

**MERGERS & ACQUISITIONS** 

PITAL RAISING

ADVISORY

VALUATION

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**MARKET VIEW:** The first quarter was marked by continued gains in U.S. Financials, following the sharp gains experienced in the fourth quarter of 2016 that resulted primarily from Donald Trump's election victory in November. U.S. financial stocks continue to post gains on expectations of deregulation, which were bolstered by the February 3<sup>rd</sup> executive order providing the Treasury Department with the ability to restructure core elements of Dodd-Frank. As the economic outlook continues to appear favorable, the Fed announced a 25 basis points rate increase on March 15, marking the second time in three months that the Committee has elected to raise rates. Further rate hikes are expected over the course of 2017. U.S. asset-backed securities issuances decreased 19% from the prior quarter, to \$63.5 billion for the first quarter. The auto sector led all issuances at

approximately \$27 billion, followed by credit cards at \$14 billion. First quarter Mergers & Acquisitions activity in the Specialty Finance and Consumer Finance Sectors declined slightly from the previous quarter, while Private Placement activity remained at the same levels experienced in the fourth quarter. The outlook for the financial services sector remains positive, as corporations and investors await the resolution of the anticipated regulatory changes that are being considered by the Trump administration.

#### FIXED INCOME

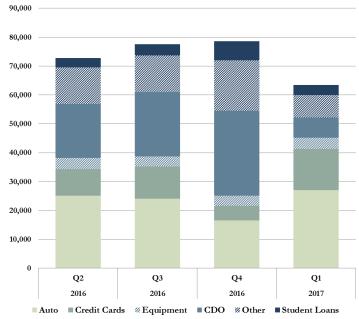
#### MARKET OBSERVATIONS:

- In Q1 2017, U.S. corporate bond spreads tightened as they delivered a total return of 1.22% with an excess return to U.S. Treasuries of 68 bps.
- The U.S. corporate bond supply approached \$400 billion in Q1, a quarterly record, due to the Federal Reserve's proposed rate hikes later this year and potential corporate tax reform.

#### Fixed Income Overview:

#### Asset-Backed Securities

- □ Issuance of asset-backed securities decreased 19% from Q4 2016 to \$63.5 billion in Q1 2017.
  - Auto sector led total issuance with \$27 billion in Q1 2017 followed by: Credit Cards: \$14.2 billion; Other: \$7.8 billion; CDO: \$3.7 billion; Student Loans: \$1.4 billion; Equipment: \$850 million



U.S. Asset-Backed Securities Issuance

Sources: Thomson Reuters, SIFMA

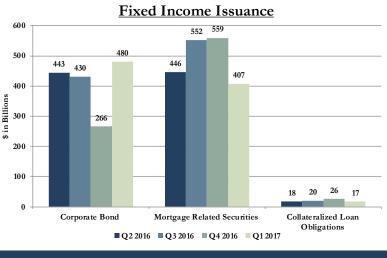


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FIXED INCOME

**INTEREST RATES** 

#### MARKET OBSERVATIONS:

The Federal Open Markets Committee ("FOMC" or "the Committee") met most recently on March 15<sup>th</sup>, 2017 and announced an increase of the target federal funds rate by 25 basis points to a 3/4 to 1 percent range. This is the second time in the past three months that the Committee increased its benchmark interest rate. Most participants continue to expect that inflation would rise to the Committee's 2 percent objective over the medium term. Job gains remained solid and the unemployment rate stayed close to its recent low, with household spending continuing to rise moderately. As the Committee gets closer to reaching their objectives of fostering maximum employment and price stability, future rate hikes throughout 2017 are expected.



- *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



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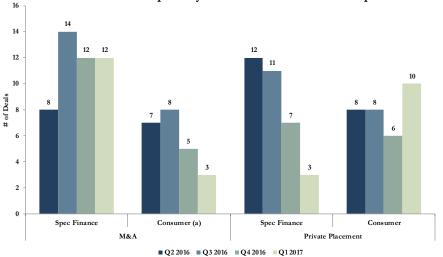
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#### **OVERALL MARKET OBSERVATIONS:**

- U.S. M&A deal activity increased in March with 909 announcements compared to 870 in February. Aggregate M&A spending also increased. In March, 18.8% more was spent on deals compared to February.
- In Q1 2017, the sectors that saw the biggest increases in M&A deal activity, relative to the same three-month period one year ago, were: Consumer Durables, Process Industries, and Government.
- In Q1 2017, the sectors that saw the biggest declines in M&A deal volume, relative to the same three-month period one year ago were: Commercial Services, Retail Trade, Health Services, Finance, and Producer Manufacturing.



