

# Investor Presentation

September 2017



HealthEquity®

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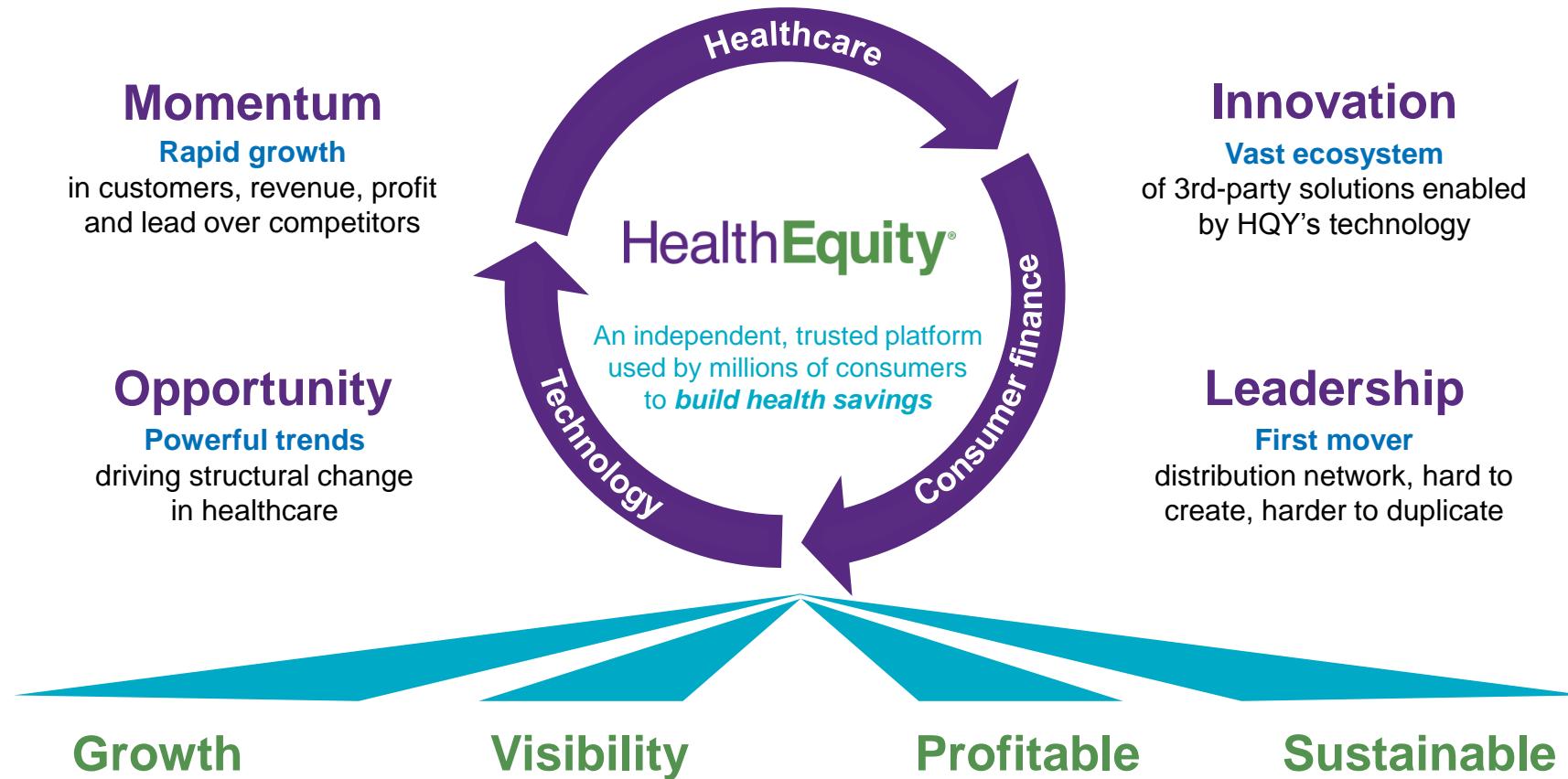
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