

July 19, 2016

**Financial Technology Partners
FTP Securities LLC**

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

enservio

in its sale to

Solera



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

www.ftpartners.com



Financial Technology Partners LP
555 Mission St., 23rd Floor
San Francisco, CA 94105
Tel: 415.512.8700

Steve McLaughlin
Managing Partner
Tel: 415.992.8880
steve.mclaughlin@ftpartners.com

Highly Confidential and proprietary information. Unauthorized distribution without prior consent from Financial Technology Partners LP or FTP Securities LLC (together "FT Partners") is strictly prohibited.
This communication should not be regarded as an offer to sell or as a solicitation of an offer to buy any financial product or service, nor is it an official confirmation of any transaction, or representative of an official position or statement of Financial Technology Partners LP, FTP Securities LLC or any other related entity. FTP Securities LLC is a FINRA registered broker-dealer. ©2016.

Enservio Sale to Solera

FT Partners Advises Enservio On Its Sale To Solera

Transaction Overview and Rationale

Overview of Transaction

- On July 19, 2016 Enservio, Inc. (“Enservio” or the “Company”) announced it has entered into a definitive agreement to be acquired by Solera
- Headquartered in Needham, Massachusetts, Enservio is the largest U.S. provider of SaaS-based software and services to the property contents insurance marketplace
 - Existing investors include Bain Capital Ventures and Matrix Partners
- Solera Holdings (“Solera”) is a leading provider of digitally-enabled risk and asset management software and services to the automotive and property marketplace
 - Acquired by Vista Equity Partners for \$6.4 bn in Sept. 2015

Significance of Transaction

- Enservio’s proprietary database of more than \$10 billion in property contents information will add another component to Solera’s Digital Home platform
- Move signals accelerated expansion of Solera’s asset management and risk protection technologies for life’s most important assets
- Acquisition leverages Solera’s unique Invent & Acquire (“I&A”) strategy
- Highly-attractive outcome for both Enservio and Solera

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Enservio and its Board of Directors
- Transaction demonstrates FT Partners’ continued success advising top-tier companies and achieving outstanding results within the Insurance IT and Services sector

Financial Technology Partners LP FTP Securities LLC

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



In its sale to:



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

Enservio Sale to Solera

Enservio Company Overview

Company Overview

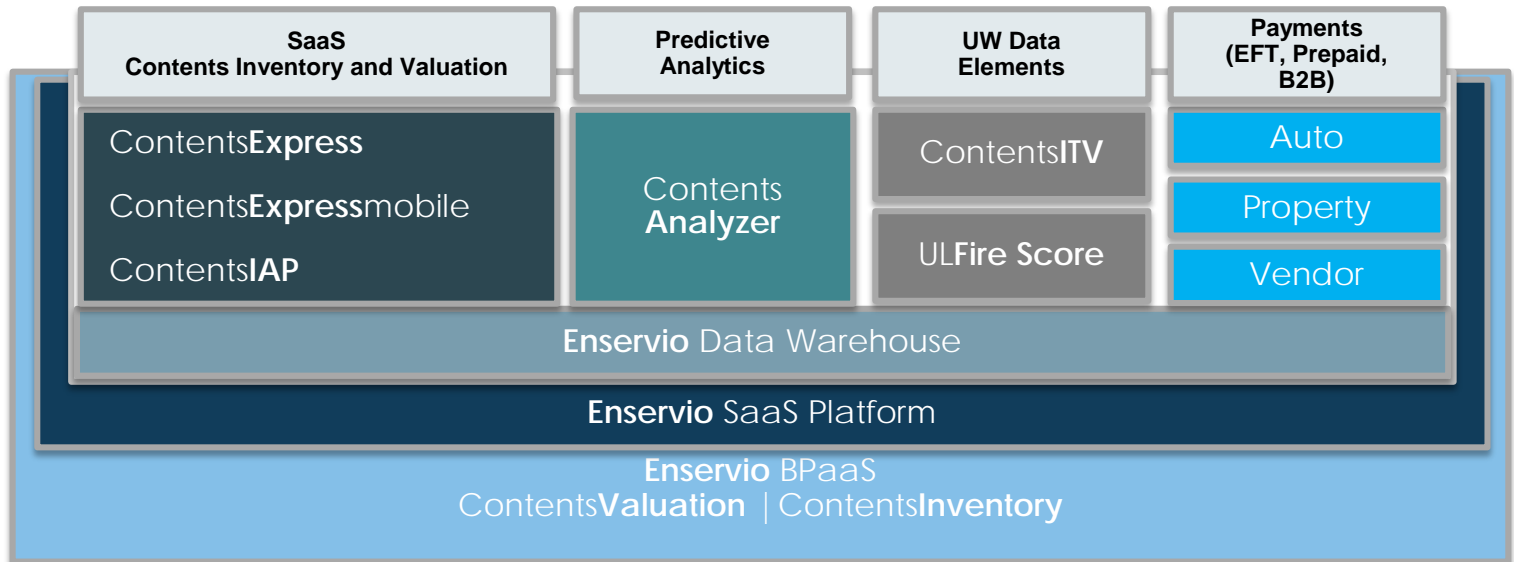
Co-CEO & Chief Customer Officer: Robert Chase
Co-CEO & Chief Financial Officer: Neil Murphy
Headquarters: Needham, MA
Founded: 2004