#### Market Trends for Specialty & Consumer Finance Companies

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

- April 10<sup>th</sup> Armada Group USA, Inc. acquired Bahn, Inc. Bahn, Inc. provides commercial financing solutions for businesses. The company was incorporated in 2015 and is headquartered in Rockland, CA.
- April 3<sup>rd</sup> The Members Group LLC was acquired by CU Cooperative Systems, Inc. The Members Group LLC provides credit processing and payment solutions to financial institutions in the United States. The company was founded in 1986 and is based in Des Moines, IA.
- March 29<sup>th</sup> Super G Capital LLC acquired Novus Capital Group, LLC. Novus Capital Group, LLC provides financial solutions for technology companies seeking to preserve equity and maximize their cash positions. Novus Capital Group LLC was incorporated in 2013 and is based in Lake Oswego, OR.
- March 7<sup>tb</sup> Riverside Partners LLC acquired Alarm Funding Associates, LLC. Alarm Funding Associates is an advisory
  and financial support platform dedicated to helping full service alarm operating companies continue to grow while allowing
  them to retain their brand and continue to service their current customers. Alarm Funding Associates is currently the 20<sup>th</sup>
  largest security alarm provider in the U.S. The company was founded in 2007 and is based in West Chester, PA.
- February 18<sup>th</sup> Green Dot Corporation (NYSE:GDOT) acquired Unirush, LLC. Unirush. LLC's operating businesses include RushCard, a leading online direct-to-consumer general purpose reloadable prepaid card provider, and Rapid! PayCard, a leading corporate payroll card provider. As of closing, Unirush, LLC operates as a subsidiary of Green Dot Corporation. The company was founded in 2003 and is headquartered in Cincinnati, OH.

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

BRYANT PARK CAPITAL

#### **MERGERS AND ACQUISITIONS**

- February 16th Commercial Credit, Inc. acquired the machine tool finance business of Manufacturers Capital, LLC, thus expanding into the machine tool and manufacturing industry. Manufacturers Capital, LLC provides commercial loans and leases for machine tool and fabrication equipment to manufacturing companies located through the U.S. The company was founded in 1998 and is headquartered in Sanford, FL.
- February 13th Gulf Coast Bank and Trust Company acquired Capital Spring. Capital Spring is classified as a small business lending corporation and deals exclusively in SBA 7(a) and 504 loans, backed by the federal government and ranging from \$500,000 to \$5 million. Moving forward, the business will be known as Gulf Coast SBA Lending. The company was incorporated in 2011 and is headquartered in Dallas, TX.

#### **PRIVATE PLACEMENTS**

#### **RECENT PRIVATE PLACEMENT TRANSACTIONS:**

- April 12th Global Financial Credit, LLC received funding from new investor, Lovell Minnick Equity Partners IV LP, a fund managed by Lovell Minnick Partners, LLC. Pursuant to the transaction, the investor acquired a majority stake in the company. Global Financial Credit is a commercial and consumer finance company that provides specialized working capital solutions to healthcare providers and pre-settlement funding to consumers. Global Financial Credit, LLC was founded in 2002 and is based in White Plains, New York.
- April 10<sup>th</sup> **Owner Builder Loans, LLC** raised \$100,000 in a round of funding from undisclosed investors. The company provides construction loans to "do-it-yourself" consumers and owner builders in Arizona, Colorado, and Michigan. The company was incorporated in 2011 and is based in Ann Arbor, MI.
- April 7th BBRVI, LLC announced a private placement of fixed rate asset backed notes for gross proceeds of approximately \$18.3 from undisclosed investors. The notes carry a yield of 4.85% per annum, and are collateralized. BBRVII, LLC operates as a debt issuing vehicle. The company is based in the United States. BBRVII, LLC operates as a subsidiary of CBC Settlement Funding, LLC.
- March 29th Ezuza, Inc. raised \$700,000 in a round of funding from undisclosed investors. The company will issue convertible promissory note pursuant to exemption provided under Regulation D. Ezuza, Inc. operates as a mobile money company that provides individuals and small businesses the ability to use electronic money instead of cash for their day-today financial transactions. The company serves individuals, merchants, and others through agents in the United States and internationally. Ezuza, Inc. was founded in 2007 and is based in Sewell, New Jersey.
- March 24th Fair Square Financial, LLC announced that it has received equity funding from new investor, Pine Brook Road Partners, LLC. As a part of the transaction, William Spiegel and Oliver Goldstein have joined the company's board of directors. Fair Square Financial Holdings LLC operates as a credit card company. The company provides Platinum MasterCard, a card that offers credit; and Rewards MasterCard, a card to get cash back on various purchases. Fair Square Financial Holdings LLC was incorporated in 2016 and is based in Wilmington, Delaware.
- March 24th Coinme Inc. announced that it will receive \$1 million in a round of funding from undisclosed investors. The company will issue common shares in the transaction. Coinme Inc. operates Bitcoin ATM kiosks. Its kiosks allow users to buy, sell, transfer, or turn their Bitcoin into cash. The company was formerly known as Western Coin LLC. Coinme Inc. was founded in 2014 and is based in Seattle, Washington.
- March 2<sup>nd</sup> Backed, Inc. raised \$2 million in seed funding, including investors iAngels and Cyhawk Ventures. The company provides unsecured loans to residents of New York, New Jersey, and Florida. It offers renters loans, pay off credit cards, career investments loans, and wedding loans, and others. The company was incorporated in 2014 and is based in New York, NY.

