



Evolve  
Capital Partners

# QUARTERLY DEALS & MARKET ROUNDUP

## Insurance

September 2017



*Benefits Administrators*



*Data & Analytics Solutions*



*Insurance Brokers*



*Multi-Line Insurance*



*Online Information Providers*



*Property & Casualty Insurance*



*P&C Specialty*



*Software Solutions*



*Title Insurance*



*Traditional / Life Insurance*

Specialized investment bankers at the intersection of finance and technology



## Highlights

*This quarter's Insurance roundup discusses the following key developments:*



***SME INSURANCE TO BE DISRUPTED BY DIRECT ONLINE PLAYERS***



***LEGACY PLAYERS DEFENDING THEIR TURF BY INVESTING IN TECH TO MAXIMIZE CUSTOMER EXPERIENCE***



***INSURERS INCREASINGLY USING AUTOMATION, AI, AND IOT FOR COMPLEX PROCESSES***



***LARGER INSURANCE PLAYERS DRIVING DEALS***



# Overview of Evolve Capital Partners

## ABOUT ECP

- Evolve Capital Partners (ECP) is a specialized investment bank focused on businesses serving industries at the intersection of finance and technology.
- We are dedicated investment bankers focused on evolving industries, and we support sustainable growth through transformational M&A / financing transactions.
- ECP is a dedicated, creative, and fully independent investment bank that advises private and public companies on merger, divestiture and acquisition transactions, and capital raising through private placements.
- We also provide structured finance advisory services — our investment banking practice provides a comprehensive suite of solutions to businesses.
- With over 30 engagements executed by its leaders, Evolve Capital Partners has served as a proud partner, bringing renewed value to companies at the intersection of finance and technology.
- We were founded in 2012 and are based in New York, NY.

## HIGH-TOUCH INVESTMENT BANKING

*Few investment banks have transaction experience across both corporate and asset finance.*



### Our Clients

- Corporations
- Management Teams
- VC & PE Backed Companies
- Independent Directors / Boards



### Investment Banking Advisory

- M&A
- Strategic Alliances
- Capital Raises and Asset Finance
- Financial Restructuring



### Industry Focus

#### Finance and Technology Firms

**BPO**

**IoT**

**B2B**

**Specialty Finance**

**Enterprise Software**

**Analytics**

**Payments**

**Lending**

**InsuranceTech**

**Securities**

**Financial Services**

**Financial Management**

## We Focus Exclusively on Finance and Technology-Related Firms

### Financial Management Solutions



### Payments



### Bank Tech / Solutions



### BPO



## Capabilities

### M&A Advisory

*Sales / Recaps*

*Acquisitions*

*Divestiture*

*Strategic Advisory*

## Financing

*Private Placements*

*Debt Capital*

*Restructuring*

### Specialty Finance / Alternative Lending



### Healthcare Tech



### Securities



### Data & Analytics / IoT



### Insurance





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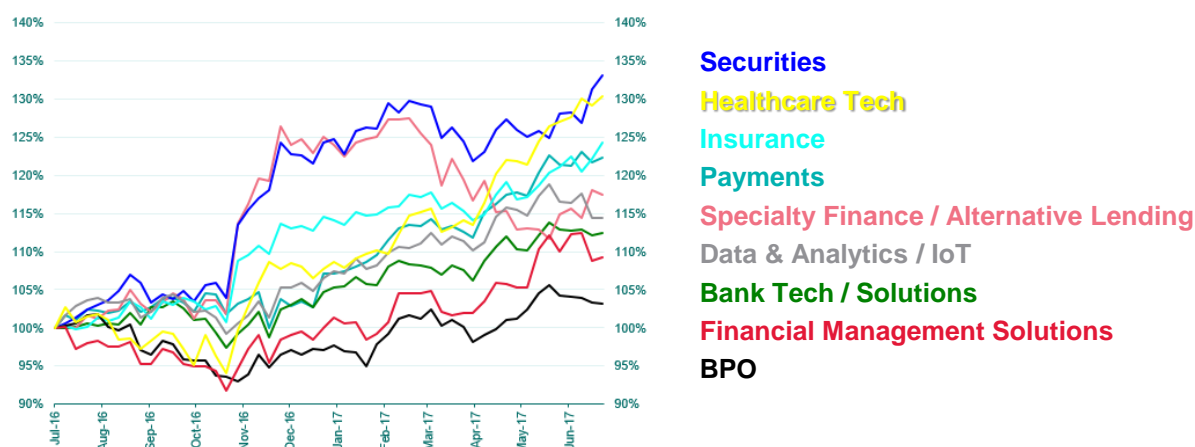
### 5. Select Wall Street Research & Commentary



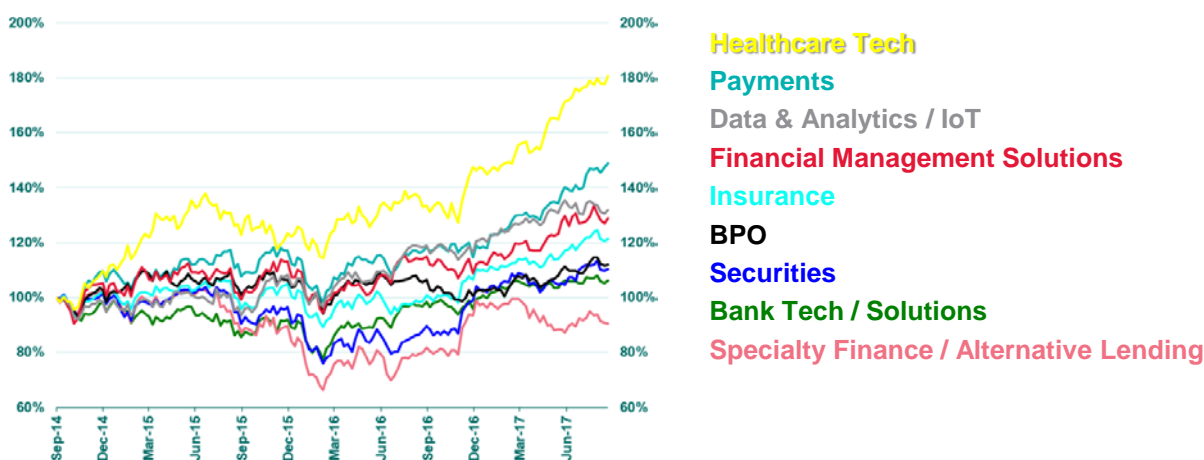
# Market Summary

## Industry Stock Market Performance of ECP Sector Coverage

### Last 12 Months



### Last 3 Years



### Indexed Price Performance

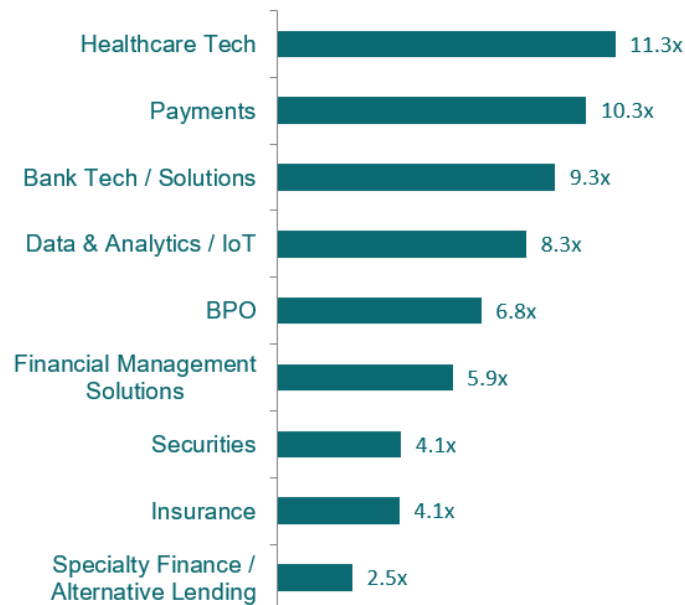
Sector	3 Months	1 Year	3 Years
Payments	34.6%	18.2%	48.9%
Bank Tech / Solutions	5.3%	(1.8%)	6.1%
Specialty Finance / Alternative Lending	9.9%	(18.1%)	(9.5%)
Securities	6.6%	(10.5%)	10.5%
Healthcare Tech	65.4%	33.3%	80.4%
BPO	6.6%	6.5%	11.9%
Financial Management Solutions	22.7%	14.9%	28.9%
Data & Analytics / IoT	32.2%	18.9%	31.8%
Insurance	15.7%	0.9%	21.2%

