



Evolve
Capital Partners

QUARTERLY DEALS & MARKET UPDATE

Specialty Finance / Alternative Lending

September 2019



Collections / Servicing



Commercial Lending



Consumer Lending



Leasing



Mortgage Related



Online Lending

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

Financial Services

Financial Management

Specialty Finance

Enterprise Software

Analytics

Payments

Lending

Insurance

BPO

IoT

B2B

We Focus Exclusively on Finance and Technology-Related Firms

Securities



Payments



Insurance



BPO



Capabilities

M&A Advisory

Sales / Recaps

Acquisitions

Divestiture

Strategic Advisory

Specialty Finance / Alternative Lending



Enterprise Software / Data & Analytics



Bank Technology / Solutions



Healthcare Tech



Financing

Private Placements

Debt Capital

Restructuring

Financial Management Solutions



Market Summary and Key Multiples

Industry Stock Market Performance of Evolve Sector Coverage

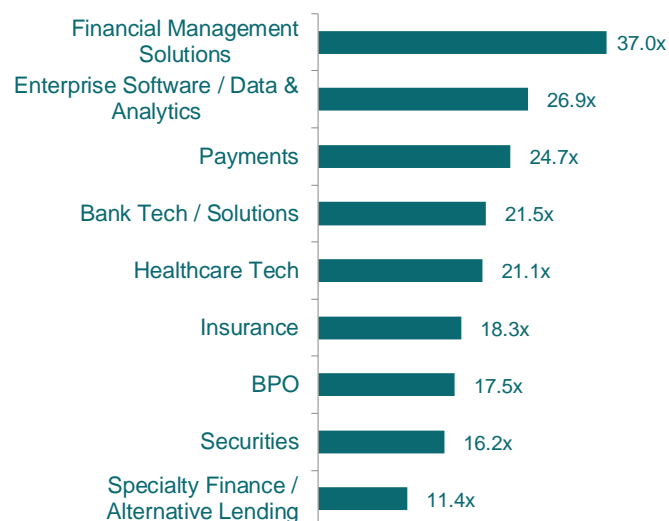
Indexed Price Performance *

| Sector | 3 Months | 1 Year | 3 Years |
|-----------------------------------------|----------|---------|---------|
| Bank Tech / Solutions | 6.8% | 5.8% | 61.0% |
| BPO | (0.5%) | 3.6% | 57.4% |
| Enterprise Software / Data & Analytics | 2.0% | 2.5% | 45.7% |
| Financial Management Solutions | 4.9% | 12.4% | 87.0% |
| Healthcare Tech | (6.5%) | (13.9%) | 47.6% |
| Insurance | 2.0% | 3.8% | 48.0% |
| Payments | 11.0% | 10.0% | 102.9% |
| Securities | (1.3%) | (10.5%) | 24.0% |
| Specialty Finance / Alternative Lending | 0.8% | (8.6%) | 38.5% |

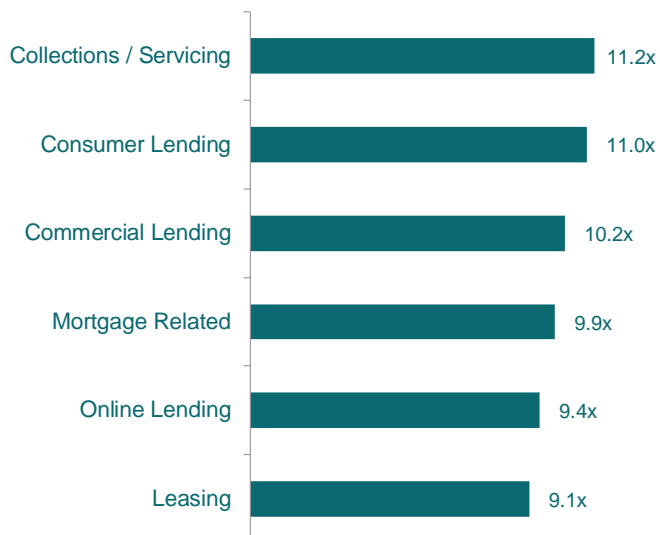
* Equal weighting method.

