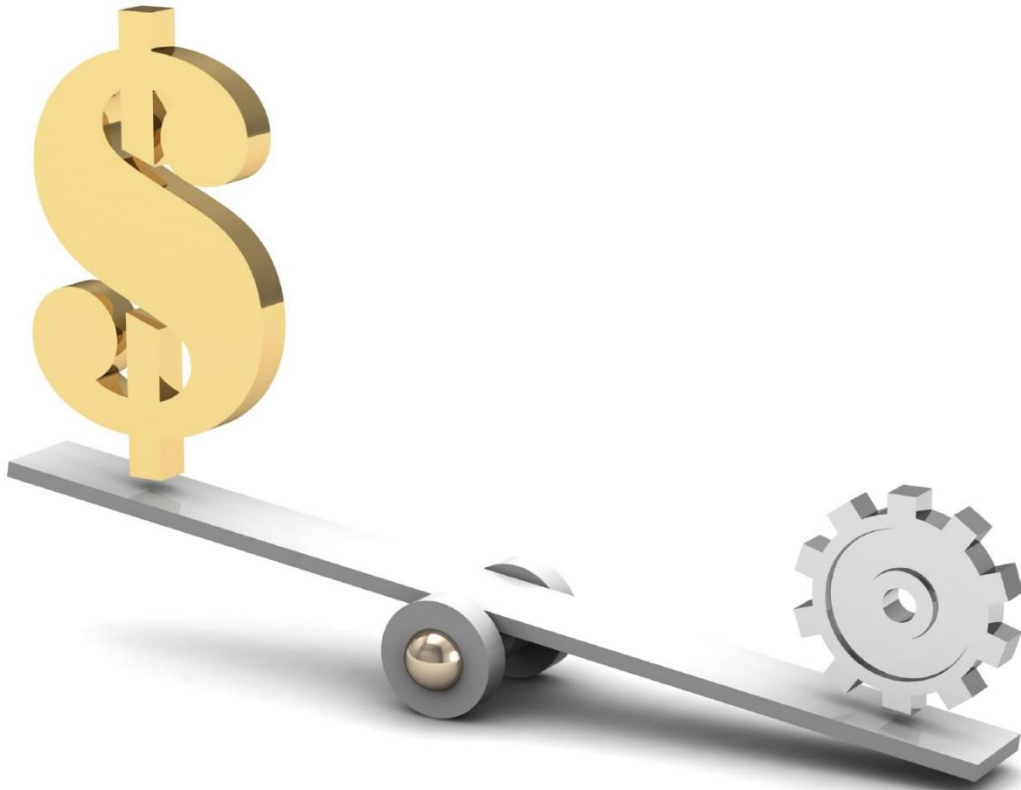




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Industry Observations – September 30, 2018

Asset Management Industry

Select Asset Management Public Company Industry Data As of September 30, 2018

(USD in millions, except per share data)

