August 10, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

SWIFT FINANCIAL

in its sale to

PayPal

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London
Overview of Transaction

- Headquartered in Wilmington, DE, Swift Financial was founded in 2006 and has since provided funding to over 20,000 businesses in the U.S. through a unique combination of data, technology and customer service
  - Swift Financial provides working capital to growing businesses through two options, loans and advances, and through proprietary brands LoanBuilder.com and Swift Capital

Significance of Transaction

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

FT Partners’ Role

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

Swift Financial Overview

Company Overview

Ed Harycki
Founder, CEO

Doug Bland
President, COO

Paul Sveen
CFO

Swift Financial provides working capital to growing businesses through two options: loans and advances

- Businesses can explore options and customize working capital loan terms up front at LoanBuilder.com

- For businesses looking for working capital based on the strength of future revenues, Swift Financial provider Swift Capital Business Advance

Swift Financial has helped finance more than 20,000 businesses

Investors include Sutter Hill Ventures, Khosla Ventures, First Round Capital, SV Angel and Third Point Ventures

Products Overview

Working Capital Advances for Businesses

- UP TO $500,000
  - Funding from $5,000 to $500,000 with terms from 3-12 months

- SAME DAY FUNDING
  - Funding in as little as 1 business day

- BEST PRICE GUARANTEE
  - If customers have a lower offer, Swift will beat it – or pay the customer $500

Customizable Term Loans

- BUILD LOAN
  - Configurator tool allows customer see all options before applying

- UP TO $500,000
  - Funding from $5,000 to $500,000 with terms up to one year

- LOW INTEREST
  - Pay as low as 9.88% Total Interest Percentage; No up front fess

- FAST FUNDING
  - Pre-qualification in minutes; Funding in as little as 1 business day
Overview of Transaction

- On April 12, 2015, Swift Financial announced a $15 mm growth financing led by Khosla Ventures
- Swift Financial is the market-leading provider of working capital financing solutions to small and medium sized businesses
- The Company, headquartered in Wilmington, DE was founded in 2006 and has experienced tremendous growth over the last several years
- Khosla Ventures is a leading venture capital firm with over $4 bn in cumulative capital commitments that focuses on high-growth opportunities

Significance of Transaction

- The transaction demonstrates the increasing importance of alternative lending solutions to small and medium sized businesses
- The additional investment capital allows the Company to pursue additional growth opportunities by leveraging Khosla’s strategic relationships and expertise in technology
- The additional capital also facilitates the development and roll-out of new and innovative small business working capital solutions

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Swift Financial and its Board of Directors
- Transaction demonstrates FT Partners’ continued strength in the Payments and Banking Technology sector, with a growing focus on Alternative Lending platforms
FT Partners – Focused Exclusively on FinTech

Overview of FT Partners

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

FT Partners’ Advisory Capabilities

FT Partners’ FinTech Industry Research

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

The Information

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

Investor

Ranked #4 Most Influential Person in all of FinTech in Institution Investors’ “FinTech Finance 35”

The M&A Advisor

Numerous Awards for Transaction Excellence including “Deal of the Decade”
FT Partners – Focused Exclusively on FinTech

FT Partners’ Client Featured in Forbes

FT Partners’ client and CEO of GreenSky, David Zalik is featured on the cover of the September 2017 issue of Forbes

Highlights of the feature story

“GreenSky, America’s third-most-valuable fintech company (after Stripe and SoFi), has been incubating in obscurity for the past decade.... In the fall of 2014, Zalik and other insiders sold 17% of GreenSky at a $1.8 billion valuation to TPG, Wellington Management, Iconiq Capital and DST Global. Two years later, Fifth Third invested at double that valuation.”

“It's a classic digital-era middleman, in the great tradition of eBay and Airbnb, to the tune of $9 billion in unsecured loans to 1.2 million customers since 2012. Zalik figures that in 2017 GreenSky will sit in the middle of more than $3.5 billion in loan volume. Forbes estimates that the company will take in $250 million in revenue this year, with profit margins that likely exceed 25% (Zalik says the company has been profitable for five years).”

