

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 7, 2018



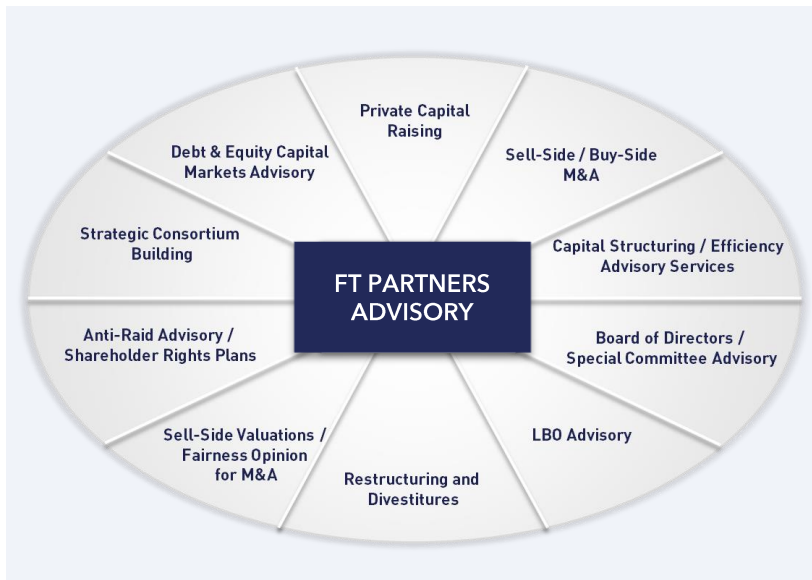
**R1 RCM (Nasdaq: RCM) Acquires Intermedix
for \$460 million**



Overview of FT Partners

- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. Our unique insight into FinTech is a direct result of executing hundreds of transactions in the sector combined with over 15 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

FINTECH RESEARCH & INSIGHTS

- In-Depth Industry Research Reports
- Proprietary FinTech Infographics
- Monthly FinTech Market Analysis
- FinTech M&A / Financing Transaction Profiles



Named Silicon Valley's #1 FinTech Banker (2016) and ranked #2 Overall by *The Information*



Ranked #1 Most Influential Person in all of FinTech in *Institutional Investors* "FinTech Finance 40"



Numerous Awards for Transaction Excellence including "Deal of the Decade"

Steve McLaughlin: Founder & CEO

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SUBSCRIBE



R1 RCM Acquires Intermedix for \$460 million

Transaction Summary

Transaction Summary

- On February 26, 2018, R1 RCM (Nasdaq: RCM) announced it has acquired Intermedix for \$460 million
- The acquisition includes Intermedix’s healthcare division, comprised of its physician and EMS RCM, practice management and analytics businesses
- The acquisition does not include Intermedix’s emergency preparedness division, which will become an independent company following the transaction close
- The transaction is expected to close in the second quarter of 2018

Transaction Metrics

2.4x	9.6x	Accretive
LTM Revenue	LTM ADJ. EBITDA	To Earnings
\$193 million	\$48 million	Within First Year

Transaction Rationale

- Adds key capabilities in non-acute care settings
- Enhances capabilities in practice management, analytics & automation
- Accelerates growth, expands TAM and diversifies revenue mix

Commentary

“We believe the next chapter in healthcare is one of revenue cycle transformation, where an enterprise-wide approach will simplify and contribute to the way patients interact with the revenue cycle. By integrating the Intermedix assets into our technology-enabled services, we believe our health system and physician practice partners will more easily connect revenue cycle operations across all points of care, improving the patient and physician experience while improving revenues and reducing costs.”



Joseph Flanagan
President & CEO



“We have become a leading revenue cycle, practice optimization and data analytics partner for physicians and EMS providers across the country. We see joining R1 as a natural evolution for us and expect that our client partners would gain a deeper breadth of services that will better connect them to the hospitals and health systems with which they work, making the revenue cycle easier to navigate for everyone from patients to providers and staff.”



