



HOULIHAN LOKEY

SPECIALTY FINANCE

MARKET UPDATE | WINTER 2022



Houlihan Lokey Specialty Finance Market Update

Dear Clients and Friends,

We are pleased to present our Specialty Finance Market Update for the winter of 2022.

We hope you and your families had a great holiday season and start to the new year. As always, please reach out if you'd like to connect or brainstorm any current needs or relevant topics with us. Despite recent public market volatility, we continue to see strong appetite for differentiated platforms from both strategic and financial buyers/investors and expect a lot of deal activity in 2022 as the seller's market continues.

As in prior newsletters, we have included select recent transaction announcements, a public markets overview, and industry insights to help you stay ahead in our dynamic and constantly evolving industry. We hope you find this quarterly update to be informative and that it serves as a valuable resource to you in staying abreast of the market. We look forward to staying in touch and hopefully getting together soon for a drink/coffee/lunch and to enjoy some nice spring weather!

Best regards,



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Specialty Finance Subverticals Covered

ABL/FACTORING	AUTO FINANCE	CREDIT CARDS
DEBT BUYING/COLLECTION	EQUIPMENT LEASING	HEALTHCARE FINANCE
INSTALLMENT LOANS	LITIGATION FINANCE	PAYDAY LENDING/PAWN
POINT-OF-SALE FINANCE	PREMIUM FINANCE	SOLAR/HIP
SMALL BUSINESS LOANS	STUDENT LENDING	TRANSPORTATION FINANCE

HLI
LISTED
NYSE

Houlihan Lokey is the trusted advisor to more top decision-makers than any other independent global investment bank.

No. 1 Advisor to Specialty Finance Companies

**2017–2021 M&A Advisory Rankings
All U.S. Specialty Finance Transactions**

Rank	Advisor	Deals
1	Houlihan Lokey	40
2	Stifel/Keefe, Bruyette & Woods	20
3	Piper Sandler	19
4	Hovde Group	17
5	Credit Suisse (USA)	15
6	Morgan Stanley	14
6	J.P. Morgan	14
6	Wells Fargo	14
9	Barclays Capital	12
10	Citigroup Global Markets	11

Source: S&P Global Market Intelligence.

**2012–2021 M&A Advisory Rankings
All U.S. Specialty Finance Transactions**

Rank	Advisor	Deals
1	Houlihan Lokey	92
2	J.P. Morgan	42
3	Piper Sandler	40
4	Stifel/Keefe, Bruyette & Woods	37
5	Credit Suisse (USA)	33
6	Barclays Capital	32
7	BofA Securities	31
8	Citigroup Global Markets	28
9	Wells Fargo	23
10	Goldman Sachs	22

Source: S&P Global Market Intelligence.

Exceptional Qualifications in Specialty Finance (Select Transactions)

2020/2021

 has transferred its student loan servicing contract with the U.S. Department of Education and associated operations to Sellside Advisor	 Term Loan & Delayed Draw Term Loan Refinancing & Growth Financing \$85,000,000 Exclusive Placement Agent	 has received an investment from Sellside Advisor	 has been acquired by Sellside Advisor	 Growth Equity \$40,000,000 Preferred Equity Exclusive Placement Agent	 has been acquired by Sellside Advisor	 a subsidiary of: has completed the sale of certain assets to Sellside Advisor	 Series A Senior Secured Notes Growth Capital \$50,000,000 Exclusive Financial Advisor & Placement Agent
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2018/2019

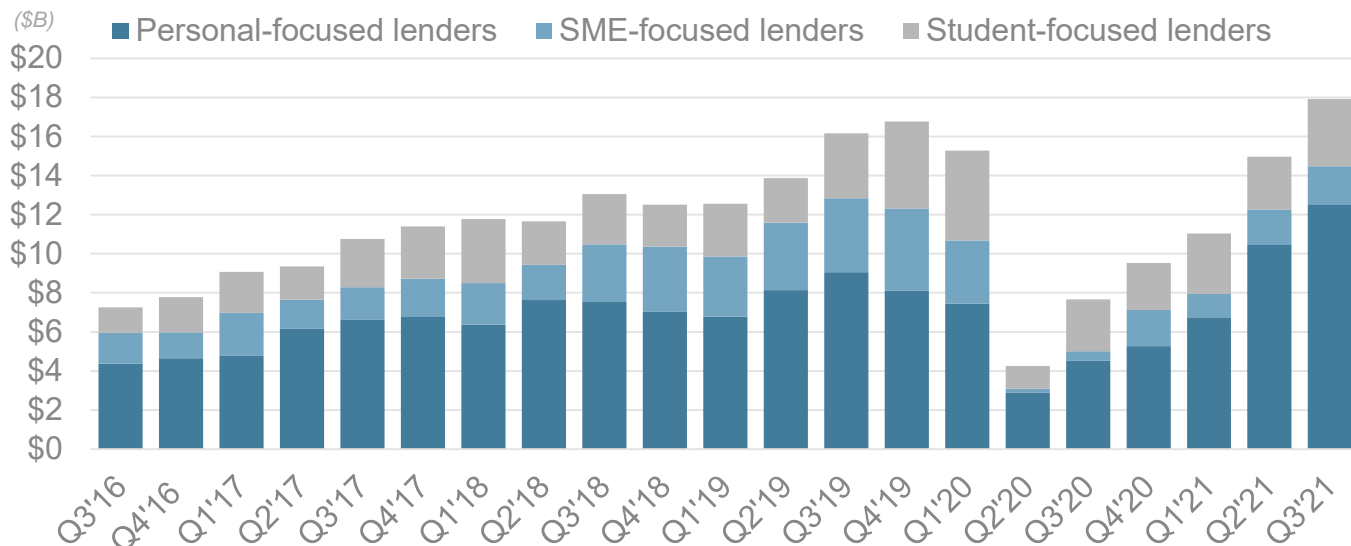
 has been acquired by Sellside Advisor	 has been acquired by Sellside Advisor	 has acquired Buyside Advisor	 has sold a 49% stake to Sellside Advisor	 has been acquired by Sellside Advisor	 has been acquired by Sellside Advisor	 has merged with WMIH Corp. Sellside Advisor	 has been acquired by Sellside Advisor
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2016/2017

