

May 3, 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

Nav

in its Series B minority financing
led by



with participation from



POINT72
VENTURES



Clocktower
Technology
Ventures



CROSSLINK CAPITAL

KPCB

KLEINER
PERKINS
CAUFIELD
BYERS

Tencent 腾讯

for a total consideration of

\$ 38,000,000

Nav's \$38,000,000 Minority Series B Financing

Overview of Transaction

- On May 3, 2017, Nav announced it has raised \$13 million in additional Series B financing, increasing the round to \$38 million
 - The round expansion was led by Goldman Sachs Principal Strategic Investments group with participation from CreditEase FinTech Investment Fund, Point72 Ventures and Clocktower Technology Ventures
- On September 21, 2016 Nav initially raised \$25 million in Series B equity financing led by Experian with participation from existing investors including Kleiner Perkins Caufield & Byers and Crosslink Capital
 - Nav and Experian also announced a strategic partnership to provide SMBs greater transparency into their business and personal credit data, along with instant access to their most-qualified financing options
- Nav enables SMBs to manage their entire credit and financial profile and provides access to financing and business services through its marketplace offerings
- Experian is a leading global information services company, providing data and analytical tools to help businesses manage credit risk, prevent fraud and automate decision making

Significance of Transaction

- The transaction capitalizes on Nav's strong growth and traction and firmly positions the Company to expand its marketplace offerings and continue to disrupt the credit and financing space
- The strategic partnership allows Nav to combine Experian's deep levels of data on consumers and businesses with its industry leading platform, empowering SMBs with technology to improve their credit and streamline access to funding

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Nav and its Board of Directors
- Transaction demonstrates FT Partners' continued success advising on financings for leading, world class Financial Technology companies

Financial Technology Partners LP FTP Securities LLC

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

Nav

in its Series B minority financing led by

experian

with participation from



for a total consideration of

\$ 38,000,000

**FINANCIAL
TECHNOLOGY
PARTNERS**

*The Only Investment Bank
Focused Exclusively on Financial Technology*



Nav Overview

Company Overview



CEO: Levi King





Headquarters: San Mateo, CA

Founded: 2012

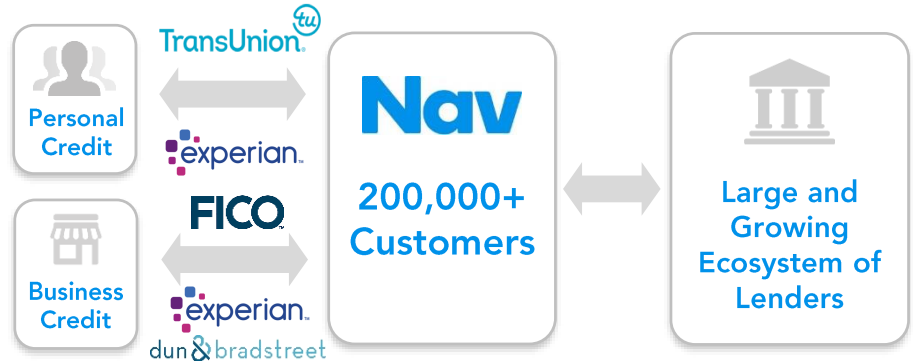
Employees: ~50

- Nav is a leading online marketplace for SMBs to manage their credit and financial profiles and access financing options
- Nav provides the only free platform for SMBs to manage their entire credit profile (personal and business)
- The Company’s interactive marketplace is built on customers’ actual credit data, providing a filtered view of financing and business services options from over 40 different capital providers and business solution providers
- Nav’s network also provides a wealth of permissible data that can be leveraged across the platform, giving customers unprecedented insights into their businesses and surrounding ecosystem

Selected Financing Activity History

Date	Size (\$ mm)	Investor(s)
09/15	na	  CROSSLINK CAPITAL
11/14	\$6.5	
05/13	na	

Nav Leverages Permissible Data



When Business Owners do not understand their credit data, they are more likely to fail because they cannot access capital in their time of need

Experian Overview

Company Overview



CEO: Brian Cassin

Headquarters: Dublin, Ireland

Founded: 1980

- Experian provides information, analytical tools and marketing services to aid clients in managing their commercial and financial decisions
- Experian offers services to both business and individuals; operates in four segments: Credit Services, Decision Analytics, Marketing Services, and Consumer Services
- The Company helps businesses manage credit risk, prevent fraud, target marketing offers and automate decision making

