

# QUARTERLY DEALS & MARKET ROUNDUP

# Securities

April 2020

- Asset Managers
- Alternative Trading Systems & Market Makers
- Diversified FIS
- Exchanges
- Financial Content Providers
- Investment Banks
- Investment Management
- Online Brokers
- Outsourced Financial Solutions
- Software & Solutions
- Brokerage



### **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

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















**Financing** 

**Debt Capital** 

Restructuring











## **Market Summary and Key Multiples**

### Industry Stock Market Performance of Evolve Sector Coverage

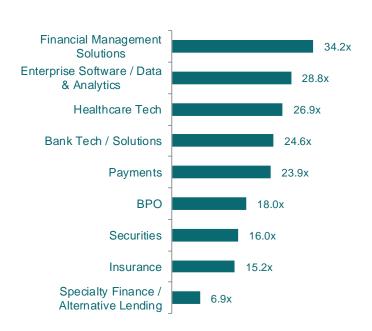
### **Indexed Price Performance \***

Sector	3 Months	1 Year	3 Years
Bank Tech / Solutions	(24.4%)	(14.4%)	17.7%
ВРО	(34.3%)	(30.1%)	(1.5%)
Enterprise Software / Data & Analytics	(20.3%)	(13.1%)	26.7%
Financial Management Solutions	(25.8%)	(13.3%)	49.1%
Healthcare Tech	(22.5%)	(13.8%)	19.1%
Insurance	(31.6%)	(20.7%)	4.0%
Payments	(35.0%)	(29.4%)	23.0%
Securities	(27.0%)	(20.8%)	(6.2%)
Specialty Finance / Alternative Lending	(49.7%)	(43.9%)	(30.1%)

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

### Industry-wide Multiples and Subsector Multiples

### Sector 2021E Price / Earnings Multiples



### Securities 2021E Price / Earnings Multiples



Data as of April 1, 2020 Source: Pitchbook



# **Stock Comparables – Securities Sub-Sectors (1/4)**

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

Alternative Trading S	ystems & Mark	et Makers															
							Gro	wth Ra	tes:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM M	argins:	E	V / Revenu	е		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
Interactive Brokers	\$43.25	72.9%	\$17,957	NA	\$1,937	NA	3%	4%	19%	NA	NA	NA	NA	NA	NA	NA	NA
Tradeweb	\$42.71	80.1%	\$9,585	NA	\$778	NA	NA	14%	12%	NA	NA	NA	NA	NA	NA	NA	NA
Virtu Financial	\$21.23	79.9%	\$4,102	\$7,965	\$1,530	\$142	(48%)	44%	NA	71%	9%	5.2x	8.2x	5.7x	56.0x	18.7x	10.1x
IG Group	\$8.44	88.7%	\$3,116	\$2,655	\$617	\$249	(14%)	2%	(4%)	97%	40%	4.3x	4.1x	4.0x	10.7x	8.3x	9.6x
Flow Traders	\$30.10	95.9%	\$1,379	\$3,169	\$396	NA	(60%)	49%	NMF	NA	NA	8.0x	13.3x	8.9x	NA	NA	NA
BGC Partners	\$2.31	37.6%	\$820	NA	\$1,962	NA	15%	8%	NA	NA	NA	NA	NA	NA	NA	NA	NA
Viel & Cie	\$5.07	86.7%	\$345	\$587	\$939	\$118	NA	NA	15%	29%	13%	0.6x	NA	NA	5.0x	NA	NA
MEAN							(21%)	20%	10%	66%	21%	4.5x	8.5x	6.2x	23.9x	13.5x	9.8x
MEDIAN							(14%)	11%	13%	71%	13%	4.8x	8.2x	5.7x	10.7x	13.5x	9.8x

Asset Managers																	
							Gro	wth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM Ma	argins:	E	V / Revenu	ie		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
BlackRock	\$409.54	71.0%	\$63,804	\$65,312	\$14,539	\$6,298	2%	5%	14%	51%	43%	4.5x	4.5x	4.3x	10.4x	11.2x	11.4x
Franklin Templeton Investments	\$15.86	44.3%	\$7,881	\$4,562	\$5,776	\$1,845	(6%)	(4%)	(5%)	40%	32%	0.8x	0.8x	0.8x	2.5x	NA	NA
Legg Mason	\$48.75	96.2%	\$4,237	\$5,926	\$2,895	\$553	(4%)	3%	38%	34%	19%	2.0x	2.1x	2.0x	10.7x	NA	9.6x
Invesco	\$8.01	36.1%	\$3,676	\$15,504	\$6,117	\$1,258	(17%)	13%	(15%)	72%	21%	2.5x	3.5x	3.1x	12.3x	7.9x	6.8x
AllianceBernstein	\$16.97	47.1%	\$1,665	\$1,665	\$266	NA	NMF	2%	4%	NA	NA	6.3x	0.6x	0.6x	NA	NA	NA
WisdomTree Investments	\$2.27	28.4%	\$355	\$594	\$268	\$12	(2%)	1%	NA	47%	5%	2.2x	2.2x	2.2x	48.5x	8.7x	11.4x
MEAN							(6%)	3%	7%	49%	24%	3.1x	2.3x	2.2x	16.9x	9.3x	9.8x
MEDIAN							(4%)	2%	4%	47%	21%	2.4x	2.1x	2.1x	10.7x	8.7x	10.5x

