

August 15, 2016

Financial Technology Partners LP

FT Partners Research – Transaction Profile



raises

\$52,500,000

including equity from



500
startups

and a credit facility from



Courtesy of:



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

Financial Technology Partners
555 Mission St., 23rd Floor
San Francisco, CA 94105
Tel: 415.512.8700

www.ftpartners.com



Steve McLaughlin
Managing Partner
Tel: 415.992.8880
steve.mclaughlin@ftpartners.com

Highly confidential and proprietary information. Unauthorized distribution without prior consent from Financial Technology Partners LP or FTP Securities LLC (together "FT Partners") is strictly prohibited.
This communication should not be regarded as an offer to sell or as a solicitation of an offer to buy any financial product or service, nor is it an official confirmation of any transaction, or representative of an official position or statement of Financial Technology Partners LP, FTP Securities LLC or any other related entity. FTP Securities LLC is a FINRA registered broker-dealer. © 2016

Finova Raises \$52.5 mm in Financing

Transaction Summary

Transaction Summary

- On August 10, 2016, Finova Financial announced that it has raised \$52.5 million in a combination of equity and a credit facility
- Participants in the round included MHS Capital, Refactor Capital, Metamorphic Venture, 500 Startups and several individual investors
 - CoVenture provided the credit facility
- Finova will use the funding to grow its low-cost, all-digital lending platform serving the auto title loan marketplace
- 70 million financially underserved Americans spend \$138 billion in fees and interest annually on alternative financial products
- The Company is planning to offer a series of digital financial services products in response to the growing needs of consumers outside the formal financial system

Previous Equity Financing

Date	Round	Size (\$ mm)	Investors
1/28/16	Seed	na	500 startups

Selected Commentary

"Finova Financial was launched to help consumers get critically-needed cash without the traditional barriers of high interest rates, inconvenient application processes and restrictive payment terms of the auto title lending industry. As a company committed to social impact, we see Finova Financial as being an advocate for consumer financial well-being through improved access to credit, better repayment terms and lower costs."



Greg Keough
Chief Executive Officer



"We are excited to have received an investment from 500 Startups and become part of the 500 Startups family. As a top tier Silicon Valley venture capital firm they make for an ideal partner as we continue to grow our business nationally."



Derek Acree
Chief Operating and Legal Officer



"Greg and his team have done an incredible job of building the financial technology company of the future to cater to the very specific needs of the non- and under-banked in the U.S. Finova has earned great traction, and we look forward to working closely with them as they scale rapidly, giving consumers the opportunity to get back on track financially."



David Lee
Co-founder and Managing Partner



Finova Raises \$52.5 mm in Financing

Finova Overview

Company Overview

Headquarters:	West Palm Beach, FL
Founded:	2015

- Finova Financial is a cloud and mobile-based consumer auto title lending platform
- The Company's Car Equity Line of Credit (C-LOC) product provides an alternative to traditional auto title loans
- C-LOC helps customers establish or rebuild credit through transparent loan repayment terms

Management Team



Gregory Keough, Chief Executive Officer

- Previously CEO of MasterCard and Telefonica Global joint venture (MFS)
- Comprehensive experience with start-ups, FinTech, and underbanked financial services



Derek Acree, Chief Operating & Legal Officer

- Previously General Counsel for MFS
- Over 15 years of experience in corporate and business law

Finova C-LOC



Instant Decisions

Finova's proprietary software assesses creditworthiness and future loan performance, even with little or no credit history



Lower monthly payments

Costs 70% less than the national average due to innovative assessment approach and automated online process



Online access

Application, approval and payment processes can be completed online



Finova Points

Points accumulate with timely payments, which can be used to move a payment to a later date in case of emergencies



12 months to financial health

Finova loans have a minimum 12-month repayment term rather than the traditional 30 days. Part of each payment goes towards principal



Improved Credit score

Finova reports to the credit bureaus, allowing customers to improve their official credit scores

Finova helps consumers get cash without the traditional barriers of high interest rates, inconvenient application processes and restrictive payment terms

Overview of FT Partners

FT Partners' Track Record of Success in the Alternative Lending 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



