

FT PARTNERS FINTECH INDUSTRY RESEARCH

June 5, 2017



Bright Health Raises \$160 million in Series B Financing Led by Greenspring Associates

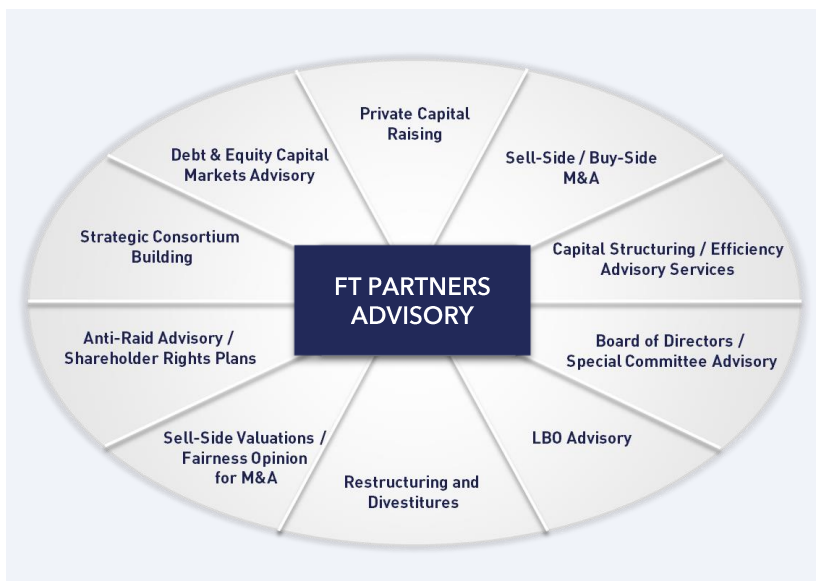
GREENSPRING

ASSOCIATES

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 15 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

FINTECH RESEARCH & INSIGHTS

- 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 #4 Most Influential Person in all of FinTech in *Institution Investor's* "FinTech Finance 35"



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

Steve McLaughlin: *Founder & CEO*

Tel: 415.992.8880

steve.mclaughlin@ftpartners.com

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Bright Health Raises \$160 mm in Series B Financing

Transaction Summary

Transaction Summary

- **On June 1, 2017, Bright Health announced it has raised \$160 mm in Series B financing led by Greenspring Associates**
 - New investors participating in this financing round include Greycroft Partners, Redpoint Ventures and Cross Creek Advisors
 - Existing investors participating in this round include New Enterprise Associates (NEA), Bessemer Venture Partners and Flare Capital Partners
- **The funding will be used to fuel growth and support the Company's mission to transform the healthcare system through its Care Partnership model**
- **Bright Health entered the Colorado market for the 2017 plan year**
 - Additional markets, Care Partnerships, and Medicare Advantage Plans are planned for 2018 and beyond
- **The company's health insurance plans are offered directly to consumers, via broker partners, and through public and private health insurance exchanges**
- **Previously, the Company raised \$80 mm in Series A financing led by NEA and Bessemer Venture Partners last year in April**

Transaction Commentary

"Bright Health is committed to offering affordable and higher quality healthcare to individuals and their families. Leading health systems across the country are developing new models to transform the healthcare market in local communities. Bright Health collaborates with these systems to create a proprietary Care Partnership. Our Care Partnership is designed to drive down healthcare costs, improve clinical outcomes, and enhance consumer and provider satisfaction. The result is a reimagined healthcare experience."



Bob Sheehy
CEO & Co-Founder



"We're thrilled to continue our partnership with Bright Health to disrupt a complicated industry where consumers are demanding change and leading health systems are hungry to deliver. Bright Health has an experienced leadership team with substantial healthcare, informatics, and consumer expertise, as well as a differentiated model that has it poised for continuing growth. The success of this financing round is a testament to the company's vision and the market's confidence in their ability to execute."



Mohamad Makhzoumi
General Partner and
Head of Healthcare



Bright Health Raises \$160 mm in Series B Financing



Bright Health Overview

Company Overview

CEO:	Bob Sheehy
Headquarters:	Minneapolis, MN
Founded:	2015
Employees:	~25



- Bright Health provides a health insurance service platform
- The Company partners with health systems and care partners to provide health plans and a connected healthcare experience to support relationships between consumers and care providers using personalized technology

Selected Financing Transactions

Date	Size (\$ mm)	Type	Investor(s)
06/01/17	\$160	Series B	GREENSPRING ASSOCIATES, BESSEMER VENTURE PARTNERS, Redpoint, NEA, flare capital partners, CROSS CREEK ADVISORS, GREYCROFT
04/04/16	80	Series A	BESSEMER VENTURE PARTNERS, NEA, WATERLINE VENTURES, flare capital partners, OXEON
N/A	N/A	Seed	flare capital partners

Products & Services Overview

Bright Health offers simple and affordable health insurance that connects Coloradans to top physicians and enhanced care more easily than you ever thought possible



