

DEALS & MARKET UPDATE

Capital Markets

December 2023











Outsourced Financial **Solutions**





Financial Content Wealth & Asset Providers



Infrastructure

Management



Investment **Banks**

Alternative

Investments



\$ Specialty Finance

Specialized investment bankers at the intersection of finance and technology



Overview of Evolve Capital Partners

About Evolve Capital Partners

- Evolve Capital Partners Inc. ("Evolve") is a growing investment bank focused exclusively on entrepreneurial businesses operating at the intersection of technology-enabled solutions and financial services
- Evolve's primary coverage verticals include Capital Markets and Insurance
- As an independent investment bank, Evolve only advises private and public companies on mergers and acquisitions, divestitures, capital raises, and financial restructurings
- Evolve dispenses bespoke, mission-critical advice within a creative and entrepreneurial environment, ensuring maximum value and successful outcomes
- Since its inception, Evolve has completed dozens of transactions, and professionals of the firm have advised on M&A and financing transactions worth more than \$10 billion
- Evolve was established in 2012 and is based in New York, NY

High-Touch Investment Banking

Our Clients

- Corporations
- PE Backed Companies
- Management Teams
- Independent Directors / Boards

Investment Banking Advisory

■ M&A

- Strategic Capital Formation
- Strategic Alliances Financial Restructuring

Select Evolve Capital Markets Transactions

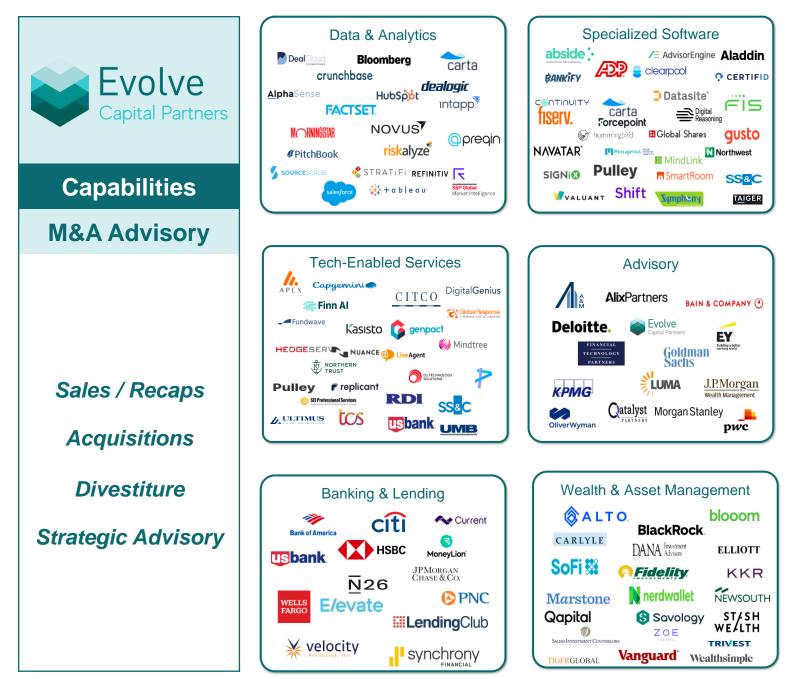






We Focus Exclusively on Capital Markets-Related Firms

Evolve consistently delivers expert strategic advisory across multifaceted Capital Markets sector transactions



Evolve Capital Partners



Capital Markets Industry M&A Update

M&A Market Update

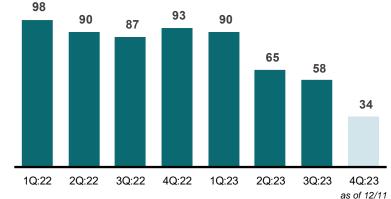
- M&A transaction volumes across services and software / technology remained depressed as investors and sellers continued to wait out market volatility and elevated cost of debt
- Service companies, including capital markets consulting and advisory firms, market services, and investment manager solutions continued a drawn-out downslide in transaction volumes in the second half of the year as financial institutions pulled back from acquisitions and external spend after the banking crisis in 1Q:23
- Software and technology companies, including market platforms and technology solutions, financial and market data, trade processing, and WealthTech saw a "flight to quality" among investors, as growthoriented investments into unprofitable companies became significantly more difficult in a high interest rate and volatility environment
- Banks and lenders, including consumer banks & depositories, investment banks, and non-bank lenders made a strong recovery from the banking crisis of the spring, with 3Q:23 transaction volume exceeding 3Q:22

Relevant News

- **11/28:** Apple is reportedly seeking to end its partnership with Goldman Sachs, including the Apple Card joint venture and its savings account; Apple has given Goldman Sachs 12 - 15 months to exit the relationship
- 11/10: A US subsidiary of China's largest bank (ICBC) was hit by a ransomware attack that disrupted trading of US treasuries; ICBC paid the ransom, and the hack was resolved the same day
- 11/1: CVC Capital Partners, a Luxembourg-based private equity firm with \$172B in assets under management postponed its planned IPO due to unfavorable market conditions

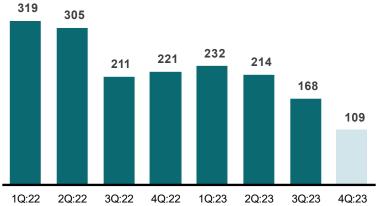
Services 98 93 90 90 87 65 58 34 1Q:22 2Q:22 3Q:22 4Q:22 1Q:23 2Q:23 3Q:23 4Q:23

Announced M&A Transaction Count



Software & Technology

Banking & Lending





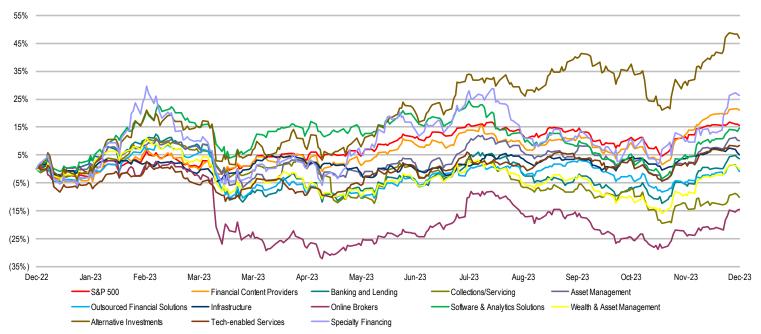


Source: Capital IQ Note(s): 4Q:23 is an incomplete guarter



Market Summary and Key Multiples

Evolve's Capital Markets Industry Stock Market Performance

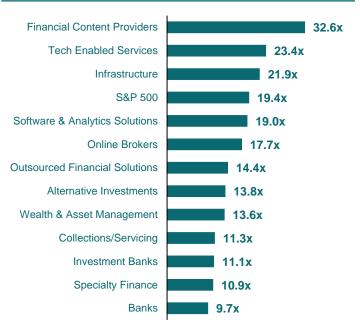


Last Twelve Months Capital Markets Sector Performance

Public Market Commentary

- The capital markets industry has generally underperformed the broader market, as many firms in the sector continued to grapple with elevated inflation and interest rates
- After a short-lived boost to net interest income and margins from rising rates, banks were forced to increase interest payouts to retain customers against high-yielding alternatives in the Treasury and money markets
- A series of high-profile bank failures in the spring of 2023 led to sharp decreases in bank valuations
- Traditional wealth and asset management firms suffered from similar problems, as investors pulled out of traditional public equity managers who had been underperforming safe Treasury and corporate bonds
- Alternative investors performed well due to being able to make investments in private credit markets, where returns have crept up to near equity-like returns in the current interest rate environment
 - Private equity managers also benefited from being able to de-couple their investment valuations from volatile public markets

