

May 6, 2016

# Financial Technology Partners

## FT Partners Research – Transaction Profile



**VTS**

*raises*

**\$55 million**

*in Series C financing led by*

**INSIGHT**  
VENTURE PARTNERS

*Courtesy of:*

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**Financial Technology Partners LP**  
555 Mission St., 23<sup>rd</sup> Floor  
San Francisco, CA 94105  
Tel: 415.512.8700

**Steve McLaughlin**  
*Managing Partner*  
Tel: 415.992.8880  
[steve.mclaughlin@ftpartners.com](mailto:steve.mclaughlin@ftpartners.com)

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# VTS Raises \$55 Million in Series C Financing

## Transaction Summary

### Transaction Summary

- On May 5, 2016, VTS announced that it had raised \$55 million in a Series C funding round led by Insight Venture Partners
  - Previous investors OpenView Venture Partners and Trinity Ventures also participated in the round
  - Following the Series C round, VTS has raised a total of \$84 mm
- The round was done at a valuation of approximately \$200 mm according to The Real Deal
- VTS provides a cloud-based leasing and portfolio management platform for brokers and owners to monitor activity throughout their portfolio
  - VTS' platform enables landlords, agency brokers and tenant reps to streamline their workflow and increase efficiency
- VTS will use the new funding for global expansion and product innovation to further establish the Company as the industry's standard platform
  - The Company plans to roll out a new product geared towards tenant representation brokers
- VTS signed deals with CompStak and S&P Capital IQ in order to give their clients access to performance and marketing tools and to forecast growth

### Selected VTS Clients

**CBRE**



LA SALLE  
INVESTMENT MANAGEMENT



**RXR**  
SL GREEN  
REALTY CORP.

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### Deal Commentary

*"The commercial real estate industry is at a tipping point, and the most successful players in the market are driving a movement to a single platform — that platform is VTS. We're working together with them to develop the platform the industry's wanted for a very long time."*



Nick Romito  
Co-Founder & CEO at VTS



*"VTS has been able to drive efficiency and profitability for the top commercial real estate players by providing a single platform for the entire industry, much like Bloomberg did for the financial services industry."*



Ryan Masiello  
Co-Founder & CRO at VTS



*"VTS is changing the commercial real estate industry through the use of innovative technology and real-time analytics that empower industry leaders to make smart, data-driven decisions ... We are pleased to partner with the company and leadership team at VTS to further accelerate international growth and innovation."*



Jeff Horing  
Managing Director

**INSIGHT**  
VENTURE PARTNERS

Source: Company press release, Company website, PE Hub, The Real Deal, PitchBook.



# VTS Raises \$55 Million in Series C Financing

## VTS Overview



### VTS Overview

**Co-Founder & CEO** Nick Romito  
**Headquarters:** New York, NY  
**Founded:** 2011  
**Employees:** 150

- VTS provides a cloud-based leasing and portfolio management platform for brokers and owners to monitor activity throughout their portfolio
- The platform allows users to effectively manage the leasing process by enabling tracking and analytics across live, active deal flow

### Platform Overview

Landlords can improve performance with real-time data across their entire portfolio

Agency Brokers can streamline workflow, client reporting and provide clients with real market intelligence

Tenant reps can streamline workflow from canvassing new prospects to active client management

### Selected Previous Equity Financings

Date	Size (\$ mm)	Lead Investor(s)
11/01/15	\$21	openview
01/14/15	3.3	Blackstone
12/02/13	7	TRINITY VENTURES
06/27/16	1.4	Undisclosed Investors

### VTS Management



**Nick Romito**  
Founder & CEO



**Ryan Masiello**  
Founder & CRO



**Karl Baum**  
Founder & CTO



**Charles Hough**  
COO



**Korel Oktar**  
CPO



**Richard Ferrino**  
CDO



# VT S Raises \$55 Million in Series C Financing

## Insight Venture Partners Overview

### Firm Overview



**Jeff Horing**  
Co-Founder &  
Managing Director



**Deven Parekh**  
Managing Director

### Location(s)

- New York, US (HQ)
- Australia
- Brazil
- China
- France
- Germany
- Greece
- Italy
- Russia
- Spain
- UK

### About

- Founded in 1995, Insight Venture Partners is a global private equity and venture capital firm
- Insight Venture Partners has raised over \$8 bn and invested in more than 200 tech companies
- Typically takes a minority stake and then seeks to influence through board representation and governance policy
- Interested in scaling and maturing software and tech companies

