Evolve
Capital Partners

QUARTERLY DEALS & MARKET UPDATE

Insurance

December 2019

- *Benefits Administrators*
- *Data & Analytics Solutions*
- *Insurance Brokers*
- *Multi-Line Insurance*
- *Online Platforms*
- *P&C Insurance*
- *P&C Specialty*
- *Software Solutions*
- *Title Insurance*
- *Traditional / Life Insurance*

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
- Independent Directors / Boards

Investment Banking Advisory

- M&A
- Strategic Alliances
- 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

Securities

J.P.Morgan · Broadridge · E*TRADE · charles SCHWAB · SS&C · First Derivatives Plc · DEUTSCHE BÖRSE GROUP

Payments

Square · MoneyGram · DELUXE · PayPal · UnionPay 银联

Insurance

AON · Verisk Analytics · goosehead INSURANCE · york. · GUIDEWIRE · TRAVELERS

BPO

GENPACT · accenture · SUTHERLAND GLOBAL SERVICES · EXL · nelnet

Specialty Finance / Alternative Lending

LendingClub · ondeck · synchrony FINANCIAL · Elevate · Goldman Sachs

Enterprise Software / Data & Analytics

Hyland · cloudera · dun & bradstreet · SAP · tableau SOFTWARE

Bank Technology / Solutions

carelogic · FIDELITY NATIONAL FINANCIAL · r3. · Q2 Grow Beyond · FIS · REDFIN

Healthcare Tech

athenahealth · Cerner · R1 · aetna · Cotiviti · Craneware

Financial Management Solutions

ADP · SAP · Ultimate SOFTWARE People first · PAYCHEX · intuit · wex

Evolve Capital Partners

Capabilities

M&A Advisory

Sales / Recaps

Acquisitions

Divestiture

Strategic Advisory

Financing

Private Placements

Debt Capital

Restructuring

Market Summary and Key Multiples

Industry Stock Market Performance of Evolve Sector Coverage

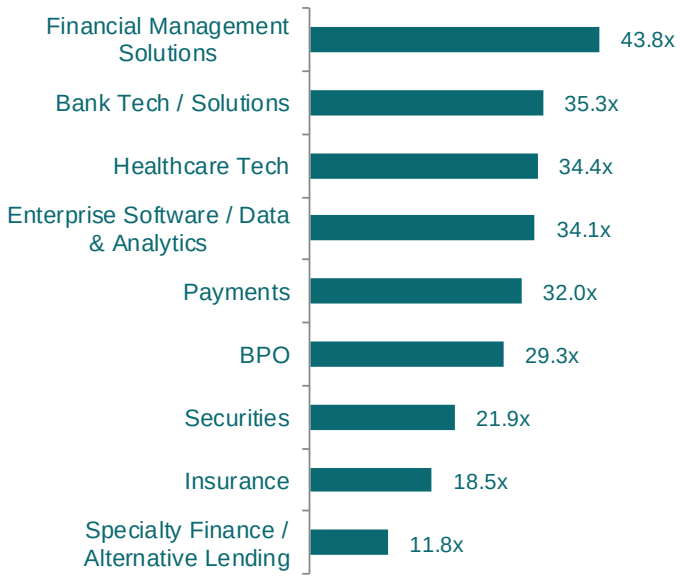
Indexed Price Performance *

Sector	3 Months	1 Year	3 Years
Bank Tech / Solutions	1.0%	23.1%	67.8%
BPO	6.2%	11.8%	64.4%
Enterprise Software / Data & Analytics	8.3%	19.3%	63.6%
Financial Management Solutions	8.0%	37.6%	127.2%
Healthcare Tech	14.0%	6.5%	59.0%
Insurance	7.8%	19.2%	53.3%
Payments	1.6%	20.8%	116.0%
Securities	10.8%	9.0%	31.8%
Specialty Finance / Alternative Lending	4.4%	10.4%	34.3%