Company Name	Ticker	Market Data				LTM Operating Data			Forward Estimates		
		Price at 09/30/18	% of 52 Week High	Equity Value	Enterprise Value	Debt / Total Capital	Assets Under Management	LTM Revenue	LTM Earnings	CY 2018 Revenue Estimate	CY 2018 Earnings Estimate
Traditional Asset Management											
Apollo Global Management, LLC	APO	\$34.55	92.5%	\$6,964.27	\$0.00	42.8%	\$270,180.00	\$1,917.05	\$366.15	\$1,619.65	\$245.18
Artisan Partners Asset Management Inc.	APAM	\$32.40	78.2%	\$1,748.90	\$1,489.39	54.3%	\$116,573.00	\$847.81	\$98.31	\$840.41	\$161.88
Eaton Vance Corp.	EV	\$52.56	86.2%	\$5,981.48	\$5,140.21	46.5%	\$453,183.00	\$1,671.95	\$358.54	\$1,734.85	\$376.33
Federated Investors, Inc.	FII	\$24.12	65.6%	\$2,430.62	\$2,699.12	13.6%	\$437,156.00	\$1,106.77	\$290.57	\$1,132.94	\$236.91
GAMCO Investors, Inc.	GBL	\$23.42	75.7%	\$672.04	\$557.89	172.5%	\$40,646.00	\$359.14	\$107.35	\$0.00	\$0.00
Janus Henderson Group plc	JHG	\$26.96	64.7%	\$5,247.15	\$3,675.44	6.0%	\$378,100.00	\$2,308.50	\$888.70	\$2,349.97	\$553.18
Legg Mason, Inc.	LM	\$31.23	66.3%	\$2,668.64	\$4,515.81	32.8%	\$755,400.00	\$3,084.47	\$297.38	\$3,030.61	\$276.79
Waddell & Reed Financial, Inc.	WDR	\$21.18	88.9%	\$1,689.30	\$842.74	9.4%	\$79,542.00	\$1,182.55	\$166.88	\$1,172.13	\$177.69
Alternative Asset Management											
Ares Management, L.P.	ARES	\$23.20	89.4%	\$2,282.84	\$9,901.11	83.17%	\$125,079.00	\$1,021.69	\$84.68	\$1,046.65	\$133.77
Oaktree Capital Group, LLC	OAK	\$41.40	86.2%	\$2,946.01	\$9,014.25	62.77%	\$123,516.00	\$1,102.93	\$153.93	\$1,374.46	\$205.18
Och-Ziff Capital Management Group LLC	OZM	\$1.48	37.47%	\$283.29	\$1,223.94	39.45%	\$0.00	\$770.02	-\$16.74	\$511.63	\$34.91
Virtus Investment Partners, Inc.	VRTS	\$113.75	82.4%	\$815.15	\$2,448.31	73.81%	\$0.00	\$542.19	\$78.87	\$566.12	\$90.16
Private Equity/ Venture Capital											
BlackRock Capital Investment Corporation	BKCC	\$5.90	77.9%	\$418.99	\$648.30	30.0%	\$0.00	\$87.55	\$26.61	\$84.50	\$46.50
Capital Southwest Corporation	CSWC	\$18.98	95.9%	\$310.19	\$519.15	39.4%	\$0.00	\$42.60	\$43.46	\$47.49	\$20.10
Hercules Capital, Inc.	HTGC	\$13.16	94.2%	\$1,262.53	\$1,941.76	44.3%	\$0.00	\$201.06	\$112.00	\$205.66	\$114.00
Main Street Capital Corporation	MAIN	\$38.50	92.1%	\$2,332.40	\$3,265.09	38.6%	\$0.00	\$229.87	\$220.15	\$233.15	\$153.64
Prospect Capital Corporation	PSEC	\$7.33	96.4%	\$2,675.18	\$4,786.42	40.4%	\$0.00	\$657.85	\$299.86	\$683.68	\$311.42
The Carlyle Group L.P.	CG	\$22.55	87.1%	\$2,296.04	\$9,485.68	67.3%	\$212,304.00	\$3,283.30	\$185.50	\$2,778.64	\$204.40
(Invalid Identifier)	TCAP	(Invalid Identifier)	#VALUE!	#VALUE!	(Invalid Identifier)	0%	(Invalid Identifier)	(Invalid Identifier)	(Invalid Identifier)	\$1,760.78	N/A

Notes: LTM (latest twelve months); Enterprise Value (market capitalization less total cash and short-term investments plus short-term borrowings and total long-term debt);

EBITDA (earnings before interest, taxes, depreciation and amortization)

Source: Capital IQ

The material contained in this publication is meant to provide general information regarding valuation topics. This publication does not constitute investment advice with respect to the securities of any company discussed herein, is not intended to provide information upon which to base an investment decision, and should not be construed as such. Professional advice should be obtained before taking any action based on the information contained herein.

Publicly available information utilized in this publication has been obtained from sources deemed to be reliable. Houlihan does not guarantee the accuracy or completeness of the information provided within this publication. The material presented reflects information known to the authors at the time this publication was written and this information is subject to change.

Select Asset Management Public Company Valuation Metrics As of September 30, 2018

