

September 18, 2015

Financial Technology Partners LP FTP Securities LLC

Transaction Profile:

PointClickCare Files for its IPO

PointClickCare®

Courtesy of:



***The Only Investment Bank
Focused Exclusively on Financial Technology***

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PointClickCare Files for its IPO

IPO Overview

On September 3, 2015, PointClickCare filed with the SEC to raise up to \$100 mm in an initial public offering – the Company plans to list its stock offering on the NASDAQ and Toronto Stock Exchange

Key IPO Statistics	
CEO:	Mike Wessinger
Headquarters:	Mississauga, Ontario, Canada
Founded:	1995
Employees:	~750
F-1 File Date:	September 3, 2015
Ticker:	NASDAQ: PCLK; TSX:PCC
Estimated Net Proceeds:	\$100 mm
Listing Date:	TBD
Initial Filing Range:	TBD
Offer Price:	TBD

Use of Proceeds

The Company expects to use the net proceeds for investing in its sales, marketing and research & development efforts, repay outstanding principal on its debt facility and to fund key growth strategies

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Form F-1

PointClickCare Corp.

PointClickCare®

NASDAQ: PCLK
TSX: PCC

Mike Wessinger
Chief Executive Officer
6975 Creditview Road, Suite 4
Mississauga, ON L5N 8E9

Book-Running Managers

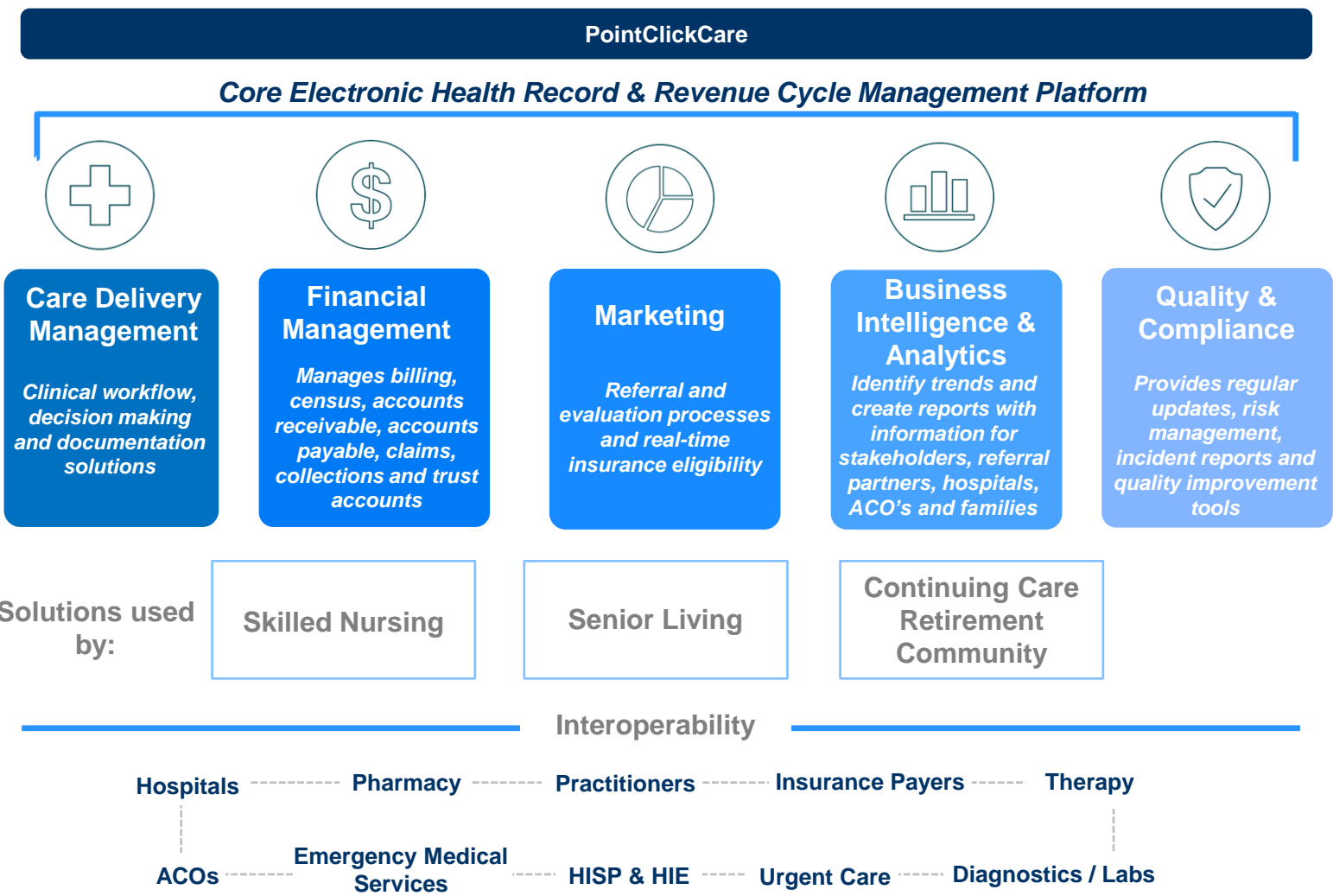
Goldman Sachs | RBC Capital Markets | J.P.Morgan

