

May 19, 2016

# Financial Technology Partners

## FT Partners Research – Transaction Profile

 **PERSONAL  
CAPITAL**

*raises*

**\$75 million**

*in Series E financing from*

**IGM**  
Financial

*Courtesy of:*

**FINANCIAL  
TECHNOLOGY  
PARTNERS**

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

[www.ftpartners.com](http://www.ftpartners.com)



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# Personal Capital Raises \$75 Million in Series E Financing

## Transaction Summary

### Transaction Summary

- On May 19, 2016, Personal Capital announced that it had received Series E financing from Canada-based IGM Financial, Inc.
  - IGM Financial has invested \$50 mm and has agreed to invest another \$25 mm within the next year
  - IGM Financial is a member of the Power Financial Corporation group of companies
- According to Personal Capital, this financing results in a post-money valuation of approximately \$500 mm
  - This valuation is double Personal Capital's valuation during its Series D round of financing
- As a result of this transaction, Jeff Carney, CEO and President of IGM Financial, will be joining Personal Capital's Board of Directors

### Transaction Rationale

- Personal Capital will use the additional investment to scale the business and broaden its services
- This transaction allows IGM Financial the opportunity to participate within the emerging digital wealth management industry in the United States

### Transaction Commentary

*"IGM Financial is the ideal investor. As one of Canada's premier personal financial services companies, we will benefit from IGM Financial's expertise in financial advice and asset management, coupled with deep understanding of its clients' needs. We are very excited to work with the IGM team."*

*"Our approach allows people not only to manage their entire financial life through the mobile devices they carry in their pockets, but also to receive a level of personalized advice previously only available to the ultra-wealthy. Demand for our advisory services and tools is only growing, and we are excited to partner with IGM Financial and our current investors to help more people reach their long-term financial goals, whether that be starting a family, buying a home, or getting ready for retirement."*

**PERSONAL  
CAPITAL**

**Bill Harris  
CEO  
Personal Capital**



*"I'm very enthusiastic about our investment in Personal Capital, and its highly experienced management team. We believe the financial advisory landscape will be enhanced by the type of service that Personal Capital provides, and we're delighted to be backing the leader in digital wealth management."*

**IGM  
Financial**

**Jeff Carney  
CEO and President  
IGM Financial**



# Personal Capital Raises \$75 Million in Series E Financing

## Personal Capital Overview

### PERSONAL CAPITAL

#### Company Overview

- CEO:** Bill Harris
- Headquarters:** Redwood City, CA
- Founded:** 2009
- Personal Capital offers free software to track financial investments as well as a full wealth management service
    - Free financial software for all registered users
    - Wealth management service provides professional financial advisors to clients, with special services for clients holding over \$1 million with Personal Capital
  - Personal Capital has over 1 million registered users, tracking \$239 billion, and \$2.4 billion in assets under management


#### Financing History

Date	Size (\$ mm)	Investor(s)
05/19/16	\$75	IGM Financial
10/28/14	50	BBVA Ventures; Corsair Capital; CrossLink Capital; Institutional Venture Partners; United Services Automobile Association; Venrock
05/30/13	27	BlackRock; Correlation Ventures; CrossLink Capital; Institutional Venture Partners; Venrock
07/26/11	20	Institutional Venture Partners; Venrock
06/18/10	10	Institutional Venture Partners

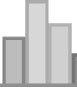
#### Products & Services Overview

##### Wealth Management Service


*Personal Capital's Technology is combined with personal advisory services*




An advisor calls to discuss goals, risk tolerance, time horizon, and retirement planning



The advisor analyzes current and prior finances and develops a personal strategy




The advisor presents the financial plan, and opens an account at Pershing, a third party custodian




Personal Capital implements the strategy, monitors and rebalances the portfolio, and delivers requested reports

##### Private Client Concierge


*Clients investing \$1 million with Personal Capital receive:*




Direct access to a Certified Financial Planner™ and 24/7 access to licensed advisors



Quarterly financial reviews and the ability to sit in on Investment Committee conference calls



Partnership with Bank of New York Mellon to establish non-purpose credit lines and provide mortgage access and account check writing



Fee Structure:

