

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

• OpenExchange

on its Series D financing led by



STONEBRIDGE

for a total amount of

\$23,000,000

• OpenExchange

FT Partners Advises OpenExchange on its \$23 million Series D Financing

Overview of Transaction

- On June 30, 2021, OpenExchange announced the initial closing of nearly \$23 million in its Series D financing round
 - The round was led by Kingfisher Investment Advisors, a San Franciscobased venture growth fund focused on late-stage, high-growth tech companies and Stonebridge Ventures, a leading Korea-based venture fund with a global portfolio
- Based in Boston, New York, London, Hong Kong and Seoul, OpenExchange video-enables the vital daily communications of the financial services and professional investment industry and its clients with advanced one-to-one, oneto-many, and many-to-many video technologies, tools and services
- The pandemic has dramatically accelerated the adoption of virtual meeting technologies, and OpenExchange has become a trusted partner to every major bank as a result
 - Using its unique combination of specifically designed technology and services, OpenExchange has carved out the dominant position for virtual conferences with the top 10 investment banks, pioneered the high-touch approach for virtual NDRs, and organically built the mustuse tools for Capital Markets virtual roadshows

Significance of Transaction

The new investment will support further development of OpenExchange's
recently announced OE VIZION, a next-generation platform for virtual and
hybrid events, as well as complementary acquisitions in content development,
meeting logistics, media streaming, and data analytics

FT Partners' Role

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

FTP Securities LLC

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



on its Series D financing led by



for a total amount of

\$23,000,000



FT Partners Advises OpenExchange on its Series D Financing

OpenExchange Overview



Company Overview



- OpenExchange video-enables the vital daily communications of the financial services and professional investment industry, as well as public and private companies, with advanced one-to-one, one-to-many, and many-to-many video technologies, tools and high-touch services
- OpenExchange is the global leader in virtual event production for the largest financial services firms and public companies in the world
 - OpenExchange network has connected more than 1.7 million investors, bankers, and corporate executives across ~1000 public companies into virtual presentations and meetings across ~600+ virtual conferences and events in the last 12 months
 - A global leader in business multi-media streaming with 450k video creators registered and 300 million minutes streamed

Management Team



Mark Loehr CEO



Kate Cornish Booth



Allen Deary



Gib Smith
Chief Relationship Officer



Tyler Young



Emilia Tapsall Head of Delivery

Solutions Overview

OE Conference



Comprehensive suite of capabilities for managed virtual conferences including fastidious planning, state-of-the-art video streaming, meeting management, attendee schedules, and detailed analytics

OE Connect



 Serves mission-critical events including IPO roadshows, board meetings, capital markets briefings, non-deal roadshows, corporate access, and CEO roundtables

OE Stream



 State-of-the art live video streaming for virtual events that offers superior quality, engagement functionalities, multipoint origination, analytics and insights, and a dedicated live-stream specialist team

Technologies

OE Vizion



Next-generation platform supporting both virtual and hybrid events and offers powerful APIs for integration, and broadcast-quality video

OE Passport / OE Central



OE Passport / OE Central streamlines the conference experience for attendees and organizers respectively by removing inefficiencies out of the planning and attending process

Knovio



 Powerful and smart media platform that allows organizers to create, organize, and share media content on a highperformance distribution network

Selected FT Partners Capital Markets / WealthTech Transactions



M&A Transactions















Financing Transactions



































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

FT Partners Advises TCA on its Sale to E*TRADE



Overview of Transaction

- On October 19, 2017, Trust Company of America ("TCA") announced its sale to E*TRADE Financial Corporation ("E*TRADE") (Nasdaq: ETFC) for \$275 million in cash
- Headquartered in Denver, CO, TCA is a leading provider of technology solutions and custody services to independent RIAs, helping them scale operations, more effectively manage client relationships and focus on growing their practice
- E*TRADE is a leading financial services company and a pioneer in the online brokerage industry, offering easy-to-use solutions for individual investors and stock plan participants
- The transaction is expected to close in the second guarter of 2018

Significance of Transaction

- The acquisition will allow E*TRADE to tap into the growing RIA segment in the industry and bolster its ability to attract and retain customers in need of higher-touch services
- Leverages E*TRADE's brand to accelerate growth at TCA
- Creates additional upside opportunities over time through cross-selling of margin lending, securities-based lending, options, etc.

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to TCA and its Board of Directors
- This transaction underscores FT Partners' successful track record generating highly favorable outcomes for leading WealthTech companies

Financial Technology Partners LP

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



in its sale to



for a total consideration of

\$ 275,000,000



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



on its financing led by



with participation from



& funds and accounts managed by

BLACKROCK T.RowePrice®

for a total amount of

\$200,000,000



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 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 recordbreaking quarters
- Since inception, Forge has completed more than \$9 billion in transactions in nearly 400 private companies

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 <u>merger with SharesPost</u> in May 2020, its acquisition of IRA Services in October 2019, and its <u>\$70 million Series</u>
 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

