

January 19, 2018

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

defi SOLUTIONS

in its Series C
Investment from

 **BainCapital**
VENTURES

for approximately

\$55,000,000

FT Partners Advises defi in its Series C Financing

defi's \$55 million Series C Investment from Bain Capital Ventures

Overview of Transaction

- On January 19, 2018, defi SOLUTIONS announced it has raised \$55 million in a Series C investment from Bain Capital Ventures
- Headquartered in Grapevine, TX, defi SOLUTIONS is the leading provider of flexible, configurable and adoptable software that drives the lending community
 - defi's cloud-based, lender-centric software offers the freedom to do business exactly as they choose and provides timely updates, system enhancements, and integrations with a growing list of quality third-party data providers
- A subsidiary of Bain Capital, Bain Capital Ventures (BCV) invests from seed- to growth-stage in fast-growing startups that are leveraging technology to disrupt existing markets or create entirely new ones
 - BCV has approximately \$3 billion of assets under management and offices in the Bay Area, New York City and Boston

Significance of Transaction

- The funds raised will enable defi to accelerate the development of existing and emerging products, expand resources and facilities, and grow the number of employees by nearly 50 percent in 2018, across all teams, including client support, technology services, and sales and marketing
- defi also gains a partner in Bain Capital Ventures, who has a proven track record in scaling businesses in the auto software space

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to defi SOLUTIONS on this transaction
- This transaction demonstrates FT Partners' continued success advising leading SaaS companies in the Lending Tech space as well as its expertise across the Auto FinTech space

Financial Technology Partners LP FTP Securities LLC

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

defi SOLUTIONS

in its Series C Investment from



for approximately

\$55,000,000



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defi SOLUTIONS Overview

Company Overview



CEO: Stephanie Alsbrooks

Headquarters: Grapevine, TX

Founded: 2012

- defi SOLUTIONS was founded by lending-industry experts who understand the importance of helping lenders at the place they are in their business lifecycle
- defi SOLUTIONS began revolutionizing auto lending in 2012 and continues to defy the status quo with both its configurable Software-as-a-Service (SaaS) loan origination system (LOS) and its community approach to the development and delivery of financial services software
- defi now offers a full platform of services for independent and captive finance companies, banks, credit unions, solar providers, Buy Here Pay Here dealers, and personal and business lending

Awards



Solutions Overview

	<ul style="list-style-type: none">• Flexible and configurable loan origination system• Full integration with 40+ third-party data providers
	<ul style="list-style-type: none">• Provides lenders with capabilities for real-time payment processing, loan adjustments and extension processing
	<ul style="list-style-type: none">• Analytics solution that provides lending institutions with actionable insights into their portfolio
	<ul style="list-style-type: none">• Web-based auto loan portfolio marketplace connecting sellers, buyers, and agents
	<ul style="list-style-type: none">• Loan document transfer system that simplifies traditional process through online sharing and e-signature capabilities
	<ul style="list-style-type: none">• Customized application form builder that allows lenders to quickly create a customized application form with integrated branding

Core Capabilities

- **Configurable and Flexible:** Every client can create and change their own processes, rules and displays at any time
- **Fast, Stable and Consistent User Experience:** SaaS model allows defi to quickly update all client's systems
- **Unrestricted Scalability:** Back-end data architecture designed for scale
- **Seamless Integration:** Ability to integrate efficiently with virtually any client

FT Partners Advises defi in its Series C Financing

Bain Capital Ventures Overview

Overview



Matt Harris
Managing Director



John Connolly
Senior Advisor



Mike Krupka
Managing Director



Brian Goldsmith
Senior Principal

Locations

- Boston, MA (HQ)
- New York, NY
- Palo Alto, CA
- San Francisco, CA

About

- Founded in 1984 as the venture / growth investment subsidiary of Bain Capital
- Manages over \$3bn of committed capital with over 125 investments since inception
- Can partner with Bain Capital affiliates to lead large transactions up to \$150mm
- Implements a flexible investment mandate with the ability to deploy capital from seed to growth buyouts
- Serves as an active partner, supporting portfolio companies with strategy, customer and partner introductions, M&A and recruiting