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
exclusive role as financial advisor to

GreenSky™

in its minority investment from



for total consideration of

\$ 300,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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



The Only Investment Bank
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



The Only Investment Bank
Focused Exclusively on Financial Technology

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



The Only Investment Bank
Focused Exclusively on Financial Technology

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



The Only Investment Bank
Focused Exclusively on Financial Technology

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



The Only Investment Bank
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



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  B.A.M.  TIGER  AUGUST CAPITAL  DFJ GROWTH	325,000,000
 GreenSky™	 TPG  ICONIQ  DST  WELLINGTON MANAGEMENT  TIGER  DFJ	300,000,000+
 AVANT	 RRE Ventures  KKR	225,000,000
 SoFi	 AUGUST CAPITAL  THIRD POINT  IVP  STAR  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  BAILLIE LIFFORD	150,000,000
 Kabbage	 RCP  ING  Santander  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 sole strategic and financial 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  Rabbit Capital</p> <p>for approximately</p> <p>\$ 85,000,000</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</p> <p>in its growth financing with</p> <p> OAK HC/FT</p> <p>for total consideration of approximately</p> <p>\$ 15,000,000</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</p> <p>in its Series B financing led from</p> <p> Voyager</p> <p>for total consideration of</p> <p>\$ 9,000,000</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 Series C financing led by</p> <p> THIRD POINT</p> <p>with additional participation from</p> <p> khosla ventures</p> <p>for approximately</p> <p>\$ 35,000,000</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</p> <p>in its financing, including investment from</p> <p> HIGHLAND  FLYBRIDGE  TRINITY</p> <p>for approximately</p> <p>\$ 15,000,000</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 growth financing for total consideration of</p> <p>\$ 19,500,000</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 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</p> <p>in its Series C financing led by</p> <p> zouk</p> <p>\$ 46,000,000</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 & IPO Advisor to</p> <p> ELLIE MAE</p> <p>in its</p> <p>\$45,000,000 Initial Public Offering</p> <p>valuing the equity at approximately</p> <p>\$ 146,000,000</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</p> <p>in its strategic investment in</p> <p> Bank Capital Ventures</p> <p>with additional participation from</p> <p> Bank Capital Ventures</p> <p>for total consideration of approximately</p> <p>\$ 70,000,000</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</p> <p>a portfolio company of</p> <p> Triton Pacific</p> <p>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>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> Moody's</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 Advises GreenSky in its \$300mm Minority Investment

Transaction Overview and Rationale

Overview of Transaction

- GreenSky completed a minority \$300 million financing round from TPG, DST, Iconiq and Wellington Management
- The Company provides an online loan platform that allows businesses to offer flexible credit programs to their customers – promoting higher transaction values and driving sales growth
- GreenSky's proprietary, technology-driven platform enables partners to make informed, real-time credit decisions and allows for real-time transaction processing
- The Company has grown to be a leader in the emerging Alternative Lending space, with a particular focus on home improvement financing

Significance of Transaction

- Represents the largest private equity financing in the Alternative Lending space to date
- Demonstrates a fundamental shift in lending customer acquisition models away from traditional banks and towards specialists like GreenSky
- This transaction positions GreenSky as a clear leader in Alternative Lending and enables the company to continue to innovate and bring additional products to market

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to GreenSky and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- Transaction demonstrates FT Partners' continued success advising top-tier financial technology companies

Financial Technology Partners LP FTP Securities LLC

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



in its minority investment from

DST **ICONIQ**



for total consideration of

\$ 300,000,000

**FINANCIAL
TECHNOLOGY
PARTNERS**

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

Overview of FT Partners

FT Partners Advises Kabbage on its \$135mm Minority Financing

Transaction Overview and Rationale

Overview of Transaction

- On October 14, 2015, Kabbage announced a minority \$135mm Series E equity financing round
- The round was led by Reverence Capital Partners as well as ING, Santander InnoVentures and Scotiabank
- Additional new investors include China's Yuan Capital and Japan's Recruit Strategic Partners; existing investors BlueRun Ventures, UPS Strategic Enterprise Fund and Thomvest Ventures also participated in the round
- In conjunction with the equity raise, Kabbage also increased its credit facility by more than threefold to over \$900mm to fuel the expansion of its direct lending business
- Kabbage is the leading technology and data platform powering automated lending; the Company leverages numerous data sources generated through business activity to better understand performance and deliver fast, flexible funding in real time