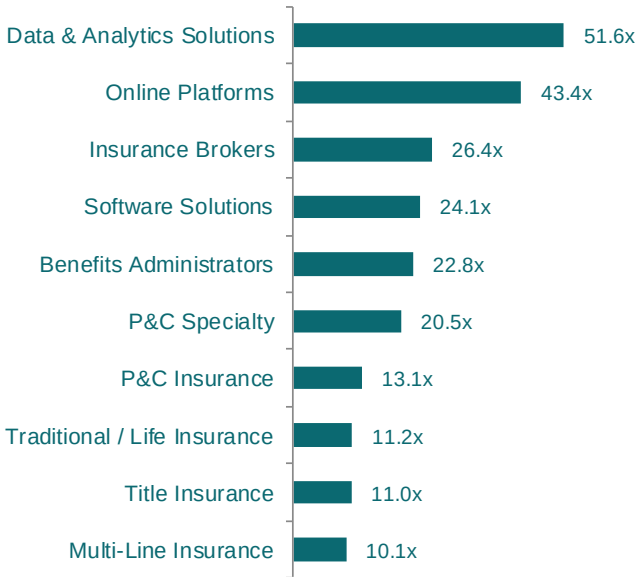
** Equal weighting method.*

Industry-wide Multiples and Subsector Multiples

Sector 2020E Price / Earnings Multiples



Insurance 2020E Price / Earnings Multiples



Data as of December 1, 2019
Source: Pitchbook

Stock Comparables – Insurance Sub-Sectors (1/3)

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

Insurance Brokers

	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM Revenue	LTM EBITDA	Growth Rates: Revenue: CY 2020	Revenue: CY 2021	Earnings: LT	LTM Margins: Gross	LTM Margins: EBITDA	EV / Revenue LTM	EV / Revenue CY 2020	EV / Revenue CY 2021	EV / EBITDA LTM	EV / EBITDA CY 2020	EV / EBITDA CY 2021
Marsh & Mclennan Companies	$108.07	99.4%	$54,539	$68,369	$16,100	$3,184	4%	8%	(3%)	41%	20%	4.2x	4.1x	3.8x	21.5x	16.8x	15.2x
Aon	$203.61	98.9%	$47,673	$55,453	$10,898	$2,714	1%	6%	9%	44%	25%	5.1x	5.1x	4.8x	20.4x	17.4x	16.0x
Willis Towers Watson	$196.44	97.8%	$25,257	$31,530	$8,721	$2,070	3%	6%	59%	41%	24%	3.6x	3.5x	3.3x	15.2x	13.7x	12.6x
Arthur J. Gallagher & Company	$93.27	99.7%	$17,397	$21,698	$7,078	$1,208	1%	9%	19%	31%	17%	3.1x	3.0x	2.8x	18.0x	16.7x	14.3x
Brown & Brown Insurance	$37.74	98.4%	$10,633	$11,871	$2,315	$710	3%	7%	15%	46%	31%	5.1x	5.0x	4.7x	16.7x	16.7x	15.4x
Goosehead Insurance Agency	$40.52	78.0%	$1,470	$1,487	$78	$21	7%	35%	NA	NA	26%	19.0x	17.7x	13.2x	71.9x	64.8x	43.5x
MEAN							**3%**	**12%**	**20%**	**41%**	**24%**	**6.7x**	**6.4x**	**5.4x**	**27.3x**	**24.3x**	**19.5x**
MEDIAN							**3%**	**7%**	**15%**	**41%**	**24%**	**4.7x**	**4.5x**	**4.2x**	**19.2x**	**16.7x**	**15.3x**

Online Platforms

	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM Revenue	LTM EBITDA	Growth Rates: Revenue: CY 2020	Revenue: CY 2021	Earnings: LT	LTM Margins: Gross	LTM Margins: EBITDA	EV / Revenue LTM	EV / Revenue CY 2020	EV / Revenue CY 2021	EV / EBITDA LTM	EV / EBITDA CY 2020	EV / EBITDA CY 2021
MoneySupermarket.com Group	$4.40	82.5%	$2,358	$2,374	$493	$176	2%	6%	6%	70%	36%	4.8x	4.7x	4.4x	13.5x	12.9x	12.4x
ehealth	$92.26	82.2%	$2,131	$2,081	$339	$10	14%	25%	NA	100%	3%	6.1x	5.4x	4.3x	NMF	29.9x	22.2x
EverQuote	$35.21	97.4%	$920	$878	$215	($12)	13%	26%	NA	93%	(6%)	4.1x	3.6x	2.9x	NMF	NMF	66.5x
QuinStreet	$15.74	78.6%	$806	$748	$469	$17	2%	11%	NA	13%	4%	1.6x	1.6x	1.4x	43.7x	14.9x	12.7x
GoCompare.com	$1.36	97.5%	$567	$662	$198	$45	5%	8%	NA	70%	23%	3.3x	3.2x	2.9x	14.6x	15.8x	12.7x
iSelect	$0.37	62.9%	$80	$69	$110	$5	0%	3%	NA	34%	5%	0.6x	0.6x	0.6x	13.4x	4.9x	4.5x
MEAN							**6%**	**13%**	**6%**	**63%**	**11%**	**3.4x**	**3.2x**	**2.8x**	**21.3x**	**15.7x**	**21.8x**
MEDIAN							**4%**	**10%**	**6%**	**70%**	**4%**	**3.7x**	**3.4x**	**2.9x**	**14.0x**	**14.9x**	**12.7x**

