

# QUARTERLY DEALS & MARKET ROUNDUP

## Securities

October 2018

- Asset Managers
- Alternative Trading Systems & Market Makers
- Diversified FIS
- Exchanges
- Financial Content Providers
- Investment Banks
- Investment Management
- Online Brokers
- Outsourced Financial Solutions
- Software & Solutions
- Brokerage

Specialized investment bankers at the intersection of finance and technology



## **Overview of Evolve Capital Partners**

#### **ABOUT EVOLVE CAPITAL PARTNERS**

- Evolve Capital Partners (Evolve) 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.
- Evolve 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 financial advisory services our investment banking practice provides a comprehensive suite of solutions to businesses.
- With over 30 engagements executed by its leaders, Evolve has served as a proud partner, bringing renewed value to companies at the intersection of finance and technology.
- Founded in 2012 and 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
- IndependentDirectors / Boards



## **Investment Banking Advisory**

- M&A
- StrategicAlliances
- Capital Raises and Asset Finance
- Financial Restructuring



### **Industry Focus**

Finance and Technology Firms

Securities Specialty Finance Payments BPO
Financial Services Enterprise Software Lending IoT

Financial Management Analytics Insurance B2B



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

























## **Market Summary and Key Multiples**

#### Industry Stock Market Performance of Evolve Sector Coverage

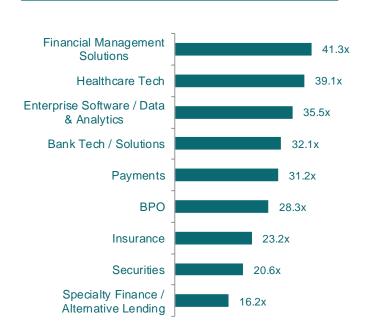
#### **Indexed Price Performance \***

Sector	3 Months	1 Year	3 Years
Bank Tech / Solutions	2.1%	20.7%	80.1%
ВРО	4.7%	30.8%	90.8%
Enterprise Software / Data & Analytics	9.7%	25.3%	69.4%
Financial Management Solutions	9.9%	39.8%	102.6%
Healthcare Tech	10.8%	40.1%	118.9%
Insurance	6.9%	11.1%	57.4%
Payments	14.1%	35.8%	84.3%
Securities	(2.1%)	6.6%	40.7%
Specialty Finance / Alternative Lending	1.7%	18.8%	54.3%

<sup>\*</sup> Equal weighting method.

#### Industry-wide Multiples and Subsector Multiples

#### Sector 2019E Price / Earnings Multiples



#### Securities 2019E Price / Earnings Multiples



Data as of October 1, 2018 Source: Pitchbook



## **Stock Comparables – Securities Sub-Sectors (1/4)**

(All figures in millions of USD, except per share data. Data as of October 1, 2018)

Alternative Trading Sy	stems & Market	Makers															
							Gro	wth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Revenu	ue:	Earnings	LTM Ma	rgins:		EV / R	evenue		EV / EBITD	Α
-	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2018 C	Y 2019	LT	Gross	EBITDA	LTM	CY 2018	CY 2019	LTM	CY 2018	CY 2019
Interactive Brokers	\$55.30	68.8%	\$22,898	NA	\$1,913	NA	13%	21%	68%	NA	NA	NA	NA	NA	NA	NA	NA
Virtu Financial	\$20.13	53.2%	\$3,833	NA	\$1,347	NA	33%	93%	NA	NA	NA	NA	NA	NA	NA	NA	NA
BGC Partners	\$7.34	68.7%	\$3,808	NA	\$1,745	NA	116%	(15%)	NA	NA	NA	NA	NA	NA	NA	NA	NA
IG Group	\$8.14	64.8%	\$3,001	\$2,534	\$792	\$395	(3%)	(4%)	13%	96%	50%	3.2x	3.7x	3.8x	6.4x	7.3x	7.8x
Flow Traders	\$28.85	62.0%	\$1,342	\$3,292	\$546	NA	(48%)	110%	21%	NA	NA	6.0x	16.1x	7.7x	NA	NA	NA
Viel & Cie	\$5.87	79.0%	\$425	\$550	\$916	\$103	NA	NA	8%	31%	11%	0.6x	NA	NA	5.4x	NA	NA
MEAN							22%	41%	28%	63%	31%	3.3x	9.9x	5.8x	5.9x	7.3x	7.8x
MEDIAN							13%	21%	17%	63%	31%	3.2x	9.9x	5.8x	5.9x	7.3x	7.8x

Asset Managers																	
							Grow	vth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Revenue	e:	Earnings	LTM Ma	rgins:		EV / R	evenue		EV / EBITD	A
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2018 CY	2019	LT	Gross	EBITDA	LTM	CY 2018	CY 2019	LTM	CY 2018	CY 2019
BlackRock	\$473.47	79.6%	\$76,016	\$75,026	\$14,460	\$6,003	0%	16%	19%	51%	42%	5.2x	6.1x	5.3x	12.5x	13.6x	12.9x
Franklin Templeton Investments	\$30.49	66.3%	\$16,070	\$7,141	\$6,409	\$2,433	(0%)	(4%)	(31%)	46%	38%	1.1x	1.1x	1.2x	2.9x	NA	NA
Invesco	\$23.01	59.9%	\$9,454	\$16,206	\$5,430	\$1,659	(21%)	2%	6%	71%	31%	3.0x	4.3x	4.3x	9.8x	10.4x	10.8x
AllianceBernstein	\$30.69	98.3%	\$3,005	NA	\$266	NA	1002%	11%	9%	NA	NA	NA	NA	NA	NA	NA	NA
Legg Mason Global Asset Manag	\$31.19	66.2%	\$2,665	\$4,638	\$3,094	\$434	7%	0%	13%	37%	14%	1.5x	1.6x	1.6x	10.7x	NA	NA
WisdomTree Investments	\$8.19	61.1%	\$1,254	\$1,505	\$252	\$58	8%	16%	(18%)	40%	23%	6.0x	6.4x	5.5x	26.0x	21.1x	28.8x
MEAN							166%	7%	(0%)	49%	29%	3.4x	3.9x	3.5x	12.4x	15.0x	17.5x
MEDIAN							4%	7%	7%	46%	31%	3.0x	4.3x	4.3x	10.7x	13.6x	12.9x

