

FT PARTNERS FINTECH INDUSTRY RESEARCH

January 16, 2020



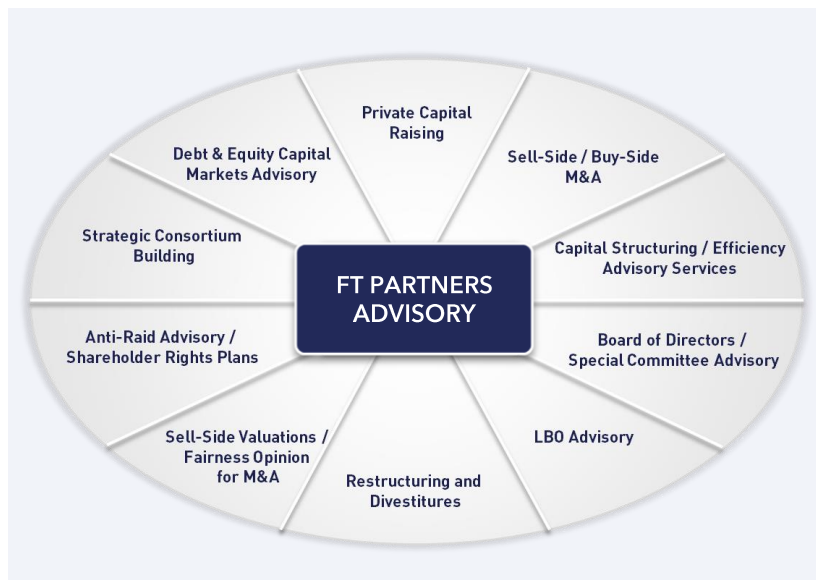
HighRadius Raises \$125 million in Series B Financing Led by ICONIQ Capital

ICONIQ

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 18 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 40"



THE M&A ADVISOR

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

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HighRadius Raises \$125 million in Series B Financing

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Transaction Summary

Transaction Summary

- On January 7, 2020, HighRadius announced that it has raised \$125 million of Series B growth funding in a round led by ICONIQ Capital
 - Existing investors Susquehanna Growth Equity and Citi Ventures also participated in the round
 - According to PitchBook, this latest round of financing brings the Company's valuation to over \$1 billion
- The new capital will be used to accelerate HighRadius' continuing platform development and expansion of the Company's geographic reach
 - The Company opened a new office in Amsterdam in November 2019 to expand European operations
- The HighRadius integrated platform for accounts receivable and treasury management leverages artificial intelligence to help companies optimize working capital
- The HighRadius platform includes:
 - **Rivana AI engine** with machine learning algorithms trained on over \$1 trillion in receivables per annum to automate routine tasks and provide insights such as predicting invoice payment dates
 - **Autonomous Receivables**, an industry-first enterprise software—with a touch and voice user interface powered by the Freeda Digital Assistant—that brings the first 'human + machine' real-time interaction experience to corporate users
 - **AI-powered cash forecasting** to fundamentally shift treasurers away from sub-optimal financing decisions made due to a lack of confidence in current excel-based heuristic models

Transaction Commentary

"Today marks an important milestone for HighRadius and we're thrilled to have ICONIQ join us in our vision to modernize the Order to Cash space. ICONIQ combines patient capital with a long-term vision of investing in category-defining businesses, and the firm has worked with some of the world's most successful tech entrepreneurs. We are building HighRadius into a self-sustaining, long-term category leader, and ICONIQ is a great partner for us in this journey."



Sashi Narahari
Founder and CEO



"We're thrilled to support HighRadius' efforts to bring innovative AI capabilities to the financial side of the enterprise. As we have seen in many of our portfolio companies and past investments, including BlackLine and Coupa, digital transformation is increasingly a CFO priority. The HighRadius platform is game-changing for CFOs and finance departments, and the company has earned tremendous customer loyalty by enabling receivables and treasury teams to perform more efficiently and effectively, and by delivering mission-critical ROI. HighRadius fits squarely into our commitment to invest in best-in-class, long-term technology businesses driven by incredible teams, and we look forward to working alongside Sashi and the rest of the HighRadius team through their next phase of growth."



