### FT PARTNERS FINTECH INDUSTRY RESEARCH

February 28, 2018



M I Acquisitions (NASDAQ:MACQ) Acquires Priority Holdings for an Enterprise Value of \$1.0 billion

# **PRIORITY**



The Only Investment Bank Focused Exclusively on FinTech

#### **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





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 Investors "FinTech Finance 40"



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

Steve McLaughlin: Founder & CEO

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### **Transaction Summary**

#### **Transaction Summary**

- On February 27, 2018, M I Acquisitions, a Special Purpose Acquisition Company ("SPAC"), announced that it has entered into an agreement to acquire Priority Holdings
  - The combined company will be named Priority Technology Holdings and will list on the Nasdaq under the symbol PRTH
- The transaction values Priority Holdings at an equity value of \$690 million and an enterprise value of approximately \$1.0 billion based on a share price of \$10.30
  - 17.0x EV / 2017A Adjusted EBITDA
  - 12.5x EV / 2018E Adjusted EBITDA
  - 11.4x EV / 2019E Adjusted EBITDA
- The Company will continue to focus on current growth initiatives including already identified future acquisition opportunities in 2018 and 2019
- M I Acquisitions expects continued growth in the payments market
  - 5.9% CAGR in U.S. electronic consumer payments from 2016 to 2021
  - 5.8% CAGR in U.S. B2B electronic payment volume from 2014 to 2020
- The deal is expected to close in the second quarter of 2018

#### **Transaction Commentary**

"Executing the transaction with M I provides a key foundational element to execute on our growth strategy. Since inception, we have diligently focused on building a scalable, highly differentiated technology platform that delivers a value-added suite of payment and business solutions to our consumer and commercial payment clients. By establishing a public currency, coupled with our strong institutional debt presence and agile, cloud operating systems, we believe we are uniquely positioned as a consolidating platform company targeting payments and payment enabled software opportunities. That is why we are committing all of our equity to this strategy and are highly motivated to drive returns for our incoming investors."

#### **PRIORITY**

Thomas C. Priore Executive Chairman



"We met with over one hundred and fifty companies during our search process, and remained patient to do a deal with a company that we were confident would create substantial value for stockholders over the long run. We are pleased to be teaming with Tom and his team at Priority. The Company has demonstrated strong growth since its founding. While many of the leading companies in the space have been backed by private equity, Priority is controlled by management and has remained highly efficient as it has grown.



Josh Sason Chairman, CEO



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### **Priority Overview**

#### **Company Overview**

# **PRIORITY**

Headquarters:

CEO:

John Priore Alpharetta, GA

2005 Founded:

- Priority is one of the largest non-bank acquirers in the U.S., providing both consumer and commercial payment solutions
  - On the **Consumer Payments** side, the Company enables merchants to receive electronic payments via POS, online and mobile solutions
  - On the **Commercial Payments** side, the Company provides full-service B2B processing
- The Company's revenues come from payment processing fees, product subscription fees and management / performance fees

#### **Management Team**



**Tom Priore** Executive Chairman



John Priore CEO



**Bruce Mattox CFO** 



Sean Kiewiet CTO

#### **Proprietary Enterprise Suites**

#### **MX Merchant**

✓ Customizable virtual payment processing terminal with business management tools and add-on applications

#### **MX Connect**

✓ Customer and portfolio relationship management system for Priority's reseller partners

#### Commercial Payments Exchange (CPX)

✓ Buyer and supplier payment enablement platform

#### **Key Statistics**

7th

Largest U.S. Non-Bank Acquirer

\$39bn

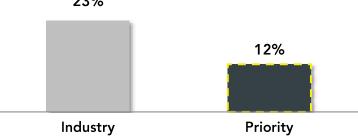
Volume Processed 174K

Merchants Served

4K **New Boards** per Month

#### **Attrition Rates**

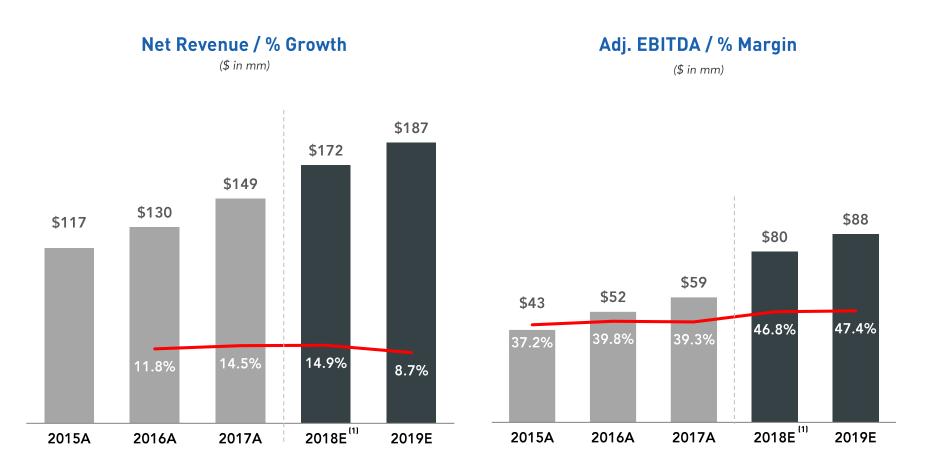




### **PRIORITY**

### **Priority Financial Overview**

# **PRIORITY**



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### **M I Acquisitions Overview**