FTP Securities LLC

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



on its financing with participation from







LUN PARTNERS GROUP

for a total amount of

\$150,000,000



• OpenExchange

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



in its Series E Financing from





for total consideration of

£45,000,000



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 <u>£40 million Series B financing</u> and its acquisitions of <u>vaamo</u> and <u>Ernest</u>
- 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



with participation from



for total consideration of

£36,000,000



FT Partners Advises Exegy on its Sale to Marlin Equity Partners



Overview of Transaction

- On May 20, 2021, Marlin Equity Partners announced that it has completed a
 growth equity investment in Exegy and Vela, two leading providers of global
 market data solutions that power the mission-critical trading operations of
 financial institutions
- Jim O'Donnell, CEO of Exegy, will serve as CEO of the combined Company and Jen Nayer, CEO of Vela, will serve as the Chief Strategy and Administration Officer of the combined Company
- The go-forward business will continue to provide a cutting-edge technology platform while maintaining the application programming interfaces (APIs) currently used by existing customers
- Additionally, the combined support organizations will offer Exegy's leading global service automation and delivery technology

Significance of Transaction

- Exegy and Vela both provide flagship solutions for market data normalization and distribution as each company delivers highly complementary capabilities within the trading technology ecosystem
- Marlin has merged the two companies to create an end-to-end provider of premier market data solutions and managed services with the capability to deliver normalized real-time market data from exchanges to both buyside and sell-side organizations

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Exegy
- 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

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



on its sale to





• OpenExchange

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-inclass 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

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



on its sale to





FT Partners Advises Clearpool on its Sale to BMO



Overview of Transaction

- On January 22, 2020, Bank of Montreal (BMO) announced that it had signed an
 agreement to acquire 100% of the outstanding shares of Clearpool Group
 ("Clearpool"), an Algorithmic Management System transforming electronic
 trading with a fully customizable suite of trading tools
- Headquartered in New York, Clearpool empowers market participants by providing greater transparency, efficiency and control through next generation trading technology
- Clearpool's solution provides total visibility and control, from strategy to execution, through its cloud-based algorithmic management system, execution and analytics portals
- Bank of Montreal (TSX, NYSE: BMO) is a highly diversified financial services provider based in North America

Significance of Transaction

 BMO's electronic platform (Capital Markets, Securities and Equity) has a successful, fast-growing trading business in Canada, and adding Clearpool's capabilities in algorithmic management will allow BMO to deliver next-gen trading technology to its global client base

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Clearpool
- The transaction underscores FT Partners' successful track record generating highly favorable outcomes for Capital Markets Technology companies
- This transaction also highlights FT Partners' expertise in bringing our clients together with world class strategic investors and acquirers

Financial Technology Partners LP

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



on its sale to





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 \sim 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 toptier strategic investors across the financial technology landscape

Financial Technology Partners LP

is pleased to announce its exclusive role as advisor to

BlackRock

in its 100% acquisition of





OpenExchange

FT Partners' Recent Awards and Recognition

Bloomberg

Bloomberg

- o FT Partners' Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- o View the full article and watch the live TV interview



M&A Advisor Awards

- Technology Deal of the Year (2019)
- o 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
- o Investment Banking Firm of the Year (2016) FT Partners



LendIt FinTech Industry Awards 2018:

o FT Partners wins Top Investment Bank in FinTech

Institutional Investor





The FinTech Finance 40:

Steve McLaughlin ranked #1 in 2017 and 2018



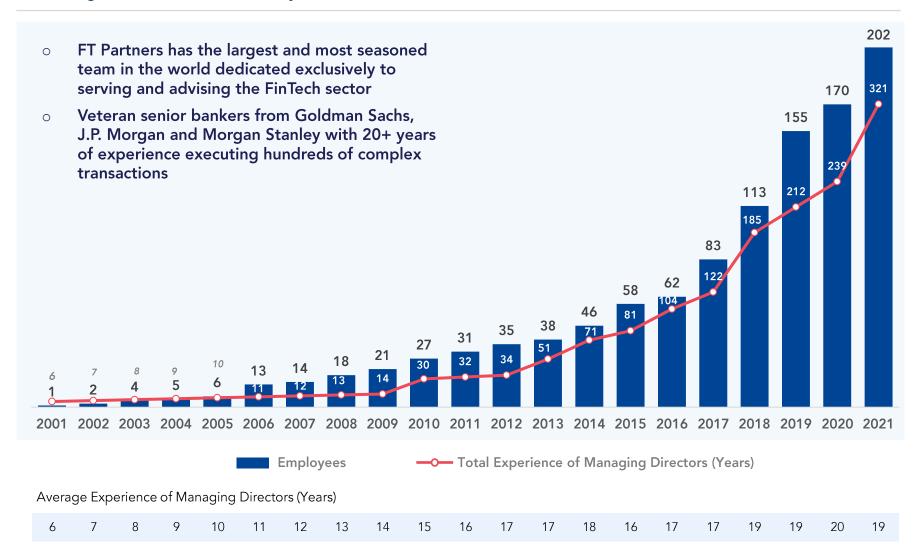


The Information's "Silicon Valley's Most Popular Dealmakers"

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

• OpenExchange

The Largest FinTech Advisory Practice in the World



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