

# **QUARTERLY DEALS** & MARKET ROUNDUP

**Business Process Outsourcing** (BPO)

October 2019



Customer Experience



IT / Consulting



Operations



B HR / Payroll



Healthcare Industry



## **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

SecuritiesSpecialty FinancePaymentsBPOFinancial ServicesEnterprise SoftwareLendingIoTFinancial ManagementAnalyticsInsuranceB2B



# 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	(0.5%)	7.6%	52.9%
ВРО	(6.6%)	1.7%	49.6%
Enterprise Software / Data & Analytics	(4.1%)	0.6%	42.3%
Financial Management Solutions	(2.9%)	11.2%	78.0%
Healthcare Tech	(10.9%)	(18.3%)	45.0%
Insurance	(2.8%)	4.6%	46.8%
Payments	(2.4%)	2.5%	88.3%
Securities	(4.7%)	(5.8%)	26.4%
Specialty Finance / Alternative Lending	0.5%	(4.3%)	39.1%

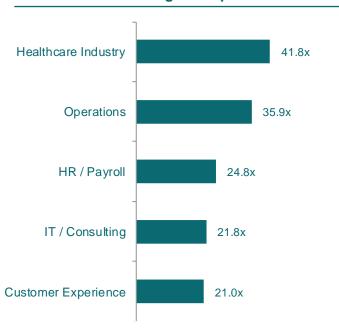
<sup>\*</sup> Equal weighting method.

### Industry-wide Multiples and Subsector Multiples

### **Sector 2020E Price / Earnings Multiples**

### Financial Management 43.4x Solutions Enterprise Software / Data 35.0x & Analytics Healthcare Tech 33.0x Bank Tech / Solutions 30.3x Payments 29.1x **BPO** 27.0x Securities 19.9x Insurance 18.6x Specialty Finance / 10.1x Alternative Lending

### **Business Process Outsourcing 2020E Price / Earnings Multiples**



Data as of October 1, 2019 Source: Pitchbook



# **Stock Comparables – Business Process Outsourcing Sub-Sectors (1/2)**

(All figures in millions of USD, except per share data. Data as of October 1, 2019)

Customer Experience																	
							Grov	wth Rat	ies:								
	Stock	% of 52-	Market	Enterprise	LT	M	Revenu	ie:	Earnings	LTM M	argins:		EV / Re	evenue		EV / EBITD	Α
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2019 C	2020	LT	Gross	EBITDA	LTM	CY 2019	CY 2020	LTM	CY 2019	CY 2020
Teleperformance	\$108.41	97.0%	\$12,705	\$15,767	\$5,634	\$1,033	11%	10%	19%	33%	18%	2.8x	3.0x	2.7x	15.3x	18.4x	15.2x
TTEC	\$47.11	93.4%	\$2,190	\$2,511	\$1,571	\$180	1%	9%	5%	24%	11%	1.6x	1.7x	1.5x	14.0x	13.3x	11.9x
Sykes Enterprises	\$30.12	94.8%	\$1,253	\$1,431	\$1,606	\$144	3%	0%	(5%)	35%	9%	0.9x	0.9x	0.9x	9.9x	8.5x	8.2x
MEAN							5%	6%	6%	31%	13%	1.8x	1.9x	1.7x	13.1x	13.4x	11.8x
MEDIAN							3%	9%	5%	33%	11%	1.6x	1.7x	1.5x	14.0x	13.3x	11.9x

							Gr	owth Ra	tes:								
	Stock	% of 52-	Market	Enterprise	LT	M	Rever	ue:	Earnings	LTM Ma	argins:		EV / Re	evenue		EV / EBITD	Α
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2019 (	CY 2020	LT	Gross	EBITDA	LTM	CY 2019	CY 2020	LTM	CY 2019	CY 2020
HealthEquity	\$55.58	54.7%	\$3,925	\$3,150	\$320	\$128	24%	81%	53%	65%	40%	9.8x	11.0x	6.1x	24.6x	26.6x	20.3x
Hms Holdings	\$33.95	83.5%	\$2,966	\$2,961	\$626	\$161	15%	10%	49%	36%	26%	4.7x	4.9x	4.5x	18.4x	18.2x	15.8x
Qualicorp	\$7.45	96.2%	\$2,092	\$2,093	\$500	\$257	(23%)	(4%)	1%	81%	51%	4.2x	4.2x	4.3x	8.1x	8.7x	8.7x
Allscripts Healthcare Solutions	\$10.58	74.7%	\$1,763	\$2,587	\$1,587	\$43	44%	(17%)	NA	41%	3%	1.6x	1.2x	1.4x	60.7x	6.4x	8.6x
R1 RCM	\$9.05	68.6%	\$1,015	\$1,632	\$1,084	\$50	93%	38%	NA	15%	5%	1.5x	1.9x	1.4x	32.4x	28.6x	9.7x
NextGen Healthcare	\$15.24	72.2%	\$996	\$1,028	\$528	\$74	1%	1%	NA	53%	14%	1.9x	1.9x	1.9x	13.9x	13.3x	12.5x
Computer Programs & Systems	\$21.89	64.4%	\$314	\$444	\$277	\$37	2%	(4%)	27%	53%	14%	1.6x	1.6x	1.6x	11.9x	9.2x	9.2x
Castlight Health	\$1.34	32.3%	\$195	\$151	\$154	(\$24)	17%	(8%)	NA	62%	(16%)	1.0x	1.0x	1.1x	NMF	NMF	NMF
MEAN							22%	12%	33%	51%	17%	3.3x	3.5x	2.8x	24.3x	15.9x	12.1x
MEDIAN							16%	(1%)	38%	53%	14%	1.8x	1.9x	1.8x	18.4x	13.3x	9.7x