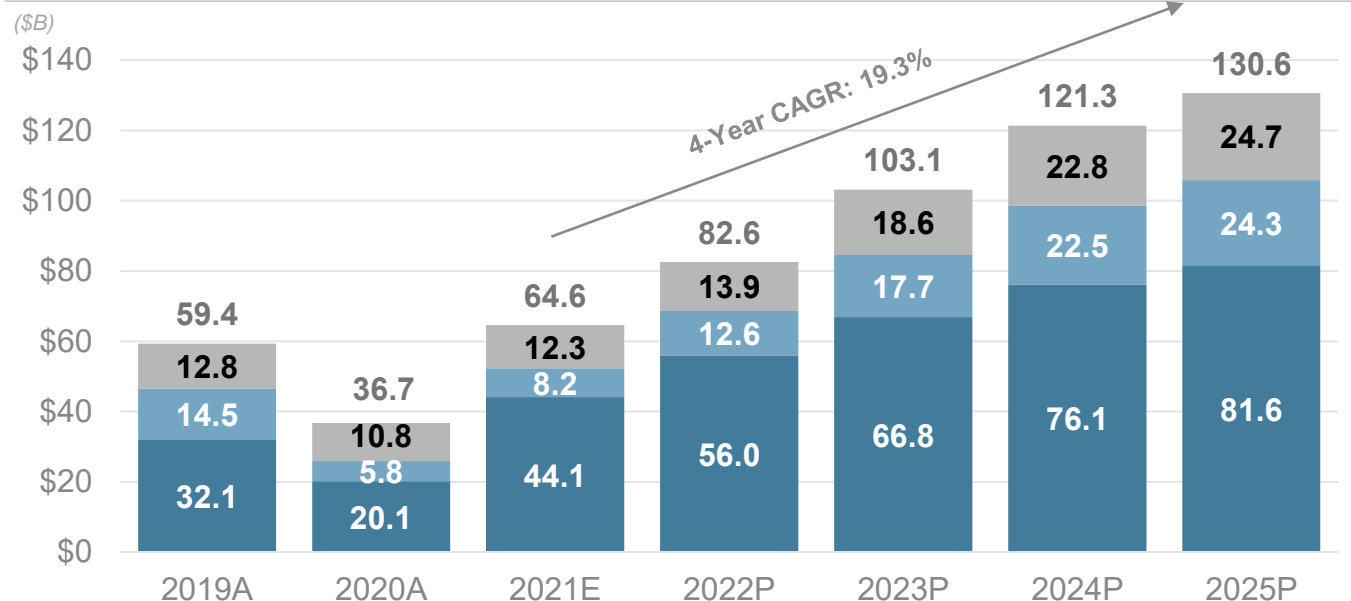
 has merged with Sellside Advisor	 has acquired Buyside Advisor	 has acquired a 14.4% interest in Fairness Opinion	 has acquired Buyside Advisor	 a subsidiary of has been acquired by Sellside Advisor	Certain equipment finance assets and operations of have been acquired by Sellside Advisor	 has been acquired by Hitachi Capital America Corp. Sellside Advisor	 has been acquired by affiliates of Sellside Advisor
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Current Market Update – Digital Lender Volume Snaps Back

Quarterly Originations Surpass Pre-Pandemic Levels in Q3 2021...



...and Are Projected to Grow at 19.3% CAGR to 2025



- The pandemic produced a historic contraction in origination volumes in 2020 for U.S. digital lenders servicing the personal, SME, and student lending segments. Originations declined nearly 40% year over year.
- Activity bounced back in 2021, as total originations are estimated to have grown more than 75% year over year and more than 8% relative to 2019 levels.
- Personal-focused lenders grew originations 37% relative to 2019 levels, SME-focused lenders originated about 44% less than they did in 2019, and student-focused lenders are estimated to have originated nearly the same amount as they did in 2019.

