



Financial Technology Sector

Quoted Company Analysis

Fourth Quarter 2016

Sector Valuation Metrics

Company	Share Price Local	Market Cap (\$m) ⁽¹⁾	Net Debt (\$m) ⁽²⁾	Enterprise Value (\$m)	Revenue		EV/Revenue		EV/Revs		EV/EBITDA		Revenue Growth		EBITDA Margin		% Revs
	31-Dec-16				CY16E (\$m)	CY2015	CY2016E	Recurring	CY2015	CY2016E	CY2015	CY2016E	CY2015	CY2016E	CY2015	CY2016E	Recurring ⁽³⁾
Selected Large Cap																	
Thomson Reuters	43.78	31,924	7,458	39,382	12,209	3.1x	3.2x	3.7x	9.0x	11.5x	-3.2%	-7.8%	34.6%	28.0%	87%		
Fidelity	75.64	24,827	10,826	35,653	6,595	5.6x	5.4x	6.2x	18.6x	20.0x	2.8%	43.2%	29.9%	27.0%	87%		
Fiserv	106.28	23,069	4,018	27,087	5,254	5.3x	5.2x	6.1x	16.8x	15.7x	3.7%	4.7%	31.9%	32.9%	84%		
Markit Limited	35.41	14,941	3,245	18,186	3,682	5.1x	4.9x	5.9x	13.3x	12.4x	145.6%	28.8%	38.6%	39.7%	83%		
MSCI	78.78	7,415	802	8,217	1,075	8.2x	7.6x	11.9x	20.0x	17.1x	7.9%	6.9%	41.3%	44.8%	64%		
JH & Asso	88.78	6,934	(70)	6,864	1,492	4.7x	4.6x	5.8x	13.0x	13.0x	7.8%	5.0%	35.2%	35.4%	79%		
FactSet	163.43	6,527	47	6,574	1,263	5.4x	5.2x	5.5x	15.2x	14.7x	12.0%	5.8%	35.3%	35.4%	95%		
SS&C	28.60	5,801	2,317	8,118	1,000	10.6x	8.1x	9.1x	27.0x	25.7x	30.3%	51.8%	39.1%	31.5%	89%		
Computershare	12.46	4,913	1,316	6,229	2,135	2.9x	2.9x	3.2x	11.2x	11.0x	-0.4%	7.3%	26.2%	26.5%	90%		
Temenos	70.90	4,850	267	5,117	543	10.9x	9.4x	18.5x	28.0x	28.4x	15.7%	16.2%	39.0%	33.2%	51%		
FICO	119.22	3,689	484	4,173	969	4.4x	4.3x	6.8x	16.8x	15.6x	5.1%	5.1%	26.4%	27.6%	63%		
Guidewire Software	49.33	3,626	(628)	2,998	544	5.8x	5.5x	8.7x	29.8x	27.5x	11.5%	15.0%	19.4%	20.1%	63%		
DST Systems	107.15	3,427	(188)	3,240	1,644	2.1x	2.0x	NA	8.8x	8.4x	-44.9%	1.3%	23.3%	23.4%	NA		
Morningstar	73.33	3,167	(214)	2,954	789	3.9x	3.7x	5.0x	18.4x	11.6x	3.8%	0.3%	21.1%	32.3%	75%		
ACI Worldwide	18.15	2,129	836	2,965	1,046	2.9x	2.8x	3.5x	13.2x	13.2x	2.9%	-6.4%	22.1%	21.5%	80%		
SimCorp	344.20	2,026	(47)	1,979	309	6.2x	6.4x	11.4x	24.7x	24.0x	-3.7%	1.0%	25.0%	26.7%	56%		
Ebix	57.05	1,849	148	1,998	265	9.3x	7.5x	9.8x	22.4x	20.1x	23.9%	10.7%	41.7%	37.4%	77%		
Investnet	35.25	1,518	248	1,766	421	5.1x	4.2x	4.3x	44.3x	37.6x	20.7%	37.2%	11.4%	11.2%	97%		
IRESS Market Technology	11.87	1,456	119	1,575	272	5.3x	5.8x	11.6x	18.1x	20.4x	-8.4%	8.5%	29.2%	28.4%	50%		
Fidessa	22.89	1,090	(115)	975	452	2.2x	2.2x	2.5x	7.8x	8.0x	-0.3%	-10.3%	27.7%	26.9%	86%		
Bottomline Tech	25.02	1,014	39	1,053	368	2.9x	2.9x	5.0x	14.0x	13.6x	3.7%	1.5%	20.8%	21.1%	57%		
Average								5.3x	5.0x	18.6x	17.6x		29.5%	29.1%	75.7%		
Total (Large Cap)		156,192	30,909	187,102													
Selected Mid Cap																	
First Derivatives	21.25	651	21	672	192	3.5x	3.5x	4.2x	18.3x	18.2x	30.9%	-0.7%	19.2%	19.2%	82%		
Linedata Services	46.77	362	20	382	191	1.8x	2.0x	2.8x	6.2x	7.1x	-8.9%	-5.4%	29.2%	28.3%	71%		
Sword Group	29.04	289	(46)	243	153	1.6x	1.6x	NA	9.5x	8.9x	-1.8%	12.3%	16.5%	17.8%	NA		
Average								2.3x	2.4x	11.3x	11.4x		21.6%	21.8%	76.6%		
Total (Mid Cap)		1,302	(5)	1,297													
Selected Small Cap																	
Polaris Software	151.25	226	(56)	170	NA	NA	NA	NA	NA	NA	0.6%	NA	NA	NA	40%		
Gbst Holdings Ltd	3.76	184	(7)	178	78	2.3x	2.3x	3.5x	14.1x	13.3x	-17.6%	-4.3%	16.3%	17.1%	65%		
Microgen	1.85	135	(8)	127	49	2.6x	2.6x	3.1x	10.6x	9.7x	-0.6%	1.4%	24.5%	26.8%	83%		
MSG Life AG	2.85	129	(10)	119	120	0.9x	1.0x	NA	7.9x	12.7x	-13.4%	1.9%	10.9%	7.8%	NA		
Crealogix	105.50	111	(3)	108	76	1.5x	1.4x	3.8x	18.4x	16.1x	23.6%	9.0%	7.9%	8.8%	38%		
Gresham Comp	129.50	107	(7)	100	23	4.7x	4.4x	8.0x	53.9x	24.3x	7.3%	-5.8%	8.8%	18.1%	55%		
Net Mobile	NA	97	22	119	130	0.7x	0.9x	NA	9.6x	7.4x	-22.9%	NA	7.4%	12.4%	NA		
StatPro	1.05	84	(2)	82	46	1.6x	1.8x	1.9x	6.3x	7.2x	-12.5%	-3.9%	24.7%	24.7%	95%		
Monitise	0.03	82	(53)	28	NA	NA	NA	NA	NA	NA	-29.1%	-21.7%	NA	NA	49%		
Brady	0.71	72	(10)	63	42	1.2x	1.5x	2.5x	5.8x	16.7x	-18.1%	-10.3%	21.1%	8.9%	60%		
63 Moons Technologies Ltd.	71.85	49	(64)	(15)	NA	NA	NA	NA	NA	NA	-9.0%	NA	NA	NA	NA		
Lombard Risk	8.75	43	(5)	38	47	0.8x	0.8x	2.0x	6.5x	6.0x	3.2%	9.9%	12.7%	13.6%	40%		
Dion Global	69.20	33	58	91	NA	NA	NA	NA	NA	NA	-20.0%	NA	NA	NA	76%		
Vipera	0.05	17	(4)	14	8	1.7x	1.8x	24.3x	NM	NM	-4.0%	13.6%	-8.9%	-8.9%	7%		
Average								1.8x	1.8x	14.8x	12.6x		12.5%	12.9%	55.3%		
Total (Small Cap)		1,369	(148)	1,221													
Sector Total		158,864	30,756	189,620													

