

August 26, 2015

**FINANCIAL TECHNOLOGY PARTNERS  
FTP Securities LLC**

*is pleased to announce its  
exclusive role as advisor to*

**BLACKROCK**

*in its 100% acquisition of*



*Courtesy of:*



***The Only Investment Bank  
Focused Exclusively on Financial Technology***

[www.ftpartners.com](http://www.ftpartners.com)



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BLACKROCK



# BlackRock's Acquisition of FutureAdvisor

## FT Partners Advises BlackRock in its Acquisition of FutureAdvisor

### Transaction Overview and Rationale

***FT Partners served as exclusive advisor to BlackRock***

#### Overview of Transaction

- On August 26, 2015, BlackRock (NYSE: BLK) announced a definitive agreement to acquire 100% of FutureAdvisor
- FutureAdvisor is a leading digital wealth management platform with technology-enabled investment advice capabilities
- BlackRock offers investment management, risk management and advisory services to institutional and retail clients worldwide and has over \$4.7tn in assets under management<sup>(1)</sup>
- Following the transaction, FutureAdvisor will operate as a business within BlackRock Solutions ("BRS"), BlackRock's investment and risk management platform
- The transaction is expected to close in Q4 2015

#### Significance of Transaction

- Combines FutureAdvisor's tech-enabled advice capabilities with BRS' investment and risk management solutions
- Enables BlackRock to provide a B2B digital advice platform, which helps financial institution partners both improve their clients' investment experiences and grow advisory assets
- Empowers partners to meet the growing demand among consumers to engage with technology to gain insights on their investment portfolios
  - Demand is particularly strong among the mass-affluent, who account for ~30% of investable assets in the U.S.

#### FT Partners' Role

- ***FT Partners served as exclusive advisor to BlackRock***
- Highlights FT Partners' continued success advising a broad range of top-tier strategic investors across the financial technology landscape

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FTP Securities LLC**

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**BLACKROCK**

*in its 100% acquisition of*



FINANCIAL  
TECHNOLOGY  
PARTNERS

***The Only Investment Bank  
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FINANCIAL  
TECHNOLOGY  
PARTNERS

(1) As of June 30, 2015.

## FutureAdvisor Overview



<b>Co-Founder and CEO:</b>	Bo Lu
<b>Co-Founder and CTO</b>	Jon Xu
<b>Headquarters:</b>	San Francisco, CA
<b>Founded:</b>	2010



**Bo Lu**

Co-Founder and CEO

Bo Lu previously served as Program Manager at Microsoft, where he worked on the Photo Sharing feature of the Windows Phone



**Jon Xu**

Co-Founder and CTO

Jon Xu also previously served as a Program Manager at Microsoft, where he worked on Exchange ActiveSync, Windows Live Mobile and Windows Phone 7

### FutureAdvisor Overview

- **FutureAdvisor is a leading digital wealth management platform; its offering includes:**
  - Personalized advice that takes a comprehensive view across clients' brokerage, IRA and 401K accounts
  - Tax-efficient portfolio management
  - Both mobile and web-based platforms
  - Online account enrollment
  - Multi-custodian support
- **The Company's B2B offering is used by financial institutions to increase customer loyalty and grow advisory assets**

### Selected Investors



# BlackRock's Acquisition of FutureAdvisor

## FutureAdvisor Overview (cont.)

### Current Offerings

#### Retirement Planning

- FutureAdvisor links accounts and analyzes investors' current portfolios
- Provides free analysis and recommendations
- Automates its investment plan according to Modern Portfolio Theory and FutureAdvisor's algorithmic recommendations, reviewed by the investment team
- On-call financial advisors for investors, accessible via phone, online chat or email

#### Education Account

- Asks questions to estimate college cost and designs a plan to meet goals and budgets
- Scans all account types in the country to find the most tax-efficient and flexible investment account for each benefactor
- Automatically invests contributions and changes the portfolio balance as the age and tax implications change, reducing risk closer to the target horizon date
- Disperses the funds to the requested school