							Gre	owth Rat	tes:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM Ma	rgins:		EV / Re	evenue		EV / EBITD	Α
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2018 C	Y 2019	LT	Gross	EBITDA	LTM	CY 2018	CY 2019	LTM	CY 2018	CY 2019
INTL FCStone	\$48.51	85.1%	\$917	(\$16)	\$33,926	\$137	(96%)	NA	(27%)	3%	0%	(0.0x)	(0.0x)	NA	NMF	NA	NA
Compagnie Financière Tradition	\$103.01	94.0%	\$722	\$707	\$876	\$96	NA	NA	13%	22%	11%	0.8x	NA	NA	7.4x	NA	NA
Casa de Bolsa Finamex	\$2.34	95.8%	\$149	NA	\$23	NA	26%	(40%)	(32%)	NA	NA	NA	NA	NA	NA	NA	NA
MEAN							(35%)	(40%)	(15%)	13%	6%	0.4x	(0.0x)	NA	7.4x	NA	NA
MEDIAN							(35%)	(40%)	(27%)	13%	6%	0.4x	(0.0x)	NA	7.4x	NA	NA

Exchanges																	
							Gro	wth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	М	Reven	ue:	Earnings	LTM Ma	rgins:		EV / R	evenue		EV / EBITD	A
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2018 C	Y 2019	LT	Gross	EBITDA	LTM	CY 2018	CY 2019	LTM	CY 2018	CY 2019
CME Group	\$174.25	98.2%	\$59,351	\$61,590	\$3,959	\$3,054	1%	18%	54%	79%	77%	15.6x	16.9x	14.4x	20.2x	24.2x	20.1x
Intercontinental Exchange	\$75.25	95.9%	\$43,151	\$49,570	\$6,012	\$3,189	(22%)	7%	30%	79%	53%	8.2x	10.7x	10.0x	15.5x	16.7x	15.6x
HKEx	\$28.72	73.0%	\$35,785	\$2,178	\$1,735	\$1,230	25%	21%	7%	79%	71%	1.3x	1.3x	1.1x	1.8x	1.8x	1.5x
Deutsche Börse Group	\$133.80	94.1%	\$24,753	\$32,771	\$3,494	\$1,778	4%	1%	5%	58%	51%	9.4x	10.8x	10.7x	18.4x	18.6x	17.5x
London Stock Exchange Group	\$59.78	94.2%	\$20,812	(\$947,673)	\$2,771	\$1,332	22%	5%	NA	89%	48%	(342.0x)	(351.2x)	(333.8x)	NMF	NMF	NMF
NASDAQ	\$87.13	90.0%	\$14,334	\$17,546	\$4,162	\$1,302	(35%)	4%	30%	60%	31%	4.2x	7.2x	7.0x	13.5x	14.8x	13.4x
B3(Brazil)	\$5.66	65.9%	\$11,566	\$11,265	\$1,343	\$1,045	83%	2%	8%	78%	78%	8.4x	9.2x	9.0x	10.8x	13.6x	13.7x
Choe Global Markets	\$97.03	70.0%	\$10,850	\$11,801	\$2,677	\$745	42%	21%	28%	43%	28%	4.4x	11.8x	9.7x	15.8x	17.7x	14.1x
ASX	\$45.56	90.2%	\$8,818	\$1,792	\$640	\$479	6%	(1%)	1%	NA	75%	2.8x	3.0x	3.1x	3.7x	3.9x	4.0x
Singapore Exchange	\$5.37	83.2%	\$5,744	\$5,120	\$629	\$364	6%	3%	1%	NA	58%	8.1x	8.4x	8.1x	14.1x	NA	NA
B&M Retail	\$5.13	83.8%	\$5,132	\$5,892	\$4,013	\$379	NA	12%	58%	34%	9%	1.5x	1.6x	1.4x	15.5x	16.8x	15.6x
Euronext	\$65.86	87.1%	\$4,583	\$4,766	\$686	\$428	20%	4%	18%	84%	62%	6.9x	7.2x	6.9x	11.1x	12.9x	12.0x
TMX Group	\$67.11	95.9%	\$3,727	\$4,440	\$582	\$339	12%	5%	13%	94%	58%	7.6x	7.7x	7.4x	13.1x	14.3x	13.3x
MEAN							14%	8%	21%	71%	54%	(20.3x)	(19.6x)	(18.8x)	12.8x	14.1x	12.8x
MEDIAN							9%	5%	16%	79%	58%	6.9x	7.7x	7.4x	13.8x	14.8x	13.7x



## **Stock Comparables – Securities Sub-Sectors (2/4)**

(All figures in millions of USD, except per share data. Data as of October 1, 2018)

