

Quarterly Industry Update

As of June 30, 2015

Industry: Insurance Management

Industry Summary

Cogent Valuation identified publicly traded companies, IPOs, and recent M&A transactions within the Insurance Management industry, which provides a basis for market and transaction pricing that can be used by your firm in estimating market sentiment and its impact on your firm's value. Since June 30, 2014, the median 52-week share price return of the Insurance Management industry has decreased by -11.6%. In the last quarter, the median price-to-earnings multiple decreased from 35.0x to 29.7x.

Comparable Public Company Key Statistics

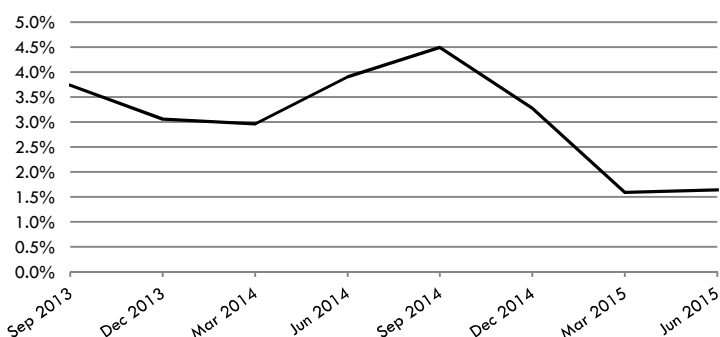
Median 52-Week Return	-11.6%	Median EV/Revenue Multiple	3.2x	Median Price/Earnings Multiple	29.7x
Median 3-Year CAGR Return	10.2%	Median EV/EBITDA Multiple	14.6x	Median EV/Gross CF Multiple	27.6x

Comparable Public Company Market Price Returns (As of June 30, 2015)

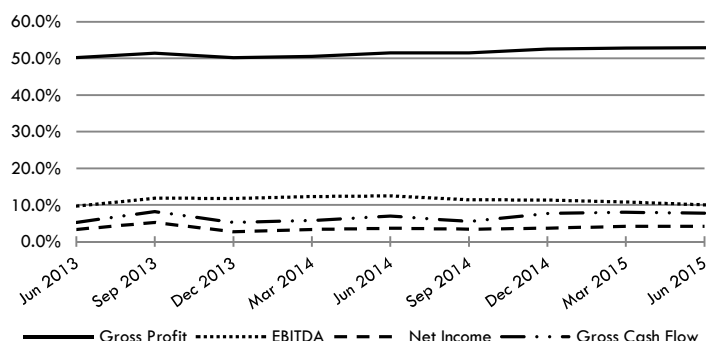
	YTD	3 Month	1 Year	2 Year	3 Year	5 Year	2014	2013	2012	2011	2010
Cerner Corporation	6.8%	-5.7%	33.9%	19.9%	18.7%	29.5%	16.0%	43.8%	26.5%	29.3%	14.9%
MAXIMUS, Inc.	19.9%	-1.5%	52.8%	32.9%	36.4%	35.4%	24.7%	39.2%	52.9%	26.1%	31.2%
Allscripts Healthcare Solutions, Inc.	7.1%	14.4%	-14.8%	2.8%	7.8%	-3.2%	-17.4%	64.1%	-50.3%	-1.7%	-4.7%
athenahealth, Inc.	-21.4%	-4.0%	-8.4%	16.3%	13.1%	34.4%	8.3%	83.5%	49.2%	19.9%	-9.4%
WebMD Health Corp.	12.0%	1.0%	-8.3%	22.8%	29.2%	-0.9%	0.1%	175.5%	-61.8%	-26.5%	32.7%
Independence Holding Co.	-5.4%	-2.9%	-6.7%	5.6%	10.2%	19.4%	3.4%	41.7%	28.8%	0.1%	40.0%
CorVel Corporation	-14.0%	-6.9%	-29.1%	4.6%	9.3%	13.6%	-20.3%	108.3%	-13.3%	6.9%	44.2%
HMS Holdings Corp.	-18.8%	11.1%	-15.9%	-14.2%	-19.8%	-1.0%	-6.9%	-12.4%	-18.9%	48.1%	33.0%
Hooper Holmes Inc.	-63.0%	-63.4%	-74.5%	-27.3%	-31.7%	-19.7%	-2.8%	33.5%	-33.8%	-14.3%	-32.7%
Workday, Inc.	-6.4%	-9.5%	-15.0%	9.2%	N/A	N/A	-1.9%	52.6%	N/A	N/A	N/A
Guidewire Software, Inc.	4.5%	0.6%	30.2%	12.2%	23.5%	N/A	3.2%	65.1%	N/A	N/A	N/A
Solera Holdings Inc.	-12.9%	-13.7%	-33.6%	-10.5%	2.2%	4.2%	-27.7%	32.3%	20.0%	-13.2%	42.5%
Median of Industry Public Companies	-5.9%	-3.5%	-11.6%	7.4%	10.2%	8.9%	-0.9%	48.2%	3.4%	3.5%	31.9%