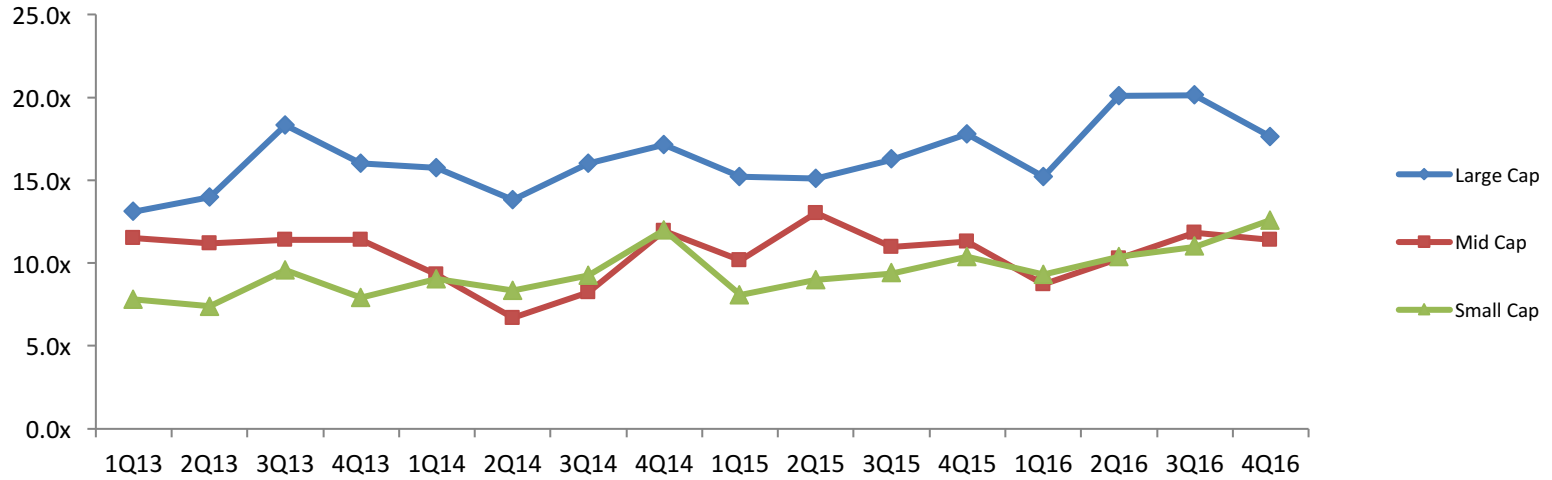
(1) Excludes treasury shares

(2) Net financial debt minus marketable securities and collaterals.

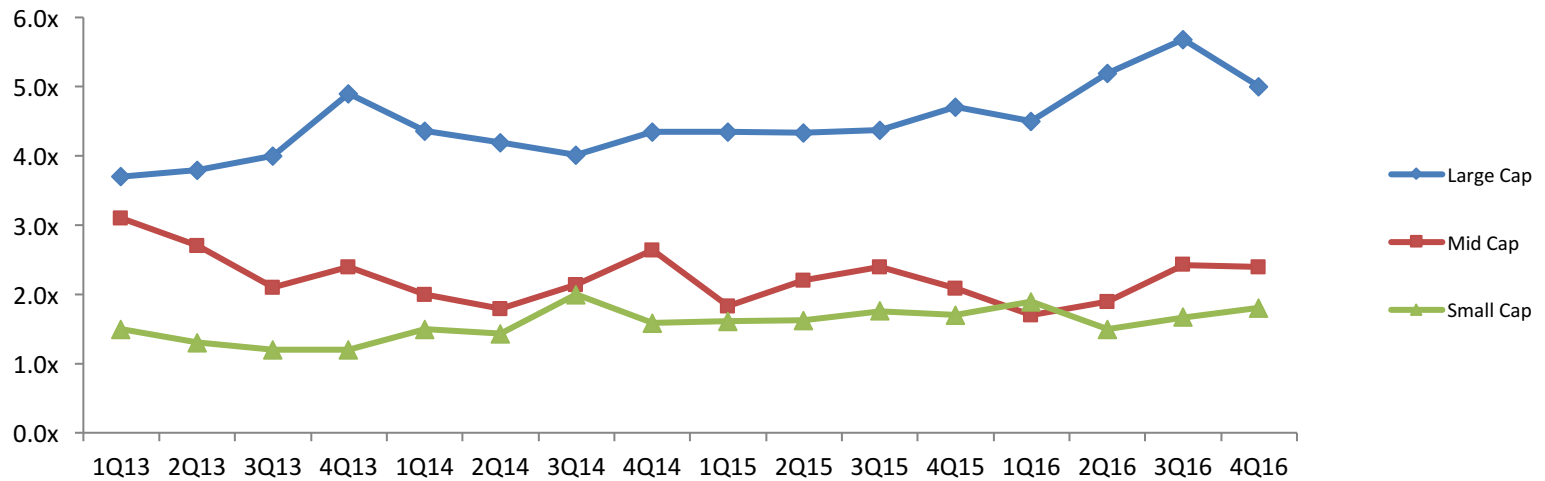
(3) Recurring revenues (renewing licences, maintenance, subscriptions, SaaS etc) where reported for last full year

