



# Financial Technology Sector

## Quoted Company Analysis

**Second Quarter 2015**

# Sector Valuation Metrics

Company	Share Price Local	Market Cap (\$m) <sup>(1)</sup>	Net Debt (\$m) <sup>(2)</sup>	Enterprise Value (\$m)	Revenue		EV/Revenue		EV/Revs		EV/EBITDA		Revenue Growth		EBITDA Margin		% Revs	
	30-Jun-15				CY15E (\$m)	CY2014	CY2015E	Recurring	CY2014	CY2015E	CY2014	CY2015E	CY2014	CY2015E	CY2013	CY2014E	Recurring <sup>(3)</sup>	
<b>Selected Large Cap</b>																		
Thomson Reuters	38.07	29,865	7,092	36,957	12,373	2.9x	3.0x	3.4x	8.5x	10.7x	-0.7%	-1.9%	34.6%	28.0%	87%			
Fiserv	82.83	19,613	3,509	23,122	5,316	4.6x	4.3x	4.6x	14.3x	13.0x	5.2%	4.9%	31.9%	33.5%	95%			
Fidelity	61.80	17,518	4,575	22,093	6,555	3.4x	3.4x	4.2x	11.5x	11.3x	5.8%	2.2%	29.9%	29.9%	80%			
FactSet	162.51	6,787	(136)	6,651	1,037	7.0x	6.4x	6.8x	19.1x	17.4x	7.3%	9.4%	36.7%	36.8%	95%			
SS&C	62.50	5,941	529	6,470	913	8.4x	7.1x	7.8x	21.6x	17.7x	7.7%	18.9%	39.1%	40.0%	91%			
JH & Asso	64.70	5,240	(61)	5,179	1,309	4.2x	4.0x	5.0x	12.0x	11.3x	7.1%	4.6%	34.8%	35.0%	79%			
Computershare	11.71	5,020	1,199	6,219	1,979	3.1x	3.1x	4.5x	11.6x	11.2x	-0.2%	-2.0%	27.0%	28.0%	70%			
DST Systems	125.98	4,623	45	4,668	2,738	1.7x	1.7x	NA	10.6x	10.1x	3.4%	-0.4%	16.0%	16.8%	NA			
Markit Limited	25.57	4,449	318	4,767	1,101	4.5x	4.3x	4.8x	11.9x	10.0x	12.4%	3.3%	37.7%	43.3%	90%			
Guidewire Software	52.93	3,734	(444)	3,290	393	9.1x	8.4x	16.7x	76.8x	45.7x	16.5%	7.6%	11.9%	18.3%	50%			
Morningstar	79.55	3,532	(195)	3,337	807	4.4x	4.1x	6.1x	20.8x	13.5x	8.9%	6.2%	21.1%	30.6%	68%			
Solera	44.56	2,991	1,030	4,021	1,171	3.8x	3.4x	NA	10.2x	8.5x	17.8%	14.5%	37.2%	40.3%	NA			
ACI Worldwide	24.57	2,869	815	3,683	1,046	3.6x	3.5x	5.0x	16.4x	13.6x	17.5%	3.0%	22.1%	26.0%	70%			
FICO	90.78	2,819	432	3,251	849	4.1x	3.8x	5.7x	15.9x	13.3x	6.1%	5.8%	25.6%	28.9%	67%			
Advent Software	44.21	2,329	182	2,511	421	6.3x	6.0x	6.5x	23.9x	17.7x	3.6%	6.1%	26.4%	33.7%	92%			
Temenos	30.95	2,313	106	2,419	525	5.2x	4.6x	6.1x	13.1x	13.7x	0.2%	11.9%	39.3%	33.5%	75%			
SimCorp	266.50	1,653	(46)	1,607	295	5.0x	5.4x	6.0x	20.0x	19.3x	7.1%	-7.8%	25.0%	28.1%	90%			
Envestnet	40.43	1,427	(65)	1,362	418	3.9x	3.3x	19.2x	34.1x	18.5x	43.8%	19.9%	11.4%	17.6%	17%			
Fidessa	22.75	1,368	(120)	1,248	459	2.8x	2.7x	3.2x	10.0x	12.3x	3.8%	1.2%	27.7%	22.2%	85%			
IRESS Market Technology	10.12	1,248	85	1,333	268	4.5x	5.0x	5.8x	14.5x	15.8x	22.1%	-9.6%	30.9%	31.5%	86%			
Ebix	32.61	1,141	69	1,210	256	5.6x	4.7x	5.9x	13.5x	12.9x	4.7%	19.4%	41.7%	36.7%	80%			
Bottomline Tech	27.81	1,138	(43)	1,095	350	3.5x	3.1x	3.5x	21.3x	14.5x	18.0%	10.6%	16.2%	21.5%	89%			
<b>Average</b>									<b>4.6x</b>	<b>4.3x</b>			<b>18.7x</b>	<b>15.1x</b>		<b>28.4%</b>	<b>30.0%</b>	<b>77.8%</b>
<b>Total (Large Cap)</b>		<b>127,620</b>	<b>18,878</b>	<b>146,497</b>														
<b>Selected Mid Cap</b>																		
Innovation group	0.31	598	(90)	508	378	1.4x	1.3x	3.7x	10.1x	7.2x	8.9%	7.3%	14.2%	18.6%	36%			
First Derivatives	13.85	506	24	531	160	4.0x	3.3x	4.7x	23.9x	17.2x	22.8%	21.5%	16.9%	19.3%	70%			
Monitise	0.11	366	(225)	141	164	1.0x	0.9x	1.5x	NM	NM	35.4%	-9.1%	-47.9%	-22.8%	59%			
Gbst Holdings Ltd	5.73	294	3	297	91	3.3x	3.3x	NA	15.7x	14.7x	6.4%	-2.7%	21.3%	22.4%	NA			
<b>Average</b>									<b>2.4x</b>	<b>2.2x</b>			<b>16.6x</b>	<b>13.0x</b>		<b>1.1%</b>	<b>9.4%</b>	<b>55.1%</b>
<b>Total (Mid Cap)</b>		<b>1,764</b>	<b>(287)</b>	<b>1,477</b>														
<b>Selected Small Cap</b>																		
Polaris Software	157.75	248	(16)	232	313	0.7x	0.7x	2.0x	6.1x	5.9x	-22.8%	1.2%	11.5%	12.6%	37%			
Linedata Services	26.58	218	49	267	184	1.3x	1.5x	2.1x	4.4x	5.6x	-1.4%	-12.2%	29.2%	25.7%	68%			
Sword Group	19.50	204	(58)	145	149	0.9x	1.0x	1.0x	5.6x	6.3x	9.9%	-4.4%	16.5%	15.5%	100%			
Brady	1.05	137	(15)	122	51	2.4x	2.4x	NA	11.4x	12.5x	11.2%	-1.0%	21.1%	19.3%	NA			
Financial Technologies India Limited	152.55	111	79	189	NA	4.0x	NA	NA	NM	NA	-63.1%	NA	-20.6%	NA	NA			
Crealogix	93.45	107	(27)	80	NA	NA	NA	NA	NA	NA	5.9%	NA	NA	NA	50%			
Gresham Comp	100.50	100	(7)	93	23	4.4x	4.1x	29.1x	50.0x	21.7x	-3.8%	7.4%	8.8%	18.8%	14%			
Microgen	1.08	99	(38)	60	48	1.2x	1.3x	1.6x	4.5x	4.8x	5.2%	-3.2%	27.3%	26.4%	81%			
Net Mobile	6.27	87	9	96	NA	0.5x	NA	NA	8.1x	NA	13.7%	NA	6.5%	NA	NA			
StatPro	0.80	85	(4)	81	50	1.5x	1.6x	9.6x	6.2x	11.1x	3.8%	-5.8%	24.7%	14.7%	17%			
MSG Life AG	1.47	70	(10)	60	115	0.4x	0.5x	NA	4.0x	6.7x	-20.5%	-17.1%	10.9%	7.8%	NA			
Lombard Risk	12.13	58	(3)	55	35	1.6x	1.5x	3.7x	7.1x	6.0x	6.9%	2.4%	22.6%	25.6%	42%			
Dion Global	109.20	55	45	100	NA	2.2x	NA	NA	28.7x	NA	21.3%	NA	7.7%	NA	61%			
Vipera	0.04	17	(1)	16	NA	2.0x	NA	NA	NM	NA	252.7%	NA	-12.3%	NA	5%			
<b>Average</b>									<b>1.8x</b>	<b>1.6x</b>			<b>12.4x</b>	<b>9.0x</b>		<b>11.8%</b>	<b>18.5%</b>	<b>47.5%</b>
<b>Total (Small Cap)</b>		<b>1,596</b>	<b>(1)</b>	<b>1,595</b>														
<b>Sector Total</b>		<b>130,979</b>	<b>18,590</b>	<b>149,569</b>														

