

FT PARTNERS FINTECH INDUSTRY RESEARCH

October 1, 2020

INSURTECH CEO INTERVIEW:



with Co-founder & CEO Spike Lipkin

Modern Insurance Brokerage

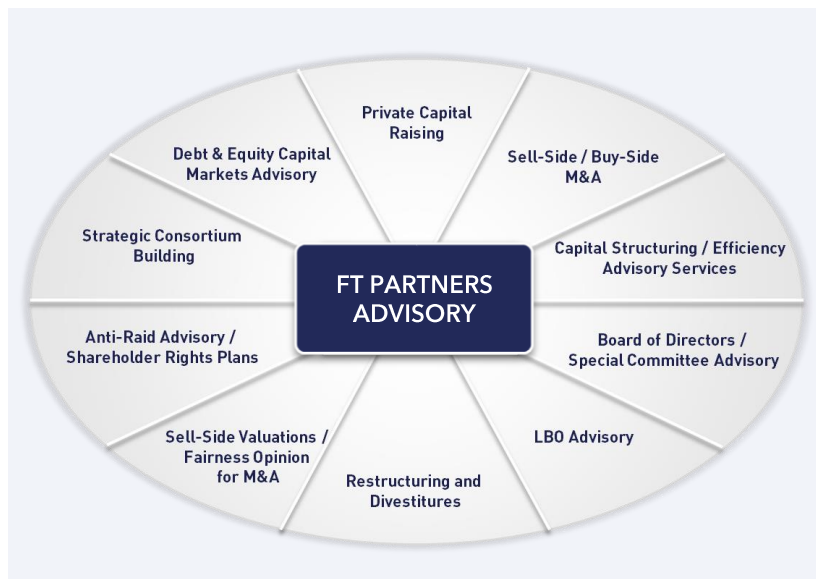
FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

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 18 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 #1 Most Influential Person in all of FinTech in *Institutional Investors* "FinTech Finance 40"



THE M&A ADVISOR

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

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Newfront Overview

CEO	Spike Lipkin
Headquarters	San Francisco, CA
Founded	2017



Company Overview

Newfront is the fastest growing insurance brokerage in the nation, combining insurance experts with proprietary technology that makes the insurance process less cumbersome, more transparent, and more effective for its clients and brokers.

→ Newfront empowers experienced insurance professionals with cutting-edge technology to provide middle market commercial clients with an offering historically only available to the largest companies.

→ Brokers are leaving established top 100 brokerages and local firms to join Newfront

The Company’s technology includes digital client applications, data-driven carrier appetite to place risk based on historical quote data, AI to ingest quotes and create proposals, a client dashboard, and extensive workflow technology.

The Company is very focused on structuring client data to better work with trading partners and build programs.

