

# QUARTERLY DEALS & MARKET UPDATE

# Financial Management Solutions (FMS)

February 2020



Human Capital Management



Business Analytics



Enterprise Management



Accounting / Expenses



# **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	9.7%	28.1%	70.1%
ВРО	1.3%	10.0%	57.3%
Enterprise Software / Data & Analytics	8.4%	23.3%	61.4%
Financial Management Solutions	14.0%	36.2%	134.8%
Healthcare Tech	10.0%	9.2%	48.6%
Insurance	3.5%	20.2%	47.5%
Payments	9.3%	28.0%	108.4%
Securities	6.6%	11.6%	30.5%
Specialty Finance / Alternative Lending	1.6%	13.4%	38.7%

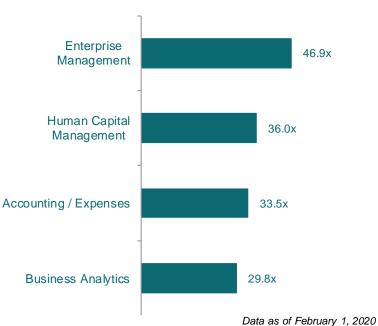
<sup>\*</sup> Equal weighting method.

# Industry-wide Multiples and Subsector Multiples

# Sector 2021E Price / Earnings Multiples

### Financial Management 39.2x Solutions Enterprise Software / Data 33.3x & Analytics **Payments** 29.6x Bank Tech / Solutions 29.5x Healthcare Tech 29.4x **BPO** 24.0x Insurance 20.0x Securities 19.3x Specialty Finance / 10.3x Alternative Lending

# Financial Management Solutions 2021E Price / Earnings Multiples



Source: Pitchbook



# **Stock Comparables – Financial Management Solutions Sub-Sectors**

(All figures in millions of USD, except per share data. Data as of February 1, 2020)

Accounting / Expenses																	
							Gro	wth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM M	argins:	E	V / Revent	ue		EV / EBITD	Α
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2020 C	Y 2021	LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021
Intuit	\$280.38	94.8%	\$72,985	\$71,092	\$6,933	\$2,104	26%	10%	25%	83%	30%	10.3x	10.0x	9.1x	33.8x	28.3x	24.6x
DocuSign	\$78.51	97.8%	\$14,089	\$14,063	\$899	(\$158)	86%	26%	NA	75%	(18%)	15.6x	14.6x	11.6x	NMF	NMF	NMF
The Sage Group (Financial Softv	\$9.66	92.6%	\$10,543	\$11,028	\$2,470	\$591	NA	3%	12%	93%	24%	4.5x	4.4x	4.3x	18.7x	17.2x	17.5x
Coupa	\$161.15	92.5%	\$10,281	\$10,209	\$353	(\$49)	104%	28%	NA	65%	(14%)	28.9x	26.8x	21.0x	NMF	NMF	NMF
Xero	\$57.39	94.6%	\$8,149	\$8,136	\$447	\$54	NA	25%	NA	94%	12%	18.2x	17.9x	14.3x	NMF	77.6x	59.4x
Avalara	\$85.14	90.3%	\$6,551	\$6,104	\$352	(\$42)	NA	25%	NA	70%	(12%)	17.4x	16.3x	13.0x	NMF	NMF	NMF
BlackLine	\$61.17	93.6%	\$3,403	\$3,207	\$271	(\$9)	NA	21%	NA	79%	(3%)	11.8x	11.2x	9.3x	NMF	NMF	96.0x
Reckon	\$0.46	75.1%	\$52	\$82	\$53	\$21	NA	1%	(11%)	88%	39%	1.5x	1.6x	1.6x	4.0x	4.0x	4.1x
MEAN							72%	17%	8%	81%	7%	13.5x	12.9x	10.5x	18.8x	31.7x	40.3x
MEDIAN							86%	23%	12%	81%	4%	13.7x	12.9x	10.4x	18.7x	22.7x	24.6x