(4) NM - Not meaningful and NA - Not available

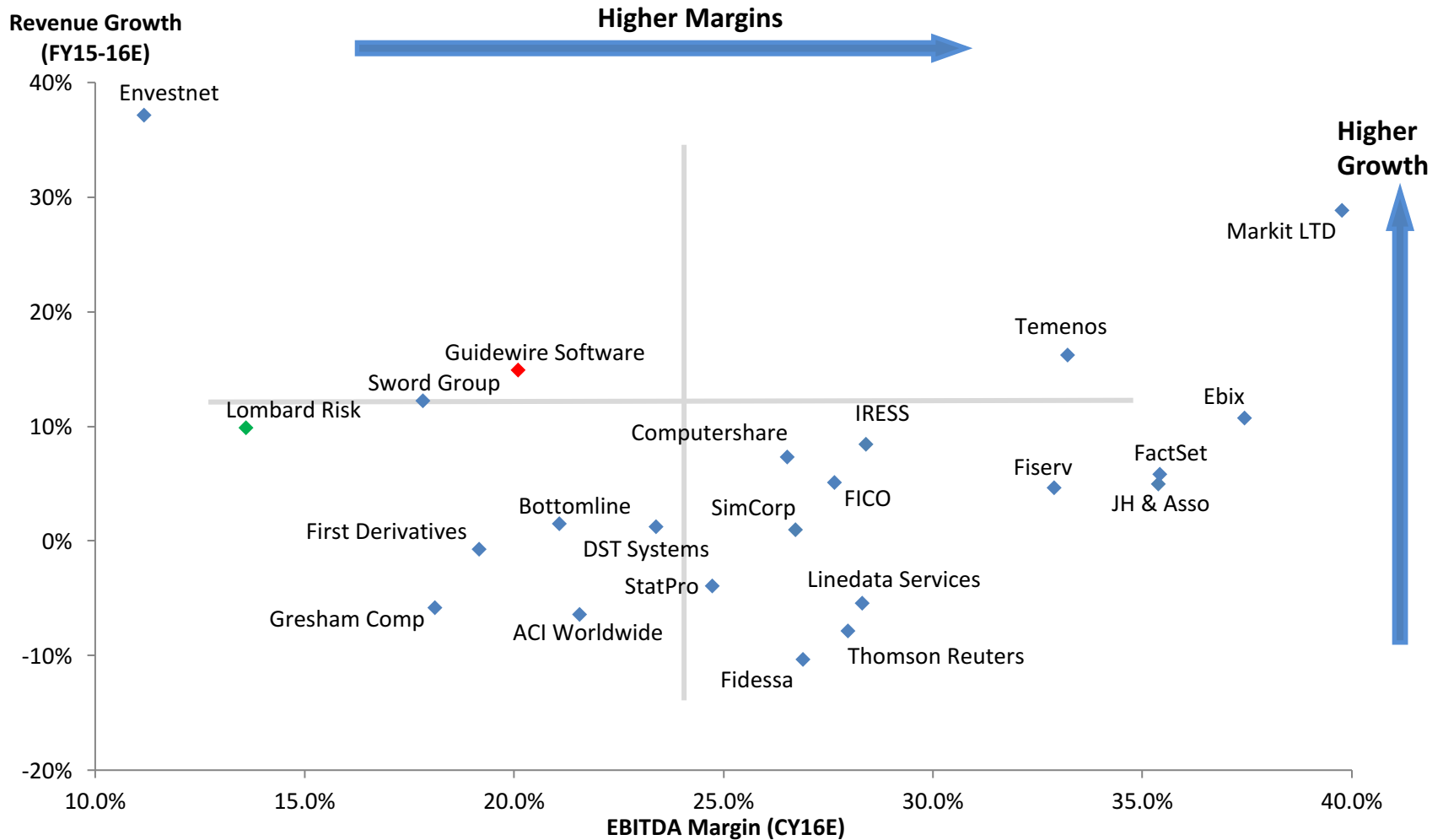
EV/EBITDA



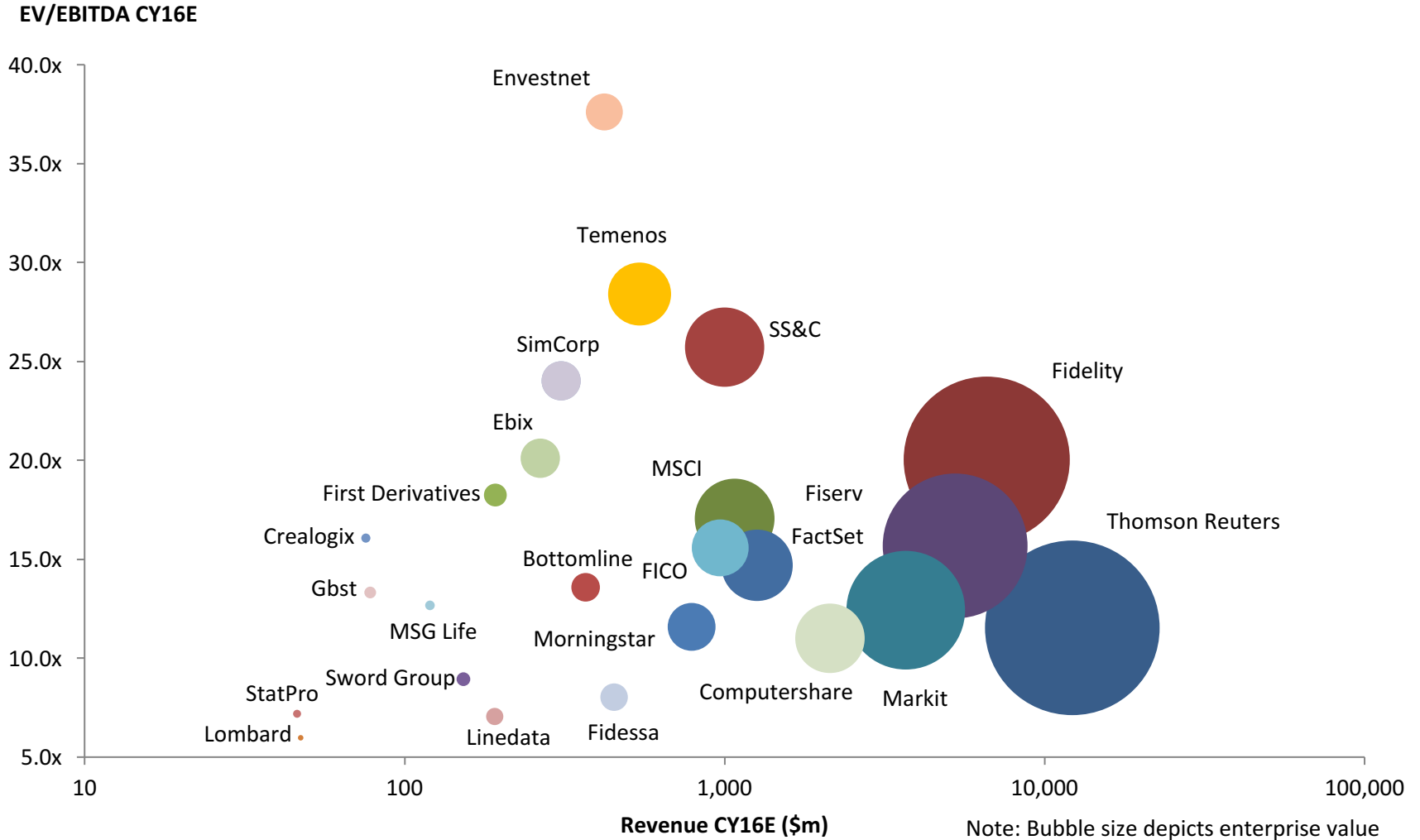
EV/Revenue



Performance Quadrants: Revenue Growth & Operating Margin

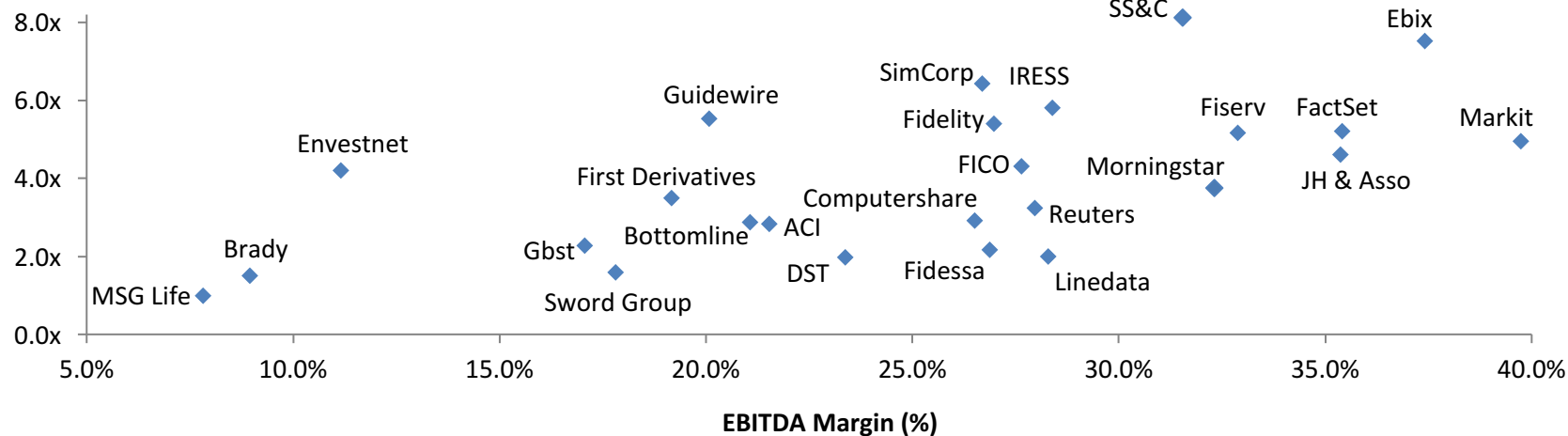


- ◆ Largest % Share price increase (last quarter)
- ◆ Largest % Share price decrease (last quarter)