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### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$4,750mm
<b>Fund Raised:</b>	2015
<b>Investment Range:</b>	\$3–300mm
<b>Revenue:</b>	NA
<b>EBITDA:</b>	NA

#### General Preferences <sup>1</sup>

<b>Control:</b>	<i>Minority, Majority</i>
<b>Geography:</b>	<i>North America, Europe, Latin America, Australia, Russia</i>
<b>Transaction Type:</b>	Venture, Growth, Buyout, Secondary, Take-Private, PIPE, Recapitalization
<b>Industry Focus:</b>	Software, Data, Edu., Financial Services, Gaming, Gov't., HCIT, Internet, Marketing, Media, Mobile, SaaS, Social, E-Commerce

### Select Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
08/15	<b>Fenergo</b> ( <i>Later-Stage VC</i> )	\$75	Peter Sobilloff	CapMkts
06/15	<b>Fourth</b> ( <i>Buyout</i> )	311	Ross Devor	FMS
05/15	<b>Zenefits</b> ( <i>Series C</i> )	500	NA	FMS
02/15	<b>nCino</b> ( <i>Series B</i> )	29	Jeff Horing	Bnkg
11/14	<b>Wealth-X</b> ( <i>Early-Stage VC</i> )	NA	Euan Menzies	CapMkts
12/13	<b>Shopify</b> ( <i>Series C</i> )**	100	Richard Wells	Pymts
06/13	<b>Acuant</b> ( <i>Buyout</i> )	NA	Michael Triplett	Pymts
06/12	<b>Indiegogo</b> ( <i>Series A</i> )	15	NA	CapMkts
03/12	<b>Kinnser Software</b> ( <i>Series A</i> )	40	Richard Wells	HCIT
06/08	<b>eVestment</b> ( <i>Later-Stage VC</i> )	NA	Nikitas Koutoupes	CapMkts
04/07	<b>Netsmart</b> (Genstar, Ares)*	117	Lawrence Handen	HCIT
08/06	<b>ECi Software</b> (Carlyle Group)*	NA	Deven Parekh	FMS
07/05	<b>PerTrac Financial Solutions</b> (eVestment)	63	Jeff Horing	CapMkts
05/04	<b>Paisley</b> (Thomson Reuters)*	10	Jeff Lieberman	FMS

#### Other Notable Technology Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
05/14	<b>JD.com</b> ( <i>Later-Stage VC</i> )**	NA	Deven Parekh	E-Comm
09/09	<b>Twitter</b> ( <i>Series E</i> )	\$102	Deven Parekh	Soc Med

Source: PitchBook, Company website.

1) *Italics* indicate preferred control / geography.

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

3) Deal Amount in mm.



# VTS Raises \$55 Million in Series C Financing

## Openview Venture Partners Overview

### Firm Overview



**Scott Maxwell**  
Founder &  
Managing Partner



**Adam Marcus**  
Managing Partner

### Location(s)

- Boston, MA

### About

- Openview Venture Partners, founded in 2006, manages \$700 mm in assets
- Seeks high growth (100%+) expansion-stage B2B SaaS companies around the world that are focused on North American customer markets
- Likes companies that have achieved market fit and have a commercially-proven product with a solid base of customers
- Specifically interested in financial management solutions businesses
- Operates OpenView Labs, an internal consulting group dedicated to its portfolio companies to help with recruiting and operations

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### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$250mm
<b>Fund Raised:</b>	2014
<b>Investment Range:</b>	\$5–20mm
<b>Revenue:</b>	\$1–15mm
<b>EBITDA:</b>	NA

#### General Preferences <sup>1</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	Global
<b>Transaction Type:</b>	Venture, Growth
<b>Industry Focus:</b>	B2B Software

### Select Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
05/16	<b>View The Space</b> (Series C)	\$55	Adam Marcus	Banking
07/15	<b>Kareo</b> (Later-Stage VC)	55	Adam Marcus	HCIT
07/15	<b>Expensify</b> (Series C)	18	Blake Bartlett	FMS