Source: Cap IQ



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#### **PRIVATE PLACEMENTS**

#### RECENT PRIVATE PLACEMENT TRANSACTIONS:

- February 24<sup>th</sup> Social Finance, Inc. (SoFi) announced that it has raised \$500 million in series F round of funding led by new investor, Silver Lake. The company has issued convertible preferred shares in the transaction. The transaction included participation from ten investors including new investors, Gpi Capital, L.P., SoftBank Group Corp. (TSE:9984), and several sovereign wealth funds from countries in Asia and Europe. The company has raised \$1.9 billion in equity funding till date. The company, a consumer lender, provides student loan refinancing, MBA loans, personal loans, and other loan products. SoFi was founded in 2011 and is based in San Francisco, CA.
- *February 23<sup>rd</sup>* **Capital Funding Group, Inc. ("CFG")** raised \$35 million in debt financing. Capital Funding Group, Inc. provides debt and equity capital for buyers, developers, owners and operators of skilled-nursing facilities, assisted-living facilities, acute-care hospitals, and multifamily properties in the United States. CFG was founded in 1993 and is based in Baltimore, Maryland.
- February 22<sup>nd</sup> REP WWEX Acquisition Parent, LLC announced that it has received \$15 million in a round of funding. The company issued second lien debt in the transaction. The transaction involved participation from Triangle Capital Corporation (NYSE:TCAP). REP WWEX Acquisition Parent, LLC is a debt issuing vehicle. The company is based in the United States.
- February 21<sup>st</sup> FirstREX Agreement Corp. announced that it has received an equity round of funding on. The transaction involved participation from Ron Suber. FirstREX Agreement Corp. operates as a real estate investment company. The company provides alternatives to debt financing for homeowners in California, Colorado, Connecticut, Florida, Illinois, Maryland, Massachusetts, New Jersey, New York, Oregon, Pennsylvania, Virginia, and Washington. FirstREX Agreement Corp. was founded in 2004 and is based in San Francisco, California.
- *February 13<sup>tb</sup>* **Sungage Financial, Inc**. announced that it will receive \$3.3 million in funding from undisclosed investors. The company intends to continue the transaction for more than one year. Sungage Financial, Inc. operates a residential solar finance platform that connects homeowners with various financing options. It serves as an online marketplace that provides homeowners with online access to low-cost financing for solar equipment. The company was incorporated in 2012 and is based in Boston, Massachusetts.

#### Specialty Finance Market Update

# Analysis of Comparable Publicly Traded Financial Services Companies (as of 4/25/2017) (US\$ in millions, except per share data)