Investment Preferences

Investment Criteria

Fund Size:	\$600mm
Fund Raised:	2016
Investment Range:	\$.5mm – 100mm
Revenue:	NA
EBITDA:	NA

General Preferences¹

Control:	Minority, Majority
Geography:	U.S.
Transaction Type:	Seed, Venture, Growth, Buyout
Industry Focus:	Enterprise SaaS, Commerce Technology, Financial Services, Data & Info Services, Marketing Technology, Infrastructure & Cloud, Healthcare IT, Consumer

Selected Recent Investments / Exits

FinTech / Financial Services Investments²

Date	Company	Deal Amt. ³	Board Rep.	Sector
01/18	defi (Series C)	\$55	Mike Krupka, Brian Goldsmith	Banking
01/18	Chrome River (Series D)	35	Matt Harris	FMS
12/17	Passport (Series C)	43	NA	Pymts
10/17	Basecoin (Seed)	NA	NA	Pymts
10/17	Roofstock (Series C)	42	Matt Harris	Banking
05/17	GraniteShares (Seed)	4	Matt Harris	CapMkts
05/17	Signifyd (Series C)	56	Indy Guha	Pymts
04/17	FlowCommerce (Series A)	16	Scott Friend	Pymts
02/17	OpenFin (Series B)	15	NA	CapMkts
05/16	Apixio (Series D)	19	Jared Kesselheim	HCIT
05/16	SigFig (Series D)	40	Matt Harris	CapMkts
05/16	Bench (Series B)	16	Indranil Guha	BPO
03/16	Justworks (Series C)	33	Matt Harris	FMS
02/16	Aria Systems (Series E)	50	Salil Deshpande	FMS
12/15	Venminder (Series B)	4	Mike Krupka	BPO
10/15	DGC (Early-Stage VC)	NA	NA	Pymts
10/15	DocuSign (Series F)	310	Enrique Salem	FMS
10/15	TrueMotion (Series A)	10	NA	Ins
08/15	AvidXchange (Series E)	225	NA	FMS
07/15	Remedy Partners (Series B)	50	Mike Krupka	HCIT
04/15	OpenFin (Early-Stage VC)	3	Matt Harris	FMS

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

3) Deal Amount in mm

2) * denotes M&A exit; ** denotes IPO exit

FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES
defi SOLUTIONS

FT Partners Overview

- 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

FINTECH RESEARCH & INSIGHTS

- In-Depth Industry Research Reports
- Proprietary FinTech Infographics
- Monthly FinTech Market Analysis
- FinTech M&A / Financing Transaction Profiles



The Information

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



Ranked #1 Most Influential Person in all of FinTech in *Institutional Investors* "FinTech Finance 35"



THE M&A ADVISOR

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

FT Partners – Focused Exclusively on FinTech

Track Record of Success Across the Lending Technology Space

FT PARTNERS ADVISES
defi SOLUTIONS

Credit & Loan Management Tools

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 participation from



for total consideration of

\$ 42,000,000



The Only Investment Bank
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Consumer Home Improvement Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to



in its minority investment from



for total consideration of

\$ 300,000,000



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Consumer Marketing / Credit Lead Generation

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to



with additional participation from



for approximately

\$ 85,000,000



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Contract Financing

Financial Technology Partners LP
FTP Securities LLC

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



in its financing, including investment from



for approximately

\$ 15,000,000



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Marketplace Lending

Financial Technology Partners LP
FTP Securities LLC

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



in its loan purchase agreement with a consortium of institutional investors
Affiliates of



for up to

\$ 5,000,000,000



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SaaS-based Loan Origination

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

MOODY'S



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SMB Financing

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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Supplier Finance Solutions