Source: Capital IQ and market data as of August 31, 2017

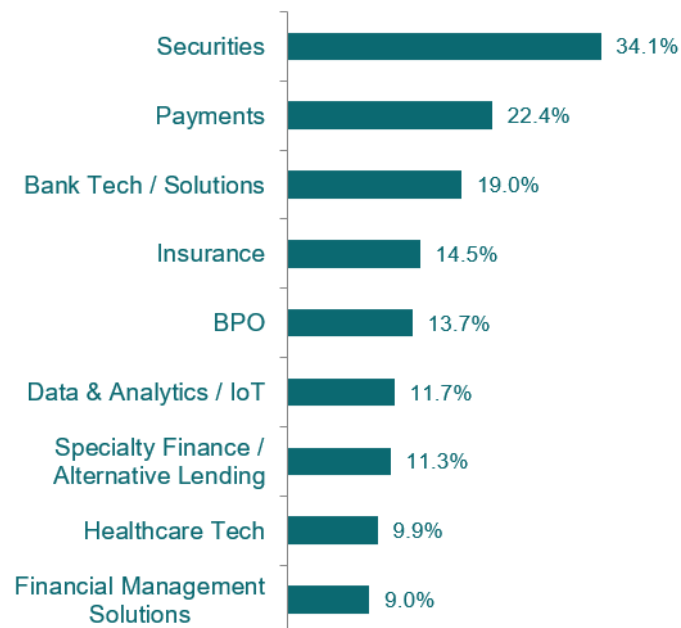
# Multiples & Margins – All Sectors

## Industry-wide Multiples and Margins

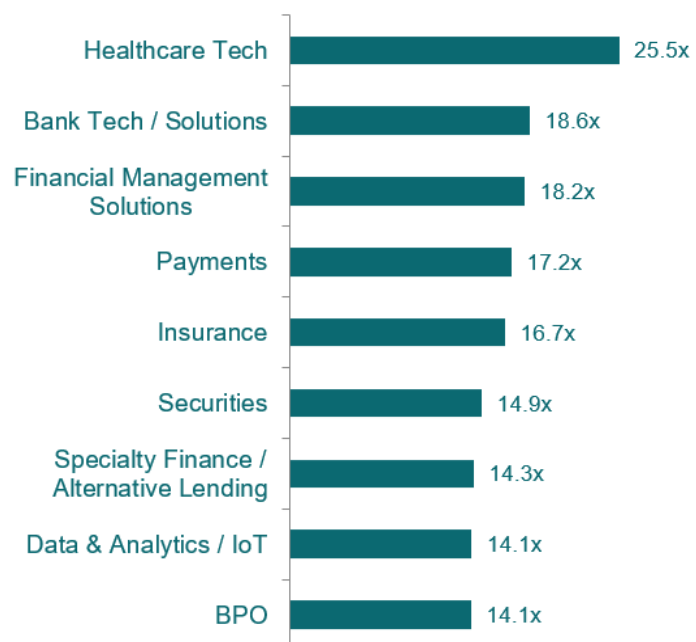
### 2017E EBITDA Multiples



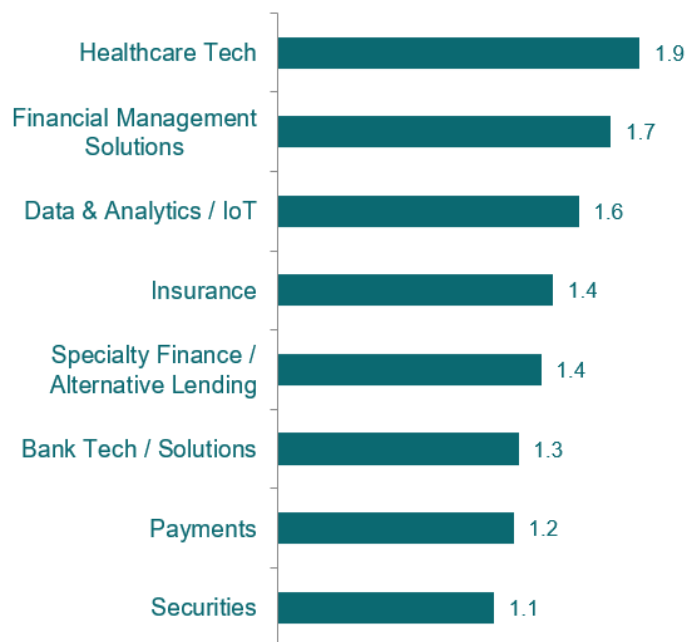
### LTM EBITDA Margins



### 2017E Price / Earnings Multiples



### 2017E PEG Ratio

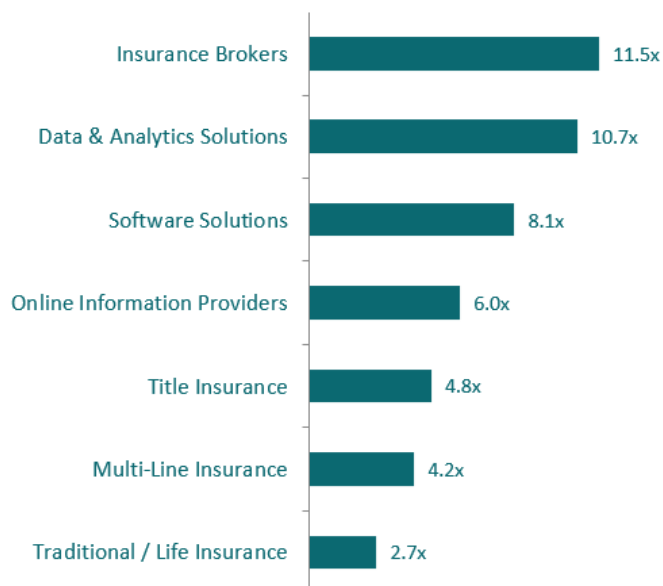


Source: Capital IQ and market data as of August 31, 2017

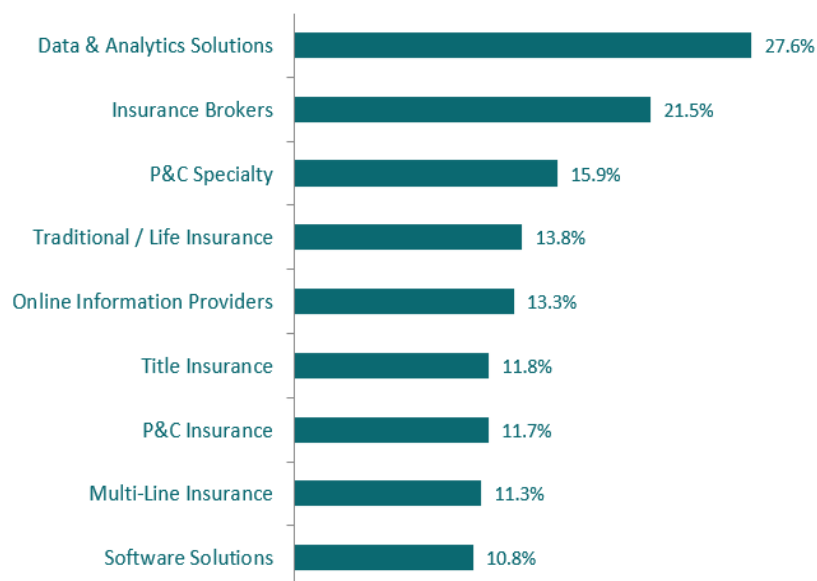
# Multiples & Margins – Insurance

## Sub-sector Multiples and Margins

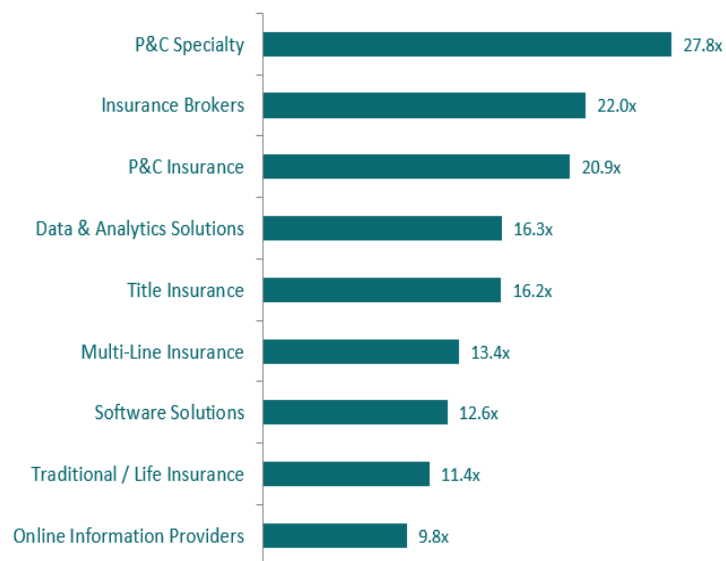
### 2017E EBITDA Multiples



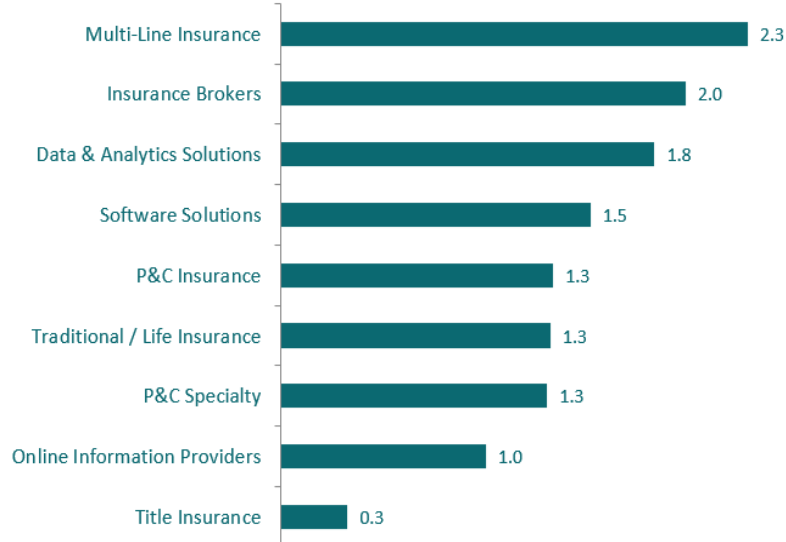
### LTM EBITDA Margins



### 2017E Price / Earnings Multiples



### 2017E PEG Ratio



Source: Capital IQ and market data as of August 31, 2017



## Stock Comparables – Insurance

(All figures in US Dollars. Figures in millions, except per share data, as of August 31, 2017)

Insurance Sub-Sector	Aggregate		Price / Earnings		Multiples		EV / Sales	
	Market Cap	Enterprise Value	FY 17E		EV / EBITDA		FY 17E	
			FY 17E	FY18E	FY 17E	FY 18E	FY 17E	FY 18E
Software Solutions	\$8,798	\$8,946	12.6x	20.7x	8.1x	9.1x	1.8x	3.0x
Data & Analytics Solutions	\$62,998	\$73,171	16.3x	23.0x	10.7x	12.7x	4.1x	4.4x
Title Insurance	\$24,379	\$28,039	16.2x	13.8x	4.8x	4.3x	0.8x	0.8x
Traditional / Life Insurance	\$396,627	\$458,751	11.4x	11.2x	2.7x	2.4x	1.3x	1.4x
Multi-Line Insurance	\$308,443	\$421,876	13.4x	11.2x	4.2x	4.2x	1.3x	1.2x
P&C Specialty	\$40,718	\$45,892	27.8x	19.4x	0.0x	0.0x	1.9x	1.9x
Insurance Brokers	\$115,226	\$129,680	22.0x	19.1x	11.5x	10.5x	3.2x	3.0x
Online Information Providers	\$4,433	\$4,339	9.8x	30.0x	6.0x	10.1x	2.0x	2.3x
P&C Insurance	\$179,937	\$211,606	20.9x	16.9x	0.0x	0.0x	1.5x	1.5x
<b>Median</b>			<b>16.2x</b>	<b>19.1x</b>	<b>4.8x</b>	<b>4.3x</b>	<b>1.8x</b>	<b>1.9x</b>
<b>Mean</b>			<b>16.7x</b>	<b>18.4x</b>	<b>5.3x</b>	<b>5.9x</b>	<b>2.0x</b>	<b>2.2x</b>

Insurance Sub-Sector	Number of Companies	Growth Rates			EPS 5 Yr	EBITDA Margin		PEG* FY 17E
		Revenue		EBITDA Margin FY 17E				
		FY 17E	FY 18E					
Software Solutions	7	8.5%	13.2%	7.3%	10.8%	15.6%	1.51	
Data & Analytics Solutions	4	3.3%	4.7%	9.3%	27.6%	33.6%	1.82	
Title Insurance	4	NA	3.3%	0.0%	11.8%	9.3%	0.32	
Traditional / Life Insurance	18	41.6%	3.5%	6.6%	13.8%	5.0%	1.31	
Multi-Line Insurance	7	10.8%	3.8%	6.6%	11.3%	4.2%	2.28	
