

December 4, 2015

Financial Technology Partners

FT Partners Research – Transaction Profile



WARBURG PINCUS

acquire a 49% stake in



Courtesy of:

FINANCIAL
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*The Only Investment Bank
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www.ftpartners.com



Financial Technology Partners

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General Atlantic & Warburg Pincus Acquire 49% Stake in Network International

Transaction Overview

Transaction Overview

- On November 26, 2015, General Atlantic and Warburg Pincus announced they acquired a 49% stake in UAE-based payments company Network International, as the Middle East moves from a cash-based economy towards more electronic payments
- The US private equity firms purchased the minority stake from the Dubai-based investment firm Abraaj Group
 - Dubai bank Emirates NBD retains the remaining 51% stake
 - In 2010, The Abraaj Group acquired a stake in the Company and had earlier sought an initial public offering last summer ⁽¹⁾
- The investment represents General Atlantic's first Middle East investment and only Warburg Pincus' second investment in the geography
- According to Joseph Schull, Managing Director at Warburg Pincus, an initial public offering of Network International in five to seven years is "certainly a possibility"
- With the new liquidity, the Company intends to undertake a more aggressive acquisition program ⁽²⁾

Network International Commentary

"We are thrilled to partner with Warburg Pincus and General Atlantic, two of the world's leading investment firms, as well as our existing partner Emirates NBD. We also recognize the significant contribution that Abraaj has made to the expansion of the business in the last five years. As Network International enters an exciting new stage in our growth and development across the Middle East and Africa, we are confident that General Atlantic and Warburg Pincus will be invaluable strategic partners given their deep expertise in the payments sector."

- Abdulla Qassem, Chairman of Network International

Investor Commentary

"We are seeing a rapid rise in consumer demand for electronic payments due to the growth in card usage, internet adoption, and smartphone penetration. Network International is well positioned for growth, as it continues to make transactions simpler, more affordable, and more reliable for the entire value chain of banks, merchants, and consumers."

- Gabriel Caillaux, Managing Director of General Atlantic

"Network International benefits from a leading market position in an exciting market and region, an excellent management team, and best-in-class products and services. As the payments sector continues to benefit from long-term structural growth, we are delighted to partner with CEO Bhairav Trivedi, his talented management team and Emirates NBD, to help Network International extend its leadership position across the Middle East and Africa."

- Joseph Schull, Managing Director of Warburg Pincus

General Atlantic & Warburg Pincus Acquire 49% Stake in Network International

Network International Overview

Company Overview

CEO: Bhairev Trivedi

Headquarters: Dubai, UAE

Founded: 1994

- **Network International provides its customers with services across the entire payments ecosystem with a focus on merchant acquiring and issue processing**
 - The Company also offers prepaid and loyalty solutions
 - The Company is the only third-party payments processor globally to have a principal membership agreement with both Visa International and MasterCard ⁽¹⁾
- **Network International serves more than 70 banks and financial institutions in the Middle East and North Africa and more than 17,000 individual merchants**
- **The Company operates in Egypt, Botswana, Congo, Ghana, Kenya and Nigeria, as well as other countries in the Middle East ⁽²⁾**
- **Approximately 80% of the Company's revenues are from the UAE – the US private equity firms intend to strengthen Network International's returns in other markets ⁽³⁾**

Management Team



Bhairev Trivedi

- CEO at Network International
- Previously, he served as President and Chief Operations Officer for Sigue Group
- Earned his MBA from Wharton School of Business at UPenn



Guy Noble

- COO at Network International
- Previously, oversaw the creation of the operational capabilities at the Royal Bank of Scotland in London



Rohit Malhotra

- CFO at Network International
- Previously, he was the Head of Financial Policy and Processes at Emirates NBD, where he helped develop an IFRS compliant financial accounting policy framework



Brian Quarrie

- EVP - Sales and Client Management at Network International
- He has extensive international IT, banking and payment systems experience having worked with many financial and retail organizations within the EMEA region





David Mountain

- Chief Commercial Officer at Network International
- Previously, he served as Managing Director of the licensed e-money business of Belgium-based Ogone

