

# **QUARTERLY DEALS** & MARKET UPDATE

# Healthcare Tech

May 2021



Practice Management Systems



Health Insurance Solutions



Healthcare IT / Analytics



Medical Bill Servicing



# **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 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.



# **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

Capital Markets Specialty Finance Payments

Financial Services Enterprise Software Lending Healthcare Tech

Financial Management Analytics Insurance Bank Technology

**BPO** 



# We Focus Exclusively on Finance and Technology-Related Firms







Specialty Finance / Alternative Lending

**ⅢLending**Club **afterpay**◆

synchrony E/evate \*velocity



Enterprise Software /

SaaS

dun & bradstreet

**RELX** 

cloudera

zoom









Private Placements

Debt Capital

Restructuring





# **Market Summary and Key Multiples**

## Industry Stock Market Performance of Evolve Sector Coverage

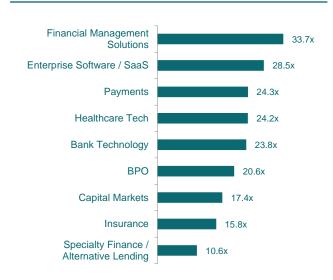
#### **Indexed Price Performance \***

Sector	3 Months	1 Year	3 Years
Bank Technology	5.3%	76.2%	67.9%
ВРО	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%

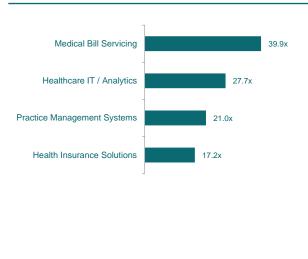
<sup>\*</sup> Equal weighting method.

## Industry-wide Multiples and Subsector Multiples

# **Sector 2022E Price / Earnings Multiples**



## Healthcare Tech 2022E Price / Earnings Multiples



Data as of April 30, 2021 Source: Pitchbook



# **Stock Comparables – Healthcare Tech Sub-Sectors**

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

·							Gro	wth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	М	Revenue:		Earnings	LTM Margins:		EV / Revenue			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
Cerner	\$75.05	89.1%	\$22,659	\$22,937	\$5,506	\$1,852	6%	5%	10%	83%	34%	4.2x	3.9x	3.7x	12.4x	12.3x	11.4x
Change Healthcare	\$22.95	94.8%	\$7,105	\$11,897	\$2,432	\$281	40%	6%	NA	50%	12%	4.9x	3.5x	3.3x	42.3x	11.3x	10.2x
CompuGroup Medical	\$92.27	88.8%	\$4,953	\$5,542	\$954	\$259	29%	5%	12%	85%	27%	5.8x	4.5x	4.3x	21.4x	20.7x	18.7x
Phreesia	\$51.75	63.4%	\$2,661	\$2,457	\$149	(\$10)	23%	22%	NA	65%	(7%)	16.5x	13.4x	11.0x	NMF	NMF	NMF
Allscripts Healthcare Solutions	\$15.56	86.6%	\$2,226	\$1,992	\$1,454	\$295	(0%)	2%	138%	38%	20%	1.4x	1.3x	1.3x	6.8x	7.9x	7.3x
Evolent Health	\$21.66	96.9%	\$1,866	\$1,882	\$1,022	\$6	(15%)	13%	NA	31%	1%	1.8x	2.2x	1.9x	NMF	40.7x	27.5x
NextGen Healthcare	\$18.31	76.9%	\$1,242	\$1,223	\$549	\$100	4%	3%	(30%)	50%	18%	2.2x	2.1x	2.1x	12.3x	11.9x	12.1x
EMIS Group	\$17.10	79.8%	\$1,105	\$1,043	\$204	\$67	10%	5%	46%	87%	33%	5.1x	4.6x	4.4x	15.6x	15.9x	14.8x
NantHealth	\$2.54	38.5%	\$299	\$500	\$73	(\$32)	(5%)	12%	NA	60%	(44%)	6.8x	7.2x	6.4x	NMF	NA	NA
Carecloud	\$7.86	58.7%	\$118	\$109	\$105	\$11	28%	13%	NA	38%	11%	1.0x	0.8x	0.7x	9.8x	4.8x	3.4x
MEAN							12%	9%	35%	59%	10%	5.0x	4.4x	3.9x	17.2x	15.7x	13.2x
MEDIAN							8%	6%	12%	55%	15%	4.5x	3.7x	3.5x	12.4x	12.1x	11.8x

