

June 16, 2016

# FINANCIAL TECHNOLOGY PARTNERS FTP Securities LLC

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



*in its sale to*

# GTCR

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TECHNOLOGY  
PARTNERS

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

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

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# FT Partners Advises Optimal Blue in its Sale to GTCR

## Transaction Overview

### Transaction Overview and Rationale

#### 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

## Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its  
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*in its sale to*

# GTCR



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PARTNERS

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# FT Partners Advises Optimal Blue in its Sale to GTCR

## Optimal Blue Overview

**CEOs:** Larry Huff & Ivan Darius  
**Headquarters:** Plano, Texas  
**Founded:** 2002  
**Employees:** Approximately 350  
**Ownership:** Management & Serent Capital

- **Optimal Blue is the premier SaaS provider of enterprise services that automate lenders' complex loan origination processes, improving compliance, efficiency, and profitability and helping them gain a competitive advantage**
- **Company's flagship service, the first cloud-based product & pricing engine ("PPE"), allows loan officers to efficiently select and price mortgages from wide array of product providers**
- **Lenders rely on Optimal Blue's PPE to price roughly 1 in 4 mortgages in US**
- **From loan origination to secondary activities, Optimal Blue's platform provides key services that address all aspects of the mortgage process**

## Optimal Blue Services Overview

<b>Product Eligibility and Pricing Services</b>	 <ul style="list-style-type: none"> <li>■ <b>PPE (Lender)</b> – automates the configuration, distribution, selection, locking and delivery of mortgage products to lender and consumer</li> <li>■ <b>Premium Services</b> – upsell to core PPE that provides customers with access to historical pricing and other advanced services</li> </ul>
<b>Secondary Marketing Services</b>	 <ul style="list-style-type: none"> <li>■ Secondary marketing services including pipeline risk management, hedging, best execution, committing, reporting and analytics</li> </ul>
<b>Consumer Engagement</b>	 <ul style="list-style-type: none"> <li>■ Suite of consumer-facing services that leverage Optimal Blue's product and pricing data to power the online origination process</li> <li>■ Specific services include online applications, rate alerts, and eQuoting for lead generation websites</li> <li>■ Integrates with loan origination, CRM and lead management systems</li> </ul>
<b>Compliance Services</b>	 <ul style="list-style-type: none"> <li>■ Core service that allows lenders to monitor and enforce their Fair Lending policies in real-time</li> </ul>
<b>Data &amp; Analytics Services</b>	 <ul style="list-style-type: none"> <li>■ A real-time service that provides competitive analysis by allowing lenders to benchmark their pricing and market position vs. peers (on an anonymous basis) at the local market level</li> <li>■ Enables customers to identify profitable new markets, products and refine lending strategies</li> </ul>
<b>Network Monetization</b>	 <ul style="list-style-type: none"> <li>■ <b>Investor Services</b> – Enables investors to distribute their products and services to the Optimal Blue lender network; Investors (and lenders) can benchmark themselves with peer analysis, delivering more IP / value to customers</li> <li>■ <b>Other Network Monetization</b> – Includes Mortgage Insurance (advertising / lead engine for mortgage insurance companies such as United Guaranty, Radian, etc.) as well as CRM</li> </ul>

# FT Partners Advises Optimal Blue in its Sale to GTCR

## GTCR Overview

### Overview



**Collin Roche**  
Managing Director



**Aaron Cohen**  
Managing Director



**David Donnini**  
Managing Director



**Sean Cunningham**  
Managing Director



**Mark Anderson**  
Managing Director



**Philip Canfield**  
Managing Director

### Location(s)

- Chicago, IL

### About

- Founded in 1980 by Stanley Golder and Carl Thoma
- Has invested ~\$10 bn in over 200 companies since inception
- Primarily focuses on majority buyout investments, but will occasionally look at significant minority and carveout transactions
- Leverages a wide network of consultants, bankers, recruiters and lawyers to gain insight into sector and customer trends
- Actively participates in company development through board representation
- Adds value to each portfolio company by sourcing add-on acquisition opportunities, recruiting additional leadership members and providing additional follow-on funding