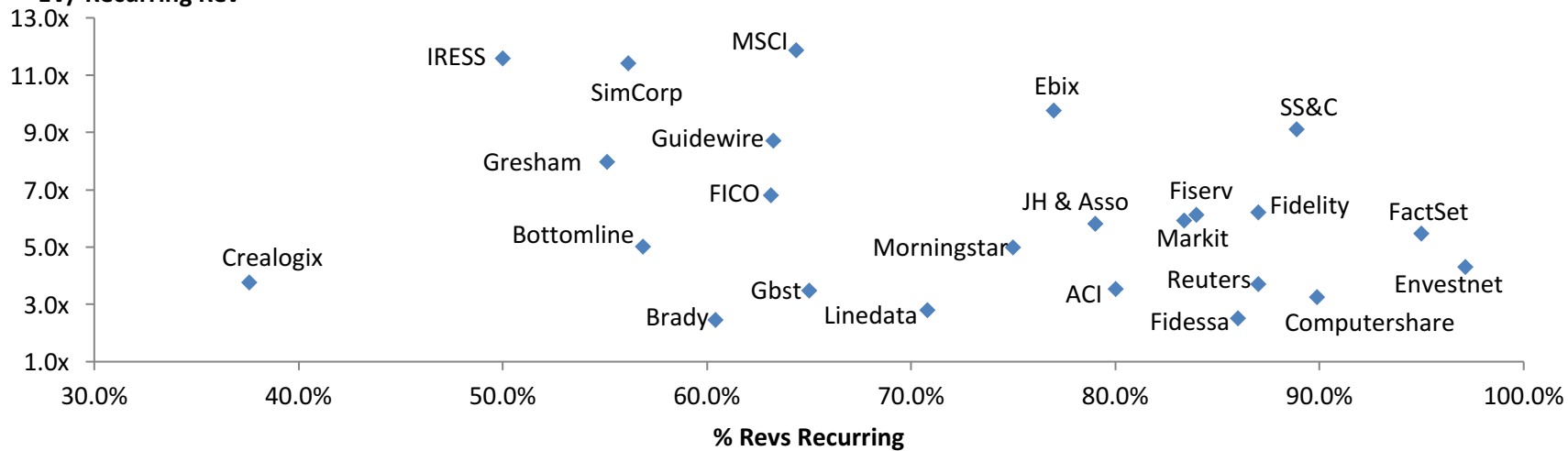
EV/Revenue CY16E

Revenue Multiples

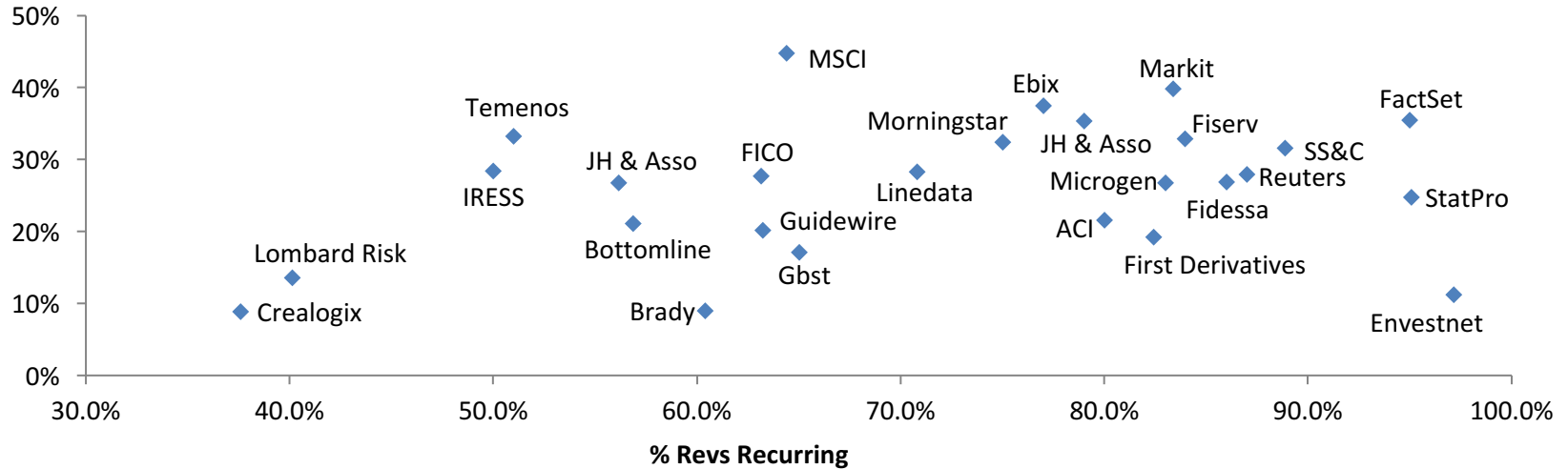


EV/Recurring Rev

Recurring Revenue Multiples

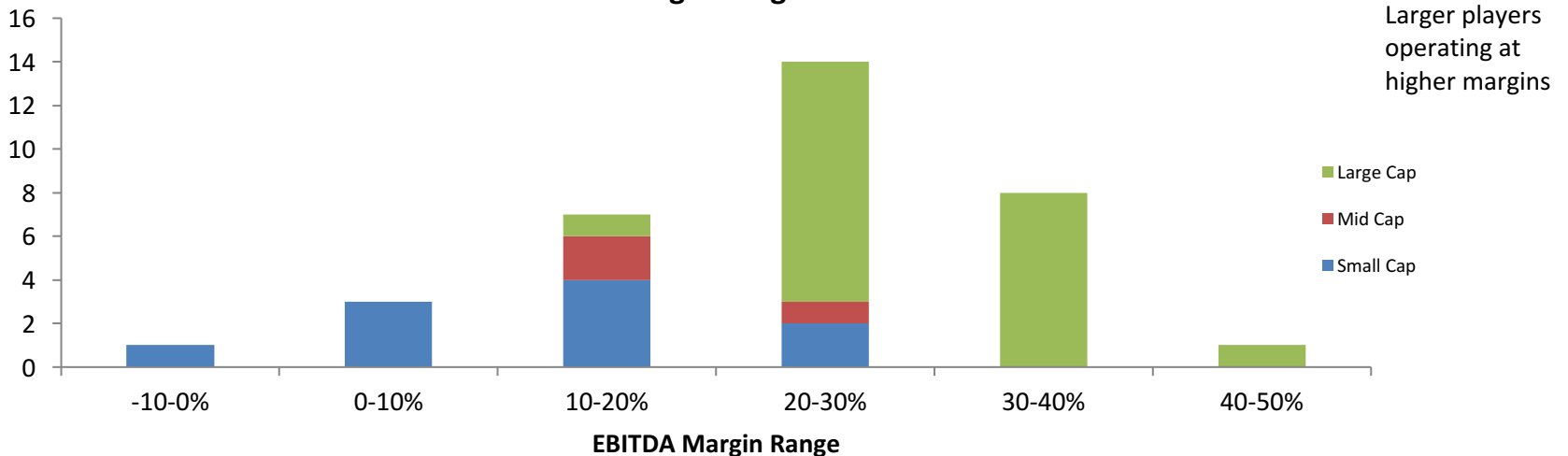


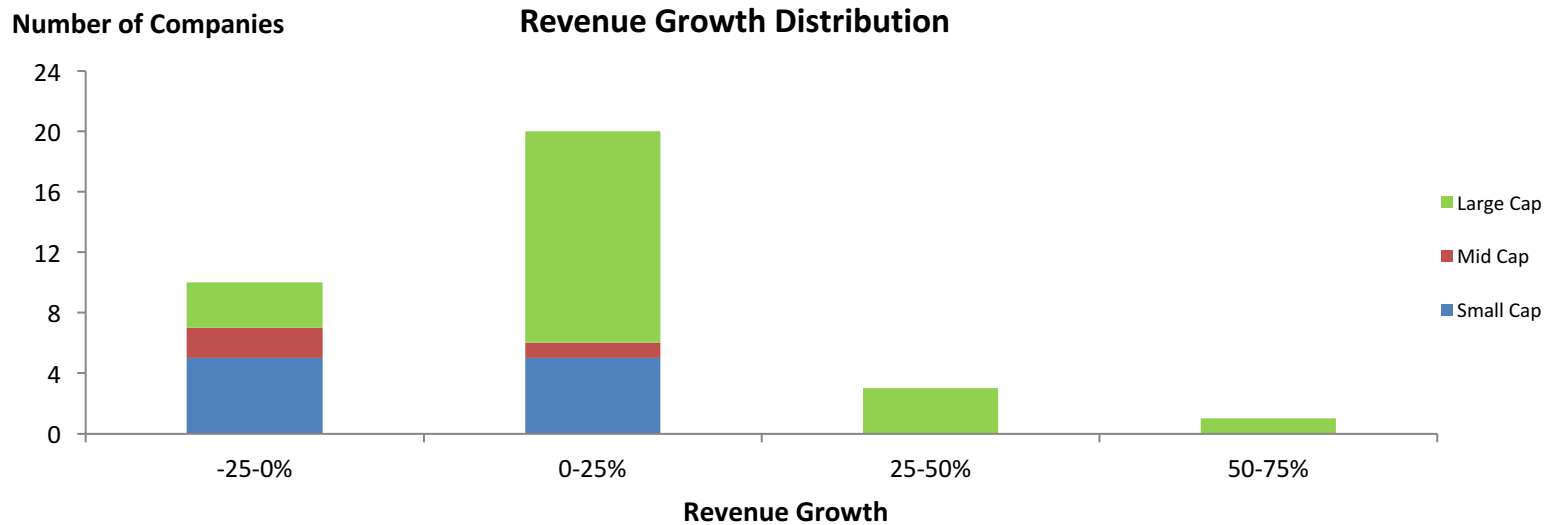
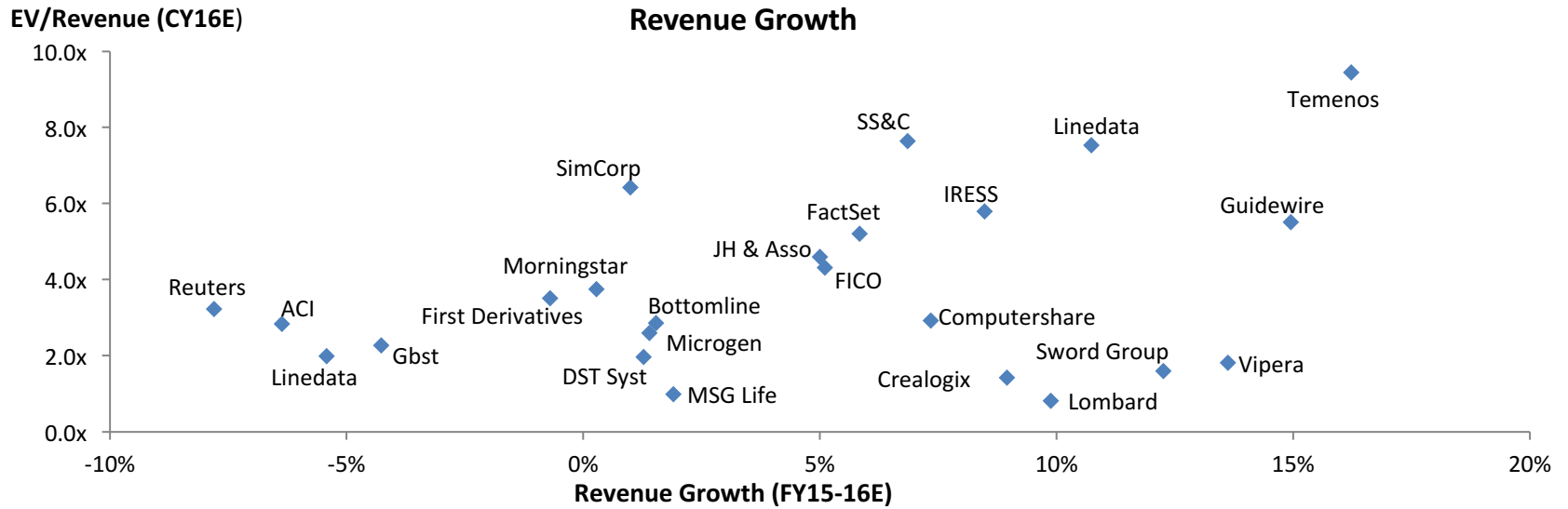
EBITDA Margin CY16E



Number of Companies

EBITDA Margin Range Distribution





Selected Fintech Deals – Fourth Quarter 2016

Date: Announcement	Buyer	Seller	Target Product Line	Deal Size	Seller Revenue	Revenue Multiple	Target Sector	Commentary
23/12/2016	Ebix Inc. [Brazil]	WDEV [USA]	Provides insurance industry software, SaaS and services to businesses in Brazil	Not disclosed	\$11,000,000	n/a	Insurance Software	Following this acquisition Ebix aim to become the largest one-stop insurance service provider in Brazil whilst also offering a wider selection of insurance related software services to prospective clients in Latin America .
20/12/2016	FactSet Research Systems Inc. [USA]	Vermilion Software Limited [UK]	Provides client reporting software and services for the investment and financial services sectors globally	\$67,000,000	n/a	n/a	Asset Management Software	FactSet's purchase of a client reporting software business looks to tap into this rapidly evolving area of the market as regulatory requirements rise and investors grow more sophisticated.
20/12/2016	FactSet Research Systems Inc. [USA]	CYMBA Technologies Limited [UK]	Provides investment, asset and order management software and services for the financial sector	\$8,000,000	n/a	n/a	Asset Management Software	In combination with FactSet's resources and global footprint there will be scope for CYMBA to further innovate their core Athena IMS and Centurion products in line with market changes.
19/12/2016	Guidewire Software Inc. [USA]	ISCS Inc. [USA]	Provides insurance policy administration and management SaaS and on-premise for property and casualty insurance companies. Features include claims management, billing and document management. Also provides related services	\$160,000,000	\$41,200,000	3.9x	Insurance Software	The acquisition will improve Guidewire's ability to serve property and casualty insurers who prefer a cloud-based, all-in-one system that supports the insurance lifecycle