#### Other Notable Technology Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
04/15	<b>Signpost</b> (Series C)	\$21	Dev Ittycheria	MktTech
04/15	<b>Skytap</b> (Series B)	4	Scott Maxwell	Cloud
01/15	<b>Datadog</b> (Series C)	31	Dev Ittycheria	Software
01/15	<b>Usetesting</b> (Series C)	46	Mackey Craven	Software
11/14	<b>Socrata</b> (Series C)	30	Scott Maxwell	Data
10/14	<b>SwiftStack</b> (Series B)	16	Daniel Demmer	IT
09/14	<b>FieldAware</b> (Series D)	24	Adam Marcus	Software
06/14	<b>SmashFly</b> (Series A)	9	George Roberts	MktTech
05/14	<b>UnboundID</b> (Series B)	3	Adam Marcus	Security
05/14	<b>Pantheon</b> (Series B)	22	NA	Online
05/14	<b>FieldLens</b> (Series A)	8	Scott Maxwell	Mobile
01/14	<b>Spredfast</b> (Series D)	33	Adam Marcus	Software
12/13	<b>Monetate</b> (Series C)	8	Adam Marcus	Software
11/13	<b>Sonian</b> (Series C)	8	Scott Maxwell	SaaS
10/13	<b>Instructure</b> (Series C)**	30	Firas Raouf	Edu

Source: PitchBook, Company website.

1) Italics indicate preferred control / geography.

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

3) Deal Amount in mm.



# VTS Raises \$55 Million in Series C Financing

## Trinity Ventures Overview

### Firm Overview



**Noel Fenton**  
Founding Partner



**Karan Mehandru**  
General Partner

### Location(s)

- Menlo Park, CA (HQ)
- San Francisco, CA

### About

- Founded in 1986, Trinity Ventures is an venture capital firm, with over \$1 bn in assets under management, dedicated to partnering with a passionate entrepreneurs to transform revolutionary ideas into reality
- Firm focuses on early stage and seed technology investments with particular emphasis on technology
- Investment professionals are former CEOs, entrepreneurs and startup strategists
- Also provides a subsidized office space called Dolores Labs to startups to provide them with a workspace to help them get their ideas organized and company off the ground

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$400 mm
<b>Fund Raised:</b>	2015
<b>Investment Range:</b>	\$2 – 25 mm
<b>Revenue:</b>	NA
<b>EBITDA:</b>	NA

#### General Preferences <sup>1</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	North America
<b>Transaction Type:</b>	Seed, Venture, Growth
<b>Industry Focus:</b>	Cloud and Mobile Infrastructure, SaaS, Digital Media, Social and Mobile Commerce

### Select Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
01/16	<b>Taulia</b> ( <i>Series E</i> )	\$46	Karan Mehandru, Noel Fenton	FMS
10/15	<b>Simility</b> ( <i>Seed</i> )	5	NA	Pymts
07/15	<b>View The Space</b> ( <i>Series B</i> )	21	NA	Bnkg
06/15	<b>RadiumOne</b> ( <i>Series C</i> )	54	Ajay Chopra	FMS
03/15	<b>Dealstruck</b> ( <i>Series A</i> )	9	Matt Goldstein	Bnkg
01/15	<b>MileIQ</b> (Microsoft)*	12	NA	BPO
11/14	<b>Rentlytics</b> ( <i>Seed</i> )	4	NA	Bnkg
08/13	<b>BlueTarp Financial</b> ( <i>Series D</i> )	15	Noel Fenton	Bnkg
12/12	<b>Duetto</b> ( <i>Series A</i> )	10	NA	FMS
06/12	<b>White Sky</b> (Intersections)*	7	NA	Pymts
07/11	<b>PayScale</b> (Warburg Pincus)*	8	NA	FMS
01/11	<b>TrustID</b> ( <i>Series A</i> )	4	Noel Fenton, Fred Wang	Pymts
10/08	<b>Truaxis</b> (MasterCard)*	8	NA	Pymts
05/07	<b>ID Analytics</b> (LifeLock)*	20	NA	FMS
09/06	<b>MyNewPlace</b> (RealPage)*	12	NA	Bnkg
06/06	<b>Sabrix</b> (Thomson Reuters)*	13	NA	Bnkg
04/06	<b>Vimo</b> ( <i>Series B</i> )	7	Larry Orr	HCIT
11/04	<b>Fuego</b> (BEA Systems)*	5	NA	BPO

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Source: PitchBook, Company website.

1) *Italics* indicate preferred control / geography.

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

3) Deal Amount in mm.

