

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 12, 2019



HomeLight Raises \$109 million in Equity and Debt Financing Led by Zeev Ventures



FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

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 17 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 #1 Most Influential Person in all of FinTech in Institutional Investors "FinTech Finance 40"



THE M&A ADVISOR

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

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Transaction Overview

Transaction Summary

- On November 5, 2019, HomeLight, a real estate tech company, announced that it has raised \$63 million in Series C equity financing led by Zeev Ventures as well as \$46 million in debt financing
 - Existing investors Group 11, Menlo Ventures, Crosslink Capital and Stereo Capital also participated in the round
- HomeLight will use this new financing to continue to expand its agent and investor matching platform, build consumer financial and lending products, and expand coverage of transactional tools
- The Company analyzes more than 40 million real estate transactions and over 1.4 million agent profiles from major brokerages for each transaction
- HomeLight claims that it connects a client to a real estate agent every two minutes and has experienced a compound annual growth rate of nearly 150% for the last three years ⁽¹⁾
 - Additionally, HomeLight doubled its employee headcount to 200 people in the past year ⁽¹⁾

Selected Financing History

Date	Size (\$ mm)	Financing Round	Investor(s)
11/05/19	\$63	Series C	Zeev Ventures; Crosslink Capital; Group 11; Menlo Ventures; Stereo Capital
08/15/17	40	Series B	Menlo Ventures; Citi Ventures; Crosslink Capital; Innovation Endeavors; SGVC; TriplePoint Venture Growth; Zeev Ventures
04/18/16	11	Series A	Zeev Ventures; Innovation Endeavors; Group 11; Montage Ventures; Krillion Ventures; Bullpen Capital; Undisclosed Investors
02/04/15	3	Seed	Bullpen Capital; ZenStone; Western Technology Investment (WTI); Montage Ventures; Krillion Ventures; FundersClub; Crosslink Capital; 500 Startups

Management and Investor Commentary

"We are pioneering the real estate transaction of the future. This latest round of financing represents a significant vote of confidence in this goal. We couldn't have asked for a more trusted and committed group of partners in this journey. We're more excited than ever about the future of real estate and HomeLight's ability to drive a better consumer and agent experience."



Drew Uher
Founder & CEO



"HomeLight's evolution from a single product company to a real estate platform aligns with our vision for the future of real estate. I am thrilled to partner with HomeLight to build the real estate platform and power the real estate transaction of the future."



Oren Zeev
Managing Director



"We've been part of HomeLight since their seed stage and have been proud investors in each round since. HomeLight has innovation on its side, and a seven-year head start on other companies in the PropTech space hoping to monetize agent referrals. It's the only consumer-centric, one-stop-shop marketplace for real estate needs, and we think the sky's the limit for HomeLight's future growth."



Dovi Frances
Founding Partner



HomeLight Raises \$109 million in Equity and Debt Financing

FT PARTNERS RESEARCH

HomeLight Overview



Company Overview



CEO:	Drew Uher
Headquarters:	San Francisco, CA
Founded:	2012

- HomeLight is a provider of an online marketplace designed to connect home sellers with real estate agents
- The Company's marketplace uses actual sales data and client reviews to match buyers and sellers with agents to sell homes faster and for more money, enabling users to find suitable agents in a hassle-free manner

40M transactions and 1.2M agents

70,000 agents and 150+ cash buyers

365,000+ clients and counting

Management Overview



Drew Uher
Founder & CEO



Sumant Sridharan
COO



Devu Gandhi
VP of Business Development



J.J. McCarthy
VP of Product

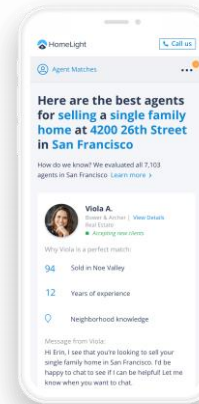


David Eakes
VP of Finance

Solutions Overview

Buying

HomeLight recommended real estate agents and negotiators understand the market data that helps users save as much as possible when buying homes; Users can tailor searches for agents who know the area and community

