

October 14, 2015

# FINANCIAL TECHNOLOGY PARTNERS FTP Securities LLC

*is pleased to announce its  
role as advisor to*



**in its \$135,000,000 Series E Minority Financing Led by**



InnoVentures



**Scotiabank®**

*Courtesy of:*

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TECHNOLOGY  
PARTNERS

**Financial Technology Partners**  
555 Mission St., 23<sup>rd</sup> Floor  
San Francisco, CA 94105

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

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



**Steve McLaughlin**  
Managing Partner  
Tel: 415.992.8880  
[steve.mclaughlin@ftpartners.com](mailto:steve.mclaughlin@ftpartners.com)

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# Kabbage Investment Led By Reverence Capital Partners

## FT Partners Advises Kabbage on its \$135mm Minority Financing

### Transaction Overview and Rationale

#### Overview of Transaction

- On October 14, 2015, Kabbage announced a minority \$135mm Series E equity financing round
- The round was led by Reverence Capital Partners as well as ING, Santander InnoVentures and Scotiabank
- Additional new investors include China's Yuan Capital and Japan's Recruit Strategic Partners; existing investors BlueRun Ventures, UPS Strategic Enterprise Fund and Thomvest Ventures also participated in the round
- In conjunction with the equity raise, Kabbage also increased its credit facility by more than threefold to over \$900mm to fuel the expansion of its direct lending business
- Kabbage is the leading technology and data platform powering automated lending; the Company leverages numerous data sources generated through business activity to better understand performance and deliver fast, flexible funding in real time

#### Significance of Transaction

- The transaction represents one of the few times in recent history that multiple global financial institutions have invested in a U.S.-based financial technology company, suggesting the potential for Kabbage's world-class platform to change the landscape of lending worldwide

#### FT Partners' Role

- FT Partners served as strategic advisor to Kabbage in this groundbreaking transaction
- Transaction demonstrates FT Partners' continued success advising on \$100mm+ financings for leading, world class financial technology companies while also building on the Firm's deep domain expertise in the Alternative Lending space

### Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its  
role as advisor to*



*in its Series E minority financing led by*



*for total consideration of*

# \$ 135,000,000



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# Kabbage Investment Led By Reverence Capital Partners

## FT Partners Advised on Two of the Largest Alternative Lending Transactions

### Company

### Investor(s)

### Amount Raised



\$1,000,000,000

AVANT



325,000,000



300,000,000+

AVANT



225,000,000



200,000,000

PROSPER



165,000,000



150,000,000



135,000,000

*In addition to "Unicorn" rounds for GreenSky and Kabbage, FT Partners has advised on a number of other prominent Lending Tech / Alt Lending transactions*

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as advisor to</p> <p>Google capital</p> <p>in its lead investment in</p> <p>Credit Karma</p> <p>with additional participation from</p> <p>TIGER SIG Ribbit Capital</p> <p>for approximately</p> <p><b>\$ 85,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>F2ST PAY</p> <p>in its growth financing with</p> <p>OAK HC/FT</p> <p>for total consideration of approximately</p> <p><b>\$ 15,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as financial advisor to</p> <p>lighter capital</p> <p>in its growth financing for total consideration of</p> <p><b>\$ 7,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>Upstart</p> <p>in its financing, with investment from</p> <p>THIRD POINT VENTURES</p> <p>for approximately</p> <p><b>\$ 35,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>Bluebird</p> <p>in its financing, including investment from</p> <p>HIGHLAND TRINITY</p> <p>for approximately</p> <p><b>\$ 15,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as financial advisor to</p> <p>borro</p> <p>in its growth financing for total consideration of</p> <p><b>\$ 19,500,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>L2C inc</p> <p>in its sale to</p> <p>TransUnion</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as financial advisor to</p> <p>taulia</p> <p>in its investment from</p> <p>QUESTMARK PARTNERS</p> <p>zdukBBVAedbi</p> <p>for total consideration of approximately</p> <p><b>\$ 60,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as Capital Markets &amp; IPO Advisor to</p> <p>ELLIE MAE</p> <p>in its</p> <p><b>\$45,000,000</b> <b>Initial Public Offering</b></p> <p>valuing the equity at approximately</p> <p><b>\$ 146,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as advisor to</p> <p>CIBC</p> <p>in its strategic investment in</p> <p>with additional participation from</p> <p>Banc Capital Partners</p> <p>for total consideration of approximately</p> <p><b>\$ 70,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>customcredit systems</p> <p>a portfolio company of</p> <p>Triton Pacific Capital Partners, LLC</p> <p>in its sale to</p> <p>MISYS</p> <p>a portfolio company of</p> <p>Vista Equity Partners</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as financial advisor to</p> <p>WebEquity solutions</p> <p>in its sale to</p> <p>Moody's</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

