

August 11, 2015

# FINANCIAL TECHNOLOGY PARTNERS FTP Securities LLC

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



in its sale to



and

**CORSAIR CAPITAL**

for a total consideration of

# \$310,000,000+

*Courtesy of:*

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TECHNOLOGY  
PARTNERS

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



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# Currencies Direct Sale to Palamon and Corsair

## FT Partners Advises on \$310,000,000+ Sale of Currencies Direct

### Transaction Overview and Rationale

#### Overview of Transaction

- On August 11, 2015 Currencies Direct Holdings Ltd (“CDH” or the “Company”) announced its sale for \$310+mm to a buyer consortium formed by Corsair Capital and Palamon Capital Partners
  - Prior to the transaction, CDH was owned by the Azibo Group
- Headquartered in London, CDH is a leading, privately-owned, non-bank provider of non-cash foreign exchange and payments solutions to private and corporate clients
  - Comprehensive international payment offering is available to clients both online and offline
- Corsair Capital and Palamon Capital Partners are leading, global private equity firms focused on financial services and European growth services, respectively
- The transaction is expected to close by the end of calendar year 2015 and is subject to applicable regulatory approvals and other conditions

#### Significance of Transaction

- Enables CDH to continue to accelerate its growth strategy in the international payments market
- Combined resources and expertise of CDH and the buyer consortium group position the Company extraordinarily well to further its leadership in the marketplace

#### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Currencies Direct and its Board
- Developed extensive marketing materials and financial analyses to highlight the unique aspects of the business, and led all aspects of transaction execution
- Transaction highlights FT Partners’ continued success advising leading companies and generating highly successful outcomes in the international payments space

### 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*

**Palamon**

*Capital Partners*

**CORSAIR CAPITAL**

*for a total consideration of*

**\$310,000,000+**

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# Currencies Direct Sale to Palamon and Corsair

## Currencies Direct Overview

### Company Overview

**Founder:** Mayank Patel  
**CEO:** Keith Hatton  
**Headquarters:** UK London  
**Offices:** 18  
**Founded:** 1996  
**Employees:** ~320

- Leading, privately-owned, non-bank provider of non-cash foreign exchange and payments solutions to private and corporate clients
- Serves private (individual) and corporate clients with a comprehensive international payments solution accessible both online and offline
  - More than 150,000 customers worldwide
  - \$4bn+ in currency payments a year
- Global presence with offices located in UK, Spain, France, South Africa, Australia, Portugal and U.S.A
- New senior management team created in 2011 under the leadership of Keith Hatton as CEO
- Recognized as a Global Growth Company by the World Economic Forum, with other awards including:



### Solution Overview



- Buy and transfer currency immediately at competitive exchange rates



- Fixed exchange rate today for a payment to be made in the future



- Recurring payment plan to send money to the same recipient each month



- Order currency at competitive exchange rates to be delivered next day (outsourced)



- Managed banking services for online retailers
- Bespoke payments service



- Range of vanilla currency options for corporate clients<sup>(1)</sup>

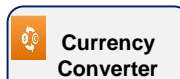


- Automatically creates payments from uploaded accounting files



- Choose a target exchange rate at which currency will be purchased automatically as soon as rate becomes available

### Web Tools



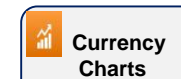
- Real-time quotations
- Timing is key when transferring currency



- CDH monitors rate on behalf of the client
- Automatically contacts client when target rate achieved



- Daily rates
- Daily and weekly market commentary



- View currency rates and trends
- Access rich historical data

# Currencies Direct Sale to Palamon and Corsair

## Outstanding Customer Value Proposition

### Flexible, Tailored Service

- Access to specialist FX dealers
- Broad range of international payment products
- Choice to transact online or offline
- Embedded with ancillary service providers
- Personalized service is a key satisfaction driver

### Local Representation

- Long-standing presence in key markets providing localized service
- Strong market presence in the UK, Continental Europe, Australia and South Africa
- Strong, proprietary network of affiliate relationships globally

### Advanced Technology

- Market-leading online platform allows clients to make smaller transactions, manage their beneficiaries, update their profile and view deal status
- Streamlined back-end processing improves transaction speed and accuracy
- Advanced CRM capabilities support the provision of exceptional service to clients