General Atlantic & Warburg Pincus Acquire 49% Stake in Network International

Network International Solution Overview

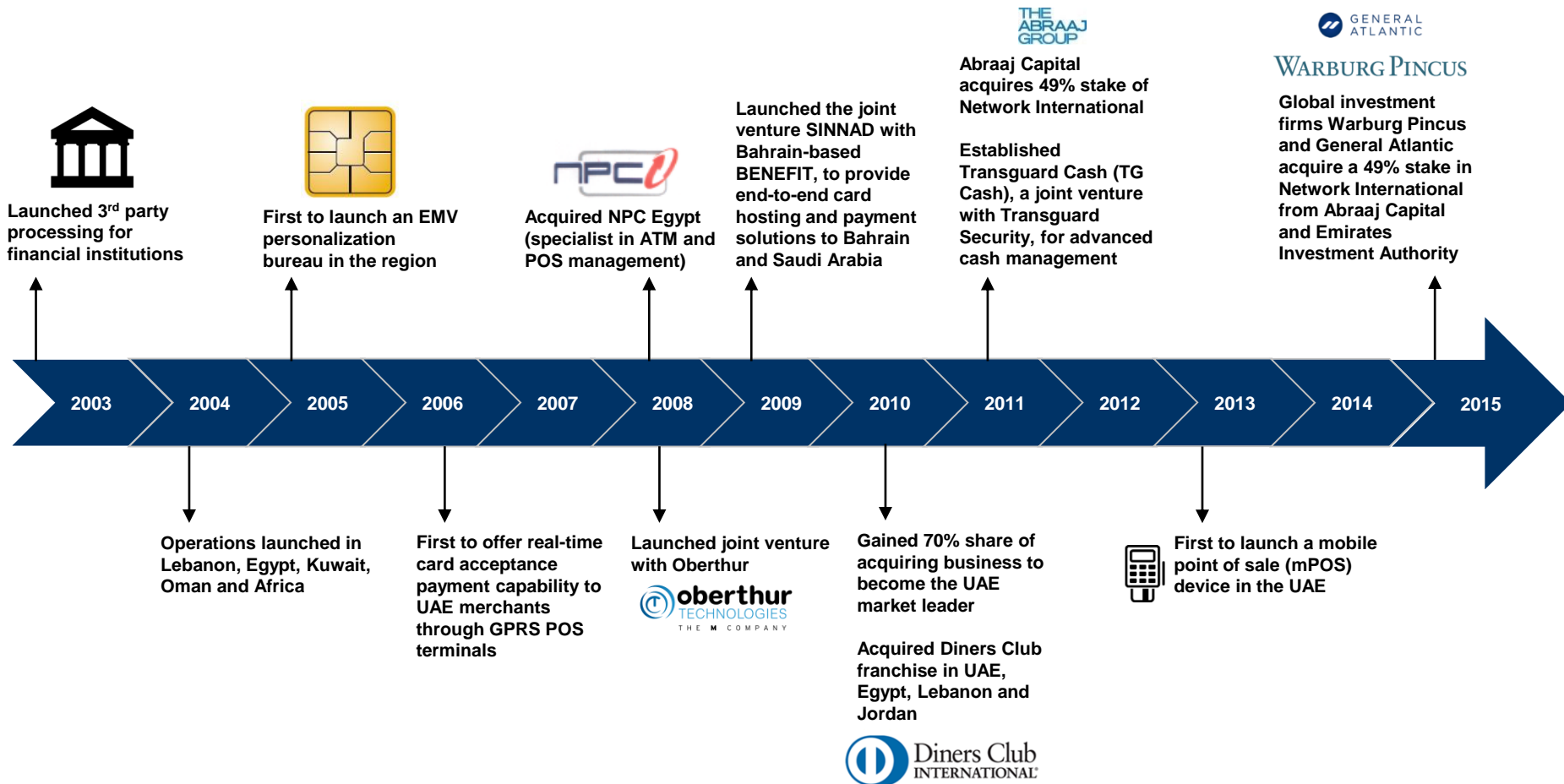
	Financial Institutions	Card Solutions Credit, debit and prepaid card management – debit & EMV chip card issuance – card personalization & fulfillment	Consumer Finance Solutions Customer acquisition, loan, delinquency & repayment management – General ledger accounting system	Processing Services Call Center – E-statements – clearing, settlement & reconciliation – Switching, routing & transaction processing	Value Added Services Mobile Payments, Loyalty Program, Online Authentication, Card Procurement + others
	Retail Merchant	Merchant Card Acceptance and Authorization Leverages relationships with credit card companies & regional banks to offer flexible payment solutions	Point-of-Sale Retail, Hospitality Industry & Trade Counters and Tourism Industry	E-Commerce Payment Gateway, Direct Debit Solution, Merchant Portal	Payment Gateway
	Government	Prepaid Card Management Customer, agent & issuer portals – Back-end card management	E-Commerce Payment Gateway, Direct Debit Solution, Merchant Portal		
	Telecom & Travel	Branded Prepaid Telecom Cards Customer, agent & issuer portals – Back-end card management – Transaction switching – Fraud Monitoring	Loyalty Program Customized Promotion & Campaign Management – Bank-wide & Multi-channel: POS, ATM, internet banking	Mobile Payment Secure elements, NFC enabler, Mobile Graphical Interfaces	


