



HOULIHAN
CAPITAL

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Industry Observations – December 31, 2018
Financial Services Industry

Select Financial Services Public Company Industry Data As of December 31, 2018

(USD in millions, except per share data)

		Market Data					LTM Operating Data			Forward Estimates	
Company Name	Ticker	Price at 12/31/18	% of 52 Week High	Equity Value	Enterprise Value	Debt / Total Capital	Total Assets	LTM Revenue	LTM Normalized EPS	CY 2018 Revenue Estimate	CY 2018 EBITDA Estimate
Investment Banking and Brokerage Services											
LPL Financial Holdings Inc.	LPLA	\$61.08	83.4%	\$5,295.77	\$8,442.24	71.8%	\$5,477.47	\$5,188.40	\$4.20	\$5,396.56	\$975.82
The Goldman Sachs Group, Inc.	GS	\$167.05	60.7%	\$62,137.59	\$0.00	80.8%	\$933,000.00	\$35,942.00	\$21.61	\$36,240.84	\$0.00
Morgan Stanley	MS	\$39.65	66.8%	\$68,204.14	\$0.00	78.9%	\$0.00	\$40,107.00	\$4.03	\$40,663.45	\$0.00
The Charles Schwab Corporation	SCHW	\$41.53	69.0%	\$56,084.30	\$0.00	24.7%	\$0.00	\$10,132.00	\$2.12	\$11,099.33	\$5,607.03
Raymond James Financial, Inc.	RJF	\$74.41	72.8%	\$10,363.82	\$0.00	35.8%	\$38,544.00	\$7,398.75	\$5.82	\$7,684.97	\$1,522.50
E*TRADE Financial Corporation	ETFC	\$43.88	66.0%	\$11,154.38	\$0.00	17.7%	\$65,003.00	\$2,959.00	\$3.43	\$2,991.94	\$1,649.93
Stifel Financial Corp.	SF	\$41.42	60.2%	\$2,982.73	\$0.00	46.8%	\$0.00	\$3,006.52	\$4.80	\$3,135.51	\$670.00
Evercore Inc.	EVR	\$71.56	60.9%	\$2,896.12	\$0.00	17.8%	\$0.00	\$2,045.65	\$6.95	\$2,062.64	\$529.29
BGC Partners, Inc.	BGCP	\$5.17	33.9%	\$1,707.06	\$0.00	46.9%	\$3,432.76	\$1,896.08	\$0.26	\$2,071.00	\$498.00
Greenhill & Co., Inc.	GHL	\$24.40	72.9%	\$500.37	\$0.00	83.9%	\$0.00	\$329.55	\$1.36	\$351.42	\$75.37
Specialized Finance											
MSCI Inc.	MSCI	\$147.43	80.0%	\$12,978.68	\$15,837.96	87.2%	\$0.00	\$1,433.98	\$772.43	\$1,530.77	\$839.38
Intercontinental Exchange, Inc.	ICE	\$75.33	91.1%	\$42,906.76	\$49,995.43	30.1%	\$92,791.00	\$4,974.00	\$3,067.00	\$5,246.77	\$3,348.67
CME Group Inc.	CME	\$188.12	95.5%	\$67,304.98	\$66,470.01	14.5%	\$77,475.70	\$4,309.40	\$2,816.67	\$5,047.52	\$3,341.20
Moody's Corporation	MCO	\$140.04	74.5%	\$26,832.88	\$35,401.09	89.1%	\$8,439.10	\$4,548.10	\$2,151.10	\$4,711.63	\$2,255.02
MarketAxess Holdings Inc.	MKTX	\$211.31	91.3%	\$7,943.69	\$8,278.18	0.0%	\$695.54	\$435.57	\$235.56	\$486.48	\$270.29
S&P Global Inc.	SPGI	\$169.94	78.2%	\$42,637.95	\$52,096.28	61.4%	\$9,458.00	\$6,258.00	\$3,167.00	\$6,531.46	\$3,309.21
Cboe Global Markets, Inc.	CBOE	\$97.83	70.6%	\$10,976.71	\$11,288.19	27.2%	\$5,321.00	\$2,768.80	\$815.90	\$1,215.97	\$826.75
Nasdaq, Inc.	NDAQ	\$81.57	84.2%	\$13,373.97	\$17,308.49	41.3%	\$15,700.00	\$4,277.00	\$1,293.00	\$2,603.30	\$1,355.78
A-Mark Precious Metals, Inc.	PHH	\$11.79	74.6%	\$82.90	\$616.25	88.2%	\$684.09	\$6,427.72	\$1.73	\$5,313.10	\$8.72

