

December 2, 2015

Financial Technology Partners

FT Partners Research – Transaction Profile

EQUIFAX®

acquires



for ~\$1.8 billion

Courtesy of:



***The Only Investment Bank
Focused Exclusively on Financial Technology***

www.ftpartners.com



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Equifax Acquires Veda for ~\$1.8 Billion

Transaction Summary

Transaction Multiples

Enterprise Value / LTM Revenue

7.4 x

Enterprise Value / LTM EBITDA

20.0 x

Equifax's initial bid of AUD\$2.70 (approximately \$1.95) was announced on September 17, 2015

Transaction Summary

- On November 22, 2015, Equifax announced an agreement to acquire all of Veda's outstanding common stock for AUD\$2.83 (approximately \$2.05) per share, valuing the company at approximately \$1.8 billion
- The price represents a 41.6% premium over Veda's closing price on September 17, 2015 – the last trading day before the announcement of Equifax's original expression of interest
- Equifax will acquire 100% of Veda's equity using cash proceeds available from senior credit facilities provided by a bank syndicate
- The transaction is Equifax's largest acquisition, surpassing the \$1 billion CSC Credit Services buyout in 2012
- The proposed transaction is expected to be accretive to Equifax's EPS

Transaction Commentary

EQUIFAX®



"Veda is a well-established business with strong leadership, innovative products and services, and deep customer relationships. Veda is a well-established business with strong leadership, innovative products and services, and deep customer relationships."

Richard F. Smith
Chairman & CEO, Equifax

veda
applied intelligence



"We consider that the offer price of \$A2.825 cash per share reflects Veda's strong market position and its ability to deliver growth into the future. Equifax has a global capability and deep skills that will benefit Veda's customers and provide opportunities for our staff."

Helen Nugent
Chairman, Veda

Strategic Rationale ⁽¹⁾

- Veda & Equifax have complementary products and services



Consumer Credit Reporting

Fraud and Identity

Collections Management

Employee Verification

- Key business model similarities

- Both companies provides data analytics oriented solutions to its customers

- Valuation and synergies combine to create significant value ⁽²⁾

- Veda will bolster an already strong pipeline of organic growth opportunities, and will likely be accretive
- Veda is a strong consumer bureau (similar to Equifax, TransUnion and Experian), a leading commercial bureau (like DNB); and a leading scorer (like FICO)
- Equifax has the potential to find cost savings and drive revenue synergies in this acquisition
- The combined entity would have access to more data and ultimately much larger revenue opportunities



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Summary of Analyst Coverage

NYSE:EFX



"EFX has referenced international expansion as a key area of focus – and Veda appears to us to be one of the few scaled, mature credit bureaus available... Veda's 40%+ EBITDA margins illustrate its dominant position in Australia and Veda appears to play on many of the same themes as EFX"

"We see the proposed transaction as being a good strategic fit that would likely both provide a strong platform for growth and also be nicely accretive to adjusted profits. We reiterate our Outperform rating on EFX, and await further details as the process plays out. Veda has a strong financial business model like Equifax (high margins/ROIC, recurring revenue, strong cash flow, etc.), and actually has margins that are nicely above Equifax's level."



J.P.Morgan

"We view this accretive acquisition positively, as Veda operates in Equifax's core consumer credit reporting business and this deal would expand Equifax into an appealing new geography undergoing favorable changes. Moreover, Veda has exhibited a strong organic growth profile, with strong margins and free cash flow. Equifax's track record with acquisitions is impressive and this deal should continue that trend, in our opinion."

FINANCIAL
TECHNOLOGY
PARTNERS

Source: Capital IQ, ThomsonOne.

Equifax Acquires Veda for ~\$1.8 Billion

Veda Overview

Company Overview

Founder and CEO: Nerida Caesar
Headquarters: Sydney, Australia
Founded: 1998

- Veda is a data and analytics company and the leading provider of credit information in Australia and New Zealand
- The Company Veda holds data on more than 16.4 million credit-active individuals, 3.6 million companies and 3.4 million Sole Traders throughout Australia, providing customers with the ability to make more informed decision
- The Company has three lines of business within Australia: Consumer Risk and Identity, Commercial Risk & Information Services and B2C & Marketing Services
 - The Consumer Risk & Identity line provides data intelligence about individuals to enable business customers to manage credit risk, validate identity and qualifications, and avoid fraud
 - Commercial Risk & Information Services helps business customers assess commercial credit risk, verify entities and manage supplier risk
 - Business-to-Consumer (B2C) provides products that help consumers improve their financial literacy, negotiate better credit offers, and protect their identity

Company Statistics

Customer Base

**12,500+
Businesses**

**450,000+
Consumers**

Including:



