

Investor presentation

Raymond James Investor Conference
March 2018



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This presentation contains “forward-looking” statements that are based on our management’s beliefs and assumptions and on information currently available to management. These forward-looking statements include, without limitation, statements regarding our industry, business strategy, plans, goals and expectations concerning our market position, product expansion, future operations, margins, profitability, future efficiencies, capital expenditures, liquidity and capital resources and other financial and operating information. When used in this discussion, the words “may,” “believes,” “intends,” “seeks,” “anticipates,” “plans,” “estimates,” “expects,” “should,” “assumes,” “continues,” “could,” “will,” “future” and the negative of these or similar terms and phrases are intended to identify forward-looking statements.

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This presentation also contains estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates.

This presentation includes certain non-GAAP financial measures as defined by SEC rules. As required by Regulation G, we have provided a reconciliation of those measures to the most directly comparable GAAP measures, which is available in our public filings.

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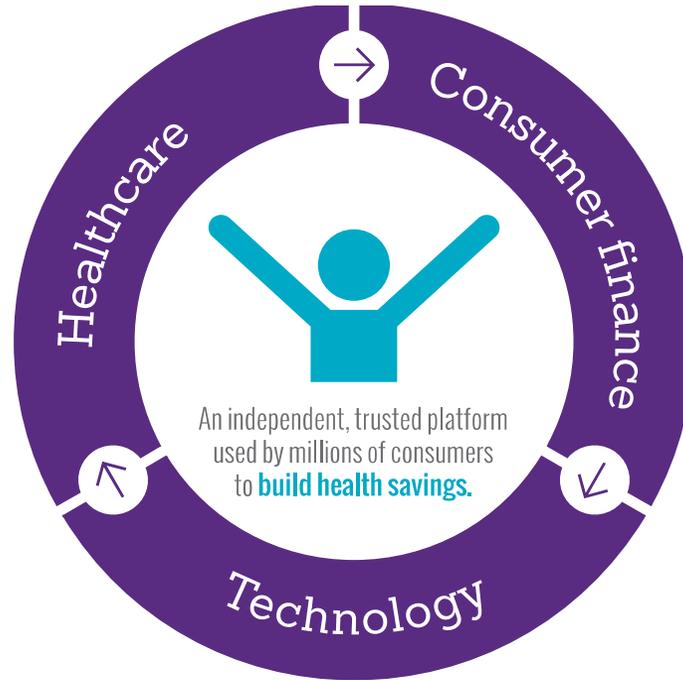
Investment highlights