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to



in its investment from



for total consideration of approximately

\$ 65,000,000





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FT PARTNERS ADVISES
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FT Partners has Advised on Many of the Largest Alt. Lending Transactions

Company	Investor(s)	Amount Raised
PROSPER	Affiliates of  NEW RESIDENTIAL Jefferies 	\$5,000,000,000 Loan Commitment
GreenSky™	 FIFTH THIRD BANK	2,000,000,000 Loan Commitment
GreenSky™	 TPG  DST  ICONIQ  WELLINGTON MANAGEMENT	50,000,000 Investment
GreenSky™	PIMCO	300,000,000
GreenSky™	PIMCO	200,000,000
Kabbage®	 REVERENCE CAPITAL PARTNERS  ING  Scotiabank®	135,000,000
earnest	 ADAMS STREET PARTNERS  BV  MAVERON	75,000,000
taulia®	QUESTMARK PARTNERS zouk BBVA edbi	65,000,000
INSIKT	 Coppel  FIRSTMARK  Colchis CAPITAL	50,000,000
PROSPER	Fund Co-Managed by: FinEX ASIA	50,000,000
 credit sesame	 MENLO  ICP  INVENTUS CAPITAL PARTNERS  GLOBESPAN CAPITAL PARTNERS  ia capital group  SF CAPITAL	42,000,000

In addition to these large rounds, FT Partners has advised on a number of other prominent Lending Tech / Alt Lending transactions

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

capitalG
in its lead investment in
credit karma
with additional participation from
TIGER **SIG** **Rabbit Capital**
for approximately
\$ 85,000,000

FINANCIAL TECHNOLOGY PARTNERS
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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

FST PSY
in its growth financing from
OAK HC/FT
for total consideration of approximately
\$ 15,000,000

FINANCIAL TECHNOLOGY PARTNERS
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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

lighter capital
in its growth financing for total consideration of
\$ 9,000,000

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

Upstart
in its Series C financing led by
THIRD POINT
with additional participation from
khosla ventures
for approximately
\$ 35,000,000

FINANCIAL TECHNOLOGY PARTNERS
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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

Bluebird
in its financing, including investment from
HIGHLAND **TRINITY**
for approximately
\$ 15,000,000

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

borro
in its growth financing for total consideration of
\$ 19,500,000

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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

L2C inc
in its sale to
TransUnion

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

nav
in its minority investment from
Experian
KPCB **CROSSLINK CAPITAL**
for total consideration of
\$ 25,000,000

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as Capital Markets & IPO Advisor to

ELLIE MAE
in its
\$45,000,000
Initial Public Offering
valuing the equity at approximately
\$ 146,000,000

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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

CIBC
in its strategic investment in
Base Capital Finance
for total consideration of approximately
\$ 70,000,000

FINANCIAL TECHNOLOGY PARTNERS
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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

custom credit systems
a portfolio company of
Triton Pacific Capital Partners, LLC
in its sale to
MISYS
a portfolio company of
Vista Equity Partners

FINANCIAL TECHNOLOGY PARTNERS
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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

WebEquity solutions™
in its sale to
Moody's

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FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

Significant Experience Advising Large Financing Rounds and “Unicorns”

defi SOLUTIONS

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

Representing numerous FinTech “Unicorns” above \$1 billion valuations

Company	Amount Raised
 MERCURY®	\$420,000,000+
 GreenSky™	300,000,000+
 AvidXchange	300,000,000
 AvidXchange	253,000,000
 liquidnet	250,000,000
 square trade protection plans	238,000,000
 GreenSky™	200,000,000
 nmi	150,000,000+
 ADDEPAR	140,000,000
 Kabbage®	135,000,000
 Remitly	115,000,000
 TradingScreen SIMPLIFYING GLOBAL MARKETS®	110,000,000+
 YAPSTONE® POWERING PAYMENTS	110,000,000
 CHROMERIVER	100,000,000
 credit karma	85,000,000
 earnest	75,000,000

