

June 8, 2016

Financial Technology Partners

FT Partners Research – Transaction Profile



completes its IPO raising ~\$91 million

Courtesy of:

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
Focused Exclusively on Financial Technology*

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NantHealth Completes its IPO raising ~\$91 mm

IPO Overview

Key IPO Statistics

Founder & CEO:	Dr. Patrick Soon-Shiong
Headquarters:	Culver City, CA
Founded:	2007
Employees:	864

S-1 File Date:	May 9, 2016
Ticker:	NASDAQ: NH
Estimated Net Proceeds:	\$91 mm
Shares:	6,500,000
Filing Range:	\$12.50-15.50
Listing Date:	June 2, 2016
Offer Price:	\$14

Use of Proceeds

The Company expects to use the net proceeds from this offering to fund the Company's operations through at least the next 12 months

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Form S-1

Nant Health, LLC



NASDAQ-GS: NH

Dr. Patrick Soon-Shiong

Chief Executive Officer

9920 Jefferson Blvd,
Culver City, California 90230

Jefferies



COWEN
G R O U P

First Analysis
Securities Corporation

FBR

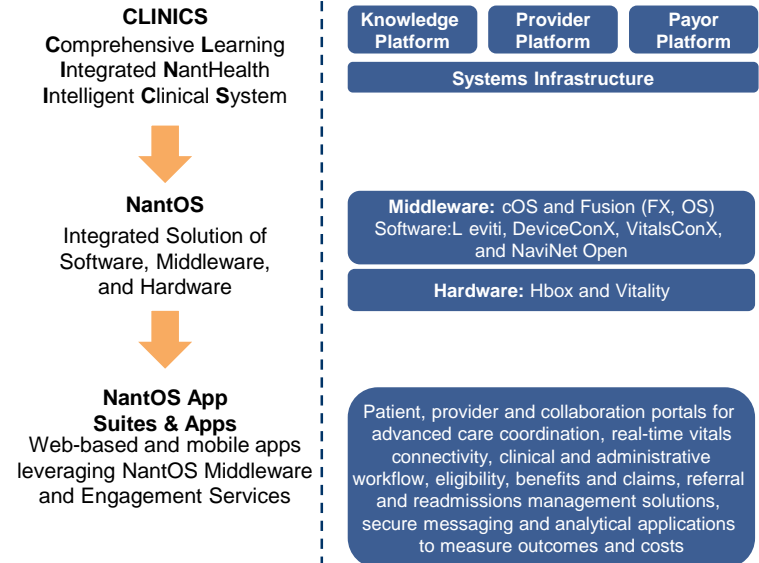
NantHealth Completes its IPO raising ~\$91 mm