***Outstanding value proposition drives strong customer satisfaction***

# Currencies Direct Sale to Palamon and Corsair

## Serving Corporate and Private Clients

### Private Client Use Cases



#### Buying Property Abroad

- Remove the need to worry about currency exchange when buying a property overseas
- Save 4-5% vs. the high street banks; significant saving on large property transactions
- Freeze and guarantee perfect rate
- Set up mortgage payments



#### Emigration

- 146,000 people emigrate from the UK every year
- Save time and hassle converting your assets to a foreign currency



#### Repatriation of Funds

- Selling overseas assets and moving the money back to your country of origin
- Not all countries allow you to repatriate your funds freely and exchange rate is critical



#### Regular Payments

- Send money abroad on a regular basis
- Automatic, hassle-free transfers ensure you never forget to send a payment

### Corporate Client Use Cases



#### Paying Suppliers

- Dedicated account manager helps client throughout the entire process
- High level of customer service differentiates service from other players in the space
- 99.7% of payments go through without a hitch



#### Risk Management

- Deep understanding of business is critical to effective risk management
- Dedicated account manager takes the time to understand the client's processes and objectives and gives personalized advice not attainable at a big bank

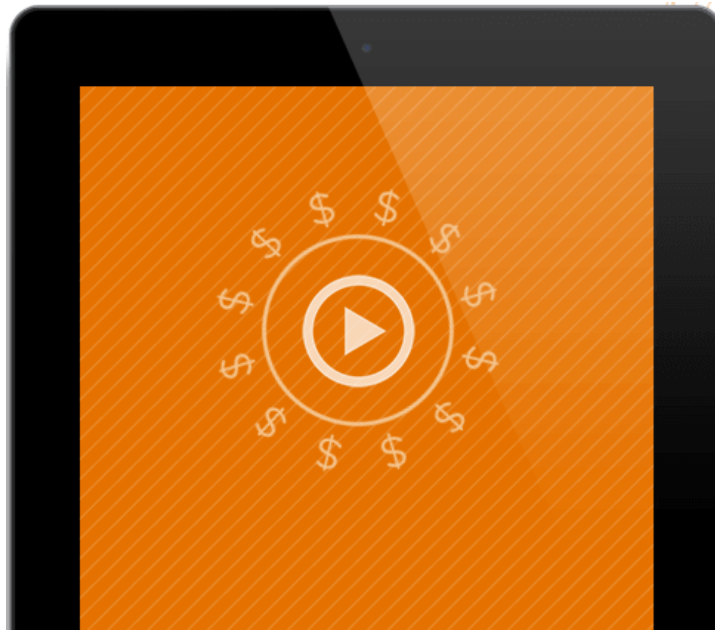


#### E-tailers

- Manage transactions easily online
- Control the costs of using international marketplaces
- Reduce the cost of imported stock
- Grow Cross Border Trade
- Save up to 3% of the total sales value on exchange rates

# Currencies Direct Sale to Palamon and Corsair


## Solution Overview – How it Works





### Simple to Use

- 1 Join. It's quick and easy...
  - Accessible online and offline
- 2 Choose a currency amount to transfer and tell us where you want to send it
  - Over 100 currencies offered
- 3 Make your payment to us
- 4 We'll send the funds as soon as we receive your payment

### Excellent Customer Satisfaction

 **888** Customer reviews

 **9/10** "Excellent" Trust score

 **5/5** Star rating

# Currencies Direct Sale to Palamon and Corsair

## Palamon Capital Partners Overview

### Palamon Capital Partners Overview



#### Investment Team:

Ali Rahmatollahi  
Mina Mutaftchieva  
Daan Knottenbelt

#### Headquarters:

London, UK

#### Founded:

1999

- Palamon is a leading Pan-European mid-market private equity fund focused exclusively on investing in rapidly-growing companies and backing strong management teams
- Palamon has been an active investor in financial services, payments, tech-enabled business services, and online models
  - Manages in excess of €1 bn in assets and has made 35 investments since its formation 16 years ago
- Palamon's senior investment team consists of 11 professionals from 10 different countries, and is enhanced by the Palamon Board of Advisors to deliver value to our portfolio companies

