

# FT PARTNERS FINTECH INDUSTRY RESEARCH

October 9, 2017

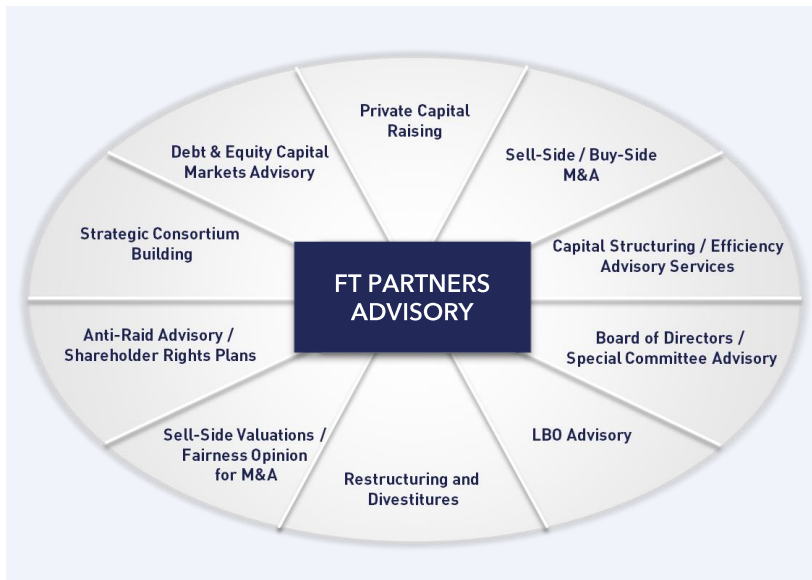


## **ZhongAn Insurance Completes its IPO Raising ~\$1.5 billion (HK: 6060)**

## 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

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 *Institution Investor's* "FinTech Finance 35"



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

Steve McLaughlin: Founder & CEO

Tel: 415.992.8880

[steve.mclaughlin@ftpartners.com](mailto:steve.mclaughlin@ftpartners.com)

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## IPO Overview

### Key IPO Statistics

Executive Director & CEO:	Jin Chen
Headquarters:	Shanghai, China
Founded:	2013
Employees:	~900
<hr/>	
Prospectus File Date:	June 30, 2017
Ticker:	6060
Estimated Proceeds	\$1.5 bn
Shares:	199,293,900
Listing Date:	September 28, 2017
Filing Range:	HK\$53.70 – HK\$59.70
Offer Price:	HK\$59.70

### Use of Proceeds

The Company intends to use the proceeds from its IPO for strengthening its capital base to support business growth. Also, the Company intends to deposit some funds into short-term interest bearing deposits and/or money market instruments.

#### HONG KONG STOCK EXCHANGE

#### Prospectus

ZHONGAN ONLINE P&C INSURANCE CO., LTD.

众安保险  
ZhongAn Insurance

(HK:6060)

Jin Shen

Chief Executive Officer

4-5/F, Associate Mission Building

169 Yuanmingyuan Road

Shanghai, China

J.P.Morgan CREDIT SUISSE



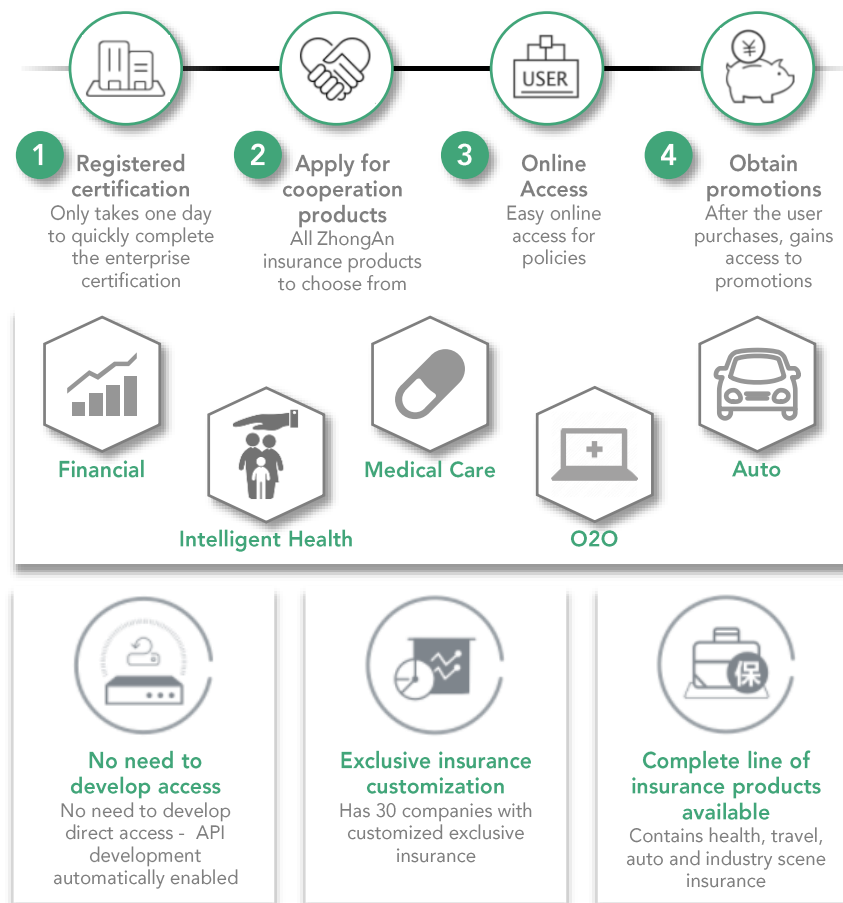
## ZhongAn Insurance Overview

### Company Overview

- ZhongAn Insurance is an internet-based P&C insurance company
  - The Company is China's first online insurance seller
  - The Company utilizes social data mining, artificial intelligence, automatic underwriting and precision marketing and data driven risk management
- The Company has sold over 7.2 billion insurance policies and served over 492 million customers, which include both the policyholders and the insured, ranking the Company as the largest insurer in China
- The Company operates its core insurance system on its proprietary cloud-based platform called Wujieshan
  - The Company has developed advanced AI capabilities to optimize product features that enhance customer experience and strengthen risk management
  - The Company accumulates extensive user data originating from its large and expanding customer base and third-party data providers
- The Company has adopted a set of effective policies and procedures that is consistent with industry best practices to elevate and manage risks
  - The Company's data-driven risk management system enables dynamic pricing and risk tracking, which enables it to optimize its products based on risk control capabilities

### Platform Overview

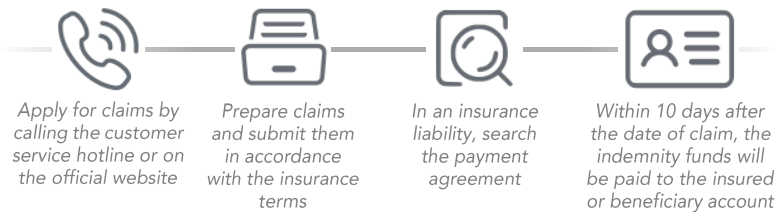
*Open platform ecosystem encompassing a number of industries, marketing, tools and various other insurance products*



