

# FT PARTNERS FINTECH INDUSTRY RESEARCH

June 9, 2021



**Pioneer Merger Corp. (Nasdaq: PACX) Merges  
with Acorns for an Enterprise Value of  
Approximately \$1.6 billion**





## Transaction Overview

### Transaction Summary

- On May 27, 2021, Acorns announced that it will become a publicly traded company through a merger with Pioneer Merger Corp. (Nasdaq: PACX), a special purpose acquisition company ("SPAC")
- Acorns is the largest consumer finance subscription service in the U.S., helping 4+ million users save and invest for the future
  - The Company has mobile-first technology that makes it easy for anyone to set aside and invest spare money
  - Customers automatically invest in a low-cost, diversified portfolio of ETFs offered by some of the world's largest asset managers, including BlackRock and Vanguard
- Acorns has seen its subscriber base grow 2x since 2019 and expects to reach 10 million by 2025
  - With new high-fee, premium tiers and growing sign-up rates, the Company's gross margins are steadily increasing
- This transaction values Acorns at a pro forma enterprise value of \$1.6 billion and a pro forma equity value of approximately \$2.2 billion
  - The transaction includes commitments for a \$165 million PIPE from leading investors including Wellington Management, TPG, and BlackRock
- For the year ended December 31, 2020, the Company generated total revenues of approximately \$71 million with a 78% gross margin
- The transaction is expected to close in the second half of 2021
  - Upon completion, Acorns will trade under the symbol "OAKS" on the Nasdaq and will continue to be led by CEO Noah Kerner and the rest of its management team

### Transaction Commentary

*"I am humbled to represent everyday Americans in the global public markets. With the backing of trusted investors including BlackRock, PayPal, NBCUniversal and Comcast Ventures, we are putting the tools of wealth making in everyone's hands and making it possible for everyday consumers to responsibly manage their money over the long-term. Going public will help elevate our story, introduce many more people to the power of compounding and financial wellness, and bring financial literacy to the mainstream."*



**Noah Kerner**  
CEO



*"Acorns is not only a category leader but also a category creator. Its value proposition is built around inclusive, long-term financial wellness. With integrity at its core, the brand has an incredibly loyal following and market leading retention rates. I could not be more excited to partner with Acorns."*



**Jonathan Christodoro**  
Chairman



# Pioneer Merger Corp. Merges with Acorns

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## Pioneer Merger's Sources and Uses

### Sources and Uses

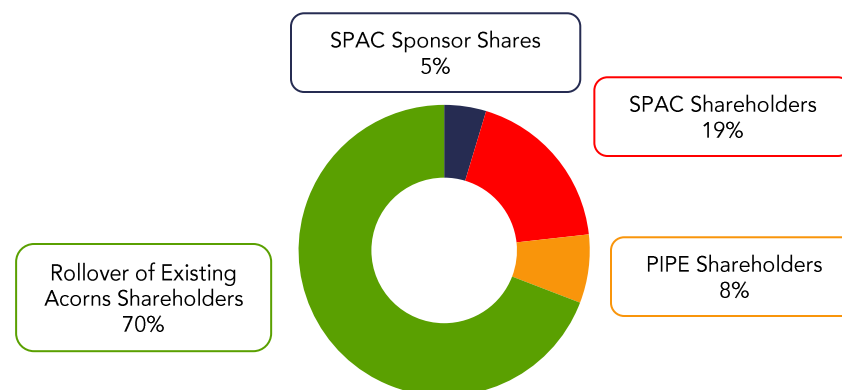
Sources	\$ mm	%
Existing Acorns Shareholders	\$1,428	66%
Pioneer Cash in Trust	403	19%
Total Cash from PIPE	165	8%
Conversion of 2021 Notes	55	3%
Sponsor Promote (Retained)	91	4%
Sponsor Promote (Contributed)	10	<1%
<b>Total</b>	<b>\$2,151</b>	<b>100%</b>

Uses	\$ mm	%
Cash to Balance Sheet	\$465	22%
Existing Acorns Shareholders	1,428	66%
Conversion of 2021 Notes	55	3%
Secondary Sale	73	3%
Sponsor Promote (Retained)	91	4%
Sponsor Promote (Contributed)	10	<1%
Estimate Transaction Fees	30	1%
<b>Total</b>	<b>\$2,151</b>	<b>100%</b>

### Pro Forma Valuation

	Amount (\$ mm, except per share amounts)
Pro Forma Shares Outstanding	215.1
Price / Share (\$)	\$10.00
Equity Value	\$2,151
Pro Forma Net Cash	(548) <sup>(1)</sup>
<b>PF Enterprise Value</b>	<b>\$1,603</b>

### PF Ownership Split



Source: Acorns Investor Presentation

(1) Based on cash balance of \$83 mm as of 3/31/21; Amount between \$400-500 mm to be determined by the Company in consultation with the sponsor



## Acorns Overview

### Company Overview

**CEO:** Noah Kerner  
**Headquarters:** Irvine, CA  
**Founded:** 2012



- Acorns is the largest subscription service in U.S. consumer finance, helping 4+ million everyday American subscribers save and invest for the future
- Acorns customers automatically invest in a low-cost, diversified portfolio of exchange-traded funds offered by some of the world's top asset managers
- Customers invest in one of nine portfolios, and Acorns uses smart portfolio algorithms to automatically work in the background, helping users build wealth naturally

### Selected Transaction History

Date	Type	Acquirer / Lead Investor	Size (\$ in mm)
May 2021	M&A (SPAC)	Pioneer Merger Corp.	\$1,603
Jan 2019	Series E Financing	NBCUniversal	105
Apr 2016	Series D Financing	PayPal	30
Apr 2015	Series C Financing	Greycroft Partners; e.Ventures	23
Mar 2014	Series B Financing	Jacobs Asset Management	6
Oct 2013	Series A Financing	Groundswell Investments; Cruttenden Partners; Steelpoint Capital Partners	3

### Products & Solutions

#### Acorns Lite



- For \$1 per month, invest spare change with round-ups and set recurring investments
- Earn bonus investments from 350+ Found Money partners
- Grow knowledge with hundreds of articles from financial experts

#### Acorns Personal



- For \$3 per month, get an all-in-one investment, retirement, and checking account plus a metal debit card, bonus investments, and money advice
- No account fees and 55k+ fee-free ATMs nationwide and around the world
- Earn up to 10% bonus investments

#### Acorns Family



- For \$5 per month, get investment accounts for kids plus all services offered in the Personal package
- Add multiple kids with no added costs
- Open in under 3 minutes
- Access to free family financial advice



## Management Team

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### Noah Kerner

Chief Executive Officer



- Noah Kerner joined Acorns as its CEO in 2014
- Noah is also a board member of Say, Save the Music, and Give Kids Art
- Prior to becoming CEO, Noah co-founded Say and was the CSO & CMO of WeWork

### Jasmine Lee

Chief Financial Officer &  
Chief Operating Officer



- Jasmine Lee joined Acorns as CFO in 2019 and was appointed as joint CFO and COO in 2020
- Prior to becoming CFO and COO for Acorns, Jasmine served as the COO and CFO of PayPal Consumer Products and Engineering

### Manning Field

Chief Business Officer



- Manning Field joined Acorns as the CCO in 2016, served as COO starting in 2017, and was appointed CBO in 2020
- Manning previously served as the Managing Director and Head of Loyalty Innovation for Chase

### Hugh Tamassia

Chief Technology Officer



- Hugh Tamassia has served as the CTO of Acorns since 2019
- Prior to joining Acorns, Hugh served as a CTO of Operations at JP Morgan Chase & Co. and as CTO of Liquent

### James Moorhead

Chief Marketing Officer



- James Moorhead has served as the CMO of Acorns since 2020
- Prior to joining Acorns, James served as the CMO of Upstart, an AI lending platform, and as COO and CMO of Metromile

