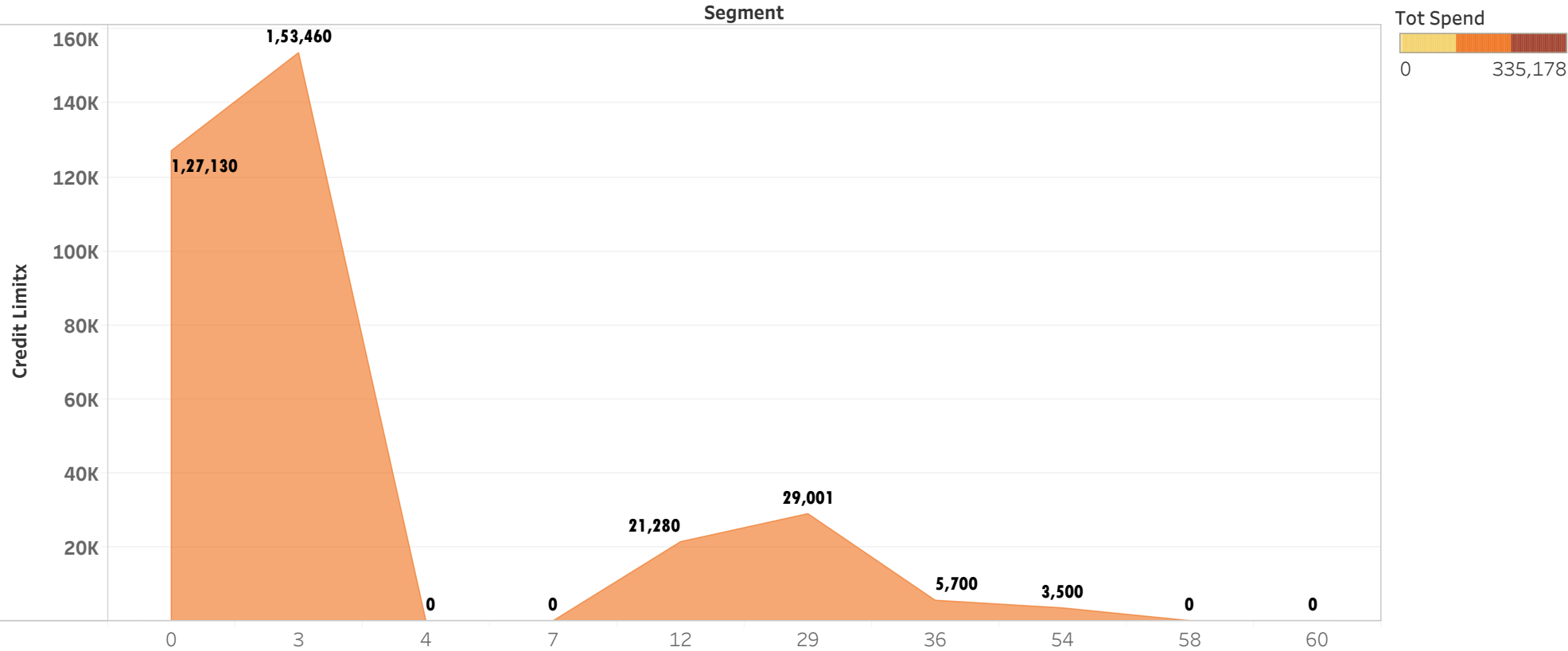20K
18K
16K
14K
12K
10K
8K
6K
4K
2K

0   13   18   24   42   43   44   55   58   60

Sum of Total Overdue Balance for each Segment. Color shows sum of Days Past Due. The view is filtered on Segment, which keeps 10 of 53 members.

