



Investnet to Acquire PIETech®— Creator of MoneyGuide

Investor Presentation

March 14, 2019

Safe Harbor Disclosure

This presentation contains forward-looking statements. These forward-looking statements include, in particular, statements about our plans, strategies and prospects. These statements are based on our current expectations and projections about future events. The words “may,” “will,” “should,” “expect,” “scheduled,” “plan,” “seek,” “intend,” “anticipate,” “believe,” “estimate,” “aim,” “potential” or “continue” or the negative of those terms or other similar expressions are intended to identify forward-looking statements and information. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates. These forward-looking statements are based on assumptions and estimates by our management that, although we believe to be reasonable, are inherently uncertain and subject to risks and uncertainties that could cause actual results to differ from historical results or those anticipated or predicted by our forward-looking statements.

These risks and uncertainties include the inability to complete the acquisition of PIETech in a timely manner or at all; the possibility that any of the anticipated benefits of the acquisition of PIETech will not be realized to the extent or when expected; the risk that integration of PIETech’s operations with those of the Company will be materially delayed or will be more costly or difficult than expected; the challenges of integrating and retaining key employees; the effect of the announcement of the acquisition of PIETech on PIETech’s and our business relationships, operating results and business generally; and the other risks, uncertainties and factors is contained in our filings with the Securities and Exchange Commission. In light of these risks and uncertainties, the matters referred to in the forward-looking statements contained in this presentation may not in fact occur.

We undertake no obligation to update or revise any forward-looking statement after the date of this presentation as a result of new information, future events or otherwise, except as required by law.

We qualify all of our forward-looking statements by these cautionary statements.



- **Establishes** Investnet as a leader in goals-based financial planning
- **Accelerates** fulfillment of our vision for enabling Financial Wellness, to a large customer base
- **Provides** deeper integration of MoneyGuide software with Investnet, reducing friction and enhancing productivity for advisors
- **Enables** significant opportunity to expand and strengthen relationships with advisors at banks, broker-dealers and RIAs
- **Creates** significant value for financial advisors, end clients and Investnet shareholders
- Key Terms:
 - \$500 million purchase price (\$295 million cash, \$205 million stock)
 - Expected close mid-year 2019

MoneyGuide Overview

Company Overview

- Leading SaaS provider of **goals-based financial planning solutions** to the financial services industry
- **Adaptable financial planning** from light and goal-specific to robust plans that helps financial advisors add significant value for their clients
- Best-in-class technology with **enhanced integrations**
- Customers include leading **Banks, Wealth Management** firms, **Insurance** companies and **Advisor Technology** providers
- Serves **87 Enterprise and Institutional** clients and **over 13,000** RIA clients
- Subscription-based revenue model with **96%** recurring revenue, ~50% adjusted EBITDA⁽¹⁾ margins
- Founded in **1997**; based **Powhatan, VA**

Sources of Revenue



- 92% Subscription Fees
- 3% Add-On Fees
- 1% BLOCKS
- 4% Customization



⁽¹⁾ Adjusted EBITDA is a non-GAAP financial measure. A reconciliation of expected Adjusted EBITDA to expected net income is not provided because of the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation.

Compelling Financial Characteristics



1 Supports
Top-Line Growth

Mid-High Teens Revenue Growth
From >\$50M expected in 2019

2 Increases
Subscription-
Based Recurring
Revenue

96% Subscription-based Recurring Revenue

3 Enhances
Margins

~50% 2019E Adjusted EBITDA ⁽¹⁾ Margin

4 Accretive to
Earnings

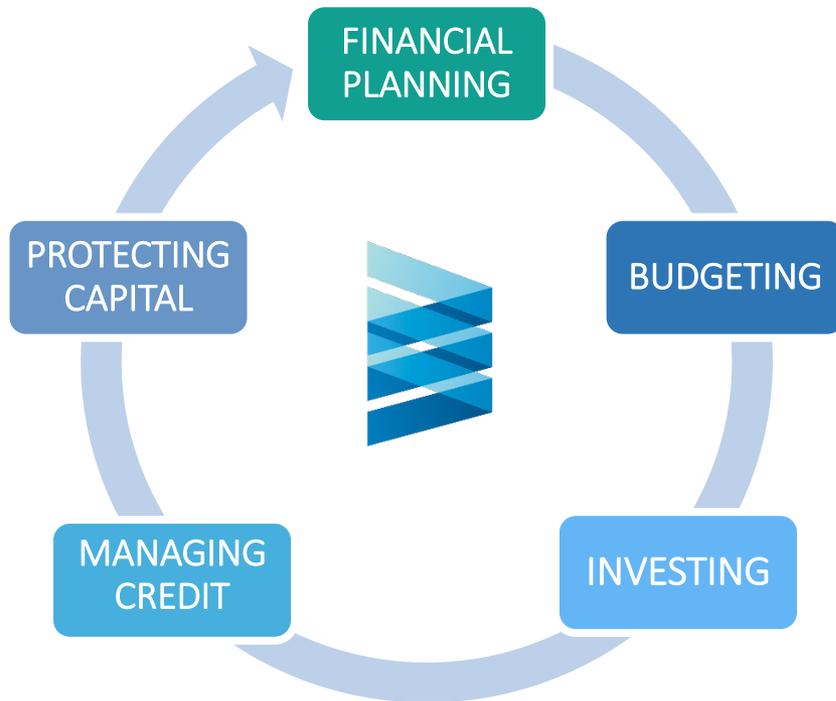
Expected to be ~5% accretive to quarterly adjusted
earnings per share in 2019

5 Aligned with
Capital Structure

Modest increase in leverage to ~3.7 times pro-forma
trailing adjusted EBITDA, delevering over time; maintains
capacity to retire December 2019 convertible notes

⁽¹⁾ Adjusted EBITDA and Adjusted Net Income are non-GAAP financial measures. Reconciliations of expected Adjusted EBITDA and Adjusted Net Income to expected net income are not provided because of the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliations.