Business Overview

Company Overview

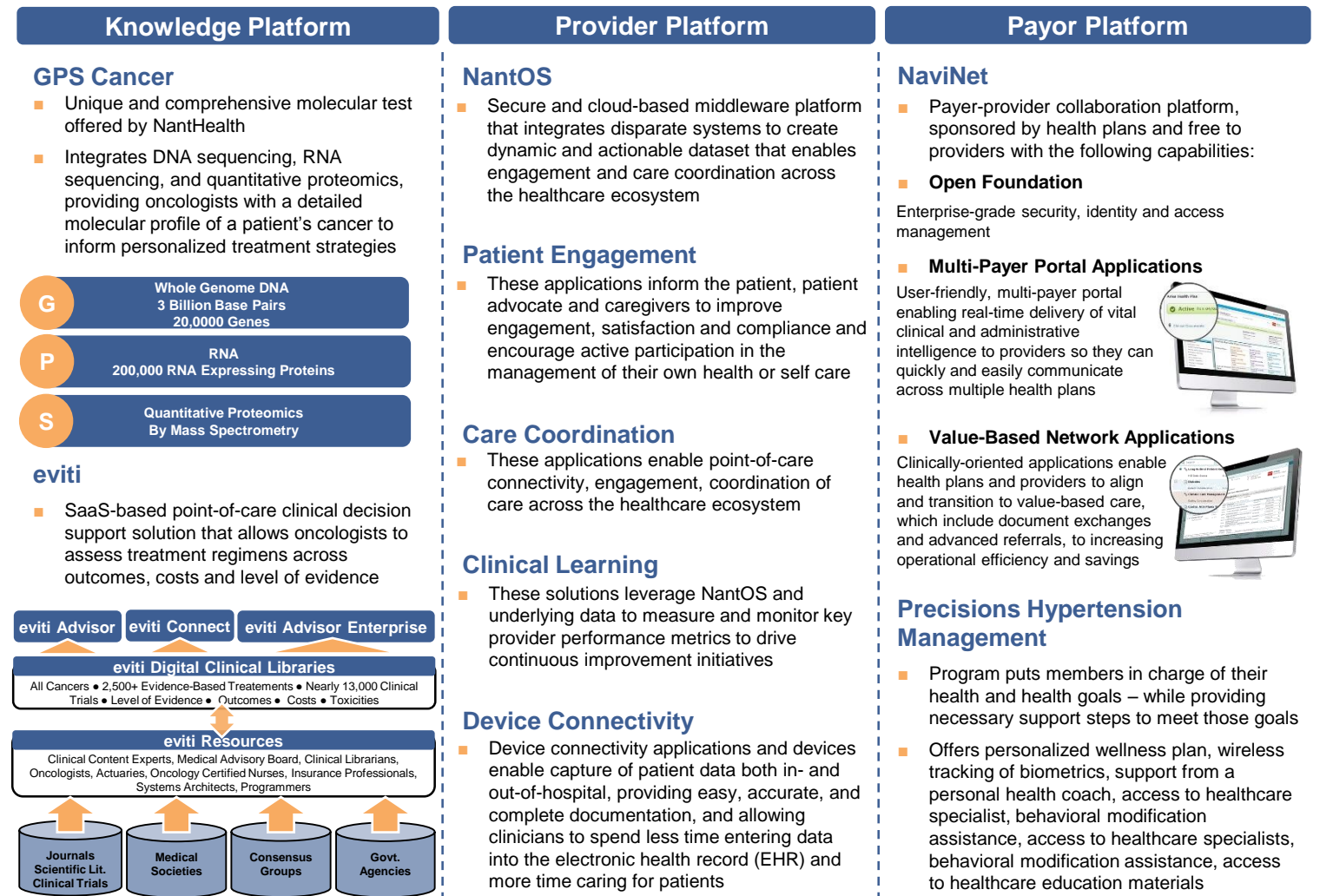
- NantHealth, a majority owned subsidiary of NantWorks, is an evidence-based, personalized healthcare company enabling improved patient outcomes and more effective treatment of decisions for critical illnesses
 - Serves consumers primarily in the United States and also operates in Ireland, UK and India
- NantHealth offers five types of platforms and systems: adaptive learning system for healthcare (CLINICS), systems infrastructure, knowledge platform, payor platform and provider platform
 - Each platform and system encompasses a number of targeted solutions
- The Company derives revenue from sales of licensed software and maintenance fees, software-as-a-service fees, hardware, service fees and GPS Cancer
- The Company serves over 100 million lives nationwide, with 30 million monthly payer-provider transactions, more than 30,000 medical devices connected and 2,000 hospitals that use NantHealth solutions
- Over the past 5 years, NantHealth has completed acquisitions of NaviNet, Harris Corporation's Commercial Healthcare Solutions, and iSirona
- In connection with this offering, NantHealth intends to convert from a limited liability company into a Delaware corporation and change the Company's name from Nant Health to NantHealth
- Including funds from NantHealth's IPO, the Company has raised over \$1 bn in financing over the past 5 years
- NantHealth is among a network of related companies that serial entrepreneur and CEO Patrick Soon-Shiong plans to take public
 - According to Bloomberg, Dr. Soon-Shiong took immunotherapy company NantKwest public in June 2015 and intends to IPO his next two companies, drugmaker NantBiosciences and diagnostic company NantOmics ⁽¹⁾

NantHealth Technology Solutions



NantHealth Completes its IPO raising ~\$91 mm

Product Overview



NantHealth Completes its IPO raising ~\$91 mm

Management Team

A few of the Company's key executives previously held leadership positions at NaviNet before NantHealth acquired NaviNet on January 2016

Patrick Soon-Shiong
Chief Executive Officer
& Chairman of the Board



- Patrick has served as the CEO and Chairman of NantHealth since the formation of the company in 2010
- Dr. Soon-Shiong, a physician, surgeon and scientist, has pioneered novel therapies for both diabetes and cancer, published over 100 scientific papers, and has over 95 issued patents on groundbreaking advancements spanning myriad fields

Paul Holt
Chief Financial Officer



- Paul has served as CFO since April 2015
- Prior to NantHealth, he served as CFO of Quality Systems, Inc. (NASDAQ: QSII), a healthcare information technology and services company for 15 years
- Previously, Paul held the role of Controller of Sierra Alloys Co. and Refrigeration Supplies Distributor