HR / Payroll																	
							Gro	wth Ra	tes:								
	Stock	% of 52-	Market	Enterprise	LT	M	Revent	ıe:	Earnings	LTM M	argins:		EV / Re	evenue		EV / EBITD	Α
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2019 C	Y 2020	LT	Gross	EBITDA	LTM	CY 2019	CY 2020	LTM	CY 2019	CY 2020
Automatic Data Processing	\$160.43	91.9%	\$69,578	\$69,631	\$14,175	\$3,447	7%	6%	17%	43%	24%	4.9x	5.1x	4.8x	20.2x	23.0x	19.3x
Paychex	\$81.89	92.6%	\$29,328	\$29,412	\$3,773	\$1,554	8%	17%	11%	69%	41%	7.8x	8.6x	7.3x	18.9x	21.1x	18.1x
TriNet Group	\$60.10	78.1%	\$4,203	\$4,382	\$3,661	\$290	NA	NA	67%	19%	8%	1.2x	5.0x	4.6x	15.1x	12.6x	11.2x
Insperity	\$96.42	66.5%	\$3,971	\$3,809	\$4,088	\$231	16%	13%	43%	18%	6%	0.9x	1.0x	0.9x	16.5x	15.9x	13.6x
Cornerstone OnDemand	\$53.75	85.8%	\$3,262	\$3,236	\$554	\$38	10%	8%	NA	74%	7%	5.8x	6.1x	5.7x	84.5x	33.0x	26.3x
Benefitfocus	\$23.25	38.3%	\$760	\$898	\$273	(\$18)	9%	15%	NA	51%	(7%)	3.3x	3.5x	3.0x	NMF	86.9x	71.3x
MEAN							10%	12%	35%	46%	13%	4.0x	4.9x	4.4x	31.1x	32.1x	26.6x
MEDIAN							9%	13%	30%	47%	7%	4.1x	5.0x	4.7x	18.9x	22.0x	18.7x