**Serves well over half
of the ASX 100**



**Verified over
5,000 financial
advisors**



**Audited 3 million
superannuation
members**

Equifax Acquires Veda for ~\$1.8 Billion

Veda Overview – Consumer Risk and Identity

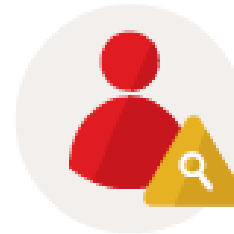
Consumer Risk & Identity provides data intelligence about individuals to enable business customers to manage credit risk, validate identity and qualifications, and avoid fraud

Consumer Bureau Services

- ✓ Veda's enterprise DecisionPoint 3 credit decisioning platform allows a lender to automate credit decisions by accessing data from Veda or the broader market
- ✓ Have over 30 Veda bureau services that include originating a loan, managing the customer, and providing collection analytics

Fraud and Identity

- ✓ The inclusion of fraud assessment as part of the verification process now helps our customers detect and prevent fraud at both the point of application and in subsequent dealings



Wealth

- ✓ Veda provides data quality audits and data migrations, data cleansing and augmentation, to providing insights on their customers and members, while also offering online identification and fraud prevention solutions

Comprehensive Credit Reporting

- ✓ At the end of FY15, 10 per cent of the accounts in the retail credit market had CCR data loaded onto Veda's bureau in a private testing environment

Employee Verification

- ✓ Veda's Verify solution helps organizations conduct adequate background screening to identify misinformation in resumes

Collections

- ✓ Veda's Collection Services assist customers with solutions that drive productivity outcomes, improve collection rates and create better customer experiences

Equifax Acquires Veda for ~\$1.8 Billion

Veda Overview – Commercial Risk and Information Services

Commercial Risk & Information Services helps business customers assess commercial credit risk, verify entities and manage supplier risk through the use of data intelligence and third-party data about businesses and the people behind them



The Commercial Risk & Information Services business continues to grow through product innovation and solutions focused on the needs of existing and new customer segments

Commercial Risk

- Veda's Trading History product assists customers to assess credit risk and repayment behavior of organizations and their related entities
- Enables customers to improve approval rates, reduce bad debt rates, on-board customers faster, and identify earlier signs of repayment stress

Commercial and Property Solutions

- Commercial & Property Solutions provide businesses with access to third-party data through Veda's value-added products
- Veda's delivery channel allows customers to easily purchase multiple products from one place

Equifax Acquires Veda for ~\$1.8 Billion

Veda Overview – B2C and Marketing Services

The Business-to-Consumer (B2C) line provides products that help consumers improve their financial literacy, negotiate better credit offers, and protect their identity



Marketing Services provides businesses with insight into data driven marketing to make informed decisions about how to target customers



Business-to-Consumer

- VedaScore is used by financial institutions to price specific offers in the personal loan and credit card markets to match the credit risk profile of individuals
- Monitors whether a person's information, such as email addresses, credit cards and bank details, are illegally traded in online forums and alerts the real 'owner' if their information has been compromised

Marketing Services

- Veda's Marketing Services division assists its clients via a vast 'data lake' - a repository of data in its raw form - of consumer and commercial information
- Combined with market-leading data matching capability and advanced analytics, Veda generates insights to help customers grow in their chosen segments

Equifax Acquires Veda for ~\$1.8 Billion

Veda Management Team

Nerida Caesar
Chief Executive Officer,
Managing Director



- Nerida was appointed CEO and Managing Director of the Company in February 2011
- Nerida was previously the Group Managing Director of Telstra Enterprise and Government where she was responsible for Telstra's corporate, government and large business customers in Australia

James Orlando
Chief Financial Officer



- James joined Veda in May 2013 as CFO
- Before joining Veda, James was the CFO of AAPT, where he focused on improving the Company's earnings, as well as divesting its consumer business

Tony Kesby
Chief Information Officer



- Tony joined Veda in August 2008, and has over 30 years' technology experience
- The senior IT positions that Tony has held include CIO roles at FAI Life and Tower Australia

Lionel Lopez
Chief Data Officer



- Lionel joined Veda in March 2015 and has over 20 years' experience in financial services in Australia and internationally
- Lionel has worked both internationally and domestically at GE UK and GE Taiwan, Barclays UK, Standard Chartered Singapore and National Australia Bank

John Wilson
EGM, Product and Market
Development



- John joined Veda in February 2010, and has more than 20 years' experience in information technology
- Before joining Veda, John was the Asia Pacific President for SunGard, where he managed over 1,500 staff, across 14 offices in 11 countries