- Software-as-a-Service (“SaaS”) and Business Process-as-a-Service (“BPaaS”) solutions to help adjusters value the contents inside of an insured’s home or business
- Solutions address contents claims and underwriting challenges for insurance carrier clients

Key Stats

- **Customers (Carriers):** 250+
- **Adjusters:** 9,000+ annually
- **Replacement Cost Contents Data:** \$10bn
- **Employees:** 400+

Product Offerings



Source: Company website and press release.

Enservio Sale to Solera

Property Insurance Industry Challenges

Property Insurance Industry Challenges

Profitability

Product Appeal

Happy Customers /
High Retention

Claims

Minimizing Losses & Maximizing Satisfaction

- ✓ Reduce overpayment
- ✓ Accurately value contents
- ✓ Flag suspicious claims and reduce fraud
- ✓ Manage payments

Underwriting

Assessing Risk & Developing Products

- ✓ Appropriately price policies
- ✓ Build unique and appealing product features
- ✓ Right-size coverage limits
- ✓ Reduce churn

Massive Market Opportunity



- ✓ ~\$130bn in Property Insurance
- ✓ ~\$90bn in Homeowners Multi-Peril
- ✓ ~\$40bn in Commercial Multi-Peril
- ✓ U.S. Insurers spend ~\$10 - \$15bn annually in Contents Claims Reimbursement

Enservio Offers a Comprehensive Solution for Property Claims Which Represent a Significant Source of Leakage for Insurers

Enservio Sale to Solera

Solera Overview

Company Overview

Founder, Chairman & CEO Tony Aquila
Headquarters: Westlake, TX
Founded: 2005

- Solera processes more than 240 million transactions every year and has ~200,000 customers across 78 countries
 - Customers include the 10 largest auto insurance companies in Europe and 8 of the 10 largest in North America
- Solera utilizes technology to manage risk & assets for automobile insurance and property claims
- Its companies include, Audatex, GTL-Data, HPI, AUTOonline, Mobile ekspert, Kromeda, Autosoft, Commerce Delta, Digidentity & HPI

Selected Recent Acquisitions

Date	\$ mm	Type	Commentary
11/20/14	\$464	M&A	Acquired CAP Automotive
01/06/14	na	M&A	Acquired Autosoft
04/10/13	na	M&A	Acquired Eziworks
02/01/13	na	M&A	Acquired HyperQuest

Product Overview



Areas of focus:

Automobile Insurance Claims

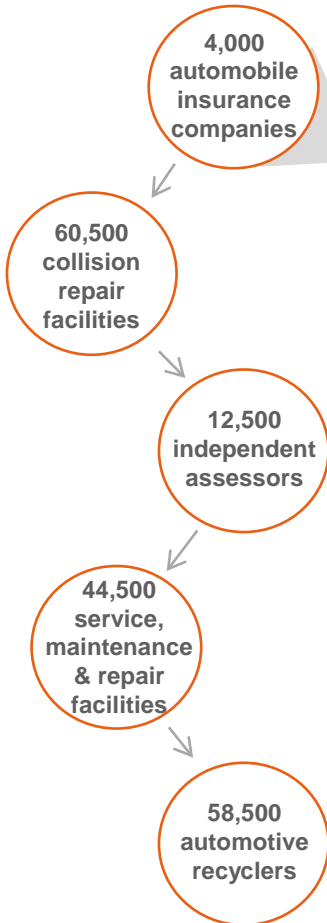
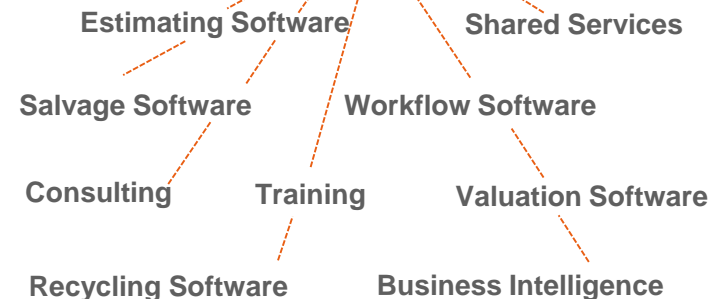
Solera provides a comprehensive platform for supporting the automotive lifecycle