Co-Managers
William Blair | CANACCORD | Genuity

PointClickCare Files for its IPO

Business Overview

PointClickCare provides cloud-based software solutions for the North American senior care industry to improve quality of care and financial outcomes for patients and providers



PointClickCare Files for its IPO

Business Overview (cont.)

Key Company Statistics

Estimated Total
Addressable Opportunity

\$1.1 bn

Opportunity for Products
Currently Available

\$0.2 bn

Opportunity for Products
in Development

\$0.9 bn

Opportunity for Future
Developments

\$2.2 bn

2,300 Senior care
providers

10,900 Senior care
facilities

Serving 850,000
residents daily

51,000 total senior
care facilities in U.S.
and Canada

21% of all
facilities use the
PointClickCare
platform

99% Customer
Retention Rate

Rated #1 Long-Term Care
Software Vendor 2013 &
2014 by KLAS

KLAS[®]
ACCURATE. HONEST. IMPARTIAL.

Clients include 5 of the 10
largest senior living
providers in U.S. & Canada

&

9 of the 10 largest skilled
nursing providers

HCR ManorCare

SPRINGHILLS
SENIOR COMMUNITIES

CCR
Committed. Caring. Responsive.

Sienna
SENIOR LIVING

UNITED CHURCH
HOMES[®]
Celebrating the Spirit[®]

HERITAGE
ENTERPRISES

EBENEZER
Part of Fairview Health Services

Kindred
Healthcare

Americare[®]

FINANCIAL
TECHNOLOGY
PARTNERS

Source: SEC filings.

PointClickCare Files for its IPO

Management Team

Mike Wessinger
Co-Founder &
Chief Executive Officer



- Mike founded the Company in 2000 and has since served as its CEO
- He is responsible for introducing the first cloud-based electronic health record platform in the long-term post-acute care industry and is an established leader in the SaaS world

Paul Rybecky
Chief Financial Officer



- Paul joined PointClickCare in 2015 as its Chief Financial Officer
- His experience spans over 25 years in the technology sector; prior to joining the Company, he served as VP of Finance, Treasury and Investor Relations for Dealertrack Technologies

Dave Wessinger
Co-Founder &
Chief Technology Office



- Dave is a co-founder and has served as the Company's CTO since inception
- He has over 20 years experience in the Healthcare IT industry, and prior to co-founding the Company, served as an IT manager of a multi-site provider

Ed Roshitsh
Chief Operating Officer



- Ed has served as the Company's COO since April 2013
- With over 25 years of experience in the software industry, he provides mentorship to the Company's leadership team in sales, marketing, services and product areas

Bill McQuaide
Chief Product Officer



- Bill serves as the Company's Chief Product Officer since 2014
- Prior to his time at PointClickCare, Mr. McQuaide worked as EVP of Product Development for Black Duck Software

David Belbeck
Senior Vice President,
Corporate Development



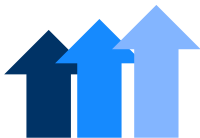
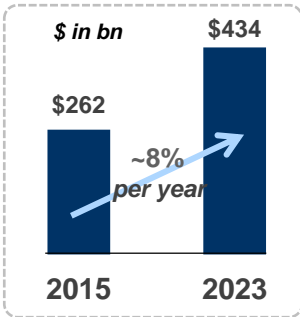
- David has served as SVP, Corporate Development since 2014
- Previously served as the Company's CFO from 2009 and as the Canadian Business Unit Executive for the Lotus Foundations Group

PointClickCare Files for its IPO

Industry Overview & Key Trends

Market Opportunity

- *Individuals 65 years of age and older account for approximately 37% of health care costs in the U.S.*
- *Spending on facility-based and in-home senior care in the United States is projected to grow 8% per year:*



Value-Based Care



Senior Population Growth

Increased life spans and the baby boomer generation reaching retirement age account for a **53%** projected growth of seniors in the United States and a **62%** projected growth of seniors in Canada over the next 15 years.