## ZhongAn Insurance Overview (cont.)

*ZhongAn Insurance offers innovative ecosystem-oriented insurance products and solutions, empowering customers to control their insurance journey*

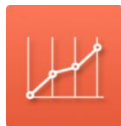
### Online insurance process:



**Personalization**  
Insurance product pricing varies from person to person



**Customization**  
The content depends on different situations



**Intelligence**  
Smart services from technological advances

*Customers are able to purchase insurance products and solutions seamlessly through consumption scenarios in their everyday life, offered in the context of five major ecosystems*



**Health**  
Products covering risks of consumers incurring expenses related to personal well-being, medical spending and healthcare



**Lifestyle Consumption**  
Products in connection with product quality, delivery, logistics and security in transactions



**Auto**  
Offers protection against vehicle damage, personal injury and death, vehicle theft and robbery, and third party liabilities for damage and injury



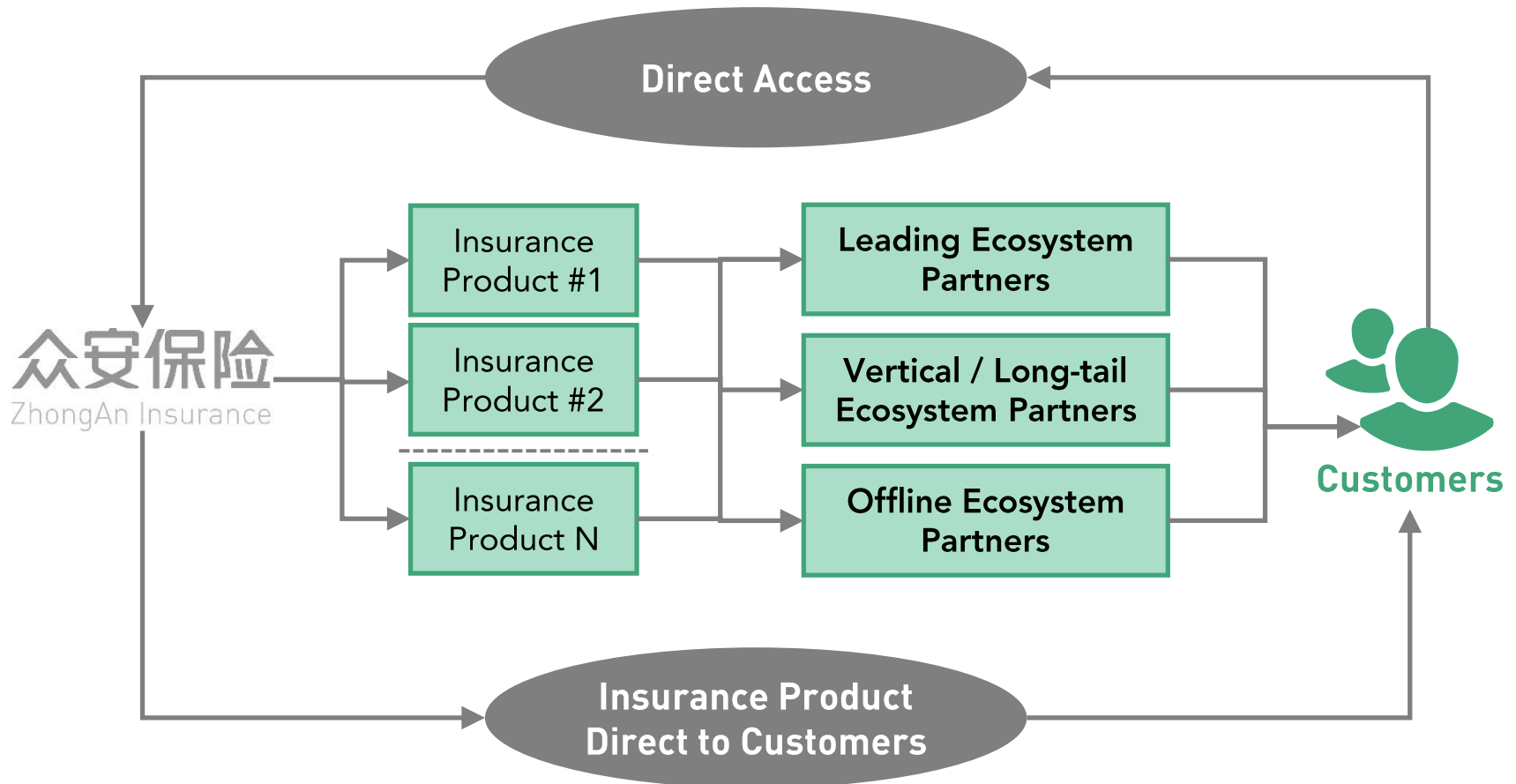
**Travel**  
Protection against risks arising from travel, such as accidents, travel delay and travel cancellation



**Consumer Finance**  
Products to protect customers against credit risks and connect funding providers, credit service providers and consumers or merchants

## ZhongAn Business Model Overview

*ZhongAn Insurance develops and sells its own insurance products through its own distribution channels, enabling cross-selling opportunities among its customers and ultimately maximizing customers' lifetime value*



## Senior Management Team

### Jin Chen

Chief Executive Officer



- Jin is responsible for the overall management and operations of the Company
- Previously, he served as President of Credit Suisse Center of CITIC Bank
- Prior to Credit Suisse, he held the role of VP of China Merchants Fund Management

### Xing Jiang

Chief Technology Officer



- Xing is responsible for overseeing the Company's information technology, operations and safety
- Previously, he was responsible for the insurance department of Zhejiang Rongxin Network Technology
- Prior to Zhejiang, he was CTO of Taobao Software

### Wei Xu

Chief Operating Officer



- Wei is responsible for overseeing the Company's products and operations, as well as supervising the Company's automotive, direct sales and air travel insurance business
- Previously, he was a Product Manager at Google

### Ti Wu

Chief Marketing Officer



- Wu is responsible for monitoring products, information and financial management, and consumer finance
- Prior to ZhongAn, he served as Deputy General Manager of R&D and Member Management of Shanghai Lujiazui International Financial Trading Market

### Yongbo Zhang

Chief Legal Officer



- Yongbo is responsible for overseeing the Company's compliance and legal affairs, internal control and corporate governance
- Previously, he was the legal lead of Yongcheng Property Insurance Co.

### Huichuan Zhou

Finance Director



- Huichuan is responsible for overseeing the Company's financial operations
- Previously, he was Head of Finance and Accounting of China Land Property Insurance Co.

### Hui Teng

Actuary Director



- Hui is responsible for overseeing the Company's actuarial and reinsurance business
- Previously served as Actuator of Japan property Insurance Co.

