

# FT PARTNERS FINTECH INDUSTRY RESEARCH

February 1, 2017

## PointClickCare®

**PointClickCare Raises \$85 million in Financing  
Led by Dragoneer Investment Group**

## DRAGONEER

## 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



The Information

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



Ranked #4 Most Influential Person in all of FinTech in *Institution Investor's* "FinTech Finance 35"



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

Steve McLaughlin: *Founder & CEO*

Tel: 415.992.8880

[steve.mclaughlin@ftpartners.com](mailto:steve.mclaughlin@ftpartners.com)

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## Transaction Summary

**PointClickCare®**

### Transaction Summary

- On February 1, 2017, PointClickCare Technologies, announced that it closed a CAD \$111 million (USD \$85 million) round of financing led by Dragoneer Investment Group
  - JMI Equity, an existing investor since 2011, also participated in this financing round
  - The Company recently filed to withdraw its IPO plans after initially filing to be listed on the Toronto and NASDAQ Stock Exchange under the symbol PCLK on September 2015 <sup>(1)</sup>
- The Company intends to use this financing to accelerate product development and its focus on delivering innovative solutions to its customers and end markets
- The Company boasts a record year in 2016, with revenues exceeding \$160 million, representing 28% year over year profitable growth
- Recently, the Company was recognized by Forbes Magazine as one of the top 100 private cloud companies globally
- While the Company withdrew its filing to IPO, the Company is not ruling out the possibility of an IPO in the future

### Transaction Commentary

*"The macro demographics of the aging population, combined with a market-wide shift in payment models, is placing new demands on providers of senior care and services while opening up new opportunities for PointClickCare to help serve these needs in the years to come... We are not ruling out the public markets as a financing option to fuel future expansion. But our track record of successfully delivering sustainable growth has put us in an enviable position for any private technology company – to execute an IPO only when the market conditions offer the most favorable opportunity for our business, our customers and our investors. In other words, we can afford to wait until the timing is right for us."*

**PointClickCare®**

**Mike Wessinger**  
Founder & CEO



*"When we considered the wave of baby boomers now approaching retirement age, new government mandates attempting to control ballooning healthcare costs, and increasing consumer demand for more flexible 'aging in place' services, the opportunity for PointClickCare became obvious. Given the powerful macro trends impacting the global health industry over the next decade, we believe there is a natural union between Dragoneer's patient investment approach and PointClickCare's desire for a long-term partner to help them maintain their leadership across their end markets..."*

**DRAGONEER**

**Marc Stad**  
Founder & Managing Partner



# PointClickCare Raises \$85 million in Financing

## PointClickCare Overview



### Company Overview

- CEO:** Mike Wessinger
- Headquarters:** **PointClickCare®** Ontario, Canada
- Founded:** 1995
- PointClickCare is a developer of a SaaS cloud-based Electronic Health Records (EHR) software designed to help long-term post-acute providers streamline and manage the complete lifecycle of resident care
  - The Company's EHR software features a suite of fully integrated applications powered by an interoperable mobile friendly, and regulatory-compliant electronic health record and revenue cycle management

### Awards & Honors



**2015/2016 Best in KLAS Award**  
Proud to be named #1 in long-term care for the 3<sup>rd</sup> consecutive year



**2015 Canada's Best Managed Companies**  
PointClickCare named one of Canada's Best Managed Companies



Top 25 Canadian Software Companies – #14  
Top 10 Canadian SaaS Companies – #8  
Top 5 Pure-play Healthcare ICT Companies – #3