P&C Specialty	10	3.0%	4.0%	6.6%	15.9%	0.0%	1.30	
Insurance Brokers	6	2.6%	5.5%	12.3%	21.5%	21.0%	1.97	
Online Information Providers	5	6.0%	10.1%	4.9%	13.3%	18.2%	1.00	
P&C Insurance	11	1.8%	4.3%	9.0%	11.7%	0.0%	1.33	
Median		4.6%	4.3%	6.6%	13.3%	9.3%	1.33	
Mean		9.7%	5.8%	7.0%	15.3%	11.9%	1.43	

\* Price/Earnings to Growth ratio is a valuation metric for determining the relative trade-off between the price of a stock, the earnings generated per share (EPS), and the company's expected growth. In general, the P/E ratio is higher for a company with a higher growth rate.

Source: Capital IQ

## Stock Comparables – Insurance Sub-Sectors

(All figures in US Dollars. Figures in millions, except per share data, as of August 31, 2017)

### Software Solutions

Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG
					FY2017	FY2018	FY2017	FY2018	FY2017	FY2018	
Guidewire Software, Inc.	\$5,631	\$5,154	\$514	9.2%	NA	8.4x	NA	NM	NA	NM	4.9
Ebix, Inc.	\$1,815	\$2,100	\$321	35.6%	6.8x	6.0x	19.8x	17.0x	21.9x	19.5x	1.3
Sapiens International Corporation N.V.	\$542	\$535	\$239	6.2%	2.5x	2.2x	23.0x	14.3x	38.4x	21.7x	3.1
Crawford & Company	\$504	\$703	\$1,086	9.8%	0.7x	0.7x	6.1x	5.3x	15.1x	13.3x	1.3
Majesco	\$180	\$188	\$116	2.3%	NA	1.8x	NA	NM	NA	69.8x	NA
Symbility Solutions Inc.	\$85	\$80	\$28	(1.1%)	2.5x	2.2x	NM	NM	NM	NA	NA
Symbility Solutions Inc.	\$85	\$80	\$28	(1.1%)	2.5x	2.2x	NM	NM	NM	NA	NA
Patriot National, Inc.	\$40	\$187	\$233	13.6%	NA	NA	NA	NA	NA	NA	NA
<b>Median</b>				<b>7.7%</b>	<b>2.5x</b>	<b>2.2x</b>	<b>19.8x</b>	<b>14.3x</b>	<b>21.9x</b>	<b>20.6x</b>	<b>2.2</b>
<b>Mean</b>				<b>9.3%</b>	<b>3.0x</b>	<b>3.3x</b>	<b>16.3x</b>	<b>12.2x</b>	<b>25.1x</b>	<b>31.1x</b>	<b>2.6</b>

### Data & Analytics Solutions

Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG
					FY2017	FY2018	FY2017	FY2018	FY2017	FY2018	
RELX PLC	\$43,687	\$50,217	\$9,553	30.2%	5.3x	5.1x	15.4x	14.0x	21.5x	20.1x	2.6
Verisk Analytics, Inc.	\$13,337	\$15,596	\$2,030	46.4%	7.7x	7.3x	15.9x	14.7x	27.0x	24.8x	2.5
The Dun & Bradstreet Corporation	\$4,119	\$5,436	\$1,717	24.9%	3.2x	3.1x	11.4x	10.8x	16.7x	15.9x	2.2
Acxiom Corporation	\$1,855	\$1,922	\$878	8.9%	NA	2.2x	NA	11.3x	NA	31.2x	NA
<b>Median</b>				<b>27.6%</b>	<b>5.3x</b>	<b>4.1x</b>	<b>15.4x</b>	<b>12.6x</b>	<b>21.5x</b>	<b>22.4x</b>	<b>2.5</b>
<b>Mean</b>				<b>27.6%</b>	<b>5.4x</b>	<b>4.4x</b>	<b>14.2x</b>	<b>12.7x</b>	<b>21.7x</b>	<b>23.0x</b>	<b>2.4</b>