Equifax Acquires Veda for ~\$1.8 Billion

Veda LTM Stock Performance



Equifax Acquires Veda for ~\$1.8 Billion

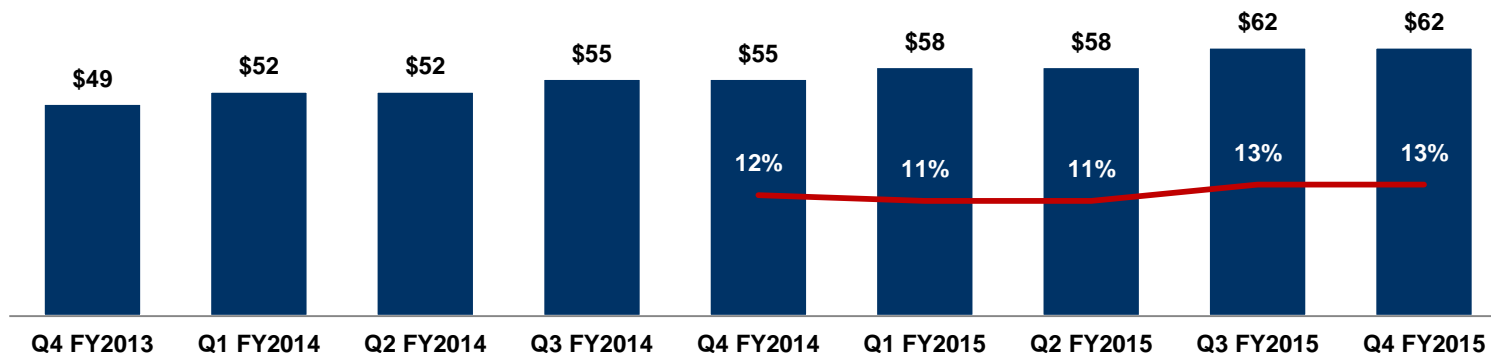
Veda Financial Overview – Historical Income Statement

(\$ in mm)	FY2012	FY2013	FY2014	FY2015
Revenue	\$ 174	\$ 192	\$ 216	\$ 242
YoY Growth	16%	10%	12%	12%
Costs & Expenses:				
Cost of Sales	95	94	101	114
Selling, General and Admin.	23	19	20	21
Depreciation and Amortization	28	18	17	20
Other	3	4	4	5
Total Operating Expenses	54	40	49	45
EBITDA	\$ 40	\$ 61	\$ 71	\$ 90
EBITDA Margin	23%	32%	33%	37%
Operating Income	\$ 25	\$ 58	\$ 67	\$ 83
Operating Income Margin	14%	30%	31%	34%
Net Income	\$ (14)	\$ 7	\$ 16	\$ 56
Net Income Margin	na	3%	7%	23%

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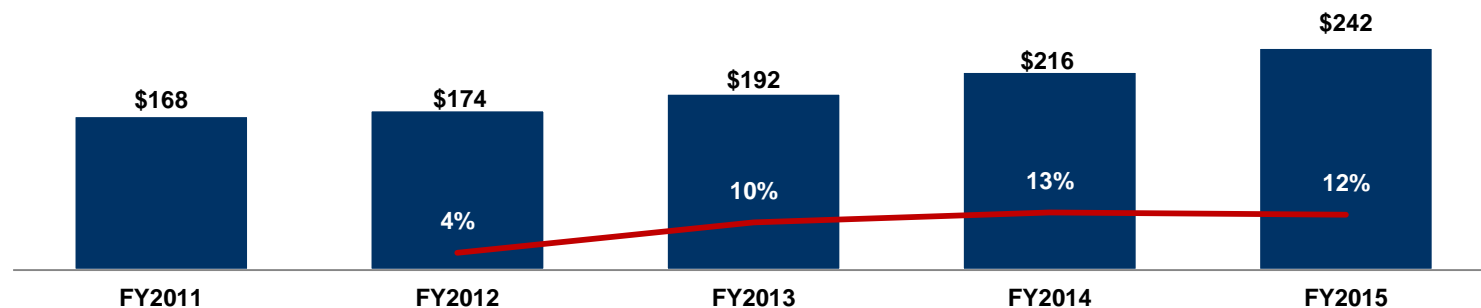
Veda Financial Overview – Revenue (cont.)

(\$ in mm)



Historical Quarterly
Revenue /
YoY Growth

(\$ in mm)