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 Financial Services Public Company Industry Data As of December 31, 2018

(USD in millions, except per share data)

		Market Data					LTM Operating Data			Forward Estimates	
		Price at	% of 52	Equity	Enterprise	Debt /			LTM	CY 2018	CY 2018
Company Name	Ticker	12/31/18	Week High	Value	Value	Total Capital	Total Assets	LTM Revenue	Normalized EPS	Revenue Estimate	EBITDA Estimate
Personal Credit Agencies											
FirstCash, Inc.	FCFS	\$72.35	75.8%	\$3,171.26	\$4,269.61	31.0%	\$2,107.97	\$1,780.86	\$284.66	\$1,836.79	\$304.42
Green Dot Corporation	AXP	\$79.52	85.5%	\$4,190.83	\$2,903.54	6.9%	\$2,344.06	\$1,016.91	\$167.45	\$1,143.99	\$286.11
EZCORP, Inc.	ALLY	\$7.73	51.2%	\$421.94	\$666.15	36.5%	\$1,237.77	\$824.86	\$94.79	\$899.61	\$123.80
World Acceptance Corporation	NAVI	\$102.26	81.7%	\$1,001.17	\$1,305.43	34.9%	\$927.51	\$574.98	\$122.37	\$555.62	\$0.00
PRA Group, Inc.	SC	\$24.37	55.7%	\$1,104.04	\$3,553.91	65.5%	\$3,656.76	\$867.78	\$301.82	\$965.04	\$270.57
Elevate Credit, Inc.	SLM	\$4.48	39.8%	\$193.52	\$705.14	82.8%	\$753.27	\$786.68	\$107.10	\$822.70	\$132.52
CURO Group Holdings Corp.	CACC	\$9.49	29.5%	\$436.47	\$1,238.93	105.9%	\$924.73	\$1,094.31	\$170.00	\$1,225.60	\$259.01

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);

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Select Financial Services Public Company Valuation Metrics As of December 31, 2018

(USD in millions, except per share data)

Company Name	Ticker	LTM Operating Statistics					Trading Multiples				
		Return On Assets	Return On Equity	Assets Under Management	Revenue Growth	EPS Growth	Price / TBV	PEG	P / Normalized EPS	P / Forward EPS	
Investment Banking and Brokerage Services											
LPL Financial Holdings Inc.	LPLA	8.3%	45.3%	\$	2,820.00	21.2%	27.8%	NM	0.7x	18.7x	12.3x
The Goldman Sachs Group, Inc.	GS	1.1%	12.1%	\$	-	12.1%	0.8%	0.9x	0.5x	9.0x	8.0x
Morgan Stanley	MS	0.0%	11.2%	\$	-	5.7%	0.0%	1.1x	0.5x	10.3x	8.3x
The Charles Schwab Corporation	SCHW	0.0%	17.8%	\$	-	17.6%	0.0%	3.3x	0.8x	21.6x	16.2x
Raymond James Financial, Inc.	RJF	2.6%	16.3%	\$	1,265.07	11.8%	9.3%	1.9x	0.6x	14.3x	11.3x
E*TRADE Financial Corporation	ETFC	1.6%	15.6%	\$	-	16.8%	6.9%	3.6x	0.5x	13.6x	11.2x
Stifel Financial Corp.	SF	0.0%	13.1%	\$	-	2.7%	6.4%	1.6x	1.3x	12.5x	9.4x
Evercore Inc.	EVR	0.0%	52.2%	\$	-	25.1%	-9.4%	5.6x	0.5x	14.4x	11.0x
BGC Partners, Inc.	BGCP	2.3%	10.0%	\$	-	-41.7%	130.4%	NM	0.0x	24.7x	4.0x
Greenhill & Co., Inc.	GHL	0.0%	28.9%	\$	-	42.1%	23.0%	NM	0.0x	17.3x	11.8x
	Mean	1.6%	22.3%	\$	408.51	11.3%	19.5%	2.6x	0.5x	15.6x	10.3x
	Median	0.6%	15.9%	\$	88.63	14.4%	6.6%	1.9x	0.5x	14.3x	11.1x