 Through

 ToMorrow. Today.
 The Global e-Payments & Remittance arm of Network International

General Atlantic & Warburg Pincus Acquire 49% Stake in Network International

Network International Timeline / Milestones



General Atlantic & Warburg Pincus Acquire 49% Stake in Network International

Investor Overview – General Atlantic

Overview



Jonathan Korngold
Managing Director



Robbert Vorhoff
Managing Director



David Hodgson
Managing Director



Anton Levy
Managing Director

Selected Location(s)

- New York, NY (HQ)
- Greenwich, CT
- Palo Alto, CA
- Sao Paulo, Brazil
- London, UK
- Amsterdam, Netherlands
- Munich, Germany
- Mumbai, India

About

- Founded in 1980, General Atlantic now has \$8 bn in committed capital and a \$12 bn portfolio, with over 200 employees
- Despite the great diversity of investment interests, General Atlantic places a large emphasis on Business Services, BPO and Healthcare companies
- Primarily invests in companies with strong growth and maturity

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Investment Preferences

Investment Criteria

Fund Size:	na
Fund Raised:	na
Investment Range:	\$75–500mm
Revenue:	na
EBITDA:	na

General Preferences ⁽¹⁾

Control:	Majority, Minority
Geography:	North America, Europe, Asia / Pacific, Latin America
Transaction Type:	Venture, Growth, Buyout, Recapitalization, PIPE, Secondary
Industry Focus:	Retail & Consumer, Financial Services, Healthcare, Internet & Technology

Select Recent Investments / Exits

FinTech / Financial Services Investments ⁽²⁾

Date	Company	Deal Amt. ⁽³⁾	Board Rep.	Sector
09/15	Avant (<i>Series E</i>)	\$325	Aaron Goldman	Bnkg
07/15	Bank of Baroda (<i>Buyout</i>)	na	na	Bnkg
12/14	Adyen (<i>Series B</i>)	250	Jon Korngold	Pymts
09/14	OptionsHouse (<i>Buyout</i>)	na	Rene Kern	CapMkts
09/14	tradeMONSTER (<i>Buyout</i>)	a	Rene Kern	CapMkts
03/14	Klarna (<i>Series D</i>)	124	Anton Levy	Pymts
12/13	Santander Asset Management (<i>Buyout</i>)	1,791	Jon Korngold	CapMkts
07/13	Hyperion Insurance (<i>Secondary</i>)	na	John Bernstein	Ins
12/12	XP Inverimentos (<i>Buyout</i>)	171	Martin Escobari	CapMkts
10/12	BillDesk (<i>PE Growth</i>)	na	na	Pymts
10/12	Cortview (<i>Buyout</i>)	na	Alex Chulack	CapMkts
08/12	KCG Holdings (<i>PIPE</i>)	1,023	Matthew Nimetz	CapMkts
02/12	FNZ (<i>Secondary</i>)	a	John Bernstein	CapMkts
01/10	Markit (<i>PE Growth</i>)**	250	Aaron Goldman	CapMkts
11/08	Grupo Qualicorp (Carlyle)*	44	Jon Korngold	HCIT
10/08	Liberata (<i>Endless</i>)*	36	David Hodgson	BPO
02/08	Emdeon (<i>The Blackstone Group</i>)*	575	Mark Dzialga	HCIT
07/07	GlobalCollect (<i>WCAS</i>)*	na	Klaus Esser	Pymts
07/07	GETCO (<i>PE Growth</i>)	300	Rene Kern	CapMkts

Source: Capital IQ, PitchBook.

(1) Italics indicate preferred control / geography.

(2) * denotes M&A exit; ** denotes IPO exit.

(3) Deal Amount in mm.