Selected Investments / Acquisitions

Date	Company	Deal Amt (\$ in mm)	Type	Sector
12/16	Finicity Corporation	\$42	Financing	FMS
04/16	CSID	360	M&A	Banking
10/15	Validis	NA	Financing	FMS
10/13	41 st Parameter	324	M&A	Banking

Stock Chart



Product & Services Overview

Business

- Customer Acquisition / Management
- Risk Management
- Fraud Management
- Debt Recovery
- Consulting
- Regulatory Compliance

Consumer

- Free Credit Score
- Credit Report
- Experian CreditLock
- Credit Monitoring
- 3 Bureau Credit Report and Scores
- Identity Theft protection

Small Business

- Manage Business Credit
- Check Consumer Credit / Qualify Leads
- Marketing
- Debt Collection System

FT Partners Advises Nav on its Series B Financing

FT PARTNERS ADVISES



Goldman Sachs Principal Strategic Investments Overview

Overview



Darren Cohen
Partner, Global
Head of PSI



Alokik Advani
Managing Director,
Head of PSI APAC



Rajiv Kamilla
Managing Director



Rana Yared
Managing Director

Locations

- New York, NY (HQ)
- Hong Kong

About

- The Goldman Sachs Principal Strategic Investments ("PSI") Group (NYSE: GS) seeks to make long-term strategic investments in fast growing technology companies that are uniquely positioned to benefit from a deeper business relationship with Goldman Sachs
- Takes a long-term approach to the partnerships holding investments for an average period of more than five years
- Invests significant time and resources in portfolio companies, providing management teams with access to the Goldman Sachs franchise, relationships, and strategic network to accelerate value creation

Investment Preferences

Investment Criteria

Fund Size:	NA
Fund Raised:	NA
Investment Range:	\$2 – 30mm
Revenue:	NA
EBITDA:	NA

General Preferences¹

Control:	Minority
Geography:	Global
Transaction Type:	Venture, Growth
Industry Focus:	Trading Tech, Market Infrastructure, Enterprise Tech, Information Services, Big Data / Analytics Software, Security Software, Mobile Tech, Tech-Enabled Specialty Finance, Social Financial Tech, Payments

Selected Recent Investments / Exits

FinTech / Financial Services Investments²

Date	Company	Deal Amt. ³	Board Rep.	Sector
04/17	Zilliant	\$30	NA	FMS
02/17	Kensho (Series B)	50	Rana Yared, Tony Pasquariello	CapMkts
02/17	Better Mortgage (Series B)	15	NA	Bnkg
12/16	Axoni	18	NA	CapMkts
11/16	Driot Financial Technologies (Series A)	16	NA	CapMkts
06/16	Axioma (PE Growth)	10	NA	CapMkts
06/16	Plaid Technologies (Series B)	44	NA	Pymts
05/16	Honest Dollar (M&A)	NA	NA	CapMkts
03/16	MoMo	28	NA	Pymts
01/16	Digital Asset Holdings (Series A)	60	NA	CapMkts
01/16	Cadre (Series B)	30	NA	Bnkg
10/15	Finaceit (Later Stage VC)	NA	NA	Bnkg
09/15	WeDoctor Group (Early Stage VC)	394	NA	HCIT
07/15	DataFox Intelligence (Seed)	5	Rana Yared	CapMkts
04/15	Circle Internet Financial (Series C)	50	NA	Bnkg
04/15	Oscar (Early Stage VC)	144	NA	HCIT

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

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

3) Deal Amount in mm

Point72 Ventures Overview

Overview



Steven Cohen
Chairman, CEO



Pete Casella
Co-Head



Tripp Shriner
Associate Director



Stevi Petrelli
Vice President

Locations

- Stamford, CT

About

- Founded in 2016
- Point72 Ventures is the early-stage venture capital strategy funded exclusively by Steve Cohen and eligible employees of Point72 Asset Management
- Invests in emerging technologies that have the potential to transform the financial services industry
- Investment stage of seed to Series C

Investment Preferences

Investment Criteria

Fund Size:	NA
Fund Raised:	NA
Investment Range:	\$0.5 – 2mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	North America
Transaction Type:	Seed, Venture, Growth
Industry Focus:	FinTech, Information Services & Analytics, Enterprise Technologies, Machine Learning & A.I., Market Infrastructure, Financial Services, Trading Technologies, Reg Tech