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# Kabbage Investment Led By Reverence Capital Partners

## Kabbage Overview

***“While Kabbage’s growth is remarkable, we are more impressed with Kabbage’s ability to scale while economically acquiring customers, decreasing risk and gaining significant operating efficiency.”***

– Milton Berlinski,  
Managing Partner  
of Reverence  
Capital Partners

### Kabbage Key Facts

CEO:	Rob Frohwein
Headquarters:	Atlanta, GA
Founded:	2008
Employees:	200+

### Previous Financings

Date	Size (\$ mm)	Investors
05/05/14	\$50	BlueRun Ventures; Lumia Capital; Mohr Davidow Ventures; SoftBank Capital; TCW Group; Thomvest Ventures; UPS Strategic Enterprise Fund
09/18/12	30	BlueRun Ventures; Mohr Davidow Ventures; SV Angel; Thomvest Ventures; UPS Strategic Enterprise Fund
08/17/11	17	BlueRun Ventures; Mohr Davidow Ventures; UPS Strategic Enterprise Fund
01/13/11	7	BlueRun Ventures; UPS Strategic Enterprise Fund

### Kabbage Overview

- Kabbage is a leading online provider of working capital to small and medium-sized businesses – furthermore, Kabbage is the only true “Platform” lender in both SMB and consumer, working / integrating with third party partners (including leading global banks) all over the world to become a global leader in alternative lending
  - One of the fastest-growing alternative lenders globally, outpacing its competition in key metrics
  - The Company is trusted by over 100,000 business owners
  - The Company now provides over \$1 bn annually to help businesses realize their full potential
- Creating a Kabbage account is free and only takes a few minutes to complete – after that, businesses can access their line of credit so they can start growing their business
- Businesses can qualify for lines from \$2,000 to \$100,000
  - Businesses can link accounts from other online services (such as PayPal, Xero, Quickbooks, and Stripe) to expedite the qualification process
- The Company also licenses much of its software to big banks, which use the software to better tailor loans to customers and improve the whole experience
- Kabbage also has a consumer lending arm called Karrot where consumers can borrow up to \$35,000 – today, this represents 10% of the business and is expected to be between 25-30% of the business next year

Source: Company website, press releases.



# Kabbage Investment Led By Reverence Capital Partners

## Kabbage Solutions

Kabbage Enables Faster Processing Via Partnerships with Other Online Services

*Businesses can link any of their online services to qualify on the spot*



### Use Cases for Kabbage Loans

- ✓ Online Loan
- ✓ Revolving Credit
- ✓ Kabbage for Restaurants
- ✓ Kabbage for Truckers
- ✓ Kabbage for Wholesalers
- ✓ Working Capital
- ✓ Kabbage vs. Small Business Credit Card
- ✓ Small Business Loans for Women
- ✓ Kabbage for Construction Businesses
- ✓ Kabbage for Beauty Salons
- ✓ Line of Credit
- ✓ Kabbage vs. Merchant Cash Advance
- ✓ Kabbage for Retail Businesses
- ✓ Kabbage for Auto Repair Shops
- ✓ Kabbage for Doctors & Dentists



# Kabbage Investment Led By Reverence Capital Partners

## Karrot – Kabbage’s Consumer Lending Business



Karrot enables consumers to address multiple personal needs

*Customers can receive personal loans up to \$35,000 with 36 and 60 month payment terms*

*Fixed rates as low as 6.44% APR*



Debt Consolidation



Short-Term Loans



Wedding Loans



Start-Up Business Loans



Auto Loans



Loans to Help Family



Vacation Loans



Medical Loans



Pet Care Loans



Holiday Season Loans



Baby and Adoption Loans



Engagement Ring Loans



# Kabbage Investment Led By Reverence Capital Partners

## Reverence Capital Partners Overview

### Overview



REVERENCE  
CAPITAL  
PARTNERS



**Milton Berlinski**  
Co-Founder &  
Managing Partner



**Peter Aberg**  
Co-Founder &  
Partner



**Alex Chulack**  
Co-Founder &  
Partner



**Michael Tai**  
Vice President



**Jeremy Colvin**  
Senior Associate



**Brett Seawell**  
Senior Associate

### Location(s)

- Boston, MA (HQ)
- San Francisco, CA

### About

- Founded in 2013 by Milton Berlinski, Peter Aberg and Alex Chulack
- Seeks to make control- / influence-oriented investments exclusively in the financial services industry
- Keen on companies with proven business models, strong existing management teams and high free cash flows from growing revenue streams
- Flexible in transaction structures with the ability to invest in both private and public companies
- Leverages a large network of advisors in financial services and experts to support portfolio company development