FT Partners Advised GreenSky on its Multi-Billion Dollar Financing Deals

Financial Technology Partners LP

FT Partners advises in a strategic transaction with GreenSky

For total consideration of

$300,000,000

Financial Technology Partners LP

FT Partners advises in a strategic transaction with

GreenSky

Innovative minority Investment from

DST, Iconiq, TPG, Fifth Third Bank

Financial Technology Partners LP

FT Partners advises in a strategic transaction with

GreenSky

Including a loan purchase agreement of up to

$2,000,000,000

and a minority investment of

$50,000,000

• GreenSky provides an online loan platform offering flexible credit programs to customers
• Features real-time credit decisions and transaction processing
• Leader in Alternative lending space, focused on home improvement financing
# FT Partners – Focused Exclusively on FinTech

**Track Record of Success Across the Alternative Lending Sector**

<table>
<thead>
<tr>
<th>Student / Personal Loan</th>
<th>Consumer Home Improvement Financing</th>
<th>Consumer Marketing / Credit Lead Generation</th>
<th>Contract Financing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to <strong>earnest</strong> in its Series B minority financing led by <strong>BVA Barings Ventures</strong>, <strong>Midas Street</strong>, and <strong>TPG</strong> for total consideration of <strong>$75,000,000</strong></td>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as financial advisor to <strong>GreenSky</strong> in its minority investment from <strong>DST</strong>, <strong>ICONIQ</strong> and <strong>Wellington Management</strong> for total consideration of <strong>$300,000,000</strong></td>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to <strong>Google Capital</strong>, <strong>Credit Karma</strong>, <strong>Ribbit Capital</strong> and others in its lead investment in <strong>Tiger Global Management</strong>, with additional participations from <strong>TIGER</strong>, <strong>SIG</strong>, <strong>Ribbit Capital</strong> for approximately <strong>$85,000,000</strong></td>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to <strong>Lending Club</strong>, <strong>Newcastle Financial</strong>, <strong>Ingentis</strong>, <strong>El靖a</strong>, <strong>Network Capital Partners</strong>, <strong>BlueTarp Financial</strong>, <strong>TRIDENT</strong>, <strong>Highland Capital</strong>, <strong>Furman, Franklin &amp; Co.</strong>, <strong>Celtic Capital</strong> for total consideration of <strong>$15,000,000</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Peer-to-Peer Lending</th>
<th>SaaS-based Loan Origination</th>
<th>SMB Financing</th>
<th>Supplier Finance Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to <strong>PROSPER</strong> in its loan purchase agreement with a consortium of institutional investors <strong>Affiliates of Jefferies Third Point</strong> for up to <strong>$5,000,000,000</strong></td>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to <strong>WebEquity Solutions</strong> in its sale to <strong>Moody’s</strong> for total consideration of <strong>$135,000,000</strong></td>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to <strong>Kabbage</strong> in its Series E minority financing led by <strong>ING</strong>, <strong>Scotiabank</strong>, <strong>BBVA edb</strong>, <strong>BBVA</strong> for total consideration of approximately <strong>$65,000,000</strong></td>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as financial advisor to <strong>QuestMark Partners</strong>, <strong>Zouk</strong>, <strong>BBVA edb</strong> for total consideration of <strong>$65,000,000</strong></td>
</tr>
</tbody>
</table>
FT Partners – Focused Exclusively on FinTech

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

<table>
<thead>
<tr>
<th>Company</th>
<th>Investor(s)</th>
<th>Amount Raised</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prosper</td>
<td>Jefferies, Third Point</td>
<td>$5,000,000,000 Loan Commitment</td>
</tr>
<tr>
<td>GreenSky</td>
<td>Fifth Third Bank, TPG, DST</td>
<td>2,000,000,000 Loan Commitment, 50,000,000 Investment</td>
</tr>
<tr>
<td>GreenSky</td>
<td>ICONIQ, Wellington Management</td>
<td>300,000,000</td>
</tr>
<tr>
<td>Kabbage</td>
<td>RCI, ING, Scotiabank</td>
<td>135,000,000</td>
</tr>
<tr>
<td>earnest</td>
<td>ADAM STREET, BV, mm, maveron</td>
<td>75,000,000</td>
</tr>
<tr>
<td>tauila</td>
<td>QuestMark Partners, zouk, BBVA edbi</td>
<td>65,000,000</td>
</tr>
</tbody>
</table>