General Atlantic & Warburg Pincus Acquire 49% Stake in Network International

Investor Overview – Warburg Pincus

Overview

WARBURG PINCUS



Michael Martin
Head of Financial Services



Cary Davis
Managing Director



Adarsh Sarma
Managing Director



James Neary
Managing Director

Location(s)

- New York, NY (HQ)
- London, UK
- Hong Kong, China
- San Francisco, CA
- Amsterdam, Netherlands
- Frankfurt, Germany
- Shanghai, China
- Mumbai, India

About

- Founded in 1966, by Eric Warburg and Lionel Pincus, Warburg Pincus has invested over \$50bn since inception
- Warburg Pincus brings strong industry knowledge, market experience, the ability to invest and support all stages of a company, a long-term investment horizon, and the ability to fully align the interests of a portfolio company's management and the firm's own interests
- Active portfolio has more than 120 companies of various size across numerous industries

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Investment Preferences

Investment Criteria

Fund Size:	\$11,200mm
Fund Raised:	2012
Investment Range:	\$10–1,000mm
Revenue:	na
EBITDA:	na

General Preferences ⁽¹⁾

Control:	Majority, Minority
Geography:	North America, Europe, Asia / Pac, Latin America
Transaction Type:	Venture, Growth, Buyout, Spinoff, MBO/LBO, Recapitalization, Bankruptcy / Distressed
Industry Focus:	Financial Services, Healthcare, TMT, Energy, Consumer, Industrial and Services

Select Recent Investments / Exits

FinTech / Financial Services Investments ⁽²⁾

Date	Company	Deal Amt. ⁽³⁾	Board Rep.	Sector
11/15	ITG Investment Research (Buyout)	\$120	Cary Davis	CapMkts
10/15	WEX (PIPE)	na	na	Pymts
09/15	Capillary Technologies (Series C)	45	Nitin Nayar	Pymts
07/15	Bank of Baroda (Buyout)	na	na	Bnkg
05/15	PayScale (Buyout)	122	Parag Gupta	Pymts
03/15	DBRS (MBO)	na	Michael Martin	Bnkg
01/15	Avalara (Series D)	42	Justin Sadrian	FMS
12/14	Russell Investments (Buyout)	1,800	na	CapMkts
08/14	Huarong Asset Management (PE Growth)	2,354	na	CapMkts
06/14	EFS (Buyout)	1,000	James Neary	CapMkts
05/14	Capital First (Secondary)	51	Vishal Mahadevia	CapMkts
01/14	Source (Buyout)	na	Cary Davis	CapMkts
12/13	Santander Asset Management (Buyout)	1,791	Daniel Zilberman	CapMkts
12/12	T&C Asset Management (PE Growth)	na	na	CapMkts
08/12	InComm (Secondary)	na	James Neary	Bnkg
03/12	AU Financiers (PE Growth)	50	Vishal Mahadevia	Bnkg
12/11	Santander Consumer USA (MBO)**	1,000	Daniel Zilberman	Bnkg

Source: Capital IQ, PitchBook.

(1) Italics indicate preferred control / geography.

(2) * denotes M&A exit; ** denotes IPO exit.

(3) Deal Amount in mm.

Overview of FT Partners

Selected FT Partners' Research (click to view)



Research Report: Transaction Security



Research Report: PayPal Spin-off Overview



Research Report: Global Money Transfer



Research Report: Apple Unveils Apple Pay



Square Completes its IPO



First Data: Post Quiet Period Review



Worldpay Files for its IPO



Shopify: Post Quiet Period Review

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 13 years of exclusive focus on Financial Technology. Please visit our [subscription form](#) to subscribe to our exclusive monthly newsletter and receive our research reports.

Overview of FT Partners

FT Partners is the Leader in Financial Technology Investment Banking

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

MERCURY®
in its cash sale to

vantiv
for total consideration of approximately
\$1,650,000,000

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

MERCURY®
in its approximately 60% majority sale to

SILVERLAKE
for aggregate consideration of approx.
\$ 900,000,000

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

Currencies Direct
in its sale to

Palamon
Capital Partners
CORSAIR CAPITAL
for a total consideration of
\$310,000,000+

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

azimo
in its Series B financing led by

frog
capital
for approximately
\$ 20,000,000

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

avidxchange
in its Series E minority financing from

Bain Capital Ventures
FOUNDRY GROUP **TPG** **KeyBank** **myca**
for total consideration of
\$ 225,000,000

