# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

### FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): July 6, 2020

## LEO HOLDINGS CORP.

(Exact Name of Registrant as Specified in Charter)

Cayman Islands (State or Other Jurisdiction of Incorporation) 001-38393 (Commission File Number) 98-1399727 (IRS Employer Identification No.)

21 Grosvenor Place London (Address of Principal Executive Offices)

SW1X 7HF (Zip Code)

Registrant's telephone number, including area code: +44 20 7201 2200

Not Applicable (Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):							
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$\boxtimes$	Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)						
	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)						
	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))						
	Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))						

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Units, each consisting of one Class A ordinary	LHC.U	New York Stock Exchange
share, \$0.0001 par value, and one-half of one		
redeemable warrant		
Class A ordinary shares included as part of the	LHC	New York Stock Exchange
units		
Warrants included as part of the units, each	LHC WS	New York Stock Exchange
whole warrant exercisable for one Class A		_
ordinary share at an exercise price of \$11.50		

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 or Rule 12b-2 of the Securities Exchange Act of 1934.

Emerging growth company  $\ oxtimes$ 

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.  $\Box$ 

#### Item 7.01 Regulation FD Disclosure.

Furnished as Exhibit 99.1 hereto and incorporated into this Item 7.01 by reference is the investor presentation that Leo Holdings Corp. ("Leo") has prepared for use in connection with various meetings and conferences with investors.

Exhibit 99.1 is being furnished pursuant to Item 7.01 and will not be deemed to be filed for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise be subject to the liabilities of that section, nor will it be deemed to be incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act.

#### **Additional Information**

In connection with the transactions contemplated by the business combination agreement, dated April 23, 2020, by and among Leo, Digital Media Solutions LLC ("DMS"), and the other parties thereto (the "Business Combination Agreement"), Leo has filed with the U.S. Securities and Exchange Commission's ("SEC") a Registration Statement on Form S-4 (the "Registration Statement") and mailed a definitive proxy statement/prospectus and other relevant documents to its shareholders. This communication is not a substitute for the Registration Statement, the definitive proxy statement/prospectus or any other document that Leo will send to its shareholders in connection with the transactions contemplated by the Business Combination Agreement (the "Business Combination"). Investors and security holders of Leo are advised to read the definitive proxy statement/prospectus in connection with Leo's solicitation of proxies for its extraordinary general meeting of shareholders to be held to approve the Business Combination (and related matters) because the definitive proxy statement/prospectus contains important information about the Business Combination and the parties to the Business Combination. The definitive proxy statement/prospectus was mailed to shareholders of Leo as of June 24, 2020, the record date established for voting on the Business Combination. Shareholders are also be able to obtain copies of the definitive proxy statement/prospectus, without charge, at the SEC's website at www.sec.gov or by directing a request to: Leo Holdings Corp., 21 Grosvenor Place, London SW1X 7HF, United Kingdom.

### Participants in the Solicitation

Leo and its directors, executive officers, other members of management, and employees, under SEC rules, may be deemed to be participants in the solicitation of proxies of Leo's shareholders in connection with the Business Combination. Investors and security holders may obtain more detailed information regarding the names and interests in the Business Combination of Leo's directors and officers in Leo's filings with the SEC, including Leo's Annual Report on Form 10-K for the fiscal year ended December 31, 2019, which was filed with the SEC on March 13, 2020, as well as in the Registration Statement, which includes the definitive proxy statement/prospectus of Leo for the Business Combination.

Shareholders can obtain copies of Leo's filings with the SEC, without charge, at the SEC's website at www.sec.gov.

