



B2B merchants are large (\$537,000 in annual volume) and growing fast (8.1% year-over-year). This is driven by the opportunity and execution of converting payments typically made via ACH or check to card.

Personal service merchants are the smallest of the bunch at \$150,000 in annual volume. They also have a year-over-year growth rate of 8% as these businesses are leveraging new payments technologies available to them.

Overall, annual volume is increasing YOY for all industries, with Retail having the greatest growth.

Average Annual Account Size \$ (000s, TTM)				
Merchant Group	Q1 2017		Q1 2018	
	Avg. Annual Acct. Size	YOY % chg.	Avg. Annual Acct. Size	YOY % chg.
<b>Industry Avg.</b>	\$315	5.6%	\$339	7.9%
<b>All Other</b>	\$592	2.8%	\$621	5.0%
<b>B2B</b>	\$497	6.0%	\$537	8.1%
<b>Eat/Drink</b>	\$376	4.6%	\$410	9.1%
<b>Retail</b>	\$350	9.1%	\$388	10.9%
<b>EDU/NPO</b>	\$238	1.6%	\$245	2.9%
<b>Healthcare</b>	\$216	6.3%	\$232	7.0%
<b>Business Services</b>	\$208	0.9%	\$212	2.1%
<b>Construction</b>	\$153	4.4%	\$169	10.5%
<b>Personal Services</b>	\$138	6.2%	\$150	8.3%

Source: TSG's Acquiring Industry Metrics (AIM) platform

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