Robert Watson
President,
Chief Growth Officer



- Robert has served as President, Chief Growth Officer since March 2016 and as President from January 2015 to March 2016
- Prior to NantHealth, Robert held the position of President, CEO and Director of Streamline Health Solutions for 5 years and DocuSys for 4 years

Gary Palmer
President,
GPS Operations



- Gary has served as President, GPS Operations since March 2016 and as Chief Medical Officer from January 2015 to March 2016
- Prior to NantHealth, Gary held the position of SVP, Medical Affairs at Foundation Medicine from 2011 to 2015, where he helped launch FoundationOne Assay

Mark Dudman
President,
Product Operations



- Mark has served as President, Product Operations since March 2016
- Prior to NantHealth, Mark held the position of SVP of product development at NaviNet, before it was acquired by NantHealth and NantWorks
- Previously, he served as Vice President, Engineering and Cloud Operations at Ipswitch File Transfer, leading areas including user experience and product architecture

Charles Digate
Senior Vice President,
Marketing & Business
Development

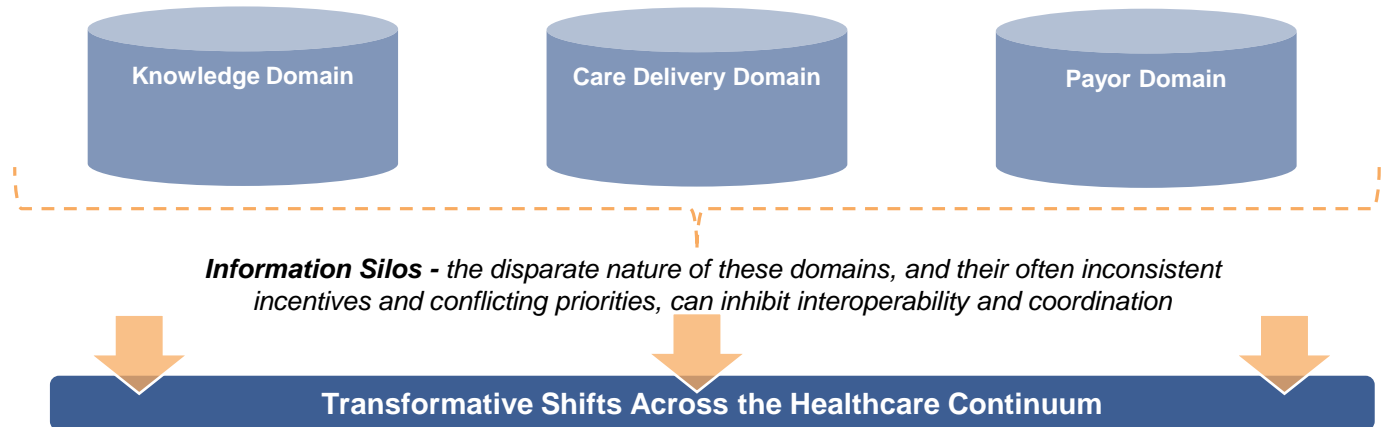


- Charles has served as Senior Vice President, Marketing & Business Development of NantHealth since March 2016
- Prior to NantHealth, Charles held the position of SVP and Chief Commercial Officer at NaviNet from 2012 to 2016.
- Previously, he was Managing Director of Neptune Wind, an offshore wind development company, and of Digate Associates, a software consulting company

NantHealth Completes its IPO raising ~\$91 mm

Healthcare Industry Overview

The efficiency and effectiveness of the current healthcare system is often hindered by the complex, dynamic interplay of three uncoordinated and segregated domains:

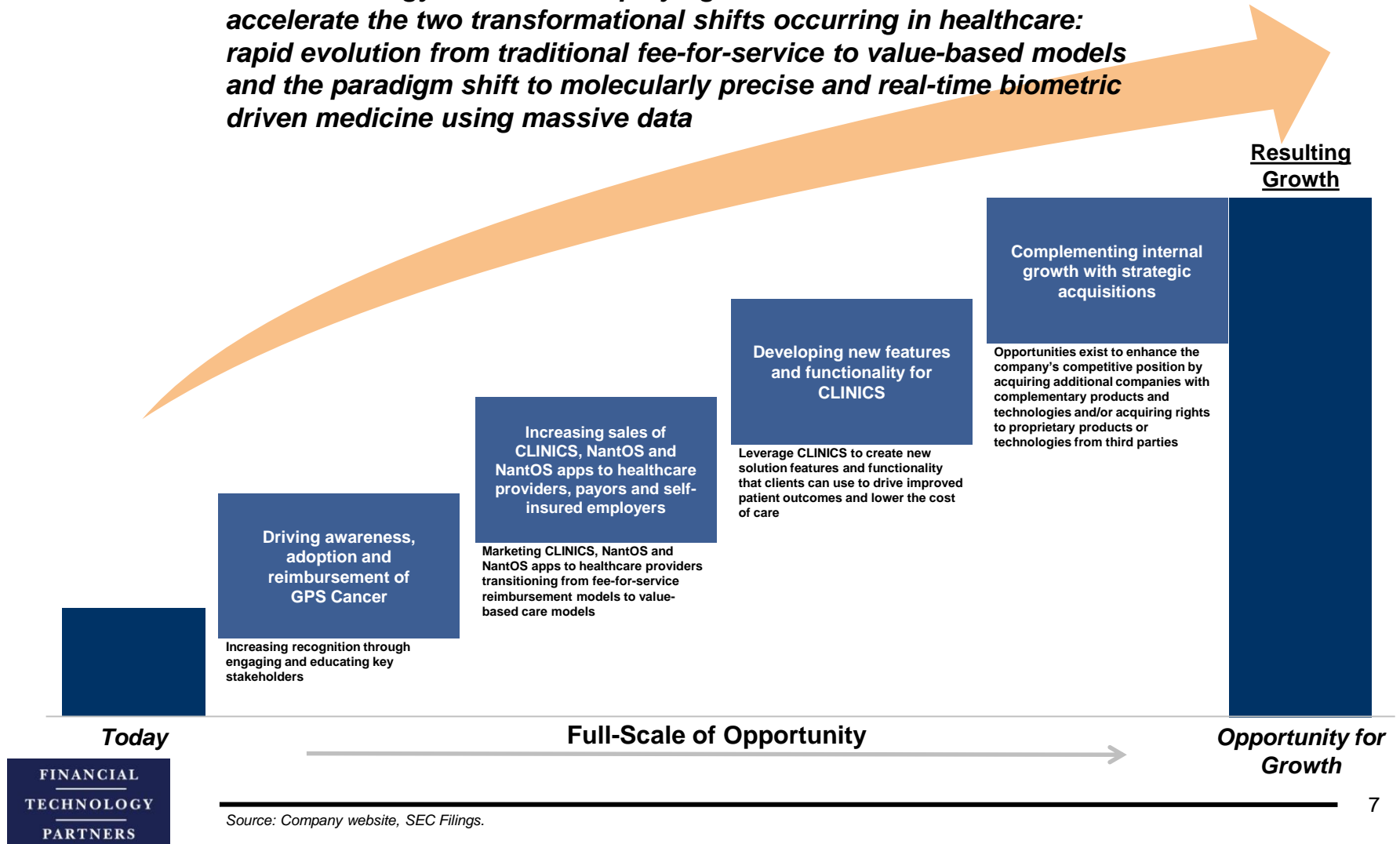


- ✓ **A rapid evolution from traditional fee-for-service to patient-centered and patient-empowered, value-based models driven by quantifiable measures of outcomes relative to cost**
 - ~750 bn of waste reported in the US
 - Increased prevalence of value-based models such as ACOs
 - Lack of coordination / interoperability amongst silos of care
- ✓ **A paradigm shift to molecularly precise and real-time, biometric-driven medicine, with both massive volumes and rapidly expanding repositories of complex data from traditional and novel sources, in the face of higher cancer incidence rates amongst an aging population**
 - Potential precision medicine market of over \$250 bn
 - Evolution toward comprehensive genomic and proteomic analysis
 - Increased Connectivity of biometric devices
 - Overwhelming amounts of data and facts to arrive at patient decisions

NantHealth Completes its IPO raising ~\$91 mm

Growth Strategy

*Growth strategy centers on deploying CLINICS to address and accelerate the two transformational shifts occurring in healthcare: rapid evolution from traditional fee-for-service to value-based models and the paradigm shift to molecularly precise and real-time **biometric** driven medicine using massive data*



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Selected Risk Factors

Risks Associated with the Business

- Business disruptions could seriously harm future revenue and financial condition and increase costs and expenses
- Failure to develop widespread brand awareness may cause the business to suffer
- Marketing efforts depend significantly on ability to receive positive references from existing customers
- If subject to product liability or other litigation, the company may incur substantial liabilities and may be required to limit commercialization of current and any future products