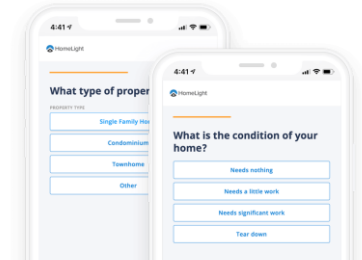


Selling

Use average days on market data to compare real estate agents on how fast they've sold similar homes, and find top real estate agents nearby who can save clients time and money

Home Estimates

Get all the important parts of a comparative market analysis, add in a list of the top local real estate agents and back it up with a home's Simple Sale™ price -- typically 90-95% of the home's full market value -- instead of going about the traditional listing process



Home Loans

- ✓ Apply in 30 minutes
- ✓ Single point of contact
- ✓ Full underwrite before offer
- ✓ 21-day guaranteed close
- ✓ Earnest money deposit protection
- ✓ Zero lender fees

HomeLight Raises \$109 million in Equity and Debt Financing

FT PARTNERS RESEARCH

Zeev Ventures Overview



Overview



Oren Zeev
Founder and CEO

Locations

- Palo Alto, CA (HQ)

About

- Founded in 2007, Zeev Ventures is the investment arm of Oren Zeev
- Oren Zeev began his career at Apax Partners in Israel, where he focused on making technology investments in Silicon Valley
- The firm seeks to work closely with company management throughout the investment timeframe

Investment Preferences

Investment Criteria

Fund Size:	NA
Fund Raised:	2018
Investment Range:	NA
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	North America, Israel
Transaction Type:	Seed, Venture, Growth
Industry Focus:	Software, Technology

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
11/19	HomeLight (Series C)	\$63	Oren Zeev	Bnkg
09/19	Tipalti (Series D)	76	Oren Zeev	FMS
07/19	Hippo Analytics (Series D)	100	Oren Zeev	HCIT
08/17	HomeLight (Series B)	40	Oren Zeev	Bnkg
06/17	Next Insurance (Series B)	35	Oren Zeev	Ins
10/16	Reali (Seed)	2	NA	Bnkg
04/15	Loop Commerce (Series B)	16	NA	Pymts
2010	Tipalti (Series A)	3	Oren Zeev	Pymts

Other Technology Investments

Date	Company	Deal Amt. ¹	Board Rep.	Sector
06/17	Houzz (Series E)	\$400	Oren Zeev	Software
04/17	Platterz (Seed)	7	NA	Software
01/17	TripActions (Series A)	15	NA	Software
11/16	SeaLights (Series A)	11	NA	Software
07/16	RedKix (Seed)	11	NA	Software

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

2) * denotes M&A exit; ** denotes IPO exit

3) Deal Amount in mm

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FT PARTNERS RESEARCH

Crosslink Capital Overview



Overview



CROSSLINK CAPITAL



Sy Kaufman
Co-Founder



Michael Stark
Co-Founder & Partner



David Silverman
Partner



Jim Feuille
Partner



Eric Chin
Partner



Matt Bigge
Partner

Locations

- San Francisco, CA (HQ)

About

- Crosslink Capital, founded in 1989, is a private equity firm interested in both private and public company investments
- Three main investment strategies, venture capital, long/short hedge and hybrid crossover
- Since inception, Crosslink Capital has made over 200 private investments with nearly 30 IPO and over 50 strategic M&A exits
- Prefers long-term investments with board representation
- Will syndicate for transactions that are \$40-50 mm

Investment Preferences

Investment Criteria

Fund Size:	\$275mm
Fund Raised:	2018
Investment Range:	\$250-300mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority, Majority
Geography:	North America, Europe
Transaction Type:	Seed, Venture, Growth, PIPE
Industry Focus:	Alternative Energy, Big Data, Cloud, Digital Marketing, Financial Technology, Internet Services, IP Services, Lighting, Marketplaces, SaaS