Purchase Salvage

Home / Property Claims

Utilizes data, software and networking to digitize property claims management & home ownership

Software & Services:



Enservio Sale to Solera

Vista Equity Partners Overview

Overview



Vista Equity Partners



Robert Smith
Co-Founder,
Chairman & CEO



Brian Sheth
Co-Founder &
President

Location(s)

- Austin, TX (HQ)
- Chicago, IL
- San Francisco, CA

About

- Founded in 1999 by Robert Smith and Brian Sheth
- \$14 bn in combined assets under management
- Ideal target company is well-positioned with a best-in-class software products and related services, has an experienced management team, potential for high margins, reference-able customers, and attractive market dynamics
- Firm only makes a limited number of investments per year and focuses on companies that can be operationally improved to create additional value and increase efficiency
- In addition to main \$5.8 bn flagship fund, also have \$1 bn Foundation fund focused on small and mid-cap software companies

FINANCIAL
TECHNOLOGY
PARTNERS

Investment Preferences

Investment Criteria

Fund Size:	\$5,800 mm (VEPF V) \$1,000 mm (VFF II)
Fund Raised:	2014 (VEPF V) 2013 (VFF II)
Investment Range:	\$20-700 mm (VEPF V) \$30-100 mm (VFF II)
Revenue:	na
EBITDA:	na

General Preferences ⁽¹⁾

Control:	Majority, Minority
Geography:	North America, Europe
Transaction Type:	Growth, Buyout, Spinoff, MBO/LBO, Recapitalization, Divestiture
Industry Focus:	Software, SaaS, Tech-Enabled Services, Tech- Enabled Information Services, Fintech

Select Recent Investments / Exits

FinTech / Financial Services Investments ⁽²⁾

Date	Company	Deal Amt. ³	Board Rep.	Sector
05/16	Vertafore (<i>Buyout</i>)	\$2,700	NA	Ins
01/16	Fiverun (<i>Buyout</i>)	NA	Robert Smith	Pymts
09/15	Solera (<i>Buyout</i>)	6,500	Robert Smith	Ins
09/15	Tritech (<i>Growth</i>)	NA	Rob Rogers	FMS
03/15	Lone Wolf (<i>Growth</i>)	NA	Alan Cline	Bnkg
11/14	Advanced Computer Software (<i>Buyout</i>)	1,140	Brian Sheth	FMS
10/14	Navex Global (<i>Buyout</i>)	NA	Robert Smith	FTBPO
10/14	TransFirst Holdings (TSYS)*	NA	Robert Smith	Pymts
06/14	Autotask (<i>Buyout</i>)	NA	Alan Cline	FTBPO
11/13	Zywave's Insurance Solutions Division (<i>Buyout</i>)	NA	NA	Ins
11/12	Sovos Compliance (HgCapital)*	NA	Brian Sheth	FMS
06/12	Bullhorn (<i>Buyout</i>)	NA	Brian Sheth	FMS
03/12	Misys (<i>Buyout</i>)	NA	NA	Bnkg
09/11	Greenway Health (<i>Buyout</i>)	320	Vincent Burkett	HCIT
12/09	MRI Software (<i>Buyout</i>)	128	Brian Sheth	Bnkg
07/09	MicroEdge (<i>Buyout</i>)	NA	Rob Rogers	FMS
05/09	SumTotal Systems (<i>Buyout</i>)	160	Brian Sheth	FMS
11/08	Aderant (<i>Buyout</i>)	NA	Robert Smith	FMS

Source: FT Partners proprietary database, Capital IQ, PitchBook.