							Gr	owth Ra	tes:								
	Stock	% of 52-	Market	Enterprise	LT	M	Rever	nue:	Earnings	LTM M	argins:		EV / R	evenue		EV / EBITD	Α
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2019 (	CY 2020	LT	Gross	EBITDA	LTM	CY 2019	CY 2020	LTM	CY 2019	CY 2020
Accenture	\$189.62	93.5%	\$120,769	\$115,080	\$43,274	\$6,973	6%	10%	7%	30%	16%	2.7x	2.9x	2.6x	16.5x	17.0x	15.8x
Tata Consultancy Services	\$29.04	88.4%	\$108,958	\$108,257	\$21,285	\$6,012	NA	NA	8%	45%	28%	5.1x	NA	NA	18.0x	NA	NA
Infosys	\$11.19	94.8%	\$47,409	\$44,975	\$12,098	\$3,021	NA	NA	(17%)	34%	25%	3.7x	NA	NA	14.9x	NA	NA
Cognizant Technology Solutions	\$60.62	78.2%	\$33,480	\$32,103	\$16,458	\$3,098	9%	4%	13%	38%	19%	2.0x	2.0x	1.9x	10.4x	9.5x	9.7x
HCL Technologies	\$14.94	87.8%	\$20,258	\$20,258	\$6,612	\$1,522	NA	NA	8%	63%	23%	3.1x	NA	NA	13.3x	NA	NA
Capgemini	\$23.43	89.5%	\$19,416	\$22,250	\$15,670	\$2,079	10%	1%	(10%)	27%	13%	1.4x	1.4x	1.4x	10.7x	10.8x	9.4x
Wipro	\$3.29	76.3%	\$18,723	\$14,365	\$8,397	\$1,739	(1%)	2%	3%	30%	21%	1.7x	1.7x	1.7x	8.3x	8.7x	8.3x
Atmos Energy	\$112.98	98.1%	\$13,354	\$17,037	\$2,903	\$1,126	15%	(5%)	10%	69%	39%	5.9x	5.2x	5.4x	15.1x	16.1x	NA
OpenText	\$40.31	90.5%	\$10,851	\$12,526	\$2,869	\$1,048	7%	4%	(3%)	68%	37%	4.4x	4.4x	4.3x	12.0x	12.2x	11.4x
Tech Mahindra	\$9.94	81.8%	\$9,584	\$8,364	\$4,971	\$997	4%	5%	9%	44%	20%	1.7x	1.7x	1.7x	8.4x	NA	NA
Amdocs	\$66.02	97.7%	\$8,971	\$8,563	\$4,059	\$693	3%	3%	3%	35%	17%	2.1x	2.1x	2.1x	12.4x	10.4x	NA
DXC Technology	\$28.08	29.8%	\$7,356	\$16,911	\$20,361	\$3,563	21%	(8%)	NA	28%	17%	0.8x	0.8x	0.8x	4.7x	3.6x	4.3x
CACI International	\$226.15	96.2%	\$5,627	\$7,220	\$4,986	\$464	5%	16%	22%	8%	9%	1.4x	1.6x	1.3x	15.6x	18.7x	14.7x
WNS Global Services	\$58.52	90.0%	\$2,906	\$3,023	\$824	\$159	8%	12%	24%	37%	19%	3.7x	3.9x	3.5x	19.1x	18.0x	15.4x
ExIService Holdings	\$66.19	94.5%	\$2,262	\$2,366	\$949	\$134	16%	12%	(9%)	34%	14%	2.5x	2.7x	2.4x	17.6x	16.1x	14.3x
MindTree	\$10.16	67.5%	\$1,643	\$1,540	\$1,021	\$154	15%	13%	6%	38%	15%	1.5x	1.6x	1.4x	10.0x	NA	NA
Hexaware Technologies	\$5.30	81.3%	\$1,583	\$1,577	\$713	\$111	11%	19%	12%	47%	16%	2.2x	2.4x	2.0x	14.2x	14.9x	12.7x
Virtusa	\$35.56	62.4%	\$1,076	\$1,414	\$1,267	\$94	24%	10%	(7%)	29%	7%	1.1x	1.2x	1.1x	15.0x	13.2x	12.0x
OneSpan	\$14.27	66.0%	\$576	\$508	\$221	\$5	7%	13%	NA	66%	2%	2.3x	2.5x	2.2x	92.5x	23.5x	23.1x
Aptitude Software	\$7.07	81.3%	\$393	\$308	\$95	\$26	16%	(23%)	55%	NA	27%	3.2x	3.3x	4.3x	11.9x	13.2x	NA
Unisys	\$6.97	34.5%	\$361	\$673	\$2,899	\$316	3%	4%	NA	23%	11%	0.2x	0.2x	0.2x	2.1x	1.6x	1.5x
Be. Think, Solve, Execute	\$1.11	86.0%	\$146	\$169	\$171	\$20	10%	12%	16%	65%	11%	1.0x	1.1x	1.0x	8.6x	7.9x	7.4x
MEAN							10%	5%	8%	41%	19%	2.4x	2.2x	2.2x	16.0x	12.7x	11.4x
MEDIAN							9%	5%	8%	37%	17%	2.2x	2.0x	1.9x	12.8x	13.2x	11.7x

Source: Pitchbook



# **Stock Comparables – Business Process Outsourcing Sub-Sectors (2/2)**

(All figures in millions of USD, except per share data. Data as of October 1, 2019)