Capital Markets NTM P / E Multiples



Data as of December 1, 2023 Source: Capital IQ





Recent Notable Capital Markets Transactions



BETTERFRONT

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Capital Partners

December 4: January Technologies raises \$12M Series B

- January Technologies is a technology-enabled debt collection platform that helps creditors improve recovery rates while maintaining relationships with their end customers through a digital-first approach with self-service options
- <u>Strategic Rationale</u>: Credit card debt has reached all-time highs and delinquencies are rising, leading to banks and lenders requiring new, techenabled solutions. January will use the capital to scale its core product line, including launching a solution aimed at targeting delinquencies prior to chargeoff

October 27: Equation acquired Betterfront Technologies

- Betterfront provides a smart data room solution that allows fund managers to visually track returns and connect seamlessly with limited partners and investors, as well as a marketplace for selling secondary stakes
- Equation is a Germany-based data-driven fund-of-funds investment group backing up-and-coming European venture capital managers
- <u>Strategic Rationale</u>: Equation will utilize Betterfront's data room and marketplace solutions for internal use, as well as provide them to managers the firm invests into

October 13: Mphasis acquired Silverline for \$133M

- Silverline is a digital transformation consultancy and Salesforce implementation partner focused on the financial services, healthcare, and media sectors
- Mphasis is an information technology and business process outsourcing service company focused on the financial services, telecom, and technology industries
- <u>Strategic Rationale</u>: The acquisition will solidify Mphasis' position as an end-toend Salesforce enterprise cloud solutions and services provider for clients looking for cloud-first digital transformation

October 13: Sumeru Equity Partners acquired Q4 for \$183M

- Q4 is an investor relations platform connecting publicly traded companies, investors, and sellside analysts; services include investor relations websites, virtual events, investor CRM, and shareholder surveillance and analytics
- Sumeru Equity Partners is a growth-oriented private equity investment group focusing on the software, data analytics, and enterprise technology verticals
- <u>Strategic Rationale</u>: Digital investor relations have become a critical part of publicly traded companies. The partnership will accelerate Q4's product development cycle and broaden customer relationships

Public Company Comparables – Capital Markets Sub-Sectors (1/3)

(All figures in millions of USD, except per share data. Data as of December 1, 2023)

Tech-Enabled Services			Market Data				Operatir	g Perform	ance				Va	luation Mu	ltiples		
-							G	owth Rates	e.								
	Stock	% of 52-	Market	Enterprise	LT	M	Reve	nue:	Earnings	LTM Ma	irgins:	E	V / Revenu	e	E	EV / EBITDA	4
Company Name	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2023	CY 2024	LT	Gross	EBITDA	LTM	CY 2023	CY 2024	LTM	CY 2023	CY 2024
Accenture plc	\$338.06	99.6%	\$212,171	\$207,036	\$64,112	\$11,201	4%	5%	9%	32%	17%	3.2x	3.2x	3.0x	18.5x	16.8x	15.8x
Infosys Limited	\$17.44	89.2%	\$72,191	\$70,470	\$18,539	\$4,298	7%	7%	9%	30%	23%	3.8x	3.8x	3.6x	16.4x	16.1x	14.7x
Capgemini SE	\$203.11	96.9%	\$34,918	\$40,060	\$24,691	\$3,334	3%	4%	12%	27%	14%	1.6x	1.6x	1.6x	12.0x	11.4x	10.5x
Wipro Limited	\$4.90	91.9%	\$25,535	\$23,642	\$11,021	\$2,030	3%	4%	4%	30%	18%	2.1x	2.2x	2.1x	11.6x	11.8x	10.9x
Booz Allen Hamilton Holding Corpora	\$128.16	97.6%	\$16,710	\$19,796	\$10,031	\$665	13%	8%	8%	23%	7%	2.0x	1.9x	1.8x	29.8x	17.9x	16.4x
Genpact Limited	\$34.76	71.6%	\$6,306	\$7,302	\$4,433	\$719	2%	5%	7%	35%	16%	1.6x	1.6x	1.6x	10.2x	8.9x	8.2x
CorVel Corporation	\$216.05	94.4%	\$3,696	\$3,639	\$751	\$120	NA	NA	NA	22%	16%	4.8x	NA	NA	30.3x	NA	NA
Korn Ferry	\$52.91	88.3%	\$2,789	\$2,686	\$2,815	\$323	1%	1%	(2%)	22%	11%	1.0x	1.0x	1.0x	8.3x	6.5x	6.5x
Veradigm Inc.	\$12.13	61.4%	\$1,325	\$1,052	\$1,529	\$115	4%	6%	NA	51%	8%	0.7x	1.6x	1.6x	9.1x	6.3x	6.0x
Conduent Incorporated	\$3.17	64.1%	\$689	\$1,912	\$3,755	\$272	(4%)	1%	NA	22%	7%	0.5x	0.5x	0.5x	7.0x	5.5x	5.2x
MEAN							4%	5%	7%	29%	14%	2.1x	1.9x	1.9x	15.3x	11.2x	10.5x
MEDIAN							3%	5%	8%	28%	15%	1.8x	1.6x	1.6x	11.8x	11.4x	10.5x

