

FT PARTNERS FINTECH INDUSTRY RESEARCH

December 6, 2017



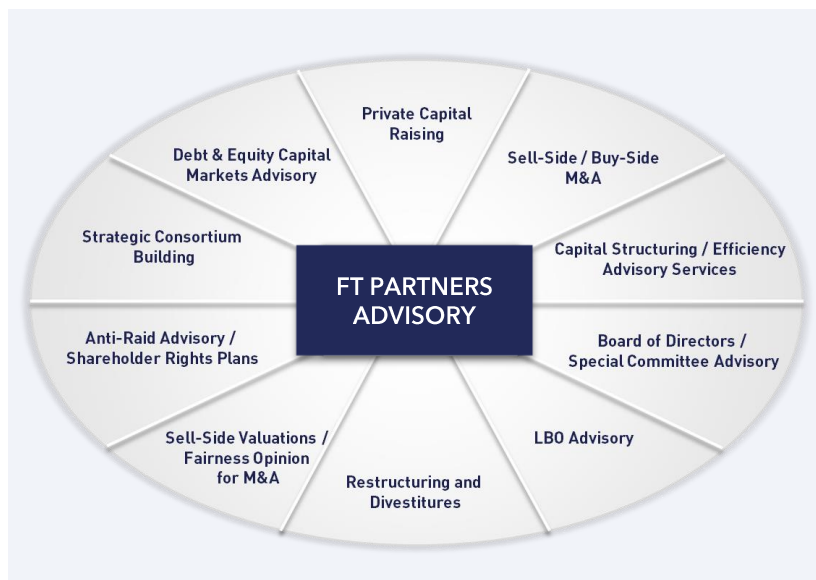
Curo Group Completes its IPO Raising \$93 million

(NYSE:CURO)

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



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"

Steve McLaughlin: *Founder & CEO*

Tel: 415.992.8880

steve.mclaughlin@ftpartners.com

SUBSCRIBE



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IPO Overview

Key IPO Statistics

President & CEO:	Don Gayhardt
Headquarters:	Wichita, KS
Founded:	1997
Employees:	4,200
<hr/>	
Prospectus File Date:	October 23, 2017
Ticker:	NYSE:CURO
Estimated Proceeds:	\$93 mm
Shares:	6,666,667
Filing Range:	\$14.00 – 16.00
Listing Date:	December 6, 2017
Offer Price:	\$14.00

Use of Proceeds

The Company intends to use the offering proceeds for general corporate purposes, including to purchase, repurchase, redeem, defease or otherwise repay portions of outstanding indebtedness.

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

FORM S-1

Curo Group Holdings Corporation



(NYSE:CURO)

Don Gayhardt
Chief Executive Officer
3527 North Ridge Road
Wichita, KS 67205

CREDIT SUISSE

Janney

Jefferies Stephens

William Blair

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Curo Group Overview

Company Overview

- Curo Group operates a technology-enabled platform for short-term lending to underbanked consumers
- The Company operates several brands in the United States, Canada and the United Kingdom
 - Speedy Cash, Rapid Cash, Cash Money, LendDirect, Avio Credit, Opt+ and WageDayAdvance
- Curo Group has an extensive IT platform known as Curo Platform
 - Integrates loan underwriting, scoring, servicing, collections, regulatory compliance and reporting activities
- Approximately 34.8 million loans (\$13.1 billion in total credit) have been extended since 2010
- Provides products across several contact points, referred to as “Call, Click or Come In”
- Benefits to customers:
 - Transparent approval process
 - Loan structure flexibility
 - Straightforward pricing structure
 - Manage account online and through mobile devices

Funding History

Date	Round	Size (\$ mm)	Investor(s)
11/17/16	Debt	\$80	NA
09/01/08	Growth	NA	FFL PARTNERS

Source: Company website, prospectus

Products and Services



Omni Channel
Platform



Customer Acquisition
Capabilities



CuroScore

Unsecured Installment Loans

- Fixed-term, fully-amortizing loans with a fixed payment amount per period
- 48.6% of consolidated revenue for six months ended June 30, 2017

Secured Installment Loans

- Similar to Unsecured Installment Loans, but secured by a vehicle title
- 10.6% of consolidated revenue for six months ended June 30, 2017

Open-End Loans

- Line of credit for customers without a certain maturity date, can be unsecured or secured
- 7.7% of consolidated revenue for six months ended June 30, 2017

Single-Pay Loans

- Unsecured short-term, small-denomination loans
- 28.8% of consolidated revenue for six months ended June 30, 2017

Ancillary Products

- Check cashing, proprietary reloadable prepaid debit cards, credit protection insurance, gold buying, retail installment sales and money transfer services
- 4.4% of consolidated revenue for six months ended June 30, 2017

CSO Programs











- Act as credit services organization on behalf of customers through CSO programs

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Curo Group Overview (cont.)