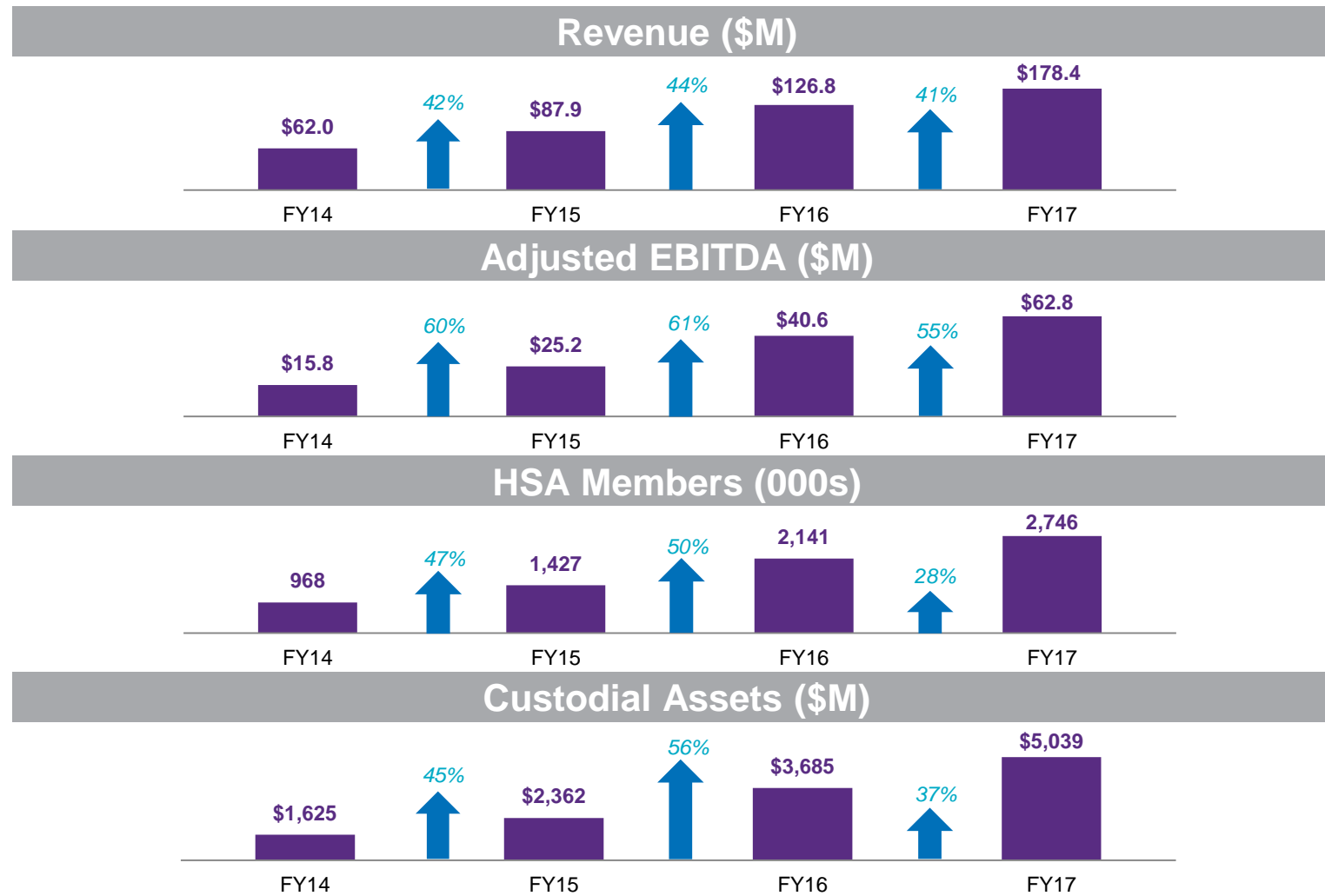
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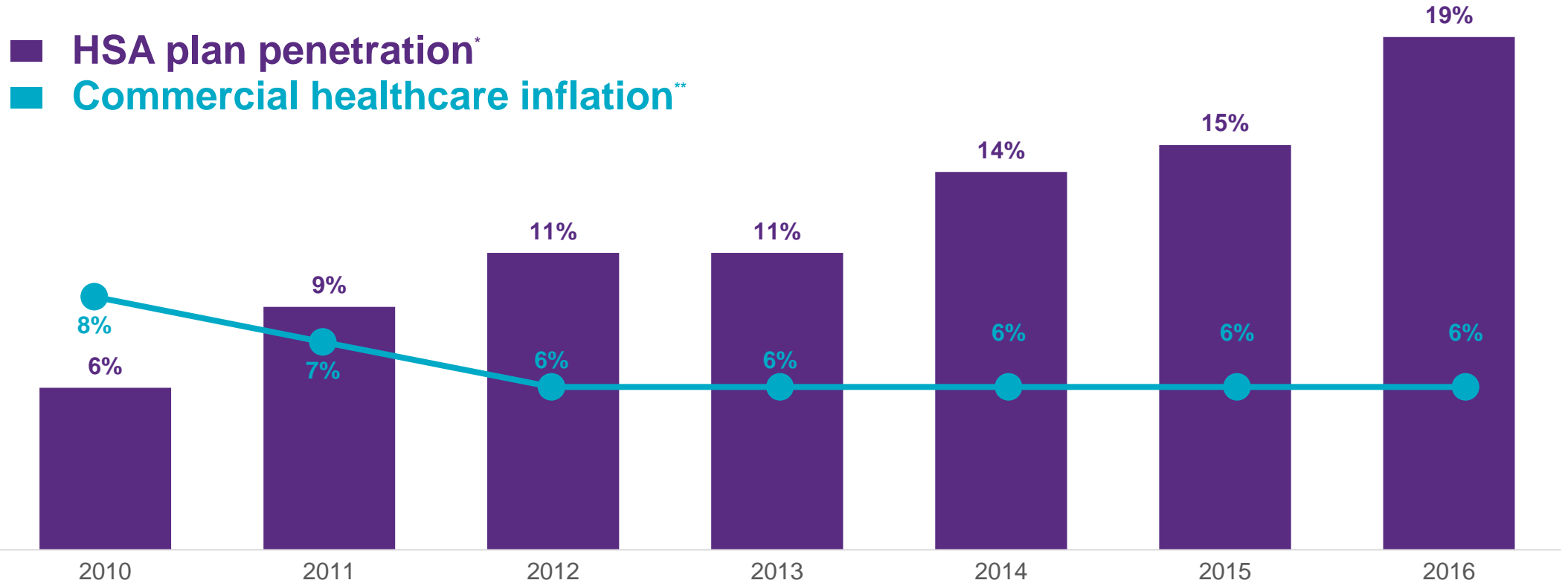
# Investment highlights



