

## QUARTERLY DEALS & MARKET UPDATE

# Financial Management Solutions (FMS)

May 2021



Human Capital Management Business Analytics Enterprise Management Accounting / Expenses

Specialized investment bankers at the intersection of finance and technology



#### **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 35 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.



- Corporations
- VC & PE Backed Companies
- Management
   Teams
- Independent Directors / Boards
- Investment Banking Advisory
- M&A
- Capital Raises and Asset Finance
- Strategic
   Financial Restructuring
   Alliances



Finance and Technology Firms

Capital Markets	Specialty Finance	Payments	BPO
Financial Services	Enterprise Software	Lending	Healthcare Tech
Financial Management	Analytics	Insurance	Bank Technology

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 Technology	5.3%	76.2%	67.9%
BPO	10.5%	76.7%	62.8%
Enterprise Software / SaaS	(4.0%)	93.7%	125.2%
Financial Management Solutions	(0.9%)	93.9%	112.5%
Healthcare Tech	(2.4%)	65.5%	65.9%
Insurance	13.0%	51.4%	31.4%
Payments	13.9%	143.5%	115.6%
Capital Markets	15.8%	75.3%	23.7%
Specialty Finance / Alternative Lending	22.0%	135.3%	109.7%

\* Equal weighting method.

#### Industry-wide Multiples and Subsector Multiples



#### Financial Management Solutions 2022E Price / Earnings Multiples



Data as of April 30, 2021 Source: Pitchbook

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

(All figures in millions of USD, except per share data. Data as of April 30, 2021)

Accounting / Expenses																	
							Gro	wth Rate	es:								
	Stock	% of 52-	Market	Enterprise	LT	м	Reven	ue:	Earnings	LTM Ma	rgins:	E	V / Revenu	ue		EV / EBITDA	
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2021 C	Y 2022	LT	Gross	EBITDA	LTM	CY 2021	CY 2022	LTM	CY 2021	CY 2022
Intuit	\$412.16	97.3%	\$113,863	\$113,946	\$7,717	\$2,899	29%	8%	30%	82%	38%	14.8x	11.4x	10.5x	39.3x	31.5x	27.2x
DocuSign	\$222.94	76.8%	\$45,195	\$45,338	\$1,453	\$219	36%	28%	NA	75%	15%	31.2x	23.0x	17.9x	NMF	NMF	NMF
Coupa	\$269.04	71.4%	\$20,124	\$21,067	\$542	\$67	25%	25%	NA	59%	12%	38.9x	31.0x	24.8x	NMF	NMF	NMF
Xero	\$110.09	91.5%	\$15,981	\$15,933	\$518	\$131	25%	22%	NA	87%	25%	30.8x	21.9x	17.9x	NMF	NMF	61.5x
Bill.com	\$154.63	78.9%	\$13,365	\$12,578	\$184	(\$11)	33%	35%	NA	75%	(6%)	68.5x	51.7x	38.3x	NMF	NMF	NA
Avalara	\$141.71	76.4%	\$12,840	\$12,235	\$501	\$7	26%	25%	NA	71%	1%	24.4x	19.4x	15.5x	NMF	NMF	NMF
The Sage Group (Financial Software)	\$8.90	87.5%	\$9,605	\$9,809	\$2,424	\$687	5%	4%	9%	93%	28%	4.0x	3.8x	3.6x	14.3x	16.1x	15.1x
BlackLine	\$116.06	75.1%	\$6,991	\$6,880	\$352	\$87	18%	21%	NA	80%	25%	19.6x	16.6x	13.7x	NMF	NMF	NMF
Workiva	\$94.00	82.0%	\$4,848	\$4,647	\$352	\$21	17%	16%	NA	74%	6%	13.2x	11.3x	9.7x	NMF	NMF	NMF
Freee	\$85.21	69.6%	\$4,196	\$4,049	\$79	(\$10)	44%	41%	NA	79%	(13%)	51.2x	35.5x	25.2x	NMF	NA	NA
Blackbaud	\$71.12	88.9%	\$3,647	\$4,186	\$913	\$246	(1%)	2%	(22%)	53%	27%	4.6x	4.6x	4.6x	17.0x	18.3x	17.1x
Vertex	\$20.43	51.4%	\$3,213	\$2,911	\$375	\$78	8%	12%	NA	56%	21%	7.8x	7.2x	6.4x	37.1x	41.7x	36.5x
Aptitude Software	\$9.35	92.6%	\$529	\$470	\$73	\$14	5%	3%	14%	47%	19%	6.4x	6.1x	5.9x	33.3x	30.1x	24.3x
Reckon	\$0.62	88.3%	\$70	\$99	\$52	\$23	11%	2%	(7%)	88%	45%	1.9x	1.7x	1.7x	4.2x	4.5x	NA
MEAN							20%	18%	5%	73%	17%	22.7x	17.5x	14.0x	24.2x	23.7x	30.3x
MEDIAN							21%	19%	9%	75%	20%	17.2x	14.0x	12.1x	25.2x	24.2x	25.8x