Financial Content Provider	rs																
							Gre	owth Ra	tes:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM Ma	rgins:		EV/R	evenue		EV / EBITD	Α
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2018 C	CY 2019	LT	Gross	EBITDA	LTM	CY 2018	CY 2019	LTM	CY 2018	CY 2019
S&P Global	\$199.41	91.8%	\$50,152	\$53,411	\$6,277	\$2,874	5%	6%	NA	72%	46%	8.5x	9.0x	8.4x	18.6x	18.7x	17.0x
RELX (London)	\$21.01	87.4%	\$41,652	\$49,878	\$9,810	\$3,385	5%	2%	17%	65%	34%	5.1x	5.1x	5.0x	14.7x	14.7x	13.9x
Moody's	\$169.56	90.2%	\$32,539	\$36,664	\$4,530	\$2,216	14%	9%	7%	71%	49%	8.1x	8.9x	8.2x	16.5x	18.9x	17.3x
Thomson Reuters	\$49.74	92.7%	\$28,702	\$35,936	\$5,376	\$1,551	2%	(51%)	(23%)	53%	29%	6.7x	3.2x	6.5x	23.2x	10.2x	26.3x
IHS	\$54.08	96.6%	\$21,316	\$27,229	\$3,886	\$1,151	31%	13%	20%	63%	30%	7.0x	7.6x	6.8x	23.7x	19.6x	17.4x
MSCI (US)	\$179.80	97.6%	\$15,972	\$17,178	\$1,371	\$738	11%	13%	33%	80%	54%	12.5x	13.5x	12.0x	23.3x	26.2x	22.2x
Gartner	\$158.27	98.2%	\$14,374	\$16,663	\$3,807	\$421	43%	14%	(20%)	62%	11%	4.4x	4.8x	4.2x	39.5x	23.9x	23.3x
FactSet Research Systems	\$225.39	95.0%	\$8,646	\$8,983	\$1,331	\$418	11%	8%	6%	51%	31%	6.7x	7.1x	6.6x	21.5x	20.0x	19.5x
Morningstar	\$125.37	86.9%	\$5,345	\$5,118	\$969	\$302	7%	4%	10%	59%	31%	5.3x	6.0x	5.7x	16.9x	NA	NA
CRISIL	\$23.57	74.4%	\$1,699	\$1,648	\$262	\$78	14%	(4%)	6%	41%	30%	6.3x	6.3x	6.5x	21.2x	NA	24.1x
Forrester	\$45.51	91.0%	\$823	\$679	\$345	\$31	2%	7%	1%	59%	9%	2.0x	2.0x	1.9x	21.7x	16.1x	15.5x
Value Line Asset Management	\$25.44	94.4%	\$246	\$223	\$36	\$13	NA	NA	29%	84%	37%	6.2x	NA	NA	16.9x	NA	NA
MEAN							13%	2%	8%	63%	33%	6.6x	6.7x	6.5x	21.5x	18.7x	19.7x
MEDIAN							11%	7%	7%	63%	31%	6.5x	6.3x	6.5x	21.4x	18.9x	18.5x

Investment Management																	
							Gro	wth Rate	es:								
	Stock	% of 52-	Market	Enterprise	LT	М	Revenu	ie:	Earnings	LTM Mar	gins:		EV / R	evenue		EV / EBITD	Α
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2018 C	Y 2019	LT	Gross I	BITDA	LTM	CY 2018	CY 2019	LTM	CY 2018	CY 2019
BlackRock	\$473.47	79.6%	\$76,016	\$75,026	\$14,460	\$6,003	0%	16%	19%	51%	42%	5.2x	6.1x	5.3x	12.5x	13.6x	12.9x
BNY Mellon	\$51.90	88.0%	\$51,897	NA	\$15,633	NA	7%	4%	18%	NA	NA	NA	NA	NA	NA	NA	NA
T. Rowe Price	\$109.86	86.2%	\$26,717	\$25,972	\$5,209	\$2,624	11%	13%	11%	58%	50%	5.0x	5.5x	4.8x	9.9x	11.5x	10.4x
M&T Bank	\$164.69	83.4%	\$23,681	NA	\$5,772	NA	6%	5%	9%	NA	NA	NA	NA	NA	NA	NA	NA
Northern Trust	\$103.66	89.7%	\$23,145	NA	\$5,047	NA	24%	11%	16%	NA	NA	NA	NA	NA	NA	NA	NA
Ameriprise Financial	\$148.83	80.9%	\$21,114	\$53,514	\$12,620	\$2,990	0%	7%	10%	NA	24%	4.2x	4.5x	4.2x	17.9x	NA	NA
Franklin Templeton Investments	\$30.49	66.3%	\$16,070	\$7,141	\$6,409	\$2,433	(0%)	(4%)	(31%)	46%	38%	1.1x	1.1x	1.2x	2.9x	NA	NA
Hargreaves Lansdown	\$28.72	95.3%	\$13,623	\$13,174	\$602	\$402	6%	10%	9%	85%	67%	21.9x	24.7x	22.5x	32.8x	35.6x	34.4x
Invesco	\$23.01	59.9%	\$9,454	\$16,206	\$5,430	\$1,659	(21%)	2%	6%	71%	31%	3.0x	4.3x	4.3x	9.8x	10.4x	10.8x
SEI Investments	\$60.20	76.8%	\$9,441	\$8,719	\$1,605	\$673	8%	7%	15%	55%	42%	5.4x	5.8x	5.4x	12.9x	13.8x	12.8x
Janus Henderson Group	\$26.60	63.9%	\$5,209	\$4,377	\$2,369	\$799	112%	7%	176%	65%	34%	1.8x	2.0x	1.9x	5.5x	6.1x	5.7x
UMB Bank	\$70.13	85.4%	\$3,513	NA	\$938	NA	3%	1%	15%	NA	NA	NA	NA	NA	NA	NA	NA
AllianceBernstein	\$30.69	98.3%	\$3,005	NA	\$266	NA	1002%	11%	9%	NA	NA	NA	NA	NA	NA	NA	NA
Artisan Partners Asset Managem	\$31.91	77.0%	\$2,456	\$2,564	\$840	\$632	10%	4%	(14%)	51%	75%	3.1x	3.2x	3.1x	4.1x	8.4x	8.2x
Cohen & Steers	\$40.88	85.5%	\$1,911	\$1,803	\$385	\$161	7%	2%	11%	53%	42%	4.7x	4.8x	4.7x	11.2x	11.5x	11.5x
Waddell & Reed	\$20.56	86.3%	\$1,640	\$927	\$1,177	\$290	(7%)	1%	(15%)	39%	25%	0.8x	0.8x	0.8x	3.2x	4.0x	3.6x
WisdomTree Investments	\$8.19	61.1%	\$1,254	\$1,505	\$252	\$58	8%	16%	(18%)	40%	23%	6.0x	6.4x	5.5x	26.0x	21.1x	28.8x
Virtus Investment Partners	\$114.05	82.6%	\$817	\$2,515	\$514	\$138	10%	58%	(4%)	NA	27%	4.9x	7.1x	4.5x	18.2x	22.2x	15.1x
MEAN							66%	10%	13%	56%	40%	5.2x	5.9x	5.2x	12.8x	14.4x	14.0x
MEDIAN							7%	7%	9%	53%	38%	4.7x	4.8x	4.5x	11.2x	11.5x	11.5x

