



Evolve  
Capital Partners

# QUARTERLY DEALS & MARKET ROUNDUP

## Payments

March 2018



*Networks*



*Payment Infrastructure*



*Closed Payment Networks*



*Payment Processing*



*Payments Core Banking Solutions*



*POS Devices / Solutions*



*Prepaid / Money Transfer*

Specialized investment bankers at the intersection of finance and technology



## Highlights

*This quarter's Payments Roundup discusses the following key developments:*



**BANKS AND PAYMENTS COMPANIES INTEGRATING AI AND ML WITH OPEN BANKING**



**CRYPTOCURRENCY AND BLOCKCHAIN ADOPTION INCREASING IN REMITTANCES**



**PAYMENTS PLAYERS INCREASINGLY IMPLEMENTING REAL-TIME PAYMENTS**



**FAVORABLE TECHNOLOGICAL AND REGULATORY DEVELOPMENTS BOOST DEAL VOLUMES**



# 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 financial 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 Technology Solutions



### BPO



## Capabilities

### M&A Advisory

*Sales / Recaps*

*Acquisitions*

*Divestiture*

*Strategic Advisory*

### Specialty Finance / Alternative Lending



### Healthcare Tech



### Securities



## Financing

*Private Placements*

*Debt Capital*

*Restructuring*

### Data & Analytics / IoT



### Insurance





# Contents

## 1. Market Summary

- A. Multiples and Margins – All Sectors
- B. Multiples and Margins – Payments
- C. Stock Comparables – Payments

## 2. Market Updates

- A. Recent Updates
- B. Key Initiatives by Leading Payment Companies

## 3. Deal Activity

- A. Overview
- B. M&A Transaction Activity Summary
- C. Key M&A Deal Profiles
- D. Financing Transaction Activity Summary
- E. Key Financing Deal Profiles

## 4. IPO Activity Summary

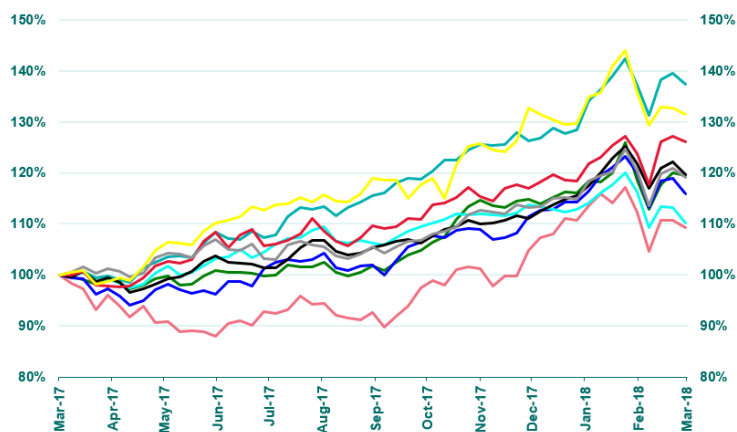
## 5. Select Wall Street Research & Commentary



# Market Summary

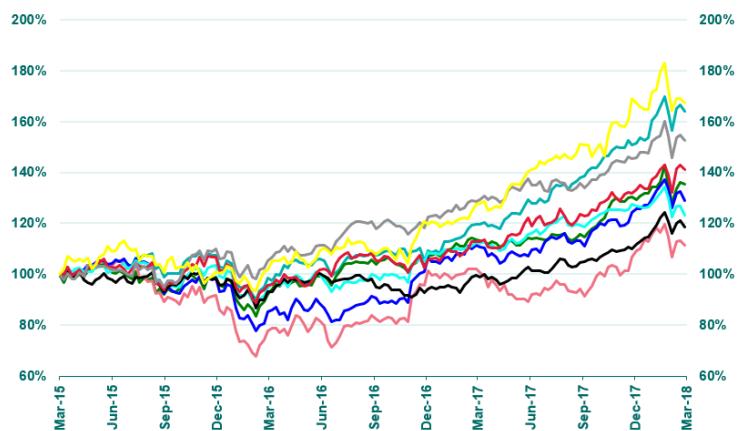
## Industry Stock Market Performance of ECP Sector Coverage

### Last 12 Months



Payments  
 Healthcare Tech  
 Financial Management Solutions  
 BPO  
 Bank Technology Solutions  
 Data & Analytics / IoT  
 Securities  
 Insurance  
 Specialty Finance / Alternative Lending

### Last 3 Years



Healthcare Tech  
 Payments  
 Data & Analytics / IoT  
 Financial Management Solutions  
 Bank Technology Solutions  
 Securities  
 Insurance  
 BPO  
 Specialty Finance / Alternative Lending

## Indexed Price Performance

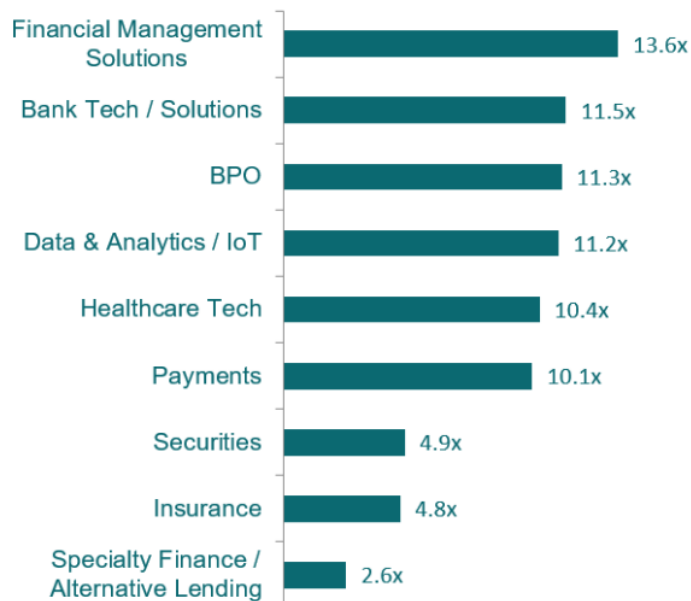
Sector	3 Months	1 Year	3 Years
Payments	9.3%	36.9%	63.8%
Bank Tech / Solutions	4.2%	19.2%	35.5%
Specialty Finance / Alternative Lending	8.2%	9.1%	11.4%
Securities	6.4%	16.0%	29.0%
Healthcare Tech	(1.8%)	9.6%	67.1%
BPO	9.0%	19.4%	18.7%
Financial Management Solutions	8.7%	25.2%	41.1%
Data & Analytics / IoT	5.3%	18.6%	52.5%
Insurance	4.5%	31.2%	23.2%

