

January 20, 2016

# Financial Technology Partners LP

## FT Partners Research – Transaction Profile



*raises*

# \$1.2 billion

*in Series B financing*

*Courtesy of:*

FINANCIAL  
TECHNOLOGY  
PARTNERS

***The Only Investment Bank  
Focused Exclusively on Financial Technology***

[www.ftpartners.com](http://www.ftpartners.com)



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# Lufax Raises \$1.2 Billion in Series B Financing

## Transaction Summary

### Transaction Summary

- On January 18, 2016, Lufax.com, formerly known as Shanghai Lujiazui International Financial Asset Exchange Co., announced it had raised \$1.2 billion in a Series B round
  - Investors in the round include the Bank of China Group Investment, Guotai Junan Securities Hong Kong, and a unit from Minsheng Bank, as well as a group of investors from the Company's previous round
  - The valuation of the Company was reported at \$18.5 billion, which is \$10 billion higher than its previous funding round <sup>(1)</sup>
  - Ping An Insurance, China's largest insurance company by total assets and a previous investor in Lufax, will remain the largest investor in the Company <sup>(2)</sup>
- This investment will be used to ramp up growth efforts as well as speed up the development of its lending platform and technology to offer additional personal financing management solutions
- Lufax is expected to also announce its potential initial public offering later this year, listing on both a domestic and overseas exchange, which could raise as much as \$5 billion in proceeds for the Company <sup>(3)</sup>

### Commentary

*"In the future, whether it's internet finance or traditional finance, whoever can best combine technology and finance will be the one to succeed."*

- Ji Kuisheng, Lufax Chairman

### Company Overview



- Chairman:** Ji Kuisheng
- Headquarters:** Shanghai, China
- Founded:** 2012
- **Lufax is a peer-to-peer lending, financial asset exchange and online financial services provider**
    - Lufax also offers financial consulting, design services, financial application development and market research and data analysis
  - **Lufax has two main platforms: Network and Financing Platform (Lu) and Financial Assets Trading Platform (Lfex)**
    - **Lu:** Network connected with global financial institutions that provides businesses and individual customers financial and wealth management solutions
    - **Lfex:** Trading and other organization-related solutions designed to improve efficiency, optimize asset allocation and provide investment / financial advisory services

# Overview of FT Partners

## Proven Track Record of Success Across the Alternative Lending / Banking Tech Sector

**Financial Technology Partners LP**  
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to



in its minority investment from




for total consideration of

**\$ 300,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

**Financial Technology Partners LP**  
FTP Securities LLC

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



in its Series B minority financing led by





for total consideration of

**\$ 75,000,000**



The Only Investment Bank  
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**Financial Technology Partners LP**  
FTP Securities LLC

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



in its Series B financing led from




for total consideration of

**\$ 9,000,000**



The Only Investment Bank  
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**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

**Financial Technology Partners LP**  
FTP Securities LLC

is pleased to announce its role as advisor to



in its lead investment in



with additional participation from





for approximately

**\$85,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

**Financial Technology Partners LP**  
FTP Securities LLC

is pleased to announce its role as advisor to



in its Series E minority financing led by





for approximately


**\$ 135,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

**Financial Technology Partners LP**  
FTP Securities LLC

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



in its financing, with investment from



for approximately

**\$ 35,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

**Financial Technology Partners LP**  
FTP Securities LLC

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



in its financing, including investment from






for approximately

**\$ 15,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

**Financial Technology Partners LP**  
FTP Securities LLC

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



in its growth financing with



for total consideration of approximately

**\$ 15,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

**Financial Technology Partners LP**  
FTP Securities LLC

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



in its sale to



for total consideration of approximately

**\$ 15,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

**Financial Technology Partners LP**  
FTP Securities LLC

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



in its

**Initial Public Offering**

valuing the equity at approximately

**A\$480,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

**Financial Technology Partners LP**  
FTP Securities LLC

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



in its sale to



for total consideration of approximately



































**\$ 15,000,000**



The Only Investment Bank  
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.	325,000,000
 GreenSky	 TIGER  AUGUST CAPITAL  DFJ  TPG  ICONIQ  DST  WELLINGTON MANAGEMENT	300,000,000+
 AVANT	 TIGER  RRE Ventures  DFJ  KKR	225,000,000
 SoFi	 AUGUST CAPITAL  THIRD POINT VENTURES  IIVP  WELLINGTON MANAGEMENT	200,000,000
 PROSPER	 CREDIT SUISSE  BBVA  J.P.Morgan  BREYER CAPITAL  NEUBERGER BERMAN  USAA	165,000,000
 Funding Circle	 BLACKROCK  DST  TEMASEK HOLDINGS  SANDS CAPITAL  KALLIE GIFFORD	150,000,000
 Kabbage	 RCP  Santander  ING  InnoVentures  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 Tech / Alt Lending transactions*