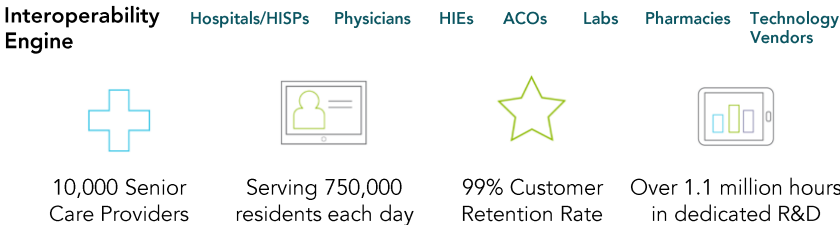
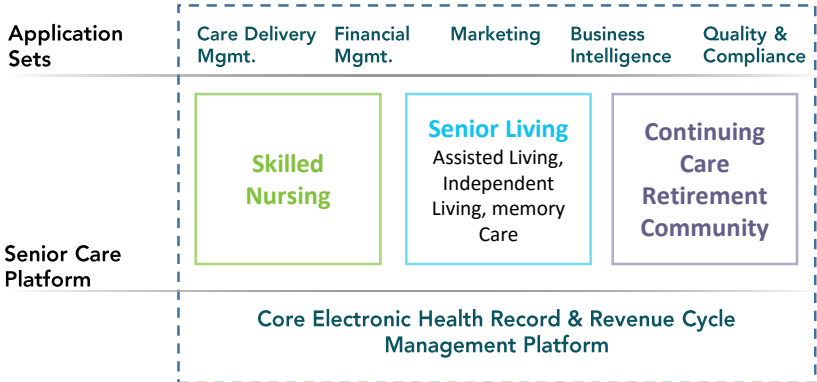
2012-14 Deloitte Technology Fast 50™

### Products & Services Overview

PointClickCare's core electronic health record (EHR) & revenue cycle management platform addresses the global challenge of senior care:



#### EHR & Revenue Cycle Management Platform

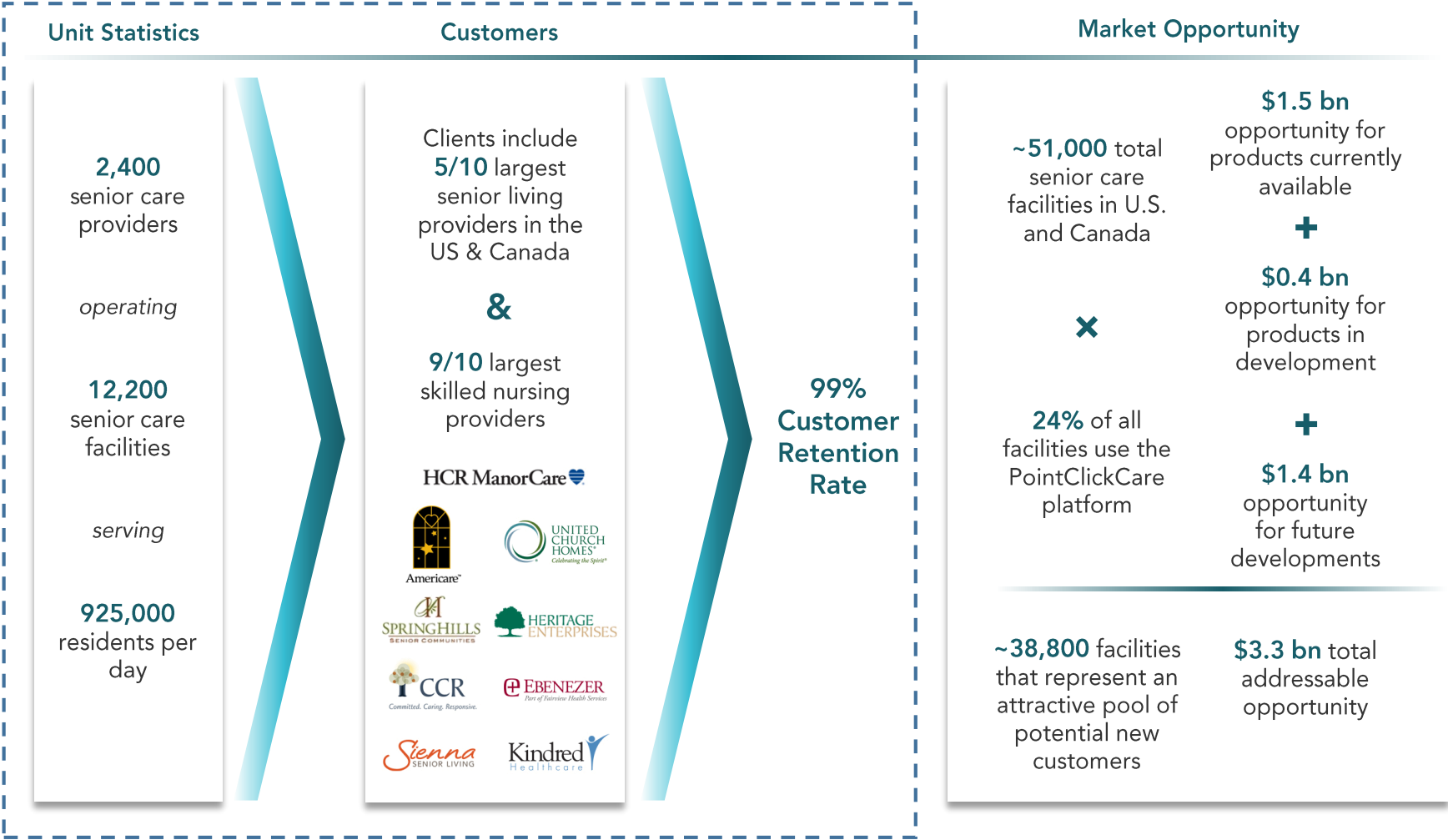


# PointClickCare Raises \$85 million in Financing

## PointClickCare Overview (cont.)

PointClickCare®

### Operating Statistics



Source: Company website, Company F-1

# PointClickCare Raises \$85 million in Financing

FT PARTNERS RESEARCH

**PointClickCare®**

## Management Team

### Mike Wessinger

Co-Founder &  
Chief Executive Officer



- Mike founded the Company in 1995 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 has served 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



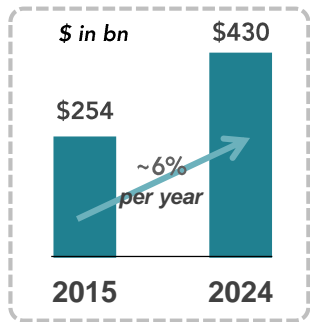
- David has served as SVP, Corporate Development since 2014
- Previously served as the Company's CFO from 2009 and as the Canadian Business Unit Executive for the Lotus Foundations Group



## 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:



### Value-Based Care



### Senior Population Growth

Increased life spans and the baby boom 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 of 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

