



Evolve
Capital Partners

QUARTERLY DEALS & MARKET UPDATE

Payments

March 2020



Closed Payment Network



eCommerce / Internet Payments



Networks



Payment Infrastructure



Payment Processing



Payments Core Banking



POS Products



Prepaid / Money Transfer

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

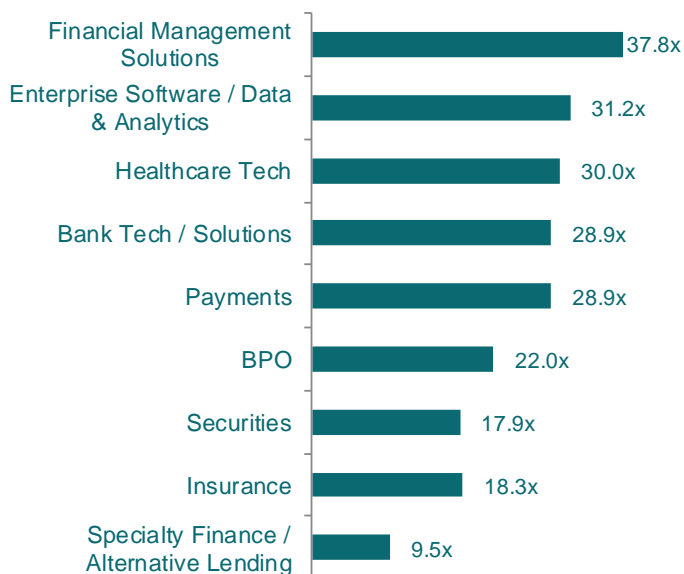
Indexed Price Performance *

Sector	3 Months	1 Year	3 Years
Bank Tech / Solutions	1.8%	13.4%	51.1%
BPO	(8.5%)	(4.7%)	38.3%
Enterprise Software / Data & Analytics	(2.9%)	9.3%	43.0%
Financial Management Solutions	(3.2%)	12.4%	97.5%
Healthcare Tech	(2.2%)	0.9%	45.9%
Insurance	(9.3%)	4.8%	30.9%
Payments	(5.5%)	4.7%	79.8%
Securities	(5.7%)	(1.1%)	15.1%
Specialty Finance / Alternative Lending	(9.1%)	(5.0%)	19.7%

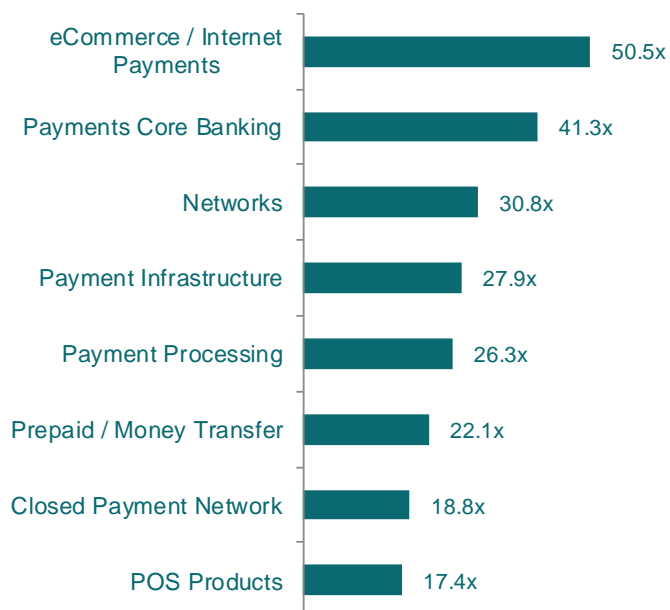
* Equal weighting method.

Industry-wide Multiples and Subsector Multiples

Sector 2021E Price / Earnings Multiples



Payments 2021E Price / Earnings Multiples



Data as of February 28, 2020
Source: Pitchbook

Stock Comparables – Payments Sub-Sectors (1/2)

(All figures in millions of USD, except per share data. Data as of February 28, 2020)