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$3,850mm
<b>Fund Raised:</b>	2014
<b>Investment Range:</b>	\$50–250mm
<b>Revenue:</b>	NA
<b>EBITDA:</b>	NA

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

**Control:** *Majority, Minority*

**Geography:** North America

**Transaction Type:** Growth, Buyout, MBO, Spinoff,

**Industry Focus:** Financial Services, Financial Technology, Healthcare, Information Services, Business Services

### Select Recent Investments / Exits

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

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
06/15	<i>Rx30 (Buyout)</i>	NA	Sean Cunningham	HCIT
04/15	<i>Platinum Planning (Buyout)</i>	NA	NA	Ins
08/14	<i>Cedar Gate Technologies (Buyout)</i>	\$220	Dean Mihas	HCIT
07/14	<i>XIFIN (Buyout)</i>	NA	Benjamin Daverman	HCIT
07/14	<i>Correct Care Solutions (Buyout)</i>	NA	David Katz	HCIT
07/14	<i>Hiperos (Buyout)</i>	NA	Collin Roche	FMS
05/14	<i>Proximus (Growth)</i>	1	NA	FMS
05/14	<i>Vocus (Buyout)</i>	447	Mark Anderson	FMS
01/14	<i>ProcureStaff Technologies (Buyout)</i>	NA	Philip Canfield	FMS
09/13	<i>Opus Global (Buyout)</i>	500	Collin Roche	CapMkts
05/13	<i>Core Nap (Buyout)</i>	NA	Phillip Canfield	Ins
12/12	<i>Schifman Remley Associates (Buyout)</i>	NA	Aaron Cohen	BPO
11/12	<i>Premium Credit (Cinven)*</i>	1,400	Collin Roche	Bkng
10/12	<i>Avention (Buyout)</i>	NA	Philip Canfield	FMS
05/12	<i>Benefit Concepts (WageWorks)*</i>	NA	Aaron Cohen	HCIT
09/11	<i>Fundtech (Davis + Henderson)*</i>	331	Collin Roche	Bkng

# FT Partners Advises Optimal Blue in its Sale to GTCR

Proven Track Record of Success led Across the Banking / Lending Tech Space

Financial Technology Partners LP  
FTP Securities LLC

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



in its minority investment from



for total consideration of

**\$ 300,000,000**



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



in its sale to




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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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Financial Technology Partners LP  
FTP Securities LLC

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



in its Series B minority financing led by



for total consideration of

**\$ 75,000,000**



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in its sale to




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FTP Securities LLC

is pleased to announce its role as advisor to



in its lead investment in

Credit Karma

with additional participation from



for approximately


**\$85,000,000**



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FTP Securities LLC

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



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



in its cash sale to



for total consideration of approximately

**\$ 369,000,000**



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in its sale to




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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 debt capital advisor to



in its acquisition of



for total consideration of approximately

**\$ 300,000,000**



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FTP Securities LLC

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



in its sale to



of approximately

**\$ 245,000,000**



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# FT Partners Advises Optimal Blue in its Sale to GTCR

## FT Partners Advises Ellie Mae in its \$146 million IPO

### Transaction Overview and Rationale

#### Overview of Transaction

- Ellie Mae (the "Company") priced 7.5 million shares at \$6 per share in its initial public offering, implying a total offering size of \$45 million
- The Company began trading on the NYSE under the ticker ELLI
- Ellie Mae is a leading provider of enterprise level, on-demand automated solutions for the residential mortgage industry
- Ellie Mae sold 5 million shares in the offering with the remaining 2.5 million sold by existing stockholders
- Underwriters were granted the option to purchase up to an additional 1.125 million shares from selling stockholders to the extent they sold more than 7.5 million shares

