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**MARKET VIEW:** Third quarter activity remained relatively stable. US asset-backed securities issuances remained in recent ranges totaling almost \$56 billion. Both corporate bonds and collateralized loan obligations (CLOs) were close to YTD record issuances, \$426 billion and \$20 billion respectively, while mortgage related issuances soared to \$532 billion for the quarter, far and away the highest since Q2 2013. The combination of a continued low interest rate environment and the Fed pushing rate increases past the election has helped issuers to increase completed offerings at these lower financing rates. Mergers & Acquisitions and Private Placement activity in the Specialty Finance and Consumer Finance Sectors have also remained at a consistent pace over the past year. While total deal value in the U.S. has soared, total deals completed has decreased with the

focus on larger transactions. With the election ahead and Fed action expected before year end, the next couple of quarters could be interesting. Stay tuned.

## FIXED INCOME

### MARKET OBSERVATIONS:

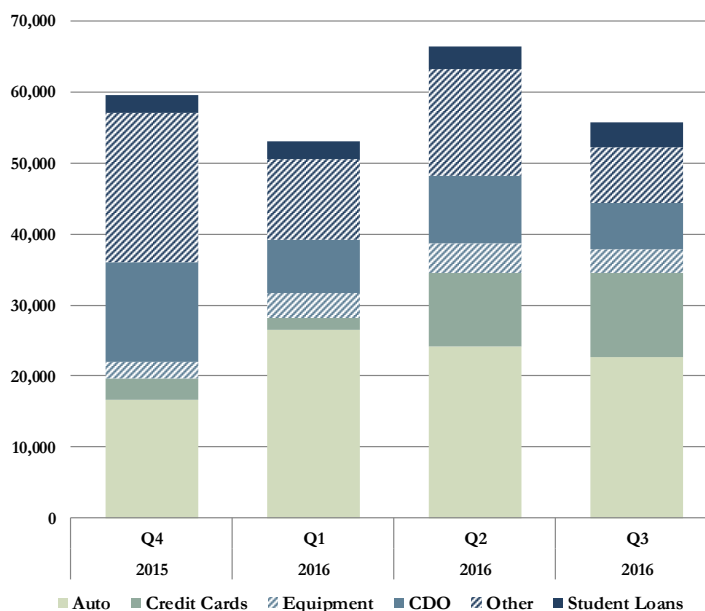
- In Q3 2016, U.S. corporate bonds delivered a total return of 1.41% with an excess return to U.S. Treasuries of 173 bps.
- Industrial and utility sectors outpaced financials during the quarter as a result of concerns over ultra-low interest rates and the Fed's reluctance to raise rates weighed on the financial sector.

### Fixed Income Overview:

#### ■ Asset-Backed Securities

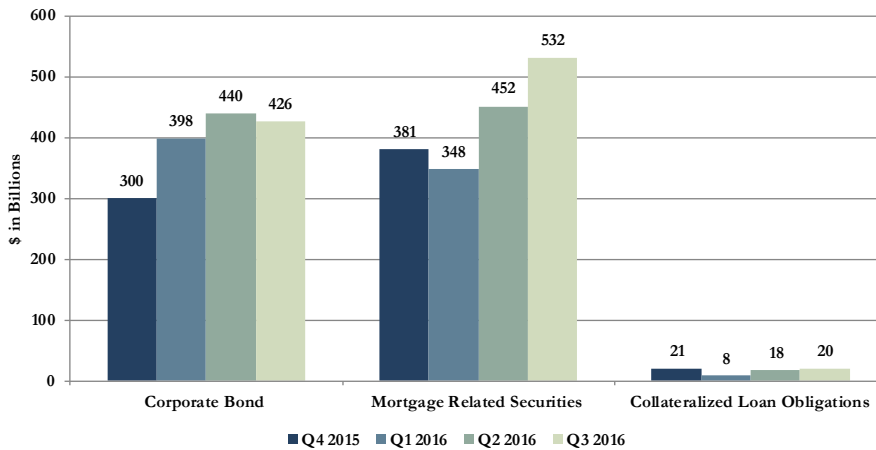
- Issuance of asset-backed securities decreased 16% from Q2 2016 to \$55.8 billion in Q3 2016.
- Auto sector led total issuance with \$22.6 billion in Q3 2016 followed by: Credit Cards: \$11.9 billion; Other: \$7.9 billion; CDO: \$6.5 billion; Student Loans: \$3.4 billion; Equipment: \$3.3 billion

### U.S. Asset-Backed Securities Issuance



## FIXED INCOME

### Fixed Income Issuance



## INTEREST RATES

### MARKET OBSERVATIONS:

- The Federal Reserve held its most recent meeting on September 21, 2016 and announced its decision to maintain the target federal funds rate of  $\frac{1}{4}$  to  $\frac{1}{2}$  percent. The Committee declared that over the previous few months, the case for an increase in the federal funds rate strengthened, but for the time being, will wait for evidence of continued progress towards its objectives. The Committee's objectives include realizing maximum employment and a 2 percent inflation.

Rate as of 10/24/2016		
<b>1 Year</b>	<b>LIBOR - 1 Month</b>	<b>5 Year</b>
0.99%	0.53%	1.30%
<b>10 Year</b>	<b>Prime Rate</b>	<b>30 Year</b>
1.61%	3.50%	1.96%



- Fixed Rate Swaps** occur between two parties exchanging a set of fixed-rate payments and floating-rate payments based on LIBOR as a reference rate; the rate is the percentage over LIBOR that one side agrees to pay.
- LIBOR** is the most used benchmark for short-term interest rates and is derived from an average of the most creditworthy banks' interbank deposit rates.
- Prime Rate** is the rate that creditworthy customers receive from commercial banks and is largely determined by the federal funds rate.