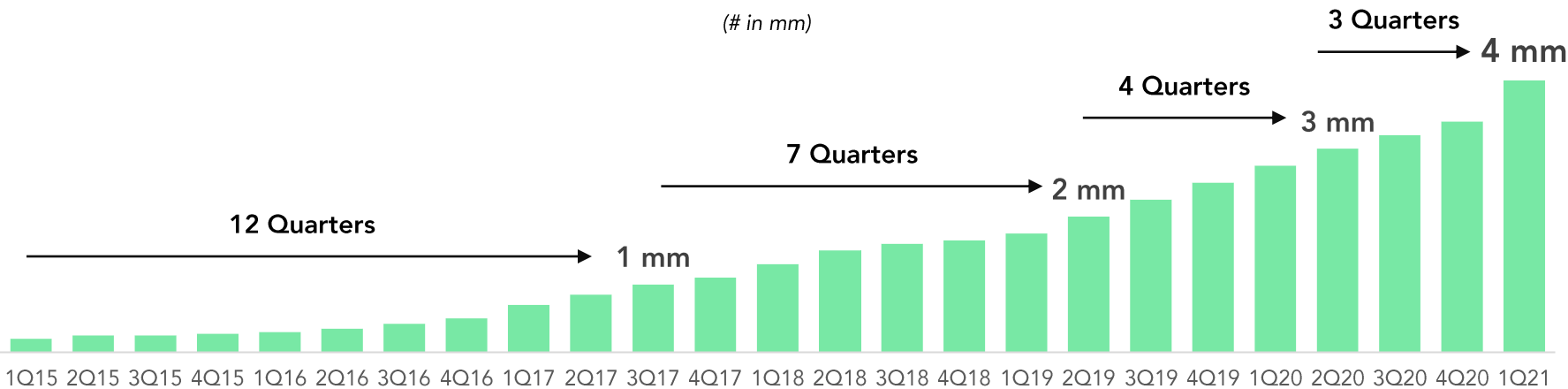
# Pioneer Merger Corp. Merges with Acorns



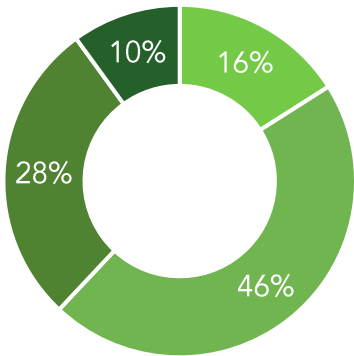
## Selected Acorns Highlights

### Subscribers

(# in mm)

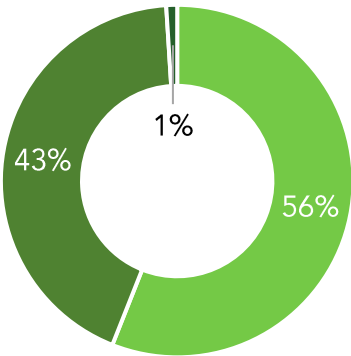


### Subscriber Demographics - Age



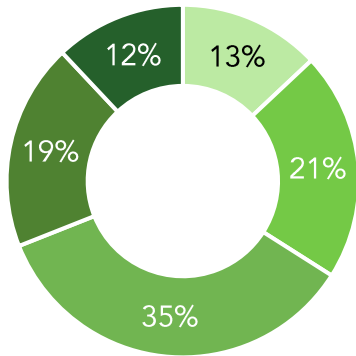
- 18-23
- 24-35
- 36-50
- 50+

### Subscriber Demographics - Gender



- Male
- Female
- Non-Binary

### Subscriber Demographics - Household Income



- < \$25k
- \$25-50k
- \$50-100k
- \$100-150k
- > \$150k

# Pioneer Merger Corp. Merges with Acorns

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## Key Financial Information

### Implied Transaction Multiples

Enterprise Value **\$1,603**

#### 2021:

**\$126 million**

FY2021E  
Revenue

**(\$68) million**

FY2021E  
Adjusted EBITDA

**12.7x**

EV / Revenue  
(FY2021E)

**NM**

EV / Adjusted EBITDA  
(FY2021E)

#### 2020:

**\$71 million**

FY2020A  
Revenue

**(\$38) million**

FY2020A  
EBITDA

**22.6x**

EV / Revenue  
(FY2020A)

**NM**

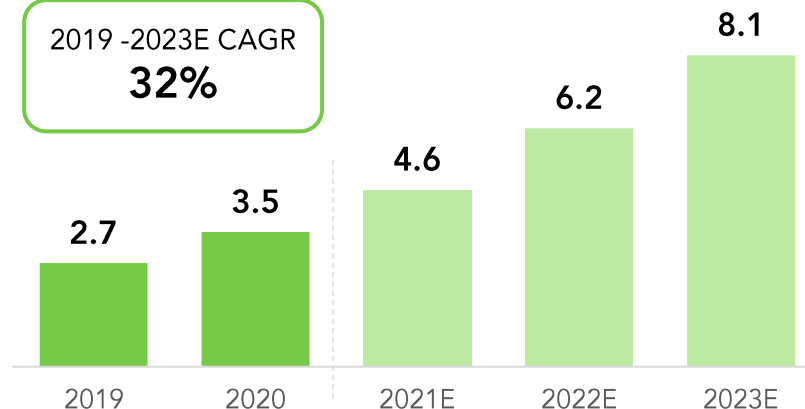
EV / EBITDA  
(FY2020A)

### Subscribers

(# in mm's)