Source: Capital IQ and market data as of March 2, 2018

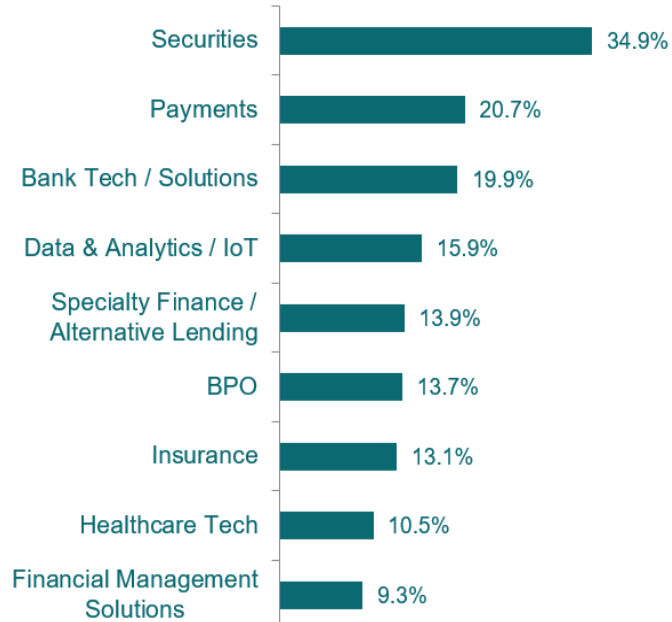
# Multiples & Margins – All Sectors

## Industry-wide Multiples and Margins

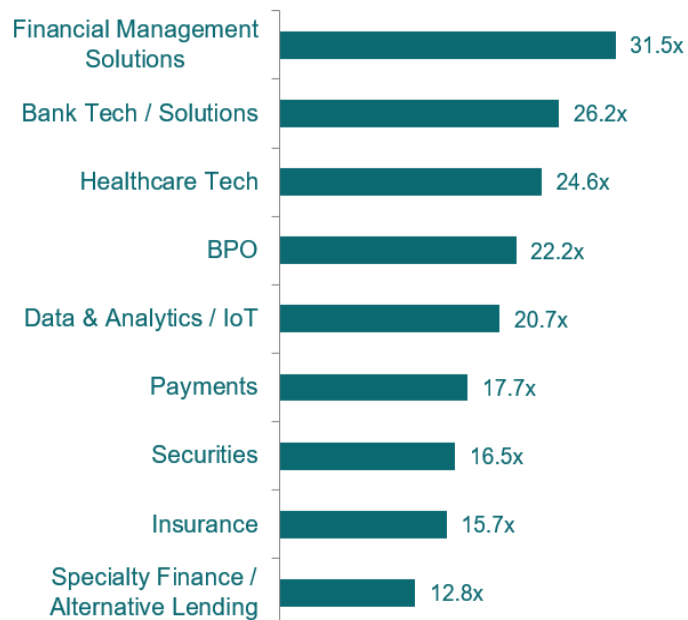
### 2018E EBITDA Multiples



### LTM EBITDA Margins



### 2018E Price / Earnings Multiples



### 2018E PEG Ratio

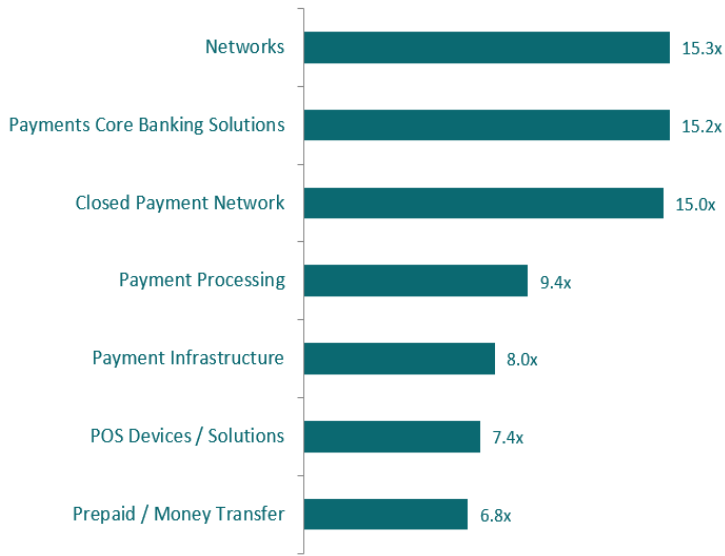


Source: Capital IQ and market data as of March 2, 2018

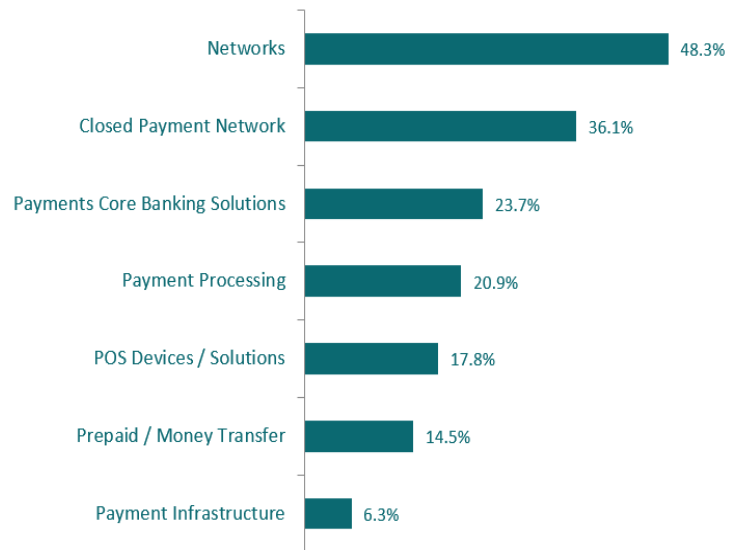
# Multiples & Margins – Payments

## Sub-sector Multiples and Margins

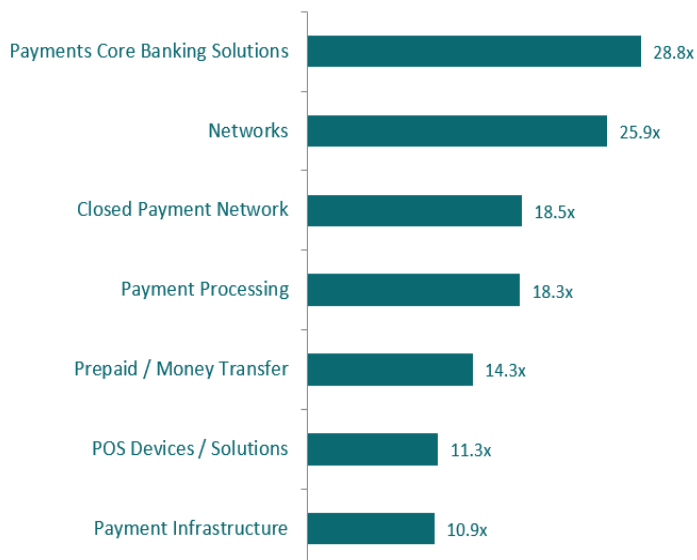
### 2018E EBITDA Multiples



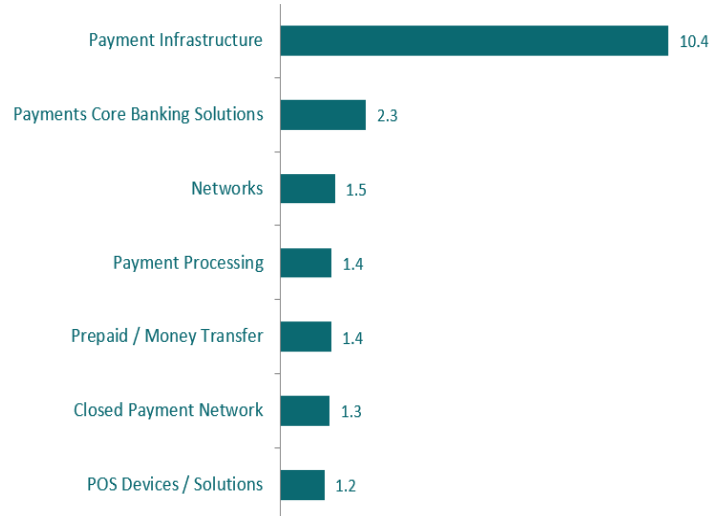
### LTM EBITDA Margins



### 2018E Price / Earnings Multiples



### 2018E PEG Ratio



Source: Capital IQ and market data as of March 2, 2018



## Stock Comparables – Payments

(All figures in US Dollars. Figures in millions, except per share data, as of March 2, 2018)

Payments Sub-Sector	Aggregate		Price / Earnings		Multiples		EV / Sales	
	Market Cap	Enterprise Value	EV / EBITDA		FY 18E	FY 19E	FY 18E	FY 19E
			FY 18E	FY 19E				
Payments Core Banking Solutions	\$75,381	\$88,900	28.8x	24.4x	15.2x	14.2x	4.7x	4.5x
Payment Infrastructure	\$24,486	\$28,114	10.9x	17.0x	8.0x	6.1x	3.7x	2.6x
POS Devices / Solutions	\$15,365	\$20,494	11.3x	10.0x	7.4x	6.7x	1.6x	1.5x
Networks	\$633,479	\$548,898	25.9x	22.0x	15.3x	13.3x	8.0x	7.1x
Prepaid / Money Transfer	\$20,136	\$21,296	14.3x	12.6x	6.8x	6.2x	1.4x	1.3x
Payment Processing	\$142,265	\$177,707	18.3x	16.8x	9.4x	7.5x	4.6x	4.0x
Closed Payment Network	\$45,561	\$73,758	18.5x	16.2x	15.0x	13.4x	5.9x	5.4x
<b>Median</b>			<b>18.3x</b>	<b>16.8x</b>	<b>9.4x</b>	<b>7.5x</b>	<b>4.6x</b>	<b>4.0x</b>
<b>Mean</b>			<b>18.3x</b>	<b>17.0x</b>	<b>11.0x</b>	<b>9.6x</b>	<b>4.3x</b>	<b>3.8x</b>

Payments Sub-Sector	Number of Companies	Growth Rates			EBITDA Margin		PEG* FY 18E
		Revenue		EPS	FY 18E	FY 19E	
		FY 18E	FY 19E	5 Yr			
Payments Core Banking Solutions	5	6.0%	5.6%	12.6%	23.7%	31.7%	2.30
Payment Infrastructure	7	19.0%	17.0%	12.9%	6.3%	13.8%	10.40
POS Devices / Solutions	7	14.9%	9.4%	7.4%	17.8%	20.9%	1.18
Networks	4	13.5%	11.3%	17.6%	48.3%	48.1%	1.46
Prepaid / Money Transfer	7	7.7%	7.4%	10.0%	14.5%	20.5%	1.36