Significance of Transaction

- The transaction represents one of the few times in recent history that multiple global financial institutions have invested in a U.S.-based financial technology company, suggesting the potential for Kabbage's world-class platform to change the landscape of lending worldwide

FT Partners' Role

- FT Partners served as strategic advisor to Kabbage in this groundbreaking transaction
- Transaction demonstrates FT Partners' continued success advising on \$100mm+ financings for leading, world class financial technology companies while also building on the Firm's deep domain expertise in the Alternative Lending space

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 total consideration of

\$ 135,000,000



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

Overview of FT Partners

FT Partners Advises Earnest on its \$75mm Minority Financing

Transaction Overview and Rationale

Overview of Transaction

- On November 17, 2015, Earnest announced a minority \$75mm Series B equity financing round
- The round was led by Battery Ventures with participation from Adams Street Partners and existing investors, including Maveron
- Earnest plans on using the equity financing to continue building out current technology, data and engineering teams
- In conjunction with the equity raise, Earnest also announced an additional \$200mm of institutional lending capital from New York Life and others
- Additional lending capital will enable Earnest to introduce new products, tools and resources in the near-term as the Company is planning expansion into additional consumer finance verticals
- Earnest is a leading technology-enabled alternative lending company that is intent on disrupting consumer lending; the Company utilizes superior technology to provide lending and refinancing solutions to consumers at better rates than traditional lenders

Significance of Transaction

- This transaction capitalizes on Earnest's strong growth and traction to further establish the Company as a leading technology-enabled alternative lender
- Firmly positions the Company to expand its products and services and continue to disrupt the consumer lending space

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Earnest and its Board of Directors in this monumental transaction
- Transaction demonstrates FT Partners' continued success advising on large financings for leading, world class financial technology companies while also building on the Firm's deep domain expertise in the Alternative Lending space

Financial Technology Partners LP FTP Securities LLC

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

earnest

in its Series B minority financing led by

BV
Battery Ventures

**ADAMS STREET
PARTNERS**

m
maveron

for total consideration of

\$ 75,000,000

**FINANCIAL
TECHNOLOGY
PARTNERS**

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

Overview of FT Partners

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

July 21, 2016
Financial Technology Partners
FT Partners Research – Transaction Profile


CommonBond
raises
\$300 million in lending capital,
\$30 million in Series C equity financing led by
NEUBERGER BERMAN
and acquires
Gradible

Courtesy of:

The Only Investment Bank
Focused Exclusively on Financial Technology

www.ftpartners.com
Twitter LinkedIn

Financial Technology Partners
100 Mission St., 20th Floor
San Francisco, CA 94105
Tel: 415.755.0300

Stuart M. Luginbuhl
Managing Partner
Tel: 415.755.0300
www.ftpartners.com

CommonBond Raises \$30 mm in Series C Financing led by Neuberger Berman

July 15, 2016
Financial Technology Partners
FT Partners Research – Transaction Profile


趣分期
Qufenqi.com
raises
\$449 million
in financing from
Hangzhou Liaison Interactive Information Technology
and
Beijing Phoenix Wealth Holding Group

Courtesy of:

The Only Investment Bank
Focused Exclusively on Financial Technology

www.ftpartners.com
Twitter LinkedIn

Financial Technology Partners LP
100 Mission St., 20th Floor
San Francisco, CA 94105
Tel: 415.755.0300

Stuart M. Luginbuhl
Managing Partner
Tel: 415.755.0300
www.ftpartners.com

Qufenqi Raises \$449 mm in Financing

May 27, 2016
Financial Technology Partners
FT Partners Research – Transaction Profile


微贷网
weidai.com.cn
raises
\$153 million
in Series C financing from
Phoenix Capital

Courtesy of:

The Only Investment Bank
Focused Exclusively on Financial Technology

www.ftpartners.com
Twitter LinkedIn

Financial Technology Partners LP
100 Mission St., 20th Floor
San Francisco, CA 94105
Tel: 415.755.0300

Stuart M. Luginbuhl
Managing Partner
Tel: 415.755.0300
www.ftpartners.com

Weidai Raises \$153 million in Series C Financing

August 11, 2016
Financial Technology Partners LP
FT Partners Research – Transaction Profile


MOSAIC
raises
\$220,000,000
in financing led by
WARBURG PINCUS

Courtesy of:

The Only Investment Bank
Focused Exclusively on Financial Technology

www.ftpartners.com
Twitter LinkedIn

Financial Technology Partners
100 Mission St., 20th Floor
San Francisco, CA 94105
Tel: 415.755.0300

Stuart M. Luginbuhl
Managing Partner
Tel: 415.755.0300
www.ftpartners.com

Mosaic Raises \$220 mm in Financing led by Warburg Pincus

April 15, 2016
Financial Technology Partners LP
FTP Securities LLC
Transaction Profile:


affirm
raises
\$100 million
in financing round led by
FOUNDERS FUND

Courtesy of:

The Only Investment Bank
Focused Exclusively on Financial Technology


www.ftpartners.com
Twitter LinkedIn


Financial Technology Partners
100 Mission St., 20th Floor
San Francisco, CA 94105
Tel: 415.755.0300

Stuart M. Luginbuhl
Managing Partner
Tel: 415.755.0300
www.ftpartners.com

Affirm Raises \$100 mm in Financing led by Founders Fund

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


LendUp
raises
\$150 million
in equity and debt financing

Courtesy of:

The Only Investment Bank
Focused Exclusively on Financial Technology


www.ftpartners.com
Twitter LinkedIn


Financial Technology Partners
100 Mission St., 20th Floor
San Francisco, CA 94105
Tel: 415.755.0300

Stuart M. Luginbuhl
Managing Partner
Tel: 415.755.0300
www.ftpartners.com

LendUp Raises \$150 mm in Equity and Debt Financing

February 19, 2015
Financial Technology Partners LP
FTP Securities LLC
Transaction Profile:
Lending Club IPO: Post Quiet Period Review


LendingClub
NYSE: LC

Courtesy of:

The Only Investment Bank
Focused Exclusively on Financial Technology


www.ftpartners.com
Twitter LinkedIn


Financial Technology Partners
100 Mission St., 20th Floor
San Francisco, CA 94105
Tel: 415.755.0300

Stuart M. Luginbuhl
Managing Partner
Tel: 415.755.0300
www.ftpartners.com

Lending Club IPO: Post Quiet Period Review

February 19, 2015
Financial Technology Partners LP
FTP Securities LLC
Transaction Profile:
OnDeck IPO: Post Quiet Period Review


OnDeck
NYSE: ONDK

Courtesy of:

The Only Investment Bank
Focused Exclusively on Financial Technology

www.ftpartners.com
Twitter LinkedIn

Financial Technology Partners
100 Mission St., 20th Floor
San Francisco, CA 94105
Tel: 415.755.0300

Stuart M. Luginbuhl
Managing Partner
Tel: 415.755.0300
www.ftpartners.com

OnDeck IPO: Post Quiet Period Review

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 13 years of exclusive focus on Financial Technology. Please visit our [subscription form](#) to subscribe to our exclusive monthly newsletter and receive our research reports.

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



**Institutional Investor
Annual Ranking**

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









**Middle Market
Financing Awards**

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

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
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York and San Francisco from 1995-2002 Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	21
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York, London and Los Angeles beginning in 1995 Wharton M.B.A. 	21
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee Recent coverage included V, MA, DFS, GPN, TSS, HPY, DST, ENV, FISV, FIS, JKHY, WU & EEFT among others 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with J.P. Morgan and UBS Formerly Global Head of Strategy at First Data 	18
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners beginning in 2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	14
Andrew McLaughlin <i>Managing Director, Research & Business Development</i>		<ul style="list-style-type: none"> Leads FT Partners' Research and Business Development Team Formerly with Deloitte Consulting 	10