# Key metrics



# Our core – health savings accounts



**\$2,266**

Average premium savings\*

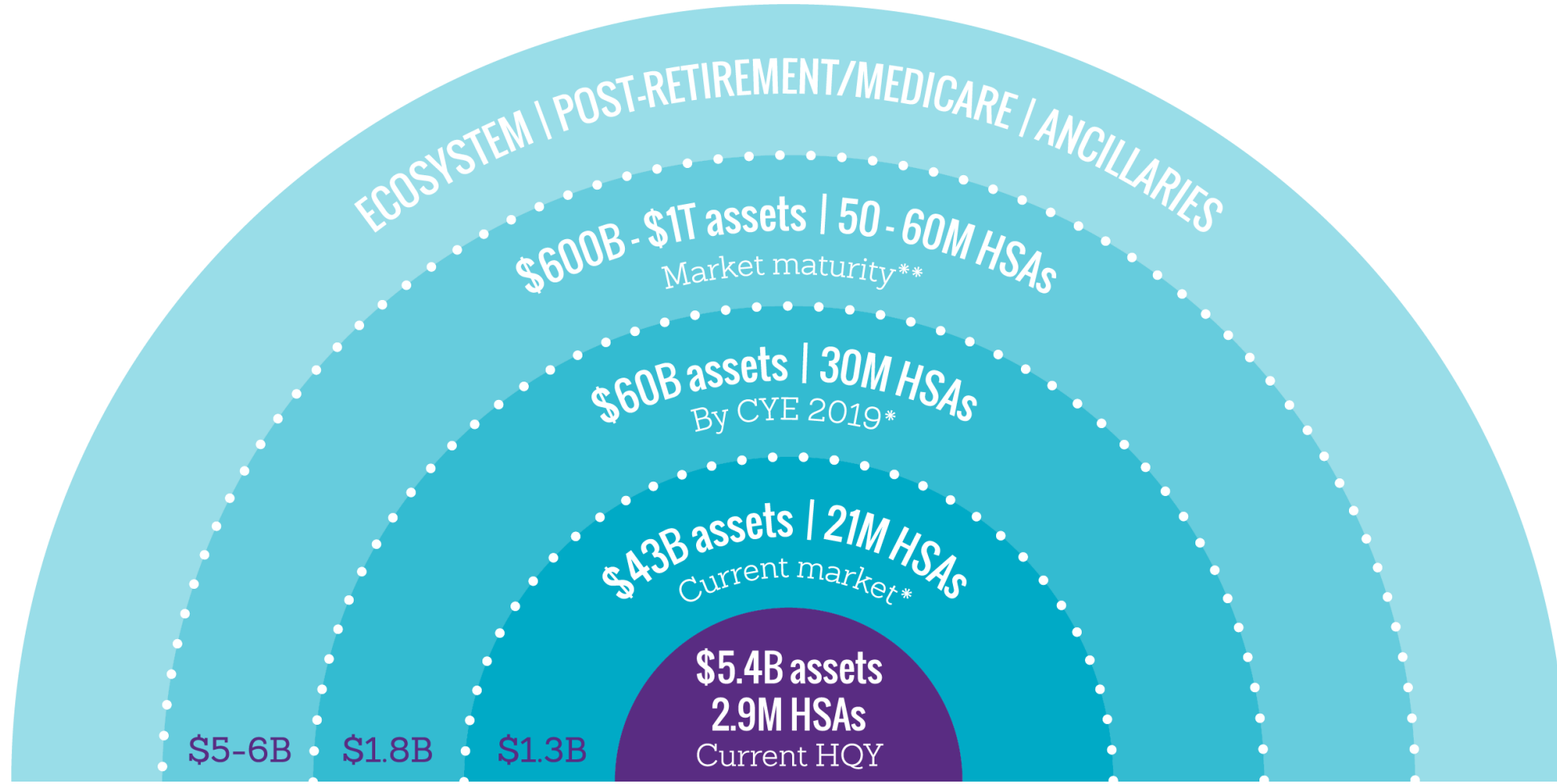
**\$6,750**

Maximum family HSA contribution

**\$1,617**

Average employer contribution\*

# Expanding market



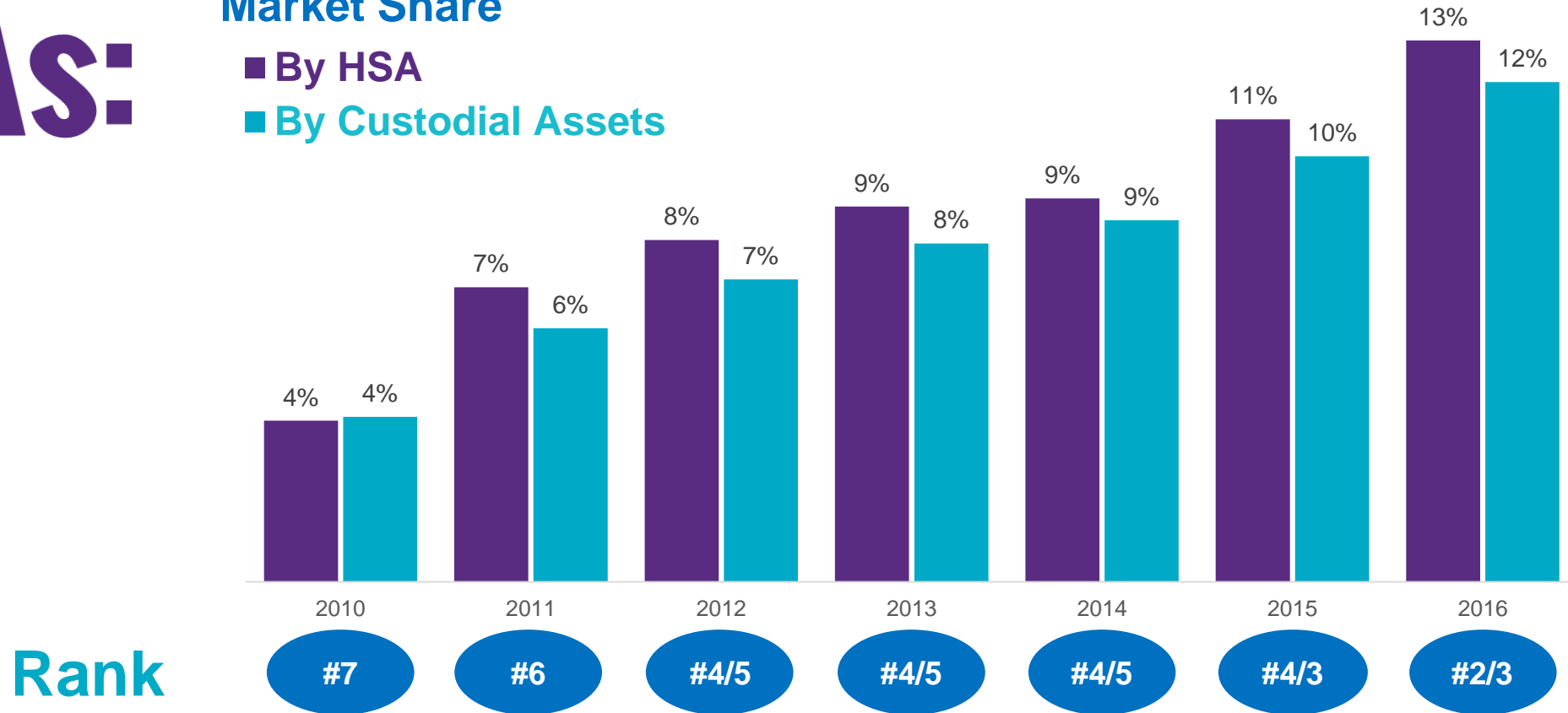
MARKET WIDE REVENUE

# Growing market share

## HealthEquity HSAs:

### Market Share

- By HSA
- By Custodial Assets





# Highly differentiated

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## Healthcare:

- UNH
- AET

## Benefits:

- WAGE
- WLTW



## Banking:

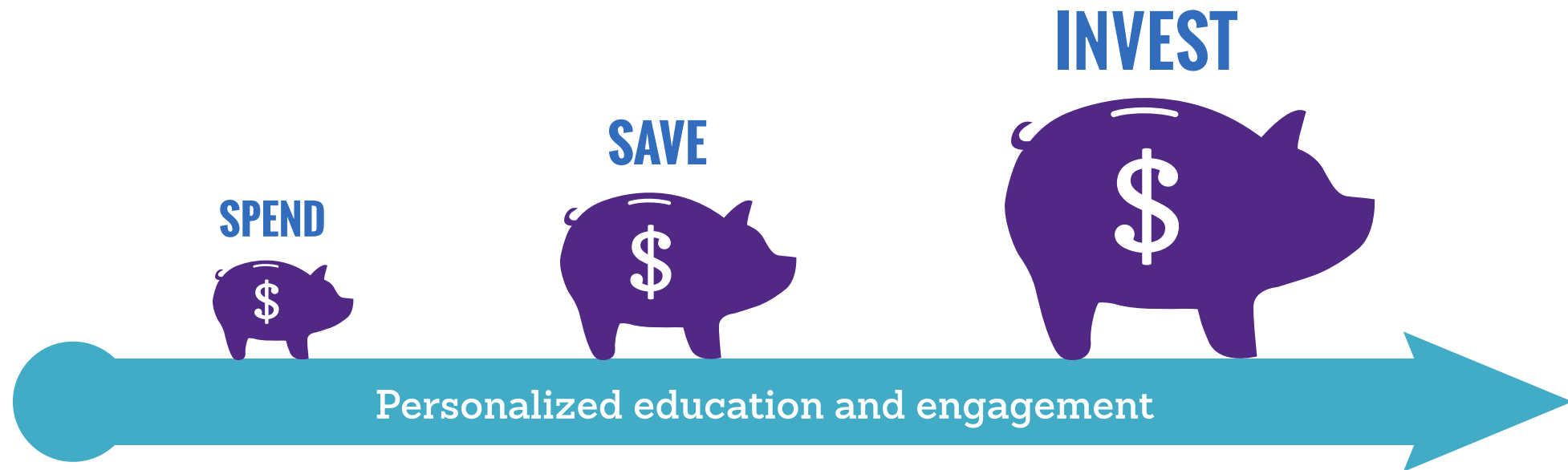
- BAC
- WBS

## Retirement:

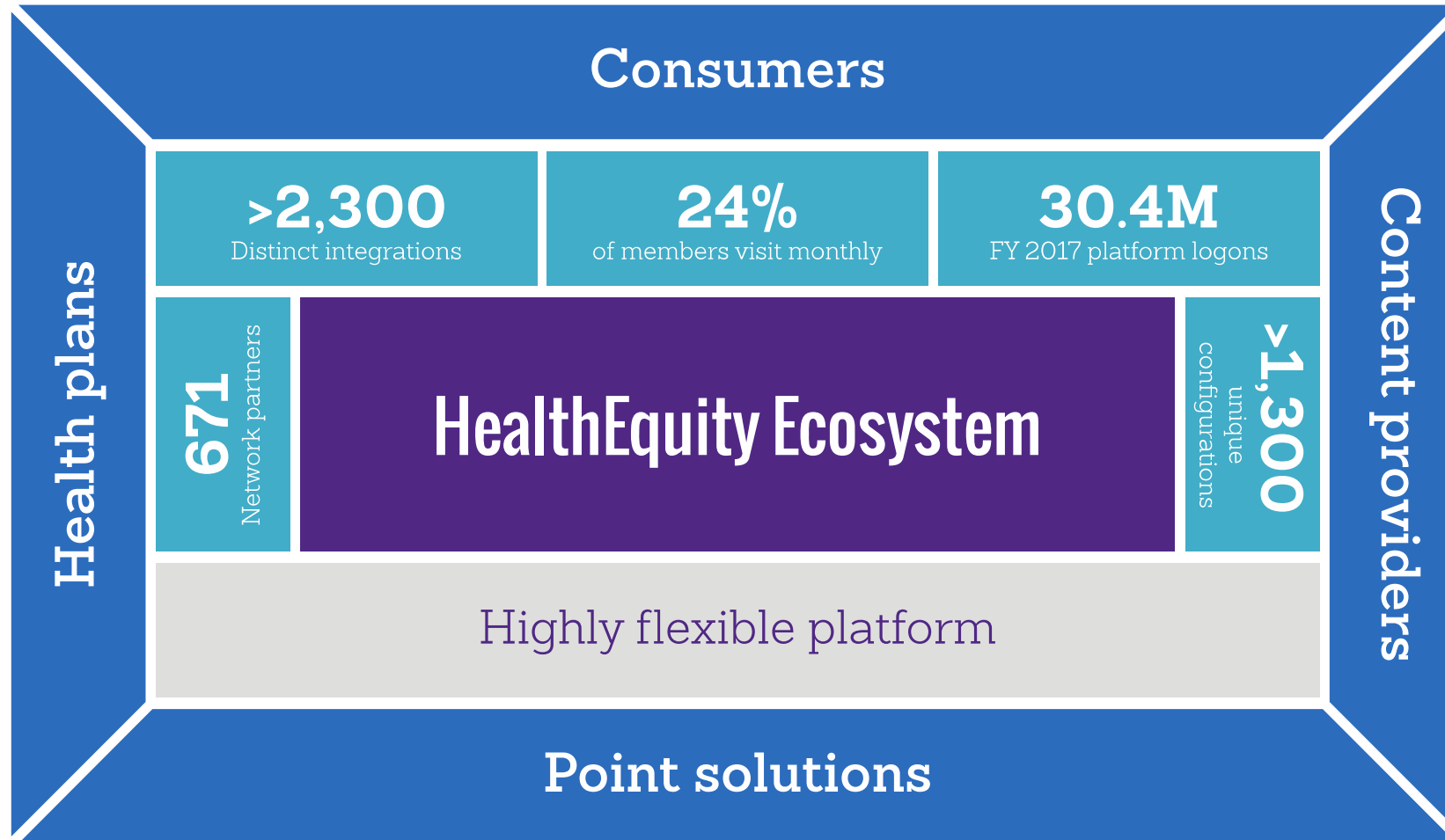
- CNDT
- FRM

# Proprietary platform

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# Unique engagement ecosystem