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

OZFOREX
FOREIGN EXCHANGE SERVICES
in its
Initial Public Offering
valuing the equity at approximately
A\$480,000,000

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as advisor to

CIBC
in its strategic investment in

MasterCard **Bain Capital Ventures**
with additional participation from
\$70,000,000

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

VERUS
in its sale to
sage
for cash consideration of approximately
\$ 325,000,000

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

CentralPayment
in its Strategic Investment by
TSYS
\$ 100,000,000+

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

FLEET ONE
in its cash sale to

wex
for total consideration of approximately
\$ 369,000,000

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

nmi
in its growth investment by
BregalSagemount
for a total valuation of nearly
\$ 200,000,000

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

century PAYMENTS
in its sale to
WorldPay
a portfolio company of
Advent International **BainCapital**

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as
strategic and financial advisor to

TRANSFIRST
in its cash sale to

Vista Equity Partners
from
WCAS
\$1,500,000,000

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole debt capital advisor to

jack henry & ASSOCIATES INC.
in its acquisition of
iPay Technologies
for total consideration of approximately
\$ 300,000,000

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

CUSTOM HOUSE
in its sale to
WESTERN UNION
For total cash consideration of approximately
\$ 370,000,000

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

VeriFone
THE WAY TO PAY™
in its
\$177,000,000
Initial Public Offering
valuing the equity at approximately
\$ 650,000,000

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Financial Technology Partners LP
FTP Securities LLC
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sole strategic and financial advisor to

PROPAY
in its sale to
TSYS
\$ 100,000,000+

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

lynk
in its sale to
The Royal Bank of Scotland
for cash consideration of approximately
\$ 525,000,000

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Overview of FT Partners

FT Partners Advises on Strategic Sale of Mercury for \$1.65 bn in Cash to Vantiv

Transaction Overview and Rationale

Overview of Transaction

- Mercury announced its sale to Vantiv for \$1.65 billion in cash on May 12, 2014
- Vantiv will fund the acquisition with committed financing; the transaction is expected to close in the second quarter of 2014
- This transaction is Vantiv's largest acquisition to-date (~5x larger than its acquisition of Litle) and one of the largest strategic merchant acquiring M&A transactions consummated in over a decade

Significance of Transaction

- Vantiv's acquisition of Mercury accelerates the Company's growth in the integrated payment space by significantly expanding distribution channels and technology capabilities
- Expands Vantiv's reach into the SMB segment through Mercury's distribution network, complementary verticals and ability to design integrated, value-added POS innovations
- Enhances Vantiv's competitive position in the payments sector broadly on the basis of technology differentiation, leading processing scale and omni-channel presence while increasing penetration into high growth channels
- Expected to add one to two percentage points to Vantiv's net revenue growth per year while being modestly accretive to Vantiv's non-GAAP earnings per share in 2014 with accelerating accretion in 2015

FT Partners' Role

- FT Partners served as advisor to Mercury
- FT Partners was also Mercury's advisor in the Company's 60% sale to Silver Lake in April of 2010 at a \$700mm valuation

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in its cash sale to

vantivTM

for total consideration of

\$ 1,650,000,000

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Overview of FT Partners

FT Partners Advises on the Sale of TransFirst to Vista Equity Partners

Transaction Overview and Rationale

Overview of Transaction

- On October 13, 2014, Vista Equity Partners announced that it will acquire TransFirst, a leading provider of secure transaction processing services, from Welsh, Carson, Anderson & Stowe ("WCAS")
- Similar to the May 2014 acquisition of Mercury by Vantiv, TransFirst had filed for an IPO prior to the transaction
- Vista Equity Partners is a U.S.-based private equity firm with over \$13.5 bn in cumulative capital commitments that focuses on software, data and technology-enabled businesses
- WCAS originally acquired TransFirst in June 2007

Significance of Transaction

- Vista's acquisition of TransFirst is one of the largest private equity-lead LBO's in the merchant acquiring space
- With over 200,000 merchants and more than 1,300 partners, the acquisition will allow TransFirst to solidify its position as a leading provider of payment processing solutions in the SMB space
- TransFirst intends to leverage Vista Equity Partners' expertise in helping its portfolio companies achieve operational, product and customer service excellence by contributing professional expertise and proven best practices

FT Partners' Role

- FT Partners served as a strategic and financial advisor to TransFirst in its sale process
- FT Partners has previously worked with TransFirst, including the Company's \$675 mm debt recap transaction in 2012