#### Business Analytics

							Gro	wth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM Ma	argins:	E	V / Revenu	le		EV / EBITDA	
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2021 C	Y 2022	LT	Gross	EBITDA	LTM	CY 2021	CY 2022	LTM	CY 2021	CY 2022
VMware	\$160.83	93.5%	\$67,295	\$68,458	\$11,767	\$4,529	8%	9%	11%	83%	38%	5.8x	5.4x	5.0x	15.1x	15.4x	14.0x
RELX (London)	\$26.22	96.0%	\$51,784	\$61,374	\$9,114	\$3,152	12%	8%	7%	65%	35%	6.7x	6.0x	5.6x	19.5x	16.5x	14.8x
CrowdStrike	\$208.51	83.0%	\$49,307	\$48,168	\$874	\$106	51%	33%	NA	74%	12%	55.1x	36.5x	27.4x	NMF	NMF	NMF
Datadog	\$85.77	71.8%	\$28,232	\$27,358	\$603	\$87	38%	33%	NA	78%	14%	45.3x	32.8x	24.7x	NMF	NMF	NMF
Splunk	\$126.42	56.0%	\$20,993	\$21,767	\$2,229	\$15	14%	23%	NA	75%	1%	9.8x	8.6x	7.0x	NMF	NMF	NMF
Fair Isaac	\$521.41	95.2%	\$15,772	\$16,568	\$1,308	\$505	3%	10%	26%	72%	39%	12.7x	12.3x	11.1x	32.8x	32.1x	27.8x
OpenText	\$47.14	93.8%	\$12,916	\$15,296	\$3,301	\$1,772	2%	1%	(18%)	68%	54%	4.6x	4.5x	4.5x	8.6x	12.2x	NA
Dun & Bradstreet	\$23.76	80.4%	\$10,302	\$13,379	\$1,738	\$715	24%	4%	NA	NA	41%	7.7x	6.2x	6.0x	18.7x	15.9x	14.8x
MicroStrategy	\$657.16	50.0%	\$6,635	\$8,296	\$492	\$91	4%	5%	NA	82%	19%	16.9x	16.6x	15.8x	NMF	NMF	NMF
Alteryx	\$81.75	44.0%	\$5,716	\$5,744	\$495	\$128	13%	21%	NA	91%	26%	11.6x	10.3x	8.5x	44.8x	NMF	NMF
Teradata	\$49.47	83.0%	\$5,579	\$5,693	\$1,836	\$381	5%	5%	NA	56%	21%	3.1x	3.0x	2.8x	14.9x	15.0x	NA
Medallia	\$29.49	61.1%	\$4,773	\$4,602	\$477	\$19	18%	20%	NA	64%	4%	9.6x	8.2x	6.8x	NMF	NMF	NMF
Rapid7	\$81.25	85.9%	\$4,718	\$4,870	\$411	\$33	20%	19%	NA	70%	8%	11.8x	9.9x	8.3x	NMF	NMF	NMF
New Relic	\$64.30	79.3%	\$4,245	\$3,973	\$655	\$76	5%	11%	NA	77%	12%	6.1x	5.8x	5.2x	52.1x	NMF	NMF
Verint Systems	\$48.57	92.2%	\$3,222	\$3,616	\$1,274	\$355	(32%)	6%	NA	67%	28%	2.8x	4.2x	3.9x	10.2x	15.9x	13.7x
Domo	\$64.29	81.4%	\$2,134	\$2,148	\$210	(\$46)	17%	19%	NA	73%	(22%)	10.2x	8.7x	7.3x	NMF	NMF	NMF
Sumo Logic	\$19.49	42.0%	\$2,050	\$1,646	\$203	(\$28)	16%	20%	NA	72%	(14%)	8.1x	7.0x	5.8x	NMF	NMF	NMF
PROS Holdings	\$42.98	82.9%	\$2,029	\$1,968	\$252	(\$17)	(0%)	12%	NA	59%	(7%)	7.8x	7.8x	7.0x	NMF	NMF	NMF
MEAN							12%	14%	6%	72%	17%	13.1x	10.8x	9.0x	24.1x	17.6x	17.0x
MEDIAN							12%	12%	9%	72%	16%	8.9x	8.0x	6.9x	18.7x	15.9x	14.8x