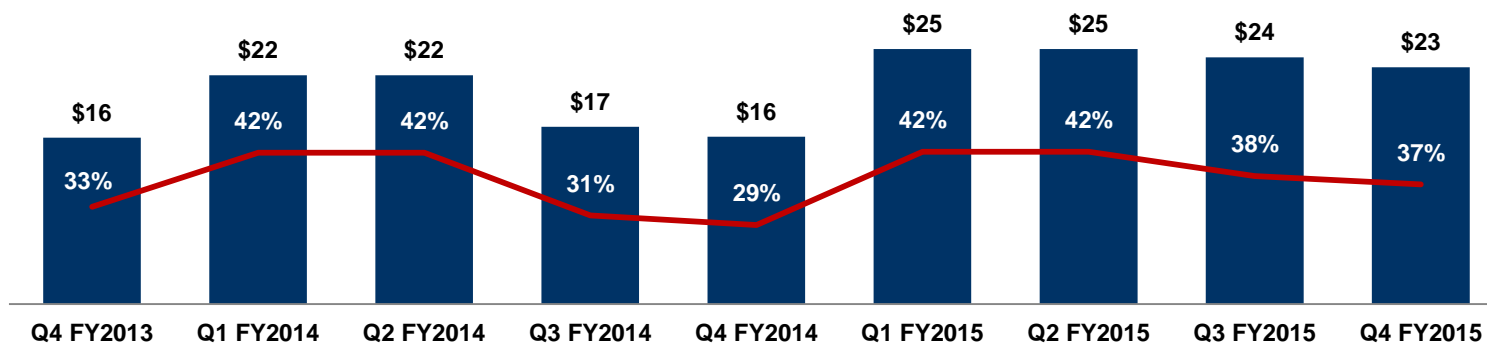


Historical Annual
Revenue /
YoY Growth

Equifax Acquires Veda for ~\$1.8 Billion

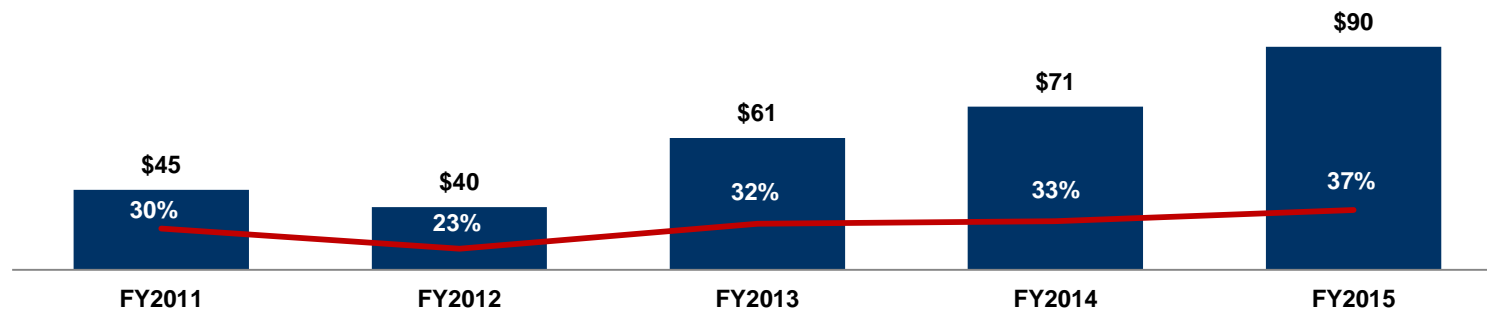
Veda Financial Overview – EBITDA

(\$ in mm)



Historical Quarterly
EBITDA / % Margin

(\$ in mm)