16/12/2016	Cognizant Technology Solutions [USA]	Adaptra [Australia]	Provides IT consulting and services to insurance companies in Australia. Services include Guidewire-based systems integration, business process outsourcing, billing management and project management	Not disclosed	n/a	n/a	Insurance IT consulting and services	Cognizant's deep insurance, business transformation and platform capabilities will be strengthened by this acquisition. Approximately 100 employees will join Cognizant as part of the deal
15/12/2016	SS&C Technologies Inc. [USA]	Conifer Financial Services LLC [USA]	Provides outsourced asset management services, including back office fund administration, middle office and tax services, as well as related asset management SaaS	\$88,500,000	n/a	n/a	Asset management BPO & SaaS	The deal strengthens SS&C's presence on the West Coast and provides a wider array of services to a growing customer base in pensions and outsourced CIO portfolios
15/12/2016	Trustees Australia Ltd [Australia]	Cashwerkz Pty Ltd [Australia]	Comprises a fintech company that has developed a term deposit marketplace with a technology platform that allows for easy, on-line management of term deposit applications and transactions, while satisfying the KYC (know-your-customer) identification and verification requirements of banks and financial institutions	Not disclosed	n/a	n/a	Online term deposit and cash management platform	The combination of market and transaction experience of the personnel and management in Trustees Australia's subsidiaries Rim Securities and RedGate Asset Management linked with the technology of Cashwerkz is significant in the Australian fixed interest marketplace

Note: Goldenhill acted as adviser to CYMBA on the highlighted deal.