# Unmatched B2B2C distribution



Network partners

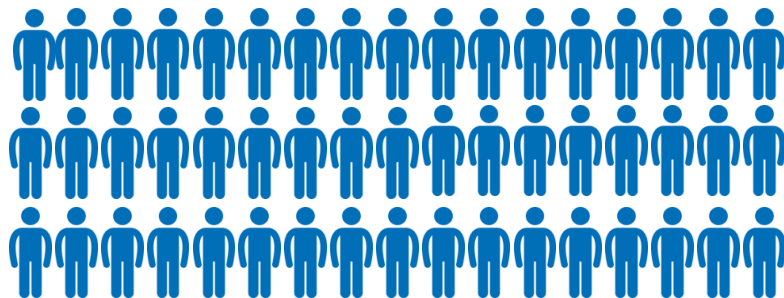
584 Large employers  
87 Health plans



Health plan and broker sales, account execs



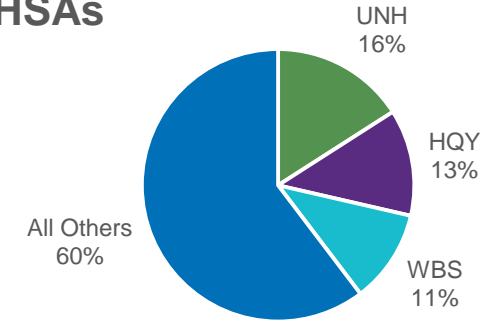
34K+ Employers



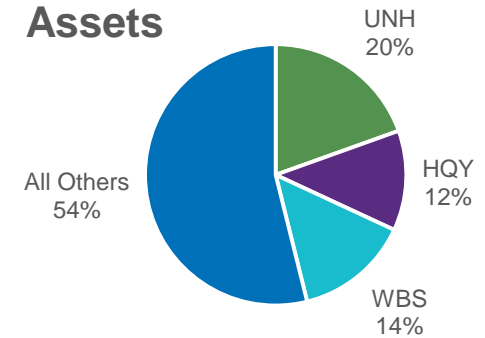
~6M<sup>\*\*</sup> Consumers



## HSA's



## Custodial Assets

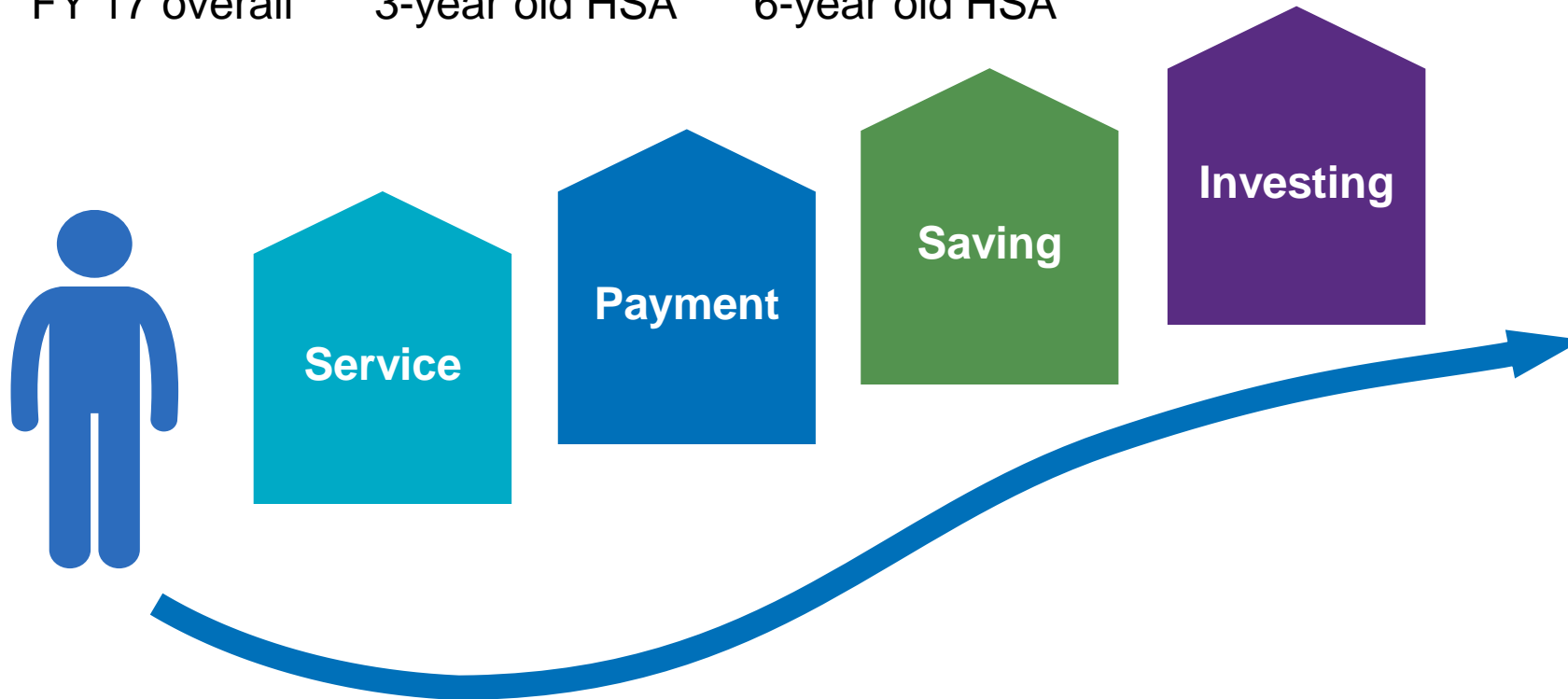


HealthEquity  
3-year CAGR:

42% HSA's  
45% Custodial assets

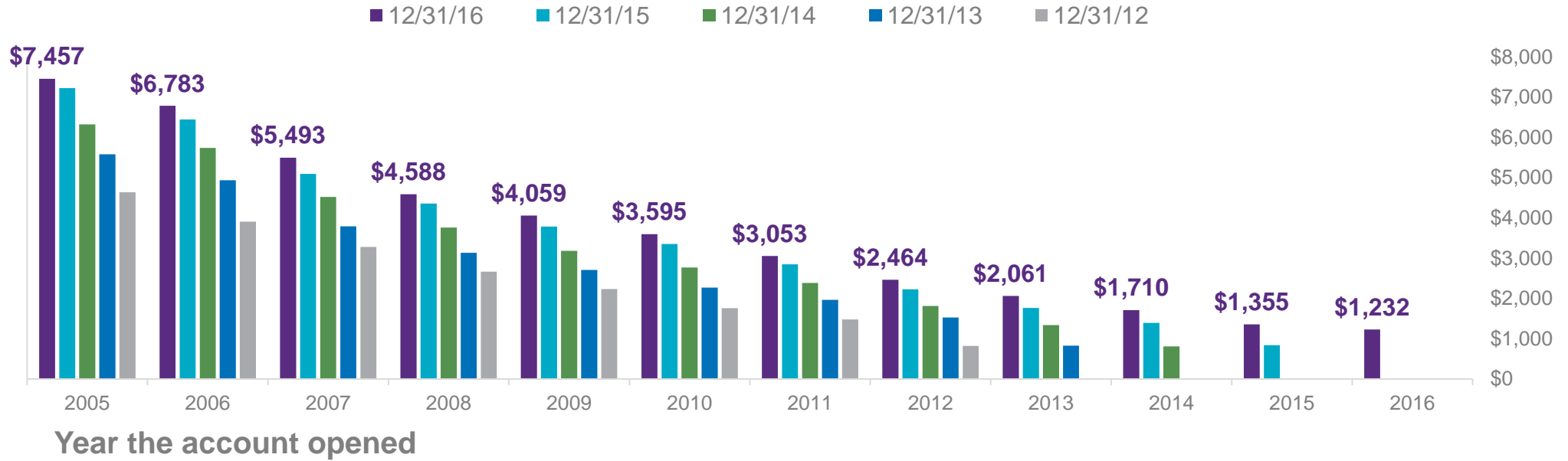
# Powerful monetization

Gross margin



# Account balance growth by age

Average balance by year the account opened\*



**HealthEquity  
HSAs:**

**51%**  
open for  
**2 years**  
or less

AVERAGE AGE  
**3.1**  
YEARS

**\$1,835**  
AVERAGE  
BALANCE

**2%**  
HAVE  
INVESTMENT  
BALANCES

# Value of mature accounts

## HealthEquity HSAs:



# Health & Wealth strategy

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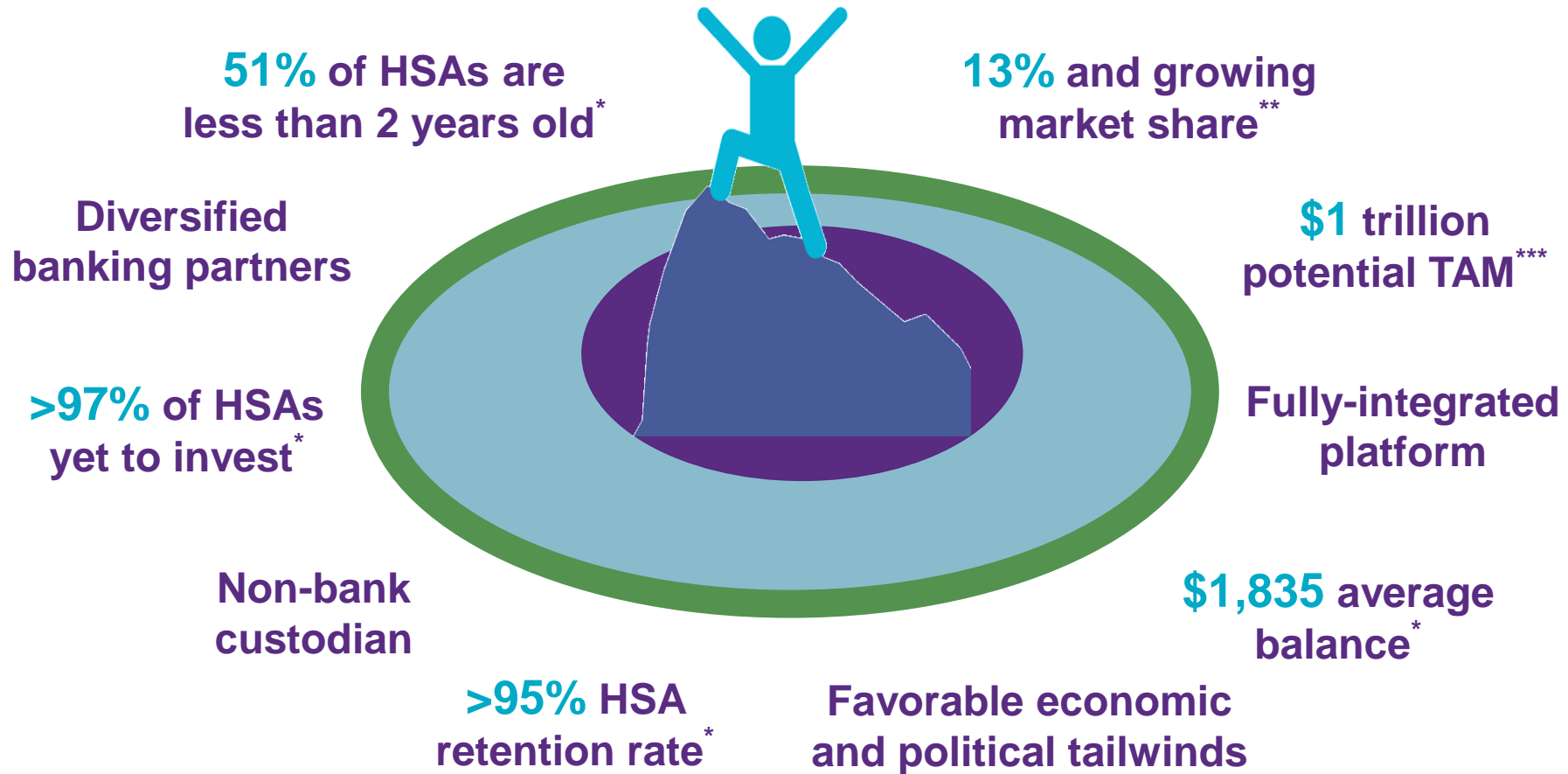