40%

4 year revenue CAGR¹

14 consecutive
QUARTERS

Beating Adj. EBITDA consensus



1,241 **\$/sq**

Increase in Adj. EBITDA margin¹

8 consecutive
YEARS

Increased market share²

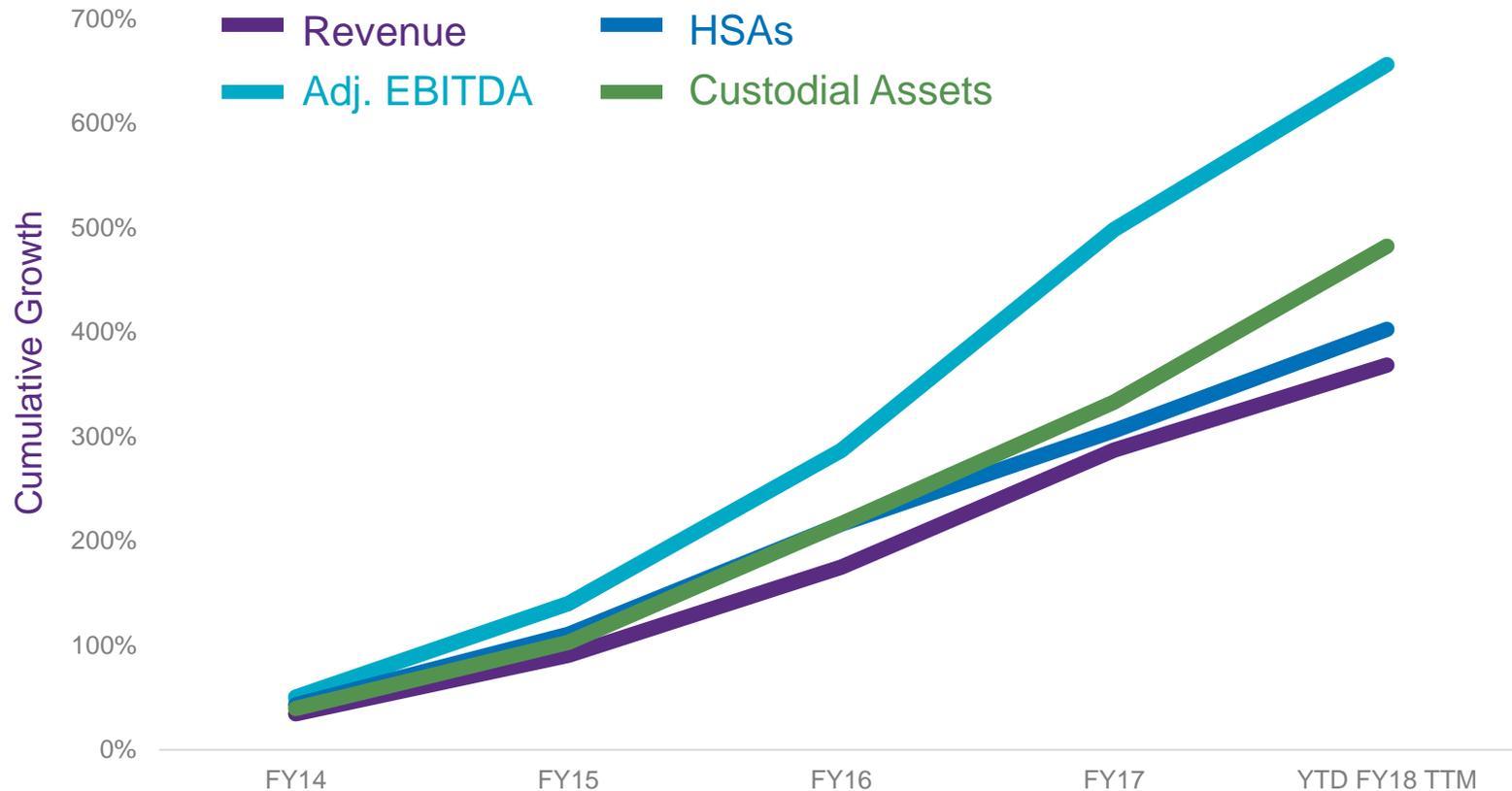
Growth

Visibility

Profitable

Sustainable

Key metrics



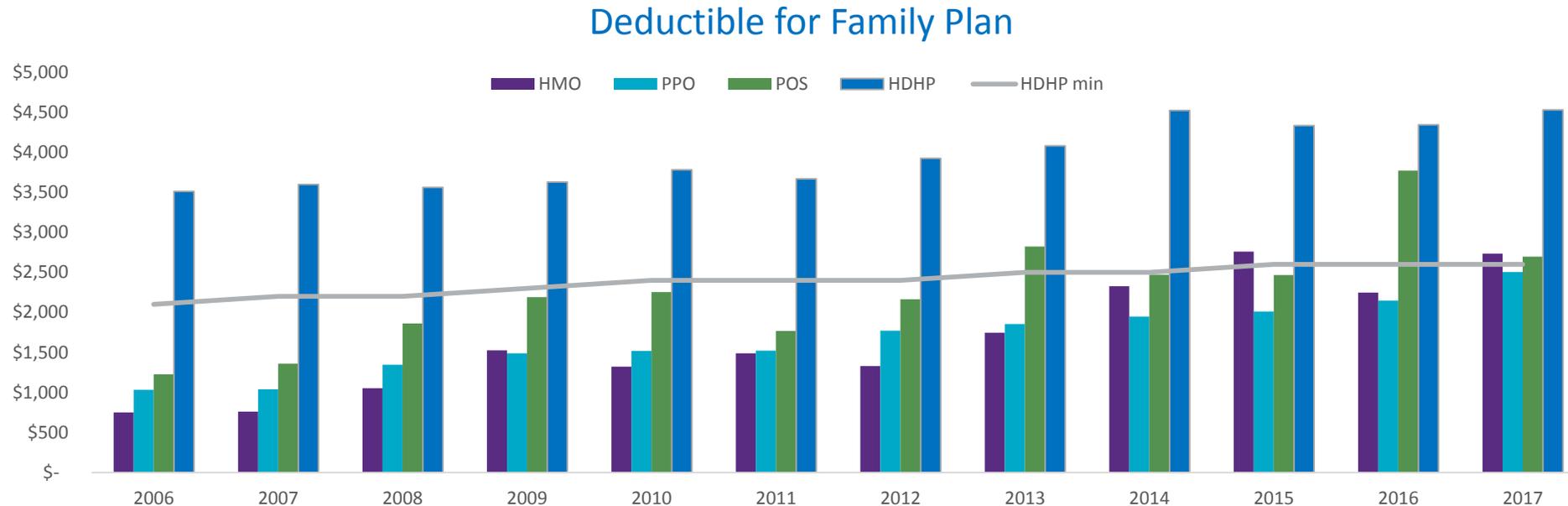
368%
Revenue¹

656%
Adjusted EBITDA¹

403%
HSA²

482%
Custodial Assets²

Rising first dollar responsibility



The differences among health plans are narrowing as all plans trend toward higher deductibles