### Major Transaction Types

#### Growth Equity

- Supports growth in firms with leading brands, high market share and strong management teams by utilizing Palamon's expertise and investment experience

#### Leveraged Buyout

- Purchase a controlling share of the company in order to exert Palamon Partners influence

### Selected FinTech Investments



Nordax



### Recent Exits

Date	Company	Amount (mm)
08/13/14	Retail Decisions (ACI Worldwide)	\$205
12/04/13	Cambridge Education Group (Bridgepoint)	303
11/04/11	NewDay (Värde Partners)	747
09/20/11	Cadood (Euronet Worldwide)	na
03/01/11	Loyalty Partner (American Express)	694

# Currencies Direct Sale to Palamon and Corsair

## Corsair Capital Partners Overview

### Corsair Capital Partners Overview

## CORSAIR CAPITAL

**Investment Team:** Jeremy Schein  
Raja Hadii-Touma  
Derrick Estes

**Headquarters:** New York, NY

**Founded:** 1992

- Corsair Capital is one of the longest-standing private equity firms focused on the financial services industry
- Over its history, Corsair developed an institutional knowledge of the key financial services subsectors including banking, insurance, asset management and specialty finance
  - Corsair has invested approximately \$6.7 bn in the financial services sector
  - Has invested across substantially all of the subsectors of the financial services industry in North America, Latin America, Europe, Asia and Africa
- Members of the Corsair leadership team average over 25 years of experience in the industry and have worked together for the majority of their careers

### Major Transaction Types

#### Growth Equity

- Strengthens growth in companies with leading brands and strong management teams by utilizing Corsair's expertise and investment experience

#### Leveraged Buyout

- Purchase a controlling share of the company in order to exert Corsair's influence

### Selected FinTech Investments



### Recent Exits

Date	Company	Amount (mm)
09/16/14	SPARTA Insurance (Apollo Global, Caisse de Dépôt et Placement du Québec)	na
05/15/14	American Security Bank & Trust (Citizens Business Bank)	na
04/01/14	Torus Insurance (Enstar Group, Stone Point Capital)	\$692
08/03/12	Jefferson Capital International (Flexpoint Ford)	131

Source: Corsair Partners, PitchBook.



# Overview of FT Partners

## Selected International Payment Specialists M&A Transactions (2009 to Present)

**FT Partners has advised on several of the largest and most prominent transactions in the International Payment Specialists space**

Selected FT Partners Deals Noted	Seller	Buyer	Announce Date	Transaction Value (\$ in mm)
	 Currencies Direct	 CORSAIR CAPITAL	08/11/15	\$310+
			08/29/14	351
			05/10/14	244
		Sale / IPO	09/23/13	480
			07/05/11	971
			05/07/09	371

# Overview of FT Partners

## Leading Advisor in the Global Money Transfer Sector

***FT Partners has a well established track record in achieving highly successful outcomes for clients in the Global Money Transfer sector***

Financial Technology Partners LP  
FTP Securities LLC

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

 Currencies Direct

in its sale to

 Palamon and  CORSAIR CAPITAL

for a total consideration of

**\$310,000,000+**

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*Leading, privately-owned, non-bank provider of non-cash foreign exchange and payments solutions to private and corporate clients*

Financial Technology Partners LP  
FTP Securities LLC

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

 azimo 

in its Series B financing led by

 frog capital

for approximately

**\$ 20,000,000**

 FINANCIAL TECHNOLOGY PARTNERS

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*Global payment processing business providing internet and mobile-based inter-country consumer money transfer services*

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its role as exclusive Financial, Strategic and IPO Advisor to

 OZFOREX  
FOREIGN EXCHANGE SERVICES

in its

**Initial Public Offering**

valuing the equity at

**A\$480,000,000**

 FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

*International payment specialist providing online international payment services for consumer and business clients*

Financial Technology Partners LP  
FTP Securities LLC

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

 CUSTOM HOUSE

in its sale to

 WESTERN UNION

for a total cash consideration of

**US\$ 370,000,000**

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*Leading independent provider of robust, multi-channel, international B2B payment solutions*

# Overview of FT Partners

## FT Partners Advises OzForex on its A\$480,000,000 Sale & IPO

***“FT Partners’ work in running our dual-track M&A and IPO process was flawless and I’d recommend them to any CEO in the financial technology space.***