Joel Portice
CEO



R1 RCM Acquires Intermedix for \$460 million

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Intermedix Overview

Company Overview

CEO: Joel Portice
Headquarters:  Fort Lauderdale, FL
Founded: 1983

- Intermedix delivers technology-enabled professional services to health care providers, government agencies and business enterprises
- The Company supports approximately 15,000 health care providers with practice and revenue cycle management services and connect the world's population with crisis management and emergency preparedness and response technologies
- The Company was previously owned by Thomas H. Lee Partners, who acquired the firm in July 2010 from Parthenon Capital Partners

Selected Acquisition History

Date	Size (\$ mm)	Target(s)
04/04/17	NA	WPC Healthcare
06/10/14	NA	T-System Medical Billing Business
04/15/14	\$5	The Optima Corporation
12/31/12	NA	Anesthesia Revenue Management; Practice Support Resources; Esi Acquisition
09/19/11	NA	Collaborative Fusion

Products & Services Overview

FOR HEALTHCARE



Revenue Cycle Management



Practice Management



Data Science & Analytics

Platform Highlights

- **\$4.2bn** Net Patient Revenue Under Management
- **20mm** Annual Patient Encounters
- **15,000** Providers Served
- **700+** Customers
- **2,200** Employees
- **Global** Onshore & Offshore Delivery Centers
- **Comprehensive** Technology Coverage

FOR PREPAREDNESS

- **AVL & Mapping**
- **Clinical Data Exchange**
- **Deployment Optimization**
- **Incident Management**
- **Mobile Data Tablet**
- **Patient Tracking**
- **Resource Management**
- **Response Planning**

R1 RCM Acquires Intermedix for \$460 million

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R1 RCM Overview

Company Overview

President & CEO:



Joseph Flanagan

Headquarters:

Chicago, IL

Founded:

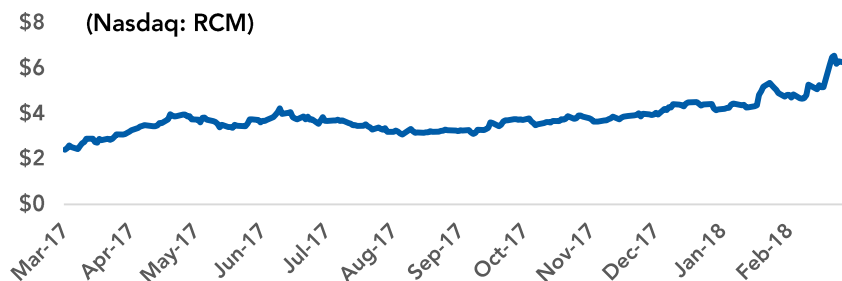
2003

- R1 RCM provides revenue cycle management and physician advisory services for healthcare providers in the United States
- The Company is the one of the largest independent end-to-end revenue cycle providers, with over \$22 billion in contracted net patient revenue

Company Overview

Market Cap ⁽¹⁾	\$664 mm	LTM High 02/28/18	\$6.56
LTM Revenue ⁽²⁾	\$416 mm	LTM Low 03/07/17	\$2.41
LTM EBITDA ⁽²⁾	\$19.5 mm	Current Price 03/07/18	\$6.44
LTM Net Income ⁽²⁾	(\$5.5 mm)		

Stock Performance



Products & Services Overview

REVENUE CYCLE MANAGEMENT



R1 as an Operating Partner

All revenue cycle operations and infrastructure fully managed by R1



Co-Managed RCM Healthcare Services

Integrated within existing RCM organization



Modular RCM Solutions

Point solutions including revenue integrity, denial management, billing, patient experience and more

PHYSICIAN ADVISORY SERVICES

R1 PAS is a comprehensive physician advisory and medical necessity solution that helps providers successfully navigate the regulatory environment and improve compliance

- Appeals & Denials Management
- First Level Review
- Admission Status Review
- Focused Chart Audits
- Payer Peer To Peer