Payment Processing	18	19.4%	12.1%	14.3%	20.9%	30.1%	1.37
Closed Payment Network	4	10.6%	9.2%	15.7%	36.1%	40.5%	1.33
Median		13.5%	9.4%	12.9%	20.9%	30.1%	1.37
Mean		13.0%	10.3%	12.9%	23.9%	29.4%	2.77

\* 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.

## Stock Comparables – Payments Sub-Sectors

(All figures in US Dollars. Figures in millions, except per share data, as of March 2, 2018)

Payments Core Banking Solutions											
Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG FY2018
					FY2018	FY2019	FY2018	FY2019	FY2018	FY2019	
Fidelity National Information Services, Inc.	\$32,091	\$40,298	\$9,123	27.5%	4.7x	4.5x	12.8x	12.1x	18.5x	16.6x	1.5
Fiserv, Inc.	\$29,747	\$34,322	\$5,696	31.4%	5.7x	5.5x	NA	15.9x	22.2x	19.7x	1.8
Jack Henry & Associates, Inc.	\$9,201	\$9,243	\$1,472	31.0%	6.1x	5.7x	NA	17.7x	35.2x	29.8x	3.2
ACI Worldwide, Inc.	\$2,779	\$3,398	\$1,024	17.4%	3.1x	3.0x	12.9x	12.1x	36.2x	29.7x	2.9
Bottomline Technologies (de), Inc.	\$1,562	\$1,638	\$366	11.4%	4.1x	3.7x	NA	17.8x	31.9x	25.9x	2.1
<b>Median</b>				<b>27.5%</b>	<b>4.7x</b>	<b>4.5x</b>	<b>12.9x</b>	<b>15.9x</b>	<b>31.9x</b>	<b>25.9x</b>	<b>2.1</b>
<b>Mean</b>				<b>23.7%</b>	<b>4.7x</b>	<b>4.5x</b>	<b>12.9x</b>	<b>15.1x</b>	<b>28.8x</b>	<b>24.4x</b>	<b>2.3</b>

Payment Infrastructure											
Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG FY2018
					FY2018	FY2019	FY2018	FY2019	FY2018	FY2019	
Shopify Inc.	\$14,345	\$13,402	\$673	(4.8%)	13.4x	9.9x	NM	NM	NM	NM	56.7
Gemalto N.V.	\$5,506	\$6,352	\$3,568	(6.9%)	1.7x	1.6x	11.0x	10.0x	18.3x	15.1x	1.3
Diebold Nixdorf, Incorporated	\$1,257	\$3,023	\$4,609	5.5%	0.6x	0.6x	7.4x	6.7x	12.9x	9.5x	4.7
Cardtronics plc	\$1,103	\$1,970	\$1,508	22.2%	1.5x	1.5x	7.5x	7.5x	11.8x	11.1x	1.4
MINDBODY, Inc.	\$1,746	\$1,529	\$183	(2.8%)	5.7x	4.6x	NM	NM	NM	66.2x	8.4
Everi Holdings Inc.	\$501	\$1,521	\$945	21.3%	1.5x	NA	6.5x	6.2x	6.0x	NA	0.3
CPI Card Group Inc.	\$29	\$317	\$257	9.5%	1.1x	NA	7.5x	NA	5.8x	NA	NA
<b>Median</b>				<b>5.5%</b>	<b>1.5x</b>	<b>1.6x</b>	<b>7.5x</b>	<b>7.1x</b>	<b>11.8x</b>	<b>13.1x</b>	<b>3.0</b>
<b>Mean</b>				<b>6.3%</b>	<b>3.7x</b>	<b>3.7x</b>	<b>8.0x</b>	<b>7.6x</b>	<b>10.9x</b>	<b>25.5x</b>	<b>12.1</b>