							Gro	wth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM M	argins:	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
Compagnie Financière Tradition	\$106.04	92.7%	\$758	\$843	\$904	\$100	NA	NA	3%	22%	11%	0.9x	NA	NA	8.5x	NA	NA
INTL FCStone	\$33.28	63.7%	\$642	\$665	\$37,590	\$123	NA	NA	16%	2%	0%	0.0x	NA	NA	5.4x	NA	NA
Casa de Bolsa Finamex	\$1.51	72.0%	\$93	NA	\$101	NA	NA	34%	NA	NA	NA	NA	NA	NA	NA	NA	NA
MEAN							NA	34%	9%	12%	6%	0.5x	NA	NA	6.9x	NA	NA
MEDIAN							NA	34%	9%	12%	6%	0.5x	NA	NA	6.9x	NA	NA

Exchanges							Cro	wth Rat	10.01								
	Stock	% of 52-	Market	Enterprise	LT	М	Revenu		Earnings	LTM M	argins:	F	V / Revenu	_		EV / EBITD	Δ
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2020 C		LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	
CME Group	\$166.20	73.7%	\$59,579	\$61,718	\$4,868	\$3,341	13%	10%	9%	74%	69%	12.7x	12.6x	11.5x	18.5x	19.3x	17.2x
Intercontinental Exchange	\$79.31	77.8%	\$43,552	\$50,920	\$6,547	\$3,393	(17%)	10%	13%	79%	52%	7.8x	9.8x	8.9x	15.0x	15.2x	13.5x
HKEx	\$29.00	78.8%	\$37,570	\$9,075	\$1,749	\$1,302	NA	8%	14%	76%	74%	5.2x	4.3x	4.0x	7.0x	5.8x	5.1x
London Stock Exchange Group	\$87.71	78.6%	\$30,824	(\$912,853)	\$2,948	\$1,388	4%	1%	24%	91%	47%	NMF	NMF	NMF	NMF	NMF	NMF
Deutsche Börse Group	\$133.85	78.0%	\$24,552	(\$78,021)	\$3,695	\$1,820	(14%)	10%	12%	59%	49%	NMF	NMF	NMF	NMF	NMF	NMF
NASDAQ	\$92.27	76.7%	\$15,164	\$18,259	\$4,262	\$1,314	(41%)	5%	94%	59%	31%	4.3x	7.2x	6.9x	13.9x	13.8x	12.9x
B3(Brazil)	\$6.66	53.3%	\$13,623	\$12,507	\$1,666	\$1,187	(10%)	(1%)	18%	81%	71%	7.5x	9.5x	9.6x	10.5x	13.2x	12.8x
Cboe Global Markets	\$88.18	68.9%	\$9,738	\$10,352	\$2,496	\$712	(59%)	13%	14%	46%	29%	4.1x	9.2x	8.1x	14.5x	13.3x	12.2x
ASX	\$49.40	79.7%	\$9,564	\$1,296	\$628	\$466	(7%)	(4%)	5%	NA	74%	2.1x	2.2x	2.3x	2.8x	2.9x	3.1x
Singapore Exchange	\$6.42	94.4%	\$6,876	\$6,392	\$700	\$423	6%	1%	7%	NA	60%	9.1x	9.4x	9.3x	15.1x	NA	NA
Euronext	\$72.94	80.6%	\$5,063	\$5,915	\$729	\$414	1%	18%	8%	76%	57%	8.1x	8.1x	6.8x	14.3x	13.7x	12.3x
TMX Group	\$73.65	75.9%	\$4,142	\$4,807	\$608	\$339	(5%)	(0%)	10%	94%	56%	7.9x	8.0x	8.0x	14.2x	13.9x	13.7x
Blackrock Health Sciences Trus	\$33.63	76.4%	\$373	\$373	\$84	NA	NA	NA	NA	NA	NA	4.4x	NA	NA	NA	NA	NA
MEAN					<u> </u>		(12%)	6%	19%	74%	56%	6.7x	8.0x	7.5x	12.6x	12.4x	11.4x
MEDIAN							(7%)	6%	12%	76%	56%	7.5x	8.6x	8.1x	14.2x	13.7x	12.8x



# **Stock Comparables – Securities Sub-Sectors (2/4)**

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

Financial Content Provide	ers																
							Gro	wth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM Ma	argins:	E	V / Revenu	е		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
S&P Global	\$234.33	74.9%	\$56,459	\$60,570	\$6,699	\$3,332	7%	4%	3%	73%	50%	9.0x	9.1x	8.7x	18.2x	17.6x	16.6x
RELX (London)	\$20.48	75.1%	\$39,835	\$48,095	\$10,046	\$3,607	2%	(3%)	11%	65%	36%	4.8x	4.7x	4.8x	13.3x	13.0x	13.6x
Moody's	\$197.55	68.8%	\$36,983	\$41,433	\$4,829	\$2,218	8%	5%	76%	71%	46%	8.6x	8.6x	8.2x	18.7x	18.0x	16.7x
Thomson Reuters (Canada)	\$65.95	79.7%	\$32,653	\$34,660	\$5,906	\$1,851	7%	(1%)	28%	32%	31%	5.9x	5.9x	6.0x	18.7x	23.0x	19.1x
IHS	\$58.30	71.4%	\$23,257	\$28,735	\$4,449	\$1,952	10%	(3%)	68%	62%	44%	6.5x	6.5x	6.7x	14.7x	16.2x	15.7x
MSCI (US)	\$271.28	80.9%	\$23,063	\$24,792	\$1,558	\$814	8%	11%	35%	81%	52%	15.9x	16.0x	14.4x	30.4x	29.2x	26.1x
FactSet Research Systems	\$255.54	82.4%	\$9,687	\$10,179	\$1,450	\$510	5%	4%	4%	54%	35%	7.0x	7.0x	6.8x	20.0x	20.6x	19.8x
Gartner	\$93.29	54.3%	\$8,312	\$11,124	\$4,245	\$587	7%	4%	3%	63%	14%	2.6x	2.6x	2.5x	18.9x	16.3x	15.9x
Momingstar	\$115.77	69.5%	\$4,961	\$5,281	\$1,179	\$325	NA	NA	(2%)	59%	28%	4.5x	NA	NA	16.3x	NA	NA
CRISIL	\$16.05	55.3%	\$1,165	\$1,082	\$246	\$74	(4%)	5%	5%	50%	30%	4.4x	4.4x	4.2x	14.6x	15.4x	15.2x
Forrester	\$25.69	49.6%	\$482	\$624	\$462	\$42	30%	(0%)	NA	57%	9%	1.4x	1.3x	1.3x	14.8x	10.5x	9.3x
Value Line Asset Management	\$30.07	82.2%	\$290	\$273	\$38	\$18	NA	NA	5%	87%	49%	7.2x	NA	NA	14.8x	NA	NA
MEAN							8%	3%	21%	63%	35%	6.5x	6.6x	6.4x	17.8x	18.0x	16.8x
MEDIAN							7%	4%	5%	63%	36%	6.2x	6.2x	6.3x	17.2x	17.0x	16.3x