### Investment Philosophy



Award winning academic research supports the investing approach



Dynamic Fund Selection based on pre-existing investments and tax situations



Invests in low-fee index funds



Invests internationally to increase diversification



Tax-loss harvesting for accounts under management



Automatically rebalances to maintain target allocation



Uses Modern Portfolio Theory to calculate the "efficient frontier" and maximize returns at each risk level



## Selected Previous Personal Wealth Management Transactions

Announce Date	Target	Investors / Acquirers	Size (\$ mm)	Valuation (\$ mm)
05/26/15	guide	John Hancock	na	na
04/23/15	covestor	Interactive Brokers Group	na	na
03/25/15	LEARNVEST	Northwestern Mutual	na	\$250+
02/26/15	UPSIDE	Envestnet	\$3	na
02/11/15	eMoney Advisor	Fidelity	250	na
04/23/15	SIGFIG	NYCA Partners	1	na
04/20/15	eToro	CommerzBank; Ping An Venture Capital; Sberbank Fund	39	100
04/02/15	acorns	e.venturs; Garland Capital; Greycroft Partners; Math Venture Partners; Sound Ventures	23	83
02/17/15	Betterment	Francisco Partners; Bessmer Venture Partners; Menlo Ventures; Northwestern Mutual Capital	60	~500
01/20/15	motif INVESTING	Renren	40	na
11/23/14	eToro	BRM Group; Ping An Capital; SBT Venture Capital; Spark Capital Partners	27	na
10/29/14	PERSONAL CAPITAL	Corsair Capital; BBVA Ventures; USAA Investment Management Company; IVP; Venrock; Crosslink Capita	50	~250
10/28/14	wealthfront	Spark Capital; Dragoner Investment Group; Index Ventures; DAG Ventures; Greylock Partners; Ribbit Capital; The Social+Capital Partnership	64	700

M&A Transactions

Financing Transactions

Private capital is flowing into the space as evidenced by a number of large capital raises (Betterment, Wealthfront, SigFig, Personal Capital, Motif, etc.)



Source: Company websites, Capital IQ, FT Partners' proprietary transaction database.

# BlackRock's Acquisition of FutureAdvisor

## Selected Previous Personal Wealth Management Transactions (cont.)

Announce Date	Target	Investors / Acquirers	Size (\$ mm)	Valuation (\$ mm)
08/14/14	WEALTHACCESS	Cultivation Capital	na	na
07/29/14	nextcapital	FinTech Collective; Kelvingrove Ventures; Russell Investment Management Company; TransAmerica Ventures; VCET Capital	\$6	na
07/14/14	UPSIDE	Cultivation Capital; Six Thirty	1	na
06/25/14	nutmeg	Schroders; Balderton Capital	32	na
05/21/14	FutureAdvisor	Canvas Ventures; Sequoia Capital	16	na
05/08/14	motif INVESTING	JP Morgan Chase; Wicklow Capital; Balderton Capital; Goldman Sachs; Foundation Capital; Ignition Partners; Norwest Venture Partners	35	na
04/22/14	WEALTHACCESS	SixThirty; Council & Enhanced TN Fund	3	na
04/15/14	LEARNVEST	Northwestern Mutual Capital; Accel Partners	28	\$250
04/15/14	Betterment	Citi Ventures; Bessemer Venture Partners; Menlo Ventures; Anthemis Group; Globespan Capital Partners; Northwestern Mutual Capital	32	na
04/03/14	wealthfront	Ribbit Capital; The Social+Capital Partnership; Index Ventures; Greylock Partners; DAG Ventures	35	na
03/12/14	acorns	Jacobs Asset Management	6	na
02/11/14	WEALTHACCESS	Undisclosed	1	na
01/28/14	nutmeg	Undisclosed	na	na
01/14/14	FlexScore	Undisclosed	1	na