Will Griffith
Founding Partner



HighRadius Raises \$125 million in Series B Financing

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HighRadius Overview

Company Overview



President & CEO: Sashi Narahari

Headquarters: Houston, TX

Founded: 2006

- HighRadius provides a SaaS Integrated Receivables platform that helps companies optimize their cash flow through automation of receivables and payments processes
- Powered by HighRadius' Artificial Intelligence engine, Rivana, the software enables management teams to leverage machine learning for accurate decision making and future outcomes
- HighRadius also offers a B2B payment network, RadiusOne, that allows suppliers to digitally connect with buyers, creating a more efficient process for suppliers' receivables and buyers' payables
- The Company has more than 400 customers, including over 200 of the Forbes Global 2000 such as Walmart, Nike and Procter & Gamble, and has processed more than \$1.3 trillion in transactions

Select Financing History

Date	Size (\$ mm)	Round Type	Investor(s)
01/06/20	\$125	Series B	ICONIQ Capital; Susquehanna Growth Equity; Citi Ventures
02/14/18	10	Series A1	Citi Ventures; PNC
09/16/17	50	Series A	Susquehanna Growth Equity

Products & Services Overview

INTEGRATED RECEIVABLES



Credit Cloud

Automated, proactive credit reviews and faster customer onboarding



Cash Application Cloud

Zero-touch, straight-through remittance capture & payment posting



EIPP Cloud

Low-cost invoicing through email, fax, print + mail & easy payments with ACH, credit cards



Deductions Cloud

Automated research and resolution of trade and non-trade deductions



Collections Cloud

Automated dunning, improved collector KPIs, lower past due and DSO



ERP Payment Gateway

Accepts Virtual cards, credit cards and ACH payments

TREASURY MANAGEMENT APPS

Cash Forecasting Cloud

Fully automated cash forecasting with daily updates for optimized long-term investment and funding decisions

Cash Management Cloud

Automated capture of intra-day cash positions across all bank accounts

Bank Reconciliation Cloud

Direct processing into ERP plus automated classification of bank transactions into operational categories

HighRadius Raises \$125 million in Series B Financing

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ICONIQ Capital Overview

Overview

ICONIQ



Will Griffith
Founding Partner,
ICONIQ Growth



Divesh Makan
Partner



Greg Stanger
General Partner



Matt Jacobson
General Partner



Doug Pepper
General Partner



Yidrienne Lai
General Partner

Selected Locations

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

About

- Founded in 2011, ICONIQ Capital is a global multi family office including high net worth individuals such as Mark Zuckerberg and Jack Dorsey
- Manages ~\$14bn in total assets, providing investment advisory services to 400 clients
- Primarily invests in large, late-stage investments in companies with annual growth rates of 50%+
- Has invested in some of the fastest growing technology companies in the world, including Alibaba, Flipkart, DocuSign and Pluralsight

Investment Preferences

Investment Criteria

Fund Size:	\$1,300 mm
Fund Raised:	2016
Investment Range:	\$50 – 200 mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	North America, Asia / Pac
Transaction Type:	Venture, Growth, Buyout
Industry Focus:	FinTech, Software, Financial Services, E-Commerce, Retail, Commercial Services