	•	•				•	Gro	wth Rat	es:	,				,	,	,	
	Stock	% of 52-	Market	Enterprise	LT	М	Reven	ıe:	Earnings	LTM Ma	argins:	E	V / Reveni	ue		EV / EBITD	Α
	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
Teladoc Health	\$172.35	56.0%	\$28,746	\$29,416	\$1,094	(\$8)	83%	29%	NA	64%	(1%)	26.9x	14.7x	11.4x	NMF	NMF	NMF
Cerner	\$75.05	89.1%	\$22,659	\$22,937	\$5,506	\$1,852	6%	5%	10%	83%	34%	4.2x	3.9x	3.7x	12.4x	12.3x	11.4x
Omnicell	\$145.02	98.7%	\$6,151	\$6,121	\$892	\$176	23%	13%	(3%)	46%	20%	6.9x	5.6x	4.9x	34.8x	25.8x	21.8x
Inovalon Holdings	\$30.21	97.1%	\$4,560	\$5,393	\$691	\$241	14%	12%	(10%)	75%	35%	7.8x	7.1x	6.3x	22.3x	NMF	NMF
Health Catalyst	\$57.90	98.0%	\$2,517	\$2,442	\$189	(\$14)	21%	21%	NA	48%	(7%)	12.9x	10.7x	8.9x	NMF	NMF	NMF
iRhythm Technologies	\$77.86	27.2%	\$2,328	\$2,115	\$265	(\$35)	3%	7%	NA	73%	(13%)	8.0x	7.7x	7.2x	NMF	NMF	NMF
Allscripts Healthcare Solutions	\$15.56	86.6%	\$2,226	\$1,992	\$1,454	\$295	(0%)	2%	138%	38%	20%	1.4x	1.3x	1.3x	6.8x	7.9x	NMF
Vocera Communications	\$36.17	65.1%	\$1,307	\$1,226	\$198	\$31	13%	13%	NA	65%	16%	6.2x	5.5x	4.9x	NMF	41.4x	31.1x
Tabula Rasa Healthcare	\$47.56	68.6%	\$1,091	\$1,358	\$297	\$22	15%	17%	NA	31%	7%	4.6x	4.0x	3.4x	NMF	48.5x	35.8x
Computer Programs & Systems	\$30.02	82.5%	\$435	\$505	\$264	\$45	4%	6%	(10%)	52%	17%	1.9x	1.8x	1.7x	11.2x	10.8x	9.5x
Streamline Health Solutions	\$2.11	54.7%	\$94	\$94	\$11	(\$2)	13%	16%	NA	50%	(19%)	8.3x	7.3x	6.3x	NMF	NMF	NMF
MEAN							18%	13%	25%	57%	10%	8.1x	6.3x	5.5x	17.5x	24.4x	21.9x
MEDIAN							13%	13%	(3%)	52%	16%	6.9x	5.6x	4.9x	12.4x	19.0x	21.8x

Medical Bill Servicing																	
							Gro	wth Rat	es:								
	Stock	% of 52-	Market	Enterprise	LT	М	Revenu	ıe:	Earnings	LTM Ma	rgins:	E	V / Reven	ue		EV / EBITD	Α
	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
R1 RCM	\$27.28	87.2%	\$7,131	\$7,845	\$1,271	\$235	14%	15%	NA	20%	19%	6.2x	5.4x	4.7x	33.4x	NMF	NMF
Change Healthcare	\$22.95	94.8%	\$7,105	\$11,897	\$2,432	\$281	40%	6%	NA	50%	12%	4.9x	3.5x	3.3x	42.3x	NMF	NMF
Phreesia	\$51.75	63.4%	\$2,661	\$2,457	\$149	(\$10)	23%	22%	NA	65%	(7%)	16.5x	13.4x	11.0x	NMF	NMF	NMF
Craneware	\$39.06	100.0%	\$1,007	\$959	\$74	\$26	6%	8%	11%	92%	35%	13.0x	12.3x	11.4x	37.1x	36.3x	33.1x
ServiceSource	\$1.48	67.9%	\$140	\$155	\$190	\$2	3%	NA	NA	28%	1%	0.8x	0.8x	NA	76.2x	23.9x	NA
Streamline Health Solutions	\$2.11	54.7%	\$94	\$94	\$11	(\$2)	13%	16%	NA	50%	(19%)	8.3x	7.3x	6.3x	NMF	NMF	NMF
MEAN			······································				16%	13%	11%	51%	7%	8.3x	7.1x	7.4x	47.2x	30.1x	33.1x
MEDIAN							13%	15%	11%	50%	6%	7.2x	6.4x	6.3x	39.7x	30.1x	33.1x