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### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$500 mm
<b>Fund Raised:</b>	na
<b>Investment Range:</b>	\$75–125 mm
<b>Revenue:</b>	na
<b>EBITDA:</b>	na

#### General Preferences <sup>(1)</sup>

<b>Control:</b>	Majority, Minority
<b>Geography:</b>	U.S., Western Europe
<b>Transaction Type:</b>	Growth, Buyout, PIPE
<b>Industry Focus:</b>	Capital Markets / Institutions, Asset Management, Financial Technology, Insurance, Payments, Banking / Finance

### Select Recent Investments / Exits

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

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
10/15	<b>Kabbage</b> (Series E)	\$135	Milton Berlinski	Banking
na	<b>Victory Capital Management</b> (NA)	na	na	CapMkts

Source: Capital IQ, PitchBook.

(1) *Italics indicate preferred control / geography.*

(2) \* denotes M&A exit; \*\* denotes IPO exit.

(3) Deal Amount in mm.





# Kabbage Investment Led By Reverence Capital Partners

FT Partners has Significant Experience Advising Large Financing Rounds and “Unicorns”

*FT Partners has a history of advising on some of the largest financing transactions in the FinTech space*

Company	Amount Raised	Selected Prominent Investors in FT Partners Led Rounds
MERCURY®	\$420,000,000+	ACCEL PARTNERS, DST, TPG
GreenSky™	300,000,000+	ICONIQ, RCP, REVERENCE CAPITAL PARTNERS, WELLINGTON MANAGEMENT
liquidnet	250,000,000	BainCapital, SUMMIT PARTNERS
squaretrade protection plans	238,000,000	BainCapital Ventures, Great Hill PARTNERS
avidxchange	225,000,000	nyca, CIBC
nmi	150,000,000+	Google capital, QED INVESTORS, Scotiabank®
Kabbage	135,000,000	ING
TradingScreen SIMPLIFYING GLOBAL MARKETS®	110,000,000+	FOUNDRY GROUP
CHROMERIVER	100,000,000	KeyBank, 乾源资本 YUAN CAPITAL, Santander, InnoVentures
Credit Karma™	85,000,000	khosla ventures, BBVA
DYNAMICS	70,000,000	QUESTMARK PARTNERS, edbi
taulia	60,000,000	SILVERLAKE, PARTHENON CAPITAL PARTNERS
YAPSTONE™ POWERING PAYMENTS	50,000,000	

Note: FT Partners represented investor in Dynamics (CIBC) and Credit Karma (Google Capital); some transactions include a combination of equity and smaller amount of debt financing.



# Overview of FT Partners

## FT Partners Advises GreenSky in its Minority Investment

### Transaction Overview and Rationale

#### Overview of Transaction

- GreenSky completed a minority \$300 million financing round from TPG, DST, Iconiq and Wellington Management
- The Company provides an online loan platform that allows businesses to offer flexible credit programs to their customers – promoting higher transaction values and driving sales growth
- GreenSky's proprietary, technology-driven platform enables partners to make informed, real-time credit decisions and allows for real-time transaction processing
- The Company has grown to be a leader in the emerging Alternative Lending space, with a particular focus on home improvement financing

#### Significance of Transaction

- Represents the largest private equity financing in the Alternative Lending space to date
- Demonstrates a fundamental shift in lending customer acquisition models away from traditional banks and towards specialists like GreenSky
- This transaction positions GreenSky as a clear leader in Alternative Lending and enables the company to continue to innovate and bring additional products to market

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to GreenSky and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- Transaction demonstrates FT Partners' continued success advising top-tier financial technology companies

### Financial Technology Partners LP FTP Securities LLC

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exclusive role as financial advisor to*



*in its minority investment from*

**DST** **ICONIQ**



*for total consideration of*

**\$ 300,000,000**

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# Overview of FT Partners

## FT Partners Advises AvidXchange in its \$225mm Minority Financing

### Transaction Overview and Rationale

#### Overview of Transaction

- On September 14, 2015, AvidXchange announced a minority \$225mm Series E financing round
- Bain Capital Ventures led the equity round with additional investments from the Foundry Group, TPG, KeyBank, and Nyca Partners
- As part of this financing, Matt Harris of Bain Capital Ventures, Hans Morris of Nyca Partners, and Brad Feld of the Foundry Group will be joining AvidXchange's Board of Directors
- AvidXchange is a best-in-class business-to-business software company that is revolutionizing how companies pay their bills by automating the invoice and payment processes
- The Company focuses on serving midmarket clients and spans multiple industries including Real Estate, Financial Services, Energy and Construction