#### Significance of Transaction

- The IPO provided capital to fund future growth and enabled the Company to more effectively serve its user base
- In addition to returning capital to shareholders, proceeds of the transaction were used for general corporate purposes, acquisitions and / or investments in new technologies, solutions or businesses

#### FT Partners' Role

- FT Partners served as strategic, financial and IPO advisor to Ellie Mae and its Board of Directors
- FT Partners managed the entire IPO process, enabling management to focus on growing the business

### Financial Technology Partners LP FTP Securities LLC

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



*in its*

**\$ 45,000,000**  
**Initial Public Offering**

*valuing the equity at approximately*

**\$ 146,000,000**



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# FT Partners Advises Optimal Blue in its Sale to GTCR

## FT Partners Advises GreenSky in its \$300 million Minority Investment

### Transaction Overview and Rationale

#### Overview of Transaction

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

#### Significance of Transaction

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

#### FT Partners' Role

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

### Financial Technology Partners LP FTP Securities LLC

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



*in its minority investment from*

**DST** **ICONIQ**



*for total consideration of*

**\$ 300,000,000**



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# FT Partners Advises Optimal Blue in its Sale to GTCR

## FT Partners Advises Kabbage in its \$135 million Minority Financing

### Transaction Overview and Rationale

#### Overview of Transaction

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

#### Significance of Transaction

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

#### FT Partners' Role

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

### Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its  
role as advisor to*



*in its Series E minority financing led by*



InnoVentures



*for total consideration of*

# \$ 135,000,000



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# FT Partners Advises Optimal Blue in its Sale to GTCR

## FT Partners Advises CCS in its Sale to Misys

### Transaction Overview and Rationale

#### 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**<sup>®</sup>

*a portfolio company of*

**TritonPacific**  
*Capital Partners, LLC*

*in its sale to*

 **MISYS**

*a portfolio company of*



Vista Equity Partners

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# FT Partners Advises Optimal Blue in its Sale to GTCR

## FT Partners Advises WebEquity in its Sale to Moody's

### Transaction Overview and Rationale

#### 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

### Financial Technology Partners LP FTP Securities LLC

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Capital Markets and IPO advisor to*



*in its sale to*

# MOODY'S

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# FT Partners Advises Optimal Blue in its Sale to GTCR

## FT Partners is the Leader in Financial Technology Investment Banking

Financial Technology Partners LP  
FTP Securities LLC

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

**Heartland**

in its sale to

**globalpayments**

for total consideration of

**\$ 4,500,000,000**

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

**MERCURY**

in its cash sale to

**vantiv**

for total consideration of approximately

**\$1,650,000,000**

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FTP Securities LLC

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

**MERCURY**

in its approximately 60% majority sale to

**SILVERLAKE**

for aggregate consideration of approx.

**\$ 900,000,000**

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FTP Securities LLC

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

**AmWINS Group, Inc.**

in its recapitalization by

**NMC**

NEW MOUNTAIN CAPITAL LLC  
valued at approximately

**\$ 1,300,000,000**

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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

**ACCRETIVE HEALTH**  
Results providers trust

in its

**\$138,000,000**  
**Initial Public Offering**

valuing the equity at approximately

**\$ 1,200,000,000**

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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to

**GreenSky**

in its minority investment from

**DST ICONIQ**  
**TPG**

for total consideration of

**\$ 300,000,000**

FINANCIAL TECHNOLOGY PARTNERS

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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its exclusive role as advisor to

**CIBC**

in its strategic investment in

**Wells Fargo**

with additional participation from

**Wells Fargo** **Bain Capital Ventures** **TPG**

for approximately

**\$70,000,000**

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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

**VERUS**

in its sale to

**sage**

for cash consideration of approximately

**\$ 325,000,000**

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

**square trade** protection plans

in its recapitalization by

**BainCapital**  
**BainCapital Ventures**

of approximately

**\$ 238,000,000**

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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

