

FT PARTNERS FINTECH INDUSTRY RESEARCH

October 12, 2018



CDPQ and Generation Acquire FNZ

Valuing the Company at £1.65 billion (~\$2.18 billion)



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



Ranked #1 Most Influential Person in all of FinTech in Institutional Investors "FinTech Finance 40"



THE M&A ADVISOR

Numerous Awards for Transaction Excellence including "Deal of the Decade"

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Transaction Summary

Transaction Summary

- On October 9, 2018, CDPQ and Generation Investment Management announced that they have agreed to acquire two-thirds of FNZ from General Atlantic and H.I.G. Capital ⁽¹⁾
 - The deal values the Company at £1.65 billion, or approximately \$2.18 billion
 - Around 400 shareholding employees will continue to own a third of FNZ after the deal ⁽¹⁾
- The acquisition represents the first investment by CDPQ-Generation, a unique, sustainable equity partnership for investing over the long term
- FNZ is a global FinTech firm that transforms the way financial institutions serve their wealth management customers
 - The Company partners with banks, insurers, and asset managers to help consumers better achieve their financial goals
 - FNZ is responsible for over £330 billion, or approximately \$435 billion, in assets under administration held by around 5 million customers at some of the world's largest financial institutions
- The acquisition is expected to allow FNZ to continue to invest in its technology and service proposition to the benefit of its customers, employees, and investors

FNZ Transaction History

(\$ in mm)

Announce Date	Type	Acquirer(s)	Amount
10/09/18	M&A	 CDPQ generation	\$2,180
02/19/12	Financing	 GENERAL ATLANTIC	na
01/26/09	M&A	 H.I.G. CAPITAL	na

Recent Acquisition Activity

		Target	
07/10/18	M&A	 ebase	\$178

Transaction Commentary

"We see a unique opportunity to create a global-scale platform for wealth management. This requires a willingness to invest for the long-term. The firm's 400 employee shareholders are firmly committed to this outcome and CDPQ-Generation is the perfect partner, given its unique 8-15 year time horizon and focus on sustainable investments."



Adrian Durham
CEO & Founder



"We have researched the best global financial services technology businesses with a focus on companies that have long term, truly global-scale potential. We are extremely excited to partner with FNZ management team to build a business over a time period which is not typical for either private equity or public equity businesses. Through our newly announced partnership with Generation, we are creating a new model of sustainable equity investing which reflects the ethos of both companies, and is ideally suited to the objectives of long term sustainable value creation."



Stephane Etroy
Executive VP & Head of PE



"FNZ represents an outstanding first investment for our new partnership. It is an exceptional company with a management team that has demonstrated its ability to innovate and grow in the fast-moving FinTech sector. We believe our long-term approach will suit the company and allow it to continue to invest in its technology and service proposition to the benefit of savers and pensioners, as well its employees, customers and investors."

generation

David Blood
Senior Partner & Co-Founder



FNZ Overview

Company Overview

Headquarters:



London, UK

Founded:

2003

- FNZ was founded in New Zealand and develops APIs that span the entire wealth management value chain
- The Company partners with major financial institutions to enable them to provide multi-channel wealth management services to their clients across direct, intermediated and workplace channels
- Solutions are provided as services combining technology and administration outsourcing and are customized for asset managers, life insurers, private banks, retail banks and wealth managers
- FNZ partners with over 60 financial institutions globally and employs over 1,400 people across London, Bristol, Edinburgh, Basingstoke, Wellington, Melbourne, Sydney, Hong Kong, Shanghai, Singapore, and Brno

Management Team



Lord Alexander Leitch
Group Chairman



Adrian Durham
CEO & Founder



Vivienne Sacco
CFO,
Board of Directors



Leigh Bartlett
Group CFO



Hugh Evans
Managing Director,
Business Development

Products & Services Overview

FNZ One



Client Account & Portfolio Management

- Client, account, and portfolio management service for a range of asset and liability types
- Multi-channel distribution support enables seamless wealth management services across institutional, advised, direct, and workplace channels

FNZ X-Hub



Discretionary Portfolio Management

- Seamlessly connecting investors with discretionary asset managers
- Enables either bulk or individual management of investor accounts under discretionary or advised mandates

FNZ Clear



Global Multi-Asset Trade Execution, Clearing & Custody

- Trade execution, settlement, and custody service
- Arranges and provides a single point of access for execution across global equities and exchange traded securities, funds, fixed interest and FX with a range of market counterparties