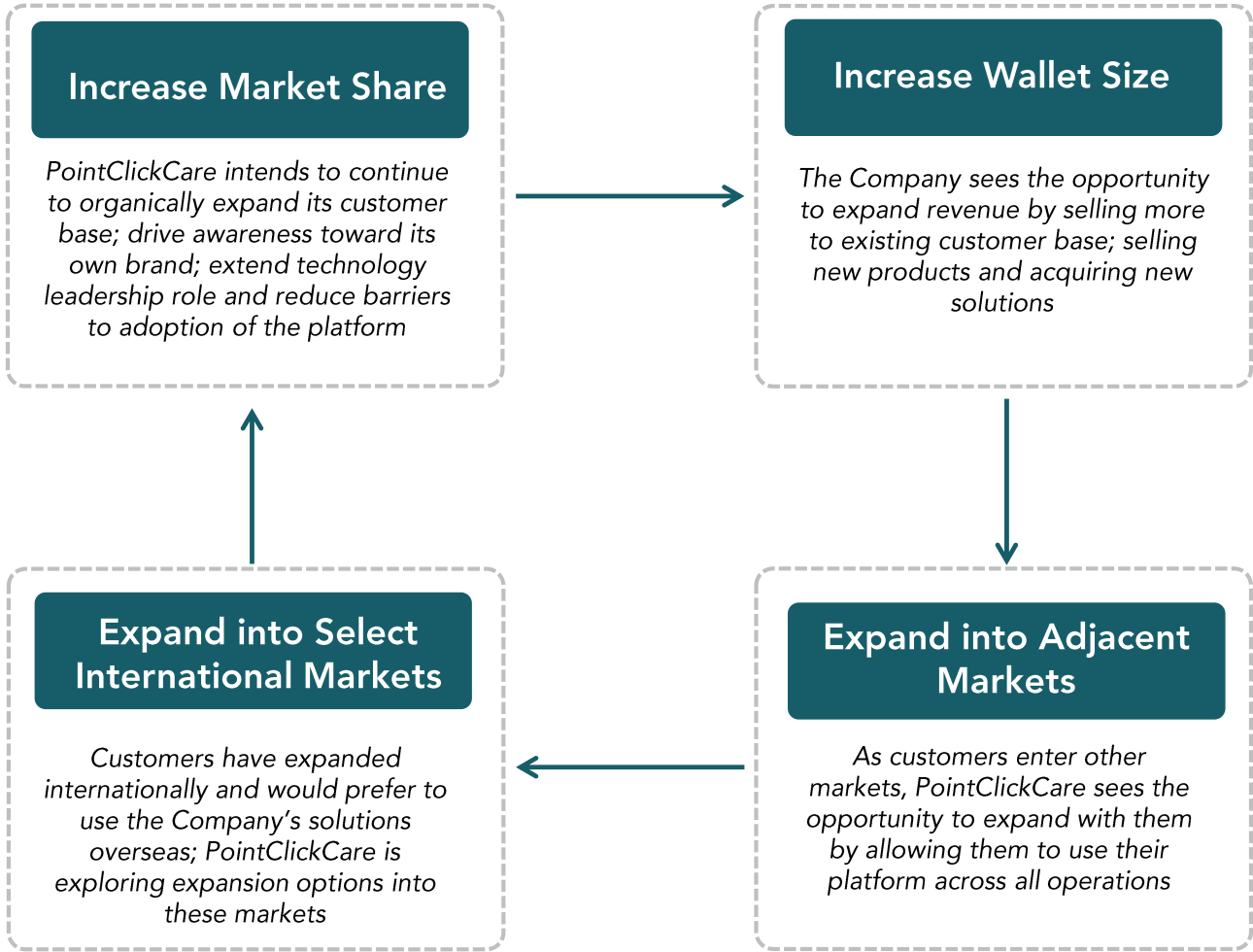
The senior care industry is highly regulated on the state and federal levels. Increased governmental focus on improving the quality of healthcare systems would necessitate greater levels of administrative oversight and potentially raise costs and decrease operating margins of senior care providers.

## Competitive Strengths



- PointClickCare is specifically built for the senior care industry and is engineered by a team deeply familiar with the operational needs and processes of the industry
- The senior care industry is a unique combination of healthcare, residential, nutrition and hospitality industries and the Company's solutions are tailored to its needs
- PointClickCare's solutions offer a comprehensive platform that enable users to manage the core functions of their operations using the Company as their system of record
- The platform is embedded throughout customer workflows from bedside care to billing and financial management and offers integrated add-on applications
- The Company's solutions use a multi-tenant architecture which allows multiple users to leverage hardware and software infrastructure while maintaining the data securely
- The solution is available in all 50 states in the U.S. and in 8 provinces in Canada and is easily adjusted to support changing billing and regulatory requirements
- PointClickCare's solutions allow users to manage multiple facilities serving tens of thousands of patients and the ability to grow as new facilities are opened
- The platform allows users to combine data and reporting from facilities to centralize billing and other back office functions
- The platform gives senior care providers access to comprehensive historical patient records that allow for more effective and efficient care
- The platform is designed to serve as the system of record for senior care providers, enabling senior care providers to effectively manage their businesses and to address critical industry challenges