Industry-wide Multiples and Subsector Multiples

Sector 2020E Price / Earnings Multiples



Specialty Finance / Alternative Lending 2020E Price / Earnings Multiples



Data as of September 1, 2019
Source: Pitchbook

Stock Comparables – Specialty Finance / Alternative Lending Sub-Sectors (1/2)

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

Collections / Servicing

| | Stock Price | % of 52-Wk. High | Market Value | LTM | | Growth Rates: | | | LTM Net Income % | Market Value / Rev. | | Price / Earnings | | Price Book | ROE % |
|----------------------|-------------|------------------|--------------|---------|---------|---------------|------------|-------------|------------------|---------------------|-------------|------------------|--------------|-------------|-----------|
| | | | | | | Revenue | Net Income | Revenue | | Earnings | LT | CY 2019 | CY 2020 | | |
| | | | | CY 2019 | CY 2020 | | | CY 2019 | | CY 2020 | | | | | |
| Navient | \$12.74 | 86.6% | \$2,936 | \$1,988 | \$467 | (8%) | (1%) | (4%) | 23% | 1.5x | 1.5x | 8.6x | 5.5x | 0.9x | 15% |
| Nelnet | \$67.05 | 82.3% | \$2,661 | \$1,014 | \$131 | 41% | 7% | (12%) | 13% | 2.5x | 2.3x | 12.0x | 12.0x | 1.1x | 7% |
| PRA Group | \$34.14 | 53.8% | \$1,550 | \$924 | \$59 | 10% | 13% | (18%) | 6% | 1.7x | 1.5x | 23.5x | 20.4x | 1.4x | 4% |
| Encore Capital Group | \$36.90 | 97.9% | \$1,146 | \$1,379 | \$154 | 16% | 3% | 8% | 11% | 0.8x | 0.8x | 9.1x | 6.9x | 1.3x | 21% |
| PRGX Global | \$5.39 | 37.0% | \$127 | \$174 | \$1 | 10% | (1%) | NA | 1% | 0.7x | 0.7x | 27.0x | NMF | 2.1x | (1%) |
| Performant Financial | \$1.06 | 94.2% | \$57 | \$138 | (\$28) | 16% | 6% | NA | (20%) | 0.4x | 0.4x | NMF | NMF | 0.8x | (19%) |
| Asta Funding | \$7.17 | 81.3% | \$47 | \$19 | \$9 | NA | NA | 21% | 47% | NA | NA | NA | NA | 0.5x | 6% |
| MEAN | | | | | | 14% | 4% | (1%) | 12% | 1.3x | 1.2x | 16.0x | 11.2x | 1.2x | 5% |
| MEDIAN | | | | | | 13% | 4% | (4%) | 11% | 1.2x | 1.2x | 12.0x | 9.4x | 1.1x | 6% |

Commercial Lending

| | Stock Price | % of 52-Wk. High | Market Value | LTM | | Growth Rates: | | | LTM Net Income % | Market Value / Rev. | | Price / Earnings | | Price Book | ROE % |
|-----------------------------|-------------|------------------|--------------|---------|---------|---------------|------------|-----------|------------------|---------------------|-------------|------------------|--------------|-------------|-----------|
| | | | | | | Revenue | Net Income | Revenue | | Earnings | LT | CY 2019 | CY 2020 | | |
| | | | | CY 2019 | CY 2020 | | | CY 2019 | | CY 2020 | | | | | |
| Credit Acceptance | \$452.65 | 77.7% | \$8,508 | \$1,399 | \$632 | 15% | 17% | 25% | 45% | 6.6x | 5.7x | 15.4x | 13.0x | 4.2x | 31% |
| CIT Group | \$42.59 | 70.3% | \$4,033 | \$2,351 | \$461 | 4% | (6%) | 7% | 20% | 2.0x | 2.2x | 11.8x | 8.7x | 0.7x | 5% |
| zipMoney | \$2.30 | 76.3% | \$809 | NA | NA | 102% | 89% | NA | NA | 19.4x | 10.2x | NMF | NMF | 46.8x | NA |
| Funding Circle | \$1.36 | 83.8% | \$475 | \$207 | (\$69) | NA | 10% | NA | (33%) | 2.5x | 2.3x | NMF | NMF | 0.9x | (13%) |
| Marlin Business Services | \$21.63 | 23.8% | \$265 | \$127 | \$23 | (1%) | 22% | 7% | 18% | 2.5x | 2.1x | 10.8x | 9.3x | 1.3x | 13% |
| Chesswood Group | \$6.66 | 73.3% | \$108 | \$66 | \$13 | 8% | 15% | (0%) | 19% | 1.3x | 1.1x | 6.9x | 10.1x | 1.0x | 13% |
| Consumer Portfolio Services | \$3.55 | 88.8% | \$80 | \$253 | \$12 | (11%) | (13%) | (10%) | 5% | 0.2x | 0.2x | 6.0x | 10.1x | 0.4x | 6% |
| MEAN | | | | | | 20% | 19% | 6% | 12% | 4.9x | 3.4x | 10.2x | 10.2x | 7.9x | 9% |
| MEDIAN | | | | | | 6% | 15% | 7% | 19% | 2.5x | 2.2x | 10.8x | 10.1x | 1.0x | 9% |