FNZ Transfer



Transfer Agency & Distribution

- Full-service transfer agency and distribution support for fund managers
- Cost and risks associated with register management are minimized through highly automated systems and processes

CDPQ-Generation Acquires FNZ



CDPQ-Generation Overview



CEO: Michael Sabia

Headquarters: Québec, Canada

Investment Range: \$75 – 150 mm (Growth);
\$750 mm+ (Buyout)

Investment Type: Venture; Growth; Buyout; PIPE

- Founded in 1965 by the Quebec government to manage the funds of the Quebec Pension Plan, CDPQ now manages the funds of 40 public and parapublic organizations, mainly pension and insurance plans
- The Company manages over \$300 bn, and invests its clients' funds worldwide, targeting high-quality assets rooted in the real economy

Recent FinTech Investments

Announce Date	Type	Target	Amount (\$ in mm)	Research Profile
12/11/17	M&A	innocap	na	
10/17/17	Financing	lightspeed	\$166	VIEW
09/27/17	Financing	PIVOTAL PAYMENTS	na	VIEW
06/08/17	Financing	avidxchange	300	VIEW
09/28/16	Financing	sedgwick	500	

generation

Chairman: Al Gore

Headquarters: London, UK

Investment Range: NA

Investment Type: Venture; Growth; Buyout

- Founded in 2004 by David Blood and Al Gore, Generation Investment Management is an investment management partnership focused on key drivers of global change
- Generation invests in sustainable businesses that provide products and services consistent with a low carbon, prosperous, equitable, healthy, and safe society
- The Company is dedicated to long-term investing, integrated sustainability research, and client alignment
- Generation has over \$18.5 bn assets under management as of December 2017
- Generation has three investment strategies, including Global Equity, Asia Equity, and Growth Equity

Recent FinTech Investments

Announce Date	Type	Target	Amount (\$ in mm)	Research Profile
07/25/17	Financing	toast	\$101	VIEW
05/12/15	Financing	DocuSign	278	

CDPQ-Generation Overview

- On October 9, 2018, CDPQ and Generation Investment Management announced a unique partnership for sustainable investing over the long term
- The partnership plans to invest an initial \$3 billion in investments with an 8 – 15 year duration
- The partnership targets businesses with outstanding management teams and solid long-term growth prospects
- The investments will be net positive for the environment, benefit society, and use technology as a key factor for driving change

Selected FT Partners Research – *Click to View*

July 9, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

moneybox

in its Series B Financing led by
8th EIGHT ROADS[™]
with participation from
OXFORD CAPITAL **SAMOI INVESTMENTS**

The Only Investment Bank Focused Exclusively on FinTech

for approximately
£14,000,000

San Francisco • New York • London

Moneybox's £14 million Series B Financing

May 29, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

moneyfarm

in its Series B Financing from
Allianz **endeavor** **Fondazione di Sardegna**

The Only Investment Bank Focused Exclusively on FinTech

for approximately
£40,000,000

San Francisco • New York • London

Moneyfarm's £40 million Series B Financing

May 2, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

CVC
Capital Partners

in its acquisition of
OANDA

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San Francisco • New York • London

CVC Capital Partners' Acquisition of OANDA

October 19, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

TRUST COMPANY OF AMERICA

in its sale to
E*TRADE[™]

The Only Investment Bank Focused Exclusively on FinTech

for total cash consideration of
\$ 275,000,000

San Francisco • New York • London

TCA's \$275 million sale to E*TRADE

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 8, 2018

dun&bradstreet

Investor Group Acquires Dun & Bradstreet (NYSE:DNB) for Approximately \$6.9 billion

THL Thomas H. Lee Partners **CC Capital** **CANNAE**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Investor Group Acquires Dun & Bradstreet for \$6.9 billion

FT PARTNERS FINTECH INDUSTRY RESEARCH

September 24, 2018

TRUMID

Trumid Raises \$53 million in Financing led by Singapore Exchange (SGX:S68)

SGX

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Trumid Raises \$53 million in Financing Led by Singapore Exchange

FT PARTNERS FINTECH INDUSTRY RESEARCH

September 19, 2018

Nasdaq

Nasdaq (NASDAQ:NASDAQ) Acquires Cinnober Financial Technology (OM:CINN) for \$190 million