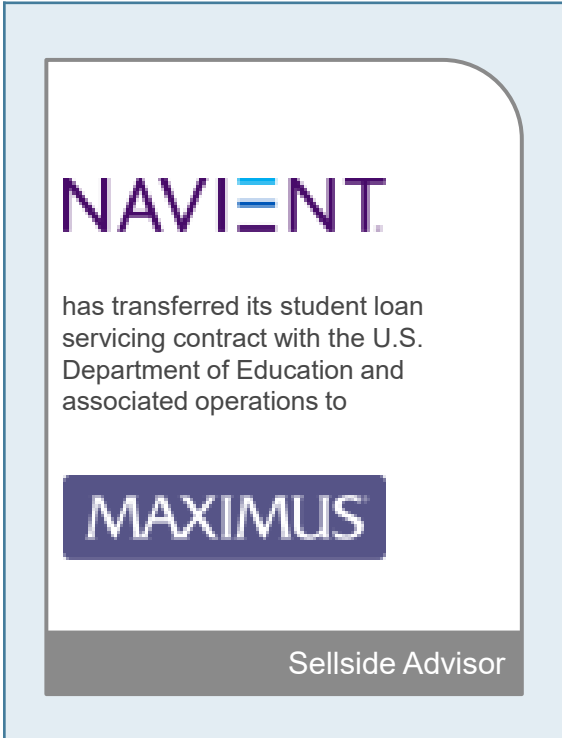
Note: Data was compiled between January 1, 2022, and February 3, 2022. Projections are current as of Feb. 3, 2022. SME-focused lender originations do not include Paycheck Protection Program loans.

Sources: S&P Global Market Intelligence; company-provided information and disclosures; DBRS Morningstar, S&P Global Ratings, and KBRA Bond Ratings reports; proprietary estimates.

Recent Transaction Profile

Navient/Maximus (Closed October 2021)

Navient Corp. (Navient) and Maximus, Inc. (Maximus) announced that the companies have signed a definitive agreement to transfer the loan servicing for U.S. Department of Education–owned student loan accounts from Navient to Maximus through a contract novation.



Client Profile

- Navient Corp., which spun off from Sallie Mae (NASDAQ:SLM) in 2014, provides education loan management and business processing solutions for education, healthcare, and government clients at the federal, state, and local levels in the United States.
- The company owns Federal Family Education Loan Program loans that are insured or guaranteed by state or not-for-profit agencies.
- It performs servicing and asset recovery services on its own loan portfolio and federal education loans owned by the United States Department of Education (ED) and other institutions.
- Navient’s common stock (ticker symbol NAVI) is traded on the Nasdaq with a market cap of \$3.4 billion (as of December 31, 2021).

Houlihan Lokey’s Role

- Houlihan Lokey served as the exclusive advisor to Navient.


Transaction Rationale

- ✓ Provides Maximus the opportunity to further its strong track record of supporting FSA and expansion into federally originated student loan servicing
- ✓ Allows Maximus to apply its understanding of the needs of student borrowers and strong customer service to assist FSA in serving millions of student loan borrowers
- ✓ Gives the government a reliable approach to support borrower success and advance its vision for next-generation servicing

Recent Transaction Profile

American First Finance/FirstCash Holdings, Inc. (Closed December 2021)

FirstCash Holdings, Inc. (FirstCash) announced that it has entered into a definitive agreement to acquire American First Finance, Inc. (American First Finance) in a cash and stock transaction valued at ~\$1.3 billion.

	
Purchase Price:	~\$1.3B (including earn-out)
Consideration:	Cash / Stock
Cash Paid:	Up to \$781M
Common Equity Exchanged:	\$516M

Client Profile—FirstCash, Inc.

- Founded in 1988 and headquartered in Fort Worth, Texas, FirstCash is a leading international operator of pawn stores in 25 U.S. states, the District of Columbia, and four countries in Latin America.
- FirstCash focuses on lending through its retail pawn locations, which buy and sell a wide variety of goods and make small consumer pawn loans secured by pledged personal property.
- FirstCash's common stock (ticker symbol FCFS) is traded on the Nasdaq with a market cap of \$3.0 billion (as of December 31, 2021).

Target Profile—American First Finance, Inc.

- Founded in 2013 and headquartered in Dallas, Texas, American First Finance is a point-of-sale payments platform focused on serving credit constrained consumers.
- It offers payment solutions across 26 verticals with providers of both consumer goods and services using either their lease-to-own solution, a merchant-based retail installment sales agreement, or a bank-issued loan.
- American First Finance supports a nationwide network of more than 6,500 active merchant partners with seamless experiences in-store, online, in-cart, and on mobile devices.

Houlihan Lokey's Role

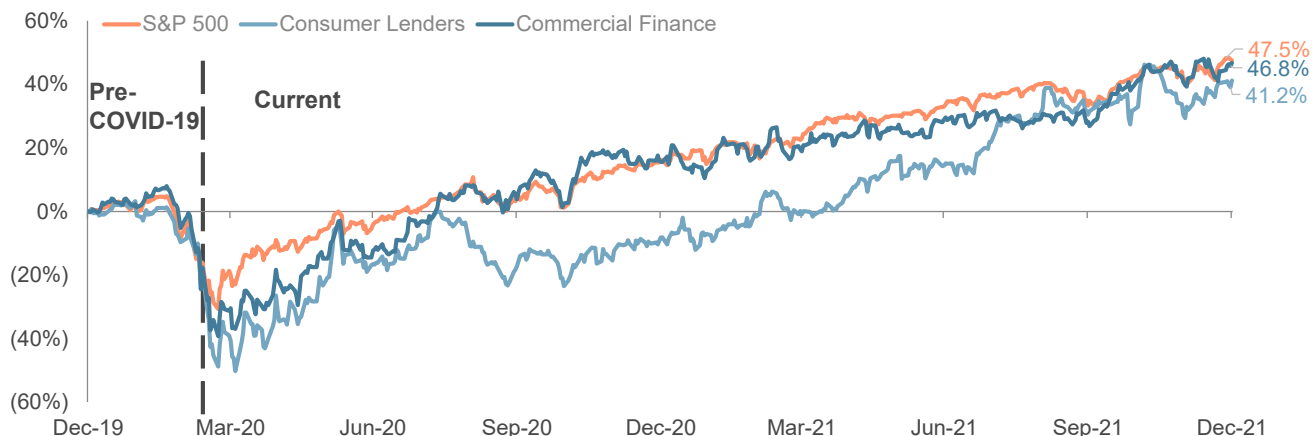
- Houlihan Lokey served as the exclusive valuation advisor to FirstCash.
- Houlihan Lokey assisted management with the valuation of acquired finance receivables, leased merchandise, developed technology, and merchant relationship intangible assets and contingent consideration.