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
04/17	55 Capital (Series A)	\$10	NA	CapMkts
04/17	Street Contxt (Early Stage VC)	NA	NA	CapMkts
02/17	Trade It (Seed)	3	NA	CapMkts
10/16	Quantopian (Series C)	26	NA	CapMkts
10/16	Cloud9 Technologies (Series A)	30	NA	CapMkts
04/16	Acorns (Series D)	30	NA	CapMkts
NA	Dataminr	NA	NA	CapMkts
NA	Agio	NA	NA	CapMkts

Other Notable Technology Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
12/16	DotAlign (Series D)	\$3	NA	CRM

FT Partners Advises Nav on its Series B Financing

FT PARTNERS ADVISES

Nav

Kleiner Perkins Caufield & Byers Overview

Overview



KLEINER
PERKINS
CAUFIELD
BYERS



John Doerr
Chairman &
General Partner



Brook Byers
Co-Founder



Mike Abbott
General Partner



Randy Komisar
Partner

Locations

- Menlo Park, CA (HQ)
- San Francisco, CA
- Shanghai, China
- Beijing, China

About

- Founded in 1972 by Eugene Kleiner, Tom Perkins, Frank Caufield and Brook Byers
- One of the early investors in some of the largest corporations in the world, including Amazon, AOL, Google and Alibaba
- Active investor in seed / Series A companies, but also comfortable participating in large growth investments
- Focuses on high-growth technology companies and seek 50%+ compound returns on each investment
- Supports portfolio companies with recruitment, product design and delivery, business development, strategic partnerships and brand building

Investment Preferences

Investment Criteria

Fund Size:	\$750mm (Digital Growth) \$400mm (XVII Venture)
Fund Raised:	2014 (Digital Growth) 2016 (XVII Venture)
Investment Range:	<\$75mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	U.S., China
Transaction Type:	Seed, Venture, Growth
Industry Focus:	Consumer & Enterprise Digital, Greentech, Life Sciences

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
03/17	Veem (formerly Align Commerce) (Series B)	\$24	Randy Komisar	Pymnts
12/16	Better Mortgage (Series B)	15	NA	Bnkg
10/16	Hixme (Series B)	14	Beth Seidenberg	HCIT
10/16	Zumper (Series B)	18	Chi-Hua Chien	Bnkg
09/16	Nav (Series B)	25	Creighton Hicks	Bnkg
03/16	Kenandy (Series B1)	12	Raymond Lane	FMS
11/15	Veem (formerly Align Commerce) (Series A)	13	Randy Komisar	Pymnts
09/15	aboutLife (Series A)	3	Randy Komisar	Bnkg
07/15	Stripe (Series D)	100	NA	Pymnts
06/15	Zumper (Series A)	6	Chi-Hua Chien	Bnkg
06/15	Kuark Finance (Series B)	22	Wei Zhou	Bnkg
04/15	Gusto (Series B)	60	NA	FMS
01/15	Stride Health (Seed)	2	NA	HCIT
01/15	Ionic Security (Series C)	40	Ted Schlein	BPO
11/14	DocuSign (Series E)	115	Mary Meeker	FMS
07/14	Nav (Series A)	7	Randy Komisar	Bnkg
15/14	Lumeris (Later-Stage VC)	71	John Doerr	HCIT
05/14	Clean Power Finance (Later-Stage VC)	90	Ben Kortlang	Bnkg
02/14	Tradeshift (Series C)	75	NA	FMS

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

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

3) Deal Amount in mm

Crosslink Capital Overview

Overview



CROSSLINK CAPITAL



Sy Kaufman
Co-Founder



Michael Stark
Co-Founder & Partner



David Silverman
Partner



Jim Feuille
Partner

Locations

- San Francisco, CA (HQ)
- Palo Alto, CA

About

- Crosslink Capital, founded in 1989, is a private equity firm interested in both private and public company investments
- Three main investment strategies, venture capital, long/short hedge and hybrid crossover
- Since inception, Crosslink Capital has made over 200 private investments with nearly 30 IPO and over 50 strategic M&A exits
- Prefers long-term investments with board representation
- Will syndicate for transactions that are \$40-50 mm