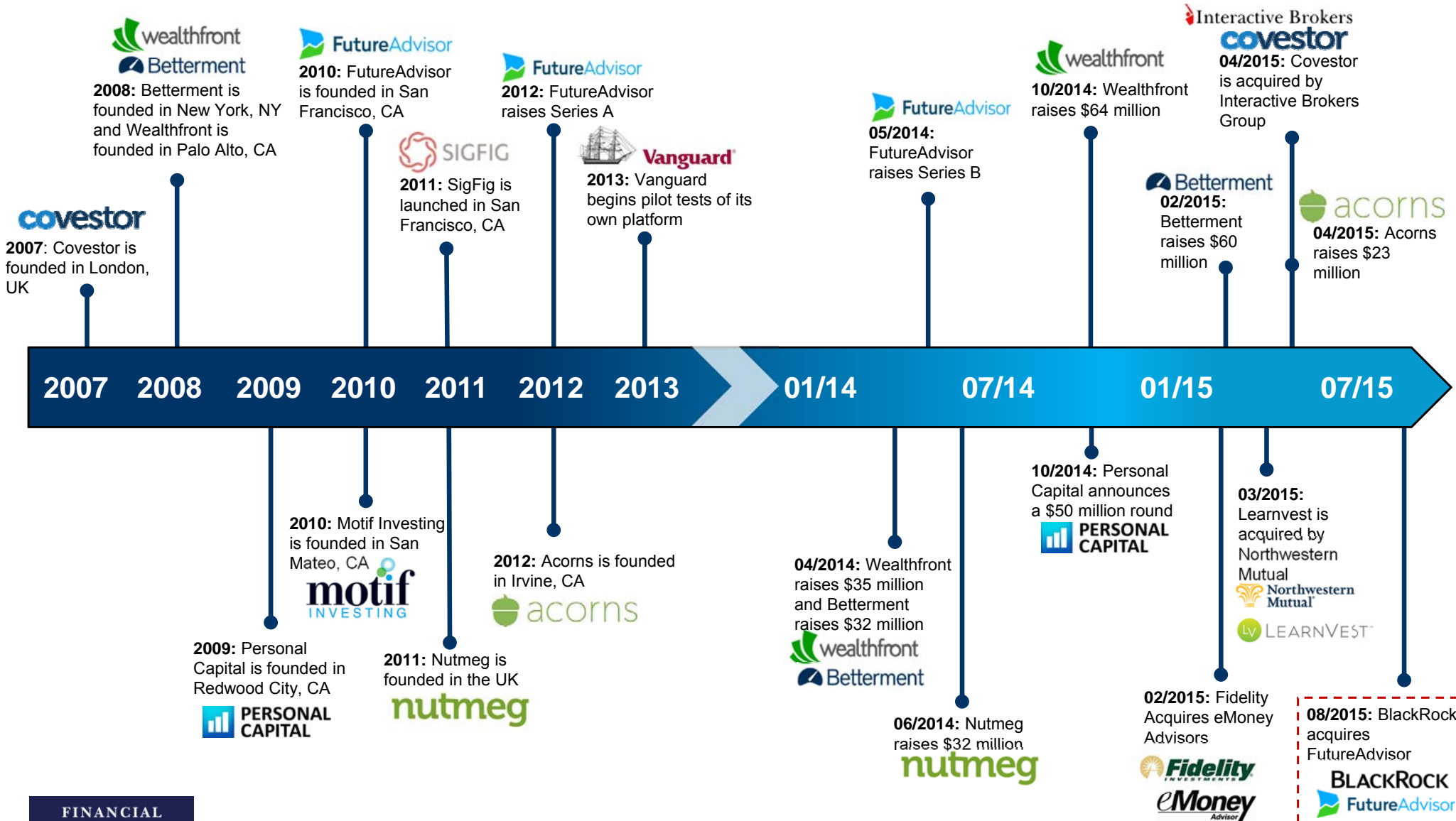
Financing Transactions

Private capital is flowing into the space as evidenced by a number of large capital raises (Betterment, Wealthfront, SigFig, Personal Capital, Motif, etc.)