Customer Risk Segments

Count of Account Code

500

Risk Category
- High Risk
- Low Risk
- Medium Risk

Medium Risk

Low Risk

Count of Customers: 67

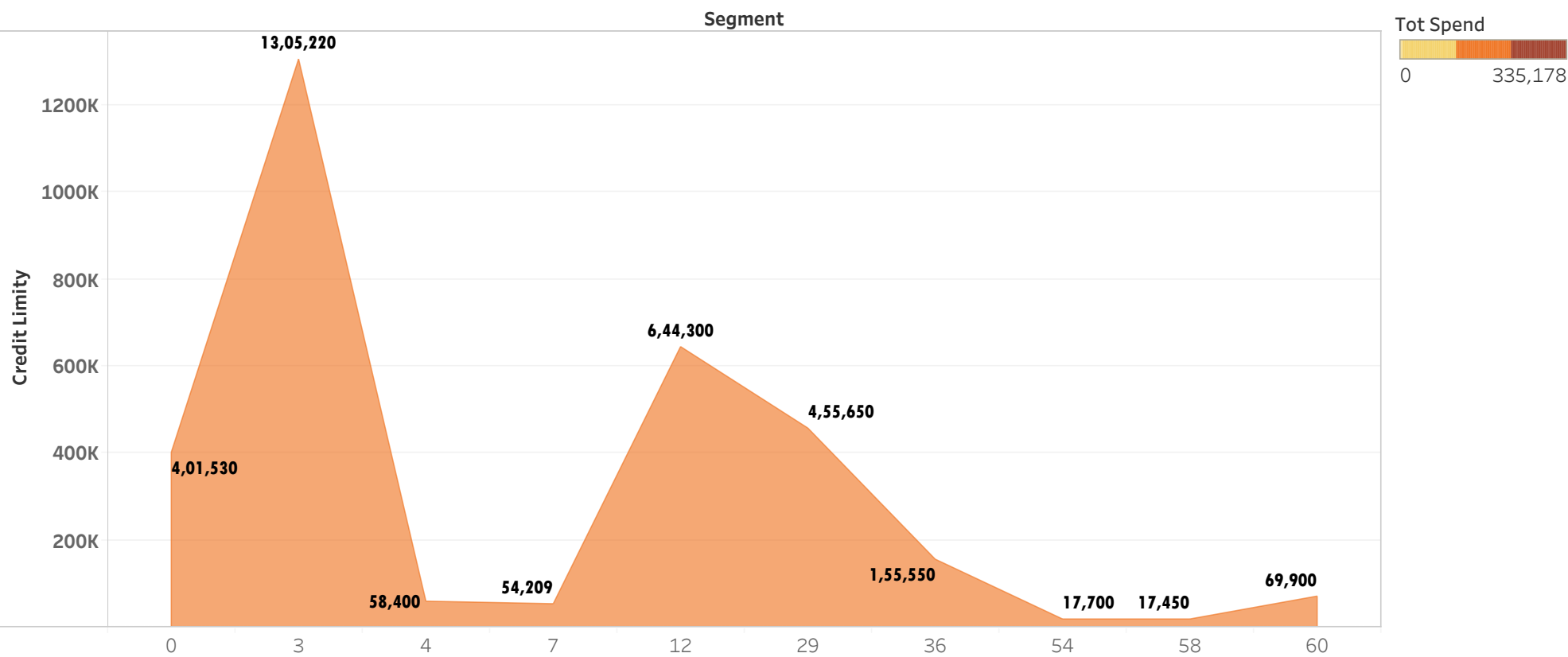Count of Customers: 64

Count of Customers: 369

High Risk

Risk Category. Color shows details about Risk Category. Size shows count of Account Code. The marks are labeled by Risk Category.

Credit Utilization Patterns

Segment

Sum of Credit Limitx and sum of Credit Limity for each Segment. Color shows sum of Tot Spend. The view is filtered on Segment, which keeps 10 of 53 members.