**FLEET ONE**

in its cash sale to

**wex**

for total consideration of approximately

**\$ 369,000,000**

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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

**nmi**

in its growth investment by

**BregalSagemount**

for a total valuation of nearly

**\$200,000,000**

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

**cardconnect.**

in its sale to

**FinTech Acquisition Corp**  
(NASDAQ: FNTC)

**\$ 438,000,000**

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Financial Technology Partners LP  
FTP Securities LLC

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

**TRANSFIRST**

in its cash sale to

**Vista Equity Partners**

from

**WCAS**

**\$1,500,000,000**

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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its exclusive role as sole debt capital advisor to

**jack henry & ASSOCIATES INC.**

in its acquisition of

**iPayTechnologies**

for total consideration of approximately

**\$ 300,000,000**

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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

**OZFOREX**  
FOREIGN EXCHANGE SERVICES

in its

**Initial Public Offering**

valuing the equity at approximately

**A\$480,000,000**

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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

**VeriFone**  
THE WAY TO PAY™

in its

**\$177,000,000**  
**Initial Public Offering**

valuing the equity at approximately

**\$ 650,000,000**

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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

**TRANSFIRST**

First In Secure Electronic Payments

in its debt financing co-led by

**Bank of America Merrill Lynch**  
**Deutsche Bank**  
**GE Capital**

totaling

**\$ 675,000,000**

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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

**lynk**

in its sale to

**The Royal Bank of Scotland**

for cash consideration of approximately

**\$ 525,000,000**

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# FT Partners Advises Optimal Blue in its Sale to GTCR

## FT Partners' Recent Awards and Recognition

**The Information**

**Silicon Valley's Most Popular Dealmakers**

Name	Title	Company
Ian Smith	Managing Director	Allen & Co.
Steve McLaughlin	Managing Partner	FT Partners
Marshall Roslyn	Vice President	Goldman Sachs
Noah Wintroub	Vice Chairman	JP Morgan
Paul Kwan	Managing Director	Morgan Stanley
Quincy Smith	Partner	Code Advisors

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

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

**2015**

**THE M&A ADVISOR**

**AWARD WINNER**

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### M&A Advisor Awards

- Investment Banking Dealmaker of the Year (2015)** – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Technology Deal of the Year \$1.5 Billion (2015)** – TransFirst's \$1.5 Billion Sale to Vista Equity Partners



**4**

**Steven McLaughlin**

Managing Partner

Financial Technology Partners



### The 2015 FinTech Finance 35: #4 Steve McLaughlin, Financing Technology Partners

(excerpt from article published in Institutional Investor)

**“Steve personifies the combination of talent, vision, energy and experience that add up to the unprecedented level of leadership and influence in FinTech.”**

– Jeff Kutler, Feature Editor

**FinTech Finance 35**

Steve personifies the combination of talent, vision, energy and experience that add up to the unprecedented level of leadership and influence in FinTech.

By Steve McLaughlin, Founder and CEO, FT Partners

Some 200 companies signed on as sponsors of the fourth annual FinTech35 competition, which listed thousands of financial, fintech, technology, entrepreneurship, and venture-backed startups and companies. The winners that paid up for the most prominent positions included Discover, Mastercard, PayPal and Visa — and the recently rebranded former Financial Technology Partners. The list is a San Francisco-based firm that was the leading in 2012 to former Goldman, Sachs & Co. banker Steve McLaughlin has led as the only investment bank “focused exclusively on the financial technology sector.” It was the only one participating at all in the competition, from the beginning through after three with 100+ other fintech startups have since established prominent brands, and it has a driver that is rapidly one of the most successful fintech startups, for those who sought to be listed. “We are essential to the ecosystem,” says McLaughlin, 46.