2019 -2023E CAGR

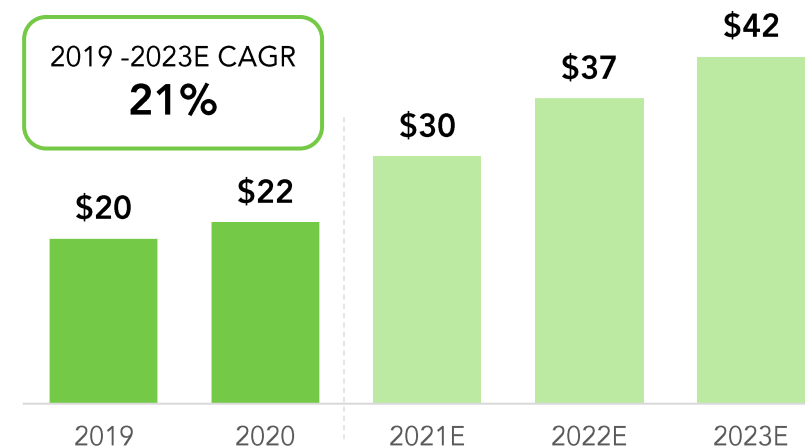
**32%**



### Annual ARPU

2019 -2023E CAGR

**21%**



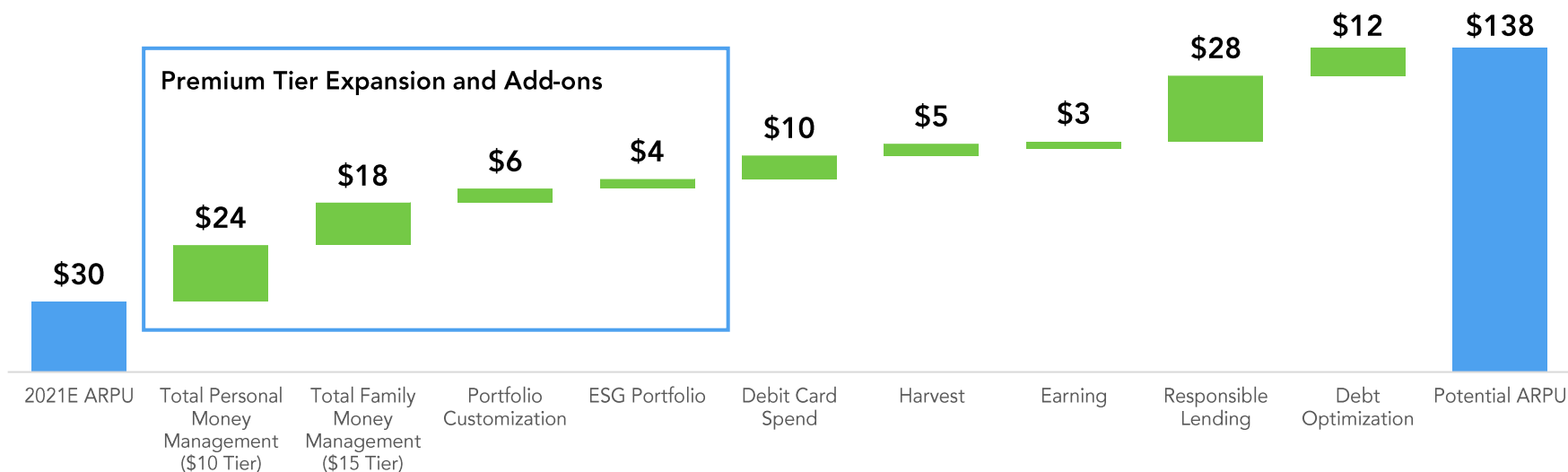
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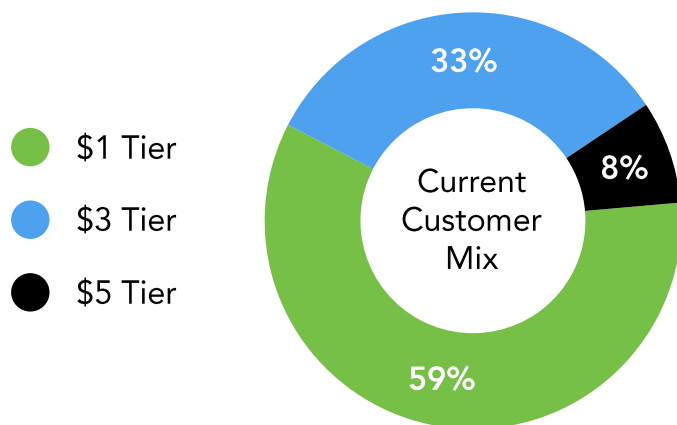
## Key Financial Information (cont.)



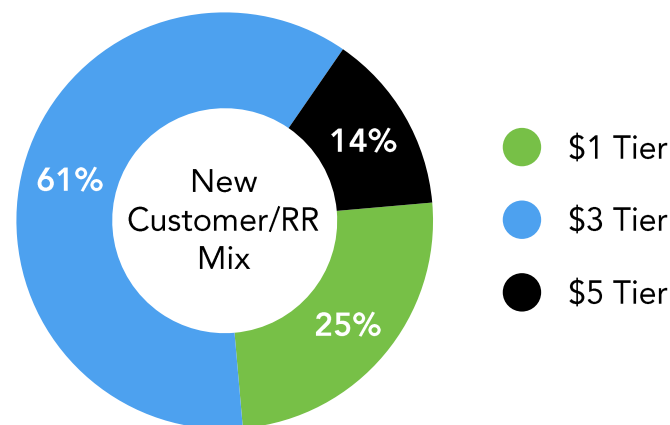
Illustrative Annual ARPU Bridge Assuming Modest Penetration Rates <sup>(1)</sup>



Current Customer Product Mix



New Customer/Run Rate Product Mix



Source: Acorns Investor Presentation

(1) Total Personal Money Management: \$120/year with 20% penetration, Total Family Money Management: \$180/year with 10% penetration, Portfolio Customization: \$24/year with 25% penetration, ESG Portfolio: \$12/year with 30% penetration, Debit Card Spend: \$10/year of interchange fees, Harvest: \$30/year with 20% penetration, Earn: \$6/year, Short & Medium Term Loans: \$7,500 avg. loan value with 5% net yield with 7.5% penetration, Debt Optimization: \$120/year with 10% penetration; All Acorns Management estimates. Debit Card, Harvest, and Earning are incremental to the base business which will explain the difference between the penetration assumptions.



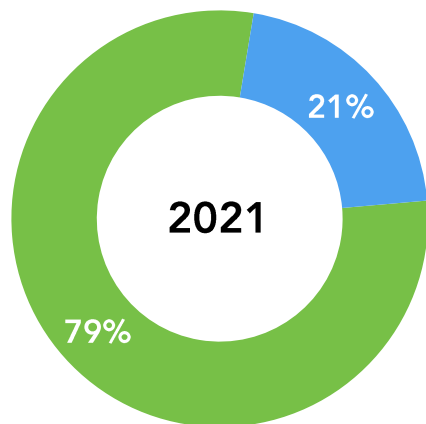
# Pioneer Merger Corp. Merges with Acorns

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## Key Financial Information (cont.)

### How Acorns Generates Revenue



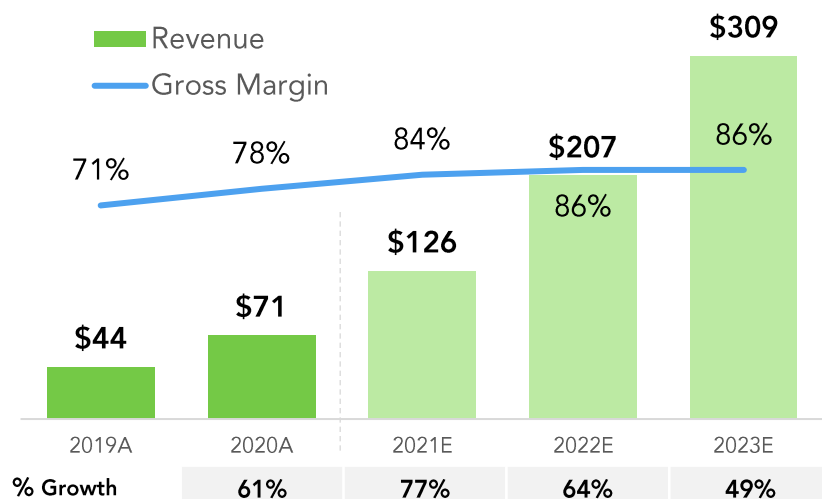
#### Subscription Revenue

Monthly subscription fee based on the subscriber's tier choice; High quality recurring revenue with an average lifetime of 6+ years, with nearly 99% monthly total subscriber retention

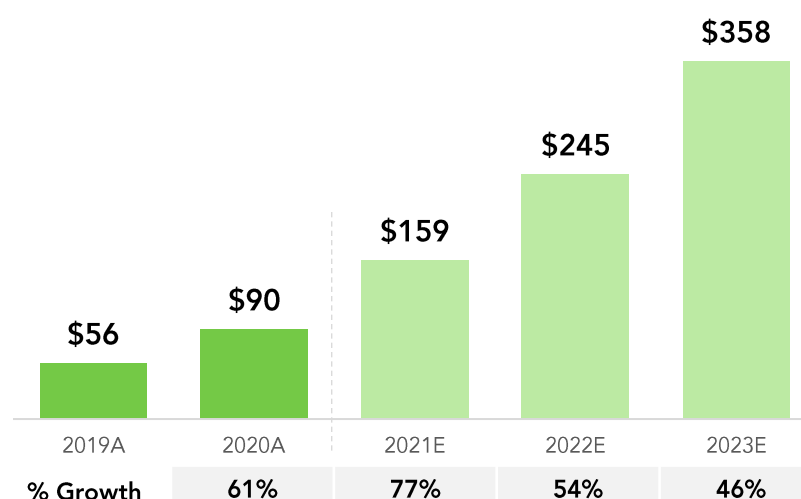
#### Non-Subscription Revenue

Transactional revenue from debit card interchange fees, brand partnerships and bank fee negotiations