Changing Reimbursement and Payment Landscape

Reimbursement rates have not kept pace with medical costs and have even declined. Government and commercial payers are introducing new value-based payment and risk-sharing models that are likely to place added pressure for reimbursements on senior care providers in the United States.

Need for Quality of Care Improvements

With an emphasis on high-quality care in lower cost settings, senior care providers that are able to demonstrate better experiences for patients show higher patient volumes. As new strategies to lower healthcare costs are implemented and narrow networks, it is pivotal for companies to provide the best quality of care to become part of those networks.

Operational Efficiency

Operational costs continue to increase for senior care providers. As payroll is the largest expense for providers, increasing efficiencies and automating tasks reduces staffing and agency costs. High annual personnel turnover in the industry also results in more expenses, driving demand to simplify operational and training processes.

Electronic Patient Records

A focus on bettering quality of care for patients and reducing errors in healthcare has led to the adoption of technologies that accurately capture, retain and share patient data across multiple settings of care. Demand is increasing for a comprehensive electronic patient record to facilitate smooth transitioning of patients' information.

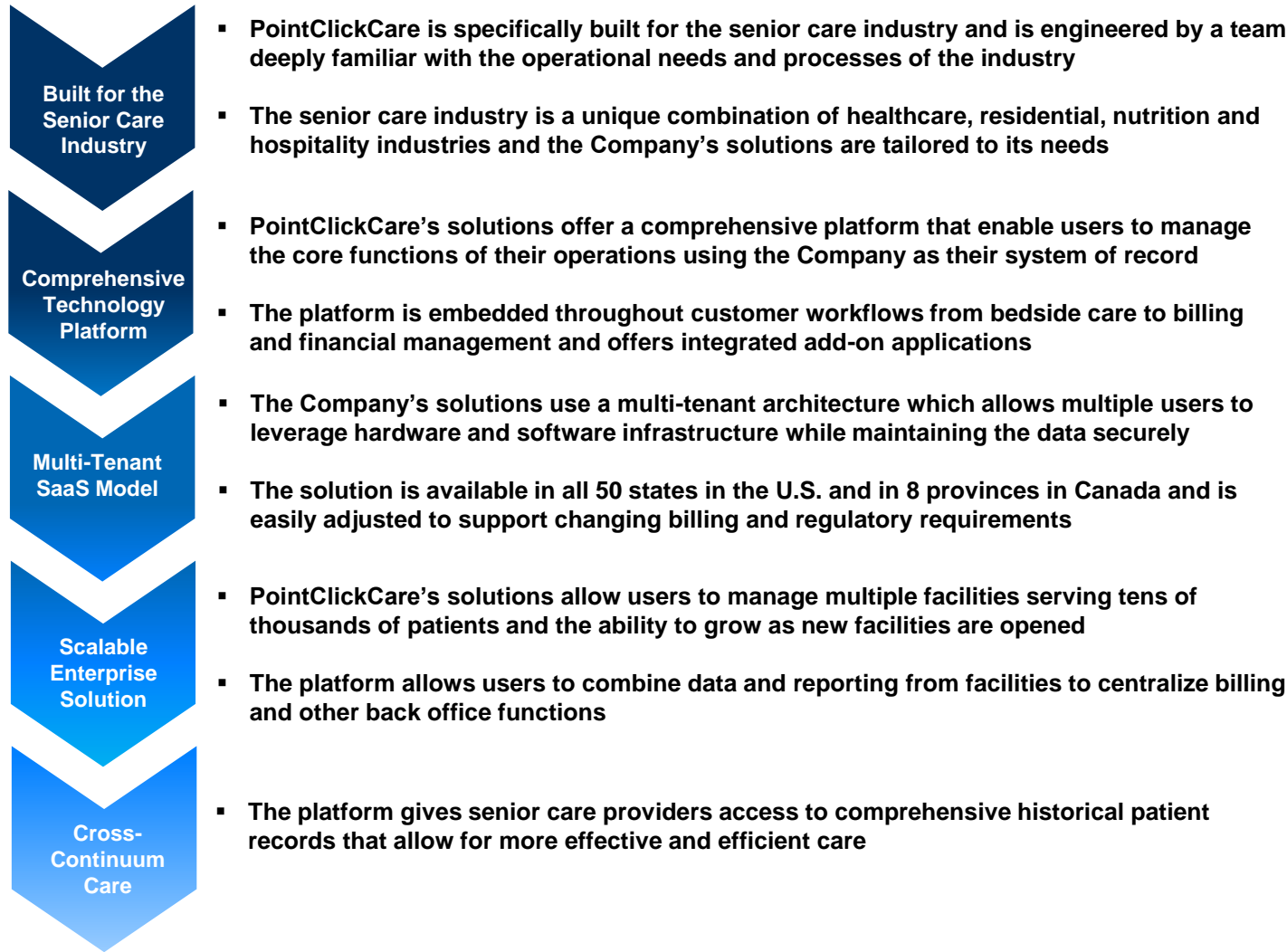
Complex Regulatory and Compliance Laws

The senior care industry is highly regulated on the state and federal levels. Increased governmental focus on improving the quality of healthcare systems would necessitate greater levels of administrative oversight and potentially raise costs and decrease operating margins of senior care providers.

PointClickCare Files for its IPO

Competitive Strengths

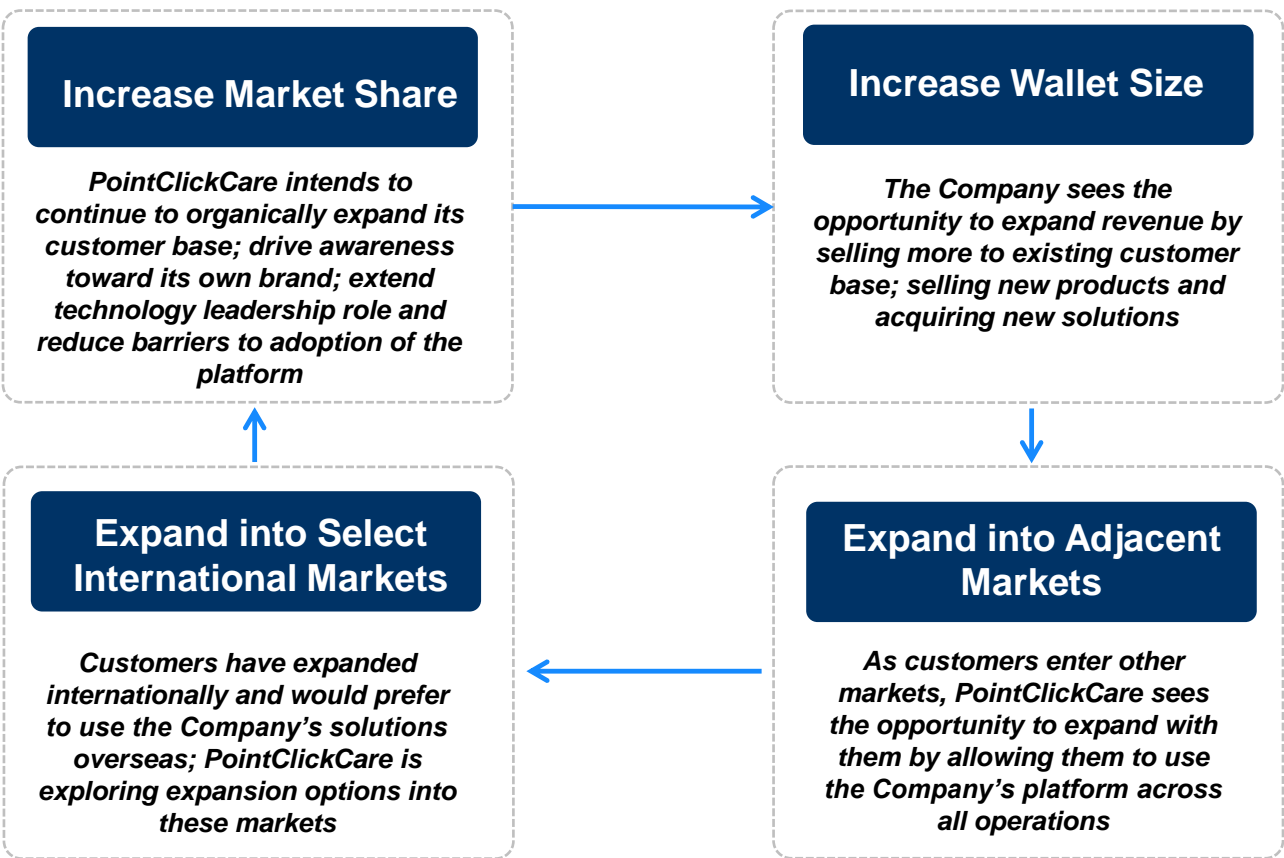
PointClickCare's solutions enable senior care providers to effectively manage their businesses and address critical industry challenges