Health Insurance Solu	utions														
						Gro	wth Rat	es:							
	Stock	% of 52-	Market	L	ТМ	Reven	ue	Earnings	LTM Net	Market Va	alue / Rev.	Price /	Earnings	Price	
	Price	Wk. High	Value	Revenue	Net Income	CY 2021 C	Y 2022	LT	Income %	CY 2021	CY 2022	CY 2021	CY 2022	Book	ROE %
UnitedHealth Group	\$398.80	854.5%	\$372,449	\$255,639	\$16,221	10%	8%	22%	6%	1.3x	1.2x	21.5x	18.7x	5.7x	26%
CVS Health	\$76.40	114.3%	\$98,964	\$268,706	\$9,860	4%	4%	3%	4%	0.4x	0.3x	10.1x	9.5x	1.4x	12%
Anthem	\$379.39	1,526.1%	\$91,884	\$124,631	\$5,794	11%	8%	16%	5%	0.7x	0.6x	15.1x	13.4x	2.7x	17%
Humana	\$445.24	1,759.1%	\$56,587	\$78,888	\$2,746	6%	10%	31%	3%	0.7x	0.6x	20.7x	18.1x	4.0x	27%
Centene	\$61.74	NA	\$34,667	\$115,073	\$3,380	9%	4%	30%	3%	0.3x	0.3x	11.8x	10.7x	1.4x	13%
Molina Healthcare	\$255.10	975.9%	\$14,517	\$21,396	\$716	28%	5%	38%	3%	0.6x	0.6x	19.3x	15.8x	6.8x	35%
Magellan Health	\$94.20	156.6%	\$2,445	\$4,578	\$20	2%	7%	65%	0%	0.5x	0.5x	61.6x	34.4x	1.3x	1%
Triple-S Management	\$23.71	8.9%	\$569	\$3,702	(\$5)	2%	NA	8%	(0%)	0.2x	NA	7.2x	NA	0.6x	8%
MEAN						9%	7%	27%	3%	0.6x	0.6x	20.9x	17.2x	3.0x	18%
MEDIAN						7%	7%	26%	3%	0.6x	0.6x	17.2x	15.8x	2.1x	15%

Source: Pitchbook

Key M&A Transaction Activity Summary												
Date	Target	Acquirer(s)	Sector	Value (\$mm)	Transaction Comments							
4/12/2021	NUANCE	Microsoft	Healthcare IT / Analytics	\$19,700	<ul> <li>Nuance provides conversational AI solutions across diverse industries, specializing in the healthcare industry.</li> <li>Microsoft will be able to better integrate Microsoft Cloud for Healthcare with Nuance's solutions, doubling their total addressable market in the healthcare provider space.</li> </ul>							
4/5/2021	Intrahealth	WELL Health	Practice Management Systems	\$19	<ul> <li>Intrahealth Systems develops electronic health record software, practice management software, and provides related services.</li> <li>The deal will enable WELL Health to integrate Intrahealth's EMR and clinical software into its services.</li> </ul>							
4/2/2021	{a} <sup>AXIA</sup> TECHNOLOGIES	Bank of America.	Medical Bill Servicing	NA	<ul> <li>Axia Technologies provides cloud-based healthcare payment solutions.</li> <li>The acquisition will deepen and expand Bank of America's payment offerings for healthcare clients and will further accelerate the bank's ability to serve this key vertical.</li> </ul>							
3/30/2021	TRUSTPOINT SOLUTIONS	<b>Optimum</b> Healthcare IT	Healthcare IT / Analytics	NA	<ul> <li>TrustPoint Solutions offers strategic technology planning and implementation solutions for the healthcare industry.</li> <li>With the acquisition, Optimum will improve its standing in the Healthcare IT market.</li> <li>Trustpoint's services will be added to Optimum's current offerings.</li> </ul>							
3/16/2021	dr <sub>-</sub> on demand	GRAND ROUNDS	Practice Management Systems	NA	<ul> <li>Doctor On Demand provides telemedicine services through its platform, so that licensed physicians can provide healthcare to patients more conveniently.</li> <li>The deal will combine healthcare navigation and virtual care delivery under the same entity, termed as a "first of its kind patient-centric integrated virtual care company."</li> </ul>							
2/11/2021	health payment systems	SV HEALTH INVESTORS	Medical Bill Servicing	NA	<ul> <li>Health Payment Systems (HPS) provide healthcare billing and payment solutions for providers, insurance companies and employers.</li> <li>SV Health Investors acquired a majority stake, contributing growth financing to support HPS' expansion in the Upper Midwest and beyond.</li> </ul>							