Consumer Lending

| | Stock Price | % of 52-Wk. High | Market Value | LTM | | Growth Rates: | | | LTM Net Income % | Market Value / Rev. | | Price / Earnings | | Price Book | ROE % |
|--------------------------------|-------------|------------------|--------------|----------|---------|---------------|------------|------------|------------------|---------------------|-------------|------------------|--------------|-------------|------------|
| | | | | | | Revenue | Net Income | Revenue | | Earnings | LT | CY 2019 | CY 2020 | | |
| | | | | CY 2019 | CY 2020 | | | CY 2019 | | CY 2020 | | | | | |
| Capital One Financial | \$86.62 | 31.3% | \$40,740 | \$27,361 | \$5,494 | 3% | 2% | 10% | 20% | 1.4x | 1.4x | 7.3x | 7.7x | 0.8x | 12% |
| Discover | \$79.97 | 75.6% | \$25,450 | \$11,146 | \$2,832 | 8% | 7% | 11% | 25% | 2.4x | 2.2x | 10.2x | 8.9x | 2.4x | 28% |
| Synchrony Financial | \$32.05 | 34.0% | \$21,263 | \$17,229 | \$3,414 | 7% | 3% | 15% | 20% | 1.6x | 1.6x | 8.6x | 6.0x | 1.4x | 24% |
| Santander Consumer USA | \$26.11 | 75.5% | \$9,034 | \$6,370 | \$952 | 9% | 11% | 8% | 15% | 1.3x | 1.1x | 10.3x | 9.2x | 1.3x | 13% |
| OneMain Holdings | \$35.85 | 42.3% | \$4,879 | \$3,552 | \$662 | 9% | 9% | 58% | 19% | 1.4x | 1.3x | 10.9x | 6.7x | 1.2x | 18% |
| Aaron's | \$64.11 | 86.9% | \$4,330 | \$3,926 | \$204 | 13% | 4% | 19% | 5% | 1.1x | 1.1x | 23.1x | 19.8x | 2.4x | 26% |
| Aaron's | \$64.11 | 54.6% | \$4,330 | \$3,926 | \$204 | 13% | 4% | 19% | 5% | 1.1x | 1.1x | 23.1x | 19.8x | 2.4x | 26% |
| First Cash Financial Services | \$98.73 | 94.1% | \$4,242 | \$1,825 | \$157 | 2% | 5% | 4% | 9% | 2.4x | 2.3x | 29.0x | 25.7x | 3.2x | 12% |
| Sallie Mae | \$8.44 | 82.8% | \$3,600 | \$1,501 | \$543 | 22% | 19% | 22% | 36% | 2.6x | 2.2x | 7.9x | 6.7x | 1.4x | 21% |
| TCS Group Holding | \$18.60 | 66.3% | \$3,397 | \$1,578 | \$468 | 21% | 37% | 25% | 30% | 2.8x | 2.0x | 7.8x | 6.8x | 5.8x | 55% |
| Provident Financial | \$4.91 | 84.0% | \$1,245 | \$1,297 | \$76 | (10%) | (10%) | (26%) | 6% | 0.8x | 0.9x | 15.0x | 9.3x | 1.4x | 8% |
| GreenSky | \$6.80 | 87.5% | \$1,204 | \$466 | \$34 | NA | 29% | NA | 7% | 2.9x | 2.3x | 10.5x | 10.0x | 88.7x | 388% |
| World Acceptance | \$132.90 | 93.7% | \$1,202 | \$542 | \$67 | 3% | 10% | (6%) | 12% | 2.2x | 2.0x | 15.0x | 19.3x | 2.2x | 12% |
| ECN Capital | \$3.50 | 92.4% | \$841 | \$219 | (\$185) | 85% | 3% | NA | (85%) | 3.4x | 3.3x | NMF | NMF | 1.1x | 8% |
| Curo Financial Technologies | \$13.62 | 69.8% | \$617 | \$997 | (\$7) | 14% | 6% | NA | (1%) | 0.6x | 0.5x | NMF | 5.8x | 16.0x | 357% |
| The Bancorp | \$9.13 | 93.7% | \$518 | \$291 | \$98 | 8% | 11% | 40% | 34% | 2.4x | 2.2x | 5.9x | 9.5x | 1.2x | 24% |
| Ezcorp | \$7.87 | 86.0% | \$436 | \$840 | \$4 | 11% | 6% | NA | 0% | 0.5x | 0.5x | 12.6x | 15.1x | 0.6x | 4% |
| Regional Management | \$25.75 | 70.0% | \$296 | \$290 | \$35 | 12% | 14% | 8% | 12% | 1.0x | 0.9x | 8.8x | 7.7x | 1.0x | 13% |
| International Personal Finance | \$1.08 | 89.9% | \$241 | \$1,077 | \$92 | (1%) | (1%) | (3%) | 9% | 0.2x | 0.2x | 2.5x | 3.1x | 0.5x | 18% |
| Atlantisc Holdings | \$6.36 | 85.9% | \$102 | \$238 | \$18 | NA | NA | NA | 8% | NA | NA | NA | NA | NA | NA |
| MEAN | | | | | | 13% | 9% | 14% | 9% | 1.7x | 1.5x | 12.3x | 11.0x | 7.1x | 56% |
| MEDIAN | | | | | | 9% | 6% | 11% | 10% | 1.4x | 1.4x | 10.3x | 9.1x | 1.4x | 18% |