Cinnober

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San Francisco • New York • London

Nasdaq Acquires Cinnober for \$190 million

FT PARTNERS FINTECH INDUSTRY RESEARCH

July 20, 2018

STATE STREET

State Street (NYSE:STT) Acquires Charles River Development for Approximately \$2.6 billion

Charles River

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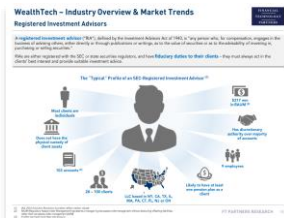
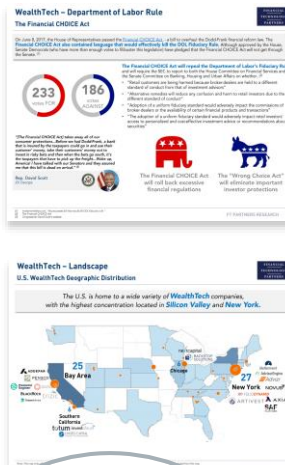
San Francisco • New York • London

State Street Acquires Charles River Development for \$2.6 billion

[VIEW MORE FT PARTNERS RESEARCH](#)

WEALTHTECH

The Digitization of Wealth Management



FNZ was recently featured in the report

FT Partners' 180+-page report is an in-depth examination of the dramatic changes sweeping across the wealth management industry. The traditional investment management and registered investment advisor ("RIA") industries are facing numerous threats, and while firms in the industry recognize the need to respond, technology-driven innovation is not a core expertise of most RIAs and investment managers. Consequently, there has been a groundswell of FinTech companies bringing digital capabilities to the traditional wealth management industries. Collectively, we label this segment of FinTech as WealthTech.

Additional highlights of the report include:

- Visual WealthTech industry landscape including multiple sub-categories
- Exclusive interviews of CEOs at notable disruptive companies
- Proprietary list of financing and M&A transactions in the space
- Detailed company profiles of both private and public players

Selected FT Partners Capital Markets / WealthTech Transactions

M&A Transactions

Financial Technology Partners LP
FTP Securities LLC

is planned to announce its exclusive role as advisor to

BLACKROCK

in its 100% acquisition of

FutureAdvisor

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

CVC
Capital Partners

in its acquisition of

OANDA

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Financial Technology Partners LP
FTP Securities LLC

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

TRUST COMPANY OF AMERICA

in its sale to

E*TRADE

for total consideration of

\$ 275,000,000

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Financial Technology Partners LP
FTP Securities LLC

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

AT&T

in its sale to

citi

for cash and stock consideration of approximately

\$ 680,000,000

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Financial Technology Partners LP
FTP Securities LLC

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

PENSCO
TRUST COMPANY

in its sale to

OpusBank
BUILD YOUR MASTERSPIECE™

for total consideration of

\$ 104,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Financial Technology Partners LP
FTP Securities LLC

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

INSTINET

in the sale of its stake in

CHIX EUROPE

to

BATS

for total consideration of approximately

\$ 305,000,000

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Financial Technology Partners LP
FTP Securities LLC

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

THE MARKETS.COM

in its sale to

Capital IQ
A Division of Standard & Poor's

for total consideration of approximately

\$ 300,000,000

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Financial Technology Partners LP
FTP Securities LLC

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

WOMBAT
FINANCIAL SOFTWARE

in its sale to

NYSE Euronext

for total consideration of approximately

\$ 225,000,000

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Financial Technology Partners LP
FTP Securities LLC

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

Alpha

in its acquisition by

CHIX EUROPE

TMX **Maple Group**

for total consideration of approximately

\$ 175,000,000

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Financial Technology Partners LP
FTP Securities LLC

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

ITG
INVESTMENT TECHNOLOGY GROUP

in the services of

macgregor

for cash consideration of approximately

\$ 230,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Financing Transactions

Financial Technology Partners LP
FTP Securities LLC

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

riskalyze

in its equity investment led by

FTV CAPITAL

for total consideration of

\$ 20,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Financial Technology Partners LP
FTP Securities LLC

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

alphasense

in its growth financing from

Quantum Strategic Partners

in private investment vehicle managed by

Triangle Peak

for total consideration of

\$ 33,000,000+

FINANCIAL TECHNOLOGY PARTNERS
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Financial Technology Partners LP
FTP Securities LLC