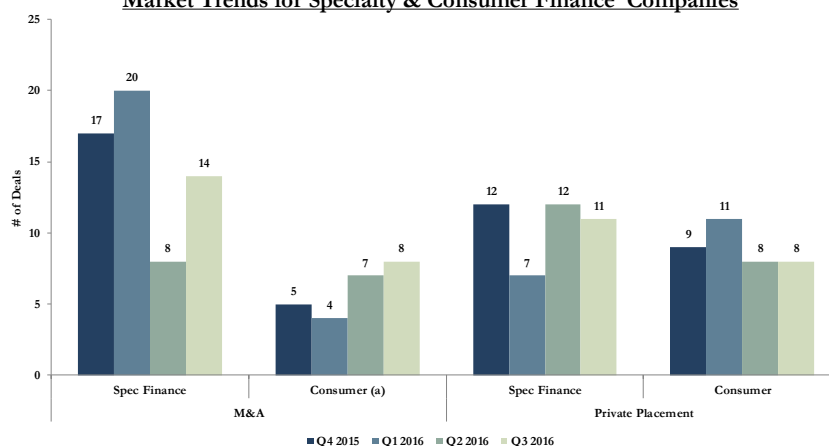
Sources: Federal Reserve, SIFMA, Cap IQ

## MERGERS AND ACQUISITIONS

### OVERALL MARKET OBSERVATIONS:

- Overall, the month of September had the highest global deal value of any month this year, with \$351.9 billion in deals, a 42.8% increase over September 2015.
- The U.S. M&A deal activity decreased in September by 5.4% with 1,005 announced compared to 1,062 in August. However, aggregate M&A spending increased 28.3% in September over the total spend on deals in August.
- In Q3 2016, the Financial Services sector, behind Technology Services, Commercial Services, and Health Services, saw the 4<sup>th</sup> largest decline in M&A deal volume relative to the same 3 month period a year ago.

Market Trends for Specialty & Consumer Finance Companies



### RECENT SPECIALTY FINANCE & CONSUMER M&A TRANSACTIONS:

- October 5<sup>th</sup> – ENGS Commercial Finance Co.,** acquired **Connex Financial, Ltd**, which will be rebranded as ENGS Commercial Finance Co. Connex Financial provides equipment financing and custom build financing solutions to businesses in the U.S. and Canada. The company was incorporated in 2006 and is based in Indianapolis, Indiana.
- October 4<sup>th</sup> – Medallion Financial Corp.’s** asset based lending division, **Medallion Business Credit**, was acquired by a large super regional bank, for over \$40 million in performing loans. The company, founded in 1998 and headquartered in New York, NY, originates and services loans in various commercial industries, and its wholly-owned portfolio company, Medallion Bank, also originates and services consumer loans.
- October 1<sup>st</sup> – Synovus Financial Corp.** acquired **Entaire Global Companies, Inc.** for an up-front payment of \$30 million in common stock and cash, with potential additional payments to Entaire’s stockholders over the next three to five years based on Entaire’s earnings. Entaire is a private life insurance premium finance lender providing fully collateralized, non-mortality-based loans to commercial borrowers.

**September 1<sup>st</sup> – Dividend Solar, Inc.** merged with PACE provider **Figtree Financing** and secured a commitment of up to \$200 million from LL Funds to fuel the growth of the combined entity. Dividend Solar, Inc. based in San Francisco, CA, was founded in 2013 and is a national residential solar lending franchise. **Bryant Park Capital acted as exclusive financial advisor to Dividend Solar, Inc. in connection with this transaction.**

- September 1<sup>st</sup> – Bangor Savings Bank** acquired **Buoy Local**, a Portland startup that sells buy-local gift cards. Financial details of the acquisition were not disclosed. Buoy Local was founded in November 2013 in Portland, ME and offers gift cards to be used at local retailers in Portland and Bangor.

(a) Consumer refers to companies which operate consumer loan, personal credit agencies and offer fund transfers clearance and exchange services.

Sources: MergerMarket, Factset, CapIQ

## MERGERS AND ACQUISITIONS

- *September 1<sup>st</sup>* – **Excalibur Resources Ltd.** acquired **High Stream Corp (“High Stream”)**, a specialty streaming and royalty finance company for 10 million shares in Excalibur. Brett Heath of High Stream will be the new President and Director of the company. Excalibur also proposed a new name for the entity “**Metalla Royalty and Streaming Ltd.**” The company is based in Toronto, ON.
- *September 1<sup>st</sup>* – **FirstCash, Inc.** acquired **Cash America International, Inc.** in a merger of equals. The complementary nature of the merger presents substantial opportunities for cost synergies and operating efficiencies. The company is a leading international operator of pawn stores, will operate as FirstCash, and will be headquartered in Forth Worth, TX.
- *August 22<sup>nd</sup>* – **The First Marblehead Corporation. (NYSE:FMD)** acquired **FP Resources USA, Inc.** in a transaction valued at approximately \$65.5 million. Founded in 1991 and headquartered in Medford, MA, First Marblehead Corporation focuses on the education financing marketplace in the United States.
- *August 18<sup>th</sup>* – **Delaware Trust Company** acquired the corporate trust business of **Law Debenture Trust Company of New York**. The acquisition is the latest step in Delaware Trust’s expansion of corporate trust and capital markets services, and builds upon Delaware Trust’s recent expansion of services to better meet the unique needs of the market. The company, based in Wilmington, DE provides a full suite of corporate trust and agency, independent director, fund administration, structured finance, and special purpose entity management services to corporations, law firms, financial institutions, institutional investors, and private equity firms.
- *August 4<sup>th</sup>* – **True Link** acquired substantially all of the assets of **Next Step Network, LLC**, which will operate as a business unit of True Link. True Link was founded in 2012 as a diversified financial services firm offering payment cards, investment products, and trust banking services to retirees and their families, and to people with special needs, often through partnerships with nonprofits, attorneys, and government agencies.
- *July 31<sup>st</sup>* – **EquiLend** acquired **Automated Equity Finance Markets, Inc.**, commonly known as AQS, along with its securities lending technology systems from PDQ Enterprises, operator of PDG ATS. The newly merged entity will operate as EquiLend Clearing Services. EquiLend is a leading provider of trading and post-trade services for the securities finance industry.

## PRIVATE PLACEMENTS

### RECENT PRIVATE PLACEMENT TRANSACTIONS:

- *October 22<sup>nd</sup>* – **Credda Capital** announced that it has received \$1.16 million in equity financing. Credda Capital, LLC provides lease financing for purchasing jewelry, tires, and appliances. The company was incorporated in 2012 and is headquartered in Spartanburg, SC.
- *October 14<sup>th</sup>* – **TFG Card Solutions, Inc. (dba SOLE Financial)** announced that it received \$300,000 in a round of funding and will issue convertible debt in the transaction. SOLE Financial provides SOLE Visa a payroll card that enables customers to customize its card with a personal photo and get and make direct deposits. The company was founded in 2004 and is based in Portland, OR.
- *October 13<sup>th</sup>* – **Clearinghouse Community Development Financial Institution (CDFI)** announced that it has received \$250,000 in a round of equity funding from existing investor **State Bank of India California Inc.** The company provides community development lending solutions in California, Nevada, Arizona, New Mexico, and Sovereign Nations in the Western U.S. The company was founded in 1996 and is based in Lake Forest, CA.
- *October 13<sup>th</sup>* – **Ezuzu, Inc.** raised \$150,000 from an undisclosed investor(s). Ezuzu, Inc. operates as a mobile money company that provides individuals and small businesses with the ability use electronic money instead of cash for their day-to-day financial transactions. The company was founded in 2007 and is based in Sewell, New Jersey.

