

QUARTERLY DEALS & MARKET UPDATE

Enterprise Software / Data & Analytics
May 2020







Enterprise Software



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
- StrategicAlliances
- 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

























Market Summary and Key Multiples

Industry Stock Market Performance of Evolve Sector Coverage

Indexed Price Performance *

| 3 Months | 1 Year | 3 Years |
|----------|--|---|
| (17.6%) | (3.5%) | 29.3% |
| (21.2%) | (20.7%) | 12.3% |
| (10.3%) | (3.7%) | 40.9% |
| (16.9%) | (1.7%) | 68.4% |
| (6.9%) | 6.7% | 32.9% |
| (25.5%) | (14.9%) | 5.0% |
| (23.7%) | (14.1%) | 49.4% |
| (18.0%) | (12.7%) | 4.6% |
| (37.9%) | (30.8%) | (12.6%) |
| | (21.2%) (10.3%) (16.9%) (6.9%) (25.5%) (23.7%) (18.0%) | (21.2%) (20.7%) (10.3%) (3.7%) (16.9%) (1.7%) (6.9%) 6.7% (25.5%) (14.9%) (23.7%) (14.1%) (18.0%) (12.7%) |

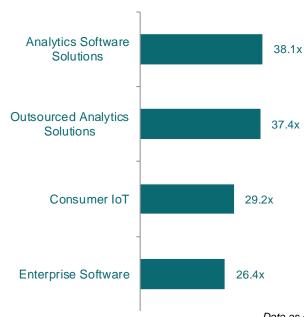
^{*} Equal weighting method.

Industry-wide Multiples and Subsector Multiples

Sector 2021E Price / Earnings Multiples

Financial Management 43.4x Solutions Enterprise Software / Data 32.8x & Analytics Bank Tech / Solutions 32.7x **Payments** 31.8x Healthcare Tech 29.1x **BPO** 23.7x Securities 19.4x Insurance 16.9x Specialty Finance / 15.0x Alternative Lending

Enterprise Software / Data & Analytics 2021E Price / Earnings Multiples



Data as of May 1, 2020 Source: Pitchbook



Stock Comparables – Enterprise Software / Data & Analytics Sub-Sectors (1/2)