### Total Revenue and Gross Margin (\$ in mm)



### ARR (\$ in mm) <sup>(1)</sup>



Source: Acorns Investor Presentation

(1) ARR is calculated by taking December revenue for each year multiplied by 12

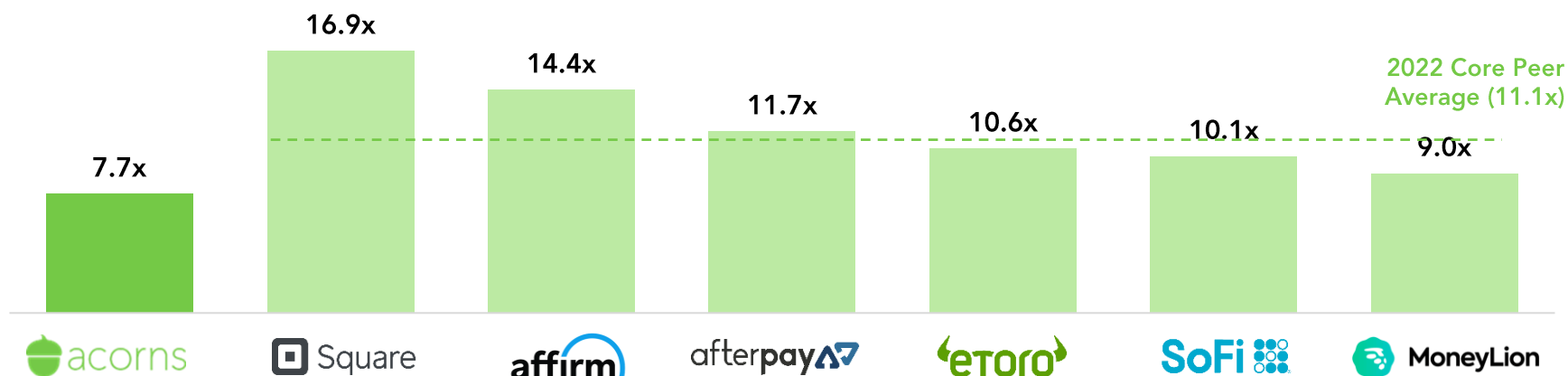
# Pioneer Merger Corp. Merges with Acorns

FT PARTNERS RESEARCH

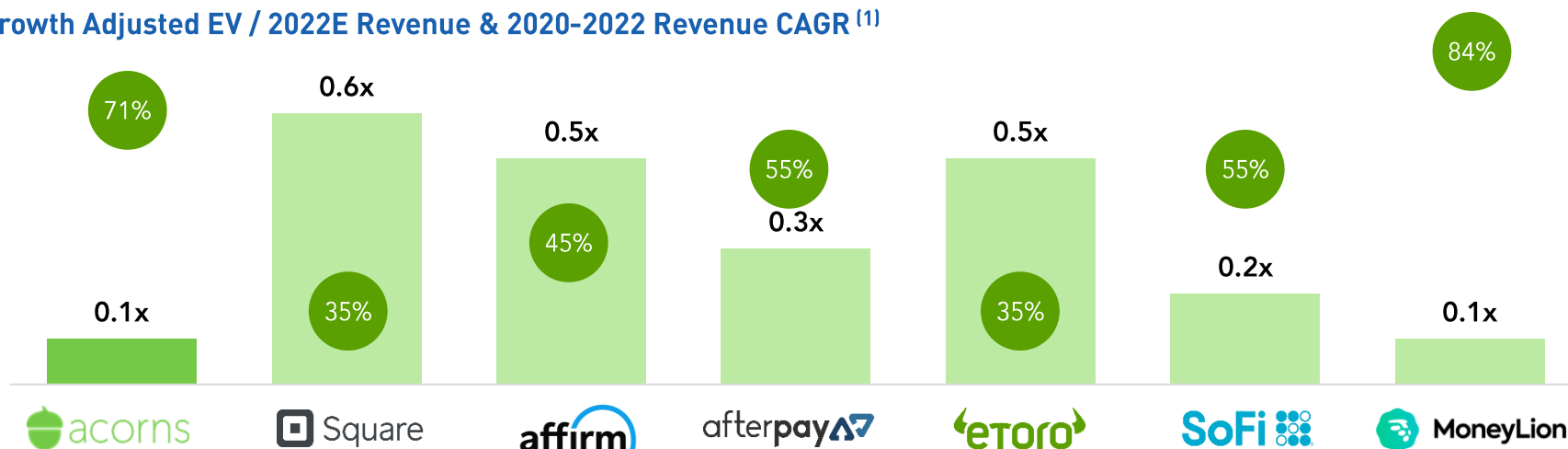


## Initial Valuation Relative to Peers

### EV / 2022E Revenue Multiples



### Growth Adjusted EV / 2022E Revenue & 2020-2022 Revenue CAGR <sup>(1)</sup>



Source: Acorns Investor Presentation

(1) Growth EV / 2022E Net Revenue defined as EV / 2022E Revenue multiple divided by 2020A-2022E Net Revenue CAGR.

# Pioneer Merger Corp. Merges with Acorns



## FinTech SPAC Transaction Activity Tracker

In the last year there has been a surge of SPAC transaction activity in the FinTech sector, or mergers between FinTech companies and Special Purpose Acquisition Companies ("SPACs"). These transactions allow the target FinTech companies to go public through a reverse merger structure.

# of FinTech SPAC Transactions

2021 YTD: **20**

2020: **15**

2019: **2**

2018: **1**

2017: **3**

Announce Date	Target Company	SPAC	Announced Deal Value	Deal Status	Exchange / Ticker	FinTech Sector	Target Country	Research Profile
05/27/21	acorns	PIONEER	\$1,603 mm	Announced	--	Wealth & Cap. Markets Tech	USA	
05/11/21	Better	AURORA ACQUISITION CORP.	6,732	Announced	--	Real Estate Tech	USA	<a href="#">VIEW</a>
04/19/21	CompuSecure	ROMAN DBDR	1,206	Announced	--	Payments	USA	<a href="#">VIEW</a>
03/18/21	Offerpad	SUPERNOVA	2,368	Announced	NYSE: OPAD	Real Estate Tech	USA	<a href="#">VIEW</a>
03/16/21	eToro	FINTECH ACQUISITION CORP. V	9,595	Announced	--	Wealth & Cap. Markets Tech	UK	<a href="#">VIEW</a>
03/05/21	Cipher MINING	Good Works Acquisition Corp.	2,000	Announced	Nasdaq: CIFR	Blockchain / Crypto	USA	
03/04/21	hippo	Reinvent TECHNOLOGY PARTNERS	5,057	Announced	--	InsurTech	USA	<a href="#">VIEW</a>
03/02/21	doma <small>Formerly Known As: states title</small>	CAPITOL INVESTMENT V	3,000	Announced	NYSE: DOMA	InsurTech / Real Est. Tech	USA	<a href="#">VIEW</a>
03/01/21	QOMPLX: <small>Reimagining Complexity™</small>	TAILWIND CAPITAL	1,400	Announced	"QPLX"	Fin. Mgmt. Solutions	USA	
02/22/21	LoanMe	NextPoint Acquisition Corp.	102 <sup>(1)</sup>	Announced	--	Banking / Lending Tech	USA	
02/22/21	LIBERTY TAX	NextPoint Acquisition Corp.	252 <sup>(1)</sup>	Announced	--	Banking / Lending Tech	USA	
02/22/21	APEX Clearing™ <small>a PEAK6 company</small>	northern star Northern Star Investment Corp. II	4,700	Announced	NYSE: APX	Wealth & Cap. Markets Tech	USA	<a href="#">VIEW</a>
02/12/21	MoneyLion	Fusion Acquisition Corp.	2,900	Announced	--	Banking / Lending Tech	USA	<a href="#">VIEW</a>
02/10/21	OppFi	FUNDAMENTAL GLOBAL <small>FG NEW AMERICA ACQUISITION CORP</small>	909	Announced	NYSE: OPFI	Banking / Lending Tech	USA	<a href="#">VIEW</a>
02/03/21	Payoneer	FTAC Olympus Acquisition Corp.	3,796	Announced	--	Payments	USA	<a href="#">VIEW</a>
02/03/21	CCC	DRAGONEER <small>DRAGONEER GROWTH OPPORTUNITIES CORP.</small>	7,049	Announced	--	InsurTech	USA	<a href="#">VIEW</a>