- First \$3 mm: 0.79%
- Next \$2 mm: 0.69%
- Next \$5 mm: 0.59%
- Over \$10 mm: 0.49%

# Personal Capital Raises \$75 Million in Series E Financing

## IGM Financial Overview



### Company Overview

**President & CEO:** Jeff Carney

**Headquarters:** Winnipeg, Canada

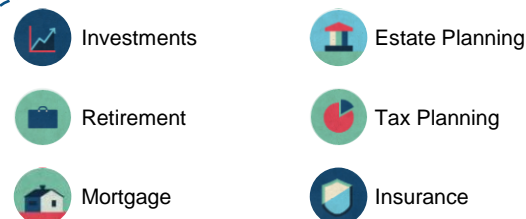
**Founded:** 1894

- IGM Financial is a personal financial services company, which provides investment advisory and other related services that mainly operates in Canada
- The Company also is one of the largest managers and distributors of mutual funds and other managed asset products in Canada
  - Currently has approximately \$133 bn in total assets under management, with approximately \$127 bn in mutual fund assets under management
- IGM Financial operates principally through its three subsidiary companies: Investors Group, Mackenzie Financial Corporation and Investment Planning Counsel
- IGM Financial is a member of the Power Financial Corporation group of companies
  - Power Financial Corporation is a diversified management and holding company with interests in companies in the financial services sector
- The Company is publicly traded on the TSX under the symbol "IGM", with a market capitalization of approximately \$6.7 bn

### Subsidiaries Overview



*Personal financial planning services focused on six areas:*



- ✓ Mutual Funds
- ✓ Private Wealth Solutions
- ✓ Managed Assets
- ✓ ETFs
- ✓ Services
- ✓ New Funds











*Integrated wealth management company  
Work with an IPC advisor to:*

1. Analyze
2. Plan
3. Advise
4. Review
5. Communicate









# Personal Capital Raises \$75 Million in Series E Financing

## Selected M&A Transactions

Date	Acquirer	Target	Value (\$ mm)	Comments
04/06/16			\$275	<ul style="list-style-type: none"> <li>Ally Financial announced the acquisition of TradeKing for \$275 mm</li> <li>TradeKing is an online broker dealer and registered investment advisor, offering a range of portfolio management solutions and services</li> <li>Ally Financial is a public and diversified financial services company based in the US focused on the auto and consumer finance industries</li> </ul>
03/14/16			na	<ul style="list-style-type: none"> <li>The Investment Management Division of Goldman Sachs announced the acquisition of Honest Dollar, a web and mobile-based retirement savings platform</li> <li>Honest Dollar enables employees of small- and medium-sized businesses, self-employed individuals and independent contractors to quickly begin saving and investing for retirement</li> </ul>
01/12/16			na	<ul style="list-style-type: none"> <li>Invesco announced the acquisition of Jemstep, a provider of advisor-focused digital solutions</li> <li>Jemstep provides a simple way for advisors to engage with clients by providing a flexible platform that makes it easy for investors to access professional advice online through advisor-selected, customized asset allocations</li> </ul>
08/26/15			na	<ul style="list-style-type: none"> <li>BlackRock, the largest global asset manager, has announced the acquisition of FutureAdvisor, a digital wealth management platform</li> <li>The deal combines FutureAdvisor's tech-enabled advice capabilities with BlackRock's investment and risk management solutions</li> <li>FT Partners served as exclusive advisor to BlackRock on the transaction; terms of the transaction were not disclosed</li> </ul>
