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

| Analytics Software | Solutions | | | | | | | | | | | | | | | | |
|--------------------|-----------|----------|-----------|------------|----------|----------|-----------|---------|----------|-------|---------|-------|------------|---------|-------|------------|---------|
| | | | | | | | Gro | wth Rat | | | | | | | | | |
| | Stock | % of 52- | Market | Enterprise | L1 | М | Reven | ue: | Earnings | LTM M | argins: | E | V / Revenu | ıe | | 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 |
| Oracle | \$51.79 | 85.6% | \$163,324 | \$189,787 | \$39,766 | \$16,515 | (0%) | 1% | 14% | 80% | 42% | 4.8x | 4.8x | 4.8x | 11.5x | 10.4x | 9.7x |
| SAP | \$118.49 | 84.0% | \$142,321 | \$151,434 | \$30,844 | \$7,019 | 5% | (1%) | (3%) | 70% | 23% | 4.9x | 4.9x | 5.0x | 21.6x | 14.5x | 14.6x |
| Salesforce | \$156.37 | 79.9% | \$139,951 | \$137,872 | \$17,098 | \$2,841 | 28% | 24% | (31%) | 75% | 17% | 8.1x | 8.1x | 6.6x | 48.5x | 27.5x | 23.3x |
| VMware | \$125.34 | 60.6% | \$52,393 | \$55,972 | \$10,811 | \$2,460 | 5% | 17% | NA | 83% | 23% | 5.2x | 5.5x | 4.8x | 22.8x | 14.2x | 15.0x |
| Workday | \$146.66 | 64.7% | \$34,212 | \$33,837 | \$3,627 | (\$189) | 28% | 19% | NA | 71% | (5%) | 9.3x | 9.4x | 7.9x | NMF | 45.6x | 39.7x |
| Experian | \$29.56 | 78.2% | \$26,852 | \$31,009 | \$4,992 | \$1,189 | NA | 0% | (1%) | NA | 24% | 6.2x | 6.1x | 6.1x | 26.1x | 17.5x | 17.5x |
| Splunk | \$134.05 | 76.0% | \$21,292 | \$21,487 | \$2,359 | (\$222) | 30% | 10% | NA | 82% | (9%) | 9.1x | 9.1x | 8.3x | NMF | 55.7x | NMF |
| OpenText | \$38.21 | 79.7% | \$10,346 | \$13,365 | \$3,030 | \$1,042 | 3% | 13% | (38%) | 68% | 34% | 4.4x | 4.6x | 4.0x | 12.8x | 12.1x | 11.9x |
| Fair Isaac | \$336.61 | 77.1% | \$9,763 | \$10,679 | \$1,226 | \$316 | 11% | 5% | 24% | 71% | 26% | 8.7x | 9.3x | 8.9x | 33.8x | 31.1x | 28.3x |
| Alteryx | \$105.75 | 66.0% | \$6,956 | \$6,897 | \$418 | \$36 | 54% | 39% | NA | 91% | 9% | 16.5x | 17.6x | 12.7x | NMF | NMF | NMF |
| New Relic | \$50.28 | 46.2% | \$2,979 | \$2,735 | \$572 | \$1 | 26% | 17% | NA | 83% | 0% | 4.8x | 4.9x | 4.2x | NMF | 48.6x | 38.3x |
| Medallia | \$20.37 | 45.6% | \$2,815 | \$2,475 | \$402 | (\$99) | 27% | 20% | NA | 64% | (25%) | 6.2x | 6.2x | 5.2x | NMF | NMF | NMF |
| Software | \$8.50 | 90.9% | \$2,622 | \$2,349 | \$997 | \$285 | NA | NA | 4% | 77% | 29% | 2.4x | NA | NA | 8.3x | NA | NA |
| Cloudera | \$7.89 | 64.6% | \$2,329 | \$2,180 | \$794 | (\$247) | 63% | 11% | NA | 71% | (31%) | 2.7x | 2.8x | 2.5x | NMF | 54.4x | 11.6x |
| Cardlytics | \$44.76 | 41.6% | \$1,207 | \$1,102 | \$210 | (\$12) | 36% | 8% | NA | 38% | (6%) | 5.2x | 5.4x | 4.9x | NMF | NMF | NMF |
| MicroStrategy | \$122.59 | 74.3% | \$1,197 | \$758 | \$482 | \$57 | (3%) | (1%) | (20%) | 80% | 12% | 1.6x | 1.6x | 1.6x | 13.4x | 24.0x | 12.8x |
| Veritone | \$4.98 | 49.9% | \$135 | \$91 | \$50 | (\$58) | 83% | 10% | NA | 65% | (117%) | 1.8x | 1.8x | 1.7x | NMF | NMF | NMF |
| MEAN | | | | | | | 26% | 12% | (6%) | 73% | 3% | 6.0x | 6.4x | 5.6x | 22.1x | 29.6x | 20.2x |
| MEDIAN | | | | | | | 27% | 10% | (2%) | 73% | 12% | 5.2x | 5.4x | 5.0x | 21.6x | 25.8x | 15.0x |