### Min Wang

Strategic Development Director



- Min is responsible for strategic development and new business incubation
- Prior to ZhongAn, he worked in the China Insurance Regulatory Commission System Insurance Regulatory Authorities

### Mingyu Ma

Chief Risk Management Officer



- Mingyu is responsible for risk management
- Previously, the General Manager of risk management Department of Warburg Trust Company

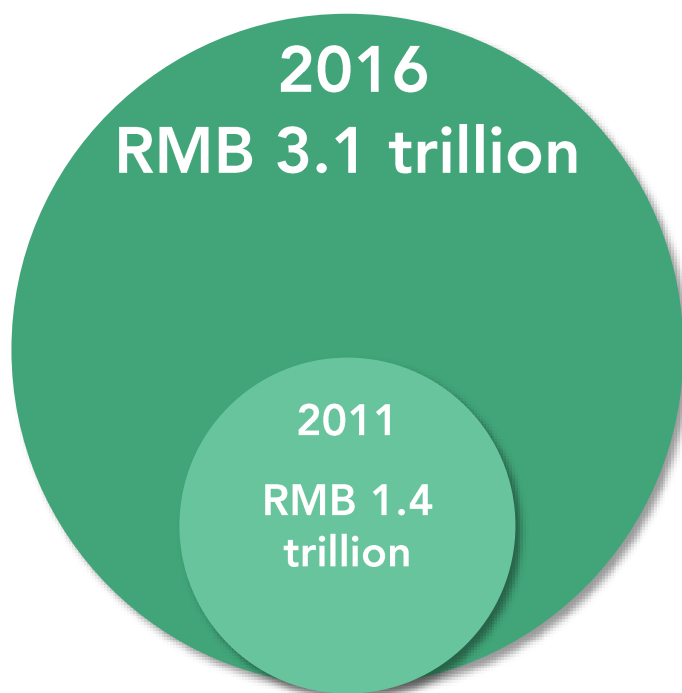


## PRC Insurance Market Overview



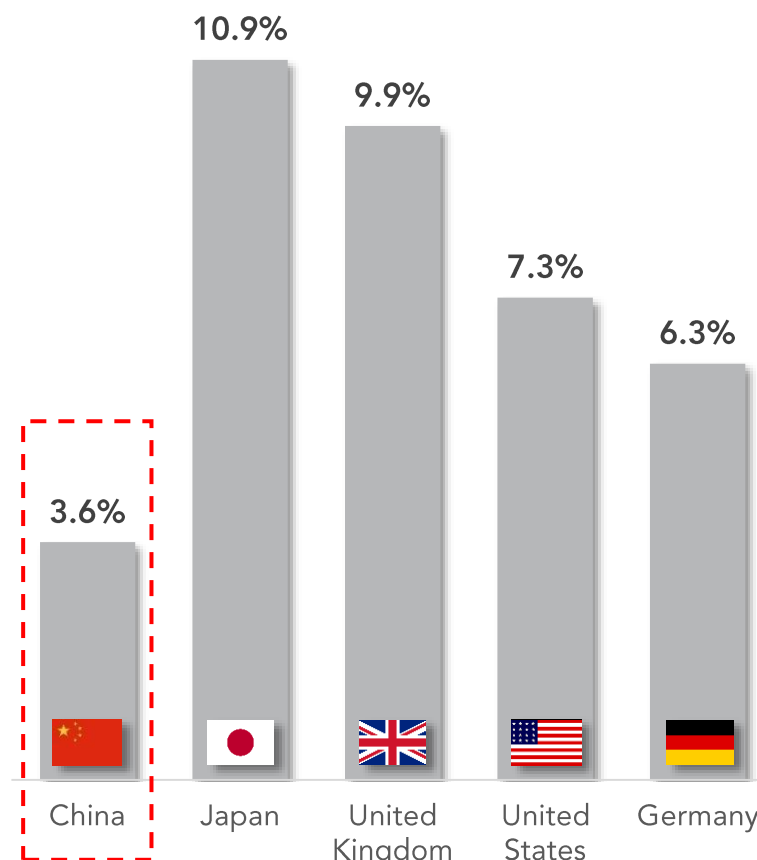
Although the size of the People's Republic of China (PRC) insurance market has become the second largest in the world as measured by GWP, insurance penetration and density are substantially lower than those in developed countries, representing significant growth potential

### PRC Market Size



PRC market has experienced rapid growth in recent years, representing a CAGR of **+17.2%**

### Global GWP % of Total GDP by Country





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## PRC Insurance Market Overview

### Favorable Regulatory Development

#### PBOC Fintech Committee

- In May 2017, the PBOC established a Fintech committee to strengthen its research and to promote the healthy development of China's Fintech industry

#### C-ROSS

- The China Risk Oriented Solvency System (C-Ross), a new-generation solvency system developed by the CIRC, took effect in January 2016
- C-ROSS reflects the determination of the CIRC to give the market a decisive role in resource allocation

#### Deregulation On Pricing

- Pricing deregulation is gradually taking place, covering some previously tariffed traditional products such as auto and life insurance

#### Deregulation in Asset Management

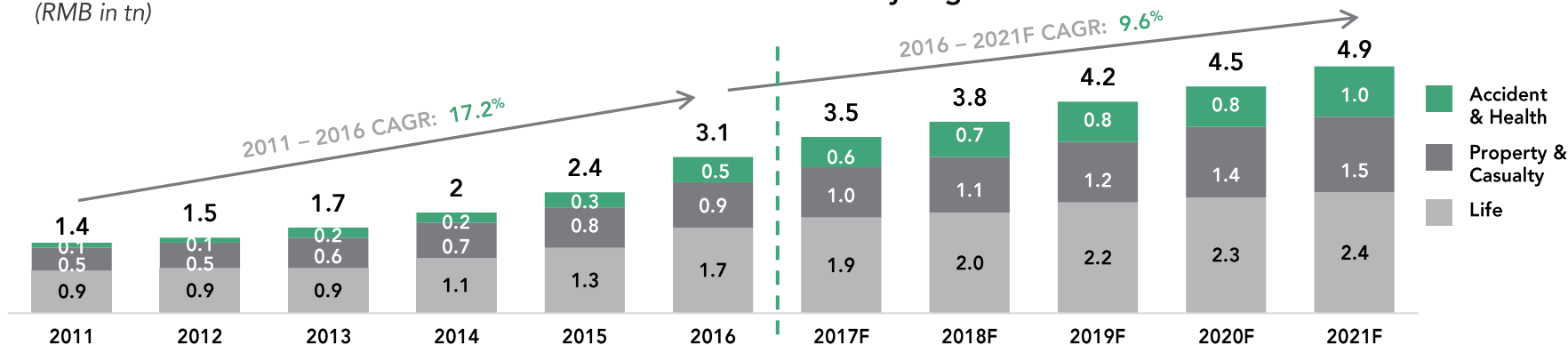
- Compared with a few years ago, insurance companies in China are allowed to invest in a wider range of assets now