**10-Year
CAGR
Deductible:**

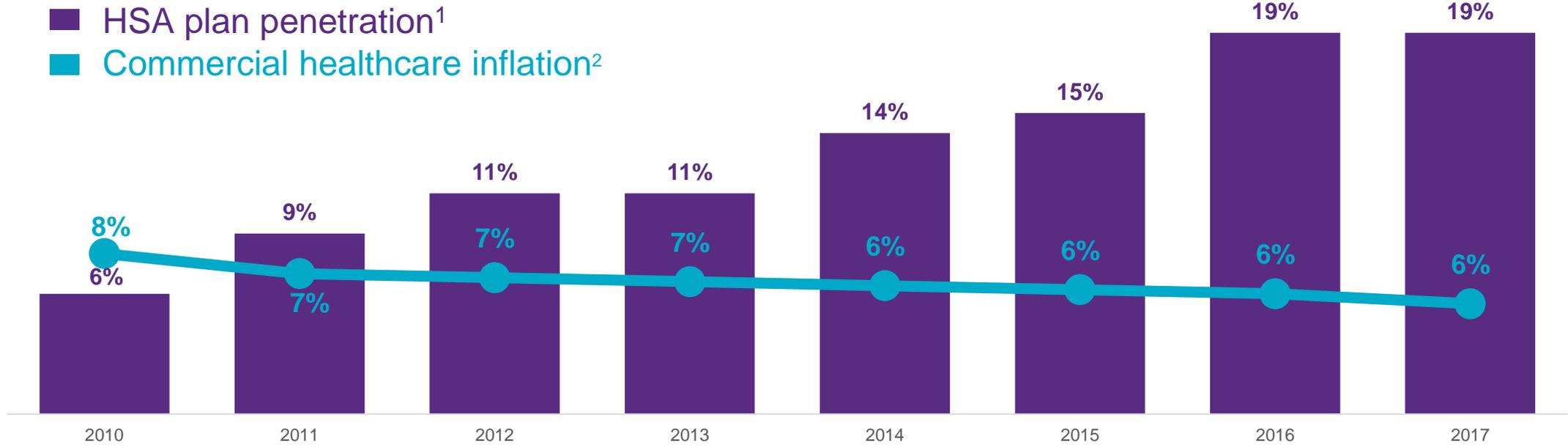
HMO
13.7%

PPO
9.2%

POS
7.1%

HDHP
2.3%

Our core – health savings accounts



\$1,900

Average premium savings¹