PointClickCare Files for its IPO

Growth Opportunities

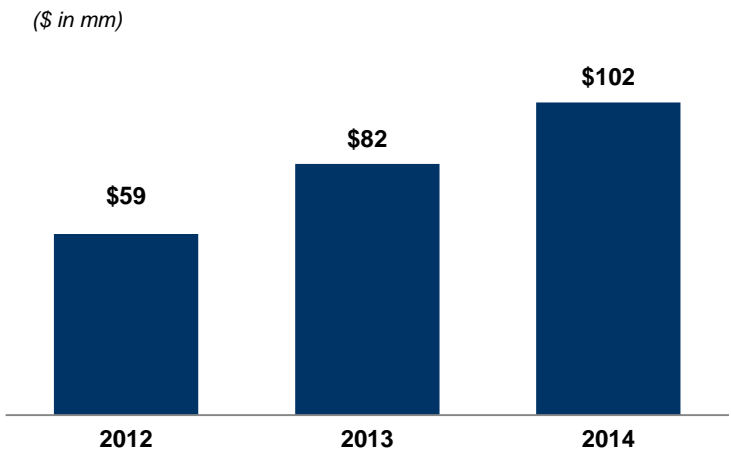
Growth Strategies & Opportunities



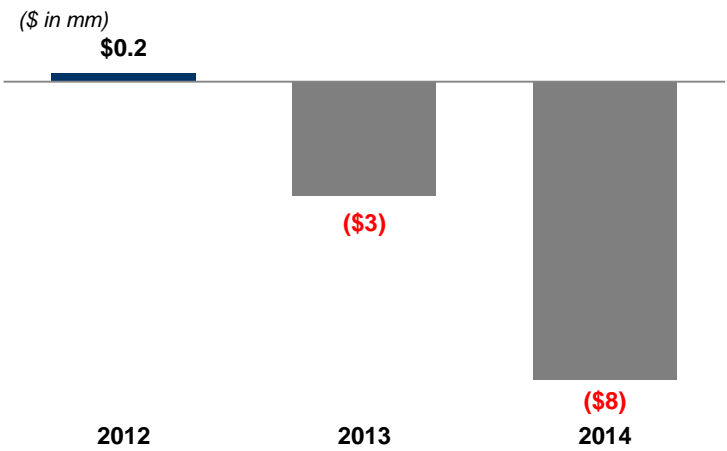
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Financial Overview