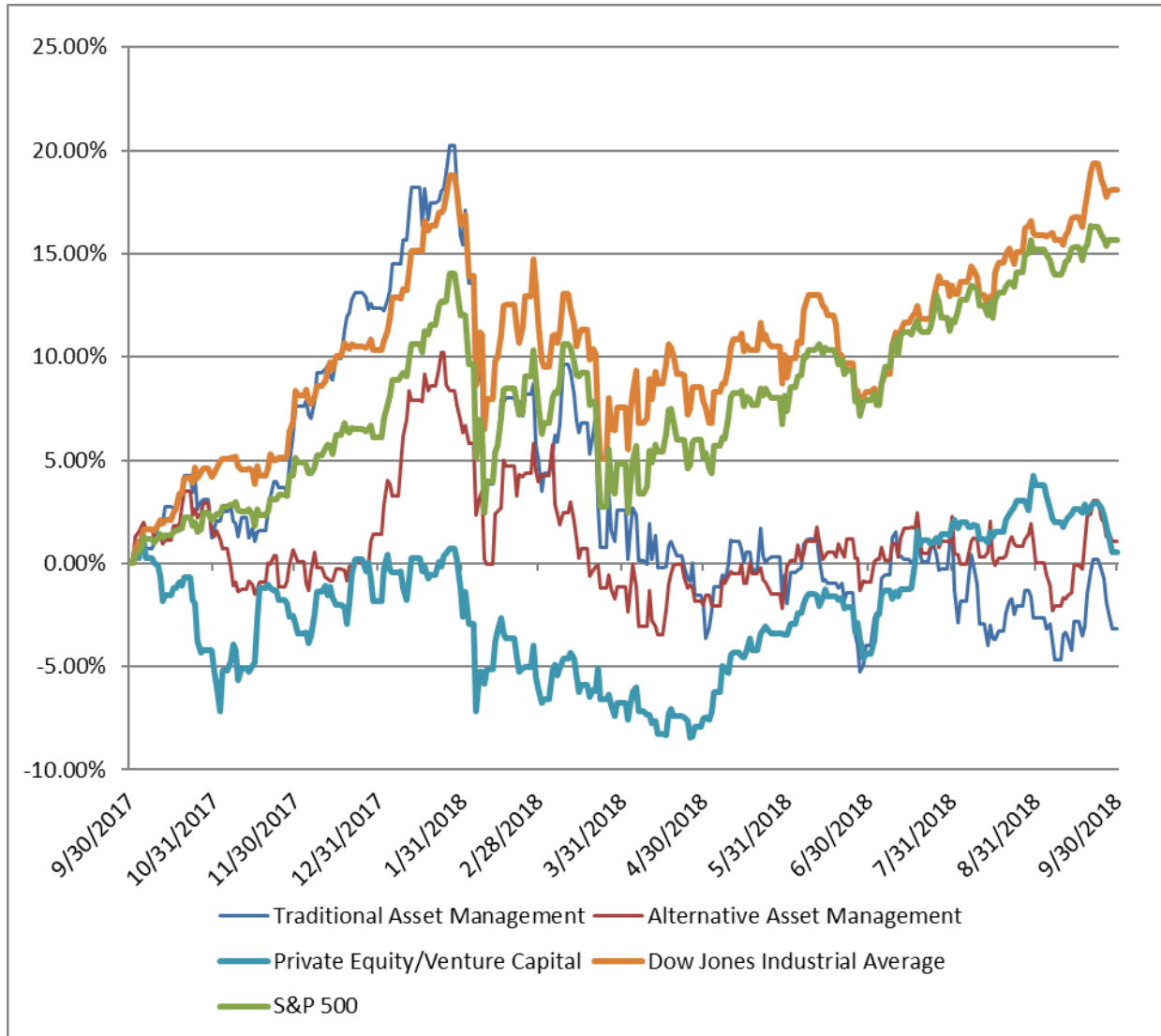
(USD in millions, except per share data)

Company Name	Ticker	LTM Operating Statistics						Trading Multiples		
		Return On Assets	Return On Equity	Return On Capital	Revenue Growth	Net Income Growth	Net Income Margin	TEV/ LTM Revenue	TEV/ CY 2018 Revenue	Price/ LTM Earnings
Traditional Asset Management										
Apollo Global Management, LLC	APO	12.4%	30.7%	0.0%	-22.6%	-39.7%	19.1%	0.0x	0.0x	24.2x
Artisan Partners Asset Management Inc.	APAM	19.8%	121.8%	54.5%	10.6%	2.0%	11.6%	1.8x	1.8x	5.8x
Eaton Vance Corp.	EV	13.3%	30.5%	15.8%	13.7%	35.2%	21.4%	3.1x	3.0x	20.7x
Federated Investors, Inc.	FII	15.4%	34.4%	20.4%	-0.7%	34.9%	26.3%	2.4x	2.4x	11.0x
GAMCO Investors, Inc.	GBL	63.3%	N/A	182.3%	-0.7%	10.7%	29.9%	1.6x	N/A	8.0x
Janus Henderson Group plc	JHG	7.0%	18.0%	9.5%	60.3%	301.0%	38.5%	1.6x	1.6x	10.5x
Legg Mason, Inc.	LM	4.1%	7.5%	4.8%	2.8%	17.1%	9.6%	1.5x	1.5x	11.7x
Waddell & Reed Financial, Inc.	WDR	12.2%	18.4%	15.7%	2.3%	16.1%	14.1%	0.7x	0.7x	10.6x
	Mean	18.4%	37.3%	37.9%	8.2%	47.2%	21.3%	1.6x	1.6x	12.8x
	Median	12.9%	30.5%	15.8%	2.6%	16.6%	20.3%	1.6x	1.6x	10.8x