Investment Preferences

Investment Criteria

Fund Size:	\$170mm
Fund Raised:	2015
Investment Range:	<\$15mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority, Majority
Geography:	North America, Europe
Transaction Type:	Seed, Venture, Growth, PIPE
Industry Focus:	Alternative Energy, Big Data, Cloud, Digital Marketing, Financial Technology, Internet Services, IP Services, Lighting, Marketplaces, SaaS

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
05/16	Chime (Early-Stage VC)	9	NA	Bnkg
05/16	AutoFi (Seed)	17	NA	Bnkg
11/15	Mirador Financial (Series A)	7	NA	Bnkg
10/15	Zebit (Series A)	10	James Feuille	Bnkg
06/15	Mirror Labs (Series A)	10	NA	Pymts
06/15	Coupa (Series G)**	80	James Feuille	FMS
06/15	Global Analytics (Series A)	NA	James Feuille	Bnkg
10/14	Personal Capital (Series D)	50	James Feuille	CapMkts
03/13	500friends (Merkle)*	7	Eric Chin	Pymts
01/13	Prosper (Series A)	20	David Silverman	Bnkg
09/12	Kiip (Early-Stage VC)	11	NA	Pymts
04/12	Balance Financial (2 nd Story Software)*	2	NA	FMS
04/11	Giftiki (LaunchRock)*	11	NA	Pymts
09/16	Nav (Series B)	\$25	NA	Bnkg
05/16	Chime (Early-Stage VC)	9	NA	Bnkg
05/16	AutoFi (Seed)	17	NA	Bnkg
11/15	Mirador Financial (Series A)	7	NA	Bnkg
10/15	Zebit (Series A)	10	James Feuille	Bnkg
06/15	Mirror Labs (Series A)	10	NA	Pymts

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

3) Deal Amount in mm

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



CreditEase FinTech Investment Fund Overview



Senior Partner: Anju Patwardhan
Founded: 2015

Fund Size: USD \$150 million
CNY ¥1 billion
Location: Beijing, China

Mission:

- ✓ Create a World Class FinTech Investment Platform
- ✓ Build the CreditEase Global Strategic Ecosystem
- ✓ Facilitate Global FinTech Innovation

Sector Focus:

Lending • Payments • Enterprise Solutions •
Personal Finance / Wealth Management • Insurance

Recent FinTech Investments*



\$37 mm
Series B



\$37 mm
Series C



\$75 mm
Series D



Series B



CIRCLE

\$60 mm
Series D



WorldCover Seed

Investment Strategy

FinTech

New technology, new business models, new target customers and new tools

Traditional Financial Services

Services for Banks, Insurance companies, Brokers and more

International

Greater China

China

Early – Mid Stage

Mid – Late Stage

Source: Company website

















* Investment amount reflects total financing round \$ amount not CreditEase's portion

FT Partners Advises Nav on its Series B Financing

FT PARTNERS ADVISES

Nav

FT Partners Advised on Many of the Largest Alternative Lending Transactions

Company	Investor(s)	Amount Raised
	Affiliates of  Jefferies 	\$5,000,000,000 Loan Commitment
		2,000,000,000 Loan Commitment 50,000,000 Investment
	   	300,000,000
	   	135,000,000
	  	75,000,000
	   	65,000,000

In addition to these large rounds, 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 exclusive role as sole strategic and financial advisor to</p> <p></p> <p>in its lead investment in</p> <p></p> <p>with additional participation from</p> <p>  </p> <p>for approximately</p> <p>\$ 85,000,000</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></p> <p>in its growth financing from</p> <p></p> <p>for total consideration of approximately</p> <p>\$ 15,000,000</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></p> <p>in its growth financing for</p> <p>total consideration of</p> <p>\$ 9,000,000</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></p> <p>in its Series C financing led by</p> <p></p> <p>with additional participation from</p> <p></p> <p>for approximately</p> <p>\$ 35,000,000</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></p> <p>in its financing, including investment from</p> <p>  </p> <p>for approximately</p> <p>\$ 15,000,000</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></p> <p>in its growth financing for total consideration of</p> <p>\$ 19,500,000</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></p> <p>in its sale to</p> <p></p> <p>\$ 25,000,000</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></p> <p>in its minority investment from</p> <p></p> <p>KPCB </p> <p>for total consideration of</p> <p>\$ 25,000,000</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></p> <p>in its</p> <p>\$45,000,000 Initial Public Offering</p> <p>selling the equity at approximately</p> <p>\$ 146,000,000</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></p> <p>in its strategic investment in</p> <p></p> <p>with additional participation from</p> <p> </p> <p>for total consideration of approximately</p> <p>\$ 70,000,000</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></p> <p>an affiliate company of</p> <p></p> <p>in its sale to</p> <p></p> <p>an affiliate company of</p> <p></p> <p>\$ 70,000,000</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></p> <p>in its sale to</p> <p></p> <p>\$ 70,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