# Personal Capital Raises \$75 Million in Series E Financing

## Selected M&A Transactions

Date	Acquirer	Target	Value (\$ mm)	Comments
05/26/15	 John Hancock the future is yours	 guide	na	<ul style="list-style-type: none"> <li>Guide Financial applies artificial intelligence to help investors make better planning decisions and build wealth</li> <li>John Hancock may have felt that Guide's focus on cash flows and retirement advice make it the most relevant to John Hancock's customer base and product line</li> <li>The partnership provides Guide Financial with John Hancock's resources base to help fuel development and gives John Hancock a tech-focused product to add to its suite</li> </ul>
04/23/15	 Interactive Brokers	 covestor	na	<ul style="list-style-type: none"> <li>Covestor provides an automated platform that mimics the trades of selected experienced investors based on the user's risk tolerance</li> <li>The deal will expand Interactive Brokers' capabilities in building a marketplace that brings together multiple market constituents while offering additional products and services</li> <li>By joining with Interactive Brokers, Covestor will be able to leverage Interactive Brokers' large customer base and rapidly add more portfolio managers to Covestor's marketplace, provide additional asset classes to clients and expand its offerings globally</li> </ul>
03/25/15	 Northwestern Mutual	 LEARNVEST	\$250	<ul style="list-style-type: none"> <li>Northwestern Mutual has announced that it will acquire LearnVest, a leading financial planning platform</li> <li>Through the acquisition, Northwestern Mutual has positioned itself to target the millennial generation, who are set to inherit around \$30 tn in the coming years</li> <li>Northwestern Mutual currently has more than 4.2 million clients worldwide and LearnVest currently has about 1.5 million users; the acquisition is expected to increase both customer bases</li> <li>LearnVest will continue to operate independently as a subsidiary; allowing it to continue to focus on growth of the platform</li> </ul>
02/26/15	 ENVESTNET	 UPSIDE	3	<ul style="list-style-type: none"> <li>Envestnet acquired Upside Financial, a technology company that provides digital advice solutions to financial advisors, for an undisclosed amount</li> <li>The acquisition will allow Envestnet to combine Upside's convenient investor-facing financial planning platform with its suite of investment solutions, portfolio analytics tools and account servicing infrastructure</li> <li>Envestnet plans to build on Upside's advisor solution by utilizing the time-tested operations and servicing functionality of its own platform</li> </ul>

# Personal Capital Raises \$75 Million in Series E Financing




















## Selected Financing Transactions

Announce Date	Target	Investors / Acquirers	Size (\$ mm)	Valuation
05/19/16	 PERSONAL CAPITAL		\$50.0	na
05/16/16	 SIGFIG	Eaton Vance; Comerica Bank; New York Life; Santander InnoVentures; and UBS	40.0	na
04/21/16	 acorns	PayPal; Rakuten; Greycroft Partners; e.ventures	30.0	na
03/29/16	 Betterment	 Investment AB Kinnevik	300.0	\$700
02/19/16	 FlexScore	 UNITED CAPITAL FINANCIAL LIFE MANAGEMENT	na	na
12/17/15	 nextcapital	Alliance Bernstein; Manulife Financial Corporation; Route 66 Ventures	16.0	na
12/15/15	 indexcapital	Bewa7er; Cabiedes & Partners; FIDES Capital Partners; Viriditas Ventures	1.1	na
11/18/15	 VANARE	Undisclosed Investors	3.0	na
11/09/15	 moneyfarm	Cabot Square Capital; United Ventures	17.2	na
10/29/15	 TAVGA	Undisclosed Investors	na	na
09/29/15	 bloom	QED Investors, Commerce Ventures, DST Systems, Hyde Park Venture Partners, UMB Financial	4.0	na
09/17/15	 advisr	 FENWAY SUMMER VENTURES	1.0	na
08/19/15	 SIMPLY WALLST	Sydney Angels	0.6	na
08/12/15	 scripbox	 ACCEL PARTNERS	2.5	na
08/11/15	 STASH	Undisclosed Investors	1.0	na
08/04/15	 Nest WEALTH	 metrolandmedia Connected to your community	1.5	na
05/05/15	 digit	General Catalyst Partners; Baseline Ventures; Google Ventures; NYCA Partners	11.0	na

Source: Company websites, Capital IQ, PitchBook, FT Partners' proprietary transaction database.