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as advisor to</p> <p> Google Capital</p> <p>in its lead investment in</p> <p> Credit Karma</p> <p>with additional participation from</p> <p>TIGER  SIG Ribbit Capital</p> <p>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> FST</p> <p>in its growth financing with</p> <p>OAK  HC/FT</p> <p>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 exclusive role as financial advisor to</p> <p> lighter capital</p> <p>in its growth financing for total consideration of</p> <p><b>\$ 7,000,000</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</p> <p>in its financing, with investment from</p> <p>THIRD POINT VENTURES</p> <p>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> borro</p> <p>in its financing, including investment from</p> <p>HIGHLAND  TRINITY</p> <p>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> L2C inc</p> <p>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> TransUnion</p> <p>in its sale to</p> <p><b>\$ 7,000,000</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 financial advisor to</p> <p> taulia</p> <p>in its investment from</p> <p>QUESTMARK PARTNERS ZBUK BBVAedbi</p> <p>for total consideration of approximately</p> <p><b>\$ 60,000,000</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</p> <p>in its</p> <p><b>\$45,000,000</b> <b>Initial Public Offering</b></p> <p>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 exclusive role as sole strategic and financial advisor to</p> <p> CIBC</p> <p>in its strategic investment in</p> <p> D</p> <p>with additional participation from</p> <p> Bus Capital Partners</p> <p>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> customcredit systems</p> <p>a portfolio company of</p> <p>Triton Pacific Capital Partners, LLC</p> <p>in its sale to</p> <p>MISYS</p> <p>a portfolio company of</p> <p>Vista Equity Partners</p> <p><b>\$ 7,000,000</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> WebEquity solutions</p> <p>in its sale to</p> <p><b>\$ 7,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>









































FINANCIAL  
TECHNOLOGY  
PARTNERS

# 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> <sup>®</sup>	\$420,000,000+	  
 <b>GreenSky</b> <sup>™</sup>	300,000,000+	  
 <b>liquidnet</b>	250,000,000	 
 <b>square trade</b> <sup>™</sup> protection plans	238,000,000	
 <b>avidxchange</b>	225,000,000	  
 <b>nmi</b>	150,000,000+	  
 <b>Kabbage</b>	135,000,000	
 <b>TradingScreen</b> SIMPLIFYING GLOBAL MARKETS <sup>®</sup>	110,000,000+	   
<b>CHROMERIVER</b>	100,000,000	  
 <b>Credit Karma</b> <sup>™</sup>	85,000,000	
<b>earnest</b>	75,000,000	 
 <b>taulia</b> <sup>™</sup>	60,000,000	
 <b>YAPSTONE</b> <sup>™</sup> POWERING PAYMENTS	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

## 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

- |      |  |
|------|--|
| 2015 | <ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year</b></li> <li>■ Technology Deal of the Year</li> </ul>  |
| 2014 | <ul style="list-style-type: none"> <li>■ <b>Equity Financing Deal of the Year</b></li> <li>■ Professional Services Deal of the Year, Above \$100mm</li> </ul>  |
| 2012 | <ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year</b></li> <li>■ Professional Services Deal of the Year, Above \$100 mm</li> </ul>   |
| 2011 | <ul style="list-style-type: none"> <li>■ <b>Boutique Investment Bank of the Year</b></li> <li>■ Deal of the Decade</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>■ IT Services Deal of the Year, Below \$500mm</li> <li>■ Cross-Border Deal of the Year, Below \$500mm</li> </ul>   |
| 2007 | <ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year – Steve McLaughlin</b></li> <li>■ Business to Business Services Deal of the Year</li> <li>■ Computer and Information Technology Deal of the Year, Above \$100mm</li> <li>■ Financial Services Deal of the Year, Above \$100mm</li> </ul> |