Risks Related to Relationships with Other Companies

- Ability to achieve profitability is dependent upon the success of NantOmics
- If unable to renew our agreement with NantOmics or locate a suitable replacement upon expiration of such agreement at comparable prices, businesses would be materially and adversely affected
- Heavily reliant on third-party computer hardware and software that may be difficult to replace or which could cause errors or failures in services which could damage reputation, harm ability to attract and maintain clients and decrease revenue

Risks Related to Intellectual Property

- May be unable to adequately protect and incur significant costs in enforcing intellectual property and other proprietary rights
- Obtaining and maintaining patent protections depends on compliance with various procedural, documentary, fee payment and other requirements imposed by governmental patent agencies
- Litigation or other proceedings or third-party claims of intellectual property infringement could require the Company to spend significant time and money and could prevent the Company from selling our products and services
- May not be able to protect intellectual property rights throughout the world

Risks Related to Reimbursement and Government Regulation

- Failure to comply with applicable health information privacy and security laws and other state and federal privacy and security laws, we may be subject to significant liabilities, reputational harm and other negative consequences
- Failure to develop widespread brand awareness may cause the business to suffer
- Failure to comply with federal and state healthcare laws and regulations may be subject to civil and criminal penalties or loss of eligibility to participate in government healthcare programs

Risks Related to this Offering and Common Stock

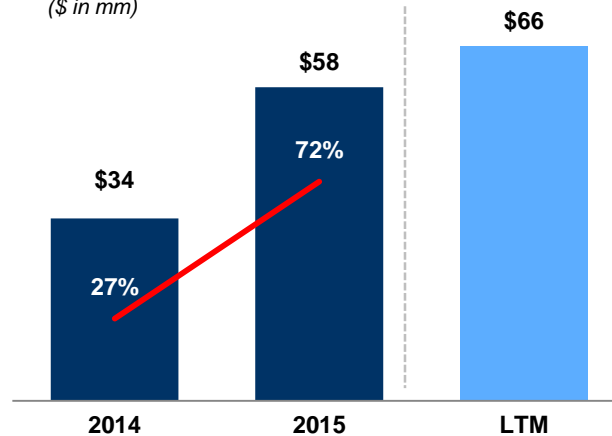
- Chairman and Chief Executive Officer, and entities affiliated with him, collectively own and will own after this offering a significant majority of common stock and will exercise significant influence over matters requiring stockholder approval, regardless of the wishes of other stockholders
- Dr. Soon-Shiong, Chairman and Chief Executive Officer and principal stockholder, has significant interests in other companies which may conflict with our interests
- Unknown whether an active and liquid trading market will develop for our common stock or what the market price of our common stock will be and as a result it may be difficult for you to sell your common stock
- Will incur significant costs as a result of operating as a public company and our management expects to devote substantial time to public company compliance programs

NantHealth Completes its IPO raising ~\$91 mm

Financial Overview

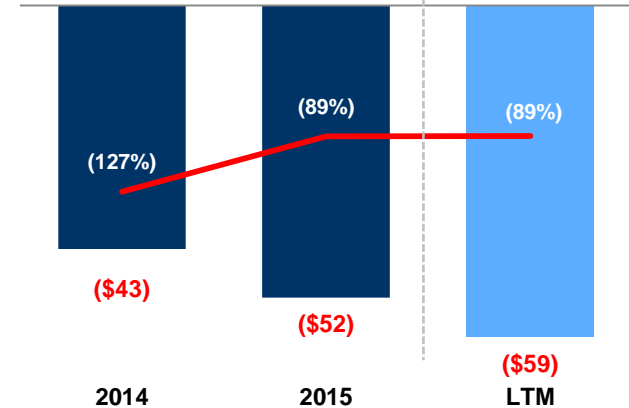
Revenue / Growth %

(\$ in mm)



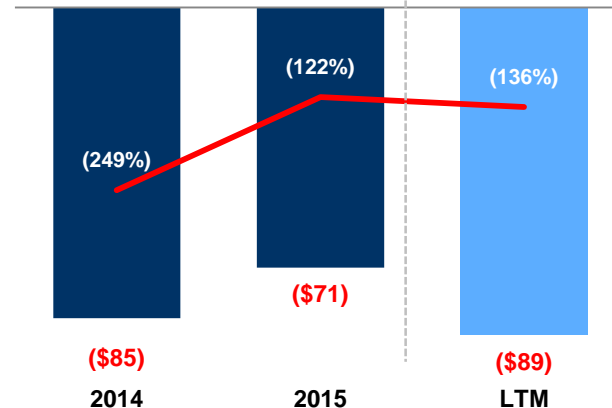
EBITDA / Margin %

(\$ in mm)