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
01/20	HighRadius (Series B)	\$125	NA	FMS
12/19	Hometap (Series B)	100	NA	Bnkg
07/19	Chime (Series E)	500	NA	Bnkg
07/19	Hippo Insurance (Series D)	200	NA	HCIT
06/19	Restaurant365 (Series C)	88	NA	FMS
05/19	Marqeta (Series E)	260	NA	Pymts
05/19	People.ai (Series C)	60	William Griffith	FMS
03/19	Chime Bank (Series D)	200	NA	Bnkg
07/18	Ajax Health (Growth)	6	NA	HCIT
06/18	Marqeta (Series D)	45	NA	Pymts
05/18	Robinhood (Series D)	363	NA	CapMkts
09/17	Apttus (Thoma Bravo)*	55	NA	FMS
03/17	Skuid (Series B)	25	Matthew Jacobson	BPO
02/17	Brightwheel (Series A)	10	NA	FMS
01/17	Collibra (Series C)	50	Matthew Jacobson	BPO
04/16	Intercom (Series D)	50	NA	BPO

Source: Company website, PitchBook

1) Italics indicate preferred control / geography.

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

3) Deal Amount in mm.

HighRadius Raises \$125 million in Series B Financing

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Susquehanna Growth Equity Overview

Overview



Amir Goldman
Founder, Managing Director



Scott Feldman
Managing Director



Jonathan Klahr
Managing Director



Martin Angert
Director



Gabriel Even-Chen
Investor



Noa Wolfson
Investor

Selected Locations

- Bala Cynwyd, PA (HQ)
- Ra'anana, Israel
- New York, NY

About

- Susquehanna Growth Equity was founded in 2006 as an affiliate of Susquehanna International Group (SIG), a global trading, research and technology company
- SIG is privately held and provides a solid source of financing for Susquehanna Growth Equity portfolio companies
- Carefully evaluates and selects each investment making only 2 – 4 high-value investments per year

Investment Preferences

Investment Criteria

Fund Size:	\$500 mm
Fund Raised:	2015
Investment Range:	\$5 – 75 mm
Revenue:	\$5 – 100 mm
EBITDA:	NA

General Preferences ¹

Control:	Minority, Majority
Geography:	North America, Europe, Israel
Transaction Type:	Venture, Growth, Buyout, Divestiture, Recapitalization
Industry Focus:	Software & SaaS, Financial Technology, Healthcare Technology, Internet & e-Commerce, Information Services

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
01/20	HighRadius (Series B)	\$125	NA	FMS
06/19	Real Capital Analytics (Early Stage)	115	NA	CapMkts
04/19	ErisX (Series A)	NA	NA	CapMkts
12/18	Bakkt (Series A)	183	NA	CapMkts
11/18	Deskera (Series A)	60	NA	FMS
10/18	Debt Explained (Buyout)	NA	Scott Feldman	CapMkts
08/18	12 Interactive (Growth)	50	Joshua Elser	FMS
01/18	Evive Health I (Growth)	43	Joshua Elser; Scott Feldman	HCIT
09/17	HighRadius (Growth)	50	Amir Goldman; Ben Weinberg	FMS
11/16	CENTRL (Series B)	NA	NA	FMS
10/16	Payoneer (Series E)	180	Amir Goldman	Pymts
09/15	Fundera (Series B)	12	Scott Feldman	Bnkg
06/15	Credit Karma (Series D)	175	Scott Feldman	Bnkg
09/11	PaySimple (Growth)	16	NA	Pymts

Source: Company website, PitchBook

1) Italics indicate preferred control / geography.

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

3) Deal Amount in mm.

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FT PARTNERS RESEARCH



Citi Ventures Overview

Overview



Vanessa Colella
Chief Innovation
Officer, Citi & Head of
Citi Ventures



Arvind Purushotham
Managing Director &
Global Head



Ramneek Gupta
Managing Director &
Co-Head



Luis Valdich
Managing Director
& Lead, NYC



Victoria Cheng
Senior Vice President



Travis Skelly
Senior Vice
President

Selected Locations

- London, UK
- New York, NY
- Singapore
- San Francisco, CA

About

- Established in 2008 as the corporate venture arm of Citigroup
- Invests in disruptive ventures relevant to Citi's businesses and the financial services industry
- Partners with Citi businesses internally to identify and nurture innovation initiatives from concept to launch and ultimately scale across the enterprise
- Leverages global footprint to support portfolio companies to scale across geographies
- Also works with companies outside out their portfolio to help them pursue partnership opportunities across the Citi network