Company Name	Ticker	LTM Operating Statistics					Trading Multiples			
		Return On Assets	Return On Equity	Assets Under Management	Revenue Growth	EPS Growth	TEV/ LTM Revenue	TEV/ NTM Revenue	P / Normalized EPS	P / Forward EPS
Specialized Finance										
MSCI Inc.	MSCI	0.0%	130.3%	\$ -	12.5%	13.0%	11.0x	10.3x	42.8x	28.8x
Intercontinental Exchange, Inc.	ICE	1.9%	11.8%	\$ -	7.2%	0.0%	10.1x	9.5x	29.0x	20.0x
CME Group Inc.	CME	2.1%	8.1%	\$ -	18.2%	4.7%	15.4x	13.2x	35.2x	24.8x
Moody's Corporation	MCO	14.6%	487.5%	\$ -	14.3%	22.5%	7.8x	7.5x	29.1x	21.4x
MarketAxess Holdings Inc.	MKTX	20.8%	30.8%	\$ -	9.6%	8.0%	19.0x	17.0x	63.0x	44.5x
S&P Global Inc.	SPGI	19.6%	95.9%	\$ -	3.2%	6.6%	8.3x	8.0x	30.9x	21.6x
Cboe Global Markets, Inc.	CBOE	7.4%	13.3%	\$ -	24.2%	-2.1%	4.1x	9.3x	27.5x	18.9x
Nasdaq, Inc.	NDAQ	4.3%	8.1%	\$ -	7.9%	5.9%	4.0x	6.6x	25.0x	17.0x
A-Mark Precious Metals, Inc.	PHH	-0.1%	-2.3%	\$ -	-6.9%	0.0%	0.1x	0.1x	54.9x	23.0x
	Mean	7.9%	87.1%	\$ -	10.0%	6.5%	8.9x	9.1x	37.5x	24.5x
	Median	4.3%	13.3%	\$ -	9.6%	5.9%	8.3x	9.3x	30.9x	21.6x

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

Source: Capital IQ

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

Source: Capital IQ

Select Financial Services Public Company Valuation Metrics As of December 31, 2018

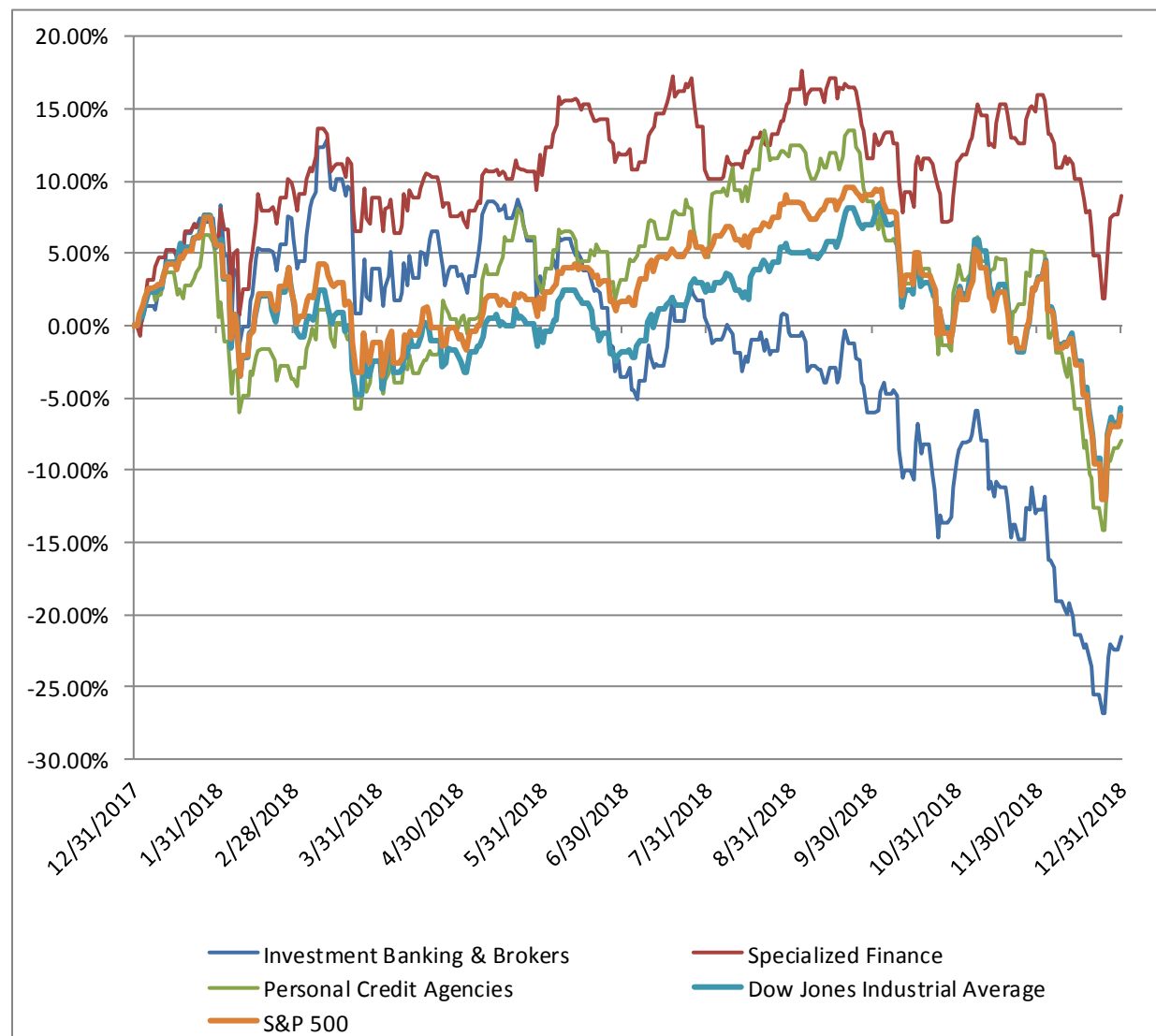
(USD in millions, except per share data)