***While headquartered half-way around the world, FT Partners was omnipresent in our global transaction process, both on the ground here in Australia and globally with 24x7 support.***

***Their entire team did a phenomenal job across the board.”***

***– Neil Helm, OzForex CEO***

### Transaction Overview and Rationale

#### Overview of Transaction

- OzForex Group (“OzForex”) completed its Sale & Initial Public Offering and began to trade on the Australian Stock Exchange (“ASX”) under the ticker symbol OFX on October 11, 2013
  - A\$439mm offering, valuing the equity at A\$480mm
  - Stock closed first day of trading up ~30%
- Prior to the offering, OzForex was owned by Accel Partners, The Carlyle Group, Macquarie Bank and other founder / private investors

#### Significance of Transaction

- Transaction was a sale of ~100% of the equity of the company to a “club” of institutional investors, followed by an IPO (the largest IPO of an Australian company in 2013 to date)
  - Highly innovative “club-deal” structure allowed for reduced risk and certainty for existing investors
- Investors given the ability to sell ~100% of their interests in the Company; certain investors chose to retain a small portion of their ownership

#### FT Partners’ Role

- FT Partners served as exclusive Financial, Strategic and IPO Advisor to OzForex and its Board of Directors
- FT Partners managed the very unique dual-track M&A / sale and IPO process, effectively achieving an “M&A” outcome for shareholders in the public markets (~100% liquidity)
- FT Partners’ advisory role simplified and expedited the “time-to-market” period due to the significant amount of up-front work completed prior to the engagement of potential M&A sale buyers and underwriters
- FT Partners helped the Company create significant value by developing an extraordinarily detailed and comprehensive set of presentation materials to showcase the OzForex story for all interested parties

### Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as  
exclusive Financial, Strategic and IPO Advisor to*



*in its*

### Initial Public Offering

*valuing the equity at*

**A\$480,000,000**



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# Overview of FT Partners

## FT Partners Advises on US\$370,000,000 Cash Sale of Custom House

### Transaction Overview and Rationale

#### Overview of Transaction

- On May 7, 2009 Custom House, Ltd. ("Custom House") announced its sale to Western Union (NYSE: WU) for US\$370 million in cash
  - Represents 3.7x run rate revenues of about \$100 mm
- Custom House is the largest independent, international B2B payments provider in the world
- Custom House is backed by Great Hill Partners, one of the leading private equity firms across the financial technology sector
- The transaction is expected to close in the third quarter of 2009
- Western Union will finance this transaction with existing B/S cash

#### Significance of Transaction

- Transaction represents the largest, independent private equity-backed payments transaction in 2009
- This acquisition will allow Custom House to leverage its extensive online and offline international B2B payments solutions with Western Union's global footprint, strong brand and balance sheet to rapidly build market share and penetrate new opportunities around the globe
- Custom House is expected to provide a strong, diversified growth engine for Western Union outside of its core remittance business and will strengthen Western Union's presence in the SME segment globally
- The acquisition of Custom House supports Western Union's strategic plan by entering a new growth market and diversifying its product portfolio

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Custom House and its Board of Directors
- Transaction highlights FT Partners' strength in working with private equity-backed companies, as well as cross-border transactions
- Demonstrates FT Partners' ability to consummate transactions with strong valuations, despite an incredibly challenging economic environment

**The sale of Custom House, a Great Hill Partners portfolio company, represents one of the most robust valuation multiples achieved by FT Partners since our inception**

### Financial Technology Partners LP FTP Securities LLC

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



**CUSTOM HOUSE**

*in its sale to*



*for a total cash consideration of*

**US\$ 370,000,000**



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# Overview of FT Partners

## FT Partners Advises Azimo on its \$20mm Series B Investment

### Transaction Overview and Rationale

#### Overview of Transaction

- On June 15, 2015, Azimo announced the completion of its \$20 mm Series B financing led by Frog Capital
- Azimo is a world leader in online and smartphone-based money transfers — providing a fast, secure and low-cost alternative to legacy high street remittance services
- The Company, headquartered in London with additional offices in Poland, has the most comprehensive network of any digital player, sending money to over 200 countries, reaching 5 billion people with more than 80 different currencies
- Frog Capital is a leading growth capital investor focused on technology-led business in Europe