FT Partners Advises Nav on its Series B Financing










FT PARTNERS ADVISES

Nav

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

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

Company	Amount Raised
 MERCURY®	\$420,000,000+
 GreenSky™	300,000,000+
 liquidnet	250,000,000
 square trade	238,000,000
 avidxchange	235,000,000
 nmi	150,000,000+
 Kabbage	135,000,000
 TradingScreen <small>SIMPLIFYING GLOBAL MARKETS™</small>	110,000,000+
 YAPSTONE™ <small>POWERING PAYMENTS</small>	110,000,000
 CHROMERIVER	100,000,000
 Credit Karma™	85,000,000
 earnest	75,000,000
 taulia	65,000,000

Selected Prominent Investors in FT Partners Led Rounds



FT Partners Advises Nav on its Series B Financing

FT PARTNERS ADVISES

Nav

Significant Experience Advising Large Financing Rounds and “Unicorns”

Student / Personal Loan

Financial Technology Partners LP
FTP Securities LLC

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

earnest

in its Series B minority financing led by



for total consideration of

\$ 75,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Consumer Home Improvement Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive
role as financial advisor to

GreenSky

in its minority investment from



for total consideration of

\$ 300,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Consumer Marketing / Credit Lead Generation

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor

to
**Google
capital**

in its lead investment in

Credit Karma

with additional participation from



for approximately

\$ 85,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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



The Only Investment Bank
Focused Exclusively on Financial Technology

Peer-to-Peer Lending

Financial Technology Partners LP
FTP Securities LLC

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

PROSPER

in its loan purchase agreement with a
consortium of institutional investors

Affiliates of



for up to

\$ 5,000,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

**WebEquity
solutions**

in its sale to

MOODY'S



The Only Investment Bank
Focused Exclusively on Financial Technology

SMB Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its
role as advisor to

Kabbage

in its Series E minority financing led by



for total consideration of

\$ 135,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Supplier Finance Solutions

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
financial advisor to

taulia

in its investment from

QUESTMARK PARTNERS
zouk BBVA edbi

for total consideration of approximately

\$ 65,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

FT Partners Advises Prosper in its Financing

Overview of Transaction

- On February 27, 2017, Prosper Marketplace announced that it has closed a landmark deal with a consortium of institutional investors to purchase up to \$5 billion worth of loans through the Prosper platform over the next 24 months
- The investors in the consortium include affiliates of New Residential Investment Corp., Jefferies Group LLC, Third Point LLC and others
 - The consortium will also earn an equity stake in the company based on the amount of loans purchased, further aligning the group with Prosper's future growth and success
- [Feature story in the Wall Street Journal highlighting this groundbreaking transaction](#)

Significance of Transaction

- This latest commitment demonstrates the company's success in diversifying its investor base, and the company remains focused on bringing new banks and other institutional investors onto the platform in addition to giving individuals the opportunity to invest in this asset class
- Prosper has grown loan originations every month since July 2016, and its loan portfolio continues to deliver strong returns to its individual and institutional investors, averaging an estimated 7.86% net return in January 2017

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Prosper and its Board of Directors
- This transaction highlights FT Partners' expertise in closing highly complex consortium transactions and multibillion dollar deals; the transaction also further solidifies FT Partners' role as the advisor of choice in the Alternative Lending sector

Financial Technology Partners LP FTP Securities LLC

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

PROSPER

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

Affiliates of



NEW RESIDENTIAL
INVESTMENT CORP.

