

October 6, 2017

FT PARTNERS TRANSACTION ANNOUNCEMENT

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
Focused Exclusively
on FinTech*

San Francisco • New York • London

FT Partners is Pleased to Announce its
Exclusive Role as Sole Strategic and
Financial Advisor to



in its acquisition of the
technology assets of



Ernest

Moneyfarm's Acquisition of the Technology Behind Ernest



Overview of Transaction

- On October 6, 2017, Moneyfarm announced it has acquired the technology behind Ernest
 - Ernest is a personal banker chatbot, powered by Artificial Intelligence that combines natural language processing technology with machine learning, Ernest aims to help individuals manage their money better
- Headquartered in London, U.K., Moneyfarm is a digital wealth manager operating in both Italy and the U.K.
- Moneyfarm will work to combine Ernest's technology with its existing services

Significance of Transaction

- Ernest's technology has the ability to tap into daily transactional behavior of customers, which will prove critical as Moneyfarm works to provide more personalized financial advice
- Ultimately, the acquisition will enhance Moneyfarm's product, improve underlying algorithms and better assist customers through the entire wealth lifecycle

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Moneyfarm
- This transaction underscores FT Partners' deep domain expertise and successful track record in the WealthTech space

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 the technology
assets of*



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Moneyfarm Overview

Company Overview



CEO: Giovanni Daprà

Headquarters: London, U.K.

Founded: 2011

- Moneyfarm provides online investment advisory services for average savers through a scalable, UX driven and intuitive platform based on their profile and wealth goals
- The company is the largest independent pan-European digital wealth manager serving consumers in Italy and the U.K.
- Regulated by the Financial Conduct Authority (FCA), Moneyfarm has grown to have more than 150,000 users since inception

Management Team



Giovanni Daprà
Co-Founder & CEO



Paolo Galvani
Co-Founder & Chairman



Paolo Savini Nicci
CFO



David Jeffery
CTO

Products / Solutions Overview

- Proprietary Questionnaire**
Insight into customers' investment goals, risk appetite and financial history
- Clear Strategy**
Smart-technology combined with investment experience and customer support
- Diversified Portfolios**
Mix of asset classes; Range of geographies and currencies; Invest in low-cost ETFs
- Expert Guidance**
Skilled rebalancing and monitoring with no trading fees

Investment Account

Personalized, low-cost and flexible investment account designed for specific goals

ISA

Individual Savings Accounts: Tailor-made and fully-manageable portfolios are selected based on savings goals and risk appetite

Pension

Partnered with Embark to provide flexible pension products that works with modern working lives to ensure a better retirement

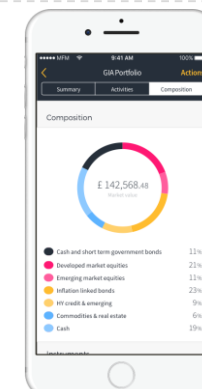
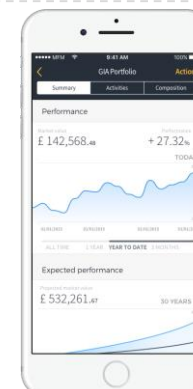
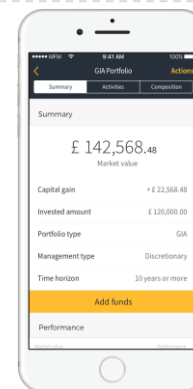
Hands-Free



Transparent



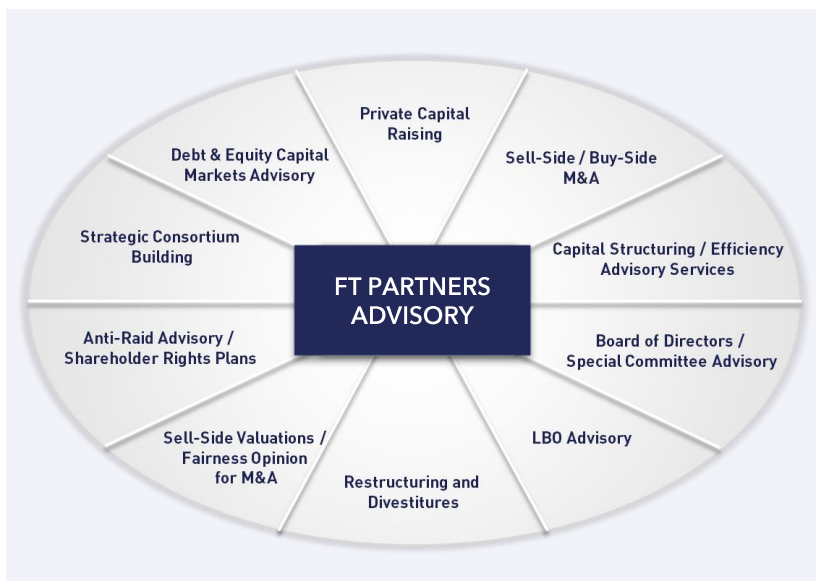
Low-Cost



Overview of FT Partners

- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. Our unique insight into FinTech is a direct result of executing hundreds of transactions in the sector combined with over 15 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