#### Significance of Transaction

- The transaction will further help AvidXchange expand as the leading independent business-to-business invoice and payment solution provider
- Firmly positions the Company to continue to grow the core business, invest in infrastructure and product development and pursue opportunistic acquisitions

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to AvidXchange and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- Transaction demonstrates FT Partners' continued success advising \$100mm+ financings

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*in its Series E minority financing from*

**Bain Capital** *Ventures*



*for total consideration of*

**\$ 225,000,000**

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# Overview of FT Partners

## FT Partners Advises Taulia in its \$60mm Series D Financing

### Transaction Overview and Rationale

#### Overview of Transaction

- On July 22, 2014, Taulia announced a \$27mm Series D financing round led by QuestMark Partners
- On September 25, 2014, Taulia announced an additional \$13mm in funding including investment from BBVA Ventures and EDBI
- On January 21, 2015, Taulia announced an additional \$15mm in financing from Zouk Capital
- Existing investors Matrix Partners, Trinity Ventures, Lakestar and DAG Ventures also participated in the round
- Taulia provides cloud-based invoice, payment, dynamic discounting and supplier finance solutions to corporations and their small business suppliers
- QuestMark Partners ("QuestMark") is an expansion-stage venture capital firm with over \$750mm under management
- BBVA Ventures ("BBVA") is the corporate investing arm of the Spain-based BBVA Group
- EDBI is the corporate investment arm of Singapore's Economic Development Board

#### Significance of Transaction

- Taulia will use the financing to increase its market traction, further its hiring efforts and expand its global presence
- The oversubscribed round brings Taulia's total funding to \$85mm

#### FT Partners' Role

- FT Partners served as exclusive financial advisor to Taulia and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to provide critical advisory services throughout the transaction

### Financial Technology Partners LP FTP Securities LLC

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



*in its financing, including investment from*

**QUESTMARK PARTNERS**

**zouk BBVA edbi**

*for total consideration of approximately*

**\$ 60,000,000**

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# Overview of FT Partners

## FT Partners Advises Google Capital on its Lead Role in Credit Karma's \$85 mm Capital Raise

### Transaction Overview and Rationale

#### Overview of Transaction

- On March 12, 2014, Credit Karma announced it closed an \$85 mm equity round led by new investor Google Capital
- David Lawee, Partner at Google Capital, will join Credit Karma's Board
- Credit Karma's existing investors, Ribbit Capital and Susquehanna Growth Equity, also participated in the round, as well as new investor, Tiger Global Management
- The investment follows a year of exponential growth for Credit Karma, including triple-digit percentage growth in site membership, revenue and headcount
- Credit Karma is a consumer finance and technology company that provides more than 20 million consumers with free access to their credit scores and free monitoring of their credit and financial accounts
- Google Capital is a growth equity fund backed by Google that invests in companies that use technology to change the way people experience the world

#### Significance of Transaction

- Credit Karma will use the new capital to invest heavily in new, free services to help consumers understand and manage their finances
- Additional capital also supports continued efforts to make finding and applying for new financial services products intelligent and seamless
- Credit Karma also plans on accelerating employee hiring in order to meet these goals

#### FT Partners' Role

- FT Partners served as the advisor to Google Capital on its lead role in the investment
- Highlights FT Partners' continued success in advising a broad range of top-tier financial investors

### 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**

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# Overview of FT Partners

## FT Partners Advises BillGuard on its Sale to Prosper

### Transaction Overview and Rationale

#### Overview of Transaction

- On September 24, 2015 BillGuard (the "Company") announced its sale to Prosper Marketplace
- Headquartered in New York, BillGuard is a leading personal finance analytics company that offers award-winning mobile consumer apps to manage, protect and do more with money and credit; to date, BillGuard has flagged over \$70 million in unauthorized charges for its mobile users
- Prosper Marketplace is a leading online marketplace for consumer credit that connects borrowers with investors
- 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 Prosper to combine its successful marketplace lending platform with BillGuard's personal financial management tools to offer consumers a comprehensive financial management package, which will help them make smarter financial decisions
- BillGuard's world-class technology team will accelerate Prosper's product development while providing ongoing access to the strong engineering and product talent pool in Israel

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to BillGuard and its Board of Directors
- Developed extensive marketing materials and data analyses to highlight the unique aspects of the business, and led all aspects of transaction execution
- Transaction highlights FT Partners' continued success advising leading financial technology companies and generating highly successful outcomes across the sector