Management Team



Spike Lipkin
CEO, ex-Blackstone and Opendoor



Gordon Wintrob
CTO, ex-LinkedIn



Mike Brown
COO, ex-Uber

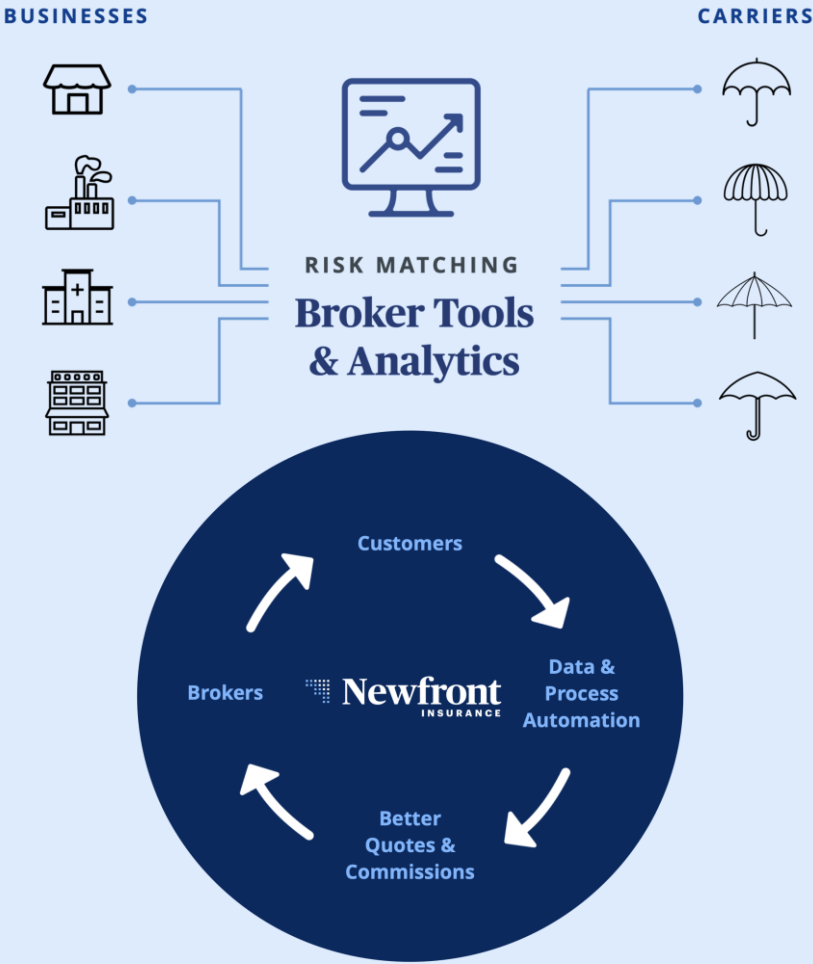


Garth Hamilton
CSO, ex-HUB



Natalie Parker
Carriers, ex-Alliant

Operating System for Risk



Interview with Spike Lipkin



Spike Lipkin

Co-founder & CEO

“It blew my mind that although insurance is crucial to a functioning economy, innovation, and entrepreneurship, it is still so broken. I got obsessed with the idea of helping to modernize the industry.”

Spike, you do not come from the insurance industry, so what led you to the development of Newfront?

I was lucky to help start two businesses before this — first, a housing business at Blackstone and then, Opendoor.com. In both cases, I became the person responsible for buying P&C insurance. I was shocked by the process — you fill out a mountain of paperwork, wait a month, and then get back a number of confusing options that are impossible to compare. They might as well be written in a foreign language. There’s very little data to tell you what coverage you need, which carriers you should be working with, and how your peers are buying. At renewal, you start over.

It blew my mind that although insurance is crucial to a functioning economy, innovation, and entrepreneurship, it is still so broken. I got obsessed with the idea of helping to modernize the industry.

When we got started in 2017, there was all this talk of disintermediation. VCs were talking about how brokers weren’t important, and everyone would eventually buy direct. We spoke to brokers, CEOs, and business owners and confirmed that brokers were quite important. Businesses spending large sums on insurance wanted to deal with a broker but also wanted a more seamless experience. We started exploring why existing brokerages and technology vendors were underserving the industry and learned that both were mainly PE-owned and had little incentive to invest in R&D. We decided to launch Newfront as a tech-enabled brokerage to better serve brokers and their clients.



Exclusive Interview – Spike Lipkin

“We believe the future of our industry combines human expertise with technology that automates menial tasks. Brokers are leaving large traditional brokerages to join Newfront because we reduce admin work and give them a differentiated platform for their clients.”

Talk to us about your brokers – what is the critical role they play in placing commercial insurance, and how do you see their role evolving? What are the advantages for brokers working as Newfront employees vs. the larger, traditional brokerage firms? Do you plan on training brokers via a de novo strategy?

We believe brokers are crucial to our industry. Insurance is a material purchase for our clients, and like the risks it helps mitigate, it is complex and nuanced. We have yet to meet the client who would prefer to purchase their insurance alone and read a 600-page D&O policy. Clients rely on the broker as a member of their team who helps place coverage, reduce risk, and support them through different milestones and phases of their business. Today, brokers are underserved by technology and existing brokerages. They spend the majority of their time on non-client facing work like status updates, data entry, and quote comparisons.