He leads FT Partners, “an investment, or fund,” he says and others. Management2015 winners also paid FT Partners’ salary. The firm’s global banks range across all of McLaughlin’s needs and desires. Non-issuer and wholesale payments to capital markets to insurance, on a global scale. “You have to do it a long time to know where you’re going,” he says. Evidence of the firm’s accelerated leadership is in its FinTech Transaction Database and monthly market analysis. FT Partners advised alternative lender Clearify, Trade Credit on a \$200 million equity investment, business-to-business payments specialist AutoBridge on a \$200 million Series D financing and Curvature Direct on its \$110 million sale to private equity buyers. “We don’t just represent clients,” he says. “We have to be ‘the associate with the highest payment of digital wealth management platform’ if you will.”

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# FT Partners Advises Optimal Blue in its Sale to GTCR

## 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 | <ul style="list-style-type: none"> <li>■ Investment Banking Firm of the Year</li> <li>■ Cross Border Deal of the Year</li> </ul>  |
| 2015 | <ul style="list-style-type: none"> <li>■ Dealmaker of the Year</li> <li>■ Technology Deal of the Year</li> </ul>  |
| 2014 | <ul style="list-style-type: none"> <li>■ Equity Financing Deal of the Year</li> <li>■ Professional Services Deal of the Year, Above \$100mm</li> </ul>  |
| 2012 | <ul style="list-style-type: none"> <li>■ Dealmaker of the Year</li> <li>■ Professional Services Deal of the Year, Above \$100mm</li> </ul>  |
| 2011 | <ul style="list-style-type: none"> <li>■ Boutique Investment Bank of the Year</li> <li>■ Deal of the Decade</li> <li>■ <i>10 Deal of the Year Nominations Across 9 Categories</i></li> </ul>  |
| 2010 | <ul style="list-style-type: none"> <li>■ Upper Middle Market Deal of the Year, Above \$500 mm</li> <li>■ IT Services Deal of the Year, Below \$500mm</li> <li>■ Cross-Border Deal of the Year, Below \$500mm</li> </ul>   |
| 2007 | <ul style="list-style-type: none"> <li>■ Dealmaker of the Year – Steve McLaughlin</li> <li>■ Business to Business Services Deal of the Year</li> <li>■ Computer and Information Technology Deal of the Year, Above \$100mm</li> <li>■ Financial Services Deal of the Year, Above \$100mm</li> </ul> |



- |           |  |
|-----------|--|
| 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