### Traditional / Life Insurance

Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG
					FY2017	FY2018	FY2017	FY2018	FY2017	FY2018	
MetLife, Inc.	\$49,774	\$94,663	\$63,214	1.3%	1.6x	1.6x	NA	NA	12.4x	11.4x	1.0
Prudential Financial, Inc.	\$43,588	\$61,613	\$59,253	12.0%	1.3x	1.3x	NA	NA	10.9x	10.0x	1.2
Cigna Corporation	\$45,839	\$47,050	\$40,527	10.4%	1.2x	1.2x	11.3x	10.1x	19.7x	17.4x	1.4
Manulife Financial Corporation	\$38,714	\$46,699	\$30,540	15.2%	1.1x	1.0x	NA	NA	11.7x	10.7x	1.1
Aflac Incorporated	\$32,626	\$34,277	\$22,455	21.0%	1.8x	1.8x	9.3x	8.4x	12.5x	12.3x	2.5
Aviva plc	\$27,104	(\$12,304)	\$46,640	7.5%	NM	NM	NM	NM	9.4x	8.9x	1.8
Great-West Lifeco Inc.	\$27,315	\$33,676	\$34,743	9.2%	0.9x	0.9x	NA	NA	13.2x	11.6x	1.8
Sun Life Financial Inc.	\$23,479	\$24,412	\$19,535	14.7%	1.0x	1.0x	NA	NA	12.3x	11.6x	1.7
Legal & General Group Plc	\$19,891	\$41,364	\$16,550	19.8%	3.9x	4.1x	NA	NA	11.2x	11.1x	1.6
Principal Financial Group, Inc.	\$18,066	\$19,470	\$14,369	15.0%	1.4x	1.4x	NA	NA	12.8x	11.9x	1.3
Lincoln National Corporation	\$15,033	\$18,831	\$13,856	15.7%	1.4x	1.4x	NA	NA	10.2x	9.9x	1.1
Swiss Life Holding AG	\$11,523	\$9,431	\$19,728	8.6%	0.5x	0.5x	NA	NA	11.8x	11.3x	2.0
Standard Life Aberdeen plc	\$16,410	\$8,202	\$9,441	32.8%	0.3x	0.2x	NA	NA	14.2x	13.0x	1.4
AEGON N.V.	\$11,618	\$15,088	\$60,687	5.0%	0.6x	0.6x	NA	NA	7.7x	7.6x	0.5
Torchmark Corporation	\$8,953	\$10,294	\$4,075	21.5%	2.7x	2.6x	12.0x	11.5x	17.6x	16.5x	2.3
Primerica, Inc.	\$3,436	\$4,405	\$1,618	25.4%	2.9x	2.7x	12.6x	11.5x	16.7x	14.8x	1.1
American National Insurance Company	\$3,116	\$2,822	\$3,276	8.0%	NA	NA	NA	NA	NA	NA	NA
Hansard Global Plc	\$142	(\$1,242)	\$244	4.9%	NA	NM	NA	NA	NA	12.1x	NA
<b>Median</b>				<b>13.3%</b>	<b>1.3x</b>	<b>1.3x</b>	<b>11.6x</b>	<b>10.8x</b>	<b>12.3x</b>	<b>11.6x</b>	<b>1.4</b>
<b>Mean</b>				<b>13.8%</b>	<b>1.5x</b>	<b>1.5x</b>	<b>11.3x</b>	<b>10.4x</b>	<b>12.8x</b>	<b>11.9x</b>	<b>1.5</b>

Source: Capital IQ

## Stock Comparables – Insurance Sub-Sectors

(All figures in US Dollars. Figures in millions, except per share data, as of August 31, 2017)

### Title Insurance

Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG FY2017
					FY2017	FY2018	FY2017	FY2018	FY2017	FY2018	
Fidelity National Financial, Inc.	\$13,161	\$15,917	\$10,133	16.0%	0.8x	0.8x	4.8x	5.4x	15.8x	15.4x	NA
Old Republic International Corporation	\$4,929	\$6,260	\$6,086	12.7%	1.1x	1.1x	NA	NA	17.3x	12.9x	1.3
First American Financial Corporation	\$5,432	\$5,004	\$5,795	11.6%	1.0x	0.9x	7.9x	6.8x	15.1x	14.2x	NA
Stewart Information Services Corporation	\$857	\$857	\$2,013	6.8%	0.5x	0.4x	6.6x	5.2x	16.7x	12.7x	NA
<b>Median</b>				<b>12.1%</b>	<b>0.9x</b>	<b>0.9x</b>	<b>6.6x</b>	<b>5.4x</b>	<b>16.3x</b>	<b>13.5x</b>	<b>1.3</b>
<b>Mean</b>				<b>11.8%</b>	<b>0.8x</b>	<b>0.8x</b>	<b>6.4x</b>	<b>5.8x</b>	<b>16.2x</b>	<b>13.8x</b>	<b>1.3</b>

### Multi-Line Insurance

Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG FY2017
					FY2017	FY2018	FY2017	FY2018	FY2017	FY2018	
Allianz SE	\$95,606	\$119,957	\$124,507	13.3%	0.9x	0.9x	8.9x	8.7x	12.4x	11.7x	2.8
AXA SA	\$69,998	\$108,414	\$149,605	6.7%	0.9x	0.9x	11.5x	12.0x	10.4x	9.7x	2.3
American International Group, Inc.	\$54,638	\$84,525	\$49,873	10.0%	1.8x	1.8x	NA	NA	19.4x	12.2x	1.1
Zurich Insurance Group AG	\$44,825	\$53,806	\$67,248	9.1%	1.1x	1.1x	8.7x	8.9x	14.5x	12.5x	5.5
The Allstate Corporation	\$32,703	\$40,314	\$37,520	12.5%	1.3x	1.3x	NA	NA	16.0x	13.3x	1.2
American Financial Group, Inc.	\$8,962	\$9,115	\$6,492	17.8%	2.3x	2.2x	NA	NA	17.7x	15.6x	2.4
Genworth Financial, Inc.	\$1,712	\$5,747	\$8,742	9.7%	0.7x	0.7x	NA	NA	3.2x	3.6x	0.7
<b>Median</b>				<b>10.0%</b>	<b>1.1x</b>	<b>1.1x</b>	<b>8.9x</b>	<b>8.9x</b>	<b>14.5x</b>	<b>12.2x</b>	<b>2.3</b>
<b>Mean</b>				<b>11.3%</b>	<b>1.3x</b>	<b>1.2x</b>	<b>9.7x</b>	<b>9.8x</b>	<b>13.4x</b>	<b>11.2x</b>	<b>2.3</b>

### P&C Specialty

Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG FY2017
					FY2017	FY2018	FY2017	FY2018	FY2017	FY2018	
Markel Corporation	\$14,635	\$14,890	\$5,828	16.5%	2.7x	2.5x	NA	NA	NM	37.0x	NA
W. R. Berkley Corporation	\$8,082	\$9,820	\$7,721	14.9%	1.6x	1.6x	NA	NA	28.2x	21.5x	4.4
Assurant, Inc.	\$5,165	\$5,454	\$6,739	12.8%	0.9x	0.9x	NA	NA	29.1x	14.2x	0.8
ProAssurance Corporation	\$2,844	\$3,153	\$891	23.8%	3.8x	3.7x	NA	NA	27.8x	26.4x	0.9
AmTrust Financial Services, Inc.	\$2,428	\$4,169	\$5,879	8.2%	0.8x	0.8x	NA	NA	10.4x	7.2x	0.9
RLI Corp.	\$2,357	\$2,485	\$802	16.0%	3.4x	3.4x	NA	NA	37.5x	29.8x	NA
Argo Group International Holdings, Ltd.	\$1,814	\$2,178	\$1,693	14.4%	1.3x	1.2x	NA	NA	74.8x	15.3x	2.2
The Navigators Group, Inc.	\$1,646	\$1,841	\$1,239	11.0%	1.6x	1.5x	NA	NA	23.1x	22.3x	2.2
Amerisafe, Inc.	\$1,035	\$981	\$379	24.9%	3.1x	3.1x	NA	NA	19.7x	19.9x	1.7
Global Indemnity Limited	\$711	\$922	\$522	16.4%	NA	NA	NA	NA	NA	NA	NA
<b>Median</b>				<b>15.4%</b>	<b>1.6x</b>	<b>1.6x</b>	<b>NA</b>	<b>NA</b>	<b>28.0x</b>	<b>21.5x</b>	<b>1.7</b>
<b>Mean</b>				<b>15.9%</b>	<b>2.1x</b>	<b>2.1x</b>	<b>NA</b>	<b>NA</b>	<b>31.3x</b>	<b>21.5x</b>	<b>1.9</b>

Source: Capital IQ



## Stock Comparables – Insurance Sub-Sectors

(All figures in US Dollars. Figures in millions, except per share data, as of August 31, 2017)