Alternative Asset Management										
Ares Management, L.P.	ARES	0.4%	18.6%	0.5%	-30.2%	19.9%	8.3%	9.7x	9.5x	NM
Oaktree Capital Group, LLC	OAK	1.5%	15.5%	1.8%	-24.3%	-44.5%	14.0%	8.2x	6.6x	21.9x
Och-Ziff Capital Management Group LLC	OZM	0.0%	0.0%	12.4%	10.0%	N/A	-2.2%	1.6x	2.4x	1.7x
Virtus Investment Partners, Inc.	VRTS	0.0%	0.0%	3.3%	43.7%	79.5%	14.5%	4.5x	4.3x	11.7x
	Mean	0.5%	8.5%	4.5%	-0.2%	18.3%	8.7%	6.0x	5.7x	11.8x
	Median	0.2%	7.7%	2.5%	-7.2%	19.9%	11.1%	6.3x	5.4x	11.7x
Private Equity/Venture Capital										
BlackRock Capital Investment Corporation	BKCC	5.0%	4.7%	5.1%	-13.3%	32.6%	30.4%	7.4x	7.7x	13.8x
Capital Southwest Corporation	CSWC	4.0%	14.5%	4.2%	38.2%	55.5%	102.0%	12.2x	10.9x	27.0x
Hercules Capital, Inc.	HTGC	5.5%	12.2%	5.6%	6.9%	49.8%	55.7%	9.7x	9.4x	18.3x
Main Street Capital Corporation	MAIN	5.1%	15.5%	5.2%	16.8%	40.1%	95.8%	14.2x	14.0x	24.4x
Prospect Capital Corporation	PSEC	4.6%	8.9%	4.7%	-6.2%	18.6%	45.6%	7.3x	7.0x	14.9x
The Carlyle Group L.P.	CG	4.3%	23.6%	6.2%	1.2%	5.2%	5.6%	2.9x	3.4x	NM
	Mean	4.7%	13.2%	5.2%	7.3%	33.6%	55.9%	8.9x	8.7x	19.7x
	Median	4.8%	13.3%	5.2%	4.0%	36.3%	50.6%	8.5x	8.6x	18.3x