Source: Pitchbook

Stock Comparables – Specialty Finance / Alternative Lending Sub-Sectors (2/2)

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










| | Stock Price | % of 52-Wk. High | Market Value | LTM | | Growth Rates: | | | LTM Net Income % | Market Value / Rev. | | Price / Earnings | | Price Book | ROE % | | |
|--------------------------|-------------|------------------|--------------|---------|------------|---------------|------------|-------------|------------------|---------------------|-------------|------------------|-------------|-------------|------------|---------|---------|
| | | | | Revenue | Net Income | Revenue | | Earnings LT | | CY 2019 | CY 2020 | CY 2019 | CY 2020 | | | CY 2019 | CY 2020 |
| | | | | | | CY 2019 | CY 2020 | | | | | | | | | | |
| United Rentals | \$112.56 | 77.2% | \$8,685 | \$8,829 | \$1,088 | 21% | 17% | 27% | 12% | 1.1x | 0.9x | 8.6x | 7.3x | 2.6x | 28% | | |
| Air Lease | \$41.54 | 89.1% | \$4,639 | \$1,838 | \$547 | 13% | 20% | 18% | 30% | 2.8x | 2.3x | 9.0x | 8.1x | 0.9x | 11% | | |
| Element Fleet Management | \$8.02 | 90.4% | \$3,486 | \$1,019 | (\$151) | (13%) | 13% | NA | (15%) | 5.4x | 4.8x | NMF | 17.7x | 1.4x | (3%) | | |
| Rent-A-Center | \$25.53 | 65.1% | \$1,386 | \$2,659 | \$116 | (2%) | (1%) | 6% | 4% | 0.5x | 0.5x | NMF | 9.0x | 4.7x | 44% | | |
| Fly Leasing | \$20.68 | 75.8% | \$642 | \$448 | \$151 | 16% | 30% | 163% | 34% | 1.6x | 1.2x | 7.2x | 3.7x | 0.9x | 15% | | |
| FlexiGroup | \$1.25 | 97.4% | \$554 | \$227 | \$53 | 2% | (4%) | (9%) | 23% | 1.6x | 1.7x | 29.2x | 10.6x | 1.4x | 15% | | |
| Textainer Group Holdings | \$7.97 | 52.6% | \$458 | \$711 | \$32 | 17% | 16% | (30%) | 4% | 0.8x | 0.7x | 9.1x | 8.6x | 0.4x | 3% | | |
| CAI International | \$21.18 | 96.7% | \$369 | \$440 | \$61 | 25% | (1%) | 5% | 14% | 0.8x | 0.9x | 5.7x | 7.6x | 0.6x | 10% | | |
| MEAN | | | | | | 10% | 11% | 26% | 13% | 1.8x | 1.6x | 11.5x | 9.1x | 1.6x | 16% | | |
| MEDIAN | | | | | | 14% | 14% | 6% | 13% | 1.3x | 1.1x | 8.8x | 8.3x | 1.1x | 13% | | |