# PointClickCare Raises \$85 million in Financing

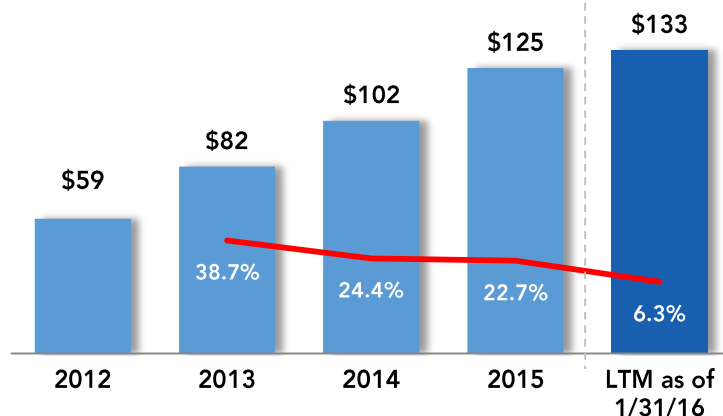
FT PARTNERS RESEARCH

## Financial Overview

**PointClickCare®**

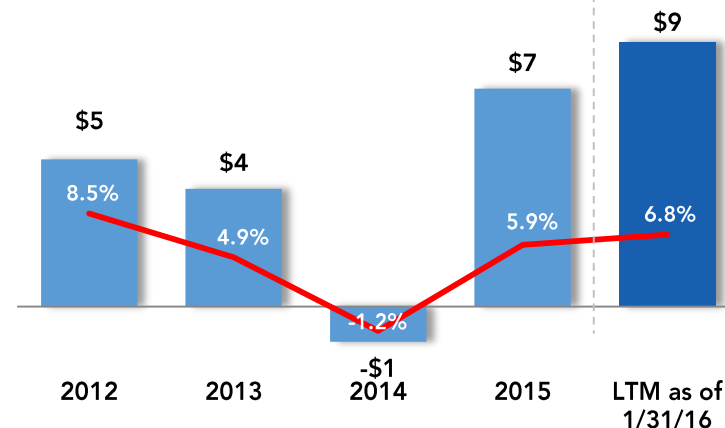
### Revenue / % Growth<sup>(1)</sup>

(\$ in mm)



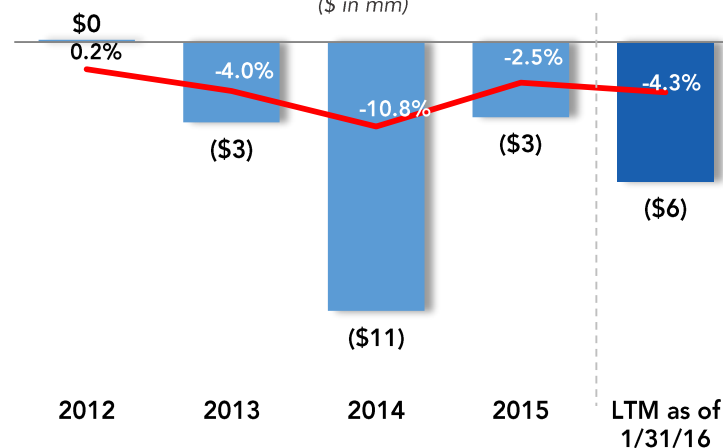
### Adjusted EBITDA<sup>(1)</sup> / % Margin<sup>(1)</sup>

(\$ in mm)