Transaction Overview

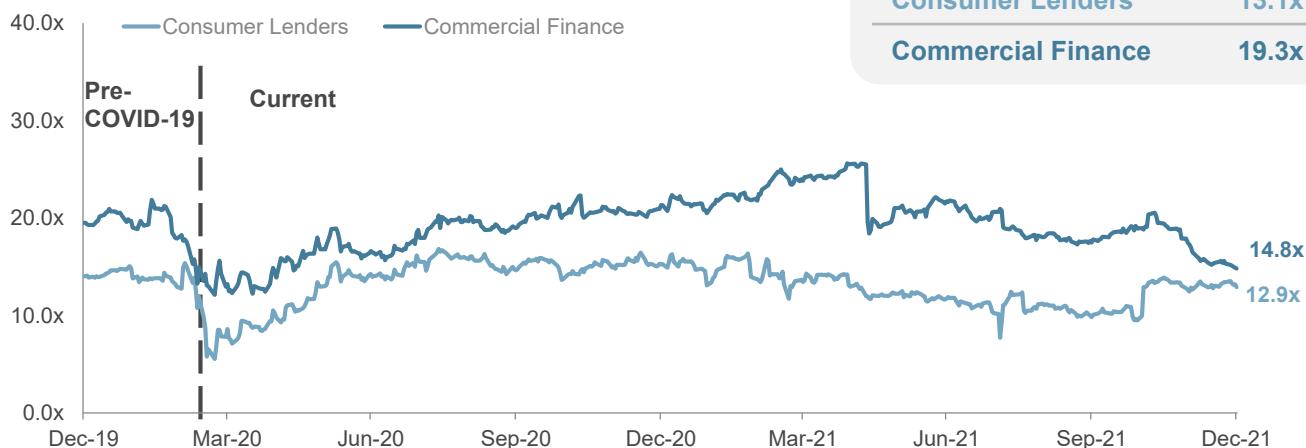
- FirstCash paid \$406 million in cash and issued 8.05 million shares of its common stock.
- In addition to this, FirstCash will make a contingent payment of \$300 million in the event American First Finance achieves certain performance targets through the first half of 2023.
- An additional contingent payment of up to \$75 million will be based on FirstCash stock performance.
- The transaction was completed on December 16, 2021.

Public Company Valuation

Performance vs. S&P 500 (Dec. 2019–Dec. 2021)



Median Trailing (LTM) P/E (Dec. 2019–Dec. 2021)

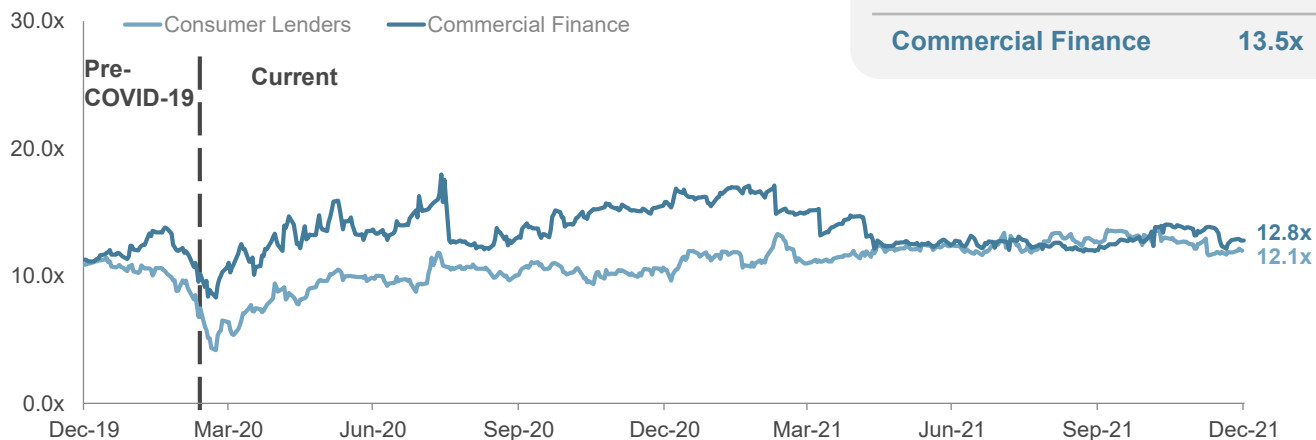


2-Year Avg.

Consumer Lenders 13.1x

Commercial Finance 19.3x

Median Forward (NTM) P/E (Dec. 2019–Dec. 2021)



2-Year Avg.