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

ADDEPAR

in its Series D financing co-led by

VALOR 8VC

Harald McPike

for total consideration of

\$ 140,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Financial Technology Partners LP
FTP Securities LLC

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

moneyfarm

in its Series B financing from

Allianz

for approximately

£ 40,000,000

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Financial Technology Partners LP
FTP Securities LLC

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

ENVESTNET

in its

\$69,000,000
Initial Public Offering

valuing the equity at approximately

\$ 300,000,000

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Financial Technology Partners LP
FTP Securities LLC

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

liquidnet

in its financing for approximately

\$ 250,000,000

valued at approximately

\$ 1,800,000,000

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Financial Technology Partners LP
FTP Securities LLC

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

AXIAL

in its financing led by

Edison
PARTNERS

for total consideration of approximately

\$ 14,000,000

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Financial Technology Partners LP
FTP Securities LLC

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

TradingScreen
SIMPLIFYING GLOBAL MARKETS™

in its minority recapitalization for

\$ 110,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Financial Technology Partners LP
FTP Securities LLC

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

ITG
INVESTMENT TECHNOLOGY GROUP

in its debt financing

Senior Revolving Credit Facility
Senior Term Loan

of approximately

\$ 205,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Financial Technology Partners LP
FTP Securities LLC

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

MarketAxess

in its minority capital raise with

TCV
TECHNOLOGY CREDIT VENTURES

for approximately

\$ 35,000,000

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FT Partners has advised on some of the most prominent and groundbreaking transactions in the Securities / Capital Markets / Wealth Technology sectors

CVC Capital Partners' Acquisition of OANDA

Overview of Transaction

- On May 2, 2018, the shareholders of OANDA announced a sale of the company to funds managed by CVC Capital Partners
- Founded in 1995, OANDA is a global online retail trading platform, currency data, analytics and money transfer company
 - OANDA combines its award-winning technology and institutional-grade execution across a wide range of asset classes, enabling clients to trade currencies, equity indices, commodities, treasuries and precious metals
- CVC Capital Partners is a leading private equity and investment advisory firm managing over \$70 billion in assets

Significance of Transaction

- Under the new ownership, OANDA will continue to be led by Chief Executive Officer, Vatsa Narasimha, who was pivotal in the investment from CVC and instrumental in growing the business at a CAGR of over 25% since 2015
- CVC will support OANDA's continued growth including initiatives to make strategic acquisitions in Asia, and in investing to further broaden its product set

FT Partners' Role

- FT Partners served as sole strategic and financial advisor to CVC Capital Partners
- This transaction highlights FT Partners' expertise in the Capital Markets Tech space and continued success in providing buy side advisory to top-tier financial sponsors

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CVC
Capital Partners

in its acquisition of

 **OANDA**

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TECHNOLOGY
PARTNERS

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FT Partners Advises TCA on its Sale to E*TRADE

Overview of Transaction

- On October 19, 2017, Trust Company of America (“TCA”) announced its sale to E*TRADE Financial Corporation (“E*TRADE”) (Nasdaq: ETFC) for \$275 million in cash
- Headquartered in Denver, CO, TCA is a leading provider of technology solutions and custody services to independent RIAs, helping them scale operations, more effectively manage client relationships and focus on growing their practice
- E*TRADE is a leading financial services company and a pioneer in the online brokerage industry, offering easy-to-use solutions for individual investors and stock plan participants
- The transaction is expected to close in the second quarter of 2018

Significance of Transaction

- The acquisition will allow E*TRADE to tap into the growing RIA segment in the industry and bolster its ability to attract and retain customers in need of higher-touch services
- Leverages E*TRADE’s brand to accelerate growth at TCA
- Creates additional upside opportunities over time through cross-selling of margin lending, securities-based lending, options, etc.

