

Q4: Quarterly Industry Update

AS OF December 31, 2019

cogent valuation
FINANCIAL OPINIONS

Investment Advisory

INDUSTRY SUMMARY

COGENT VALUATION identified **Investment Advisory** publicly traded companies, IPOs, and recent M&A transactions within the Investment Advisory 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. Over the last year since December 31, 2018, the median 52-week share price return of the Investment Advisory industry was -8.4%. Between December 31, 2017 and December 31, 2019, the median EV/EBITDA multiple decreased from 9.0 to 7.2. Furthermore, the median price-to-earnings multiple decreased from 18.2 to 16.2 over the same period. The median revenue growth and EBITDA margins for the industry for the quarter were 0.8% and 28.2%, respectively.

Public Company Key Statistics

Median 52-Week
Return

-8.4%

Median 3-Year CAGR
Return

.4%

Median EV/Revenue
Multiple

2.4x

Median EV/EBITDA
Multiple

7.2x

Median Price/Earnings
Multiple

16.2x

Median EV/Gross CF
Multiple

12.1x

Comparable Public Company Market Price Returns as of December 31, 2019

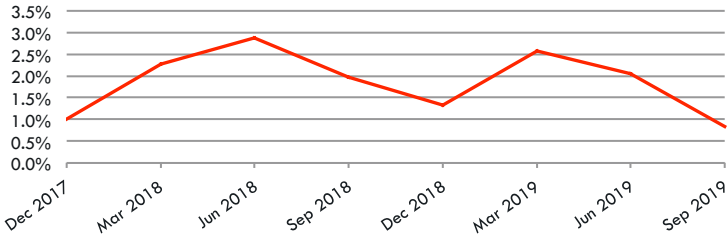
	2019	3 Month	1 Year	2 Year	3 Year	2018	2017	2016
AllianceBernstein Holding L.P.	7.2%	7.2%	17.5%	2.5%	-2.2%	-1.7%	-7.7%	21.0%
Ameriprise Financial, Inc.	-12.7%	-12.7%	14.1%	26.2%	6.4%	4.2%	-19.5%	15.0%
Cohen & Steers, Inc.	-14.0%	-14.0%	1.7%	24.6%	0.9%	10.2%	-27.6%	5.0%
Diamond Hill Investment Group, Inc.	0.0%	0.0%	6.2%	4.6%	19.9%	11.3%	36.9%	16.6%
Legg Mason, Inc.	-3.2%	-3.2%	12.6%	3.4%	-8.4%	-23.8%	-26.5%	22.7%
Oaktree Capital Group, LLC	-5.9%	-5.9%	-12.6%	-6.1%	-2.7%	-21.4%	-7.9%	-11.9%
Pzena Investment Management, Inc	4.3%	4.3%	13.1%	11.4%	4.5%	29.2%	-9.1%	-19.6%
SEI Investments Co.	4.2%	4.2%	48.5%	17.1%	19.1%	-5.8%	30.9%	15.3%
Silvercrest Asset Management Group	-5.3%	-5.3%	14.3%	16.2%	2.2%	10.6%	-24.0%	-8.2%
Waddell & Reed Financial, Inc.	-9.5%	-9.5%	18.9%	-11.7%	-27.0%	-31.9%	-42.5%	-23.5%
Westwood Holdings Group, Inc.	-14.7%	-14.7%	5.8%	12.7%	5.9%	15.2%	-15.7%	-0.1%
WisdomTree Investments, Inc.	-26.9%	-26.9%	1.0%	-10.5%	-3.6%	-29.0%	0.0%	-11.5%
Median of Industry Public Companies	-5.6%	-5.6%	12.8%	8.0%	1.6%	1.3%	-12.4%	2.4%

Multiple year periods are calculated as the average annual return.

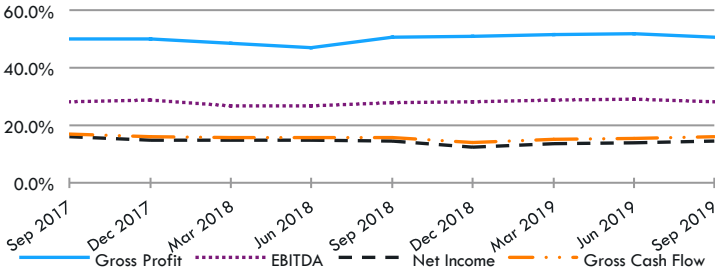
■ Highest Return
 ■ Lowest Return
 ■ Median Return