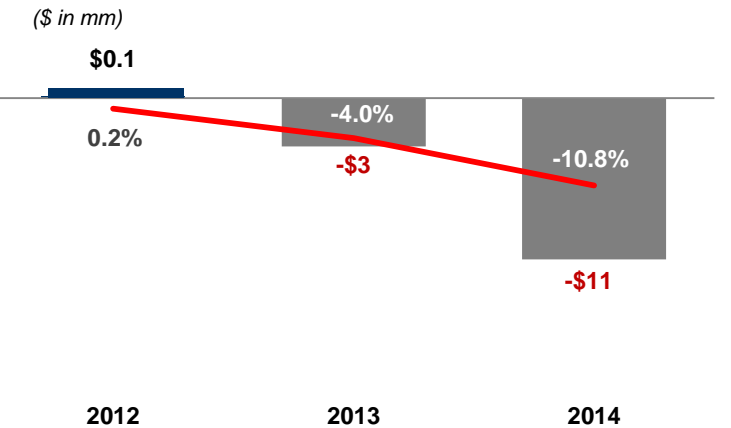
Total Revenue



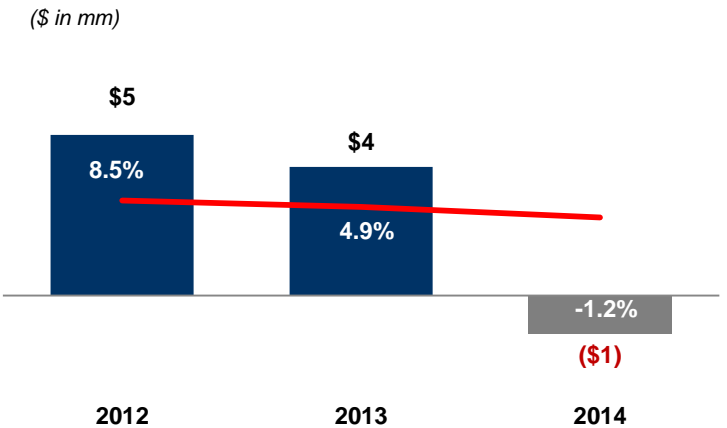
Operating Income



Net Income / % Margin



Adjusted EBITDA ⁽¹⁾ / % Margin



Sources: SEC filings.

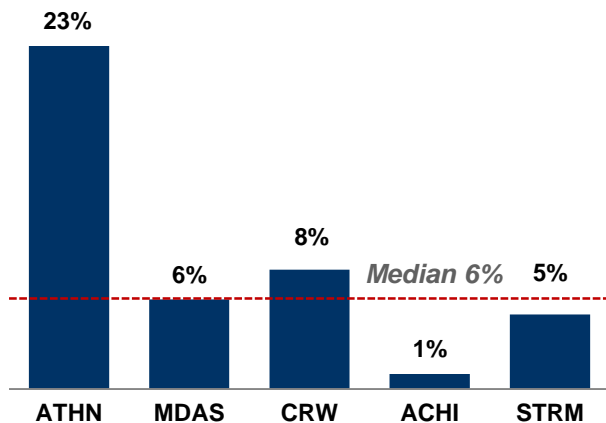
(1) Adjusted EBITDA represents net income before interest, income taxes, depreciation, amortization, non-cash compensation expenses and expenses related to the early extinguishment of debt.

PointClickCare Files for its IPO

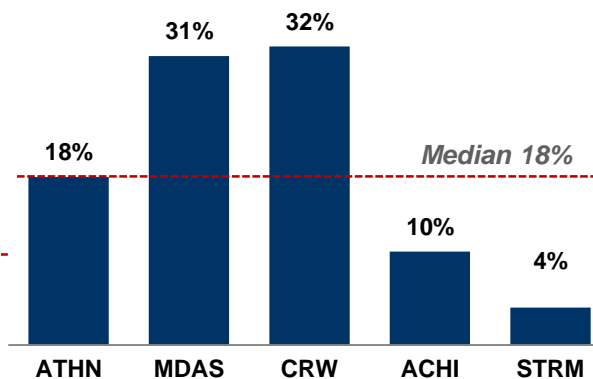
Public Comparables

Company Name	Price 09/10/15	% MTD Change	% LTM High	Market Value (\$ mm)	Enterprise Value (\$ mm)	Multiples						Growth Rates			Margins		P / E / G CY15E
						Price / Earnings		EV / EBITDA		EV / Revenue		Revenue		EPS	EBITDA		
						CY15E	CY16E	CY15E	CY16E	CY15E	CY16E	CY15E	CY16E	LT	CY15E	CY16E	
Revenue Cycle Management																	
athenahealth	\$ 135.76	4 %	89 %	\$ 5,376	\$ 5,561	nm	nm	33.1 x	27.1 x	6.0 x	5.0 x	23 %	21 %	28 %	18 %	18 %	na
MedAssets	21.27	4	89	1,286	2,117	17.4	16.9	9.0	8.8	2.8	2.7	6	2	11	31	31	1.5
Craneware	10.13	3	95	272	216	16.4	15.2	9.0	8.2	2.9	2.6	8	12	na	32	32	na
Accretive Health	2.72	(1)	30	261	139	28.1	22.1	6.0	4.7	0.6	0.6	1	2	30	10	12	0.9
Streamline Health	2.93	13	63	55	66	nm	nm	nm	27.8	2.2	2.0	5	13	15	4	7	na
Median		4 %	89 %			17.4 x	16.9 x	9.0 x	8.8 x	2.8 x	2.6 x	6 %	12 %	22 %	18 %	18 %	1.2 x
Mean		5	73			20.6	18.1	14.3	15.3	2.9	2.6	9	10	21	19	20	1.2