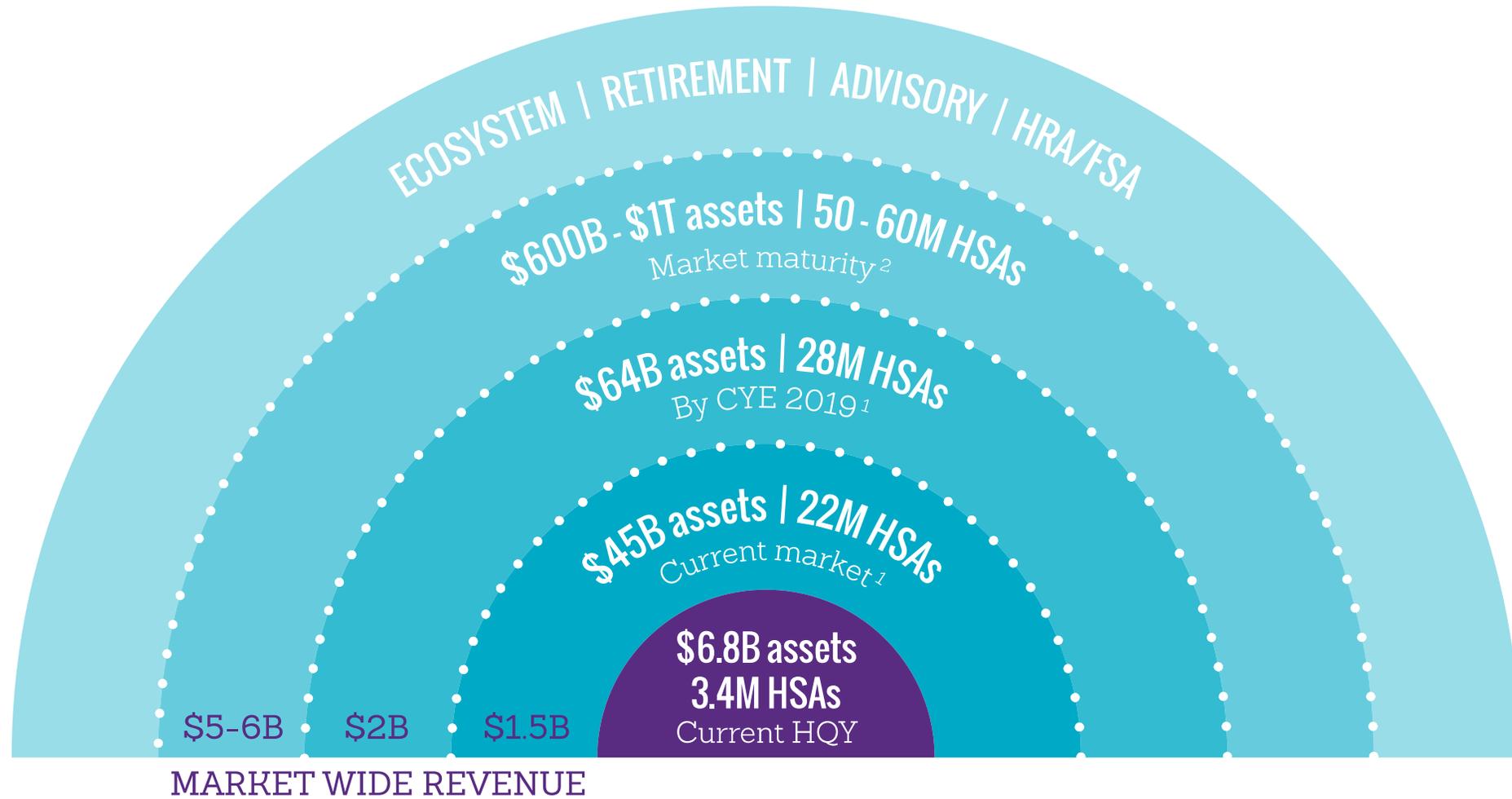
\$1,417

Average employer contribution¹

\$6,900

Maximum family HSA contribution

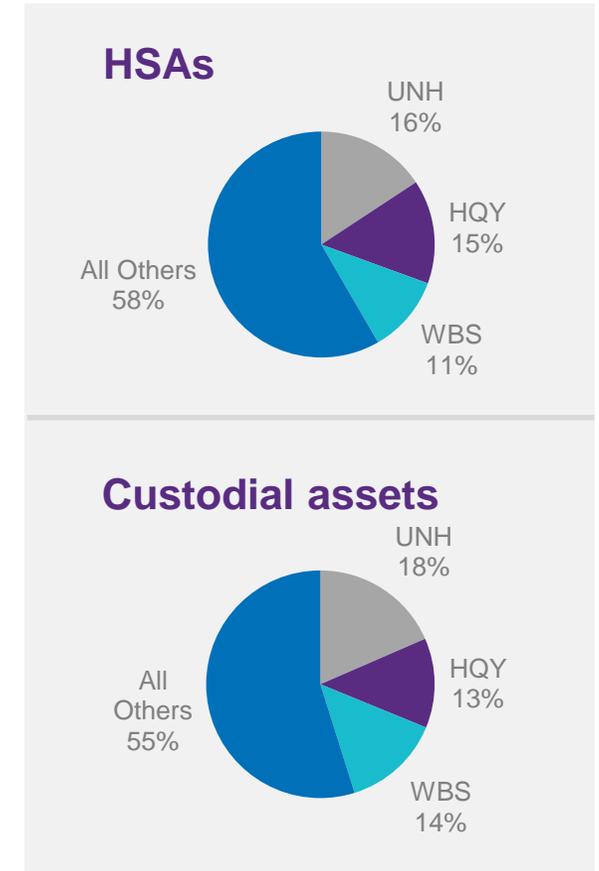
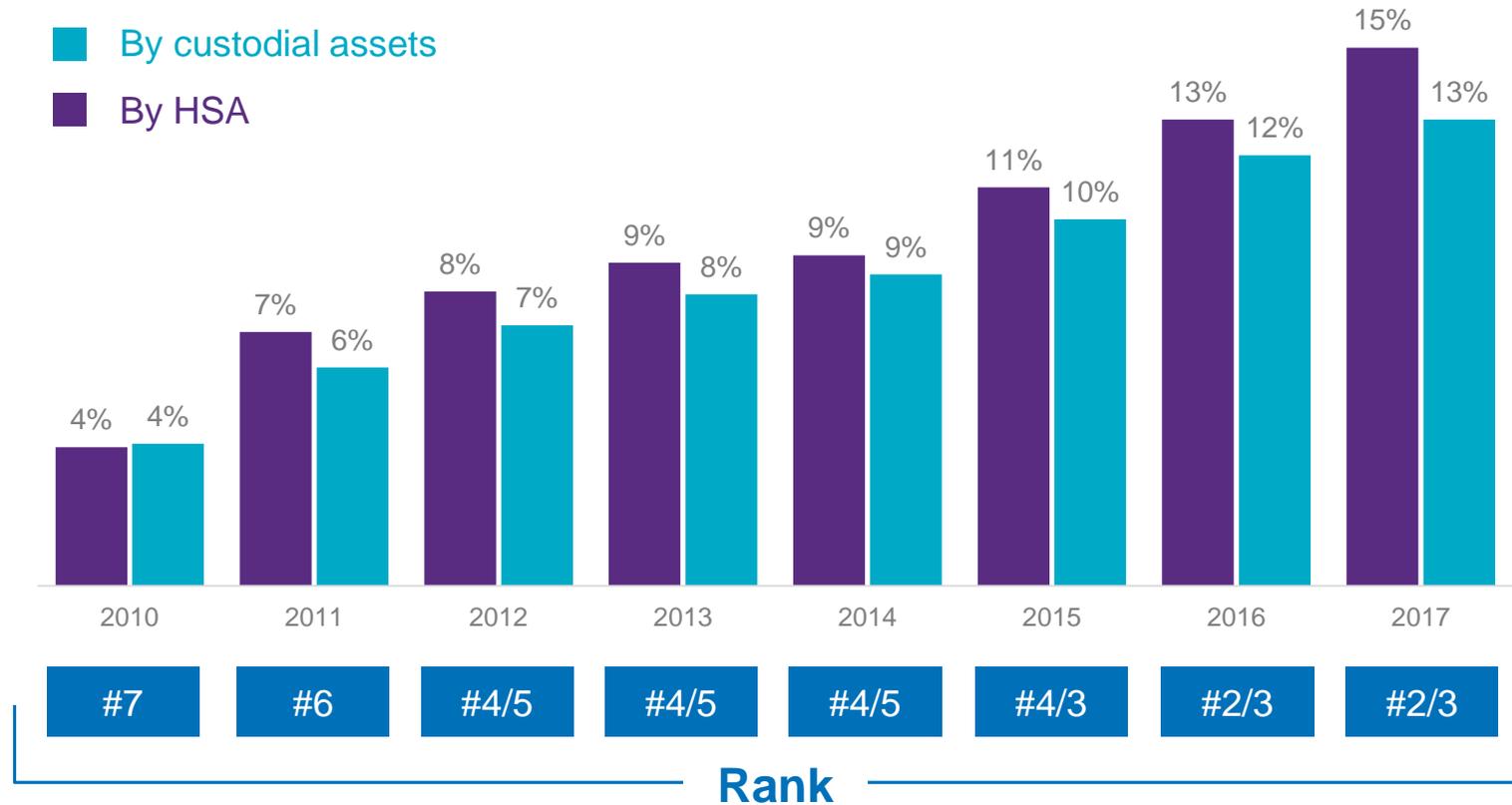
Expanding market