## Selected Industry Events



# BlackRock's Acquisition of FutureAdvisor

## Overview of FT Partners Client: BlackRock

# BLACKROCK

<b>Chairman &amp; CEO:</b>	Laurence Fink
<b>Headquarters:</b>	New York, NY
<b>Founded:</b>	1988
<b>Market Cap:</b>	\$47.6bn <sup>(1)</sup>

### Company Overview

- BlackRock (NYSE: BLK) offers investment management, risk management and advisory services to institutional and retail clients worldwide
  - Has approximately \$4.7tn in assets under management ("AUM") and is the largest investment firm by AUM globally <sup>(2)</sup>
  - Offers clients investment solutions across geographies and asset classes
- Products include separate accounts, mutual funds, iShares exchange-traded funds and other pooled investment vehicles
- Through BlackRock Solutions, the Company provides risk management, advisory and enterprise investment system services to institutional investors

### Selected Investment Products

#### Mutual Funds

- Global / International Stocks
- U.S. Stocks
- Global / International Bonds
- Multi-Asset
- Alternative Investments
- Specialty & Sector
- Featured Products
- CollegeAdvantage 529

#### iShares ETFs

- iShares Core
- U.S. Stocks
- Global / International Stocks
- U.S. Bonds
- Global / International Bonds
- Commodity & Specialty

#### Closed-End Funds

- Municipal Bonds
- Taxable Bonds
- Stocks / Income / Sectors

### BlackRock Solutions Overview

#### Aladdin



- Proprietary technology platform which serves as the risk management system for BlackRock as well as other institutional investors
- Used by ~20k investment professionals globally
- Platform combines risk analytics with portfolio management, trading and operations tools

#### Advisory



- Serves holders of complex risk exposures, incl. financial institutions and government entities
- Offering includes valuation and risk, portfolio management, financial modeling, transaction support, analytics and reporting, and risk and strategic advisory services



# BlackRock's Acquisition of FutureAdvisor

## Future Advisor Series B Lead Investor: Canvas Venture Fund

### Overview



**Rebecca Lynn** <sup>(1)</sup>  
General Partner



**Gary Little**  
General Partner



**Paul Hsiao**  
General Partner



**Gary Morgenthaler**  
General Partner

### Location(s)

- Menlo Park, CA

### About

- Canvas Venture Fund launched in the summer of 2013 as a spinoff from Morgenthaler
- The partners have collectively made ~70 investments and have advised more than 35 companies to M&A or IPO exits across the Morgenthaler and Canvas Venture funds
- Canvas is a venture capital firm specifically focused on startups and making early-stage investments (primarily Series A / B) in technology companies
- The firm has extensive experience helping companies recruit talent, scale operations, expand PR and marketing efforts and secure follow-on investment

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$175mm
<b>Fund Raised:</b>	2013
<b>Investment Range:</b>	\$5–15mm

#### General Preferences

<b>Control:</b>	Minority
<b>Geography:</b>	U.S., focus on Silicon Valley
<b>Transaction Type:</b>	Venture (Series A & B)
<b>Industry Focus:</b>	Financial Technology, Digital Health, Marketplaces, Enterprise, SaaS, Big Data

### Other Select Recent Investments / Exits

#### Other FinTech / Financial Services Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
12/13	<b>Practice Fusion</b> (Series D)	\$85	Gary Little	HCIT
09/13	<b>Check</b> (Intuit)*	24	Rebecca Lynn	Bnkg
05/13	<b>Lending Club</b> (Secondary)**	125	Rebecca Lynn	Bnkg

#### Other Notable Technology Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
03/15	<b>HealthLoop</b> (Early-Stage VC)	\$3	Rebecca Lynn	HCIT
10/14	<b>Viewics</b> (Series A)	8	Rebecca Lynn	Data
09/14	<b>CrowdFlower</b> (Series C)	12	Rebecca Lynn	BPO
04/14	<b>Doximity</b> (Series C)	54	Rebecca Lynn	Comm
03/14	<b>MuleSoft</b> (Series F)	51	Gary Little	Software
02/14	<b>Totango</b> (Series B)	16	Gary Little	Info Svc
11/13	<b>Evernote</b> (Later Stage VC)	32	Gary Little	Software
06/13	<b>Socrata</b> (Series B)	18	Rebecca Lynn	Data
06/13	<b>RelateIQ</b> (Series B)	20	na	Software
07/11	<b>JasperSoft</b> (TIBCO)	11	Gary Little	Data
06/06	<b>BlueArc</b> (Hitachi)	29	Gary Morgenthaler	Data
12/00	<b>Nextag</b> (Regent Equity)	2	Gary Little	E-Comm

(1) FutureAdvisor Board member.