Business Analytics																	
							Gro	wth Ra	tes:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM Ma	argins:	E	V / Revent	ıe		EV / EBITD	Α
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2020 C	Y 2021	LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021
Splunk	\$155.26	96.1%	\$24,216	\$24,335	\$2,190	(\$197)	79%	23%	NA	82%	(9%)	11.1x	10.4x	8.4x	NMF	65.6x	51.1x
Teradata	\$24.34	49.3%	\$2,738	\$2,863	\$1,993	\$178	NA	1%	(8%)	50%	9%	1.4x	1.5x	1.5x	16.1x	8.6x	8.5x
MicroStrategy	\$152.03	92.1%	\$1,538	\$1,076	\$485	\$31	NA	9%	(34%)	79%	6%	2.2x	2.2x	2.0x	35.1x	34.0x	18.2x
MEAN							79%	11%	(21%)	70%	2%	4.9x	4.7x	4.0x	25.6x	36.1x	25.9x
MEDIAN							79%	9%	(21%)	79%	6%	2.2x	2.2x	2.0x	25.6x	34.0x	18.2x

Enterprise Managemer	nt																
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM M	argins:	E	V / Revenu	ie		EV / EBITD	A
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2020 C	Y 2021	LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021
Tyler Technologies	\$323.68	99.8%	\$12,619	\$12,449	\$1,040	\$225	NA	10%	14%	47%	22%	12.0x	11.4x	10.3x	55.4x	40.8x	35.9x
Anaplan	\$57.59	95.4%	\$7,695	\$7,431	\$319	(\$120)	106%	33%	NA	73%	(37%)	23.3x	21.4x	16.2x	NMF	NMF	NMF
Pegasystems	\$86.21	95.9%	\$6,839	\$6,784	\$891	(\$75)	NA	12%	NA	65%	(8%)	7.6x	7.3x	6.5x	NMF	NMF	NMF
Appian	\$51.04	81.1%	\$3,427	\$3,266	\$256	(\$49)	NA	16%	NA	64%	(19%)	12.8x	12.3x	10.6x	NMF	NMF	NMF
Totvs	\$17.58	98.2%	\$3,353	\$3,102	\$633	\$95	NA	11%	12%	64%	15%	4.9x	5.9x	5.3x	32.8x	28.3x	24.9x
Bottomline Technologies	\$53.60	93.7%	\$2,357	\$2,387	\$428	\$52	3%	11%	NA	57%	12%	5.6x	5.6x	5.0x	45.8x	25.1x	22.0x
Technology One	\$5.71	88.3%	\$1,816	\$1,745	\$200	\$58	NA	5%	13%	86%	29%	8.7x	8.6x	8.2x	30.3x	28.6x	24.7x
Qad	\$51.45	94.3%	\$997	\$894	\$315	\$3	2%	6%	NA	54%	1%	2.8x	2.9x	2.7x	NMF	75.0x	43.4x
American Software	\$14.93	87.3%	\$477	\$385	\$109	\$14	0%	5%	(4%)	53%	13%	3.5x	3.5x	3.3x	26.9x	27.7x	23.7x
Aptitude Software	\$6.83	77.9%	\$384	\$299	\$95	\$26	NA	10%	62%	NA	27%	3.1x	3.9x	3.6x	11.5x	15.6x	15.5x
Ramco Systems	\$2.40	60.6%	\$77	\$85	\$82	\$16	9%	11%	36%	100%	19%	1.0x	1.0x	0.9x	5.4x	NA	NA
MEAN							24%	12%	22%	66%	7%	7.8x	7.6x	6.6x	29.7x	34.5x	27.2x
MEDIAN							3%	11%	13%	64%	13%	5.6x	5.9x	5.3x	30.3x	28.3x	24.7x