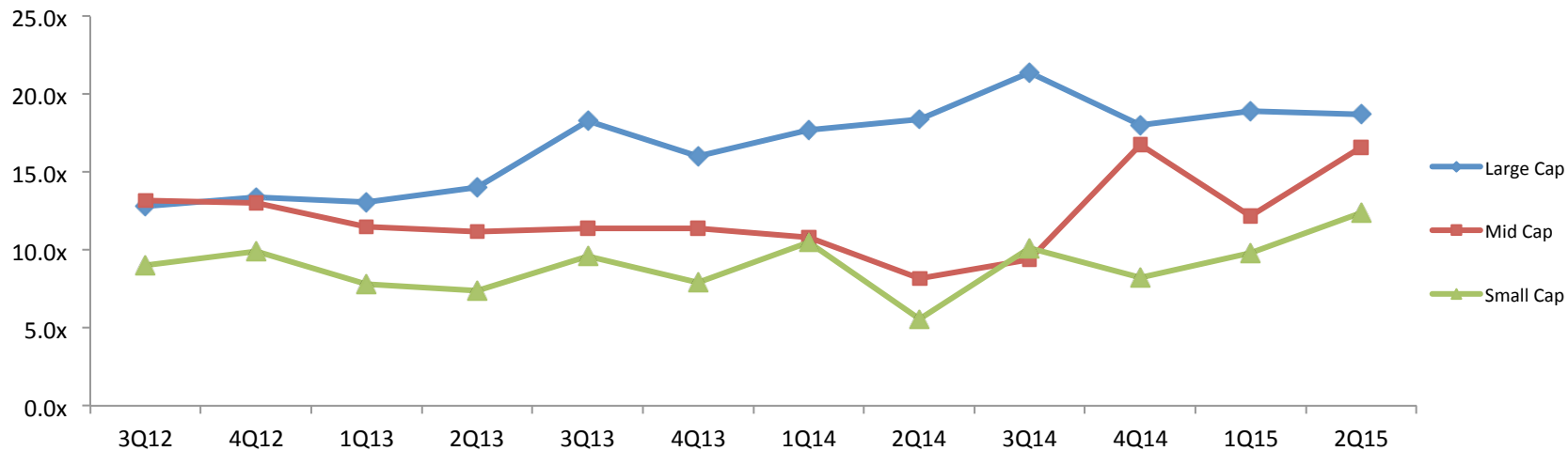
(1) Excludes treasury shares

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

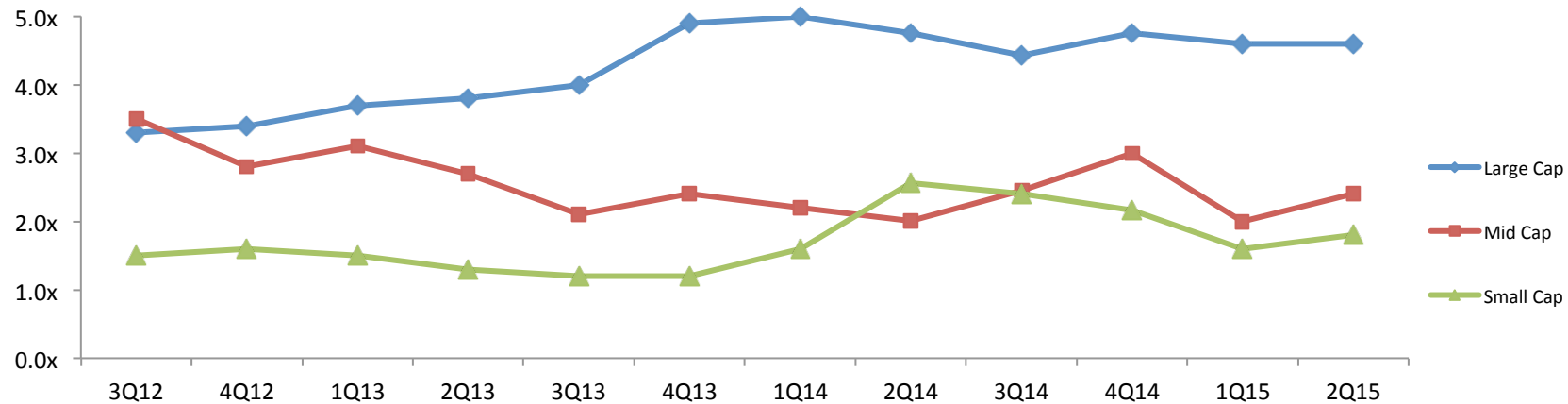
(3) Recurring revenues (renewing licences, maintenance, subscriptions, SaaS etc) where reported for last full year