Company Name	Ticker	LTM Operating Statistics					Trading Multiples				
		Return On Assets	Return On Equity	Assets Under Management	Revenue Growth	EPS Growth	Price / TBV	PEG	P / Normalized EPS	P / Forward EPS	
Personal Credit Agencies											
FirstCash, Inc.	FCFS	7.3%	11.0%	\$	-	0.1%	9.6%	2.4x	2.3x	28.8x	22.2x
Green Dot Corporation	AXP	3.5%	14.3%	\$	-	21.1%	48.8%	2.9x	2.5x	48.2x	21.0x
EZCORP, Inc.	ALLY	3.7%	3.1%	\$	-	8.6%	20.7%	0.8x	0.7x	15.7x	10.6x
World Acceptance Corporation	NAVI	7.8%	12.5%	\$	-	13.7%	-3.2%	2.3x	2.3x	17.5x	15.1x
PRA Group, Inc.	SC	5.0%	13.1%	\$	-	12.3%	-4.3%	4.1x	3.7x	14.6x	20.5x
Elevate Credit, Inc.	SLM	8.2%	11.7%	\$	-	16.9%	106.4%	0.9x	0.9x	23.7x	8.0x
CURO Group Holdings Corp.	CACC	10.6%	N/A	\$	-	13.6%	41.5%	1.1x	1.0x	12.5x	4.2x
	Mean	6.6%	11.0%	\$	-	12.3%	31.4%	2.1x	1.9x	23.0x	14.5x
	Median	7.3%	12.1%	\$	-	13.6%	20.7%	2.3x	2.3x	17.5x	15.1x