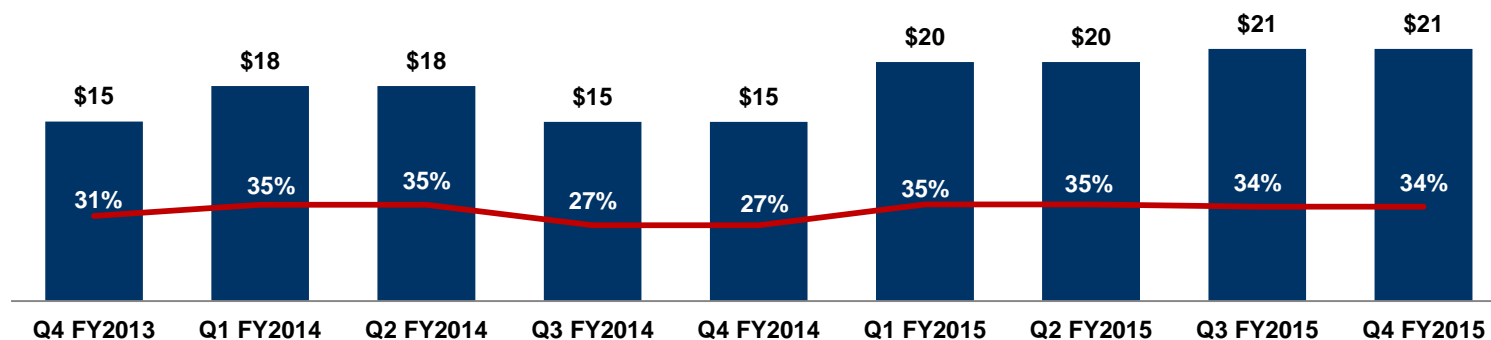


Historical Annual
EBITDA / % Margin

Equifax Acquires Veda for ~\$1.8 Billion

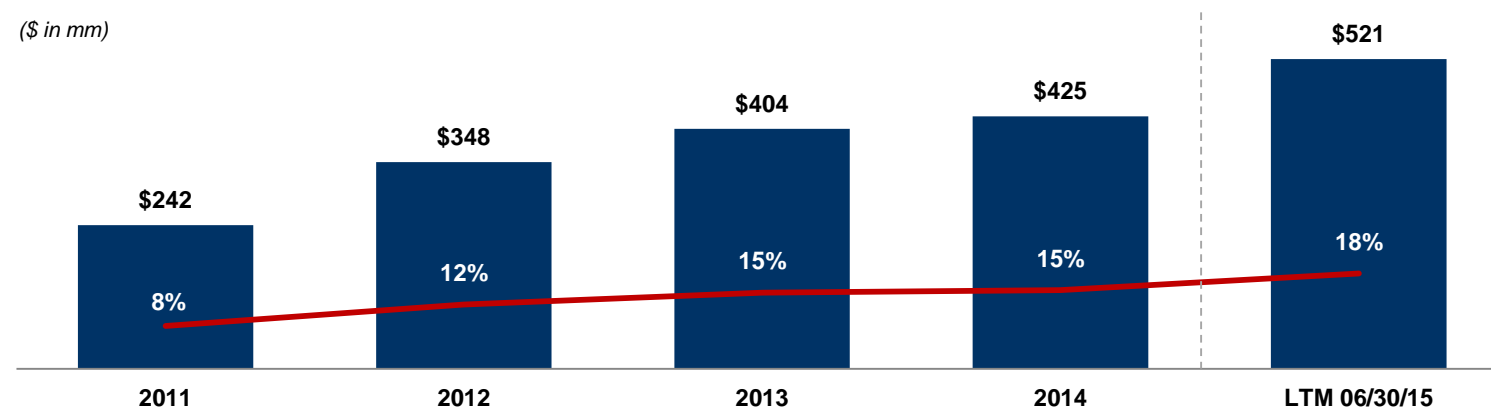
Veda Financial Overview – Operating Income

(\$ in mm)



Historical Quarterly
Operating Income
/ % Margin

(\$ in mm)