(2) \* Denotes M&A exit; \*\* denotes IPO exit; includes pre-Canvas funds.

(3) Deal amounts in mm.

## Overview




**Jim Goetz**  
Partner



**Patrick Grady**  
Partner



**Douglas Leone**  
Partner



**Roelof Botha**  
Partner

Location(s) <sup>(1)</sup>

- Menlo Park, CA

## About

- Founded in 1972, Sequoia Capital has invested in some of the most prominent companies in the world, including Apple, Cisco, Google, LinkedIn, Oracle, PayPal, Yahoo, YouTube and Zappos
- Within financial technology, primarily focuses within the banking, brokerage and payments verticals
- Collectively, Sequoia-backed companies are now worth 20% of the total value of the NASDAQ stock exchange
- Seeks to invest in high-growth, high-margin technology companies which have strong management teams

## Investment Preferences

## Investment Criteria

**Funds Size:** \$550 mm (Venture);  
\$950 mm (Growth)

**Funds Raised:** 2013 (Venture);  
2012 (Growth)

## General Preferences

**Control:** Minority

**Geography:** U.S., Israel, China,  
India

**Transaction Type:** Seed, Venture,  
Growth

**Industry Focus:** Energy, Financial  
Services, Healthcare  
IT, Internet, Mobile,  
Outsourcing  
Technology

## Other Select Recent Investments / Exits

Other FinTech / Financial Services Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
08/15	Fu passers (Series B)	\$60	na	CapMkts
07/15	Stripe (Series D)	100	Michael Moritz	Pymts
07/15	Behalf (Series B)	na	Shmuel Levy	Bnkg
07/15	BankBazaar (Series C)	60	na	Bnkg
06/15	Namely (Series C)	45	na	FMS
06/15	NuBank (Series B)	30	Doug Leone	Pymts
04/15	MobiKwik (Series B)	25	na	Pymts
04/15	Ppdai (Series C)	100	na	Bnkg
02/15	Capital Float (Series A)	13	na	Bnkg
02/15	FreeCharge (Snapdeal)*	80	Shailendra Singh	Pymts
11/14	Forter (Series B)	15	Shmuel Levy	Pymts
11/14	Thanx (Series A)	5	Bryan Schreier	Pymts
09/14	Snowball Fin. (Series C)	40	na	CapMkts
06/14	WeLab (Series A)	20	Neil Shen	Bnkg
03/14	Klarna (Series D)	124	Michael Moritz	Pymts
12/13	Citrus Payment Solutions (Series B)	6	Mohit Bhatnagar	Pymts
09/13	Prosper (Series B)	25	Patrick Grady	Bnkg
11/11	Xoom (Series F)**	25	Roelof Botha	Pymts
09/11	Square (Series B)	32	Roelof Botha	Pymts

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## Overview of FT Partners

# Overview of FT Partners

## Selected Wealth Management / Wealth Technology Transactions

Financial Technology Partners LP  
FTP Securities LLC

*is pleased to announce its exclusive role as  
Capital Markets & IPO Advisor to*

**ENVESTNET**

*in its*

**\$69,000,000**  
**Initial Public Offering**

*valuing the equity at approximately*

**\$ 300,000,000**

**FINANCIAL  
TECHNOLOGY  
PARTNERS**

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

Financial Technology Partners LP  
FTP Securities LLC

*is pleased to announce its exclusive role as  
sole strategic and financial advisor to*

**EISI**

*in its sale to*

**ZYWAVE**

**FINANCIAL  
TECHNOLOGY  
PARTNERS**

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

Financial Technology Partners LP  
FTP Securities LLC

*is pleased to announce its exclusive role as  
sole strategic and financial advisor to*