Country	Brands	Stores ⁽¹⁾	Consumers
 United States	   	Store Count: 215 Revenue Distribution: 77%	Underserved Residents: 121 million Average Annual Income: \$25,000 – 75,000
 Canada	  	Store Count: 191 Revenue Distribution: 19%	Underserved Residents: 5 million Average Annual Income: C\$25,000 – 60,000
 United Kingdom		Store Count: 13 Revenue Distribution: 4%	Underserved Residents: 10 – 14 million Average Annual Income: £18,000 – 31,000

Source: Company website, prospectus

(1) For the six months ended June 30, 2017

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Management Team

Don Gayhardt
President & CEO



- Don has served as Curo's President & Chief Executive Officer since January 2012
- He previously served as a consultant for Curo in 2011
- Prior to joining Curo, Don spent 18 years at DFC Global, a consumer financial services company, where he served as President and a member of the board of directors

Bill Baker
Executive Vice President & COO



- Bill has served as Curo's Executive Vice President & Chief Operating Officer since January 2016
- He previously held several executive-level roles at Curo Group
- Currently, Bill serves as Director on the Board of SRC Transatlantic and CURO Transatlantic, subsidiaries of Speedy Group Holdings in the UK

Terry Pittman
Executive Vice President & CIO



- Terry has served as Curo's Chief Information Officer since December 2003
- He has more than 25 years of experience in technology management
- Terry created the proprietary platform CURO, which manages all customer's transactions across all channels

Ryan Rathje
Chief Marketing Officer



- Ryan has served as Curo's Chief Marketing Officer since February 2016
- He led the expansion of Curo's omni channel distribution strategy
- Prior to joining Curo Group, Ryan was Vice President of Marketing at Speedy Cash

Roger Dean
Executive Vice President & CFO



- Bill has served as Curo's Executive Vice President & Chief Financial Officer since June 2016
- Prior to joining Curo Group, Roger was Chief Financial Officer at Axxess Financial
- Bill has several years of banking and finance experience, having spent time at Deloitte and Fifth Third Bank

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Industry Overview



44% of American Adults

could not cover an emergency expense costing \$400, or would cover it by selling an asset or borrowing money



Up to 140 million Individuals

are underbanked and in need of access to credit and other financial products



~\$142 bn reduction

in accessibility of non-prime consumer credit from 2008 to 2015

Shifting Preference Towards Installment Loans

- Single-pay loans are now less popular and less suitable for a large portion of customers
- Curo's customers seem to prefer Installment Loan Products, which have longer terms, lower period payments and lower relative cost

Increasing Adoption of Online Channels

- According to CFI Group's studies, 63% responded that they complete the majority of banking activities electronically
- In 2016, Curo's online revenue (\$271 mm) accounted for 33% of consolidated revenues

Increasing Adoption of Mobile Apps and Devices

- According to Pew Research Center's studies, smartphone penetration is 72% in the United States, 68% in the United Kingdom and 67% in Canada as a result of pay-as-you-go and smartphone developments
- Less than 30% of Curo's US customers used mobile banking in 2012 compared to over 80% in 2017



89 million US Adults have a FICO Score Under 649



5 million Canadian Adults have a FICO score under 649



12 million Adults in the UK are Non-Prime Credit Market Customers

Growth Strategies

Grow Installment and Open-end Products

- Plans to offer broader products than competitors
- Installment and open-end products made up 19% of consolidated revenue in 2010, and increased to 58% in 2016
- Curo's platform and database will allow more sophisticated credit analytics for installment and open-end products
- A centralized collection model and new contact centers will optimize contact with customers
- More diversified funding sources will be necessary for growing installment loans

Serve Additional Borrowers

- Expand total customers served by expanding product, geography and channels
- Launched Avio Credit in Q2 2017, which services US customers with 600 – 675 FICO scores
- Expanding LendDirect to Canada in Q4 2017, expected credit opportunity of C\$165 bn
- Planning to launch online longer-terms loan in the UK, a market with double digit percentage growth between 2008 – 2017

Enhance Proprietary Risk Scoring Models

- Update credit models to improve performance metrics
- Improve underwriting to optimize, producing margin expansion and earnings growth

Expand Credit for Borrowers

- Offer "the right loan to the right customer"
- In the first half of 2017, increased average Unsecured and Secured Installment Loan amounts by \$115 and \$258, respectively

Improve Customer Journey and Experience

- Redesign web and app platforms
- Enhanced service features
- Payments optimization

Develop Network of Strategic Partnerships

- Leverage networks to build new relationships
- Increase number of overall leads and applicants