# Pioneer Merger Corp. Merges with Acorns



## FinTech SPAC Transaction Activity Tracker (cont.)

Announce Date	Target Company	SPAC	Announced Deal Value	Deal Status	Exchange / Ticker	FinTech Sector	Target Country	Research Profile
01/25/21	Sunlight Financial <sup>1</sup>	Spartan Acquisition Corp. II	\$1,267 mm	Announced	--	Banking / Lending Tech	USA	<a href="#">VIEW</a>
01/25/21	alight	FOLEY TRASIMENE ACQUISITION CORP.	7,300	Announced	--	Healthcare FinTech	USA	<a href="#">VIEW</a>
01/11/21	bakkt	VPC Impact Acquisition Holdings	2,100	Announced	--	Wealth & Cap. Markets Tech	USA	<a href="#">VIEW</a>
01/07/21	SoFi	IPO 2.0 SOCIAL CAPITAL HEDOSOPHIA HOLDINGS V	8,650	Closed	Nasdaq: SOFI	Banking / Lending Tech	USA	<a href="#">VIEW</a>
12/18/20	Katapult	FS FinServ Acquisition Corp.	993	Announced	--	Banking / Lending Tech	USA	<a href="#">VIEW</a>
12/07/20	Paysafe:	FOLEY TRASIMENE ACQUISITION CORP. II	9,000	Closed	NYSE: PSFE	Payments	UK	<a href="#">VIEW</a>
11/24/20	Metromile	C & CO INSU II	1,253	Closed	Nasdaq: MLE	InsurTech	USA	<a href="#">VIEW</a>
10/19/20	billtrust	SOUTH MOUNTAIN MERGER CORP.	1,300	Closed	Nasdaq: BTRS	Fin. Mgmt. Solutions	USA	<a href="#">VIEW</a>
10/13/20	FINANCE of AMERICA	REPLAY ACQUISITION CORP.	1,900	Closed	NYSE: FOA	Real Estate Tech	USA	<a href="#">VIEW</a>
10/06/20	Clover	IPO 2.0 SOCIAL CAPITAL HEDOSOPHIA HOLDINGS III	3,700	Closed	Nasdaq: CLOV	FinTech Healthcare	USA	<a href="#">VIEW</a>
09/23/20	UWM	GORES HOLDINGS IV, INC.	16,100	Closed	NYSE: UWMC	Banking / Lending Tech	USA	<a href="#">VIEW</a>
09/15/20	Opendoor	IPO 2.0 SOCIAL CAPITAL HEDOSOPHIA HOLDINGS II	4,800	Closed	Nasdaq: OPEN	Real Estate Tech	USA	<a href="#">VIEW</a>
08/06/20	BankMobile	MEGALITH FINANCIAL ACQUISITION CORP.	140	Closed	AMEX: BMTX	Banking / Lending Tech	USA	<a href="#">VIEW</a>
08/03/20	paya	FinTech Acquisition Corp. III	1,300	Closed	Nasdaq: PAYA	Payments	USA	<a href="#">VIEW</a>
07/31/20	Porch	PROPTech ACQUISITION	1,079 <sup>(1)</sup>	Closed	Nasdaq: PRCH	Real Estate Tech	USA	<a href="#">VIEW</a>
07/29/20	TRITERRAS	NETFIN ACQUISITION	674	Closed	Nasdaq: TRIT	Fin. Mgmt. Solutions	Singapore	<a href="#">VIEW</a>
07/12/20	MultiPlan.	CHURCHILL CAPITAL III	11,000	Closed	NYSE: MPLN	FinTech Healthcare	USA	<a href="#">VIEW</a>
01/16/20	Global Blue	FAR POINT	2,600	Closed	NYSE: GB	Payments	Switzerland	<a href="#">VIEW</a>
01/06/20	OpenLending	Nebula Acquisition Corporation	1,700	Closed	Nasdaq: LPRO	Banking / Lending Tech	USA	<a href="#">VIEW</a>

Source: FT Partners' Proprietary Transaction Database, Capital IQ

(1) Transaction value at time of announcement was \$523 mm, post-transaction equity value was \$1,079 mm.

## Selected FT Partners Research – *Click to View*

July 30, 2020

FT PARTNERS  
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce  
its Role as Exclusive Financial  
Advisor to

**CIRCLE**

on its financing from

**DIGITAL CURRENCY GROUP**

for a total amount of  
**\$25,000,000**

The Only Investment Bank  
Focused Exclusively  
on FinTech

San Francisco • New York • London

Circle's \$25 million Financing

May 3, 2021

FT PARTNERS  
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce  
its Role as Exclusive Strategic  
and Financial Advisor to

**IMAGINE Software**

on its sale to

**FP FRANCISCO PARTNERS**

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Imagine Software's Sale to Francisco Partners

August 12, 2020

FT PARTNERS  
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce  
its Role as Exclusive Strategic and  
Financial Advisor to

**TRUMID**

on its financing led by

**DRACONEER**

with participation from

**TPG**

& funds and accounts managed by  
**BLACKROCK T.RowePrice**

for a total amount of  
**\$200,000,000**

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Trumid's \$200 million Financing

May 4, 2021

FT PARTNERS  
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce  
its Role as Exclusive Strategic and  
Financial Advisor to

**Forge**

on its financing with  
participation from

**TEMASEK** **WELLS FARGO** **LUN PARTNERS GROUP**

for a total amount of  
**\$150,000,000**

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Forge's \$150 million Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 5, 2021

**Wealthsimple**

Wealthsimple Raises C\$750 million  
(~\$610 million) in Financing  
at a C\$5 billion (~\$4.1 billion) Valuation

**MERITECH** **greylockpartners.**

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San Francisco • New York • London

Wealthsimple Raises \$610 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 24, 2021

**FinTech Acquisition Corp. V (Nasdaq: FTCV)**

Merges with eToro for an Enterprise Value of  
**\$9.6 billion**

**eToro**

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eToro Merges with FinTech Acquisition Corp. V

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 17, 2021

**northern star**

Northern Star Investment Corp. II (NYSE: NSTB)

Merges with Apex Clearing for an Enterprise  
Value of **\$4.7 billion**

**APEX Clearing™**  
a PEAKS company

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Apex Merges with Northern Star Investment Corp.

