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

defi SOLUTIONS

in its Series C Investment from

BainCapital VENTURES

for approximately

$55,000,000

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

January 19, 2018
FT Partners Advises defi in its Series C Financing

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

Overview of Transaction

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

Significance of Transaction

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

FT Partners’ Role

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

defi SOLUTIONS Overview

Company Overview

CEO: Stephanie Alsbrooks

Headquarters: Grapevine, TX

Founded: 2012

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

Solutions Overview

- Flexible and configurable loan origination system
- Full integration with 40+ third-party data providers
- Provides lenders with capabilities for real-time payment processing, loan adjustments and extension processing
- Analytics solution that provides lending institutions with actionable insights into their portfolio
- Web-based auto loan portfolio marketplace connecting sellers, buyers, and agents
- Loan document transfer system that simplifies traditional process through online sharing and e-signature capabilities
- Customized application form builder that allows lenders to quickly create a customized application form with integrated branding

Awards

- Inc. 5000 America’s Fastest Growing Companies
- Auto’s Power 300 Industry’s Heavy Hitters
- EY Entrepreneur of the Year
- Top 100 Places to Work
- Dallas’s High-Growth Businesses

Core Capabilities

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

Source: Company website
FT Partners Advises defi in its Series C Financing

Bain Capital Ventures Overview

Overview

Bain Capital Ventures

Matt Harris
Managing Director

John Connolly
Senior Advisor

Mike Krupka
Managing Director

Brian Goldsmith
Senior Principal

Locations

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

About

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

Investment Preferences

**Investment Criteria**

<table>
<thead>
<tr>
<th>Fund Size:</th>
<th>$600mm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fund Raised:</td>
<td>2016</td>
</tr>
<tr>
<td>Investment Range:</td>
<td>$.5mm – 100mm</td>
</tr>
<tr>
<td>Revenue:</td>
<td>NA</td>
</tr>
<tr>
<td>EBITDA:</td>
<td>NA</td>
</tr>
</tbody>
</table>

General Preferences

<table>
<thead>
<tr>
<th>Control:</th>
<th>Minority, Majority</th>
</tr>
</thead>
<tbody>
<tr>
<td>Geography:</td>
<td>U.S.</td>
</tr>
<tr>
<td>Transaction Type:</td>
<td>Seed, Venture, Growth, Buyout</td>
</tr>
<tr>
<td>Industry Focus:</td>
<td>Enterprise SaaS, Commerce, Technology, Financial Services, Data &amp; Info Services, Marketing, Technology, Infrastructure &amp; Cloud, Healthcare IT, Consumer</td>
</tr>
</tbody>
</table>

Selected Recent Investments / Exits

FinTech / Financial Services Investments

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

Source: Company website, PitchBook

1) Italics indicate preferred control / geography
2) * denotes M&A exit; ** denotes IPO exit
3) Deal Amount in mm
FT Partners – Focused Exclusively on FinTech