#### Forward-Looking Statements

This communication includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. Leo's and DMS's actual results may differ from their expectations, estimates and projections and consequently, you should not rely on these forward looking statements as predictions of future events. Words such as "expect," "estimate," "project," "budget," "forecast," "anticipate," "intend," "plan," "may," "will," "could," "should," "believes," "predicts," "potential," "continue," and similar expressions are intended to identify such forward-looking statements. These forward-looking statements include, without limitation, Leo's and DMS's expectations with respect to future performance and anticipated financial impacts of the proposed Business Combination, the satisfaction of the closing conditions to the Business Combination and the timing of the completion of the Business Combination. These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from the expected results. Most of these factors are outside Leo's and DMS's control and are difficult to predict. Factors that may cause such differences include, but are not limited to: (1) the occurrence of any event, change or other circumstances that could give rise to the termination of the Business Combination Agreement; (2) the outcome of any legal proceedings that may be instituted against Leo and DMS following the announcement of the Business Combination Agreement and the transactions contemplated therein; (3) the inability to complete the proposed Business Combination, including due to failure to obtain approval of the shareholders of Leo or other conditions to closing in the Business Combination Agreement; (4) the occurrence of any event, change or other circumstance that could give rise to the termination of the Business Combination Agreement or could otherwise cause the Business Combination to fail to close; (5) the amount of redemption requests made by Leo's shareholders; (6) the inability to obtain or maintain the listing of the post-business combination company's common stock on the New York Stock Exchange following the proposed Business Combination; (7) the risk that the proposed Business Combination disrupts current plans and operations as a result of the announcement and consummation of the proposed Business Combination; (8) the ability to recognize the anticipated benefits of the proposed Business Combination, which may be affected by, among other things, competition, the ability of the combined company to grow and manage growth profitably and retain its key employees; (9) costs related to the proposed Business Combination; (10) changes in applicable laws or regulations; (11) the possibility that DMS or the combined company may be adversely affected by other economic, business, and/or competitive factors; and (12) other risks and uncertainties indicated from time to time in the proxy statement relating to the proposed Business Combination, including those under "Risk Factors" in the Registration Statement, and in Leo's other filings with the SEC. Some of these risks and uncertainties may in the future be amplified by the COVID-19 outbreak and there may be additional risks that we consider immaterial or which are unknown. It is not possible to predict or identify all such risks. Leo cautions that the foregoing list of factors is not exclusive. Leo cautions readers not to place undue reliance upon any forward-looking statements, which speak only as of the date made. Leo does not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in its expectations or any change in events, conditions or circumstances on which any such statement is based.

#### No Offer or Solicitation

This communication is for informational purposes only and is neither an offer to purchase, nor a solicitation of an offer to sell, subscribe for or buy any securities or the solicitation of any vote in any jurisdiction pursuant to the Business Combination or otherwise, nor shall there be any sale, issuance or transfer or securities in any jurisdiction in contravention of applicable law. No offer of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act and otherwise in accordance with applicable law.

#### Non-GAAP Financial Measure and Related Information

The disclosure herein references EBITDA or EBITDA Multiples, which are financial measures that are not prepared in accordance with U.S. generally accepted accounting principles ("GAAP"). These non-GAAP financial measures do not have a standardized meaning, and the definition of EBITDA used by DMS may be different from other, similarly named non-GAAP measures used by others operating in the target's industry. In addition, such financial information is unaudited and/or does not conform to SEC Regulation S-X and as a result such information may be presented differently in future filings with the SEC.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

Exhibit Number

Description

99.1 <u>Investor Presentation, dated July 6, 2020</u>

### SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: July 7, 2020 LEO HOLDINGS CORP.

By: /s/ Simon Brown
Name: Simon Brown
Title: Secretary



July 6, 2020

## Disclaimer

This investor presentation ("Investor Presentation") is for informational purposes only to assist interested parties in making their own evaluation with respect to the proposed business combination (the "Business Combination") between Leo Holdings Corp. ("Leo") and Digital Media Solutions, LLC ("DMS" or the "Company"). The information contained herein does not purport to be all-inclusive and none of Leo and DMS nor their respective affiliates makes any representation or warranty, express or implied, as to the accuracy, completeness or reliability of the information contained in this Investor Presentation.

You should consult your own counsel and tax and financial advisors as to legal and related matters concerning the matters described herein, and, by accepting this presentation, you confirm that you are not relying upon the information contained herein to make any decision.

Forward-Looking Statements. Certain statements in this presentation may be considered forward-looking statements. Forward-looking statements generally relate to future events or Leo's or the Company's future financial or operating performance. For example, projections of future EBITDA, Adjusted EBITDA, EBITDA Growth, EBITDA Margin, Pro Forma Adjusted EBITDA, Unlevered Free Cash Flow, Revenue, Revenue Growth, Sales Growth, Capital Expenditures and other metrics are forward-looking statements. In some cases, you can identify forward-looking statements by terminology such as "may", "should", "expect", "intend", "will", "estimate", "anticipate", "predict", "predict", "potential" or "continue", or the negatives of these terms or variations of them or similar terminology. Such forward-looking statements are subject to risks, uncertainties, and other factors which could cause actual results to differ materially from those expressed or implied by such forward looking statements.