Human Capital Manager	nent																
		Growth Rates:															
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM Ma	rgins:	E	V / Revenu	ie		EV / EBITD	A
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2020 C	Y 2021	LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021
Automatic Data Processing	\$171.39	95.3%	\$73,998	\$74,856	\$14,511	\$3,668	6%	6%	15%	43%	25%	5.2x	5.1x	4.9x	20.4x	21.3x	18.6x
Workday	\$184.63	81.4%	\$42,465	\$41,913	\$3,440	(\$184)	69%	20%	NA	71%	(5%)	12.2x	11.6x	9.7x	NMF	56.3x	45.9x
Paychex	\$85.77	95.3%	\$30,739	\$31,052	\$4,034	\$1,655	15%	6%	12%	68%	41%	7.7x	7.7x	7.3x	18.8x	19.3x	17.5x
Paycom Software	\$318.16	97.7%	\$18,580	\$18,505	\$695	\$248	NA	24%	61%	85%	36%	26.6x	25.2x	20.3x	74.6x	59.2x	48.0x
Ceridian HCM	\$73.29	97.8%	\$10,552	\$8,388	\$803	\$122	NA	10%	NA	45%	15%	10.4x	10.2x	9.3x	68.6x	45.1x	44.7x
Paylocity	\$141.89	97.7%	\$7,593	\$7,547	\$494	\$96	21%	23%	NA	67%	19%	15.3x	14.9x	12.1x	78.8x	54.0x	42.1x
H&R Block	\$23.20	78.3%	\$4,530	\$6,403	\$3,112	\$743	1%	2%	10%	43%	24%	2.1x	2.0x	2.0x	8.6x	8.4x	8.2x
Cornerstone OnDemand	\$58.80	91.2%	\$3,570	\$3,569	\$565	\$41	NA	14%	NA	74%	7%	6.3x	6.2x	5.5x	87.2x	28.3x	23.1x
Insperity	\$87.37	60.3%	\$3,495	\$3,490	\$4,206	\$219	NA	10%	38%	17%	5%	0.8x	0.8x	0.7x	15.9x	14.0x	12.4x
MEAN							22%	13%	27%	57%	19%	9.6x	9.3x	8.0x	46.6x	34.0x	29.0x
MEDIAN							15%	10%	15%	67%	19%	7.7x	7.7x	7.3x	44.5x	28.3x	23.1x

Source: Pitchbook

Key M	&A Transaction	on Activity S	ummary		
Date	Target	Acquirer(s)	Sector	Value (\$mm)	Transaction Comments
1/16/2020	<b>Clustree</b>	<b>€</b> ornerstone	Human Capital Management	\$18	<ul> <li>Clustree is a France-based provider of Alenabled algorithm to allow enterprises to match employees with jobs and internal resources</li> <li>The acquisition gains Cornerstone OnDemand AI capabilities for its Skills software</li> </ul>
1/9/2020	odoo	SUMMIT PARTNERS	Enterprise Management	\$91	<ul> <li>Odoo markets a suite of open-source business applications that includes CRM, POS, quote builder, lead automation, etc.</li> <li>The consortium completed the acquisition of Odoo after making a minority investment of \$90mm in December 2019</li> </ul>
12/12/2019	<b>Data Dimensions</b>	THOMPSON STREET CAPITAL PARTNERS	Enterprise Management	NA	<ul> <li>Data Dimensions is a provider of document management and workflow solutions</li> <li>The acquisition will accelerate Data Dimensions' investment in technology and future growth</li> </ul>
12/10/2019	Arise	WARBURG PINCUS	Enterprise Management	NA	<ul> <li>Vivtera is a provider of business process management solutions</li> <li>The acquisition will allow Vivtera to tap into Arise's expertise in scaling up BPM companies</li> </ul>
12/19/2019	versapay	Great Hill	Accounting / Expenses	\$96	<ul> <li>VersaPay offers a SaaS solution that allows business to manage and automate invoice processes and integrate payments to their ERP and accounting system</li> <li>Proceeds from the acquisition will be used on executing growth strategies</li> </ul>
11/4/2019	scộut	workday.	Enterprise Management	\$540	<ul> <li>Scout RFP provides a cloud-based solutions that address strategic sourcing and procurements</li> <li>The acquisition equips Workday with comprehensive source-to-pay capabilities</li> </ul>