- Large employers – mature market
  - HealthEquity Wellth View 401(k) Link - connects 401(k) with HSA
  
- Small and mid-sized employers – fragmented market
  - HealthEquity Retirement Services, LLC - low-cost, turnkey, 401(k) solution with fiduciary services for multiple individual employers under a common plan design

**WELLTH**view™

HealthEquity  
**RETIREMENT  
SERVICES, LLC**

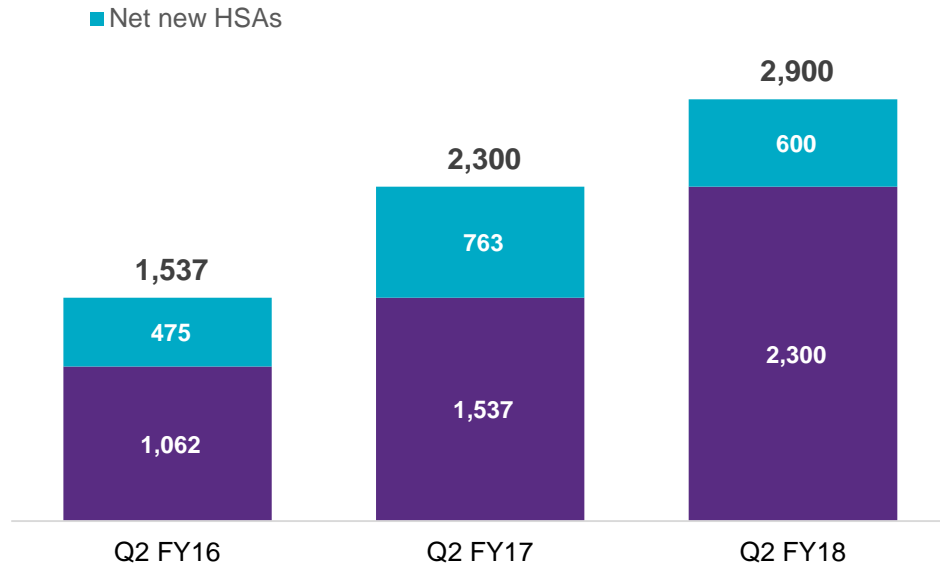


# Continuing to grow



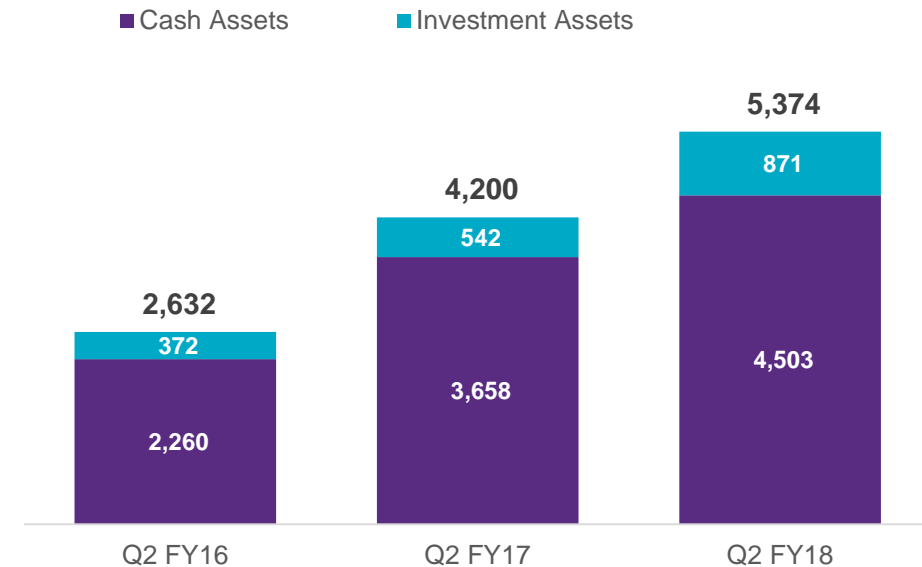
# 2<sup>nd</sup> quarter operating results