Credit Utilization Patterns
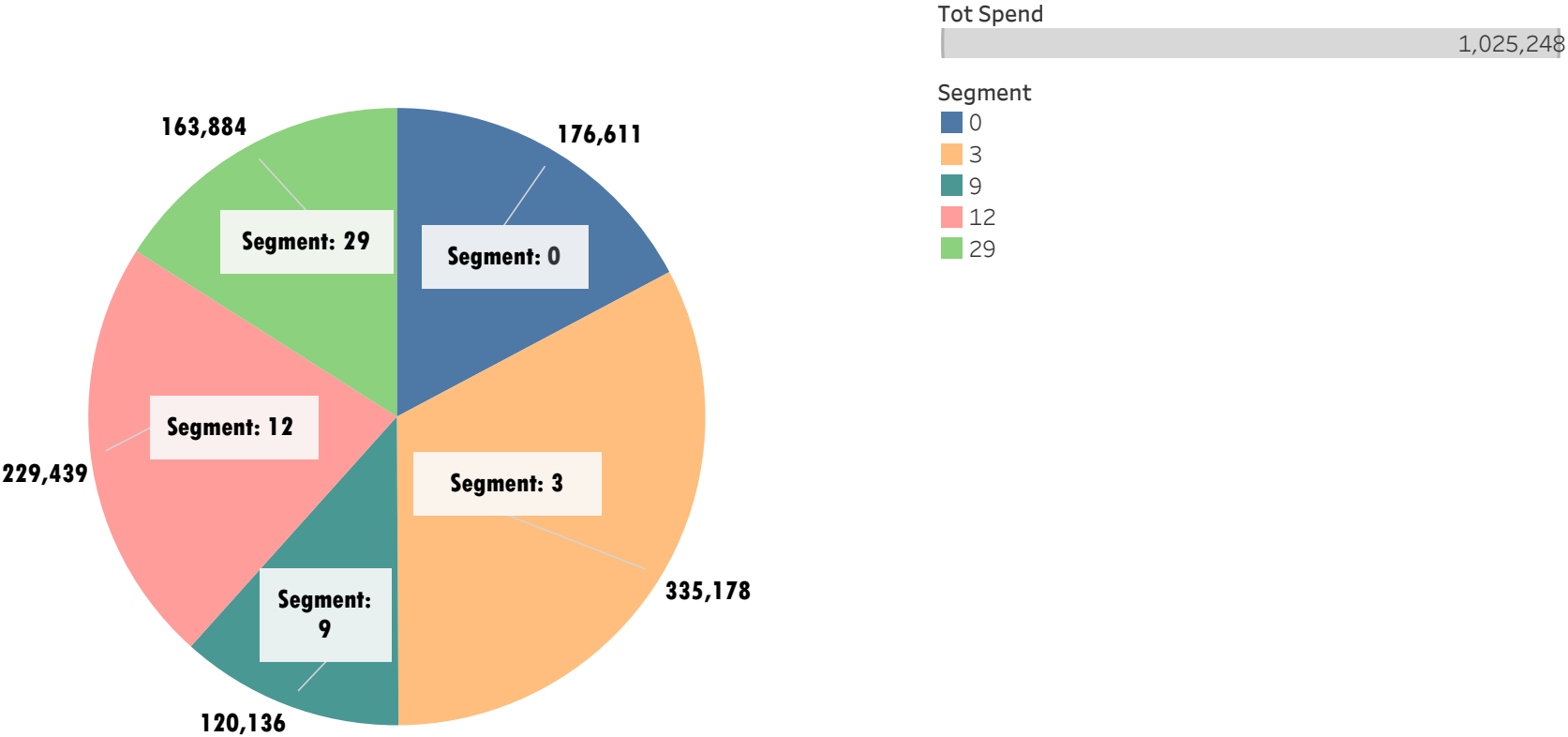
Segment
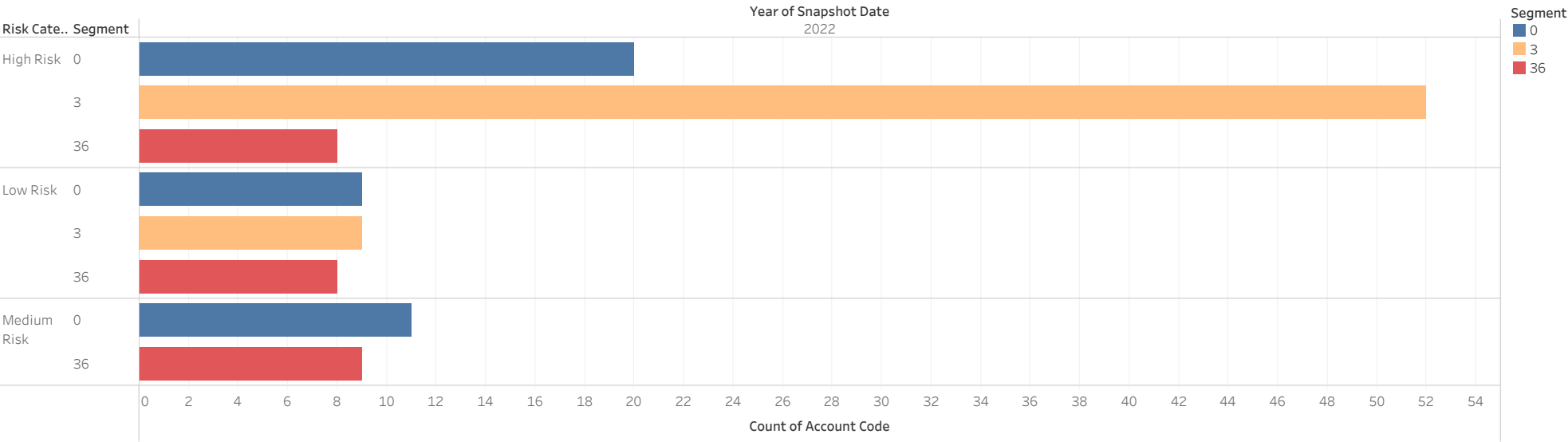
Tot Spend