We believe the future of our industry combines human expertise with technology that automates menial tasks. Brokers are leaving large traditional brokerages to join Newfront because we reduce admin work and give them a differentiated platform for their clients.

Today, we are growing by attracting established brokers. Additionally, given our technology, culture, and team, we’ve been able to attract young people who want to become brokers, and we have plans to start training our own brokers.



Exclusive Interview – Spike Lipkin

“When we entered the industry, we learned that because most large brokerages are the result of hundreds of small acquisitions, they have massive client bases but no consolidated data.”

Clearly Newfront is focused on a tech-enabled strategy – where does your proprietary technology begin and end? What have you built today, and what’s still on the roadmap?

Our tech strategy ultimately is focused on three areas: streamlining the client experience, driving better pricing and building unique products for clients, and helping our brokers thrive and serve clients better.

Streamlining the client experience

The insurance industry has been notoriously slow to modernize, and there is so much we can do to help improve the client experience. Starting from the basics, we believe that by rebuilding the pen and paper workflows of a brokerage with technology, we create a more seamless, transparent, and efficient process. To start, clients share data and schedules via our digital platform instead of PDF or paper applications. Over time, rather than asking our clients for information, we’ll get their permission to access their systems of record. Clients can access their insurance information online, manage certificates, and manage schedules of vehicles, drivers, locations, collections and other assets. As we grow and collect data, we can increasingly show our clients useful benchmarking and analytics.

Driving better pricing and products

When we approach the market to secure quotes, we start by analyzing historical quote data to find carriers with the right appetite. Our platform will ingest quotes and automatically create apples to apples comparisons for clients on their various coverage options. Much of what we are doing is in the service of capturing structured exposure and loss data that we can use to drive better pricing for our clients and build unique products with our carrier partners. When we entered the industry, we learned that because most large brokerages are the result of hundreds of small acquisitions, they have massive client bases but no consolidated data. We believe this data is extremely valuable and integrating it into a common platform and data model is a competitive advantage that ultimately benefits clients.

Continued on next page



Exclusive Interview – Spike Lipkin

“Our product creation strategy is simple — we combine insights from our data with conversations with our clients and trading partners to find mutually beneficial scenarios.”

Continued from prior page

Supporting our brokers

However, the vast majority of our technology is not seen by clients. It is technology used to streamline workflows for brokers and account managers and to give them more control over their books of business. When we started Newfront, we did an analysis of brokers' email and realized that half of their inbox was status updates. By digitizing workflows, we've been able to centralize status updates for our brokers and account managers into a timeline view organized around intuitive use cases. This reduces email volume and allows our team members to focus on clients. Additionally, we help our brokers reach new clients. We've invested in tools to enrich prospect data with complete contact information, x-mods, and expiry dates. We also help manage multi-channel outbound campaigns.

You've begun the journey to offer your own products – what have you launched, and what can we expect in the future? How do you think about balance sheet risk at Newfront?

Through capturing a richer set of structured data about our clients, we can partner with carriers and risk-taking entities to build products for our clients. The last 10 years has seen a flood of capital entering the insurance industry looking to take risk. The problem is that very few distribution businesses have the loss and exposure data in a structured format needed to build programs — it is sitting in file cabinets and PDFs across many workstations. In fact, we talked to the CEO of one top 10 brokerage who told us it took his firm 18 months to organize the data they needed across dozens of offices to build a property program.

By structuring and ingesting data at the time of the transaction, we've built a rich data model that we can use to quickly build specialty products. We do not have plans to take on risk — we would like to become a distribution platform for carriers and risk-taking entities to build unique products.

Our first product was a Builder's Risk product built with Argo. It is very competitively priced and offers broad coverage. Our product creation strategy is simple — we combine insights from our data with conversations with our clients and trading partners to find mutually beneficial scenarios.

Interview with Spike Lipkin (cont.)



Exclusive Interview – Spike Lipkin

“We are more proud of the product and team we’ve built, which we believe will continue to serve as a talent magnet.”

Can you talk about the economics of your business, and how it may be different from other brokers? Can you share any KPIs with us?