Find a Doctor



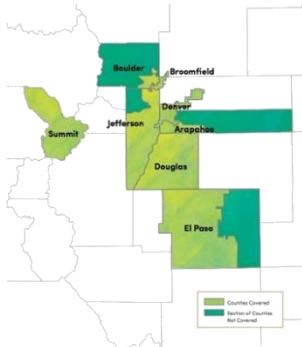
Verify Prescriptions



Get Coverage

Bright On

- Bright Health coverage extends to all of Colorado and its surrounding areas
- The Company is partnering with Centura Health and users will be a part of Colorado Health Neighborhoods physician networks



Colorado Health Neighborhoods



The Company offers individual health plans in Colorado:



Brokers

Become a broker with an experienced team as the Company creates a better healthcare experience for Coloradans



Members

Top doctors who make your health a priority with affordable pricing and ongoing support



Care Partners

The Company is partnering with Centura Health to create an all-new collaboration between insurance and care providers

Bright Health Raises \$160 mm in Series B Financing

FT PARTNERS RESEARCH



Greenspring Associates Overview

Overview

GREENSPRING ASSOCIATES



Ashton Newhall
Managing
General Partner



Jim Lim
Managing
General Partner



Hunter Somerville
Partner



John Avirett
Partner

Locations

- Owings Mills, MD (HQ)
- Palo Alto, CA

About

- Founded in 2000, Greenspring Associates is a global venture investment firm that provides commingled fund and customized partnership capabilities to a diverse group of institutions and individuals in North America, Asia, Europe and Australia
- Targets expansion stage venture capital and direct company secondary investments in innovative information technology, healthcare and communications companies
- Typically serves as lead investor
- Manages approximately \$5.2 billion in capital commitments across a variety of solutions

Investment Preferences

Investment Criteria

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

General Preferences ¹

Control:	Minority
Geography:	Asia, North America, Australia, Europe
Transaction Type:	Venture, Growth, Buyout
Industry Focus:	Commercial Services, Communications and Networking, Computer Hardware, IT Services, Software, Big Data, Life Sciences, Marketing Tech, Mobile, Oncology, SaaS

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
06/17	Bright Health (Series B)	\$160	NA	HCIT
01/17	Namely (Series D)	50	NA	HCIT
07/15	Kareo (PE Growth)	56	NA	HCIT
10/07	Sabrix (PE Growth)	50	NA	Bnkg

Other Notable Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
05/17	Demandbase (Series H)	\$65	John Avirett	Product Software
05/17	Fuze (Series F)	134	NA	Comm Software
03/17	Intrinsic Therapeutics (Series H)	49	NA	Medical Devices
10/16	Everything But the House (Series C)	42	Ashton Newhall	Social Software
09/16	Oblong Industries (Series D)	65	Jim Lim	Comm Software
09/16	Valiant Solutions (Buyout)	NA	NA	App Software
07/16	EverFi (Series C)	40	NA	Education Software
06/16	WalkMe (Series E)	50	John Avirett	Social Software
06/16	Spredfast (Series F)	50	NA	Media
03/16	Cyara (Series A)	25	NA	Social Software

Source: Company website, PitchBook

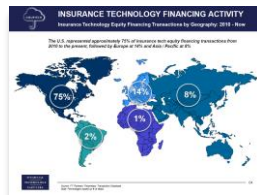
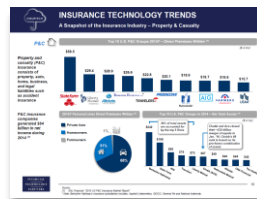
1) Italics indicate preferred control / geography

3) Deal Amount in mm

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

FT Partners Research – InsurTech Industry Report

Prepare for the InsurTech Wave: Overview of Key Insurance Technology Trends



FT Partners' 268-page report provides an in-depth look at the major waves of innovation and disruption that are beginning to radically alter the insurance industry.

Additional highlights of the report include:

- An analysis of specific trends across: Insurance Distribution, Sales, Marketing and Engagement, Data and Analytics and Insurance Administration
- The responses of incumbents to date including the innovations, investments, partnerships and acquisitions being made to stay ahead of the game
- Proprietary InsurTech financing and M&A statistics and a comprehensive list of transactions in the space
- A detailed industry landscape of InsurTech providers as well as other innovative, tangential companies and profiles of 54 companies operating in the InsurTech ecosystem

Please visit our [website](#) for more proprietary FinTech Research & Follow FT Partners on [Twitter](#) and [LinkedIn](#) for real time updates on our Research Publications

Selected FT Partners' Research – *Click to View*



Insureon Raises \$31 million in Series B Led by Oak HC/FT



Benaissance's Sale to WEX for \$80 million



Eliza's \$170 million Sale to HMS



Decisely Raises \$60 million in Financing



PointClickCare Raises \$85 million in Financing



McKesson Acquires CoverMyMeds for \$1.4 billion



Namely Raises \$50 million in Series D Financing



Nuna Raises \$90 million in Financing

[VIEW MORE FT PARTNERS RESEARCH](#)