Investment Preferences

Investment Criteria

Fund Size:	NA
Fund Raised:	NA
Investment Range:	\$3 – 15 mm
Revenue:	NA
EBITDA:	NA

General Preferences¹

Control:	Minority
Geography:	Global (focus on U.S.)
Transaction Type:	Seed, Venture
Industry Focus:	Financial Services & Technology, Data Analytics & Machine Learning, Commerce & Payments, Security & Enterprise IT, Customer Experience & Marketing

Selected Recent Investments / Exits

FinTech / Financial Services Investments²

Date	Company	Deal Amt. ³	Board Rep.	Sector
01/20	Roofstock (Series D)	\$50	NA	Bnkg
01/20	HighRadius (Series B)	125	NA	FMS
11/19	BlueVine (Series F)	103	NA	Bnkg
11/19	Reonomy (Series D)	60	NA	Bnkg
10/19	Cashforce (Series A)	5	NA	Bnkg
09/19	Digit (Series C)	28	NA	Bnkg
09/19	Fidel (Series A)	18	NA	Bnkg
09/19	Trulioo (Series C)	53	NA	FMS
09/19	Even Financial (Series B1)	25	Luis Valdich	Bnkg
07/19	ScaleFactor (Series C)	60	NA	FMS
07/19	Flybits (Series C)	35	NA	FMS
05/19	Car IQ (Series A)	5	NA	Pymts
03/19	HoneyBook (Series C)	28	NA	FMS
02/19	Second Measure (Growth)	20	NA	CapMkts
10/18	Ondot (Growth)	23	NA	Pymts
07/18	PPRO Financial (Growth)	50	NA	Pymts
06/18	SmartAsset (Series C)	28	NA	Bnkg
06/18	Unison Home Ownership Investors (Series B)	40	NA	CapMkts

Source: Company website, PitchBook

1) Italics indicate preferred control / geography.

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

3) Deal Amount in mm.

Financial Management Solutions Sector

FT Partners has the experience and capabilities to generate outstanding outcomes for a wide breadth of companies that provide Financial Management Solutions



FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Selected FT Partners' Research (click to view)



AvidXchange's \$300 million Series F Financing Led by Mastercard



Billtrust's \$50 million Minority Financing



ContaAzul's \$30 million Series D Financing



Feedzai's Series C Financing



Tipalti Raises \$76 million in Series D Financing



Ping Identity Raises \$188 mm in its IPO



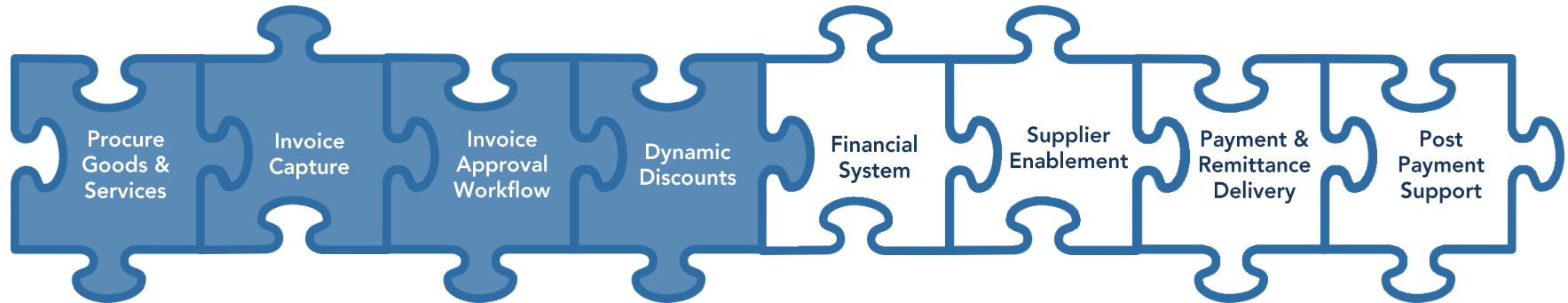
Bill.com Raises \$223 million in its IPO