| | · | | | | | | Gro | wth Rat | tes: | | | | | | | | |
|------------------------|------------|----------|-------------|-------------|-----------|----------|-----------|-------------------|-------|--------------|--------|------|------------|---------|-------|------------|---------|
| | Stock | % of 52- | Market | Enterprise | LTM | | Revenu | Revenue: Earnings | | LTM Margins: | | E | V / Revenu | 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 |
| Amazon.com | \$2,286.04 | 92.4% | \$1,139,648 | \$1,154,093 | \$280,522 | \$36,533 | 20% | 23% | 67% | 27% | 13% | 4.1x | 4.1x | 3.4x | 31.6x | 26.7x | 25.6x |
| Alphabet | \$1,317.32 | 86.1% | \$909,765 | \$809,340 | \$166,677 | \$49,107 | 19% | 4% | 19% | 55% | 29% | 4.9x | 5.0x | 4.8x | 16.5x | 13.8x | 14.1x |
| Microsoft | \$174.57 | 91.5% | \$1,323,841 | \$1,260,073 | \$138,699 | \$67,000 | 10% | 14% | 25% | 68% | 48% | 9.1x | 9.7x | 8.5x | 18.8x | 22.4x | 18.2x |
| Globant | \$112.19 | 79.2% | \$4,168 | \$4,193 | \$659 | \$112 | 26% | 20% | 12% | 39% | 17% | 6.4x | 6.4x | 5.3x | 37.4x | 30.9x | 25.3x |
| Silicon Labs | \$91.76 | 74.7% | \$4,009 | \$3,632 | \$864 | \$112 | (3%) | (0%) | (41%) | 61% | 13% | 4.2x | 4.3x | 4.3x | 32.6x | 20.8x | 21.9x |
| T-Mobile (US) | \$86.20 | 85.1% | \$106,413 | \$130,997 | \$44,998 | \$12,330 | 4% | 5% | 33% | 59% | 27% | 2.9x | 2.9x | 2.8x | 10.6x | 9.9x | 9.4x |
| LogMeln | \$85.35 | 98.5% | \$4,163 | \$4,281 | \$1,275 | \$289 | 5% | 5% | NA | 74% | 23% | 3.4x | 3.4x | 3.2x | 14.8x | 10.4x | 10.6x |
| Garmin | \$79.81 | 75.6% | \$15,245 | \$13,858 | \$3,848 | \$1,058 | 9% | (7%) | 13% | 59% | 27% | 3.6x | 3.8x | 4.1x | 13.1x | 13.2x | 18.0x |
| Qualcomm | \$75.64 | 78.7% | \$85,090 | \$91,092 | \$24,741 | \$9,391 | (9%) | 15% | 4% | 65% | 38% | 3.7x | 4.7x | 4.1x | 9.7x | 15.3x | 12.7x |
| Verizon Communications | \$56.83 | 91.3% | \$235,162 | \$368,742 | \$131,350 | \$42,664 | 1% | (3%) | 14% | 59% | 32% | 2.8x | 2.8x | 2.9x | 8.6x | 7.8x | 7.9x |
| Interdigital | \$55.41 | 76.3% | \$1,704 | \$1,249 | \$319 | \$129 | 2% | 4% | (58%) | 51% | 40% | 3.9x | 4.0x | 3.8x | 9.7x | 11.2x | 11.7x |
| Ambarella | \$49.00 | 66.6% | \$1,683 | \$1,288 | \$229 | (\$30) | 0% | 3% | NA | 58% | (13%) | 5.6x | 5.6x | 5.4x | NMF | 56.6x | NMF |
| Comcast | \$36.98 | 77.5% | \$168,783 | \$266,380 | \$108,692 | \$32,738 | 15% | (5%) | 10% | 69% | 30% | 2.5x | 2.5x | 2.6x | 8.1x | 7.8x | 9.0x |
| AT&T | \$29.90 | 75.3% | \$213,038 | \$406,606 | \$181,193 | \$55,107 | 6% | (6%) | (3%) | 54% | 30% | 2.2x | 2.2x | 2.4x | 7.4x | 6.9x | 7.2x |
| Fitbit (US) | \$6.77 | 93.3% | \$1,806 | \$1,380 | \$1,435 | (\$256) | (4%) | 0% | NA | 30% | (18%) | 1.0x | 0.9x | 0.9x | NMF | NMF | NMF |
| Nokia | \$3.62 | 63.4% | \$20,442 | \$19,826 | \$25,778 | \$2,386 | (3%) | (2%) | NA | 37% | 9% | 0.8x | 0.8x | 0.8x | 8.3x | 6.6x | 6.6x |
| MEAN | | | | | | | 6% | 4% | 8% | 54% | 22% | 3.8x | 3.9x | 3.7x | 16.2x | 17.3x | 14.1x |
| MEDIAN | | | | | | | 4% | 4% | 13% | 58% | 27% | 3.6x | 3.9x | 3.6x | 11.9x | 13.2x | 12.2x |