**Zephyr**  
ASSOCIATES, INC.

*in its sale to*

**informa**

*for total cash consideration of*

**\$ 62,000,000**

**FINANCIAL  
TECHNOLOGY  
PARTNERS**

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

Financial Technology Partners LP  
FTP Securities LLC

*is pleased to announce its exclusive role as  
sole strategic and financial advisor to*

**FORTIGENT**

*in its strategic capital raise with*

**AMG**

*for approximately*

**\$ 11,000,000**

**FINANCIAL  
TECHNOLOGY  
PARTNERS**

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

Financial Technology Partners LP  
FTP Securities LLC

*is pleased to announce its exclusive role as  
sole strategic and financial advisor to*

**Mellon**

*in its acquisition of*

**DirectAdvice**

**FINANCIAL  
TECHNOLOGY  
PARTNERS**

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Focused Exclusively on Financial Technology*

# Overview of FT Partners

## Broad-Based Capital Markets Technology Experience

**FT Partners has advised on some of the most prominent and groundbreaking transactions in the securities and capital markets sectors**

### M&A Transactions

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its acquisition by



valued at approximately

**\$ 175,000,000**



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Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its sale to



for cash and stock consideration of approximately

**\$ 700,000,000**



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Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in the sale of its stake in




for total consideration of approximately

**\$ 305,000,000**





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Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its minority stake to

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its growth financing with




The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its

**\$69,000,000**  
**Initial Public Offering**  
valuing the equity at approximately

**\$ 300,000,000**



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Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its sale to



A Division of Standard & Poor's  
for total consideration of approximately

**\$ 300,000,000**



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Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its sale to



for total consideration of approximately

**\$ 225,000,000**



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Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to




in its sale to





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Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



TECHNOLOGY. TRADING. LIQUIDITY.<sup>®</sup>  
in its minority capital raise with

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its financing for approximately

**\$ 250,000,000**

valued at approximately

**\$ 1,800,000,000**



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Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its Series B financing with




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Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its sale to




The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its sale to



for total cash consideration of

**\$ 62,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its acquisition of



for cash consideration of approximately

**\$ 230,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



SIMPLIFYING GLOBAL MARKETS<sup>®</sup>  
in its minority recapitalization for

**\$ 110,000,000**



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Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its debt financing

**Senior Revolving Credit Facility**  
**Senior Term Loan**  
of approximately

**\$ 205,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its minority capital raise with



for approximately

**\$ 35,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology



# Overview of FT Partners

## Advisor of Choice for Leading Public Companies

*FT Partners has a long history of working with some of the largest public companies in financial services*

Financial Technology Partners LP  
FTP Securities LLC

*is pleased to announce its role as advisor to*



*in its lead investment in*



*with additional participation from*





*for approximately*

**\$ 85,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

Financial Technology Partners LP  
FTP Securities LLC

*is pleased to announce its exclusive role as sole strategic and financial advisor to*



*in its financing for the acquisition of*



*for total consideration of approximately*

**\$ 540,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

Financial Technology Partners LP  
FTP Securities LLC

*is pleased to announce its exclusive role as sole strategic and financial advisor to*



*in its acquisition of*



*for cash consideration of approximately*

**\$ 230,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

Financial Technology Partners LP  
FTP Securities LLC

*is pleased to announce its exclusive role as sole debt capital advisor to*



*in its acquisition of*



*for total consideration of approximately*

**\$ 300,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

Financial Technology Partners LP  
FTP Securities LLC

*is pleased to announce its role as advisor to*



*in its strategic investment in*



*with additional participation from*





*for total consideration of approximately*

**\$ 70,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

Financial Technology Partners LP  
FTP Securities LLC

*is pleased to announce its exclusive role as sole strategic and financial advisor to*



*in the sale of its stake in*



*to*



*for total consideration of approximately*

**\$ 305,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*





# Overview of FT Partners

## Advisor to Leading Wall Street Firms – TheMarkets.com Case Study

### Transaction Overview and Rationale

#### Overview of Transaction

- On September 21, 2010, TheMarkets.com announced its cash sale of substantially all of its assets to Capital IQ, a Standard & Poor's ("S&P") business for \$300 mm<sup>(1)</sup>
  - S&P is a division of The McGraw-Hill Companies, Inc. (NYSE: MHP)
- TheMarkets.com is a leading, subscription-based provider of third-party equity and fixed-income research, economic and strategy reports, sector and industry overviews, financial estimates and related information tools and models to institutional investors around the globe