Selected Risk Factors

Selected Industry Risk Factors

- **Consumer Financial Protection Bureau (CFPB) Rule**
 - Issued October 2017
 - If enacted, establishes ability-to-repay requirements, applies to all of Curo's loans
- **CFPB Anti-Arbitration Rule**
 - Issued July 2017
 - If enacted, bans the use of mandatory predispute arbitration clauses in agreements for consumer financial services products
- **Laws and Regulations**
 - Different regulations in United States, Canada and the United Kingdom
 - Failure to comply could lead to fines, civil penalties and other relief
 - Regulations are subject to change
- **Industry Changes**
 - Legal, class action and administrative proceedings could affect business
 - Public perception regarding the industry changes constantly



Selected Business Risk Factors

- **\$551.8 mm total debt outstanding as of June 30, 2017**
- **Relationships with Third Parties**
 - Ability to afford and access third-party lenders
 - Rely on banks and electronic payment processors to manage cash
- **Seasonality of the Lending Business**
 - Macroeconomic factors
- **Failure / Disruption in IT systems**
 - Curo Platform is integral to the Company's business operations
 - Cybersecurity risks and security breaches
- **Current and Potential Customers**
 - Accurately pricing credit risk
 - Maintain reserve and allowance for potential losses
- **Competition**
 - Protecting trademarks, proprietary technology and analytics
 - Changes in e-commerce
- **Global Challenges**
 - Real estate market conditions and restrictions
 - International operations leads to greater costs

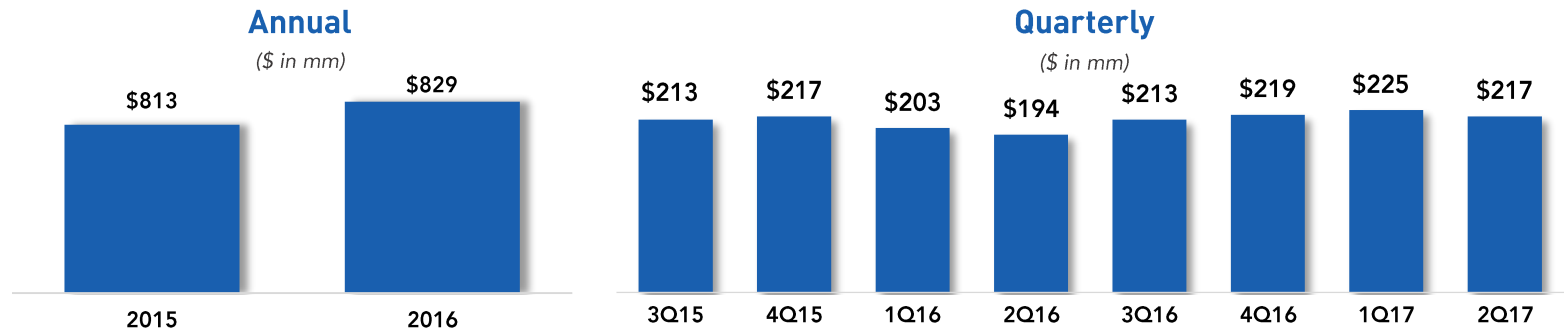
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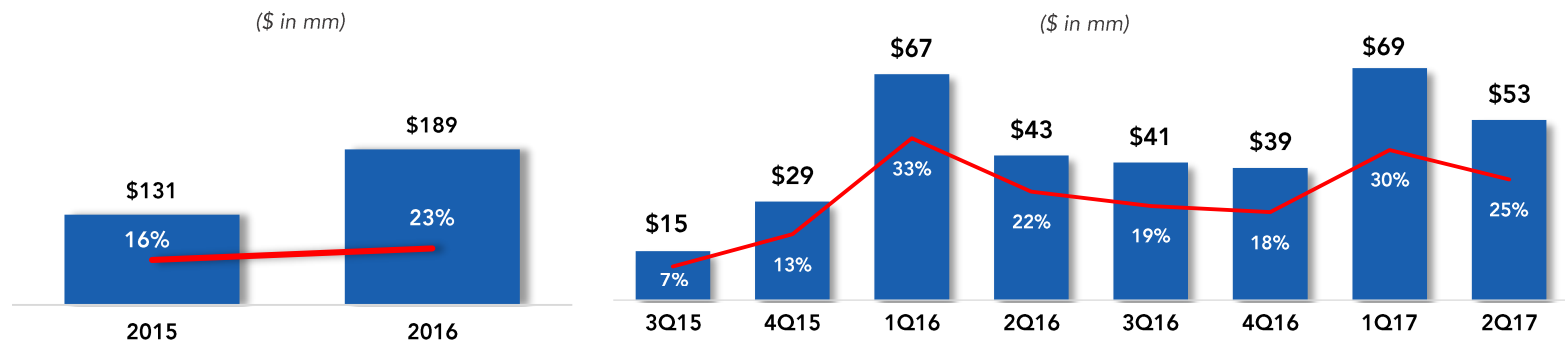