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

- Financial Technology Partners LP
- TPG Securities LLC
- FSP Securities LLC
- Lighter Capital
- SDT
- DST
- Oak HC/FT
- Upstart
- In the Loop Capital
- Light Capital
- TPG
- Kabbage
- ING
- Scotiabank
- earnest
- ADAM STREET
- BV
- maveron
- QuestMark Partners
- zouk
- BBVA edbi

- Financial Technology Partners LP
- TPG Securities LLC
- FSP Securities LLC
- Nav Capital
- L2C Inc
- TransUnion
- KPCB
- Craft Ventures
- LendingTree
- Earnest
- BBVA
- maveron
- QuestMark Partners
- zouk
- BBVA edbi

- Financial Technology Partners LP
- TPG Securities LLC
- FSP Securities LLC
- Elanor Capital
- SVB
- Earnest
- BBVA
- maveron
- QuestMark Partners
- zouk
- BBVA edbi

- Financial Technology Partners LP
- TPG Securities LLC
- FSP Securities LLC
- PPL
- Earnest
- BBVA
- maveron
- QuestMark Partners
- zouk
- BBVA edbi

- Financial Technology Partners LP
- TPG Securities LLC
- FSP Securities LLC
- Lighter Capital
- Kabbage
- ING
- Scotiabank
- earnest
- ADAM STREET
- BV
- maveron
- QuestMark Partners
- zouk
- BBVA edbi

- Financial Technology Partners LP
- TPG Securities LLC
- FSP Securities LLC
- Lighter Capital
- Kabbage
- ING
- Scotiabank
- earnest
- ADAM STREET
- BV
- maveron
- QuestMark Partners
- zouk
- BBVA edbi

- Financial Technology Partners LP
- TPG Securities LLC
- FSP Securities LLC
- Lighter Capital
- Kabbage
- ING
- Scotiabank
- earnest
- ADAM STREET
- BV
- maveron
- QuestMark Partners
- zouk
- BBVA edbi

- Financial Technology Partners LP
- TPG Securities LLC
- FSP Securities LLC
- Lighter Capital
- Kabbage
- ING
- Scotiabank
- earnest
- ADAM STREET
- BV
- maveron
- QuestMark Partners
- zouk
- BBVA edbi
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

The Only Investment Bank
Focused Exclusively on Financial Technology
FT Partners Advises Swift Financial on its Sale to PayPal

FT Partners Advises AvidXchange on its Series F Financing

Overview of Transaction
- On June 8, 2017, AvidXchange announced a minority $300mm Series F financing round
  - Mastercard, CDPQ and Temasek co-led the equity round with participation from Thiel Capital
- As part of this financing, Colleen Taylor of Mastercard and Nicolas Westphal of CDPQ joined AvidXchange’s Board of Directors
- In addition to the equity investment, AvidXchange also announced a strategic partnership with Mastercard to deliver accounts payable and payment automation to midsize businesses; the offering will be marketed as The Mastercard B2B Hub powered by AvidXchange
- AvidXchange is a best-in-class business-to-business payments company that is revolutionizing how companies pay their bills by automating the invoice and payment processes
  - The Company focuses on serving mid-market clients and spans multiple industries including Real Estate, Financial Services, Energy and Construction

Significance of Transaction
- The transaction will further help AvidXchange expand as the leading independent business-to-business invoice and payment solution provider
- Strategic relationship with Mastercard expected to fuel additional growth in driving forward Avid’s existing bank channel
- Firmly positions the Company to continue to grow the core business, invest in infrastructure and product development and pursue opportunistic acquisitions

FT Partners’ Role
- FT Partners served as exclusive strategic and financial advisor to AvidXchange 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 $100mm+ financings
FT Partners – Focused Exclusively on FinTech

FT Partners Advises GreenSky on its $300 million Minority Investment

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

for total consideration of

$300,000,000

The Only Investment Bank
Focused Exclusively on Financial Technology
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.
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.
Overview of Transaction