FT PARTNERS FINTECH INDUSTRY RESEARCH

February 24, 2021

**Blockchain.com**

Blockchain.com Raises \$120 million in  
Financing at a \$3 billion Valuation

**G/** **Lightspeed** **ELDRIDGE**

**ACCESS INDUSTRIES** **LIFE STAR**

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Blockchain.com Raises \$120 million in Financing

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# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

## Leading Advisor in Selling FinTech Companies to SPACs

### Financial Technology Partners LP FTP Securities LLC

is pleased to announce its role as financial advisor to



on its proposed merger with



(NASDAQ: DBDR)

post-transaction enterprise value

**\$1,206,400,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Financial Technology Partners LP FTP Securities LLC

is pleased to announce its role as financial advisor to



**MoneyLion**

on its merger with



**Fusion**  
Acquisition Corp.

(NYSE: FUSE)

post-transaction equity value

**\$2,900,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Financial Technology Partners LP FTP Securities LLC

is pleased to announce its role as exclusive financial and capital markets advisor to



on its merger with



(NASDAQ: FTOCU)

post-transaction equity value

**\$3,796,000,000**



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Focused Exclusively on Financial Technology

### Financial Technology Partners LP FTP Securities LLC

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



on its merger with

**Nebula Acquisition Corporation**  
(NASDAQ: NEBU)

sponsored by



**TRUE WIND**

for total consideration of up to approximately

**\$1,700,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Financial Technology Partners LP FTP Securities LLC

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



on its merger with



(NASDAQ: PTAC)

for a post-transaction equity value

**\$1,079,000,000<sup>(1)</sup>**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Financial Technology Partners LP FTP Securities LLC

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



in its merger with

**Thunder Bridge Acquisition**  
(NASDAQ: TBRG)

for a total implied enterprise value of

**\$665,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Financial Technology Partners LP FTP Securities LLC

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



in its sale to

**FinTech Acquisition Corp**  
(NASDAQ: FNTC)

for total consideration of

**\$ 438,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology



# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

## Selected FT Partners Capital Markets / WealthTech Transactions

### M&A Transactions

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as strategic and financial advisor to</p> <p><b>Forge</b></p> <p>on its merger to</p> <p><b>SP</b> <b>SHAREPOST</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 advisor to</p> <p><b>BLACKROCK</b></p> <p>in its 100% acquisition of</p> <p><b>FutureAdvisor</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>clearpool</b></p> <p>on its sale to</p> <p><b>BMO Bank of Montreal</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 exclusive strategic and financial advisor to</p> <p><b>TRUST COMPANY OF AMERICA</b></p> <p>in its sale to</p> <p><b>EXTRADE</b></p> <p>for total consideration of</p> <p><b>\$ 275,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>Forge</b></p> <p>on its financing with participation from</p> <p><b>TEMASEK</b> <b>LUN PARTNERS GROUP</b></p> <p>for a total amount of</p> <p><b>\$150,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>AlphaSense</b></p> <p>on its Series B Financing from</p> <p><b>INNOVATION INDEPENDERS</b> <b>SOROS</b></p> <p>for total consideration of</p> <p><b>\$50,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>ADDEPAR</b></p> <p>in its Series D financing co-led by</p> <p><b>VALOR 8VC</b> <b>Harald McPike</b></p> <p>for total consideration of</p> <p><b>\$ 140,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>TRUMID</b></p> <p>on its financing led by</p> <p><b>DRAGONER</b> with participation from</p> <p><b>TPG</b></p> <p>&amp; funds and accounts managed by</p> <p><b>BLACKROCK</b> <b>T.RowePrice</b></p> <p>for a total amount of</p> <p><b>\$200,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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><b>PENSCO TRUST COMPANY</b></p> <p>in its sale to</p> <p><b>OpusBank</b> "BUILD YOUR MASTERPIECE"</p> <p>for total consideration of</p> <p><b>\$ 104,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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><b>ATD</b> Automotive Trading Group, LLC</p> <p>in its sale to</p> <p><b>citi</b></p> <p>for cash and stock consideration of approximately</p> <p><b>\$ 680,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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><b>INSTINET</b></p> <p>in the sale of its stake in</p> <p><b>CHIX EUROPE</b></p> <p>for total consideration of approximately</p> <p><b>\$ 305,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>CVC</b> Capital Partners</p> <p>in the acquisition of</p> <p><b>OANDA</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>riskalyze</b></p> <p>in its growth equity investment led by</p> <p><b>FTV CAPITAL</b></p> <p>for total consideration of</p> <p><b>\$ 20,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 &amp; IPO Advisor to</p> <p><b>ENVESTNET</b></p> <p>in its</p> <p><b>\$69,000,000</b> <b>Initial Public Offering</b></p> <p>valuing the equity at approximately</p> <p><b>\$ 300,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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><b>Liquidnet</b></p> <p>in its financing for approximately</p> <p><b>\$ 250,000,000</b></p> <p>valued at approximately</p> <p><b>\$ 1,800,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>moneyfarm</b></p> <p>on its Series C Financing led by</p> <p><b>Posteitaliane</b></p> <p>with participation from</p> <p><b>Allianz</b></p> <p>for total consideration of</p> <p><b>€36,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>exegy</b></p> <p>on its sale to</p> <p><b>MARLIN EQUITY PARTNERS</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>IMAGINE Software</b></p> <p>on its sale to</p> <p><b>FP</b> FRANCISCO PARTNERS</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>THE MARKETS.COM</b></p> <p>in its sale to</p> <p><b>Capital IQ</b> A Division of Standard &amp; Poor's</p> <p>for total consideration of approximately</p> <p><b>\$ 300,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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><b>WOMBAT</b> FINANCIAL SOFTWARE</p> <p>in its sale to</p> <p><b>NYSE Euronext</b></p> <p>for total consideration of approximately</p> <p><b>\$ 225,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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><b>TradingScreen</b> SIMPLIFYING GLOBAL MARKETS™</p> <p>in its minority recapitalization for</p> <p><b>\$ 110,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>nutmeg</b></p> <p>in its Series E Financing from</p> <p><b>Goldman Sachs</b> <b>CONVOY</b></p> <p>for total consideration of</p> <p><b>£45,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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><b>AXIAL</b></p> <p>in its financing led by</p> <p><b>Edison</b> PARTNERS</p> <p>for total consideration of approximately</p> <p><b>\$ 14,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p><b>BACKSTOP SOLUTIONS</b></p> <p>in its minority financing from</p> <p><b>Roger Kaffner</b> <b>Tao Huang</b> <b>David Bradley</b></p> <p><b>VISTARA</b> CAPITAL PARTNERS</p> <p>for total consideration of</p> <p><b>\$ 20,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>

FT Partners has advised on some of the most prominent and groundbreaking transactions in the Securities / Capital Markets / Wealth Technology sectors

## FT Partners Advises MoneyLion on its Merger with Fusion Acquisition Corp.

### Overview of Transaction

- On February 12, 2021, MoneyLion Inc. ("MoneyLion") and Fusion Acquisition Corp. (NYSE: FUSE) ("Fusion") announced that they have entered into a definitive agreement which would result in MoneyLion becoming a publicly listed company via a merger
- Upon closing of the transaction, Fusion will be renamed MoneyLion Inc., and is expected to remain listed on the New York Stock Exchange
  - The combined Company will have an estimated post-transaction enterprise value of \$2.4 billion with an estimated equity value of \$2.9 billion from the contribution of up to \$526 million in cash proceeds from the transaction, net of debt paydown and expenses
  - Proceeds will consist of up to \$350 million of cash held in Fusion's trust account and an additional \$250 million fully committed private investment at \$10.00 per share led by funds and accounts managed by BlackRock, certain funds managed by affiliates of Apollo Global Management, Inc., and leading global technology and growth equity investors
- MoneyLion is a mobile banking and financial membership platform that empowers people to take control of their finances
  - Since its launch in 2013, MoneyLion has engaged with 7.5 million hard-working Americans and has earned its members' trust by building a full-service digital platform to deliver mobile banking, lending, and investment solutions

### Significance of Transaction

- MoneyLion shareholders will hold approximately 76% of the equity of the combined Company by rolling their existing holdings in MoneyLion
- The net proceeds raised from the transaction will be used to support MoneyLion's working capital and scale its proven platform and suite of products

### FT Partners' Role

- FT Partners served as financial advisor to MoneyLion
  - FT Partners previously advised MoneyLion on its on its [\\$100 million Series C financing](#) in 2019 and its \$82 million Series B financing in 2018
- This transaction builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients [Payoneer](#), [Porch](#), [Open Lending](#), [CardConnect](#) and [REPAY](#)

### Financial Technology Partners LP FTP Securities LLC

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



# MoneyLion

*on its merger with*



# Fusion

Acquisition Corp.