Financial Planning is a Key Component of Financial Wellness



Comprehensive financial plans inform and influence all aspects of Financial Wellness, enabling firms and advisors to deploy additional solutions through Envestnet's integrated offerings for their clients, driving significant revenue opportunities and delivering better financial outcomes for clients



FINANCIAL PLANNING

- Developing plans for short and long-term goals



BUDGETING

- Spend patterns relative to income (where and when)
- Short-term savings



INVESTING

- Have sufficient long-term investment assets
- Hard assets (real estate, etc.)



MANAGING CREDIT

- Credit balances, loans, mortgages for education, real estate and business



PROTECTING CAPITAL

- Insurance
- Identity protection

Transformation from Managed Account Platform to Financial Wellness Network

1.0 = Managed Account Platform



- Turnkey advisor solution for access to stocks, bonds, funds and managed accounts
- Advisor solution for access, back-office administration and reporting
- Investment advice = asset allocation and product selection
- Managed account platform for HNW and mass affluent households

2.0 = Wealth Management Platform



- Data-centric planning tools enhance platform
- Deep integration to all relevant wealth technology applications
- Advice = balancing short-term objectives, long-term goals and investment portfolios
- HNW/mass affluent households

3.0 = Financial Wellness Network



- Broader advice paradigm — planning, budgeting, investing, lending, insurance, tax and estate planning, impact investing, and more
- Advice = comprehensive planning and seamless integration of solutions, driven by data
- Robust human and digital collaboration between advisor and client
- Applicable and accessible to everyone

Platform

to

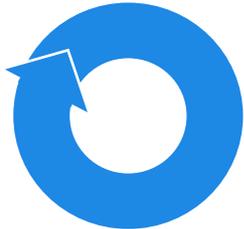
Network

Accelerates Investnet's Growth Strategy

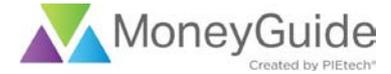
NETWORK PARTNERS CONTRIBUTE TO
MAKE ENVESTNET DATASET RICHER



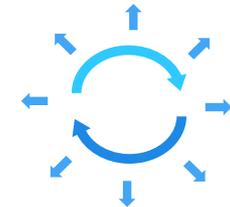
CONSOLIDATING
ACQUISITIONS



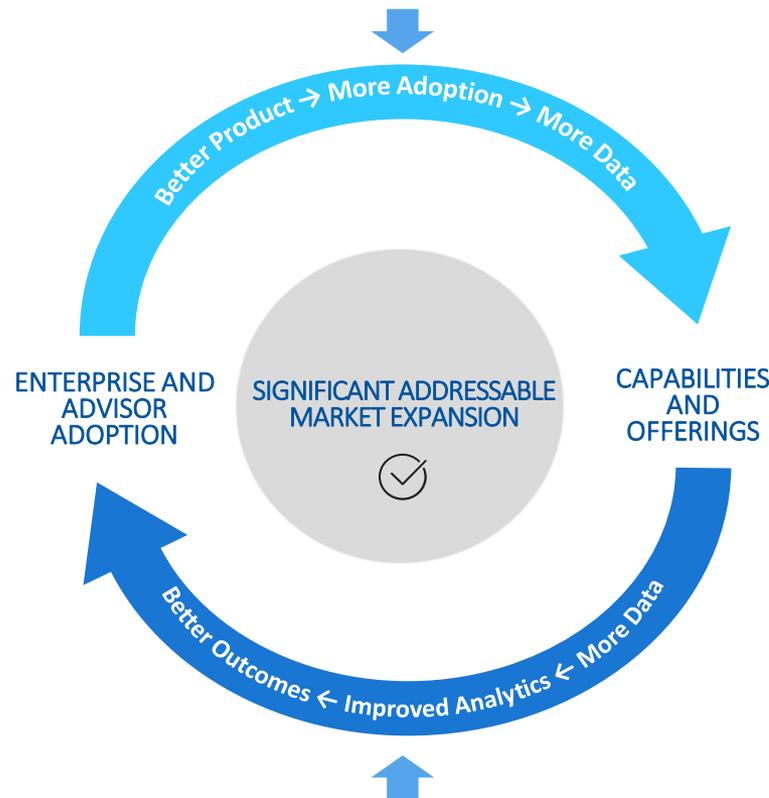
- Benefit from increased data and scale
- Higher post-consolidation adjusted EBITDA and expanded margins from operating synergies
- Slower top line growth



STRATEGIC
ACQUISITIONS



- Businesses and technologies that benefit from complementary capabilities
- Expand and improve product offerings and addressable markets
- Synergy potential



Network partners provide valuable
"FinApps" to advisors and their
customers

Key Benefits

- **Establishes** Investnet as a leader in goals-based financial planning
- **Accelerates** fulfillment of our vision for Financial Wellness
- **Enables** significant opportunity to expand and strengthen relationships with firms and advisors
- **Creates** significant value for financial advisors, end clients and Investnet shareholders

The addition of MoneyGuide broadens and enhances our integrated wealth management platform, supports our vision for enabling Financial Wellness and creates significant value