Software Solutions

	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM Revenue	LTM EBITDA	Growth Rates: Revenue: CY 2020	Revenue: CY 2021	Earnings: LT	LTM Margins: Gross	LTM Margins: EBITDA	EV / Revenue LTM	EV / Revenue CY 2020	EV / Revenue CY 2021	EV / EBITDA LTM	EV / EBITDA CY 2020	EV / EBITDA CY 2021
Guidewire Software	$121.83	98.6%	$10,060	$9,253	$720	$40	(4%)	19%	8%	55%	5%	12.9x	13.4x	11.3x	NMF	448.0x	65.7x
Sapiens International	$22.51	95.0%	$1,127	$1,178	$312	$51	4%	12%	0%	39%	16%	3.8x	3.6x	3.3x	23.3x	21.4x	18.2x
Ebix	$34.78	54.4%	$1,061	$1,752	$571	$166	3%	21%	(0%)	66%	29%	3.1x	3.0x	2.5x	10.6x	9.7x	8.2x
Crawford & Company	$10.11	93.7%	$567	$826	$1,065	$106	(4%)	3%	NA	29%	10%	0.8x	0.8x	0.8x	7.8x	7.1x	6.6x
Majesco	$8.96	83.8%	$386	$356	$144	$15	NA	NA	NA	49%	11%	2.5x	NA	NA	23.5x	19.3x	NA
MEAN							**(0%)**	**14%**	**2%**	**48%**	**14%**	**4.6x**	**5.2x**	**4.4x**	**16.3x**	**101.1x**	**24.7x**
MEDIAN							**(0%)**	**15%**	**–**	**49%**	**11%**	**3.1x**	**3.3x**	**2.9x**	**16.9x**	**19.3x**	**13.2x**

Title Insurance

	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM Revenue	LTM EBITDA	Growth Rates: Revenue: CY 2020	Revenue: CY 2021	Earnings: LT	LTM Margins: Gross	LTM Margins: EBITDA	EV / Revenue LTM	EV / Revenue CY 2020	EV / Revenue CY 2021	EV / EBITDA LTM	EV / EBITDA CY 2020	EV / EBITDA CY 2021
Fidelity National Financial	$47.63	98.4%	$13,102	$14,048	$7,800	$1,215	6%	(1%)	16%	NA	16%	1.8x	1.7x	1.7x	11.6x	9.2x	10.9x
First American	$63.62	98.8%	$7,147	$10,290	$5,891	$913	4%	(0%)	18%	NA	16%	1.7x	1.7x	1.7x	11.3x	9.8x	10.3x
Old Republic International	$22.56	93.6%	$6,849	$7,906	$6,565	$878	5%	(7%)	14%	NA	13%	1.2x	1.1x	1.2x	9.0x	NA	NA
Stewart Title Guaranty Company	$42.77	95.1%	$1,014	$917	$1,900	$161	0%	(2%)	45%	NA	8%	0.5x	0.5x	0.5x	5.7x	5.0x	7.5x
MEAN							**4%**	**(2%)**	**23%**	**NA**	**13%**	**1.3x**	**1.3x**	**1.3x**	**9.4x**	**8.0x**	**9.6x**
MEDIAN							**4%**	**(1%)**	**17%**	**NA**	**14%**	**1.5x**	**1.4x**	**1.5x**	**10.1x**	**9.2x**	**10.3x**