							Gro	wth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM Ma	argins:		EV/R	evenue		EV / EBITD	Α
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2018 C	Y 2019	LT	Gross	EBITDA	LTM	CY 2018	CY 2019	LTM	CY 2018	CY 2019
SS&C Technologies	\$55.84	91.6%	\$13,382	\$19,507	\$2,174	\$525	13%	107%	8%	41%	24%	9.0x	11.6x	5.6x	37.2x	28.2x	15.2x
Temenos	\$166.06	90.2%	\$11,528	\$11,939	\$797	\$276	15%	16%	25%	73%	35%	15.0x	16.4x	14.1x	43.2x	43.4x	37.2x
SimCorp	\$88.39	91.7%	\$3,499	\$3,484	\$439	\$126	29%	0%	21%	62%	29%	7.9x	8.2x	8.2x	27.7x	31.4x	28.7x
IRESS	\$8.96	86.0%	\$1,531	\$1,668	\$347	\$88	17%	3%	3%	NA	25%	4.8x	4.9x	4.8x	19.0x	16.8x	19.0x
First Derivatives	\$53.15	85.6%	\$1,385	\$1,408	\$244	\$35	NA	16%	(24%)	42%	14%	5.8x	6.4x	5.5x	40.7x	33.8x	30.4x
Alfa Financial Software	\$1.87	24.3%	\$562	\$514	\$102	\$39	23%	(22%)	NA	75%	39%	5.1x	4.2x	5.4x	13.0x	9.3x	16.5x
Linedata	\$42.94	88.1%	\$296	\$371	\$205	\$49	19%	(12%)	10%	91%	24%	1.8x	1.7x	1.9x	7.6x	NA	NA
StatPro Group	\$1.81	69.1%	\$119	\$149	\$73	\$8	35%	7%	NA	NA	11%	2.0x	2.2x	2.0x	19.2x	15.5x	8.2x
MEAN							22%	14%	7%	64%	25%	6.4x	7.0x	6.0x	26.0x	25.5x	22.2x
MEDIAN							19%	5%	9%	68%	25%	5.4x	5.7x	5.5x	23.5x	28.2x	19.0x



## **Stock Comparables – Securities Sub-Sectors (3/4)**

(All figures in millions of USD, except per share data. Data as of October 1, 2018)

<b>Outsourced Financial Solu</b>	tions																
							Gro	wth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM Ma	rgins:		EV / R	evenue		EV / EBITD	A
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2018 C	Y 2019	LT	Gross	EBITDA	LTM	CY 2018	CY 2019	LTM	CY 2018	CY 2019
State Street	\$85.51	74.8%	\$32,414	NA	\$10,754	NA	25%	3%	13%	NA	NA	NA	NA	NA	NA	NA	NA
Broadridge Financial Solutions	\$130.07	94.1%	\$15,153	\$15,943	\$4,330	\$763	21%	3%	15%	27%	18%	3.7x	3.8x	3.7x	20.9x	20.7x	19.1x
SEI Investments	\$60.20	76.8%	\$9,441	\$8,719	\$1,605	\$673	8%	7%	15%	55%	42%	5.4x	5.8x	5.4x	12.9x	13.8x	12.8x
Computershare	\$14.37	98.2%	\$7,801	\$8,780	\$2,392	\$623	5%	11%	24%	20%	26%	3.7x	4.1x	3.7x	14.1x	15.2x	13.3x
LPL Financial	\$64.23	87.7%	\$5,658	NA	\$1,620	NA	228%	23%	25%	NA	NA	NA	NA	NA	NA	NA	NA
Envestnet	\$59.73	92.2%	\$2,711	\$3,029	\$758	\$75	18%	20%	8%	68%	10%	4.0x	4.5x	3.7x	40.6x	23.6x	19.2x
TP ICAP	\$3.59	45.3%	\$2,025	\$1,962	\$2,344	\$195	101%	(3%)	(48%)	52%	8%	0.8x	0.8x	0.8x	10.1x	4.8x	3.9x
Sanne Group	\$8.57	76.7%	\$1,244	\$1,294	\$165	\$60	89%	11%	NA	63%	36%	7.8x	7.9x	7.1x	21.7x	22.7x	22.0x
Bravura Solutions	\$3.16	98.0%	\$678	\$660	\$170	\$31	NA	11%	NA	NA	18%	3.9x	4.5x	4.1x	21.3x	NA	24.2x
KAS BANK	\$8.51	64.1%	\$126	NA	\$122	NA	5%	(5%)	0%	NA	NA	NA	NA	NA	NA	NA	NA
MEAN							55%	8%	7%	47%	23%	4.2x	4.5x	4.1x	20.2x	16.8x	16.4x
MEDIAN							21%	9%	14%	54%	18%	3.9x	4.5x	3.7x	20.9x	17.9x	19.1x