Source: Pitchbook



Stock Comparables – Enterprise Software / Data & Analytics Sub-Sectors (2/2)

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

| Enterprise Software | | | | | | | | | | | | | | | | | |
|---------------------------------|----------|----------|-------------|-------------|-----------|----------|------------|----------|----------|--------|---------|-------|------------|---------|-------|------------|---------|
| | | | | | | | Grow | th Rat | es: | | | | | | | | |
| | Stock | % of 52- | Market | Enterprise | L1 | ГМ | Revenue | : | Earnings | LTM Ma | argins: | E | V / Revenu | ıe | | EV / EBITD | Α |
| | Price | Wk. High | Value | Value | Revenue | EBITDA | CY 2020 CY | 2021 | LT | Gross | EBITDA | LTM | CY 2020 | CY 2021 | LTM | CY 2020 | CY 2021 |
| Microsoft | \$174.57 | 91.5% | \$1,323,841 | \$1,260,073 | \$138,699 | \$67,000 | 10% | 14% | 25% | 68% | 48% | 9.1x | 9.7x | 8.5x | 18.8x | 22.4x | 18.2x |
| Adobe Systems | \$343.84 | 88.9% | \$165,662 | \$166,202 | \$11,661 | \$4,238 | 23% | 17% | 36% | 85% | 36% | 14.3x | 14.9x | 12.8x | 39.2x | 32.7x | 27.3x |
| Oracle | \$51.79 | 85.6% | \$163,324 | \$189,787 | \$39,766 | \$16,515 | (0%) | 1% | 14% | 80% | 42% | 4.8x | 4.8x | 4.8x | 11.5x | 10.4x | 9.7x |
| SAP | \$118.49 | 84.0% | \$142,321 | \$151,434 | \$30,844 | \$7,019 | 5% | (1%) | (3%) | 70% | 23% | 4.9x | 4.9x | 5.0x | 21.6x | 14.5x | 14.6x |
| Salesforce | \$156.37 | 79.9% | \$139,951 | \$137,872 | \$17,098 | \$2,841 | 28% | 24% | (31%) | 75% | 17% | 8.1x | 8.1x | 6.6x | 48.5x | 27.5x | 23.3x |
| International Business Machines | \$121.87 | 76.8% | \$108,207 | \$165,925 | \$76,535 | \$15,612 | (3%) | (4%) | (6%) | 48% | 20% | 2.2x | 2.2x | 2.3x | 10.6x | 9.1x | 9.4x |
| VMware | \$125.34 | 60.6% | \$52,393 | \$55,972 | \$10,811 | \$2,460 | 5% | 17% | NA | 83% | 23% | 5.2x | 5.5x | 4.8x | 22.8x | 14.2x | 15.0x |
| Pegasystems | \$79.55 | 77.1% | \$6,371 | \$6,386 | \$964 | (\$127) | 4% | 15% | NA | 67% | (13%) | 6.6x | 6.9x | 6.0x | NMF | NMF | NMF |
| Zuora | \$10.23 | 44.4% | \$1,176 | \$1,083 | \$276 | (\$65) | 18% | 9% | NA | 51% | (24%) | 3.9x | 3.9x | 3.6x | NMF | NMF | NMF |
| MEAN | | | | | | | 10% | 10% | 6% | 70% | 19% | 6.6x | 6.8x | 6.0x | 24.7x | 18.7x | 16.8x |
| MEDIAN | | | | | | | 5% | 14% | 6% | 70% | 23% | 5.2x | 5.5x | 5.0x | 21.6x | 14.5x | 15.0x |