itey i iii	lancing mansaction	Activity Sulli	iliai y		
Date	Target	Sector	Amount (\$mm)	Туре	Key Investor(s)
4/19/2021	*2*alan	Healthcare Insurance Solutions	\$212	Series D	COATUE Ribbit Capital Index Ventures
4/6/2021	Vericred	Healthcare IT / Analytics	\$23	Series B	** MassMutual Ventures  AQUILINE CAPITAL PARTNERS LLC
4/6/2021	<b>■ inbox</b> health	Medical Bill Servicing	\$15	Series A	Commerce Ventures
3/30/2021	<b>→</b> rightway	Healthcare IT / Analytics	\$100	Series C	khosla ventures  THRIVE CAPITAL  TIGERGLOBAL
2/24/2021	REDOX^	Practice Management System	\$45	Series D	Adams BV Battery Ventures

2/1/2021



Practice Management System

\$392

Series E







\$94

\$120

\$16.00

\$12.00

vocera

R1

3/27/2012

5/19/2010

Market data as of April 30, 2021 Source: Pitchbook

126%

127%

\$36.17

\$27.28



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



#### Update from Morgan Stanley, April 2021

We rate UnitedHealth Group (UHC) as Overweight. CEO Andrew Witty has made the recent Optum acquisition a strategic priority of the company. Top of the list priorities include Optum Care, increased application of technology to improve processes, and consumer interface improvement. We expect UNH, with its diversified book of business to outperform less diversified peers. Based on our analysis, Optum could account for 70% of United's equity value.



#### **Update from Cantor Fitzgerald, February 2021**

We reiterate our Overweight rating on R1 RCM (RCM). The company reported Q4:20 results that were ahead of our expectations and FactSet consensus. The results benefited from R1's continued cost saving initiatives, which were ahead of its 2020 target, while also benefiting from a recovery in patient volumes. R1 believes it should be able to add \$4 billion in net patient revenue (NPR) in 2021, after adding \$5 billion in end-to-end NPR in 2020, which was ahead of its initial target. In 2021, the company will be focused on organic/inorganic growth, advancing its digitization strategy and building its infrastructure to drive scale and margin expansion. We are increasing our price target given the consistent execution, solid 2021 outlook and visibility to future performance.

### **Update from Cantor Fitzgerald, April 2021**



We reiterate our Neutral rating on Allscripts (MDRX). The company's 2021 revenue and adjusted EBITDA guidance remains unchanged at \$1.5 billion and \$240-260 million, respectively. Given a somewhat improved outlook (as evidenced by its bookings in the quarter), we have increased our top line growth and margin assumptions in our DCF model. We believe the shares are fairly valued given a P/E multiple (based on our 2021 estimate) at 22.5x. The shares are slightly more attractive on an EV/EBITDA basis at less than 9x (our 2021 estimate). But with lackluster top-line growth trends, our rating remains at Neutral.



#### **Update from Cantor Fitzgerald, April 2021**

We reiterate our Neutral rating on Omnicell (OMCL). There is solid deal execution, with OMCL ending Q1:21 with 147 long-term sole source agreements with top 300 health systems, up from 145 at the end of 2020. OMCL is continuing to execute on its long-term, sole source strategy, adding a sole source agreement with Scripps Health (148th agreement) in April. Despite the continued strong free cash flow generation and slightly stronger margin assumptions in our 10-year DCF model, we view our model assumptions as relatively fair and the shares now trade at a 7% premium to our revised price target.