Notes: LTM (latest twelve months); NTM (next twelve months); EBITDA (earnings before interest, taxes, depreciation and amortization); TEV (total enterprise value)

Source: Capital IQ

Asset Management Public Company LTM Equity Performance
As of September 30, 2018



Note: The indices are derived from the equity performance of the previously listed companies. Source: Capital IQ

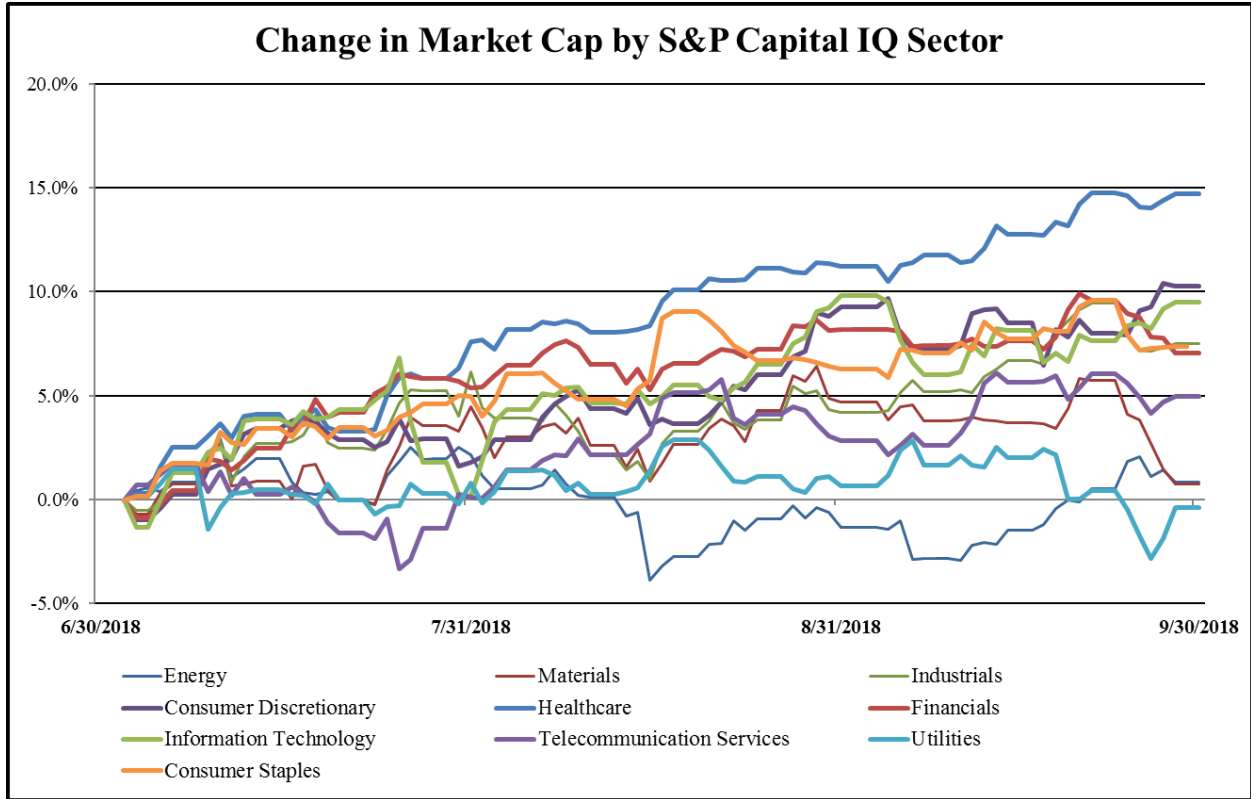
Recent M&A Activity in Asset Management Industry September 30, 2017 to September 30, 2018