# Personal Capital Raises \$75 Million in Series E Financing

## Selected Financing Transactions









Announce Date	Target	Investors / Acquirers	Size (\$ mm)	Valuation
05/04/15	 ARTIVEST	Kohlberg Kravis Roberts & Co.; FinTech Collective; RRE Ventures; NYCA Partners; Anthemis Group	15.0	na
04/23/15	 SIGFIG	 nyca	1.0	na
04/20/15	 eToro <small>Trading Starts Here</small>	CommerzBank; Ping An Venture Capital; Sberbank Fund	39.0	na
04/02/15	 acorns	e.venturs; Garland Capital; Greycroft Partners; Math Venture Partners; Sound Ventures	23.0	na
02/17/15	 Betterment	Francisco Partners; Bessmer Venture Partners; Menlo Ventures; Northwestern Mutual Capital	60.0	~\$500 mm
01/20/15	 motif <small>INVESTING</small>	 renren	40.0	na
11/23/14	 eToro <small>Trading Starts Here</small>	BRM Group; Ping An Capital; SBT Venture Capital; Spark Capital Partners	27.0	na
10/29/14	 PERSONAL CAPITAL	Corsair Capital; BBVA Ventures; USAA Investment Management Company; IVP; Venrock; Crosslink Capita	50.1	~250mm
10/28/14	 wealthfront	Spark Capital; Dragoner Investment Group; Index Ventures; DAG Ventures; Greylock Partners; Ribbit Capital; The Social+Capital Partnership	64.2	~700 mm
08/14/14	 WEALTHACCESS	 Cultivation Capital	na	na
07/29/14	 nextcapital	FinTech Collective; Kelvingrove Ventures; Russell Investment Management Company; TransAmerica Ventures; VCET Capital	6.3	na
07/14/14	 UPSIDE	Cultivation Capital; Six Thirty	1.1	na
06/25/14	 nutmeg	Schroders; Balderton Capital	32.0	na
05/21/14	 FutureAdvisor	Canvas Ventures; Sequoia Capital	15.5	na
05/08/14	 motif <small>INVESTING</small>	JP Morgan Chase; Wicklow Capital; Balderton Capital; Goldman Sachs; Foundation Capital; Ignition Partners; Norwest Venture Partners	35.0	na
04/22/14	 WEALTHACCESS	SixThirty; Council & Enhanced TN Fund	3.0	na

Source: Company websites, Capital IQ, PitchBook, FT Partners' proprietary transaction database.



# Personal Capital Raises \$75 Million in Series E Financing

## Selected Financing Transactions

Announce Date	Target	Investors / Acquirers	Size (\$ mm)	Valuation
04/15/14	 LEARNVEST™	Northwestern Mutual Capital; Accel Partners	\$28.0	~\$250 mm
04/15/14	 Betterment	Citi Ventures; Bessemer Venture Partners; Menlo Ventures; Anthemis Group; Globespan Capital Partners; Northwestern Mutual Capital	32.0	na
04/03/14	 wealthfront	Ribbit Capital; The Social+Capital Partnership; Index Ventures; Greylock Partners; DAG Ventures	35.0	na
03/12/14	 acorns	 Jacobs Asset Management	5.5	na
02/11/14	 WEALTHACCESS	Undisclosed Investors	1.5	na
01/28/14	 nutmeg	Undisclosed Investors	na	na
01/14/14	 FlexScore™	Undisclosed Investors	0.7	na

Source: Company websites, Capital IQ, PitchBook, FT Partners' proprietary transaction database.

# Overview of FT Partners

## FT Partners is the Leader in Financial Technology Investment Banking

### Wealth Management

Financial Technology Partners LP  
FTP Securities LLC  
*is pleased to announce its exclusive role as  
Capital Markets & IPO Advisor to*