Closed Payment Network

	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM		Growth Rates:			LTM Margins:			EV / Revenue			EV / EBITDA		
					Revenue	EBITDA	Revenue:		Earnings LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021	
							CY 2020	CY 2021										
FleetCor Technologies	\$265.79	80.6%	\$23,066	\$26,831	\$2,593	\$1,603	9%	10%	35%	80%	62%	10.3x	10.1x	9.2x	16.7x	16.9x	15.3x	
Edenred	\$26.56	96.3%	\$12,420	\$14,280	\$1,700	\$668	9%	13%	17%	90%	39%	8.4x	8.0x	7.1x	21.4x	19.8x	17.5x	
WEX	\$187.24	79.2%	\$8,115	\$10,406	\$1,724	\$588	17%	8%	58%	62%	34%	6.0x	6.0x	5.6x	17.7x	14.0x	12.8x	
Alliance Data Systems	\$85.88	46.9%	\$4,090	\$10,664	\$5,581	\$1,557	(1%)	(1%)	15%	52%	28%	1.9x	1.9x	1.9x	6.9x	8.4x	7.7x	
MEAN							8%	7%	31%	71%	41%	6.7x	6.5x	5.9x	15.7x	14.8x	13.3x	
MEDIAN							9%	9%	26%	71%	37%	7.2x	7.0x	6.3x	17.2x	15.5x	14.1x	

eCommerce / Internet Payments

	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM		Growth Rates:			LTM Margins:			EV / Revenue			EV / EBITDA		
					Revenue	EBITDA	Revenue:		Earnings LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021	
							CY 2020	CY 2021										
PayPal Holdings	\$107.99	86.8%	\$126,667	\$120,915	\$17,772	\$3,828	15%	18%	22%	45%	22%	6.8x	6.8x	5.8x	31.6x	25.2x	21.8x	
Square	\$83.33	95.5%	\$36,268	\$35,127	\$4,714	\$542	42%	28%	NA	40%	12%	7.5x	15.7x	12.3x	64.8x	84.8x	67.8x	
Stone Pagamentos	\$39.89	87.2%	\$11,064	\$10,687	\$264	\$58	54%	31%	NA	61%	22%	40.4x	17.6x	13.4x	NMF	34.5x	26.2x	
PagSeguro	\$31.37	58.7%	\$10,315	\$9,637	\$864	\$13	28%	17%	NA	21%	1%	11.2x	7.2x	6.2x	NMF	20.0x	16.5x	
Eventbrite	\$14.61	44.5%	\$1,233	\$776	\$320	(\$34)	10%	11%	NA	61%	(11%)	2.4x	2.4x	2.2x	NMF	NMF	NMF	
Boku	\$0.75	40.2%	\$192	\$172	\$42	(\$2)	45%	8%	NA	90%	(6%)	4.1x	3.4x	3.2x	NMF	17.2x	16.4x	
MEAN							32%	19%	22%	53%	7%	12.1x	8.9x	7.2x	48.2x	36.3x	29.7x	
MEDIAN							35%	17%	22%	53%	6%	7.1x	7.0x	6.0x	48.2x	25.2x	21.8x	

Networks

	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM		Growth Rates:			LTM Margins:			EV / Revenue			EV / EBITDA		
					Revenue	EBITDA	Revenue:		Earnings LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021	
							CY 2020	CY 2021										
Visa	\$181.76	84.9%	\$402,761	\$412,241	\$23,525	\$16,406	10%	11%	29%	82%	70%	17.5x	17.7x	15.9x	25.1x	25.2x	22.7x	
MasterCard	\$290.25	83.6%	\$291,733	\$292,682	\$16,883	\$10,477	13%	15%	29%	NA	62%	17.3x	17.4x	15.1x	27.9x	28.9x	25.4x	
PayPal Holdings	\$107.99	86.8%	\$126,667	\$120,915	\$17,772	\$3,828	15%	18%	22%	45%	22%	6.8x	6.8x	5.8x	31.6x	25.2x	21.8x	
American Express	\$109.93	79.6%	\$88,828	NA	\$30,895	NA	51%	8%	13%	NA	NA	NA	NA	NA	NA	NA	NA	
MEAN							22%	13%	23%	63%	51%	13.9x	13.9x	12.3x	28.2x	26.4x	23.3x	
MEDIAN							14%	13%	25%	63%	62%	17.3x	17.4x	15.1x	27.9x	25.2x	22.7x	