Financial Overview

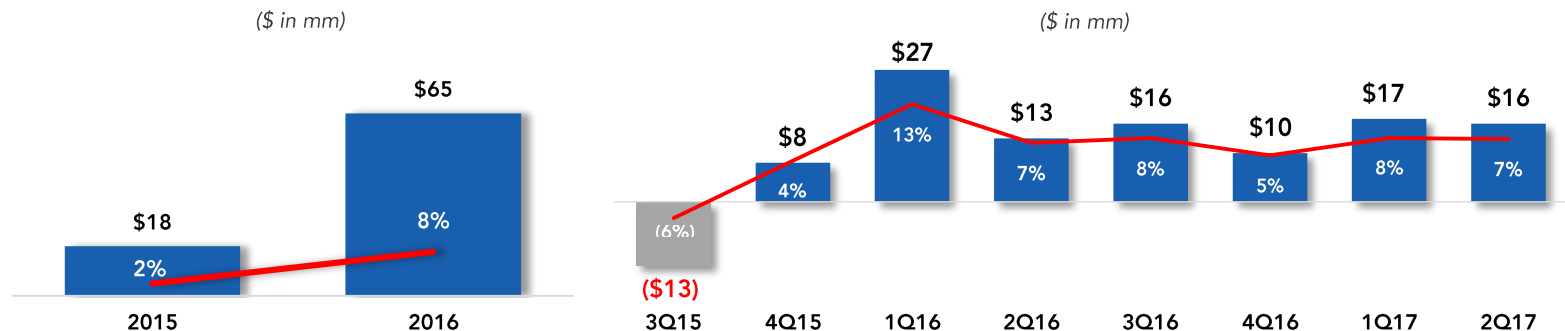
Revenue



Adjusted EBITDA ⁽¹⁾ / % Margin



Net Income / % Margin



Source: Company prospectus

(1) Adjusted EBITDA is defined as earnings before interest, income taxes, depreciation and amortization, plus or minus certain non-cash and other adjusting items

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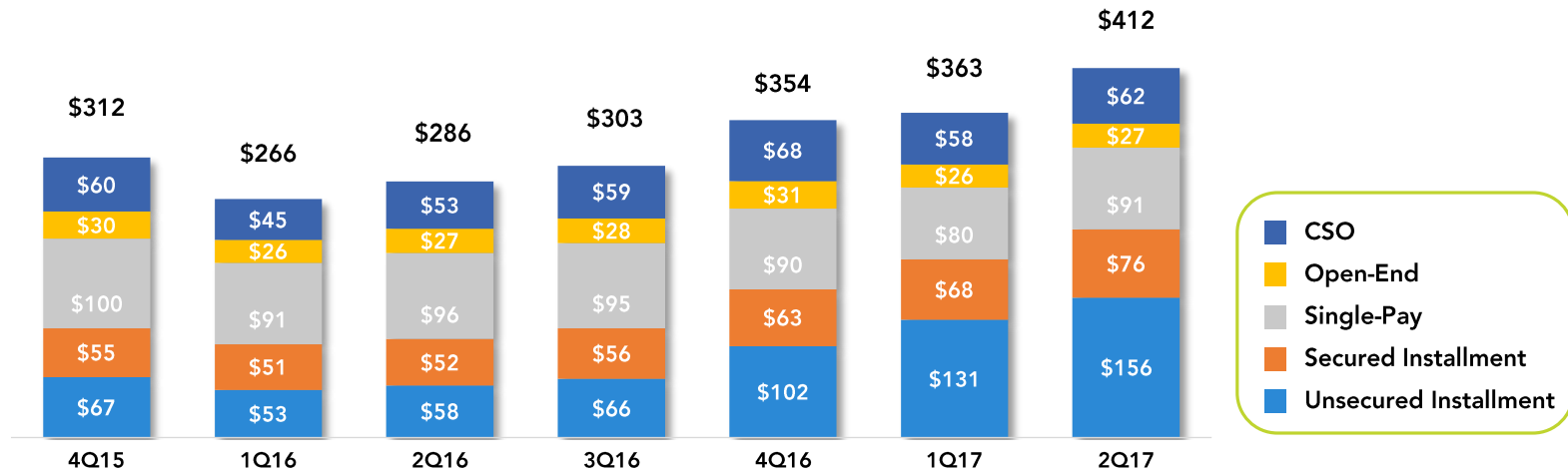
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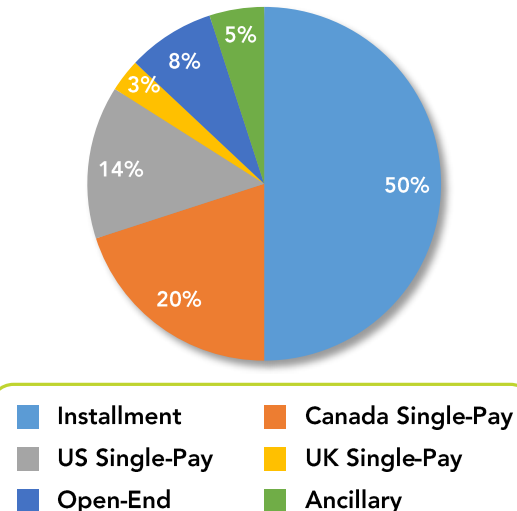
Key Business Metrics Overview