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*in its sale to*

**PROSPER**<sup>®</sup>



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# Overview of FT Partners

## Consistent Record of Representing Leading Private Equity Investors





# Overview of FT Partners

## Award-Winning Investment Banking Franchise

*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>■ <i>10 Deal of the Year Nominations Across 9 Categories</i></li> </ul>  |
| 2010 | <ul style="list-style-type: none"> <li>■ <b>Upper Middle Market Deal of the Year, Above \$500 mm</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> |
|-----------|---|



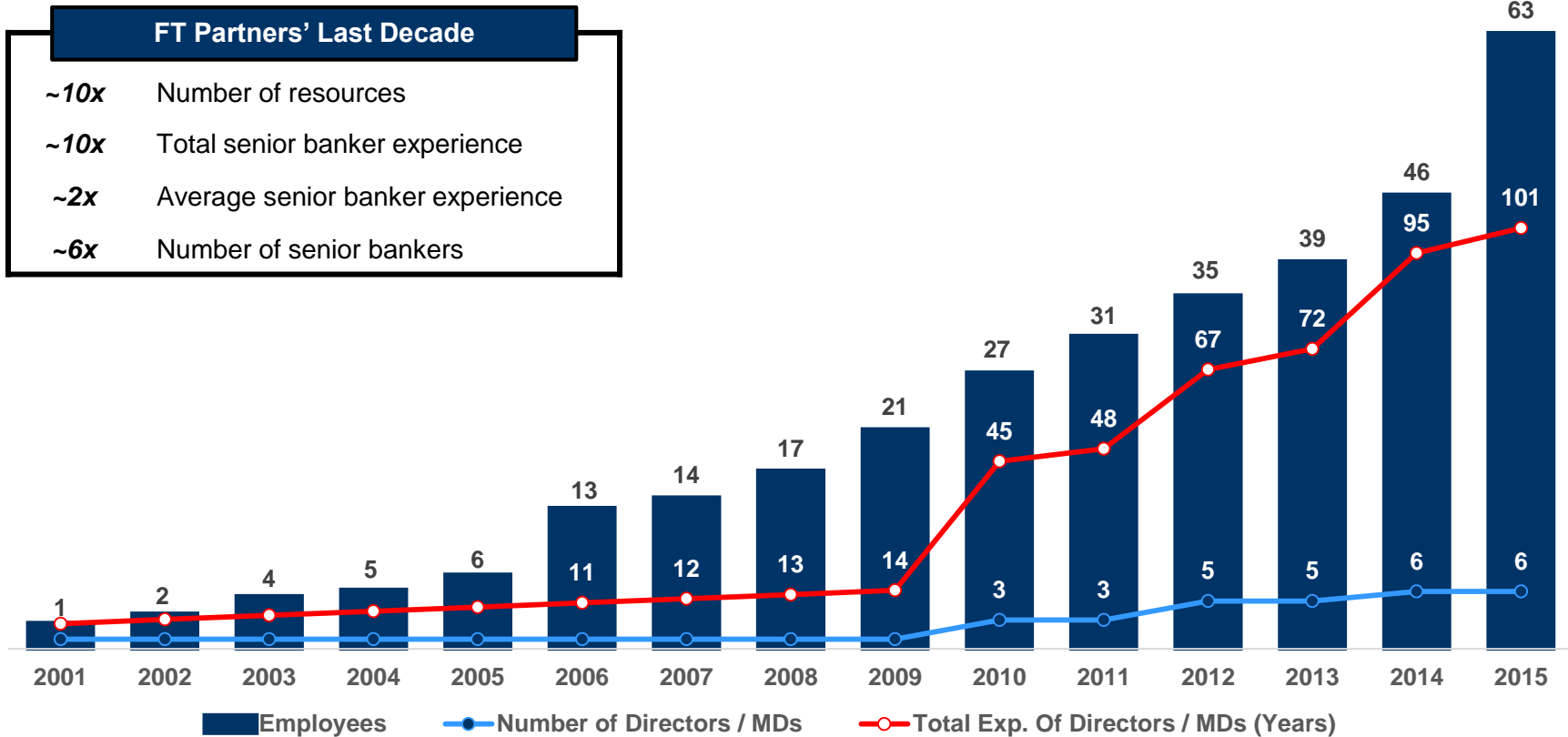
Middle Market  
Financing Awards

- |      |  |
|------|--|
| 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>■ <i>Financing Deal of the Year - Equity</i></li> <li>■ <i>Financing Deal of the Year - Debt</i></li> </ul>           |



# Overview of FT Partners

Platform of Choice for Clients and Bankers Alike



## 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, DFS, 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>