Selected Prominent Investors in FT Partners Led Rounds



FT Partners Advises GreenSky on its Financing

Overview of Transaction

- On December 28, 2017, GreenSky Credit filed an SEC Form D stating that it has closed a \$200 million capital transaction
- Founded in 2006 and headquartered in Atlanta, GA, GreenSky is a leading provider of point of sale (POS) promotional financing solutions
 - With operations throughout North America, GreenSky connects approximately 15 funding partners with more than 17,000 merchants, and services close to \$4 billion in origination volume per year
- PIMCO is an American investment management firm with over \$1.5 trillion in AUM, with expanding operations in corporate private equity investments in high growth financial services and technology companies

Significance of Transaction

- PIMCO's investment represents the continued fundamental shift in lending customer acquisition models away from traditional banks and towards specialists like GreenSky, who partner with traditional banks as partners
- This transaction positions GreenSky as a clear leader in Alternative & POS Lending and enables the company to continue to innovate, bring additional products to existing markets, and expand into new markets overall

FT Partners' Role

- FT Partners has served as the exclusive strategic and financial advisor to GreenSky and its board of directors since 2014, advising the Company through numerous equity and debt capital raises and other financial processes
- This transaction further supports FT Partners' continued success advising prominent companies in the Alternative & POS Lending space and highlights the long-term nature of many of the Firm's advisory relationships
- FT partners leveraged its deep industry knowledge, extensive experience, and broad scope of relationships to help achieve a favorable outcome for the Company

Financial Technology Partners LP FTP Securities LLC

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

GreenSky™

in its investment from

P I M C O

for total consideration of

\$200,000,000

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FT Partners Advises Swift Financial on its Sale

Overview of Transaction

- On August 10, 2017, Swift Financial announced its sale to PayPal (Nasdaq:PYPL)
- Headquartered in Wilmington, DE, Swift Financial was founded in 2006 and has since provided funding to over 20,000 businesses in the U.S. through a unique combination of data, technology and customer service
 - Swift Financial provides working capital to growing businesses through two options, loans and advances, through proprietary brands LoanBuilder.com and Swift Capital

Significance of Transaction

- The acquisition will enable PayPal to better serve small businesses by enhancing its underwriting capabilities to provide access to affordable business financing solutions
- While PayPal Working Capital provides access to capital based exclusively on proprietary insights, Swift's technology will allow PayPal to assess supplemental information to more fully understand the strength of a business and provide access to complementary financing products

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Swift Financial in this transaction
- FT Partners advised Swift Financial on its previous capital raises including financing from both Khosla Ventures and Third Point Ventures
- This transaction further demonstrates FT Partners' continued success advising leading FinTech companies in the Alternative Lending space

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SWIFT | FINANCIAL

in its sale to



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FT Partners Advises Optimal Blue on its Sale

Overview of Transaction

- Optimal Blue has agreed to sell to GTCR, a leading private equity firm
- Backed by Serent Capital, Optimal Blue is one of the largest SaaS providers of enterprise services to mortgage originators & investors
- The Company created the first cloud-based Product & Pricing Engine (“PPE”) and is now the largest independent provider of pricing solutions in the mortgage ecosystem
- GTCR has committed up to \$350 million of equity capital to the investment to pursue growth initiatives at Optimal Blue as well as complementary acquisitions to provide information and other digital services to the \$14 trillion mortgage marketplace

Significance of Transaction

- Represents one of the largest Mortgage Technology M&A transactions in recent times
- Represents a highly favorable outcome to Optimal Blue management and Serent Capital, its private equity backer

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Optimal Blue and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help bring in a knowledgeable partner with deep domain expertise in financial services
- Transaction demonstrates FT Partners’ continued success advising top-tier financial technology companies

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in its sale to

GTCR



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FT Partners Advises Ally on its Acquisition of BlueYield