### Insurance Brokers

Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG
					FY2017	FY2018	FY2017	FY2018	FY2017	FY2018	
Marsh & McLennan Companies, Inc.	\$40,018	\$44,774	\$13,703	23.9%	3.3x	3.1x	13.5x	12.5x	21.2x	19.4x	1.8
Aon plc	\$35,411	\$38,061	\$11,935	21.6%	4.0x	3.8x	16.2x	14.2x	22.0x	17.8x	1.9
Willis Towers Watson Public Limited Comp	\$19,938	\$23,449	\$7,898	19.9%	3.1x	3.0x	13.1x	11.8x	19.1x	16.4x	2.0
Arthur J. Gallagher & Co.	\$10,431	\$13,022	\$5,885	15.3%	2.3x	2.1x	13.8x	12.1x	21.0x	18.8x	2.1
Brown & Brown, Inc.	\$6,286	\$6,641	\$1,817	31.7%	3.9x	3.8x	12.6x	12.1x	26.5x	24.6x	3.3
Jardine Lloyd Thompson Group plc	\$3,142	\$3,734	\$1,730	16.6%	2.4x	2.2x	NA	NA	22.2x	17.5x	0.8
<b>Median</b>				<b>20.7%</b>	<b>3.2x</b>	<b>3.1x</b>	<b>13.5x</b>	<b>12.1x</b>	<b>21.6x</b>	<b>18.3x</b>	<b>1.9</b>
<b>Mean</b>				<b>21.5%</b>	<b>3.2x</b>	<b>3.0x</b>	<b>13.8x</b>	<b>12.5x</b>	<b>22.0x</b>	<b>19.1x</b>	<b>2.0</b>

### Online Information Providers

Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG
					FY2017	FY2018	FY2017	FY2018	FY2017	FY2018	
Moneysupermarket.com Group PLC	\$2,211	\$2,188	\$421	34.3%	5.1x	4.8x	13.4x	12.4x	19.6x	17.8x	2.0
Bankrate, Inc.	\$1,231	\$1,340	\$477	21.2%	2.7x	2.4x	10.5x	9.5x	19.7x	16.8x	2.0
eHealth, Inc.	\$450	\$384	\$177	(2.4%)	2.4x	2.2x	NM	NM	NM	NM	NM
iSelect Limited	\$297	\$234	\$142	13.1%	NA	1.3x	NA	7.9x	NA	18.5x	NA
QuinStreet, Inc.	\$243	\$194	\$314	0.1%	NA	0.8x	NA	10.7x	NA	67.0x	NA
<b>Median</b>				<b>13.1%</b>	<b>2.7x</b>	<b>2.2x</b>	<b>12.0x</b>	<b>10.1x</b>	<b>19.6x</b>	<b>18.1x</b>	<b>2.0</b>
<b>Mean</b>				<b>13.3%</b>	<b>3.4x</b>	<b>2.3x</b>	<b>12.0x</b>	<b>10.1x</b>	<b>19.6x</b>	<b>30.0x</b>	<b>2.0</b>

### P&C Insurance

Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG
					FY2017	FY2018	FY2017	FY2018	FY2017	FY2018	
Chubb Limited	\$65,819	\$80,373	\$32,415	21.2%	3.1x	3.0x	NA	NA	20.7x	14.2x	1.7
The Travelers Companies, Inc.	\$33,439	\$40,031	\$28,518	17.2%	1.7x	1.6x	NA	NA	17.7x	13.9x	2.2
The Progressive Corporation	\$27,047	\$30,771	\$25,823	9.5%	1.2x	1.1x	NA	NA	21.0x	17.2x	1.2
The Hartford Financial Services Group, Inc.	\$19,698	\$24,990	\$18,524	6.9%	1.3x	1.3x	NM	NM	15.0x	11.8x	1.1
Cincinnati Financial Corporation	\$12,600	\$12,837	\$5,633	15.8%	2.0x	2.0x	NA	NA	26.2x	23.0x	NM
RSA Insurance Group plc	\$8,646	\$8,854	\$9,125	11.0%	1.0x	0.9x	NA	NA	13.8x	12.2x	1.5
The Hanover Insurance Group, Inc.	\$4,161	\$4,630	\$5,023	6.8%	1.0x	0.9x	NA	NA	25.6x	14.0x	NM
Mercury General Corporation	\$3,179	\$3,290	\$3,296	3.6%	1.0x	1.0x	NA	NA	30.9x	22.4x	1.1
Selective Insurance Group, Inc.	\$2,942	\$3,372	\$2,419	13.2%	1.6x	1.5x	NA	NA	19.0x	17.9x	1.3
Employers Holdings, Inc.	\$1,366	\$1,344	\$792	19.2%	1.8x	1.8x	NA	NA	19.4x	19.6x	1.8
State Auto Financial Corporation	\$1,041	\$1,114	\$1,418	4.7%	0.8x	0.9x	NA	NA	NM	19.2x	NA
<b>Median</b>				<b>11.0%</b>	<b>1.3x</b>	<b>1.3x</b>	<b>NA</b>	<b>NA</b>	<b>20.1x</b>	<b>17.2x</b>	<b>1.4</b>
<b>Mean</b>				<b>11.7%</b>	<b>1.5x</b>	<b>1.5x</b>	<b>NA</b>	<b>NA</b>	<b>20.9x</b>	<b>16.9x</b>	<b>1.5</b>

Source: Capital IQ

## Recent Updates – Insurance



### ***SME INSURANCE TO BE DISRUPTED BY DIRECT ONLINE PLAYERS***

Online distributors, chatbots, and comparison tools have already established themselves as gamechangers in the personal insurance space. Now, they are beginning to redefine the SME insurance space.

Tech-driven direct insurers score over traditional players in their ability to serve a larger customer pool with greater cost-effectiveness by combining various business risks faced by SMEs. Chatbots and artificial intelligence mechanisms offer greater efficiency and service standards in client-facing functions than human advisors. For example, Allstate's platform enables SME customers to buy a policy in close to five minutes, which is unheard of in the SME insurance space.

With their ability to implement extreme efficiency in customer-facing processes, chatbots are tipped to displace human agents in the coming years.

Several players are emerging in the conventional online insurance space, where they leverage analytics and digitization to provide a simple and convenient customer experience. There are also hybrid models, such as the community model. In this model, members can buy themselves an insurance cover from a captive that they jointly own.



### ***LEGACY PLAYERS DEFENDING THEIR TURF BY INVESTING IN TECH TO MAXIMIZE CUSTOMER EXPERIENCE***

The advent of online distributors has shaken up the insurance market. The “exclusive club” of insurance companies, most of who have been in business for over a century, are finding it hard to compete with online players on price. They are mounting their defense by reaching into their deep pockets and aggressively investing in technologies that can be used to maximize customer experience.

Several legacy insurers have either partnered with tech companies, or invested in tech companies through their venture arms. According to CB Insights, insurance tech investments account for 17% of all deals made by insurers. Most of the remaining 83% are also tech deals that have strong synergies with insurance. Investments have largely been made in analytics, and digitization technologies.

Companies are using technology to capture and analyze various kinds of customer data, including social media patterns. IoT and wearables, for example, are being used to collect personal health data. They are using the resulting insights to develop customer-centric products and marketing programs. Digitization is being used to improve decision making and to design customer interaction channels that match the ones that customers have become used to in industries that are ahead of insurance on the digital adoption curve.

Analytics and automation are also being harnessed for operational and internal process improvements, which, in turn, help companies deliver more customer-focused products and services, at lower costs and with shorter delivery times.



### ***INSURERS INCREASINGLY USING AUTOMATION, AI, AND IOT FOR COMPLEX PROCESSES***

Insurers have been using automation techniques for many years, but until now, their use was limited to repetitive back office processes or processes where decision making could be made rule-based. With advances in automation technologies, such as artificial intelligence, machine learning, natural language classification, and computer vision, insurers are now beginning to even automate middle-office processes and complex processes that require hands-on decision making.

Automating complex processes is helping companies reduce operating costs and expedite dilatory processes, such as claims processing.

Automation is being used across the spectrum - right from using drones to capture aerial images for property assessment to automatically verifying claims based on real-time data collected through telematics.

San Francisco-based startup, Metromile, for instance, offers pay-per-mile auto insurance. The premiums are automatically adjusted based on the miles that the car was driven. The company provides all its customers a free GPS telematics device and driving app that measure miles driven and collect data related to routes used and car diagnostics.





## Latest updates from the Insurance industry

### ***NAIC creates Innovation and Technology (EX) Task Force***

National Association of Insurance Commissioners (NAIC), the US standard-setting and regulatory support organization for the insurance industry, created an Insurance and Technology Task Force on March 17, 2017. The objective behind setting up this task force is to support the growing adoption of technology in the insurance sector. ITTF will act as a forum for discussing innovative ways in which technologies like automation, data analytics, and AI can be used in the insurance industry to improve processes, reduce costs, and enhance customer experience. The task force will also monitor developments in insurance technology and related areas like cybersecurity and data collection; and provide recommendations to state regulators based on its observations. This task force will directly report to NAIC's executive committee.

### ***Insurance broker JLT Specialty partners with IoT company to reduce agricultural injuries***

The US subsidiary of JLT Speciality, a leading provider of specialty insurance brokerage services, has partnered with Altumai, a pioneer in IoT and advanced analytics-enabled solutions, to explore ways of harnessing IoT to promote the safety of agricultural workers. The partnership will also look at ways in which IoT wearables can be used to understand the causes of worker illness and injury, and reduce long term consequences of physically demanding jobs.