#### **Company Overview**



CEO: Josh Sason

**Headquarters:** New York, NY

Founded: 2015

Exchange / Ticker Nasdaq: MACQ

- M I Acquisitions is a Nasdaq-listed Special Purpose Acquisition Company ("SPAC")
- The Company raised \$55 million through its IPO in September 2016
- M I Acquisitions is a blank check company formed for the purpose of effecting a merger, capital stock exchange, asset acquisition, stock purchase, reorganization or similar business combination with one or more businesses
- The management team has vast knowledge covering media, entertainment and technology
- A merger with M I Acquisitions brings all of the advantages of being publicly listed, plus:
  - Allowing existing management to retain control, continue to execute on their vision and participate on the upside
  - Provides a liquidity event with certainty of initial share price
  - Offers significant advantages over a traditional IPO

#### **Selected Investors**















#### Management



Josh Sason CEO



Marc Manuel CFO, Director



Russell Rieger VP of Strategy



David Schulhof Director



Donald lenner Director



Samuel Holdsworth Director



Matthew Kearney Special Advisor

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#### **SPAC Overview**

#### What is a Special Purpose Acquisition Company (SPAC)?

- A SPAC is a newly formed corporation by a prominent and qualified sponsor / management team ("deal makers" and / or "operators") for the purpose of raising capital in an IPO to eventually acquire a single (sometimes multiple), <u>unidentified</u> operating company
  - Typically done within 24 months
- Investors purchase units for \$10.00 at IPO, comprised of both shares and warrants (S-1 Registered Offering)
  - Units consisting of one share and a half or full warrant struck at a premium to IPO
  - Units split shortly after IPO and trade separately
- Proceeds raised through the sale of units and Sponsor investment are held in a Trust until a acquisition is consummated or the maturity of the SPAC (per share amount equals 100% of the IPO price)
- $_{\circ}$  SPAC sponsor is required to make an at-risk investment in the form of warrants equal to  $\sim$ 3% of public offering in return for 20% of the company
  - Promote (\$25 mm per \$100 mm raised) has an earn out structure that aligns interest to complete an acquisition
- If a business combination is not completed within the defined time frame, proceeds from the Sponsor investment represent the first loss capital upon re-distribution to shareholders

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### **SPAC Overview (cont.)**

#### **SPAC Process: IPO to Business Combination**



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### **SPAC Overview (cont.)**

### Advantages Over an IPO

Certainty of Price	<ul> <li>Knowledge of deal consideration at outset of process vs. the day before an IPO listing</li> <li>Deal structure flexibility with ability to include contingent earn out consideration (which can result in a significantly higher effective price), where a traditional IPO cannot</li> </ul>
Control	<ul> <li>Creates a liquidity event for existing management, but still allows them to retain control and focus on growing the business</li> <li>Allows for "private equity input without private equity dominance"</li> </ul>
Cost / Dilution	<ul> <li>Many of the costs of going public have already been borne by SPAC management team in taking the existing vehicle public</li> <li>Less dilution vs. a traditional IPO because no "IPO discount"</li> </ul>
Sponsorship	<ul> <li>SPAC management teams have public company experience and can assist with the transition from private to public company status</li> <li>SPAC's "sponsor promote" can be tied to stock price performance, making the SPAC highly motivated to see stock price continue to appreciate after the transaction is closed</li> </ul>
Timing	<ul> <li>Less risk of the "IPO window" closing since SPAC is already public</li> <li>Expedited going public process reduces risk that elevated public equity multiples come down over transaction timeline</li> </ul>
Upside	<ul> <li>A transaction with a SPAC could result in merger partner owning a significant portion of the public entity and maintaining a substantive interest in the upside of the business</li> </ul>

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### **SPAC Overview (cont.)**