Overview of Transaction

- On October 26, 2016, Ally Financial ("Ally") announced its acquisition of technology assets and expertise from BlueYield
- Ally (NYSE: ALLY) is a leading digital financial services company and a top 25 U.S. financial holding company offering financial products to consumers, businesses, automotive dealers and corporate clients
- BlueYield is a Southern California-based direct auto lending platform with unique technology that brings efficiency to the direct auto finance marketplace by creating an environment where lenders, lead sources, affinity groups and consumers can transact seamlessly

Significance of Transaction

- BlueYield's underlying infrastructure and direct auto lending platform will enhance Ally's capabilities and increase speed to market in new channels
- The combination of Ally's substantial resources and BlueYield's unique technology positions the Company extraordinarily well to further its leadership position in the auto finance marketplace

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Ally Financial in this transaction
- Transaction demonstrates FT Partners' continued success advising leading companies and generating highly successful outcomes across the FinTech space

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in its acquisition of



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FT Partners Advises Breeze on its Sale to Ford

Overview of Transaction

- Breeze, now re-launched as Canvas, announced its sale to Ford Motor Co.
- Headquartered in San Francisco, California, Canvas provides an online platform for month-to-month car subscriptions as an alternative to traditional vehicle ownership
 - Canvas offers pre-owned Ford vehicles on a monthly subscription basis, which includes bundled registration, insurance, maintenance, roadside assistance and warranty coverage
 - Canvas is aimed at providing choices for consumers who want a simpler, more flexible and transparent alternative to car ownership
- Ford Motor Co. is backing the Company through its Ford Motor Credit Co. division, the dealer and consumer financing arm of the U.S. automaker

Significance of Transaction

- The acquisition of Breeze provides Ford Credit with an online platform along with short-term leasing technology and expertise
- The transaction also provides Ford with a new source of revenue and a new way to manage off-lease vehicles

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Breeze in this transaction
- This transaction demonstrates FT Partners' deep domain expertise and experience across the rapidly evolving and expanding Auto FinTech space

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in its sale to



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FT Partners Advises Custom Credit Systems on its Sale

Overview of Transaction

- On August, 11, 2014, Custom Credit Systems (“CCS”), owned by Triton Pacific Capital Partners, announced its sale to Misys, owned by Vista Equity Partners
- Backed by Triton Pacific, CCS is a premier provider of commercial credit origination, servicing and portfolio monitoring systems to leading financial institutions
- Financial terms of the transaction were not disclosed

Significance of Transaction

- CCS’s comprehensive credit lifecycle management platform is one of the few in the marketplace that satisfies the breadth and depth of both small / middle market and large corporate commercial credit origination, servicing and portfolio platform needs
- The combination of CCS and Misys results in the most comprehensive solution for the entire loan lifecycle across all lending asset classes, globally

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to CCS 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 stakeholders
- Transaction demonstrates FT Partners’ continued success in achieving highly attractive outcomes for leading banking technology / loan origination software firms

Financial Technology Partners LP FTP Securities LLC

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

**customcredit
systems®**

a portfolio company of

TritonPacific
Capital Partners, LLC

in its sale to

 **MISYS**
FINANCIAL SOFTWARE

a portfolio company of

 **VISTA**
EQUITY PARTNERS

**FINANCIAL
TECHNOLOGY
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FT Partners Advises WebEquity on its Sale

Overview of Transaction

- On June 9, 2014, WebEquity Solutions (“WebEquity”) announced its sale to Moody’s Analytics (“Moody’s”), a unit of Moody’s Corporation
- Backed by Alpine Investors, WebEquity is a leading provider of cloud-based / SaaS loan origination solutions for financial institutions
- The transaction is expected to close in the third quarter; financial terms of the transaction were not disclosed

Significance of Transaction

- WebEquity is one of the higher growing SaaS-based software models across the financial technology sector
- FT Partners also represented WebEquity’s majority holder, Alpine Investors, in the highly successful \$145,000,000 sale of EDC to Cardtronics
- The acquisition strengthens Moody’s position in loan origination software and bolsters its suite of risk management products for banks, insurance companies and corporations