# Overview of FT Partners

## FT Partners' Track Record of Success in the Lending / Banking Technology Space

### Student / Personal Loan

Financial Technology Partners LP  
FTP Securities LLC

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

**earnest**

in its Series B minority financing led by



**\$ 75,000,000**



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### Consumer Home Improvement Financing

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its  
exclusive role as financial advisor to

**GreenSky™**

in its minority investment from



for total consideration of

**\$ 300,000,000**



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### Consumer Marketing / Credit Lead Generation

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its role as advisor to

Google  
**capital**

in its lead investment in

Credit Karma™

with additional participation from



for approximately

**\$ 85,000,000**



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Focused Exclusively on Financial Technology

### Contractor Financing

Financial Technology Partners LP  
FTP Securities LLC

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



in its financing, including investment from



for approximately

**\$ 15,000,000**



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### Asset Backed Loans Financing

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its  
exclusive role as financial advisor to

**borro®**

in its growth financing for total  
consideration of

**\$ 19,500,000**



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### SaaS-based Loan Origination

Financial Technology Partners LP  
FTP Securities LLC

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

**WebEquity  
solutions™**

in its sale to

**Moody's**



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### SMB Financing

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its  
role as advisor to

**Kabbage**

in its Series E minority financing led by



**\$ 135,000,000**



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Focused Exclusively on Financial Technology

### Supplier Finance Solutions

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its  
exclusive role as financial advisor to

**taulia**

in its Series E financing led by

**zouk**

**\$ 46,000,000**



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Focused Exclusively on Financial Technology



# Overview of FT Partners

## FT Partners Advised on Three of the Largest Alternative Lending Transactions

Company	Investor(s)	Amount Raised
 SoFi	 SoftBank	\$1,000,000,000
AVANT	 GENERAL ATLANTIC  RRE Ventures  B.A.M.  TIGER  AUGUST CAPITAL  DFJ GROWTH	325,000,000
GreenSky™	 TPG  ICONIQ  DST  WELLINGTON MANAGEMENT	300,000,000+
AVANT	 TIGER  RRE Ventures  DFJ  KKR	225,000,000
 SoFi	 AUGUST CAPITAL  THIRD POINT  IVP  WELLINGTON MANAGEMENT  LAKE STAR	200,000,000
PROSPER	 CREDIT SUISSE  BBVA  NEUBERGER BERMAN  J.P. Morgan  BREYER CAPITAL  USAA	165,000,000
 Funding Circle	 BLACKROCK  TEMASEK HOLDINGS  DST  SANDS CAPITAL  RAILLIE GIFFORD	150,000,000
 Kabbage	 RCP  Santander  InnoVentures  ING  Scotiabank®	135,000,000
earnest	 BV  ADAMS STREET PARTNERS  maveron	75,000,000

*In addition to recent rounds for Earnest, Kabbage and GreenSky, FT Partners has advised on a number of other prominent Lending Technology transactions*

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as sole strategic and financial advisor to</p> <p> Google Capital in its lead investment in  Credit Karma with additional participation from  TIGER  SIG for approximately</p> <p><b>\$ 85,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>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> FAST PAY in its growth financing with  OAK HC/FT for total consideration of approximately</p> <p><b>\$ 15,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>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> lighter capital in its Series B financing led from  Voyager for total consideration of</p> <p><b>\$ 9,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>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> Upstart in its Series C financing led by  THIRD POINT with additional participation from  khosla ventures for approximately</p> <p><b>\$ 35,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>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> borrow in its financing, including investment from  HIGHLAND  FLYBRIDGE for approximately</p> <p><b>\$ 15,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>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> borro in its growth financing for total consideration of</p> <p><b>\$ 19,500,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>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> L2C inc in its sale to</p> <p> TransUnion</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>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> taulia in its Series C financing led by  zouk</p> <p><b>\$ 46,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>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> ELLIE MAE® in its</p> <p><b>\$45,000,000</b> <b>Initial Public Offering</b> valuing the equity at approximately</p> <p><b>\$ 146,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>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 advisor to</p> <p> CIBC in its strategic investment in</p> <p> Bank Capital Finance with additional participation from  Vesta for total consideration of approximately</p> <p><b>\$ 70,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>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> custom credit systems a portfolio company of  Triton Pacific in its sale to</p> <p> MISYS a portfolio company of  Vesta</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>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> WebEquity solutions™ in its sale to</p> <p><b>MOODY'S</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

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# Overview of FT Partners

## FT Partners has Significant Experience Advising Large Financing Rounds

*FT Partners has a history of advising on some of the largest financing transactions in the FinTech space*