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

### EV/EBITDA

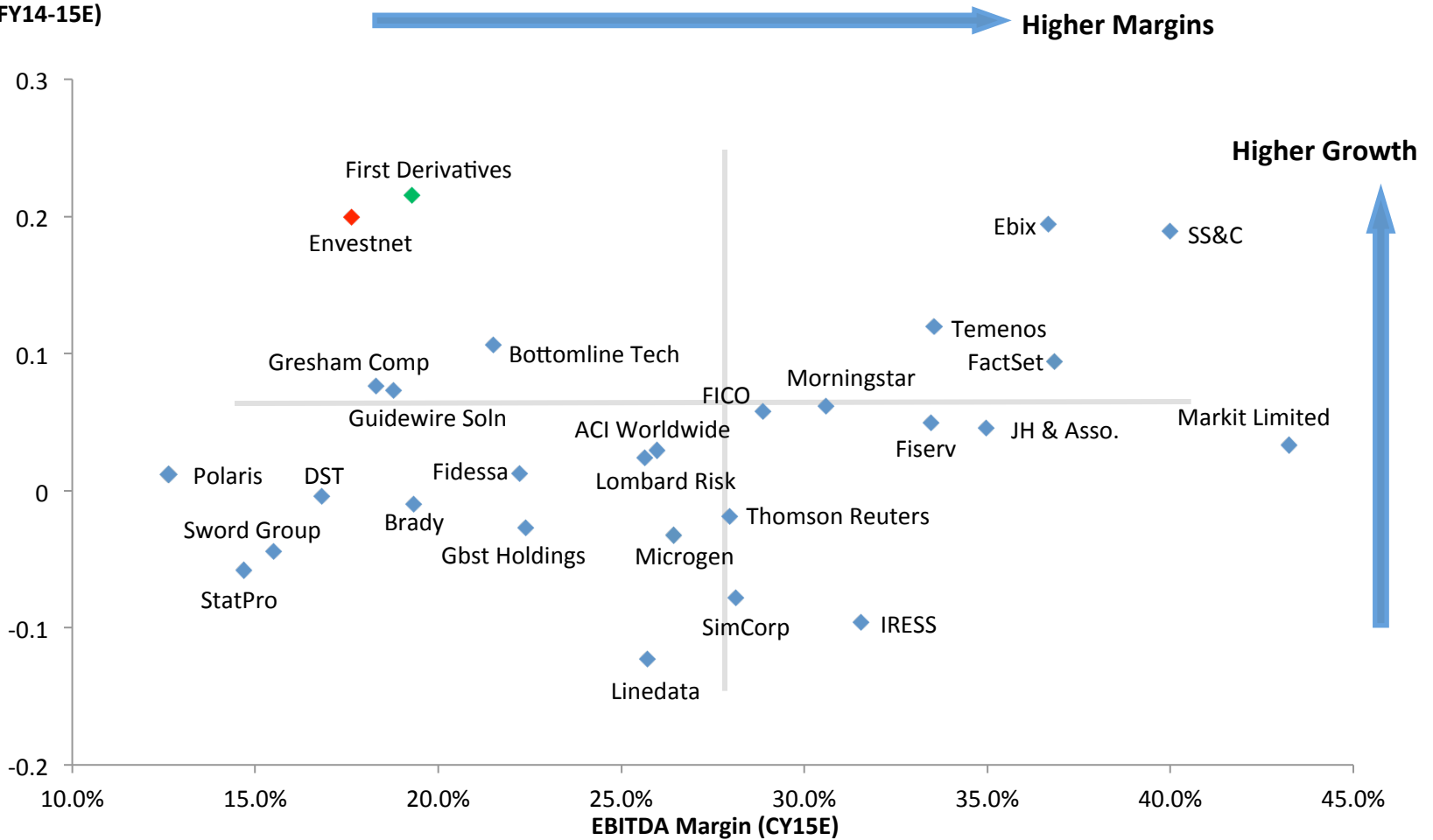


### EV/Revenue



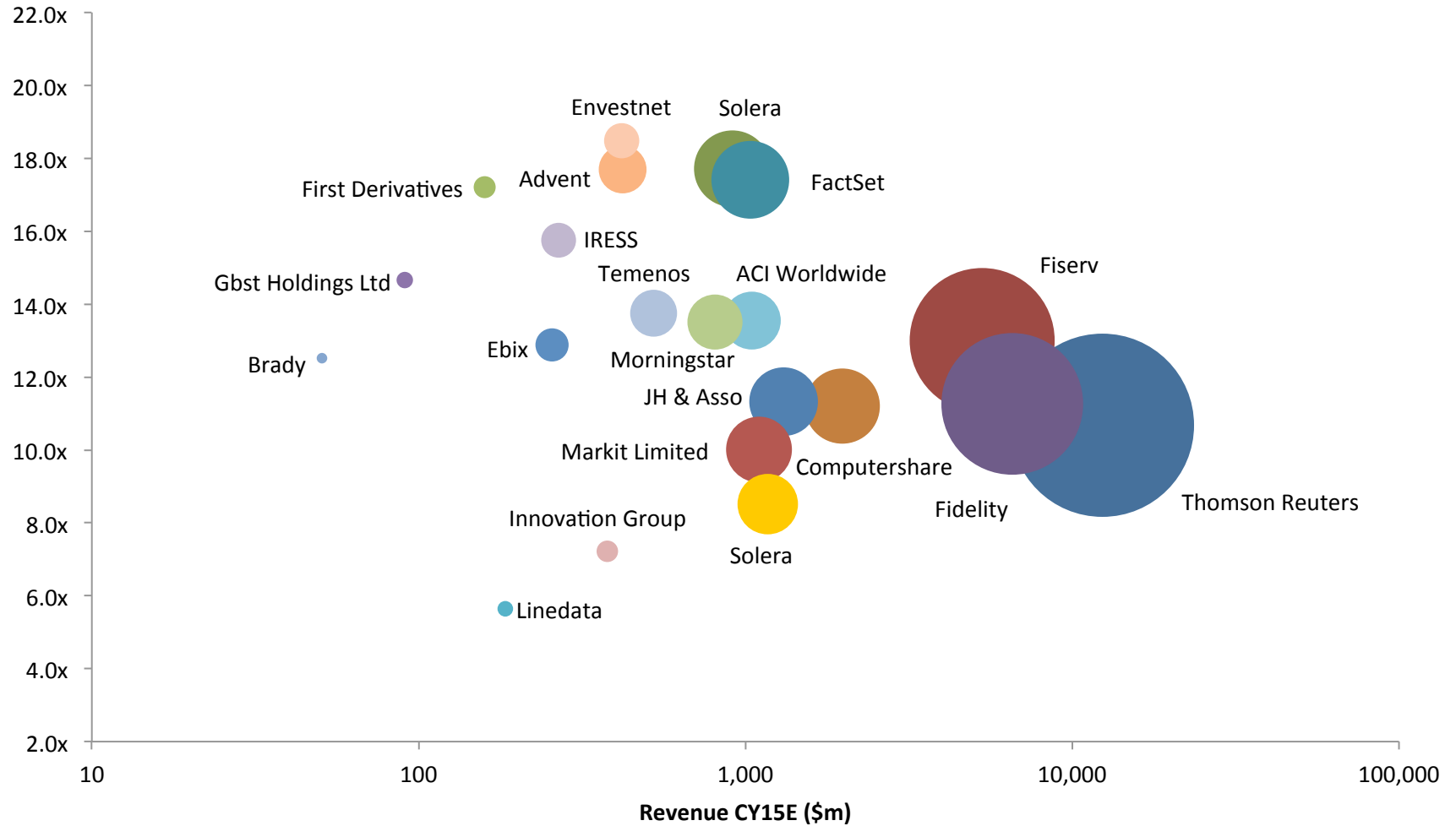
# Performance Quadrants: Revenue Growth & Operating Margin

Revenue Growth  
(FY14-15E)