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

Source: Capital IQ

Financial Services Public Company LTM Equity Performance As of December 31, 2018



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

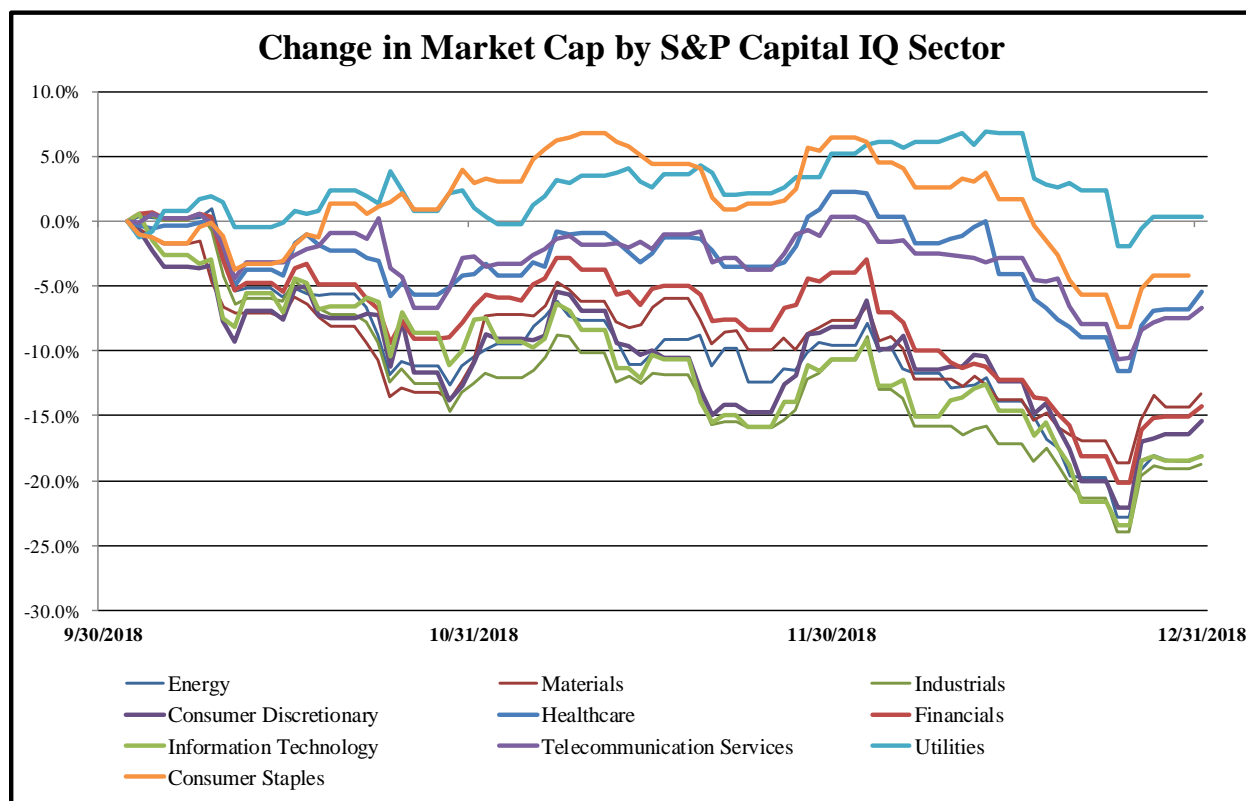
Recent M&A Activity in the Financial Services Industry December 31, 2017 to December 31, 2018

(USD in millions)