Software & Analytics Solutions			Market Data				Operati	ng Perforn	nance				Va	aluation Mu	ltiples		
							G	rowth Rates	S:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reve	nue:	Earnings	LTM Ma	argins:	E	V / Revenu	e	E	EV / EBITD	Α
Company Name	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2023	CY 2024	LT	Gross	EBITDA	LTM	CY 2023	CY 2024	LTM	CY 2023	CY 2024
SS&C Technologies Holdings, Inc.	\$57.67	89.4%	\$14,274	\$20,962	\$5,430	\$1,800	4%	4%	1%	48%	33%	3.9x	3.8x	3.7x	11.6x	10.0x	9.3x
Temenos AG	\$85.29	90.6%	\$6,141	\$6,881	\$980	\$213	4%	9%	0%	64%	22%	7.0x	7.0x	6.4x	32.3x	17.4x	15.7x
Clearwater Analytics Holdings, Inc.	\$19.76	90.3%	\$4,014	\$3,868	\$352	(\$3)	21%	20%	36%	71%	(1%)	11.0x	10.5x	8.8x	NMF	37.1x	29.0x
Intapp, Inc.	\$37.61	74.5%	\$2,620	\$2,498	\$373	(\$49)	25%	18%	NMF	68%	(13%)	6.7x	6.4x	5.4x	NMF	NMF	60.7x
Envestnet, Inc.	\$39.47	57.0%	\$2,157	\$3,113	\$1,221	\$102	0%	8%	6%	28%	8%	2.6x	2.5x	2.3x	30.5x	12.6x	10.2x
MeridianLink, Inc.	\$19.95	87.9%	\$1,576	\$1,904	\$300	\$54	6%	8%	20%	69%	18%	6.4x	6.3x	5.8x	34.9x	17.8x	15.9x
IntegraFin Holdings plc	\$3.16	74.5%	\$1,048	\$813	\$169	\$41	2%	8%	2%	84%	24%	4.8x	4.7x	4.4x	19.8x	11.3x	10.8x
Iress Limited	\$4.90	67.0%	\$899	\$1,194	\$416	\$64	2%	(0%)	(10%)	26%	15%	2.9x	2.8x	2.8x	18.5x	14.6x	13.1x
MEAN							8%	9%	8%	57%	13%	5.6x	5.5x	4.9x	24.6x	17.3x	20.6x
MEDIAN							4%	8%	2%	66%	17%	5.6x	5.5x	4.9x	25.2x	14.6x	14.4x

Infrastructure			Market Data				Operatin	g Perforn	nance				Va	aluation Mu	ltiples		
							Gr	owth Rates	5								
	Stock	% of 52-	Market	Enterprise	LT	м	Reve	nue:	Earnings	LTM Ma	argins:	E	V / Revenu	e	E	EV / EBITD	4
Company Name	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2023	CY 2024	LT	Gross	EBITDA	LTM	CY 2023	CY 2024	LTM	CY 2023	CY 2024
CME Group Inc.	\$219.54	98.1%	\$79,033	\$80,521	\$5,338	\$3,585	10%	4%	10%	NA	67%	15.1x	14.6x	14.1x	22.5x	21.3x	20.4x
Intercontinental Exchange, Inc.	\$114.24	96.2%	\$65,387	\$88,208	\$7,555	\$4,696	10%	14%	6%	NA	62%	11.7x	11.0x	9.7x	18.8x	17.1x	15.4x
Hong Kong Exchanges and Clearing	\$35.81	73.2%	\$45,310	\$15,816	\$2,651	\$1,860	13%	6%	2%	96%	70%	6.0x	6.0x	5.6x	8.5x	8.1x	7.4x
Deutsche Börse AG	\$191.48	94.6%	\$35,183	\$44,955	\$6,348	\$2,864	(5%)	9%	15%	82%	45%	7.1x	8.3x	7.6x	15.7x	14.1x	13.2x
Nasdaq, Inc.	\$55.90	83.8%	\$32,252	\$36,974	\$5,999	\$2,027	(40%)	22%	8%	61%	34%	6.2x	9.9x	8.1x	18.2x	17.9x	14.8x
Cboe Global Markets, Inc.	\$180.26	98.1%	\$19,028	\$20,251	\$3,810	\$1,176	(52%)	7%	8%	49%	31%	5.3x	10.6x	9.9x	17.2x	16.7x	15.9x
Japan Exchange Group, Inc.	\$20.40	94.1%	\$10,616	\$9,517	\$957	\$651	7%	5%	NA	NA	68%	9.9x	9.8x	9.3x	14.6x	14.9x	14.3x
Singapore Exchange Limited	\$7.20	96.3%	\$7,703	\$7,446	\$895	\$466	8%	5%	5%	87%	52%	8.3x	8.0x	7.6x	16.0x	13.9x	13.3x
ASX Limited	\$38.59	80.8%	\$7,470	\$6,227	\$935	\$510	(2%)	(13%)	1%	78%	55%	6.7x	7.6x	8.8x	12.2x	14.1x	13.9x
TMX Group Limited	\$22.07	96.3%	\$6,124	\$6,823	\$2,036	\$1,638	(36%)	5%	3%	97%	80%	3.4x	7.7x	7.3x	4.2x	14.2x	13.2x
MEAN							(9%)	7%	6%	79%	56%	8.0x	9.3x	8.8x	14.8x	15.2x	14.2x
MEDIAN							3%	6%	6%	82%	58%	6.9x	9.0x	8.4x	15.8x	14.5x	14.1x

Collections Servicing			Market Data				Operati	ng Perfori	mance				Va	aluation Mu	ltiples		
							G	rowth Rate	S:								
	Stock	% of 52-	Market	Enterprise	LT	M	Reve	nue:	Earnings	LTM M	argins:	E	V / Revenu	e		EV / EBITD	A
Company Name	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2023	CY 2024	LT	Gross	EBITDA	LTM	CY 2023	CY 2024	LTM	CY 2023	CY 2024
Nelnet, Inc.	\$85.55	84.2%	\$3,193	\$15,450	\$1,223	NA	(14%)	10%	NA	83%	NA	12.6x	11.9x	10.8x	NA	NA	NA
Navient Corporation	\$17.70	89.9%	\$2,081	\$60,907	\$1,296	NA	(42%)	(21%)	(17%)	NA	NA	NMF	NMF	NMF	NA	NA	NA
Encore Capital Group, Inc.	\$45.32	77.5%	\$1,066	\$4,071	\$1,179	\$276	(9%)	12%	NA	NA	23%	3.5x	3.2x	2.9x	14.7x	10.9x	8.6x
PRA Group, Inc.	\$19.67	45.4%	\$772	\$3,596	\$804	\$134	(18%)	18%	(25%)	NA	17%	4.5x	4.5x	3.8x	26.9x	32.9x	15.1x
Performant Financial Corporation	\$3.01	75.8%	\$231	\$225	\$110	(\$6)	3%	13%	NMF	19%	(6%)	2.0x	2.0x	1.8x	NMF	NMF	30.6x
MEAN							(16%)	6%	(21%)	51%	11%	5.6x	5.4x	4.8x	20.8x	21.9x	18.1x
MEDIAN							(14%)	12%	(21%)	51%	17%	4.0x	3.9x	3.3x	20.8x	21.9x	15.1x