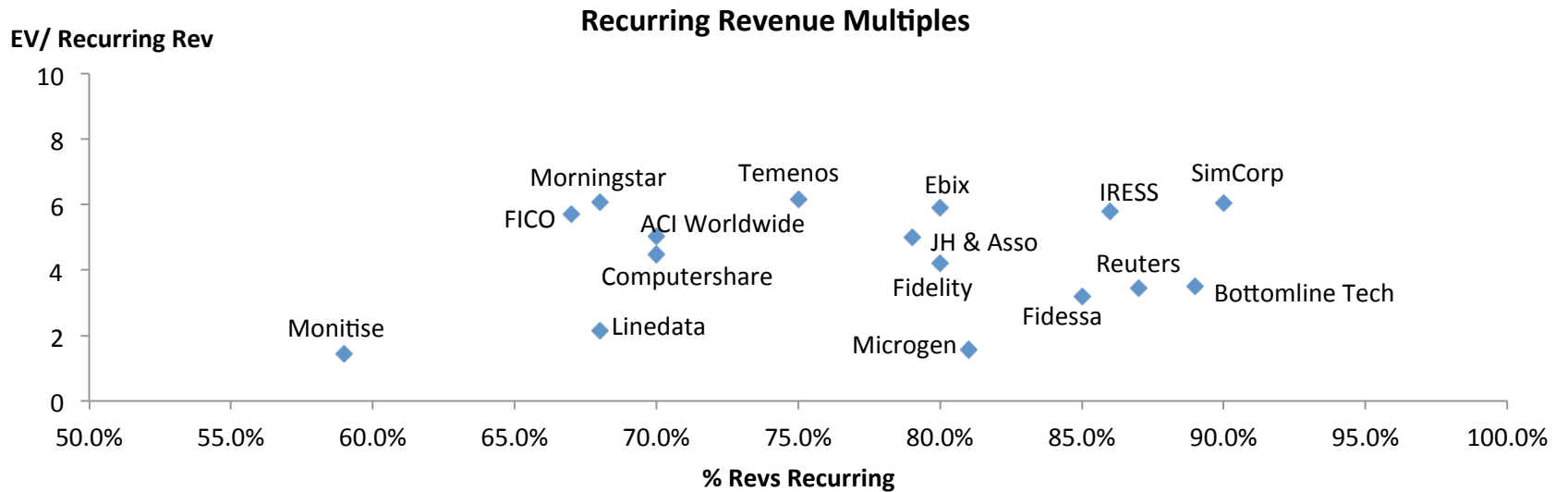
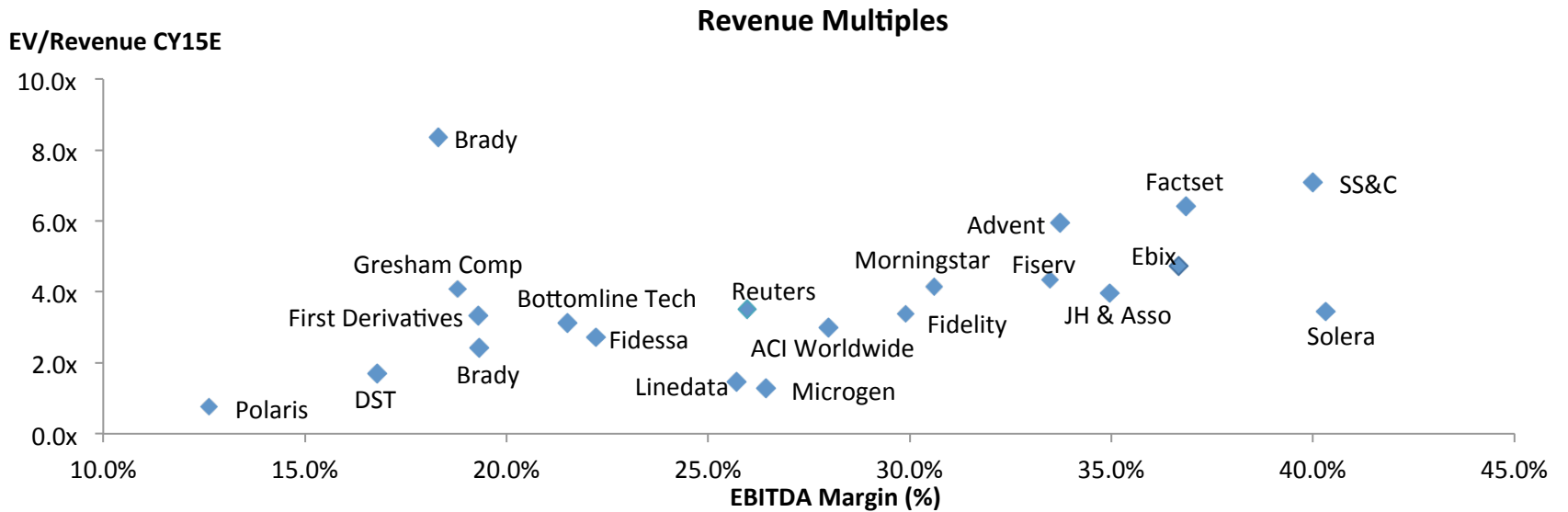


- ◆ Largest % Share price increase (last quarter)
- ◆ Largest % Share price decrease (last quarter)