Based on the figures available from Insurance Journal, the book we’ve built in the last 3 years since our founding would put us in the Top 100, and we are growing rapidly. Our book has grown 12x over the last 2 years.

We are more proud of the product and team we’ve built, which we believe will continue to serve as a talent magnet including:

- Mike Brown joined us from Uber, where he led a 2,000 person team and managed a \$5 bn P&L
- Garth Hamilton joined us from Hub, where he oversaw one of their fastest growing regions as CSO
- Natalie Parker joined us from Alliant, where she oversaw middle market marketing in the Americas
- Aaron Forth joined us from Carta and Strava, where he led product
- Jonathan Young joined us after serving as a litigator and the Chief Claims Officer from Harleysville
- Heather Dunn joined us from Dropbox, where she led a large part of HR
- Raphael Parker was VP of Sales at Segment.com from \$0-80 mm in ARR

Interview with Spike Lipkin (cont.)



Exclusive Interview – Spike Lipkin

“We started the company with a simple belief: ‘Invest in the people, technology, and processes necessary to build a great culture and a great company that is best in class when it comes to serving its clients. Everything else, in time, will take care of itself.’”

What do you see as the long-term outcome for Newfront? Are you thinking about an eventual IPO or possibly a sale to a strategic?

We hope to modernize this industry that is so key to our economy and build an enduring business along the way. If we are successful, we will help organizations grow, innovate, and create jobs.

For now, we have a lot of work to do and are happy being a private company, but believe we have a clear path to becoming a public company. That said, our focus is building an enduring business regardless of our shareholder base.

We started the company with a simple belief: “Invest in the people, technology, and processes necessary to build a great culture and a great company that is best in class when it comes to serving its clients. Everything else, in time, will take care of itself.” This has motivated our actions from day one.

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FT PARTNERS RESEARCH

Selected FT Partners InsurTech Research – Click to View



CoverWallet's Sale to Aon



Lennar's \$70 million Co-Lead Investment in Hippo



Next Insurance's \$250 million Series C Financing



Assurance's \$3.5 billion Sale to Prudential



Thoma Bravo Acquires Majesco for \$594 million



TH Lee Acquires Insurance Technologies



Roper Acquires Vertafore for \$5.35 billion



Duck Creek Technologies Completes its IPO Raising \$405 million

[VIEW MORE FT PARTNERS RESEARCH](#)

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FT PARTNERS RESEARCH

Leading Advisor Across the InsurTech Landscape

Insurance Distribution

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

ASSURANCE

on its sale to

Prudential

for total consideration of up to

\$ 3,500,000,000

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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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Wholesale Brokerage

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

AmWINS Group, Inc.

in its growth recapitalization by

NMC
NEW MOUNTAIN CAPITAL LLC

valued at approximately

\$ 1,300,000,000

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Small Business Insurance

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FTP Securities LLC

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

NEXT INSURANCE

on its Series C financing from

Munich RE

for total consideration of

\$ 250,000,000

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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 recapitalization by

BainCapital PRIVATE EQUITY **BainCapital VENTURES**

of approximately

\$ 238,000,000

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Homeowners Insurance

Financial Technology Partners LP
FTP Securities LLC

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

LENNAR

in its minority investment in

Hippo

with participation from new and existing investors

for total consideration of

\$ 70,000,000

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Small Business Insurance

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is pleased to announce its role as exclusive 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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Virtual Claims

Financial Technology Partners LP
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is pleased to announce its role as exclusive strategic and financial advisor to

snapsheet

in its Series E financing with new investors

LABS

with participation from

TOLA CAPITAL

for total consideration of

\$ 29,000,000

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coverwallet

on its sale to

AON

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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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Sales Automation Software

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FTP Securities LLC

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INSURANCE TECHNOLOGIES

in its sale to

MOELIS CAPITAL PARTNERS

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Agency Management / Marketing Technology

Financial Technology Partners LP
FTP Securities LLC

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

ZYWAVE

in its sale of

Zywave Insurance Solutions

to

AURORA CAPITAL PARTNERS

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After-Sales Service / Warranty