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

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

(3) Deal Amount in mm.

Overview of FT Partners

FT Partners is the Leader in Financial Technology Investment Banking

FT Partners has advised on some of the most prominent transactions in the Insurance IT sector

<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p>  <p><i>in its sale to</i></p>  <p><i>for a total consideration of</i></p> <p>\$ 80,000,000</p>  <p><small>The Only Investment Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p>  <p><i>in its sale to</i></p>   <p><small>The Only Investment Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p>  <p><i>in its growth recapitalization by</i></p>  <p><small>NEW MOUNTAIN CAPITAL LLC</small></p> <p><i>valued at approximately</i></p> <p>\$ 1,300,000,000</p>  <p><small>The Only Investment Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as exclusive Strategic and Financial advisor to</i></p>  <p><i>in its sale of</i></p> <p>Zywave Insurance Solutions</p> <p><i>to</i></p>   <p><small>The Only Investment Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p>  <p><i>in its \$30mm equity capital raise led by</i></p>  <p>\$ 31,000,000</p>  <p><small>The Only Investment Bank Focused Exclusively on Financial Technology</small></p>
----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as exclusive strategic and financial advisor to</i></p>  <p><i>in its sale to</i></p>   <p><small>The Only Investment Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p>  <p><i>in its recapitalization by</i></p>  <p><small>BainCapital Ventures</small></p> <p><i>of approximately</i></p> <p>\$ 238,000,000</p>  <p><small>The Only Investment Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as strategic and financial advisor to</i></p>  <p><i>on its sale to an Affiliate of</i></p>   <p><small>The Only Investment Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as exclusive strategic and financial advisor to</i></p>  <p><i>in its acquisition of</i></p>  <p><i>a subsidiary of</i></p>   <p><small>The Only Investment Bank Focused Exclusively on Financial Technology</small></p>
----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

Overview of FT Partners

FT Partners Advises on \$80,000,000 Sale of Benaissance to WEX

Transaction Overview and Rationale

Overview of Transaction

- On October 15, 2015, Benaissance, LLC (“Benaissance” or the “Company”) announced it has entered into a definitive agreement to be acquired by WEX for \$80mm
- Headquartered in Omaha, NE, Benaissance is a leading provider of integrated Software-as-a-Service (SaaS) technologies and services for healthcare premium billing, payment and workflow management
 - Existing investors include Omaha-based, McCarthy Capital
- WEX is a leading, multi-channel provider of corporate payment solutions representing more than 9 million vehicles and serving a wide variety of business sectors
- The transaction is expected to close in the fourth quarter of 2015 and is subject to applicable regulatory approvals and other customary closing conditions

Significance of Transaction

- Represents a highly-attractive outcome for both Benaissance and WEX
- Combined resources and expertise of Benaissance and WEX position the Company extraordinarily well to further its leadership in the marketplace
- Enables WEX to provide an expanded and differentiated payments solution in order to grow its addressable market opportunity and wallet share in the healthcare market
- Benaissance will be integrated with WEX’s existing Evolution1 platform creating an opportunity for potential synergies as the businesses already share a number of mutual partners and customers

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Benaissance and its Board of Directors
- Transaction highlights FT Partners’ continued success advising leading companies and generating highly successful outcomes in the Healthcare / Benefits IT and Services space

Financial Technology Partners LP FTP Securities LLC

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



in its sale to



for a total consideration of

\$80,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
Focused Exclusively on Financial Technology*
www.ftpartners.com

Overview of FT Partners

FT Partners Advises Insureon on its \$30mm Series B Round

Transaction Overview and Rationale

Overview of Transaction

- On October 21, 2015 Insureon (“Insureon” or the “Company”) announced a \$30mm Series B minority investment round
 - Investment round led by Oak HC/FT Partners (“Oak”)
 - Existing investor Accretive also participated
- Insureon is the leading insurance online marketplace for small and micro businesses
 - Serves retail clients directly and also supports banks, brokerages and insurance companies
 - Coverage provided for 175,000+ small businesses
- Oak is a \$500mm venture capital fund focused on investing in healthcare information and services, and financial services technology companies
- Accretive is a leading private investment firm specializing in the creation of disruptive technology companies

Significance of Transaction

- Creates opportunity for Insureon to accelerate its growth in the small business insurance sector
- Enables Insureon to increase its investment in technology development, and enhance its sales and marketing capabilities