Jefferies

THIRD POINT

for up to

\$ 5,000,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
Focused Exclusively on Financial Technology*

FT Partners Advises GreenSky on its Strategic Agreement

Overview of Transaction

- On September 14, 2016, GreenSky and Fifth Third announced a strategic agreement which enables Fifth Third to originate loans and offer financing solutions to consumers through GreenSky's existing merchant network
- GreenSky provides an online loan platform that allows businesses to offer flexible credit programs to their customers – promoting higher transaction values and driving sales growth
- [Feature story in the Wall Street Journal](#) highlighting this strategic transaction and the \$3.6 billion valuation ascribed to GreenSky in this most recent round

Significance of Transaction

- In addition to the agreement, GreenSky announced a minority \$50 million financing round from Fifth Third Bancorp, bringing the total capital raised by FT Partners for GreenSky to \$350 million
- Fifth Third anticipates financing \$2 billion in loans originated through GreenSky's system over time
- This transaction positions GreenSky to remain a leader in the Alternative Lending space 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 another highly favorable outcome for the Company
- This transaction demonstrates FT Partners' continued success advising top-tier financial technology companies
- FT Partners also advised [GreenSky on its previous \\$300 million financing round](#) from TPG, DST, Iconiq and Wellington Management in October 2014

Financial Technology Partners LP FTP Securities LLC

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



in its strategic agreement with



including a loan purchase agreement of up to

\$ 2,000,000,000

and a minority investment of

\$ 50,000,000

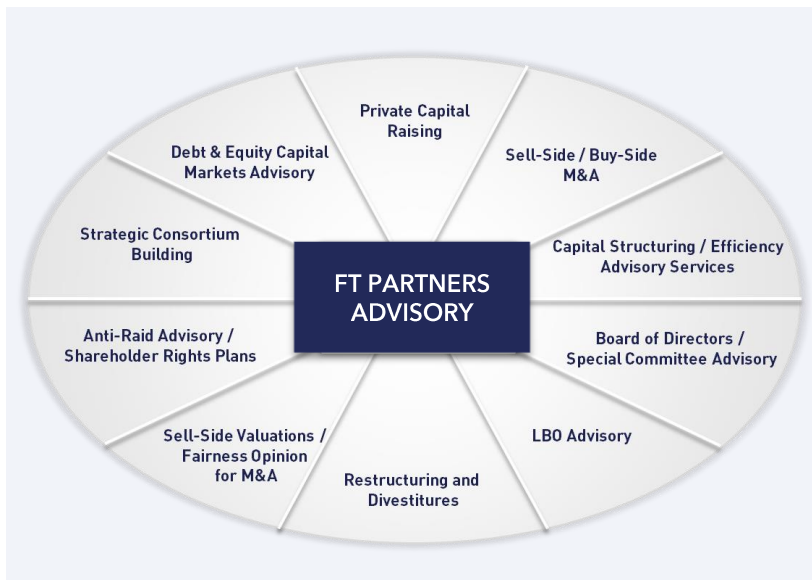


*The Only Investment Bank
Focused Exclusively on Financial Technology*

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



The Information

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's* "FinTech Finance 35"



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

FT Partners Advises Nav on its Series B Financing

FT PARTNERS ADVISES

Nav

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

2016

- **Investment Banking Firm of the Year**
- **Cross Border Deal of the Year**

2015

- **Dealmaker of the Year**
- **Technology Deal of the Year**

2014

- **Equity Financing Deal of the Year**
- **Professional Services Deal of the Year, Above \$100mm**

2012

- **Dealmaker of the Year**
- **Professional Services Deal of the Year, Above \$100mm**

2011

- **Boutique Investment Bank of the Year**
- **Deal of the Decade**
- *10 Deal of the Year Nominations Across 9 Categories*

2010

- **Upper Middle Market Deal of the Year, Above \$500 mm**
- **IT Services Deal of the Year, Below \$500mm**
- **Cross-Border Deal of the Year, Below \$500mm**

2007

- **Dealmaker of the Year – Steve McLaughlin**
- **Business to Business Services Deal of the Year**
- **Computer and Information Technology Deal of the Year, Above \$100mm**
- **Financial Services Deal of the Year, Above \$100mm**

Institutional Investor
Institutional Investor
Annual Ranking

2015

- Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List

2006 - 2008

- Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology



Middle Market
Financing Awards

2008

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

2006

- **Financing Professional of the Year – Steve McLaughlin**
- *Financing Deal of the Year - Equity*
- *Financing Deal of the Year - Debt*