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SERVIFY

on its Series C financing led by

IRON PILLAR

for a total amount of

\$23,000,000

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P&C Claims

Financial Technology Partners LP
FTP Securities LLC

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

enservio

in its sale to

Solera

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FT Partners Advises Assurance on its \$3.5 billion Sale

Overview of Transaction

- On September 5, 2019, Prudential Financial (NYSE:PRU) announced that it has signed a definitive agreement to acquire Assurance IQ (“Assurance”)
- The acquisition includes total upfront consideration of \$2.35 billion and an additional earnout of up to \$1.15 billion in cash and equity, contingent upon the Company achieving multi-year growth objectives
- Launched in 2016, Assurance is the fastest growing direct-to-consumer InsurTech platform in history
 - Using a combination of advanced data science and human expertise, Assurance matches buyers with customized solutions spanning life, health, Medicare and auto insurance, giving them options to purchase entirely online or with the help of a technology-assisted live agent

Significance of Transaction

- Assurance will add a large and rapidly growing direct-to-consumer channel to Prudential’s financial wellness businesses, significantly expanding the total addressable market of both companies
- Both companies will draw on respective capabilities to create a new, end-to-end engagement model geared to better serve customers
- The transaction is the largest strategic InsurTech exit in history and represents one of the fastest multi-billion dollar tech exits, as the Company was only founded in February 2016
- Assurance was funded entirely by its founders, highlighting FT Partners' ability to help under-the-radar FinTech companies achieve optimal outcomes

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Assurance and its board of directors
- This transaction highlights FT Partners’ deep domain expertise in the InsurTech space, and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

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on its sale to



for total consideration of up to

\$3,500,000,000



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FT Partners Advises SquareTrade in its Strategic Sale

Overview of Transaction

- On November 28, 2016, SquareTrade announced its \$1.4 billion all-cash strategic sale to the Allstate Corporation
- Headquartered in San Francisco, CA, SquareTrade offers top-rated protection plans trusted by millions of consumers for electronics and appliances
 - SquareTrade's branded products are sold through major retailers
- Allstate is the largest publicly held personal lines property and casualty insurer in America serving more than 16 million households nationwide
- More details available in Allstate's transaction [press release](#) and [investor presentation](#)

Significance of Transaction

- This transaction expands Allstate's protection offering to consumer electronics, connected devices and appliances
- SquareTrade substantially increases Allstate's customer relationships while providing both strong near-term and long-term growth opportunities

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to SquareTrade and its Board of Directors
- This transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies
- FT Partners represented [SquareTrade in its \\$238 million strategic growth investment with Bain Capital and Bain Capital Ventures](#)
- FT Partners also recently represented Bain Capital Ventures' portfolio company [Enservio in its sale to Solera](#) demonstrating our long-term trusted relationship

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in its sale to



for total consideration of

\$ 1,400,000,000



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FT Partners Advises Next Insurance on its \$250 million Series C Financing

Transaction Overview

- On October 7, 2019, Next Insurance announced that it has raised \$250 million in its Series C funding round from Munich Re
- Founded in 2016 and headquartered in Palo Alto, CA, Next Insurance is the leading digital insurance company for small businesses
 - Revolutionizing traditional insurance processes, Next Insurance utilizes advanced technology to offer the industry's most innovative small business insurance policies
- Munich Re is one of the world's leading providers of reinsurance, primary insurance, and insurance-related risk solutions
- In May 2018, Next Insurance announced its status as a licensed insurance carrier, allowing the Company to write policies independently, as well as to have more freedom over underwriting, setting of prices, and configuration of policies

Significance of Transaction

- The Series C round brings Next Insurance's total funding to \$381 million in just over three years, with a valuation of over \$1 billion
- The new funds will continue to help Next Insurance grow its team, develop its technology, and accelerate customer growth
- Additionally, the investment allows Munich Re to expand its footprint in the small and medium-sized business insurance market in the United States