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
11/19	HomeLight (Series C)	\$63	NA	Bnkg
06/19	Step Mobile (Series A)	23	NA	Bnkg
03/19	Novo (Early Stage)	5	NA	Bnkg
12/18	Inscribe (Growth)	3	NA	Bnkg
09/18	Enigma (Growth)	95	NA	CapMkts
05/18	Chime (Series C)	70	NA	Bnkg
04/18	Great Jones (Series A)	8	NA	Bnkg
03/18	Huckleberry (Early Stage)	4	NA	HCIT
11/17	Flo Technologies (Series A)	8	NA	HCIT
08/17	AutoFi (Series A)	10	NA	Bnkg
09/16	Nav (Series B)	25	NA	Bnkg
05/16	Chime (Early-Stage VC)	9	NA	Bnkg
05/16	AutoFi (Seed)	17	NA	Bnkg
11/15	Mirador Financial (Series A)	7	NA	Bnkg
10/15	Zebit (Series A)	10	James Feuille	Bnkg
06/15	Mirror Labs (Series A)	10	NA	Pymts

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

2) * denotes M&A exit; ** denotes IPO exit

3) Deal Amount in mm

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FT PARTNERS RESEARCH



Group 11 Overview

Overview



Dovi Frances
Managing Partner



Hadas Sparfeld
COO and CFO



Devon Morris
Partner



Brigitte Remy-Yee
Head of Platform



Michelle Chang
Senior Associate

Locations

- Beverly Hills, CA (HQ)

About

- Group 11, founded in 2012, is a venture capital firm that focuses on software companies that are redrawing the landscape of the financial services industry
- The investment firm is very keen on the real estate tech space, which they believe to be a \$80 billion total addressable market
- Group 11 tends to invest early in companies and participate in multiple successive rounds
- Prefers long term investment and minority stake

Investment Preferences

Investment Criteria

Fund Size:	\$51mm
Fund Raised:	2018
Investment Range:	\$2 – 5mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	United States, Israel
Transaction Type:	Seed, Venture, Growth
Industry Focus:	Business Products and Services (B2B), Financial Services, Software

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
11/19	HomeLight (Series C)	\$63	Dovi Frances	Bnkg
09/19	Tipalti (Series D)	76	NA	FMS
06/19	Sunbit (Series B)	26	NA	Bnkg
07/18	Realii (Series B)	29	NA	Bnkg
07/18	Next Insurance (Series B)	83	NA	HCIT
02/17	Tax Joy (Early Stage)	1	NA	FMS
02/16	Covercy (Early Stage)	2	NA	Pymts
08/14	RadPad (Early Stage)	2	NA	Bnkg
04/14	SoFi (Series C)	80	NA	Bnkg
08/13	HealthSherpa (Early Stage)	NA	NA	HCIT
01/13	SALT Technology (Growth)	2	NA	Pymts

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

2) * denotes M&A exit; ** denotes IPO exit

3) Deal Amount in mm

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FT PARTNERS RESEARCH

Stereo Capital Overview



Overview



Dimitry Dkhnovsky
Founder, Managing Partner



Jim Smith
Founder, Managing Partner

Locations

- Palo Alto, CA (HQ)

About

- Stereo Partners (also known as Stereo Capital), was founded by Jim Smith and focuses on expansion and growth capital investments in cloud, mobile, and technology companies
- Stereo Capital and its Partners have strategic board memberships on companies like Helium, Content Analytics, Likewise, Webscale and others
- Seek companies that are high-growth with established sales and marketing efficiencies

Investment Preferences

Investment Criteria

Fund Size:	NA
Fund Raised:	NA
Investment Range:	\$10 – 20 mm
Revenue:	\$15+ mm
EBITDA:	NA