| | Stock Price | % of 52-Wk. High | Market Value | LTM | | Growth Rates: | | | LTM Net Income % | Market Value / Rev. | | Price / Earnings | | Price Book | ROE % | | |
|-----------------------------|-------------|------------------|--------------|---------|------------|---------------|------------|-------------|------------------|---------------------|-------------|------------------|-------------|-------------|-------------|---------|---------|
| | | | | Revenue | Net Income | Revenue | | Earnings LT | | CY 2019 | CY 2020 | CY 2019 | CY 2020 | | | CY 2019 | CY 2020 |
| | | | | | | CY 2019 | CY 2020 | | | | | | | | | | |
| PennyMac Financial Services | \$29.59 | 0.6% | \$2,326 | \$1,304 | \$172 | 7% | 28% | 14% | 13% | 2.4x | 1.9x | 11.4x | 8.1x | 1.4x | 8% | | |
| MetaBank | \$30.91 | 98.6% | \$1,171 | \$423 | \$86 | 31% | 28% | 16% | 20% | 3.1x | 2.4x | 15.6x | 11.7x | 1.4x | 13% | | |
| Ocwen Financial | \$1.79 | 41.9% | \$241 | \$1,121 | (\$178) | (12%) | 7% | NA | (16%) | 0.2x | 0.2x | NMF | NMF | 0.5x | (46%) | | |
| Ditech Holding | \$0.03 | 97.7% | \$0 | NA | NA | 10% | NA | NA | NA | 0.0x | NA | NMF | NMF | NA | NA | | |
| MEAN | | | | | | 9% | 21% | 15% | 6% | 1.4x | 1.5x | 13.5x | 9.9x | 1.1x | (8%) | | |
| MEDIAN | | | | | | 8% | 28% | 15% | 13% | 1.3x | 1.9x | 13.5x | 9.9x | 1.4x | 8% | | |

| | Stock Price | % of 52-Wk. High | Market Value | LTM | | Growth Rates: | | | LTM Net Income % | Market Value / Rev. | | Price / Earnings | | Price Book | ROE % | | |
|---------------------|-------------|------------------|--------------|---------|------------|---------------|------------|-------------|------------------|---------------------|-------------|------------------|-------------|-------------|--------------|---------|---------|
| | | | | Revenue | Net Income | Revenue | | Earnings LT | | CY 2019 | CY 2020 | CY 2019 | CY 2020 | | | CY 2019 | CY 2020 |
| | | | | | | CY 2019 | CY 2020 | | | | | | | | | | |
| LendingTree | \$310.09 | 71.3% | \$4,028 | \$941 | \$34 | 27% | 42% | NA | 4% | 5.2x | 3.7x | 45.3x | NMF | 11.4x | 18% | | |
| LendingClub | \$13.09 | 45.6% | \$1,141 | \$627 | (\$67) | 21% | 12% | NA | (11%) | 1.6x | 1.5x | NMF | NMF | 1.3x | (5%) | | |
| Enova International | \$23.90 | 59.3% | \$813 | \$1,185 | \$84 | 33% | 16% | (6%) | 7% | 0.7x | 0.6x | 12.0x | 7.4x | 2.1x | 9% | | |
| Yirendai | \$9.51 | 6.2% | \$585 | \$1,700 | \$239 | (2%) | 19% | NA | 14% | 0.7x | 0.6x | 4.2x | 4.5x | 1.3x | 18% | | |
| OnDeck | \$3.25 | 23.2% | \$248 | \$387 | \$34 | 13% | 12% | NA | 9% | 0.6x | 0.6x | 9.3x | 14.8x | 0.8x | 15% | | |
| Ferratum Group | \$11.17 | 65.0% | \$241 | \$323 | \$26 | 8% | 10% | NA | 8% | 0.8x | 0.7x | 11.1x | 8.5x | 1.9x | 49% | | |
| Elevate Credit | \$4.31 | 36.2% | \$190 | \$776 | \$19 | 17% | (3%) | NA | 2% | 0.2x | 0.2x | 15.4x | 7.2x | 1.4x | 16% | | |
| China Rapid Finance | \$0.71 | 45.4% | \$46 | \$97 | (\$56) | 2% | 55% | NA | (57%) | 0.5x | 0.3x | NMF | 14.1x | 1.9x | (142%) | | |
| MyBucks | \$0.67 | 70.2% | \$9 | \$53 | (\$16) | NA | NA | NA | (31%) | NA | NA | NA | NA | 1.1x | (127%) | | |
| MEAN | | | | | | 15% | 20% | (6%) | (6%) | 1.3x | 1.0x | 16.2x | 9.4x | 2.6x | (17%) | | |
| MEDIAN | | | | | | 15% | 14% | (6%) | 4% | 0.7x | 0.6x | 11.6x | 7.9x | 1.4x | 15% | | |