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09/12/2016	Comdirect Bank AG [Germany]	Onvista AG [Germany]	Provides financial information and analysing tools for the Internet	Not disclosed	n/a	n/a	Financial news websites	The purchase strengthens Comdirect's position as a leading German online broker in terms of numbers of trades and broadens their platform for financial information and marketing
08/12/2016	Insurity Inc. [USA]	Systema Software LLC [USA]	Provides Web-based claims management and administrative software and software development services to the insurance industry. Software is Microsoft .NET-based and provides features for document management, fraud prevention, business intelligence reporting, Microsoft office integration, email and calendaring management, payment management and access via Android and iOS and tablets and mobile devices. Also provides systems integration and IT consulting services.	Not disclosed	n/a	n/a	Insurance Software	The combination of both firms' expertise and solution components will accelerate development of new functionality and features. The Systema organisation and employees will now operate under the name of Insurity
06/12/2016	American Express [USA]	InAuth Inc. [USA]	Provides mobile authentication and anti-fraud applications that enable transaction security for financial institutions, mobile transaction service providers, healthcare and e-commerce businesses	Not disclosed	n/a	n/a	Transaction authentication and anti-fraud apps	InAuth will strengthen American Express's current anti-fraud suite with enhanced mobile-specific authentication capabilities
06/12/2016	EQS Group AG [Germany]	ARIVA.DE AG [Germany]	Provides financial data and software solutions, for financial institutions and operates the financial portal of the same name	Not disclosed	EUR 5,600,000	n/a	Finance portals and software development	EQS Group has increased its holding in ARIVA.DE to 50% and 1 share therefore acquiring a majority of shares. Through the deal EQS gains access to ARIVA.DE's financial institutions customers
30/11/2016	Syncsort Inc. [USA]	Trillium Software [USA]	Provides enterprise data quality SaaS for business. Software provides features for data analysis, profiling, validation and cleansing for businesses operating in the retail, insurance, healthcare and financial industries.	\$112,000,000	\$50,000,000	2.2x	Data management SaaS	Trillium Software's assets compliment the existing mainframe and big data integration software portfolio of Syncsort. Customers managing the quality of their data integrated from various sources will be better served
28/11/2016	Verisk Analytics Inc. [USA]	Intellistance LLC [dba MarketStance] [USA]	Provides online economic trend and demographic reference content for the insurance sector in the US	Not disclosed	n/a	n/a	Online insurance reference content	MarketStance will become part of ISO, a Verisk Analytics business. Their proprietary analytics model will enhance ISO offerings to property and casualty insurance customers
28/11/2016	Senior Solution SA [Brazil]	Attps Tecnologia [Brazil]	Provides financial software and IT services, including software development, systems integration and support, for businesses in Brazil	\$14,593,500	\$13,260,000	1.1x	Financial software and services	This marks Senior Solution's ninth acquisition, and the fourth with funds raised from their IPO in 2013. The two companies have highly complimentary product portfolios and a low overlap in client base

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Date: Announcement	Buyer	Seller	Target Product Line	Deal Size	Seller Revenue	Revenue Multiple	Target Sector	Commentary
28/11/2016	Virtu Financial LLC [USA]	Teza Technologies [USA]	The telecommunications assets of Teza Technologies, which operates as a global technology high frequency trading services firm and investment firm for businesses in the science and technology industry	Not disclosed	n/a	n/a	Global technology trading and investment	In acquiring selected strategic assets of Teza Technologies, Virtu hope to solidify their core infrastructure and continue to provide attractive liquidity and market making services to global financial markets
21/11/2016	London Stock Exchange Group Plc [UK]	Mergent Inc. [USA]	Provides a subscription-based online financial information database and analysis website of private and public companies globally	Not disclosed	n/a	n/a	Online financial reference content	The acquisition adds to LSEG's data and analytics capabilities, particularly supporting FTSE Russell's core index offering. This will help satisfy strong investor demand for underlying benchmark data and analysis tools.
17/11/2016	nThrive Health Inc. [USA]	Adreima LLC [USA]	Provides a healthcare insurance revenue cycle management SaaS, including benefit claims management, co-payment assessment and insurance denial benefits re-submission, for hospitals, healthcare insurance companies and providers	Not disclosed	n/a	n/a	Insurance Software	The Adreima business adds strategic capabilities to the nThrive portfolio including patient eligibility determination and enrollment services. nThrive's technologies will enhance the delivery of Adreima's core offerings.
15/11/2016	ayondo markets Limited [UK]	My Manisku Pte. Ltd. [Singapore]	Provides a mobile application that enables iOS and Android device users to play the stock market via a simulation game	Not disclosed	n/a	n/a	Mobile stock market simulation application	ayondo is actively looking to expand into Asia. The company is in advanced negotiations to complete a reverse takeover that would see them listed on the Singapore Exchange and their HQ moved to Singapore. This acquisition is in line with this strategy
10/11/2016	eVestment Alliance LLC [USA]	Public Plan IQ LLC [USA]	Provides US public fund sponsor and institutional investment management reference content, as well as a related document database, for businesses. Also provides Salesforce CRM integration services	Not disclosed	n/a	n/a	Online investment reference content	Public Plan IQ's platform gives eVestment customers access to intelligence that would be difficult for a firm to collect on its own. Public Plan IQ's staff will join eVestment as part of the deal
10/11/2016	Matica Technologies AG [Germany]	Problem Solved Inc [USA]	Provides financial services software development and consultancy services	Not disclosed	n/a	n/a	Financial instant issuance software and hardware	Deal will continue to strengthen Matica's established US business in secure issuance. The partnership between the two companies will continue to support banks and financial institutions in retaining customers and increasing spending on chip cards.
09/11/2016	Preqin Ltd [UK]	Baxon Solutions Ltd [UK]	Provides middle office data solutions for the private equity industry	Not disclosed	n/a	n/a	Private Equity Software	Following the acquisition, the focus will be on developing Baxon's portfolio management platform and expanding into new geographies

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Date: Announcement	Buyer	Seller	Target Product Line	Deal Size	Seller Revenue	Revenue Multiple	Target Sector	Commentary
07/11/2016	STP Investment Services LLC [USA]	Financial Control Systems Inc [USA]	Provides investment accounting software and services	Not disclosed	n/a	n/a	Custom accounting software	STP officially surpasses \$100bn in assets under administration through the acquisition of Financial Control Systems
04/11/2016	Broadridge Financial Solutions Inc. [USA]	M&O Systems Inc. [USA]	Provides compensation, sales management, regulatory and accounting, and related reporting software and SaaS for retail and institutional broker-dealers, registered investment advisors and insurance agencies	Not disclosed	n/a	n/a	Wealth management software	The acquisition strengthens Broadridge's wealth management and US Department of Labour Fiduciary Rule compliance capabilities
03/11/2016	IBID Group [Hong Kong]	Dalberry Technologies [Romania]	Provides e-commerce payment SaaS and consulting services for businesses and financial institutions. Software provides features for hosted payment processing, direct API, fraud and risk management, billing management, reporting and data encryption	Not disclosed	n/a	n/a	Payments SaaS	IBID Group, a private equity firm, will bolster investment in business development, marketing and product development to help Dalberry in the next phase of its growth strategy
02/11/2016	FolioDynamix Inc. [USA]	Summit Advisor Solutions (SAS) [USA]	The technology and advisor assets of Summit Advisor Solutions, which provides Web-based investment management software and consulting services to businesses in the registered investment advisor (RIA) market. Software provides features for individual portfolio management, tracking market movement and fixed income management	Not disclosed	n/a	n/a	Advisory Software	The pairing of the SAS advisor-friendly front end with the FolioDynamix platform results in a comprehensive digital solution for the Registered Investment Advisor industry
01/11/2016	Strategic Insight Inc. [USA]	BrightScope Inc. [USA]	Provides financial analytics, market intelligence and reporting SaaS for the investment sector	Not disclosed	n/a	n/a	Financial analytics SaaS	The acquisition represents the next step in Strategic Insight's growth, adding BrightScope's retirement data to their portfolio. It follows the recent acquisition of Market Metrics and Matrix Solutions
27/10/2016	Salem Media Group [USA]	InvestorPlace Media LLC [USA]	Mike Turner's Signal Investor, Quick Hit Trader and TurnerTrends Tools online services and analysis, as well as the website www.TurnerTrends.com of InvestorPlace Media, which provides online stock and investment tips and analysis content for businesses and consumers	Not disclosed	n/a	n/a	Online investment services assets	The deal sees TurnerTrends Tools added to Salem's Eagle Financial Publications. TurnerTrends is a tool for individual investors that ranks more than 6000 stocks and ETFs