							Gr	owth Rat	tes:								
	Stock	% of 52-	Market	Enterprise	LT	M	Rever	nue:	Earnings	LTM M	argins:	E	V / Revenu	e		EV / EBITD	ıΑ
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2020 (	CY 2021	LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021
BlackRock	\$409.54	71.0%	\$63,804	\$65,312	\$14,539	\$6,298	2%	(2%)	14%	51%	43%	4.5x	4.5x	4.6x	10.4x	11.2x	11.4x
BNY Mellon	\$32.70	61.0%	\$28,941	NA	\$16,009	NA	(1%)	(2%)	13%	NA	NA	NA	NA	NA	NA	NA	NA
T. Rowe Price	\$93.87	67.1%	\$21,906	\$21,391	\$5,618	\$3,118	4%	(6%)	22%	58%	56%	3.8x	3.8x	4.1x	6.9x	10.2x	9.0x
Northern Trust	\$73.00	66.1%	\$15,276	NA	\$5,299	NA	17%	(1%)	15%	NA	NA	NA	NA	NA	NA	NA	NA
M&T Bank	\$95.86	54.8%	\$12,457	NA	\$6,192	NA	4%	(5%)	21%	NA	NA	NA	NA	NA	NA	NA	NA
Ameriprise Financial	\$94.31	52.1%	\$11,597	\$12,696	\$12,890	\$2,765	(8%)	2%	21%	NA	21%	1.0x	1.1x	1.0x	4.6x	NA	NA
Franklin Templeton Investments	\$15.86	44.3%	\$7,881	\$4,562	\$5,776	\$1,845	(6%)	(15%)	(5%)	40%	32%	0.8x	0.8x	0.9x	2.5x	NA	NA
Hargreaves Lansdown	\$16.44	52.3%	\$7,796	\$7,587	\$640	\$424	(0%)	(5%)	10%	85%	66%	11.8x	12.2x	12.9x	17.9x	18.7x	21.3x
SEI Investments	\$44.18	63.5%	\$6,626	\$5,799	\$1,650	\$696	2%	5%	17%	56%	42%	3.5x	3.5x	3.3x	8.3x	8.3x	9.2x
Invesco	\$8.01	36.1%	\$3,676	\$15,504	\$6,117	\$1,258	(17%)	(0%)	(15%)	72%	21%	2.5x	3.5x	3.5x	12.3x	7.9x	6.8x
Janus Henderson Investors	\$14.25	51.8%	\$2,664	\$1,859	\$2,192	\$661	(5%)	(13%)	10%	64%	30%	0.8x	0.8x	1.0x	2.8x	2.5x	3.0x
UMB Bank	\$43.38	60.3%	\$2,122	NA	\$1,028	NA	8%	(1%)	17%	NA	NA	NA	NA	NA	NA	NA	NA
Cohen & Steers	\$42.42	54.2%	\$2,026	\$2,021	\$411	\$195	7%	(10%)	12%	52%	48%	4.9x	4.9x	5.5x	10.4x	14.5x	NA
AllianceBernstein	\$16.97	47.1%	\$1,665	\$1,665	\$266	NA	966%	(6%)	4%	NA	NA	6.3x	0.6x	0.6x	NA	NA	NA
Artisan Partners Asset Manager	\$19.63	51.5%	\$1,543	\$1,757	\$799	\$287	(4%)	(11%)	19%	50%	36%	2.2x	2.2x	2.5x	6.1x	6.0x	5.1x
Waddell & Reed	\$10.88	56.7%	\$731	\$5	\$1,070	\$185	(8%)	(14%)	(6%)	33%	17%	0.0x	0.0x	0.0x	0.0x	0.0x	NA
Virtus Investment Partners	\$72.39	51.1%	\$559	\$2,473	\$563	\$173	(11%)	(9%)	24%	NA	31%	4.4x	5.1x	5.5x	14.3x	13.0x	13.2x
WisdomTree Investments	\$2.27	28.4%	\$355	\$594	\$268	\$12	(2%)	(13%)	NA	47%	5%	2.2x	2.2x	2.6x	NMF	8.7x	11.4x
MEAN							53%	(6%)	11%	55%	34%	3.5x	3.2x	3.4x	8.0x	9.2x	10.0x
MEDIAN							(1%)	(6%)	14%	52%	32%	3.0x	2.9x	2.9x	7.6x	8.7x	9.2x