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Insureon and its Board of Directors
 - Follows FT Partners’ role advising Insureon its 2014 acquisition of Insurance Noodle from Willis
- FT Partners served as exclusive strategic and financial advisor to Insureon and its Board of Directors
- Transaction demonstrates FT Partners’ continued success advising top-tier companies and achieving outstanding results within the Insurance IT and Services sector

Financial Technology Partners LP FTP Securities LLC

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



In its \$30mm Series B Round Led By:

**OAK
HC/FT**

for a total consideration of

\$30,000,000

**FINANCIAL
TECHNOLOGY
PARTNERS**

*The Only Investment Bank
Focused Exclusively on Financial Technology*

Overview of FT Partners

FT Partners Advises on Strategic Growth Investment in SquareTrade

Transaction Overview and Rationale

Overview of Transaction

- SquareTrade entered into an agreement whereby Bain Capital and Bain Capital Ventures, the private equity and venture capital affiliates of Bain Capital, LLC ("Bain Capital"), invested approximately \$238 million in SquareTrade
- SquareTrade is a unique, disruptive model and the largest independent warranty provider for consumer electronics and major appliances
- SquareTrade saw sales nearly triple year over year
- Bain Capital is a global private equity firm with approximately \$60 billion in assets under management
 - Select previous investments include LinkedIn, SunGard, WorldPay and FleetCor
- The transaction closed in January 2012

Significance of Transaction

- SquareTrade is well positioned to pursue additional growth opportunities by leveraging Bain's strategic relationships and expertise in consumer-related businesses

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to SquareTrade and its Board of Directors
- Transaction highlights FT Partners' ability to rapidly and confidentially execute complex transactions
- FT Partners developed a detailed and comprehensive set of financial materials to highlight the unique value proposition of SquareTrade and to enable efficient and thorough investor diligence

Financial Technology Partners LP FTP Securities LLC

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



in its recapitalization by



of approximately

\$ 238,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

Overview of FT Partners

FT Partners Advises Insurance Technologies, LLC

Transaction Overview and Rationale

Overview of Transaction

- On December 10, 2014, Insurance Technologies, LLC (“Insurance Technologies” or the “Company”) announced its control investment from Moelis Capital Partners (“MCP”)
- Insurance Technologies is a market-leading provider of software and technology-enabled sales automation platforms; the Company was previously owned by Palm Beach Capital and management shareholders
- Headquartered in Colorado Springs, Insurance Technologies has experienced tremendous success with its core ForeSight illustration product over the last few years and expects to continue its consistent growth with the maturation and market penetration of its FireLight e-application product
- Moelis Capital Partners, an affiliate of Moelis Asset Management, is a middle market private equity firm founded in 2007 with \$870 million of committed private equity capital

Significance of Transaction

- The transaction demonstrates the increasing value of technological sales-enablement within the insurance industry
- With the support of a large private equity firm, the Company will enhance its role as a market leader in the critical front-end connection between distributors and carriers in the life insurance and annuity markets

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Insurance Technologies and its Board of Directors
- FT Partners leveraged its deep knowledge of the Company, 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 companies within the insurance services sector

Financial Technology Partners LP FTP Securities LLC

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



**INSURANCE
TECHNOLOGIES**

a portfolio company of Palm Beach Capital

on its investment from

MOELIS CAPITAL PARTNERS

**FINANCIAL
TECHNOLOGY
PARTNERS**

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

Overview of FT Partners

Selected FT Partners' Research (click to view)

October 21, 2015
Financial Technology Partners
FTP Securities LLC
is pleased to announce its role as exclusive strategic and financial advisor to

insureon

In its \$31,000,000 equity capital raise led by

OAK HC/FT

Courtesy of

The Only Investment Bank
Focused Exclusively on Financial Technology
www.ftpartners.com

Bank of America Merrill Lynch
100 Wall Street, 27th Floor
New York, NY 10038
Tel: 212 353 3000

Bank of Montreal
100 King Street West
Toronto, Ontario M5X 1C5
Tel: 416 593 8888

Insureon Raises \$31 million in Series B Led by Oak HC/FT

May 6, 2016
Financial Technology Partners
FT Partners Research – Transaction Profile

BainCapital & **Vista Equity Partners**

acquire

Vertafore

Courtesy of

The Only Investment Bank
Focused Exclusively on Financial Technology
www.ftpartners.com