Payment Infrastructure

	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM		Growth Rates:			LTM Margins:			EV / Revenue			EV / EBITDA		
					Revenue	EBITDA	Revenue:		Earnings LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021	
							CY 2020	CY 2021										
Cardtronics	\$36.27	76.5%	\$1,618	\$2,397	\$1,338	\$251	0%	3%	(28%)	34%	19%	1.8x	1.8x	1.7x	9.5x	7.8x	7.3x	
Everi Holdings	\$10.40	69.9%	\$878	\$1,748	\$508	\$235	11%	11%	NA	79%	46%	3.4x	3.4x	3.0x	7.4x	6.9x	6.3x	
Diebold Nixdorf	\$7.02	47.9%	\$544	\$2,609	\$4,409	\$191	(4%)	(3%)	NA	24%	4%	0.6x	0.6x	0.6x	13.7x	6.5x	5.9x	
CPI Card Group	\$0.72	17.9%	\$8	\$306	\$274	\$37	8%	4%	NA	33%	13%	1.1x	1.1x	1.1x	8.3x	8.1x	7.4x	
MEAN							4%	4%	(28%)	43%	21%	1.7x	1.7x	1.6x	9.7x	7.3x	6.7x	
MEDIAN							4%	4%	(28%)	34%	16%	1.5x	1.4x	1.4x	8.9x	7.4x	6.8x	

Payment Processing

	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM		Growth Rates:			LTM Margins:			EV / Revenue			EV / EBITDA		
					Revenue	EBITDA	Revenue:		Earnings LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021	
							CY 2020	CY 2021										
Global Payments	\$183.97	87.8%	\$55,122	\$63,321	\$4,912	\$1,670	67%	37%	2%	58%	34%	12.9x	11.3x	8.2x	37.9x	31.1x	18.2x	
Square	\$83.33	95.5%	\$36,268	\$35,127	\$4,714	\$542	42%	28%	NA	40%	12%	7.5x	15.7x	12.3x	64.8x	84.8x	67.8x	
Wirecard	\$126.41	69.6%	\$15,620	\$13,448	\$2,862	\$819	30%	30%	23%	48%	29%	4.7x	4.5x	3.5x	16.4x	15.4x	11.4x	
Worldline	\$75.71	90.1%	\$13,768	\$14,061	\$2,343	\$460	29%	8%	(1%)	64%	20%	6.0x	5.4x	5.0x	30.5x	21.7x	18.8x	
GMO Payment Gateway	\$60.35	74.2%	\$4,440	\$4,158	\$302	\$91	22%	16%	26%	64%	30%	13.8x	13.2x	11.4x	45.5x	NA	NA	
Cielo (Brazil)	\$1.53	51.2%	\$4,134	\$6,535	\$2,875	\$760	(8%)	(4%)	(27%)	36%	26%	2.3x	2.2x	2.3x	8.6x	6.6x	8.5x	
Evertec	\$29.68	79.4%	\$2,137	\$2,586	\$487	\$219	6%	5%	12%	56%	45%	5.3x	5.4x	5.1x	11.8x	11.4x	11.0x	
EVO Payments International	\$25.28	79.2%	\$2,075	\$3,314	\$486	\$114	6%	(13%)	NA	80%	24%	6.8x	5.5x	6.3x	29.0x	20.8x	18.7x	
Deluxe	\$33.30	61.5%	\$1,405	\$2,261	\$2,009	(\$25)	0%	1%	NA	60%	(1%)	1.1x	1.1x	1.1x	NMF	4.8x	5.4x	
QIWI	\$17.44	69.1%	\$1,094	\$545	\$579	\$119	17%	24%	8%	50%	21%	0.9x	1.6x	1.3x	4.6x	3.8x	2.6x	
i3 Verticals	\$28.98	76.6%	\$795	\$992	\$333	\$25	22%	19%	NA	30%	7%	3.0x	7.0x	5.9x	40.3x	24.1x	20.7x	
PayPoint	\$10.70	73.1%	\$731	\$705	\$267	\$80	20%	(15%)	32%	48%	30%	2.6x	3.8x	4.4x	8.8x	8.3x	8.1x	
Newtek Business Services	\$18.96	79.0%	\$376	\$775	\$59	\$56	25%	18%	(13%)	72%	96%	13.2x	12.9x	10.9x	13.8x	NA	NA	
Net 1 UEPS Technologies	\$3.43	77.1%	\$194	\$254	\$293	(\$216)	(37%)	(8%)	NA	38%	(74%)	0.9x	0.8x	0.9x	NMF	NMF	NMF	
MEAN							17%	10%	7%	53%	21%	5.8x	6.5x	5.6x	26.0x	21.2x	17.4x	
MEDIAN							21%	12%	8%	53%	25%	5.0x	5.4x	5.0x	22.7x	15.4x	11.4x	