Software & Solutions																	
							Gro	wth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM Ma	argins:	E'	V / Revenu	e		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
SS&C Technologies	\$41.37	61.1%	\$10,577	\$17,927	\$4,633	\$1,712	35%	3%	37%	44%	37%	3.9x	3.9x	3.8x	10.5x	9.8x	9.4x
Temenos	\$125.48	67.6%	\$8,903	\$9,921	\$972	\$364	16%	15%	15%	73%	37%	10.2x	10.1x	8.8x	27.3x	25.2x	21.6x
SimCorp	\$81.14	67.1%	\$3,222	\$3,266	\$509	\$161	11%	5%	24%	63%	32%	6.4x	6.5x	6.2x	20.3x	21.5x	21.8x
IRESS	\$6.60	63.4%	\$1,161	\$1,336	\$354	\$93	(3%)	2%	1%	NA	26%	3.8x	4.0x	3.9x	14.4x	15.0x	15.6x
First Derivatives	\$26.94	59.9%	\$756	\$857	\$293	\$37	NA	2%	11%	42%	13%	2.9x	2.8x	2.7x	23.2x	15.1x	14.6x
Alfa Financial Software	\$0.93	44.5%	\$279	\$239	\$89	\$27	NA	1%	NA	72%	30%	2.7x	3.0x	3.0x	8.9x	15.7x	18.2x
Linedata	\$21.45	61.8%	\$141	\$241	\$190	\$52	(10%)	0%	(6%)	81%	28%	1.3x	1.3x	1.3x	4.6x	NA	NA
SOGECLAIR	\$18.41	48.8%	\$54	\$92	\$199	\$16	NA	3%	14%	60%	8%	0.5x	0.4x	0.4x	5.8x	NA	NA
MEAN							10%	4%	14%	62%	26%	4.0x	4.0x	3.8x	14.4x	17.1x	16.9x
MEDIAN							11%	3%	14%	63%	29%	3.4x	3.5x	3.4x	12.4x	15.4x	16.9x



# **Stock Comparables – Securities Sub-Sectors (3/4)**

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

Outsourced Financial Sol	utions																
							Gro	owth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM M	argins:	E'	V / Revenu	е		EV / EBITD	A
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2020 C	CY 2021	LT	Gross	EBITDA	LTM	CY 2020	CY 2021	LTM	CY 2020	CY 2021
State Street	\$50.40	58.7%	\$17,859	NA	\$10,625	NA	6%	(2%)	3%	NA	NA	NA	NA	NA	NA	NA	NA
Broadridge Financial Solutions	\$91.32	66.7%	\$10,484	\$12,351	\$4,353	\$763	3%	5%	13%	27%	18%	2.8x	2.8x	2.7x	16.2x	13.0x	11.3x
SEI Investments	\$44.18	63.5%	\$6,626	\$5,799	\$1,650	\$696	2%	5%	17%	56%	42%	3.5x	3.5x	3.3x	8.3x	8.3x	9.2x
LPL Financial	\$51.93	52.1%	\$4,108	NA	\$2,042	NA	NMF	(3%)	46%	NA	NA	NA	NA	NA	NA	NA	NA
Computershare	\$6.19	47.4%	\$3,346	\$5,028	\$2,341	\$656	1%	(3%)	8%	21%	28%	2.1x	2.2x	2.2x	7.7x	7.6x	8.2x
Envestnet	\$49.03	55.9%	\$2,594	\$3,089	\$900	\$78	12%	9%	NA	69%	9%	3.4x	3.4x	3.1x	39.7x	16.1x	13.9x
TP ICAP	\$3.82	66.8%	\$2,154	\$2,184	\$2,297	\$309	NA	(1%)	19%	NA	13%	1.0x	0.9x	0.9x	7.1x	5.0x	4.9x
AssetMark	\$18.23	53.6%	\$1,320	\$1,338	\$418	\$58	(21%)	14%	NA	32%	14%	3.2x	4.7x	4.1x	23.3x	12.1x	9.9x
Sanne Group	\$7.29	71.2%	\$1,070	\$1,222	\$202	\$55	NA	3%	(10%)	60%	27%	6.1x	5.7x	5.5x	22.1x	17.1x	16.3x
Bravura Solutions	\$2.36	53.3%	\$576	\$538	\$182	\$40	(4%)	2%	NA	99%	22%	2.9x	3.0x	2.9x	13.5x	16.9x	18.6x
MEAN							(0%)	3%	14%	52%	22%	3.1x	3.3x	3.1x	17.2x	12.0x	11.5x
MEDIAN							2%	3%	13%	56%	20%	3.1x	3.2x	3.0x	14.8x	12.6x	10.6x