(NYSE: FUSE)

*post-transaction equity value*

# \$2,900,000,000



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## FT Partners Advises Trumid on its \$200 million Growth Capital Investment

### Overview of Transaction

- On August 12, 2020, Trumid announced the completion of a \$200 million growth capital investment at a valuation of over \$1 billion led by Dragoneer Investment Group, with participation from new investors including TPG Capital, and funds and accounts managed by BlackRock and T. Rowe Price Associates, Inc
- Trumid is a US corporate bond trading platform that brings trading efficiency and connectivity to credit professionals
- The Company has differentiated itself by collaborating with market participants to create innovative trading solutions
  - Since its launch one year ago, Trumid's Attributed Trading (AT) protocol has established a dominant position in dealer streaming and bilateral dealer-client trading
- Trumid has experienced extraordinary growth in activity across its trading platform, with volumes up nearly 500% in 2020 from its network that has grown to over 500 institutions worldwide

### Significance of Transaction

- The growth capital from this financing will support broadening of Trumid's trading protocols and expansion into adjacent products and geographies

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Trumid
- This transaction highlights FT Partners' deep domain expertise within Capital Markets Tech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

### Financial Technology Partners LP FTP Securities LLC

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

**TRUMID**

*on its financing led by*



*with participation from*



*& funds and accounts managed by*

**BLACKROCK T.RowePrice**

*for a total amount of*

**\$200,000,000**



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## FT Partners Advises Forge on its \$150 million Financing

### Overview of Transaction

- On May 4, 2021, Forge announced the raise of \$150 million in new funding
  - The financing round included participation from new investors Temasek, Wells Fargo Strategic Capital, LUN Partners Group as well as existing investor Deutsche Börse
- Forge's digital platform streamlines liquidity for hundreds of unicorn issuers and thousands of institutional and retail investors from around the world
  - Leveraging its robust technology, operations and trust infrastructure, Forge delivers a suite of services that includes trading, custody, data and company solutions
- The Company also announced that it has received FINRA approval to operate as a single broker dealer with SharesPost, and in the months since its acquisition of SharesPost, the Company tallied three consecutive record-breaking quarters
- Since inception, Forge has completed more than \$9 billion in transactions in nearly 400 private companies <sup>(1)</sup>

### Significance of Transaction

- The continued interest from global strategic and financial investors validates Forge's leadership position as it continues to develop new, innovative products and services to meet the needs of the private market
- Forge intends to use the new funding to continue to expand service offerings in the US and beyond

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Forge
- FT Partners previously advised Forge on its [merger with SharesPost](#) in May 2020, its acquisition of IRA Services in October 2019, and its [\\$70 million Series B financing](#) in July 2018
- This transaction highlights FT Partners' deep domain expertise within Capital Markets Tech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

### Financial Technology Partners LP FTP Securities LLC

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

# Forge

*on its financing with participation from*



TEMASEK



LUN  
PARTNERS  
GROUP

*for a total amount of*

# \$150,000,000



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1) Transactions conducted through SharesPost Financial Corporation, Forge Markets LLC, and Emerson Equity, LLC (broker dealer for SharesPost, Inc. in 2011). Members FINRA/SIPC

## FT Partners Advises Addepar on its Series D Financing

### Overview of Transaction

- On June 8, 2017, Addepar announced it has raised \$140 million in Series D financing co-led by Harald McPike, the founder of QuantRes, along with Valor Equity Partners and 8VC
- Headquartered in Mountain View, CA, Addepar is a leading provider of portfolio management and reporting software and services that seeks to become the infrastructure that will connect all aspects of global finance
- Harald McPike is the founder of QuantRes, a quantitative trading firm, and a global private investor with a focus on the financial and technology sectors
- Valor Equity Partners is an operational growth investment firm that does both minority and majority investments in high growth companies at various stages of development
- 8VC is a venture capital firm that makes seed to later stage investments with a focus on the technology industry

### Significance of Transaction

- The financing capitalizes on Addepar's unprecedented growth — from \$300 billion to over \$650 billion assets on platform in less than 18 months — as top wealth managers embraced Addepar's category-defining client reporting software
- With the new capital, Addepar will continue investing significantly in R&D, expanding its product, platform and tech-enabled services to unlock more value for its clients while also serving a wider range of wealth and asset management firms

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Addepar
- Transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies as well as its deep domain expertise and experience in the WealthTech space

### Financial Technology Partners LP FTP Securities LLC

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



*in its Series D financing co-led by*



**Harald McPike**

*for total consideration of*

**\$ 140,000,000**



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## FT Partners Advises Nutmeg on its £45 million Series E Financing

### Overview of Transaction

- On January 22, 2019, Nutmeg announced it has raised £45 million in its Series E financing round led by Goldman Sachs and Convoy
  - Goldman Sachs' Principal Strategic Investments Group is a new investor in the Nutmeg platform, while Convoy, a Hong Kong-based financial advisory firm, is investing for a second time
  - Convoy first invested in Nutmeg in November 2016
- Headquartered in London, Nutmeg is a digital wealth manager operating in the U.K. and Asia (Hong Kong / Taiwan)
  - Nutmeg provides bespoke automated advice and discretionary portfolio management with exposure to multiple asset classes, through its diversified ETF-based portfolios
  - Nutmeg serves more than 60,000 active investors and manages approximately £1.5 billion in assets under management

### Significance of Transaction

- Nutmeg's Series E financing is the largest funding round by a European digital wealth manager to-date
- Demonstrates Goldman Sachs' continued focus on consumer facing FinTech following the launch of Marcus, its online savings account in the UK

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Nutmeg
- This transaction underscores FT Partners' strong domain expertise and successful track record in the WealthTech space

### Financial Technology Partners LP FTP Securities LLC

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

**nutmeg**

*in its Series E Financing from*



*for total consideration of*

**£45,000,000**



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## FT Partners Advises Moneyfarm on its £36 million Series C Financing

### Overview of Transaction

- On September 26, 2019, Moneyfarm announced it has raised £36 million in a Series C financing round led by Poste Italiane, the Italian postal and financial services firm
  - Existing investor Allianz Asset Management, the investment arm of global insurer Allianz, also participated in the round
- Headquartered in London, U.K., Moneyfarm is a digital wealth manager operating in Italy, the U.K. and Germany
  - Moneyfarm provides bespoke automated advice and discretionary portfolio management with exposure to multiple asset classes, through its diversified ETF-based portfolios
  - Moneyfarm serves nearly 40,000 active investors, manages over £700 million in assets under management, and is led by its co-founders, Paolo Galvani and Giovanni Daprà

### Significance of Transaction

- Moneyfarm will use the new capital to continue rolling out its digital wealth management services to investors across Europe
- The funding round coincides with the launch of Moneyfarm's strategic partnership with Poste Italiane, creating one of the largest digital wealth management partnerships in Europe
  - Through the partnership, Moneyfarm's unique blend of digital investment advice, human guidance and fully-managed portfolios will be integrated with Poste Italiane's digital platform

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Moneyfarm
- FT Partners previously advised Moneyfarm on its [£40 million Series B financing](#) and its acquisitions of [vaamo](#) and [Ernest](#)
- This transaction underscores the long-term nature of many of FT Partners' relationships as well as our strong domain expertise and successful track record in the global Digital Wealth Management space

### Financial Technology Partners LP FTP Securities LLC

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



*on its Series C financing led by*

**Posteitaliane**

*with participation from*



*for total consideration of*

**£36,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

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## FT Partners Advises Forge on its Merger with SharesPost

### Overview of Transaction

- On May 12, 2020, Forge announced its merger with SharesPost
- SharesPost is a private market alternative trading system focused on enabling retail and institutional investors and company employees to access liquidity
  - Founded in 2009, SharesPost built the first private equity marketplace, which strove to connect buyers and sellers of private securities through its proprietary trading platform
- Forge's digital platform streamlines liquidity for hundreds of unicorn issuers and thousands of institutional and retail investors from around the world
  - Leveraging its robust technology, operations and trust infrastructure, Forge delivers a suite of services that includes trading, custody, data and company solutions