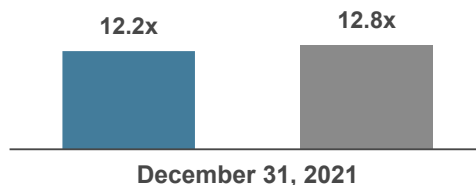
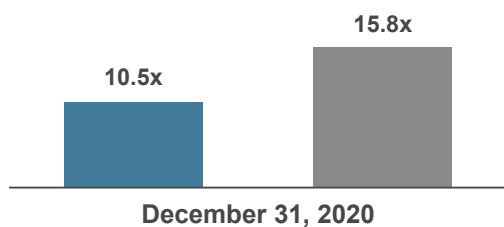
Consumer Lenders 10.9x

Commercial Finance 13.5x

Public Company Valuation (cont.)

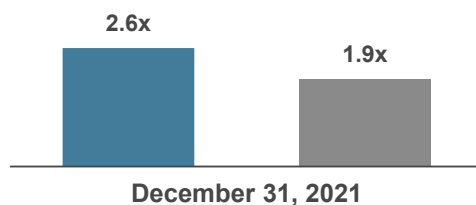
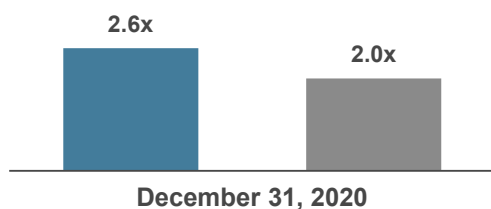
Median Forward (NTM) P/E

■ Consumer Lenders
■ Commercial Finance



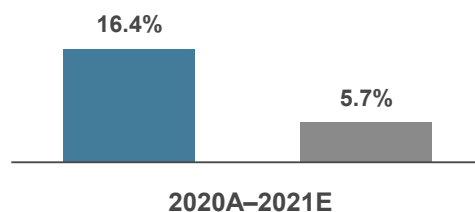
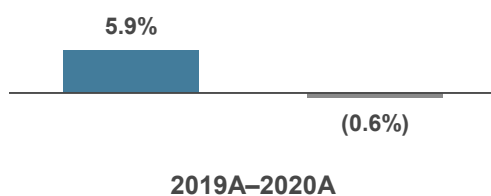
Median Price/Tangible Book Value

■ Consumer Lenders
■ Commercial Finance



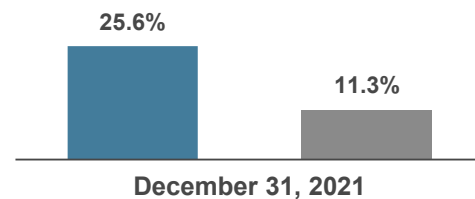
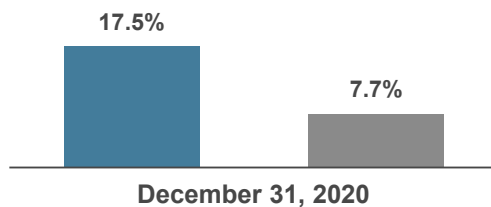
Median Revenue Growth Rate

■ Consumer Lenders
■ Commercial Finance



Median ROE (LTM)

■ Consumer Lenders
■ Commercial Finance



Public Company Valuation (cont.)