	The control of the co				
Key Fi	nancing Transactio	n Activity Summ	nary		
` Date	Target	Sector	Amount (\$mm)	Туре	Key Investor(s)
1/21/2020	#FloQast	Accounting / Expenses	\$40	Series C	NORWEST VENTURE PARTNERS
1/7/2020	highradius	Accounting / Expenses	\$125	Series B	ICONİQ
12/12/2019	e <b>bill.com</b>	Accounting / Expenses	\$223	IPO	NA
12/3/2019	GONG	Enterprise Software	\$65	Series C	SEQUOIA╚
12/2/2019	hastee.	Accounting / Expenses	\$270	Equity & Debt Financing	(IDC Ventures)
11/5/2019	papayaglobal	Human Capital Management	\$45	Series A	NSIGHT — PARTNERS —



<b>IPO Activity</b>	y Summary
---------------------	-----------

Company	IPO Date	Amount Raised (\$mm)	IPO Price	Current Market Price	Total Return	
<b>bill</b> .com	12/12/2019	\$216	\$22.00	\$50.32	129%	
<b>/</b> \naplan	10/12/2018	\$264	\$17.00	\$57.59	239%	
Avalara	6/15/2018	\$180	\$24.00	\$85.14	255%	
CERIDIAN	4/26/2018	\$462	\$22.00	\$73.29	233%	
Docu Sign.	4/26/2018	\$630	\$29.00	\$78.51	171%	
<b>√</b> smartsheet	4/26/2018	\$175	\$15.00	\$48.48	223%	
zuora	4/11/2018	\$154	\$14.00	\$14.75	5%	
<i>A</i> ppian	5/24/2017	\$75	\$12.00	\$51.04	325%	
<b>S</b> BLACKLINE	10/27/2016	\$146	\$17.00	\$61.17	260%	
蕊coupa	10/6/2016	\$133	\$18.00	\$161.15	795%	
<b>⊚</b> ppfolio <sup>™</sup>	6/25/2015	\$74	\$12.00	\$131.44	995%	
Workiva	12/11/2014	\$101	\$14.00	\$45.49	225%	
upland	11/5/2014	\$46	\$12.00	\$39.04	225%	
paycom <sup>,</sup>	4/14/2014	\$100	\$15.00	\$318.16	2,021%	
TriNet Ambitions Realized	3/26/2014	\$240	\$16.00	\$57.06	257%	
paylocity 🍑	3/18/2014	\$120	\$17.00	\$141.89	735%	
workday.	10/12/2012	\$637	\$28.00	\$184.63	559%	
SERVICE SOURCE -	3/24/2011	\$120	\$10.00	\$1.90	(81%)	
SPS COMMERCE	3/22/2010	\$50	\$12.00	\$56.83	374%	

Market data as of February 1, 2020 Source: Pitchbook



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

# ıntuıt

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

The IRS announced today an agreement with Free File Inc. designed to make the Free File program more taxpayer-friendly while strengthening consumer protections in several key areas. Our take on the document is that it is largely in line with the MITRE recommendations published in October and we believe FY20 guidance incorporates sufficient headroom for these changes. We remain cautiously optimistic on this year's tax season and believe that TTL remains a multiyear transformational driver of the category.

### **Update from Citi, October 2019**

# teradata.

Digital transformation efforts into the cloud, which garnered momentum with large enterprises and in the front office, are increasingly moving down to small/mid-sized organizations and into the back office. The company's SaaS solution, Dayforce has momentum, including with larger clients and CDAY should see the biggest sales improvement Y/Y in 2020 vs. the peer group. Longer-term, we see a major opportunity outside of the US, where CDAY is ahead of its peers who still seem focused on the US. Our target price is \$58.

### **Update from Morgan Stanley, January 2020**



Over the last year, DocuSign shares have outperformed, up 78%, compared to its SaaS peers up 41%, on average. We see the drivers of this outperformance as two-fold: 1) A valuation catch up, correcting for the price dip in 4Q18 as the broader software market saw pronounced weakness; 2) Investors gaining greater confidence in the long-term potential of the Agreement Cloud and management's ability to execute a successful combination of the core eSignature product and the SpringCM acquisition.