Source: Pitchbook

Stock Comparables – Payments Sub-Sectors (2/2)

(All figures in millions of USD, except per share data. Data as of February 28, 2020)

Payments Core Banking

	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM		Growth Rates:			LTM Margins:		EV / Revenue			EV / EBITDA		
					Revenue	EBITDA	Revenue:		Earnings LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021
							CY 2020	CY 2021									
Fidelity National Information Sen	\$139.72	88.3%	\$86,112	\$105,763	\$10,333	\$3,194	22%	32%	(25%)	36%	31%	10.2x	10.3x	7.8x	33.1x	25.1x	17.6x
Fiserv	\$109.36	87.5%	\$74,266	\$97,150	\$10,187	\$3,207	150%	5%	(6%)	48%	31%	9.5x	6.7x	6.3x	30.3x	23.1x	16.0x
Jack Henry and Associates	\$151.74	86.7%	\$11,641	\$11,569	\$1,631	\$534	4%	10%	4%	40%	33%	7.1x	7.2x	6.6x	21.7x	22.4x	20.7x
ACI Worldwide	\$27.87	70.8%	\$3,237	\$4,550	\$1,258	\$263	25%	18%	(19%)	51%	21%	3.6x	3.6x	3.1x	17.3x	14.9x	10.6x
Bottomline Technologies	\$44.28	77.4%	\$1,949	\$1,979	\$435	\$49	3%	11%	NA	57%	11%	4.6x	4.7x	4.2x	40.0x	20.8x	18.3x
MEAN							41%	15%	(12%)	46%	25%	7.0x	6.5x	5.6x	28.5x	21.3x	16.6x
MEDIAN							22%	11%	(13%)	48%	31%	7.1x	6.7x	6.3x	30.3x	22.4x	17.6x

POS Products











	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM		Growth Rates:			LTM Margins:		EV / Revenue			EV / EBITDA		
					Revenue	EBITDA	Revenue:		Earnings LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021
							CY 2020	CY 2021									
GRG Banking	\$1.35	83.1%	\$3,246	\$2,895	\$913	\$135	18%	19%	(9%)	40%	15%	3.2x	3.0x	2.6x	21.5x	NA	NA
NCR	\$25.20	70.3%	\$3,243	\$7,060	\$6,915	\$866	6%	2%	27%	28%	13%	1.0x	1.0x	1.0x	8.2x	6.7x	6.6x
Lightspeed POS	\$24.83	66.0%	\$2,326	\$2,215	\$106	(\$170)	43%	70%	NA	65%	(161%)	21.0x	21.6x	12.7x	NMF	NMF	NMF
PAX Global Technology	\$0.50	91.8%	\$542	\$214	\$626	\$87	1%	6%	(1%)	37%	14%	0.3x	0.4x	0.4x	2.5x	2.4x	2.1x
Par Technology	\$26.49	75.5%	\$465	\$481	\$181	(\$11)	(6%)	25%	NA	19%	(6%)	2.7x	2.6x	2.1x	NMF	NA	NA
PT M Cash Integrasi	\$0.13	45.5%	\$111	\$113	\$657	\$29	NA	NA	NA	3%	4%	0.2x	NA	NA	3.9x	NA	NA
MEAN							12%	24%	6%	32%	(20%)	4.7x	5.7x	3.7x	9.0x	4.5x	4.3x
MEDIAN							6%	19%	(1%)	32%	8%	1.8x	2.6x	2.1x	6.0x	4.5x	4.3x