## PRIVATE PLACEMENTS

### RECENT PRIVATE PLACEMENT TRANSACTIONS:

- *September 29<sup>th</sup>* – **Remitly** announced that it has raised \$38.5 million in funding led by new investor, **Stripes Group**, with participation from **Vulcan Capital** as well as existing investors. The funding brings the total raised to date by Remitly to \$61 million. Remitly, Inc. provides a mobile payments service that enables consumers to make person-to-person international money transfers and operates as a mobile app. The company was incorporated in 2011 and is based in Seattle, WA with additional offices in the Philippines and Nicaragua.
- *September 27<sup>th</sup>* – **Able Lending, LLC** secured a \$100 million debt financing from **Community Investment Management (“CIM”)**. The funds will be used to make more low-cost loans towards growing small businesses. Based in Austin, TX and founded in 2011, the company provides term loans for small businesses in the U.S.
- *September 14<sup>th</sup>* – **Fast Pay Partners, LLC** received a strategic investment from **Citi Ventures**. The investment will enable FastPay to grow the flexible lending and financial solutions that it delivers globally. The company, headquartered in Los Angeles, CA and founded in 2009, provides credit and payment solutions to digital industries.
- *September 12<sup>th</sup>* – **Harpeth Financial Services, LLC (dba Advance Financial)** received approximately \$5 million in a round of funding. The company is based in Nashville, TN, was founded in 1996, and offers cash advance/payday loans, installment loans, check cashing, online loans, title loans, and FLEX Loan, an open line of credit.
- *September 8<sup>th</sup>* – **GreenSky, LLC** raised \$50 million from **Fifth Third Bancorp**. The investment makes GreenSky one of the valuable privately held financial technology startups, more than doubling its valuation from a 2014 fundraising. The company, founded in 2006 and based in Atlanta, GA, operates as a third party service provider and program administrator for federally insured, federal, and state chartered banks that provide consumer loans. The company provides installment loans and revolving credit products, and offers credit programs for home improvement merchants, furniture retailers, and elective medical providers.
- *August 31<sup>st</sup>* – **PayForward, LLC** raised \$4.5 million as a part of a full subscribed non-brokered equity offering. The company, headquartered in Valencia, CA and incorporated in 2013 operates a social financial network that enables users to earn cash back and pay it forward.
- *August 30<sup>th</sup>* – **Behalf Inc.** raised \$27 million in a Series C financing from new investor **Viola Growth**, joined by previous investors **Sequoia Capital, Spark Capital, MissionOG, and Vintage**. The funding will help scale growth with increased investment in sales, business development and marketing, and continued product innovation. The company, founded in 2011 and based in New York, NY, provides small business financing options to businesses.
- *August 24<sup>th</sup>* – **Tremus, Inc. (dba SelfScore)** raised \$7.1 million in a Series A round of funding led by **Pelion Venture Partners** with participation from **Accel Partners** and **Aspect Ventures**. The company, founded in 2012 and is based in Palo Alto, CA, provides credit cards and other financial products to international students in the U.S. It determines student’s ability to repay using various predictive attributes, such as education, major, cost of education, source of initial funding, and future employability.
- *August 23<sup>rd</sup>* – **Legalist, Inc.** announced that it has received \$120,000 in a seed round of funding from new investor **Y Combinator**. The company, incorporated in 2016 and based in Mountain View, CA, provides data-backed litigation financing services.
- *August 11<sup>th</sup>* – **Clearinghouse Community Development Financial Institution (CDFI)** announced that it received \$250,000 in funding from new investor, **American Business Bank**. The company provides community development lending solutions in California, Nevada, Arizona, New Mexico, and Sovereign Nations in the Western U.S. The company was founded in 1996 and is based in Lake Forest, CA.

*Source: Cap IQ*

PRIVATE PLACEMENTS

**RECENT PRIVATE PLACEMENT TRANSACTIONS:**

- *August 5<sup>th</sup>* – **KindManage, LLC** raised \$1.16 million from an undisclosed investor. The company, based in Los Angeles, CA, provides financing and other financial solutions to the underserved legal cannabis industry. It offers funding and investments for marijuana related businesses, such as debt financing, equity financing, and convertible options.
- *August 3<sup>rd</sup>* – **Climb Credit, Inc.** received \$1.1 million in funding from an undisclosed investor. The company, headquartered in New York, NY and incorporated in 2014, offers educational loans to students who are citizens or permanent residents in the United States.

## Specialty Finance Market Update

### Analysis of Comparable Publicly Traded Financial Services Companies (as of 10/31/2016)

(US\$ in millions, except per share data)