Source: Company, FT Partners Proprietary Database, PitchBook

(1) As of 03/07/18

(2) As of 09/30/17

FT Partners Research – 2017 InsurTech Almanac

2017 InsurTech Almanac

JANUARY 2018

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2017 InsurTech Almanac

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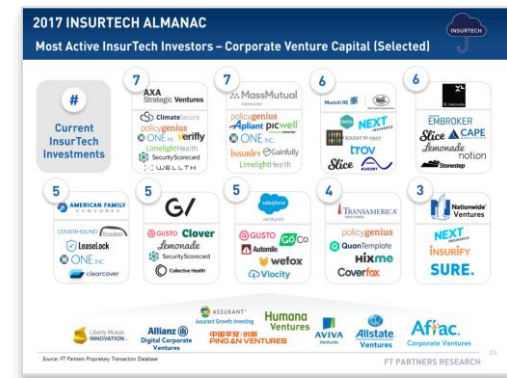
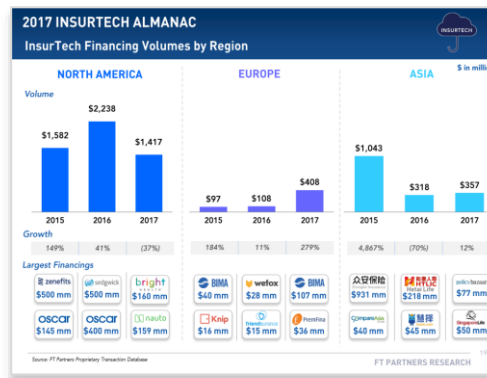
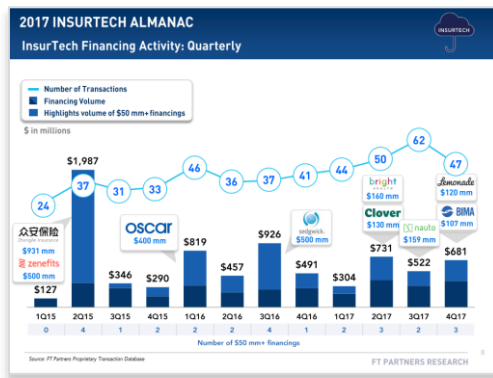
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Click pictures to view report

Highlights of the report include:

- 2017 and historical InsurTech financing and M&A volume and deal count statistics
- Largest InsurTech financings and M&A transactions in 2017
- Most active InsurTech investors
- Corporate VC activity and strategic investor participation
- Other industry, capital raising and M&A trends in InsurTech



FT Partners Research – InsurTech Industry Report

Prepare for the InsurTech Wave: Overview of Key InsurTech Trends



FT Partners' 269-page report provides an in-depth look at the major waves of innovation and disruption that are beginning to radically alter the insurance industry.

Additional highlights of the report include:

- An analysis of specific trends across: Insurance Distribution, Sales, Marketing and Engagement, Data and Analytics and Insurance Administration
- The responses of incumbents to date including the innovations, investments, partnerships and acquisitions being made to stay ahead of the game
- Proprietary InsurTech financing and M&A statistics and a comprehensive list of transactions in the space
- A detailed industry landscape of InsurTech providers as well as other innovative, tangential companies and profiles of 54 companies operating in the InsurTech ecosystem

Selected FT Partners' Research – *Click to View*



Eliza's \$170 million Sale to HMS



Benaissance's Sale to WEX for \$80 million



AXA Acquires Maestro Health



The Carlyle Group Acquires BenefitMall



Health IQ Raises \$35 million in Series C Financing



Bright Health Raises \$160 million in Financing



Modernizing Medicine Raises \$231 million in Financing



Decisely Raises \$60 million in Financing

[VIEW MORE FT PARTNERS RESEARCH](#)

Leading Advisor Across Healthcare & Insurance Technology Services

Revenue Cycle Management

Financial Technology Partners LP
FTP Securities LLC

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



in its

\$138,000,000

Initial Public Offering

valuing the equity at approximately

\$ 1,200,000,000



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Consumer Protection Plans

Financial Technology Partners LP
FTP Securities LLC

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



in its sale to



for total consideration of

\$ 1,400,000,000



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Health Plan Member Engagement

Financial Technology Partners LP
FTP Securities LLC

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



in its sale to



for total cash consideration of

\$ 170,000,000



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Health Insurance Premium Billing & Payments

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as sole strategic and financial advisor to



in its sale to



for a total consideration of

\$ 80,000,000



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Largest Wholesale Brokerage in U.S.