							Grow	th Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Revenue	<b>:</b>	Earnings	LTM Ma	argins:		EV / Re	evenue		EV / EBITD	Α
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2019 CY	2020	LT	Gross	EBITDA	LTM	CY 2019	CY 2020	LTM	CY 2019	CY 2020
CGI Group	\$77.76	96.5%	\$20,951	\$22,408	\$9,024	\$1,600	5%	5%	11%	18%	18%	2.5x	2.5x	2.4x	14.0x	13.8x	13.1x
Genpact	\$38.62	86.7%	\$7,357	\$8,624	\$3,274	\$535	9%	17%	8%	36%	16%	2.6x	2.9x	2.5x	16.1x	16.0x	13.2x
Capita	\$1.80	95.6%	\$3,003	\$4,779	\$4,863	\$592	(8%)	(9%)	6%	25%	12%	1.0x	1.0x	1.0x	8.1x	8.9x	8.9x
Mphasis	\$13.20	81.3%	\$2,460	\$2,460	\$1,141	\$216	10%	14%	18%	30%	19%	2.2x	2.3x	2.0x	11.4x	NA	NA
iEnergizer	\$3.47	86.3%	\$659	\$661	\$174	\$51	NA	7%	19%	36%	29%	3.8x	3.9x	3.7x	13.1x	NA	13.0x
Firstsource Solutions	\$0.65	74.3%	\$450	\$450	\$545	\$81	4%	2%	9%	32%	15%	0.8x	0.8x	0.8x	5.6x	NA	NA
PRGX Global	\$4.94	51.0%	\$117	\$150	\$174	\$15	9%	(1%)	NA	40%	8%	0.9x	0.9x	0.9x	10.2x	6.1x	6.0x
MEAN							5%	5%	12%	31%	17%	2.0x	2.0x	1.9x	11.2x	11.2x	10.9x
MEDIAN							7%	5%	10%	32%	16%	2.2x	2.3x	2.0x	11.4x	11.3x	13.0x

Source: Pitchbook

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Key M8	A Transaction	on Activity Su	mmary	List Harris Vall	
Date	Target	Acquirer(s)	Sector	Value (\$mm)	Transaction Comments
3/10/2019	<b>№</b> Nytec	accenture	IT / Consulting	NA	<ul> <li>Nytec is an Ireland-based provider of management and technology consulting</li> <li>Nytec will merge with Accenture's Industry X.O after the acquisition</li> </ul>
10/1/2019	erecruit <sup>.</sup>	Bullhorn	Operations	NA	<ul> <li>Erecruit provides staffing and vendor management software solutions</li> <li>The acquisition enables Bullhorn to strengthen the presence of its Bullhorn One platform in the market</li> </ul>
9/30/2019	APTUS HEALTH	WebMD health services	Healthcare Industry	NA	<ul> <li>Aptus Health provides healthcare engagement solutions through medical education and health information platforms</li> <li>The transaction benefits both parties from the integration of their core businesses</li> </ul>
9/26/2019	emids experience partnership. N	N M C EW MOUNTAIN CAPITAL LLC	Healthcare Industry	NA	<ul> <li>eMids provides healthcare digital engineering and transformation solutions</li> <li>The new funding will be used to continue eMids' innovative prowess and expansion</li> </ul>
9/30/2019	<b>Vital</b> Smarts°	LEEDS Equity Partners	Operations	NA	<ul> <li>VitalSmart provides solutions for corporate training</li> <li>The funding will be utilized to expand VitalSmart's business scale to train over 1M corporates annually</li> </ul>
9/23/2019	Pro Safety	RISK STRATEGIES	Operations	NA	<ul> <li>Pro Safety Services provides safety training to corporates</li> <li>The acquisition enables Pro Safety Services to tap into RSC's customer base to expand the current model on a national scale</li> </ul>

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Key Fina	ncing Transactio	n Activity Sumn	nary		
Date	Target	Sector	Amount (\$mm)	Туре	Key Investor(s)
8/13/2019	schedulicity	Operations	\$22	Growth Equity	Private
7/31/2019	harver	HR / Payroll	\$15	Series B	INSIGHT — PARTNERS —
7/25/2019	CIOX	Healthcare Industry	\$30	Private Equity Funding	Global Health Innovation  NMC  NEW MOUNTAIN CAPITAL LLC
7/24/2019	Health Catalyst  yelle cutomos improvement	Healthcare Industry	\$182	IPO	NA
7/23/2019	venminder	Operations	\$5	Growth Equity	BainCapital  VENTURES  Mission OG
7/23/2019	<b>Insight</b> GO	Healthcare Industry	\$17	Series D	PiperJaffray。