We reiterate our Overweight rating on Evolent Health (EVH), with the spotlight on subsidiary New Century Health (NCH). NCH's partnership with Centene (CNC) is at a stage where CNC plans in SC, GA, KS are going live on NCH Oncology Pathways in H1:FY21, based on our checks. These deals are not represented in Q1:FY21 consensus estimates, but we believe that these expansions could conservatively drive \$5.3 million of incremental Q1:FY21 revenue, contributing \$30.3 million to FY 21 top line. The upside to Q1:FY21 consensus and an increased visibility into the full year has led us to reiterate our Overweight rating. We would be buyers of EVH into earnings.



# **Appendix – Coverage Universe Components**

The coverage universe for various sectors is as follows:

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:GHOP, NAS:STNE, NYS:AXP, NAS:PYPL, NYS:MA, NYS:V, NAS:CATM, PINX:PMTS, NYS:DBD, NYS:EVRI, NYS:US, 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:FFX, 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:ANN, 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:AI, 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:HP, NYS:ENV, NAS:PT, ASX:NWC, NAS:VTR, NAS:BCCP, AMS:HLOW, LON:IGG, NAS:IBKR, NAS:TW, PAR:VIL, NYS:AB, NYS:BLK, NYS:BEN, NYS:IVZ, NAS:WETF, MEX:FINAMEXO, SWX:CFT, TAE:INTL, NYS:AXP, NYS:BAC, LON:HSBA, NYS:HSBC, 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:LLOY, MIL:MB, ASX:NAB, NYS:PNC, PAR:BNP, TSE:TD, NYS:USB, NYS:WFC, ASX:ASX, BSP:B3SA3, NYS:BME, BATS:CBOE, NAS:CME, ETR:DB1, PAR:ENX, PINX:HKXCY, NYS:ICE, 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:GHL, NYS:JMP, NYS:LAZ, ASX:MQG, NYS:MS, TKS:8604, LON:NUM, NYS:PIPR, NYS:RF, NYS:SF, NYS:GS, SWX:UBSG, NYS:BA, NYS:BLK, NYS:BEN, NYS:IVZ, NYS:WDR, NAS:WETF, TSE:AIM, NYS:AMP, NYS:BN, NYS:CNS, LON:HL., NYS:JHG, NAS:NTRS, NAS:TROW, NAS:WIBF, NAS:VRTS, NAS:WOR, NAS:WIRT, NYS:SCHW, LON:CMCX, MEX:ETFC, NYS:GAP, NAS:WIRT, NS:SCHW, LON:CMCX, MEX:ETFC, NYS:GAP, NAS:WIRT, NAS:SIR, NYS:ENV, GREY:KA, NAS:LPLA, LON:SNN, NYS:STT, LON:TCAP, SWX:TEMN, LON:ALFA, PINX:FDVF, 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:GNST, 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:CDLB, NAS:EBIX, NYS:GWRE, NAS:SPNS, PINX:AEGOF, NYS:AL, 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:CRSI, NAS:HOY, 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:DOX, 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:G, 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:CODAY, 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:PLD, NYS:DNB, NYS:DELL, NAS:GSCO, NAS:FINT, NAS:NTAP, NYS:NOW, NAS:NTINX, 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:ARAM, NAS:TTGT, NAS:PST, NAS:SPT, NAS:DDOG, 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:QH, 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:IBM, LON:REL, NAS:WDAY, NYS:EFX, LON:EXPN, NAS:FORR, NYS:IT, NYS:RAMP, NAS:MSTR, TSE:OTEX, NYS:ORCL, NYS:CRM, ETR:SAP, NAS:SPLK, NYS:TDC, NYS:TUFN, NAS:WSFT, TSE:OTEX, NYS:NEWR, NYS:NLSN, NAS:VENT, NAS:VERI, NYS:BM, NAS:PEGA, NAS:MSFT, TSE:OTEX, NYS:ORCL, NYS:CRM, ETR:SAP, NYS:WW, NAS:APPN, MAS:PEGA, NAS:MSFT, TSE:OTEX, NYS:CRM, ETR:SAP, NYS:VWW, NAS:APPN, MAS:PEGA, NAS:MSFT, TSE:OTEX, NYS:CRM, ETR:SAP, NYS:VWW, NAS:ADBE, NAS:GOOGL, NAS:MSTT, TSE:OTEX, NYS:CDD, NYS:WWW, NAS:APPN, MEX:LOGM, 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