Data & Analytics Solutions

		Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM Revenue	LTM EBITDA	Growth Rates: Revenue: CY 2020	Revenue: CY 2021	Earnings: LT	LTM Margins: Gross	LTM Margins: EBITDA	EV / Revenue LTM	EV / Revenue CY 2020	EV / Revenue CY 2021	EV / EBITDA LTM	EV / EBITDA CY 2020	EV / EBITDA CY 2021
RELX (London)	Insurance · Data & An · EV Valuati · Visible	$24.18	96.8%	$46,878	$55,475	$9,999	$3,545	3%	4%	9%	65%	35%	5.5x	5.4x	5.2x	15.7x	15.1x	14.3x
Verisk Analytics	Insurance · Data & An · EV Valuati · Visible	$147.48	89.4%	$24,168	$26,801	$2,544	$1,016	2%	8%	2%	63%	40%	10.5x	10.3x	9.5x	26.4x	22.0x	20.0x
Fair Isaac	Insurance · Data & An · EV Valuati · Visible	$367.75	98.5%	$10,651	$11,369	$1,160	$287	2%	7%	23%	71%	25%	9.8x	9.6x	9.0x	39.6x	35.8x	27.2x
LiveRamp Holdings	Insurance · Data & An · EV Valuati · Visible	$50.09	79.2%	$3,391	$2,622	$331	($163)	7%	29%	NA	55%	(49%)	7.9x	7.4x	5.7x	NMF	NMF	NMF
CoreLogic	Insurance · Data & An · EV Valuati · Visible	$41.43	83.7%	$3,294	$5,013	$1,740	$347	1%	(1%)	(27%)	49%	20%	2.9x	2.9x	2.9x	14.4x	10.2x	9.8x
MEAN								**3%**	**10%**	**2%**	**60%**	**14%**	**7.3x**	**7.1x**	**6.5x**	**24.0x**	**20.8x**	**17.8x**
MEDIAN								**2%**	**7%**	**6%**	**63%**	**25%**	**7.9x**	**7.4x**	**5.7x**	**21.0x**	**18.5x**	**17.2x**

Source: Pitchbook

Stock Comparables – Insurance Sub-Sectors (2/3)

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

Benefits Administrators

	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM Revenue	LTM EBITDA	Growth Rates: Revenue: CY 2020	CY 2021	Earnings LT	LTM Margins: Gross	EBITDA	EV / Revenue LTM	CY 2020	CY 2021	EV / EBITDA LTM	CY 2020	CY 2021
Workday	$179.12	79.0%	$40,839	$40,455	$3,245	($241)	11%	20%	NA	70%	(7%)	12.5x	11.2x	9.3x	NMF	54.3x	44.3x
Paychex	$86.12	97.4%	$30,826	$31,146	$3,902	$1,601	3%	6%	11%	68%	41%	8.0x	7.7x	7.3x	19.5x	18.9x	17.4x
HealthEquity	$62.89	68.5%	$4,441	$3,666	$320	$128	64%	57%	53%	65%	40%	11.5x	7.0x	4.5x	28.7x	19.8x	14.0x
TriNet Group	$54.75	71.2%	$3,824	$4,007	$3,755	$298	(75%)	8%	55%	18%	8%	1.1x	4.3x	4.0x	13.4x	10.5x	9.7x
Insperity	$77.77	53.7%	$3,111	$3,106	$4,206	$219	2%	10%	38%	17%	5%	0.7x	0.7x	0.7x	14.2x	12.4x	11.1x
Benefitfocus	$23.98	39.5%	$785	$936	$283	($15)	4%	14%	NA	52%	(5%)	3.3x	3.2x	2.8x	NMF	62.4x	33.9x
MEAN							**2%**	**19%**	**39%**	**48%**	**14%**	**6.2x**	**5.7x**	**4.8x**	**18.9x**	**29.7x**	**21.7x**
MEDIAN							**4%**	**12%**	**45%**	**58%**	**7%**	**5.6x**	**5.7x**	**4.2x**	**16.8x**	**19.4x**	**15.7x**