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to WebEquity 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 stakeholders
- Transaction demonstrates FT Partners' continued success in achieving highly attractive outcomes for leading banking technology firms

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in its sale to

MOODY’S



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Auto FinTech: The Emerging FinTech Ecosystem Surrounding the Auto Industry



Click pictures to view report

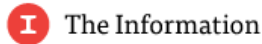
FT Partners' 200+ page report provides an in-depth look at the FinTech ecosystem surrounding the auto industry:

As the automotive industry continues to innovate, consumers and businesses will expect the financial services and processes surrounding this massive industry to modernize and adapt as well. Similarly, as new advances change the way consumers and businesses use cars, both traditional financial services and FinTech companies can distinguish themselves by offering new, innovative solutions.

The report includes:

- Trends regarding the transformation of the auto industry and innovations in auto lending, insurance and payments
- The activity among traditional players in the space such as partnerships, investments and acquisitions
- Proprietary financing and M&A transactions in the space
- A detailed industry landscape of Auto FinTech players and company profiles

FT Partners' Awards and Recognition



Silicon Valley's Most Popular Dealmakers

Name	Title	Company
Jan Smith	Managing Director	Allen & Co.
Steve McLaughlin	Managing Partner	FT PARTNERS
Marshall Roslyn	Vice President	Goldman Sachs
Noah Winstrob	Vice Chairman	JP Morgan
Paul Kwan	Managing Director	Morgan Stanley
Quincy Smith	Partner	Cole Advisors

[Click to view](#)

The Information's "Silicon Valley's Most Popular Dealmakers" (2016)

- Ranked as the #2 top Technology Investment Banker by The Information subscribers
- Only FinTech focused investment banking firm and banker on the list



M&A Advisor Awards

- Investment Banker of the Year (2017) – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Investment Banking Firm of the Year (2016) – FT Partners



[Click to view](#)



The 2017 FinTech Finance 40: Ranked #1 - Steve McLaughlin, FT Partners

FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

Award-Winning Investment Banking Franchise Focused on Superior Client Results **defi SOLUTIONS**

Institutional Investor
Institutional Investor
Annual Ranking

2017
2015 - 2016
2006 - 2008

- Ranked #1 Most Influential Executive on Institutional Investor's FinTech 40 List
- Steve McLaughlin Ranked Top 5 on Institutional Investor's FinTech 35 List
- Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"

I The Information

2016

- Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor
Awards

2015 - 2017

2010 - 2014

2004 - 2007

- Investment Banker of the Year – 2017
- Investment Banking Firm of the Year – 2016
- Cross Border Deal of the Year - 2016
- Dealmaker of the Year – 2015
- Technology Deal of the Year – 2015
- Equity Financing Deal of the Year - 2014
- Professional Services Deal of the Year, Above \$100 mm – 2014
- Dealmaker of the Year – 2012
- Professional Services Deal of the Year, Above \$100 mm – 2012
- Boutique Investment Bank of the Year – 2011
- Deal of the Decade – 2011
- Upper Middle Market Deal of the Year, Above \$500 mm – 2010
- IT Services Deal of the Year, Below \$500 mm – 2010
- Cross-Border Deal of the Year, Below \$500 mm – 2010
- Dealmaker of the Year – Steve McLaughlin – 2007
- Business to Business Services Deal of the Year - 2007
- Computer and Information Technology Deal of the Year, Above \$100 mm – 2007
- Financial Services Deal of the Year, Above \$100 mm – 2007
- Investment Bank of the Year – 2004