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24/10/2016	Verisk Analytics Inc. [USA]	Analyze Re [Canada]	Provides reinsurance risk management analytics SaaS for the insurance sector	Not disclosed	n/a	n/a	Reinsurance risk management analytics SaaS	With Analyze Re's advanced analytics and Verisk's software solutions, companies will be able to manage their enterprise view of risk and perform portfolio optimisation all within a single environment
24/10/2016	SS&C Technologies Inc. [USA]	Salentica [USA]	Provides Microsoft and Salesforce-based CRM SaaS, software integration and services to businesses and broker dealers in the financial industry. Software provides features for client and financial document management. Services include IT training and support, data conversion, software development and implementation and BPO	Not disclosed	n/a	n/a	Wealth management CRM	SS&C will introduce Salentica's deep expertise in wealth management CRM to customers already using their Black Diamond wealth platform and other SS&C solutions. The acquisition will add 30 employees
19/10/2016	Fintech Group AG [Germany]	XCOM AG [Germany]	Develops and provides banking, brokerage, and business software solutions, computer consultancy and related services	Not disclosed	n/a	n/a	Banking and financial software and services	Fintech Group acquires an additional 18% of shares in XCOM. The Group now controls over 98% of the voting rights.
18/10/2016	Antuit Inc. [Singapore]	cSoft Technologies [dba YDataalytics] [Netherlands]	Provides outsourced analytics reporting, software development and managed services to the retail, e-commerce and financial industries worldwide	Not disclosed	n/a	n/a	Analytics BPO	The deal gives Antuit access to Ydataalytics's European client relationships, complimenting the foothold they established in Europe through the set up of their London office in early 2016
14/10/2016	Morningstar Inc. [USA]	PitchBook Data Inc. [USA]	Provides online venture capital, private equity, and mergers and acquisitions reference content and financial analysis for businesses and investors	\$180,000,000	\$31,100,000	5.8x	Online financial reference content	Morningstar originally invested \$1.2m in PitchBook as a Series A investor. With the full acquisition of PitchBook, Morningstar will be able to apply its core data and software abilities to a new client sector, private and institutional investors
13/10/2016	ICAP plc [UK]	Abide Financial Ltd. [UK]	Provides outsourced regulatory transaction reporting services for businesses globally	Not disclosed	n/a	n/a	Outsourced regulatory reporting services	Abide will become a subsidiary of ICAP's Post Trade Risk and Information (PTRI) division. Once integrated PTRI customers will have access to a full spectrum of reporting solutions for entities subject to regulatory regimes in Australia, Canada, Europe, Hong Kong, Singapore, UK and the US
12/10/2016	N2N Connect Bhd [Malaysia]	AFE Solutions Ltd [Hong Kong]	Provides financial data and trading solutions	\$20,660,000	n/a	n/a	Financial data and trading solutions	The acquisition was a strategic opportunity for N2N to acquire an established company in the stock market solutions sector with a strong presence in growing Asian markets

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Date: Announcement	Buyer	Seller	Target Product Line	Deal Size	Seller Revenue	Revenue Multiple	Target Sector	Commentary
11/10/2016	Drilling Info Inc [USA]	Globalview Software [USA]	Develops analytics and risk management software for energy and agricultural businesses	Not disclosed	n/a	n/a	Commodities Software	The deal will allow Drilling Info to combine proprietary data streams with high value, third party data to provide the most comprehensive decision support for the energy industry
11/10/2016	Q4 Web Systems Inc [Canada]	Euroinvestor IR Solutions [Denmark]	Provides interactive stock quotes, charting and news applications for investor relations websites	Not disclosed	n/a	n/a	Investment news website operator	The newly formed subsidiary will be known as Q4 Euroinvestor. It will continue to be based in Denmark but with plans to expand geographically opening offices in the UK and France in the near future
10/10/2016	Investnet Inc [USA]	Wheelhouse Analytics LLC [USA]	Provides data analytics, mobile sales solutions, and online education tools to financial advisors, asset managers and enterprises	Not disclosed	n/a	n/a	Wealth management and advisory analytics SaaS	Wheelhouse's analytics tools will strengthen Investnet's data driven insights to financial advisors, asset managers and enterprises.
10/10/2016	Embark Group Ltd [UK]	Adviser Centre Ltd [UK]	Provides online research and consultancy services for financial advisers	Not disclosed	n/a	n/a	Investment research and consulting	City Financial, founder of the Adviser Centre, will retain full access to the research of the Adviser Centre as part of its collaboration with Embark Group. For Embark, it deepens its digital reach in the UK IFA sector
10/10/2016	Payroc LLC [USA]	iTransact Group LLC [USA]	Provides online real-time payment processing services of credit and payment cards, checks and EFT transactions and mobile for retailers and online merchants. Also provides proprietary transaction processing SaaS and mobile applications	Not disclosed	n/a	n/a	Payment processing software and services	The transaction results in a significant expansion of Payroc's business, adding 300 trusted adviser referral partners and 6,000 merchants with more than \$1.3 billion in annual processing volume.
06/10/2016	ION Investment Group Ltd [Ireland]	Reval.com Inc [USA]	Provides global SaaS and integrated Treasury and Risk Management solutions	Not disclosed	n/a	n/a	Treasury and risk management Software	The deal strengthens ION's presence in treasury cloud services and bolsters their product portfolio with particular functionality in risk and hedge accounting
05/10/2016	Huaфон Microfibre Co Ltd [China]	Swiftpass [China]	Operates a software technology company that offers cloud-based solutions to third party payment service providers, banks, merchants and participants in the mobile payment industry	\$269,930,000	n/a	n/a	Mobile payment technology	Huaфон will add mobile payment technology to its existing service developing superfine synthetic fibres
04/10/2016	Gresham Computing Plc [UK]	C24 Technologies Ltd [UK]	Provides specialist financial software	\$4,435,000	\$2,920,000	1.5x	Data integration software and services	Gresham expect the acquisition to be earnings enhancing in its first year and it represents the first acquisition as part of their Clarity-led growth strategy (Clarity is the Group's flagship platform)

Selected Fintech Deals – Fourth Quarter 2016

Date: Announcement	Buyer	Seller	Target Product Line	Deal Size	Seller Revenue	Revenue Multiple	Target Sector	Commentary
04/10/2016	Five Arrows Principal Investments [France]	White Clarke Group [UK]	Provides automotive finance management software and SaaS for the automotive finance sector globally.	Not disclosed	n/a	n/a	Automotive asset finance software and SaaS	Five Arrows is part of Rothschild & Co and has a focus on supporting technology and software platforms. Five Arrows will leverage its expertise in this area to help White Clarke Group in the next phase of their growth