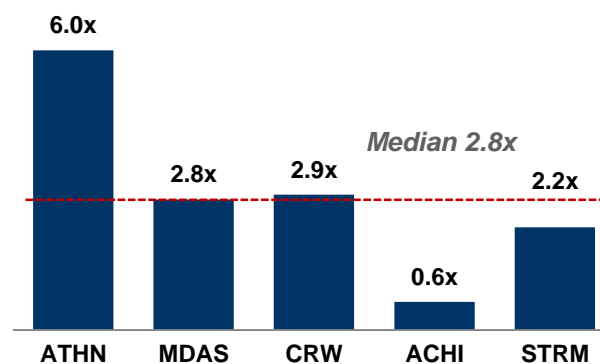
CY15 Estimated Revenue Growth



CY15 Estimated EBITDA Margins



CY15 Estimated EV / Revenue



Overview of FT Partners

FT Partners is the Leader in Financial Technology Investment Banking

FT Partners has advised on some of the most prominent transactions in the Healthcare and Insurance IT sectors

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
Capital Markets & IPO Advisor to

 **ACCREDITIVE HEALTH**
results providers trust

in its

\$138,000,000
Initial Public Offering

valuing the equity at approximately

\$ 1,200,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

- Offers end-to-end Revenue Cycle Management, Quality and Care Coordination and Physician Advisory Services
- Differentiated solutions span the entire healthcare revenue cycle
- Infused management model integrates people, processes and technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
Capital Markets & IPO Advisor to

Performant 

in its

\$93,000,000
Initial Public Offering

valuing the equity at approximately

\$ 453,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

- Performs outsourced healthcare Payment Integrity and Recovery Services
- Medicare Recovery Audit Contractor (“RAC”) for Region A (Northeast)
- Recovered ~\$482 mm in improper Medicare payments in 2012

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as lead
strategic and financial advisor to

AmWINS
Group, Inc.

in its growth recapitalization by


NEW MOUNTAIN CAPITAL LLC

valued at approximately

\$ 1,300,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

- Largest wholesale broker in the U.S. by premiums placed ⁽¹⁾
- Group Benefits division develops, distributes and administers benefits products through 7 individual operating companies
- Division services approximately 843,000 member lives among 10,000 employer groups

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as
exclusive Strategic and Financial advisor to

ZYWAVE

in its sale of
Zywave Insurance Solutions
to


AURORA
CAPITAL GROUP



The Only Investment Bank
Focused Exclusively on Financial Technology

- Provides technology-enabled content and communication, agency automation and business intelligence tools
- Serves the employee benefits and P&C insurance distribution industry
- Software and products are used by more than 2,600 agencies

Overview of FT Partners

Award-Winning Investment Banking Franchise Focused on Superior Client Results

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor Awards

- | | |
|------|--|
| 2014 | <ul style="list-style-type: none"> ■ Equity Financing Deal of the Year ■ Professional Services Deal of the Year, Above \$100mm |
| 2012 | <ul style="list-style-type: none"> ■ Dealmaker of the Year ■ Professional Services Deal of the Year, Above \$100 mm |
| 2011 | <ul style="list-style-type: none"> ■ Boutique Investment Bank of the Year ■ Deal of the Decade ■ <i>10 Deal of the Year Nominations Across 9 Categories</i> |
| 2010 | <ul style="list-style-type: none"> ■ Upper Middle Market Deal of the Year, Above \$500 mm ■ IT Services Deal of the Year, Below \$500mm ■ Cross-Border Deal of the Year, Below \$500mm |
| 2007 | <ul style="list-style-type: none"> ■ Dealmaker of the Year – Steve McLaughlin ■ Business to Business Services Deal of the Year ■ Computer and Information Technology Deal of the Year, Above \$100mm ■ Financial Services Deal of the Year, Above \$100mm |



- | | |
|-----------|---|
| 2006-2008 | <ul style="list-style-type: none"> ■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology |
|-----------|---|



Middle Market Financing Awards

- | | |
|------|--|
| 2008 | <ul style="list-style-type: none"> ■ Equity Financing Dealmaker of the Year – Steve McLaughlin ■ Information Technology Deal of the Year ■ Financial Services Deal of the Year |
| 2006 | <ul style="list-style-type: none"> ■ Financing Professional of the Year – Steve McLaughlin ■ <i>Financing Deal of the Year - Equity</i> ■ <i>Financing Deal of the Year - Debt</i> |