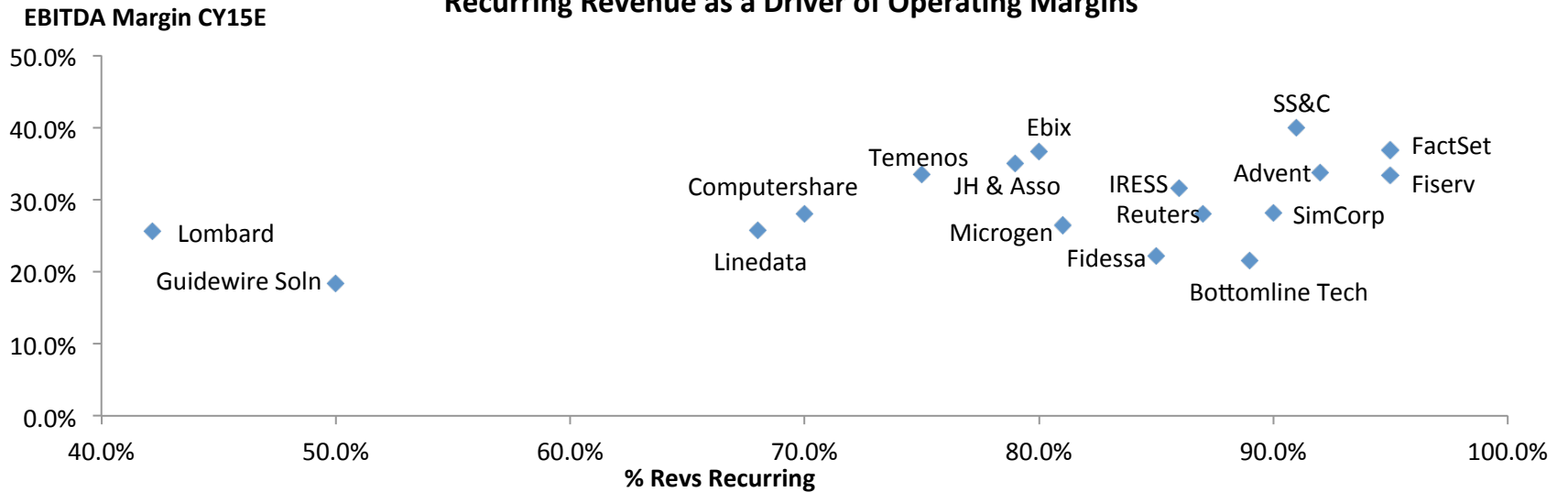
## EV/EBITDA CY15E



Note: Bubble size depicts enterprise value

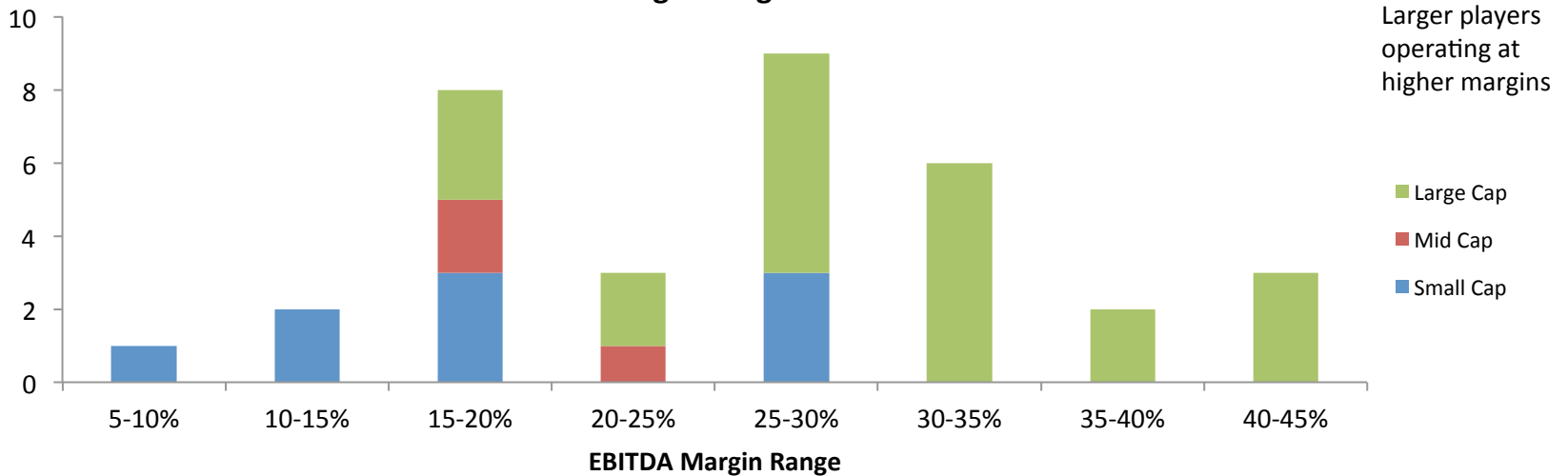


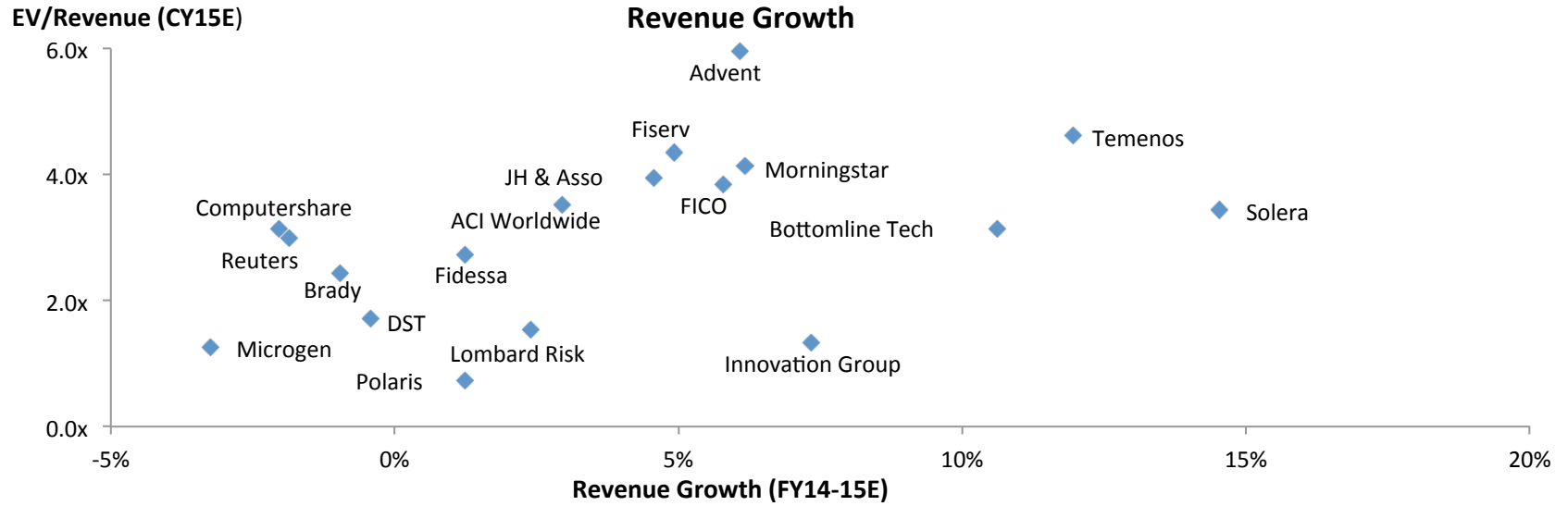
## Recurring Revenue as a Driver of Operating Margins