General Preferences¹

Control:	NA
Geography:	North America (US)
Transaction Type:	Venture, Growth
Industry Focus:	Cloud, Mobile, Technology, IoT, Software Infrastructure, Data Storage, Financial Services

Selected Recent Investments / Exits

FinTech / Financial Services Investments²

Date	Company	Deal Amt. ³	Board Rep.	Sector
11/19	HomeLight (Series C)	\$63	NA	Bnkg
09/18	Zumper (Series C)	46	NA	Bnkg
12/16	Lendio (Series D)	19	NA	Bnkg

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

2) * denotes M&A exit; ** denotes IPO exit

3) Deal Amount in mm

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Selected FT Partners Research – *Click to View*

June 25, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Role as IPO Advisor to

GreenSky™

in its
\$1,010,000,000
Initial Public Offering

for a total enterprise value of
\$4,500,000,000

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

GreenSky Raises \$1 billion in its IPO

August 22, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

Porch

in its acquisition of

SERVIZ
Home Services from A to Z.

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Porch Acquires Serviz

July 16, 2019

Featuring:
Exclusive CEO Interview
David Johnson

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

FIRST ASSOCIATES

in its Recapitalization by

STONE POINT CAPITAL

and Merger with

PORTFOLIO FINANCIAL SERVICES LLC

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

First Associates' Majority Recapitalization and Merger with Portfolio Financial Services

August 19, 2019

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

better.com

on its Series C financing from new investors

ACTIVANT CAPITAL **CHINA MERCHANTS** **HOOPP**
CITI **VENTURES** **AGNC** **ally**

along with participation from existing investors

for total consideration of
\$160,000,000

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San Francisco • New York • London

Better.com's \$160 million Series C Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

October 31, 2019

PeerStreet

PeerStreet Raises \$60 million in Series C Financing Led by Colchis Capital

Colchis CAPITAL

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PeerStreet Raises \$60 million in Series C Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

October 16, 2019

NOBROKER

NoBroker Raises \$50 million in Series D Financing

TIGERGLOBAL **GENERAL ATLANTIC**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

NoBroker Raises \$50 million in Series D Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

October 16, 2019

CoStar Group

CoStar Group (Nasdaq:CSGP) Acquires STR for \$450 million

str

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San Francisco • New York • London

CoStar Acquires STR for \$450 million

FT PARTNERS FINTECH INDUSTRY RESEARCH

October 25, 2019

ATHENA

Athena Raises A\$70 million (~\$54 million) in Financing Led by AustralianSuper

AustralianSuper

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Athena Raises Approximately \$54 million in Series C Financing

VIEW MORE FT PARTNERS RESEARCH

Track Record of Success Across the Real Estate Tech Sector

Digital Mortgage Origination

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to



on its Series C financing from new investors



with participation from existing investors

for total consideration of

\$160,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Real Estate Invoicing & Payments

Financial Technology Partners LP
FTP Securities LLC

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



in its Series F minority investment from



THIEL

for total consideration of

\$ 300,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Mortgage Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive
role as financial advisor to



in its sale to

GTCR



The Only Investment Bank
Focused Exclusively on Financial Technology

Online Home Services Platform

Financial Technology Partners LP
FTP Securities LLC

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



in its acquisition of



Home Services from A to Z



The Only Investment Bank
Focused Exclusively on Financial Technology

Consumer Home Improvement Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as
IPO Advisor to



\$1,010,000,000
Initial Public Offering

for a total enterprise value of

\$4,500,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Mortgage Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
Capital Markets & IPO Advisor to



in its

\$45,000,000

Initial Public Offering

valuing the equity at approximately

\$ 146,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Property Insurance Solutions