Company	Ticker	Market Statistics		Operating Metrics							Valuation Metrics									
		Mkt Cap 10/31/16	Enterprise Value	Sales		EBITDA			Net Income			EV / Sales		EV / EBITDA			P/E			Price/BV
				LTM	LTM	Margin	2016 E	LTM	2016 E	2017 E	LTM	LTM	2016 E	2017 E	LTM	2016 E	2017 E	2017 E		
<b>Specialty Finance</b>																				
Asta Funding, Inc.	ASFI	\$117.9	\$166.1	\$58.7	\$19.5	33.3%	NA	\$7.1	NA	NA	2.8x	8.5x	NA	NA	16.5x	NA	NA	0.6x		
Encore Capital Group, Inc.	ECPG	\$506.7	\$3,228.3	\$1,080.1	\$346.9	32.1%	\$406.2	\$124.3	\$129.9	\$139.7	3.0x	9.3x	7.9x	7.0x	4.1x	3.9x	3.6x	0.9x		
Medallion Financial Corp.	MFIN	\$83.6	\$418.9	\$29.5	\$13.3	45.0%	NA	\$0.9	\$18.2	\$13.4	NM	NM	NA	NA	NM	4.6x	6.3x	0.3x		
On Deck Capital, Inc.	ONDK	\$346.8	\$930.2	\$162.6	NA	NA	(\$39.7)	(\$31.4)	(\$46.6)	(\$10.3)	5.7x	NA	NM	NM	NM	NM	NM	1.2x		
PRA Group, Inc.	PRAA	\$1,478.4	\$3,257.5	\$905.5	\$282.6	31.2%	\$316.7	\$116.4	\$143.6	\$170.0	3.6x	11.5x	10.3x	8.7x	12.7x	10.3x	8.7x	1.6x		
Regional Management Corp.	RM	\$254.9	\$730.3	\$223.4	\$65.7	29.4%	\$59.8	\$25.5	\$24.0	\$29.9	3.3x	11.1x	12.2x	10.1x	10.0x	10.6x	8.5x	1.3x		
<b>Mean</b>						<b>34.2%</b>					<b>3.7x</b>	<b>10.1x</b>	<b>10.1x</b>	<b>8.6x</b>	<b>10.8x</b>	<b>7.3x</b>	<b>6.8x</b>	<b>1.0x</b>		
<b>Median</b>						<b>32.1%</b>					<b>3.3x</b>	<b>10.2x</b>	<b>10.3x</b>	<b>8.7x</b>	<b>11.3x</b>	<b>7.4x</b>	<b>7.4x</b>	<b>1.0x</b>		
<b>Leasing / Rental</b>																				
Element Fleet Management Corp.	EFN	\$3,772.8	\$14,670.2	\$1,177.3	NA	NA	NA	\$267.9	\$303.1	\$339.4	NM	NA	NA	NA	14.1x	12.4x	11.1x	1.5x		
FLY Leasing Limited	FLY	\$408.8	\$2,542.5	\$343.9	NA	NA	\$291.7	\$39.6	\$52.6	\$67.3	7.4x	NA	8.7x	7.5x	10.3x	7.8x	6.1x	0.6x		
Marlin Business Services Corp.	MRLN	\$212.6	\$125.9	\$77.2	NA	NA	NA	\$17.8	\$16.6	\$19.4	1.6x	NA	NA	NA	12.0x	12.8x	10.9x	1.3x		
Mobile Mini, Inc.	MINI	\$1,127.1	\$2,066.8	\$512.8	\$182.8	35.7%	\$186.6	\$52.0	\$53.7	\$61.5	4.0x	11.3x	11.1x	10.3x	21.7x	21.0x	18.3x	1.5x		
Textainer Group Holdings Limited	TGH	\$430.1	\$3,416.3	\$505.7	\$343.1	67.9%	\$359.4	\$35.2	\$18.7	\$50.9	6.8x	10.0x	9.5x	8.4x	12.2x	23.0x	8.4x	0.4x		
<b>Mean</b>						<b>51.8%</b>					<b>5.0x</b>	<b>10.6x</b>	<b>9.8x</b>	<b>8.7x</b>	<b>14.0x</b>	<b>15.4x</b>	<b>11.0x</b>	<b>1.1x</b>		
<b>Median</b>						<b>51.8%</b>					<b>5.4x</b>	<b>10.6x</b>	<b>9.5x</b>	<b>8.4x</b>	<b>12.2x</b>	<b>12.8x</b>	<b>10.9x</b>	<b>1.3x</b>		
<b>Asset Based Lending</b>																				
Accord Financial Corp.	TSX:ACD	\$55.6	\$119.3	\$19.9	NA	NA	NA	\$4.3	NA	NA	6.0x	NA	NA	NA	13.0x	NA	NA	1.0x		
Callidus Capital Corporation	TSX:CBL	\$623.3	\$964.8	\$93.2	NA	NA	NA	\$50.9	\$59.4	\$66.7	NM	NA	NA	NA	12.3x	10.5x	9.4x	1.6x		
CIT Group Inc.	CIT	\$7,340.4	\$18,568.7	\$3,269.7	NA	NA	NA	\$652.8	\$635.8	\$637.7	5.7x	NA	NA	NA	11.2x	11.5x	11.5x	0.7x		
NewStar Financial, Inc.	NEWS	\$454.0	\$3,903.8	\$79.8	NA	NA	NA	\$12.3	\$23.8	\$33.6	NM	NA	NA	NA	36.9x	19.1x	13.5x	0.7x		
<b>Mean</b>						<b>NA</b>					<b>5.8x</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>18.3x</b>	<b>13.7x</b>	<b>11.5x</b>	<b>1.0x</b>		
<b>Median</b>						<b>NA</b>					<b>5.8x</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>12.6x</b>	<b>11.5x</b>	<b>11.5x</b>	<b>0.8x</b>		
<b>Consumer Finance</b>																				
Atlanticus Holdings Corporation	ATLC	\$48.0	\$223.6	\$73.5	NA	NA	NA	(\$7.0)	NA	NA	3.0x	NA	NA	NA	NM	NA	NA	6.5x		
Enova International, Inc.	ENVA	\$312.2	\$904.7	\$657.1	NA	NA	\$141.7	\$32.0	\$37.3	\$43.5	1.4x	NA	6.4x	5.7x	9.8x	8.4x	7.2x	1.3x		
EZCORP, Inc.	EZPW	\$526.3	\$743.4	\$730.5	\$58.8	8.0%	\$69.9	\$16.7	\$16.1	NA	1.0x	12.6x	10.6x	NA	31.6x	32.7x	NA	0.9x		
FirstCash, Inc.	FCFS	\$2,285.6	\$2,703.9	\$817.8	\$136.5	16.7%	\$177.3	\$61.2	\$117.6	\$139.9	3.3x	19.8x	15.2x	9.7x	\$117.3	19.4x	16.3x	1.6x		
Green Dot Corporation	GDOT	\$1,081.1	\$551.8	\$706.9	\$90.7	12.8%	\$158.2	\$29.2	\$69.4	\$84.3	0.8x	6.1x	3.5x	3.1x	37.1x	15.6x	12.8x	1.6x		
Leaf Clean Energy Company	LEAF	\$57.4	\$51.4	\$4.5	(\$0.1)	(2.4%)	NA	(\$0.4)	NA	NA	NM	NM	NA	NA	NM	NA	NA	0.5x		
QC Holdings, Inc.	QCCO	\$13.0	\$3.9	\$125.0	NA	NA	NA	(\$4.7)	NA	NA	0.0x	NA	NA	NA	NM	NA	NA	0.2x		
The J.G. Wentworth Company	JGWE	\$4.6	\$4,912.7	\$65.9	NA	NA	\$36.0	\$26.7	(\$5.2)	\$0.2	NM	NA	NM	NM	0.2x	NM	29.0x	(0.4x)		
Walker & Dunlop, Inc.	WD	\$741.6	\$2,236.2	\$507.1	NA	NA	\$122.4	\$115.8	\$94.3	\$89.0	4.4x	NA	18.3x	15.7x	6.4x	7.9x	8.3x	1.3x		
World Acceptance Corporation	WRLD	\$414.7	\$759.0	\$543.5	\$158.5	29.2%	\$138.3	\$76.7	\$73.7	\$69.8	1.4x	4.8x	5.5x	6.4x	5.4x	5.6x	5.9x	1.0x		
<b>Mean</b>						<b>12.9%</b>					<b>1.9x</b>	<b>10.8x</b>	<b>9.9x</b>	<b>8.1x</b>	<b>18.3x</b>	<b>14.9x</b>	<b>13.3x</b>	<b>1.5x</b>		
<b>Median</b>						<b>12.8%</b>					<b>1.4x</b>	<b>9.4x</b>	<b>8.5x</b>	<b>6.4x</b>	<b>9.8x</b>	<b>12.0x</b>	<b>10.6x</b>	<b>1.1x</b>		