#### Enterprise Management

							Gro	owth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reven	ue:	Earnings	LTM Ma	rgins:	E	V / Reven	ue		EV / EBITDA	
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2021 C	Y 2022	LT	Gross	EBITDA	LTM	CY 2021	CY 2022	LTM	CY 2021	CY 2022
Tyler Technologies	\$424.86	88.6%	\$17,947	\$17,209	\$1,117	\$329	8%	9%	22%	49%	29%	15.4x	14.2x	13.1x	52.2x	49.2x	45.0x
Pegasystems	\$126.94	85.3%	\$10,409	\$10,592	\$1,065	\$21	22%	21%	NA	71%	2%	9.9x	8.5x	7.1x	NMF	NMF	NMF
Manhattan Associates	\$137.24	93.5%	\$9,162	\$8,991	\$589	\$160	8%	9%	(2%)	54%	27%	15.3x	14.2x	13.1x	56.4x	62.3x	55.8x
Anaplan	\$59.65	69.2%	\$9,093	\$8,818	\$448	(\$20)	24%	25%	NA	76%	(5%)	19.7x	15.9x	12.8x	NMF	NMF	NMF
Kinaxis	\$129.13	76.0%	\$3,488	\$3,292	\$224	\$53	10%	28%	(0%)	69%	24%	14.7x	13.4x	10.4x	61.7x	NMF	49.4x
Technology One	\$7.37	95.9%	\$2,453	\$2,384	\$202	\$71	17%	7%	12%	87%	35%	11.8x	9.6x	9.0x	33.4x	24.2x	20.9x
Bottomline Technologies	\$48.56	87.3%	\$2,241	\$2,250	\$451	\$99	11%	13%	NA	58%	22%	5.0x	4.5x	4.0x	22.8x	21.4x	18.2x
Blue Prism	\$17.15	65.8%	\$1,658	\$1,485	\$181	(\$54)	NA	NA	NA	84%	(30%)	8.2x	NA	NA	NMF	NA	NA
Qad	\$70.69	89.5%	\$1,447	\$1,340	\$308	\$37	7%	8%	2%	59%	12%	4.4x	4.1x	3.8x	35.7x	42.8x	31.6x
Aptitude Software	\$9.35	92.6%	\$529	\$470	\$73	\$14	5%	3%	14%	47%	19%	6.4x	6.1x	5.9x	33.3x	30.1x	24.3x
Ramco Systems	\$6.55	61.2%	\$202	\$203	\$82	\$27	NA	NA	13%	100%	33%	2.5x	NA	NA	7.6x	NA	NA
MEAN							12%	14%	9%	68%	15%	10.3x	10.1x	8.8x	37.9x	38.3x	35.0x
MEDIAN							10%	9%	12%	69%	22%	9.9x	9.6x	9.0x	34.6x	36.4x	31.6x

#### Human Capital Management

							Gro	wth Rate	es:								
	Stock	% of 52-	Market	Enterprise	LT	M	Revenu	le:	Earnings	LTM Ma	rgins:	E	EV / Reven	ue		EV / EBITDA	
	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2021 C	Y 2022	LT	Gross	EBITDA	LTM	CY 2021	CY 2022	LTM	CY 2021	CY 2022
Automatic Data Processing	\$186.99	94.8%	\$79,862	\$80,326	\$14,591	\$3,933	6%	6%	12%	42%	27%	5.5x	5.2x	4.9x	20.4x	21.0x	19.3x
Workday	\$247.00	87.4%	\$63,642	\$62,344	\$4,318	\$1,184	16%	18%	NA	72%	27%	14.4x	12.5x	10.6x	52.6x	52.4x	47.5x
Paychex	\$97.49	96.4%	\$35,261	\$35,167	\$3,943	\$1,642	4%	6%	7%	68%	42%	8.9x	8.5x	8.0x	21.4x	20.3x	19.0x
Paycom Software	\$384.41	81.6%	\$24,140	\$24,020	\$841	\$331	20%	25%	47%	85%	39%	28.5x	23.8x	19.0x	NMF	NMF	NMF
Ceridian HCM	\$94.48	84.4%	\$14,618	\$15,142	\$843	\$160	10%	16%	NA	41%	19%	18.0x	16.3x	14.0x	NMF	NMF	NMF
Upwork	\$46.06	72.1%	\$6,229	\$6,094	\$374	\$18	25%	23%	NA	72%	5%	16.3x	13.1x	10.7x	NMF	NMF	NMF
Insperity	\$87.54	91.4%	\$3,392	\$3,236	\$4,287	\$286	5%	9%	35%	19%	7%	0.8x	0.7x	0.7x	11.3x	12.9x	11.0x
Cornerstone OnDemand	\$44.27	79.8%	\$2,990	\$4,100	\$741	\$232	15%	8%	NA	69%	31%	5.5x	4.8x	4.5x	17.7x	13.9x	11.5x
MEAN							13%	14%	25%	59%	25%	12.2x	10.6x	9.0x	24.7x	24.1x	21.6x
MEDIAN							13%	13%	24%	69%	27%	11.7x	10.5x	9.3x	20.4x	20.3x	19.0x