P&C Insurance

	Stock Price	% of 52-Wk. High	Market Value	LTM Revenue	LTM Net Income	Growth Rates: Revenue CY 2020	CY 2021	Earnings LT	LTM Net Income %	Market Value / Rev. CY 2020	CY 2021	Price / Earnings CY 2020	CY 2021	Price Book	ROE %
Chubb	$151.48	98.6%	$68,651	$33,074	$3,636	(7%)	4%	(4%)	11%	2.2x	2.1x	15.5x	13.9x	1.3x	7%
Progressive Casualty Insurance	$73.05	99.0%	$42,707	$36,292	$3,137	2%	10%	21%	9%	1.2x	1.1x	11.8x	13.3x	3.1x	27%
Travelers Companies	$136.72	75.1%	$35,289	$31,314	$2,353	(7%)	5%	(3%)	8%	1.2x	1.2x	14.0x	12.6x	1.4x	2%
The Hartford Financial Services	$61.86	81.4%	$22,296	$20,012	$1,711	2%	4%	10%	9%	1.1x	1.0x	11.1x	11.4x	1.4x	13%
Cincinnati Financial	$107.05	93.3%	$17,489	$6,482	$919	(14%)	5%	14%	14%	3.1x	3.0x	11.5x	25.3x	1.9x	11%
RSA Insurance Group	$7.12	79.7%	$7,344	$9,039	$338	(6%)	2%	NA	4%	0.9x	0.8x	14.6x	11.8x	1.4x	8%
The Hanover Insurance Group	$135.93	82.9%	$5,354	$4,736	$439	(3%)	6%	6%	9%	1.2x	1.1x	15.5x	15.5x	1.7x	10%
ZhongAn	$3.46	89.9%	$5,079	$1,816	($146)	10%	27%	NA	(8%)	2.5x	2.0x	NMF	42.6x	2.2x	(5%)
Selective Insurance Group	$66.22	86.0%	$3,934	$2,761	$236	(4%)	4%	12%	9%	1.5x	1.4x	15.2x	15.5x	1.8x	12%
Mercury General	$48.98	94.6%	$2,711	$3,801	$207	(2%)	5%	(1%)	5%	0.7x	0.7x	8.9x	15.4x	1.5x	12%
State Auto Financial	$32.78	88.2%	$1,428	$1,304	$30	1%	8%	(14%)	2%	1.1x	1.0x	16.7x	19.7x	1.5x	3%
Employers Holdings	$42.97	90.6%	$1,367	$804	$151	2%	(6%)	12%	19%	1.7x	1.8x	9.4x	14.1x	1.2x	3%
MEAN						**(2%)**	**6%**	**5%**	**7%**	**1.5x**	**1.4x**	**13.1x**	**17.6x**	**1.7x**	**9%**
MEDIAN						**(3%)**	**5%**	**8%**	**9%**	**1.2x**	**1.1x**	**14.0x**	**14.7x**	**1.5x**	**9%**

Traditional / Life Insurance

	Stock Price	% of 52-Wk. High	Market Value	LTM Revenue	LTM Net Income	Growth Rates: Revenue CY 2020	CY 2021	Earnings LT	LTM Net Income %	Market Value / Rev. CY 2020	CY 2021	Price / Earnings CY 2020	CY 2021	Price Book	ROE %
Cigna	$199.92	97.2%	$74,655	$129,660	$4,271	7%	6%	9%	3%	0.5x	0.5x	14.0x	13.8x	1.7x	2%
MetLife	$49.91	87.5%	$45,899	$68,139	$7,195	(4%)	2%	9%	11%	0.7x	0.7x	7.8x	8.8x	0.7x	9%
Aflac	$54.84	98.1%	$40,254	$21,764	$3,048	2%	(1%)	5%	14%	1.8x	1.8x	12.6x	12.6x	1.4x	13%
Manulife Financial	$19.67	90.6%	$38,341	$57,926	$3,611	3%	(27%)	(2%)	6%	0.6x	0.9x	9.0x	8.3x	1.1x	13%
Prudential Financial	$93.62	97.6%	$37,635	$64,016	$3,856	(14%)	6%	14%	6%	0.7x	0.6x	9.0x	7.8x	0.6x	7%
Sun Life Financial	$45.63	76.0%	$26,817	$29,624	$1,867	2%	(5%)	3%	6%	0.9x	0.9x	13.6x	11.2x	1.7x	14%
Great-West Lifeco	$25.18	97.8%	$23,394	$34,425	$1,925	30%	3%	(4%)	6%	0.5x	0.5x	12.3x	10.5x	1.6x	13%
Legal & General Group	$3.63	89.4%	$21,632	$62,699	$2,498	(80%)	8%	10%	4%	1.7x	1.6x	8.3x	8.3x	1.9x	22%
Aviva	$5.21	88.0%	$20,420	$59,712	$2,978	(10%)	3%	5%	5%	0.4x	0.4x	7.4x	7.5x	0.9x	6%
Swiss Life Holding	$496.46	85.1%	$16,782	$23,393	$1,139	(30%)	0%	5%	5%	1.0x	1.0x	13.7x	12.9x	1.0x	8%
Principal Financial Group	$55.10	95.9%	$15,300	$15,946	$1,330	2%	1%	6%	8%	0.9x	0.9x	10.7x	9.5x	1.0x	11%
Lincoln Financial Group	$59.05	96.9%	$11,711	$17,444	$853	3%	2%	(6%)	5%	0.6x	0.6x	13.3x	5.9x	0.6x	6%
Globe Life	$102.76	78.8%	$11,128	$4,456	$738	1%	4%	11%	17%	2.5x	2.4x	15.1x	14.5x	1.5x	12%
Standard Life Aberdeen	$4.09	98.5%	$9,609	$2,627	$1,690	(19%)	(5%)	NA	64%	4.5x	4.8x	10.4x	18.8x	1.0x	8%
Primerica	$133.84	99.3%	$5,536	$2,054	$358	(1%)	7%	22%	17%	2.7x	2.5x	16.0x	14.6x	3.4x	24%
American National Insurance Cc	$118.00	97.6%	$3,173	$3,532	$332	NA	NA	7%	9%	NA	NA	NA	NA	0.5x	6%
Hansard Global	$0.56	95.1%	$76	$63	$6	119%	57%	(15%)	9%	0.6x	0.4x	10.9x	8.4x	2.2x	(74%)
Aegon	$4.49	88.2%	$65	$50,044	$480	(53%)	8%	(20%)	1%	0.0x	0.0x	6.9x	6.0x	0.3x	7%
MEAN						**(2%)**	**4%**	**3%**	**11%**	**1.2x**	**1.2x**	**11.2x**	**10.5x**	**1.3x**	**6%**
MEDIAN						**1%**	**3%**	**5%**	**6%**	**0.7x**	**0.9x**	**10.9x**	**9.5x**	**1.1x**	**8%**