Financial Content Providers			Market Data				Operati	ng Perforn	nance				Va	aluation Mu	ltiples		
							G	rowth Rates	S:								
	Stock	% of 52-	Market	Enterprise	LI	м	Reve	nue:	Earnings	LTM M	argins:	E	V / Revenu	e	E	EV / EBITDA	4
Company Name	Price	Wk. High	Value	Value	Revenue	EBITDA	CY 2023	CY 2024	LT	Gross	EBITDA	LTM	CY 2023	CY 2024	LTM	CY 2023	CY 2024
S&P Global Inc.	\$422.00	98.4%	\$133,690	\$147,763	\$12,282	\$5,439	11%	7%	11%	66%	44%	12.0x	11.9x	11.1x	27.2x	25.3x	22.9x
RELX PLC	\$38.63	97.7%	\$72,697	\$81,188	\$11,513	\$3,619	8%	7%	11%	64%	31%	7.1x	7.0x	6.5x	22.4x	18.3x	16.9x
Moody's Corporation	\$371.05	98.1%	\$67,905	\$73,532	\$5,726	\$2,451	8%	10%	(0%)	71%	43%	12.8x	12.4x	11.3x	30.0x	28.0x	24.5x
Thomson Reuters Corporation	\$140.94	97.6%	\$64,197	\$66,145	\$6,744	\$2,016	3%	5%	17%	40%	30%	9.8x	9.7x	9.2x	32.8x	24.9x	23.7x
MSCI Inc.	\$527.70	92.2%	\$41,736	\$45,465	\$2,415	\$1,408	11%	12%	12%	82%	58%	18.8x	18.2x	16.2x	32.3x	30.5x	27.5x
Gartner, Inc.	\$441.14	98.6%	\$34,386	\$36,218	\$5,826	\$1,329	8%	8%	7%	68%	23%	6.2x	6.1x	5.7x	27.3x	24.8x	23.5x
FactSet Research Systems Inc.	\$455.17	97.7%	\$17,291	\$18,670	\$2,086	\$761	11%	7%	11%	53%	36%	9.0x	8.8x	8.2x	24.5x	23.1x	21.4x
Morningstar, Inc.	\$284.30	99.2%	\$12,140	\$13,016	\$1,975	\$320	8%	10%	10%	58%	16%	6.6x	6.4x	5.8x	40.7x	30.6x	24.8x
CRISIL Limited	\$50.69	94.7%	\$3,706	\$3,630	\$366	\$94	14%	12%	16%	44%	26%	9.9x	9.6x	8.6x	38.7x	36.7x	32.5x
Forrester Research, Inc.	\$24.73	63.3%	\$476	\$454	\$500	\$48	(11%)	(3%)	(2%)	58%	10%	0.9x	0.9x	1.0x	9.5x	7.4x	8.1x
Value Line, Inc.	\$44.40	71.5%	\$419	\$360	\$39	\$13	NA	NA	NA	86%	33%	9.1x	NA	NA	27.8x	NA	NA
MEAN							7%	7%	9%	63%	32%	9.3x	9.1x	8.4x	28.5x	25.0x	22.6x
MEDIAN							8%	7%	11%	64%	31%	9.1x	9.2x	8.4x	27.8x	25.1x	23.6x



Public Company Comparables – Capital Markets Sub-Sectors (2/3)

(All figures in millions of USD, except per share data. Data as of December 1, 2023)

Alternative Investments			Market Data	3			Operatin	ng Perforr	nance				١	aluation M	Aultiples			
							G	rowth Rate	5:									
	Stock	% of 52-	Market	Total	L	TM	Reve	enue	Earnings	LTM Net		MV / Rev.			P/E		Price	
Company Name	Price	Wk. High	Value	Assets	Revenue	Net Income	CY 2023	CY 2024	LT	Income %	LTM	CY 2023	CY 2024	LTM	CY 2023	CY 2024	Book	ROE %
Blackstone Inc.	\$114.28	97.4%	\$81,201	\$41,664	\$8,244	\$1,797	25%	34%	7%	22%	9.9x	8.1x	6.1x	45.2x	15.9x	11.6x	NMF	24%
KKR & Co. Inc.	\$74.87	98.3%	\$66,261	\$288,733	\$15,297	\$2,442	1%	43%	7%	16%	4.3x	11.9x	8.3x	27.1x	22.0x	15.4x	3.2x	13%
Apollo Global Management, Inc.	\$92.70	99.2%	\$52,612	\$283,235	\$25,756	\$1,566	(71%)	14%	29%	6%	2.0x	16.5x	14.4x	33.6x	13.3x	10.7x	7.5x	NMF
3i Group plc	\$28.49	95.6%	\$27,478	\$24,904	\$5,932	\$5,686	(7%)	(3%)	4%	96%	4.6x	5.0x	5.2x	4.8x	5.4x	5.5x	1.2x	28%
Ares Management Corporation	\$111.81	99.5%	\$21,141	\$23,384	\$3,516	\$398	(0%)	31%	11%	11%	6.0x	7.0x	5.3x	53.1x	31.1x	22.6x	NMF	25%
EQT Corporation	\$40.24	89.0%	\$16,552	\$24,555	\$6,178	\$2,945	(50%)	21%	75%	48%	2.7x	2.7x	2.3x	5.6x	17.8x	9.7x	1.2x	25%
The Carlyle Group Inc.	\$35.18	91.8%	\$12,693	\$20,957	\$2,264	\$211	(18%)	26%	(2%)	9%	5.6x	3.7x	3.0x	60.2x	11.0x	8.9x	2.1x	4%
TPG Inc.	\$35.44	95.2%	\$2,856	\$7,383	\$1,846	\$81	(36%)	50%	21%	4%	1.5x	2.2x	1.5x	35.4x	5.4x	3.2x	5.3x	16%
MEAN							(20%)	27%	19%	27%	4.6x	7.2x	5.7x	33.1x	15.2x	11.0x	3.4x	19%
MEDIAN							(12%)	29%	9%	14%	4.5x	6.0x	5.3x	34.5x	14.6x	10.2x	2.7x	24%