#### Changes in Accounting Rules on the Inclusion of Investment Products in GWP

- In 2011 changes in PRC accounting rules resulted in the exclusion of certain investment products from GWP
- Such changes are intended to foster better product structure and better investment risk management

### PRC Insurance Market by Segment

(RMB in tn)



Source: Company website, prospectus, CIRC, Oliver Wyman Report

## Competitive Landscape

Three segments of InsurTech have distinct competitive landscapes: Online Distribution, Technology-enabled Upgrades and Ecosystem-oriented Innovation

### Primary Market Segments

#### Online Distribution

- Dominated by traditional insurers selling P&C and universal life products

#### Technology-enabled Upgrades

- Segment is the battleground for many new innovative products

#### Ecosystem-oriented Innovation

- Mainly online insurance
- Companies with advanced technology capabilities have a stronger ability to develop insights from large amounts of customer data than traditional insurers

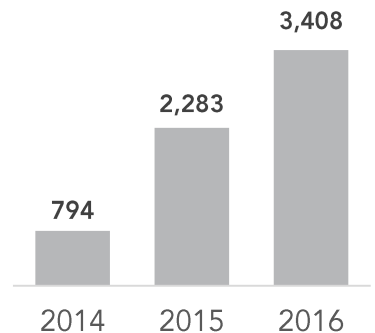
### Player

### GWP

(RMB in mm)

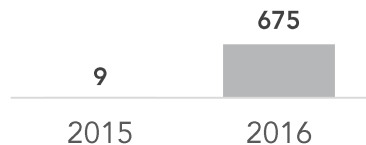
### Key Partners

众安保险  
ZhongAn Insurance



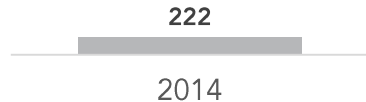
Ctrip 携程爱玩  
Alibaba Group  
中国平安 PINGAN

Taikang Online P&C Insurance



泰康集团 Taikang Group  
丁香园 WWW.DXY.CN

Yi An P&C Insurance



银之杰 科技服务金融

An Xin P&C Insurance



弘安在线 honganonline.com  
您的私人理财顾问

Source: Company website, prospectus

## Growth Strategy

### Further growth of customer base and GWP

- Expand customer base and grow GWP by implementing various branding initiatives and targeted marketing as well as expanding the depth of our customer-centric services through proprietary platform
- Build brand and strengthen reputation for providing innovative solutions in the insurance space
- Strategically deploy marketing initiatives to reach potential customers and to facilitate the conversion of paying customers through innovative product offerings and accurate customer profiling

### Maximize profitability via expanding and optimizing product mix

- Enhance profitability by expanding and optimizing product mix, developing innovative new products solutions and upgrading existing products and solutions
- Expand product portfolio through scenario-based setting to tap into customers' everyday lives beyond traditional insurance
- Enhance speed-to-market product engineering to capitalize on market opportunities identified

### Strengthen technology leadership and big data analytics

- Strive to solidify leadership in technology by devoting substantial resources to research and development efforts
- Expand use of blockchain in business operations and maximize the network effect through alliances with other enterprises across different industries in China
- Continue to develop and refine big data analytics capabilities and to improve user profiling and identification for targeted marketing

### Further drive operational efficiency

- Reinforce risk management culture among management and staff by focusing on cultivating core value as a responsible company that brings insurance closer to consumers lives with transparency and trust
- Embrace lean organizational structure with entrepreneurial spirit, while implementing efficient central management systems
- Build professional investment team to refine investment philosophy

### Foster and grow sustainable and connective ecosystems

- Continue to work with ecosystem partners to develop new ecosystem-oriented products through scenario-based settings
- Intend to partner with more companies and expand beyond internet through online-to-offline initiatives, IoT and internet of vehicles

## Risk Factors

*A number of risks are associated with ZhongAn's business and its industry...*



### Industry

- Risks associated with operating in an emerging, dynamic and competitive industry
- Rising industry saturation and increased funding
- Growth relies on the success and growth of the e-commerce industry in general

### Operations

- Limited operating history
- Management and execution risks
- Dependence on partnering with shareholders and related parties such as Ant Financial and Ping An
- Growth expected to be unstable
- Effectiveness of risk management and internal control systems

### Competition

- Risk of business model being replicated by internet companies as well as traditional insurance companies and financial institutions
- Rising activity in online insurance businesses and digital marketing
- Partner internet companies may be potential competitors

### Credit Cycle Risk

- Deterioration of credit profiles of customers
- The Company's credit products attracted an increasing number of young borrowers that are active users of e-commerce business and have strong needs for small credit to finance their online purchases
- Trend may reduce general creditworthiness and increase default rates of customers

### Regulation

- Failure to meet solvency margin ratio requirements can expose business to regulatory actions, slowing growth
- Impending government regulations on insurance companies, internet insurance and internet financial services

### IP/Technology

- Risks relating to IP, technology infrastructure and data analytics
- No assurance the company will be able to continuously collect and retain sufficient data in the future

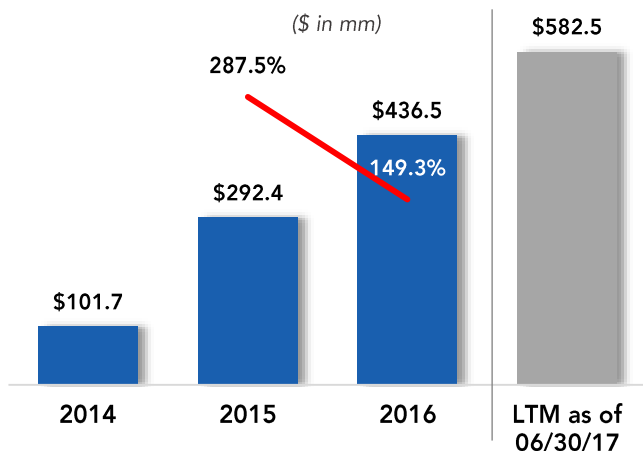
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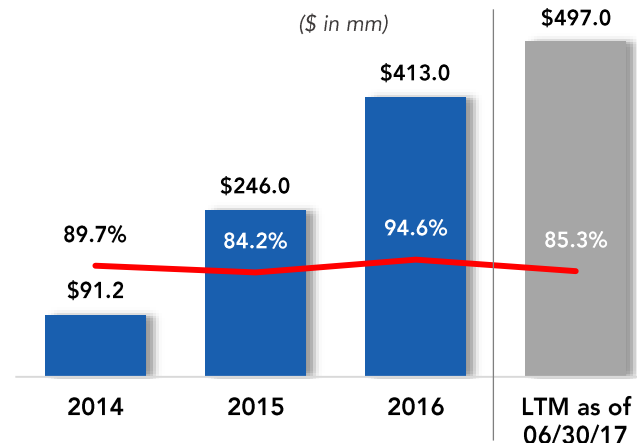
众安保险  
ZhongAn Insurance