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



WINNER  
Middle Market  
Financing Awards

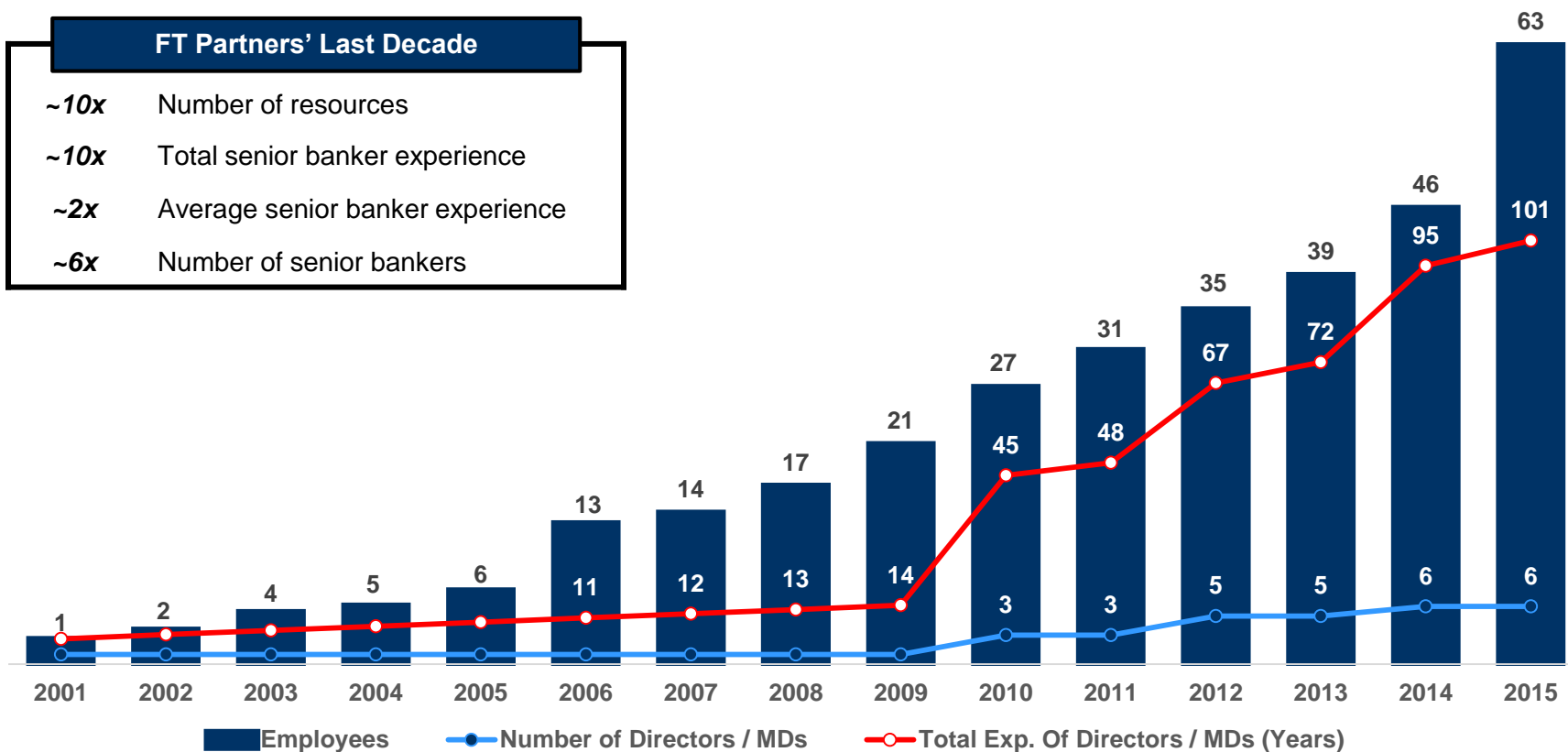
- |      |  |
|------|--|
| 2008 | <ul style="list-style-type: none"> <li>■ <b>Equity Financing Dealmaker of the Year – Steve McLaughlin</b></li> <li>■ <b>Information Technology Deal of the Year</b></li> <li>■ <b>Financial Services Deal of the Year</b></li> </ul> |
| 2006 | <ul style="list-style-type: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

# Overview of FT Partners

Platform of Choice for Clients and Bankers Alike

## FT Partners' Last Decade

- ~10x Number of resources
- ~10x Total senior banker experience
- ~2x Average senior banker experience
- ~6x Number of senior bankers








## Avg Years of Director / MD Experience





# Overview of FT Partners

## The FT Partners Senior Banking 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 V, MA, DFS, FISV, FIS, JKHY, DST, ENV, GPN &amp; HPY among others</li> </ul>	<b>20</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>