<b>IPO Activity</b>	y Summary
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Company	IPO Date	Amount Raised (\$mm)	IPO Price	Current Market Price	Total Return	
Health Catalyst grate outcomes improvement	7/25/2019	\$182	\$26.00	\$29.15	12%	
CHANGE HEALTHCARE	6/27/2019	\$557	\$13.00	\$12.18	(6%)	
CERIDIAN	4/26/2018	\$462	\$22.00	\$49.33	124%	
<i>A</i> ppian	5/24/2017	\$75	\$12.00	\$47.29	294%	
CONDUENT	12/29/2016	\$386	\$14.85	\$6.16	(59%)	
<b>BLACKLINE</b>	10/27/2016	\$146	\$17.00	\$46.70	175%	
蕊coupa	10/5/2016	\$133	\$18.00	\$133.34	641%	
L&T Infotech	7/14/2016	\$185	\$10.61	\$21.22	100%	
BLACK KNIGHT	5/19/2015	\$441	\$24.50	\$60.53	147%	
Health <b>Equity</b>	7/30/2014	\$127	\$14.00	\$55.58	297%	
Five?	4/3/2014	\$70	\$7.00	\$52.53	650%	
TriNet	3/26/2014	\$240	\$16.00	\$60.10	276%	
Castlight	3/13/2014	\$178	\$16.00	\$1.34	(92%)	
BENEFITF@CUS°	9/17/2013	\$131	\$26.50	\$23.25	(12%)	
evertec evertec	4/11/2013	\$505	\$20.00	\$30.65	53%	

Market data as of October 1, 2019 Source: Pitchbook



# **Select Wall Street Research Updates and Commentary**

### **Update from Credit Suisse, September 2019**



TEP has a resilient business model in our view, having grown LfL revenues by over 5% organically for 29 consecutive quarters. Over the last decade it has diversified both its industry exposure and customer concentration whilst its share of revenue from eclients has increased from 5% in 2012 to 22% in H119. In addition it has made a series of acquisitions to develop a high margin, lower volatility, Specialised Services division (14% of revenues in FY18 and 32% of EBITA). We believe the opportunity from Content Moderation can add 90-140bp to revenue growth per year, with the emerging e-gaming services a further opportunity.

### **Update from Stifel, October 2019**

## PAYCHEX

PAYX expects to roll out several new products in conjunction with the annual HR Tech Conference being held this week in Las Vegas. Enhancements include pay on demand (later this year), which will allow employees to take advances before a scheduled pay check arrives; real time deposits (early 2020), which will give employers the ability to pay in real time (presumably daily) rather than biweekly or semimonthly; and an enhanced chatbot offering (December, first version introduced in 2018) for every customer interaction. The chatbot continues to improve through machine learning and will drive out further operating costs as it increasingly replaces human interaction. PAYX outperformed the S&P today (+2% vs S&P -2%) and is trading at a 59% premium to the S&P, above its historical five year premium of 47%, but below its peak of ~75% in June, perhaps reflecting PAYX' defensive characteristics and positioning as a fixed-income alternative.

### **Update from BMO Capital Markets, September 2019**



As we reflect on Genpact's analyst event, we think the larger picture is that Genpact has benefited, and will continue to benefit, by focusing on doing a few things well. Moreover, we think **Genpact has carved a niche within the broader services sector by leveraging its core competency in financial outsourcing and developing domain expertise in specific BPO solution sets.** Presentations on supply chain and cybercrime lead us to the conclusion that Genpact can expand its solution sets and maintain BPO durable growth in the low to mid-teens. Genpact is negotiating single source on about half of bookings, which we believe demonstrates client confidence in the strength of Genpact's portfolio.

### **Update from Stifel, July 2019**



TNET reported 2Q last night beating revenue and EPS by 4% and 5%, respectively, and raising 2019 guidance largely to reflect YTD outperformance. Highlights were continued improvement in key revenue drivers including client retention, revenue/client, s-store sales growth and unit volumes. Volume growth (WSE's) is the only metric formally reported and returned to y/y growth for the first time in six quarters, which gives us increasing conviction the model can yield low mid teens annual EBITDA growth as many of the initiatives taken over the past 2-3 years begin to bear fruit. TNET is trading at 12x EBITDA, a 25% discount to its closest peer, which we view as excessive given its differentiation and the aforementioned improvements. On balance, we are comfortable with the company's ability to transition back to a growth mode with margin expansion, which should drive continued rerating of this stock and consensus estimates higher.

### **Update from Credit Suisse, April 2019**



Given the trends in 2H18, HMSY faces tough Y/Y comps in 3Q, which get easier in 4Q. Separately, HMSY is upbeat about the trends in the PI segment, noting that 4Q is a seasonally strong quarter for them. Likewise, HMSY sees growth in its PHM business in 2H, as Medicare plans get risk adjustments, star ratings and HEDIS scores driving a greater push for HMSY's products and services.



# **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:ZTP, 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:DF, NYS:DF, NYS:DF, NYS:DF, NYS:CAN, NYS:COF, NYS:TGH, NYS:CAI, NYS:CAI, 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:HQY, 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:ONST, 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:LOGN, NAS:LOGN, NAS:MSFT, NAS:QOOM, NAS:SLAB, NAS:TMUS, NYS:T, NYS:FIT, 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:FORR, 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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