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Next Insurance and its Board of Directors
- FT Partners also advised Next Insurance on its [\\$83 million Series B financing](#) in 2018
- This transaction underscores the long-term nature of many of FT Partners' relationships as well as our successful track record generating highly favorable outcomes for leading InsurTech companies

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NEXT
INSURANCE

on its Series C financing from

Munich RE 

for total consideration of

\$250,000,000

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FT Partners Advises Lennar on its Investment in Hippo

Overview of Transaction

- On November 14, 2018, Lennar Corporation (“Lennar”) announced it has co-led a \$70 million minority investment in Hippo with Felicis Ventures, along with participation from all major existing shareholders
 - The investment brings the total amount of funding raised by Hippo to \$109 million
- Lennar Corporation (NYSE:LEN) is the one of the leading homebuilders in the United States
- Headquartered in Mountain View, CA, Hippo is a leading property and casualty InsurTech start-up, offering homeowners insurance as well as a number of more specialized products
- Hippo has helped cut premium costs for its customers by up to 25%, seen policy sales grow by 30% month over month, and now covers more than \$25 billion in total property value
 - Hippo is accessible to more than 50% of the US homeowner population, and that number is expected to increase to over 60% by the end of 2018

Significance of Transaction

- With the new funding, Hippo will accelerate growth while continuing to deliver a modernized home insurance product that includes world-class customer experience on a national scale
- The transaction also offers a clear path for Lennar to continue to streamline the home buying experience for its customers

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Lennar
- This transaction underscores FT Partners' deep FinTech expertise and its continued success in providing buy side advisory to top-tier strategic investors

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LENNAR®

in its minority investment in



*with participation from
new and existing investors*

for total consideration of

\$70,000,000

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FT Partners Advises Screenshot on its \$29 million Series E Financing

Overview of Transaction

- On May 20, 2019, Screenshot announced it has raised \$29 million in Series E financing from new investors Nationwide, Sedgwick and State Auto Labs, with participation from Tola Capital
 - Existing investors Liberty Mutual Strategic Ventures, F-Prime Capital, OCA Ventures, and an affiliate of USAA also participated in the round
- Headquartered in Chicago, IL, Screenshot is a leading provider of virtual claims technology for the personal and commercial insurance marketplace
- Since its founding in 2010, Screenshot has used its technology to digitally transform claims workflows for over 75 clients and their customers

Significance of Transaction

- This financing will allow Screenshot to accelerate the delivery of its SaaS claims platform for all lines of property and casualty, further invest in advanced analytics capabilities, and expand its team to serve clients globally
- With this round, Screenshot has raised a total of \$71 million in financing

FT Partners' Role

- FT Partners served as sole strategic and financial advisor to Screenshot and its board of directors
- This transaction underscores FT Partners' deep InsurTech domain expertise and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

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in its Series E financing with new investors



with participation from



for total consideration of

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FT Partners Advises Servify on its \$23 million Series C Financing

Overview of Transaction

- On September 23, 2020, Servify announced that it has raised \$23 million in Series C financing led by Iron Pillar, with participation from existing investors Blume, BEENEXT, and Tetrao SPF
 - The round also saw participation from funds managed by Global Alternatives Investor 57 Stars, Sparkle Fund, Go Ventures, and Madhu Kela Family Office
- Servify is a leading device lifecycle management platform that integrates multiple OEM brands and their sales and service ecosystem to deliver great after-sales service experience
- Headquartered in Mumbai, Servify partners with leading brands such as Apple, Samsung, Xiaomi, Nokia and Motorola, and has a presence in over 50 countries across the globe
- Founded in 2015, Servify has over 43,000 retail locations connected and more than 16,000 service partners integrated, and its platform currently supports 3 million+ monthly transactions

Significance of Transaction

- Servify aims to utilize the new funding to scale up its global operations and further enhance its technology platform

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Servify
- This transaction highlights FT Partners' deep domain expertise and leadership across the Warranty space and the InsurTech sector broadly
- This transaction also builds on FT Partners' track record of executing deals across developed and emerging markets

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on its Series C financing led by



for a total amount of

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FT Partners Advises CoverWallet on its Sale to Aon