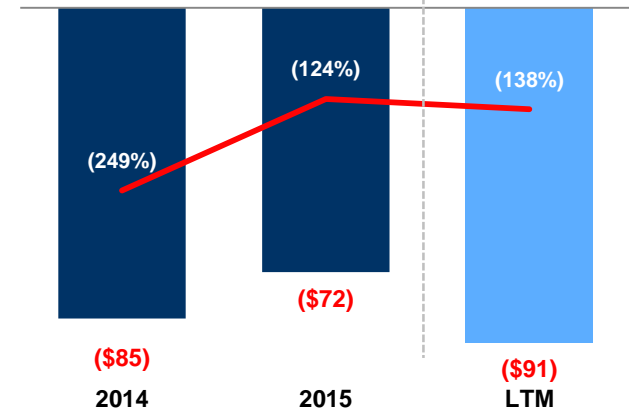
Operating Income / Margin %

(\$ in mm)



Net Income / Margin %

(\$ in mm)



NantHealth Completes its IPO raising ~\$91 mm

Public Comparables

Company Name	Price 06/09/16	% MTD Change	% LTM High	Market Value (\$ mm)	Enterprise Value (\$ mm)	Multiples									Growth Rates			Margins		P / E / G CY16E
						Price / Earnings			EV / EBITDA			EV / Revenue			Revenue		EPS	EBITDA		
						LTM	CY16E	CY17E	LTM	CY16E	CY17E	LTM	CY16E	CY17E	CY16E	CY17E	LT	CY16E	CY17E	
Clinical Solutions																				
Nuance	\$ 17.36	2 %	80 %	\$ 4,852	\$ 6,798	nm	11.0 x	10.2 x	22.2 x	10.0 x	9.8 x	3.5 x	3.4 x	3.3 x	2 %	3 %	16 %	34 %	33 %	0.7 x
NantHealth	15.50	na	79	1,871	1,999	nm	na	na	nm	na	na	30.3	na	na	na	na	na	na	na	na
Omniceil	33.85	4	83	1,246	1,420	nm	21.6	18.6	22.0	13.2	11.2	2.6	2.0	1.9	47	8	18	15	17	1.2
Healthstream	26.43	9	82	849	699	nm	nm	nm	29.2	18.5	15.2	3.2	3.0	2.7	11	11	18	16	18	na
Vocera	12.50	7	78	340	221	nm	nm	nm	nm	nm	38.4	2.1	1.9	1.7	12	11	19	1	5	na
Median		4 %	81 %			na	16.3 x	14.4 x	22.1 x	13.2 x	11.2 x	3.5 x	3.0 x	2.7 x	11 %	8 %	18 %	16 %	18 %	1.0 x
Mean		5	81			na	16.3	14.4	22.1	13.9	12.1	12.1	2.8	2.6	20	8	17	22	23	1.0
Life Sciences Software																				
Veeva Systems	\$ 35.03	4 %	99 %	\$ 5,382	\$ 4,924	nm	nm	nm	nm	43.8 x	35.2 x	11.2 x	12.0 x	9.5 x	31 %	27 %	25 %	27 %	27 %	na
Medidata	47.55	4	78	2,679	2,608	nm	47.2	38.6	nm	24.4	19.6	6.5	5.7	4.7	16	19	19	23	24	2.5
Cegedim SA	29.63	1	61	413	655	nm	16.7	10.0	11.2	7.4	7.0	1.3	1.3	1.3	(14)	2	nm	18	19	na
Model N	13.65	10	98	382	312	nm	nm	nm	nm	nm	nm	3.1	2.8	2.3	18	21	10	nm	0	na
Median		4 %	88 %			na	31.9 x	24.3 x	11.2 x	24.4 x	19.6 x	6.5 x	4.2 x	3.5 x	17 %	20 %	19 %	23 %	21 %	2.5 x
Mean		5	84			na	31.9	24.3	11.2	25.2	20.6	6.3	5.4	4.5	13	17	18	23	18	2.5
Distribution Service Providers																				
CVS Caremark	\$ 96.99	0 %	85 %	\$ 105,128	\$ 130,739	19.4 x	16.7 x	14.8 x	10.8 x	9.9 x	9.2 x	0.8 x	0.7 x	0.7 x	18 %	9 %	13 %	7 %	7 %	1.3 x
Walgreens	79.01	1	81	86,141	96,959	23.8	17.0	14.9	12.1	10.8	9.8	0.8	0.8	0.8	6	7	12	8	8	1.4
McKesson	186.88	1	78	42,324	47,928	20.5	14.2	13.2	10.4	9.2	8.7	0.3	0.2	0.2	6	2	11	3	3	1.3
Cardinal Health	79.29	1	87	26,468	29,550	18.3	14.7	13.4	9.7	8.9	7.6	0.3	0.2	0.2	14	6	11	3	3	1.4
AmerisourceBergen	76.17	1	66	16,717	18,680	17.3	13.7	12.6	10.7	8.2	7.7	0.1	0.1	0.1	7	8	12	2	2	1.2
Henry Schein	180.71	4	101	14,863	16,432	34.1	27.2	24.6	17.4	16.1	15.1	1.5	1.4	1.3	9	6	11	9	9	2.4
Rite Aid	7.57	(2)	80	8,116	14,986	32.3	30.7	20.6	11.1	9.9	8.5	0.5	0.5	0.4	13	9	19	5	5	1.6
Patterson Companies	50.32	3	95	4,802	5,950	26.1	19.1	17.5	13.8	12.4	11.5	1.1	1.0	1.0	12	5	8	8	9	2.5
Owens & Minor	38.37	3	93	2,409	2,892	18.6	18.7	19.3	10.4	10.3	10.6	0.3	0.3	0.3	2	(3)	7	3	3	2.9
Median		1 %	85 %			20.5 x	17.0 x	14.9 x	11.0 x	9.9 x	9.2 x	0.7 x	0.5 x	0.4 x	9 %	6 %	11 %	5 %	5 %	1.4 x
Mean		1	85			23.4	19.1	16.8	12.0	10.6	9.8	0.7	0.6	0.6	10	5	11	5	5	1.8