Close Date	Target	Acquirer	Target Company Primary Industry	Implied Equity Value
9/19/2018	Energy Project Finance Debt Business of GE Energy Financial	Starwood Property Trust, Inc.	Specialized Finance	\$2,160.00
8/29/2018	NXT Capital, LLC	ORIX Corporation USA	Specialized Finance	\$900.00
7/23/2018	TMC Bonds L.L.C.	Intercontinental Exchange, Inc.	Investment Banking and Brokerage	\$685.00
10/17/2018	Rail Portfolio of Element Rail Leasing I LLC	Trinity Industries Leasing Company, Inc.	Specialized Finance	\$654.55
6/29/2018	Shore Premier Finance Division of Union Bank & Trust	Centennial Bank (Conway, AR)	Specialized Finance	\$402.70
2/23/2018	Poloniex, LLC	Circle Internet Financial, Inc.	Investment Banking and Brokerage	\$400.00
1/2/2018	KCG BondPoint, Inc.	Intercontinental Exchange, Inc.	Investment Banking and Brokerage	\$400.00
2/1/2018	EQ Shareowner Services	Equiniti Group plc	Investment Banking and Brokerage	\$227.00
11/6/2018	About 1 Million Retail Brokerage Account with \$18 Billion Asset	E*TRADE Financial Corporation	Investment Banking and Brokerage	\$109.00
1/31/2018	US Premium Finance Holding Company	Amenis Bancorp	Specialized Finance	\$76.14
2/28/2018	Haitong Securities USA LLC and Haitong (UK) Limited	Haitong International (BVI) Limited	Investment Banking and Brokerage	\$29.31
10/1/2018	AmOne Corp.	QuinStreet, Inc.	Specialized Finance	\$20.33
1/1/2018	BBN Financial Corporation	Atlantic Community Bancshares, Inc.	Specialized Finance	\$17.00
11/2/2018	Axiom Commodity Group, LLC	TP ICAP plc	Investment Banking and Brokerage	\$15.10
3/26/2018	Logical Brokerage Corp	Riot Blockchain, Inc.	Investment Banking and Brokerage	\$0.65
8/28/2018	Ciena Capital LLC	Capital Crossing Servicing Company LLC	Specialized Finance	NA
12/18/2018	Old Dominion University Credit Union, Inc.	Langley Federal Credit Union	Specialized Finance	NA
12/17/2018	Big Sky Federal Credit Union	Billings Federal Credit Union	Specialized Finance	NA
12/9/2018	Generations Credit Union (nka:Community 1st Credit Union)	Community 1st Credit Union	Specialized Finance	NA
12/3/2018	DealStruck, Inc.	1/0/1900	Specialized Finance	NA
12/3/2018	Delmar OCF Federal Credit Union	Sunmark Federal Credit Union Inc.	Specialized Finance	NA
12/3/2018	Hampton Roads Catholic Federal Credit Union	ABNB Federal Credit Union	Specialized Finance	NA
11/29/2018	All Assets of Tikijian Associates, LLC	Cushman & Wakefield plc	Investment Banking and Brokerage	NA
9/30/2018	Kankakee County Federal Employees Federal Credit Union	CommonWealth Credit Union	Specialized Finance	NA
9/30/2018	Dairy Pak Employees Credit Union, Inc.	PSE Credit Union, Inc.	Specialized Finance	NA
11/13/2018	SRS Acquiom Inc.	Lovell Minnick Partners, LLC	Investment Banking and Brokerage	NA
11/1/2018	MyBankoh Rewards Credit Card portfolio of Bank of Hawaii	N/A	Specialized Finance	NA
2/1/2018	Arkansas Employees Federal Credit Union	Orion Federal Credit Union	Specialized Finance	NA
11/1/2018	Albany City Lodge K Of P 540 Federal Credit Union	CAP COM Federal Credit Union	Specialized Finance	NA
11/1/2018	Stephens-Franklin Teachers Federal Credit Union	Peach State Federal Credit Union	Specialized Finance	NA
10/1/2018	Metropolitan Federal Credit Union	Community America Credit Union	Specialized Finance	NA
9/30/2018	Win-Hood Co-Op Credit Union	First Financial Credit Union	Specialized Finance	NA
12/5/2018	ENGs Holdings Inc.	Mitsubishi UFJ Lease & Finance Company Limited	Specialized Finance	NA
11/19/2018	Sears Spokane Employees Federal Credit Union	PrimeSource Credit Union	Specialized Finance	NA
9/29/2018	Brooks Community Federal Credit Union	North Star Credit Union	Specialized Finance	NA
10/15/2018	Fallon County Federal Credit Union	McCone County Federal Credit Union	Specialized Finance	NA
10/1/2018	Fremont First Central Federal Credit Union	Pentagon Federal Credit Union	Specialized Finance	NA
10/1/2018	Queen Of Peace Arlington Federal Credit Union	Arlington Community Federal Credit Union	Specialized Finance	NA
10/1/2018	Carmel Brotherhood Federal Credit Union	Kemba Credit Union, Inc.	Specialized Finance	NA
10/1/2018	Wood County Community Federal Credit Union	WV Central Credit Union	Specialized Finance	NA
10/12/2018	Radio, Television And Communications Federal Credit Union	Palisades Federal Credit Union	Specialized Finance	NA
10/1/2018	Lawliffe Credit Union	Pelican State Credit Union	Specialized Finance	NA
12/31/2018	Port Alliance Federal Credit Union	Chartway Federal Credit Union	Specialized Finance	NA
10/1/2018	Rabun-Tallulah Federal Credit Union	North Georgia Credit Union	Specialized Finance	NA
10/2/2018	Quick Bridge Funding, LLC	National Funding, Inc.	Specialized Finance	NA
10/1/2018	Lomto Federal Credit Union	Teachers Federal Credit Union	Specialized Finance	NA
10/1/2018	Savannah Federal Credit Union	Core Credit Union	Specialized Finance	NA
10/1/2018	Caano Employees Federal Credit Union	Riverland Federal Credit Union	Specialized Finance	NA
9/30/2018	Toledo Postal Employees Credit Union, Inc.	Champion Credit Union, Inc.	Specialized Finance	NA
10/1/2018	CommunityWorks Federal Credit Union	Self-Help Credit Union	Specialized Finance	NA
9/1/2018	Palmetto Trust Federal Credit Union	Self-Help Credit Union	Specialized Finance	NA
9/1/2018	Simply Service Federal Credit Union	Highmark Federal Credit Union	Specialized Finance	NA
10/1/2018	Bay Ridge Federal Credit Union	N/A	Specialized Finance	NA
11/27/2018	Charlotte Regional Partnership Foundation, Inc.	The Charlotte Chamber of Commerce	Specialized Finance	NA
9/13/2018	Vanbridge Holdings LLC	Edgewood Partners Insurance Center, Inc.	Investment Banking and Brokerage	NA
9/1/2018	Dallas Credit Union	Neighborhood Credit Union	Specialized Finance	NA
9/3/2018	VTB Capital Inc. (nka:Xtellus Capital Partners LLC)	1/0/1900	Investment Banking and Brokerage	NA
9/1/2018	Peoples-Neighborhood Federal Credit Union	D.C. Federal Credit Union	Specialized Finance	NA