Source: Pitchbook

Stock Comparables – Insurance Sub-Sectors (3/3)

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

Multi-Line Insurance

	Stock Price	% of 52-Wk. High	Market Value	LTM Revenue	LTM Net Income	Growth Rates: Revenue CY 2020	Revenue CY 2021	Earnings LT	LTM Net Income %	Market Value / Rev. CY 2020	Market Value / Rev. CY 2021	Price / Earnings CY 2020	Price / Earnings CY 2021	Price Book	ROE %
Allianz Group	$23.86	95.9%	NA	$120,733	$8,830	24%	3%	3%	7%	NA	NA	1.1x	1.1x	1.3x	16%
AXA France Assurance	$27.12	96.8%	NA	$134,856	$1,614	(16%)	(1%)	(24%)	1%	NA	NA	10.6x	8.7x	0.9x	10%
Zurich Insurance Group	$392.82	98.9%	$57,166	$58,783	$3,966	(17%)	2%	(2%)	7%	1.2x	1.1x	14.2x	12.9x	1.7x	15%
American International Group	$52.66	98.9%	$45,812	$50,545	$1,782	(2%)	(3%)	(20%)	4%	0.9x	1.0x	13.4x	10.6x	0.7x	4%
Allstate	$111.35	98.1%	$36,073	$42,684	$2,478	(17%)	8%	4%	6%	1.0x	0.9x	10.0x	11.1x	1.6x	13%
American Financial Group	$109.71	89.8%	$9,893	$7,797	$657	(34%)	4%	6%	8%	1.9x	1.8x	11.0x	12.5x	1.6x	13%
MEAN						**(10%)**	**2%**	**(5%)**	**6%**	**1.3x**	**1.2x**	**10.1x**	**9.5x**	**1.3x**	**12%**
MEDIAN						**(16%)**	**2%**	**1%**	**6%**	**1.1x**	**1.1x**	**10.8x**	**10.9x**	**1.4x**	**13%**