- On November 17, 2015, Earnest announced a minority $75mm Series B equity financing round
- The round was led by Battery Ventures with participation from Adams Street Partners and existing investors, including Mavron
- Earnest plans on using the equity financing to continue building out current technology, data and engineering teams
- In conjunction with the equity raise, Earnest also announced an additional $200mm of institutional lending capital from New York Life and others
- Additional lending capital will enable Earnest to introduce new products, tools and resources in the near-term as the Company is planning expansion into additional consumer finance verticals
- Earnest is a leading technology-enabled alternative lending company that is intent on disrupting consumer lending; the Company utilizes superior technology to provide lending and refinancing solutions to consumers at better rates than traditional lenders

Significance of Transaction

- This transaction capitalizes on Earnest’s strong growth and traction to further establish the Company as a leading technology-enabled alternative lender
- Firmly positions the Company to expand its products and services and continue to disrupt the consumer lending space

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Earnest and its Board of Directors in this monumental transaction
- Transaction demonstrates FT Partners’ continued success advising on large 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 exclusive role as strategic and financial advisor to

in its Series B minority financing led by

for total consideration of

$ 75,000,000

The Only Investment Bank
Focused Exclusively on Financial Technology
FT Partners – Focused Exclusively on FinTech

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
- 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 Annual Ranking**

**2015**
- Steve McLaughlin ranked #4 in Institutional Investor’s FinTech 35 List

**2006 - 2008**

**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.
FT Partners – Focused Exclusively on FinTech
Platform of Choice for Clients and Bankers Alike

FT PARTNERS’ LAST DECADE

~6x Number of resources
~9x Total senior banker experience
~2x Average senior banker experience
~8x Number of senior bankers

Avg Years of Director / MD Experience

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>6</td>
</tr>
<tr>
<td>2002</td>
<td>7</td>
</tr>
<tr>
<td>2003</td>
<td>8</td>
</tr>
<tr>
<td>2004</td>
<td>9</td>
</tr>
<tr>
<td>2005</td>
<td>10</td>
</tr>
<tr>
<td>2006</td>
<td>11</td>
</tr>
<tr>
<td>2007</td>
<td>12</td>
</tr>
<tr>
<td>2008</td>
<td>13</td>
</tr>
<tr>
<td>2009</td>
<td>14</td>
</tr>
<tr>
<td>2010</td>
<td>15</td>
</tr>
<tr>
<td>2011</td>
<td>16</td>
</tr>
<tr>
<td>2012</td>
<td>13</td>
</tr>
<tr>
<td>2013</td>
<td>15</td>
</tr>
<tr>
<td>2014</td>
<td>16</td>
</tr>
<tr>
<td>2015</td>
<td>17</td>
</tr>
<tr>
<td>2016</td>
<td>18</td>
</tr>
<tr>
<td>2017</td>
<td>19</td>
</tr>
</tbody>
</table>
# FT Partners – Focused Exclusively on FinTech

## The FT Partners Senior Banker Team

<table>
<thead>
<tr>
<th>Name / Position</th>
<th>Prior Background</th>
<th>Experience / Education</th>
<th>Years of Experience</th>
</tr>
</thead>
</table>
| Steve McLaughlin, Founder, CEO & Managing Partner | [Goldman Sachs](https://www.goldmansachs.com) | • 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, Managing Director  | [Goldman Sachs](https://www.goldmansachs.com) | • Formerly with Goldman, Sachs & Co. in New York, London and Los Angeles beginning in 1995  
• Wharton M.B.A. | 22 |
| Greg Smith, Managing Director    | [Merrill Lynch](https://www.merrill.com) & [J.P. Morgan](https://www.jpmorgan.com) | • 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, Managing Director    | [Manheim](https://www.manheim.com) & [PwC](https://www.pwc.com) | • 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, Managing Director    | [J.P. Morgan](https://www.jpmorgan.com) & [First Data](https://www.firstdata.com) | • 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, Managing Director     | [Goldman Sachs](https://www.goldmansachs.com) | • 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, Managing Director | [Morgan Stanley](https://www.morganstanley.com) & [Index Ventures](https://www.indexventures.com) | • 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, Managing Director, Research & Business Development | [Deloitte](https://www.deloitte.com) | • Leads FT Partners’ Research and Business Development Team  
• Formerly with Deloitte Consulting | 11 |