## Specialty Finance Market Update

### Analysis of Comparable Publicly Traded Financial Services Companies (as of 10/31/2016)

(US\$ in millions, except per share data)

Company	Ticker	Market Statistics		Operating Metrics							Valuation Metrics								
		Mkt Cap 10/31/16	Enterprise Value	Sales		EBITDA			Net Income			EV / Sales	EV / EBITDA			P/E			Price/BV
				LTM	LTM	Margin	2016 E	LTM	2016 E	2017 E	LTM	LTM	2016 E	2017 E	LTM	2016 E	2017 E	2017 E	
<b><i>Automotive Financing</i></b>																			
America's Car-Mart, Inc.	CRMT	\$320.1	\$445.7	\$588.3	\$40.1	6.8%	\$40.5	\$20.0	\$18.9	\$22.8	0.8x	11.1x	11.0x	8.2x	16.0x	17.0x	14.0x	1.4x	
Consumer Portfolio Services, Inc.	CPSS	\$106.9	\$2,271.7	\$162.1	NA	NA	\$128.7	\$33.0	\$23.4	\$23.1	NM	NA	17.7x	15.5x	3.2x	4.6x	4.6x	0.6x	
Credit Acceptance Corp.	CACC	\$3,806.8	\$6,311.5	\$761.7	NA	NA	\$719.5	\$322.2	\$345.3	\$381.6	8.3x	NA	8.8x	7.8x	11.8x	11.0x	10.0x	3.3x	
Nicholas Financial, Inc.	NICK	\$74.8	\$280.1	\$52.4	NA	NA	NA	\$10.4	NA	NA	5.3x	NA	NA	NA	7.2x	NA	NA	0.7x	
<b>Mean</b>						<b>6.8%</b>					<b>4.8x</b>	<b>11.1x</b>	<b>12.5x</b>	<b>10.5x</b>	<b>9.6x</b>	<b>10.9x</b>	<b>9.5x</b>	<b>1.5x</b>	
<b>Median</b>						<b>6.8%</b>					<b>5.3x</b>	<b>11.1x</b>	<b>11.0x</b>	<b>8.2x</b>	<b>9.5x</b>	<b>11.0x</b>	<b>10.0x</b>	<b>1.0x</b>	
<b><i>eFinance</i></b>																			
BGC Partners, Inc.	BGCP	\$2,389.4	\$3,044.9	\$2,546.4	NA	NA	\$473.0	(\$182.6)	\$225.3	\$264.3	1.2x	NA	6.4x	5.5x	NM	10.6x	9.0x	2.7x	
FXCM Inc.	FXCM	\$43.7	\$265.9	\$271.3	\$6.7	2.5%	NA	\$68.6	NA	NA	1.0x	NM	NA	NA	0.6x	NA	NA	(0.7x)	
GAIN Capital Holdings, Inc.	GCAP	\$223.7	(\$928.9)	\$385.7	NA	NA	\$60.4	\$24.6	\$15.6	\$37.2	(2.4x)	NA	(15.4x)	(13.4x)	9.1x	14.4x	6.0x	0.8x	
Intercontinental Exchange, Inc.	ICE	\$32,218.1	\$38,107.1	\$4,236.0	\$2,624.0	61.9%	\$2,789.8	\$1,252.6	\$1,637.9	\$1,836.4	9.0x	14.5x	13.7x	12.6x	25.7x	19.7x	17.5x	2.1x	
Investment Technology Group, Inc.	ITG	\$503.8	\$372.7	\$569.1	NA	NA	\$24.9	\$40.9	(\$4.2)	\$14.4	0.7x	NA	15.0x	5.1x	12.3x	NM	35.0x	1.3x	
KCG Holdings, Inc.	KCG	\$1,109.1	(\$2,135.1)	\$1,056.1	NA	NA	\$201.0	\$57.3	\$51.3	\$96.5	(2.0x)	NA	(10.6x)	(7.9x)	19.4x	21.6x	11.5x	0.8x	
MarketAxess Holdings Inc.	MKTX	\$5,665.5	\$5,429.5	\$352.1	\$194.8	55.3%	\$204.3	\$111.4	\$121.8	\$138.6	NM	NM	NM	NM	NM	46.5x	40.9x	12.5x	
Nasdaq, Inc.	NDAQ	\$10,584.1	\$13,981.1	\$3,597.0	\$1,165.0	32.4%	\$1,135.2	\$540.6	\$605.7	\$688.9	3.9x	12.0x	12.3x	11.2x	19.6x	17.5x	15.4x	1.8x	
<b>Mean</b>						<b>38.0%</b>					<b>1.6x</b>	<b>13.3x</b>	<b>3.6x</b>	<b>2.2x</b>	<b>14.4x</b>	<b>21.7x</b>	<b>19.3x</b>	<b>2.7x</b>	
<b>Median</b>						<b>43.9%</b>					<b>1.0x</b>	<b>13.3x</b>	<b>9.4x</b>	<b>5.3x</b>	<b>15.8x</b>	<b>18.6x</b>	<b>15.4x</b>	<b>1.5x</b>	
<b><i>Fin Tech</i></b>																			
Broadridge Financial Solutions, Inc.	BR	\$7,659.7	\$8,558.1	\$3,197.6	\$629.0	19.7%	\$664.4	\$293.1	\$332.8	\$394.9	2.7x	13.6x	12.9x	11.1x	26.1x	23.0x	19.4x	7.3x	
CoreLogic, Inc.	CLGX	\$3,675.8	\$5,198.4	\$1,868.5	\$390.0	20.9%	\$498.7	\$123.6	\$203.8	\$223.6	2.8x	13.3x	10.4x	9.8x	29.7x	18.0x	16.4x	3.4x	
Fiserv, Inc.	FISV	\$21,375.8	\$25,702.8	\$5,442.0	\$1,695.0	31.1%	\$1,932.4	\$870.0	\$964.9	\$1,080.5	4.7x	15.2x	13.3x	12.5x	24.6x	22.2x	19.8x	8.3x	
Legend Power Systems Inc.	LPS	\$21.7	\$21.4	\$2.1	(\$1.1)	(54.5%)	NA	(\$0.7)	NA	NA	NM	NM	NA	NA	NM	NA	NA	10.8x	
MoneyGram International, Inc.	MGI	\$372.5	\$1,136.7	\$1,501.9	\$216.0	14.4%	\$268.7	\$23.1	\$43.6	\$56.5	0.8x	5.3x	4.2x	4.0x	16.1x	8.5x	6.6x	(1.8x)	
The Western Union Company	WU	\$9,788.8	\$11,714.6	\$5,431.2	\$1,357.0	25.0%	\$1,349.4	\$580.0	\$806.3	\$846.8	2.2x	8.6x	8.7x	8.5x	16.9x	12.1x	11.6x	7.1x	
WEX Inc.	WEX	\$4,673.8	\$6,437.9	\$940.3	\$281.1	29.9%	\$364.2	\$80.0	\$195.2	\$230.4	6.8x	NM	17.7x	13.3x	NM	23.9x	20.3x	3.1x	
<b>Mean</b>						<b>12.4%</b>					<b>3.3x</b>	<b>11.2x</b>	<b>11.2x</b>	<b>9.9x</b>	<b>22.7x</b>	<b>18.0x</b>	<b>15.7x</b>	<b>5.5x</b>	
<b>Median</b>						<b>20.9%</b>					<b>2.7x</b>	<b>13.3x</b>	<b>11.7x</b>	<b>10.5x</b>	<b>24.6x</b>	<b>20.1x</b>	<b>17.9x</b>	<b>7.1x</b>	