These forward-looking statements are based upon estimates and assumptions that, while considered reasonable by Leo and its management, and DMS and its management, as the case may be, are inherently uncertain. Factors that may cause actual results to differ materially from current expectations include, but are not limited to, various factors beyond management's control including competition and general economic conditions for the Company and its management, and other risks, uncertainties and factors set forth in the section entitled "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in Leo's Annual Report on Form 10-K for the fiscal year ended December 31, 2019.

Nothing in this presentation should be regarded as a representation by any person that the forward-looking statements set forth herein will be achieved or that any of the contemplated results of such forward-looking statements will be achieved. You should not place undue reliance on forward-looking statements, which speak only as of the date they are made. Neither Leo nor the Company undertakes any duty to update these forward-looking statements.

Use of Projections. This Investor Presentation contains financial forecasts of the Company. Neither the Company's independent auditors, nor the independent registered public accounting firm of Leo, audited, reviewed, compiled, or performed any procedures with respect to the projections for the purpose of their inclusion in this Investor Presentation, and accordingly, neither of them expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this Investor Presentation. These projections should not be relied upon as being necessarily indicative of future results.

Additional Information. In connection with the Business Combination, Leo intends to file with the SEC a Registration Statement on Form S-4 (the "Registration Statement"), which will include a preliminary prospectus and other relevant documents to its shareholders. This Investor Presentation is not a substitute for the Registration Statement, the definitive proxy statement/prospectus any other document that Leo will send to its shareholders in connection with the Business Combination. Investors and security holders of Leo are advised to read, when available, the proxy statement/prospectus in connection with Leo's solicitation of proxies for its extraordinary general meeting of shareholders to be held to approve the Business Combination and the parties to the Business Combination. The definitive proxy statement/prospectus will be mailed to shareholders of Leo as of a record date to be established for voting on the Business Combination. Shareholders will also be able to obtain copies of the proxy statement/prospectus, without charge, once available, at the SEC's website at www.sec.gov or by directing a request to: Leo Holdings Corp., 21 Grosvenor Place, London SW1X 7HF, United Kingdom.

Participants in the Solicitation. Leo and its directors, executive officers, other members of management, and employees, under SEC rules, may be deemed to be participants in the solicitation of proxies of Leo's shareholders in connection with the Business Combination. Investors and security holders may obtain more detailed information regarding the names and interests in the Business Combination of Leo's directors and officers in Leo's filings with the SEC, including Leo's Annual Report on Form 10-4 for the fiscal year ended December 31, 2019 at with the SEC on March 13, 2020, as well as in the Registration Statement, which will include the proxy statement of Leo for the Business Combination. Shareholders can obtain copies of Leo's filings with the SEC, without charge, at the SEC's website at www.sec.gov.

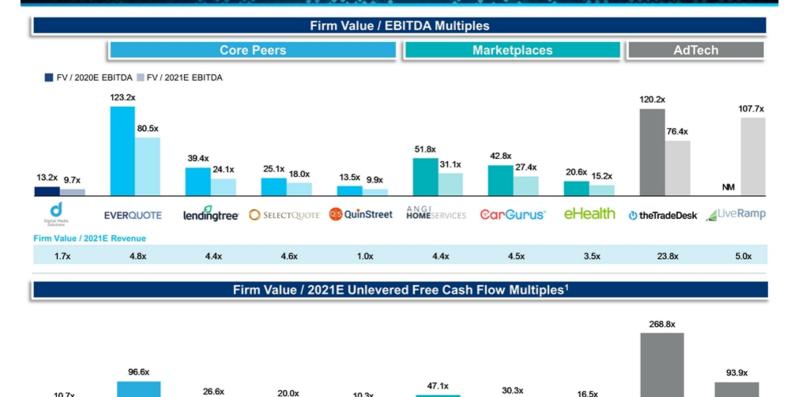
No Offer or Solicitation. This Investor Presentation is for informational purposes only and is neither an offer to purchase, nor a solicitation of an offer to sell, subscribe for or buy any securities or the solicitation of any vote in any jurisdiction pursuant to the Business Combination or otherwise, nor shall there be any sale, issuance or transfer or securities in any jurisdiction in contravention of applicable law. No offer of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933 and otherwise in accordance with applicable law.

The historical financial information is based on financials prepared pursuant to generally accepted accounting principles under standards established by the AICPA Auditing Standards Board. When the proxy statement/registration statement is filed with the SEC public company standards set by the Public Company Accounting Oversight Board will be applied which could lead to different financial results. In addition, certain historical financial information is based on unaudited estimates for certain periods, and the Company's actual historical financial information for those periods could differ materially from such estimates.