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as sole strategic and financial advisor to



in its growth recapitalization by



NEW MOUNTAIN CAPITAL LLC

valued at approximately

\$ 1,300,000,000



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Online Small Business Insurance

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as sole strategic and financial advisor to



in its equity capital raise led by



for total consideration of

\$ 31,000,000



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Online Personal Lines Insurance Agency

Financial Technology Partners LP
FTP Securities LLC

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in its financing led by



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\$ 15,000,000



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Agency Management / Marketing Technology

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in its sale of

Zywave Insurance Solutions to



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Life & Annuity Technology Solutions

Financial Technology Partners LP
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Sales Automation Technology & Platform

Financial Technology Partners LP
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in its sale to

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FT Partners Serves as Exclusive IPO Advisor on R1 RCM's IPO

Overview of Transaction

- R1 RCM (formerly known as Accretive Health) completed its IPO on May 20, 2010; the stock trades under the symbol "RCM"
 - \$138 million offering (including over-allotment) consisting of 67% primary shares and 33% secondary shares
 - The transaction valued the Company with a market cap of ~\$1.2 billion
- R1 provides revenue cycle management, quality and care coordination and physician advisory services to healthcare providers
- Primary proceeds will be used for general corporate purposes including financing growth, developing new services, funding capital expenditures, acquisitions and other investments

Significance of Transaction

- R1's IPO was highly successful, having successfully priced in the midst of one of the most volatile markets of the last decade; second day of roadshow coincided with the "flash crash" which sent the DJIA down as much as 1,000 points in one session
- R1 achieved a relative valuation significantly in excess of all well-known success stories in the broad Healthcare IT sector
- R1's IPO attracted four of the world's top underwriters, creating a highly resilient salesforce presence in the market; bookrunners for the transaction were Credit Suisse, Goldman Sachs, JP Morgan and Morgan Stanley

FT Partners' Role

- FT Partners served as strategic, financial and IPO advisor to R1 and its Board of Directors
- FT Partners managed the entire IPO process, enabling management to focus on growing the business
- FT Partners developed a comprehensive set of management and financial materials to showcase R1's offering to potential underwriters, creating significant demand among major Wall Street institutions

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



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Initial Public Offering

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\$ 1,200,000,000

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FT Partners Advises Eliza on its \$170 million Strategic Sale to HMS

Overview of Transaction

- On March 13, 2017, Eliza announced its strategic sale to HMS in one of the largest healthcare software deals of the year
 - HMS will acquire Eliza for a cash purchase price of \$170 million
- Headquartered in Danvers, MA and majority owned by Parthenon Capital Partners, Eliza is a leading engagement and population analytics platform integrating proprietary data assets, a deep understanding of the healthcare consumer, and omni-channel outreach technology to deliver mission-critical results for key constituents in the healthcare market
- Since its founding in 2000, Eliza has consistently been a market leader and innovator, as evidenced by more than 50 domestic and international patents and patent applications, which HMS will acquire
- HMS operates in the healthcare insurance benefit cost containment market, using innovative technology and powerful data services and analytics to cover the entire payment continuum including eligibility verification, payment accuracy, fraud prevention, cost savings, performance improvement and provider education

Significance of Transaction

- The acquisition further expands HMS' member health and care management analytics footprint
- Eliza's engagement platform is complementary to HMS' cost containment solutions and together create a more sophisticated and integrated platform