Overview of Transaction

- On November 20, 2019, Aon (NYSE:AON) announced that it has signed a definitive agreement to acquire CoverWallet
- Launched in 2015, CoverWallet is a leading technology company reinventing the multi-billion dollar commercial insurance market for small businesses
- Powered by deep analytics, thoughtful design, and state-of-the-art technology, the Company provides an easy way to understand, buy, and manage business insurance online
- CoverWallet offers a wide variety of commercial coverages to small businesses with numerous carrier partners nationwide
- The transaction is expected to close during the first quarter of 2020, after which the CoverWallet organization will go to market as CoverWallet, an Aon company

Significance of Transaction

- CoverWallet will add large and rapidly growing direct-to-consumer and business-to-business channels to Aon's small commercial insurance businesses, significantly expanding the total addressable market of both companies
- The acquisition provides Aon with additional access to the fast-growing, \$200+ billion premium digital insurance market for small and medium-sized businesses, as well as the opportunity to leverage CoverWallet's platform and digital, design, technology and data science capabilities already deployed at scale
- Additionally, CoverWallet provides Aon with an experienced team and deep expertise in productizing technology in financial services

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to CoverWallet and its board of directors
- This transaction highlights FT Partners' deep domain expertise in the InsurTech space, and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

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coverwallet

on its sale to

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FT Partners’ Recent Awards and Recognition

Bloomberg

Bloomberg

- FT Partners’ Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- View the [full article](#) and watch the live [TV interview](#)



M&A Advisor Awards

- Technology Deal of the Year (2019)
- Cross Border Deal of the Year and Corporate / Strategic Deal of the Year (2018)
- Investment Banker of the Year (2017) – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Investment Banking Firm of the Year (2016) – FT Partners



LendIt FinTech Industry Awards 2018:

- FT Partners wins Top Investment Bank in FinTech

Institutional Investor



The FinTech Finance 40:

- Steve McLaughlin ranked #1 in 2017 and 2018

The Information

A small chart titled "Silicon Valley's Most Popular Dealmakers" showing a list of names and their roles. Steve McLaughlin is at the top.