POS Devices / Solutions											
Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG FY2018
					FY2018	FY2019	FY2018	FY2019	FY2018	FY2019	
Ingenico Group - GCS	\$5,343	\$7,201	\$3,014	20.2%	2.0x	1.8x	9.5x	8.5x	16.2x	13.9x	1.4
NCR Corporation	\$3,987	\$7,269	\$6,516	14.1%	1.1x	1.1x	6.4x	6.2x	9.8x	9.0x	2.5
GRG Banking Equipment Co. Ltd.	\$2,747	\$2,362	\$684	27.8%	2.2x	1.9x	11.1x	10.5x	14.6x	13.0x	NA
VeriFone Systems, Inc.	\$1,933	\$2,661	\$1,871	12.0%	1.5x	1.4x	8.5x	7.6x	11.7x	10.1x	0.7
PAX Global Technology Limited	\$555	\$320	\$408	19.9%	0.6x	0.5x	3.2x	2.9x	7.4x	6.6x	2.1
SafeCharge International Group Limited	\$622	\$502	\$105	28.1%	4.0x	3.5x	12.9x	11.2x	19.3x	17.2x	1.5
PAR Technology Corporation	\$179	\$179	\$237	2.6%	NA	NA	NA	NA	NA	NA	NA
<b>Median</b>				<b>19.9%</b>	<b>1.7x</b>	<b>1.6x</b>	<b>9.0x</b>	<b>8.1x</b>	<b>13.2x</b>	<b>11.6x</b>	<b>1.5</b>
<b>Mean</b>				<b>17.8%</b>	<b>1.9x</b>	<b>1.7x</b>	<b>8.6x</b>	<b>7.8x</b>	<b>13.2x</b>	<b>11.6x</b>	<b>1.6</b>

Networks											
Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG FY2018
					FY2018	FY2019	FY2018	FY2019	FY2018	FY2019	
Visa Inc.	\$272,566	\$283,112	\$18,759	68.4%	14.1x	12.7x	19.8x	17.6x	27.4x	23.3x	1.5
Mastercard Incorporated	\$184,013	\$181,755	\$12,497	58.0%	12.4x	11.1x	21.1x	18.5x	28.8x	24.6x	1.5
American Express Company	\$82,243	NA	\$30,466	NA	NA	NA	NA	NA	13.5x	12.2x	1.1
PayPal Holdings, Inc.	\$94,657	\$84,031	\$13,094	18.5%	5.4x	4.6x	20.1x	17.0x	33.8x	27.9x	1.8
<b>Median</b>				<b>58.0%</b>	<b>12.4x</b>	<b>11.1x</b>	<b>20.1x</b>	<b>17.6x</b>	<b>28.1x</b>	<b>23.9x</b>	<b>1.5</b>
<b>Mean</b>				<b>48.3%</b>	<b>10.6x</b>	<b>9.5x</b>	<b>20.3x</b>	<b>17.7x</b>	<b>25.9x</b>	<b>22.0x</b>	<b>1.5</b>

Closed Payment Network											
Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG FY2018
					FY2018	FY2019	FY2018	FY2019	FY2018	FY2019	
Alliance Data Systems Corporation	\$12,907	\$34,535	\$7,719	22.5%	NA	4.3x	NA	15.9x	NA	11.0x	0.7
FleetCor Technologies, Inc.	\$18,092	\$21,669	\$2,250	50.8%	NA	8.3x	NA	15.7x	NA	18.9x	1.1
Edenred SA	\$7,929	\$8,994	\$1,527	34.8%	5.5x	5.3x	15.0x	14.0x	25.6x	23.5x	2.2
WEX Inc.	\$6,633	\$8,560	\$1,251	36.4%	6.7x	5.9x	17.0x	14.3x	26.5x	20.7x	1.4
<b>Median</b>				<b>35.6%</b>	<b>6.1x</b>	<b>5.6x</b>	<b>16.0x</b>	<b>15.0x</b>	<b>26.0x</b>	<b>19.8x</b>	<b>1.2</b>
<b>Mean</b>				<b>36.1%</b>	<b>6.1x</b>	<b>5.9x</b>	<b>16.0x</b>	<b>15.0x</b>	<b>26.0x</b>	<b>18.5x</b>	<b>1.3</b>

Source: Capital IQ

## Stock Comparables – Payments Sub-Sectors

(All figures in US Dollars. Figures in millions, except per share data, as of March 2, 2018)

### Prepaid / Money Transfer

Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG
					FY2018	FY2019	FY2018	FY2019	FY2018	FY2019	
The Western Union Company	\$9,126	\$11,318	\$5,524	23.6%	2.0x	2.0x	8.2x	8.2x	10.9x	10.7x	2.6
Euronet Worldwide, Inc.	\$4,342	\$3,984	\$2,252	17.5%	1.5x	1.4x	7.9x	7.0x	15.0x	13.1x	1.1
Blackhawk Network Holdings, Inc.	\$2,440	\$2,007	\$2,232	8.5%	1.3x	1.2x	11.3x	9.9x	22.6x	19.7x	1.4
Green Dot Corporation	\$3,382	\$2,532	\$890	15.5%	2.4x	2.2x	9.9x	8.8x	23.2x	20.1x	NA
MoneyGram International, Inc.	\$581	\$1,321	\$1,610	14.1%	0.8x	0.8x	4.7x	4.4x	10.1x	8.6x	NA
OFX Group Limited	\$264	\$134	\$90	22.3%	1.5x	1.3x	5.9x	5.4x	18.0x	15.9x	4.5
Planet Payment, Inc.	\$0	NA	\$53	0.0%	NA	NA	NA	NA	NA	NA	NA
<b>Median</b>				<b>16.5%</b>	<b>1.5x</b>	<b>1.3x</b>	<b>8.1x</b>	<b>7.6x</b>	<b>16.5x</b>	<b>14.5x</b>	<b>2.0</b>
<b>Mean</b>				<b>16.9%</b>	<b>1.6x</b>	<b>1.5x</b>	<b>8.0x</b>	<b>7.3x</b>	<b>16.6x</b>	<b>14.7x</b>	<b>2.4</b>