Investment Banks															
						Gro	wth Ra	es:							
	Stock	% of 52-	Market	L	ТМ	Rever	nue	Earnings	LTM Net	Market Va	alue / Rev.	Price / I	Earnings	Price	
	Price	Wk. High	Value	Revenue	Net Income	CY 2020 C	CY 2021	LT	Income %	CY 2020	CY 2021	CY 2020	CY 2021	Book	ROE %
J.P. Morgan	\$84.36	59.8%	\$259,321	\$115,627	\$34,642	6%	(1%)	15%	30%	2.2x	2.2x	8.0x	10.1x	1.1x	16%
The Goldman Sachs Group	\$145.29	58.0%	\$49,961	\$33,294	\$7,897	5%	(4%)	4%	24%	1.4x	1.5x	6.7x	8.8x	0.7x	13%
Morgan Stanley	\$31.62	54.9%	\$48,454	\$38,926	\$8,512	7%	(5%)	26%	22%	1.2x	1.3x	6.5x	7.6x	0.7x	12%
UBS	\$8.97	66.3%	\$32,450	\$28,946	\$4,304	(3%)	2%	3%	15%	1.1x	1.1x	7.8x	8.2x	0.6x	8%
Macquarie	\$54.82	53.9%	\$19,610	\$4,037	\$2,201	NA	14%	16%	55%	2.8x	2.5x	10.3x	11.6x	1.4x	(1%)
Credit Suisse	\$7.86	55.5%	\$19,153	\$20,855	\$3,441	11%	(1%)	7%	16%	0.9x	0.9x	5.8x	6.3x	0.4x	7%
Deutsche Bank	\$6.17	54.9%	\$12,752	\$25,807	(\$6,402)	(15%)	(7%)	NA	(25%)	0.5x	0.5x	NMF	NMF	0.2x	(2%)
Nomura Securities	\$4.01	74.5%	\$12,179	\$11,518	\$2,314	14%	2%	7%	20%	1.1x	1.0x	NA	NA	0.5x	10%
Raymond James Financial	\$58.98	57.6%	\$8,215	\$7,722	\$1,050	5%	0%	17%	14%	1.1x	1.1x	8.1x	8.6x	1.2x	18%
Stifel Financial	\$38.75	56.1%	\$2,694	\$3,293	\$431	9%	(3%)	18%	13%	0.8x	0.8x	7.1x	8.9x	0.8x	17%
Lazard	\$22.47	50.0%	\$2,353	\$2,667	\$283	(13%)	9%	(5%)	11%	0.9x	0.9x	8.3x	7.7x	3.8x	46%
Piper Sandler Companies	\$47.46	54.3%	\$822	\$799	\$107	10%	43%	9%	13%	1.1x	0.7x	7.7x	NMF	0.9x	16%
Numis Securities	\$2.67	64.3%	\$283	\$142	\$12	NA	NA	(14%)	8%	1.9x	NA	NA	NA	1.6x	14%
Greenhill & Co.	\$9.68	39.4%	\$182	\$301	\$11	(18%)	16%	(21%)	4%	0.6x	0.5x	NMF	8.8x	NA	NA
JMP Group	\$2.35	56.8%	\$46	\$98	(\$7)	(26%)	19%	NA	(7%)	0.4x	0.4x	NMF	6.7x	0.7x	(1%)
MEAN						(1%)	6%	6%	14%	1.2x	1.1x	7.6x	8.5x	1.0x	12%
MEDIAN						5%	1%	7%	14%	1.1x	1.0x	7.7x	8.6x	0.8x	13%

Online Brokers															
						Gr	owth Ra	es:							
	Stock	% of 52-	Market	L	TM	Reve	nue	Earnings	LTM Net	Market Va	alue / Rev.	Price /	Earnings	Price	
	Price	Wk. High	Value	Revenue	Net Income	CY 2020	CY 2021	LT	Income %	CY 2020	CY 2021	CY 2020	CY 2021	Book	ROE %
Charles Schwab & Co.	\$32.96	63.8%	\$42,429	\$10,721	\$3,526	6%	(9%)	23%	33%	4.0x	4.4x	12.2x	15.6x	2.2x	21%
TD Ameritrade	\$34.01	62.3%	\$18,387	\$5,439	\$1,983	5%	(16%)	20%	36%	3.2x	3.8x	9.8x	12.4x	2.1x	23%
MarketAxess Holdings	\$333.99	79.2%	\$12,665	\$511	\$205	17%	22%	22%	40%	24.9x	20.5x	NMF	NMF	16.5x	33%
E*Trade	\$31.98	55.8%	\$7,068	\$2,886	\$915	0%	(12%)	31%	32%	2.5x	2.8x	8.2x	9.4x	1.2x	17%
Virtu Financial	\$21.23	79.9%	\$4,102	\$1,530	(\$61)	(48%)	45%	NA	(4%)	4.2x	2.9x	NMF	17.7x	4.4x	19%
Matsui Securities	\$7.07	72.9%	\$1,815	\$197	\$56	(12%)	17%	(15%)	28%	7.8x	6.7x	15.3x	NA	2.5x	7%
Plus500	\$13.67	97.9%	\$1,464	\$403	\$169	(51%)	55%	14%	42%	4.1x	2.7x	10.7x	4.5x	5.2x	57%
Swissquote Bank	\$54.68	84.6%	\$813	\$234	\$45	3%	10%	14%	19%	3.5x	3.2x	18.2x	14.1x	2.1x	12%
CMC Markets UK	\$2.48	100.0%	\$717	\$264	\$33	NA	(8%)	NA	12%	2.5x	2.7x	11.9x	11.9x	2.5x	12%
Yintech Investment Holdings	\$5.94	86.5%	\$425	\$224	(\$90)	NA	9%	NA	(40%)	1.7x	1.6x	11.6x	6.2x	1.1x	2%
Monex Group	\$1.60	42.6%	\$409	\$464	\$7	(3%)	5%	(22%)	1%	0.8x	0.8x	8.2x	NA	0.6x	1%
UP Fintech Holding	\$2.65	11.1%	\$352	\$48	(\$8)	NA	86%	NA	(17%)	5.1x	2.7x	NMF	9.8x	1.8x	(4%)
Gain Capital Holdings	\$5.50	83.3%	\$206	\$236	(\$61)	(35%)	21%	NA	(26%)	0.9x	0.7x	NMF	13.9x	0.9x	(13%)
MEAN	*******************************	***********************	***************************************	***************************************		(12%)	17%	11%	12%	5.0x	4.3x	11.8x	11.6x	3.3x	14%
MEDIAN						(1%)	10%	17%	19%	3.5x	2.8x	11.6x	12.1x	2.1x	12%