Greensill Raises \$655 million in Financing from SoftBank

[VIEW MORE FT PARTNERS RESEARCH](#)

Extensive Transaction Experience Across the Procure-to-Pay Value Chain



P0 + Invoice Mgmt + Pay

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

mastercard

TEMASEK

THIEL

\$ 300,000,000

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Invoice Mgmt + SCF

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

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

P0 + Invoice + Expense Mgmt

Financial Technology Partners LP
FTP Securities LLC

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

BainCapital & Great Hill

in the merger of

CHROMERIVER

& certify

valued in excess of

\$1,000,000,000

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Billing + Payment

Financial Technology Partners LP
FTP Securities LLC

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

billtrust

in its minority financing led by

RIVERWOOD CAPITAL

for total consideration of

\$ 50,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Payment and Remittance

Financial Technology Partners LP
FTP Securities LLC

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

Cambridge

in its sale to

FLEETCOR

for total consideration of

C \$ 900,000,000

FINANCIAL TECHNOLOGY PARTNERS

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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 nyca Keybank

TPG

for total consideration of

\$ 253,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to

taulia

in its Series E financing led by

zouk

\$ 46,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Financial Technology Partners LP
FTP Securities LLC

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

wave

on its sale to

H&R BLOCK

for total consideration of

\$405,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to

KUBRA

in its 80% majority sale to

HEARST corporation

FINANCIAL TECHNOLOGY PARTNERS

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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to

Currencies Direct

in its sale to

Palamon

CORSAIR CAPITAL

for total consideration of

\$ 310,000,000+

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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
 stone ^{co.}	\$1,400,000,000	Accel DST VISA ANT FINANCIAL
 GreenSky™	1,010,000,000	ICONIQ RCP REVERENCE CAPITAL PARTNERS TEMASEK PIMCO
 MERCURY®	420,000,000	BainCapital PRIVATE EQUITY TPG Premji Invest
 GreenSky™	300,000,000	BainCapital VENTURES INSIGHT PARTNERS GREENSPRING ASSOCIATES
 avidxchange	300,000,000	CDPQ Great Hill PARTNERS ION
 MARQETA	260,000,000	capitalG CIBC Scotiabank®
 avidxchange	253,000,000	nyca QED INVESTORS khosla ventures
 NEXT INSURANCE	250,000,000	KeyBank WELLINGTON MANAGEMENT 乾源资本 YUAN CAPITAL
 Liquidnet	250,000,000	maveron Santander InnoVentures nabventures nab
 square trade protection plans	238,000,000	ADAMS STREET PARTNERS Elavon BV Battery Ventures THIEL
 checkout.com	230,000,000	Munich RE edbi
 GreenSky™	200,000,000	Redpoint mastercard COATUE edisonpartners
 better.com	160,000,000	QUESTMARK PARTNERS SUMMIT PARTNERS
 nmi	150,000,000	SILVERLAKE PARTHENON CAPITAL PARTNERS
 stone ^{co.}	145,000,000	
 ADDEPAR	140,000,000	
 Kabbage®	135,000,000	
 Remitly	135,000,000	
 BlueVine	102,500,000	
 MoneyLion	100,000,000	
 POYNT	100,000,000	