Company	Industry Focus	Market Cap	% of 52 Week High	Operating Metrics									
				P/EPS			Price		LTM		2020A–2021E		
				2021E	2022E	2023E	BV	TBV	ROA	ROE	Pre-Tax Margin	Revenue Growth	Pre-Tax Growth
Consumer Lenders													
Credit Acceptance Corporation	Auto Financing	\$10,256.9	97.8%	13.8x	14.8x	14.9x	5.5x	5.5x	13.2%	46.4%	74.9%	101.2%	NM
OneMain Holdings, Inc.	Installment	6,479.5	79.2	4.6	5.8	5.5	2.1	4.6	5.9	40.2	50.6	55.6	89.0%
Nelnet, Inc.	Student Loan Servicing	3,735.5	97.9	10.7	13.8	16.0	1.3	1.3	1.7	13.8	37.6	15.6	102.8
Navient Corporation	Student Loan Servicing	3,420.1	89.2	4.7	6.9	6.7	1.3	1.7	0.9	28.4	41.2	(24.5)	80.2
FirstCash Holdings, Inc.	Pawn	3,024.8	77.1	21.5	15.0	12.0	2.0	NM	4.0	8.1	9.8	2.6	NM
PROG Holdings, Inc.	Retail Leasing	2,949.8	74.6	11.3	13.1	11.0	3.7	11.4	19.6	29.2	12.3	8.4	(16.5)
LendingClub Corporation	Online Lender	2,414.8	49.1	NM	18.7	15.2	2.9	3.6	1.7	2.4	2.1	78.4	NM
goeasly Ltd.	POS/Installment	2,294.8	64.9	17.5	15.1	12.4	2.9	5.1	12.0	39.7	55.9	77.9	NM
PRA Group, Inc.	NPLs	2,189.8	99.1	12.9	18.3	14.6	1.6	2.6	5.3	14.5	22.8	2.6	14.9
GreenSky, Inc. ^{(1) (2)}	HIP	2,092.9	89.9	21.8	21.4	16.9	NM	NM	7.3	NM	25.4	2.3	NM
Encore Capital Group, Inc.	NPLs	1,540.3	99.6	5.7	7.1	5.8	1.3	6.1	8.4	29.2	27.0	7.8	27.1
World Acceptance Corporation	Installment	1,493.1	92.4	21.5	21.8	24.0	3.6	3.9	7.1	20.9	17.5	(10.0)	181.6
Enova International, Inc.	Online Lender	1,491.8	94.2	5.7	6.9	5.8	1.3	2.0	10.6	25.6	35.6	96.4	NM
ECN Capital Corp.	Diversified Consumer	1,032.3	34.5	32.5	21.1	13.6	6.9	NM	0.4 ⁽³⁾	2.3 ⁽³⁾	2.8	34.9	NM
America's Car-Mart, Inc.	BHPH	666.5	57.7	8.7	8.0	8.8	1.5	1.6	11.1	28.5	13.3	16.8	63.4
CURO Group Holdings Corp.	Online/Installment	666.2	79.7	17.8	8.6	4.5	4.1	NM	3.9	40.6	9.8	(3.4)	14.1
Opportun Financial Corporation	Online Lender	575.2	72.5	8.2	8.5	6.9	1.1	1.8	1.9	8.9	10.8	17.5	NM
Regional Management Corp.	Installment	569.5	85.0	7.1	8.8	7.9	2.0	2.1	7.8	32.0	26.9	15.9	59.3
Sunlight Financial Holdings Inc.	Solar/MIP	633.0	28.7	NM	39.5	16.7	0.6	NM	NM	NM	(11.7)	64.5	NM
OppFi Inc. ⁽¹⁾	Online Lender	499.2	39.1	5.8	10.6	5.9	NM	NM	6.9	NM	37.6	88.1	0.3
EZCORP, Inc.	Pawn	413.1	83.8	30.7	11.3	8.7	0.6	1.3	2.3	3.0	4.1	(13.5)	NM
Katapult Holdings, Inc.	Retail Leasing	328.5	17.1	21.1	NM	(24.1)	8.1	8.3	1.4	NM	7.2	22.2	NM
Elevate Credit, Inc.	Online Lender	96.7	60.6	NM	NM	5.0	0.9	1.3	1.8	NM	(9.9)	(11.4)	NM
FlexShopper, Inc.	Retail Leasing	50.3	59.5	26.1	4.8	NM	0.7	NM	8.4	16.8	3.9	26.0	NM
Median			78.1%	12.9x	12.2x	8.8x	1.8x	2.6x	5.9%	25.6%	15.4%	16.4%	59.3%
Mean			71.8%	14.7x	13.6x	9.3x	2.5x	3.8x	6.2%	22.7%	21.2%	28.0%	56.0%
Commercial Finance													
Air Lease Corporation	Aircraft Leasing	\$5,041.7	83.5%	13.9x	10.3x	7.2x	0.7x	0.7x	2.5%	6.7%	25.9%	0.2%	(12.3%)
Element Fleet Management Corp.	Fleet Mgmt.	4,172.6	66.6	15.7	15.3	12.5	1.4	4.6	2.5	9.8	31.2	(32.4)	16.3
GATX Corporation	Rail	3,696.5	97.1	23.1	21.7	16.7	1.8	1.9	2.0	7.2	15.6	3.6	48.5
McGrath RentCorp	Heavy Equipment	1,946.0	91.7	22.0	19.4	17.0	2.7	3.5	5.9	12.7	19.7	7.8	(6.8)
Textainer Group Holdings Limited	Equipment Finance	1,758.8	86.6	6.5	6.0	5.3	1.2	1.2	4.1	18.5	33.5	19.1	NM
Chesswood Group Limited	Equipment Finance	188.5	78.2	9.6	7.4	6.0	1.1	1.8	2.6	19.0	39.5	115.5	NM
Median			85.1%	14.8x	12.8x	9.9x	1.3x	1.9x	2.6%	11.3%	28.6%	5.7%	4.8%
Mean			83.9%	15.1x	13.4x	10.8x	1.5x	2.3x	3.3%	12.3%	27.6%	18.9%	11.4%

Source: S&P Capital IQ data as of December 31, 2021.

(1) Implied market capitalization.







(2) Target in an announced acquisition/merger.

(3) Takes into account the closing of the sale of equity interests in Service Finance Company, LLC.

Recent Transactions

Consumer Finance: 2018–2021 Select Transactions

(\$ in millions)