### ***Majority of top personal auto insurers adopt smartphone-based technology***

Most of the top 10 US personal auto insurers embraced smartphone-based systems for their telematics programs, according to a research conducted by S&P Global Market Intelligence. Telematics in cars allow insurers to track driving patterns of their customers, detect crashes, and provide driver coaching. For instance, Metromile is a San Francisco-based startup that offers pay-per-mile insurance that adjusts the rates based on the number of miles driven. It offers its customers a free GPS telematics device and driving app that measures miles driven and collects data on driving behaviors. Carriers monitor this data and create usage-based policies for their customers. As a result, the premiums will be priced differently depending on the driving behavior.

### ***American International Group (AIG) issues first Blockchain insurance policy***






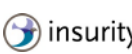


In an effort to keep up with the technological advancements in the insurance sector, more and more companies are mulling over using blockchain technology to make selling, writing, and administering insurance contracts transparent. AIG has launched a first of its kind smart insurance contract using blockchain ledger technology in partnership with IBM. This contract has been formed for the Standard Chartered Bank. The industry-wide belief that blockchain has immense advantages from transparency to automation has been taken one step ahead by AIG. Through this new offering, policy data and documentation will can now be updated in real time. This move may encourage other companies to embrace the same technology soon.

### ***InsureTech could decimate costs: Lemonade CEO***

Daniel Schreiber, the CEO and co-founder of online P2P insurance company, Lemonade, said at a conference in New York that the costs in the industry could be slashed by a factor of ten. He added that new entrants to the market had a significant advantage over incumbent insurers because they are legacy free, which in turn is empowering. "We've got a much easier job than traditional insurance companies," said Schreiber. "Starting from scratch and being legacy free is incredibly empowering." This provides new entrants a chance to adopt newer technologies and improve their business processes faster in response to changing technologies and become more efficient. According to Business Insider, 90% of the incumbent companies feel that the new entrants will take some of their business.















## Deal Activity – Insurance

### Highlighted M&A Transactions

Date	Target	Acquirer	Sector	Value (\$mm)
5/15/17			Multi-line Insurance	\$110
5/3/17			Insurance Brokers	\$55
1/26/17			Application Software	NA
1/23/17			Application Software	NA

- Insurance industry incumbents pushed into making technology investments to compete with online distributors.
- Insurers unsure on how to go about developing new technologies internally, resulting in several insurance tech deals.
- Deal activity involving insurance tech startups rose 518% between 2012 and 2016.

### Highlighted Financing Transactions

Date	Company	Investor(s)	Series	Amount (\$mm)
5/5/17		  	Series C	\$30
4/20/17			Venture	NA
3/24/17		  	Series A	\$29
3/16/17		  	NA	\$5

- Insurance tech accounts for 17% of all deals made by insurers. Insurers picking insurance tech businesses that are focused on individual components of the value chain.
- These businesses not only possess great potential, but also are available at reasonable valuations.

### Larger insurance players driving deals

M&A activity in the insurance tech segment has been strong in recent quarters, as industry incumbents are realizing the importance of a technology revolution in the insurance industry. Several new startups are rising in the insurance tech space.

While warming up to the idea of a tech-based business overhaul, most insurance companies are uncertain on how to go about this overall internally. This is mainly because the insurance value chain has several components, all of which require a technological transformation. Investing in the in-house transformation of such a fragmented business can be expensive and hard to manage.

To overcome these challenges, companies are picking and choosing young businesses from the insurance tech universe that are focused on individual components of the value chain.

Although these businesses hold great promise, being young, many of them can be acquired at reasonable valuations. As a result, incumbents are finding acquiring tech capabilities inorganically more efficient than developing them in-house. Consequently, deal volumes in the insurance space have increased and insurance tech accounts for 17% of all deals made by insurers. According to CB Insights, deal activity involving insurance tech startups rose 518% between 2012 and 2016.

## M&A Transaction Activity Summary – Insurance

Date	Target	Acquirer(s)	Sector	EV (\$mm)
5/15/17 Transaction Profiled			Multi-line Insurance	\$110
5/8/17			Insurance Brokers	\$560
5/3/17 Transaction Profiled			Insurance Brokers	\$55
4/27/17			Auto Parts and Equipment	\$115
4/25/17			Internet Software and Services	NA
3/17/17		 	Insurance Brokers	\$4,300
2/15/17			Property and Casualty Insurance	\$102
1/26/17 Transaction Profiled			Application Software	NA
1/23/17 Transaction Profiled			Application Software	NA

Source: Capital IQ

## M&A Transaction Activity Summary – Insurance

Date	Target	Acquirer(s)	Sector	EV (\$mm)
8/2/17	 <b>OnSource</b> INFORMATION IN FOCUS	<b>GENPACT</b> GENERATING IMPACT™	Property and Casualty Insurance	NA
5/15/17 Transaction Profiled	 <b>HAMILTON</b> INSURANCE GROUP	 <b>AIG</b>	Multi-line Insurance	\$110
5/8/17	 <b>ONEDIGITAL</b> HEALTH AND BENEFITS	 <b>NMC</b>	Insurance Brokers	\$560
5/3/17 Transaction Profiled	 <b>BrightClaim</b>	<b>GENPACT</b> GENERATING IMPACT™	Insurance Brokers	\$55
4/27/17	 <b>AUTOMATIC</b>	 <b>SiriusXM</b> SATELLITE RADIO	Auto Parts and Equipment	\$115
4/25/17	 <b>R</b> RISKMATCH	 <b>Vertafore</b>	Internet Software and Services	NA
3/17/17	 <b>USI</b> INSURANCE SERVICES	 <b>CDPQ</b> <b>KKR</b>	Insurance Brokers	\$4,300
2/15/17	 <b>STONE RIVER</b> a <b>SAPIENS</b> company	<b>SAPIENS</b>	Property and Casualty Insurance	\$102
1/26/17 Transaction Profiled	 <b>VALEN</b> ANALYTICS	 <b>insurity</b>	Application Software	NA
1/23/17 Transaction Profiled	 <b>ARIUM</b> RISK ARCHITECTURE	 <b>verisk</b> Analytics	Application Software	NA

Source: Capital IQ



## Key M&A Deal Profiles – Insurance

### American International Group (AIG) acquires Hamilton USA

#### Target Company Overview



Hamilton U.S. Holdings, Inc., through its subsidiaries offers line insurance products and services. The company is based in Princeton, New Jersey. Hamilton U.S. Holdings, Inc. operates as a subsidiary of Hamilton Insurance Group, Ltd.

#### Products and Services Offered

- For small commercial enterprises
  - Excess and surplus product
  - Miscellaneous professional liability insurance
- The Hamilton at Lloyd's suite of products includes a wide range of insurance and reinsurance solutions for clients.

#### Acquisition Details



American International Group, Inc. entered into a memorandum of understanding to acquire Hamilton U.S. Holdings, Inc. from Hamilton Insurance Group, Ltd. for approximately \$110 million on May 15, 2017.

#### Transaction Rationale

The transaction is in line with AIG's commitment to continue accelerating its application of data science and analytics to transform underwriting and keep pace with the technological advancement the industry is going through.

### Genpact acquires BrightClaim LLC

#### Target Company Overview



BrightClaim LLC provides end-to-end claims solutions to the Property and Casualty Insurance industry for Auto and Property type claims. BrightClaim, Inc. was founded in 2004 and is based in Atlanta, Georgia.

#### Products and Services Offered

- Property field services
- Contents services
- Catastrophe services
- Warranty
- Liability adjusting services
- BrightServ

#### Acquisition Details



Genpact Limited acquired BrightClaim, Inc. for \$55 million from Century Focused Fund III, L.P. fund of Century Equity Partners and others on May 3, 2017. In the transaction, Genpact Limited also acquired BrightClaim, Inc's associated company National Vendor, Inc. As part of this transaction, Genpact acquired delivery centers in Atlanta, GA and Austin, TX, increasing its U.S. footprint.

#### Transaction Rationale

With this acquisition, Genpact will help carriers simplify and bring more transparency to the claims process through digital technologies such as mobility, artificial intelligence, and dynamic workflow that enables the customer to participate in their own claims journey – while big data and analytics are integrated to enable better decision making and fraud detection to improve overall claims accuracy.



## Key M&A Deal Profiles – Insurance

### Insurity announced the acquisition of Valen Analytics

#### Target Company Overview

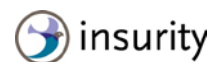


Valen Technologies, Inc. provides predictive analytic solutions to the property and casualty insurance market in cloud based computing environments. Its solutions offer portfolio management analytics, real time performance indicators, state-of-the-art visual analytics, and reporting dashboard features. The company was founded in 2002 and is based in Denver, Colorado.