(US\$ in millions, except per share data)		Market Statistics Operating Metrics Valuation Metrics																
		Market	Statistics	Sales		EBITDA	ating Met		Net Income		EV / Sales EV / EBITDA				JII MICHICS			
		Mkt Cap	Enterprise	Sales		LUIIDA		1	Net meome		Ev / Sales	L	/ LBIID	A		P/E		
Company	Ticker	4/25/17	Value	LTM	LTM	Margin	2017 E	LTM	2017 E	2018 E	LTM	LTM	2017 E	2018 E	LTM	2017 E	2018 E	Price/BV <sup>(a)</sup>
Company	Ticker	4/23/11	Value	LIM	1111	margin	2017 12	LIM	2017 11	2010 11	LIM	11.11	2017 11	2010 12	LIM	2017 11	2010 12	11100/21
Specialty Finance - Other																		
Asta Funding, Inc.	ASFI	\$55.1	\$110.0	\$57.3	\$17.5	30.5%	NA	\$6.2	NA	NA	1.9x	6.3x	NA	NA	8.9x	NA	NA	0.3x
Encore Capital Group, Inc.	ECPG	\$851.1	\$3,545.7	\$1,029.3	\$279.6	27.2%	\$389.6	\$97.6	\$94.0	\$102.8	3.4x	12.7x	9.1x	8.3x	8.7x	9.1x	8.3x	1.5x
Medallion Financial Corp.	MFIN	\$48.6	\$384.6	\$25.4	<b>\$</b> 7.9	31.3%	NA	(\$3.0)	NA	NA	NM	NM	NA	NA	NM	NA	NA	0.2x
On Deck Capital, Inc.	ONDK	\$340.5	\$1,019.6	\$140.9	NA	NA	\$8.5	(\$50.2)	(\$4.7)	\$17.8	7.2x	NA	NM	NM	NM	NM	19.1x	1.3x
PRA Group, Inc.	PRAA	\$1,541.8	\$3,295.7	\$830.6	\$322.4	38.8%	\$268.6	\$131.5	\$109.3	\$135.4	4.0x	10.2x	12.3x	10.4x	11.7x	14.1x	11.4x	1.8x
Mean						31.9%					4.1x	9.7x	10.7x	9.4x	9.8x	11.6x	12.9x	1.0x
Median						30.9%					3.7x	10.2x	10.7x	9.4x	8.9x	11.6x	11.4x	1.3x
<u>Leasing / Rental</u>																		
Chesswood Group Limited	TSX:CHW	\$162.9	\$395.4	\$40.7	NA	NA	\$27.4	\$11.3	\$14.2	\$16.5	9.7x	NA	14.4x	11.7x	14.5x	11.4x	9.9x	1.5x
Element Fleet Management Corp.	EFN	\$3,329.8	\$13,991.1	\$941.4	NA	NA	NA	\$199.4	\$294.1	\$324.5	NM	NA	NA	NA	16.7x	11.3x	10.3x	1.3x
FLY Leasing Limited	FLY	\$411.9	\$2,428.7	\$342.8	NA	NA	\$323.0	\$43.1	\$53.2	\$65.8	7.1x	NA	7.5x	6.6x	9.6x	7.7x	6.3x	0.7x
Marlin Business Services Corp.	MRLN	\$309.2	\$237.8	\$79.8	NA	NA	NA	\$17.7	\$19.5	\$22.5	3.0x	NA	NA	NA	17.5x	15.9x	13.7x	1.9x
Mobile Mini, Inc.	MINI	\$1,359.9	\$2,292.8	\$508.6	\$183.0	36.0%	\$192.0	\$52.6	\$58.2	\$67.4	4.5x	12.5x	11.9x	11.1x	25.8x	23.4x	20.2x	1.8x
Textainer Group Holdings Limited	TGH	\$871.8	\$3,886.2	\$498.2	\$344.1	69.1%	\$411.0	\$17.6	\$30.3	\$49.7	7.8x	11.3x	9.5x	8.1x	49.6x	28.8x	17.5x	0.8x
Mean						52.5%					6.4x	11.9x	10.8x	9.4x	22.3x	16.4x	13.0x	1.3x
Median						52.5%					7.1x	11.9x	10.7x	9.6x	17.1x	13.7x	12.0x	1.4x