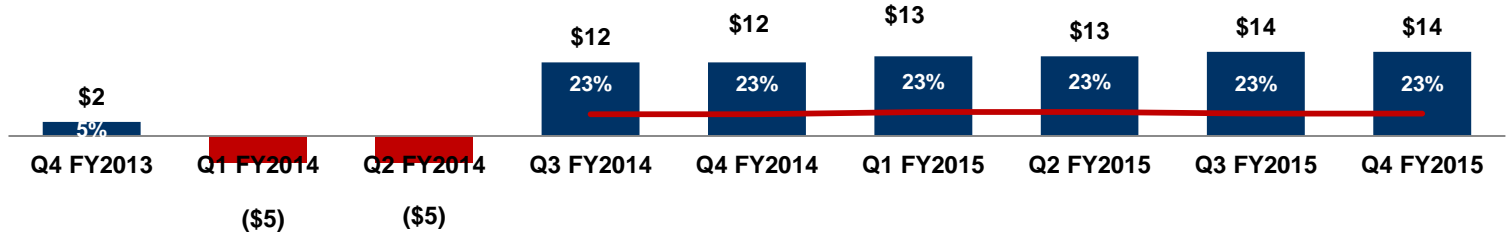


Historical Annual
Operating Income
/ % Margin

Equifax Acquires Veda for ~\$1.8 Billion

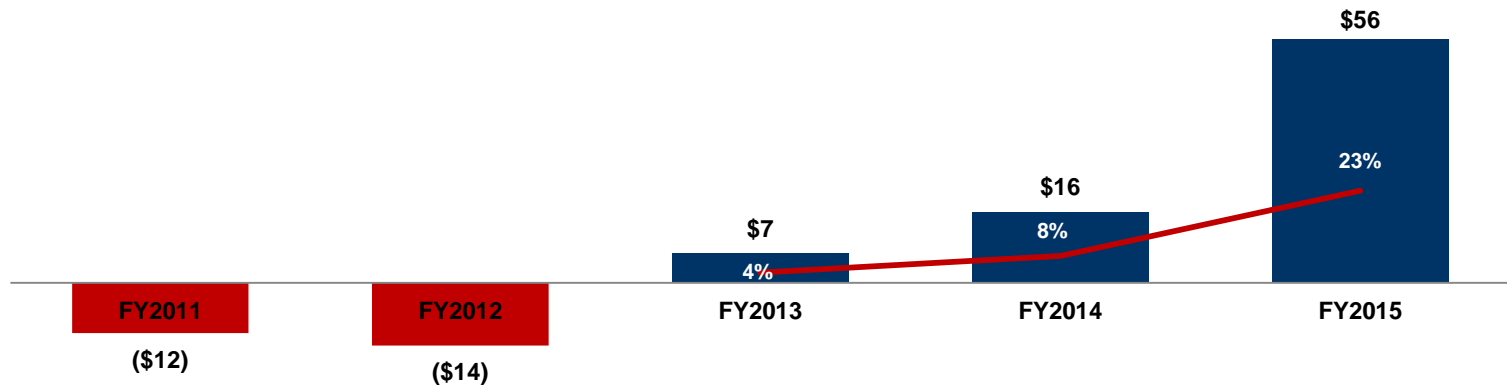
Veda Financial Overview – Net Income

(\$ in mm)



Historical Quarterly
Net Income
/ % Margin

(\$ in mm)



Historical Annual
Net Income
/ % Margin

Equifax Acquires Veda for ~\$1.8 Billion

Selected Public Comparables

Company Name	Price 11/20/15	% MTD Change	% LTM High	Market Value (\$ mm)	Enterprise Value (\$ mm)	Multiples						Growth Rates			Margins		P / E / G CY 15E
						Price / Earnings		EV / EBITDA		EV / Revenue		Revenue		EPS	EBITDA		
						CY 15E	CY 16E	CY 15E	CY 16E	CY 15E	CY 16E	CY 15E	CY 16E	LT	CY 15E	CY 16E	
Consumer / SMB Credit Data and Protection																	
Experian	\$ 18.47	8 %	96 %	\$ 17,675	\$ 21,031	20.3 x	19.7 x	12.5 x	13.1 x	4.3 x	4.2 x	0 %	2 %	11 %	35 %	32 %	1.8 x
Equifax	110.22	3	100	13,233	14,497	24.7	22.3	15.7	14.2	5.4	5.1	10	8	11	35	36	2.2
TransUnion	25.75	0	95	4,889	6,504	26.5	21.5	12.8	11.5	4.3	4.0	15	9	11	34	35	2.4
FICO	91.58	(1)	94	2,936	3,458	31.6	26.2	17.5	14.5	4.1	3.9	6	4	16	23	27	2.0
Veda	1.94	3	96	1,657	1,802	28.0	25.4	16.1	14.4	6.9	6.2	13	11	10	43	43	2.8
LifeLock	14.68	5	77	1,484	1,152	23.6	19.5	16.0	12.3	2.0	1.7	23	15	22	12	14	1.1
Median		3 %	96 %			25.6 x	21.9 x	15.9 x	13.7 x	4.3 x	4.1 x	11 %	8 %	11 %	34 %	33 %	2.1 x
Mean		3	93			25.8	22.4	15.1	13.3	4.5	4.2	11	8	14	30	31	2.0
Financial Media / Information Providers																	
Thomson Reuters	\$ 39.75	(3)%	95 %	\$ 30,575	\$ 39,039	19.3 x	17.3 x	11.4 x	10.7 x	3.2 x	3.1 x	(3)%	2 %	11 %	28 %	29 %	1.8 x
McGraw Hill	96.89	5	89	26,608	29,512	21.5	19.6	13.4	11.9	5.5	5.0	5	10	14	41	42	1.5
Moody's	104.34	9	92	20,978	22,391	22.8	20.3	14.0	12.9	6.4	6.0	6	7	13	46	46	1.7
Reed Elsevier	17.84	1	98	20,394	20,999	19.3	18.0	7.9	7.3	2.6	2.4	4	4	7	35	35	2.7
Wolters Kluwer	34.40	5	99	10,039	12,239	17.4	16.2	11.1	10.6	2.8	2.7	15	3	9	25	26	2.0
Markit	29.32	(4)	95	5,661	6,060	20.4	19.2	12.3	11.5	5.4	4.9	5	10	4	44	43	nm
Dun & Bradstreet	107.35	(6)	78	3,898	5,375	14.8	14.0	11.1	10.2	3.2	3.1	(0)	5	6	29	30	2.4
Intrum Justitia	33.71	(4)	94	2,451	3,109	18.2	17.8	15.1	14.8	4.8	4.6	10	3	7	32	31	2.6
Morningstar	77.91	(5)	90	3,451	3,064	26.5	23.1	12.0	10.8	3.9	3.6	4	8	16	32	33	1.7
Fimalac	84.70	(2)	86	2,272	2,819	37.7	36.3	nm	nm	19.7	18.9	26	4	na	10	12	na
Median		(3)%	93 %			19.8 x	18.6 x	12.0 x	10.8 x	4.3 x	4.1 x	5 %	5 %	9 %	32 %	32 %	1.9 x
Mean		(0)	92			21.8	20.2	12.0	11.2	5.8	5.4	7	6	10	32	33	2.0

Source: Wall Street Research, Reuters and Capital IQ.