(USD in millions)

Close Date	Target	Acquirer	Target Company Primary Industry	Implied Equity Value
12/27/2017	Fortress Investment Group LLC	SoftBank Group Corp.	Asset Management and Custody Banks	\$3,265.54
7/19/2018	Financial Engines, Inc.	Edelman Financial Services LLC	Asset Management and Custody Banks	\$2,971.45
4/6/2018	Accretive Asset Management and Guggenheim Specialized	Invesco Ltd.	Asset Management and Custody Banks	\$1,200.00
7/31/2018	December 31, 2017 Investment Portfolio of Triangle Capital	Benefit Street Partners L.L.C.	Asset Management and Custody Banks	\$793.30
7/5/2018	Harrison Street Real Estate Capital, LLC	Colliers International Group Inc.	Asset Management and Custody Banks	\$600.00
1/31/2018	Northstar Real Estate Income II, Inc.	Colony NorthStar, Inc. (nka:Colony Capital, Inc.)	Asset Management and Custody Banks	\$522.33
12/29/2017	The Townsend Group, LLC	Aon plc	Asset Management and Custody Banks	\$475.00
4/9/2018	Trust Company of America Inc.	E*TRADE Savings Bank	Asset Management and Custody Banks	\$275.00
1/5/2018	Heitman LLC	N/A	Asset Management and Custody Banks	\$220.00
1/0/1900	Scout Investments, Inc.	Carillon Tower Advisers, Inc.	Asset Management and Custody Banks	\$172.50
2/1/2018	Cole Capital Advisors, Inc.	CDM Group, Inc.	Asset Management and Custody Banks	\$120.00
1/2/2018	Alta Capital Management LLC	Guardian Capital Group Limited	Asset Management and Custody Banks	\$64.29
5/18/2018	ZAIS Group Holdings, Inc.	N/A	Asset Management and Custody Banks	\$60.49
7/10/2018	\$400 million Safe Harbor Individual Retirement Account Portfolio	Millennium Trust Company, LLC	Asset Management and Custody Banks	\$60.00
1/8/2018	Asset Management Business of MMA Capital Management, LLC	Hunt Companies, Inc.	Asset Management and Custody Banks	\$57.00
1/19/2018	Impax Asset Management LLC	Impax Asset Management Group plc	Asset Management and Custody Banks	\$53.06
1/0/1900	Evercore Trust Company, N.A., Institutional Trust and	Newport Trust Company	Asset Management and Custody Banks	\$34.40
4/13/2018	Anchor Capital Advisors, LLC	Lincoln Peak Capital Management, LLC	Asset Management and Custody Banks	\$32.00
4/12/2018	JCR Capital	Walker & Dunlop, Inc.	Asset Management and Custody Banks	\$32.00
8/9/2018	Clearwater Capital Partners, LLC	Fiera Capital Corporation	Asset Management and Custody Banks	\$15.26
1/12/2018	Westwood Holdings Group, Inc., Private Wealth Business in	Bridges Investment Management Inc.	Asset Management and Custody Banks	\$10.50
7/17/2018	Winthrop Corporation	Khandwala Capital Management, Inc.	Asset Management and Custody Banks	\$6.00
4/6/2018	Fixed Income & Equity Business of Columbia Partners, L.L.C.	Tristate Capital Holdings, Inc.	Asset Management and Custody Banks	\$1.20
8/29/2018	Yummies, Inc.	N/A	Asset Management and Custody Banks	\$0.48
7/13/2018	Trafalgar Resources, Inc.	HY (HK) Financial Investments Co., Ltd	Asset Management and Custody Banks	\$0.43
12/20/2017	ES Capital Advisors, LLC (nka:tZERO Advisors, LLC)	t0 Technologies, LLC	Asset Management and Custody Banks	\$0.35
4/23/2018	RSB Properties, Inc.	N/A	Asset Management and Custody Banks	\$0.33
7/11/2018	Finest Acquisition, Inc.	AWC Capital, Inc.	Asset Management and Custody Banks	\$0.05
5/18/2018	Big Time Holdings, Inc.	Palewater Global Management Inc.	Asset Management and Custody Banks	\$0.03
9/28/2018	Sears Oil and Gas Corporation	Certain Assets of HUMAN Brands Inc. (nka:Spirits	Asset Management and Custody Banks	NA
9/25/2018	Mosaic Financial Partners, Inc.	Private Ocean, LLC	Asset Management and Custody Banks	NA
9/20/2018	Callahan Capital Properties Inc.	Ivanhoe Cambridge, Inc.	Asset Management and Custody Banks	NA
9/10/2018	Avenida Capital LLC	Ashmore Group PLC	Asset Management and Custody Banks	NA
9/6/2018	Retirement Plan Consulting and Financial Services Business of	HUB International Midwest Limited; Hub	Asset Management and Custody Banks	NA
8/31/2018	Ensemble Financial, Inc.	Titleist Asset Management, Ltd.	Asset Management and Custody Banks	NA
8/31/2018	Hart Realty Advisers, Inc.	The Shopping Center Group LLC	Asset Management and Custody Banks	NA
8/28/2018	Needelman Asset Management, Inc.	Spectrum Asset Management, Inc.	Asset Management and Custody Banks	NA
8/23/2018	Osprey Energy Acquisition Corp.	Royal Resources L.P. (nka:Falcon Minerals	Asset Management and Custody Banks	NA
8/22/2018	Atlantic Acquisition Corp.	HF Group Holding Corporation (nka:HF Foods	Asset Management and Custody Banks	NA
8/20/2018	Florida Angel Nexus	Florida Funders, LLC	Asset Management and Custody Banks	NA
8/1/2018	Tennenbaum Capital Partners, LLC	BlackRock Capital Investment Advisors, LLC	Asset Management and Custody Banks	NA
7/30/2018	PLATINUM Advisor Marketing Strategies, LLC	Faulkner Media Group, LLC	Asset Management and Custody Banks	NA
7/26/2018	PennWood Financial Group, LLC	MassMutual Greater Philadelphia	Asset Management and Custody Banks	NA
7/26/2018	FinTech Acquisition Corp. II	Intermex Wire Transfer, LLC (nka:International	Asset Management and Custody Banks	NA
7/25/2018	M I Acquisitions, Inc.	Priority Holdings, LLC (nka:Priority Technology	Asset Management and Custody Banks	NA
7/23/2018	Catawba Capital Management, Inc.	CAPTRUST	Asset Management and Custody Banks	NA
7/16/2018	The Clearing House LLC	Bank Policy Institute	Asset Management and Custody Banks	NA
7/13/2018	11 Approved and 5 Pending Wetland and Stream Mitigation Bank	Ecosystem Investment Partners, LLC	Asset Management and Custody Banks	NA
7/13/2018	Trust & Asset Management Business of Capital One, N.A.	Hancock Whitney Bank	Asset Management and Custody Banks	NA
7/5/2018	Best Escrow, LLC	Modus Technologies, Inc.	Asset Management and Custody Banks	NA
7/3/2018	Intac Actuarial Services, Inc.	Ascensus, LLC.	Asset Management and Custody Banks	NA
7/2/2018	Global X Management Company LLC	Horizons ETFs Management (USA) LLC	Asset Management and Custody Banks	NA
7/1/2018	All Assets of Mesiroow Advanced Strategies, Inc.	Lighthouse Investment Partners, LLC	Asset Management and Custody Banks	NA
7/1/2018	Sustainable Growth Advisers, LP	Virtus Partners, Inc.	Asset Management and Custody Banks	NA
6/30/2018	North Ranch Financial Group, Inc.	Argosy Wealth Management Corporation	Asset Management and Custody Banks	NA