## Specialty Finance Market Update

### Analysis of Comparable Publicly Traded Financial Services Companies (as of 10/31/2016)

(US\$ in millions, except per share data)

Company	Ticker	Market Statistics		Operating Metrics							Valuation Metrics									
		Mkt Cap 10/31/16	Enterprise Value	Sales		EBITDA			Net Income			EV / Sales		EV / EBITDA			P/E			Price/BV
				LTM	LTM	Margin	2016 E	LTM	2016 E	2017 E	LTM	LTM	2016 E	2017 E	LTM	2016 E	2017 E	2017 E		
<b><i>SBA Lending/ BDC</i></b>																				
American Capital, Ltd.	ACAS	\$3,670.7	\$2,645.7	\$571.0	NA	NA	NA	\$174.4	\$204.2	\$73.5	4.6x	NA	NA	NA	21.1x	18.0x	50.0x	0.8x		
Ares Capital Corporation	ARCC	\$4,803.5	\$8,399.3	\$1,013.7	\$732.0	72.2%	\$483.9	\$334.8	\$472.2	\$504.3	8.3x	11.5x	17.4x	11.4x	14.3x	10.2x	9.5x	0.9x		
Fifth Street Asset Management Inc.	FSAM	\$30.4	\$133.8	\$87.6	\$37.4	42.7%	\$48.6	\$16.4	\$3.6	\$3.5	1.5x	3.6x	2.8x	NA	1.9x	8.5x	8.8x	16.8x		
FS Investment Corporation	FSIC	\$2,337.5	\$3,948.3	\$428.6	NA	NA	NA	\$136.2	\$213.3	\$212.0	9.2x	NA	NA	NA	17.2x	11.0x	11.0x	1.0x		
Garrison Capital Inc.	GARS	\$154.8	\$378.3	\$44.8	NA	NA	NA	\$14.4	\$23.0	\$22.2	8.4x	NA	NA	NA	10.7x	6.7x	7.0x	0.8x		
Hercules Capital, Inc.	HTGC	\$1,026.1	\$1,606.3	\$167.0	\$124.0	74.3%	NA	\$54.6	\$92.0	\$98.2	9.6x	12.9x	NA	NA	18.8x	11.2x	10.4x	1.4x		
KCAP Financial, Inc.	KCAP	\$156.7	\$330.6	\$38.3	NA	NA	NA	\$12.3	\$20.6	\$21.2	8.6x	NA	NA	NA	12.7x	7.6x	7.4x	0.8x		
Main Street Capital Corporation	MAIN	\$1,760.2	\$2,537.5	\$175.0	NA	NA	NA	\$71.2	\$114.1	\$118.5	NM	NA	NA	NA	24.7x	15.4x	14.8x	1.5x		
Medley Management Inc.	MDLY	\$51.1	\$74.2	\$73.8	\$17.9	24.2%	\$39.9	(\$0.9)	\$3.4	\$4.1	1.0x	4.2x	1.9x	1.7x	NM	14.9x	12.5x	(23.3x)		
Monroe Capital Corporation	MRCC	\$245.4	\$381.7	\$43.9	NA	NA	NA	\$14.1	\$27.6	\$26.5	8.7x	NA	NA	NA	17.4x	8.9x	9.3x	1.0x		
Newtek Business Services Corp.	NEWT	\$219.5	\$394.3	\$30.5	\$1.7	5.4%	NA	(\$4.6)	\$23.4	\$26.7	NM	NM	NA	NA	NM	9.4x	8.2x	1.1x		
Oaktree Capital Group, LLC	OAK	\$2,603.4	\$7,008.7	\$876.5	\$39.5	4.5%	\$626.6	\$889.0	\$173.7	\$185.0	8.0x	NM	11.2x	10.2x	2.9x	15.0x	14.1x	3.3x		
Och-Ziff Capital Management Group LLC	OZM	\$553.4	\$884.9	\$831.9	(\$179.5)	(21.6%)	(\$239.0)	\$152.8	(\$98.2)	\$111.8	1.1x	NM	NM	1.7x	3.6x	NM	5.0x	(1.2x)		
PennantPark Investment Corporation	PNNT	\$535.1	\$1,019.1	\$142.1	NA	NA	NA	\$45.6	\$74.8	\$69.6	7.2x	NA	NA	NA	11.7x	7.2x	7.7x	0.8x		
Prospect Capital Corporation	PSEC	\$2,825.0	\$5,312.6	\$771.6	NA	NA	NA	\$225.9	\$358.3	\$364.1	6.9x	NA	NA	NA	12.5x	7.9x	7.8x	0.8x		
TICC Capital Corp.	TICC	\$287.3	\$566.0	\$69.2	NA	NA	NA	\$12.8	\$33.6	\$26.1	8.2x	NA	NA	NA	22.5x	8.6x	11.0x	0.8x		
Triangle Capital Corporation	TCAP	\$766.5	\$1,097.3	\$114.3	\$93.0	81.3%	NA	\$41.4	\$68.4	\$78.9	9.6x	11.8x	NA	NA	18.5x	11.2x	9.7x	1.2x		
<b>Mean</b>						<b>35.4%</b>					<b>6.7x</b>	<b>8.8x</b>	<b>8.3x</b>	<b>6.2x</b>	<b>14.0x</b>	<b>10.7x</b>	<b>12.0x</b>	<b>0.5x</b>		
<b>Median</b>						<b>33.5%</b>					<b>8.2x</b>	<b>11.5x</b>	<b>7.0x</b>	<b>6.0x</b>	<b>14.3x</b>	<b>9.8x</b>	<b>9.5x</b>	<b>0.9x</b>		
<b><i>Real Estate Financing</i></b>																				
ARMOUR Residential REIT, Inc.	ARR	\$833.3	\$8,119.0	\$9.8	NA	NA	\$112.2	(\$16.1)	\$95.8	\$88.4	NM	NA	NM	NM	NM	8.7x	9.4x	0.8x		
Fidelity National Financial, Inc.	FNF	\$9,790.3	\$12,798.3	\$9,330.0	\$1,405.0	15.1%	\$1,462.0	\$533.4	\$678.2	\$720.1	1.4x	9.1x	8.8x	8.2x	18.4x	14.4x	13.6x	1.7x		
First Acceptance Corporation	FAC	\$35.3	(\$38.0)	\$389.1	(\$29.5)	(7.6%)	NA	(\$23.3)	NA	NA	(0.1x)	NM	NA	NA	NM	NA	NA	0.5x		
Meta Financial Group, Inc.	CASH	\$624.4	\$1,038.1	\$173.5	NA	NA	NA	\$24.3	\$39.8	\$49.5	6.0x	NA	NA	NA	25.7x	15.7x	12.6x	1.9x		
MFA Financial, Inc.	MFA	\$2,712.8	\$12,038.0	\$370.1	NA	NA	NA	\$195.9	\$276.0	\$276.0	NM	NA	NA	NA	13.8x	9.8x	9.8x	0.9x		
Nationstar Mortgage Holdings Inc.	NSM	\$1,471.8	\$13,883.8	\$1,054.4	NA	NA	\$310.6	(\$57.9)	(\$141.9)	\$175.5	NM	NA	NM	18.4x	NM	NM	8.4x	1.0x		
PHH Corporation	PHH	\$777.2	\$1,118.2	\$1,009.0	NA	NA	NA	(\$138.9)	(\$57.0)	(\$68.0)	1.1x	NA	NA	NA	NM	NM	NM	0.6x		
Walker & Dunlop, Inc.	WD	\$741.6	\$2,236.2	\$507.1	NA	NA	\$122.4	\$115.8	\$94.3	\$89.0	4.4x	NA	18.3x	15.7x	6.4x	7.9x	8.3x	1.3x		
<b>Mean</b>						<b>3.7%</b>					<b>2.6x</b>	<b>9.1x</b>	<b>13.5x</b>	<b>14.1x</b>	<b>16.1x</b>	<b>11.3x</b>	<b>10.4x</b>	<b>1.1x</b>		
<b>Median</b>						<b>3.7%</b>					<b>1.4x</b>	<b>9.1x</b>	<b>13.5x</b>	<b>15.7x</b>	<b>16.1x</b>	<b>9.8x</b>	<b>9.6x</b>	<b>0.9x</b>		