Asset Based Lending																		
Accord Financial Corp.	TSX:ACD	\$54.0	\$99.4	\$18.9	NA	NA	NA	\$3.8	NA	NA	5.3x	NA	NA	NA	14.4x	NA	NA	1.0x
Callidus Capital Corporation	TSX:CBL	\$662.5	\$1,036.5	\$32.6	NA	NA	NA	\$15.3	\$60.9	\$73.3	NM	NA	NA	NA	43.4x	10.9x	9.0x	2.0x
CIT Group Inc.	CIT	\$9,121.1	\$19,247.9	\$2,208.4	NA	NA	NA	\$305.9	\$539.5	\$767.2	8.7x	NA	NA	NA	29.8x	16.9x	11.9x	0.9x
NewStar Financial, Inc.	NEWS	\$460.3	\$3,616.7	\$86.9	NA	NA	NA	\$17.0	\$32.9	\$39.2	NM	NA	NA	NA	27.1x	14.0x	11.7x	0.7x
Mean						NA					7.0x	NA	NA	NA	28.7x	13.9x	10.9x	1.2x
Median						NA					7.0x	NA	NA	NA	28.5x	14.0x	11.7x	0.9x
<u>Consumer Finance</u>	A TTT O	e 10 4	¢000.0	870 B	<b>N</b> T 4			(00 Å	<b>3.7.4</b>		2.0	3.7.4			2.12.5	274		0.5
Atlanticus Holdings Corporation	ATLC	\$49.1	\$228.8	\$60.3	NA	NA	NA	(\$8.4)	NA	NA	3.8x	NA	NA	NA	NM	NA	NA	8.5x
Enova International, Inc.	ENVA	\$482.2	\$1,095.2	\$680.0	NA	NA 0.40(	\$160.3	\$33.8	\$46.7	\$52.9	1.6x	NA	6.8x	6.1x	14.3x	10.3x	9.1x	2.0x
EZCORP, Inc.	EZPW	\$513.0	\$727.4	\$735.6	\$62.0	8.4%	\$95.1	\$19.8 \$19.5	\$29.9	NA	1.0x	11.7x	7.7x	NA	25.9x	17.2x 20.3x	NA 17.1	
FirstCash, Inc.	FCFS	\$2,484.5	\$2,851.1	\$1,088.4	\$180.0 \$07.8	16.5%	\$261.9	\$80.5 \$27.0	\$122.4	\$145.3	2.6x	15.8x	10.9x	9.6x	30.9x		17.1x	1.7x
Green Dot Corporation LendingClub Corporation	GDOT LC	\$1,700.3 \$2,379.8	\$1,022.8 \$1,864.2	\$718.8 \$500.8	\$97.8 NA	13.6% NA	\$188.1 \$50.2	\$37.0 (\$67.4)	\$95.2 \$21.7	\$108.7 \$86.6	1.4x 3.7x	10.5x NA	5.4x NM	4.8x 15.3x	46.0x NM	17.9x NM	15.6x 27.5x	2.5x 2.4x
Regional Management Corp.	RM	\$2,379.8 \$243.1	\$1,864.2 \$728.1	\$500.8 \$230.4	\$65.3	28.3%	\$50.2 \$71.2	(\$67.4) \$24.3	\$21.7 \$29.2	\$86.6 \$33.2	3.7x 3.2x	NA 11.1x	10.2x	15.5x 9.3x	10.0x	8.3x	27.5x 7.3x	2.4x 1.2x
The J.G. Wentworth Company	IGWE	\$245.1 \$5.4	\$728.1 \$4,814.5	\$230.4 \$76.7	\$05.5 NA	26.370 NA	\$/1.2 NA	\$24.5 (\$13.6)	\$29.2 NA	\$55.2 NA	5.2x NM	NA	NA	9.5x NA	NM	o.3x NA	7.5x NA	(0.4x)
World Acceptance Corporation	WRLD	\$5.4 \$475.9	\$4,814.5 \$857.9	\$70.7 \$531.3	\$142.2	26.8%	\$111.4	(\$13.6) \$69.7	\$59.6	\$47.0	1.6x	6.0x	7.7x	9.5x	6.8x	8.0x	10.1x	(0.4x) 1.1x
* *	WICLD	ψ17 <i>5</i> .7	ę051.9	ę551.5	φ1 (2.2		φ111. <del>7</del>	<i>q</i> 07.7	φ57.0	φ17.0								
Mean						18.7%					2.4x	11.0x	8.1x	9.1x	22.3x	13.7x	14.5x	2.2x
Median						16.5%					2.1x	11.1x	7.7x	9.4x	20.1x	13.7x	12.9x	1.7x



