



RECENT NOTABLE HCM TECHNOLOGY SECTOR ACTIVITY

Announced 2/27/2018



Equity Raised: \$22.0m
Revenue Multiple: Not Public
[Press Release](#)

Announced 2/21/2018



Enterprise Value: Not Public
Revenue Multiple: Not Public
[Press Release](#)

Announced 2/20/2018



Enterprise Value: \$100.0m
Revenue Multiple: Not Public
[Press Release](#)

Published 2/15/2018



The latest entrant to AI recruiting solutions: Uncommon.co
[Press Release](#)

Announced 2/15/2018



Equity Raised: \$18.0m
Revenue Multiple: Not Public
[Press Release](#)

Announced 2/15/2018



Equity Raised: \$60.0m
Revenue Multiple: Not Public
[Press Release](#)

Published 2/13/2018



Equity Raised: \$30.0m
Revenue Multiple: Not Public
[Press Release](#)

Announced 2/12/2018



Equity Raised: \$11.5m
Revenue Multiple: Not Public
[Press Release](#)

Announced 2/7/2018



Equity Raised: 11.0m
Revenue Multiple: Not Public
[Press Release](#)

Announced 2/1/2018



Enterprise Value: Not Public
Revenue Multiple: Not Public
[Press Release](#)

TMT CONTACTS

UNITED STATES

HCM Technology

Erik Szyndlar
Director
eszyndlar@harriswilliams.com
+1 (415) 217-3418

Jeff Bistrong
Managing Director
jbistrong@harriswilliams.com
+1 (617) 654-2102

Tyler Dewing
Managing Director
tdewing@harriswilliams.com
+1 (617) 654-2133

Sam Hendler
Managing Director
shendler@harriswilliams.com
+1 (617) 654-2117

Mike Wilkins
Managing Director
mwilkins@harriswilliams.com
+1 (415) 217-3411

EUROPE

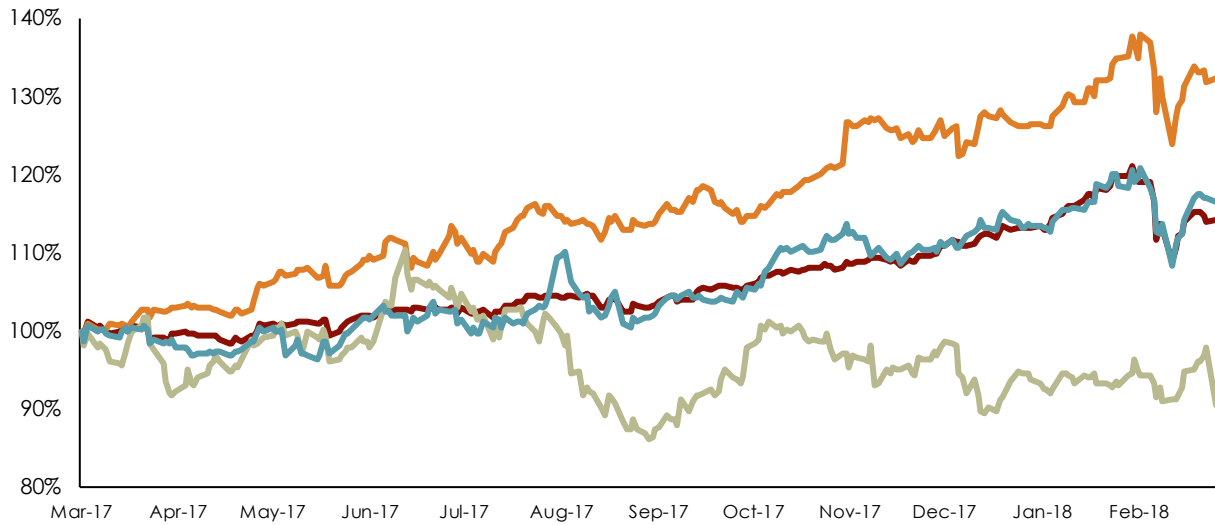
Thierry Monjauze
Managing Director
tmonjauze@harriswilliams.com
+44 (0) 20 7518 8901

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TMT_READER@HARRISWILLIAMS.COM

VALUATION SUPPORT⁽¹⁾

LTM Equity Trading Performance

(Price as a Percent of Base Period as of February 28th, 2018)



Diversified Platforms
32.3%

HR Software
16.6%

S&P 500
14.1%

Benefits Technology
(9.6%)