## Financial Overview

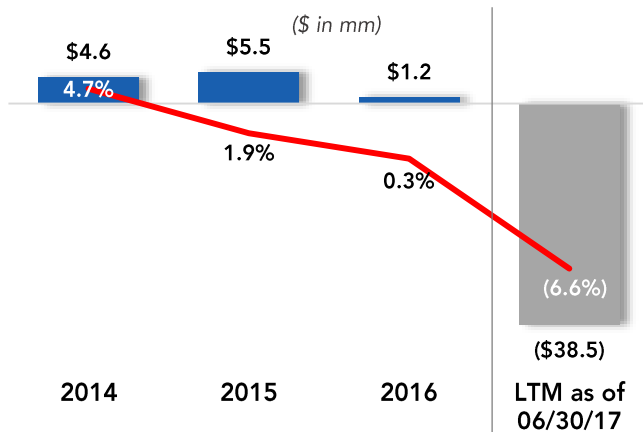
### Gross Premiums Written / % Growth



### Net Premiums Earned / % Margin



### Net Profit / % Margin

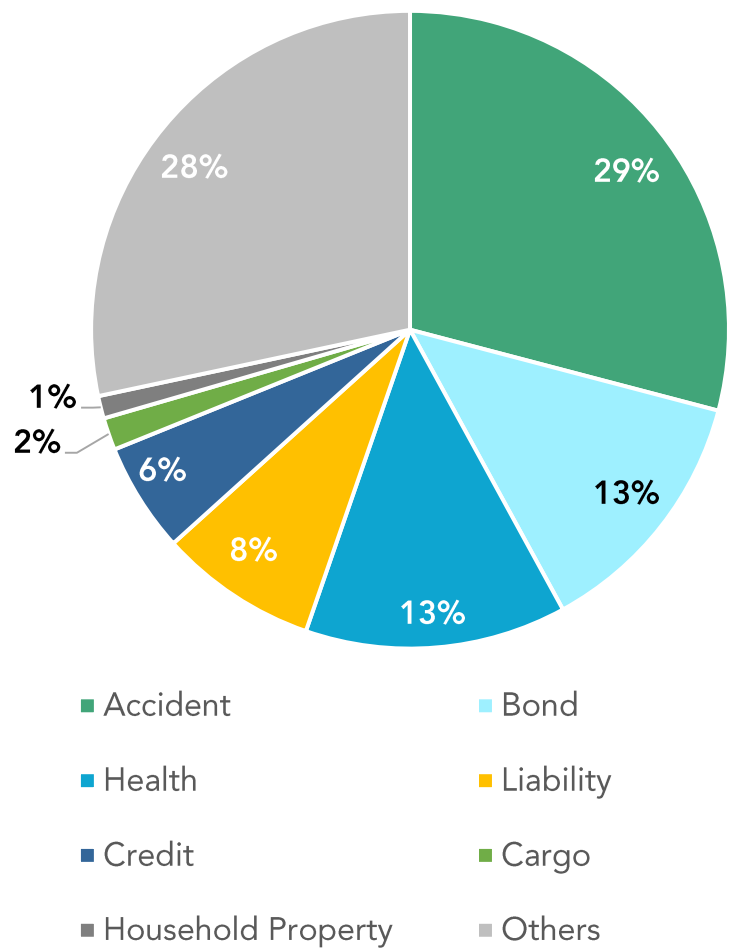


### LTM as of 06/30/17 Key Financial Ratios

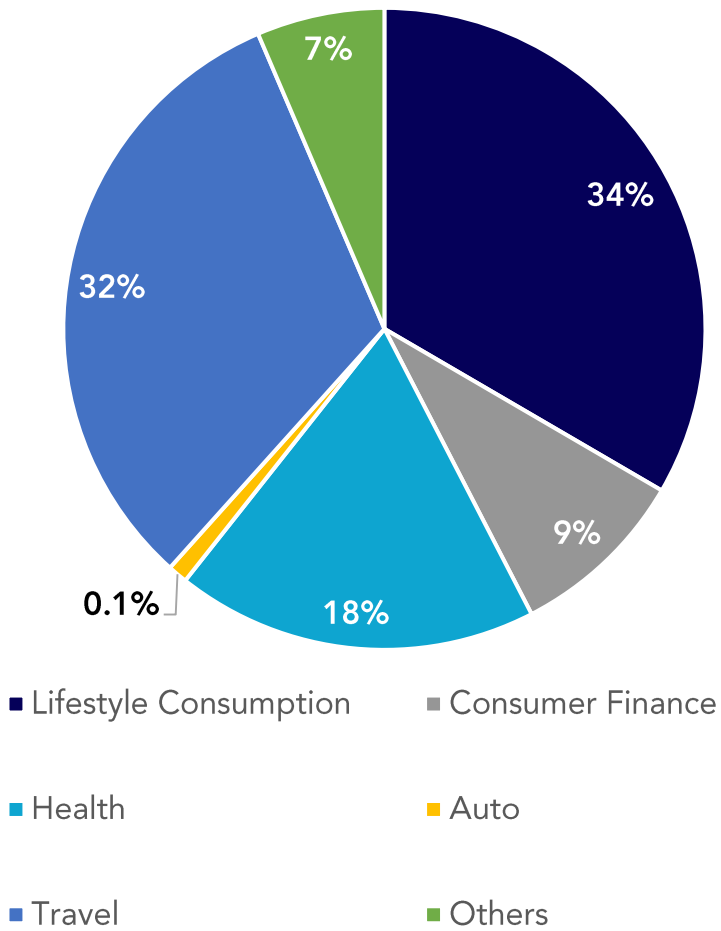
Retention Ratio	96.3%
Loss Ratio	52.8%
Expense Ratio	76.5%
Combined Ratio	129.3%
Net Investment Yield	3.1%
Total Investment Yield	3.3%
Return on Assets	(3.1%)
Return on Equity	(4.3%)
Gearing Ratio	27.5%

## Financial Overview (cont.)

LTM as of 06/30/17 Revenue by Insurance Types



LTM as of 03/31/17 Revenue by Ecosystems



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## Publicly Traded Comparables