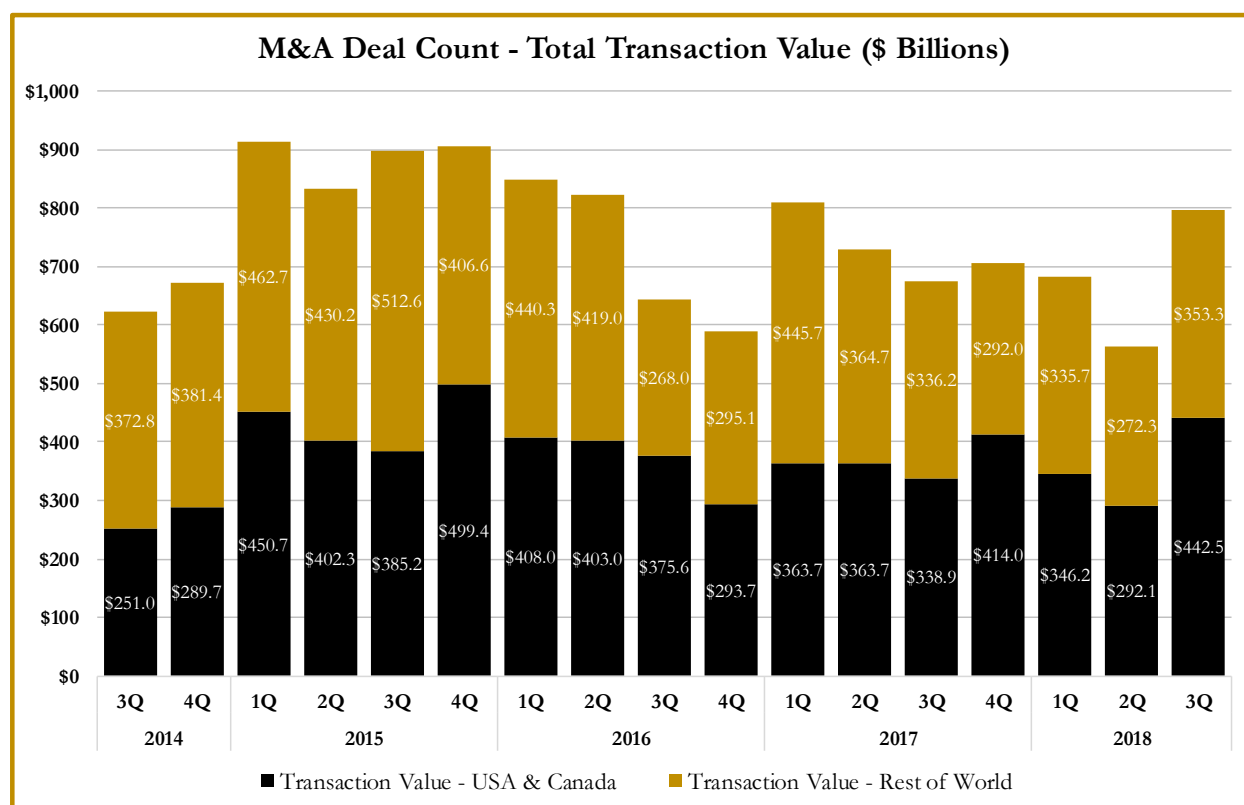
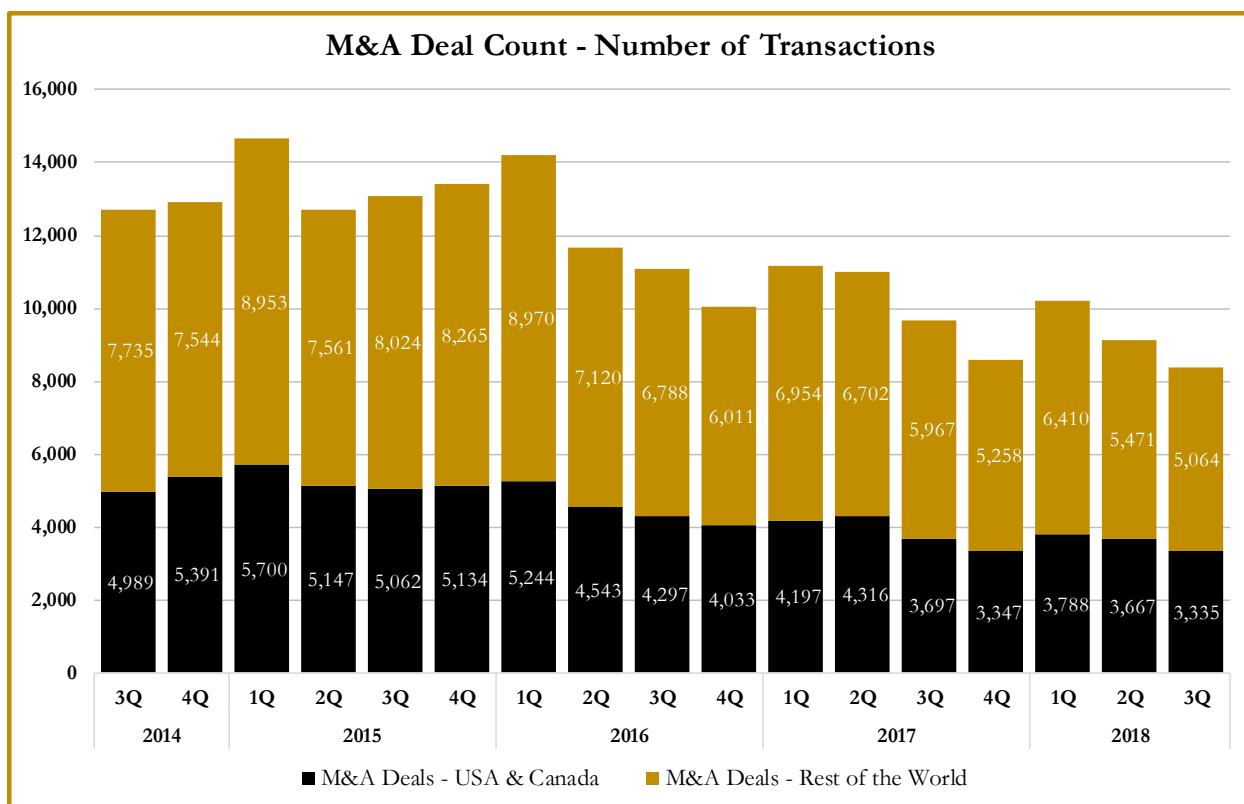
Source: Capital IQ