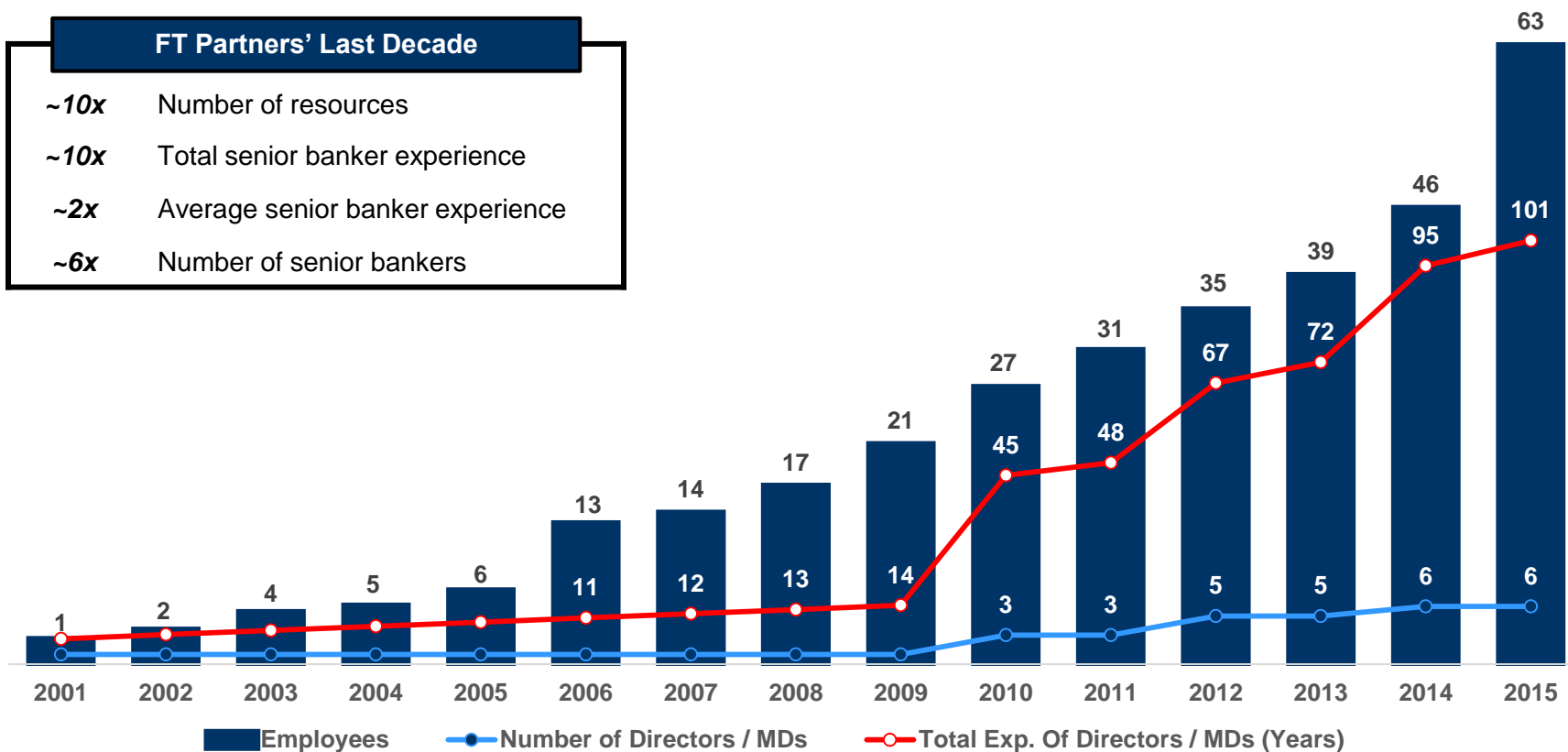
Note: **Bold** represents awards that FT Partners has won, *italics* represents nominations.

Overview of FT Partners

Platform of Choice for Clients and Bankers Alike

FT Partners' Last Decade

- ~10x Number of resources
- ~10x Total senior banker experience
- ~2x Average senior banker experience
- ~6x Number of senior bankers







Avg Years of Director / MD Experience



Overview of FT Partners

The FT Partners Senior Banking Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York and San Francisco from 1995-2002 Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	20
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York, London and Los Angeles beginning in 1995 Wharton M.B.A. 	20
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee Recent coverage included V, MA, DFS, FISV, FIS, JKHY, DST, ENV, GPN & HPY among others 	19
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	13
Andrew McLaughlin <i>Managing Director, Research & Business Development</i>		<ul style="list-style-type: none"> Leads FT Partners' Research and Business Development Team Formerly with Deloitte Consulting 	9