## HSAs (000s)



- New HSAs of **119K** vs 85K YoY
- **26%** growth in ending HSAs YoY

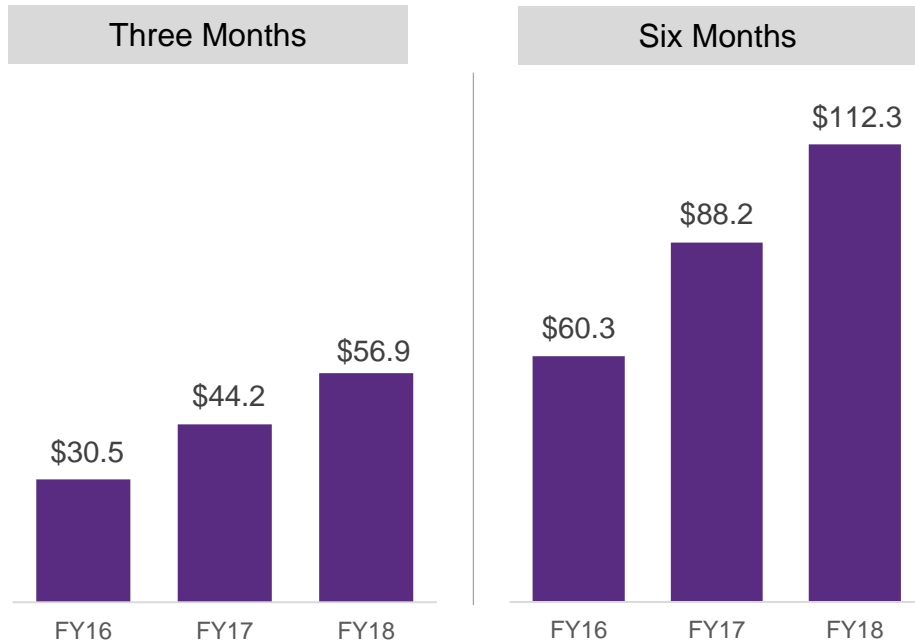
## Custodial Assets (\$M)



- Net increase of **\$1.2B** YoY
- **28%** growth YoY

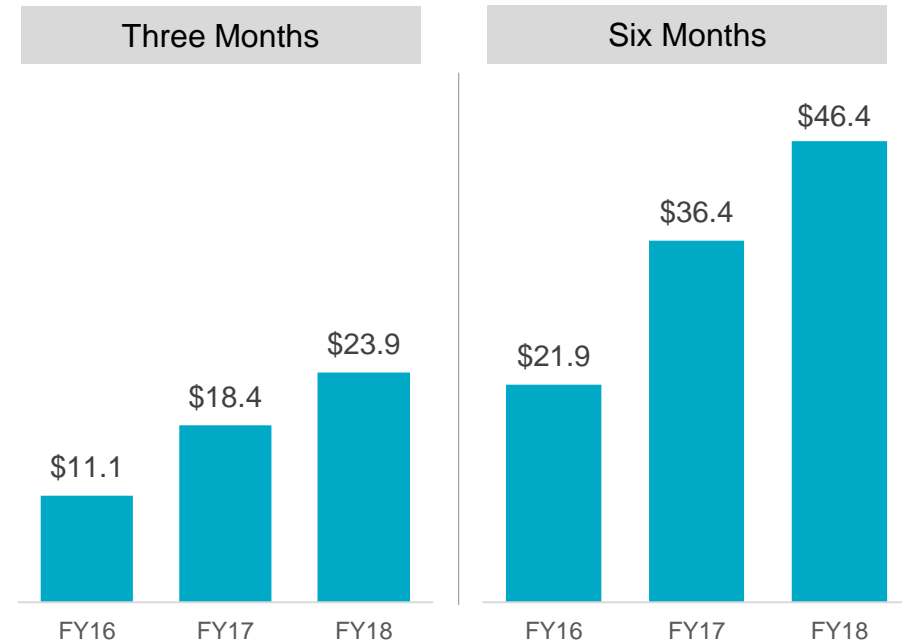
# 2<sup>nd</sup> quarter financial results

## Revenue (\$M)



- **29%** revenue growth YoY
  - 21% growth in Service
  - 44% growth in Custodial
  - 21% growth in Interchange

## Adjusted EBITDA<sup>(1)</sup> (\$M)



- **30%** Adjusted EBITDA growth YoY
- Gross margins 63%
- Operating margins 29%

# Capitalization

(\$ in millions)	January 31, 2017	July 31, 2017
Cash, cash equivalents & marketable securities	\$180.4	\$210.3
Long-term debt (\$100M available LOC)	\$0.0	\$0.0
Total equity	\$261.9	\$315.9

# Guidance

## Business Outlook

For the Fiscal Year Ending January 31, 2018

Guidance as of: (\$ in millions, except per share)	September 5, 2017*	June 6, 2017	March 21, 2017
Revenue	\$223 – \$228	\$222 - \$227	\$220 - \$225
Non-GAAP Net Income**	\$39 - \$43	\$38 - \$42	
Non-GAAP EPS diluted**	\$0.64 - \$0.68	\$0.62 - \$0.67	
Adjusted EBITDA**	\$79 – \$84	\$78 - \$83	\$77 - \$82

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