Source: Cap IQ

MERGERS & ACQUISITIONS

CAPITAL RAISING

ADVISORY

VALUATION

## SELECTED SPECIALTY FINANCE TRANSACTIONS

### EXECUTIVES & PRINCIPALS

Joel Magerman  
Managing Partner

Volfi Mizrahi  
Managing Director

Dan Avnir  
Managing Director

Raymond Kane  
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<p><b>\$15,000,000</b></p> <p><b>DIVIDENDSOLAR</b> DIVIDEND SOLAR, INC. Has agreed to merge with</p> <p><b>Figtree</b> FINANCING</p> <p><b>FIGTREE FINANCING</b> and secured financing commitment of up to \$200,000,000 from affiliates of LL Funds</p> <p>Bryant Park Capital LLC initiated and acted as exclusive financial advisor to Dividend Solar, Inc. in connection with this transaction.</p>	<p><b>\$15,000,000</b></p> <p><b>DIVIDENDSOLAR</b> DIVIDEND SOLAR, INC.</p> <p>Senior Secured SPV Debt and Senior Secured Debt</p> <p>Bryant Park Capital LLC acted as exclusive financial advisor to Dividend Solar, Inc. in connection with this transaction.</p>	<p><b>DIVIDENDSOLAR</b> DIVIDEND SOLAR, INC.</p> <p>Senior Secured SPV Debt and Preferred Stock</p> <p>Bryant Park Capital LLC acted as exclusive financial advisor to Dividend Solar, Inc. in connection with this transaction.</p>	<p><b>\$100,000,000</b></p> <p><b>GOLDEN PEAR FUNDING</b></p> <p><b>GOLDEN PEAR FUNDING, LLC</b></p> <p>Structured Portfolio Sale and Forward Flow Agreement</p> <p>Bryant Park Capital LLC acted as exclusive financial advisor to Golden Pear Funding, LLC in connection with this transaction.</p>
<p><b>\$150,000,000</b></p> <p><b>GOLDEN PEAR FUNDING</b></p> <p><b>GOLDEN PEAR FUNDING, LLC</b></p> <p><b>\$100,000,000 Senior Secured Credit Facility \$50,000,000 Additional Commitment</b></p> <p>Bryant Park Capital LLC acted as exclusive financial advisor to Golden Pear Funding, LLC in connection with this transaction.</p>	<p><b>northern leasing systems, llc</b> Creating an online, cloud-based marketplace.</p> <p><b>NORTHERN LEASING SYSTEMS, INC.</b></p> <p>Senior Secured Credit Facility</p> <p>Bryant Park Capital LLC acted as financial advisor to and as placement agent for Northern Leasing Systems, Inc. in connection with this transaction.</p>	<p><b>\$40,000,000</b></p> <p><b>peachtree</b> FINANCIAL SOLUTIONS</p> <p><b>PEACHTREE SETTLEMENT FUNDING, LLC d/b/a PEACHTREE</b></p> <p>has completed a Private Placement of Preferred Equity</p> <p>Bryant Park Capital, Inc. initiated this transaction.</p>	<p><b>123 LUMP \$UM</b> HOLDINGS</p> <p><b>123 LUMP SUM HOLDINGS, LLC</b></p> <p>Private Placement of Preferred Stock with</p> <p><b>GCP Capital Partners</b></p> <p>Bryant Park Capital Securities, Inc. acted as exclusive financial advisor and sole private placement agent to 123 Lump Sum Holdings, LLC in connection with this transaction.</p>
<p><b>\$240,000,000</b></p> <p><b>J.G. WENTWORTH</b></p> <p><b>J.G. WENTWORTH MANAGEMENT COMPANY, INC.</b></p> <p>has sold a majority stake in the company through a leveraged buyout transaction to</p> <p><b>JLL PARTNERS</b></p> <p>Bryant Park Capital initiated the transaction and acted as financial advisor to J.G. Wentworth Management Company, Inc.</p>	<p><b>RAPID CASH FUNDING</b></p> <p>has been acquired by</p> <p><b>JGWPT</b> HOLDINGS, LLC</p> <p>Bryant Park Capital Securities, Inc. acted as exclusive financial advisor to Rapid Cash Funding in connection with the transaction.</p>	<p><b>FAIRFIELD FUNDING</b></p> <p><b>APIS MANAGEMENT LLC d/b/a FAIRFIELD FUNDING</b></p> <p>Advisory Services for the Sale of Structured Settlement Assets</p> <p>Bryant Park Capital Securities, Inc. acted as financial advisor to Fairfield Funding in the sale of certain assets.</p>	<p><b>\$25,200,000</b></p> <p><b>THE MONEY PORTAL PLC</b></p> <p><b>THE MONEY PORTAL PLC</b></p> <p>Convertible Cumulative Redeemable Preference Shares</p> <p>Bryant Park Capital acted as financial advisor to The Money Portal PLC in connection with this transaction.</p>