Company Name	Price 09/28/17	% MTD Change	% LTM High	Market Value (\$ mm)	Enterprise Value (\$ mm)	Price / Earnings		EV / EBITDA		EV / Revenue		Growth Rates		EPS LT	Margins		P / E / G CY 17E
						CY 17E	CY 18E	CY 17E	CY 18E	CY 17E	CY 18E	CY 17E	CY 18E		CY 17E	CY 18E	
ZhongAn Online P&C Insurance	\$ 8.35	na	92 %	\$ 10,355	\$ 9,930	na	na	na	na	na	na	na	na	na	na	na	na
<b>INSURANCE SOFTWARE &amp; SERVICES</b>																	
Guidewire	\$ 77.07	2 %	95 %	\$ 5,812	\$ 5,238	88.8 x	67.3 x	48.1 x	35.3 x	9.6 x	7.9 x	22 %	20 %	14 %	20 %	22 %	nm
Ebix	64.55	11	99	2,034	2,319	21.1	18.8	19.2	16.5	6.7	5.9	17	14	15	35	36	1.4
Crawford & Co.	12.03	17	84	678	877	15.7	13.8	6.6	5.9	0.8	0.8	(0)	3	10	12	13	1.6
Sapiens	13.08	17	82	655	577	36.8	20.8	20.0	12.4	2.1	1.9	25	13	10	11	15	3.7
Majesco	5.17	5	82	189	197	nm	36.9	38.7	20.2	1.7	1.5	(8)	15	na	4	7	na
Patriot National	1.33	(12)	15	35	157	na	na	na	na	na	na	na	na	na	na	na	na
Symbility Solutions	0.38	6	85	92	87	nm	na	54.4	44.1	2.7	2.4	19	12	na	5	5	na
<b>Median</b>		<b>8 %</b>	<b>83 %</b>			<b>29.0 x</b>	<b>20.8 x</b>	<b>20.0 x</b>	<b>16.5 x</b>	<b>2.1 x</b>	<b>1.9 x</b>	<b>17 %</b>	<b>14 %</b>	<b>12 %</b>	<b>12 %</b>	<b>15 %</b>	<b>1.6 x</b>
<b>Mean</b>		<b>7</b>	<b>76</b>			<b>40.6</b>	<b>31.5</b>	<b>26.5</b>	<b>18.1</b>	<b>4.2</b>	<b>3.6</b>	<b>11</b>	<b>13</b>	<b>12</b>	<b>16</b>	<b>19</b>	<b>2.2</b>
<b>BROKERS</b>																	
Marsh & McLennan	\$ 83.66	7 %	99 %	\$ 43,467	\$ 48,223	22.0 x	20.1 x	14.1 x	13.1 x	3.5 x	3.3 x	5 %	4 %	11 %	25 %	25 %	2.0 x
Aon	146.95	6	100	37,375	40,025	22.6	18.3	16.6	14.6	4.1	3.9	(15)	5	11	24	26	2.0
Willis Towers Watson	155.53	5	100	20,989	24,500	18.5	15.9	12.8	11.6	3.0	2.9	3	3	9	24	25	2.1
Arthur J. Gallagher	61.51	6	99	11,268	13,858	20.6	18.5	13.5	11.8	2.3	2.1	9	7	9	17	18	2.2
Brown & Brown	48.30	7	99	6,763	7,118	26.0	24.1	12.3	11.7	3.8	3.7	5	5	7	31	31	3.6
Jardine Lloyd Thompson	16.22	4	96	3,418	4,036	20.5	16.2	na	na	2.2	2.1	8	7	25	na	na	0.8
<b>Median</b>		<b>6 %</b>	<b>99 %</b>			<b>21.3 x</b>	<b>18.4 x</b>	<b>13.5 x</b>	<b>11.8 x</b>	<b>3.3 x</b>	<b>3.1 x</b>	<b>5 %</b>	<b>5 %</b>	<b>10 %</b>	<b>24 %</b>	<b>25 %</b>	<b>2.1 x</b>
<b>Mean</b>		<b>6</b>	<b>99</b>			<b>21.7</b>	<b>18.8</b>	<b>13.9</b>	<b>12.6</b>	<b>3.1</b>	<b>3.0</b>	<b>2</b>	<b>5</b>	<b>12</b>	<b>24</b>	<b>25</b>	<b>2.1</b>
<b>ONLINE DISTRIBUTORS</b>																	
Moneysupermarket	\$ 4.32	0 %	88 %	\$ 2,370	\$ 2,346	19.4 x	17.6 x	13.5 x	12.5 x	5.1 x	4.8 x	7 %	6 %	9 %	38 %	39 %	2.0 x
Bankrate	13.95	0	98	1,243	1,351	19.8	16.9	10.6	9.6	2.7	2.4	16	12	10	25	25	2.0
eHealth	24.37	(2)	95	458	391	nm	nm	nm	nm	2.3	2.0	(9)	12	10	(9)	1	na
QuinStreet	7.65	40	100	355	305	nm	nm	14.9	10.8	1.0	0.9	4	9	52	7	8	na
iSelect	1.27	(4)	71	289	226	20.4	16.6	9.1	7.8	1.5	1.3	10	11	27	16	17	0.8
<b>Median</b>		<b>0 %</b>	<b>95 %</b>			<b>19.8 x</b>	<b>16.9 x</b>	<b>12.0 x</b>	<b>10.2 x</b>	<b>2.3 x</b>	<b>2.0 x</b>	<b>7 %</b>	<b>11 %</b>	<b>10 %</b>	<b>16 %</b>	<b>17 %</b>	<b>2.0 x</b>
<b>Mean</b>		<b>7</b>	<b>90</b>			<b>19.8</b>	<b>17.0</b>	<b>12.0</b>	<b>10.2</b>	<b>2.5</b>	<b>2.3</b>	<b>6</b>	<b>10</b>	<b>22</b>	<b>15</b>	<b>18</b>	<b>1.6</b>



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## Publicly Traded Comparables (cont.)

Company Name	Price 09/28/17	% MTD Change	% LTM High	Market Value (\$ mm)	Multiples		Growth Rates			Book Value		P / E / G CY 17E
					Price / Earnings CY 17E	CY 18E	Revenue CY 17E	CY 18E	EPS LT	P / B	B / S	
P&C INSURERS (STANDARD)												
Chubb	\$ 142.19	1 %	95 %	\$ 66,736	15.9 x	13.2 x	4 %	3 %	8 %	1.3 x	\$108.18	2.0 x
Travelers	122.80	2	94	34,190	15.1	12.8	4	4	6	1.4	86.46	2.5
Allstate	91.29	2	96	33,548	15.1	12.9	3	3	12	1.5	59.50	1.3
Progressive	48.06	5	98	27,925	21.0	17.5	14	10	17	2.9	16.34	1.3
Hartford Financial Services	55.12	2	96	20,310	13.4	11.9	(0)	(2)	11	1.2	47.46	1.2
CNA	50.00	2	93	13,600	15.8	15.4	na	na	5	1.1	44.38	3.1
Cincinnati Financial	77.38	1	94	12,795	27.3	25.1	6	2	(0)	1.7	44.96	nm
RSA Insurance Group	8.37	(6)	93	8,585	13.4	12.2	7	2	9	2.1	4.00	1.4
The Hanover Group	97.70	(0)	97	4,177	19.1	13.6	4	4	(1)	1.4	70.13	nm
Mercury General	56.76	(1)	88	3,140	28.7	21.6	2	3	26	1.8	31.88	1.1
Selective Insurance Group	53.45	5	99	3,133	17.4	17.1	8	6	12	1.9	28.31	1.4
Employers Holdings	45.60	7	99	1,488	19.7	19.6	(0)	1	10	1.6	27.74	2.0
State Auto Financial	26.53	8	95	1,133	66.3	19.6	(2)	(5)	na	1.2	21.74	na
Infinity P&C	95.40	8	94	1,053	27.3	18.6	0	4	9	1.5	64.52	3.0
Median		2 %	95 %		18.3 x	16.3 x	4 %	3 %	9 %	1.51		1.4 x
Mean		3	95		22.5	16.5	4	3	10	1.62		1.8