| | | | | | | | Gre | wth Rat | es: | | | | | | | | |
|---------------------------------|----------|----------------------------------|-----------|-----------|----------|----------|-----------|---------|----------|-------|---------|-------|------------|---------|-------|------------|---------|
| | Stock | k % of 52- Market Enterprise LTM | | | | | Rever | ue: | Earnings | LTM M | argins: | E | V / Reveni | ue | | EV / EBITD | A |
| | Price | Wk. High | Value | Value | Revenue | EBITDA | CY 2020 (| Y 2021 | LT | Gross | EBITDA | LTM | CY 2020 | CY 2021 | LTM | CY 2020 | CY 2021 |
| International Business Machines | \$121.87 | 76.8% | \$108,207 | \$165,925 | \$76,535 | \$15,612 | (3%) | (4%) | (6%) | 48% | 20% | 2.2x | 2.2x | 2.3x | 10.6x | 9.1x | 9.4x |
| RELX (London) | \$22.63 | 82.5% | \$43,696 | \$51,956 | \$10,046 | \$3,607 | 1% | (2%) | 11% | 65% | 36% | 5.2x | 5.2x | 5.3x | 14.4x | 14.8x | 14.9x |
| Verisk Analytics | \$153.45 | 89.4% | \$24,928 | \$28,143 | \$2,607 | \$1,019 | 9% | 8% | 1% | 63% | 39% | 10.8x | 10.8x | 10.0x | 27.6x | 23.0x | 21.2x |
| Equifax | \$137.89 | 83.7% | \$16,738 | \$19,919 | \$3,619 | \$828 | 3% | (1%) | (21%) | 57% | 23% | 5.5x | 5.7x | 5.8x | 24.1x | 16.9x | 18.0x |
| TransUnion | \$77.04 | 76.2% | \$14,622 | \$18,121 | \$2,724 | \$979 | 14% | (4%) | 27% | 67% | 36% | 6.7x | 6.8x | 7.1x | 18.5x | 17.3x | 19.0x |
| Gartner | \$114.92 | 66.9% | \$10,248 | \$13,060 | \$4,245 | \$587 | 7% | (2%) | 3% | 63% | 14% | 3.1x | 3.1x | 3.2x | 22.2x | 19.2x | 22.7x |
| The Nielsen Company | \$13.96 | 56.4% | \$4,976 | \$13,505 | \$6,498 | \$484 | (1%) | (4%) | NA | 57% | 7% | 2.1x | 2.1x | 2.2x | 27.9x | 7.3x | 7.5x |
| CoreLogic | \$40.59 | 78.4% | \$3,223 | \$4,888 | \$1,762 | \$355 | (2%) | (3%) | (12%) | 50% | 20% | 2.8x | 2.8x | 2.9x | 13.8x | 10.0x | 9.5x |
| Verint Systems | \$42.32 | 67.3% | \$2,714 | \$3,285 | \$1,304 | \$180 | 11% | 1% | NA | 64% | 14% | 2.5x | 2.4x | 2.4x | 18.3x | 9.9x | 9.9x |
| Teradata | \$23.60 | 56.9% | \$2,609 | \$2,782 | \$1,899 | \$151 | (13%) | (0%) | NA | 50% | 8% | 1.5x | 1.5x | 1.5x | 18.4x | 9.0x | 8.3x |
| LiveRamp Holdings | \$36.73 | 61.5% | \$2,474 | \$1,716 | \$306 | (\$159) | 57% | (4%) | NA | 56% | (52%) | 5.6x | 4.1x | 4.3x | NMF | NMF | NMF |
| Forrester | \$33.88 | 65.5% | \$636 | \$777 | \$462 | \$42 | 30% | (0%) | NA | 57% | 9% | 1.7x | 1.7x | 1.7x | 18.4x | 13.1x | 11.6x |
| Aimia | \$1.72 | 53.8% | \$161 | \$201 | \$101 | \$43 | (24%) | (58%) | NA | NA | 43% | 2.0x | 2.0x | 4.9x | 4.6x | NMF | 56.3x |
| MEAN | | | | | | | 7% | (6%) | 0% | 58% | 17% | 4.0x | 3.9x | 4.1x | 18.2x | 13.6x | 17.4x |
| MEDIAN | | | | | | | 3% | (2%) | 1% | 57% | 20% | 2.8x | 2.8x | 3.2x | 18.4x | 13.1x | 13.2x |