#### Products and Services Offered

The company offers solutions under two segments, commercial lines that serve workers' compensation, commercial auto, business owner package, and commercial package customers and personal lines that serve homeowners and personal auto customers. The company's solutions include an Underwriting solution and an InsureRight platform.

#### Acquisition Details



Insurity, Inc. acquired Valen Technologies, Inc. on January 26, 2017. Pursuant to the transaction, the Valen brand will be retained with the organization, operating as Valen Analytics, an Insurity company.

#### Transaction Rationale

Valen will enable Insurity to take advantage of its leading predictive analytics capability which P&C insurance carriers are increasingly demanding. Predictive analytics will help drive better decision making. Combined capabilities will dramatically improve underwriting performance and will give insurers the confidence to leverage the real-time risk selection and pricing tools needed to offer a seamless digital experience for policyholders.

### Verisk Analytics, Inc., Acquires Arium

#### Target Company Overview



Arium Limited develops risk modeling solutions primarily for the reinsurance industry. The company offers its tools for insurance and reinsurance brokers, underwriters, and risk managers to improve their understanding of business being written; analyze the risk drivers in their line of business; set benchmarks for future risk analysis; and anticipate the future profitability of particular areas.

#### Product and Services Offered

The company develops casualty analytics platform, a liability exposure management tool that helps underwriters and management understand and manage casualty risk; CASUS, a catastrophic accumulation model that helps users anticipate and quantify loss of life from a single event for life and health insurance; and receivables model to identify high risk debts to insurers and regulators.

#### Acquisition Details












Verisk Analytics, Inc. announced on January 23, 2017 that it has acquired Arium. Arium will become part of AIR Worldwide (AIR), a Verisk Analytics business.

#### Transaction Rationale

The acquisition will enable AIR to provide its clients with additional modeling solutions and analytics for the casualty market.

## Financing Transaction Activity Summary

Date	Target	Sector	Amount (\$mm)	Series	Investor(s)
6/22/17		Specialized Consumer Services	\$18	Series C	  
6/1/17		Health Insurance	\$160	Series B	  
5/25/17		Property insurance	\$5	Series A	  
5/15/17		Insurance Brokers	NA	Series B	
5/5/17 Transaction Profiled		Online Insurance Marketplace	\$30	Series C	  
4/20/17 Transaction Profiled		Property and Casualty Insurance	NA	Venture	
3/24/17 Transaction Profiled		SME online Insurance	\$29	Series A	  
3/16/17 Transaction Profiled		Online Auto Insurance	\$5	NA	  
9/21/16		Property and Casualty Insurance	\$50	Series A	

## Key Financing Deal Profiles – Insurance

### PolicyGenius raises \$30 million in Series C funding

#### Target Company Overview



PolicyGenius Inc. operates as an insurance broker. The company offers insurance products, such as life, health, long term disability, pet, and renters insurance. The company also provides online insurance check up services. PolicyGenius Inc. was incorporated in 2012 and is based in New York, New York.

#### Products and Services Offered

- 1) Online quoting and comparison of:
  - Renters Insurance
  - Health Insurance
  - Life Insurance
  - Pets Insurance
  - Disability Insurance
  - Auto Insurance
  - Travel Insurance and many more policies
- 2) Insurance check-up

#### Financing Details

NORWEST VENTURE PARTNERS



On May 24, 2017 PolicyGenius Inc. announced that it has received \$30 million in its series C round of funding led by new investor, Norwest Venture Partners. The transaction included participation from nine investors including new investor Fika Ventures, existing investors Revolution Ventures, Karlin Ventures, LLC, Susa Ventures, a fund managed by Susa Ventures, L.P., AXA Strategic Ventures, Transamerica Ventures, LLC and MassMutual Ventures LLC.

#### Use of Funds

PolicyGenius Inc. will use the proceeds to solidify its position as the leader in insurance shopping and financial protection planning, to expand its individual product lines and consumer insurance platform, hire across the organization and build out partnerships, for general working capital purposes and payment of salaries and other fees to officers.

### Next Insurance startup raises \$29 million in Series A funding

#### Target Company Overview

next insurance

Next Insurance, is a digital insurance company for small to medium businesses through partnerships with various insurance companies. It simplifies insurance sign up and creates tailored policies.

#### Product and Services Offered

The products it offers include small business insurance, handyman insurance, photographer insurance, yoga insurance, personal trainer insurance among others through partnerships with insurance carriers.

#### Financing Details



Munich RE



Next Insurance raised \$29 million in Series A funding. The round was led by Munich Re/HSB Ventures, the venture capital arm of German insurance company Munich Re.

#### Use of Funds

Next will use the funding to continue building its own insurance products and expand its offering to new business sectors.

## Key Financing Deal Profiles – Insurance

### Lemonade receives strategic investment from Allianz

#### Target Company Overview



Lemonade Inc. provides peer-to-peer insurance services. It is a licensed insurance carrier, offering homeowners and renters insurance powered by artificial intelligence and behavioral economics. The company was founded in 2015 and is based in New York, New York.

#### Products and Services Offered

Lemonade allows consumers to select a charity from a list. The company then pays claims, but sends any excess funds from the insurance pool at the end of the year to the charity of its customer's choice.

#### Financing Details



Lemonade Inc. announced that it has received an equity round of funding from new investor Allianz SE (DB:ALV) on April 20, 2017.

#### Use of Funds

Allianz's investment would help Lemonade to expand in both its US home market and abroad. Allianz will be able to leverage Lemonade's products or user interface.

### Next Insurance startup raises \$29 million in Series A funding

#### Target Company Overview



Insurify, Inc. operates an online car insurance shopping platform. Currently available in 48 states, Insurify has partnered with the largest agencies and carriers in the US to quote 102 carriers in real-time, more than any other online platform for car insurance shopping. The company was incorporated in 2013 and is based in Cambridge, Massachusetts.

#### Product and Services Offered

Insurify is the first intelligent virtual insurance agent for car insurance shopping that uses predictive modeling and advanced analytics to simplify shopping for car insurance.

#### Financing Details












Insurify, Inc. announced that it has received \$4.6 million in a round of funding led by new investor MassMutual Ventures LLC on March 16, 2017. The transaction involved participation from new investor Nationwide Ventures, LLC, existing investors, Rationalwave Capital Partners, George Kassabgi, and Giorgos Zacharia.

#### Use of Funds

Insurify, Inc. will use the proceeds to fuel its rapid growth and transform the insurance shopping experience with artificial intelligence.



## IPO Activity Summary – Insurance

Company	IPO Date	Amount Raised (\$mm)	IPO Price	Current Market Price	Total Return
 ASR nederland	6/9/16	\$1,153	\$22.09	\$29.52	33.6%
 HealthEquity Building Health Savings	7/6/15	\$127	\$14.00	\$49.83	255.9%
 PATRIOT NATIONAL, INC.	1/15/15	\$116	\$14.00	\$1.85	(84.9%)
 trupanion Medical insurance for your pet.	7/17/14	\$71	\$10.00	\$22.20	123.8%
 TriNet	3/26/14	\$240	\$16.00	\$32.99	104.6%
 BENEFITFOCUS	9/17/13	\$131	\$26.50	\$35.20	37.2%
 iSelect always get it right	6/24/13	\$199	\$1.71	\$1.56	17.6%
 GUIDEWIRE	1/24/12	\$115	\$13.00	\$70.50	428.5%
 Bankrate	6/16/11	\$300	\$15.00	\$13.90	(14.3%)
 QUIN STREET	2/10/10	\$150	\$15.00	\$3.97	(72.2%)

Source: Capital IQ and market data as of June 30, 2017



## Select Wall Street Research Updates and Commentary

### Update from PiperJaffray, June 2017



We see the potential for a \$1B+ business generating mid-30% operating and FCF margins within 5 years driven by GWRE's offerings as they stand today and without the need for increasingly complex M&A. In our minds, GWRE will eclipse the \$1B revenue barrier early in FY22 (~5 years away) which implies a 15% CAGR.

### Update from Craig-Hallum, May 2017



Ebix posted \$79.1 million (up 11% y/y) in revenue compared to our \$81.0 million estimate, while EPS of \$0.85 was well ahead of our \$0.76 non-GAAP estimate. The revenue was disappointing and an unusual miss compared to our estimates. The team noted that their continuing education products drove less revenue sequentially as it appears doctors had a larger end of year budget flush in Q4 than was perceived.

### Update from J.P.Morgan, June 2017



What was new at the 27 June management presentations in Munich is that the group margins are so high that Allianz has decided to trade off some margin for more topline growth. Allianz presented on this at AGI (part of its AM business) which is investing its surplus earnings growth to grow its business in alternatives, and also on German nonlife.