Prepaid / Money Transfer

	Stock Price	% of 52-Wk. High	Market Value	Enterprise Value	LTM		Growth Rates:			LTM Margins:		EV / Revenue			EV / EBITDA		
					Revenue	EBITDA	Revenue:		Earnings LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021
							CY 2020	CY 2021									
Western Union	\$22.39	78.7%	\$9,250	\$9,204	\$5,292	\$1,725	(5%)	(1%)	69%	42%	33%	1.7x	1.7x	1.8x	5.3x	7.0x	6.7x
Euronet Worldwide	\$124.04	72.4%	\$6,702	\$6,730	\$2,706	\$526	9%	8%	19%	43%	19%	2.5x	2.4x	2.2x	12.8x	11.1x	9.9x
Green Dot	\$34.16	51.1%	\$1,759	\$754	\$1,104	\$218	(1%)	2%	43%	63%	20%	0.7x	0.7x	0.7x	3.5x	3.1x	4.2x
OFX	\$0.85	62.0%	\$211	\$207	\$91	\$20	(0%)	(1%)	(7%)	NA	22%	2.3x	2.5x	2.5x	10.5x	8.5x	NA
Moneygram International	\$2.16	32.2%	\$137	(\$1,497)	\$1,285	\$87	(11%)	(4%)	NA	31%	7%	NMF	NMF	NMF	NMF	NMF	NMF
MEAN							(1%)	1%	31%	45%	20%	1.8x	1.8x	1.8x	8.0x	7.4x	6.9x
MEDIAN							(1%)	(1%)	31%	42%	20%	2.0x	2.1x	2.0x	7.9x	7.7x	6.7x

Source: Pitchbook

Key M&A Transaction Activity Summary

Date	Target	Acquirer(s)	Sector	Value (\$mm)	Transaction Comments
3/3/2020			Payment Processing	NA	<ul style="list-style-type: none"> MerchantPro Express offers processing services, advanced point of sale equipment, and merchant cash advances By integrating MerchantPro's solutions, Fiserv will expand its merchant services business and grow partner-based distribution
2/24/2020			eCommerce / Internet Payments	NA	<ul style="list-style-type: none"> Affinipay offers industry-specific online payment solutions for the professional service markets Affinipay continues to expand its technical integration partnerships as former investor Great Hill sold stakes to TA Associates
2/20/2020			Payment Processing	NA	<ul style="list-style-type: none"> One Inc offers a digital payments platform designed to integrate with insurance core systems The recapitalization enables One Inc to refocus on insurance-specific payments and generate strong returns
2/13/2020			Payment Processing	NA	<ul style="list-style-type: none"> Simplee offers a payment software platform to healthcare providers The acquisition will optimize Flywire's digital payments and patient engagement experience, and scale its global payments services
2/3/2020			Payment Processing	\$8,600	<ul style="list-style-type: none"> Ingenico provides merchants with a comprehensive portfolio of payment solutions The companies will combine their merchant services, leveraging Worldline's digital solutions and Ingenico's POS tools
1/13/2020			eCommerce / Internet Payments	\$5,300	<ul style="list-style-type: none"> Plaid operates a data transfer network that connects applications with users' bank accounts The acquisition enables Visa to deliver enhanced payment capabilities and related value-added services to fintech developers










Source: Pitchbook and Media Reports

Key Financing Transaction Activity Summary

Date	Target	Sector	Amount (\$mm)	Type	Key Investor(s)
3/4/2020	 Klarna	POS Products	NA	Growth	 ANT FINANCIAL
2/14/2020	 flywire <small>by peerTransfer</small>	Payment Processing	\$120	Series E	 Goldman Sachs
2/6/2020	 Paystand	Payment Processing	\$20	Growth	 dnx ventures  Battery  EPIC VENTURES  Commerce Ventures  WILDCAT VENTURE PARTNERS
2/4/2020	 FINIX	Payment Processing	\$35	Series B	 SEQUOIA
1/21/2020	 Flutterwave®	Payment Processing	\$35	Series B	 GREYCROFT  e.ventures
12/4/2019	 Shift4 PAYMENTS	Payment Processing	NA	IPO	NA

Source: Pitchbook and Media Reports

IPO Activity Summary

Company	IPO Date	Amount Raised (\$mm)	IPO Price	Current Market Price	Total Return
 lightspeed	3/8/2019	\$181	\$12.06	\$24.83	106%
 stone ^o	10/25/2018	\$1,210	\$24.00	\$39.89	66%
 eventbrite	8/23/2018	\$230	\$23.00	\$14.61	(36%)
 i3 Verticals	6/21/2018	\$86	\$13.00	\$28.98	123%
 adyen	6/13/2018	\$1,006	\$284.44	\$900.00	216%
 EVO PAYMENTS INTERNATIONAL	5/22/2018	\$224	\$16.00	\$25.28	58%
 PagSeguro	1/23/2018	\$2,265	\$21.50	\$31.37	46%
 boku	11/14/2017	\$59	\$0.70	\$0.75	8%
 MCASH	10/31/2017	\$22	\$0.10	\$0.13	28%
 shopify	5/18/2017	\$501	\$91.00	\$463.31	409%
 Square	11/18/2015	\$243	\$9.00	\$83.33	826%
 cpi card group	10/8/2015	\$150	\$10.00	\$0.72	(93%)
 PayPal	7/6/2015	\$3,971	\$34.50	\$107.99	213%
 QIWI	3/6/2014	\$168	\$16.00	\$17.44	9%
 Quotient	11/10/2013	\$416	\$1.89	\$8.95	374%
 OFX	5/2/2013	\$213	\$17.00	\$0.85	(95%)