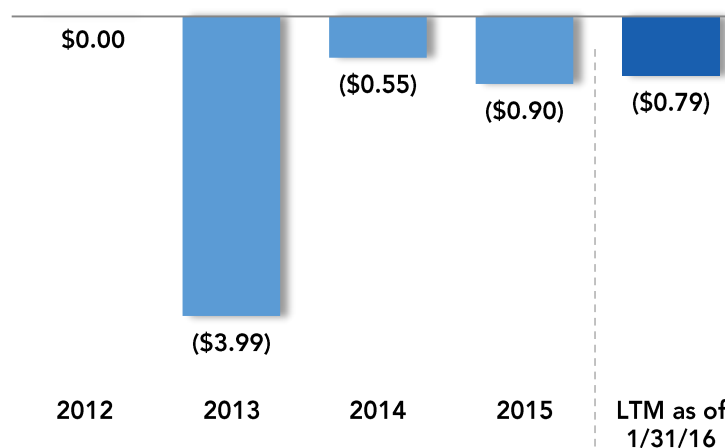


### Net Income / % Margin<sup>(2)</sup>

(\$ in mm)



### Diluted EPS / % Growth<sup>(1)</sup>



Source: SEC Filings, CapIQ, Thomson Reuters

(1) Adjusted EBITDA consists of EBITDA plus non-cash stock-based compensation expense, the loss from the misappropriation of assets by a former employee and lease abandonment charges

(2) Fiscal year ends on October 31

# PointClickCare Raises \$85 million in Financing

FT PARTNERS RESEARCH

## Dragoneer Investment Group Overview

PointClickCare®

### Overview

## DRAGONEER



**Marc Stad**  
Founder & Partner



**Pat Robertson**  
Partner



**Daniel Gillespie**  
Vice President



**Kelland Reilly**  
Vice President

### Locations

- San Francisco, CA (HQ)
- Fort Worth, TX

### About

- Dragoneer is a long-only private investment firm founded in 2013
- Comfortable investing across a wide variety of technology verticals and company stages
- Has the ability to participate in Series A transactions, but also participates in large late-stage financings in high-growth companies
- Has invested in notable companies including Airbnb, Domo, Flipkart and Wealthfront
- Primarily invests in internet retail and e-commerce, but also invests in FinTech companies that leverage data and analytics

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$160 mm
<b>Fund Raised:</b>	NA
<b>Investment Range:</b>	NA
<b>Revenue:</b>	NA
<b>EBITDA:</b>	NA

#### General Preferences <sup>1</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	Global
<b>Transaction Type:</b>	Venture, Growth, Secondary, Debt
<b>Industry Focus:</b>	Software, Internet, Consumer, Business Services, E-Commerce

### Selected Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
10/16	AmWINS (Growth)	NA	NA	Ins
10/14	Wealthfront (Series F)	64	NA	CapMkts
02/14	VivaReal (Series B)	13	NA	Bankg
02/14	Domo (Series D)	125	NA	FMS

#### Other Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
05/16	Snapchat (Series F)	\$1,810	NA	Social Platform
03/16	Spotify (Convertible Debt)	1,000	NA	Music
02/16	Wevr (Series B)	20	NA	VR
11/15	Dollar Shave Club (Unilever)*	91	NA	E-Comm
08/15	Loggi Technology (Early-Stage VC)	14	NA	Telecom
07/15	Bluestone (Series C)	16	NA	Retail
04/15	ZopNow (Series B)	10	NA	Retail
12/14	Instacart (Series C)	220	NA	E-Comm
08/14	The Honest Company (Series C)	70	NA	Retail
08/14	NeonMob (Seed)	2	NA	Social Platform
06/14	Onapsis (Series A)	10	Marc Stad	Security

Source: Company website, PitchBook

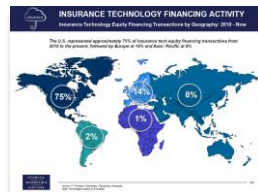
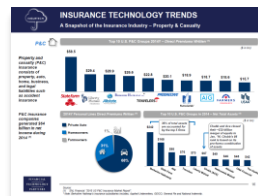
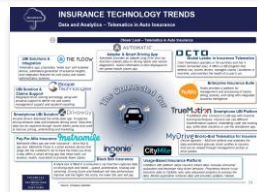
1) Italics indicate preferred control / geography