Middle Market
Financing Awards

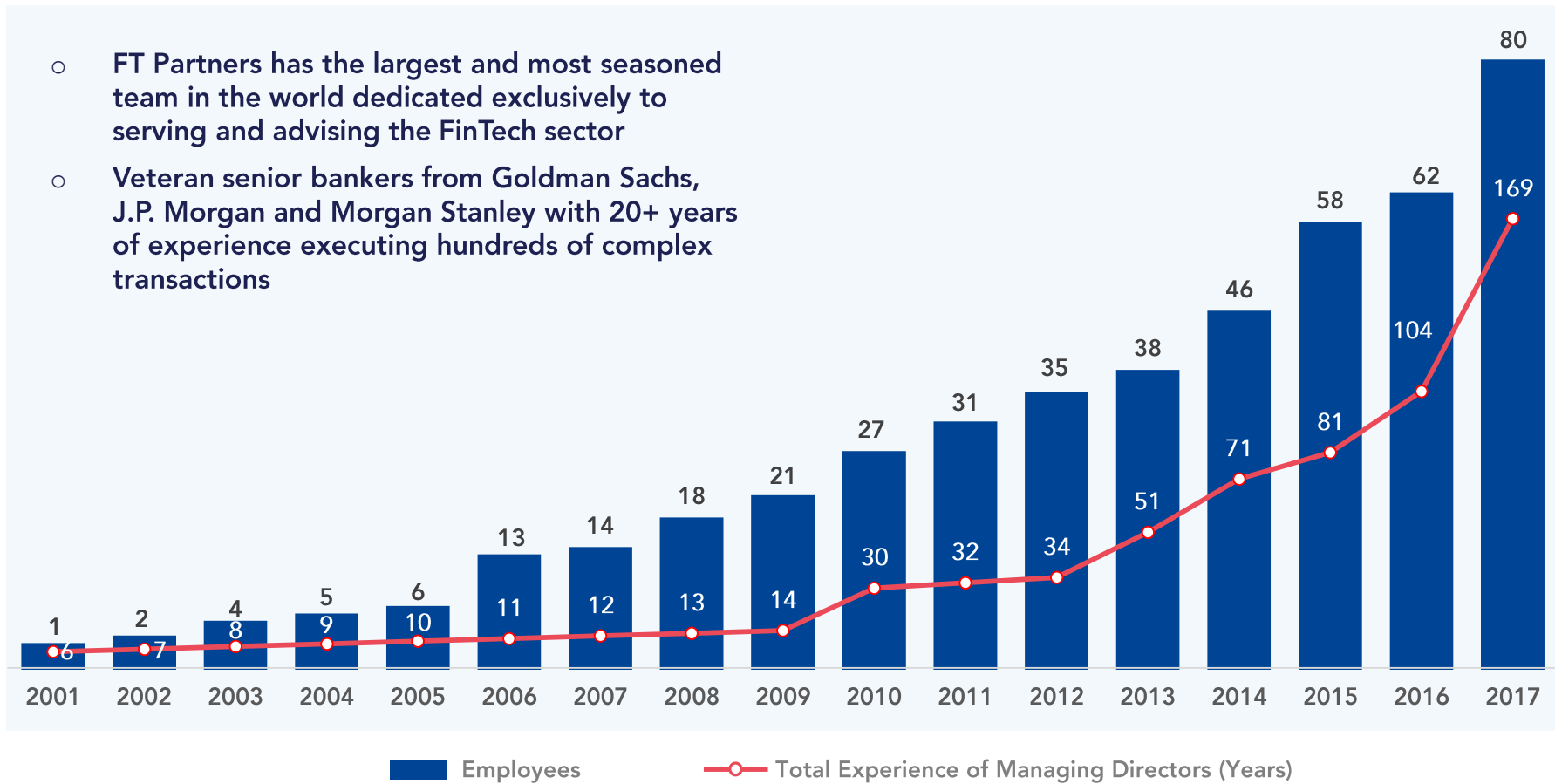
2006 - 2008

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

FT Partners – Focused Exclusively on FinTech

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)



FT Partners – Focused Exclusively on FinTech

The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York and San Francisco from 1995-2002 Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	23
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	22
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Former Managing Director / Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA) 	21
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Former Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank 	20
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners in 2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	16
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> 11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	15
Andrew McLaughlin <i>Managing Director</i>		<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	12