**ENVESTNET**

*In its*

**\$69,000,000**  
**Initial Public Offering**

*valuing the equity at approximately*

**\$ 300,000,000**

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

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

**EISI**

*In its sale to*

**ZYWAVE**

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

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

**BLACKROCK**

*in its 100% acquisition of*

**FutureAdvisor**

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

### Data / Analytics

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

**Zephyr**  
ASSOCIATES, INC.

*In its sale to*

**informa**

*for total cash consideration of*

**\$ 62,000,000**

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

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

**THE MARKETS.com**

*in its sale to*

**Capital IQ**  
A Division of Standard & Poor's

*for total consideration of approximately*

**\$ 300,000,000**

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

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

**MERGENT**

*In the sale of its Index Business to*

**NASDAQ OMX**

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

### High Frequency Trading

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

**ATD**  
Automated Trading Partners, LLC

*in its sale to*

**citi**

*for cash and stock consideration of  
approximately*

**\$ 700,000,000**

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

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

**QUANTHOUSE**  
SOLUTIONS FOR TRADING

*In its growth financing with*

**ViewPoint.**  
Capital Partners

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

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

**WOMBAT**  
FINANCIAL SOFTWARE

*in its sale to*

**NYSE Euronext**

*for total consideration of approximately*

**\$ 225,000,000**

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

# Overview of FT Partners

## FT Partners is the Leader in Financial Technology Investment Banking

### Trading Technology

Financial Technology Partners LP  
FTP Securities LLC

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



In its acquisition of



for cash consideration of approximately

**\$ 230,000,000**

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

Financial Technology Partners LP  
FTP Securities LLC

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



TECHNOLOGY. TRADING. LIQUIDITY.™

In its minority capital raise with




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

Financial Technology Partners LP  
FTP Securities LLC

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



SIMPLIFYING GLOBAL MARKETS®

In its minority recapitalization for

**\$ 110,000,000**

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

### Other Capital Markets Technology

Financial Technology Partners LP  
FTP Securities LLC

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



In its sale to



for total consideration of approximately

**\$ 56,000,000**

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

Financial Technology Partners LP  
FTP Securities LLC

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



In its sale of a minority stake to





Morgan Stanley QUANTLAB FINANCIAL, LLC

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

Financial Technology Partners LP  
FTP Securities LLC

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



In the sale of its stake in



to



Making Markets Better

for total consideration of approximately

**\$ 305,000,000**

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

# Overview of FT Partners

## FT Partners Advises BlackRock in its Acquisition of FutureAdvisor

### Transaction Overview and Rationale

#### Overview of Transaction

- On August 26, 2015, BlackRock (NYSE: BLK) announced a definitive agreement to acquire 100% of FutureAdvisor
- FutureAdvisor is a leading digital wealth management platform with technology-enabled investment advice capabilities
- BlackRock offers investment management, risk management and advisory services to institutional and retail clients worldwide and has over \$4.7tn in assets under management<sup>(1)</sup>
- Following the transaction, FutureAdvisor will operate as a business within BlackRock Solutions (“BRS”), BlackRock’s investment and risk management platform
- The transaction is expected to close in Q4 2015

#### Significance of Transaction

- Combines FutureAdvisor’s tech-enabled advice capabilities with BRS’ investment and risk management solutions
- Enables BlackRock to provide a B2B digital advice platform, which helps financial institution partners both improve their clients’ investment experiences and grow advisory assets
- Empowers partners to meet the growing demand among consumers to engage with technology to gain insights on their investment portfolios
  - Demand is particularly strong among the mass-affluent, who account for ~30% of investable assets in the U.S.

#### FT Partners’ Role

- **FT Partners served as exclusive advisor to BlackRock**
- Highlights FT Partners’ continued success 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  
exclusive role as advisor to*

# BLACKROCK

*in its 100% acquisition of*



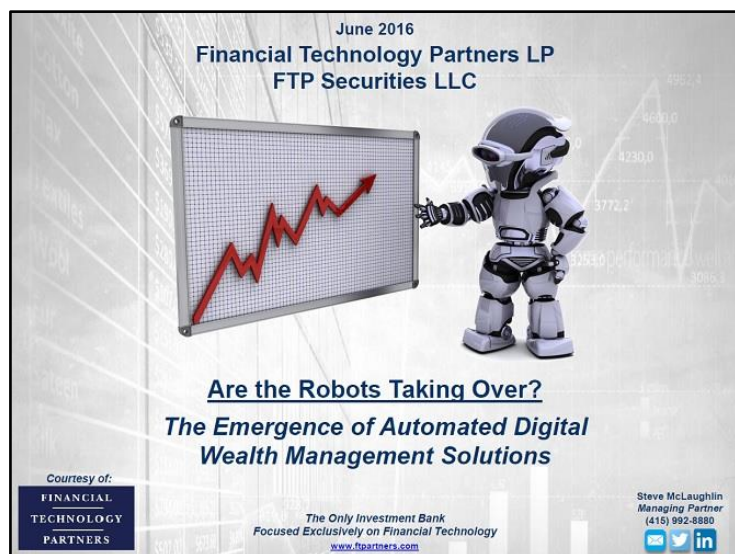
FINANCIAL  
TECHNOLOGY  
PARTNERS

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

# Overview of FT Partners

## Selected FT Partners Research – Digital Wealth Management ([click to view](#))

### *Are the Robots Taking Over? The Emergence of Automated Digital Wealth Management Solutions*



FT Partners' 137-page report provides a comprehensive overview of key industry trends driving innovation in the wealth management space and how the industry is reacting to the emergence of Robo Advisors and other Digital Wealth Management disruptors.