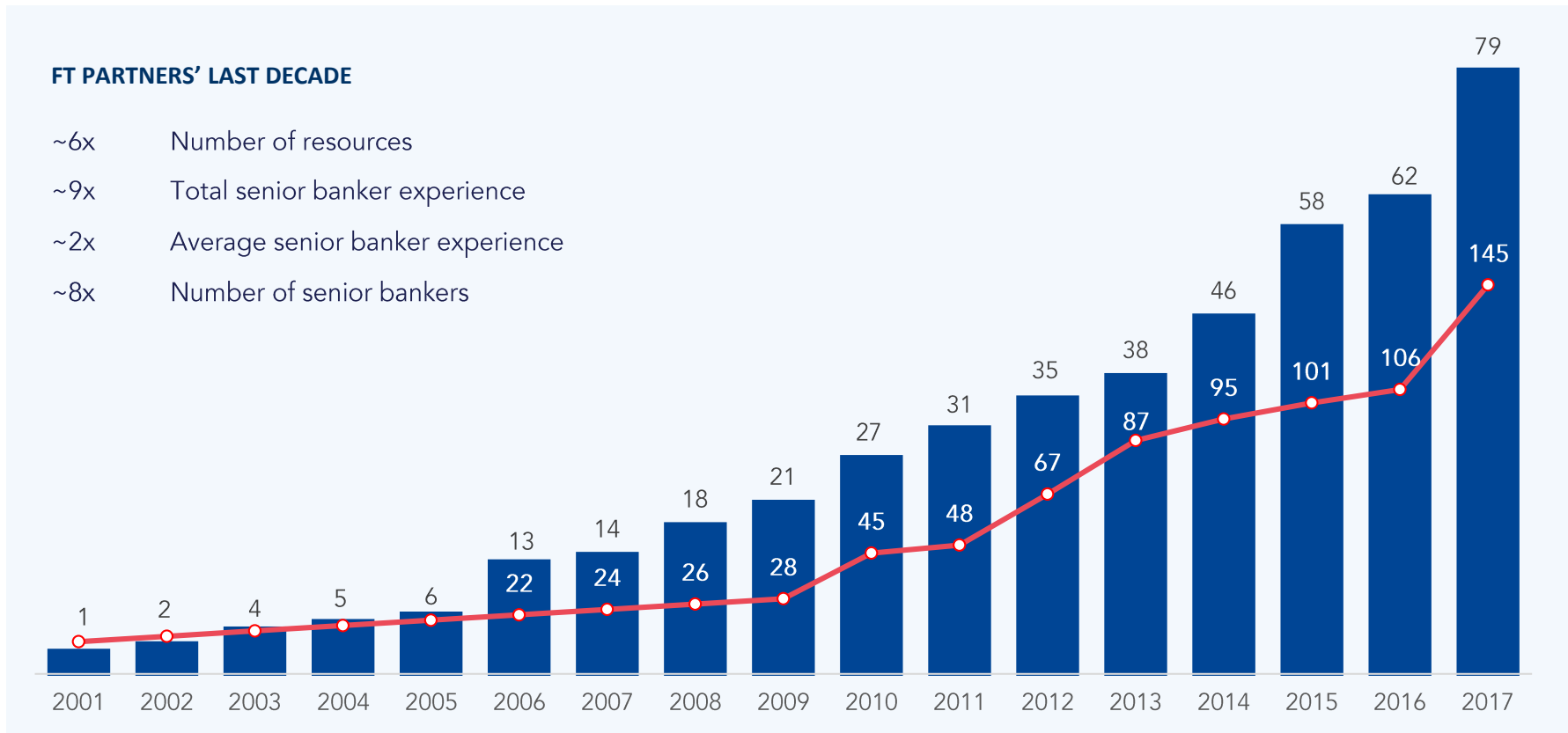
Note: **Bold** represents awards that FT Partners has won, *italics* represents nominations.

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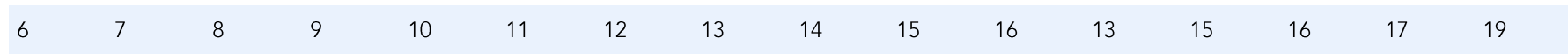


Platform of Choice for Clients and Bankers Alike



■ Employees —○— Total Exp. Of Directors / MDs (Years)

Avg Years of Director / MD Experience








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FT PARTNERS ADVISES

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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. 	22
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York, London and Los Angeles beginning in 1995 Wharton M.B.A. 	22
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 	21
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) 	20
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 	19
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. 	15
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 	14
Andrew McLaughlin <i>Managing Director, Research & Business Development</i>		<ul style="list-style-type: none"> Leads FT Partners' Research and Business Development Team Formerly with Deloitte Consulting 	11

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