0   335,178

Sum of Credit Limitx and sum of Credit Limity for each Segment. Color shows sum of Tot Spend. The view is filtered on Segment, which keeps 10 of 53 members.

Top 5 Customer Segment by Total Spend

Tot Spend

1,025,248

Segment
- 0
- 3
- 9
- 12
- 29

163,884	176,611
Segment: 29	Segment: 0
Segment: 12	Segment: 3
229,439	335,178
Segment: 9	
120,136	

Segment (color) and sum of Tot Spend (size). The view is filtered on sum of Tot Spend, which ranges from 100,000 to 335,178.
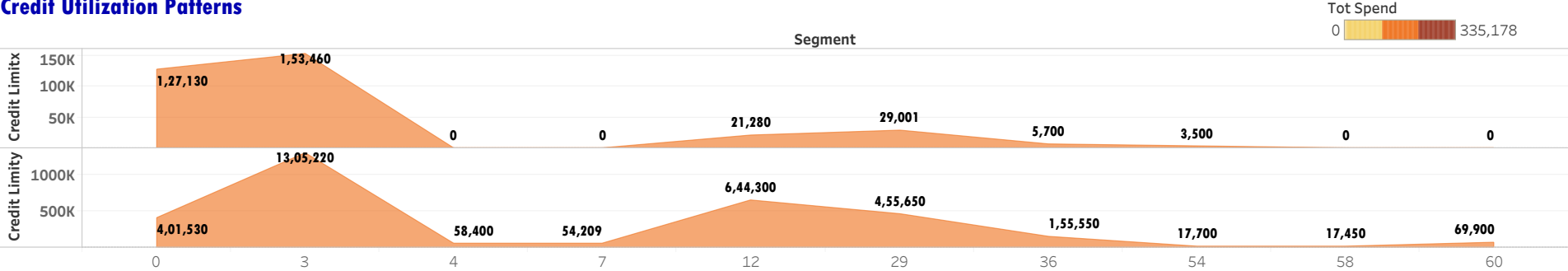
Eligibility Trend Over Time