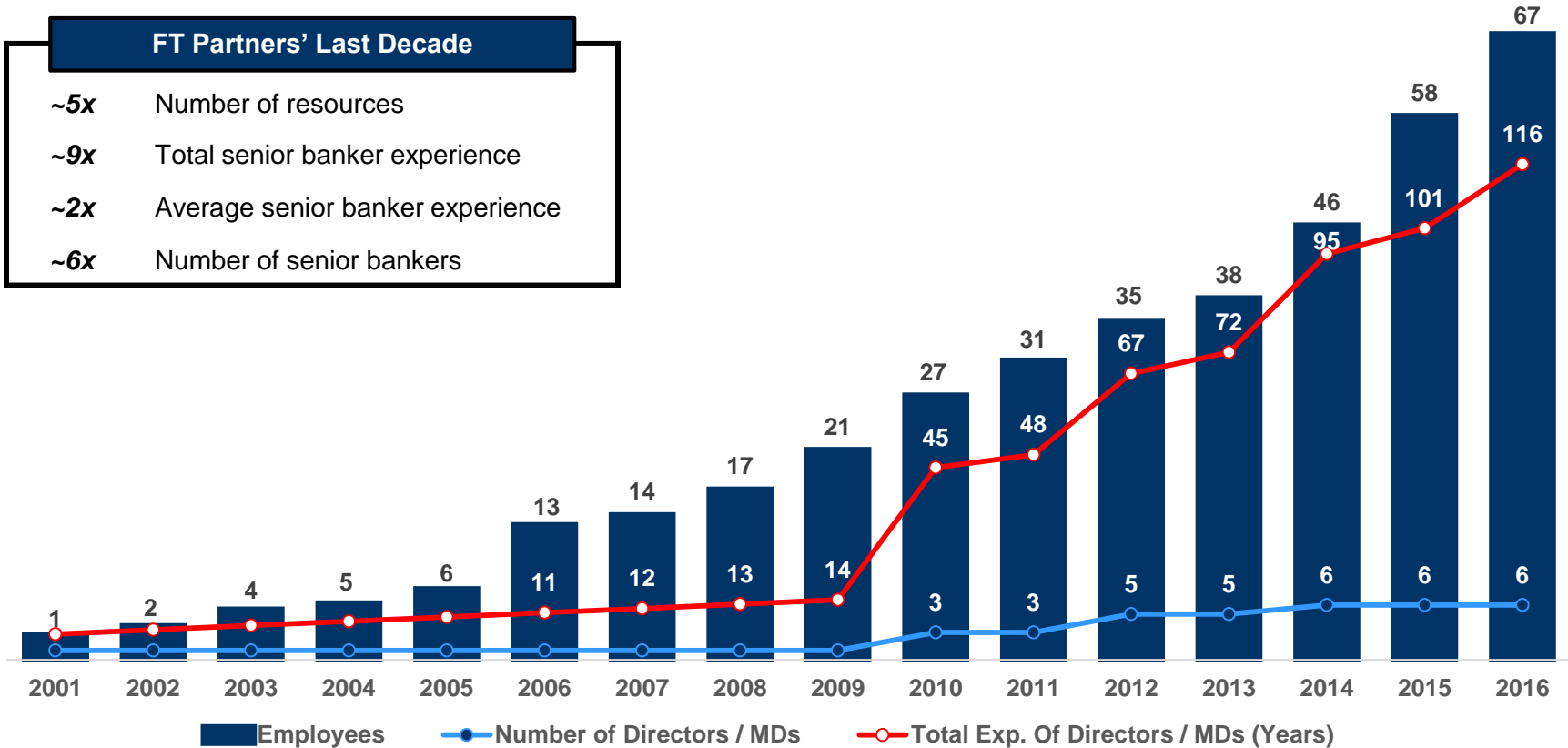
- |      |   |
|------|---|
| 2008 | <ul style="list-style-type: none"> <li>■ Equity Financing Dealmaker of the Year – Steve McLaughlin</li> <li>■ Information Technology Deal of the Year</li> <li>■ Financial Services Deal of the Year</li> </ul> |
| 2006 | <ul style="list-style-type: none"> <li>■ Financing Professional of the Year – Steve McLaughlin</li> <li>■ Financing Deal of the Year - Equity</li> <li>■ Financing Deal of the Year - Debt</li> </ul>           |

# FT Partners Advises Optimal Blue in its Sale to GTCR

Platform of Choice for Clients and Bankers Alike

## FT Partners' Last Decade

- ~5x Number of resources
- ~9x Total senior banker experience
- ~2x Average senior banker experience
- ~6x Number of senior bankers



### Avg Years of Director / MD Experience



# FT Partners Advises Optimal Blue in its Sale to GTCR

## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York and San Francisco from 1995-2002</li> <li>Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	<b>21</b>
<b>Larry Furlong</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York, London and Los Angeles beginning in 1995</li> <li>Wharton M.B.A.</li> </ul>	<b>21</b>
<b>Greg Smith</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee</li> <li>Recent coverage included V, MA, TSS, GPN, HPY DST, ENV, FISV, FIS, JKHY, WU &amp; EEFT, among others</li> </ul>	<b>20</b>
<b>Steve Stout</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with J.P. Morgan and UBS</li> <li>Formerly Global Head of Strategy at First Data</li> </ul>	<b>18</b>
<b>Tim Wolfe</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	<b>14</b>
<b>Andrew McLaughlin</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	<b>10</b>