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



in its sale to



Vista Equity Partners

from



\$ 1,500,000,000



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Overview of FT Partners

FT Partners Advises CIBC on its Investment in Dynamics' \$70 mm Series C Capital Raise

Transaction Overview and Rationale

Overview of Transaction

- On December 8, 2014, Dynamics announced it closed a \$70 million Series C round of financing that included new investors CIBC and MasterCard along with existing investors Bain Capital Ventures and Adams Capital Management
- The investment by CIBC follows the successful launch with Dynamics of the marquee CIBC Tim Hortons Double Double Card, which combines a no-fee CIBC credit card with a Tim Card, all in one
- Dynamics designs and manufactures integrated payment cards and advanced payment platforms; the company has currently launched products with banks in the United States and Canada
- CIBC is a leading Canadian-based global financial institution with a market capitalization of \$41 billion and a Basel III Common Equity Tier 1 ratio of 10.3%; through its three major businesses, Retail and Business Banking, Wealth Management and Wholesale Banking, CIBC provides a full range of financial products and services to 11 million clients in Canada and around the world

Significance of Transaction

- CIBC has a strong history of innovation and this investment further strengthens its relationship with Dynamics as the two continue to work together to bring new payment products to market
- The transaction demonstrates the continued relevance of the physical card as a means of payment and the increasing importance of innovative payment solutions that create value for consumers in new, differentiated ways while upholding the highest security standards
- The additional capital will help Dynamics to continue to meet global demand for its "Interactive Payment Card" technology platform by increasing the Company's ability to scale its manufacturing operations and extend its technical capabilities and product lines

FT Partners' Role

- FT Partners served as a strategic and financial advisor to CIBC on its investment
- Highlights FT Partners' continued success in advising a broad range of top-tier strategic investors across the financial technology landscape

Financial Technology Partners LP FTP Securities LLC

is pleased to announce its role as advisor to



in its strategic investment in



with additional participation from



Bain Capital Ventures



Adams Capital Management

for approximately

\$ 70,000,000

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Overview of FT Partners

FT Partners Advises OzForex on its A\$480 Million Sale & IPO

Transaction Overview and Rationale

Overview of Transaction

- OzForex Group ("OzForex") completed its Sale & Initial Public Offering and began to trade on the Australian Stock Exchange ("ASX") under the ticker symbol OFX
- Stock closed first day of trading up ~30%
- OzForex is an online, global payments provider that offers individuals and SMBs a platform to purchase foreign currency to facilitate international transactions
- Prior to the offering, OzForex was owned by Accel Partners, The Carlyle Group, Macquarie Bank and other founder / private investors

Significance of Transaction

- Transaction was a sale of ~100% of the equity of the company to a "club" of institutional investors, followed by an IPO (one of the largest IPOs of an Australian company)
- Highly innovative "club-deal" structure allowed for reduced risk and certainty for existing investors
- Investors given the ability to sell ~100% of their interests in the Company; certain investors chose to retain a small portion of their ownership

FT Partners' Role

- FT Partners served as exclusive Financial, Strategic and IPO Advisor to OzForex and its Board of Directors
- FT Partners managed the very unique dual-track M&A / sale and IPO process, effectively achieving an "M&A" outcome for shareholders in the public markets (~100% liquidity)
- FT Partners' advisory role simplified and expedited the "time-to-market" period due to the significant amount of up-front work completed prior to the engagement of potential M&A sale buyers and underwriters

Financial Technology Partners LP FTP Securities LLC

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sole financial, strategic and IPO advisor to*



in its

Initial Public Offering

valuing the equity at

A\$ 480,000,000

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Overview of FT Partners

Award-Winning Investment Banking Franchise Focused on Superior Client Results

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor Awards

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



- | | |
|-----------|---|
| 2006-2008 | <ul style="list-style-type: none"> ■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology |
|-----------|---|