(Multiple year periods are calculated as the average annual return.)

Median Quarterly Revenue Growth of All Insurance Management Companies



Median Gross Profit, EBITDA, Net Income and Gross Cash Flow Margins



Median Public Company Multiples of the Insurance Management Industry

Date:	6/30/2013	9/30/2013	12/31/2013	3/31/2014	6/30/2014	9/30/2014	12/31/2014	3/31/2015	6/30/2015
EV/Revenues Multiple	2.5x	2.4x	3.2x	3.3x	3.6x	3.2x	2.9x	3.1x	3.2x
EV/EBITDA Multiple	14.4x	13.2x	16.0x	14.3x	14.9x	13.1x	13.9x	15.3x	14.6x
Price/Earnings Multiple	31.1x	32.5x	29.1x	38.1x	34.6x	31.6x	29.2x	35.0x	29.7x
EV/Gross Cash Flows Multiple	23.1x	28.1x	24.5x	23.1x	29.4x	22.2x	29.9x	30.0x	27.6x

This industry research is provided at no charge to Cogent Valuation's clients. Research or detailed information not covered in this report can be obtained for a fee. Contact [Steven Kam](mailto:Steven.Kam@CogentValuation.com) at 415-392-0888 for additional information or questions in connection with this research report. Copyright © 2015 Cogent Valuation. All Rights Reserved.

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As of June 30, 2015

Industry: Insurance Management



Industry Initial Public Offerings (dollars in millions, except share prices)