#### Significance of Transaction

- The transaction brings together Capital IQ and TheMarkets.com, two of the fastest growing entities in the financial information services sector
- The combination will enable Capital IQ to better serve and grow its buy-side customer base globally
- Represents a highly successful outcome for TheMarkets.com's founders and owners, a consortium of the largest and most prestigious global investment banks**

#### FT Partners' Role

- FT Partners was the exclusive strategic and financial advisor to TheMarkets.com and its Board of Directors and guided the Company through an evaluation of a variety of strategic alternatives and eventual selection of Capital IQ as a long-term partner
- This is another significant transaction, among many, that highlights FT Partners' unparalleled ability to help companies in the Securities & Capital Markets Technology sector find the best strategic partners at premium valuations
- FT Partners continues to be the independent advisor of choice for Wall Street-backed firms

**FT Partners advised TheMarkets.com and its consortium of Wall Street investors in its sale to Capital IQ**

#### Leading Wall Street Investors

Bank of America  
Merrill Lynch

CREDIT SUISSE  
citi

Deutsche Bank  
Goldman Sachs

JPMorganChase  
UBS

Morgan Stanley

FINANCIAL  
TECHNOLOGY  
PARTNERS

### Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its exclusive role as  
sole strategic and financial advisor to*

 THEMARKETS.com

*in its sale to*

**Capital IQ**  
*A Division of Standard & Poor's*

*for total consideration of approximately*

**\$ 300,000,000**

FINANCIAL  
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(1) As reported by The Wall Street Journal, "Capital IQ Buys Rival Firm", September 21, 2010.

# Overview of FT Partners

## Consistent Record of Representing Leading Private Equity Investors



# Overview of FT Partners

## Award-Winning Investment Banking Franchise Focused on Superior Client Results

*FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition*



M&A Advisor Awards

- 2014
  - **Equity Financing Deal of the Year**
  - Professional Services Deal of the Year, Above \$100mm
- 2012
  - **Dealmaker of the Year**
  - Professional Services Deal of the Year, Above \$100 mm
- 2011
  - **Boutique Investment Bank of the Year**
  - Deal of the Decade
  - 10 Deal of the Year Nominations Across 9 Categories
- 2010
  - **Upper Middle Market Deal of the Year, Above \$500mm**
  - IT Services Deal of the Year, Below \$500mm
  - Cross-Border Deal of the Year, Below \$500mm
- 2007
  - **Dealmaker of the Year – Steve McLaughlin**
  - Business to Business Services Deal of the Year
  - Computer and Information Technology Deal of the Year, Above \$100mm
  - Financial Services Deal of the Year, Above \$100mm