FT Partners Advises AvidXchange in its Series F Financing

Overview of Transaction

- On June 8, 2017, AvidXchange announced a minority \$300mm Series F financing round
 - Mastercard, CDPO and Temasek co-led the equity round with participation from Thiel Capital
- As part of this financing, Colleen Taylor of Mastercard and Nicolas Westphal of CDPO joined AvidXchange's Board of Directors
- In addition to the equity investment, AvidXchange also announced a strategic partnership with Mastercard to deliver accounts payable and payment automation to midsize businesses; the offering will be marketed as The Mastercard B2B Hub powered by AvidXchange
- AvidXchange is a best-in-class business-to-business payments company that is revolutionizing how companies pay their bills by automating the invoice and payment processes
 - The Company focuses on serving mid-market clients and spans multiple industries including Real Estate, Financial Services, Energy and Construction

Significance of Transaction

- The transaction will further help AvidXchange expand as the leading independent business-to-business invoice and payment solution provider
- Strategic relationship with Mastercard expected to fuel additional growth in driving forward Avid's existing bank channel
- Firmly positions the Company to continue to grow the core business, invest in infrastructure and product development and pursue opportunistic acquisitions

FT Partners' Role

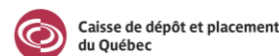
- FT Partners served as exclusive strategic and financial advisor to AvidXchange and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- Transaction demonstrates FT Partners' continued success advising \$100mm+ financings

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sole strategic and financial advisor to*



in its Series F minority investment from



TEMASEK

THIEL

for total consideration of

\$ 300,000,000



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FT Partners Advises Billtrust on its Minority Financing

Overview of Transaction

- On May 25, 2017 Billtrust announced it has raised \$50 million in a minority financing round from Riverwood Capital
 - Riverwood joins existing investors, Edison Partners, Goldman Sachs and Bain Capital Ventures
- As part of this financing, Francisco Alvarez-Demalde of Riverwood joined Billtrust's Board of Directors
- Billtrust is the pioneer of payment cycle management, helping clients automate and accelerate their accounts receivable (AR) processes to increase cash flow, improve operational efficiency and increase customer satisfaction
- Riverwood Capital is a private equity firm that invests in high growth technology companies

Significance of Transaction

- The transaction will further help Billtrust expand as the leading independent provider of payment cycle management solutions
- Firmly positions the Company to continue to grow its core business (Quantum Payment Cycle Management) with expanded services as well as pursue opportunistic acquisitions and continue global expansion

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Billtrust 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 leadership in the Financial Management Solutions space

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in its minority financing led by



for a total consideration of

\$ 50,000,000



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FT Partners Advises Taulia in its Series E Financing

Overview of Transaction

- On January 14, 2016, Taulia (or “the Company”) announced \$46mm in Series E financing led by Zouk Capital (“Zouk”)
- New strategic and institutional investors joined the round, which included all existing institutional investors
- Taulia provides cloud-based invoice, payment, dynamic discounting and supplier finance solutions to corporations and their suppliers
- Zouk is a UK-based private equity and infrastructure fund manager with €600mm under management that seeks to capitalize on the global shift to greater resource efficiency

Significance of Transaction

- Taulia is seeing global demand increase exponentially; the Company will use this financing round to meet this demand and to further accelerate its rapid global expansion
- The funding follows another record year for Taulia, which continues to grow its top-line by more than 100%
- The Series E round brings Taulia’s total funding to over \$130 million

FT Partners’ Role

- FT Partners served as exclusive financial advisor to Taulia and its Board of Directors
- FT Partners continued its long-term relationship with Taulia, having previously advised Taulia on its Series D round
- FT Partners leveraged its deep knowledge of Taulia and the industry to help the Company manage investor interest and ensure a highly successful outcome

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its exclusive role as
financial advisor to*



in its Series E financing led by

zouk

for total consideration of approximately

\$ 46,000,000



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FT Partners Advises KUBRA on its Sale to Hearst

Overview of Transaction

- On September 3, 2014, KUBRA announced its 80% sale to the Hearst Corporation ("Hearst")
- Backed by Clairvest, KUBRA provides billing and payment solutions to customers across multiple industry verticals via electronic and physical channels
- The Company has grown to be a leader in the emerging Customer Interaction Management industry