3) Deal Amount in mm

2) \* denotes M&A exit; \*\* denotes IPO exit

## FT Partners Research – InsurTech Industry Report

### Prepare for the InsurTech Wave: Overview of Key Insurance Technology Trends



**FT Partners' 268-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

**Please visit our [website](#) for more proprietary FinTech Research & Follow FT Partners on [Twitter](#) and [LinkedIn](#) for real time updates on our Research Publications**

## Selected FT Partners' Research – Click to View

October 21, 2015

Financial Technology Partners  
FTP Securities LLC

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

**insureon**

in its \$31,000,000 equity capital raise led by

**OAK HC/FT**

Courtesy of:

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Focused Exclusively on FinTech

San Francisco • New York

www.ftpartners.com

Financial Technology Partners  
100 Market St., 27th Floor  
San Francisco, CA 94105  
Tel: 415.353.8500

Steve McLaughlin  
Managing Partner  
Tel: 415.353.8500

steve.mclaughlin@ftpartners.com

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

October 15, 2015

FINANCIAL TECHNOLOGY PARTNERS  
FTP Securities LLC

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

**-benaissance**

in its sale to

**wex**

for a total consideration of  
**\$80,000,000**

Courtesy of:

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Steve McLaughlin  
Managing Partner  
Tel: 415.353.8500

steve.mclaughlin@ftpartners.com

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

September 29, 2016

Financial Technology Partners

FT Partners Research – Transaction Profile

**sedgwick**

secures  
**\$500 million**  
in financing from

**Caisse de dépôt et placement  
du Québec**

Courtesy of:

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Tel: 415.353.8500

Steve McLaughlin  
Managing Partner  
Tel: 415.353.8500

steve.mclaughlin@ftpartners.com

**Sedgwick Secures \$500 million in Financing**

October 13, 2016

Financial Technology Partners  
FT Partners Research – Transaction Profile

**AmWINS**  
Group, Inc.

secures an investment from  
**DRAGONEER**

valuing the Company at  
**\$2.6 billion**

Courtesy of:

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**AmWINS Secures an Investment from Dragoneer**

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December 8, 2016

**Lemonade**

Lemonade Raises \$34 million in Series B Financing  
Led by General Catalyst Partners

**General Catalyst  
Partners**

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**Lemonade Raises \$34 million in Series B Financing**

FT PARTNERS FINTECH INDUSTRY RESEARCH

January 26, 2017

**McKesson**

McKesson Acquires CoverMyMeds  
for  
**\$1.4 billion**

**covermymeds®**

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**McKesson Acquires CoverMyMeds for \$1.4 billion**

FT PARTNERS FINTECH INDUSTRY RESEARCH

January 11, 2017

**Namely**

Namely Raises \$50 million in Series D Financing  
Led by Altimeter Capital and Scale Venture Partners

**ALTIMETER** **SCALE**  
Venture Partners

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**Namely Raises \$50 million in Series D Financing**

FT PARTNERS FINTECH INDUSTRY RESEARCH

January 24, 2017

**NUNA**

Nuna Raises \$90 million in Financing  
Led by Kleiner Perkins Caufield & Byers

**KPCB** **KLEINER PERKINS CAUFIELD BYERS**

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**Nuna Raises \$90 million in Financing**

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## FT Partners is the Leader in Financial Technology Investment Banking

### 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 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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### 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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### Sales Automation Technology & Platform

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

**MOELIS CAPITAL PARTNERS**



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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



valued at approximately

**\$ 1,300,000,000**



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### Auto Finance and Insurance Solutions

Financial Technology Partners LP  
FTP Securities LLC

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



on its sale to an Affiliate of



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### Agency Management / Marketing Technology