### Payment Processing

Company Name	Market Cap	Enterprise Value	LTM Sales	LTM EBITDA %	EV / Sales		EV / EBITDA		P / E		PEG
					FY2018	FY2019	FY2018	FY2019	FY2018	FY2019	
Cielo S.A.	\$19,907	\$22,007	\$3,502	44.4%	NA	6.0x	NA	13.1x	NA	15.5x	2.6
First Data Corporation	\$14,403	\$36,037	\$8,129	35.4%	NA	2.8x	NA	10.8x	NA	11.4x	1.1
Global Payments Inc.	\$18,062	\$22,192	\$3,975	27.8%	6.1x	5.3x	18.4x	15.5x	26.9x	22.3x	1.3
Total System Services, Inc.	\$15,914	\$18,773	\$4,928	19.9%	NA	4.9x	NA	13.8x	NA	20.2x	1.3
Worldpay, Inc.	\$24,609	\$30,190	\$4,026	24.1%	12.7x	6.9x	NM	14.0x	22.1x	20.3x	1.5
Square, Inc.	\$18,240	\$17,739	\$2,214	(1.1%)	16.3x	12.3x	NM	NM	NM	NM	1.1
Worldpay Group plc	\$0	NA	\$1,615	0.0%	NA	NA	NA	NA	NA	NA	NA
Wirecard AG	\$13,916	\$12,968	\$1,620	26.8%	7.4x	5.9x	NM	20.4x	43.7x	33.3x	1.3
Worldline S.A.	\$6,814	\$6,462	\$1,914	19.9%	3.4x	3.1x	16.3x	14.0x	35.9x	30.8x	1.7
Deluxe Corporation	\$3,411	\$4,061	\$1,966	24.7%	NA	2.0x	NA	8.1x	NA	12.6x	1.7
Paysafe Group Limited	\$0	NA	\$1,043	0.0%	NA	NA	NA	NA	NA	NA	NA
GMO Payment Gateway, Inc.	\$3,134	\$2,847	\$209	27.1%	NA	10.0x	NA	NM	NA	73.7x	NA
QIWI plc	\$1,007	\$718	\$338	25.1%	3.3x	2.9x	8.1x	6.6x	14.6x	13.0x	1.1
EVERTEC, Inc.	\$1,173	\$1,742	\$407	36.9%	4.4x	4.3x	10.0x	10.0x	10.8x	11.6x	NA
PayPoint plc	\$753	\$715	\$279	28.3%	NA	2.7x	NA	8.8x	NA	13.5x	6.5
Net 1 UEPS Technologies, Inc.	\$581	\$625	\$604	21.4%	NA	1.0x	NA	NA	NA	6.1x	0.4
Newtek Business Services Corp.	\$310	\$535	\$39	8.9%	13.9x	12.2x	NA	NA	9.6x	9.1x	3.0
JetPay Corporation	\$32	\$97	\$73	6.0%	1.3x	1.1x	21.2x	14.5x	NM	NM	NA
<b>Median</b>				<b>24.9%</b>	<b>6.1x</b>	<b>4.6x</b>	<b>16.3x</b>	<b>13.4x</b>	<b>22.1x</b>	<b>14.5x</b>	<b>1.3</b>
<b>Mean</b>				<b>23.5%</b>	<b>7.6x</b>	<b>5.2x</b>	<b>14.8x</b>	<b>12.5x</b>	<b>23.4x</b>	<b>21.0x</b>	<b>1.9</b>

Source: Capital IQ





## Recent Updates



### ***Banks and payments companies integrating AI and ML with open banking***

Banks and other financial institutions are increasingly opening up to engage with third parties through open banking. There is a growing interest among these financial institutions to partner with Machine Learning (ML) and Artificial Intelligence (AI) based companies that can pull data from their systems and generate insights for them. However, when third parties are involved, this increases the risk for data to be compromised. ML and AI also help these financial institutions prevent any cyberthreat or fraud.

Compte-Nickel partnered with Darktrace in February 2018 to defend its customers against cyberthreats.

ML can identify real-time payments fraud by analyzing changes in consumer transactional behavior. It can also be used by payment players to make predictions, such as whether or not a particular consumer is likely to default in the future.

AI has the ability to increase automation, reduce payment processing times and bring greater consumer insights. PayU invested in AI-based online lender Kreditech in May 2017. The partnership allowed PayU to expand its user base, gain consumer insights and assess consumers on their ability to receive and repay financing.



### ***Cryptocurrency and blockchain adoption increasing in remittances***

The remittance space is being disrupted by new online players who are able to facilitate cross-border transactions at a lower cost than banks. Factors such as increases in cross-border migrations, proliferation of mobile phones and high-speed internet connections have catapulted these players into this sector.

Cryptocurrencies are also penetrating the remittance space. They not only reduce the transaction fees associated with money transfers, but also remove complexities in the form of currency conversions.

In a conventional transaction, the intermediary would charge a transaction fee and a foreign exchange fee. However, with cryptocurrencies only a mining fee is charged. Mining fees are currently high but are expected to come down drastically with the lightning network deployment.

With growing use of cryptocurrencies, tech-enabled non-bank remittances companies are also actively exploring the use of blockchain in the international remittances space. MoneyGram partnered with Ripple in January 2018 to make its money transfer services more efficient.



### ***Payments players increasingly implementing real-time payments***

Banks and other financial institutions are increasingly implementing real-time/instant payments for their customers. With this service, customers can get their money faster and safer, which increases their liquidity.

Traditional financial institutions also gain from offering real-time payments as it gives them a competitive edge over other online players with an improved customer experience. These online payment players are popular because of their ability to provide customers real-time payments using multiple channels such as mobile, e-commerce and e-invoicing platforms, and not just through POS.

Partnering with such players would allow traditional financial institutions to provide integrated payment solutions to customers. It would also lead these online players to access more real-time data through open banking. Merchants can also get this information by working with APIs of account-holding banks.

Countries like Belgium, Slovenia, Spain, Portugal, DR Congo, Hong Kong and Malaysia are taking initiatives to launch their own national real-time payments operations in 2018.



## Key Initiatives by Leading Payments Companies

### *Western Union partners with Ripple for money transfer services*

In February 2018, Western Union partnered with Ripple for transaction settlements. Banks and financial institutions are testing blockchain on their default money transfer platforms, and Ripple, which is represented as XRP on cryptocurrency exchanges, is gaining massive popularity in this space. XRP is useful as it frees financial institutions to park their currency to the “nostro” and “vostro” accounts to facilitate transfers. Banks and payment companies prefer XRP because it enables cheaper and faster money transfer than bitcoin and the legacy SWIFT remittance system.

### *Sterling Payment Technologies and Retail Realm announce integration partnership*

Sterling Payment Technologies announced a partnership with Retail Realm in February 2018. The partnership will provide a streamlined, standardized global platform for all of Retail Realm’s Microsoft payment applications by integrating it with Sterling’s processing platform. Earlier, Retail Realm’s global customers had to use separate services for different steps of the payment cycle, such as processing, settlement and reporting. Through this partnership, the complexities of using multiple services will be reduced. Retail Realm also collaborated with Sterling because of the company’s ability to lower the cost of credit card acceptance for large retailers and B2B companies. Retail Realm is continually looking at such technology partnerships that can reduce complexities and processing charges for its customers.