WINNER
Middle Market
Financing Awards

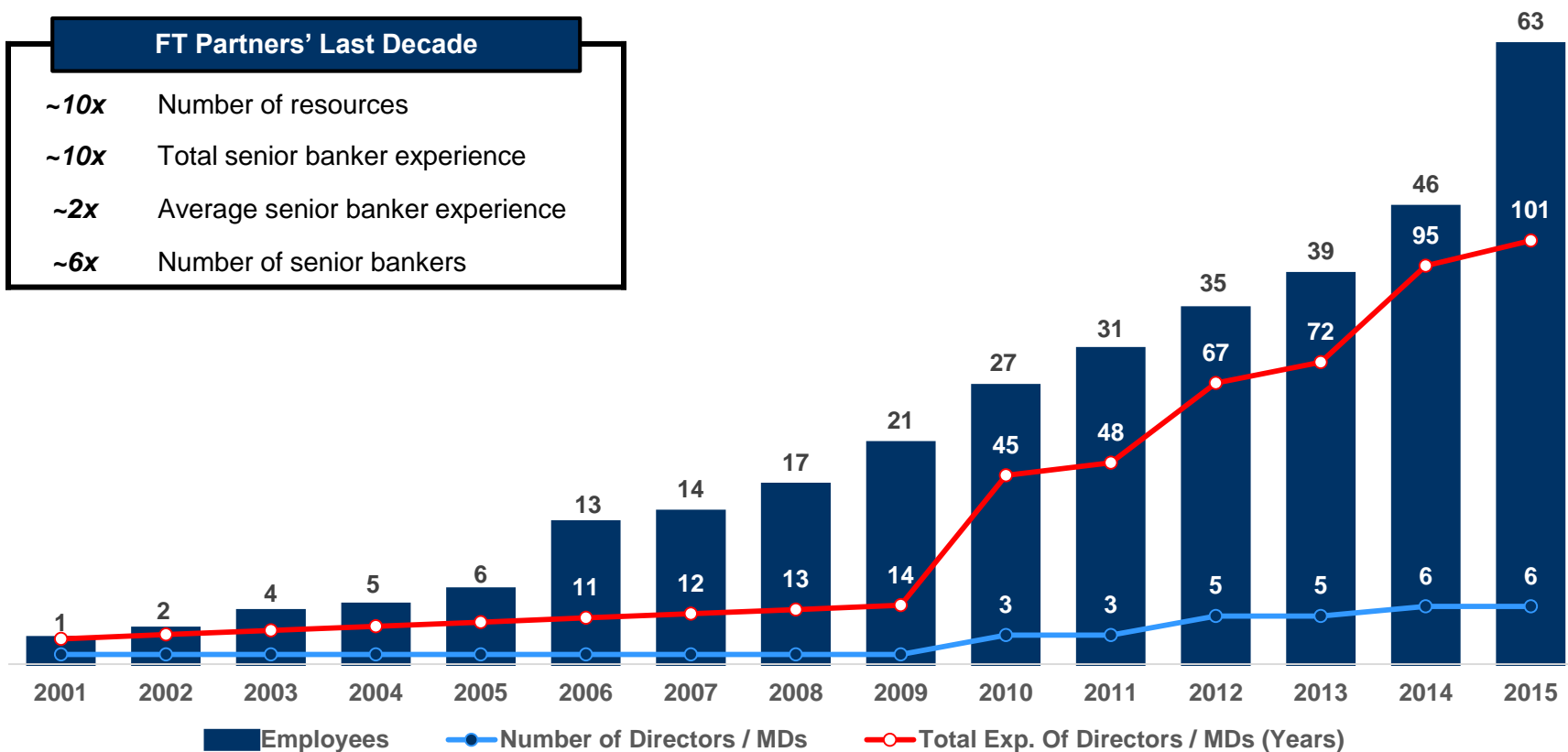
- | | |
|------|--|
| 2008 | <ul style="list-style-type: none"> ■ Equity Financing Dealmaker of the Year – Steve McLaughlin ■ Information Technology Deal of the Year ■ Financial Services Deal of the Year |
| 2006 | <ul style="list-style-type: none"> ■ Financing Professional of the Year – Steve McLaughlin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

Overview of FT Partners

Platform of Choice for Clients and Bankers Alike

FT Partners' Last Decade

- ~10x Number of resources
- ~10x Total senior banker experience
- ~2x Average senior banker experience
- ~6x Number of senior bankers



Avg Years of Director / MD Experience



Overview of FT Partners

The FT Partners Senior Banking 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 Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	20
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. 	20
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee Recent coverage included V, MA, TSS, GPN, HPY, DST, ENV, FISV, FIS & JKHY among others 	19
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	13
Andrew McLaughlin <i>Managing Director, Research & Business Development</i>		<ul style="list-style-type: none"> Leads FT Partners' Research and Business Development Team Formerly with Deloitte Consulting 	9