#### Significance of Transaction

- This investment signifies the ongoing disruption of the \$600 bn global remittance market in which Azimo generated a five-fold increase in the number of facilitated money transfers from the year prior
- Azimo will use the proceeds from the investment to continue its Pan-European growth and to target new markets in North America and Asia

#### FT Partners' Role

- FT Partners served as strategic and financial advisor to Azimo and its Board of Directors
- The transaction demonstrates FT Partners' continued ability to establish strong relationships with top international financial technology firms and assist them in achieving their long-term strategic goals
- This transaction also builds upon FT Partners' expertise in money transfer, having advised several clients previously in the sector

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*in its Series B financing led by*



*for approximately*

**\$ 20,000,000**



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# Overview of FT Partners

## Proven Track Record of Success Across the Broader Payments Sector

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

**MERCURY®**  
in its cash sale to

**vantiv**  
for total consideration of approximately  
**\$1,650,000,000**

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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

**MERCURY®**  
in its approximately 60% majority sale to

**SILVERLAKE**  
for aggregate consideration of approx.  
**\$ 900,000,000**

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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

**KUBRA**  
in its 80% majority sale to

**HEARST corporation**  
**\$ 350,000,000**

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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

**cardsPRING**  
in its sale to

**twitter**

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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

**OZFOREX**  
FOREIGN EXCHANGE SERVICES  
in its  
**Initial Public Offering**  
valuing the equity at approximately  
**A\$480,000,000**

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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

**PROPAY**  
in its sale to

**TSYS**  
**\$ 100,000,000+**

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

**CIBC**  
in its strategic investment in

**Delta**  
with additional participation from  
**MasterCard** **Bain Capital Ventures** **Alphabet**

for approximately  
**\$70,000,000**

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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

**VERUS**  
in its sale to  
**sage**  
for cash consideration of approximately  
**\$ 325,000,000**

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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

**CentralPayment**  
in its Strategic Investment by  
**TSYS**  
**\$ 100,000,000+**

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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

**FLEET ONE**  
in its cash sale to  
**wex**  
for total consideration of approximately  
**\$ 369,000,000**

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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

**nmi**  
in its growth investment by  
**Bregal** **Sagemount**  
for a total valuation of nearly  
**\$200,000,000**

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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

**century PAYMENTS**  
in its sale to  
**WorldPay**  
a portfolio company of  
**Advent International** **BainCapital**

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

**TRANSFIRST**  
in its cash sale to  
**Vista Equity Partners**  
from  
**WCAS**  
**\$1,500,000,000**

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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

**jack henry & ASSOCIATES INC.**  
in its acquisition of  
**iPay Technologies**  
for total consideration of approximately  
**\$ 300,000,000**

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TECHNOLOGY  
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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

**YAPSTONE**  
POWER RANK PARTNERS  
in its minority investment led by  
**ACCEL PARTNERS**  
For total consideration of approximately  
**\$ 50,000,000**

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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

**VeriFone**  
THE WAY TO PAY™  
in its  
**\$177,000,000**  
**Initial Public Offering**  
valuing the equity at approximately  
**\$ 650,000,000**

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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

**TRANSFIRST**  
First In Secure Electronic Payments  
in its debt financing co-led by  
**Bank of America Merrill Lynch**  
**Deutsche Bank**  
**GE Capital**  
totaling  
**\$ 675,000,000**

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Financial Technology Partners LP  
FTP Securities LLC  
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sole strategic and financial advisor to

**lynk**  
in its sale to  
**The Royal Bank of Scotland**  
for cash consideration of approximately  
**\$ 525,000,000**

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# Overview of FT Partners

Consistent Record of Representing Leading Private Equity Investors

ACCEL  
PARTNERS

Great Hill  
PARTNERS

GTCR

FTV  
CAPITAL

DAWN CAPITAL

TRINITY  
VENTURES

Vista Equity Partners

CLAIRVEST

ACCRETIVE

Balderton  
capital

THL  
PARTNERS

nyca

Goldman Sachs

DFJ

LLRpartners

longridge

MERITECH  
CAPITAL PARTNERS

OAK  
HC/FT

PARthenon  
CAPITAL

QED  
INVESTORS

greylockpartners.