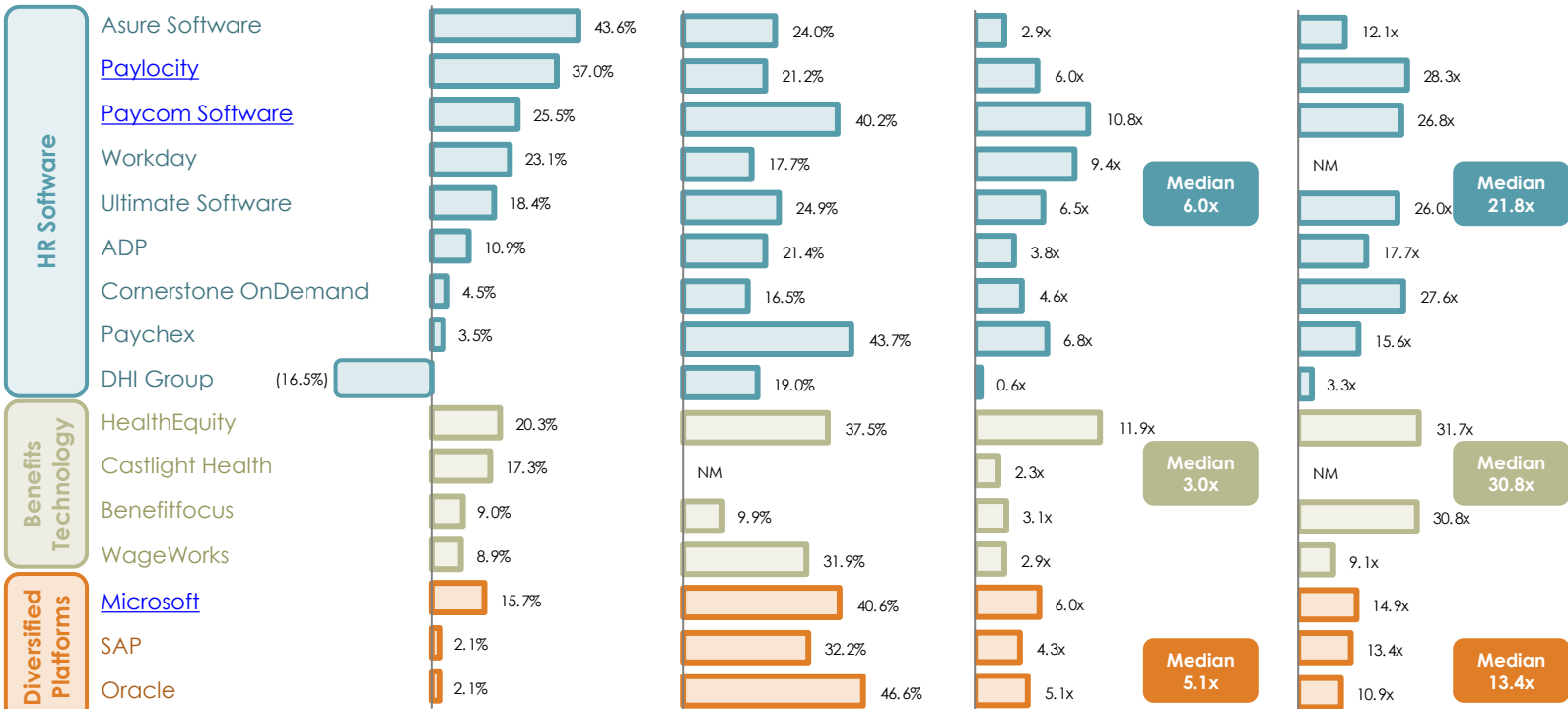
Companies Recently Reporting Earnings are Linked Below

2018E Revenue Growth Rate

2018E EBITDA Margin

EV/2018E Revenue

EV/2018E EBITDA



Note: Companies with EV/EBITDA less than zero or greater than 35.0x are listed as NM

VALUATION SUPPORT⁽¹⁾

As of February 28, 2018
 (\$ in 000s)