Banks and Lending			Market Dat	а			Operatir	ng Perforr	nance				١	/aluation I	Multiples			
							G	rowth Rate	s:									
	Stock	% of 52-	Market	Total	L	тм	Reve	enue	Earnings	LTM Net		MV / Rev.			P/E		Price	
Company Name	Price	Wk. High	Value	Assets	Revenue	Net Income	CY 2023	CY 2024	LT	Income %	LTM	CY 2023	CY 2024	LTM	CY 2023	CY 2024	Book	ROE %
JPMorgan Chase & Co.	\$156.84	98.4%	\$453,426	\$3,898,333	\$142,431	\$49,486	31%	(1%)	(2%)	35%	3.2x	2.8x	2.9x	9.2x	9.2x	10.5x	1.6x	18%
Bank of America Corporation	\$30.96	83.7%	\$245,009	\$3,153,090	\$96,772	\$28,932	9%	(0%)	(4%)	30%	2.5x	2.4x	2.4x	8.5x	8.9x	9.5x	0.9x	12%
Wells Fargo & Company	\$45.02	92.2%	\$163,496	\$1,909,261	\$76,492	\$17,204	14%	(2%)	(2%)	22%	2.1x	2.0x	2.0x	9.5x	8.6x	9.4x	1.0x	11%
Citigroup Inc.	\$47.23	88.7%	\$90,393	\$2,368,477	\$72,548	\$12,301	13%	(1%)	(11%)	17%	1.2x	1.1x	1.1x	7.3x	7.8x	8.0x	0.5x	7%
U.S. Bancorp	\$39.38	78.8%	\$61,315	\$668,039	\$24,598	\$5,138	27%	(1%)	(3%)	21%	2.5x	2.2x	2.2x	11.9x	9.8x	9.7x	1.3x	12%
The PNC Financial Services Grc	\$139.00	82.2%	\$55,369	\$557,334	\$20,974	\$5,787	4%	(0%)	(2%)	28%	2.6x	2.6x	2.6x	9.6x	9.9x	11.0x	1.3x	14%
Truist Financial Corporation	\$33.27	62.4%	\$44,371	\$542,707	\$21,896	\$5,325	6%	(2%)	(9%)	24%	2.0x	1.9x	1.9x	8.3x	8.7x	9.6x	0.8x	10%
Capital One Financial Corporatic	\$113.93	92.6%	\$43,390	\$471,435	\$26,336	\$5,104	29%	4%	(16%)	19%	1.6x	1.2x	1.1x	8.5x	8.8x	8.4x	0.9x	11%
The Bank of New York Mellon C	\$48.71	93.2%	\$37,462	\$405,248	\$17,054	\$3,401	7%	1%	3%	20%	2.2x	2.1x	2.1x	11.0x	9.7x	9.9x	1.0x	10%
State Street Corporation	\$73.92	78.0%	\$22,810	\$284,415	\$12,021	\$2,345	(1%)	0%	(4%)	20%	1.9x	1.9x	1.9x	9.7x	9.4x	10.4x	1.1x	10%
Fifth Third Bancorp	\$30.58	80.4%	\$20,825	\$212,967	\$8,231	\$2,417	12%	(1%)	(4%)	29%	2.5x	2.4x	2.4x	8.6x	8.7x	9.6x	1.4x	17%
Enova	\$11.74	75.2%	\$17,000	\$186,650	\$7,221	\$2,219	7%	(0%)	0%	31%	2.4x	2.3x	2.3x	7.7x	8.4x	9.3x	1.1x	14%
OneMain Holdings, Inc.	\$43.33	89.1%	\$5,195	\$24,146	\$2,557	\$658	53%	6%	(10%)	26%	2.0x	1.2x	1.2x	7.9x	8.0x	6.5x	1.7x	21%
The Bancorp, Inc.	\$39.09	94.1%	\$2,097	\$7,466	\$443	\$189	2%	7%	21%	43%	4.7x	5.9x	5.6x	11.1x	10.5x	9.5x	2.7x	26%
Enova International, Inc.	\$42.67	72.8%	\$1,275	\$4,103	\$1,020	\$191	112%	14%	(1%)	19%	1.2x	0.6x	0.5x	6.7x	5.9x	5.5x	1.0x	16%
Encore Capital Group, Inc.	\$45.32	77.5%	\$1,066	\$4,760	\$1,179	(\$9)	(9%)	12%	NA	(1%)	0.9x	0.8x	0.7x	NMF	10.9x	6.5x	0.9x	(1%)
LendingClub Corporation	\$6.75	61.8%	\$740	\$8,472	\$1,177	\$52	(32%)	(6%)	28%	4%	0.6x	0.9x	0.9x	14.1x	29.5x	23.3x	0.6x	4%
MEAN							14%	(0%)	(5%)	24%	2.2x	2.1x	2.1x	9.3x	9.0x	9.6x	1.1x	12%
MEDIAN							12%	(1%)	(4%)	22%	2.2x	2.1x	2.1x	9.2x	8.9x	9.6x	1.0x	11%

Wealth & Asset Management	nt		Market Data	ı			Operatin	ng Perforn	nance				v	aluation I	/lultiples			
							G	rowth Rate	5:									
	Stock	% of 52-	Market	Total	L	TM	Reve	enue	Earnings	LTM Net		MV / Rev.			P/E		Price	
Company Name	Price	Wk. High	Value	Assets	Revenue	Net Income	CY 2023	CY 2024	LT	Income %	LTM	CY 2023	CY 2024	LTM	CY 2023	CY 2024	Book	ROE %
BlackRock, Inc.	\$756.35	96.7%	\$112,516	\$118,585	\$17,565	\$5,386	(0%)	7%	1%	31%	6.4x	6.3x	5.9x	20.9x	20.2x	20.0x	2.9x	14%
The Bank of New York Mellon C	\$48.71	93.2%	\$37,462	\$405,248	\$17,054	\$3,401	7%	1%	3%	20%	2.2x	2.1x	2.1x	11.0x	9.7x	9.9x	1.0x	10%
Ameriprise Financial, Inc.	\$356.29	99.5%	\$36,055	\$165,136	\$15,660	\$2,238	7%	3%	6%	14%	2.3x	2.4x	2.3x	16.1x	11.4x	10.8x	9.4x	63%
T. Rowe Price Group, Inc.	\$102.45	77.2%	\$22,895	\$12,557	\$6,343	\$1,578	(1%)	(2%)	(15%)	25%	3.6x	3.6x	3.6x	14.5x	13.7x	15.1x	2.4x	17%
State Street Corporation	\$73.92	78.0%	\$22,810	\$284,415	\$12,021	\$2,345	(1%)	0%	(4%)	20%	1.9x	1.9x	1.9x	9.7x	9.4x	10.4x	1.1x	10%
Northern Trust Corporation	\$80.28	80.1%	\$16,621	\$146,331	\$6,729	\$1,096	3%	1%	(3%)	16%	2.5x	2.4x	2.4x	15.2x	13.2x	13.9x	1.5x	10%
Franklin Resources, Inc.	\$25.63	74.6%	\$12,676	\$30,121	\$7,849	\$845	(4%)	1%	(7%)	11%	1.6x	1.6x	1.6x	15.0x	9.7x	10.0x	1.1x	7%
Amundi S.A.	\$61.37	87.3%	\$12,479	-	\$6,506	\$1,204	(47%)	3%	0%	19%	1.9x	3.6x	3.5x	10.4x	9.5x	9.3x	1.1x	10%
Schroders plc	\$5.15	80.2%	\$8,112	\$27,288	\$3,796	\$557	(19%)	5%	(3%)	15%	2.1x	2.7x	2.5x	14.6x	12.1x	11.5x	1.5x	10%
Invesco Ltd.	\$14.86	72.3%	\$6,680	\$29,432	\$5,746	\$596	(28%)	0%	(13%)	10%	1.2x	1.5x	1.5x	11.2x	10.2x	9.1x	0.6x	5%
MEAN							(8%)	2%	(3%)	18%	2.6x	2.8x	2.7x	13.9x	11.9x	12.0x	2.3x	16%
MEDIAN							(1%)	1%	(3%)	17%	2.2x	2.4x	2.3x	14.5x	10.8x	10.6x	1.3x	10%