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

<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p> <p>renaissance in its sale to wex for a total consideration of \$ 80,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as Capital Markets & IPO Advisor to</i></p> <p>ACCRETIVE HEALTH results providers trust in its \$138,000,000 Initial Public Offering valuing the equity at approximately \$ 1,200,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as Capital Markets & IPO Advisor to</i></p> <p>Performant in its \$93,150,000 Initial Public Offering valuing the equity at approximately \$ 453,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p> <p>AmWINS Group, Inc. in its growth recapitalization by NMC NEW MOUNTAIN CAPITAL LLC valued at approximately \$ 1,300,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as exclusive Strategic and Financial advisor to</i></p> <p>ZYWAVE in its sale of Zywave Insurance Solutions to AURORA CAPITAL GROUP</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p> <p>insureon in its \$30mm equity capital raise led by OAK HC/FT \$ 31,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as exclusive strategic and financial advisor to</i></p> <p>aplifi We Simply Selling Insurance in its sale to iPipeline</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p> <p>square trade protection plans in its recapitalization by BainCapital BainCapital Ventures of approximately \$ 238,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as strategic and financial advisor to</i></p> <p>SAFE-GUARD on its sale to an Affiliate of Goldman Sachs</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as exclusive strategic and financial advisor to</i></p> <p>insureon in its acquisition of IN insurance NOODLE a subsidiary of Willis</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>

Overview of FT Partners

Selected FT Partners' Research (click to view)



**Cotiviti completes its IPO raising
~\$237 million**



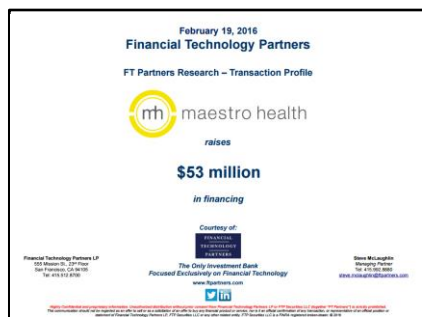
**Bright Health Raises \$80
million in Series A Financing**



**IBM Watson Health Acquires
Truven Health Analytics for \$2.6
billion**



**Wipro Acquires HealthPlan
Services for \$460 million**



**Maestro Health Raises \$53
million in Financing**



**New Mountain Capital Acquires
Equian for \$225 million**



**Insureon Raises \$31 million in
Series B Led by Oak HC/FT**



**Benaissance's Sale to WEX for
\$80 million**

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 13 years of exclusive focus on Financial Technology. Please visit our [subscription form](#) to subscribe to our exclusive monthly newsletter and receive our research reports.