Growing market share

HealthEquity HSAs market share

- By custodial assets
- By HSA



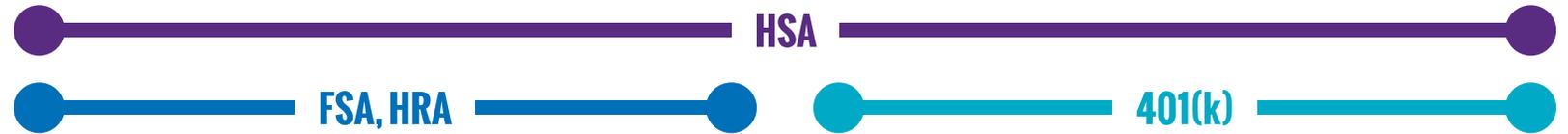
Proprietary end-to-end platform

>2,680 ←
INTEGRATIONS →

HealthEquity **22%**
of members
visit monthly

>1,500 unique
configurations

36 M
FY18 PLATFORM LOGONS



FY 18 sales results

\$6.8 BILLION
in Custodial Assets



3.4 M HSAs

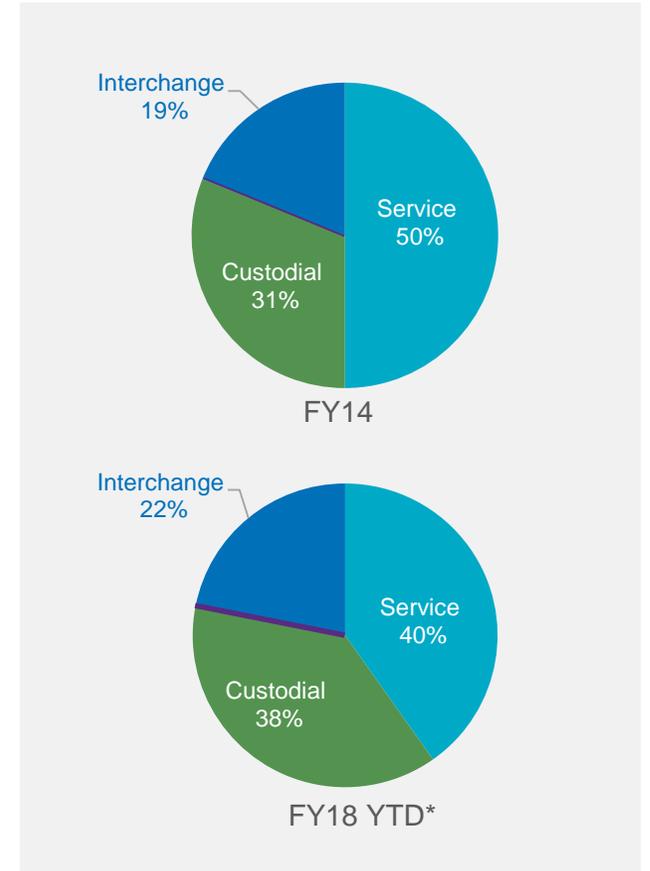
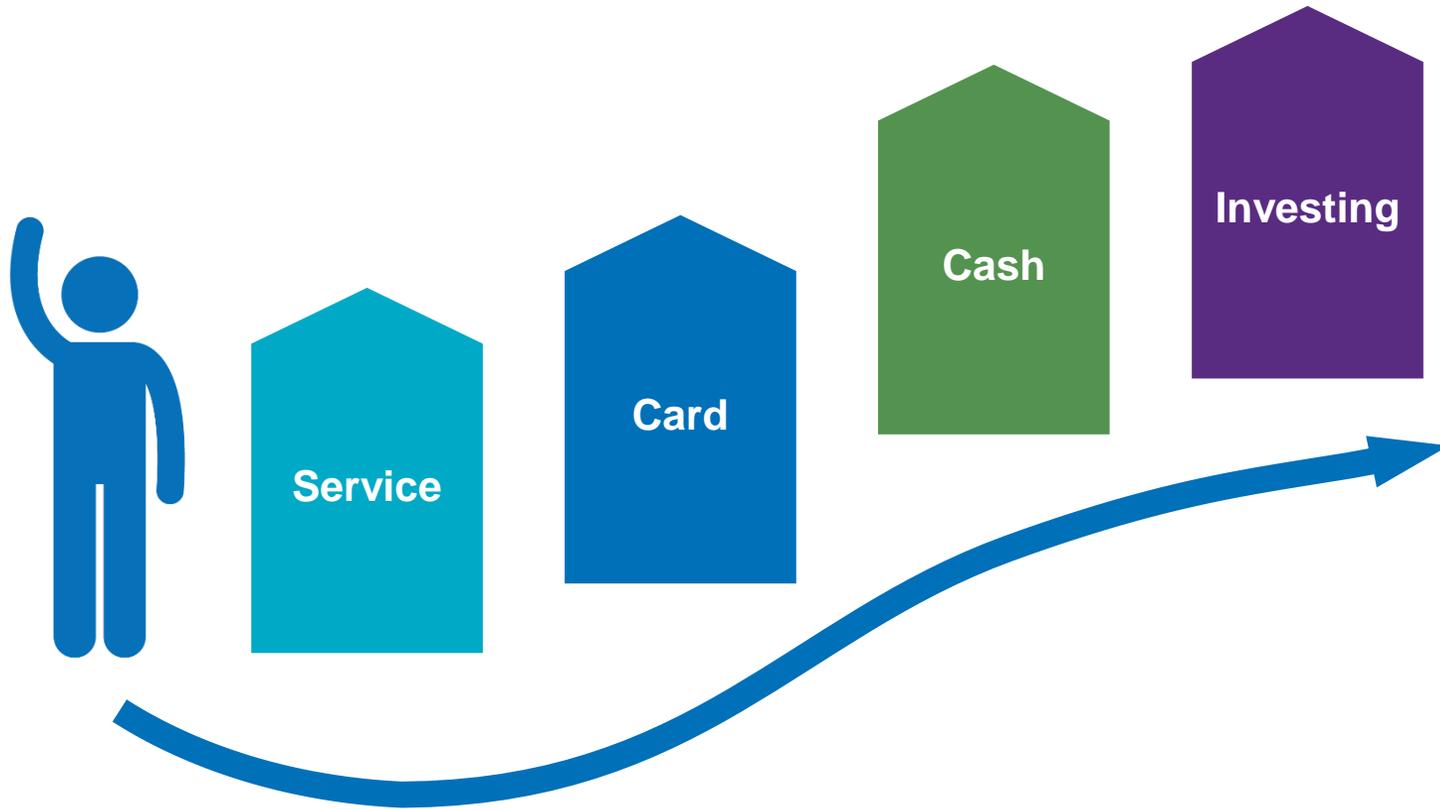
124
NETWORK
PARTNERS