Price as of February 28, 2020
Source: Pitchbook

Select Wall Street Research Updates and Commentary



Update from Raymond James, March 2020

We are maintaining our Outperform rating on Visa and lowering estimates for the quarter and full year following an 8-K reducing top line outlook for F2Q20. This was largely expected given Mastercard (MA/Outperform) lowered guidance and PayPal (PYPL/Outperform) put out a press release noting 1Q20 revenue may towards the lower end of guidance. **All in, although we are decreasing our full-year F2020 EPS estimates by ~1.5%, given the uncertainty surrounding Coronavirus, our out-year estimates remain mostly unchanged.**

Update from Morgan Stanley, February 2020

This quarter's results should be received well by investors, who feared a meaningful step down in volume growth in 4Q and 1Q resulting from pricing changes implemented by the company in November. As we highlighted in our preview, **investor sentiment around Cash App improved intra-quarter, and 4Q results, with strong Cash App revenue growth and strong KPIs, are likely to keep investors excited.** While we are pleased to see strong user growth and engagement with the Cash App, we attribute less value in revenues from this business, which today primarily come from transitory services like instant transfer. We prefer to see mgmt's focus directed toward improving the long term outlook of the seller business. We look for signs that Square is successfully penetrating new geographies and moving upmarket to become more positive. Given current valuation and execution risk, we remain EW, but raise our PT to \$75 (from \$70).



Update from Piper Sandler, February 2020

Exceptionally strong holiday volumes and an increasing take-rate of premium services contributed to a \$23M+ top-line beat and \$0.20 of EPS upside. Revenue growth improved to 47% y/y vs. 45% last quarter accelerating for the first time since 2015 despite \$2B runrate scale. We are raising our 2020 revenue estimates by \$63M on improving fundamentals but lowering EPS to \$0.17 after baking in ambitious 2020 investment plans. Untapped share gain potential in a multi-trillion commerce industry warrants a premium valuation, in our view. We are raising our PT to \$545, from \$500 based on 56.5x CY24E EV/FCF estimates, discounted back by 15% (multiple and disc rate unchanged).



Update from Citi, February 2020

We expected positive results and “noise” due to the recent post-M&A re-segmenting / reporting changes. GPN beat our expectations for revenues, adjusted operating profit and EPS; raised its merger cost synergy target again; and provided an initial outlook that leaves room for upside vs. our estimates. The main debate was on Merchant Solutions growth rate, which seemed weaker than expected but it is difficult to definitively call this core demand weakness, given the lack of a year-ago baseline and varying assumptions about the above-mentioned reporting changes in consensus. **Core demand is still solid especially in North America. We remain confident in a high-visibility low-20% EPS growth outcome for GPN this year and believe this can sustain into next year.** Our forward estimates rise modestly as does our price target. GPN remains our top idea. Buy GPN.



Update from Oppenheimer, February 2020

Driven by favorable tax rates and contributions from an acquisition, offset by tough comps and continued investments, NCR reported adjusted 4Q19 EPS of \$0.85 compared to our/Street's \$0.74/\$0.84E. The company provided 2020 EPS guidance of \$2.75-\$2.85, well below our/Street's \$3.10/\$3.07E, as management will continue to face meaningful headwinds from efforts to shift software sales to a recurring model. Revenue growth guidance of 0-1% YoY also includes ~1.5% of shift headwinds. We lower our FY2020 adjusted EPS to \$2.75 from \$3.10. Maintain Perform.



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, NYS: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:UEPL, ETR:WDI, NYS:DLX, NYS:EVTC, NYS:GPN, TKS:3769, LON:PAY, 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:FNH, 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: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:FI, 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:CB0E, 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:RFJ, 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:FNH, NYS:FAF, NYS:ORI, NYS:STC, PINX:AEQOF, NAS:ANAT, NAS:PFQ, 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:TLFPY, 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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