### Significance of Transaction

- Together, the two companies will create one of the largest global private securities marketplaces, bringing liquidity and transparency at scale to pre-IPO companies and investors
- Combined, the two will have facilitated thousands of transactions with more than \$6 billion in private market transaction volume, for hundreds of unique issuers and over 1 million customers
- The deal will provide Forge with deeper insight on private company trends, as well as bid, offer, and pricing data that provides transparency to clients and partners to better understand and engage in the private markets

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Forge
- FT Partners previously advised Forge on its [\\$70 million Series B financing](#)
- This transaction underscores FT Partners' deep alternative marketplace domain expertise and its continued success in providing buy-side advisory to top-tier FinTech companies

### Financial Technology Partners LP FTP Securities LLC

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

# Forge

*on its merger with*



# SHARESPOST



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## FT Partners Advises Imagine Software on its Sale to Francisco Partners

### Overview of Transaction

- On May 3, 2021, Francisco Partners announced the combination of Imagine Software, a real-time risk and compliance software platform, and TradingScreen, a provider of trading execution and order management software
- The combined company, TS Imagine, will be a dynamic end-to-end trading and portfolio management software platform for connecting the investment management industry with a network of brokers, banks and exchanges
- TS Imagine will have approximately 400 employees in 10 offices worldwide, serving approximately 500 global buy-side and sell-side institutions across North and South America, EMEA, and Asia Pacific including hedge funds, traditional asset managers, pension funds, mutual funds, and financial institutions

### Significance of Transaction

- The combination creates one of the most robust SaaS cloud-based software platforms in capital markets and investment management, bringing integrated and complete front office solutions, complementary product capabilities, best-in-class technology, global geographic coverage, and deep expertise to better serve investment firms and financial institutions around the world
- The company is uniquely positioned to address complex and time-consuming workflows in the front, middle and back offices, unifying order management, trade execution, portfolio analytics, real time risk compliance, accounting, and operations

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Imagine Software
- This transaction underscores FT Partners' deep domain expertise in Capital Markets Technology, as well as our successful track record in generating highly favorable, category-defining outcomes for our clients

### Financial Technology Partners LP FTP Securities LLC

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

**IMAGINE**  
Software

*on its sale to*

**FP**  
FRANCISCO  
PARTNERS

FINANCIAL  
TECHNOLOGY  
PARTNERS

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## FT Partners Advises BlackRock on its Acquisition of FutureAdvisor

### 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
- 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*



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## FT Partners’ Recent Awards and Recognition

### Bloomberg

#### Bloomberg

- FT Partners’ Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- View the [full article](#) and watch the live [TV interview](#)



#### M&A Advisor Awards

- Technology Deal of the Year (2019)
- Cross Border Deal of the Year and Corporate / Strategic Deal of the Year (2018)
- Investment Banker of the Year (2017) – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Investment Banking Firm of the Year (2016) – FT Partners



#### LendIt FinTech Industry Awards 2018:

- FT Partners wins Top Investment Bank in FinTech

### Institutional Investor



#### The FinTech Finance 40:

- Steve McLaughlin ranked #1 in 2017 and 2018

### The Information

Silicon Valley's Most Popular Dealmakers

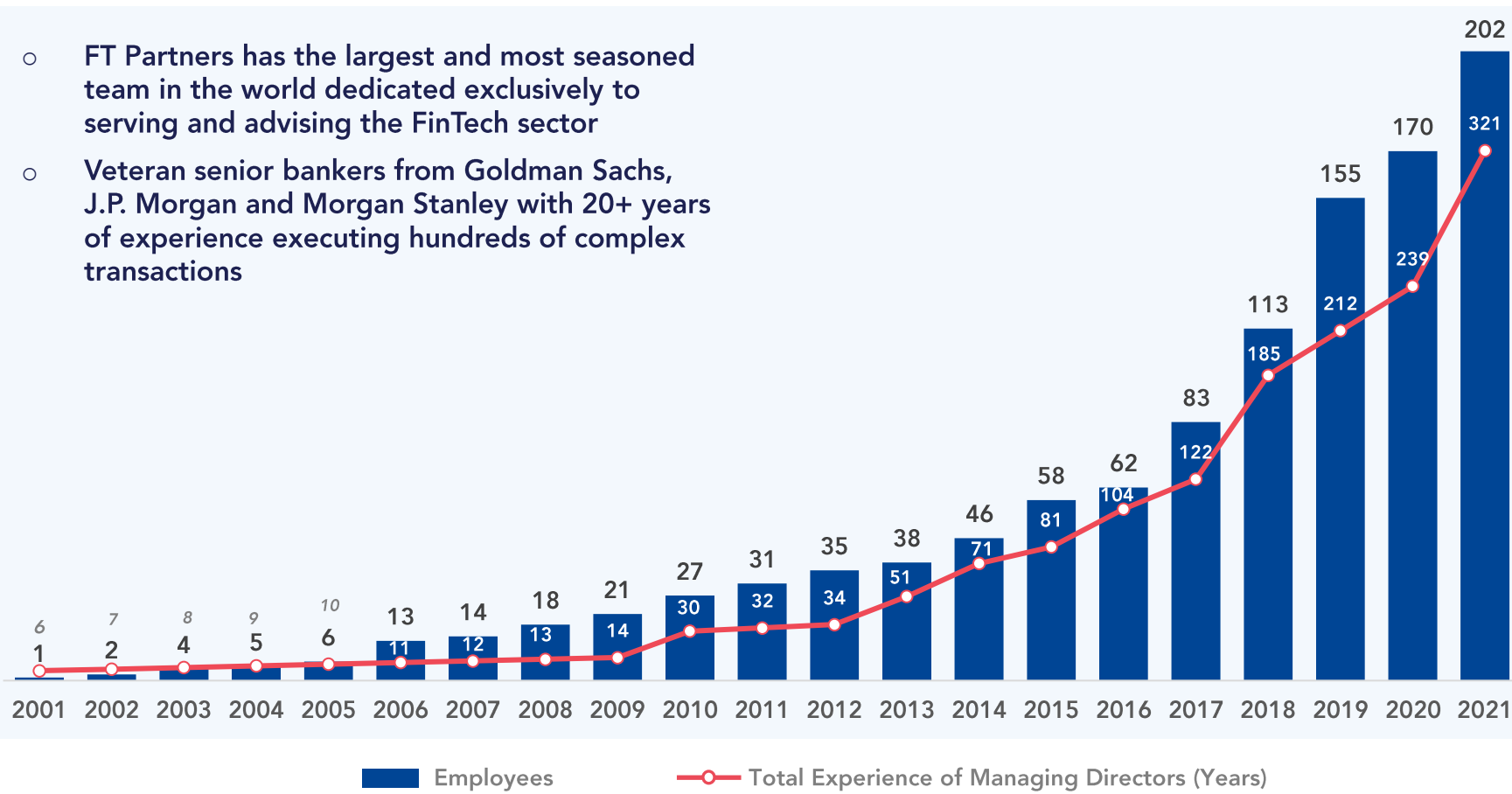
Name	Title	Company
Sam Smith	Managing Director	Golden Gate
Steve McLaughlin	Managing Partner	FT Partners
Michael Rzepka	Managing Director	Golden Gate
Mark Winkler	Managing Director	Golden Gate
Paul Rosen	Managing Director	Golden Gate
Quincy Smith	Partner	Golden Gate

#### The Information’s “Silicon Valley’s Most Popular Dealmakers”

- Ranked as the #2 top Technology Investment Banker by The Information subscribers (2016)
- Only FinTech focused investment banking firm and banker on the list

## The Largest FinTech Advisory Practice in the World

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



Average Experience of Managing Directors (Years)

6	7	8	9	10	11	12	13	14	15	16	17	17	18	16	17	17	19	19	20	19
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