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(US\$ in millions, except per share data)		Market	Statistics	tics Operating Metrics									Valuation Metrics											
				Sales	<u> </u>				Net Income		EV / Sales	s EV / EBITDA												
		Mkt Cap	Enterprise																					
Company	Ticker	4/25/17	Value	LTM	LTM	Margin	2017 E	LTM	2017 E	2018 E	LTM	LTM	2017 E	2018 E	LTM	2017 E	2018 E	Price/BV <sup>(a)</sup>						
Automotive Financing																								
America's Car-Mart, Inc.	CRMT	\$286.2	\$408.8	\$589.6	\$38.3	6.5%	\$51.3	\$18.7	\$21.0	\$24.0	0.7x	10.7x	8.0x	NA	15.3x	13.6x	11.9x	1.2x						
Consumer Portfolio Services, Inc.	CPSS	\$112.6	\$2,318.2	\$162.0	NA	NA	\$130.9	\$28.3	\$18.2	\$19.5	NM	NA	17.7x	17.5x	4.0x	6.2x	5.8x	0.6x						
Credit Acceptance Corp.	CACC	\$4,048.7	\$6,637.8	\$781.3	NA	NA	\$766.0	\$332.0	\$368.6	\$399.7	8.5x	NA	8.7x	8.0x	12.2x	11.0x	10.1x	3.4x						
Nicholas Financial, Inc.	NICK	\$79.1	\$289.8	\$50.4	NA	NA	NA	\$9.3	NA	NA	5.8x	NA	NA	NA	8.5x	NA	NA	0.7x						
Mean						6.5%					5.0x	10.7x	11.4x	12.8x	10.0x	10.3x	9.3x	1.5x						
Median						6.5%					5.8x	10.7x	8.7x	12.8x	10.4x	11.0x	10.1x	1.0x						
<u>eFinance</u>																								
BGC Partners, Inc.	BGCP	\$3,242.4	\$3,973.7	\$2,555.0	NA	NA	\$587.0	\$32.9	\$283.7	\$326.2	1.6x	NA	6.8x	5.8x	NM	11.4x	9.9x	3.9x						
GAIN Capital Holdings, Inc.	GCAP	\$348.7	(\$700.1)	\$403.1	NA	NA	\$66.8	\$35.5	\$22.9	\$42.9	(1.7x)	NA	(10.5x)	(7.8x)	9.8x	15.2x	8.1x	1.2x						
Intercontinental Exchange, Inc.	ICE	\$36,182.9	\$42,189.9	\$4,499.0	\$2,754.0	61.2%	\$3,003.0	\$1,318.0	\$1,789.4	\$2,019.0	9.4x	15.3x	14.0x	13.0x	27.5x	20.2x	17.9x	2.3x						
Investment Technology Group, Inc.	ITG	\$673.4	\$465.9	\$464.4	NA	NA	(\$21.3)	(\$22.5)	\$18.1	\$45.3	1.0x	NA	NM	NM	NM	37.2x	14.9x	1.7x						
KCG Holdings, Inc.	KCG	\$1,316.3	(\$1,354.8)	\$1,277.6	NA	NA	\$138.5	\$206.9	\$19.3	\$35.3	(1.1x)	NA	(9.8x)	(7.9x)	6.4x	NM	37.2x	1.0x						
MarketAxess Holdings Inc.	MKTX	\$6,941.7	\$6,804.1	\$385.2	\$219.5	57.0%	\$238.5	\$126.8	\$146.3	\$177.0	NM	NM	NM	NM	NM	47.5x	39.2x	14.4x						
Nasdaq, Inc.	NDAQ	\$11,760.7	\$14,775.7	\$3,771.0	\$1,183.5	31.4%	\$1,239.1	\$525.6	\$694.4	\$753.7	3.9x	12.5x	11.9x	11.2x	22.4x	16.9x	15.6x	2.2x						
Mean						49.9%					2.2x	13.9x	2.5x	2.9x	16.5x	24.7x	20.4x	3.8x						
Median						57.0%					1.3x	13.9x	6.8x	5.8x	16.1x	18.6x	15.6x	2.2x						
<u>Fin Tech</u>																								
Broadridge Financial Solutions, Inc.	BR	\$8,246.2	\$9,216.4	\$3,451.2	\$635.1	18.4%	\$775.0	\$283.2	\$390.4	\$442.9	2.7x	14.5x	11.9x	11.4x	29.1x	21.1x	18.6x	8.4x						
CoreLogic, Inc.	CLGX	\$3,546.5	\$5,030.1	\$1,938.9	\$397.6	20.5%	\$467.9	\$112.9	\$191.9	\$217.0	2.6x	12.7x	10.7x	10.0x	31.4x	18.5x	16.3x	3.5x						
Fiserv, Inc.	FISV	\$25,488.3	\$29,750.3	\$5,505.0	\$1,720.0	31.2%	\$2,041.7	\$899.4	\$1,089.0	\$1,219.9	5.4x	17.3x	14.6x	13.7x	28.3x	23.4x	20.9x	10.0x						
MoneyGram International, Inc.	MGI	\$959.8	\$1,717.8	\$1,630.4	\$222.2	13.6%	\$279.8	\$27.1	\$54.7	\$64.9	1.1x	7.7x	6.1x	5.8x	35.5x	17.5x	14.8x	(4.6x)						
The Western Union Company	WU	\$9,581.8	\$11,483.7	\$5,422.9	\$1,368.2	25.2%	\$1,304.2	\$601.9	\$803.3	\$848.2	2.1x	8.4x	8.8x	8.5x	15.9x	11.9x	11.3x	10.6x						
WEX Inc.	WEX	\$4,531.6	\$6,554.1	\$1,018.5	\$295.4	29.0%	\$471.9	\$68.6	\$227.6	\$262.1	6.4x	NM	13.9x	12.1x	NM	19.9x	17.3x	3.0x						
Mean						23.0%					3.4x	12.1x	11.0x	10.3x	28.1x	18.7x	16.5x	5.2x						
Median						22.9%					2.6x	12.7x	11.3x	10.7x	29.1x	19.2x	16.8x	5.9x						