Source: Pitchbook

## Key M&A Transaction Activity Summary

Date	Target	Acquirer(s)	Sector	Value (\$mm)	Transaction Comments
4/12/2021	<b>TALENT</b> SOFT	cegid	Human Capital Management	NA	<ul> <li>Talentsoft provides cloud-based talent management and digital learning software.</li> <li>The deal will allow Cegid to accelerate their strategy to serve Human Resources clients, one of their five priority markets.</li> <li>The combined entity will generate over \$700 million in revenue.</li> </ul>
4/6/2021	(Swiss Business)	ΝΓΟΝΙϘΑ	Accounting / Expenses	\$54	<ul> <li>Sage provides accounting and business management software to manage invoice, cash flow, tax and payments.</li> <li>Through the deal, Infoniqa is strengthening its presence in both Switzerland and the small and medium-sized business segment.</li> </ul>
3/12/2021	ABACUSNEXT	THL Thomas H. Lee Partners	Enterprise Management	NA	<ul> <li>AbacusNext is a vertical SaaS provider for legal, accounting and compliance-focusd professionals</li> <li>The 'work from home' environment has accelerated the shift to cloud-based software and THL's acquisition enables them to capitalize on this growth opportunity.</li> </ul>
3/4/2021	<b>N</b> Planday	xero	Human Capital Management	NA	<ul> <li>Planday provides online employee scheduling software for businesses of any size and vertical.</li> <li>When integrated into Xero, users can analyze real-time labor costs vs. key operating metrics like revenue, allowing them to adjust staffing levels if necessary.</li> </ul>
2/16/2021	vendorin	Corcentric	Accounting / Expenses	\$100	<ul> <li>Vendorin is a B2B integrated payments network for buyers to enroll and pay their suppliers via any payment method.</li> <li>The acquisition will enhance Corcentric's payment and supply chain finance capabilities to tap into enterprise spend activity, which is mostly paid via paper checks.</li> </ul>
2/3/2021	Ø OwlDQ	Collibra	Business Analytics	NA	<ul> <li>OwIDQ uses machine learning to detect data anomalies and reconcile replication errors to ensure data integrity.</li> <li>The acquisition will bolster Collibra's leadership in data intelligence, through an emphasis on continuous data quality.</li> </ul>

曲影

Source: Pitchbook and Media Reports

Evolve Capital Partners; Deals & Market Update - Financial Management Solutions 6

#### **Key Financing Transaction Activity Summary**



illin Sa

Source: Pitchbook and Media Reports

Evolve Capital Partners; Deals & Market Update - Financial Management Solutions 7

## **IPO Activity Summary**

Company	IPO Date	Amount Raised (\$mm)	IPO Price	Current Market Price	Total Return	
	7/28/2020	\$401	\$19.00	\$20.43	8%	
<b>bill.</b> com <sup>*</sup>	12/12/2019	\$216	\$22.00	\$154.63	603%	
<b>A</b> naplan	10/12/2018	\$264	\$17.00	\$59.65	251%	
Avalara	6/15/2018	\$180	\$24.00	\$141.71	490%	
CERIDIAN	4/26/2018	\$462	\$22.00	\$94.48	329%	
Docu Sign	4/26/2018	\$630	\$29.00	\$222.94	669%	
<b>√</b> smartsheet	4/26/2018	\$175	\$15.00	\$59.30	295%	
zuora	4/11/2018	\$154	\$14.00	\$16.20	16%	
<b>A</b> ppian	5/24/2017	\$75	\$12.00	\$121.18	910%	
🐱 BLACKLINE	10/27/2016	\$146	\$17.00	\$116.06	583%	
蒙coupa	10/6/2016	\$133	\$18.00	\$269.04	1,395%	
Oppfolio <sup>®</sup>	6/25/2015	\$74	\$12.00	\$144.63	1,105%	
Workíva	12/11/2014	\$101	\$14.00	\$94.00	571%	
upland	11/5/2014	\$46	\$12.00	\$49.56	313%	
paycom <sup>.</sup>	4/14/2014	\$100	\$15.00	\$384.41	2,463%	
	3/26/2014	\$240	\$16.00	\$78.71	392%	
paylocity 🤎	3/18/2014	\$120	\$17.00	\$193.24	1,037%	
workday.	10/12/2012	\$637	\$28.00	\$247.00	782%	
SERVICESOURCE	3/24/2011	\$120	\$10.00	\$1.48	(85%)	
SPS COMMERCE	3/22/2010	\$50	\$12.00	\$102.44	754% ata as of April 30, 20	20.4

Market data as of April 30, 2021 Source: Pitchbook

Evolve Capital Partners; Deals & Market Update - Financial Management Solutions 8



#### Update from Citi, April 2021

teradata.