FT Partners Overview

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

FT Partners’ Advisory Capabilities

FT Partners’ FinTech Industry Research

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

The Information

- Named Silicon Valley’s #1 FinTech Banker (2016) and ranked #2 Overall by The Information
- Ranked #1 Most Influential Person in all of FinTech in Institutional Investors “FinTech Finance 35”
- Numerous Awards for Transaction Excellence including “Deal of the Decade”
<table>
<thead>
<tr>
<th>Credit &amp; Loan Management Tools</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 <em>GreenSky™</em> in its minority investment from <em>DST Iconiq TPG Wellington Management</em> for total consideration of $42,000,000</td>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as financial advisor to <em>capitalG</em> in its lead investment in <em>credit karma</em> with additional participation from <em>Tiger SIG Ribbit Capital</em> for approximately $85,000,000</td>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to</td>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to <em>Menlo Menlo Capital Group SF Capital</em> in its financing, including investment from <em>Highland Partners Longbridge Trinity Capital</em> for approximately $15,000,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Marketplace 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 <em>PROSPER</em> in its loan purchase agreement with a consortium of institutional investors <em>Affiliates of Jefferies Third Point</em> for up to $5,000,000,000</td>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to <em>WebEquity Solutions Moody’s</em> in its sale to <em>Moody’s</em> for total consideration of $135,000,000</td>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as financial advisor to <em>Kabbage</em> in its Series E minority financing led by <em>ING, Scotiabank</em> for total consideration of approximately $65,000,000</td>
<td>Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as financial advisor to <em>taulia</em> in its investment from <em>QuestMark Partners Zouk BBVA edbi</em> for total consideration of approximately $65,000,000</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>Affiliates of Jefferies</td>
<td>$5,000,000,000 Loan Commitment</td>
</tr>
<tr>
<td>GreenSky</td>
<td>Fifth Third Bank</td>
<td>2,000,000,000 Loan Commitment</td>
</tr>
<tr>
<td>GreenSky</td>
<td>TPG, DST, Wellington Management</td>
<td>300,000,000</td>
</tr>
<tr>
<td>GreenSky</td>
<td>PIMCO</td>
<td>200,000,000</td>
</tr>
<tr>
<td>Kabbage</td>
<td>ING, ScotiaBank</td>
<td>135,000,000</td>
</tr>
<tr>
<td>earnest</td>
<td>BV, manulife</td>
<td>75,000,000</td>
</tr>
<tr>
<td>taulia</td>
<td>QuestMark Partners, BBVA, edbi</td>
<td>65,000,000</td>
</tr>
<tr>
<td>INSIKT</td>
<td>Fund Co-Managed by: FinEX ASIA</td>
<td>50,000,000</td>
</tr>
<tr>
<td>credit supply</td>
<td>M, Menlo, Capital Group, SF</td>
<td>42,000,000</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 FSP Securitization LLC advised on the $85,000,000 investment in credit Karma.
- Financial Technology Partners LP FSP Securitization LLC advised on the $15,000,000 investment in PSTY.
- Financial Technology Partners LP FSP Securitization LLC advised on the $15,000,000 investment in Oaktree Capital.
- Financial Technology Partners LP FSP Securitization LLC advised on the $9,000,000 investment in Lighter Capital.
- Financial Technology Partners LP FSP Securitization LLC advised on the $35,000,000 investment in Khosla Ventures.
- Financial Technology Partners LP FSP Securitization LLC advised on the $15,000,000 investment in TransUnion.
- Financial Technology Partners LP FSP Securitization LLC advised on the $19,500,000 investment in L2C.
- Financial Technology Partners LP FSP Securitization LLC advised on the $25,000,000 investment in KPCB.
- Financial Technology Partners LP FSP Securitization LLC advised on the $50,000,000 investment in WebEquity Solutions.

...and many more.
FT Partners – Focused Exclusively on FinTech

Significant Experience Advising Large Financing Rounds and “Unicorns”

<table>
<thead>
<tr>
<th>Company</th>
<th>Amount Raised</th>
<th>Selected Prominent Investors in FT Partners Led Rounds</th>
</tr>
</thead>
<tbody>
<tr>
<td>MERCURY</td>
<td>$420,000,000+</td>
<td>Accel, DST, VISA, TPG, ICONIQ, RCP, REVERENCE CAPITAL PARTNERS, WELLINGTON MANAGEMENT</td>
</tr>
<tr>
<td>GreenSky</td>
<td>300,000,000+</td>
<td>BainCapital PRIVATE EQUITY, BainCapital VENTURES, PIMCO, TEMASEK</td>
</tr>
<tr>
<td>avidxchange</td>
<td>300,000,000</td>
<td>Caisse de dépôt et placement du Québec, Great Hill PARTNERS, KeyBank</td>
</tr>
<tr>
<td>avidxchange</td>
<td>253,000,000</td>
<td></td>
</tr>
<tr>
<td>liquidnet</td>
<td>250,000,000</td>
<td></td>
</tr>
<tr>
<td>square trade</td>
<td>238,000,000</td>
<td></td>
</tr>
<tr>
<td>GreenSky</td>
<td>200,000,000</td>
<td></td>
</tr>
<tr>
<td>nmi</td>
<td>150,000,000+</td>
<td></td>
</tr>
<tr>
<td>ADDEPAR</td>
<td>140,000,000</td>
<td></td>
</tr>
<tr>
<td>Kabbage</td>
<td>135,000,000</td>
<td></td>
</tr>
<tr>
<td>Remitly</td>
<td>115,000,000</td>
<td></td>
</tr>
<tr>
<td>TradingsScreen</td>
<td>110,000,000+</td>
<td></td>
</tr>
<tr>
<td>YAPSTONE</td>
<td>110,000,000</td>
<td></td>
</tr>
<tr>
<td>CHROMERIVER</td>
<td>100,000,000</td>
<td></td>
</tr>
<tr>
<td>credit karma</td>
<td>85,000,000</td>
<td></td>
</tr>
<tr>
<td>earnest</td>
<td>75,000,000</td>
<td></td>
</tr>
</tbody>
</table>