# **Stock Comparables – Securities Sub-Sectors (4/4)**

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

						_	owth Rate	S:							
	Stock	% of 52-	Market	L	тм	Reve	nue l	arnings	LTM Net	Market Va	lue / Rev.	Price / I	Earnings	Price	
	Price	Wk. High	Value	Revenue	Net Income	CY 2020 (	CY 2021	LT	Income %	CY 2020	CY 2021	CY 2020	CY 2021	Book	ROE %
J.P. Morgan	\$84.36	59.8%	\$259,321	\$115,627	\$34,642	6%	(0%)	15%	30%	2.2x	2.2x	8.0x	10.0x	1.1x	16%
Bank of America	\$19.77	55.3%	\$172,489	\$91,244	\$25,998	0%	(5%)	46%	28%	1.9x	2.0x	7.3x	8.6x	0.7x	12%
Wells Fargo	\$26.57	48.5%	\$108,655	\$82,574	\$17,938	1%	(9%)	(0%)	22%	1.3x	1.4x	5.8x	9.5x	0.7x	17%
HSBC Holdings	\$5.10	56.9%	\$103,834	\$68,067	\$5,969	(13%)	(1%)	(15%)	9%	1.9x	1.9x	8.1x	12.0x	0.6x	8%
Citigroup	\$38.51	46.3%	\$80,802	\$74,286	\$18,171	1%	1%	30%	24%	1.1x	1.1x	5.0x	6.1x	0.5x	11%
Royal Bank of Canada	\$58.97	71.4%	\$83,965	\$35,589	\$9,759	2%	(1%)	7%	27%	2.5x	2.5x	8.8x	NA	1.4x	17%
TD Bank Group	\$40.33	67.5%	\$72,961	\$31,192	\$9,059	(2%)	(0%)	10%	29%	2.5x	2.5x	7.9x	8.4x	1.2x	15%
American Express	\$77.84	56.4%	\$62,722	\$30,895	\$6,631	51%	1%	8%	21%	1.4x	1.4x	9.8x	11.2x	2.7x	31%
Commonwealth Bank of Australi	\$39.07	63.9%	\$69,166	\$16,413	\$7,043	(12%)	(6%)	(3%)	43%	4.4x	4.6x	11.9x	13.6x	1.4x	12%
U.S. Bancorp	\$31.93	52.3%	\$48,574	\$22,883	\$6,583	2%	(1%)	6%	29%	2.1x	2.1x	7.4x	9.6x	1.1x	26%
PNC	\$87.35	54.0%	\$37,449	\$17,827	\$5,108	3%	(1%)	9%	29%	2.1x	2.1x	7.7x	9.7x	0.8x	11%
BNP Paribas	\$28.52	47.1%	\$35,563	\$61,575	\$8,670	(21%)	(0%)	NA	14%	0.7x	0.7x	4.2x	5.5x	0.3x	8%
National Australia Bank	\$10.40	51.1%	\$31,040	\$11,789	\$3,317	NA	(5%)	(4%)	28%	2.7x	2.8x	9.2x	10.1x	0.8x	12%
Lloyds Banking Group	\$0.35	35.3%	\$24,704	\$52,418	\$3,137	(20%)	(13%)	16%	6%	1.1x	1.2x	7.7x	7.0x	0.4x	5%
DBS Group Holdings	\$12.76	60.7%	\$32,682	\$10,658	\$4,616	8%	(5%)	9%	43%	3.1x	3.3x	7.2x	8.9x	0.9x	13%
BMO Financial Group	\$47.66	59.5%	\$30,486	\$19,339	\$4,362	(4%)	(2%)	7%	23%	1.8x	1.8x	6.7x	7.7x	0.9x	NA
Hang Seng Bank	\$16.25	59.3%	\$31,385	\$8,085	\$3,117	(21%)	(3%)	10%	39%	5.6x	5.8x	9.9x	10.5x	1.4x	14%
ICICI Bank	\$4.13	53.4%	\$26,728	\$14,531	\$1,345	NA	NA	NA	9%	NA	NA	NA	NA	1.6x	9%
Canadian Imperial Bank of Com	\$55.44	63.3%	\$24,673	\$14,195	\$3,776	3%	(3%)	9%	27%	1.8x	1.8x	6.2x	7.2x	0.9x	15%
Royal Bank of Scotland	\$1.33	37.2%	\$16,053	\$15,291	\$3,997	(12%)	(12%)	120%	26%	1.0x	1.2x	4.0x	12.6x	0.3x	6%
Barclays	\$1.03	39.9%	\$17,816	\$27,599	\$3,140	(1%)	(8%)	NA	11%	0.6x	0.7x	5.6x	6.9x	0.2x	6%
M&T Bank	\$95.86	54.8%	\$12,457	\$6,192	\$1,850	4%	(5%)	13%	30%	2.0x	2.1x	7.0x	9.7x	0.9x	13%
Mediobanca	\$5.52	45.1%	\$4,791	\$2,615	\$940	0%	3%	14%	36%	1.8x	1.7x	5.8x	6.9x	0.4x	6%
Close Brothers Group	\$12.98	58.2%	\$1,964	\$1,133	\$246	(6%)	(3%)	4%	22%	1.8x	1.9x	8.0x	8.4x	1.0x	14%
Comdirect Bank	\$14.05	88.4%	\$1,984	\$408	\$184	1%	7%	(4%)	45%	5.0x	4.7x	11.0x	24.0x	2.3x	7%
IIFL Holdings	\$1.03	26.9%	\$392	\$317	\$92	3%	1%	10%	29%	1.2x	1.2x	NA	6.0x	NA	NA
MEAN		***************************************	***************************************	***************************************		(1%)	(3%)	14%	26%	2.1x	2.2x	7.5x	9.6x	1.0x	13%
MEDIAN						0%	(2%)	9%	28%	1.9x	1.9x	7.5x	9.2x	0.9x	12%