# ZhongAn Insurance Completes its IPO Raising ~\$1.5 billion

FT PARTNERS RESEARCH



## Publicly Traded Comparables (cont.)

Company Name	Price 09/28/17	% MTD Change	% LTM High	Market Value (\$ mm)	Multiples		Growth Rates			Book Value		P / E / G CY 17E
					Price / Earnings		Revenue		EPS	P / B	B / S	
					CY 17E	CY 18E	CY 17E	CY 18E	LT			
<b>P&amp;C INSURERS (SPECIALTY)</b>												
Markel	\$ 1,070.55	3 %	99 %	\$ 14,893	37.8 x	37.0 x	5 %	2 %	na	1.6 x	\$649.77	na
Intact Financial	83.28	1	99	10,907	17.9	14.2	(86)	2	na	1.8	47.02	na
American Financial Group	103.91	2	98	9,421	15.4	15.4	2	8	6	1.7	60.35	2.4
W.R. Berkley	66.73	1	91	8,093	23.7	20.2	0	3	5	1.5	43.92	4.5
Assurant	95.78	1	90	5,161	14.3	13.3	(15)	3	na	1.2	78.40	na
ProAssurance	54.60	2	86	2,916	25.5	26.0	(2)	2	na	1.6	34.41	na
AmTrust Financial Services	13.70	10	48	2,697	9.8	7.8	8	5	10	0.7	19.91	1.0
RLI	57.87	8	83	2,582	29.9	29.1	(4)	(0)	na	2.9	19.93	na
Argo Group International	61.80	2	90	1,915	16.4	14.8	10	4	7	1.0	62.75	2.3
Navigators Group	58.85	5	95	1,736	23.0	22.7	9	6	10	1.4	42.18	2.3
Amerisafe	57.95	6	84	1,111	18.5	18.3	(8)	(1)	10	2.3	25.12	1.9
Global Indemnity	42.58	7	99	775	31.5	34.1	na	na	na	0.9	47.04	na
<b>Median</b>		<b>2 %</b>	<b>90 %</b>		<b>20.8 x</b>	<b>19.3 x</b>	<b>0 %</b>	<b>3 %</b>	<b>9 %</b>	<b>1.55</b>		<b>2.3 x</b>
<b>Mean</b>		<b>4</b>	<b>88</b>		<b>22.0</b>	<b>21.1</b>	<b>(7)</b>	<b>3</b>	<b>8</b>	<b>1.55</b>		<b>2.4</b>
<b>DIVERSIFIED INSURERS</b>												
Allianz	\$ 221.04	3 %	100 %	\$ 98,979	11.7 x	11.0 x	(3)%	4 %	4 %	1.5 x	\$149.77	2.6 x
AXA	29.84	3	98	72,266	10.2	9.6	4	3	4	0.8	36.09	2.3
AIG	60.97	0	90	55,081	12.0	11.4	(6)	2	11	0.7	82.27	1.1
Zurich	298.56	1	97	44,840	13.3	12.1	(8)	2	2	1.4	208.87	nm
Aviva	6.85	(2)	89	27,818	9.5	9.0	(18)	6	5	1.4	4.77	1.8
American National	118.18	2	90	3,174	na	na	na	na	na	0.7	178.69	na
<b>Median</b>		<b>1 %</b>	<b>94 %</b>		<b>11.7 x</b>	<b>11.0 x</b>	<b>(6)%</b>	<b>3 %</b>	<b>4 %</b>	<b>1.13</b>		<b>2.0 x</b>
<b>Mean</b>		<b>1</b>	<b>94</b>		<b>11.3</b>	<b>10.6</b>	<b>(6)</b>	<b>3</b>	<b>5</b>	<b>1.10</b>		<b>2.0</b>

## FT Partners Research – Auto FinTech: Coming Soon

### Auto FinTech: The Emerging FinTech Ecosystem Around the Auto Industry



Click cover to sign up

### Coming Soon...

As the auto industry continues to innovate, consumers and businesses will expect the financial services and processes surrounding this massive industry to modernize and adapt as well. Similarly, as new advances change the way consumers and businesses use cars, both traditional financial services and FinTech companies can distinguish themselves by offering new, innovative solutions.

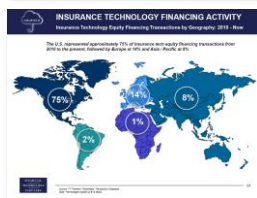
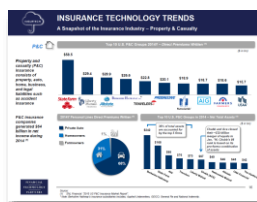
#### *The report will include:*

- Trends regarding the transformation of the auto industry and innovations in auto lending, insurance and payments
- The activity among traditional players in the space such as partnerships, investments and acquisitions
- Proprietary financing and M&A transactions in the space
- A detailed industry landscape of Auto FinTech players and company profiles

Please visit our [website](#) to sign up to receive the report as soon as it is available

## FT Partners Research – InsurTech Industry Report

### Prepare for the InsurTech Wave: Overview of Key Insurance Technology Trends



**FT Partners' 248-page report** provides an in-depth look at the major waves of innovation and disruption that are beginning to radically alter the insurance industry.

*Additional highlights of the report include:*

- An analysis of specific trends across: Insurance Distribution, Sales, Marketing and Engagement, Data and Analytics and Insurance Administration
- The responses of incumbents to date including the innovations, investments, partnerships and acquisitions being made to stay ahead of the game
- Proprietary InsurTech financing and M&A statistics and a comprehensive list of transactions in the space
- A detailed industry landscape of InsurTech providers as well as other innovative, tangential companies and profiles of 54 companies operating in the InsurTech ecosystem

**Please visit our [website](#) for more proprietary FinTech Research & Follow FT Partners on [Twitter](#) and [LinkedIn](#) for real time updates on our Research Publications**

## Selected FT Partners' Insurance Technology Research – *Click to View*



HMS Acquires Eliza for \$170 million



Automatic's \$115 million Sale to SiriusXM



Trov Raises \$45 million in Series D Financing



Namely Raises \$50 million in Series D Financing



Blackstone Acquires Aon's Benefits Outsourcing Business for up to \$4.8 billion



Inflexion Private Equity Acquires MyPolicy for \$50 million



Sapiens International Acquires StoneRiver for \$102 million



Advent International Acquires CCC Information Services

[VIEW MORE FT PARTNERS RESEARCH](#)



## Leading Advisor Across the Insurance Technology Landscape

### Consumer Protection Plans

Financial Technology Partners LP  
FTP Securities LLC

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



in its sale to



for total consideration of

**\$ 1,400,000,000**



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Focused Exclusively on Financial Technology

### Health Insurance Premium Billing & Payments

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in its sale to



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### Online Small Business Insurance

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sole strategic and financial advisor to



in its equity capital raise led by



for total consideration of

**\$ 31,000,000**



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### Sales Automation Technology & Platform

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**MOELIS CAPITAL PARTNERS**



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### Largest Wholesale Brokerage in U.S.