Leading Advisor Across Healthcare & Insurance Technology Services

Consumer Protection Plans

Financial Technology Partners LP
FTP Securities LLC

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

**square
trade**

in its sale to

Allstate

for total consideration of

\$ 1,400,000,000

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Health Plan Member Engagement

Financial Technology Partners LP
FTP Securities LLC

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

eliza

in its sale to

hms

for total cash consideration of

\$ 170,000,000

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TECHNOLOGY
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Health Insurance Premium Billing & Payments

Financial Technology Partners LP
FTP Securities LLC

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

enaissance

in its sale to

wex

for a total consideration of

\$ 80,000,000

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Online Small Business Insurance

Financial Technology Partners LP
FTP Securities LLC

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

insureon

in its equity capital raise led by

**OAK
HC/FT**

for total consideration of

\$ 31,000,000

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FTP Securities LLC

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**AmWINS
Group, Inc.**

in its growth recapitalization by

NMC

NEW MOUNTAIN CAPITAL LLC

valued at approximately

\$ 1,300,000,000

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Auto Finance and Insurance Solutions

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SAFE-GUARD

on its sale to an Affiliate of

**Goldman
Sachs**

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ZYWAVE

in its sale of

Zywave Insurance Solutions

to

**AURORA
CAPITAL GROUP**

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Life & Annuity Technology Solutions

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aplifi
We Simplify Selling Insurance

in its sale to

iPipeline

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Sales Automation Technology & Platform

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**INSURANCE
TECHNOLOGIES**

in its sale to

MOELIS CAPITAL PARTNERS

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PARTNERS

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SaaS / Claims for Property & Contents

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FTP Securities LLC

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enservio

in its sale to

Solera

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FT Partners Advises Eliza on its \$170 million Strategic Sale to HMS

Overview of Transaction

- On March 13, 2017, Eliza announced its strategic sale to HMS in one of the largest healthcare software deals of the year
 - HMS will acquire Eliza for a cash purchase price of \$170 million
- Headquartered in Danvers, MA and majority owned by Parthenon Capital Partners, Eliza is a leading engagement and population analytics platform integrating proprietary data assets, a deep understanding of the healthcare consumer, and omni-channel outreach technology to deliver mission-critical results for key constituents in the healthcare market
- Since its founding in 2000, Eliza has consistently been a market leader and innovator, as evidenced by more than 50 domestic and international patents and patent applications, which HMS will acquire
- HMS operates in the healthcare insurance benefit cost containment market, using innovative technology and powerful data services and analytics to cover the entire payment continuum including eligibility verification, payment accuracy, fraud prevention, cost savings, performance improvement and provider education

Significance of Transaction

- The acquisition further expands HMS' member health and care management analytics footprint
- Eliza's engagement platform is complementary to HMS' cost containment solutions and together create a more sophisticated and integrated platform

FT Partners' Role

- FT Partners leveraged its deep domain expertise and transactional experience in the Healthcare and Insurance Services market to generate a highly successful outcome for Eliza and its shareholders
- This transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies

Financial Technology Partners LP FTP Securities LLC

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

eliza

in its sale to

hms

for total cash consideration of

\$ 170,000,000

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FT Partners Advises Benaissance on its \$80 million Sale to Wex

Overview of Transaction

- On October 15, 2015, Benaissance, LLC (“Benaissance” or the “Company”) announced it has entered into a definitive agreement to be acquired by WEX for \$80mm
- Headquartered in Omaha, NE, Benaissance is a leading provider of integrated Software-as-a-Service (SaaS) technologies and services for healthcare premium billing, payment and workflow management
 - Existing investors include Omaha-based, McCarthy Capital
- WEX is a leading, multi-channel provider of corporate payment solutions representing more than 9 million vehicles and serving a wide variety of business sectors
- The transaction is expected to close in the fourth quarter of 2015 and is subject to applicable regulatory approvals and other customary closing conditions

Significance of Transaction

- Represents a highly-attractive outcome for both Benaissance and WEX
- Combined resources and expertise of Benaissance and WEX position the Company extraordinarily well to further its leadership in the marketplace
- Enables WEX to provide an expanded and differentiated payments solution in order to grow its addressable market opportunity and wallet share in the healthcare market
- Benaissance will be integrated with WEX’s existing Evolution1 platform creating an opportunity for potential synergies as the businesses already share a number of mutual partners and customers

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Benaissance and its Board of Directors
- Transaction highlights FT Partners’ continued success advising leading companies and generating highly successful outcomes in the Healthcare / Benefits IT and Services space

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 a total consideration of

\$ 80,000,000



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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



Middle Market Financing 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 10 Deal of the Year Nominations Across 9 Categories
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
2015	<ul style="list-style-type: none"> Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List
2006 - 2008	<ul style="list-style-type: none"> Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology
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 Financing Deal of the Year - Equity Financing Deal of the Year - Debt

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 Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	22
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. 	22
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	21
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Former Managing Director / 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 LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA) 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Former Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank 	19
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners in 2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	15
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> 11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	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 	11