Count of Account Code for each Segment broken down by Snapshot Date Year vs. Risk Category. Color shows details about Segment. The data is filtered on Snapshot Date Year, which excludes Null. The view is filtered on Segment, which keeps 0, 3 and 36.
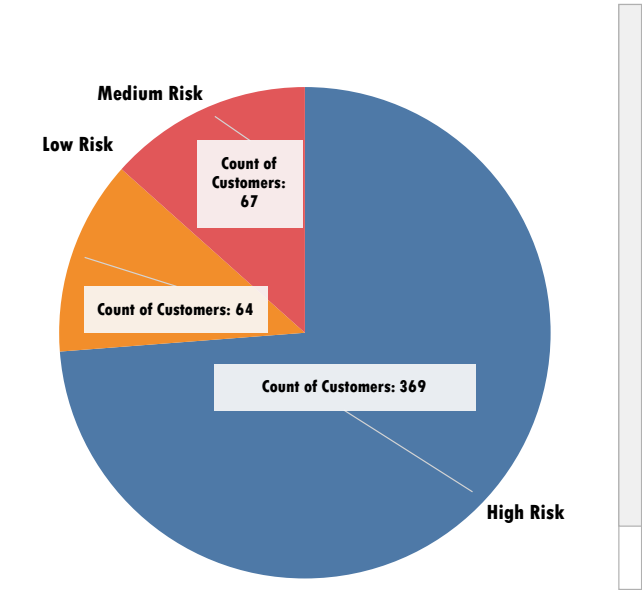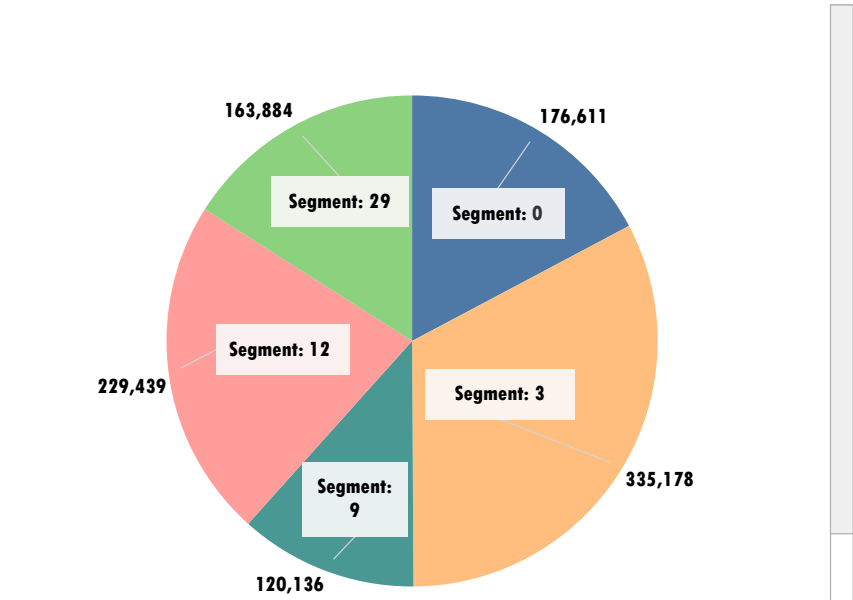
FleetCor Cross-Sell Strategy Insights

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Credit Utilization Patterns

Segment

Tot Spend
0 — 335,178

Credit Limitx

150K
100K
50K

1,27,130   1,53,460   0   0   21,280   29,001   5,700   3,500   0   0

Credit Limity

1000K
500K

4,01,530   13,05,220   58,400   54,209   6,44,300   4,55,650   1,55,550   17,700   17,450   69,900

0   3   4   7   12   29   36   54   58   60

Customer Risk Segments

Medium Risk

Low Risk

Count of Customers: 67

Count of Customers: 64

Count of Customers: 369

High Risk

Top 5 Customer Segment by Total Spend

163,884   176,611

Segment: 29   Segment: 0

Segment: 12

Segment: 3

229,439

Segment: 9

Segment: 3

120,136   335,178

Delinquency Rates by Top 10 Segment

Segment

Days Past Due
11 — 1,089

Total Overdue Balance

20K

10K

0   13   18   24   42   43   44   55   58   60