Financial Technology Partners LP  
FTP Securities LLC

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



in its growth recapitalization by



valued at approximately

**\$ 1,300,000,000**



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### Auto Finance and Insurance Solutions

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### Agency Management / Marketing Technology

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Zywave Insurance Solutions  
to



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### Life & Annuity Technology Solutions

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sole strategic and financial advisor to



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### Online Small Business Insurance

Financial Technology Partners LP  
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in its acquisition of



a subsidiary of



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### SaaS / Claims for Property & Contents

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sole strategic and financial advisor to



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## FT Partners Advises SquareTrade in its Strategic Sale

### Overview of Transaction

- On November 28, 2016, SquareTrade announced its \$1.4 billion all-cash strategic sale to the Allstate Corporation
- Headquartered in San Francisco, CA, SquareTrade offers top-rated protection plans trusted by millions of consumers for electronics and appliances
  - SquareTrade's branded products are sold through major retailers
- Allstate is the largest publicly held personal lines property and casualty insurer in America serving more than 16 million households nationwide
- More details available in Allstate's transaction [press release](#) and [investor presentation](#)

### Significance of Transaction

- This transaction expands Allstate's protection offering to consumer electronics, connected devices and appliances
- SquareTrade substantially increases Allstate's customer relationships while providing both strong near-term and long-term growth opportunities

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to SquareTrade and its Board of Directors
- This transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies
- FT Partners represented [SquareTrade in its \\$238 million strategic growth investment with Bain Capital and Bain Capital Ventures](#)
- FT Partners also recently represented Bain Capital Ventures' portfolio company [Enservio in its sale to Solera](#) demonstrating our long-term trusted relationship

### 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*

**\$ 1,400,000,000**

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## FT Partners Advises Enservio on its Sale to Solera

### Overview of Transaction

- On July 19, 2016 Enservio, Inc. ("Enservio" or the "Company") announced it has entered into a definitive agreement to be acquired by Solera
- Headquartered in Needham, Massachusetts, Enservio is the largest U.S. provider of SaaS-based software and services to the property contents insurance marketplace
  - Existing investors include Bain Capital Ventures and Matrix Partners
- Solera Holdings ("Solera") is a leading provider of digitally-enabled risk and asset management software and services to the automotive and property marketplace
  - Acquired by Vista Equity Partners for \$6.4bn in Sept. 2015

### Significance of Transaction

- Enservio's proprietary database of more than \$10 billion in property contents information will add another component to Solera's Digital Home platform
- Move signals accelerated expansion of Solera's asset management and risk protection technologies for life's most important assets
- Acquisition leverages Solera's unique Invent & Acquire ("I&A") strategy
- Highly-attractive outcome for both Enservio and Solera

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Enservio and its Board of Directors
- Transaction demonstrates FT Partners' continued success advising top-tier companies and achieving outstanding results within the Insurance IT and Services sector

### Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its exclusive role as  
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**enservio**

*in its sale to*

**Solera**



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## FT Partners Advises Insureon on its \$31 million Financing

### Overview of Transaction

- On October 21, 2015 Insureon (“Insureon” or the “Company”) announced a \$31mm Series B minority investment round
  - Investment round led by Oak HC/FT (“Oak”)
  - Existing investor Accretive LLC (“Accretive”) also participated
- Insureon is the leading insurance online marketplace for small and micro businesses
  - Serves retail clients directly and also supports banks, brokerages and insurance companies through a wholesale offering
  - Coverage provided for 175,000+ small businesses
- Oak HC/FT is a \$500mm venture capital fund focused on investing in healthcare and financial services technology companies
- Accretive is a leading private investment firm specializing in the creation of disruptive technology companies

### Significance of Transaction

- Creates opportunity for Insureon to accelerate its growth in the small business insurance sector
- Enables Insureon to increase its investment in technology development, and enhance its sales and marketing capabilities

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Insureon and its Board of Directors
  - Follows FT Partners’ role advising Insureon on its 2014 acquisition of Insurance Noodle from Willis
- Transaction demonstrates FT Partners’ continued success advising top-tier companies and achieving outstanding results within the Insurance IT and Services sector

### Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its exclusive role as*



*in its equity capital raise led by*



*for total consideration of*

**\$ 31,000,000**



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## 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

- **Investment Banking Firm of the Year**
- **Cross Border Deal of the Year**

2015

- **Dealmaker of the Year**
- **Technology Deal of the Year**

2014

- **Equity Financing Deal of the Year**
- **Professional Services Deal of the Year, Above \$100mm**

2012

- **Dealmaker of the Year**
- **Professional Services Deal of the Year, Above \$100mm**

2011

- **Boutique Investment Bank of the Year**
- **Deal of the Decade**
- *10 Deal of the Year Nominations Across 9 Categories*

2010

- **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

- **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

- **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

- **Equity Financing Dealmaker of the Year – Steve McLaughlin**
- **Information Technology Deal of the Year**
- **Financial Services Deal of the Year**

2006




- **Financing Professional of the Year – Steve McLaughlin**
- *Financing Deal of the Year - Equity*
- *Financing Deal of the Year - Debt*

# ZhongAn Insurance Completes its IPO Raising ~\$1.5 billion

FT PARTNERS RESEARCH



## 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>Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	22
<b>Paul VanderMarck</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Former Chief Product Officer at Risk Management Solutions, a global technology business in the catastrophic risk space</li> <li>25+ years of experience as an InsurTech operating executive</li> <li>Experienced advisor and investor in the InsurTech space</li> </ul>	25
<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>	22
<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 / Hambrecht &amp; Quist</li> <li>20+ years of experience covering FinTech as both an Analyst and Investment Banker</li> </ul>	21
<b>Osman Khan</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Former Managing Director / Head of FIG M&amp;A at Alvarez &amp; Marsal</li> <li>15+ years FIG deal, consulting and assurance experience at PwC</li> <li>40 Under 40 M&amp;A Advisor Award Winner in 2013</li> <li>LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA)</li> </ul>	20
<b>Steve Stout</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Former Global Head of Strategy at First Data</li> <li>Formerly Led J.P. Morgan Payments Investment Banking</li> <li>Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank</li> </ul>	19
<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 in 2002</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	15
<b>Timm Schipporeit</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London</li> <li>Formerly a Venture and Growth Investor focused on FinTech at Index Ventures</li> </ul>	14
<b>Andrew McLaughlin</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	11