FT Partners' Role

- FT Partners leveraged its deep domain expertise and transactional experience in the Healthcare and Insurance Services market to generate a highly successful outcome for Eliza and its shareholders
- This transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as lead strategic and financial advisor to

eliza
in its sale to


for total cash consideration of

\$ 170,000,000

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FT Partners Advises Benaissance on its \$80 million Sale to Wex

Overview of Transaction

- On October 15, 2015, Benaissance, LLC ("Benaissance" or the "Company") announced it has entered into a definitive agreement to be acquired by WEX for \$80mm
- Headquartered in Omaha, NE, Benaissance is a leading provider of integrated Software-as-a-Service (SaaS) technologies and services for healthcare premium billing, payment and workflow management
 - Existing investors include Omaha-based, McCarthy Capital
- WEX is a leading, multi-channel provider of corporate payment solutions representing more than 9 million vehicles and serving a wide variety of business sectors
- The transaction is expected to close in the fourth quarter of 2015 and is subject to applicable regulatory approvals and other customary closing conditions

Significance of Transaction

- Represents a highly-attractive outcome for both Benaissance and WEX
- Combined resources and expertise of Benaissance and WEX position the Company extraordinarily well to further its leadership in the marketplace
- Enables WEX to provide an expanded and differentiated payments solution in order to grow its addressable market opportunity and wallet share in the healthcare market
- Benaissance will be integrated with WEX's existing Evolution1 platform creating an opportunity for potential synergies as the businesses already share a number of mutual partners and customers

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Benaissance and its Board of Directors
- Transaction highlights FT Partners' continued success advising leading companies and generating highly successful outcomes in the Healthcare / Benefits IT and Services space

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sole strategic and financial advisor to*



in its sale to



for a total consideration of

\$ 80,000,000



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Award-Winning Investment Banking Franchise Focused on Superior Client Results

Institutional Investor
Institutional Investor
Annual Ranking

2017
2015 - 2016
2006 - 2008

- Ranked #1 Most Influential Executive on Institutional Investor's FinTech 40 List
- Steve McLaughlin Ranked Top 5 on Institutional Investor's FinTech 35 List
- Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"

I The Information

2016

- Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor
Awards

2015 - 2017

2010 - 2014

2004 - 2007

- Investment Banker of the Year – 2017
- Investment Banking Firm of the Year – 2016
- Cross Border Deal of the Year - 2016
- Dealmaker of the Year – 2015
- Technology Deal of the Year – 2015
- Equity Financing Deal of the Year - 2014
- Professional Services Deal of the Year, Above \$100 mm – 2014
- Dealmaker of the Year – 2012
- Professional Services Deal of the Year, Above \$100 mm – 2012
- Boutique Investment Bank of the Year – 2011
- Deal of the Decade – 2011
- Upper Middle Market Deal of the Year, Above \$500 mm – 2010
- IT Services Deal of the Year, Below \$500 mm – 2010
- Cross-Border Deal of the Year, Below \$500 mm – 2010
- Dealmaker of the Year – Steve McLaughlin – 2007
- Business to Business Services Deal of the Year - 2007
- Computer and Information Technology Deal of the Year, Above \$100 mm – 2007
- Financial Services Deal of the Year, Above \$100 mm – 2007
- Investment Bank of the Year – 2004



Middle Market
Financing Awards

2006 - 2008

- Equity Financing Dealmaker of the Year – Steve McLaughlin – 2008
- Information Technology Deal of the Year – 2008
- Financial Services Deal of the Year – 2008
- Financing Professional of the Year – Steve McLaughlin – 2006

The FT Partners Senior Banker 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 Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	23
Paul VanderMarck <i>Managing Director</i>		<ul style="list-style-type: none"> Former Chief Product Officer at Risk Management Solutions, a global technology business in the catastrophic risk space 25+ years of experience as an InsurTech operating executive Experienced advisor and investor in the InsurTech space 	26
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	22
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Former Managing Director / Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA) 	21
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Former Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank 	20
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners in 2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	16
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> 11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	15
Andrew McLaughlin <i>Managing Director</i>		<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	12