intel  
Capital

AustinVentures

THE CARLYLE GROUP

TPG

NMC  
NEW MOUNTAIN CAPITAL LLC

ttvcapital

ADAMS STREET  
PARTNERS

WCAS  
WILLIAM, CARRISON, ANDERSON & STONE

upfront  
VENTURES

dcm

Google  
capital

BregalSagemount

HIGHLAND  
CAPITAL PARTNERS

CREDIT SUISSE

ROUTE SIXTY-SIX  
VENTURES

NEWSPRING  
CAPITAL

ALPINE INVESTORS

PAMLICO  
CAPITAL

Venrock

FOUNDRY  
GROUP

SILVERLAKE

General Atlantic  
Global growth investors

H.I.G.  
CAPITAL

SC

PAMLICO  
CAPITAL

Venrock

JPMorganChase

PALM BEACH CAPITAL

DST

WESTON PRESIDIO  
Providing Growth Capital Since 1991

Bain Capital Ventures

OAK HILL  
CAPITAL PARTNERS

b.to.v  
PARTNERS AG  
PRIVATE INVESTMENTS

Apex Venture Partners

Bank of America

CAROUSEL CAPITAL

citi

NP

Deutsche Bank

UBS

Hudson Ventures

BLUFF POINT  
ASSOCIATES

Morgan Stanley

Bank of America

KEMMONS  
WILSON  
COMPANIES  
EST. 1999

CAROUSEL CAPITAL

the edgewater funds

MERITAGE FUNDS  
EQUITY & EXPERTISE

W

BIRCH HILL  
equity partners

Shortcut  
VENTURES

MOELIS CAPITAL PARTNERS

THOMSON REUTERS

Bush O'Donnell

TENGELMANN  
ventures

IRON-GATE  
CAPITAL

ICONIQ

Foundation  
CAPITAL

WELLINGTON  
MANAGEMENT

VILLAGE  
VENTURES

SAPPHIRE  
VENTURES

ALLOY  
VENTURES

APPIAN  
VENTURES

frog  
capital

FLYBRIDGE  
CAPITAL PARTNERS

FINANCIAL  
TECHNOLOGY  
PARTNERS

# Overview of FT Partners

**FT Partners Research – Global Money Transfer (click to view)**



**FT Partners focuses on key trends in the Industry including:**

- The emergence of "International Payment Specialists" as a distinct and fast growing industry segment attracting significant interest from strategic buyers and financial investors
- The disruption of the traditional "Consumer Remittance Providers" by new, emerging / fast growing entrants leading with mobile and other technology-based solutions



# 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 | <ul style="list-style-type: none"> <li>■ <b>Equity Financing Deal of the Year</b></li> <li>■ Professional Services Deal of the Year, Above \$100mm</li> </ul>  |
| 2012 | <ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year</b></li> <li>■ Professional Services Deal of the Year, Above \$100 mm</li> </ul>   |
| 2011 | <ul style="list-style-type: none"> <li>■ <b>Boutique Investment Bank of the Year</b></li> <li>■ Deal of the Decade</li> <li>■ 10 Deal of the Year Nominations Across 9 Categories</li> </ul>   |
| 2010 | <ul style="list-style-type: none"> <li>■ <b>Upper Middle Market Deal of the Year, Above \$500mm</b></li> <li>■ IT Services Deal of the Year, Below \$500mm</li> <li>■ Cross-Border Deal of the Year, Below \$500mm</li> </ul>  |
| 2007 | <ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year – Steve McLaughlin</b></li> <li>■ Business to Business Services Deal of the Year</li> <li>■ Computer and Information Technology Deal of the Year, Above \$100mm</li> <li>■ Financial Services Deal of the Year, Above \$100mm</li> </ul> |



- |           |   |
|-----------|---|
| 2006-2008 | <ul style="list-style-type: none"> <li>■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology</li> </ul> |
|-----------|---|