Investment Banks															
						Gre	owth Rat								
	Stock	% of 52-	Market	L	ТМ	Reve	nue	Earnings	LTM Net	Market Va	alue / Rev.	Price / E	Earnings	Price	
	Price	Wk. High	Value	Revenue	Net Income	CY 2018 (	CY 2019	LT	Income %	CY 2018	CY 2019	CY 2018	CY 2019	Book	ROE %
J.P. Morgan	\$113.50	95.5%	\$381,460	\$105,695	\$26,162	3%	7%	5%	25%	3.7x	3.4x	16.5x	12.6x	1.6x	12%
The Goldman Sachs Group	\$225.33	71.8%	\$85,075	\$33,434	\$4,977	7%	12%	(5%)	15%	2.7x	2.4x	11.8x	8.9x	1.2x	11%
Morgan Stanley	\$46.63	74.4%	\$81,360	\$38,089	\$7,003	5%	8%	41%	18%	2.2x	2.0x	13.8x	9.9x	1.2x	12%
UBS	\$15.65	91.2%	\$58,313	\$30,436	\$1,563	(0%)	3%	NA	5%	2.0x	1.9x	15.3x	12.9x	1.1x	4%
Credit Suisse	\$14.92	74.7%	\$38,047	\$20,344	(\$557)	14%	(6%)	NA	(3%)	1.7x	1.8x	NMF	19.2x	0.9x	(0%)
Macquarie Corporate & Asset Fir	\$89.98	80.3%	\$29,108	\$3,619	\$1,990	NA	6%	14%	55%	3.6x	3.4x	17.5x	15.3x	2.4x	1%
Deutsche Bank	\$11.27	78.5%	\$23,218	\$30,824	(\$1,547)	14%	(16%)	NA	(5%)	0.7x	0.8x	22.1x	NMF	0.3x	1%
Nomura Securities	\$4.83	75.8%	\$16,417	\$11,887	\$1,520	4%	0%	(3%)	13%	1.3x	1.3x	NA	NA	0.6x	6%
Raymond James Financial	\$92.34	63.5%	\$13,471	\$6,976	\$786	0%	14%	18%	11%	2.1x	1.8x	20.5x	13.2x	2.3x	16%
Lazard	\$48.16	90.4%	\$5,766	\$2,816	\$332	(0%)	4%	35%	12%	2.2x	2.1x	14.6x	11.9x	5.7x	22%
Stifel Financial	\$51.18	90.6%	\$3,644	\$2,977	\$231	(0%)	4%	8%	8%	1.3x	1.2x	16.7x	10.8x	1.4x	7%
Piper Jaffray	\$75.68	79.8%	\$1,006	\$775	(\$85)	(2%)	(9%)	NA	(11%)	1.2x	1.3x	17.3x	20.3x	1.5x	13%
Greenhill & Co.	\$26.68	74.4%	\$602	\$291	(\$15)	(7%)	60%	NA	(5%)	2.7x	1.7x	NMF	18.8x	4.6x	(10%)
Ladenburg Thalmann Financial S	\$2.44	70.4%	\$491	\$1,350	(\$9)	(1%)	12%	NA	(1%)	0.4x	0.4x	17.4x	NA	1.3x	8%
Cowen Group	\$16.54	81.8%	\$490	\$886	(\$56)	(1%)	37%	NA	(6%)	0.7x	0.5x	16.1x	14.1x	0.6x	395%
Numis Securities	\$4.37	95.1%	\$463	\$201	\$51	NA	1%	21%	25%	2.7x	2.7x	14.3x	NA	2.6x	26%
JMP Group	\$5.27	55.9%	\$113	\$139	(\$5)	3%	16%	NA	(4%)	0.9x	0.8x	10.5x	NMF	1.2x	(2%)
MEAN						3%	9%	15%	9%	1.9x	1.7x	16.0x	14.0x	1.8x	31%
MEDIAN						0%	6%	14%	8%	2.0x	1.8x	16.3x	13.1x	1.3x	8%

Online Brokers															
						Gre	owth Rat	es:							
	Stock	% of 52-	Market	L	TM	Reve	nue	Earnings	LTM Net	Market Va	alue / Rev.	Price / E	Earnings	Price	
	Price	Wk. High	Value	Revenue	Net Income	CY 2018	CY 2019	LT	Income %	CY 2018	CY 2019	CY 2018	CY 2019	Book	ROE %
Charles Schwab & Co.	\$49.55	NA	\$66,945	\$9,101	\$2,684	2%	18%	24%	29%	7.8x	6.6x	30.6x	20.2x	4.1x	18%
TD Ameritrade	\$52.37	33.6%	\$29,728	\$4,931	\$1,230	(2%)	43%	14%	25%	7.6x	5.3x	30.9x	18.2x	3.9x	23%
Interactive Brokers	\$55.30	53.2%	\$22,898	\$1,913	\$116	(7%)	21%	15%	6%	14.5x	11.9x	37.3x	24.3x	20.2x	89%
E*Trade	\$51.84	82.3%	\$13,462	\$2,654	\$749	(1%)	23%	NA	28%	5.7x	4.7x	23.0x	13.4x	2.1x	11%
MarketAxess Holdings	\$173.89	68.8%	\$6,533	\$416	\$156	1%	10%	17%	38%	16.5x	15.0x	44.1x	38.1x	12.2x	30%
Virtu Financial	\$20.13	75.7%	\$3,833	\$1,347	\$194	(14%)	93%	NA	14%	7.3x	3.8x	92.8x	7.2x	3.8x	34%
Matsui Securities	\$10.40	78.0%	\$2,669	\$280	\$118	8%	NA	(2%)	42%	9.6x	NA	NA	NA	2.9x	20%
Plus500	\$17.60	96.6%	\$2,005	\$714	\$371	(3%)	69%	71%	52%	4.7x	2.8x	11.0x	5.3x	8.9x	160%
Monex Group	\$4.82	71.4%	\$1,280	\$502	\$68	23%	30%	(6%)	14%	3.0x	2.3x	NA	60.4x	1.7x	9%
Swissquote Bank	\$74.27	64.0%	\$1,059	\$226	\$48	3%	16%	13%	21%	5.4x	4.6x	27.3x	24.1x	3.5x	16%
CMC Markets UK	\$1.80	NA	\$525	\$280	\$66	NA	(22%)	NA	24%	2.3x	2.9x	8.8x	24.7x	1.9x	24%
Yintech Investment Holdings	\$4.97	47.6%	\$351	\$201	(\$13)	5%	(51%)	NA	(6%)	0.9x	1.9x	3.9x	NMF	0.6x	(3%)
Gain Capital Holdings	\$6.31	83.1%	\$282	\$345	\$77	20%	13%	(15%)	22%	0.9x	0.8x	NMF	10.5x	0.9x	4%
MEAN						3%	22%	15%	24%	6.6x	5.2x	31.0x	22.4x	5.1x	33%
MEDIAN						1%	20%	14%	24%	5.7x	4.2x	29.0x	20.2x	3.5x	20%



## **Stock Comparables – Securities Sub-Sectors (4/4)**

(All figures in millions of USD, except per share data. Data as of October 1, 2018)