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to TCA and its Board of Directors
- This transaction underscores FT Partners’ successful track record generating highly favorable outcomes for leading WealthTech companies

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sole strategic and financial advisor to*



in its sale to

E*TRADE®

for a total consideration of

\$ 275,000,000



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FT Partners Advises Addepar on its Series D Financing

Overview of Transaction

- On June 8, 2017, Addepar announced it has raised \$140 million in Series D financing co-led by Harald McPike, the founder of QuantRes, along with Valor Equity Partners and 8VC
- Headquartered in Mountain View, CA, Addepar is a leading provider of portfolio management and reporting software and services that seeks to become the infrastructure that will connect all aspects of global finance
- Harald McPike is the founder of QuantRes, a quantitative trading firm, and a global private investor with a focus on the financial and technology sectors
- Valor Equity Partners is an operational growth investment firm that does both minority and majority investments in high growth companies at various stages of development
- 8VC is a venture capital firm that makes seed to later stage investments with a focus on the technology industry

Significance of Transaction

- The financing capitalizes on Addepar's unprecedented growth — from \$300 billion to over \$650 billion assets on platform in less than 18 months — as top wealth managers embraced Addepar's category-defining client reporting software
- With the new capital, Addepar will continue investing significantly in R&D, expanding its product, platform and tech-enabled services to unlock more value for its clients while also serving a wider range of wealth and asset management firms

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Addepar
- Transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies as well as its deep domain expertise and experience in the WealthTech space

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in its Series D financing co-led by



Harald McPike

for total consideration of

\$ 140,000,000



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FT Partners Advises PENSICO Trust Company in its Sale to Opus Bank

Overview of Transaction

- On January 25, 2016, PENSICO Trust Company ("PENSICO") announced its sale to Opus Bank ("Opus") (NASDAQ: OPB) for approximately \$104 million (as adjusted) in a mix of cash and stock
- Backed by Panorama Point Partners, PENSICO is a leading custodian of self-directed IRA and alternative investments
- Opus is an FDIC insured California-chartered commercial bank with \$6.2 billion of total assets, \$5.0 billion of total loans, and \$4.9 billion in total deposits
- Following the transaction, PENSICO will operate as a subsidiary of Opus
- The transaction is expected to close in Q2 2016

Significance of Transaction

- The acquisition positions Opus at the forefront of the alternative asset wealth services business
- PENSICO provides Opus with strong, recurring non-interest income based on assets under custody
- The transaction also presents additional potential revenue opportunities through Opus' Merchant Bank, Commercial Bank, Retail Bank and Opus Financial Partners, Opus' broker-dealer subsidiary

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to PENSICO and its Board of Directors
- Highlights FT Partners' continued success advising a broad range of top-tier strategic investors across the financial technology landscape

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PENSICO
TRUST COMPANY

in its sale to



OpusBank
BUILD YOUR MASTERPIECE®

for total consideration of approximately

\$ 104,000,000



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FT Partners Advises Shareholder InSite on its Sale to Ipreo

Overview of Transaction

- On November 4th, 2014, Shareholder Insite, Inc. ("Shareholder Insite") was acquired by Ipreo
- Shareholder InSite is the premier provider of shareholder data management, analytics, reporting and valuation solutions and services for venture capital and private equity investors and private companies in their portfolios
- Financial terms of the transaction were not disclosed

Significance of Transaction

- Blackstone and Goldman Sachs, provides a foundation for Ipreo's new Alternative Assets business, leveraging its strengths in data management and capital-raising workflow with Shareholder InSite's industry expertise and complementary industry-leading solutions
- Shareholder InSite's marquee products, Qval and CapControls, are the industry standards for the administrative, deal modeling, and valuation needs for alternative asset managers; its suite of robust self-valuation solutions delivers financial insights, simplifies and accelerates audit processes, and improves the accuracy and defensibility of valuations

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Shareholder Insite and its Board of Directors
- FT Partners leveraged its deep knowledge and extensive experience to help navigate significant inbound interest to find the right strategic partners for the business and achieve a highly favorable outcome for stakeholders
- Transaction demonstrates FT Partners' continued success in achieving highly attractive outcomes for entrepreneurs across the financial technology industry

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ShareholderInSite™

in its sale to

 IPREO

FINANCIAL
TECHNOLOGY
PARTNERS

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Focused Exclusively on Financial Technology*

Award-Winning Investment Banking Franchise Focused on Superior Client Results



2018

- 2018 Top Investment Bank in FinTech



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"



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 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. 	23
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004 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 and Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	22
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly Managing Director and 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) 	21
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Practice Former Equity Research Analyst on #1 ranked team at UBS Former Economist at the Federal Reserve Bank 	20
Mike Nelson <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey, began investment banking career at Piper Jaffray Kellogg M.B.A. 	18
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs from 2000-2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	16
Kate Crespo <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 12+ years of FinTech transaction execution experience Dartmouth M.B.A. 	16
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	15
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 	12