Source: Pitchbook

Key M&A Transaction Activity Summary

| Date | Target | Acquirer(s) | Sector | Value (\$mm) | Transaction Comments |
|-----------|---------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|--------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 7/18/2019 |  HCS HEALTH CREDIT SERVICES |  | Consumer Lending | \$190 | <ul style="list-style-type: none"> Health Credit Services is a North Carolina-based provider of healthcare unsecured loans The acquisition serves as Ally's entrance into unsecured loan business |
| 7/16/2019 |  FIRST ASSOCIATES EQAN SERVICES |   | Collection / Servicing | NA | <ul style="list-style-type: none"> First Associates is a California-based personal loan servicing company The merger of the two companies is in line with Stone Point Capital's investment in First Associates |
| 7/9/2019 |  |  | Mortgage Related | \$21 | <ul style="list-style-type: none"> Eave is a California-based mortgage loan origination company The acquisition enables HomeLight to commence its online mortgage business |
| 7/1/2019 |  cashgate. credit & leasing |  | Consumer Lending | \$282 | <ul style="list-style-type: none"> Cashgate is a Switzerland-based provider of private credit and leasing services The acquisition will increase Cembra's consumer financing portfolio by \$1.4B |
| 6/27/2019 |  Lendmark Financial Services |  LIGHTYEAR CAPITAL | Consumer Lending | \$600 | <ul style="list-style-type: none"> Lendmark is a Georgia-based provider of personal loan for seasonal purposes The acquisitions fulfills Lendmark's plan of customer base extension |
| 6/21/2019 |  BlueTarp |  | Collection / Servicing | NA | <ul style="list-style-type: none"> BlueTarp Financial is a Maine-based provider of business credit risk management services The transaction enables Capital One to integrate BlueTarp's technology into Capital One's card partnerships business |

Source: Pitchbook and Media Reports

Key Financing Transaction Activity Summary

| Date | Target | Sector | Amount (\$mm) | Type | Key Investor(s) |
|-----------|-----------------------------------------------------------------------------------------------------|--------------------|---------------|-----------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 8/21/2019 |  FUNDTHATFLIP | Consumer Lending | \$11 | Series A |  edisonpartners |
| 7/23/2019 |  MoneyLion | Consumer Lending | \$100 | Series C |      |
| 7/15/2019 |  lendbuzz | Consumer Lending | \$150 | Debt & Equity Raising |  |
| 6/24/2019 |  sezzle | Consumer Lending | \$30 | IPO | NA |
| 6/19/2019 |  REALTYMOGUL.com | Commercial Lending | \$5 | Series B1 | Private |
| 6/11/2019 |  BREX | Commercial Lending | \$100 | Series C2 |      Ribbit Capital |

Source: Pitchbook and Media Reports

IPO Activity Summary

| Company | IPO Date | Amount Raised (\$mm) | IPO Price | Current Market Price | Total Return |
|------------------------------------------------------------------------------------------------------------------------------------|------------|----------------------|-----------|----------------------|--------------|
|  微贷网 weidai.com.cn | 11/15/2018 | \$45 | \$10.00 | \$6.70 | (33%) |
|  Funding Circle | 9/28/2018 | \$392 | \$5.87 | \$1.36 | (77%) |
|  GreenSky | 5/24/2018 | \$874 | \$23.00 | \$6.80 | (70%) |
|  LEXIN 乐信 | 12/21/2017 | \$108 | \$9.00 | \$10.25 | 14% |
|  CURO | 12/11/2017 | \$93 | \$14.00 | \$13.62 | (3%) |
|  拍拍贷 ppdai.com | 11/9/2017 | \$221 | \$12.09 | \$3.74 | (69%) |
|  趣店 Qudian.com | 10/18/2017 | \$900 | \$22.62 | \$7.99 | (65%) |
|  信而富® China Rapid Finance | 4/28/2017 | \$60 | \$6.00 | \$0.71 | (88%) |
|  Elevate | 4/6/2017 | \$81 | \$6.50 | \$4.31 | (34%) |
|  TransUnion ^{tu} | 6/25/2015 | \$627 | \$22.50 | \$83.65 | 272% |
|  BLACK KNIGHT [®] FINANCIAL SERVICES | 5/19/2015 | \$441 | \$24.50 | \$62.25 | 154% |
|  ondeck | 12/17/2014 | \$200 | \$20.00 | \$3.25 | (84%) |
|  LendingClub | 12/11/2014 | \$870 | \$15.00 | \$13.09 | (13%) |
|  OneMain Financial | 10/16/2013 | \$358 | \$17.00 | \$35.85 | 111% |
|  PennyMac | 5/10/2013 | \$200 | \$18.00 | \$29.59 | 64% |