Source: Capital IQ

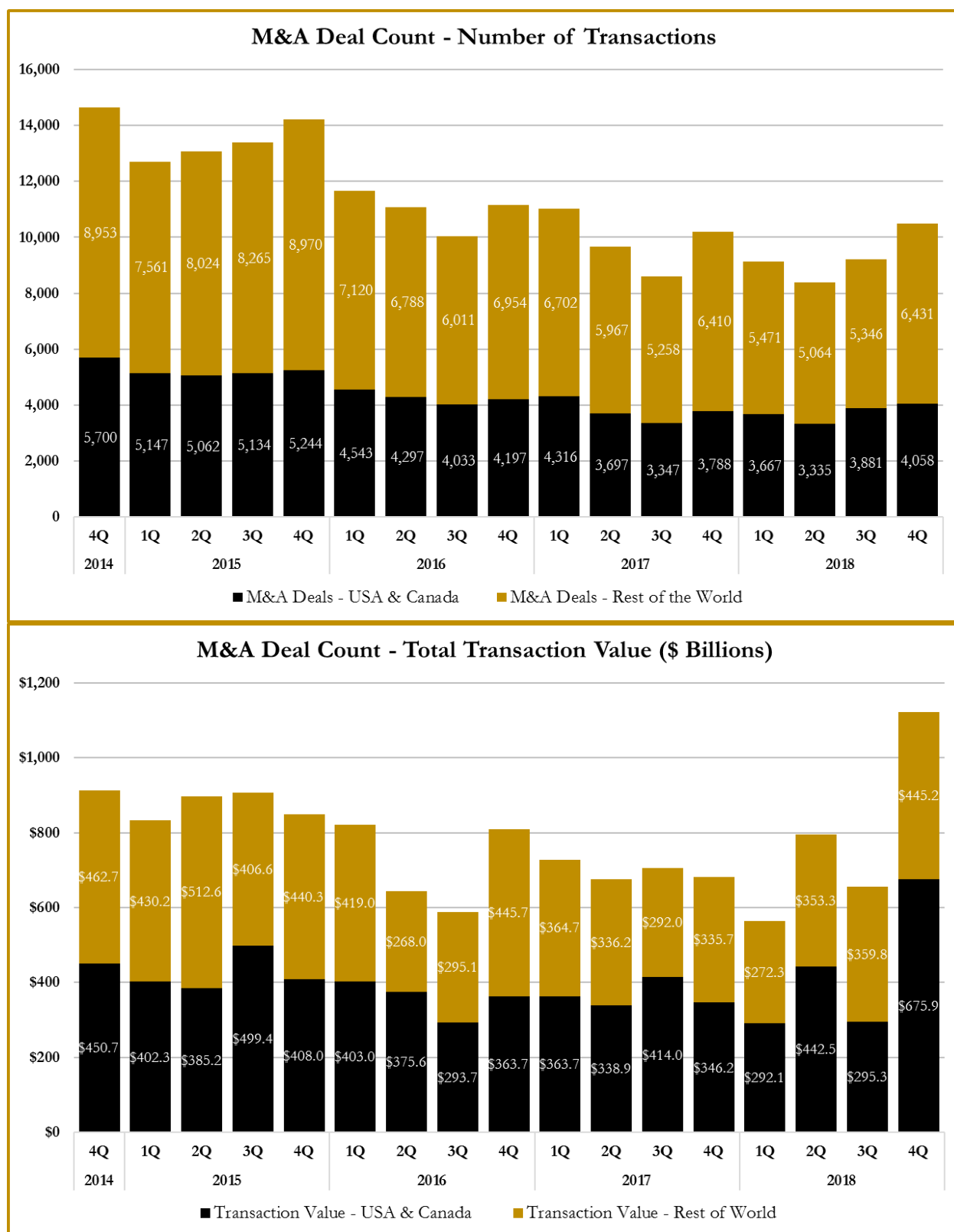
S&P Capital IQ - Sector Last 3 Month Equity Performance As of December 31, 2018