S&P Capital IQ - Sector Last 3 Month Equity Performance
As of September 30, 2018

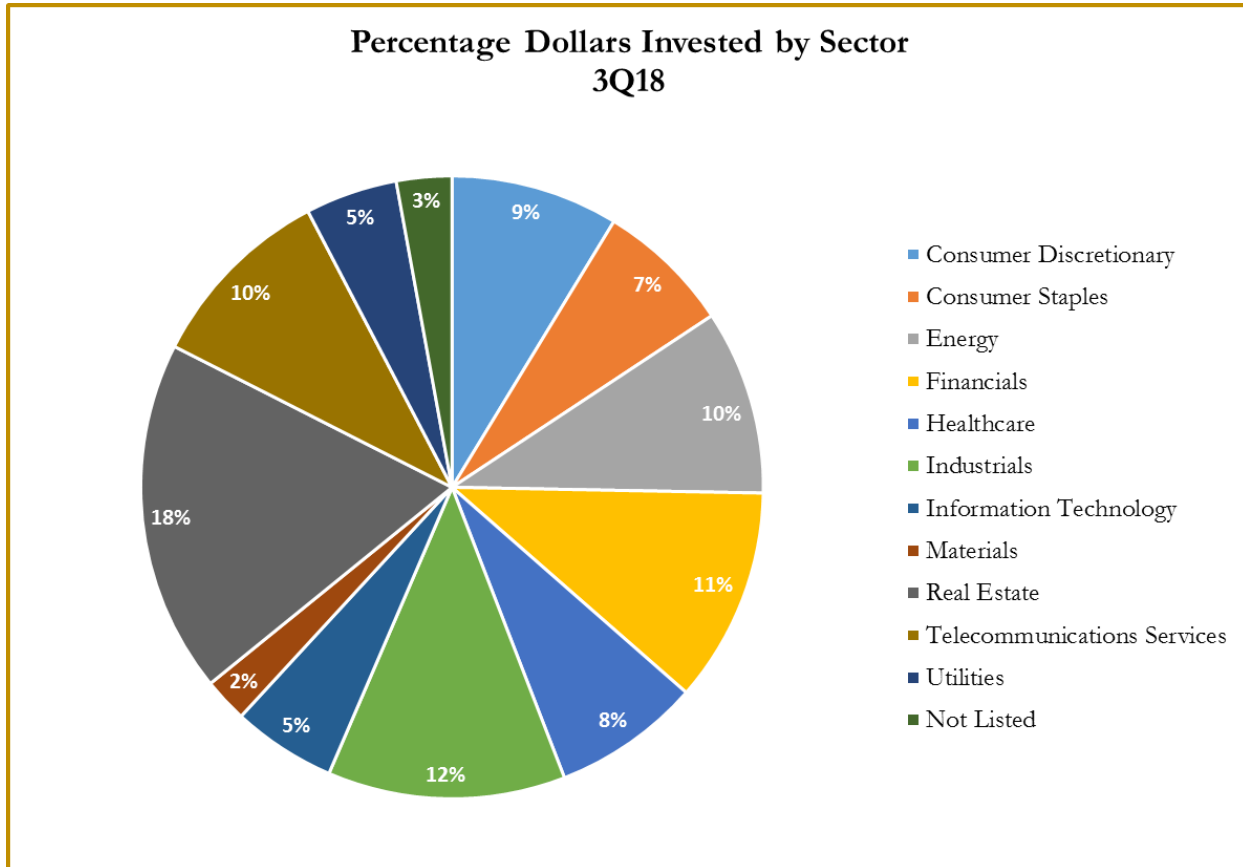


Note: The indices are derived from the equity performance of the S&P Capital IQ Sectors. Source: Capital IQ

M&A Deal Flow Statistics by S&P Capital IQ Sector As of September 30, 2018



M&A Deal Flow Statistics by S&P Capital IQ Sector
As of September 30, 2018





About Us

Houlihan Capital is a leading, solutions-driven valuation, financial advisory and boutique investment banking firm. We pride ourselves on being thought leaders in an ever-changing landscape.

Houlihan Capital is SOC-compliant, a FINRA and SIPC member and committed to the highest levels of professional ethics and standards.

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We provide an array of services that include enterprise valuations, portfolio valuation, valuation of carried interest, transaction opinions, tax and financial reporting compliance, purchase price allocations, and a wide variety of consulting services through our Financial Advisory Group.

Investment Banking

Through our Investment Banking Group, we offer sell side/buy side advisory and capital raises. Through our Special Situations desk, we provide services that fit outside the archetypal verticals, including liquidity solutions, transactional advisory, and secondary market advisory and trading.

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Our team provides support for a wide variety of situations including commercial and shareholder disputes, derivatives and structured finance litigation, and fraudulent conveyance.

For additional information about our industry expertise and services, visit:

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