## Number of Companies

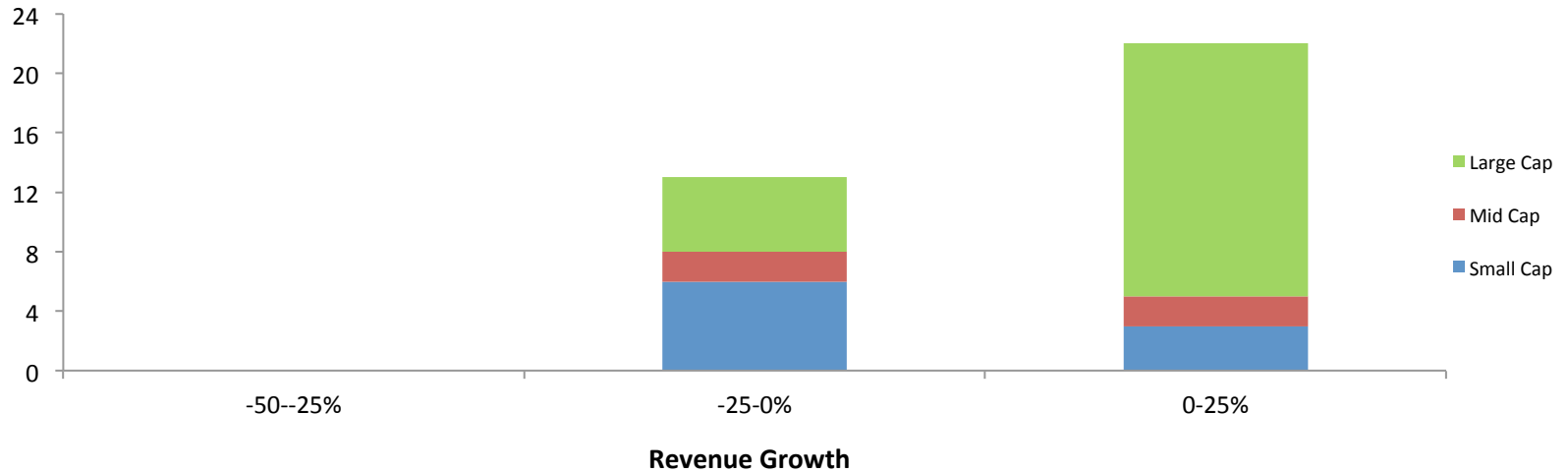
## EBITDA Margin Range Distribution





Number of Companies

Revenue Growth Distribution





# Selected Fintech Deals – Second Quarter 2015

Date Announced	Buyer	Seller	Seller Description	Deal Size	Seller Revenue / Profit	Revenue Multiple	Target Sector	Commentary
30/06/2015	Capita Plc (UK)	Vertex Mortgage Services Ltd [Vertex Group Ltd] (UK)	Provides mortgage origination and servicing solutions in the UK and Canada as well as unit trust and pension administration services in the UK	£35m	£22.9m/£1.3m	1.5x	Mortgage administration	Vertex MS further strengthen Capita's growing position within the third party mortgage administration market. The acquisition builds on a strong working relationship between the two companies.
29/06/2015	Six Degrees Technology Group Ltd. [dba Six Degrees Group] [Charlesbank Capital] (UK)	Capital Support Group Ltd. (UK)	Provides cloud hosting, cybersecurity, infrastructure-as-a-service (IaaS), managed communications and business continuity managed services, as well as systems and network integration services, for businesses in the alternative investment market sector in Europe.	Not disclosed	£14m	n/a	Hosted Services	Capital Support Group improves Six Degrees' financial services portfolio through the addition of hedge fund and private equity clients. This is Six Degrees' first acquisition for over two years.
25/06/2015	Digital Asset Holdings (USA)	Bits of Proof Zrt. (Hungary)	Provides bitcoin mining, bitcoin online wallet and transaction processing software, as well as bitcoin virtual server middleware, for financial services businesses globally.	Not disclosed	n/a	n/a	Infrastructure management	The deal forms one of two acquisitions by Digital Asset Holdings. Hyperledger and Bits of Proof are expected to add valuable dimensions to the Digital Asset offerings.
25/06/2015	Digital Asset Holdings (USA)	Hyper Inc. [dba Hyperledger] (USA)	Provides cryptocurrency EDI software to enable secure bitcoin block chain mining and other online currency transaction processing using decentralized asset registries for consumers, businesses and financial institutions.	Not disclosed	n/a	n/a	Infrastructure management	The deal forms one of two acquisitions by Digital Asset Holdings. Hyperledger and Bits of Proof are expected to add valuable dimensions to the Digital Asset offerings.
23/06/2015	Konga Online Shopping Limited (Nigeria)	Zinternet Nigeria Limited [aka Zinternet Mobile Technologies] (Nigeria)	Provides mobile and online payment software for consumers and businesses in Africa via www.ezpayafrica.com.	Not disclosed	n/a	n/a	Mobile payments	With this acquisition, Koga own 100% of Zinternet's assets including its mobile money licence. Konga is poised to offer payment solutions to merchants on and off the Konga.com platform.
18/06/2015	Private Group led by Azini Capital Partners (UK)	Cluster Seven Ltd (UK)	Provides technology to manage, analyse and audit the activity and data generated by Excel spreadsheets in financial institutions	Not disclosed	n/a	n/a	Solutions	The Azini investment follows a record ClusterSeven turnover and new client wins in 2014. It also builds on an existing partnership between the two companies.
18/06/2015	Cegid SA (France)	Altaven (France)	Provides tax data processing, management and forecasting SaaS for enterprises in France. Transaction was reported by Animasoft.com on 6/18/15.	Not disclosed	€5m	n/a	ERP software	Altaven expands Cegid's presence in tax management. The two companies will work together under the joint management of Altaven's founder executives and Cegid's teams.
18/06/2015	CoinBR (Brazil)	Coinverse (Brazil)	Provides an online bitcoin exchange and Web-based bitcoin banking service for consumers and bitcoin investors through coinverse.com.br. Also provides a related mobile application.	Not disclosed	n/a	n/a	Online bitcoin exchange	
18/06/2015	Patriot National Inc. (USA)	InsureLinx (USA)	Provides pay-as-you-go workers' compensation insurance billing and payments EDI SaaS for insurance carriers and businesses.	\$6m	n/a	n/a	Billing SaaS	Acquisition is consistent with Patriot National's growth strategy to expand their value driven end-to-end service offerings. InsureLinx team to join Patriot National.
17/06/2015	Allegro Development Corporation (USA)	JustCommodity Software Solutions Pte Ltd (Singapore)	Develops commodity trading software solutions	Not disclosed	n/a	n/a	Commodities Trading and Risk management (CTRM) software	Acquisition of JustCommodity aligns with Allegro's growth strategy in Asia and expands their position in soft commodities.
17/06/2015	C&H Financial Services Inc. (USA)	Regal Payment Systems LLC (USA)	Provides merchant point-of-sale (POS) and mobile device payment systems, as well as EDI software, mobile apps and transaction processing services, for retailers.	Not disclosed	n/a	n/a	POS payment systems	C&H Financial Services add Regal Payment System to their existing offerings available on the TSYS and Paymentech platforms.

# Selected Fintech Deals – Second Quarter 2015

Date Announced	Buyer	Seller	Seller Description	Deal Size	Seller Revenue / Profit	Revenue Multiple	Target Sector	Commentary
16/06/2015	Vertafore Inc. [TPG Capital] (USA)	QQ Solutions Inc. (USA)	Provides insurance agency management SaaS, including online auto insurance rate comparison, office management, policy forms, revenue management and reporting, for small-to-medium-sized insurance brokerage firms.	Not disclosed	n/a	n/a	Insurance SaaS	Acquisition expands Vertafore's rating capabilities in Texas and Florida as well as creating the largest portfolio of agency management systems and rating products for the Independent Insurance Channel.
16/06/2015	Applied Systems Inc. [Hellman & Friedman/JMI Equity] (USA)	SEMCAT Corporation (USA)	Provides auto, home and property insurance rate quote, comparison and customer service automation SaaS and software for insurance brokers. Software can also be integrated into a broker's website and Facebook page.	Not disclosed	n/a	n/a	Insurance SaaS	Applied Systems will focus investment in the combined teams and product portfolio to drive technical innovation and product integration.
16/06/2015	Avalara Inc. (USA)	VAT Applications NV (Belgium)	Provides European Union-based automated sales tax and value-added tax (VAT) calculation, compliance management, reporting, regulatory filing and auditing software for businesses in Europe.	Not disclosed	n/a	n/a	Sales Tax Software	iVAT further expands Avalara's global reach and adds automated compliance services to Avalara's offerings.
11/06/2015	Octagonal Plc (UK)	Global Investment Strategy UK Ltd (UK)	Provides trading in the Global Markets, including equities, fixed income, commodities, currency and futures, using its proprietary online trading platforms and clearing and safe custody systems	Not disclosed	n/a	n/a	Financial services	Following Octagonal's acquisition of 9.97% shares in GIS earlier this year, the company acquired the remaining issued share capital of GIS that it does not currently own. The acquisition is in line with Octagonal's investing policy.
11/06/2015	DIMOCO [aka Direct Mobile Communications GmbH] (Austria)	Mpulse France [Mpulse] (France)	Provides software as a service (SaaS) for businesses in France to manage mobile payments and messaging for their customers. Software features include mobile payment management, messaging, CRM and marketing.	Not disclosed	n/a	n/a	Mobile payments	The transaction marks DIMOCO's expansion into France. Following the share deal transaction, Mpulse France will be renamed to DIMOCO France E.U.R.L and will move its company headquarters from Metz to Paris.
10/06/2015	GoCoin Pte Ltd. (Singapore)	Ziftr LLC (USA)	Provides an cryptocurrency-based online and mobile payments and customer loyalty program SaaS and related API software that tokenizes a user's credit card information to allow for highly secure transaction processing, for consumers and businesses. Also provides a cryptocurrency e-commerce shopping website through www.ziftr.com/shop.	Not disclosed	n/a	n/a	Cryptocurrency SaaS	The combined team and technology are equipped to surpass competitors such as Coinbase and BitPay in the digital currency space.
09/06/2015	Hebei Huijin Electromechanical Co Ltd (China)	Shenzhen Beichende Technologies Co Ltd (China)	Provides banking self-help service system consultancy, software research and development and banking outlet self-help equipment	CNY330m	n/a	n/a	Banking software	Consideration to be satisfied through the issue of shares.
09/06/2015	Microgen plc (UK)	Finalsys Limited (Jersey)	Provides wealth management, ERP, bookkeeping and compliance software for offshore financial institutions.	£0.3m	n/a	n/a	Wealth management software	Finalsys will be integrated into Microgen's Financial Systems business. The acquisition follows the division's strategy of increasing revenue from wealth management software.
08/06/2015	NTT DATA Inc. [NTT DATA Corporation] (USA)	Carlisle & Gallagher Consulting Group (USA)	Provides financial services systems integration, IT management consulting and business process outsourcing (BPO) services for financial institutions.	Not disclosed	n/a	n/a	IT services	A 'strategic move' which positions NTT Data as a full service business partner. CG supplements NTT Data's portfolio with deep financial services industry expertise and adds several blue chip clients.
05/06/2015	MULANN (France)	Planeta Informatica Ltda. (Brazil)	Provides payment and security smart card and vending machine reader systems, as well as related custom smart card reader hardware and software development services, for businesses.	Not disclosed	n/a	n/a	Payments and smart card reader systems	Mulann strengthens its Technology branch of activity and increases its product portfolio. The acquisition also provides Mulann access to the Brazilian market with high growth potential.