40,000
EMPLOYERS

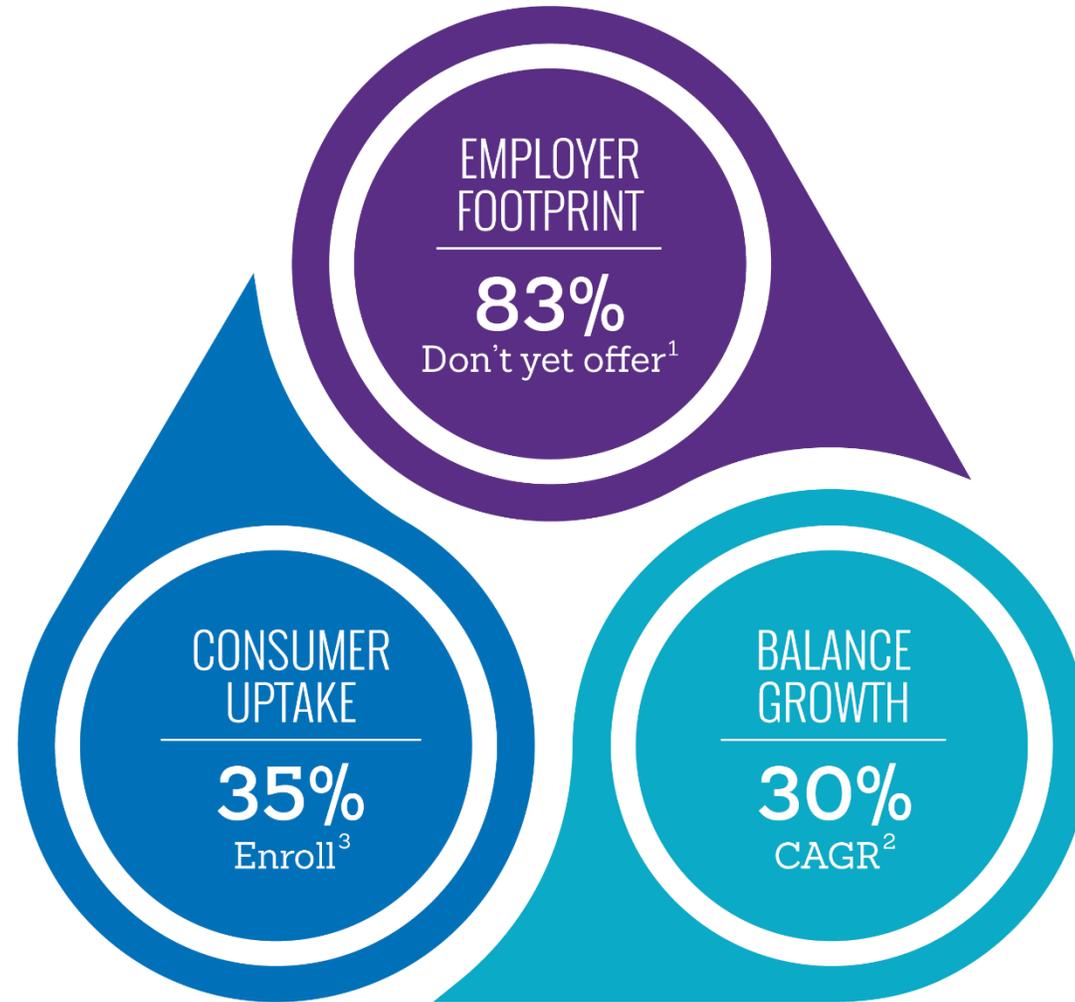


- Largest HSA take away
- Preferred relationship agreements with **Blue Cross Blue Shield Association** and **Health Plan Alliance**
- Renewal of **Anthem** partnership

Powerful monetization



Growing forward



Account balance growth by age

Average balance by year the account opened*



HealthEquity
HSAs:

41%
open for
2 years
or less

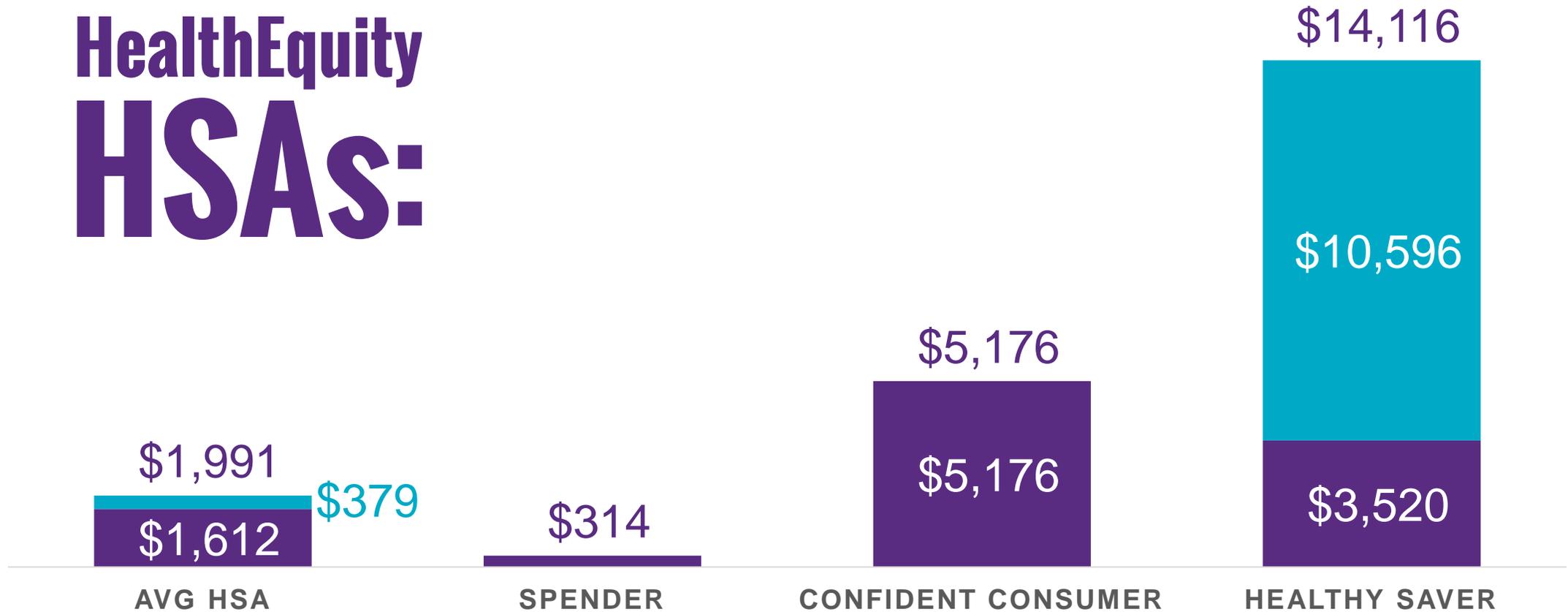
AVERAGE AGE
3.5
YEARS

\$1,991
AVERAGE
BALANCE

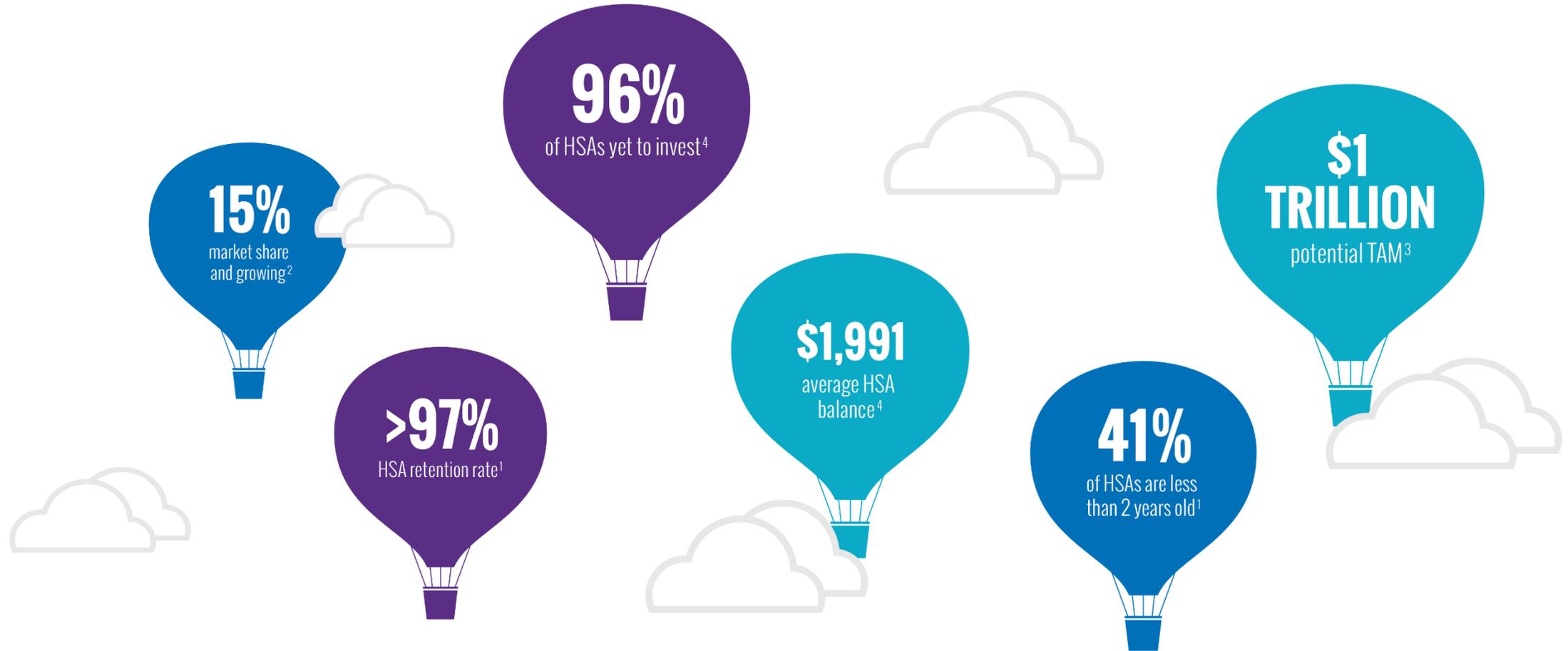
3.6%
HAVE
INVESTMENT
BALANCES

Value of mature accounts

HealthEquity HSAs:

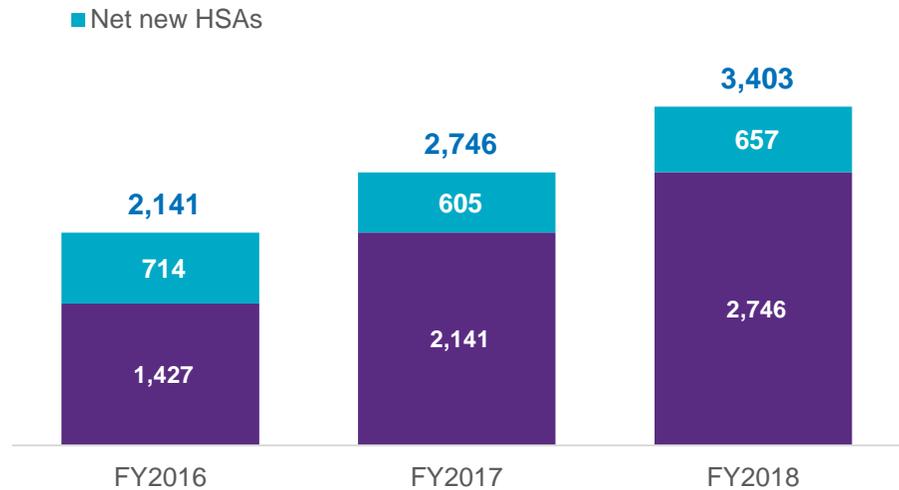


Rising above



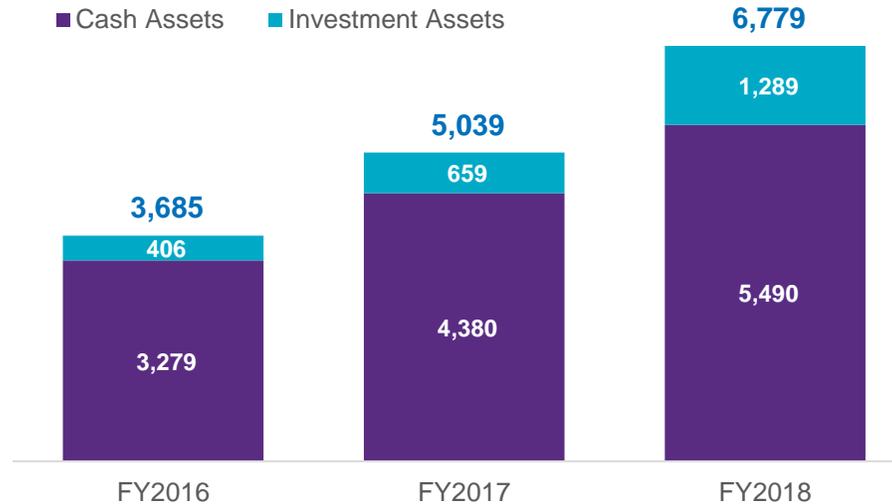
Fiscal year 2018 operating results

HSA (000s)