We rate Teradata Corporation (TDC) a Buy. **TDC followed up a strong Q4 (the cloud business was well ahead of expectations) by highlighting that cloud ARR was accelerating ~15pts to ~180%, foreshadowing even stronger growth in Q1.** TDC also announced total revenue expected to be ~10% above streets estimate of on broad based strength across all revenue categories. The cloud ARR announcement drove a strong pre-market move but valuation remains at a discounted level of ~4.5x CY21 EV/Recurring, so the multiple could be subject to further re-rating if cloud strength continues to surprise to the upside throughout 2021.

#### Update from Morgan Stanley, April 2021



We rate Automatic Data Processing (ADP) Equal-weight. Strong retention helped drive upside to consensus estimates in the quarter. While some investors may pick at margin compression, we believe investments supporting longer-term growth are prudent, especially as management begins to see an improving sales environment. We remain Equal-weight as we believe valuation appropriately credits ADP's earnings and return profile, and tailwinds from a better sales environment are balanced by the competitive HCM / payroll sector and potential churn.

#### Update from Morgan Stanley, April 2021

## Intuit

We rate Intuit (INTU) Overweight. An extended 2021 tax season likely pushed dollars from Q3 to Q4, with expectations for a solid result for the year. **Despite fears of a difficult comp due to Covid, the DIY category appears to be holding share and a longer tax season should be a positive for average revenue per user (ARPU).** We maintain our confidence in a strong ARPU growth estimate of +5% YoY (vs. +1.6% in 2020) for TurboTax in 2021, given the launch of TurboTaxLive Full Service, as well as the mix shift towards premium offerings (e.g. for investors and self-employed).

#### Update from Morgan Stanley, March 2021

DocuSign

We rate DocuSign (DOCU) Overweight. DOCU's Q4 billings had some timing noise, but first look at FY22 billings guide (implying 32% growth vs 56% in FY21) suggests plenty of momentum into the year. In particular, FY22 guidance is supported by numerous growth drivers, such as accelerating growth in the international segment, with strong profitability across the board. With conservative estimates and strong FCF generation, we think DOCU fully deserves a premium valuation. As such, we remain Overweight with 3:1 bull/bear skew.

#### Update from Citi, April 2021

## CERIDIAN

We rate Ceridian (CDAY) a Buy. CDAY has navigated its hybrid position as a cloud HCM provider to medium and large business largely successfully with its Dayforce application, while concurrently managing its legacy bureau business for margin. Beyond short term pandemic challenges, we see a major opportunity outside of the US and further opportunities to boost penetration with current customers (~20% of recent revenue growth from current customers). It is still early days, but we do not think many of these secondary opportunities are priced into the stock, noting in particular that adoption rates for cloud HCM outside of the US are at least several years behind.

## Appendix – Coverage Universe Components

The coverage universe for various sectors is as follows:

	0	
1	Payments:	NAS:BIGC, AMS:PRX, NAS:MELI, NAS:RPAY, NZE:PPH, NYS:FOUR, NYS:EVTC, HKG:09923, LON:NETW, MIL:NEXI, PAR:ING, ASX:TYR, NYS:AXP, NYS:ADS, PINX:EDNMY, NYS:FLT, NYS:WEX, NAS:PYPL, NYS:SQ, PINX:ADYYF, LON:BOKU, NYS:EB, NYS:PAGS, NYS:SHOP, NAS:STNE, NYS:AXP, NAS:PYPL, NYS:MA, NYS:V, NAS:CATM, PINX:PMTS, NYS:DBD, NYS:EVRI, NYS:SQ, BSP:CIEL3, NYS:DLX, NYS:EVTC, NAS:EVOP, NYS:GPN, TKS:3769, NAS:IIIV, NAS:UEPS, NAS:NEWT, LON:PAY, NAS:QIWI, NYS:TSS, ETR:WDI, PAR:WLN, NAS:EPAY, NYS:FIS, NAS:FISV, NAS:JKHY, NAS:ACIW, SHE:002152, GREY:INGIF, TSE:LSPD, NYS:NCR, NYS:PAR, HKG:00327, IDX:MCAS, NAS:EEFT, NYS:GDOT, NAS:MGI, ASX:OFX, NYS:WU
2	Bank Technology	MIL:CERV, BOM:500092, LON:RMV, NAS:FTHM, NYS:RKT, TKS:8056, KRX:012510, NAS:NCNO, ASX:TYR, NYS:OCFT, NAS:JFU, NAS:PT, NYS:QD, NYS:FIS, NAS:FISV, NAS:JKHY, SWX:TEMN, PINX:CSVI, SWX:CLXN, TKS:6457, BOM:538835, BOM:532466, NYS:QTWO, SES:5CP, NYS:FICO, NYS:EFX, LON:EXPN, NYS:TRU, STO:INTRUM, NYS:CLGX, NYS:FNF, NYS:STC, NAS:ASPS, NYS:BKI, NAS:CSGP, TSE:REAL, NAS:RP, NAS:RDFN, NAS:ZG, NAS:PEGA, PINX:ASOZY, NYS:GDOT, NAS:MITK, NAS:NTWK, PAR:SOP, AMS:WKL
3	Specialty Finance / Alternative Lending:	NYS:FSK, NYS:CNF, NYS:OMF, ASX:APT, ASX:SZL, NAS:OPRT, NAS:LX, NYS:FINV, NYS:AER, HKG:01905, SHG:600901, NYS:R, SHG:600705, NYS:TRTN, NAS:COOP, NYS:WD, LON:PAG, TKS:7164, NYS:PMT, NYS:VEL, NYS:WEI, NAS:PRGX, NAS:ECPG, NAS:NAVI, NYS:NNI, NAS:PFMT, NAS:PRAA, TSE:CHW, NYS:CIT, NAS:CPSS, NAS:CACC, ASX:FXL, LON:FCH, NAS:MRLN, ASX:Z1P, NYS:AAN, NAS:ATLC, NYS:COF, NYS:CURO, NYS:DFS, TSE:ECN, NAS:EZPW, NAS:FCFS, ASX:FXL, NAS:GSKY, LON:IPF, NYS:OMF, LON:PFG, NYS:RM, NAS:SLM, NYS:SC, NYS:SYF, LON:TCS, NAS:TBBK, NAS:WRLD, NYS:AL, NYS:CAI, TSE:EFN, ASX:FXL, NYS:FLY, NAS:RCII, NYS:TGH, NYS:URI, NAS:CASH, NYS:OCN, NYS:PFSI, NYS:YRD, NYS:ELVT, NYS:ENVA, ETR:FRU, NYS:LC, NAS:TREE, STU:MBC, NYS:ONDK
4	Capital Markets:	NYS:BSIG,NYS:FHI, NYS:EV, NYS:KKR, LON:MNG, LON:QLT, LON:STJ, NAS:CG, TSE:IGM, NYS:MMI, NYS:TFC, TKS:8591, NAS:FITB, SHG:601211, SHE:002670, ASX:ANZ, BOM:532215, NYS:BK, SHG:601398, SES:039, TSE:BNS, TSE:NA, TKS:8697, ETR:DB1, MISX:MOEX, DFM:DFM, NYS:JEF, NYS:HLI, NYS:EVR, NYS:MC, NAS:VCTR, NYS:AMG, NAS:HLNE, NYS:JLL, NAS:FOCS, NYS:BSTZ, NYS:NFJ, LON:ATST, PAR:RF, LON:AJB, NAS:XP, LON:IHP, NYS:ENV, NAS:PT, ASX:NWL, NAS:VIRT, NAS:BGCP, AMS:FLOW, LON:IGG, NAS:IBKR, NAS:TW, PAR:VIL, NYS:AB, NYS:BLK, NYS:BEN, NYS:VZ, NAS:WETF, MEX:FINAMEXO, SWX:CFT, TAE:INTL, NYS:XXP, NYS:BAC, LON:HBBA, NYS:HBBC, NYS:JPM, NYS:MTB, LON:BARC, TSE:BMO, PAR:BNP, TSE:CM, NYS:C, LON:CBG, ETR:COM, ASX:CBA, SES:D05, PINX:HSNGY, NSE:ICICIBANK, NSE:IIFL, LON:LOY, MIL:MB, ASX:NAB, NYS:PNC, TSE:RY, TSE:TD, NYS:USB, NYS:WEC, ASX:ASX, BSP:B3SA3, NYS:BME, BATS:CBOE, NAS:CME, ETR:DB1, PAR:ENX, PINX:HKXCY, NYS:CE, LON:LSE, NAS:NDAQ, SES:S68, TSE:X, NYS:RELX, NAS:FORR, NYS:IT, NSE:CRISIL, NYS:FDS, NYS:MCO, NAS:MORN, NYS:MSCI, NYS:SPGI, TSE:TRI, NAS:VALU, NYS:JPM, NAS:COWN, SWX:CSGN, ETR:DBK, NYS:IDH, NYS:JMP, NYS:LAZ, ASX:MQG, NYS:MS, TKS:8604, LON:NUM, NYS:PIPR, NYS:RF, NYS:GF, NYS:GS, SWX:UBSG, NYS:AB, NYS:BLK, NYS:BH, NYS:IVZ, NYS:MTB, NAS:SEIC, NAS:WETF, TSE:AIM, NYS:AMP, NYS:APAM, NYS:BK, NYS:CNS, LON:HL., NYS:JHG, NAS:TROW, NAS:UMBF, NAS:VATS, NYS:WCR, NAS:VIRT, NYS:CPU, LON:CMCX, MEX:ETFC, NYS:GAP, NAS:WIRT, NAS:VRTS, NYS:WCR, NAS:VIRT, NYS:BCH, LON:CMCX, MEX:ETFC, NYS:GAP, NAS:WIRT, NAS:VRTS, NYS:WCR, NAS:WIRT, NYS:BCH, LON:CMCX, MEX:ETFC, NYS:GAP, NAS:WIRT, NAS:VRTS, NYS:MCR, NAS:VIRT, NYS:ENV, GREY:KA, NAS:LPLA, LON:SNN, NYS:STT, LON:TCAP, SWX:TEMN, LON:ALFA, PINX:FDRVF, ASX:IRE, PAR:LIN, CSE:SIM, PAR:SOG, NAS:SSNC
5	Insurance:	NYS:NSP, NAS:PAYX, NAS:WDAY, NAS:BNFT, NAS:HQY, NYS:TNET, NYS:CLGX, NYS:FICO, LON:REL, NAS:VRSK, NYS:AON, NYS:AJG, NYS:BRO, NAS:GSHD, NYS:MMC, NAS:WLTW, NYS:FNF, NYS:STC, NYS:FAF, NYS:ORI, MEX:AZSEY, NYS:ALL, NYS:AFG, NYS:AIG, PINX:AXAHY, SWX:ZURN, NAS:EHTH, NAS:EVER, LON:GOCO, ASX:ISU, LON:MONY, NAS:ONST, NYS:CB, NAS:CINF, NYS:EIG, NYS:MCY, NYS:PGR, LON:RSA, NAS:SIGI, NAS:STFC, NYS:THG, NYS:HIG, NYS:TRV, HKG:06060, NAS:AMSF, NYS:ARGO, NYS:AIZ, NAS:GBLI, NYS:MKL, NYS:PRA, NYS:RLI, NYS:WRB, NYS:CRD.B, NAS:EBIX, NYS:GWRE, NAS:SPNS, PINX:AEGOF, NYS:AFL, NAS:ANAT, LON:AV., NYS:CI, NYS:GL, TSE:GWO, LON:HSD, LON:LGEN, NYS:LNC, TSE:MFC, NYS:MET, NAS:PFG, NYS:PRU, LON:SLA, TSE:SLF, SWX:SLHN
6	BPO:	NAS:PINC, NYS:AMN, TSE:MSI, NYS:KFY, NYS:RHI, NYS:ASGN, NYS:MAN, NAS:HHR, NAS:CRVL, NYS:DELL, KRX:018260, NAS:PRFT, NAS:CNXN, NYS:HPE, NYS:EPAM, BOM:532541, NYS:BAH, BOM:526299, NYS:SAIC, TKS:8056, SWX:ALSN, NYS:PRSP, PAR:ATO, NAS:AZPN, BOM:540005, BOM:540900, NAS:CNDT, NYS:NOW, KRX:018260, NAS:PRFT, NYS:GDDY, BOM:532541, TKS:9613, HEL:TIETO, NAS:MDRX, NAS:CPSI, NAS:HQY, NAS:HMSY, NAS:NXGN, NAS:RCM, NYS:CSLT, BSP:QUAL3, NYS:NSP, NAS:PAYX, NAS:ADP, NAS:BNFT, NAS:CSOD, NYS:TNET, LON:APTD, NYS:IT, TSE:OTEX, NYS:ACN, NAS:NXGN, NAS:AMSWA, NYS:CACI, PINX:CGEMY, LON:CPI, TSE:GIB.A, NAS:CTSH, NYS:DXC, NAS:EXLS, NSE:HCLTECH, NSE:HEXAWARE, NSE:INFY, NSE:MINDTREE, NSE:TCS, NSE:TECHM, NYS:UIS, NAS:VRTU, BOM:507685, NYS:WNS, NAS:PRGX, LON:CPI, TSE:GIB.A, NAS:EXLS, BOM:532809, NYS:GLOB, LON:IBPO, BOM:526299, PINX:STWRY, NAS:SYKE, PINX:TLPFY, NAS:TTEC