P&C Specialty

	Stock Price	% of 52-Wk. High	Market Value	LTM Revenue	LTM Net Income	Growth Rates: Revenue CY 2020	Revenue CY 2021	Earnings LT	LTM Net Income %	Market Value / Rev. CY 2020	Market Value / Rev. CY 2021	Price / Earnings CY 2020	Price / Earnings CY 2021	Price Book	ROE %
Markel (Insurance Services)	$1,135.55	83.7%	$15,685	$8,079	$539	8%	5%	13%	7%	1.8x	1.7x	11.4x	29.9x	1.5x	7%
W.R. Berkley	$68.00	68.9%	$12,490	$7,912	$695	(16%)	7%	2%	9%	1.9x	1.8x	17.9x	20.9x	2.1x	12%
Assurant	$132.87	91.4%	$8,057	$9,770	$261	2%	5%	(11%)	3%	0.8x	0.8x	21.6x	14.1x	1.4x	6%
RLI	$91.37	93.9%	$4,097	$913	$118	18%	10%	(3%)	13%	3.8x	3.5x	24.6x	33.7x	4.1x	13%
Argo Group	$65.78	99.0%	$2,258	$1,892	$51	67%	5%	(20%)	3%	0.7x	0.7x	22.8x	19.3x	1.2x	3%
ProAssurance	$37.60	82.7%	$2,023	$938	$36	(10%)	3%	(27%)	4%	2.4x	2.3x	28.4x	60.3x	1.3x	2%
Amerisafe	$67.60	93.3%	$1,305	$373	$77	(10%)	(1%)	7%	21%	3.9x	3.9x	17.0x	21.5x	2.8x	17%
Global Indemnity	$28.77	87.7%	$411	$542	($32)	NA	NA	NA	(6%)	NA	NA	NA	NA	0.6x	(5%)
MEAN						**8%**	**5%**	**(6%)**	**7%**	**2.2x**	**2.1x**	**20.5x**	**28.5x**	**1.9x**	**7%**
MEDIAN						**2%**	**5%**	**(3%)**	**5%**	**1.9x**	**1.8x**	**21.6x**	**21.5x**	**1.5x**	**7%**

Source: Pitchbook

Key M&A Transaction Activity Summary

Date	Target	Acquirer(s)	Sector	Value ($mm)	Transaction Comments
12/4/2019	indio	Applied	Software Solutions	NA	▪ Indio operates an online platform that simplifies insurance application and renewal process for insurance brokers ▪ Applied Systems plans to integrate Indio into its agency management system Epic
12/4/2019	FAST	Verisk	Software Solutions	$194	▪ Fast is a provider of software solutions for the life insurance and annuity industry ▪ The acquisition grants Verisk access to the life insurance market
11/21/2019	multifamily insurance	MRI software	Brokerage	NA	▪ Multifamily Insurance markets resident insurance brokerage services ▪ The acquisition further enhances MRI's residential offering, providing property owners with insurance programs
11/20/2019	coverwallet	Aon	Online Platform	NA	▪ CoverWallet is a provider of a digital insurance platform for small and medium businesses ▪ With the acquisition, Aon seeks to leverage CoverWallet's platform to scale other digital products
10/15/2019	Policy Works	Applied	Software Solutions	NA	▪ Policy Works provides commercial management systems and software for the insurance industry ▪ The acquisition broadens Applied's commercial lines solutions
10/2/2019	BUILD FAX	Verisk	Data & Analytics Solutions	NA	▪ BuildFax is a provider of property condition and data for the insurance industry ▪ Verisk will integrate BuildFax with its ISO platform, thereby enhancing the latter's property data & analytics capabilities

Source: Pitchbook and Media Reports

Key Financing Transaction Activity Summary

Date	Target	Sector	Amount ($mm)	Type	Key Investor(s)
12/3/2019	Cuvva	P&C Insurance	$20	Series A	breega, digital horizon, RTP Global
11/29/2019	ACKO	P&C Insurance	$36	PE Round	Ascent Capital
11/20/2019	vouch	P&C Insurance	$45	Series B	Y Combinator
11/7/2019	Cover Genius smarter insurance	Online Platform	$10	VC Round	King River
11/18/2018	luko	P&C Insurance	$22	Series A	Accel
10/25/2019	Young Alfred	Online Platform	$10	Series A	Gradient Ventures

Source: Pitchbook and Media Reports

IPO Activity Summary

Company	IPO Date	Amount Raised ($mm)	IPO Price	Current Market Price	Total Return
ProSight Specialty Insurance	7/24/2019	$110	$14.00	$17.17	23%
PALOMAR SPECIALTY	6/28/2018	$84	$18.00	$54.57	203%
EVERQUOTE	4/26/2018	$85	$10.00	$35.21	96%
goosehead INSURANCE	4/17/2018	$85	$10.00	$40.52	305%
众安保险 ZhongAn Insurance	9/27/2017	$1,1524	$7.65	$3.46	(55%)
ASR nederland	6/9/2016	$1,153	$22.09	$37.14	68%
HealthEquity Building Health Savings	7/6/2015	$127	$14.00	$62.89	349%
trupanion Medical insurance for your pet.	7/17/2014	$71	$10.00	$34.08	241%
TriNet	3/26/2014	$240	$16.00	$54.75	242%
BENEFITFOCUS	9/17/2013	$131	$26.50	$23.98	(10%)
iSelect always get it right	6/24/2013	$199	$1.71	$0.37	(79%)
GUIDEWIRE	1/24/2012	$115	$13.00	$121.83	837%
QUINSTREET	2/10/2010	$150	$15.00	$15.74	5%