### Update from J.P.Morgan, June 2017



We expect would be a small positive impact on insurers in Switzerland if the referendum on 24 September approves the proposed reform of BVG mandatory group pensions. The reform would increase current contributions for all employees and reduce future pensions for those born after 1973; it would benefit both employers, who still fund 80% of private employee pensions through linked Pensionskassen, and insurers who account for the remaining 20%. We use this opportunity to highlight that the group pension business is relatively profitable, particularly now that insurers are shifting more to an off-balance sheet business model. We rate AXA Overweight; Swiss Life (the market leader) and Baloise Neutral.

### Update from Barrington Research, June 2017



The company announced a new suite of 401(k) services with the ability to integrate with HSAs and other consumer-driven health accounts. HQY will initially offer two health and wealth solutions – a full-scope 401(k) that reduces costs, risk and compliance workload for employers, and one that connects existing retirement plan solutions from third parties to HealthEquity's HSA. The acquisition of BenefitGuard LLC was made in support of these initiatives.

# Appendix – Coverage Universe Components

Coverage universe for various sectors is as follows.

## 1 Payments:

ADS, FLT, ENXTPA:EDEN, WEX, FIS, FISV, JKHY, ACIW, EPAY, V, MA, AXP, PYPL, SHOP, ENXTAM:GTO, DBD, CATM, MB, EVRI, PMTS, BOVESPA:CIEL3, FDC, GPN, TSS, VNTV, SQ, LSE:WPG, XTRA:WDI, ENXTPA:WLN, DLX, LSE:PAYS, TSE:3769, QIWI, EVTC, LSE:PAY, UEPS, NEWT, JTPY, ENXTPA:ING, NCR, SZSE:002152, PAY, SEHK:327, AIM:SCH, PAR, WU, EEFT, HAWK, GDOT, MGI, ASX:OPX, PLPM

## 2 Bank Technology:

FIS, FISV, JKHY, SWX:TEMN, BSE:532466, TSE:6457, QTWO, SGX:5CP, EPAY, OTCPK:CSVI, BSE:538835, SWX:CLXN, AIM:MONI, LSE:EXPN, EFX, TRU, OM:IJ, FICO, FNF, ZG, CSGP, ELLI, CLGX, BKFS, LSE:ZPG, STC, TSX:REAL, ASP, REIS, ENXTAM:WKL, PEGA, DNB, ENXTPA:SOP, WSE:ACP, MITK, AIM:SQS, NTWK, INTC, IBM, AXP, PYPL, FDC

## 3 Specialty Finance / Alternative Lending:

NAVI, NNI, PRAA, ECPG, PRGX, PFMT, ASFI, CIT, CACC, NEWS, MRLN, TSX:CHW, ASX:ZML, CPSS, COF, SYF, DFS, SLM, LSE:PFG, SC, OMF, FCFS, AAN, LSE:TCS, SGBK, WRDL, LSE:IPF, TBBK, EZPW, RM, OB:MONO-ME, ATLC, URI, AL, TSX:EFN, TGH, RCI, ASX:FXL, CAI, FLY, NSM, CASH, PHH, PFSI, OCN, WAC, LC, TREE, YRD, DB:FRU, ENVA, XRF, ELVT, ONDK, DB:MBC

## 4 Securities:

BGCP, LSE:NXX, LSE:IGG, IBKR, ENXTAM:FLOW, KCG, VIRT, ITG, ENXTPA:VIL, INTL, SWX:CFT, BMV:FINAMEX O, WFC, BAC, C, LSE:HSBA, ASX:CBA, TSX:RY, TSX:TD, ENXTPA:BNP, USB, AXP, LSE:LLOY, PNC, ASX:NAB, TSX:BMO, LSE:BARC, SEHK:11, LSE:RBS, SGX:D05, TSX:CM, NSEI:ICICIBANK, MTB, BIT:MB, UMBF, LSE:CBG, FII, NSEI:IIFL, XTRA:COM, CME, ICE, SEHK:388, XTRA:DB1, LSE:LSE, BOVESPA:BVMF3, NDAQ, CBOE, ASX:ASX, SGX:S68, ENXTPA:ENX, BME:BME, TSX:X, SPGI, TSX:TRI, MCO, INFO, MSCI, FDS, ENXTPA:FIM, MORN, NSEI:CRISIL, VALU, JPM, GS, MS, SWX:UBSG, DB:DBK, SWX:CSGN, ASX:MQG, TSE:8604, RJF, LAZ, SF, PJC, GHL, COWN, AMEX:LTS, AIM:NUM, JMP, BLK, BK, BEN, NTRS, AMP, TROW, IVZ, LSE:HL, LSE:INVP, JHG, AB, CNS, WDR, APAM, WETF, VRTS, SCHW, AMTD, ETFC, MKTX, TSE:8628, AIM:PLUS, TSE:8698, YIN, LSE:CMCX, SWX:SQN, GCAP, GLBR, STT, BR, SEIC, ASX:CPU, DST, LPLA, LSE:TCAP, FNGN, ENV, LSE:SNN, ASX:BVS, ENXTAM:KA, SSNC, CPSE:SIM, LSE:ALFA, ASX:IRE, LSE:FDSA, AIM:FDP, ENXTPA:LIN, AIM:SOG

## 5 Insurance:

LSE:REL, VRSK, DNB, ACXM, MMC, AON, WLTW, AJG, BRO, LSE:JLT, MET, PRU, CI, TSX:MFC, AFL, LSE:AV, TSX:GWO, TSX:SLF, LSE:LGEN, PFG, LNC, SWX:SLHN, LSE:SL, ENXTAM:AGN, TMK, PRI, ANAT, LSE:HSD, DB:ALV, ENXTPA:CS, AIG, SWX:ZURN, ALL, AFG, GNW, LSE:MONEY, RATE, EHTH, ASX:ISU, QNST, CB, TRV, PGR, HIG, CINF, LSE:RSA, THG, MCY, SIGI, EIG, STFC, MKL, WRB, AIZ, AWH, PRA, AFSI, RLI, AGII, OB, NAVG, AMSF, GBLI, GWRE, EBIX, SPNS, CRD.B, AMEX:MJCO, TSXV:SY, PN, FNF, ORI, FAF, STC

## 6 BPO:

ENXTPA:RCF, CVG, TTEC, SYKE, SRT, ESRX, ATHN, HQY, BOVESPA:QUAL3, MDRX, HMSY, QSII, CSLT, CPSI, RCM, ADP, PAYX, ULTI, WAGE, TNET, CSOD, NSP, BNFT, ACN, NSEI:TCS, CTSH, NSEI:INFY, DXC, BSE:507685, NSEI:HCLTECH, ENXTPA:CAP, ENXTPA:ATO, DOX, OTEX, NSEI:TECHM, CACI, EXLS, WNS, CALD, SYNT, BSE:532819, NSEI:HEXAWARE, VRTU, UIS, VDSI, LSE:MCGN, BIT:BET, TSX:GIB.A, LSE:CPI, G, BSE:526299, CSGS, BSE:532809, AIM:IBPO, PRGX

## 7 Financial Management Solutions:

INTU, LSE:SGE, BL, COUP, ASX:RKN, TYL, PEGA, ASX:TNE, QADA, AMSW.A, LSE:MCGN, NSEI:RAMCOSYS, ADP, PAYX, WDAY, ULTI, HRB, PAYC, WAGE, PCTY, CSOD, NSP, LSE:HRG

## 8 Analytics / IoT:

ORCL, DB:SAP, CRM, VMW, LSE:EXPN, OTEX, SPLK, DATA, FICO, XTRA:SOW, RP, NEWR, MSTR, CLDR, AYY, HDP, VERI, DWCH, GOOGL, MSFT, AMZN, KOSE:A005930, T, CMCS.A, VZ, QCOM, TMUS, HLSE:NOKIA, S, GRMN, LOGM, SLAB, IDCC, AMBA, GLOB, FIT, CTRL, GE, INTC, CSCO, DB:SIE, HON, TXN, TSE:6501, HPE, SWKS, RHT, ARW, PTC, ZBRA, CY, IRDM, TSX:SW, ORBC, CAMP, SSNI, IBM, LSE:REL, EFX, NLSN, VRSK, IT, TRU, DNB, TDC, CLGX, VRNT, ACXM, FORR, TSX:AIM, MATR

## 9 Healthcare Tech:

INOV, OMCL, VCRA, TRHC, STRM, CERN, DB:COP, MDRX, EVH, QSII, HSTM, AIM:EMIS, CPSI, COTV, HMSY, ATHN, AIM:CRW, RCM, SREV, UNH, AET, ANTM, HUM, CNC, WCG, NUAN, MMS, MOH, MGLN, GTS, HIIQ



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