*Additional highlights of the report include:*

- A discussion of the different Automated Digital Wealth Management platforms and business models
- The responses of incumbents in the wealth management space, including the innovations, partnerships and acquisitions being made to stay ahead of the game
- Interviews with eight CEOs of leading Digital Wealth pioneers including Betterment, Link Pacific Advisors, MyVest, NextCapital, Nutmeg, Riskalyze, SigFig and Vanare
- A detailed industry landscape of Digital Wealth Management providers as well as other innovative, tangential companies, profiles of 28 companies and a comprehensive list of private equity financing and M&A transactions in the space

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

## Selected FT Partners Research (click to view)



Research Report: Innovations in Capital Markets Technology



PENSICO Trust Company's Sale to Opus Bank



BlackRock's acquisition of FutureAdvisor



AlphaSense's \$33 mm growth financing



Ally's acquisition of TradeKing for \$275 mm



IHS & Markit Agree to Merge



LSE & Deutsche Borse Agree to Merge



Nasdaq's acquisition of ISE for \$1.1 bn

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

## 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

2016	<ul style="list-style-type: none"> <li>■ <b>Investment Banking Firm of the Year</b></li> <li>■ <b>Cross Border Deal of the Year</b></li> </ul>
2015	<ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year</b></li> <li>■ <b>Technology Deal of the Year</b></li> </ul>
2014	<ul style="list-style-type: none"> <li>■ <b>Equity Financing Deal of the Year</b></li> <li>■ <b>Professional Services Deal of the Year, Above \$100mm</b></li> </ul>
2012	<ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year</b></li> <li>■ <b>Professional Services Deal of the Year, Above \$100mm</b></li> </ul>
2011	<ul style="list-style-type: none"> <li>■ <b>Boutique Investment Bank of the Year</b></li> <li>■ <b>Deal of the Decade</b></li> <li>■ <i>10 Deal of the Year Nominations Across 9 Categories</i></li> </ul>
2010	<ul style="list-style-type: none"> <li>■ <b>Upper Middle Market Deal of the Year, Above \$500 mm</b></li> <li>■ <b>IT Services Deal of the Year, Below \$500mm</b></li> <li>■ <b>Cross-Border Deal of the Year, Below \$500mm</b></li> </ul>
2007	<ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year – Steve McLaughlin</b></li> <li>■ <b>Business to Business Services Deal of the Year</b></li> <li>■ <b>Computer and Information Technology Deal of the Year, Above \$100mm</b></li> <li>■ <b>Financial Services Deal of the Year, Above \$100mm</b></li> </ul>



Institutional Investor Annual Ranking

2015	■ Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List
2006-2008	■ Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology









Middle Market Financing Awards

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

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

# Overview of FT Partners

## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York and San Francisco from 1995-2002</li> <li>Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	<b>21</b>
<b>Larry Furlong</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York, London and Los Angeles beginning in 1995</li> <li>Wharton M.B.A.</li> </ul>	<b>21</b>
<b>Greg Smith</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee</li> <li>Recent coverage included DST, ENV, FISV, FIS, WU, EEFT, V, MA, GPN &amp; HPY among others</li> </ul>	<b>20</b>
<b>Steve Stout</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with J.P. Morgan and UBS</li> <li>Formerly Global Head of Strategy at First Data</li> </ul>	<b>18</b>
<b>Tim Wolfe</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>Started at FT Partners beginning in 2002</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	<b>14</b>
<b>Andrew McLaughlin</b> <i>Managing Director, Research &amp; Business Development</i>		<ul style="list-style-type: none"> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	<b>10</b>