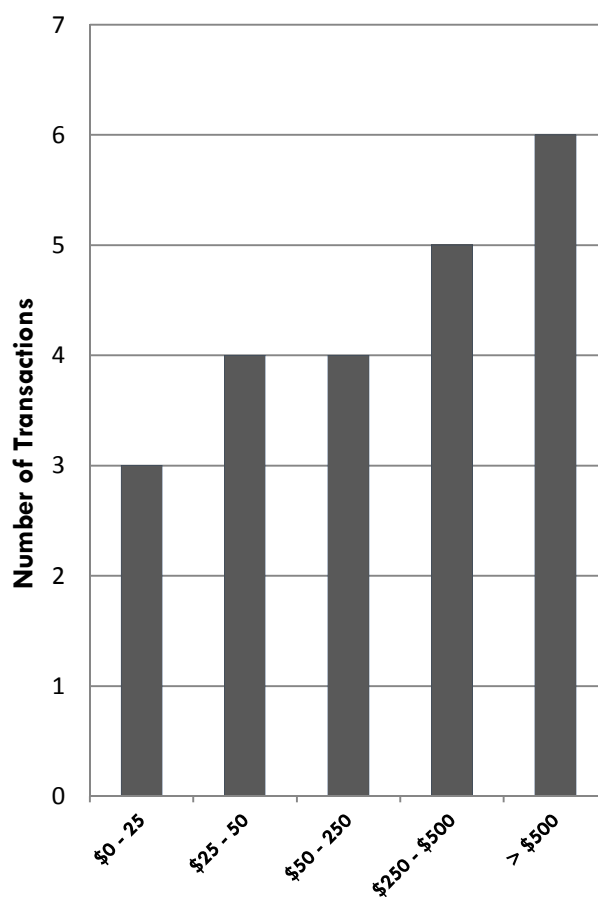
Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
7/30/2014	HealthEquity, Inc.	\$14.00	9.1	\$127.4	\$55.9	\$0.0	\$67.6	\$18.6	\$2.2	\$19.5
10/11/2012	Workday, Inc.	\$28.00	22.8	\$637.0	\$267.2	\$16.1	\$199.1	(\$75.8)	(\$90.3)	(\$62.7)
1/24/2012	Guidewire Software, Inc.	\$13.00	8.9	\$115.1	\$102.8	\$0.0	\$190.2	\$25.9	\$38.5	\$27.8
9/19/2007	athenahealth, Inc.	\$18.00	6.3	\$113.2	\$4,453.7	\$2,288.3	\$6,889.8	\$416.9	\$59.7	\$421.7
5/10/2007	Solera Holdings Inc.	\$16.00	26.3	\$420.0	\$1,261.6	\$878.9	\$443.5	\$129.2	(\$54.6)	\$144.3
2/10/1999	WebMD Health Corp.	\$8.00	5.0	\$40.0	\$79.9	\$3.5	\$48.8	(\$38.8)	(\$54.0)	(\$22.7)
6/12/1997	MAXIMUS, Inc.	\$16.00	5.3	\$84.0	\$47.1	\$0.4	\$151.6	\$17.2	\$17.4	\$17.5
Median of All IPOs		nm	nm	\$115.1	\$102.8	\$3.5	\$190.2	\$18.6	\$2.2	\$19.5

nm: not meaningful

Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date	Target	Acquirer	Transaction Size	% Bought
6/24/2015	Sage Technologies Co.	Arcadia Solutions, LLC	\$28.0	100%
6/12/2015	InsureLinx, Inc.	Patriot Technology Solutions,	\$6.0	100%
4/17/2015	Vikaran Solutions LLC	Patriot Technology Solutions,	\$8.5	100%
12/18/2014	Total Objects Limited	Xchanging plc	\$36.0	100%
6/13/2014	Health Advocate, Inc.	West Corporation	\$265.0	100%
4/1/2014	Summit Holding SE	American Financial Group	\$260.0	100%
3/7/2014	KnowledgePoint360	Ashfield Healthcare, LLC	\$144.0	100%
3/3/2014	Groupe AST	Morneau Shepell Inc.	\$28.9	100%
2/17/2014	MultiPlan, Inc.	Partners Group Holding	\$4,400.0	100%
1/1/2014	The Frankel Group LLC	Huron Consulting Group	\$18.0	100%
11/21/2013	Passport Health	Experian plc	\$850.0	100%
10/18/2013	Faneuil, Inc.	ALJ Regional Holdings, Inc.	\$52.5	100%
10/1/2013	Restat, LLC	Catamaran Corporation	\$409.5	100%
5/1/2013	Managed Health Care	Roper Industries, Inc.	\$1,000.0	100%
12/21/2012	Metropolitan Health Networks	Humana Inc.	\$795.6	100%
11/1/2012	HealthCare Partners, LLC	DaVita Inc.	\$4,693.0	100%
10/1/2012	J. A. Thomas & Associates Inc.	Nuance Communications	\$265.0	100%
9/28/2012	Quadramed Quantim Corp.	Nuance Communications	\$230.0	100%
8/15/2012	Fidelity National Info.	Lightyear Capital LLC	\$335.0	100%
8/1/2012	CareSource Michigan	McLaren Health Plan, Inc.	\$27.0	100%
6/5/2012	Truven Health Analytics	Veritas Capital	\$1,250.0	100%
5/31/2012	Access Plans, Inc.	Affinity Insurance Services	\$69.5	100%
Median of All Transaction Targets			\$245.0	100%

Size of Merger and Acquisition Transactions (dollars in millions)



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