Online Brokers			Market Dat	a			Operati	ng Perfori	mance				١	aluation	Multiples			
							G	rowth Rate	S:									
	Stock	% of 52-	Market	Total	L	TM	Reve	enue	Earnings	LTM Net		MV / Rev.			P/E		Price	
Company Name	Price	Wk. High	Value	Assets	Revenue	Net Income	CY 2023	CY 2024	LT	Income %	LTM	CY 2023	CY 2024	LTM	CY 2023	CY 2024	Book	ROE %
The Charles Schwab Corporation	\$63.16	72.9%	\$115,114	\$475,204	\$19,921	\$5,552	(8%)	9%	9%	28%	5.8x	6.0x	5.6x	20.7x	19.8x	16.3x	4.0x	20%
XP Inc.	\$23.92	86.3%	\$13,110	\$47,808	\$2,743	\$745	15%	19%	10%	27%	4.8x	4.3x	3.6x	17.6x	16.1x	12.6x	3.2x	19%
MarketAxess Holdings Inc.	\$240.17	60.1%	\$9,104	\$1,738	\$733	\$248	4%	13%	6%	34%	12.4x	12.2x	10.8x	36.8x	36.5x	32.0x	7.6x	22%
Interactive Brokers Group, Inc.	\$78.14	81.7%	\$8,362	\$120,636	\$4,237	\$576	38%	9%	21%	14%	2.0x	1.9x	1.8x	14.5x	13.7x	12.1x	2.5x	19%
Robinhood Markets, Inc.	\$9.32	70.4%	\$8,060	\$26,318	\$1,774	(\$737)	35%	10%	NMF	(42%)	4.5x	4.4x	4.0x	NMF	23.9x	17.4x	1.2x	(11%)
Futu Holdings Limited	\$54.43	75.4%	\$7,600	\$12,367	\$1,164	\$558	40%	11%	18%	48%	6.5x	5.8x	5.2x	13.6x	12.6x	11.7x	2.5x	20%
Swissquote Group Holding Ltd	\$230.46	97.5%	\$3,443	\$12,148	\$568	\$215	25%	10%	11%	38%	6.1x	5.6x	5.1x	16.0x	13.5x	11.7x	3.8x	26%
Virtu Financial, Inc.	\$18.26	82.4%	\$1,652	\$17,618	\$1,727	\$156	(38%)	5%	(17%)	9%	1.0x	1.3x	1.3x	10.6x	4.8x	4.3x	1.3x	12%
Plus500 Ltd.	\$18.68	74.5%	\$1,483	\$940	\$676	\$273	(22%)	2%	(7%)	40%	2.2x	2.3x	2.3x	5.4x	6.4x	6.6x	2.2x	37%
AJ Bell plc	\$3.17	63.3%	\$1,305	\$297	\$275	\$86	26%	9%	13%	31%	4.7x	4.6x	4.2x	15.1x	15.0x	14.8x	6.2x	46%
Matsui Securities Co., Ltd.	\$5.03	85.2%	\$1,294	\$7,354	\$212	\$59	12%	5%	NA	28%	6.1x	6.0x	5.7x	21.9x	NA	NA	2.5x	11%
Monex Group, Inc.	\$4.47	89.1%	\$1,147	\$10,690	\$551	\$43	4%	(8%)	NA	8%	2.1x	2.0x	2.2x	26.4x	NA	NA	1.6x	6%
UP Fintech Holding Limited	\$4.48	77.2%	\$696	\$3,484	\$228	\$36	26%	12%	28%	16%	3.1x	2.7x	2.4x	19.5x	14.2x	12.3x	1.4x	8%
CMC Markets plc	\$1.15	35.8%	\$322	\$736	\$324	\$13	(6%)	7%	(26%)	4%	1.0x	1.0x	0.9x	25.1x	14.7x	13.5x	0.7x	3%
MEAN							11%	8%	6%	20%	4.4x	4.3x	3.9x	18.7x	15.9x	13.8x	2.9x	17%
MEDIAN							13%	9%	10%	28%	4 6x	4 3x	3 8x	17 6x	14 4x	12.5x	2 5x	19%



Source: Capital IQ

Public Company Comparables – Capital Markets Sub-Sectors (3/3)

(All figures in millions of USD, except per share data. Data as of December 1, 2023)

Outsourced Financial Solu	tions		Market Data	1			Operation	ng Perform	nance				١	aluation M	lultiples			
							G	rowth Rate	s:									
	Stock	% of 52-	Market	Total	L	TM	Reve	enue	Earnings	LTM Net		MV / Rev.			P/E		Price	
Company Name	Price	Wk. High	Value	Assets	Revenue	Net Income	CY 2023	CY 2024	LT	Income %	LTM	CY 2023	CY 2024	LTM	CY 2023	CY 2024	Book	ROE %
Broadridge Financial Solutions,	\$195.40	99.4%	\$22,988	\$8,071	\$6,209	\$671	7%	7%	10%	11%	3.7x	3.6x	3.4x	34.3x	26.3x	24.0x	NMF	33%
State Street Corporation	\$73.92	78.0%	\$22,810	\$284,415	\$12,021	\$2,345	(1%)	0%	(4%)	20%	1.9x	1.9x	1.9x	9.7x	9.4x	10.4x	1.1x	10%
LPL Financial Holdings Inc.	\$221.99	86.2%	\$16,787	\$9,487	\$9,742	\$1,168	15%	9%	26%	12%	1.7x	1.7x	1.6x	14.4x	13.8x	14.1x	8.0x	57%
Computershare Limited	\$15.61	86.7%	\$9,368	\$6,146	\$3,201	\$445	12%	(5%)	23%	14%	2.9x	2.9x	3.1x	21.1x	13.8x	13.1x	4.4x	21%
SEI Investments Company	\$59.88	92.6%	\$7,879	\$2,397	\$1,892	\$454	(4%)	1%	(1%)	24%	4.2x	4.1x	4.1x	17.4x	16.9x	16.3x	3.8x	23%
Envestnet, Inc.	\$39.47	57.0%	\$2,157	\$2,031	\$1,221	(\$92)	0%	8%	6%	(8%)	1.8x	1.7x	1.6x	NMF	16.3x	13.0x	2.9x	(11%)
AssetMark Financial Holdings, I	\$26.24	79.5%	\$1,949	\$1,605	\$714	\$114	(12%)	6%	18%	16%	2.7x	3.6x	3.4x	17.1x	11.5x	10.6x	1.6x	10%
Bravura Solutions Limited	\$0.51	79.4%	\$230	\$169	\$167	(\$187)	(4%)	2%	(26%)	NMF	1.4x	1.4x	1.4x	NMF	NMF	NMF	2.7x	NMF
MEAN							2%	4%	7%	13%	2.5x	2.6x	2.5x	19.0x	15.4x	14.5x	3.5x	20%
MEDIAN							(1%)	4%	8%	14%	2.3x	2.4x	2.5x	17.2x	13.8x	13.1x	2.9x	21%