### *SWIFT revolutionizes the way payments are made in Australia*

SWIFT launched the New Payments Platform (NPP) in Australia in February 2018 to revolutionize the way payments are made in the country. NPP includes the following features: 24/7 instant payments and real-time line-by-line settlement via the Reserve Bank of Australia; PayID, an easy way to link a financial account with an easy-to-remember identifier (such as a mobile phone number, email address or Australian Banking Number (ABN) for businesses). NPP is a key component within SWIFT’s broader global instant payments strategy that also includes a provision for a messaging service.

### *HighRadius extends integrated receivables cloud platform with AI additions*

SaaS-based company HighRadius made AI additions to its Collections and Deductions Cloud solutions and launched a mobile app for analyzing payments data. These new capabilities are designed to help A/R teams refocus their time and resources from time-consuming payment processing and data gathering work to high-value activities like refining credit policies and improving collection strategies. AI in Collections Cloud solutions will help predict payment dates and devise proactive collection strategies. On the other hand, AI in Deductions Cloud solutions will allow HighRadius to validate customer claims and disputes through real-time payments data.







## Deal Activity

### Highlighted M&A Transactions

Date	Target	Acquirer	Sector	Implied EV (\$mm)
2/27/18	 M I Acquisitions	 PRIORITY HOLDINGS LLC	Payment Processing	\$1,000
2/9/18	 Frædom®	 VISA	Networks	\$196
1/17/18	 Paymark	 ingenico GROUP	Payment Processing	\$120
1/16/18	 BLACKHAWK NETWORK	 SILVERLAKE P2 CAPITAL PARTNERS	Networks	\$3,897

### Highlighted Financing Transactions

Date	Company	Key Investor	Type	Amount (\$mm)
1/22/18	 PAYTRONIX	 Great Hill PARTNERS	Growth	\$65
1/18/18	 Ledger	 draperesprit	Series B	\$75

- *The Payments sector has witnessed strong M&A and financing activity in the first two months of 2018. This strength is likely to continue in the coming quarters.*
- *Strong deal activity in the sector has been stoked by an increasing shift towards electronic and online payments; increases in cross border remittances through non-bank channels; and the growing adoption of blockchain and cryptocurrency payments solutions.*
- *Deals are also expected to be set in motion by favorable US tax reforms and the new Payments Services Directive 2 (PSD2) in Europe.*

### Favorable technological and regulatory developments boost deal volumes

The Payments sector has witnessed strong M&A and financing activity in the first two months of 2018 and this strength is likely to continue in the coming quarters. Several big-ticket M&A deals in the Payments space occurred early in the year. These include Silverlake and P2 Capital's \$3.9 billion acquisition of Blackhawk and Warburg Pincus' \$395 million acquisition of a 55% stake in Fiserv Solution. There have also been some large financing transactions, including Ledger raising \$75 million and Paytronix raising \$65 million.

Strong deal activity in the sector has been stoked by the confluence of several favorable technology trends. These include an increasing shift toward electronic and online payments; increases in cross border remittances through

non-bank channels; and the growing adoption of blockchain and cryptocurrency payments solutions. These trends are expected to gain further momentum in the upcoming quarters, resulting in many more M&A and financing deals.

Deals are also expected to be put in motion by favorable regulatory developments. Tax reform in the US could increase the funds available for companies like Paypal, resulting in major inorganic growth initiatives. In Europe, the new Payments Services Directive 2 (PSD2) for online payments could become a key deal driver. PSD2 allows retailers and consumers to authorize payments directly from personal accounts. By doing so, they can sidestep banks, thereby reducing transaction costs and bringing more financial services businesses into the market.












*2018 has already seen some big-ticket M&A and financing deals in the Payments space. Many more significant deals could be in the offing.*

## M&A Transaction Activity Summary

Date	Target	Acquirer(s)	Sector	Implied EV (\$mm)
2/27/18 Transaction Profiled	 M I Acquisitions		Payment Processing	\$1,000
2/21/18	 your global payments community		Prepaid / Money Transfer	NA
2/20/18 Transaction Profiled			Payment Processing	NA
2/9/18			Networks	\$196
2/8/18			Payment Processing	NA
2/7/18	 Online Money Transfer		Prepaid / Money Transfer	NA
1/31/18			POS Devices / Solutions	NA
1/18/18			Payment Processing	NA
1/17/18 Transaction Profiled			Payment Processing	NA
1/17/18			Payment Processing	\$120

Source: Capital IQ and Media Reports

## M&A Transaction Activity Summary

Date	Target	Acquirer(s)	Sector	Implied EV (\$mm)
1/16/18 Transaction Profiled	 <b>BLACKHAWK</b> NETWORK	 <b>SILVERLAKE</b> P2 Capital Partners	Networks	\$3,897
1/15/18	 <b>Shift4</b> Corporation	 <b>LIGHTHOUSE</b> NETWORK.ORG HURTHHEALING	Payment Processing	NA
1/4/18	 <b>GOVPAYNET</b> The Simple Way To Pay	 <b>SECURUS</b> Technologies	Payment Processing	NA
1/2/18	 <b>SPOT</b> BUSINESS FINANCING LLC	 <b>CLEARRENT</b> INTELLIGENT PROCESSING	Payment Processing	NA
12/19/17	 <b>intermex</b> International Money Express	 <b>FT</b> FinTech Acquisition Club II	Prepaid / Money Transfer	NA
12/19/17	 <b>PCS</b> Paycard	 <b>concardis</b> your payment expert	Payment Processing	NA
12/18/17	 <b>CAYAN</b> The Payment Possibilities Company	 <b>TSYS</b>	Payment Processing	\$1,050
12/7/17	 <b>First Rate FX</b> THE CURRENCY SPECIALISTS	 <b>moneycorp</b>	Prepaid / Money Transfer	NA
12/7/17	 <b>Airlink</b>	 <b>ingenico</b> GROUP	POS Devices / Solutions	NA
12/5/17	 <b>SWIFT</b>	 <b>SILVERSMITH</b> CAPITAL PARTNERS  <b>BainCapital</b> VENTURES	Networks	NA

Source: Capital IQ and Media Reports



## Key M&A Deal Profiles

### Priority Holdings acquires M I Acquisitions for \$1 billion

#### Target Company Overview



M I is a blank check company formed for the purpose of entering into a merger, share exchange, asset acquisition, stock purchase, recapitalization, reorganization or other similar business combination with one or more businesses or entities sponsored by NY-based investment firm, Magna.

In September 2016, M I consummated a \$54.7 million initial public offering of 5.73 million units. Each unit consists of one share of common stock and one redeemable common stock purchase warrant at a price of \$10.00 per unit.

M I was founded in 2015 and is based in New York, New York.

#### Acquisition Details



On February 27, 2018, Priority Holdings and M I Acquisitions entered into a definitive agreement whereby Priority will combine with M I and be renamed Priority Technology Holdings, Inc. The combined company will apply to continue the listing of its common stock on the Nasdaq Stock Market under the ticker symbol "PRTH."