Significance of Transaction

- The acquisition increases Hearst's presence in both the billing and payments space (already owning CDS Global), while strengthening its foothold in the utilities vertical
- CDS Global provides customer relationship management solutions to publishers, direct marketing firms, etc.
- Clairvest realized proceeds equal to 13.5x invested capital and an internal rate of return ("IRR") of over 40% over eight years

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to KUBRA and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience (understanding all the unique aspects of the Company's billing, payments, outsourcing, customer interaction and electronic commerce businesses) and broad industry relationships to help achieve a highly favorable outcome for stakeholders
- Successfully helped find a unique acquirer
- Transaction demonstrates FT Partners' continued success advising top-tier financial technology companies

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



in its 80% majority sale to

H E A R S T *corporation*

FINANCIAL
TECHNOLOGY
PARTNERS

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Award-Winning Investment Banking Franchise Focused on Superior Client Results



2018 Top Investment Bank in FinTech



Institutional Investor
Annual Ranking

2018 Steve McLaughlin Ranked #1 for the Second Year in a Row on Institutional Investor's FinTech 40 List

2017 Ranked #1 on Institutional Investor's FinTech 40 List

2015 & 2016 Ranked Top 5 on Institutional Investor's FinTech 35 List

2006 – 2008 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

2019 Technology Deal of the Year

2018 Corporate / Strategic Deal of the Year

2018 Cross Border Deal of the Year

2017 Investment Banker of the Year

2016 Investment Banking Firm of the Year

2016 Cross Border Deal of the Year

2015 Dealmaker of the Year

2015 Technology Deal of the Year

2014 Equity Financing Deal of the Year

2014 Professional Services Deal of the Year, \$100 mm+

2012 Dealmaker of the Year

2012 Professional Services Deal of the Year, \$100 mm+

2011 Boutique Investment Bank of the Year

2011 Deal of the Decade