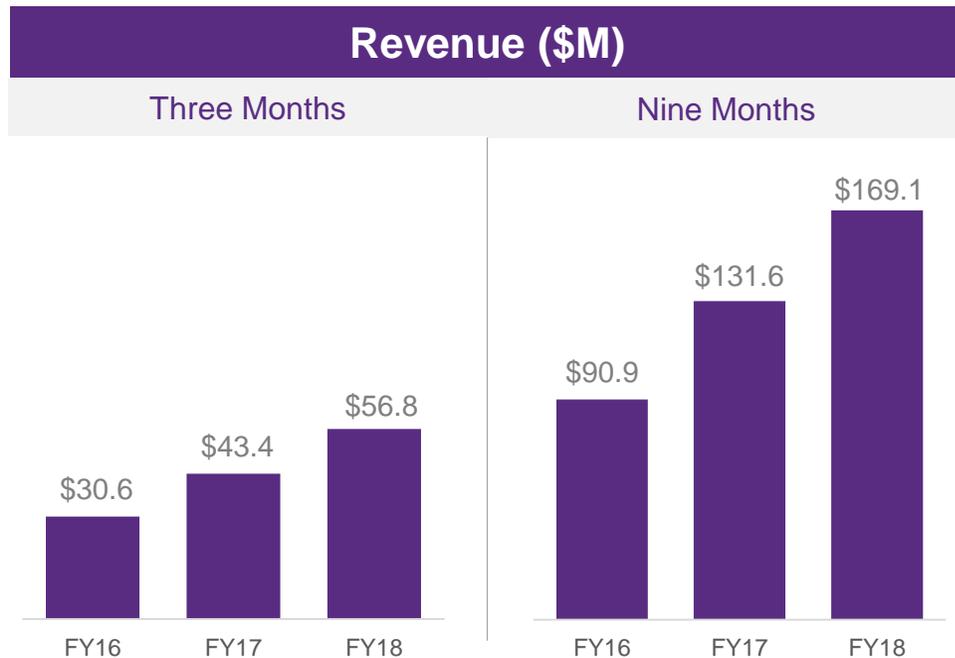
- New organic HSAs of **669K** vs 668K YoY
- An additional **54K** FIBK and Alliant CU HSAs
- **24%** growth in ending HSAs YoY

Custodial Assets (\$M)

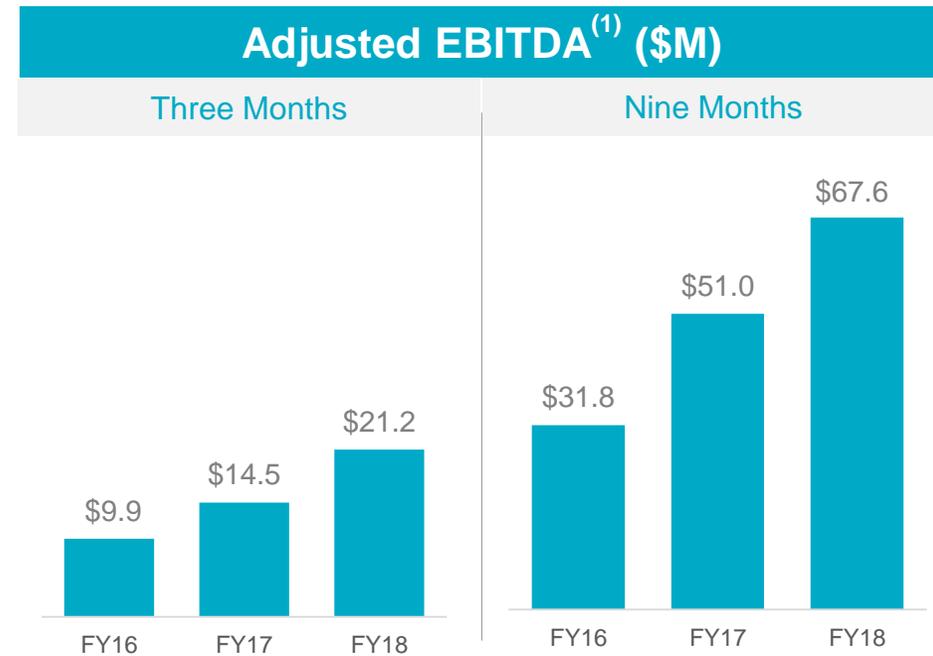


- Net increase of **\$1.7B** YoY
- **35%** growth YoY

3rd quarter financial results



- **31% Q3 revenue growth YoY**
 - 22% Q3 growth in Service Revenue
 - 48% Q3 growth in Custodial Revenue
 - 22% Q3 growth in Interchange Revenue



- **46% Adjusted EBITDA growth Q3 YoY**
- Q3 Gross margins 59%
- Q3 Operating margins 24%

Capitalization

(\$ in millions)	January 31, 2017	October 31, 2017
Cash, cash equivalents & marketable securities	\$180.4	\$225.1
Long-term debt (\$100M available LOC)	\$0.0	\$0.0
Total equity	\$261.9	\$334.4

Guidance

Business Outlook

For the Fiscal Year Ending January 31, 2018

Guidance as of: (\$ in millions, except per share)	December 5, 2017*	September 5, 2017	June 6, 2017	March 21, 2017
Revenue	\$225 - \$228	\$223 - \$228	\$222 - \$227	\$220 - \$225
Non-GAAP Net Income**	\$39 - \$41	\$39 - \$43	\$38 - \$42	
Non-GAAP EPS diluted**	\$0.64 - \$0.66	\$0.64 - \$0.68	\$0.62 - \$0.67	
Adjusted EBITDA**	\$80 - \$83	\$79 - \$84	\$78 - \$83	\$77 - \$82

HealthEquity®