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

Representing numerous FinTech “Unicorns” above $1 billion valuations.
FT Partners – Focused Exclusively on FinTech

FT Partners Advises GreenSky on its Financing

Overview of Transaction

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

Significance of Transaction

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

FT Partners’ Role

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

Financial Technology Partners LP
FTP Securities LLC

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

in its investment from

PIMCO

for total consideration of

$200,000,000

The Only Investment Bank
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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, 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
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
FT Partners – Focused Exclusively on FinTech

FT Partners Advises Ally on its Acquisition of BlueYield

Overview of Transaction

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

Significance of Transaction

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

FT Partners’ Role

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

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

Significance of Transaction

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

FT Partners’ Role

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

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

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

FT Partners Advises WebEquity on its Sale

Overview of Transaction

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

Significance of Transaction

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

FT Partners’ Role

• FT Partners served as exclusive strategic and financial advisor to WebEquity and its Board of Directors
• FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for stakeholders
• Transaction demonstrates FT Partners’ continued success in achieving highly attractive outcomes for leading banking technology firms
FT Partners – Focused Exclusively on FinTech

FT Partners Research – Auto FinTech

Auto FinTech: The Emerging FinTech Ecosystem Surrounding the Auto Industry

DECEMBER 2017
FT PARTNERS FINTECH INDUSTRY RESEARCH

AUTO FINTECH
The Emerging FinTech Ecosystem Surrounding the Auto Industry

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

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

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

The report includes:

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

Click pictures to view report
The Information’s “Silicon Valley’s Most Popular Dealmakers” (2016)

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

M&A Advisor Awards

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

The 2017 FinTech Finance 40:
Ranked #1 - Steve McLaughlin, FT Partners
FT Partners – Focused Exclusively on FinTech

Award-Winning Investment Banking Franchise Focused on Superior Client Results

Institutional Investor
Institutional Investor Annual Ranking

2017
• Ranked #1 Most Influential Executive on Institutional Investor’s FinTech 40 List

2015 - 2016
• Steve McLaughlin Ranked Top 5 on Institutional Investor’s FinTech 35 List

2006 - 2008

The Information

2016
• Ranked #2 Top Technology Investment Banker on The Information’s “Silicon Valley’s Most Popular Dealmakers”

2015 - 2017
• Investment Banker of the Year – 2017
• Investment Banking Firm of the Year – 2016
• Cross Border Deal of the Year - 2016
• Dealmaker of the Year – 2015
• Technology Deal of the Year – 2015

2010 -2014
• Equity Financing Deal of the Year - 2014
• Professional Services Deal of the Year, Above $100 mm – 2014
• Dealmaker of the Year – 2012
• Professional Services Deal of the Year, Above $100 mm – 2012
• Boutique Investment Bank of the Year – 2011
• Deal of the Decade – 2011
• Upper Middle Market Deal of the Year, Above $500 mm – 2010
• IT Services Deal of the Year, Below $500 mm – 2010
• Cross-Border Deal of the Year, Below $500 mm – 2010