Note: nm signifies negative value or value of >50.

Equifax Acquires Veda for ~\$1.8 Billion

Equifax Overview

Key Company Stats

Credit and alternative data on nearly:

600 million consumers

81+ million businesses

250+ million employee payroll records

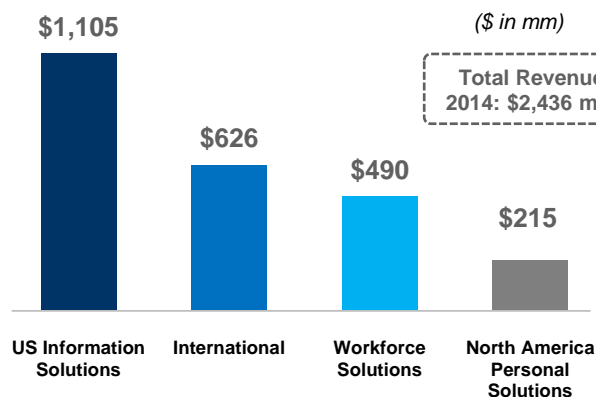
100+ million public records

Equifax Overview

CEO: Richard Smith
 Headquarters: Atlanta, GA
 Founded: 1899

- Equifax provides information solutions and human resources business process outsourcing services for businesses, governments, and consumers
- The Company's products and services are based on comprehensive databases of consumer and business information derived from numerous types of credit, financial assets, telecommunication and utility payment, employment, income, public record, demographic and marketing data

Revenue by Segment 2014



Products / Services

US Information Solutions

Consumer and commercial credit reporting and scoring, identity management and authentication



Solutions:

Online Information Solutions

Mortgage Solutions

Financial Marketing Solutions

International

Includes varying product lines in the US Information Solutions and North American Personal Solutions segments



Solutions:

Consists of LatAm, Europe and Canada

Includes IT Services for debt collections and recovery management

Workforce Solutions

Solutions include employment, income, and social security number verifications and HR business outsourcing



Solutions:

Administration of Unemployment Claims

Payroll-related Transaction Processing

North America Personal Solutions

Credit monitoring and identity theft protection products



Solutions:

Direct-to-Consumer Credit Monitoring

Analytical Services

Equifax Acquires Veda for ~\$1.8 Billion

Equifax Management Team

Richard Smith
Chief Executive Officer,
Chairman



- Richard F. "Rick" Smith is Chairman and Chief Executive Officer of Equifax
- Prior to joining Equifax, Rick held several CEO, President and COO positions with GE, where he was appointed a Corporate Officer in 1999

John Gamble
Chief Financial Officer,
Corporate Vice President



- John Gamble is the Company's CFO and Corporate VP
- Previously, John was an Executive VP and CFO for Lexmark International

Andy Bodea
Chief Global Operations
Officer



- Andy Bodea is the Chief Global Operations Officer of Equifax, where he has global responsibility for strategic revenue growth initiatives
- Previously held positions at Home Depot, GE Company, GE Capital and Gateway among others

David Webb
Chief Information Officer



- David (Dave) Webb is CIO for Equifax, with responsibility for the Company's global technology strategy, operations
- Previously served as COO of Silicon Valley Bank

Jeffrey Dodge
SVP of Investor Relations



- Jeff Dodge is SVP of Investor Relations for Equifax and is responsible for managing the Company's relationship with Wall Street analysts and investors
- Before joining Equifax, Jeff was a Senior Credit Officer of Retail Financial Services for GE Capital

Equifax Acquires Veda for ~\$1.8 Billion

Equifax Overview – LTM Stock Performance

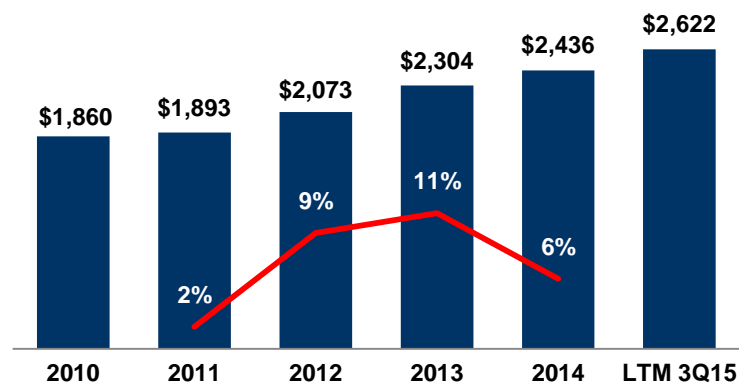


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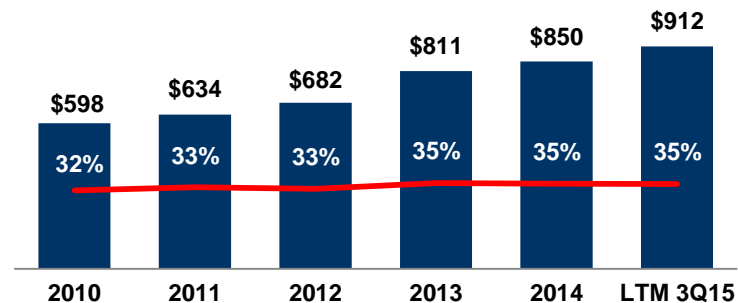
Equifax Financial Overview