2010 Upper Middle Market Deal of the Year, \$500 mm+

2010 IT Services Deal of the Year, Below \$500 mm

2010 Cross-Border Deal of the Year, Below \$500 mm

2007 Dealmaker of the Year – Steve McLaughlin

2007 Business to Business Services Deal of the Year

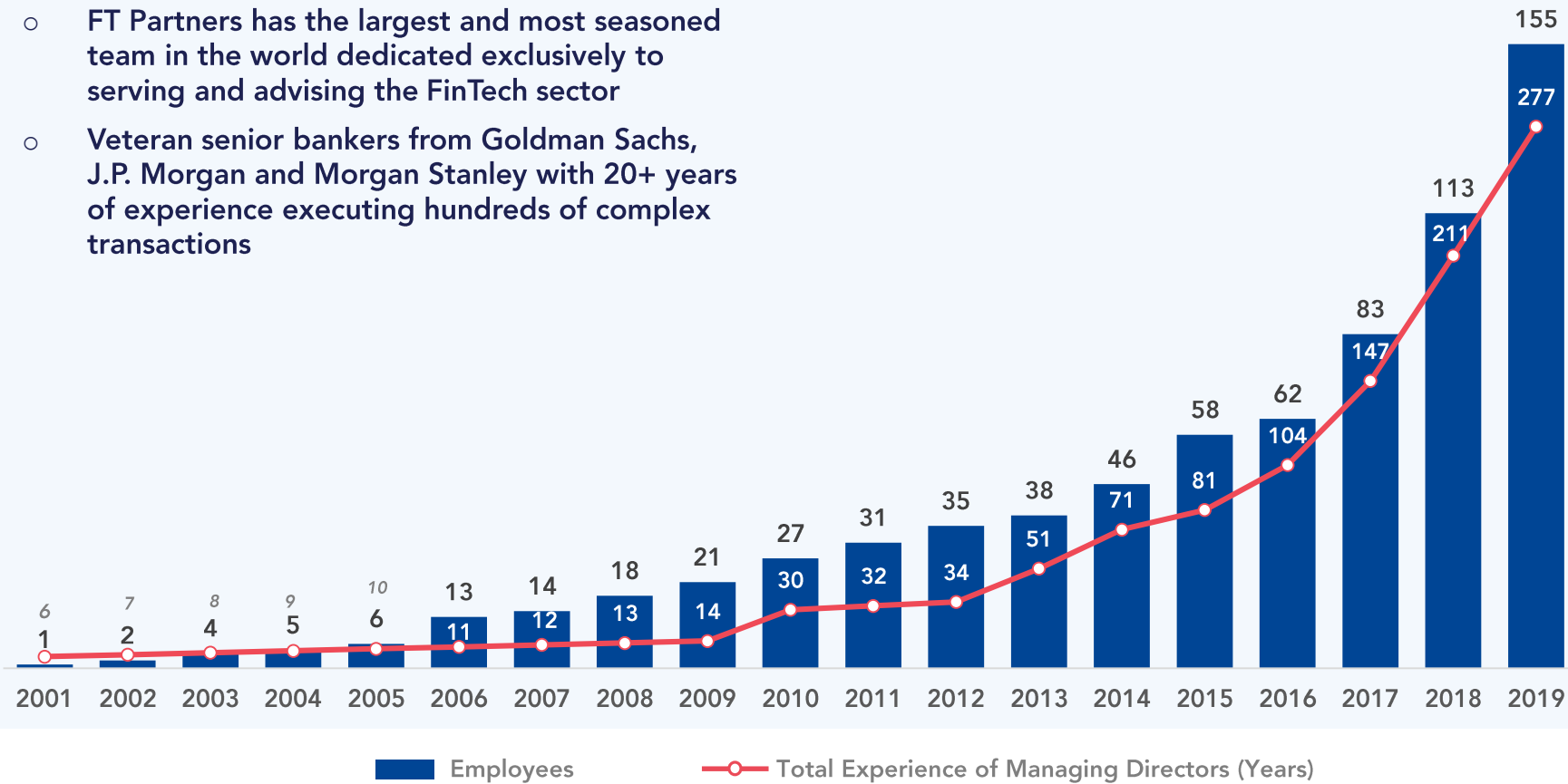
2007 Computer & Information Tech Deal of the Year, \$100 mm+

2007 Financial Services Deal of the Year, \$100 mm+

2004 Investment Bank of the Year

The Largest FinTech Advisory Practice in the World

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



Average Experience of Managing Directors (Years)



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 Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	24
Mohit Agnihotri <i>Managing Director</i>	J.P.Morgan	<ul style="list-style-type: none"> Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan Wharton M.B.A 	17
Kate Crespo <i>Managing Director</i>	RAYMOND JAMES®	<ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 13+ years of FinTech transaction execution experience Dartmouth M.B.A. 	17
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. 	23
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 	22
Randall Little <i>Managing Director</i>	J.P.Morgan	<ul style="list-style-type: none"> 12 years as FIG / Capital Markets FinTech investment banker at J.P. Morgan 10 years as financial services technology consultant at Sun Microsystems and Ernst & Young NYU Stern M.B.A. (MBA w/Distinction) 	23
Andrew McLaughlin <i>Managing Director</i>	Deloitte.	<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	13
Amar Mehta <i>Managing Director</i>	J.P.Morgan	<ul style="list-style-type: none"> Formerly with J.P. Morgan's Technology (FinTech & Technology Services) team in New York 7+ years of FinTech transaction execution experience MBA from IIM-K (India), Bachelor's in Computer Engineering from NTU (Singapore) 	15
Mike Nelson <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey Kellogg M.B.A. 	19
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 	16
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 	23
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. 	17