Industry Revenue Growth and Profit Margins for the Past Two Years

Median Quarterly Revenue Growth of All Investment Advisory Companies



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



Public Company Median Multiples by Quarter

	12/31/19	9/30/19	6/30/19	3/31/19	12/31/18	9/30/18	6/30/18	3/31/18
EV/Revenues Multiple	2.4x	3.4x	2.8x	3.3x	3.4x	2.9x	2.9x	3.2x
EV/EBITDA Multiple	7.2x	9.2x	8.7x	8.9x	8.7x	9.1x	9.0x	9.2x
Price/Earnings Multiple	16.2x	18.1x	19.7x	20.3x	13.8x	14.1x	14.9x	15.6x
EV/Gross Cash Flows Multiple	12.1x	13.1x	16.3x	16.3x	16.4x	13.8x	14.6x	13.9x

■ Highest Multiple
 ■ Lowest Multiple
 ■ Median Multiple

Industry Initial Public Offerings—Investment Advisory (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
12/20/19	China Renaissance Holdings Limited	\$4.05	250.0	\$7.6	\$35.0	N/A	\$0.0	NA	\$0.7	\$1.9
11/11/19	Evans Dixon Limited	\$1.88	11.7	\$152.1	\$2,074.3	\$483.9	\$409.6	\$1.7	\$10.7	N/A
10/21/19	Amasse Capital Holdings Limited	\$0.03	16.7	\$19.4	\$693.0	\$0.0	\$12.2	\$130.4	\$103.8	N/A
9/7/19	Victory Capital Holdings, Inc.	\$13.00	5.7	\$65.6	\$220,850.0	\$26.4	\$56.4	\$2.7	\$766.2	\$1,297.4
3/11/19	Harwood Wealth Management Group plc	\$1.17	11.1	\$200.0	\$287.6	N/A	\$12.2	NA	\$0.0	\$51.9
9/8/18	Tristate Capital Holdings, Inc.	\$11.50	65.2	\$1,271.2	\$45,498.0	\$901.0	\$56.4	NA	N/A	N/A
5/8/18	PennyMac Financial Services, Inc.	\$18.00	11.1	\$331.6	\$66.1	\$0.3	\$346.6	\$1,297.4	(\$34.1)	\$199.0
6/29/17	Median of all IPOs	nm	nm	\$152.1	\$693.0	\$245.8	\$168.2	\$123.7	\$5.7	\$125.5

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

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/ Revenues
12/23/19	Global Investment House K.S.C.	KAMCO Investment Company K.S.C.P.	\$157.6	100%	N/A	0.0x
11/19/19	Financial Engines, Inc.	Edelman Financial Services	\$3,030.0	87%	N/A	N/A
11/17/19	Winthrop Corporation	Khandwala Capital Management, Inc.	\$6.0	100%	\$1.8	0.0x
10/2/19	Notenstein La Roche Privatbank AG	Vontobel Holding AG	\$705.8	100%	\$62.0	N/A
9/1/19	Friends First Holdings Limited	Aviva plc	\$153.0	100%	N/A	N/A
5/24/19	SOFIA Gestione del Patrimonio SGR S.p.a.	Azimut Capital Management	\$6.0	100%	\$200.6	N/A
3/19/18	AE Financial Services Ltd	Harwood Wealth Management	\$6.5	100%	N/A	0.0x
12/16/18	Hargreave Hale Limited	Canaccord Genuity Wealth	\$102.9	100%	\$10.3	N/A
11/4/18	Evans	Succession Advisory Services	\$27.3	100%	N/A	N/A
8/9/16	Calamos Asset Management Inc.	Gold Castle Group Limited	\$201.6	100%	N/A	3.2x
2/2/16	RI Advice Group Pty Ltd	AZ Next Generation Advisory	\$5.4	100%	N/A	0.0x
2/1/16	The Mutual Fund Store, LLC	Blucora, Inc.	\$579.6	100%	N/A	0.0x