Total Revenue ⁽¹⁾ / % Growth

(\$ in mm)

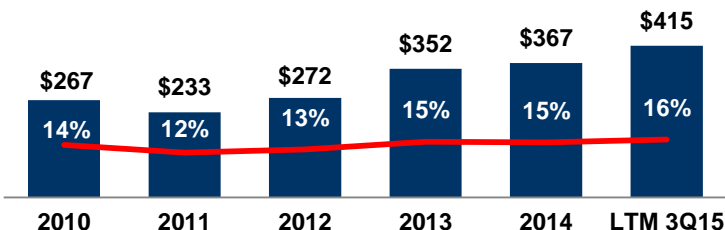


EBITDA / % Margin

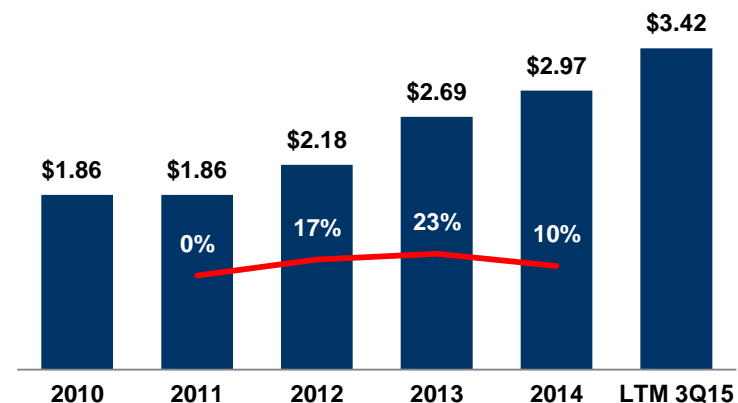


Net Income / % Margin

(\$ in mm)



Diluted EPS / % Growth







































Equifax Acquires Veda for ~\$1.8 Billion

Equifax Selected Acquisitions

Announced Date	Target	Amount (\$MM)
01/16/14	 TDXGROUP	327
01/16/14	 INFFINIX	23
11/25/13	 Informconf	48
07/08/13	 TrustedID®	na
12/18/12	 INFORMA DEL PERU Información Económica	na
12/03/12	 CSC	1,000
09/06/11	EFX de Costa Rica	na
10/04/10	 anakam™ enabling the masses	64
11/02/09	 Rapid Reporting A Verification Company	73
10/21/09	 IX™	124

Overview of FT Partners

Strong Domain Expertise in Banking and Financial Technology

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as financial advisor to</p>  <p>in its minority investment from</p>  <p>for total consideration of approximately</p> <p>\$ 300,000,000 +</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>in its growth financing with</p>  <p>for total consideration of approximately</p> <p>\$ 15,000,000</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>in its sale to</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 role as advisor to</p>  <p>in its Series E minority financing Led by</p>   <p>for total consideration of</p> <p>\$ 135,000,000</p>  <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as financial advisor to</p>  <p>in its growth financing for total consideration of</p> <p>\$ 19,500,000</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>in its sale to</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 role as advisor to</p>  <p>in its lead investment in</p>  <p>with additional participation from</p>  <p>for approximately</p> <p>\$ 85,000,000</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>in its financing, with investment from</p>  <p>for approximately</p> <p>\$ 35,000,000</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 debt capital advisor to</p>  <p>in its acquisition of</p>  <p>for total consideration of approximately</p> <p>\$ 300,000,000</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>in its financing, including investment from</p>  <p>for approximately</p> <p>\$ 15,000,000</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>in its sale to</p>   <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as Capital Markets & IPO Advisor to</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>The Only Investment Bank Focused Exclusively on Financial Technology</p>

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 |

Institutional Investor
Institutional Investor
Annual Ranking

- | | |
|-----------|--|
| 2006-2008 | ■ 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> |

**FINANCIAL
TECHNOLOGY
PARTNERS**

*Note: **Bold** represents awards that FT Partners has won, *italics* represents nominations.*

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, DFS, TSS, GPN, HPY, DST, ENV, FIS, FISV & 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