						Gro	owth Rate	s:							
	Stock	% of 52-	Market	L	ТМ	Revei	nue E	Earnings	LTM Net	Market Va	alue / Rev.	Price / E	arnings	Price	
	Price	Wk. High	Value	Revenue	Net Income	CY 2018 (	CY 2019	LT	Income %	CY 2018	CY 2019	CY 2018	CY 2019	Book	ROE %
J.P. Morgan	\$113.50	98.4%	\$381,460	\$105,695	\$26,162	3%	7%	5%	25%	3.7x	3.4x	16.5x	12.6x	1.6x	12%
Bank of America	\$29.65	92.7%	\$296,080	\$87,894	\$19,994	2%	3%	34%	23%	3.3x	3.2x	16.3x	11.4x	1.2x	9%
Wells Fargo	\$52.25	84.4%	\$251,643	\$88,230	\$19,396	1%	(2%)	1%	22%	2.8x	2.9x	13.0x	12.2x	1.4x	12%
Citigroup	\$71.93	90.3%	\$181,019	\$73,264	(\$6,856)	(1%)	2%	NA	(9%)	2.5x	2.5x	13.6x	10.8x	1.0x	(3%)
HSBC Holdings	\$8.73	98.4%	\$173,967	\$64,539	\$9,857	(19%)	6%	(10%)	15%	3.4x	3.2x	15.4x	13.8x	0.9x	6%
Royal Bank of Canada	\$80.67	75.5%	\$116,168	\$33,295	\$9,183	(4%)	6%	4%	28%	3.7x	3.5x	14.3x	12.6x	2.2x	5%
TD Bank Group	\$60.98	65.8%	\$111,363	\$29,587	\$8,467	(4%)	6%	6%	29%	4.1x	3.9x	14.9x	13.1x	2.0x	4%
American Express	\$107.90	79.5%	\$92,908	\$27,948	\$3,303	24%	21%	(1%)	12%	2.8x	2.3x	18.7x	13.6x	4.7x	17%
Commonwealth Bank of Australia	\$50.87	83.1%	\$89,353	\$19,433	\$7,226	(1%)	(10%)	(3%)	37%	4.5x	5.0x	12.0x	14.2x	1.8x	14%
U.S. Bancorp	\$52.83	51.8%	\$86,062	\$22,112	\$6,371	1%	2%	5%	29%	3.9x	3.8x	15.4x	12.8x	2.0x	15%
BNP Paribas	\$60.33	89.7%	\$75,323	\$68,464	\$8,690	(9%)	(12%)	7%	13%	1.4x	1.6x	8.0x	9.4x	0.6x	8%
PNC	\$135.99	83.4%	\$63,140	\$16,820	\$5,505	(0%)	6%	12%	33%	3.9x	3.7x	16.2x	12.7x	1.3x	12%
National Australia Bank	\$19.94	75.3%	\$54,353	\$13,442	\$4,144	NA	(3%)	(7%)	31%	4.0x	4.1x	11.5x	13.7x	1.4x	13%
Lloyds Banking Group	\$0.76	75.3%	\$54,295	\$67,557	\$5,289	(56%)	83%	33%	8%	2.1x	1.2x	11.3x	10.4x	0.8x	10%
BMO Financial Group	\$83.20	96.5%	\$53,239	\$17,658	\$3,764	(5%)	3%	(1%)	21%	3.3x	3.1x	14.1x	12.3x	1.7x	3%
Hang Seng Bank	\$27.31	NA	\$51,921	\$6,899	\$2,917	(31%)	15%	(5%)	42%	11.6x	10.1x	21.3x	17.0x	2.7x	14%
DBS Group Holdings	\$18.99	77.8%	\$48,688	\$9,444	\$3,607	3%	6%	3%	38%	5.3x	5.0x	14.5x	12.0x	1.3x	11%
Canadian Imperial Bank of Comn	\$94.61	78.0%	\$41,980	\$13,764	\$3,981	(0%)	8%	2%	29%	3.3x	3.1x	11.8x	10.7x	1.7x	17%
Royal Bank of Scotland	\$3.24	88.9%	\$39,034	\$17,381	\$943	11%	(5%)	NA	5%	2.2x	2.3x	NMF	20.1x	0.6x	3%
Barclays	\$2.25	98.4%	\$38,490	\$26,029	\$32	9%	(7%)	NA	0%	1.3x	1.4x	NMF	18.7x	0.4x	NA
ICICI Bank	\$4.33	NA	\$27,860	\$13,138	\$1,196	NA	NA	(8%)	9%	NA	NA	NA	NA	1.7x	9%
M&T Bank	\$164.69	72.1%	\$23,681	\$5,772	\$1,444	(0%)	5%	2%	25%	4.2x	4.0x	18.1x	12.9x	1.6x	10%
Mediobanca	\$9.68	95.1%	\$8,503	\$2,493	\$912	8%	2%	39%	37%	3.2x	3.1x	9.1x	8.7x	0.8x	6%
Close Brothers Group	\$20.43	70.7%	\$3,094	\$1,146	\$273	(4%)	3%	8%	24%	3.0x	2.9x	11.7x	12.0x	1.7x	16%
Federated Investors	\$24.18	74.4%	\$2,437	\$1,076	\$276	0%	3%	10%	26%	2.2x	2.1x	11.3x	11.1x	3.0x	55%
IIFL Holdings	\$7.08	78.8%	\$2,285	\$558	\$123	86%	NA	18%	22%	2.5x	NA	NA	NA	2.9x	22%
Comdirect Bank	\$13.00	89.1%	\$1,835	\$398	\$79	25%	(13%)	(7%)	20%	4.1x	4.7x	22.7x	32.1x	2.3x	8%
MEAN						2%	5%	6%	22%	3.6x	3.4x	14.4x	13.6x	1.7x	12%
MEDIAN						(0%)	3%	3%	24%	3.3x	3.2x	14.3x	12.6x	1.6x	10%