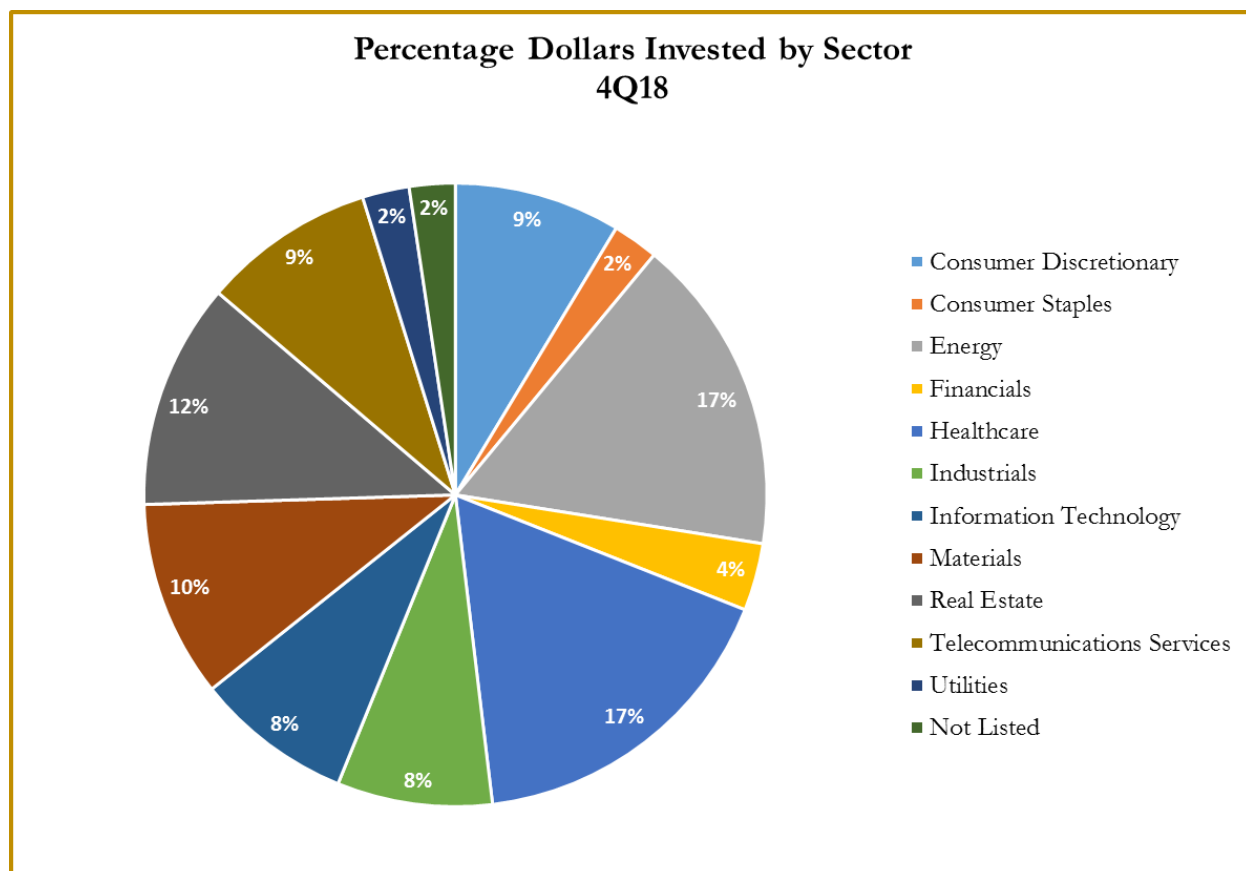
Note: The indices are derived from the equity performance of the S&P Capital IQ Sectors. Source: Capital IQ

M&A Deal Flow Statistics by S&P Capital IQ Sector

As of December 31, 2018



M&A Deal Flow Statistics by S&P Capital IQ Sector As of December 31, 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.

Valuation & Financial Advisory

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.

Litigation Support

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

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industry expertise and services, visit:**

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