# Selected Fintech Deals – Second Quarter 2015

Date Announced	Buyer	Seller	Seller Description	Deal Size	Seller Revenue / Profit	Revenue Multiple	Target Sector	Commentary
04/06/2015	IRESS Ltd (Australia)	Innergi Pty Ltd (Australia)	Develops a client focused education and engagement tool built for financial planners and superannuation funds to better engage with their clients and members	Not disclosed	n/a	n/a	Personal finance content	The acquisition sees the integration of Innergi's content and IRESS' wealth management solutions, providing a cost-effective solution for clients.
03/06/2015	SafeCharge International Group Ltd (Virgin Islands)	Fintech Group AG (Germany)	Provides financial services software for online brokerage	€10m	n/a	n/a	Broking software	SafeCharge acquires 5% equity of FinTech. SafeCharge will purchase 810,000 shares at €12.45 per share, or €10.08m in total. The proceeds will be primarily used to bolster FinTech Group's equity and make it ready for further growth and potential acquisitions.
03/06/2015	Insurance Technologies Corp (USA)	Multico Rating Systems Inc (USA)	Develops software for the insurance industry focusing on the point-of-sale systems for insurance carriers, comparative rating, and consumer access quoting for independent agents	Not disclosed	n/a	n/a	Insurance software	The acquisition of Multico's automobile and home comparative rating system will extend TurboRater's market share with the addition of the Idaho, Oregon, Utah and Washington state markets.
03/06/2015	Options Technology Ltd. [aka Options IT] (UK)	Jake Roy Pillar LLC (USA)	Provides systems integration and IT consulting for the financial services sector.	Not disclosed	n/a	n/a	Financial services consultancy	Jake Roy Pillar will form Options Advisory, an additional business unit within Options. Options Advisory will strengthen Options' ability to a full application management team.
03/06/2015	NeoXam (France)	SmartCo (France)	Provides buy-side, sell-side and security brokerage data management software for banks, asset managers, brokers and financial institutions.	Not disclosed	n/a	n/a	Data management software	SmartCo will become NeoXam's reference data platform. SmartCo team to join NeoXam.
02/06/2015	CBOE Holdings Inc (USA)	Livevol Inc [market data services and trading analytics platform] (USA)	Provider of equity and index options technology and market data services to professional and retail traders	Not disclosed	n/a	n/a	Trading analytics	CBOE Holdings will acquire the Livevol Core, Livevol Pro and Livevol X trading systems platforms, as well as Livevol Enterprise and other market data solutions products. Livevol Securities, Inc., the company's broker-dealer unit, is not included in the deal. Livevol's 17 employees will join CBOE Holdings.
02/06/2015	Markit Group Ltd. [NASDAQ: MRKT] (UK)	Information Mosaic Ltd. (Ireland)	Provides post-trade securities EDI and transaction processing software, as well as related analytics and asset management software, for banks and the financial services industry globally.	Not disclosed	n/a	n/a	Post-trade EDI software	Information Mosaic to be integrated into Markit's Solutions division. The acquisition will enable Markit to extend its corporate actions service to support the full trade lifecycle.
02/06/2015	eVestment Alliance, LLC (USA)	TopQ Software Ltd. (Scotland)	Provides private equity analytics SaaS for fund managers and institutional investors.	Not disclosed	n/a	n/a	Private equity analytics SaaS	Acquisition enables eVestment to serve institutional investors investing in private market funds.
01/06/2015	Castleton Technology Plc (UK)	Brixx Solutions Ltd (UK)	Develops and publishes financial modeling and and long-term forecasts software	£5m	£2.8m	1.8x	Financial software	Acquisition of Brixx Solutions made alongside £5m acquisition of Impact Application, provider of business critical repairs management tools. The two deals reinforce the group's strategy to build pre-eminent IT businesses focused on the public sector.
01/06/2015	Asset International Inc (USA)	FWW Holding GmbH (Germany)	Provides investment fund data, regulatory documentation and marketing services	Not disclosed	n/a	n/a	Financial content & application service provider	The transaction expands Asset International's presence in continental Europe.
01/06/2015	Backstop Solutions Group (USA)	Cogency Software, Inc. (USA)	Provides customer engagement, portfolio management and related accounting software and SaaS for firms with mixed portfolios of hedge and private equity funds, and daily traded instruments.	Not disclosed	n/a	n/a	Alternative investment software & SaaS	Deal adds two further US locations and 20 employees to Backstop. Cogency bring a stronger accounting element to Backstop's products.

# Selected Fintech Deals – Second Quarter 2015

Date Announced	Buyer	Seller	Seller Description	Deal Size	Seller Revenue / Profit	Revenue Multiple	Target Sector	Commentary
29/05/2015	London Stock Exchange Group Plc (UK)	Exactpro Systems Ltd (UK)	Provides software quality assurance for exchanges, investment banks, brokers and other financial sector organisations worldwide	Not disclosed	n/a	n/a	QA software	Acquisition follows a working relationship between the two companies, with LSEG being one of Exactpro's key customers. As a fully owned subsidiary Exactpro will operate as an entity within LSEG's Technology Services division.
28/05/2015	MYOB Group Ltd (Australia)	Ace Payroll Plus Ltd (New Zealand)	Provides payroll software solutions	NZ\$14m	n/a	n/a	Accounting and payroll solutions	The deal strengthens MYOB's position in the New Zealand payroll solutions market.
28/05/2015	Optimal Payments Plc [fka NEOVIA Financial PLC] (UK)	FANS Entertainment Inc. (China)	Provides mobile payment and information management SaaS to event goers and venue operators. Application enables tracking of event participants purchases and locations at large events. Also provides related mobile development and consulting services.	\$13m	n/a	n/a	Payments SaaS	Optimal Payments strengthens its position in the mobile sector of the online payments industry and provides an entry point into the events market. The FANS platform complements their existing services.
26/05/2015	John Hancock Financial Services (USA)	Guide Financial, Inc. (USA)	Provides financial planning, asset building, portfolio management and related advisory SaaS for financial advisors and institutions.	Not disclosed	n/a	n/a	Financial advisory software	John Hancock acquires Guide Financial as part of company wide long term innovation plan. The partnership provides Guide Financial with additional resources to develop their web- based software portal.
21/05/2015	Broadridge Financial Solutions, Inc. (USA)	Thomson Reuters Corporation (fiduciary services and competitive intelligence unit) (USA)	The fiduciary services and competitive intelligence unit of Thomson Reuters, which provides a range of online reference content and software for legal, financial, educational, and medical markets through its subsidiaries Thomson Legal & Regulatory, Thomson Learning, Thomson Financial, and Thomson Scientific & Healthcare.	Not disclosed	n/a	n/a	Investor solutions	Agreement includes long term content and brand licensing services agreement in which Thomson Reuters Lipper will provide Broadridge with specific data. The acquisition is aligned with Broadridge's long term strategy to grow their enterprise data and analytics capabilities.
19/05/2015	Covenant Review [Leeds Equity Partners] (USA)	CapitalStructure Ltd. (UK)	Provides online European leveraged finance and distressed debt markets analysis, news and reference content, as well as related investment and legal analysis, for institutional investors, brokerage firms and investment banks through www.capital-structure.com.	Not disclosed	n/a	n/a	market data and analytics	The transaction follows Covenant Review's partnership with Leeds Equity and enables CapitalStructure's services to be bought to the US market.
19/05/2015	Welltok Inc. (USA)	Predilytics (USA)	Provides machine learning-enabled consumer analytics and predictive modeling SaaS for healthcare organizations and insurance providers. Software enables the use of big data information for the development of marketing plans, distribution of resources and cost containment.	Not disclosed	n/a	n/a	Healthcare and insurance analytics	Acquisition adds a layer of consumer intelligence and analytical capabilities to Welltok's platform.
15/05/2015	defi SOLUTIONS (USA)	OpenRule Systems (USA)	Provides automotive loan application processing management (APM) SaaS for car dealerships.	Not disclosed	n/a	n/a	Loan SaaS	defi SOLUTIONS plans to integrate the features and functions of OpenRule into a single powerful system to provide a stronger offering to lenders.
14/05/2015	QIWI Plc (Cyprus)	Rapida NKO OOO [Otkritie Financial Corporation OAO] (Russia)	Develops software for electronic payment solutions	Not disclosed	n/a	n/a	Payments software	QIWI acquires 100% of the Contact money transfer system and the Rapida payment processing system. The acquisition is expected to contribute approx. 15-20% in annualized terms to QIWI's adjusted revenue.
12/05/2015	Insurity Inc. [TA Associates] (USA)	Oceanwide Inc. (Canada)	Provides property and casualty (P&C) insurance management SaaS used for international trade management and collaboration for the global marine insurance industry.	Not disclosed	n/a	n/a	Insurance software	The talent and expertise combined with the software solution assets of the two organisations enable Insurity to offer greater value to customers while strengthening its market position.