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sole strategic and financial advisor to



in its sale of

Zywave Insurance Solutions  
to



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### Life & Annuity Technology Solutions

Financial Technology Partners LP  
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sole strategic and financial advisor to



in its sale to



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### Online Small Business Insurance

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in its acquisition of



a subsidiary of



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### SaaS / Claims for Property & Contents

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in its sale to



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## 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











Middle Market Financing Awards

2016	<ul style="list-style-type: none"> <li><b>Investment Banking Firm of the Year</b></li> <li><b>Cross Border Deal of the Year</b></li> </ul>
2015	<ul style="list-style-type: none"> <li><b>Dealmaker of the Year</b></li> <li><b>Technology Deal of the Year</b></li> </ul>
2014	<ul style="list-style-type: none"> <li><b>Equity Financing Deal of the Year</b></li> <li><b>Professional Services Deal of the Year, Above \$100mm</b></li> </ul>
2012	<ul style="list-style-type: none"> <li><b>Dealmaker of the Year</b></li> <li><b>Professional Services Deal of the Year, Above \$100mm</b></li> </ul>
2011	<ul style="list-style-type: none"> <li><b>Boutique Investment Bank of the Year</b></li> <li><b>Deal of the Decade</b></li> <li><i>10 Deal of the Year Nominations Across 9 Categories</i></li> </ul>
2010	<ul style="list-style-type: none"> <li><b>Upper Middle Market Deal of the Year, Above \$500 mm</b></li> <li><b>IT Services Deal of the Year, Below \$500mm</b></li> <li><b>Cross-Border Deal of the Year, Below \$500mm</b></li> </ul>
2007	<ul style="list-style-type: none"> <li><b>Dealmaker of the Year – Steve McLaughlin</b></li> <li><b>Business to Business Services Deal of the Year</b></li> <li><b>Computer and Information Technology Deal of the Year, Above \$100mm</b></li> <li><b>Financial Services Deal of the Year, Above \$100mm</b></li> </ul>
2015	<ul style="list-style-type: none"> <li>Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List</li> </ul>
2006 - 2008	<ul style="list-style-type: none"> <li>Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology</li> </ul>
2008	<ul style="list-style-type: none"> <li><b>Equity Financing Dealmaker of the Year – Steve McLaughlin</b></li> <li><b>Information Technology Deal of the Year</b></li> <li><b>Financial Services Deal of the Year</b></li> </ul>
2006	<ul style="list-style-type: none"> <li><b>Financing Professional of the Year – Steve McLaughlin</b></li> <li><i>Financing Deal of the Year - Equity</i></li> <li><i>Financing Deal of the Year - Debt</i></li> </ul>



## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York and San Francisco from 1995-2002</li> <li>Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	22
<b>Larry Furlong</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York, London and Los Angeles beginning in 1995</li> <li>Wharton M.B.A.</li> </ul>	22
<b>Greg Smith</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht &amp; Quist</li> <li>20+ years of experience covering FinTech as both an Analyst and Investment Banker</li> </ul>	21
<b>Osman Khan</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Former Managing Director / Head of FIG M&amp;A at Alvarez &amp; Marsal</li> <li>15+ years FIG deal, consulting and assurance experience at PwC</li> <li>40 Under 40 M&amp;A Advisor Award Winner in 2013</li> <li>LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA)</li> </ul>	20
<b>Steve Stout</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Former Global Head of Strategy at First Data</li> <li>Formerly Led J.P. Morgan Payments Investment Banking</li> <li>Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank</li> </ul>	19
<b>Tim Wolfe</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>Started at FT Partners in 2002</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	15
<b>Timm Schipporeit</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London</li> <li>Formerly a Venture and Growth Investor focused on FinTech at Index Ventures</li> </ul>	13
<b>Andrew McLaughlin</b> <i>Managing Director, Research &amp; Business Development</i>		<ul style="list-style-type: none"> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	11