Quarterly

Gross Combined Loans Receivable (in millions)



Revenue Diversification (Year Ended Dec. 31, 2016)



Loan Products (as of June 30, 2017)	Installment		Open-End	Single-Pay
	Unsecured	Secured		
Channel	15 States	7 States	6 States	12 States
	✓			✓
	✓			✓
Approximate Average Loan Size	\$602	\$1,231	\$451	\$321
Duration	Up to 48 Months	Up to 42 Months	Revolving / Open-ended	Up to 62 Days
Pricing	14.9% Average Monthly Interest Rate	11.3% Average Monthly Interest Rate	0.74% - 0.99% Daily Interest Rates	\$13 - \$25 Fees per \$100 Borrowed

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Publicly Traded Comparables

Company Name	Price 12/18/17	% MTD Change	% LTM High	Market Value (\$ mm)	Enterprise Value (\$ mm)	Multiples									Growth Rates			Margins			P / E / G CY 17E
						Price / Earnings			EV / EBITDA			EV / Revenue			Revenue		EPS	EBITDA			
						LTM	CY 17E	CY 18E	LTM	CY 17E	CY 18E	LTM	CY 17E	CY 18E	CY 17E	CY 18E	LT	CY 17E	CY 18E		
ONLINE, NON-BANK LENDERS																					
Yixin Group	\$ 0.77	(14)%	72 %	\$ 4,834	\$ 9,962	nm	na	na	na	93.0 x	36.8 x	25.9 x	30.7 x	18.3 x	47 %	68 %	nm	33 %	50 %	na	
Qudian	13.27	(4)	37	1,156	3,195	2.8	11.8	9.7	1.4	7.9	5.9	0.8	4.4	3.1	236	45	nm	57	52	na	
Yirendai	41.73	11	78	2,530	2,319	2.5	12.9	10.1	1.5	9.6	7.5	0.5	2.9	2.1	71	38	24	30	28	0.6	
PPDAI	7.26	(18)	50	1,122	1,297	nm	nm	6.1	7.5	3.9	2.9	3.3	2.2	1.6	213	36	na	55	54	na	
LendingClub	4.08	(5)	60	1,693	1,111	nm	nm	nm	na	25.5	13.3	2.0	1.9	1.6	16	20	47	8	12	na	
Hexindai	11.16	(4)	66	479	429	24.2	55.8	8.1	13.7	42.9	na	8.6	18.7	3.9	93	378	40	44	na	1.4	
OnDeck	6.18	23	98	458	392	nm	nm	nm	na	70.3	12.4	2.3	1.1	1.0	19	12	na	2	8	na	
China Rapid Finance	5.95	(1)	46	385	304	nm	nm	8.6	nm	na	na	4.7	3.6	1.6	51	128	na	na	na	na	
Mogo	5.40	(8)	81	113	179	nm	nm	nm	na	96.4	23.0	10.7	4.7	3.3	(2)	43	na	5	14	na	
Median		(4)%	66 %			2.8 x	12.9 x	8.6 x	4.5 x	34.2 x	12.4 x	3.3 x	3.6 x	2.1 x	51 %	43 %	40 %	32 %	28 %	1.0 x	
Mean		(2)	65			9.9	26.8	8.5	6.0	43.7	14.5	6.5	7.8	4.0	83	85	37	29	31	1.0	
TRADITIONAL CONSUMER LENDERS																					
OneMain (fka Springleaf)	\$ 25.75	(1)%	77 %	\$ 3,484	nm	14.1 x	7.3 x	6.2 x	nm	nm	nm	nm	nm	nm	1 %	9 %	5 %	nm	nm	1.5 x	
Santander Consumer USA	18.16	5	97	6,552	nm	11.1	9.8	9.1	nm	nm	nm	nm	nm	nm	(8)	(5)	(5)	nm	nm	nm	
World Acceptance	81.34	(3)	92	719	nm	11.4	11.5	12.9	nm	nm	nm	nm	nm	nm	2	4	na	nm	nm	na	
International Personal Finance	2.67	3	90	593	nm	7.1	6.9	6.5	nm	nm	nm	nm	nm	nm	6	8	na	nm	nm	na	
Provident Financial	11.20	(6)	25	1,623	nm	7.4	15.2	8.9	nm	nm	nm	nm	nm	nm	1	(3)	(14)	nm	nm	nm	
Regional Management	26.17	6	95	314	nm	12.5	11.0	9.7	nm	nm	nm	nm	nm	nm	13	10	na	nm	nm	na	
Median		1 %	91 %			11.3 x	10.4 x	9.0 x	na	na	na	na	na	na	2 %	6 %	(5)%	na	na	1.5 x	
Mean		1	79			10.6	10.3	8.9	na	na	na	na	na	na	3	4	(5)	na	na	1.5	
ONLINE SHORT-TERM CONSUMER LENDING																					
Ferratum	\$ 35.20	7 %	98 %	\$ 779	\$ 642	45.8 x	31.1 x	19.0 x	na	15.6 x	11.0 x	4.2 x	2.5 x	1.8 x	43 %	35 %	50 %	16 %	17 %	0.6 x	
Curo Group	14.00	(1)	93	557	461	7.9	na	na	2.2	na	na	0.5	na	na	na	na	na	na	na	na	
Enova International	15.85	7	94	530	420	14.4	11.9	9.4	na	2.7	2.3	0.6	0.5	0.4	12	16	na	18	19	na	
goeasy	27.83	3	97	382	365	15.8	12.3	9.7	5.6	4.8	3.8	1.2	1.2	1.0	16	16	na	24	26	na	
Elevate	7.74	5	82	334	280	nm	25.6	7.8	3.9	3.0	1.8	0.4	0.4	0.3	16	22	na	14	19	na	
MyBucks	9.74	(27)	43	109	93	nm	38.8	8.5	na	2.7	1.4	4.2	1.3	0.9	38	42	na	46	62	na	
Median		4 %	94 %			15.1 x	25.6 x	9.4 x	3.9 x	3.0 x	2.3 x	0.9 x	1.2 x	0.9 x	16 %	22 %	50 %	18 %	19 %	0.6 x	
Mean		(1)	85			20.9	23.9	10.9	3.9	5.8	4.0	1.8	1.2	0.9	25	26	50	24	29	0.6	