#### Transaction Rationale

The transaction provides Priority with a key foundational element to execute its growth strategy. Establishing a public currency, coupled with Priority's institutional debt presence and agile, cloud operating systems, uniquely positions the company as a consolidating platform targeting payments and payment-enabled software opportunities.

### Visa acquires Fraedom for \$196 million

#### Target Company Overview



Fraedom Holdings Limited develops travel and expense management solutions. The company operates as a subsidiary of Hogg Robinson Plc.

Founded in 1999, Fraedom is based in London, the UK with additional offices in the US, the UK, Australia, New Zealand, China, and Canada.

#### Solutions Offered

The company provides solutions for the following:

- **Payments** – an integrated platform to manage business payments.
- **Expense Management** – an expense management tool to save time and money.
- **Card Partnerships** – technology that enables banks to maximize the value of commercial cards.

#### Acquisition Details



Visa announced the acquisition of Fraedom Holdings on February 9, 2018 for \$196 million. The transaction is subject to Hogg Robinson Group shareholder approval and customary closing conditions. The acquisition is expected to be completed by March 10, 2018.

#### Transaction Rationale

The transaction will allow Visa to strengthen and expand its suite of B2B payment solutions. This strategic acquisition allows Visa to offer a more comprehensive business solution to corporate clients that is innovative, global, highly configurable and intuitive for their employees.



## Key M&A Deal Profiles (Cont'd)

### Ingenico Group acquires Paymark for \$120 million

#### Target Company Overview



Paymark provides electronic payment transaction processing services. Its clientele is comprised of merchants, card issuers, and acquirers of electronic funds transfer at point-of-sale, eCommerce, mCommerce, and ATM transactions. The company was founded in 1989 and is based in Auckland, New Zealand.

#### Solutions Offered

Paymark provides payment processing services for POS, e-commerce websites and mobile apps. The company also provides dashboards for real-time analysis of transaction data to generate important businesses insights.

#### Acquisition Details



Ingenico Group announced the acquisition of Paymark from Australia and New Zealand Banking Group Limited, Westpac Banking Corporation, ASB Bank Limited and Bank of New Zealand on January 18, 2018 for an approximate value of \$120 million. The transaction is subject to relevant regulatory consents and is expected to be completed during the second quarter of 2018.

#### Transaction Rationale

The acquisition will allow Ingenico to provide an omni-channel offering including POS and terminal management, in-store and online processing capabilities and valued-added services such as analytics and loyalty. It will also allow Ingenico to expand its presence in New Zealand, which has an advanced retail payments environment.

### P2 Capital and Silver Lake acquire Blackhawk for \$3.9 billion

#### Target Company Overview



Blackhawk Network Holdings provides a range of prepaid gift, telecom, and debit cards in physical and electronic forms with services in the United States and internationally.

It operates through three segments: U.S. Retail, International, and Incentives & Rewards. Founded in 2001, the company is headquartered in Pleasanton, California.

#### Solutions Offered

BlackHawk Network Holdings distributes closed loop gift cards, general purpose reloadable (GPR) cards and provides solutions for businesses to manage their incentive programs.

#### Acquisition Details



P2 Capital partners and Silver Lake announced an all cash acquisition of Blackhawk Network Holdings for \$3.9 billion on January 16, 2018.


























Under the terms of the agreement, Blackhawk stockholders will receive \$45.25 per share in cash upon closing of the transaction. Subject to customary closing conditions and regulatory approvals, the acquisition is expected to close by mid-2018.

#### Transaction Rationale

The transaction will bring financial resources and technological expertise to Blackhawk that can accelerate its growth initiatives.



## Financing Transaction Activity Summary

Date	Target	Sector	Amount (\$mm)	Type	Key Investor(s)
2/22/18	 recargapay	Payment Processing	\$22	Series B	 <b>IFC</b> International Finance Corporation WORLD BANK GROUP
2/15/18	 Lydia	Payment Processing	\$16	Series C	 <b>CNP</b> assurances
2/14/18	 payworks	POS Devices / Solutions	\$15	Series B	 <b>VISA</b> <b>COMMERZ VENTURES</b>  Commerzbank Group
2/13/18	 Tipalti	Payment Processing	\$30	Series C	 zeev
2/13/18	 zervant	Payment Processing	\$7	Growth	 <b>TESI</b> Finnish Industry Investments
2/2/18	 amino	Payment Processing	\$5	Seed	 First Round
1/31/18	 <b>EBANX</b>	Payment Processing	\$30	Growth	 <b>FTV</b> CAPITAL
1/30/18	 drop	Networks	\$21	Series A	 <b>NEA</b>
1/25/18	StoneHub	POS Devices / Solutions	\$5	Series A	 <b>Vertex Venture Holdings</b> 祥峰投资
1/24/18	 Appetize	POS Devices / Solutions	\$20	Series B	 <b>SHAMROCK</b>  CAPITAL ADVISORS
1/22/18 Transaction Profiled	 <b>PAYTRONIX</b>	POS Devices / Solutions	\$65	Growth	 <b>Great Hill</b> PARTNERS
1/18/18 Transaction Profiled	 Ledger	Payment Processing	\$75	Series B	 draperesprit

Source: Capital IQ, Pitchbook and Media Reports

## Financing Transaction Activity Summary

Date	Target	Sector	Amount (\$mm)	Type	Key Investor(s)
1/15/18	 <b>Razorpay</b>	Payment Processing	\$20	Series B	 <b>TIGER</b> <small>Tiger Global Management, LLC</small>
1/10/18	<b>Petal</b>	Networks	\$13	Series A	 <b>VALAR</b> <small>VENTURES</small>
1/9/18	<b>Finexio</b>	Payment Processing	\$4	Series A	 <b>PARKWAY</b>
1/5/18	 <b>Coinify</b>	Payment Processing	\$5	Venture	<b>NORDIC E&amp;E</b> <small>VENTURE CAPITAL</small>
12/20/17	 <b>Passport</b>	Payment Infrastructure	\$43	Series C	 <b>BainCapital</b> <small>VENTURES</small>
12/15/17	<b>zlien</b>	Payment Infrastructure	\$10	Series B	 <b>S3</b> Ventures
12/14/17	 <b>AIRWALLEX</b>	Payment Infrastructure	\$6	Venture	 <b>SquarePeg</b> <small>capital</small>
12/13/17	<b>iZettle</b>	POS Devices / Solutions	\$47	Growth	 <b>FÖRSTA AP-FONDEN</b>  <b>dawn.</b>
12/6/17	<b>bitpay</b>	Payment Processing	\$30	Series B	<b>AQUILINE</b> <small>CAPITAL PARTNERS LLC</small>
12/5/17	 <b>worldremit.</b>	Prepaid / Money Transfer	\$40	Growth	 <b>LEAPFROG</b> <small>INVESTMENTS</small>
11/27/17	 <b>radius</b> <small>Payment Solutions</small>	Networks	\$150	Growth	 <b>inflexion</b> <small>PRIVATE EQUITY</small>
11/21/17	 <b>YAPSTONE</b>	Payment Processing	NA	Series C	Undisclosed Investors

Source: Capital IQ, Pitchbook and Media Reports



## Key Financing Deal Profiles

### Paytronix raises \$65 million in growth funding

#### Target Company Overview



Paytronix Systems, Inc. is a provider of SaaS customer experience management solutions (loyalty, reward, gift, mobile applications and data insights) for restaurants and convenience store brands. Paytronix was founded in 2001 and is headquartered in Newton, Massachusetts.

