

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 7, 2017



**Kabbage Raises \$250 million in Series F Financing
from SoftBank**



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

FINTECH RESEARCH & INSIGHTS

- 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 #4 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

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Kabbage Raises \$250 million from SoftBank



Transaction Summary

Transaction Summary

- On August 3, 2017, Kabbage announced it had raised \$250 million in financing from SoftBank
- Kabbage is a leading online lender to small businesses in the U.S.
- SoftBank is a Japanese multinational telecommunications and technology company
- Kabbage intends to use the investment to expand its lending products for small businesses
 - The Company plans to explore adding non-lending product offerings such as insurance and payroll services
- Kabbage also has plans to expand to Asia and is in conversations with banks in India, China and Japan to license its SaaS technology platform
- Kabbage has raised nearly \$500 mm in total equity funding to date
 - According to TechCrunch, the round values the Company between \$1.25 billion and \$2 billion ⁽¹⁾
- The investment will reportedly be offered to SoftBank's \$93 billion Vision Fund ⁽²⁾
- SoftBank will take two seats on the Kabbage Board

Investor Commentary

"SoftBank invests in market-leading companies that dramatically improve the customer experience and expand markets through breakthrough technology and data capabilities. We invested in Kabbage because their unique automated lending platform leverages open data networks and best positions them to empower small businesses around the world."



David Thevenon
Managing Director



Management Commentary

"Our partnership with SoftBank accelerates our goal of providing a suite of services to small businesses globally that is centered on real-time and persistent access to a wide variety of data. SoftBank's scale, global reach, relationships and unparalleled expertise in building transformative industry leaders make them an ideal partner for Kabbage."



Rob Frohwein
Co-Founder & CEO



Selected Previous Financings

Date	Round	Size (\$ mm)	Selected New Investor(s)
10/14/15	Series E	\$135	Reverence Capital Partners; Scotiabank; ING Bank; Santander Innoventures; Recruit Strategic Partners; Yuan Capital
05/05/14	Series D	50	SoftBank Capital; Lumia Capital; TCW Group
09/17/12	Series C	30	Thomvest Ventures; SV Angel
08/17/11	Series B	17	Mohr Davidow Ventures
01/13/11	Series A	9	BlueRun Ventures; UPS Strategic Enterprise Fund

Source: Company press release, Company website, FT Partners' Proprietary Transaction Database, PitchBook

1. TechCrunch, "Small business loan platform Kabbage nabs \$250M from Softbank"

2. Financial Times, "SoftBank invests in US online lender to small business"

Kabbage Raises \$250 million from SoftBank



Kabbage Overview

Company Overview



Founder & CEO: Rob Frohwein

Headquarters: Atlanta, GA

Founded: 2008

- Kabbage is a leading online provider of working capital to small and medium-sized businesses
 - The Company has provided over \$3.5 billion in funding to more than 100,000 businesses
- Kabbage’s automated underwriting platform analyzes several data sources to assess a business’ financial health and produce a near-instant decision
 - Kabbage looks beyond a single credit score when making a funding decision, analyzing additional indicators such as revenue consistency, seller rating, time in business and transaction volume
 - Businesses can link accounts from other online services (such as eBay, Amazon, PayPal, Xero, Quickbooks and Stripe) to expedite the qualification process
- Businesses can qualify for lines of credit up to \$150,000
- Kabbage also licenses its technology platform to global banks, who use the software to better tailor loans to customers and improve the overall lending experience

Products & Services

Business Line of Credit

\$2,000 **\$150,000**

- Withdrawable up to once per day
- 6 and 12 month terms
- Monthly fee rate between 1.5% and 10% of the principal loan amount
- Typically used to purchase inventory, hire staff, invest in marketing and upgrade equipment and facilities

Minimum Requirements

Years in Business	1 year
Business Revenue	\$50,000 annually or \$4,200 per month over the last three months

Kabbage Platform



Kabbage licenses its data and technology platform to partner organizations, enabling them to deliver business and consumer loans with automated onboarding / decisioning and ongoing risk monitoring



Kabbage Raises \$250 million from SoftBank



SoftBank Overview

Overview



Misayoshi Son
Founder, Chairman
& CEO



Rajeev Misra
CEO, SoftBank
Vision Fund



Alok Sama
President & CFO



David Thevenon
Managing Director

Locations

- Tokyo, Japan

About

- Founded in 1981, SoftBank Group is a publicly-traded Japanese telecommunications, internet and media company
- Prefers to invest in late-stage growth financings for mature companies, but will occasionally invest in early-stage deals
- Has the ability to invest around the world but primarily focuses on the U.S. and Asia
- As of July 2015, the company's venture capital arm SoftBank Capital, will no longer raise standalone investment funds with all new investments from the balance sheet of the parent company
- In May 2017, the company announced it had raised \$93 billion for its tech-focused Vision Fund

Investment Preferences

Investment Criteria

Fund Size:	\$93,150mm
Fund Raised:	2017
Investment Range:	\$25 – 75mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority, Majority
Geography:	Asia, U.S.
Transaction Type:	Venture, Growth, Buyout
Industry Focus:	Technology

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
08/17	Kabbage (Series F)	\$250	NA	Bnkg
06/17	Bigcommerce (Series E)	39	NA	Pymts
05/17	Paytm (Corporate)	1,400	Masayoshi Son	Pymts
03/17	Freecharge (Axis Bank)*	62	NA	Pymts
02/17	One Tap Buy (Early Stage VC)	13	NA	CapMkts
02/17	SoFi (Later Stage VC)	500	David Thevenon	Bnkg
02/17	PayActiv (Early Stage VC)	9	Kabir Misra	Bnkg
01/17	PropTiger (Corporate)	55	NA	Bnkg
01/16	Housing.com (PropTiger)*	15	NA	Bnkg
09/15	G-Banker (Early Stage VC)	17	NA	CapMkts
08/15	Snapdeal (Later-Stage VC)	500	Lydia Jett	Pymts
06/15	Coupang (Later-Stage VC)	1,000	NA	Pymts
06/14	Payactiv (Series A)	4	Kabir Misra	Pymts