Selected FT Partners' Research – *Click to View*

October 25, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FINANCIAL
TECHNOLOGY
PARTNERS

credit sesame

in its growth financing with participation from

M **ICP** **INVENTUS** **GLORISAN** **SF**
Menlo Iridium Capital Group

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

for a total consideration of
\$ 42,000,000

Credit Sesame's \$42 million Financing

September 22, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FINANCIAL
TECHNOLOGY
PARTNERS

PROSPER

in its Series G Financing from an investment fund co-managed by

FinEX ASIA

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

for a total consideration of
\$ 50,000,000

Prosper's Series G Financing

December 4, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FINANCIAL
TECHNOLOGY
PARTNERS

oakm'

in its debt financing from

VICTORY PARK CAPITAL

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

for total consideration of approximately
\$47,000,000

Oakam's Debt Financing from Victory Park Capital

December 13, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FINANCIAL
TECHNOLOGY
PARTNERS

INSIKT

in its Series D financing led by

Coppel

with participation from

revolution FIRSTMARK Colchis

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

for a total consideration of
\$ 50,000,000

INSIKT's \$50 million Series D Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 8, 2017

OakNorth

OakNorth Raises £244 million (~\$321 million) in Financing

COLTRANE CLERMONT TOSCAFUND GIC

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

OakNorth Raises £244 million in Financing (includes interview with Co-Founder)

FT PARTNERS FINTECH INDUSTRY RESEARCH

December 8, 2017

COMPASS

Compass Raises \$450 million in Financing from SoftBank Vision Fund

SoftBank

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Compass Raises \$450 million in Financing from SoftBank

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 9, 2017

WeLab
democratizing finance

WeLab Raises \$220 million in Series B+ Equity and Debt Financing

Alibaba **IFC** **CREDIT SUISSE**
Ant Group International Finance Corporation

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

WeLab Raises \$330 million in Series B+ Equity and Debt Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 9, 2017

monzo

Monzo Raises £71 million (~\$93 million) in Financing Led By Goodwater Capital

GOODWATER CAPITAL

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Monzo Raises Approximately \$93 million in Financing

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Track Record of Success in the Alternative Lending / Lending Tech Space

Student / Personal Loan

Financial Technology Partners LP
FTP Securities LLC

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

earnest

in its Series B minority financing led by



for total consideration of

\$ 75,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Consumer Home Improvement Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive
role as financial advisor to

GreenSky

in its minority investment from



for total consideration of

\$ 300,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Consumer Marketing / Credit Lead Generation

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to

capitalG

in its lead investment in

credit karma

with additional participation from



for approximately

\$ 85,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Contract Financing

Financial Technology Partners LP
FTP Securities LLC

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



in its financing, including investment from



for approximately

\$ 15,000,000



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Focused Exclusively on Financial Technology

Marketplace Lending

Financial Technology Partners LP
FTP Securities LLC

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

PROSPER

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



for up to

\$ 5,000,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

SaaS-based Loan Origination

Financial Technology Partners LP
FTP Securities LLC

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

WebEquity
solutions™

in its sale to

MOODY'S



The Only Investment Bank
Focused Exclusively on Financial Technology

SMB Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its
role as advisor to

Kabbage

in its Series E minority financing led by



for total consideration of

\$ 135,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Supplier Finance Solutions