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**

2016	<ul style="list-style-type: none"> ■ Investment Banking Firm of the Year ■ Cross Border Deal of the Year
2015	<ul style="list-style-type: none"> ■ Dealmaker of the Year ■ Technology Deal of the Year
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 \$100mm
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



2015	■ Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List
2006-2008	■ 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>

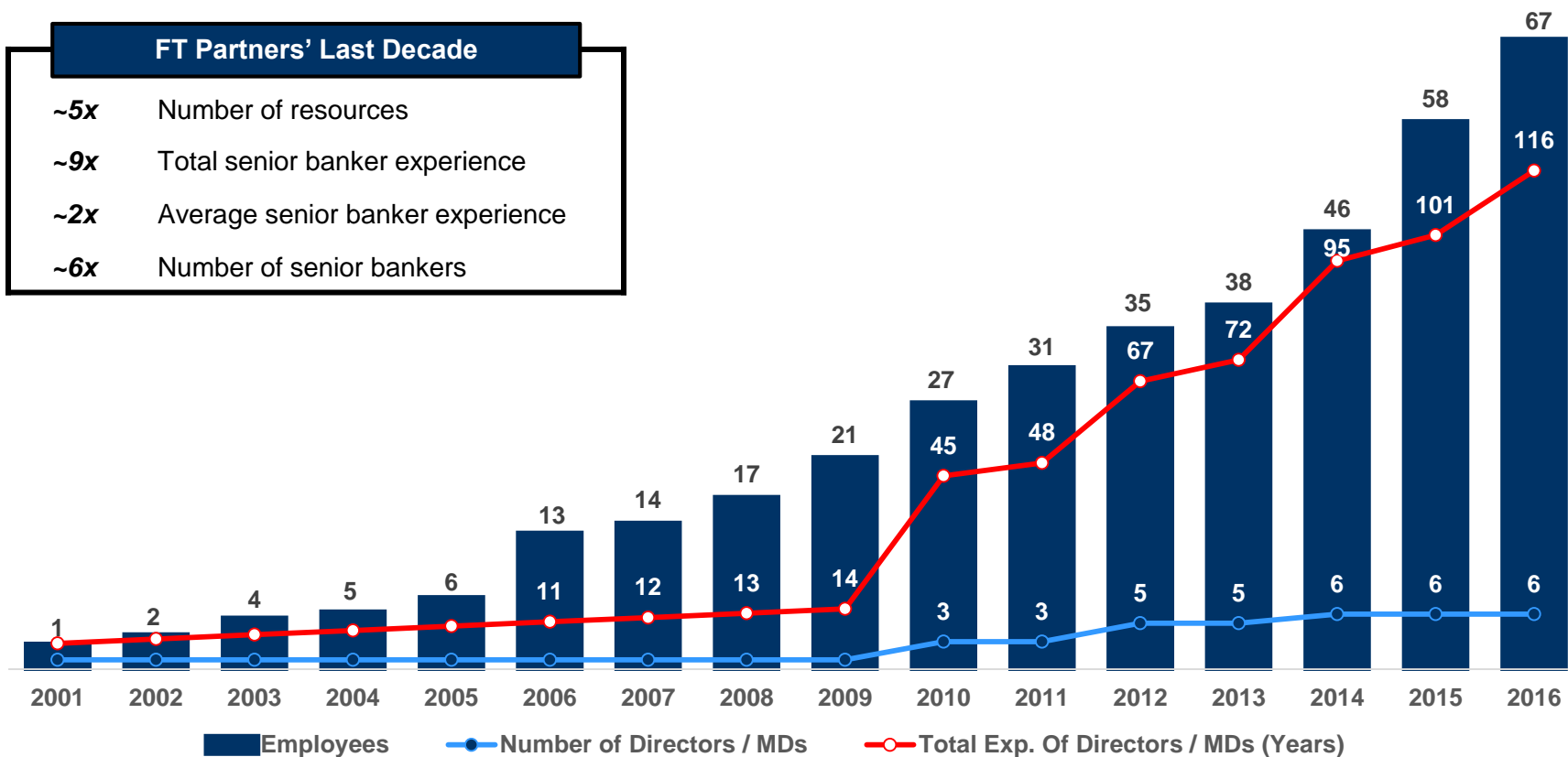
Note: **Bold** represents awards that FT Partners has won, *italics* represents nominations.

Overview of FT Partners

Platform of Choice for Clients and Bankers Alike

FT Partners' Last Decade

- ~5x Number of resources
- ~9x Total senior banker experience
- ~2x Average senior banker experience
- ~6x Number of senior bankers







Avg Years of Director / MD Experience

6 7 8 9 10 11 12 13 14 15 16 13 15 16 17 19

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. 	21
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. 	21
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 WU, EEFT, DST, ENV, FISV, FIS, V, MA, GPN & HPY among others 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with J.P. Morgan and UBS Formerly Global Head of Strategy at First Data 	18
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. 	14
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 	10