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



The Only Investment Bank
Focused Exclusively on Financial Technology

SaaS-based Real Estate Loan Origination

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

MOODY'S



The Only Investment Bank
Focused Exclusively on Financial Technology

Listing Management Solutions

Financial Technology Partners LP
FTP Securities LLC

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



in the sale of its



software division to



for approximately

\$ 8,500,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Real Estate Payments

Financial Technology Partners LP
FTP Securities LLC

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



in its Series C financing led by

Premji Invest

for total consideration of approximately

\$ 71,000,000



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FT Partners Advises GreenSky on its \$1 billion Initial Public Offering

Overview of Transaction

- On May 23, 2018, GreenSky (Nasdaq: GSKY) priced its IPO at \$23 per share, raising approximately \$1.01 billion
- Due to strong demand, the deal priced at the high end of the initial \$21 - \$23 filing range and the number of shares was increased by 3.9 million, or 11%
- GreenSky will use the IPO proceeds to purchase Holdco units and Class A common stock from its CEO and other officers as well as early equity investors
- GreenSky is a leading FinTech company that powers commerce at the point of sale; the Company's technology platform facilitates merchants sales, while reducing the friction, and improving the economics, associated with a consumer making a purchase and a bank extending financing for that purchase
 - GreenSky has approximately 12,000 active merchants on its platform and the Company has enabled 1.7 million consumers to finance over \$12 billion of transactions since its inception through March 31, 2018

Significance of Transaction

- GreenSky's IPO is the largest U.S. Technology IPO of 2018 and is also the largest U.S. FinTech IPO in over two years¹
- This transaction further supports FT Partners' continued success advising leading FinTech growth companies and also highlights the long-term nature of many of the Firm's advisory relationships

FT Partners' Role

- FT Partners served as IPO Advisor to GreenSky on this transaction
- FT Partners previously advised GreenSky on its [\\$300 million investment by TPG, Iconiq, Wellington, and DST in 2014](#), its [\\$2 billion loan purchase agreement and \\$50 million investment by Fifth Third Bank in 2016](#), and its [\\$200 million investment by PIMCO in 2017](#)
- FT Partners has leveraged its deep industry knowledge, extensive transaction expertise, and broad scope of relationships to consistently achieve favorable outcomes for GreenSky

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as
IPO Advisor to*



in its

\$1,010,000,000
Initial Public Offering

for a total enterprise value of

\$4,500,000,000



*The Only Investment Bank
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(1) Excludes ADRs and foreign issuers

FT Partners Advises Better.com on its \$160 million Series C Financing

Overview of Transaction

- On August 19, 2019, Better.com announced it has closed its Series C financing round for a total of \$160 million
 - The round included new investors Activant Capital, Ping An Global Voyager Fund, Ally Financial, Citi, AGNC, American Express Ventures and Healthcare of Ontario Pension Plan, as well as existing investors Goldman Sachs, Pine Brook and Kleiner Perkins
 - Better.com initially closed its Series C round in January 2019 for a total of \$70 million, but expanded the round due to high demand
 - The Company has now raised \$254 million in total financing
- Better.com is one of the fastest growing homeownership platforms in the U.S. and has funded more than \$4 billion in loans since its founding in 2016
 - The Company has reconstructed the process of buying and financing a home, step-by-step, using technology and automation to create the most efficient, cost-effective and user-friendly experience in the market
 - Better.com has grown 3x year-over-year (vs. -15% for the industry) and is currently funding \$375 million in mortgages a month, which puts the Company on track to lend over \$4 billion in 2019 alone

Significance of Transaction

- With strong investor demand including from high profile strategics, this financing round positions Better.com as a market leader in streamlining and digitizing the home loan process
- The additional capital will enable Better.com to enhance its offerings, grow its strategic partnerships, as well as expand its team by hiring an additional 400 people in sales and technology by the end of 2019