Market data as of December 1, 2019
Source: Pitchbook, NASDAQ

Select Wall Street Research Updates and Commentary

Update from Raymond James, November 2019

While management provided little commentary around the outlook for TRANZACT (~$51 million in revenue since the close of the acquisition), **we continue to expect TRANZACT to be accretive to EPS by up to $0.10 or more in 2019 and ~$0.25 in 2020 even though some industry observers have suggested upward pressure on Medicare Advantage/Supplement (MA/MS) related acquisition costs**. A peer EV/adj. EBITDA multiple for WLTW would imply a stock price of up to $250, representing ~34% upside

Update from Oppenheimer, December 2019

We are raising our PT for EVER to $41 from $33 and reiterating our Outperform rating. **We are incrementally confident following recent investor meetings and a headquarter visit with Senior management that EVER will continue generating strong growth with improving y/y profitability, based on its direct integrations and data science competencies leveraging strong secular tailwinds to produce higher advertising ROI for insurance providers**. Additionally, EVER is adding high-profile marketing and operational executives from leading internet marketplaces (AMZN/W) to scale its platform. Management did not discuss guidance; however, we remain comfortable with our '19E–'21E revenue CAGR of 25%, despite tougher '20E growth comps, and see low share of insurance distribution spend ($123B in TAM) and ~150% revenue retention as solid indicators of potential increases to Street estimates.

Update from Credit Suisse, December 2019

Verisk is acquiring FAST [Flexible Architecture, Simplified Technology], a software company for the life insurance + annuity industry for $193.5m [FAST's financial profile was not disclosed]. While the deal was somewhat unexpected, Verisk has expanded into adjacent insurance verticals/geographies + software over the last few years [Sequel (acquisition announced 7/17 for £250m or ~21x EBITDA) is a software company focusing on the London insurance market]. Additionally, CFO Lee Shavel has instituted a rigid, return-focused M&A framework across the enterprise [rooted in ROIC]. We maintain our estimates as the deal has not closed + reiterate our Neutral rating.

Update from Credit Suisse, November 2019

Although Allianz reported in-line operating profits at 3Q19 results and warned of reserving charges in its commercial P&C operations in 4Q19, we continue to see attractive valuation risk-reward potential. **We believe Allianz can beat consensus earnings expectations through its Allianz Customer Model initiatives, combined with synergies from its UK P&C acquisitions and robust underlying growth momentum in P&C and asset management**. In addition, in spite of a lower-than-anticipated Solvency II ratio at 3Q19, we continue to view Allianz as well capitalised, with ongoing potential to return or reinvest €2-€3bn of surplus capital generation each year – also supporting EPS growth.

Update from Stifel, December 2019

Guidewire reported F1Q20 results after the close on Thursday, December 5th. As the company accelerates its model transition to the Cloud under new CEO Mike Rosenbaum, all eyes are seemingly on the progress being made on this front. **Aside from handily beating all key metrics on 1Q20 itself, the company announced that one of the company's largest Tier 1 carriers selected InsuranceSuite Cloud during the quarter for a greenfield use case**. Investors have gotten accustomed to Guidewire dumping some cold water on themselves after a hot quarter, and this quarter was no exception, as the 2Q20 guide comes in well below the Street, though the full year guide remains intact. And so, the plan remains the same, and the year gets a little bit more back-end loaded (which is also not unusual for GWRE). We maintain our Hold rating on shares of GWRE.

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:JMP, 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, NYS:BR, ASX:CPU, NYS:ENV, LON:SNN, NYS:STT, LON:TCAP, PINX:FDRVF, LON:SOG, CSE:SIM, PAR:LIN, NAS:SSNC, LON:ALFA, ASX:IRE, 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: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:IDCC, NAS:LOGM, NAS:MSFT, NAS:QCOM, 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:VRNT, 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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