2004 - 2007
• Dealmaker of the Year – Steve McLaughlin – 2007
• Business to Business Services Deal of the Year - 2007
• Computer and Information Technology Deal of the Year, Above $100 mm – 2007
• Financial Services Deal of the Year, Above $100 mm – 2007
• Investment Bank of the Year – 2004

2006 - 2008
• Equity Financing Dealmaker of the Year – Steve McLaughlin – 2008
• Information Technology Deal of the Year – 2008
• Financial Services Deal of the Year – 2008
• Financing Professional of the Year – Steve McLaughlin – 2006
FT Partners – Focused Exclusively on FinTech

Platform of Choice for Clients and Bankers Alike

- FT Partners has the largest and most seasoned team in the world dedicated exclusively to serving and advising the FinTech sector
- Veteran senior bankers from Goldman Sachs, J.P. Morgan and Morgan Stanley with 20+ years of experience executing hundreds of complex transactions

<table>
<thead>
<tr>
<th>Year</th>
<th>Employees</th>
<th>Total Experience of Managing Directors (Years)</th>
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<tr>
<td>2030</td>
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</tbody>
</table>

Average Experience of Managing Directors (Years)

| Years | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 16 | 17 | 19 |
# 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>
<tbody>
<tr>
<td>Steve McLaughlin</td>
<td><img src="goldmansachs.png" alt="Goldman Sachs Logo" /></td>
<td>• Formerly with Goldman, Sachs &amp; Co. in New York and San Francisco from 1995-2002&lt;br&gt;• Former Co-Head of Goldman Sachs’ Financial Technology Group (#1 market share)&lt;br&gt;• Wharton M.B.A.</td>
<td>23</td>
</tr>
<tr>
<td>Greg Smith</td>
<td><img src="merrilllynch.png" alt="Merrill Lynch Logo" />&lt;br&gt;<img src="jpmorgan.png" alt="J.P. Morgan Logo" /></td>
<td>• Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht &amp; Quist&lt;br&gt;• 20+ years of experience covering FinTech as both an Analyst and Investment Banker</td>
<td>22</td>
</tr>
<tr>
<td>Osman Khan</td>
<td><img src="pwcp.png" alt="PwC Logo" /></td>
<td>• Former Managing Director / Head of FIG M&amp;A at Alvarez &amp; Marsal&lt;br&gt;• 15+ years FIG deal, consulting and assurance experience at PwC&lt;br&gt;• 40 Under 40 M&amp;A Advisor Award Winner in 2013&lt;br&gt;• LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA)</td>
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<td>Steve Stout</td>
<td><img src="jpmorgan.png" alt="J.P. Morgan Logo" />&lt;br&gt;<img src="firstdata.png" alt="First Data Logo" /></td>
<td>• Former Global Head of Strategy at First Data&lt;br&gt;• Formerly Led J.P. Morgan Payments Investment Banking&lt;br&gt;• Formerly Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank</td>
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<td>Tim Wolfe</td>
<td><img src="goldmansachs.png" alt="Goldman Sachs Logo" /></td>
<td>• Formerly with Goldman, Sachs &amp; Co. beginning in 2000&lt;br&gt;• Started at FT Partners in 2002&lt;br&gt;• 40 Under 40 M&amp;A Advisor Award Winner 2013&lt;br&gt;• Harvard M.B.A.</td>
<td>16</td>
</tr>
<tr>
<td>Timm Schipporeit</td>
<td><img src="morganstanley.png" alt="Morgan Stanley Logo" />&lt;br&gt;<img src="indexventures.png" alt="Index Ventures Logo" /></td>
<td>• 11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London&lt;br&gt;• Formerly a Venture and Growth Investor focused on FinTech at Index Ventures</td>
<td>15</td>
</tr>
<tr>
<td>Andrew McLaughlin</td>
<td><img src="deloitte.png" alt="Deloitte Logo" /></td>
<td>• 20+ years experience executing / implementing financial and operational strategy&lt;br&gt;• Formerly with Deloitte Consulting</td>
<td>12</td>
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</tbody>
</table>