7	Financial Management Solutions:	NAS:BLKB, NYS:BILL, NAS:VERX, NYS:WK, TKS:4478, NAS:COUP, NYS:PRO, NYS:DNB, NAS:MANH, TSE:KXS, NYS:BCO, NAS:UPWK, LON:APTD, NYS:AVLR, NAS:BL, NAS:COUP, NAS:DOCU, NAS:INTU, ASX:RKN, LON:SGE, ASX:XRO, NAS:MSTR, NAS:SPLK, NYS:TDC, NAS:EPAY, NAS:PEGA, LON:APTD, NYS:PLAN, PINX:BPRMF, NAS:QADA, NSE:RAMCOSYS, ASX:TNE, BSP:TOTS3, NYS:TYL, NYS:NSP, NAS:PAYX, NAS:WDAY, NAS:ADP, NAS:CSOD, NYS:CDAY, NYS:HRB, NYS:PAYC, NAS:PCTY
8	Enterprise Software / SaaS:	NAS:BLKB, NAS:RPD, TAE:NICE, NAS:MSTR, NAS:DOMO, NYS:PLTR, NAS:SUMO, NAS:CRWD, NAS:PRGS, NAS:NTCT, NAS:CTXS, NAS:CVLT, NAS:BLKB, NAS:UPLD, NYS:DNB, NYS:DELL, NAS:CSCO, NAS:FTNT, NAS:NTAP, NYS:NOW, NAS:NTNX, NYS:HUBS, NYS:ZEN, NYS:FSLY, NAS:RXT, NYS:ESTC, NYS:BILL, NYS:GDDY, NYS:HPE, NYS:YEXT, NYS:SNOW, NAS:APPF, NAS:LPSN, NAS:AKAM, NAS:TTGT, NAS:PS, NAS:SPT, NAS:DOG, KRX:012510, NYS:DT, TKS:4478, BSP:LWSA3, LON:MCRO, NYS:PD, NYS:PANW, NAS:PFPT, NYS:SAIL, NAS:WIX, NAS:COUP, NYS:ASAN, NAS:OH, NAS:FROG, NAS:JAMF, NAS:API, NAS:KC, NAS:ZI, NYS:NET, NYS:TUFN, BOM:540900, NAS:EVBG, NAS:TLND, NAS:ADSK, NYS:WORK, NYS:SMAR, NYS:CLGX, NYS:FICO, NYS:BM, LON:REL, NAS:WDAY, NYS:EFX, LON:EVPN, NAS:FORR, NYS:T, TNYS:RAMP, NAS:MSTR, TSE:OTEX, NYS:ORCL, NYS:CRM, ETR:SAP, NAS:SPLK, NYS:TDC, NYS:TRU, NAS:VFSK, NYS:VMW, NYS:AYX, NAS:AMBA, NAS:CDLX, NYS:CLDA, NYS:MDA, NAS:PEGA, NAS:PSFT, TSE:OTEX, NYS:ORCL, NYS:CRM, ETR:SAP, NYS:VMW, NAS:ADBH, NAS:PGA, NAS:OSPN, NYS:COTEX, NYS:ORCL, NYS:CRM, ETR:SAP, NYS:VMW, NAS:ADBH, NAS:PGA, NAS:OSPN, NYS:COTEX, NYS:ORCL, NYS:CRM, ETR:SAP, NYS:VMW, NAS:ADBH, NAS:PGA, NAS:PGA, NAS:OSPN, NYS:ORCL, NYS:CRM, ETR:SAP, NYS:VMW, NAS:ADBH, NAS:PGA, NAS:OSPN, NYS:ZUO
9	Healthcare Tech:	NYS:CVS, NYS:TDOC, NAS:LVGO, NAS:IRTC. NAS:MDRX, NAS:CPSI, NAS:NXGN, NAS:CERN, ETR:COP, LON:EMIS, NYS:EVH, NAS:HSTM, NAS:NH, NYS:ANTM, NYS:CNC, NYS:HUM, NAS:MGLN, NYS:MMS, NYS:MOH, NAS:NUAN, NYS:GTS, NYS:UNH, NYS:WCG, NAS:STRM, NAS:HCAT, NAS:INOV, NAS:OMCL, NAS:TRHC, NYS:VCRA, NAS:HMSY, NAS:RCM, NAS:STRM, NAS:CHNG, LON:CRW, NYS:PHR, 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