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
financial advisor to

taulia

in its investment from

QUESTMARK PARTNERS
zouk BBVA edbi

for total consideration of approximately

\$ 65,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Significant Experience Across the Banking Technology Space

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as financial advisor to</p> <p>GreenSky™</p> <p>in its minority investment from</p> <p>DST ICONIQ</p> <p>TPG WILLINGHAM MANAGEMENT</p> <p>for total consideration of</p> <p>\$ 300,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its role as strategic and financial advisor to</p> <p>Heartland</p> <p>in its sale to</p> <p>globalpayments</p> <p>for total consideration of</p> <p>\$ 4,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its role as advisor to</p> <p>Kabbage</p> <p>in its Series E minority financing led by</p> <p>ING Scotiabank</p> <p>for total consideration of</p> <p>\$ 135,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as sole strategic and financial advisor to</p> <p>earnest</p> <p>in its Series E minority financing led by</p> <p>BV maveron ADAM STREET</p> <p>for total consideration of</p> <p>\$ 75,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as strategic and financial advisor to</p> <p>MERCURY®</p> <p>in its cash sale to</p> <p>vantiv</p> <p>for total consideration of</p> <p>\$ 1,650,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its role as advisor to</p> <p>capitalG</p> <p>in its lead investment in</p> <p>credit karma</p> <p>with additional participation from</p> <p>TIGER SIG Ribbit Capital</p> <p>for approximately</p> <p>\$ 85,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as financial advisor to</p> <p>optimalblue</p> <p>in its sale to</p> <p>GTCR</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as sole strategic and financial advisor to</p> <p>WebEquity solutions™</p> <p>in its sale to</p> <p>Moody's</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as Capital Markets & IPO Advisor to</p> <p>ELLIE MAE™</p> <p>in its</p> <p>\$45,000,000</p> <p>Initial Public Offering</p> <p>valuing the equity at approximately</p> <p>\$ 146,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as financial advisor to</p> <p>GreenSky™</p> <p>in its minority investment from</p> <p>FIFTH THIRD BANK</p> <p>for total consideration of</p> <p>\$ 50,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as sole strategic and financial advisor to</p> <p>F2ST PAY</p> <p>in its growth financing from</p> <p>OAK HC/FT</p> <p>for total consideration of approximately</p> <p>\$ 15,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as sole strategic and financial advisor to</p> <p>CORILLIAN</p> <p>in its sale to</p> <p>CheckFree</p> <p>for approximately</p> <p>\$ 245,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as financial advisor to</p> <p>borro®</p> <p>in its growth financing for total consideration of</p> <p>\$ 19,500,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its role as advisor to</p> <p>CIBC</p> <p>in its strategic investment in</p> <p>Bain Capital Ventures</p> <p>for total consideration of approximately</p> <p>\$ 70,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as sole strategic and financial advisor to</p> <p>customcredit systems</p> <p>a portfolio company of</p> <p>Triton Pacific Capital Partners, LLC</p> <p>in its sale to</p> <p>MISYS</p> <p>a portfolio company of</p> <p>Vista Equity Partners</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as sole strategic and financial advisor to</p> <p>L2C inc</p> <p>in its sale to</p> <p>TransUnion</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as financial advisor to</p> <p>Upstart</p> <p>in its Series C financing led by</p> <p>THIRD POINT VENTURES</p> <p>with additional participation from</p> <p>khosla ventures</p> <p>for approximately</p> <p>\$ 35,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as sole strategic and financial advisor to</p> <p>BlueTarp Financial</p> <p>in its financing, including investment from</p> <p>HIGHLAND CAPITAL PARTNERS TRINITY</p> <p>for approximately</p> <p>\$ 15,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as sole strategic advisor to</p> <p>lighter capital</p> <p>in its growth financing for total consideration of</p> <p>\$ 9,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as sole strategic and financial advisor to</p> <p>FLEET ONE</p> <p>in its cash sale to</p> <p>wex</p> <p>for total consideration of approximately</p> <p>\$ 369,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its exclusive role as sole debt capital advisor to</p> <p>jack henry & ASSOCIATES INC.</p> <p>in its acquisition of</p> <p>iPay Technologies</p> <p>for total consideration of approximately</p> <p>\$ 300,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

FT Partners Advised on Many of the Largest Alternative Lending Transactions

Company	Investor(s)	Amount Raised
PROSPER	Affiliates of NEW RESIDENTIAL INVESTMENT CORP. Jefferies THIRD POINT	\$5,000,000,000 Loan Commitment
GreenSky™	FIFTH THIRD BANK	2,000,000,000 Loan Commitment 50,000,000 Investment
GreenSky™	TPG DST ICONIQ WELLINGTON MANAGEMENT	300,000,000
Kabbage®	RCP REVERENCE CAPITAL PARTNERS ING Santander InnoVentures Scotiabank®	135,000,000
earnest	ADAMS STREET PARTNERS BV Battery Ventures maveron	75,000,000
taulia®	QUESTMARK PARTNERS zouk BBVA edbi	65,000,000
INSIKT	Coppel FIRSTMARK revolution Colchis CAPITAL	50,000,000
PROSPER	Fund Co-Managed by: FinEX ASIA	50,000,000