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Sector Valuation Metrics

Company	Share Price Local	Market Cap	Net Debt	Enterprise	Revenue		EV/Revenue		EV/Revs		EV/EBITDA		Revenue Growth		EBITDA Margin		% Revs
	31-Dec-16	(\$m) ⁽¹⁾	(\$m) ⁽²⁾	Value (\$m)	CY16E (\$m)	CY2015	CY2016E	Recurring	CY2015	CY2016E	CY2015	CY2016E	CY2015	CY2016E	CY2015	CY2016E	Recurring ⁽³⁾
Selected Large Cap																	
Thomson Reuters	43.78	31,924	7,458	39,382	12,209	3.1x	3.2x	3.7x	9.0x	11.5x	-3.2%	-7.8%	34.6%	28.0%	87%		
Fidelity	75.64	24,827	10,826	35,653	6,595	5.6x	5.4x	6.2x	18.6x	20.0x	2.8%	43.2%	29.9%	27.0%	87%		
Fiserv	106.28	23,069	4,018	27,087	5,254	5.3x	5.2x	6.1x	16.8x	15.7x	3.7%	4.7%	31.9%	32.9%	84%		
Markit Limited	35.41	14,941	3,245	18,186	3,682	5.1x	4.9x	5.9x	13.3x	12.4x	145.6%	28.8%	38.6%	39.7%	83%		
MSCI	78.78	7,415	802	8,217	1,075	8.2x	7.6x	11.9x	20.0x	17.1x	7.9%	6.9%	41.3%	44.8%	64%		
JH & Asso	88.78	6,934	(70)	6,864	1,492	4.7x	4.6x	5.8x	13.0x	13.0x	7.8%	5.0%	35.2%	35.4%	79%		
FactSet	163.43	6,527	47	6,574	1,263	5.4x	5.2x	5.5x	15.2x	14.7x	12.0%	5.8%	35.3%	35.4%	95%		
SS&C	28.60	5,801	2,317	8,118	1,000	10.6x	8.1x	9.1x	27.0x	25.7x	30.3%	51.8%	39.1%	31.5%	89%		
Computershare	12.46	4,913	1,316	6,229	2,135	2.9x	2.9x	3.2x	11.2x	11.0x	-0.4%	7.3%	26.2%	26.5%	90%		
Temenos	70.90	4,850	267	5,117	543	10.9x	9.4x	18.5x	28.0x	28.4x	15.7%	16.2%	39.0%	33.2%	51%		
FICO	119.22	3,689	484	4,173	969	4.4x	4.3x	6.8x	16.8x	15.6x	5.1%	5.1%	26.4%	27.6%	63%		
Guidewire Software	49.33	3,626	(628)	2,998	544	5.8x	5.5x	8.7x	29.8x	27.5x	11.5%	15.0%	19.4%	20.1%	63%		
DST Systems	107.15	3,427	(188)	3,240	1,644	2.1x	2.0x	NA	8.8x	8.4x	-44.9%	1.3%	23.3%	23.4%	NA		
Morningstar	73.33	3,167	(214)	2,954	789	3.9x	3.7x	5.0x	18.4x	11.6x	3.8%	0.3%	21.1%	32.3%	75%		
ACI Worldwide	18.15	2,129	836	2,965	1,046	2.9x	2.8x	3.5x	13.2x	13.2x	2.9%	-6.4%	22.1%	21.5%	80%		
SimCorp	344.20	2,026	(47)	1,979	309	6.2x	6.4x	11.4x	24.7x	24.0x	-3.7%	1.0%	25.0%	26.7%	56%		
Ebix	57.05	1,849	148	1,998	265	9.3x	7.5x	9.8x	22.4x	20.1x	23.9%	10.7%	41.7%	37.4%	77%		
Investnet	35.25	1,518	248	1,766	421	5.1x	4.2x	4.3x	44.3x	37.6x	20.7%	37.2%	11.4%	11.2%	97%		
IRESS Market Technology	11.87	1,456	119	1,575	272	5.3x	5.8x	11.6x	18.1x	20.4x	-8.4%	8.5%	29.2%	28.4%	50%		
Fidessa	22.89	1,090	(115)	975	452	2.2x	2.2x	2.5x	7.8x	8.0x	-0.3%	-10.3%	27.7%	26.9%	86%		
Bottomline Tech	25.02	1,014	39	1,053	368	2.9x	2.9x	5.0x	14.0x	13.6x	3.7%	1.5%	20.8%	21.1%	57%		
Average																	
Total (Large Cap)		156,192	30,909	187,102				5.3x	5.0x	18.6x	17.6x			29.5%	29.1%	75.7%	
Selected Mid Cap																	
First Derivatives	21.25	651	21	672	192	3.5x	3.5x	4.2x	18.3x	18.2x	30.9%	-0.7%	19.2%	19.2%	82%		
Linedata Services	46.77	362	20	382	191	1.8x	2.0x	2.8x	6.2x	7.1x	-8.9%	-5.4%	29.2%	28.3%	71%		
Sword Group	29.04	289	(46)	243	153	1.6x	1.6x	NA	9.5x	8.9x	-1.8%	12.3%	16.5%	17.8%	NA		
Average								2.3x	2.4x	11.3x	11.4x			21.6%	21.8%	76.6%	
Total (Mid Cap)		1,302	(5)	1,297													
Selected Small Cap																	
Polaris Software	151.25	226	(56)	170	NA	NA	NA	NA	NA	NA	0.6%	NA	NA	NA	40%		
Gbst Holdings Ltd	3.76	184	(7)	178	78	2.3x	2.3x	3.5x	14.1x	13.3x	-17.6%	-4.3%	16.3%	17.1%	65%		
Microgen	1.85	135	(8)	127	49	2.6x	2.6x	3.1x	10.6x	9.7x	-0.6%	1.4%	24.5%	26.8%	83%		
MSG Life AG	2.85	129	(10)	119	120	0.9x	1.0x	NA	7.9x	12.7x	-13.4%	1.9%	10.9%	7.8%	NA		
Crealogix	105.50	111	(3)	108	76	1.5x	1.4x	3.8x	18.4x	16.1x	23.6%	9.0%	7.9%	8.8%	38%		
Gresham Comp	129.50	107	(7)	100	23	4.7x	4.4x	8.0x	53.9x	24.3x	7.3%	-5.8%	8.8%	18.1%	55%		
Net Mobile	NA	97	22	119	130	0.7x	0.9x	NA	9.6x	7.4x	-22.9%	NA	7.4%	12.4%	NA		
StatPro	1.05	84	(2)	82	46	1.6x	1.8x	1.9x	6.3x	7.2x	-12.5%	-3.9%	24.7%	24.7%	95%		
Monitise	0.03	82	(53)	28	NA	NA	NA	NA	NA	NA	-29.1%	-21.7%	NA	NA	49%		
Brady	0.71	72	(10)	63	42	1.2x	1.5x	2.5x	5.8x	16.7x	-18.1%	-10.3%	21.1%	8.9%	60%		
63 Moons Technologies Ltd.	71.85	49	(64)	(15)	NA	NA	NA	NA	NA	NA	-9.0%	NA	NA	NA	NA		
Lombard Risk	8.75	43	(5)	38	47	0.8x	0.8x	2.0x	6.5x	6.0x	3.2%	9.9%	12.7%	13.6%	40%		
Dion Global	69.20	33	58	91	NA	NA	NA	NA	NA	NA	-20.0%	NA	NA	NA	76%		
Vipera	0.05	17	(4)	14	8	1.7x	1.8x	24.3x	NM	NM	-4.0%	13.6%	-8.9%	-8.9%	7%		
Average								1.8x	1.8x	14.8x	12.6x			12.5%	12.9%	55.3%	
Total (Small Cap)		1,369	(148)	1,221													
Sector Total		158,864	30,756	189,620													

(1) Excludes treasury shares

(2) Net financial debt minus marketable securities and collaterals.

(3) Recurring revenues (renewing licences, maintenance, subscriptions, SaaS etc) where reported for last full year

(4) NM - Not meaningful and NA - Not available