FT Partners' Role

- FT Partners served as strategic and financial advisor to Better.com
- This transaction highlights FT Partners' deep domain expertise in the Alt Lending / Real Estate Tech space as well as our successful track record generating highly favorable outcomes for leading FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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



on its Series C financing from new investors



VENTURES



along with participation from existing investors

for total consideration of

\$160,000,000

FINANCIAL
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FT Partners Advises Porch on its Acquisition of Serviz

Overview of Transaction

- On August 22, 2018, Porch announced its acquisition of Serviz
- Founded in 2012, Serviz is a Los Angeles-based home services company that allows users to discover and book appliance repair, plumbing, electric, handyman and carpet cleaning services through its online and mobile platform
 - Serviz's pros operate in 25 markets and have performed more than 40,000 jobs to date
 - The Company received backing from investors such as Groupon and PointGuard Ventures
- Headquartered in Seattle, Porch is an online platform that connects homeowners with local home repair services; the Company offers consumers access to over 300,000 home service professionals
 - Porch has raised over \$100 million since its inception in 2012 and is partnered with leading brands and retailers including Lowe's, Walmart, Overstock.com, Wayfair and Google

Significance of Transaction

- Through the acquisition of Serviz, Porch will reach more customers and accelerate its growth in service types such as plumbing, electric, appliance repair and more
- Porch will integrate Serviz's mobile application technology within its existing online platform, providing consumers and service providers with a seamless, high-touch experience

FT Partners' Role

- FT Partners served as sole strategic and financial advisor to Porch
- This transaction highlights FT Partners' success advising leading high-growth companies across the Home Services / Real Estate technology space

Financial Technology Partners LP FTP Securities LLC

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



in its acquisition of



*The Only Investment Bank
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Award-Winning Investment Banking Franchise Focused on Superior Client Results



2018 Top Investment Bank in FinTech



Institutional Investor
Annual Ranking

2018 Steve McLaughlin Ranked #1 for the Second Year in a Row on Institutional Investor's FinTech 40 List

2017 Ranked #1 on Institutional Investor's FinTech 40 List

2015 & 2016 Ranked Top 5 on Institutional Investor's FinTech 35 List

2006 – 2008 Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"