Source: Pitchbook

| Key Ma | &A Transaction | on Activity S | ummary | | |
|-----------|--|--|--------------------------------------|-----------------|---|
| Date | Target | Acquirer(s) | Sector | Value (\$mm) | Transaction Comments |
| 4/21/2020 | SUSTAINALYTICS | M RNINGSTAR | Outsourced Analytics Solutions | NA | Sustainalytics is a provider of investment research and analytics services regarding environmental, social, and corporate governance rating. Morningstar seeks to strengthen its analytics capabilities through the transaction |
| 3/30/2020 | BroadVision | Aurea | Enterprise Software | NA | BroadVision provides a suite of tools for complex document creation, management and collaboration The acquisition will add BroadVision's technology to Aurea's extensive enterprise software offerings |
| 3/26/2020 | BLUE RIDGE ESOP ASSOCIATES The Leader in ESOP Administration | LEVINE LEICHTMAN CAPITAL PARIALES CNL Strategic Capital Sub-managed by Levine Leichtman | Enterprise Software | NA | Blue Ridge ESOP Associates is a provider of a software suite for the administration and recordkeeping of ESOPs and 401(k) plans The acquisition helps Blue Ridge to strengthen market position and expand product offerings |
| 3/19/2020 | PONDERA | THOMSON REUTERS* | Analytics Software Solutions | NA | Pondera Solutions is a provider of cloud-computing solutions that detect fraud, waste, and abuse in government programs Through the transaction, Pondera can leverage Thomson Reuters' industry expertise to accelerate its growth |





Analytics Software Solutions

\$188

- Seal Software provides Al-enabled enterprise contract analytics and data extraction solutions
- DocuSign will add Seal Software's Al capabilities to further develop its Agreement Cloud platform

2/4/2020



Enterprise Software \$13,000 (approx.)

- Infor is a provider of cloud-delivered business application, ranging from ERP to supply chain solutions
- The acquisition enables Infor to leverage the resources of Koch to continue developing industry-specific solutions

| Key Finar | ncing Transactio | n Activity Summ | ary | | |
|-----------|------------------|---------------------------------|------------------|-----------------------|---|
| Date | Target | Sector | Amount (\$mm) | Туре | Key Investor(s) |
| 4/23/2020 | Digits | Analytics Software Solutions | \$22 | Series B | G/ |
| 4/22/2020 | Templafy | Enterprise Software | \$25 | Series C | INSIGHT — PARTNERS — |
| 4/9/2020 | COHESITY | Enterprise Software | \$250 | Series E | DFJ GROWTH foundation capital GREENSPRING ASSOCIATES |
| 4/7/2020 | PODIUM | Enterprise Software | \$125 | Series C | Y Combinator |
| 3/17/2020 | Khatabook | Enterprise Software | NA | Equity Funding | Private |
| 3/5/2020 | ⋈ airbase | Enterprise Software | \$24 | Series A Extension | BainCapital VENTURES |

| IPO Activity Sum | mary | | | | |
|------------------------|------------|-------------------------|-----------|-------------------------|-------------------|
| Company | IPO Date | Amount Raised (\$mm) | IPO Price | Current Market Price | Total Return |
| Medallia | 7/19/2019 | \$326 | \$21.00 | \$20.37 | (3%) |
| /\naplan | 10/12/2018 | \$264 | \$17.00 | \$39.06 | 130% |
| Docu Sign _e | 4/26/2018 | \$630 | \$29.00 | \$103.52 | 257% |
| √ smartsheet | 4/26/2018 | \$175 | \$15.00 | \$52.27 | 248% |
| card lytics | 2/9/2018 | \$70 | \$13.00 | \$44.76 | 244% |
| VERITONE. | 5/12/2017 | \$35 | \$15.00 | \$4.98 | (67%) |
| CLOUDERA | 4/28/2017 | \$1,877 | \$23.60 | \$7.89 | (67%) |
| alteryx | 3/24/2017 | \$117 | \$14.00 | \$105.75 | 655% |
| ₩ BLACKLINE | 10/28/2016 | \$146 | \$17.00 | \$59.66 | 251% |
| ⇒ talend | 7/28/2016 | \$95 | \$18.00 | \$25.41 | 41% |
| ♣ blue prism | 3/15/2016 | \$30 | \$1.11 | \$15.69 | 1,313% |
| · j·· fitbit | 6/25/2015 | \$688 | \$20.00 | \$6.77 | (66%) |
| workday. | 10/12/2012 | \$637 | \$28.00 | \$146.66 | 424% |
| | | | | Market data | as of May 1, 2020 |