Middle Market Financing Awards

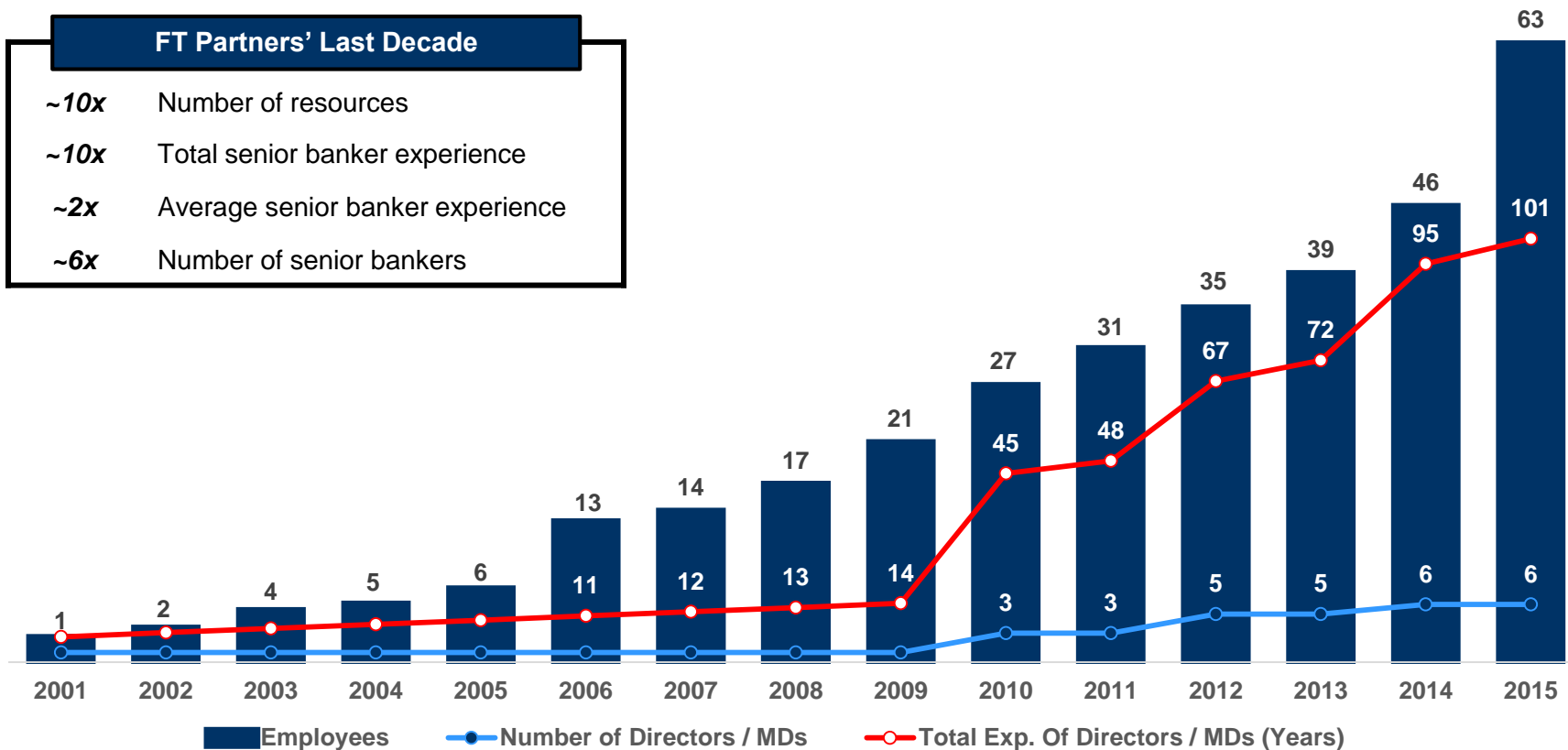
- |      |  |
|------|--|
| 2008 | <ul style="list-style-type: none"> <li>■ <b>Equity Financing Dealmaker of the Year – Steve McLaughlin</b></li> <li>■ <b>Information Technology Deal of the Year</b></li> <li>■ <b>Financial Services Deal of the Year</b></li> </ul> |
| 2006 | <ul style="list-style-type: none"> <li>■ <b>Financing Professional of the Year – Steve McLaughlin</b></li> <li>■ Financing Deal of the Year - Equity</li> <li>■ Financing Deal of the Year - Debt</li> </ul>                         |

# 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 WU, EEFT, 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>