In-Depth Industry Research Reports

Proprietary FinTech Infographics

Monthly FinTech Market Analysis

FinTech M&A / Financing Transaction Profiles



Named Silicon Valley's #1 FinTech Banker (2016) and ranked #2 Overall by *The Information*



Ranked #4 Most Influential Person in all of FinTech in *Institutional Investor* "FinTech Finance 35"



Numerous Awards for Transaction Excellence including "Deal of the Decade"

Steve McLaughlin: *Founder & CEO*

Tel: 415.992.8880

steve.mclaughlin@ftpartners.com



Leading Advisor in the WealthTech Sector

M&A Transactions

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

BLACKROCK

in its 100% acquisition of

FutureAdvisor

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

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

PENSCO TRUST COMPANY

in its sale to

OpusBank
BUILD YOUR MASTERPIECE™

for total consideration of

\$ 104,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Financial Technology Partners LP
FTP Securities LLC
It pleased to announce its exclusive role as sole strategic and financial advisor to

Alpha

in its acquisition by

CHIXEUROPE

TMX Maple Group

valued at approximately

\$ 175,000,000

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

ShareholderInSite

in its sale to

IPREO

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

EISI

in its sale to

ZYWAVE

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Financial Technology Partners LP
FTP Securities LLC
It 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

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

ATD
AMERICAN TRADING DATA, LLC

in its sale to

citi

for cash and stock consideration of approximately

\$ 680,000,000

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

INSTINET.

in the sale of its stake in

CHIXEUROPE

to

BATS
INTERMARKET

for total consideration of approximately

\$ 305,000,000

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

THE MARKETS.COM

in its sale to

Capital IQ
A Division of Standard & Poor's

for total consideration of approximately

\$ 300,000,000

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Financing Transactions

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

ADDEPAR

in its Series D financing co-led by

VALOR 8VC
EARTH PARTNERS

Harald McPike

for total consideration of

\$ 140,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Financial Technology Partners LP
FTP Securities LLC
It pleased to announce its role as exclusive strategic and financial advisor to

riskalyze

in its growth equity investment led by

FTV CAPITAL

for total consideration of

\$ 20,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Financial Technology Partners LP
FTP Securities LLC
It 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

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

alphasense

in its growth financing from

Quantum Strategic Partners

in private investment which management by **U.C.B.I. LLC**

Triangle Peak TVP
TRIANGLE VENTURE PARTNERS

for total consideration of

\$ 33,000,000+

FINANCIAL TECHNOLOGY PARTNERS
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Financial Technology Partners LP
FTP Securities LLC
It pleased to announce its role as exclusive strategic and financial advisor to

INVESTEDGE

on its debt financing from

VISTARA CAPITAL PARTNERS

for total consideration of

\$ 5,000,000

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

AXIAL

in its financing led by

Edison PARTNERS

for total consideration of approximately

\$ 14,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Financial Technology Partners LP
FTP Securities LLC
It pleased to announce its exclusive role as sole strategic and financial advisor to

liquidnet

in its financing for approximately

\$ 250,000,000

valued at approximately

\$ 1,800,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Financial Technology Partners LP
FTP Securities LLC
It pleased to announce its exclusive role as sole strategic and financial advisor to

ITG
INVESTMENT TECHNOLOGY GROUP

in its debt financing

Senior Revolving Credit Facility
Senior Term Loan

of approximately

\$ 205,000,000

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

MarketAxess

in its minority capital raise with

TCV
TECHNOLOGY CREDITORS PARTNERS

for approximately

\$ 35,000,000

FINANCIAL TECHNOLOGY PARTNERS
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FT Partners has advised on some of the most prominent and groundbreaking transactions in the WealthTech sector