Bank of America Merrill Lynch
100 Wall Street, 27th Floor
New York, NY 10038
Tel: 212 353 3000

Bank of Montreal
100 King Street West
Toronto, Ontario M5X 1C5
Tel: 416 593 8888

Bain Capital Private Equity & Vista Equity Partners Acquire Vertafore

November 15, 2015
Financial Technology Partners
FT Partners Research – Transaction Profile

AWL
acquires

insurancequotes

for
\$165 million

Courtesy of

The Only Investment Bank
Focused Exclusively on Financial Technology
www.ftpartners.com

Bank of America Merrill Lynch
100 Wall Street, 27th Floor
New York, NY 10038
Tel: 212 353 3000

Bank of Montreal
100 King Street West
Toronto, Ontario M5X 1C5
Tel: 416 593 8888

All Web Leads Acquires InsuranceQuotes.com from Bankrate

September 29, 2015
Financial Technology Partners
FT Partners Research – Transaction Profile

CoverHound

Raises \$33 mm in Series C Financing Led by

AE

Courtesy of

The Only Investment Bank
Focused Exclusively on Financial Technology
www.ftpartners.com

Bank of America Merrill Lynch
100 Wall Street, 27th Floor
New York, NY 10038
Tel: 212 353 3000

Bank of Montreal
100 King Street West
Toronto, Ontario M5X 1C5
Tel: 416 593 8888

CoverHound Raises \$33 million in Series C Financing

September 15, 2015
Financial Technology Partners
FT Partners Research – Transaction Profile

Vista Equity Partners
Acquires

Solera

For \$6.5 billion

Courtesy of

The Only Investment Bank
Focused Exclusively on Financial Technology
www.ftpartners.com

Bank of America Merrill Lynch
100 Wall Street, 27th Floor
New York, NY 10038
Tel: 212 353 3000

Bank of Montreal
100 King Street West
Toronto, Ontario M5X 1C5
Tel: 416 593 8888

Vista Equity Partners Acquires Solera for \$6.5 billion

August 13, 2015
Financial Technology Partners
FT Partners Research – Transaction Profile:

THOMA BRAVO

Acquires

iPIPELINE
INSURANCE ACCELERATED

Courtesy of

The Only Investment Bank
Focused Exclusively on Financial Technology
www.ftpartners.com

Bank of America Merrill Lynch
100 Wall Street, 27th Floor
New York, NY 10038
Tel: 212 353 3000

Bank of Montreal
100 King Street West
Toronto, Ontario M5X 1C5
Tel: 416 593 8888

Thoma Bravo Acquires iPipeline

July 16, 2015
Financial Technology Partners
FT Partners Research: Transaction Profile

Willis & Towers Watson

TOWERS WATSON
combine in a merger of equals
valued at \$18 billion

Courtesy of

The Only Investment Bank
Focused Exclusively on Financial Technology
www.ftpartners.com

Bank of America Merrill Lynch
100 Wall Street, 27th Floor
New York, NY 10038
Tel: 212 353 3000

Bank of Montreal
100 King Street West
Toronto, Ontario M5X 1C5
Tel: 416 593 8888

Willis and Towers Watson Combine in a Merger of Equals

April 27, 2015
Financial Technology Partners LP
FTP Securities LLC
Transaction Profile:

AmWINS Group, Inc.

secures a strategic investment from

PSP INVESTMENTS

Courtesy of

The Only Investment Bank
Focused Exclusively on Financial Technology
www.ftpartners.com

Bank of America Merrill Lynch
100 Wall Street, 27th Floor
New York, NY 10038
Tel: 212 353 3000

Bank of Montreal
100 King Street West
Toronto, Ontario M5X 1C5
Tel: 416 593 8888

AmWINS Secures a Strategic Investment from PSP Investments

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 13 years of exclusive focus on Financial Technology. Please visit our [subscription form](#) to subscribe to our exclusive monthly newsletter and receive our research reports.

Overview of FT Partners

Award-Winning Investment Banking Franchise Focused on Superior Client Results

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor Awards

- 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**



- 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.

Overview of FT Partners

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 Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	21
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. 	21
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee Recent coverage included DST, ENV, FISV, FIS, WU, EEFT, V, MA, GPN & HPY among others 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with J.P. Morgan and UBS Formerly Global Head of Strategy at First Data 	18
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners beginning in 2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	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 	10