Investment Banks			Market Dat	а			Operati	ng Perfori	mance				١	aluation l	Multiples			
							G	rowth Rate	S:									
	Stock	% of 52-	Market	Total	L	тм	Reve	enue	Earnings	LTM Net		MV / Rev.			P/E		Price	
Company Name	Price	Wk. High	Value	Assets	Revenue	Net Income	CY 2023	CY 2024	LT	Income %	LTM	CY 2023	CY 2024	LTM	CY 2023	CY 2024	Book	ROE %
JPMorgan Chase & Co.	\$156.84	98.4%	\$453,426	\$3,898,333	\$142,431	\$49,486	31%	(1%)	(2%)	35%	3.2x	2.8x	2.9x	9.2x	9.2x	10.5x	1.6x	18%
Morgan Stanley	\$80.89	80.1%	\$132,766	\$1,169,013	\$53,380	\$9,260	2%	4%	(6%)	17%	2.5x	2.4x	2.4x	14.3x	14.3x	12.6x	1.5x	10%
The Goldman Sachs Group, Inc.	\$348.43	91.8%	\$119,665	\$1,577,153	\$44,106	\$7,170	3%	10%	(12%)	16%	2.7x	2.6x	2.4x	16.7x	14.0x	10.2x	1.1x	7%
UBS Group AG	\$28.51	97.9%	\$92,193	\$1,644,522	\$36,914	\$30,888	4%	17%	2%	84%	2.5x	2.6x	2.2x	3.0x	28.7x	17.7x	1.1x	44%
Macquarie Group Limited	\$111.73	85.7%	\$41,065	\$262,748	\$12,272	\$2,763	(6%)	4%	2%	23%	3.3x	3.5x	3.4x	14.9x	15.3x	14.7x	1.9x	13%
Deutsche Bank Aktiengesellsch	\$12.51	93.2%	\$24,936	\$1,475,260	\$29,509	\$5,241	11%	2%	14%	18%	0.8x	0.8x	0.8x	4.8x	5.3x	5.1x	0.3x	7%
Raymond James Financial, Inc.	\$107.92	89.4%	\$22,513	\$78,360	\$11,510	\$1,728	7%	7%	8%	15%	2.0x	1.9x	1.8x	13.0x	12.2x	11.3x	2.2x	18%
Nomura Holdings, Inc.	\$4.11	91.5%	\$12,390	\$372,196	\$9,725	\$902	6%	4%	NA	9%	1.3x	1.3x	1.2x	13.7x	NA	NA	0.6x	4%
Houlihan Lokey, Inc.	\$109.93	95.2%	\$7,584	\$2,782	\$1,784	\$251	(3%)	15%	(1%)	14%	4.3x	4.1x	3.5x	30.2x	24.5x	20.4x	4.6x	16%
Stifel Financial Corp.	\$62.95	91.5%	\$6,421	\$37,878	\$4,295	\$499	(1%)	7%	(4%)	12%	1.5x	1.5x	1.4x	12.9x	11.7x	9.4x	1.4x	11%
Evercore Inc.	\$149.89	96.6%	\$5,647	\$3,226	\$2,473	\$313	(14%)	21%	(8%)	13%	2.3x	2.4x	2.0x	18.0x	21.6x	12.1x	3.9x	22%
Moelis & Company	\$49.22	92.3%	\$3,281	\$1,120	\$847	\$1	(12%)	26%	(15%)	0%	3.9x	3.8x	3.0x	NMF	NMF	26.8x	8.9x	0%
Lazard Ltd	\$30.23	69.6%	\$2,643	\$4,296	\$2,431	(\$101)	(16%)	16%	(9%)	(4%)	1.1x	1.1x	1.0x	NMF	53.3x	8.7x	7.3x	(22%)
Piper Sandler Companies	\$158.20	96.9%	\$2,392	\$1,965	\$1,267	\$72	(13%)	23%	(10%)	6%	1.9x	1.9x	1.6x	33.4x	17.0x	11.5x	2.3x	7%
MEAN							(0%)	11%	(3%)	18%	2.4x	2.3x	2.1x	15.3x	18.9x	13.2x	2.8x	11%
MEDIAN							0%	9%	(4%)	15%	2.4x	2.4x	2.1x	14.0x	14.8x	11.5x	1.7x	11%