Other Notable Technology Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
07/17	Grab (Series G)	\$2,000	NA	Mobile
07/17	Nauto (Series B)	159	NA	Auto
07/17	Brain (Series C)	114	NA	Auto
05/17	Improbable (Series B)	502	Dipchand Nishar	Software
04/17	Didi Chuxing (Later-Stage VC)	5,500	NA	Mobile

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

3) Deal Amount in mm

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

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FT PARTNERS RESEARCH

Selected FT Partners' Research – *Click to View*

FT PARTNERS FINTECH INDUSTRY RESEARCH

July 20, 2017

Revolut

Revolut Raises \$66 million in Series B Financing
led by Index Ventures

Index Ventures

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Revolut Raises \$66 million in
Series B Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

July 13, 2017

Dashu 大数金融

Dashu Finance Secures \$117 million
in Series C Financing
Led by PAG and Primavera Capital Group

PAG 春華 Primavera

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Dashu Finance Raises \$117 mm
in Series C Financing

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July 28, 2017

REDFIN

Redfin Completes its IPO
Raising \$138 million
(NASDAQ:RDFN)

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Redfin Completes its IPO

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July 10, 2017

RED VENTURES

Red Ventures Acquires
Bankrate (NYSE:RATE) for \$1.4 billion

Bankrate, Inc.

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Red Ventures Acquires
Bankrate for \$1.4 billion

FT PARTNERS FINTECH INDUSTRY RESEARCH

June 5, 2017

Alfa[^]

Alfa Financial Software Completes its IPO
Raising £254 mm
(LSE:ALFA)

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Alfa Financial Software
Completes its IPO

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May 31, 2017

信而富 China Rapid Finance

China Rapid Finance Completes its IPO
Raising \$60 million
(NYSE:XRF)

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China Rapid Finance
Completes its IPO

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 19, 2017

易鑫金融 daixuan.com

Yixin Group Raises ¥4 billion
(approximately \$579 million) in Financing
From Strategic Investors

Tencent 腾讯 BitAuto 易车 中国东方资产管理股份有限公司

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Yixin Group Raises
Approximately \$579 million

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 15, 2017

REAL MATTERS

Real Matters Completes its IPO
Raising C\$157 million (approx. \$114 million)
(TSX:REAL)

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Real Matters Completes its
IPO

[VIEW MORE FT PARTNERS RESEARCH](#)

Track Record of Success in the Alternative Lending / Credit 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
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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

**Google
capital**

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

**BlueTarp
Financial**

in its financing, including investment from



for approximately

\$ 15,000,000



The Only Investment Bank
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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
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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




























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FT PARTNERS RESEARCH

FT Partners Advised on Many of the Largest Alternative Lending Transactions

Company	Investor(s)	Amount Raised
	Affiliates of   	\$5,000,000,000 Loan Commitment
		2,000,000,000 Loan Commitment 50,000,000 Investment
	   	300,000,000
	    	135,000,000
	  	75,000,000
	QUESTMARK PARTNERS   	65,000,000

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 exclusive role as sole strategic and financial advisor to</p> <p></p> <p>in its lead investment in</p> <p></p> <p>with additional participation from</p> <p>  </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></p> <p>in its growth financing from</p> <p> </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 and financial advisor to</p> <p></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 sole strategic and financial advisor to</p> <p></p> <p>in its Series C financing led by</p> <p></p> <p>with additional participation from</p> <p></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></p> <p>in its financing, including investment from</p> <p> </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></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></p> <p>in its sale to</p> <p></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></p> <p>in its minority investment from</p> <p></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 sole strategic and financial advisor to</p> <p></p> <p>in its</p> <p>\$45,000,000 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></p> <p>in its strategic investment in</p> <p></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></p> <p>specialty company of</p> <p></p> <p>in its sale to</p> <p></p> <p>specialty company of</p> <p></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></p> <p>in its sale to</p> <p></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>













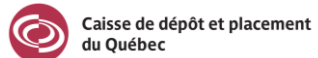























FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Significant Experience Advising Large Financing Rounds and “Unicorns”

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

Representing numerous FinTech “Unicorns” above \$1 billion valuations

Company	Amount Raised	Selected Prominent Investors in FT Partners Led Rounds
 MERCURY®	\$420,000,000+	  
 GreenSky™	300,000,000+	  
 avidxchange	300,000,000	 
 avidxchange	253,000,000	 
 liquidnet	250,000,000	  
 square trade	238,000,000	 
 nmi	150,000,000+	
 ADDEPAR	140,000,000	  
 Kabbage®	135,000,000	 
 TradingScreen	110,000,000+	  
 YAPSTONE®	110,000,000	  
 CHROMERIVER	100,000,000	
 credit karma	85,000,000	 
 earnest	75,000,000	 
 taulia	65,000,000	

Note: FT Partners represented investors in Dynamics (CIBC) and Credit Karma (Google Capital); some transactions include a combination of equity and smaller amount of debt financing.

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



Middle Market Financing Awards

2016	<ul style="list-style-type: none"> Investment Banking Firm of the Year Cross Border Deal of the Year
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 \$100mm
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
2015	<ul style="list-style-type: none"> Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List
2006 - 2008	<ul style="list-style-type: none"> Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology
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>

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, Research & Business Development</i>		<ul style="list-style-type: none"> Leads FT Partners' Research and Business Development Team Formerly with Deloitte Consulting 	11