3/2/2020





Software & Solutions

NA

- Scivantage is a SaaS provider of digital wealth management and end-to-end tax solutions
- The acquisition expands the buyer's offering of wealth management portals and strengthens its relationship with brokers

2/20/2020

E\*TRADE

Morgan Stanley

Online Brokers

\$13,000

- E\*Trade operates an online trading platform for retail investors
- The acquisition boosts Morgan Stanley's wealth management scale and enables significant cost and funding synergies

2/6/2020





Software & Solutions

NA

- Star Financial Systems develops and operates a trading platform for brokers
- The acquisition creates significant synergies including strengthened flexibility, liquidity and risk management of the trading infrastructure







Outsourced Financial Solutions

\$100

- Clearpool is a provider of holistic electronic trading solutions and an independent brokerdealer
- The acquisition brings cutting-edge technologies and a broker-dealer client base to BMO's trading platform

Key Financing Transaction Activity Summary										
Date	Target	Sector	Amount (\$mm)	Туре	Key Investor(s)					
3/23/2020	iCapital.	Alternative Trading Systems & Market Makers	\$146	Venture Round	Insurance Banking Investment Sachs  AMG  Westcap  Hamilton Lane					
3/16/2020	bakkt	Exchanges	\$300	Series B	ICE MICROSOFT'S VENTURE FUND					
3/2/2020	Public	Online Brokers	\$15	Series B	Accel Greycroft					
2/7/2020	<b> </b>	Outsourced Financial Solutions	NA	Secondary Market	жHg					
1/13/2020	<b>Deribit</b>	Exchanges	NA	Corporate Round	QCP CAPITAL THREE ARROWS CAPITAL					
1/7/2020	options	Outsourced Financial Solutions	\$100	Growth	abry partners					



<b>IPO Activity</b>	y Summary
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Company	IPO Date	Amount Raised (\$mm)	IPO Price	Current Market Price	Total Return	
<b>xp</b> investimentos	12/11/2019	\$2,000	\$27.00	\$17.93	(34%)	
ASSETMARK.	6/24/2019	\$275	\$22.00	\$18.23	(17%)	
Tradeweb	3/19/2019	\$104	\$8.00	\$2.65	(67%)	
<b>产店證券</b> TIGER BROKERS	4/4/2019	\$1,080	\$27.00	\$42.71	58%	
FOCUS° FINANCIAL PARTNERS	7/26/2018	\$535	\$33.00	\$20.89	(37%)	
AGM Group Höldnas inc	4/13/2018	\$7	\$5.00	\$15.29	206%	
III IntegraFin	2/27/2018	\$247	\$2.72	\$5.20	91%	
netwealth	11/20/2017	\$200	\$4.02	\$4.35	8%	
$Alfa^{^{\!$	5/26/2017	\$324	\$5.49	\$0.93	(83%)	
Yintech R P P P	4/26/2016	\$111	\$13.50	\$5.94	(56%)	
CIIIC cmc markets	1/13/2016	\$315	\$3.47	\$2.48	(28%)	
VIRTU FINANCIAL	4/16/2015	\$314	\$19.00	\$21.23	12%	
<b>EURONEXT</b>	6/6/2014	\$1,151	\$27.24	\$72.94	168%	
<b>1</b> LPL Financial	11/18/2010	\$470	\$30.00	\$51.93	73%	
ENVESTNET'	7/29/2010	\$100	\$9.00	\$49.03	445%	
CBOE GRAAD RAND SPIENS ELDINGSE	6/15/2010	\$339	\$29.00	\$88.18	204%	
SS&C	3/31/2010	\$161	\$7.50	\$41.37	452% ata as of April 1, 20	

Market data as of April 1, 2020 Source: Pitchbook



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

**Update from Raymond James, April 2020** 



Tradeweb's 1Q20 results were robust, with meaningful y/y growth across all of the firm's major product categories and volumes benefited from the sharp spike in volatility in the quarter. Year-on-year growth was led higher by equities and credit average daily volumes (ADV), which both more than doubled, while rates and money market ADV were both up 30%+. As a result, overall trading volumes finished well ahead of our prior forecast. Offsetting some of this upside, fee capture was somewhat mixed, including a lower-than-expected credit fee per million in particular

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



The broad message was that Temenos is serving a large \$60bn market, which will benefit from 7% underlying growth, as banks are forced to invest to deal with the pressures of the consumerization of expectations, regulatory pressures, threats from fintechs, and low interest rates. Meanwhile, the market will further benefit from the shift from in-house to third-party packaged software, driving 8% growth in Temenos's addressable market, in which Temenos should be able to take share. The size of this opportunity – and mgmt's view that it is widening the gap vs competition - underpins mgmt's conviction in sustaining 15%+ pa software licencing growth. This is an attractive proposition but we feel that a number of small issues raised at 4Q19 give investors reasons to defer judgement. Such issues include weak cash flow, higher capitalized R&D, higher restructuring charges, and management change. These are arguably temporary, e.g. \$25m in cash was received post period end, but nevertheless we feel they will dampen any near-term enthusiasm.