Consumer Finance Transactions							
Ann. Date ⁽¹⁾	Target	Target Description	Acquirer	Deal Value	Price		
					LTM Earnings	BV	TBV
Nov-21*	Aqua Finance, Inc.	HIP Lender	Athene Holding Ltd.	\$1,000	NA	NA	NA
Nov-21	Heights Finance Corp.	B+M Installment	CURO Group Holdings Corp.	\$360	8.8x ⁽²⁾	NA	NA
Oct-21	Fair Square Financial Holdings	Digital Credit Card Company	Ally Financial Inc.	\$750	NA	NA	NA
 Oct-21	American First Finance, Inc.	Non-Prime POS/Lease Purchase	FirstCash, Inc.	\$1,297	16.4x	NA	NA
Oct-21	United Auto Credit Corporation	Non-Prime Auto Financing	Vroom, Inc.	\$300	NA	NA	NA
Sep-21*	GreenSky, Inc.	HIP Lender	Goldman Sachs Group, Inc.	\$2,232	26.2x	NA	NA
Sep-21	First Investors Financial Services Group, Inc.	Automotive specialty leasing services	Sellantis N.V	\$285	NA	NA	NA
 Aug-21	HomeBridge Financial Services, Inc.	Mortgage services provider	Figure Technologies, Inc.	NA	NA	NA	NA
Aug-21	Synchrony Bank's Credit Card Portfolio	Co-branded and private label credit card accounts	Barclays Bank Delaware	\$3,900	NA	NA	NA
Aug-21	Service Finance	Sales finance company and an approved FHA Title I Lender	Truist Financial Corp.	\$2,000	NA	NA	NA
Aug-21	Team Canales	Provides conventional, FHA, VA, and USDA loans	Churchill Mortgage	NA	NA	NA	NA
Jun-21	Exeter Finance Corporation	Tech-enabled auto finance	Warburg Pincus LLC	NA	NA	NA	NA
May-21	Premier Financial Services, LLC	Automotive specialty leasing services	1st Financial Bank USA	NA	NA	NA	NA
Apr-21	Auto Lenders Liquidation Center, Inc.	Auto dealer in buying, selling, and leasing used vehicles	Crestview Partners, L.P.	NA	NA	NA	NA
Apr-21	LendCare Holdings Inc.	Point-of-sale (POS) platform for consumer purchases	goeasy Ltd.	\$255	13.0x ⁽³⁾	NA	NA
Feb-21	Flexiti Financial, Inc.	Point-of-sale (POS) platform	CURO Group	\$119	NA	NA	NA
 Jan-21	Allegro Credit	Point-of-sale (POS) platform for music, hearing, and dental	Synchrony Financial (NYSE:SYF)	NA	NA	NA	NA
Jan-21	Social Finance, Inc.	Online personal finance platform	Social Capital Hedosophia Holdings Corp. V.	\$8,650	NM	NA	NA
Dec-20	Acima Holdings LLC	Provider of virtual lease-to-own solutions	Rent-A-Center, Inc. ⁽⁴⁾	\$1,653	9.9x	NA	NA
Dec-20	Katapult Holding, Inc.	Point-of-sale (POS) platform for nonprime consumers	FinServ Acquisition Corp. ⁽⁵⁾	\$962	35.6x	NA	NA
Oct-20	Spanish Moss Premium Finance LLC	Insurance premium lending	RTCORE Inc.	NA	NA	NA	NA
Oct-20	FIFS Holdings Corp.	Automobile finance receivables and promissory notes	Gallatin Point Capital LLC	NA	NA	NA	NA
May-20	Asta Funding, Inc.	NPL consumer debt consolidator	RBF Capital LLC	\$81	11.7x	0.9x	0.9x
Apr-20	Tidewater Credit	Financing services for furniture/home improvement retailers	Genesis FS Card Services, Inc.	NA	NA	NA	NA
Feb-20	North State Acceptance, LLC	Sub-prime automobile finance company	Fourshore Capital, LLC	NA	NA	NA	NA
Feb-20	Fairstone Financial Inc.	Non-prime credit card and consumer finance lender	Duo Bank	\$417	NA	NA	NA
Jul-19	Health Credit Services, LLC	Digital point-of-sale payment solution for healthcare space	Ally Financial Inc.	\$190	NA	NA	NA
 Jul-19	Merchants Preferred	Lease purchase services for furniture	Rent-A-Center, Inc.	\$48	NA	NA	NA
Jun-19	Lendmark Financial Services, LLC	Loan products and financing services	Lightyear Capital	NA	NA	NA	NA
Jun-19	Base Capital, LLC	Income share agreements (ISAs) for college students	Stride Funding	NA	NA	NA	NA
Jun-19	Skills Fund, LLC	Student financing platform for higher education	Goal Structured Solutions, Inc.	NA	NA	NA	NA
May-19	CreditGenie Inc.	Point-of-sale (POS) financing solutions	Purpose Financial LP	NA	NA	NA	NA
Apr-19	Athena Art Finance Corporation	Loan provider for global art market	YieldStreet Management, LLC	\$170	NA	NA	NA
 Aug-18	LenderLive Network, LLC	Mortgage services provider	Computershare Loan Services	\$32	NA	1.5x	NA
 Aug-18	Mortgage Lenders of America LLC	Mortgage brokers and services	Zillow Group Inc.	\$67	NA	5.2x	6.5x
Mean					17.4x	2.5x	3.7x
Median					13.0x	1.5x	3.7x

Sources: SNL, S&P Capital IQ, and public filings.

Note: Screening criteria includes select FY18, FY19, FY20, and FY21 specialty finance (consumer-focused) transactions over \$10 million in deal value located in the United States.

(1) Deals that include an asterisk (*) denote pending transactions.

(2) Represents post-tax 2022E adjusted earnings multiple grossed up from pre-tax multiple of 6.5x.

(3) Represents forward P/E multiple on 2021 earnings.

(4) To calculate P/E multiple: divided deal value by tax-effected 2020E EBITDA of \$225 million, assuming 26.0% tax rate.

(5) To calculate P/E multiple: divided \$962 million equity value by \$27 million 2020E net income.