The Information

2016 Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor
Awards

2018 Corporate / Strategic Deal of the Year

2018 Cross Border Deal of the Year

2017 Investment Banker of the Year

2016 Investment Banking Firm of the Year

2016 Cross Border Deal of the Year

2015 Dealmaker of the Year

2015 Technology Deal of the Year

2014 Equity Financing Deal of the Year

2014 Professional Services Deal of the Year, \$100 mm+

2012 Dealmaker of the Year

2012 Professional Services Deal of the Year, \$100 mm+

2011 Boutique Investment Bank of the Year

2011 Deal of the Decade

2010 Upper Middle Market Deal of the Year, \$500 mm+

2010 IT Services Deal of the Year, Below \$500 mm

2010 Cross-Border Deal of the Year, Below \$500 mm

2007 Dealmaker of the Year – Steve McLaughlin

2007 Business to Business Services Deal of the Year

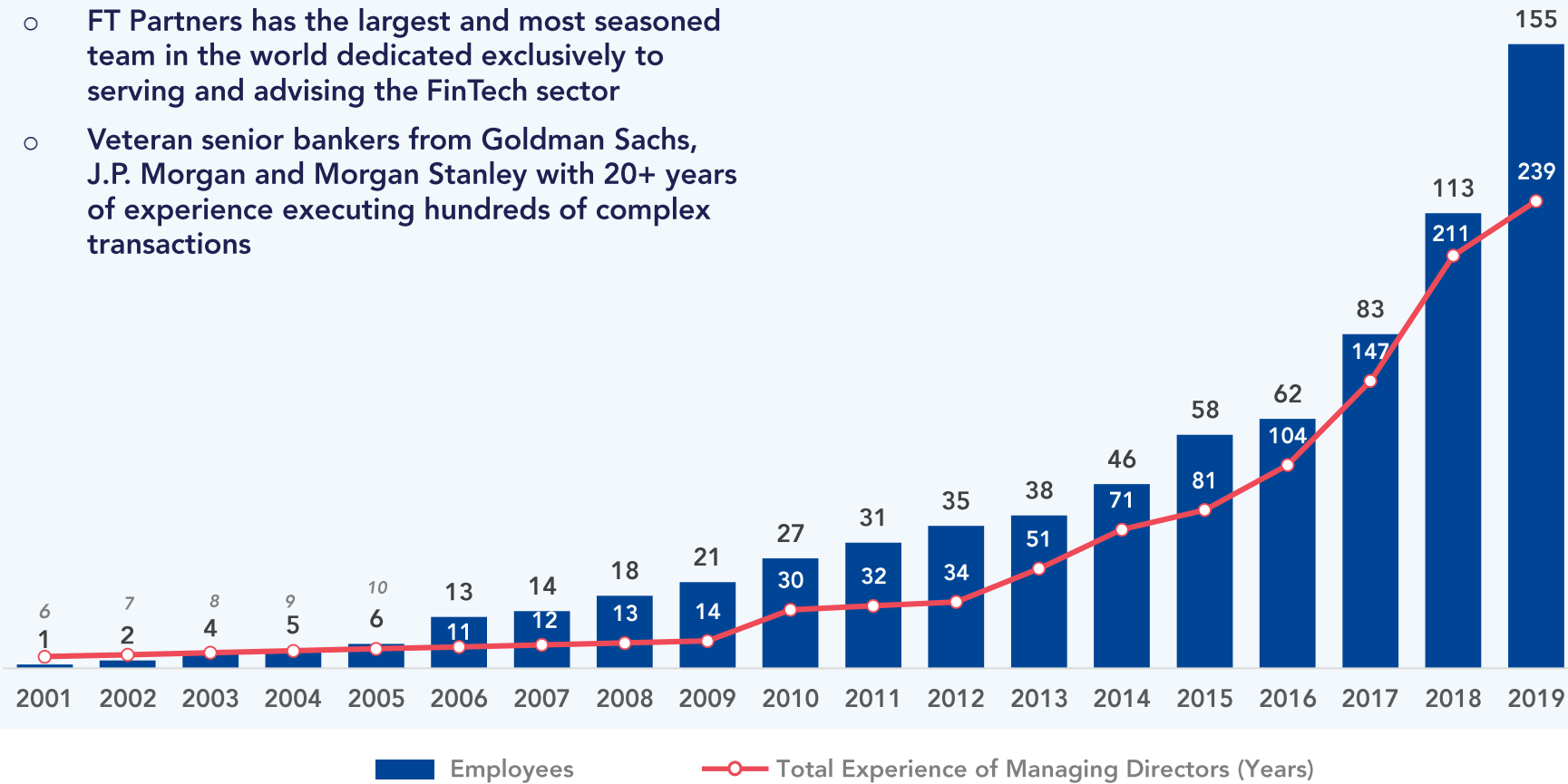
2007 Computer & Information Tech Deal of the Year, \$100 mm+

2007 Financial Services Deal of the Year, \$100 mm+

2004 Investment Bank of the Year

Platform of Choice for Clients and Bankers Alike

- 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)



The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs in New York and San Francisco from 1995-2002 Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	24
Mohit Agnihotri <i>Managing Director</i>	J.P.Morgan	<ul style="list-style-type: none"> Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan Wharton M.B.A. 	17
Kate Crespo <i>Managing Director</i>	RAYMOND JAMES®	<ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 12+ years of FinTech transaction execution experience Dartmouth M.B.A. 	17
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004 Wharton M.B.A. 	23
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly Managing Director and Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 	22
Andrew McLaughlin <i>Managing Director</i>	Deloitte.	<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	13
Mike Nelson <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey Kellogg M.B.A. 	19
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	16
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch, J.P. Morgan and Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	23
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs from 2000-2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	17