#### Specialty Finance Market Update

## Analysis of Comparable Publicly Traded Financial Services Companies (as of 4/25/2017) (US\$ in millions, except per share data)

(US\$ in millions, except per share data)		Market	Statistics	tatistics Operating Metrics									Valuation Metrics											
				Sales		EBITDA			Net Income		EV / Sales	ales EV / EBITDA												
		Mkt Cap	Enterprise													P/E								
Company	Ticker	4/25/17	Value	LTM	LTM	Margin	2017 E	LTM	2017 E	2018 E	LTM	LTM	2017 E	2018 E	LTM	2017 E	2018 E	Price/BV <sup>(a)</sup>						
SBA Lending/ BDC																								
Ares Capital Corporation	ARCC	\$7,432.7	\$11,083.7	\$1,012.0	\$717.0	70.8%	NA	\$328.1	\$682.8	\$728.5	NM	15.5x	NA	NA	22.7x	10.9x	10.2x	1.4x						
Fifth Street Asset Management Inc.	FSAM	\$76.3	\$176.0	\$82.5	\$41.5	50.3%	NA	\$27.5	\$002.0 \$9.5	\$6.6	2.1x	4.2x	NA	NA	2.8x	8.0x	11.5x	1.4x 14.9x						
FS Investment Corporation	FSIC	\$2,378.0	\$3,806.9	\$422.8	NA	NA	NA	\$134.2	\$205.4	\$207.1	9.0x	NA	NA	NA	17.7x	11.6x	11.5x	1.0x						
Garrison Capital Inc.	GARS	\$156.3	\$351.1	\$43.0	NA	NA	NA	\$13.1	\$19.5	\$17.6	8.2x	NA	NA	NA	11.9x	8.0x	8.9x	0.8x						
Hercules Capital, Inc.	HTGC	\$1,282.4	\$1,924.2	\$175.1	\$129.6	74.0%	NA	\$57.7	\$108.9	\$118.8	NM	14.8x	NA	NA	22.2x	11.8x	10.8x	1.6x						
KCAP Financial, Inc.	КСАР	\$141.1	\$315.3	\$36.2	NA	NA	NA	\$11.6	\$15.1	\$15.0	8.7x	NA	NA	NA	12.2x	9.3x	9.4x	0.7x						
Main Street Capital Corporation	MAIN	\$2,199.9	\$3,023.7	\$178.3	NA	NA	NA	\$72.4	\$128.0	\$132.2	NM	NA	NA	NA	30.4x	17.2x	16.6x	1.8x						
Medley Management Inc.	MDLY	\$46.8	\$84.1	\$76.0	\$20.9	27.5%	\$46.6	(\$2.1)	\$4.0	\$4.1	1.1x	4.0x	1.8x	NA	NM	11.8x	11.5x	(25.2x)						
Monroe Capital Corporation	MRCC	\$268.2	\$440.1	\$45.0	NA	NA	NA	\$14.5	\$25.1	\$26.8	9.8x	NA	NA	NA	18.5x	10.7x	10.0x	1.1x						
Newtek Business Services Corp.	NEWT	\$287.4	\$456.7	\$31.0	(\$0.5)	(1.7%)	NA	(\$7.2)	\$29.6	\$30.4	NM	NM	NA	NA	NM	9.7x	9.4x	1.4x						
Oaktree Capital Group, LLC	OAK	\$2,932.4	\$6,922.9	\$1,125.7	\$347.7	30.9%	\$603.0	(\$14.0)	\$193.2	\$255.9	6.1x	19.9x	11.5x	11.0x	NM	15.2x	11.5x	3.6x						
Och-Ziff Capital Management Group LLC	OZM	\$443.8	\$1,157.6	\$770.4	(\$267.8)	(34.8%)	\$301.0	(\$1.0)	\$75.0	\$66.1	1.5x	NM	3.8x	4.9x	NM	5.9x	6.7x	(1.0x)						
PennantPark Investment Corporation	PNNT	\$561.4	\$1,167.7	\$138.7	NA	NA	NA	\$43.9	\$62.6	\$61.5	8.4x	NA	NA	NA	12.8x	9.0x	9.1x	0.9x						
Prospect Capital Corporation	PSEC	\$3,373.8	\$5,763.9	\$745.8	NA	NA	NA	\$215.4	\$350.1	\$349.8	7.7x	NA	NA	NA	15.7x	9.6x	9.6x	1.0x						
TICC Capital Corp.	TICC	\$372.7	\$584.4	\$69.3	NA	NA	NA	\$14.5	\$30.0	\$28.3	8.4x	NA	NA	NA	25.7x	12.4x	13.2x	1.0x						