■ USA
 ■ International

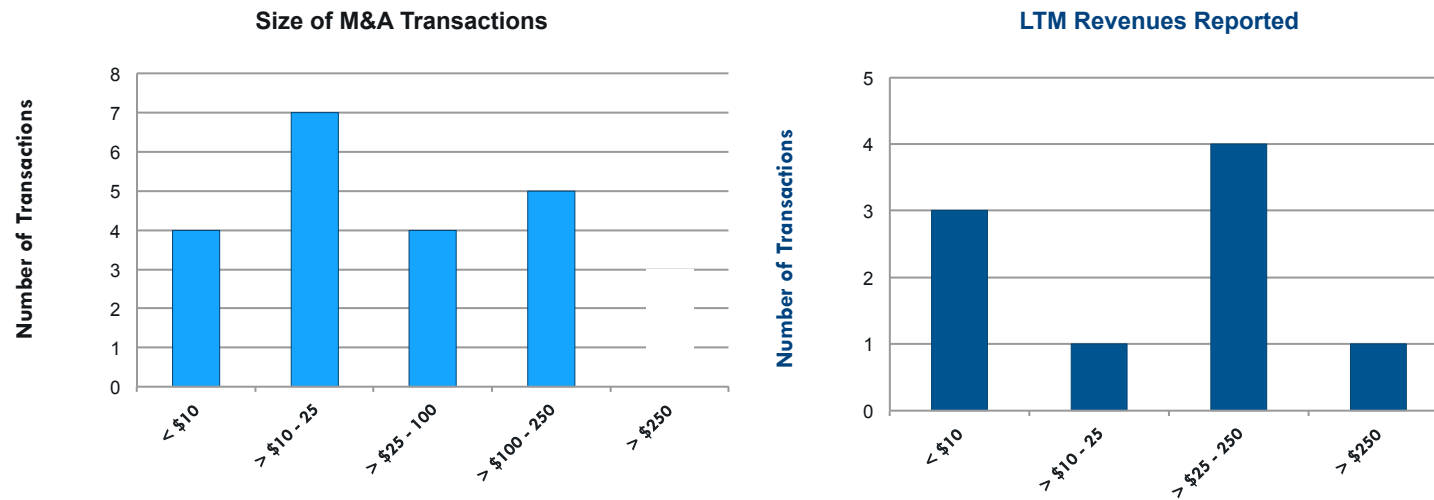
(Continued on next page)

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

(Continued from previous page)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/ Revenues
10/30/15	Samson Capital Advisors LLC	Fiera Capital Corporation	\$48.5	100%	N/A	N/A
9/30/15	Finter Bank Zürich AG	Vontobel Holding AG	\$82.0	100%	N/A	N/A
9/20/15	Finter Bank Zürich AG	Cathay Life Insurance	\$240.0	100%	N/A	N/A
8/31/15	Conning & Company Inc.	Savills Investment Mgmt.	\$22.9	100%	\$46.4	0.0x
7/31/15	Savills Fund Management	ALPS Holdings, Inc.	\$65.0	100%	N/A	N/A
5/29/15	Red Rocks Capital LLC	ZICO Holdings Inc.	\$6.3	100%	N/A	N/A
4/30/15	Entrust Private Wealth	AFH Financial Group Plc	\$6.3	100%	\$4.7	0.0x
4/1/15	DNCA Finance	Zico HOlodings	\$102.6	100%	\$46.4	0.0x
	Median of the 20 M&A Transaction Targets		\$48.5	100%	\$46.4	0.0x

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



Definitions of Financial Terms Used in this Quarterly Industry Update:

Enterprise Value (EV): Market Value of Equity + Market Value of Debt —Cash

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA): Referred to as operating profit or operating earnings.

Gross Cash Flows: Net Income + Depreciation and Amortization Expense

Latest Twelve Months (LTM): Financial information is as of the latest twelve months through the date of this Quarterly Industry Update.

Disclosures and Limitations: This research report is for informational and discussion purposes only. Information presented herein is not investment advice of any kind to any person and does not constitute a recommendation as to the purchase or sale of any interests or as to any other course of action. General, financial, and statistical information concerning the details of this report and related industry are from sources Cogent Valuation believes to be reliable. Cogent Valuation has accurately reflected such information in this research report; however, Cogent Valuation makes no representation as to the sources' accuracy or completeness and has accepted this information without further verification. Neither all nor any part of the content of this report may be conveyed to the public through advertising, public relations, news, sales, mail, direct transmittal, or other media without the prior written consent of Cogent Valuation. Cogent Valuation's research is as of the date reported herein. Cogent Valuation has no affiliation with any of the companies comprising the industry used as a basis for research in this report, nor does Cogent Valuation hold any investments in the companies listed herein. The content of this report may be used, in part, as a basis for any work that Cogent Valuation performs for you in the future at the sole discretion of Cogent Valuation. THIS REPORT IS NOT TO BE USED OR CONSIDERED UNDER ANY CIRCUMSTANCE BY ANYONE AS INVESTMENT ADVICE.

COGENT VALUATION is a nationally recognized full service business valuation firm that has provided independent valuation and financial advisory opinions in thousands of situations since 1991. These assignments include the valuation of companies and pass-through entities, their securities, and their intangible assets ranging in size from small, closely-held businesses and start-ups, to corporations with market values over a billion dollars, covering almost every industry and all types of transactions. With the collective backgrounds of our managing directors and professional staff, Cogent Valuation brings substantial large deal experience to bear on our middle market transaction opinions. Cogent Valuation utilizes proprietary research, intensive due diligence, and the experience and insights of its professionals to produce thoughtful, well-documented opinions that have consistently withstood the scrutiny of clients and their advisors, investors, regulators, and courts.

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 at 415-392-0888 or kam@cogentvaluation.com** for additional information or questions in connection with this research report.