Specialty Finance			Market Data	a			Operatir	ng Perforr	nance				١	aluation I	Multiples			
							-	rowth Rate	-									
	Stock	% of 52-	Market	Total		TM	Reve		Earnings	LTM Net		MV / Rev.			P/E		Price	
Company Name	Price	Wk. High	Value	Assets	Revenue	Net Income	CY 2023	CY 2024	LT	Income %	LTM	CY 2023	CY 2024	LTM	CY 2023	CY 2024	Book	ROE %
Capital One Financial Corporatic	\$113.93	92.6%	\$43,390	\$471,435	\$26,336	\$5,104	29%	4%	(16%)	19%	1.6x	1.2x	1.1x	8.5x	8.8x	8.4x	0.9x	11%
Affirm Holdings, Inc.	\$37.67	89.9%	\$11,366	\$8,407	\$1,723	(\$906)	23%	23%	NMF	(53%)	6.6x	6.3x	5.1x	NMF	NMF	NMF	4.4x	(35%)
Credit Acceptance Corporation	\$473.90	82.3%	\$5,955	\$7,397	\$929	\$320	60%	8%	(11%)	34%	6.4x	3.1x	2.9x	18.6x	11.7x	12.5x	3.5x	19%
OneMain Holdings, Inc.	\$43.33	89.1%	\$5,195	\$24,146	\$2,557	\$658	53%	6%	(10%)	26%	2.0x	1.2x	1.2x	7.9x	8.0x	6.5x	1.7x	21%
FirstCash Holdings, Inc.	\$112.92	98.2%	\$5,094	\$4,175	\$3,049	\$230	15%	9%	21%	8%	1.7x	1.6x	1.5x	22.2x	19.1x	16.1x	2.7x	12%
TCS Group Holding PLC	\$24.00	70.2%	\$4,769	\$21,169	\$2,700	\$778	NA	NA	NA	29%	1.8x	NA	NA	6.1x	NA	NA	1.7x	54%
SLM Corporation	\$15.73	87.8%	\$3,559	\$29,273	\$1,080	\$319	33%	(3%)	(19%)	30%	3.3x	2.2x	2.3x	11.1x	5.9x	6.8x	2.3x	19%
Upstart Holdings, Inc.	\$32.37	44.6%	\$2,753	\$2,002	\$546	(\$253)	(40%)	30%	(22%)	(46%)	5.0x	5.4x	4.2x	NMF	NMF	NMF	4.3x	(37%)
The Bancorp, Inc.	\$39.09	94.1%	\$2,097	\$7,466	\$443	\$189	2%	7%	21%	43%	4.7x	5.9x	5.6x	11.1x	10.5x	9.5x	2.7x	26%
Lufax Holding Ltd	\$0.91	27.5%	\$2,095	\$36,305	\$7,081	\$128	(49%)	(2%)	(24%)	2%	0.3x	0.4x	0.4x	16.3x	8.8x	4.7x	0.2x	1%
Pathward Financial, Inc.	\$51.16	84.6%	\$1,330	\$7,536	\$644	\$161	14%	13%	NA	25%	2.1x	2.0x	1.7x	8.3x	8.2x	8.4x	2.1x	25%
FinVolution Group	\$4.46	73.7%	\$1,249	\$3,114	\$1,754	\$332	13%	13%	6%	19%	0.7x	0.7x	0.6x	3.8x	3.6x	3.2x	0.6x	19%
World Acceptance Corporation	\$116.19	72.6%	\$669	\$1,106	\$584	\$56	(8%)	(1%)	10%	10%	1.1x	1.2x	1.2x	11.9x	15.0x	11.0x	1.6x	15%
ECN Capital Corp.	\$1.87	68.9%	\$523	\$1,233	\$111	(\$64)	57%	34%	14%	(58%)	4.7x	2.2x	1.6x	NMF	NMF	7.4x	3.7x	(46%)
Atlanticus Holdings Corporation	\$31.32	71.7%	\$459	\$2,597	\$345	\$75	199%	14%	(11%)	22%	1.3x	0.4x	0.4x	6.1x	6.0x	4.7x	1.2x	22%
EZCORP, Inc.	\$8.38	86.1%	\$459	\$1,468	\$1,049	\$38	16%	10%	50%	4%	0.4x	0.4x	0.4x	11.9x	6.2x	5.3x	0.6x	5%
Vanquis Banking Group plc	\$1.42	45.1%	\$360	\$3,655	\$464	\$51	18%	8%	(18%)	11%	0.8x	0.6x	0.5x	7.1x	13.5x	6.4x	0.5x	7%
International Personal Finance p	\$1.44	84.8%	\$324	\$1,487	\$923	\$57	3%	11%	11%	6%	0.4x	0.4x	0.3x	5.7x	6.0x	5.3x	0.6x	10%
LexinFintech Holdings Ltd.	\$1.86	48.2%	\$303	\$3,321	\$1,765	\$190	28%	9%	(5%)	11%	0.2x	0.2x	0.2x	1.6x	1.5x	1.2x	0.2x	15%
The Aaron's Company, Inc.	\$9.49	58.7%	\$288	\$1,790	\$2,200	\$9	(4%)	3%	(22%)	0%	0.1x	0.1x	0.1x	30.9x	8.5x	7.6x	0.4x	1%
Regional Management Corp.	\$23.25	60.6%	\$229	\$1,765	\$525	\$26	12%	6%	(6%)	5%	0.4x	0.4x	0.4x	8.8x	8.1x	4.9x	0.7x	8%
Zip Co Limited	\$0.27	44.3%	\$225	\$2,260	\$462	(\$224)	13%	8%	NMF	(48%)	0.5x	0.5x	0.4x	NMF	NMF	NMF	1.4x	NMF
Consumer Portfolio Services, Inc	\$9.15	66.6%	\$193	\$2,881	\$226	\$52	NA	NA	NA	23%	0.9x	NA	NA	3.7x	NA	NA	0.7x	22%
Funding Circle Holdings plc	\$0.49	55.7%	\$175	\$459	\$195	(\$41)	5%	34%	(20%)	(21%)	0.9x	0.9x	0.6x	NMF	NMF	NMF	0.5x	(11%)
Humm Group Limited	\$0.29	62.9%	\$148	\$3,175	\$165	(\$1)	58%	50%	(8%)	(1%)	0.9x	0.5x	0.3x	NMF	7.6x	6.1x	0.4x	(0%)
Chesswood Group Limited	\$5.18	58.1%	\$95	\$1,762	\$99	\$7	102%	2%	(0%)	7%	1.0x	0.4x	0.4x	13.3x	NA	10.1x	0.6x	5%
Oportun Financial Corporation	\$2.60	32.3%	\$89	\$3,430	\$893	(\$147)	23%	0%	(8%)	(16%)	0.1x	0.1x	0.1x	NMF	NMF	3.2x	0.2x	(30%)
Sezzle Inc.	\$9.59	45.7%	\$55	\$180	\$149	\$5	16%	(0%)	NMF	3%	0.4x	0.4x	0.4x	11.4x	3.2x	2.6x	3.0x	40%
CURO Group Holdings Corp.	\$0.82	16.5%	\$34	\$1,777	\$276	(\$340)	66%	1%	NMF	NMF	0.1x	0.0x	0.0x	NMF	NMF	NMF	NMF	NMF
Splitit Payments Ltd	\$0.04	22.0%	\$20	\$81	\$11	(\$23)	NA	NA	NA	NMF	1.8x	NA	NA	NMF	NA	NA	1.2x	NMF
Pintec Technology Holdings Lim	\$1.13	77.9%	\$18	\$74	\$10	(\$27)	NA	NA	NA	NMF	1.7x	NA	NA	NMF	NA	NA	NMF	NMF
MEAN							28%	11%	(3%)	3%	1.7x	1.4x	1.3x	10.8x	8.4x	6.9x	1.5x	7%
MEDIAN							16%	8%	(8%)	7%	1.0x	0.6x	0.5x	8.8x	8.1x	6.4x	1.2x	11%





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