Triangle Capital Corporation	TCAP	\$900.4	\$1,328.5	\$113.7	\$92.7	81.5%	NA	\$41.1	\$86.7	\$93.4	NM	14.3x	NA	NA	21.9x	10.4x	9.6x	1.5x						
Mean						37.3%					6.5x	12.1x	5.7x	7.9x	17.9x	10.7x	10.6x	0.4x						
Median						40.6%					8.2x	14.6x	3.8x	7.9x	18.1x	10.5x	10.1x	1.1x						
<u>Real Estate Financing</u>	100	e002 (	87 (0( 0	(C145)	NTA	NT A	6105 F	(\$20.0)	¢00.2	¢77.0	2.24	NTA	NIM	NDA	NIM	0.0	11.2	1.0						
ARMOUR Residential REIT, Inc.	ARR FNF	\$883.6 \$11.024.6	\$7,626.2 \$13,749.6	(\$14.5)	NA \$1,551.0	NA 16.2%	\$105.5 \$1,445.0	(\$30.9) \$628.6	\$89.3 \$667.8	\$77.9 \$725.9	NM	NA 8.9x	NM	NM 8.7x	NM 17.5x	9.9x 16.5x	11.3x 15.2x	1.0x						
Fidelity National Financial, Inc. First Acceptance Corporation	FNF FAC	\$11,024.6 \$48.2	\$15,749.6 \$18.2	\$9,563.0 \$388.4			\$1,445.0 NA	1	\$667.8 NA	\$725.9 NA	1.4x 0.0x	8.9x NM	9.5x NA	8.7x NA	17.5x NM	16.5x NA	15.2x NA	1.8x 0.7x						
Meta Financial Group, Inc.	CASH	\$48.2 \$845.8	\$18.2 \$246.4	\$388.4 \$178.2	(\$36.3)	(9.4%) NA	NA NA	(\$27.6) \$23.0	\$62.8	\$80.3		NM	NA NA	NA	36.8x	13.5x	10.5x	0.7x 2.3x						
MFA Financial, Inc.	MFA	\$845.8 \$3,094.6	\$246.4 \$12,176.1	\$178.2 \$369.5	NA NA	NA	NA	\$23.0 \$195.4	\$02.8 \$276.1	\$80.3 \$278.1	1.4x NM	NA	NA	NA	50.8x 15.8x	13.5x 11.2x	10.5x 11.1x	2.3x 1.0x						
, ,	MFA NSM	\$3,094.6 \$1,588.7	\$12,176.1 \$17,436.7	\$369.5 \$1,250.0	NA NA	NA NA	\$639.9	\$195.4 \$79.9	\$276.1 \$166.8	\$278.1 \$190.2	NM	NA	NA NM	NA	15.8x 19.9x	9.5x	8.4x	1.0x 0.9x						
Nationstar Mortgage Holdings Inc. PHH Corporation	NSM PHH	\$1,588.7 \$701.8	\$17,436.7	\$1,250.0 \$860.0	NA NA	NA NA	\$659.9 NA	\$79.9 (\$160.3)	\$166.8 (\$192.7)	\$190.2 (\$81.2)	1.3x	NA	NM	NM	19.9x NM	9.5x NM	8.4x NM	0.9x 0.6x						
Walker & Dunlop, Inc.	WD PHH	\$701.8 \$1,401.2	\$1,098.8 \$3,384.2	\$860.0 \$566.0	NA NA	NA NA	\$158.0	(\$160.5) \$116.9	(\$192.7) \$118.4	(\$81.2) \$122.1	1.5x 6.0x	NA	NA NM	14.2x	12.0x	11.8x	11.5x	0.6x 2.3x						
1.	wD	φ1,τ01.2	<i>93,30</i> 4.2	<i>φ</i> 500.0	1 1/1		<i>φ</i> 150.0	<i>q</i> 110.7	φ110. <del>4</del>	φ122.I														
Mean						3.4%					2.0x	8.9x	9.5x	11.5x	20.4x	12.1x	11.3x	1.3x						
Median						3.4%					1.4x	8.9x	9.5x	11.5x	17.5x	11.5x	11.2x	1.0x						

Source: Cap IQ

(a) Price as of April 25, 2017 divided by the last reported book value



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<u>Volfi Mizrahi</u> Managing Director

<u>Dan Avnir</u> Managing Director

<u>Matt Pennino</u> Managing Director

<u>Raymond Kane</u> Managing Director

New York CITY 489 Fifth Avenue 16<sup>th</sup> Floor New York, NY 10017

212-798-8200

PHILADELPHIA Eight Tower Bridge 161 Washington Street Suite 310 Conshohocken, PA 19428

484-586-8200

www.finra.org www.sipc.org

www.bryantparkcapital.com



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