*Representing numerous FinTech “Unicorns” above \$1 billion valuations*

Company	Amount Raised	Selected Prominent Investors in FT Partners Led Rounds
 <b>MERCURY</b>	\$420,000,000+	  
 <b>GreenSky</b>	300,000,000+	  
 <b>liquidnet</b>	250,000,000	 
 <b>square trade</b>	238,000,000	
 <b>avidxchange</b>	225,000,000	  
 <b>nmi</b>	150,000,000+	  
 <b>Kabbage</b>	135,000,000	
 <b>TradingScreen</b>	110,000,000+	   
<b>CHROMERIVER</b>	100,000,000	  
 <b>Credit Karma</b>	85,000,000	
 <b>earnest</b>	75,000,000	 
 <b>taulia</b>	60,000,000	
 <b>YAPSTONE</b>	50,000,000	 

*Note: FT Partners represented investor in Dynamics (CIBC) and Credit Karma (Google Capital); some transactions include a combination of equity and smaller amount of debt financing.*

# Overview of FT Partners

## Selected FT Partners' FinTech Research ([click to view](#))

October 14, 2015  
FINANCIAL TECHNOLOGY PARTNERS  
FTP Securities LLC  
is pleased to announce its  
role as advisor to

**Kabbage**

in its \$135,000,000 Series E Minority Financing Led by

**ICV** **ING**  
**REVERENCE**  
**CAPITAL**  
**PARTNERS** **ING**  
**Santander** **ventures** **Scotiabank**

Courtesy of:  
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Steve McLaughlin  
Managing Partner  
Tel: 415.512.0000  
[steve.mclaughlin@ftpartners.com](mailto:steve.mclaughlin@ftpartners.com)

**Kabbage Raises \$135 million in its Series C Financing**

January 26, 2016  
Financial Technology Partners LP  
FT Partners Research – Transaction Profile

**LendUp**

raises  
**\$150 million**  
in equity and debt financing

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

**LendUp Raises \$150 million in Equity and Debt Financing**

January 25, 2016  
Financial Technology Partners LP  
FT Partners Research – Transaction Profile

**WeLab**  
democratizing finance

raises  
**\$160 million**  
in Series B financing

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

**WeLab Raises \$160 million**

January 20, 2016  
Financial Technology Partners LP  
FT Partners Research – Transaction Profile

**陆金所**  
**Lufax.com**

raises  
**\$1.2 billion**  
in Series B financing

Courtesy of:  
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Steve McLaughlin  
Managing Partner  
Tel: 415.512.0000  
[steve.mclaughlin@ftpartners.com](mailto:steve.mclaughlin@ftpartners.com)

**Lufax Secures \$1.2 billion in Series B Financing**

January 12, 2015  
Financial Technology Partners  
FT Partners Research – Transaction Profile

**E/evate**

files for its IPO, adds pricing range

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Steve McLaughlin  
Managing Partner  
Tel: 415.512.0000  
[steve.mclaughlin@ftpartners.com](mailto:steve.mclaughlin@ftpartners.com)

**Elevate Credit Files for its IPO**

October 6, 2015  
Financial Technology Partners LP  
FT Partners Research – Transaction Profile

**RENOVATE AMERICA**

Raises  
**\$90,000,000**  
in Financing Led by

**DFJ GROWTH**

Courtesy of:  
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**Renovate America Raises \$90 million in Financing Led by DFJ Growth**

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# Overview of FT Partners

## Award-Winning Investment Banking Franchise Focused on Superior Client Results

*FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition*



**M&A Advisor  
Awards**

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



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



**Middle Market  
Financing Awards**

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

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

# Overview of FT Partners

## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York and San Francisco from 1995-2002</li> <li>Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	<b>21</b>
<b>Larry Furlong</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York, London and Los Angeles beginning in 1995</li> <li>Wharton M.B.A.</li> </ul>	<b>21</b>
<b>Greg Smith</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee</li> <li>Recent coverage included WU, EEFT, DST, ENV, FISV, FIS, V, MA, GPN &amp; HPY among others</li> </ul>	<b>20</b>
<b>Phil Olson</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with William Blair &amp; Company in the Technology &amp; Financial Services group</li> <li>Northwestern University – Kellogg M.B.A</li> </ul>	<b>15</b>
<b>Tim Wolfe</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	<b>14</b>
<b>Andrew McLaughlin</b> <i>Managing Director, Research &amp; Business Development</i>		<ul style="list-style-type: none"> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	<b>10</b>