Company	Market Capitalization	Enterprise Value	Revenue		EBITDA Margin		Multiples Summary			
			2017E	2018P	2017E	2018P	EV/Rev		EV/EBITDA	
			2017E	2018P	2017E	2018P	2017E	2018P	2017E	2018P
HR Software										
Automatic Data Processing, Inc	\$51,627,656	\$51,903,539	\$12,379,800	\$13,730,639	21.2%	21.4%	4.2x	3.8x	19.8x	17.7x
Workday, Inc. Class A	26,924,101	24,862,209	2,143,050	2,637,992	16.3%	17.7%	11.6x	9.4x	NM	NM
Paychex, Inc.	23,677,474	23,618,288	3,354,157	3,471,311	43.4%	43.7%	7.0x	6.8x	16.2x	15.6x
Ultimate Software Group, Inc.	7,313,061	7,211,953	940,729	1,113,539	24.1%	24.9%	7.7x	6.5x	31.8x	26.0x
Paycom Software, Inc.	5,756,940	5,845,887	433,047	543,552	42.9%	40.2%	13.5x	10.8x	31.5x	26.8x
Paylocity Holding Corp.	2,475,544	2,468,708	300,010	411,055	18.7%	21.2%	8.2x	6.0x	NM	28.3x
Cornerstone OnDemand, Inc.	2,353,097	2,297,194	481,985	503,749	10.9%	16.5%	4.8x	4.6x	NM	27.6x
Asure Software, Inc.	183,390	230,909	55,187	79,236	23.0%	24.0%	4.2x	2.9x	18.2x	12.1x
DHI Group, Inc.	83,173	108,962	207,950	173,729	19.9%	19.0%	0.5x	0.6x	2.6x	3.3x
Median	\$5,756,940	\$4,157,297	\$481,985	\$543,552	21.2%	21.4%	7.0x	6.0x	19.0x	21.8x
Benefits Technology										
HealthEquity Inc	3,412,856	3,254,997	227,354	273,519	36.2%	37.5%	14.3x	11.9x	NM	31.7x
WageWorks, Inc.	2,133,892	1,516,296	480,361	523,269	30.4%	31.9%	3.2x	2.9x	10.4x	9.1x
Benefitfocus, Inc.	788,854	854,083	256,436	279,617	7.4%	9.9%	3.3x	3.1x	NM	30.8x
Castlight Health, Inc. Class B	474,768	357,260	131,429	154,139	NM	NM	2.7x	2.3x	NM	NM
Median	\$1,461,373	\$1,185,189	\$241,895	\$276,568	30.4%	31.9%	3.2x	3.0x	10.4x	30.8x
Diversified Platforms										
Microsoft Corporation	725,320,474	676,664,000	96,700,000	111,860,664	39.2%	40.6%	7.0x	6.0x	17.8x	14.9x
Oracle Corporation	210,002,010	206,797,590	39,832,227	40,675,370	46.5%	46.6%	5.2x	5.1x	11.2x	10.9x
SAP SE	128,479,736	128,429,621	29,118,617	29,742,224	30.5%	32.2%	4.4x	4.3x	14.4x	13.4x
Median	\$210,002,010	\$206,797,590	\$39,832,227	\$40,675,370	39.2%	40.6%	5.2x	5.1x	14.4x	13.4x

Values less than 0.0x or greater than 35.0x are denoted NM or Not Meaningful
 EBITDA Margins less than 0.0% are noted NM or Not Meaningful

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has made a majority investment in



Workforce Management Software

WORKPLACE

has been acquired by



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has been acquired by



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has been acquired by



Post Acute Compliance and Learning Management Software



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and



has been acquired by



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a portfolio company of



has been acquired by



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Talent Management

Workforce Management

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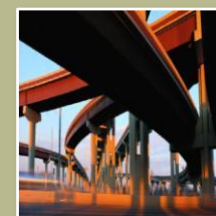
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HARRIS WILLIAMS & Co. OFFICE LOCATIONS

UNITED STATES

Boston

One International Place
Suite 2620
Boston, Massachusetts 02110
Phone: +1 (617) 482-7501

Cleveland

1900 East 9th Street
20th Floor
Cleveland, Ohio 44114
Phone: +1 (216) 689-2400

Minneapolis

222 South 9th Street
Suite 3350
Minneapolis, Minnesota 55402
Phone: +1 (612) 359-2700

Richmond (Headquarters)

1001 Haxall Point
9th Floor
Richmond, Virginia 23219
Phone: +1 (804) 648-0072

San Francisco

575 Market Street
31st Floor
San Francisco, California 94105
Phone: +1 (415) 288-4260

Washington, D.C.

800 17th St. NW
2nd Floor
Washington, D.C. 20006
Phone: +1 202-207-2300

EUROPE

Frankfurt

Bockenheimer Landstrasse 33-35
60325 Frankfurt
Germany
Phone: +49 069 3650638 00

London

63 Brook Street
London W1K 4HS, England
Phone: +44 (0) 20 7518 8900

NETWORK OFFICES*

Beijing

Hong Kong

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1) FactSet

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