Source: Pitchbook

Select Wall Street Research Updates and Commentary



Update from Credit Suisse, August 2019

EOP Domestic Card loans grew 3% y/y to \$103.7 Bn. This is an acceleration of 58 bps from June's y/y growth. **We note that excluding the impact of the portfolio sale in 2Q, COF is getting closer to 4% organic growth, which is a positive as the company now appears to be willing to increase credit line to grow faster.** Key will be continuing this acceleration trend through 3Q and the rest of the year.



Update from Oppenheimer, July 2019

CACC continues to deliver solid EPS growth and strong NCOs. Dealer penetration did contract again this quarter and given some weakness in unit volume, we expect the P/E multiple to remain slightly pressured. **However, we do see continued upside vs. our previous 2020FYE on better-than-expected NIM as yields are holding up better than expected and there is reason to believe that incremental interest expense in 2020FY as a % of average loans is less than in 2019FY given the forward yield curve outlook.** The competing forces of P/E pressure but better EPS have us believing near term the stock is likely fairly range-bound. We do see a \$500+ stock but not enough upside from here to recommend purchase at this time.



Update from Credit Suisse, July 2018

We reiterate our NEUTRAL rating as valuation is high and we believe that management's capital return history leaves us somewhat uncertain. **We don't view ALLO and Hudl favorably; however the Great Lakes acquisition has worked well.** Additionally, with flat earnings, we believe that NNI's PE multiple can only rise so much.



Update from Oppenheimer, August 2019

We are most encouraged by Originations (+11% y/y) vs. flat marketing growth; **LC is outpacing some larger financial institutions on more scale, comparable cost of capital, higher conversions, and better paid marketing competencies.** Mgmt. reiterated its medium term margin target of 25% on higher cost-initiative benefits, implying a 2020 margin target of 20%. We carry an upside bias to '19 profitability estimates on expense initiatives (BPO/Salt Lake) accelerating margin expansion. Obtaining a bank charter to better serve members will be challenging, but new programs, i.e., Select and Levered Certificates, are encouraging incremental growth opportunities. Maintain Outperform.



Update from Oppenheimer, July 2019

We are decreasing our TREE PT to \$415 (from \$465) following another 2Q with solid revenue trends but saw management reducing EBITDA guidance by 7% on shifting advertising strategies and lower Personal Loan (PL) margins. TREE has driven its 5-year share price appreciation by being immediately profitable on clicks; therefore we are expecting near-term skepticism on the new strategy of marketing into higher LTV products with longer payback periods. However, **revenue is strong (more important, in our view), and we see MyLendingTree (MLT) product diversification creating a unique consumer offering worthy of marketing investment.** Additionally, TREE sees benefit in 2H:19 on mortgage lenders' increasing capacity. We believe TREE is best positioned for outsized share gains in financial services advertising. Maintain our Outperform.

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:EUTC, 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:PGF, 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:DHCPO, 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:ICIBANK, 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:HKXC, 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:REIX, 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:MKT, 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:ETHH, NAS:QNST, LON:GOCO, ASX:ISU, LON:MONY, NAS:CINF, NAS:SIGI, NAS:STFC, NYS:CB, NYS:EIG, NYS:MCI, 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:IMCO, NAS:EBIX, NYS:CRD.B, NYS:GWRE, NYS:FNF, NYS:FAF, NYS:ORI, NYS:STC, PINX:AEQOF, NAS:ANAT, NAS:WFG, 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, ML: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:NEW, 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:HIQ, 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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