Market data as of May 1, 2020 Source: Pitchbook



Select Wall Street Research Updates and Commentary

Update from Stifel, April 2020

ORACLE

We are lowering our estimates for Oracle as the macro environment continued to deteriorate post its F3Q20 earnings, and its very optimistic tone, on 3/12. We believe cautious commentary from SAP and IBM this week around a significant slowing of license revenue, transactional revenue, and large deals will also weigh on Oracle, and perhaps have an even more outsized impact vis-a-vis SAP/IBM given that the May quarter is Oracle's important fiscal fourth quarter (versus SAP/IBM wrapping up seasonally slower F1Qs).

Net/net, we think Oracle's maintenance base should be fairly secure given the mission-critical importance of its database, but expect its new database business, and even new back-office cloud business (i.e., ERP, HCM) to take a back-seat to customers focusing on supporting their day-to-day IT operational needs during the coming months. TP to \$44.

Update from Stifel, April 2020



In what appears to be our new (and hopefully temporary) reality, salesforce.com announced the "re-imagination" of all customer events through the remainder of 2020. In practice this means that the in-person portions of all major events - Dreamforce, Tableau Conference, World Tours - will be transitioned to virtual events. While these types of events typically drum up a high level of interest around new products and solutions, our industry contacts have expressed mixed feelings on the true impact they have on pushing new deals across the finish line. We believe Salesforce is well positioned for execution on its long-term plan. We maintain our Buy rating and \$220 target price on CRM shares.

Update from BMO, April 2020



We are lowering our estimates for the June through Sept Qs, primarily in MPC and IC, due to COVID-19 related issues. Further, while MSFT has tough compares in 1HFY21, we think the company is very well positioned with SMB and enterprise accounts, and can sustain double-digit growth with expanding FCF margins over the medium and longer term. Hence, we continue to be supportive of MSFT shares, and we maintain our \$200 target price.

Update from Morgan Stanley, March 2020



Gartner announced that it would cancel or postpone all of its conferences scheduled for April through Aug 2020, resulting in the following impacts to financials: 2Q will see a \$158M revenue reduction and \$97M adj. EBITDA reduction, and 3Q will see a \$22M rev reduction and \$12M adj. EBITDA reduction. Because we had previously assumed an impact to 2Q attendance, the changes to our estimates from these cancellations are slightly below those figures. The revenue and EBITDA impacts provided in the release suggest a 61% decremental margin for the 2Q conferences and 54% for the 3Q conferences.

Update from BMO, April 2020



SAP reported 1Q20 topline results that were largely in-line with the pre-announcement from early April. Total revenue of €6.52B grew 7% y/y and 5% in constant currency and was in-line with our prior model. Cloud revenue of \$2.0B grew 27% Y/Y and 25% in constant currency, which is reasonable growth in our view considering the weakness felt in the back-half of the quarter related to COVID-19. Software license revenue declined 31% Y/Y both as reported and in constant currency. The up-front license business was meaningfully impacted by spending pauses related to COVID-19, however management stated their confidence that the spending push outs were not a loss of business. We expect the software license business to remain pressured and model FY20/FY21 declines of 24%/6%.



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:LO, 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: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: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: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: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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