FT Partners Advises Addepar on its \$140 million Series D Financing



Overview of Transaction

- On June 8, 2017, Addepar announced it has raised \$140 million in Series D financing co-led by Harald McPike, the founder of QuantRes, along with Valor Equity Partners and 8VC
- Headquartered in Mountain View, CA, Addepar is a leading provider of portfolio management and reporting software and services that seeks to become the infrastructure that will connect all aspects of global finance
- Harald McPike is the founder of QuantRes, a quantitative trading firm, and a global private investor with a focus on the financial and technology sectors
- Valor Equity Partners is an operational growth investment firm that does both minority and majority investments in high growth companies at various stages of development
- 8VC is a venture capital firm that makes seed to later stage investments with a focus on the technology industry

Significance of Transaction

- The financing capitalizes on Addepar's unprecedented growth — from \$300 billion to over \$650 billion assets on platform in less than 18 months — as top wealth managers embraced Addepar's category-defining client reporting software
- With the new capital, Addepar will continue investing significantly in R&D, expanding its product, platform and tech-enabled services to unlock more value for its clients while also serving a wider range of wealth and asset management firms

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Addepar
- Transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies as well as its deep domain expertise and experience in the WealthTech space

Financial Technology Partners LP FTP Securities LLC

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



in its Series D financing co-led by



Harald McPike

for total consideration of

\$ 140,000,000



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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⁽¹⁾
- 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

Financial Technology Partners LP FTP Securities LLC

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

BLACKROCK

in its 100% acquisition of



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(1) As of June 30, 2015.

FT Partners Advises PENSICO Trust Company in its \$104 Million Sale to Opus Bank moneyfarm

Overview of Transaction

- On January 25, 2016, PENSICO Trust Company (“PENSICO”) announced its sale to Opus Bank (“Opus”) (NASDAQ: OPB) for approximately \$104 million (as adjusted) in a mix of cash and stock
- Backed by Panorama Point Partners, PENSICO is a leading custodian of self-directed IRA and alternative investments
- Opus is an FDIC insured California-chartered commercial bank with \$6.2 billion of total assets, \$5.0 billion of total loans, and \$4.9 billion in total deposits(1)
- Following the transaction, PENSICO will operate as a subsidiary of Opus
- The transaction is expected to close in Q2 2016

Significance of Transaction

- The acquisition positions Opus at the forefront of the alternative asset wealth services business
- PENSICO provides Opus with strong, recurring non-interest income based on assets under custody
- The transaction also presents additional potential revenue opportunities through Opus’ Merchant Bank, Commercial Bank, Retail Bank and Opus Financial Partners, Opus’ broker-dealer subsidiary

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to PENSICO and its Board of Directors
- Highlights FT Partners’ continued success advising a broad range of top-tier strategic investors across the financial technology landscape

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



PENSICO
TRUST COMPANY

in its sale to



for total consideration of approximately

\$ 104,000,000

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FT Partners Advises AlphaSense in its \$33 mm Financing



Overview of Transaction

- On March 7, 2016, AlphaSense ("the Company") announced a financing round led by Triangle Peak Partners, Tribeca Venture Partners and Quantum Strategic Partners, a private investment vehicle managed by Soros Fund Management
- The round also includes notable individual investors, including Tom Glocer, former CEO of Thomson Reuters
- AlphaSense provides intelligent search and alerting capability across a vast library of disparate resources giving users an information edge
- The professional search functionality leverages sophisticated natural language processing and search technology that streamlines finding and tracking the most relevant information

Significance of Transaction

- AlphaSense will use the new capital to help fund its exceptional growth, as well as continue building out the platform with additional features and functionality
- Firmly positions the Company to expand its products and services and continue to disrupt the intelligent search / content aggregation space

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to AlphaSense and its Board of Directors
- Highlights FT Partners' continued success in achieving highly attractive outcomes for leading SaaS-based technology firms

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 of from

Quantum Strategic Partners

(a private investment vehicle managed by **SOROS**
Soros Fund Management)



for total consideration of

\$ 33,000,000



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FT Partners Advises Advises Envestnet on its \$300 million IPO



Overview of Transaction

- Envestnet completed an initial public offering of 7,705,825 shares at \$9.00 per share and began trading on the NYSE under the symbol ENV
- The net proceeds of the offering were be used for general corporate purposes, including selective strategic investments, acquisitions, alliances or other transactions
- Envestnet provides a comprehensive platform of wealth management solutions for professional investment advisors, including a range of fee-based investment products, analytic tools, reporting utilities, and other practice management applications

Significance of Transaction

- Envestnet's IPO enhanced its ability to continue growing and better serve its financial advisor client base
- The offering represented one of several successful public offerings in the investment management and wealth management solutions space

FT Partners' Role

- FT Partners served as strategic, financial and IPO advisor to Envestnet and its Board of Directors
- FT Partners assisted in managing the entire IPO process, enabling management to focus on growing the business