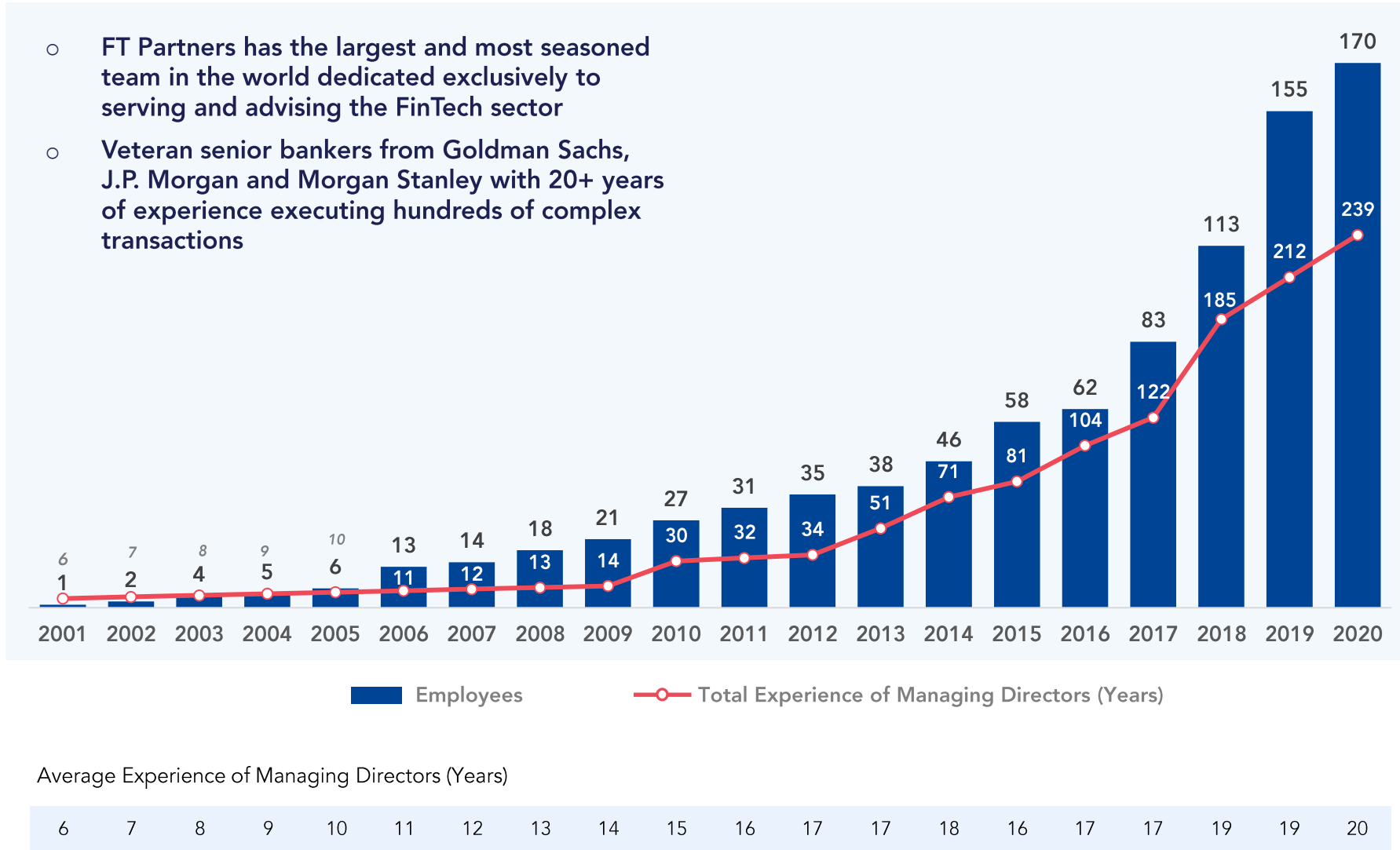
Silicon Valley's Most Popular Dealmakers		
Name	Title	Company
Steve McLaughlin	Managing Director	FT Partners
Markus Heide	Managing Director	FT Partners
Paul Rosen	Managing Director	FT Partners
Quincy Smith	Partner	FT Partners

The Information’s “Silicon Valley’s Most Popular Dealmakers”

- Ranked as the #2 top Technology Investment Banker by The Information subscribers (2016)
- Only FinTech focused investment banking firm and banker on the list

The Largest FinTech Advisory Practice in the World

- FT Partners has the largest and most seasoned team in the world dedicated exclusively to serving and advising the FinTech sector
- Veteran senior bankers from Goldman Sachs, J.P. Morgan and Morgan Stanley with 20+ years of experience executing hundreds of complex transactions



The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs in New York and San Francisco from 1995-2002 Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	25
Mohit Agnihotri <i>Managing Director</i>	J.P.Morgan	<ul style="list-style-type: none"> Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan Wharton M.B.A 	18
Kate Crespo <i>Managing Director</i>	RAYMOND JAMES®	<ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 14+ years of FinTech transaction execution experience Dartmouth M.B.A. 	18
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004 Wharton M.B.A. 	24
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly Managing Director and Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 	23
Randall Little <i>Managing Director</i>	J.P.Morgan	<ul style="list-style-type: none"> 12 years as FIG / Capital Markets FinTech investment banker at J.P. Morgan 10 years as financial services technology consultant at Sun Microsystems and Ernst & Young NYU Stern M.B.A. (MBA w/Distinction) 	23
Andrew McLaughlin <i>Managing Director</i>	Deloitte.	<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	14
Amar Mehta <i>Managing Director</i>	J.P.Morgan	<ul style="list-style-type: none"> Formerly with J.P. Morgan's Technology (FinTech & Technology Services) team in New York 7+ years of FinTech transaction execution experience MBA from IIM-K (India), Bachelor's in Computer Engineering from NTU (Singapore) 	15
Mike Nelson <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey Kellogg M.B.A. 	20
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	17
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch, J.P. Morgan and Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	24
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs from 2000-2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	18