# Selected Fintech Deals – Second Quarter 2015

Date	Buyer	Seller	Seller Description	Deal Size	Seller Revenue / Profit	Revenue Multiple	Target Sector	Commentary
<b>Announced</b> 07/05/2015	Acturis Group Ltd  (UK)	AssFINET AG  (Germany)	Provides software services for insurance brokers.	Not disclosed	n/a	n/a	Insurance software	AssFINET are viewed as the perfect strategic fit and complementary to Acturis' existing business in Germany.
07/05/2015	Private group led by Serent Capital  (USA)	Mercury Network LLC [A La Mode Inc]  (USA)	Provides a Software-as-a-Service based valuation vendor management platform to clients in the mortgage lending industry	Not disclosed	n/a	n/a	Mortgage software	The partnership positions Mercury Network to be the premier player in the vendor management and collateral risk market.
06/05/2015	Asset International Inc [Genstar Capital]  (USA)	Intelligent Financial Systems  (UK)	Provides online financial market data research services, as well as trade execution quality analysis software, for banks, brokers, asset managers and trading operators. Software and services enable governance, risk and compliance (GRC) for securities markets.	Not disclosed	n/a	n/a	GRC software	LiquidMetrix will function as an independent unit of Asset International, complementing two of AI's brands that each touch on issues of governance, regulation and compliance.
06/05/2015	Ervestnet Inc.  (USA)	OLTIS SOFTWARE LLC [dba Finance Logix]  (USA)	Provides financial planning, wealth and asset management software for financial services businesses and investment brokerage firms.	\$30.5m	n/a	n/a	Wealth management software	The transaction allows Ervestnet to increase the breadth of their platform and the functionality gap between their platform and competing platforms.
30/04/2015	Generix Group  (France)	GMI Connectivity  (France)	Provides EDI software that enables e-invoicing, customs, payments processing, file transfer, virtual fax, text message management and automatic character recognition, for businesses in the banking, logistics and retail sectors.	Not disclosed	n/a	n/a	EDI & messaging software	The incorporation of GMI Connectivity will reinforce Generix Group's position on such regulated flow markets as banking, taxation and customs as well as on the unstructured document digitalisation market.
27/04/2015	MasterCard Inc  (USA)	Applied Predictive Technologies Inc  (USA)	Provides test and learn software for the retail, consumer goods, and financial services sectors	\$600m	n/a	n/a	Analytics SaaS	This acquisition advances MasterCard's agenda to deliver differentiated services to merchants, complementing its recent acquisition of 5One, a London-based retail consulting and analytics firm. Applied Predictive Technologies will now have access to MasterCard's analytics suite, consulting capabilities, marketing services and global footprint that will expand its reach and value.
23/04/2015	Interactive Brokers Group, Inc  (USA)	Covestor Ltd.  (USA)	Provides Web-based investment and portfolio management SaaS and online exchange for individual investors. Software matches individuals with professional investors, enabling individuals to automatically sync and mirror investments and trades in real-time.	Not disclosed	n/a	n/a	Wealth management SaaS	Acquisition will enable Interactive Brokers to provide additional asset classes to clients and expand their offerings globally.
23/04/2015	NeoXam  (France)	Nexfi  (France)	Provides investment and portfolio management software to enable asset, wealth and hedge fund management for financial institutions, private equity firms, hedge funds and institutional investors. Software enables ERP, order management, compliance, accounting, analytics and reporting.	Not disclosed	n/a	n/a	Asset management software	NeoXam plan to capitalise on Nexfi's key expertise and enable them to leverage international presence and financial strength.
20/04/2015	CalAmp Corp.  (USA)	Crashboxx  (USA)	Provides automotive GPS-based telematics systems and SaaS to track, measure and record vehicle crashes for auto insurance companies and fleet management businesses. Software also enables driver risk assessment and claims processing automation for insurers.	\$1.5m	n/a	n/a	Telematics	Crashboxx technology is expected to play a critical role in expanding CalAmp's growth prospects in the insurance telematics group.

# Selected Fintech Deals – Second Quarter 2015

Date Announced	Buyer	Seller	Seller Description	Deal Size	Seller Revenue / Profit	Revenue Multiple	Target Sector	Commentary
20/04/2015	Patriot National Inc. (USA)	Vikaran Solutions LLC (USA)	Provides both licensed and Web-based workers compensation insurance claims management software, SaaS and software development services for insurance carriers.	\$10m	n/a	n/a	Insurance software	As part of the transaction, Patriot National purchases the outstanding stock of MPCS, Vikaran's software development centre in India. These acquisitions will expand Patriot National's technology product offerings and provide an outsourcing platform in India.
16/04/2015	Maitland International (UK)	Phoenix Fund Services (UK) Ltd (UK)	Provides investment managers with services ranging from investment operations outsourcing to administration of onshore and offshore funds	Not disclosed	n/a	n/a	Fund administration	Maitland will leverage Phoenix Fund Services' UK presence to grow its share of the traditional long-only and alternative fund administration outsource market in the UK and Europe.
14/04/2015	CML Group Ltd (Australia)	Cashflow Finance Australia Pty Ltd (Australia)	Provides a range of trade finance solutions to businesses throughout Australia	AUD 13.5m	n/a	n/a	Payroll and finance solutions	Acquisition price includes AUD10m of external debt financing and AUD3.5m for the business, including goodwill. Cashflow Finance Australia will be retained as separate office location.
07/04/2015	Norway Registers Development AS (Norway)	Etronika, UAB (Lithuania)	Provides retail electronic banking and mobile signature software and related mobile applications for businesses in the Baltic region.	€0.4m	€1.9m	0.2x	Banking software	NRD AS plans to invest into new share issues of UAB and acquire 80% of Etronika. The investment is in line with Etronika's growth strategy.
06/04/2015	VeriFone Systems Inc. [dba Verifone] (USA)	DoubleBeam (USA)	Provides mobile payment applications and transaction processing services for retailers. Software integrates with a retailer's existing point-of-sale (POS) and mobile systems to enable customers to make payments directly from their checking account with their smartphone.	Not disclosed	n/a	n/a	Mobile payment applications	The transaction gives VeriFone entrance into the cloud-based PoS market. As part of the transaction GoPago, a company DoubleBeam acquired in December 2013, has become VeriFone Cloud POS.
02/04/2015	Currency Mountain Holdings, LLC (USA)	TraderMade Systems Ltd. (UK)	Provides foreign exchange analytics and reporting software for banks, corporations, financial institutions and individual traders globally. Also provides related software development services.	Not disclosed	n/a	n/a	FX analytics software	TraderMade's expertise and data enhances Currency Mountain's portfolio of brands. Customers will gain access to key data necessary to support regulatory compliance demands.

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