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

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as advisor to</p> <p>capitalG</p> <p>in its lead investment in</p> <p>credit karma</p> <p>with additional participation from</p> <p>TIGER SIG Ribbit Capital</p> <p>for approximately</p> <p>\$ 85,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>F2ST PSY</p> <p>in its growth financing from</p> <p>OAK HC/FT</p> <p>for total consideration of approximately</p> <p>\$ 15,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic advisor to</p> <p>lighter capital</p> <p>in its growth financing for total consideration of</p> <p>\$ 9,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as financial advisor to</p> <p>Upstart</p> <p>in its Series C financing led by</p> <p>THIRD POINT</p> <p>with additional participation from</p> <p>khosla ventures</p> <p>for approximately</p> <p>\$ 35,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>Bluebird</p> <p>in its financing, including investment from</p> <p>HIGHLAND TRINITY</p> <p>for approximately</p> <p>\$ 15,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>borro</p> <p>in its growth financing for total consideration of</p> <p>\$ 19,500,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>L2C inc</p> <p>in its sale to</p> <p>TransUnion</p> <p>for total consideration of</p> <p>\$ 25,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>nav</p> <p>in its minority investment from</p> <p>Experian</p> <p>KPCB CROSSLINK CAPITAL</p> <p>for total consideration of</p> <p>\$ 25,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as Capital Makers & IPO Advisor to</p> <p>ELLIE MAE</p> <p>in its</p> <p>\$45,000,000</p> <p>Initial Public Offering</p> <p>valuing the equity at approximately</p> <p>\$ 146,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>CIBC</p> <p>in its strategic investment in</p> <p>Bain Capital Ventures</p> <p>for total consideration of approximately</p> <p>\$ 70,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>customcredit systems</p> <p>aportfolio company of</p> <p>Triton Pacific Capital Partners, LLC</p> <p>in its sale to</p> <p>MISYS</p> <p>aportfolio company of</p> <p>Vista Equity Partners</p> <p>for total consideration of</p> <p>\$ 70,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>WebEquity solutions™</p> <p>in its sale to</p> <p>Moody's</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

FT Partners Advises Prosper on its Series G Financing

Overview of Transaction

- On September 22, 2017, Prosper Marketplace announced that it has raised \$50 million in a Series G financing round from an investment fund co-managed by FinEx Asia
- San Francisco, CA-based Prosper is a leading marketplace lending platform for consumer loans, connecting people who want to borrow money with individuals and institutions that want to invest in consumer credit
 - To date, over \$10 billion in personal loans have been originated through the Prosper platform for debt consolidation and large purchases such as home improvement projects, medical expenses and special occasions
- Based in Hong Kong, FinEx Asia is the first global FinTech marketplace connecting Asian investors with high quality, low volatility asset classes, including U.S. consumer lending

Significance of Transaction

- The Series G investment, which brings Prosper's total equity raised to \$410 million to date, will be used to make strategic investments in the Company's platform and products

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Prosper and its Board of Directors
- FT Partners also advised on [Prosper's \\$5 billion loan purchase agreement](#) from a consortium of institutional investors
- This transaction 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 Series G Financing from

an investment fund co-managed by

FinEX
A S I A

for total consideration of

\$ 50,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
Focused Exclusively on Financial Technology*

FT Partners Advises Prosper on its Financing

Overview of Transaction

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

Significance of Transaction

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

FT Partners' Role

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

Financial Technology Partners LP FTP Securities LLC

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

PROSPER

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

Affiliates of



Jefferies



for up to

\$ 5,000,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

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*

Award-Winning Investment Banking Franchise Focused on Superior Client Results

Institutional Investor
Institutional Investor
Annual Ranking

2017
2015 - 2016
2006 - 2008

- Ranked #1 Most Influential Executive on Institutional Investor's FinTech 35 List
- Steve McLaughlin Ranked Top 5 on Institutional Investor's FinTech 35 List
- Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"

I The Information

2016

- Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor
Awards

2015 - 2017

2010 - 2014

2004 - 2007

- 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
- 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
- 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



Middle Market
Financing Awards

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

The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York and San Francisco from 1995-2002 Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	22
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York, London and Los Angeles beginning in 1995 Wharton M.B.A. 	22
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	21
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Former Managing Director / Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA) 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Former Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank 	19
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners in 2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	15
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> 11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	14
Andrew McLaughlin <i>Managing Director</i>		<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	11