- 2006-2008 ■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology



Middle Market Financing Awards

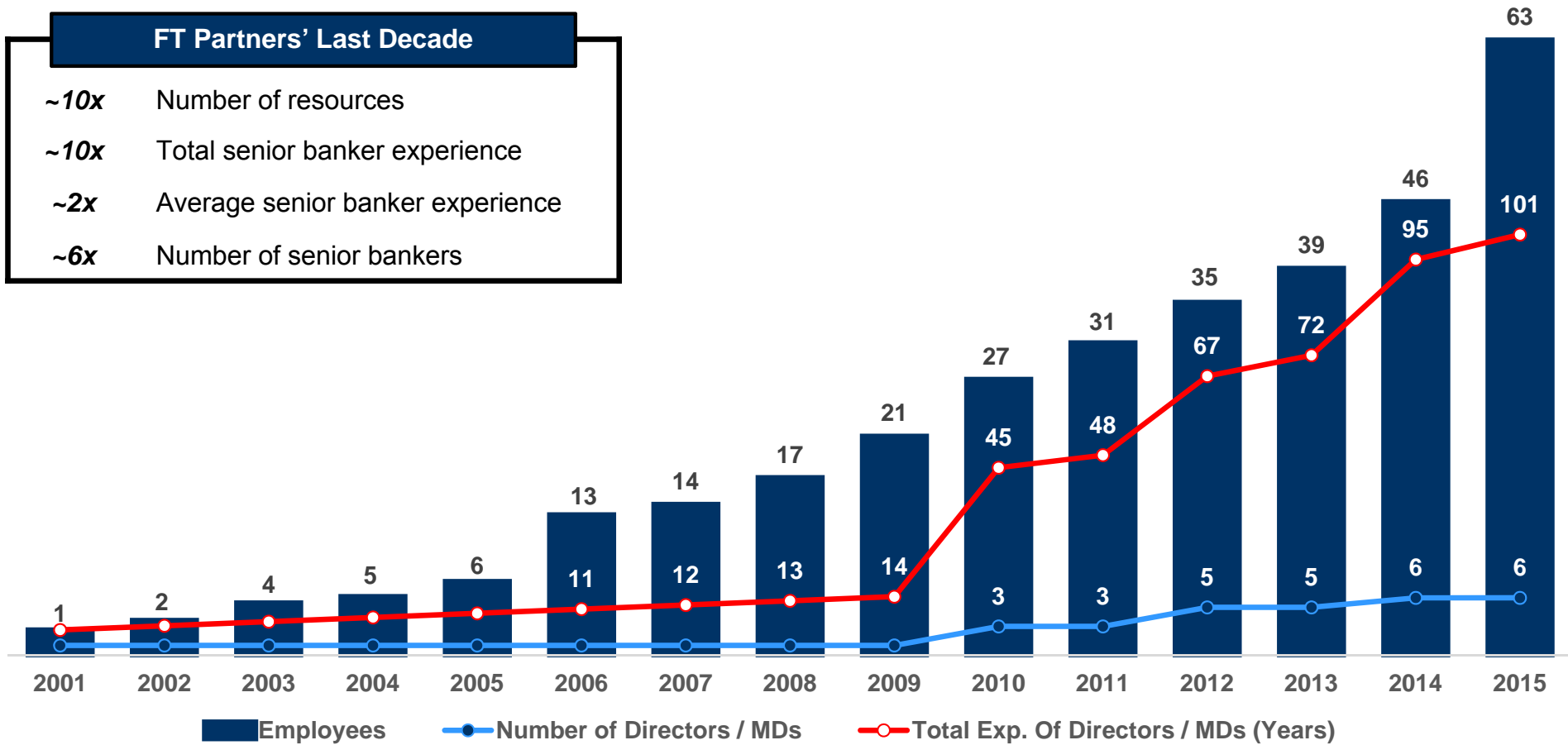
- 2008
  - **Equity Financing Dealmaker of the Year – Steve McLaughlin**
  - **Information Technology Deal of the Year**
  - **Financial Services Deal of the Year**
- 2006
  - **Financing Professional of the Year – Steve McLaughlin**
  - Financing Deal of the Year - Equity
  - Financing Deal of the Year - Debt

# Overview of FT Partners

Platform of Choice for Clients and Bankers Alike

## FT Partners' Last Decade

- ~10x Number of resources
- ~10x Total senior banker experience
- ~2x Average senior banker experience
- ~6x Number of senior bankers








### Avg Years of Director / MD Experience



# Overview of FT Partners

## The FT Partners Senior Banking Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York and San Francisco from 1995-2002</li> <li>Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	<b>20</b>
<b>Larry Furlong</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York, London and Los Angeles beginning in 1995</li> <li>Wharton M.B.A.</li> </ul>	<b>20</b>
<b>Greg Smith</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee</li> <li>Recent coverage included DST, ENV, FISV, FIS, V, MA, GPN &amp; HPY among others</li> </ul>	<b>19</b>
<b>Tim Wolfe</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	<b>13</b>
<b>Andrew McLaughlin</b> <i>Managing Director, Research &amp; Business Development</i>		<ul style="list-style-type: none"> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	<b>9</b>