Recent Transactions (cont.)

Commercial Finance: 2018–2021 Select Transactions

(\$ in millions)

Commercial Finance Transactions							
Ann. Date ⁽¹⁾	Target	Target Description	Acquirer	Deal Value	Price		
					BV	TBV	
Dec-21*	Encina Equipment Finance, LLC	Equipment leasing and financing	Franklin Resources, Inc./Benefit Street Partners	NA	NA		NA
Dec-21	Balboa Capital Corporation	Small and medium-sized business lending	Ameris Bank	NA	NA		NA
Dec-21	Summit Funding Group, Inc.	Equipment leasing and financing	First Financial Bancorp	\$121	NA		NA
Oct-21	K2 Capital Group LLC	Equipment leasing and financing	Popular Equipment Finance, LLC	\$188	NA		NA
Sep-21	North Avenue Capital, LLC	Asset-backed lending	Veritex Community Bank	\$58	NA		NA
Aug-21	FastPay Partners LLC	Asset-backed lending services for media companies	North Mill Capital LLC	NA	NA		NA
Jul-21	GemCap Partners	Asset-backed lending	VION Investments	NA	NA		NA
Jun-21	OTR Capital	Factoring and working capital services for the freight industry	Summit Partners, L.P.	NA	NA		NA
Jun-21	Yardline Capital Corp.	Growth capital solutions and insights to Amazon sellers	Thrasio Holdings, Inc.	NA	NA		NA
May-21	Fountain Leasing, LLC	Equipment financing to SME	SmartBank	NA	NA		NA
Apr-21	Marlin Business Services Corp. (NASDAQ:MRLN)	Credit and service solutions to small- and mid-sized businesses	HPS Investment Partners, LLC	\$299	1.5x		1.5x
Apr-21	General Finance Corporation (NASDAQ:GFN)	Specialty rental services	United Rentals, Inc. (NYSE:URI)	\$996	3.9x		NA
Mar-21	Genesis Capital Finance LLC	Commercial lending to long-haul trucking industry	Fourshore Capital, LLC	NA	NA		NA
Mar-21	Southwest Rail Industries, Inc.	Railcar leasing and management services	Sojitz Corporation of America	NA	NA		NA
Feb-21	Greenworks Lending, LLC	Commercial property assessed clean energy financing	Nuveen, LLC	NA	NA		NA
Feb-21	Civic Financial Services, LLC	Residential business-purpose loans	Pacific Western Bank	NA	NA		NA
Jan-21	BB&T Commercial Equipment Capital Corp.	Commercial equipment leasing and financing	TCF National Bank	NA	NA		NA
Nov-20	Donlen Corp. (Hertz Global Holdings Inc.)	Fleet leasing and management solutions	Athene Holding Ltd.	\$875	2.3x		2.5x
Nov-20	Kingsbridge Holdings, LLC	Equipment finance solutions	Solar Capital Ltd.	\$216	NA		NA
Oct-20	CIT Group Inc.	Commercial and consumer banking services	First Citizens Bancshares, Inc.	\$2,158	0.4x		0.4x
Jul-20	OnDeck Capital, Inc.	Online lending to small businesses	Enova International, Inc.	\$117	0.5x		N/A
Jul-20	Prosperity Funding, Inc.	Funding services to staffing firms	eCapital Corp.	NA	NA		NA
Jul-20	Sky Bridge Business Funding, LLC	Short-term capital advance solutions for small businesses	Revenued	NA	NA		NA
Jul-20	Vero Business Capital LLC	Freight factoring services for trucking company owners	Love's Financial	NA	NA		NA
May-20	19th Capital	Credit and financing solution for fleet management firms	Hilco Global	NA	NA		NA
Mar-20	Pinnacle Capital Partners, LLC	Working capital loans and leasing solutions to various markets	Alliance Funding Group, Inc.	NA	NA		NA
Mar-20	Snap Premium Finance	Financing for commercial and personal lines insurance policies	IPFS Corporation	NA	NA		NA
Feb-20	Ascentium Capital LLC	Equipment lease and finance solutions	Regions Financial Corporation	NA	NA		NA
Oct-19	CoreVest American Finance Lender, LLC	Business-purpose lending originator	Redwood Trust, Inc.	\$492	1.0x		1.4x
Feb-19	Pavestone Capital, LLC	Factoring solutions to transportation industry	WEX Inc.	\$28	1.8x		NA
Feb-19	Flex Fleet Rental	Truck rental and leasing	Waterfall Asset Mgmt. / TRP Capital Partners	NA	NA		NA
Jan-19	Pacific Rim Capital, Inc.	Financial leasing services to material handling equipment	Fuyo General Lease Co., Ltd.	NA	NA		NA
Jun-18	Vend Lease Company, Inc.	Equipment financing services	LEAF Commercial Capital, Inc.	\$37.5	2.8x		NA
May-18	Metro Truck and Tractor Leasing, Inc.	Truck leasing and rental services	Ryder System, Inc.	\$52.0	2.6x		2.7x
Mean					1.9x		1.7x
Median					1.8x		1.5x

Sources: SNL, S&P Capital IQ, and public filings.

Note: Screening criteria includes select FY18, FY19, FY20, and FY21 YTD specialty finance (commercial-focused) transactions over \$10 million in deal value located in the United States.

(1) Deals that include an asterisk (*) denote pending transactions.

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