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

# **Gartner**

Incorporating COVID-19 impacts on other segments: we are now contemplating that IT will see an impact in Research sales from an elongated sales cycle/lower conversions from not having in-person meetings. As a result, we lower our Research revenue by 3% in 2020. Further, Consulting tends to be even more cyclical than Research, and we lower our 2020 estimate for that segment by 5%. For reference, in 2009, Research revenue fell by only 3.7%, while Consulting was down 17%, and Events down 33%.

### **Update from Piper Sandler, February 2020**



February retail data indicates a return to net inflows and represents the 3rd month for positive net inflows in the last 4 months. February reported net inflows totaled roughly \$735 million (4% annualized organic accretion), which represents improvement from January when net outflows totaled roughly \$5 million (0% annualized organic attrition). The company has now posted positive net inflows (as measured by this analysis) in three of the last four months. We have become increasingly encouraged by the improving net flow performance at Ameriprise as much of the noise from former parent company related net outflows becomes reduced in size. Recent commentary on the 4Q19 earnings call suggested improvement in flows as the months of 4Q19 progressed as well as an expectation for improvement in EMEA following the favorable U.K. election and associated Brexit certainty.

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



AXP hosted its company update today. The most discussed topics were the impact of the coronavirus and AXP's ability to cut expenses to mitigate the impact on the bottom line. Business trends have deteriorated through March and the deterioration has yet to stabilize. While mgmt will be able to cut back on some expenses, the impact on revenue will be significant, as we believe AXP is likely to see revenue down this year. Additionally, these impacts will hit AXP more quickly and severely than other card issuers. We also note there is a risk that the corporate T&E market will be impaired in the longer term.



# **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:PFF, NYS:ML, LON:PFG, NYS:RM, NYS:SYF, LON:TCS, NAS:RCII, NYS:AL, NYS:CAI, TSE:EFN, ASX:FXL, NYS:FLY, NYS:TGH, NYS:URI, NAS:CASH, PINX:DHCPQ, NYS:OCN, NYS:PFSI, NAS:TREE, ETR:FRU, STU:MBC, NYS:XRF, NYS:ELVT, NYS:ENVA, NYS:LC, NYS:ONDK, NYS:YRD

4 Securities:

AMS:FLOW, PAR:VIL, IEXG:IBKR, NAS:BGCP, NAS:TW, NAS:VIRT, LON:IGG, NYS:LM, NYS:IVZ, NAS:WETF, NYS:BLK, NYS:BEN, NYS:AB, MEX:FINAMEXO, NAS:INTL, SWX:CFT, MIL:MB, PAR:BNP, NSE:ICICIBANK, NSE:IIFL, PINX:HSNGY, ETR:COM, NYS:AXP, NYS:BAC, LON:BARC, TSE:BMO, TSE:CM, NYS:C, LON:CBG, ASX:CBA, SES:D05, NYS:FII, LON:HSBA, NYS:JPM, NYS:BAC, NYS:HSBC, LON:LLOY, NYS:MTB, ASX:NAB, NYS:PNC, TSE:RY, LON:RBS, TSE:TD, NYS:USB, NYS:WFC, LON:BME, BSP:B3SA3, PAR:ENX, NAS:CME, NAS:NDAQ, PINX:HKXCY, ETR:DB1, ASX:ASX, BATS:CBOE, NYS:ICE, LON:LSE, SES:S68, TSE:X, NAS:VALU, NAS:MORN, NSE:CRISIL, NYS:FDS, NYS:INFO, NYS:MCO, NYS:MSCI, NYS:IT, NAS:FORR, NYS:RELX, NYS:SPGI, TSE:TRI, LON:NUM, NAS:COWN, ETR:DBK, SWX:CSGN, NYS:GHL, NYS:JPM, NYS:JPM, ASE:LTS, NYS:LAZ, ASX:MQG, NYS:MS, TKS:8604, NYS:PJC, NYS:RJF, NYS:SF, NYS:GS, SWX:UBSG, NYS:AB, NYS:AMP, NYS:APAM, NYS:BLK, NYS:BK, NYS:CNS, NYS:BEN, LON:HL., NYS:IVZ, NYS:JHG, NAS:NTRS, NAS:SEIC, NAS:UMBF, NYS:MTB, NAS:TROW, NAS:VRTS, NYS:WDR, NAS:WETF, NYS:SCHW, LON:CMCX, NAS:ETFC, NYS:GCAP, NAS:MKTX, TKS:8628, NAS:VIRT, IEXG:IBKR, NAS:TIGR, NAS:FHL, TKS:8698, LON:PLUS, SWX:SQN, NAS:AMTD, NAS:YIN, AMS:KA, NAS:LPLA, NYS:AMK, NAS:SEIC, ASX:BVS, 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:IDCC, NAS:LOGM, NAS:MSFT, NAS:QOOM, NAS:SLAB, NAS:TMUS, NYS:T, NYS:T, NYS:GLOB, NYS:S, NYS:VZ, ETR:SAP, NYS:ZUO, NYS:ORCL, NYS:BM, NYS:CRM, NAS:ADBE, NAS:MSFT, NYS:VMW, NAS:SYMC, NAS:PEGA, NAS:PGR, 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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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.

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