Company	IPO Date	Amount Raised (\$mm)	IPO Price	Current Market Price	Total Return	
AGM Group Holdings Inc.	04/13/2018	\$7	\$5.00	\$34.89	598%	
<b>Ⅲ</b> IntegraFin	02/27/2018	\$247	\$2.72	\$4.67	72%	
netwealth	11/20/2017	\$200	\$4.02	\$5.85	46%	
Alfa	05/26/2017	\$324	\$5.49	\$1.87	(66%)	
Yintech	04/26/2016	\$111	\$13.50	\$4.97	(63%)	
CIIC	01/13/2016	\$315	\$3.47	\$1.80	(48%)	
VIRTU FINANCIAL	04/16/2015	\$314	\$19.00	\$20.13	6%	
EURONEXT	06/06/2014	\$1,151	\$27.24	\$65.86	142%	
<b>1</b> LPL Financial	11/18/2010	\$470	\$30.00	\$64.23	114%	
ENVESTNET	07/29/2010	\$100	\$9.00	\$59.73	564%	
CBOE	06/15/2010	\$339	\$29.00	\$97.03	235%	
SS	03/31/2010	\$161	\$7.50	\$55.84	645%	

Market data as of October 1, 2018 Source: Pitchbook



## **Appendix – Coverage Universe Components**

The coverage universe for various sectors is as follows:

1 Payments:

PINX:EDNMY, NYS:ADS, NYS:FLT, NYS:WEX, NYS:SHOP, NAS:PYPL, NYS:SQ, PINX:ADYYF, LON:BOKU, NYS:PAGS, NAS:STNE, NYS:EB, NAS:PYPL, NYS:AXP, NYS:MA, NYS:V, NAS:PMTS, NAS:CATM, NYS:DBD, NYS:EVRI, BSP:CIEL3, PAR:WLN, NAS:NEWT, NAS:QIWI, NAS:UEPS, ETR:WDI, NYS:DLX, NYS:EVTC, NYS:GPN, TKS:3769, LON:PAY, NYS:SQ, NYS:TSS, NAS:IIIV, NAS:EVOP, NAS:ACIW, NAS:EPAY, NAS:FISV, NAS:JKHY, NYS:FIS, GREY:INGIF, HKG:327, SHE:2152, NYS:NCR, NYS:PAR, TSE:LSPD, IDX:MCAS, NAS:EEFT, NAS:MGI, NYS:GDOT, ASX:OFX, NYS:WU

2 Bank Technology Solutions:

NAS:INTC, NAS:PYPL, NYS:AXP, NYS:IBM, BOM:532466, BOM:538835, NAS:EPAY, NAS:FISV, NAS:JKHY, PINX:CSVI, SWX:CLXN, NYS:FIS, TKS:6457, NYS:QTWO, SES:5CP, SWX:TEMN, STO:INTRUM, NYS:EFX, LON:EXPN, NYS:FICO, NYS:TRU, NAS:ASPS, NAS:CSGP, NAS:RDFN, NAS:RP, NAS:ZG, NYS:BKI, NYS:CLGX, NYS:FNF, TSE:REAL, NYS:STC, AMS:WKL, PAR:SOP, NAS:MITK, NAS:NTWK, NAS:PEGA, PINX:ASOZY

3 Specialty Finance / Alternative Lending:

NAS:ASFI, NAS:ECPG, NAS:NAVI, NAS:PFMT, NAS:PRAA, NAS:PRGX, NYS:NNI, NAS:CPSS, NAS:CACC, LON:FCH, NAS:MRLN, TSE:CHW, NYS:CIT, ASX:Z1P, NAS:ATLC, NAS:EZPW, NYS:AAN, NAS:FCFS, NAS:SLM, NAS:TBBK, NAS:WRLD, TSE:ECN, NYS:CURO, NAS:GSKY, NYS:AAN, NYS:COF, NYS:DFS, LON:IPF, NYS:OMF, LON:PFG, NYS:RM, NYS:SC, NYS:SYF, LON:TCS, NAS:RCII, NYS:AL, NYS:CAI, TSE:EFN, ASX:FXL, NYS:FLY, NYS:TGH, NYS:URI, NAS:CASH, PINX:DHCPQ, NYS:OCN, NYS:PFSI, NAS:TREE, ETR:FRU, STU:MBC, NYS:XRF, NYS:ELVT, NYS:ENVA, NYS:LC, NYS:ONDK, NYS:YRD

4 Securities:

AMS:FLOW, PAR:VIL, IEXG:IBKR, NAS:BGCP, NAS:TW, NAS:VIRT, LON:IGG, NYS:LM, NYS:IVZ, NAS:WETF, NYS:BLK, NYS:BEN, NYS:AB, MEX:FINAMEXO, NAS:INTL, SWX:CFT, MIL:MB, PAR:BNP, NSE:ICICIBANK, NSE:IIFL, PINX:HSNGY, ETR:COM, NYS:AXP, NYS:BAC, LON:BARC, TSE:BMO, TSE:CM, NYS:C, LON:CBG, ASX:CBA, SES:D05, NYS:FII, LON:HSBA, NYS:JPM, NYS:BAC, NYS:HSBC, LON:LLOY, NYS:MTB, ASX:NAB, NYS:PNC, TSE:RY, LON:RBS, TSE:TD, NYS:USB, NYS:WFC, LON:BME, BSP:B3SA3, PAR:ENX, NAS:CME, NAS:NDAQ, PINX:HKXCY, ETR:DB1, ASX:ASX, BATS:CBOE, NYS:ICE, LON:LSE, SES:S68, TSE:X, NAS:VALU, NAS:MORN, NSE:CRISIL, NYS:FDS, NYS:INFO, NYS:MCO, NYS:MSCI, NYS:IT, NAS:FORR, NYS:RELX, NYS:SPGI, TSE:TRI, LON:NUM, NAS:COWN, ETR:DBK, SWX:CSGN, NYS:GHL, NYS:JPM, NYS:JPM, ASE:LTS, NYS:LAZ, ASX:MQG, NYS:MS, TKS:8604, NYS:PJC, NYS:RJF, NYS:SF, NYS:GS, SWX:UBSG, NYS:AB, NYS:AMP, NYS:APAM, NYS:BLK, NYS:BK, NYS:CNS, NYS:BEN, LON:HL., NYS:IVZ, NYS:JHG, NAS:NTRS, NAS:SEIC, NAS:UMBF, NYS:MTB, NAS:TROW, NAS:VRTS, NYS:WDR, NAS:WETF, NYS:SCHW, LON:CMCX, NAS:ETFC, NYS:GCAP, NAS:MKTX, TKS:8628, NAS:VIRT, IEXG:IBKR, NAS:TIGR, NAS:FHL, TKS:8698, LON:PLUS, SWX:SQN, NAS:AMTD, NAS:YIN, AMS:KA, NAS:LPLA, NYS:AMK, NAS:SEIC, ASX:BVS, SWX:TEMN