# **Update from Cantor Fitzgerald, February 2020**

# **CERIDIAN**

We maintain our Overweight rating and raise our 12-month price target to \$76 from \$65. Ceridian reported EPS results below expectations and issued guidance below expectations. Despite the miss, we believe long-term prospects remain in place as the company and platform have a number of unique and positive attributes, including its global capabilities & opportunity, strong ecosystem of products, and increasing functionality, including its continuous payroll calculation. We expect these attributes to lead to increased market penetration, accelerating growth rates, long-term margin expansion, and upside to estimates.

### **Update from Credit Suisse, February 2020**



As we close in on ADP's pending February 10 Innovation Day – expected to showcase Lifion [Next Gen public cloud native HCM platform] – we thought it worthwhile to revisit the FY11 Vantage roll out to frame historical fundamental impact + stock reaction. Vantage – targeted to enterprise + high end of market – could offer historical context around potential financial benefit from Lifion. To be clear – consistent with ADP commentary – we don't see Lifion as a FY20-21 event as it is not in ADP's FY21 financial framework. Bottom line – a roll-out at similar cadence to Vantage implies Lifion is H2FY22+ event with upside to organic growth – Vantage helped drive ~100bps YoY CC FY14 revenue growth in Employer Services [70-75% revenue] – likely to be FY23 amid margin uplift from increasing use of cloud + SaaS. ADP stock rallied ~16% + outperformed ~180bps 90 days after Vantage was unveiled Oct-11.



# **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:DF, LON:PF, 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:DO5, 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:BVE, 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:HY, HKG:6060, NAS:AMSF, NAS:GBLI, NYS:ARGO, NYS:AIZ, NYS:MKL, NYS:PRA, NYS:RLI, NYS:WRB, NAS:SPNS, NAS:MJCO, NAS:EBIX, NYS:CRD.B, NYS:GWRE, NYS:FNF, NYS:FAF, NYS:ORI, NYS:STC, PINX:AEGOF, NAS:ANAT, NAS:PFG, NYS:AFL, LON:AV., NYS:CI, TSE:GWO, LON:HSD, LON:LGEN, NYS:LNC, TSE:MFC, NYS:MET, NYS:PRI, NYS:PRU, LON:SLA, TSE:SLF, SWX:SLHN, NYS:GL

6 BPO:

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

7 Financial Management Solutions:

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

8 Enterprise Software / Data & Analytics:

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

9 Healthcare Tech:

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





### **DISCLAIMER**

The principals of Evolve Capital Partners are registered representatives of BA Securities, LLC Member FINRA SIPC, located at Four Tower Bridge, 200 Barr Harbor Drive, Suite 400 W. Conshohocken, PA 19428. Evolve Capital Partners and BA securities, LLC are unaffiliated entities. All investment banking services are offered through BA Securities, LLC, Member FINRA SIPC. This presentation is for informational purposes only and does not constitute an offer, invitation or recommendation to buy, sell, subscribe for or issue any securities or a solicitation of any such offer or invitation and shall not form the basis of any contract with BA Securities, LLC.

The information in this presentation is based upon Evolve Capital Partners estimates and reflects prevailing conditions and our views as of this date, all of which are accordingly subject to change. In preparing this presentation, we have relied upon and assumed, without independent verification, the accuracy and completeness of information available from public sources. In addition, our analyses are not and do not purport to be appraisals of the assets, stock, or business of the Company or any other entity. Neither BA Securities, LLC nor Evolve Capital Partners makes any representations as to the actual value which may be received in connection with a transaction nor the legal, tax or accounting effects of consummating a transaction. BA Securities, LLC and Evolve Capital Partners do not render legal or tax advice, and the information contained in this communication should not be regarded as such.

The information in this presentation does not take into account the effects of a possible transaction or transactions involving an actual or potential change of control, which may have significant valuation and other effects.

If you are not the intended recipient or an authorized representative of the intended recipient, you are hereby notified that any review, dissemination or copying of this presentation is prohibited.

### **KEY SENIOR PROFESSIONAL**

### Alexander Koles

Founder, CEO, Managing Director akoles@evolve-capital.com

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.

### **CONTACT**

Evolve Capital Partners 1350 Avenue of the Americas

2nd Floor New York, NY 10019 T: (646) 688-2792

evolve-capital.com