<p><b>CBC</b> SETTLEMENT FUNDING</p> <p>has been acquired by</p> <p><b>Asta</b> ASTA FUNDING, INC. FINANCIAL HOLDINGS</p> <p>Bryant Park Capital Securities, Inc. acted as exclusive financial advisor to CBC Settlement Funding, LLC in connection with this transaction.</p>	<p><b>\$15,000,000</b></p> <p><b>peachtree</b> FINANCIAL SOLUTIONS</p> <p><b>SETTLEMENT FUNDING, LLC d/b/a PEACHTREE FINANCIAL SOLUTIONS</b></p> <p>a wholly-owned subsidiary of</p> <p><b>PEACH HOLDINGS, INC.</b></p> <p>entered into a Lottery Financing Facility</p> <p>Bryant Park Capital, Inc. initiated and acted as financial advisor to Peach Holdings, Inc. in connection with this transaction.</p>	<p><b>123 LUMP \$UM</b> HOLDINGS</p> <p><b>123 LUMP SUM HOLDINGS, LLC</b></p> <p>Senior Secured Credit Facility</p> <p>Bryant Park Capital LLC initiated this transaction and acted as placement agent for 123 Lump Sum Holdings, LLC.</p>	<p><b>\$50,000,000</b></p> <p><b>CashReady</b></p> <p><b>CASHREADY LLC</b></p> <p>Portfolio Purchase Credit Facility</p> <p>Bryant Park Capital, Inc. acted as the exclusive financial advisor to CashReady LLC in this transaction.</p>
<p><b>\$150,000,000</b></p> <p><b>MoneyLion</b></p> <p><b>MoneyLion, Inc.</b></p> <p>Senior Secured Credit Facility</p> <p>Bryant Park Capital LLC acted as exclusive financial advisor to MoneyLion, Inc. in connection with this transaction.</p>	<p><b>PRINCIPALS CAPITAL</b></p> <p><b>PRINCIPALS CAPITAL LLC</b></p> <p>Senior Secured Credit Facility</p> <p>Bryant Park Capital LLC acted as exclusive financial advisor to Principals Capital LLC in connection with this transaction.</p>	<p><b>\$40,000,000</b></p> <p><b>peachtree</b> FINANCIAL SOLUTIONS</p> <p><b>SETTLEMENT FUNDING, LLC d/b/a PEACHTREE FINANCIAL SOLUTIONS</b></p> <p>a wholly-owned subsidiary of</p> <p><b>PEACH HOLDINGS, INC.</b></p> <p>entered into a Credit Facility</p> <p>to finance pre-settlement funding assets</p> <p>Bryant Park Capital, Inc. acted as financial advisor to Peach Holdings, Inc. in connection with this transaction.</p>	<p><b>\$25,000,000</b></p> <p><b>LEISURE CONCEPTS MANAGEMENT AND CONTEXT RV CONVERSION FUND I, L.P.</b></p> <p>Acquisition Line of Credit and Consumer Finance Line of Credit</p> <p>Bryant Park Capital, Inc. acted as financial advisor to Leisure Concepts Management in connection with this transaction.</p>
<p><b>\$60,000,000</b></p> <p><b>GOLDEN PEAR FUNDING</b></p> <p><b>GOLDEN PEAR FUNDING, LLC</b></p> <p><b>\$30,000,000 Junior Secured Credit Facility \$30,000,000 Additional Commitment</b></p> <p>Bryant Park Capital LLC acted as exclusive financial advisor to Golden Pear Funding, LLC in connection with this transaction.</p>	<p><b>northern leasing systems, llc</b> Creating an online, cloud-based marketplace.</p> <p><b>NORTHERN LEASING SYSTEMS, INC.</b></p> <p>Senior Secured Credit Facility</p> <p>Bryant Park Capital LLC acted as financial advisor to and as placement agent for Northern Leasing Systems, Inc. in connection with this transaction.</p>	<p><b>JGWPT</b> HOLDINGS, LLC</p> <p>Valuation Services</p> <p>Bryant Park Capital Valuation Services LLC provided valuation services to JGWPT Holdings, LLC.</p>	<p><b>GOLDEN PEAR FUNDING</b></p> <p><b>GOLDEN PEAR FUNDING, LLC</b></p> <p>Portfolio Sale of Assets</p> <p>Bryant Park Capital LLC acted as exclusive financial advisor to Golden Pear Funding, LLC in connection with this transaction.</p>

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