#### Services Offered

Paytronix provides reward program solutions to restaurants and retailers. Its proprietary guest engagement platform helps clients manage and increase guest spend. The company offers EXPRESS Pilots, a reward program software with a campaign and messaging module, mobile applications, and data insights to help companies minimize integration time and costs during the pilot phase.

#### Financing Details



Paytronix received \$65 million in a growth funding round on January 22, 2018. The transaction included participation from investor Great Hill Partners, LLC. This is the company's first funding round.

#### Use of Funds

Paytronix will use the proceeds to accelerate its business growth by expanding its product suite, geographic footprint, and market focus.

### Ledger raises \$75 million in Series B funding

#### Target Company Overview



Ledger SAS makes USB dongles that contain a chip for safely storing and carrying cryptocurrency passwords. The company was incorporated in 2011 and is based in Paris, France.

#### Services Offered

Ledger's flagship products are Proton, a NFC/USB hardware wallet that allows mobile transaction signing on an Android phone; and Blue, a NFC/Bluetooth low energy (BLE) hardware wallet. The company also provides a Google Chrome application to help users configure and use bitcoin wallet and an API to leverage the wallet and facilitate third party integration.

#### Financing Details



Ledger received €61 million (\$74.7 million) in Series B funding from a consortium led by new investor Draper Esprit plc on January 18, 2018. The consortium included eminent investors Draper Associates, Draper Dragon, Boost VC, CapHorn Invest - Société de Gestion, Digital Currency Group, and GDTRE. This is Ledger's third funding round and the company has received a total funding of \$83.7 million till date.

#### Use of Funds

Ledger will use the proceeds to significantly scale up its operations as demand for its products increases sharply. The funds will be used to pay for hiring, research and development, and financing the company's expansion.

# IPO Activity Summary

## IPO Activity Summary

Company	IPO Date	Amount Raised (\$mm)	IPO Price	Current Market Price	Total Return
 <b>pagseguro</b> UOL	1/23/18	\$2,265	\$21.50	\$33.30	55%
 <b>boku</b>	11/14/17	\$59	\$0.70	\$1.10	57%
 <b>MCASH</b>	10/31/17	\$22	\$0.10	\$0.20	100%
 <b>shopify</b>	5/18/17	\$501	\$91.00	\$136.70	50%
 <b>Square</b>	11/18/15	\$243	\$9.00	\$46.00	411%
 <b>worldpay</b>	10/15/15	\$3,341	\$3.71	\$82.00	2,110%
<b>First Data</b>	10/14/15	\$2,560	\$16.00	\$15.50	(3%)
 <b>cpi card group</b>	10/08/15	\$150	\$10.00	\$2.56	(74%)
<b>PayPal</b>	7/6/15	\$3,971	\$34.50	\$78.80	128%
 <b>MINDBODY</b>	6/18/15	\$100	\$14.00	\$37.20	166%
 <b>QIWI</b> КИВИ	3/6/14	\$168	\$16.00	\$16.30	2%
 <b>Quotient</b>	11/10/13	\$416	\$1.89	\$13.65	622%
 <b>OFX</b>	5/2/13	\$213	\$17.00	\$1.10	(94%)
 <b>BLACKHAWK</b> NETWORK	4/18/13	\$230	\$23.00	\$44.70	94%

Source: Capital IQ and Pitchbook  
Market data as of March 2, 2018

## Select Wall Street Research Updates and Commentary

### Update from Compass Point, February 2018



We believe ADS is entering 2018 with a much better outlook for its operating performance relative to 2017. First, is an improved credit outlook. Management guided to a charge-off rate in 2018 of 6%, flat when compared to 2017, but significantly improved from the 90 bps YoY increase seen in 2017. **The more favorable credit outlook is supported by some credit tightening in 2016, surpassing the anniversary of lower recovery rates in early 2017, purchase accounting marks on the Signet portfolio, and using the storms to pull forward some accounts into charge-off.** Payment rates in the master trust also suggest more credit stability in 2018.

### Update from JPMorgan, January 2018



Earlier this week, Vantiv completed its acquisition of Worldpay for ~\$12bn in cash and stock, creating the world's largest global merchant acquirer (based on transactions), branded as Worldpay. We like the combination, despite near-term EPS dilution, as it (1) **creates significant scale, a key competitive advantage in the payment processing space**, (2) increases exposure to faster-growing verticals like ecommerce and integrated payments, which we estimate will represent about 1/3rd of combined revenues, (3) adds a valuable payment platform built for underserved cross-border merchants, capable of processing payments in >140 countries and >120 currencies, and (4) offers considerable cost synergy opportunities (>\$200M in the first three years or ~12% of acquired revenue) to fuel high-teens compounded EPS growth through 2020.

### Update from JPMorgan, February 2018



We are upping our estimates to reflect solid 4Q results and a lower tax rate net of incremental investments. Premium revenue growth of 18% (FXN) should be commended, giving MA **freedom to invest and sustain coveted double-digit revenue growth in the foreseeable future**. Higher estimates push our price target up to \$192, and given the healthy macro backdrop, a healthy backlog, and pipeline, we continue to like the momentum in the business and maintain our Overweight rating.

### Update from SunTrust Robinson Humphrey, February 2018



The company's diversified geographic footprint, strong technology and impressive scale should allow it to take share in the increasingly competitive and mature FI outsourcing market. As a result, FIS should sustain roughly average organic revenue growth while delivering modest margin expansion. We view **Fidelity as the better positioned of the two public FI outsourcers, owing to its geographic diversification, big-FI exposure and relative lack of reliance on next-generation technology for top-line expansion**. These factors, and the shares' meaningful relative valuation discount, make us constructive for long-term investors.

### Update from Oppenheimer, February 2018



FISV has a highly attractive business model and maintains strong core bank technology market share (~40%). **We anticipate gradual acceleration in organic growth, sustained annual margin expansion, and capital deployment benefits.** The bank end market continues to normalize, and bank technology spending growth should continue to track toward mid single digits annually. We believe FISV is well positioned for sustained double-digit EPS and FCF/share growth. FISV trades at ~19x our CY19E EPS, which we view as fairly valued. We would not preclude the possibility of the shares pausing while fundamentals catch up to valuation.



## Appendix – Coverage Universe Components

The 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:OFX, PLPM
2	Bank Technology Solutions:	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, ASPS, 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, WRLD, LSE:IPF, TBBK, EZPW, RM, OB:MONO-ME, ATLC, URI, AL, TSX:EFN, TGH, RCII, 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:NXG, 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:MONY, 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, AYW, 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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