Non-GAAP Financial Measure and Related Information. The disclosure herein references EBITDA, EBITDA margin, and Unlevered Free Cash Flow which are financial measures that are not prepared in accordance with U.S. generally accepted accounting principles ("GAAP"). These non-GAAP financial measures do not have a standardized meaning, and the definition of EBITDA used by DMS may be different from other, similarly named non-GAAP measures used by others operating in the target's industry. In addition, such financial information is unaudited and/or does not conform to SEC Regulation S-X and as a result such information may be presented differently in future filings by the Company with the SEC.



# DMS Trading At Significant Discount to Peers



Source: Company Filings, Median Factset Consensus Estimates. Market Data as of 7/6/2020. All financial metrics presented on Calendar Year basis, using proportional approach to adjust for SLQT, RAMP, and QNST. 1. Unlevered Free Cash Flow Calculated as EBITDA - Capex. 2. Assumes flat growth in 2021E capex due to lack of estimates.

ANGI **HOME**SERVICES

**Car**Gurus

10.3x

lendingtree O SELECTQUOTE O QuinStreet



theTradeDesk

16.5x

eHealth

**∠**Live**Ramp** 

10.7x

**EVERQUOTE** 

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# Sector Trading Metrics

(\$ in mm)	% Price Change Since Prior 1-Wk Ext. Vote Ann.			_ Equity Value	Firm Value	FV / EBITDA CY2020E CY2021E		FV / Revenue CY2020E CY2021E		CY19 - CY21E CAGR		CY20E Margin Net Debt /	
Digital Media Solutions	0.0	(1.7)	0.2	\$592	\$757	13.2x	9.7x	2.2x	1.7x	18.6%	21.3%	16.8%	3.1x1
		, ,											
Core Comps													
Everquote	3.4	46.3	49.3	\$1,973	\$1,923	123.2x	80.5x	5.9x	4.8x	27.2%	69.2%	4.8%	(3.7x)
LendingTree	11.9	(5.9)	44.5	4,727	4,726	39.4	24.1	5.3	4.4	(1.3)	(0.6)	13.5	0.4
Quinstreet	4.2	(27.5)	21.2	583	486	13.5	9.9	1.0	1.0	2.5	21.4	7.5	(2.5)
SelectQuote	1.1	NA	28.2 <sup>2</sup>	4,170	4,033	25.1	18.0	6.4	4.6	48.2	36.2	25.3	(1.0)
Median				\$3,072	\$2,978	32.3x	21.0x	5.6x	4.5x	14.8%	28.8%	10.5%	(1.8x)
Mean				2,863	2,792	50.3	33.1	4.6	3.7	19.1	31.5	12.7	(1.7)
Marketplaces													
CarGurus	8.4	(20.3)	34.5	\$3,096	\$2,940	42.8x	27.4x	5.7x	4.5x	5.3%	18.1%	13.2%	(1.8x)
eHealth	9.7	(9.3)	(17.2)	2,962	2,778	20.6	15.2	4.4	3.5	24.6	17.0	21.5	(1.4)
ANGI HomeServices	26.7	76.2	161.5	7,850	7,669	51.8	31.1	5.6	4.4	14.5	10.5	10.7	(0.7)
Median				\$3,096	\$2,940	42.8x	27.4x	5.6x	4.4x	14.5%	17.0%	13.2%	(1.4x)
Mean				4,636	4,462	38.4	24.6	5.2	4.1	14.8	15.2	15.2	(1.3)
AdTech													
The Trade Desk	10.1	50.8	76.0	\$22,086	\$21,783	120.2x	76.4x	31.9x	23.8x	17.7%	15.4%	26.5%	(1.3x)
LiveRamp	7.3	14.9	34.8	3,159	2,427	NM	107.7	5.9	5.0	16.7	NM	NM	NM
Median				\$12,623	\$12,105	120.2x	92.1x	18.9x	14.4x	17.2%	15.4%	26.5%	(1.3x)
Mean				12,623	12,105	120.2	92.1	18.9	14.4	17.2	15.4	26.5	(1.3)

Source: Company Filings, Median Factset Consensus Estimates. All financial metrics presented on Calendar Year basis, using proportional approach to adjust for SLQT, RAMP, and QNST. Market Data as of 7/6/2020. 1. Calculated with DMS's 2019A EBITDA. 2. Since SelectQuote's IPO Pricing at \$20 per share.