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its exclusive role as
Capital Markets and IPO advisor to*

ENVESTNET®

in its

\$ 69,000,000
Initial Public Offering

valuing the equity at approximately

\$ 300,000,000

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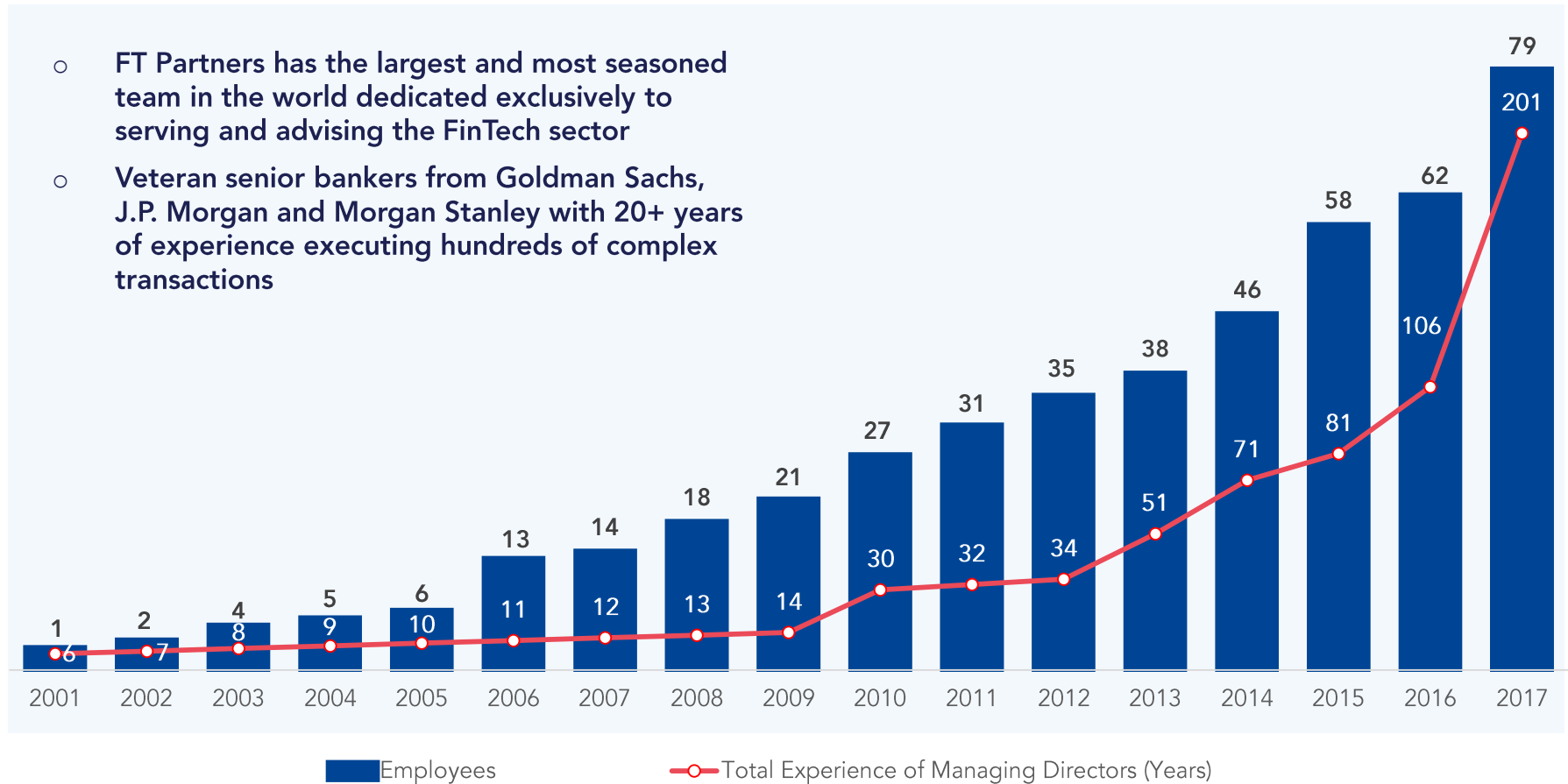
FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES



Platform of Choice for Clients and Bankers Alike

- FT Partners has the largest and most seasoned team in the world dedicated exclusively to serving and advising the FinTech sector
- Veteran senior bankers from Goldman Sachs, J.P. Morgan and Morgan Stanley with 20+ years of experience executing hundreds of complex transactions



Average Experience of Managing Directors (Years)