5 Insurance:

NAS:BNFT, NAS:PAYX, NAS:PAYX, NAS:WDAY, NYS:NSP, NYS:TNET, NAS:VRSK, NYS:RAMP, LON:REL, NYS:CLGX, NYS:FICO, NAS:WLTW, NYS:AON, NYS:AJG, NYS:BRO, NYS:MMC, NAS:GSHD, PINX:AZSEY, PINX:AXAHY, NYS:ALL, NYS:AFG, NYS:AIG, SWX:ZURN, NAS:EVER, NAS:EHTH, NAS:QNST, LON:GOCO, ASX:ISU, LON:MONY, NAS:CINF, NAS:SIGI, NAS:STFC, NYS:CB, NYS:EIG, NYS:MCY, NYS:PGR, LON:RSA, NYS:THG, NYS:HIG, NYS:TRV, HKG:6060, NAS:AMSF, NAS:GBLI, NYS:ARGO, NYS:AIZ, NYS:MKL, NYS:PRA, NYS:RLI, NYS:WRB, NAS:SPNS, NAS:MJCO, NAS:EBIX, NYS:CRD.B, NYS:GWRE, NYS:FNF, NYS:FAF, NYS:ORI, NYS:STC, PINX:AEGOF, NAS:ANAT, NAS:PFG, NYS:AFL, LON:AV., NYS:CI, TSE:GWO, LON:HSD, LON:LGEN, NYS:LNC, TSE:MFC, NYS:MET, NYS:PRI, NYS:PRU, LON:SLA, TSE:SLF, SWX:SLHN, NYS:GL

6 BPO:

PINX:TLPFY, NAS:SYKE, NAS:TTEC, BSP:QUAL3, NAS:CPSI, NAS:HMSY, NAS:HQY, NAS:MDRX, NAS:NXGN, NAS:RCM, NYS:CSLT, NAS:BNFT, NAS:ADP, NAS:CSOD, NAS:PAYX, NYS:NSP, NYS:TNET, MIL:BET, BOM:507685, NYS:ATO, PINX:CGEMY, NAS:OSPN, NAS:CTSH, NAS:DOX, NAS:EXLS, TSE:OTEX, NAS:VRTU, NSE:HCLTECH, NSE:HEXAWARE, NSE:INFY, NSE:MINDTREE, NSE:TCS, NSE:TECHM, NYS:ACN, LON:APTD, NYS:CACI, NYS:DXC, NYS:UIS, NYS:WNS, LON:IBPO, BOM:526299, BOM:532809, NAS:PRGX, LON:CPI, TSE:GIB.A, NYS:G

7 Financial Management Solutions:

NAS:BL, NAS:COUP, NAS:INTU, ASX:RKN, NAS:DOCU, LON:SGE, NYS:AVLR, ASX:XRO, NAS:MSTR, NAS:SPLK, NYS:TDC, NAS:AMSWA, NAS:APPN, NAS:EPAY, NYS:PLAN, PINX:BPRMF, LON:APTD, NAS:PEGA, NAS:QADA, NSE:RAMCOSYS, ASX:TNE, BSP:TOTS3, NYS:TYL, NAS:ADP, NAS:CSOD, NYS:CDAY, NAS:PAYX, NAS:PCTY, NAS:WDAY, NYS:HRB, NYS:NSP, NYS:PAYC

8 Enterprise Software / Data & Analytics:

ETR:SAP, NAS:VERI, NAS:MSTR, TSE:OTEX, NAS:SPLK, PINX:STWRY, NYS:AYX, NAS:WDAY, NYS:MDLA, NAS:CDLX, NYS:CLDR, LON:EXPN, NYS:FICO, NYS:NEWR, NYS:ORCL, NYS:CRM, NYS:VMW, HEL:NOKIA, GREY:SSNLF, NAS:AMBA, NAS:AMZN, NAS:CMCSA, NAS:GOOGL, NAS:GRMN, NAS:LOGM, NAS:LOGM, NAS:MSFT, NAS:QOOM, NAS:SLAB, NAS:TMUS, NYS:T, NYS:T, NYS:GLOB, NYS:S, NYS:VZ, ETR:SAP, NYS:ZUO, NYS:ORCL, NYS:IBM, NYS:CRM, NAS:ADBE, NAS:MSFT, NYS:VMW, NAS:SYMC, NAS:PEGA, NAS:PORR, NAS:VRSK, TSE:AIM, NYS:CLGX, NYS:EFX, NYS:IT, NYS:IBM, NYS:RAMP, LON:REL, NYS:TDC, NYS:NLSN, NYS:TRU

9 Healthcare Tech:

LON:EMIS, NAS:CERN, NAS:CPSI, NAS:HSTM, NAS:MDRX, NAS:NXGN, ETR:COP, NAS:NH, NYS:EVH, NAS:HIIQ, NAS:MGLN, NAS:NUAN, NYS:ANTM, NYS:CNC, NYS:HUM, NYS:MMS, NYS:MOH, NYS:GTS, NYS:UNH, NYS:WCG, NAS:STRM, NAS:TRHC, NAS:HCAT, NAS:INOV, NAS:OMCL, NYS:VCRA, LON:CRW, NAS:STRM, NYS:PHR, NAS:HMSY, NAS:CHNG, NAS:RCM, NAS:SREV





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Mr. Koles has over 15 years of financial advisory experience including advising middle-market and multinational firms on merger and acquisition strategies and execution, restructurings and capital raises. Prior to founding Evolve Capital Partners, he worked at a number of leading investment banks in leadership roles focused on restructuring transactions. He started his career at Merrill Lynch as an investment banker in the corporate finance group.

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