#### **Recent Notable SPAC Transactions**

Target	Business Description	Enterprise Value	Combination Date	Acquiror
Intermex T	<ul> <li>Intermex is a leading processor of money transfer services for the U.S. to Latin America and Carribean Corridor</li> </ul>	(\$ in mm) <b>\$365</b>	12/22/17	FinTech Acquisition Corp II
Fidelity & Guaranty Life*	<ul> <li>Fidelity &amp; Guaranty Life provides annuities and life insurance policies</li> <li>Insurance products are distributed nationally through independent agents to over 700,00 people</li> </ul>	1,800	05/24/17	CF Corporation
<b>card</b> connect.	<ul> <li>CardConnect is a full service payments platform for SMBs &amp; Enterprises</li> <li>Provides patented, PCI-certified point-to-point encryption and tokenization</li> </ul>	438	03/07/16	FinTech Acquisition Corp.
AgroFresh	<ul> <li>Provides data-driven specialty chemical solutions</li> <li>Solutions enable growers and packers of fresh produce to preserve and enhance the freshness, quality, and value of fresh produce</li> </ul>	870	07/31/15	Boulevard
Limitability COCAMPRIC	<ul> <li>Provides expedition cruising and adventure travel services</li> <li>The company provides itineraries that feature up-close encounters with wildlife and nature</li> </ul>	446	07/13/15	Capitol Acquisition
DELTACO	<ul> <li>Owns, operates, and franchises restaurants</li> <li>The company's restaurants offer Mexican dishes and American favorites and operates approximately 550 restaurants in 16 states</li> </ul>	561	06/30/15	Levy Acquisition Corporation ("LAC")
<b>●</b> BLUE BIRD	<ul> <li>Designs, engineers, manufactures, and sells school buses and aftermarket parts in the United States and internationally</li> <li>Blue Bird is the leading independent designer and manufacturer of school buses</li> </ul>	434	02/23/15	Hennessy Capital

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### **Recent Merchant Acquirer / Payment Processor Transactions**

Selected FT Partners Deals Noted	Seller	Buyer	Date	Transaction Value (\$ in mm)	Research Profile
	PRIORITY	MI Acquisitions, Inc	02/27/18	\$1,000	
FINANCIAL TECHNOLOGY PARTNERS	САУАП	TSYS <sup>®</sup>	12/18/17	1,050	VIEW
FINANCIAL TECHNOLOGY PARTNERS	Planet	FINTRAX	10/26/17	250	VIEW
	<b>BluePay</b>	First Data.	10/19/17	760	VIEW
FINANCIAL TECHNOLOGY PARTNERS	PIVOTAL POWERNO COLIFIE RUCCESS	NOVACAP ( Calsse de dépôt et placement du Québec	09/26/17	430	VIEW
	<b>a</b> nets	HELLMAN & Friedman	09/26/17	5,300	VIEW
FINANCIAL TECHNOLOGY PARTNERS	nmi	FIP	09/07/17	NA	VIEW
	∌ worldpay	vantiv	07/2017	11,680	VIEW
	<b>Sage</b> Payment Solutions	GTCR	06/2017	260	VIEW
FINANCIAL TECHNOLOGY PARTNERS	cardconnect.	First Data.	05/2017	750	VIEW
	total merchant services	NorthAmerican BANCARD	05/2017	NA	VIEW
FINANCIAL TECHNOLOGY PARTNERS	CentralPayment	TSYS	02/2017	700 <sup>(1)</sup>	VIEW
FINANCIAL TECHNOLOGY PARTNERS	HARBORTOUCH"	SEARCH(LIGHT	06/2016	NA	VIEW
FINANCIAL TECHNOLOGY PARTNERS	cardconnect.	FinTech Acquisition Corp (NASDAQ : FNTC)	03/2016	438	VIEW
	TRANSFIRST®	TSYS	01/2016	2,350	VIEW
FINANCIAL TECHNOLOGY PARTNERS	Heartland	globalpayments	12/2015	4,300	VIEW

#### FT PARTNERS RESEARCH

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### **Recent Merchant Acquirer / Payment Processor Transactions**

Selected FT Partners Deals Noted	Seller	Buyer	Date	Transaction Value (\$ in mm)	Research Profile
FINANCIAL TECHNOLOGY PARTNERS	Direct Connect	BEEKMAN GROUP	01/2015	NA	VIEW
	Secure finet Secure Get SMART.	<b>∌</b> world <b>pay</b>	11/2014	NA	
FINANCIAL TECHNOLOGY PARTNERS	TRANSFIRST®	Vista Equity Partners	10/2014	\$1,500	VIEW
	FIRST AMERICAN PAYMENT SYSTEMS	TEACHERS" PENSION PLAN	07/2014	700	
FINANCIAL TECHNOLOGY PARTNERS	MERCURY°	vantiv	05/2014	1,650	VIEW
FINANCIAL TECHNOLOGY PARTNERS	nmi	Great Hill	05/2014	NA	VIEW
FINANCIAL TECHNOLOGY PARTNERS	CentralPayment	TSYS	03/2014	250 <sup>(1)</sup>	
	PayPros <sup>-</sup>	<b>g</b> lobal payments	01/2014	420	
FINANCIAL TECHNOLOGY PARTNERS	century	<b>∌</b> world <b>pay</b>	09/2013	NA	VIEW
FINANCIAL TECHNOLOGY PARTNERS	nmi	BregalSagemount	09/2013	200	VIEW
	<b>SluePay</b>	TAAssociates	09/2013	NA	
	EQLAMONT PRINCES.	vantiv	07/25/13	163	
FINANCIAL TECHNOLOGY PARTNERS	PROPAY:	TSYS <sup>®</sup>	11/15/12	135	VIEW
	Litle &Co	vantiv.	10/31/12	361	
	ACCELERATED payment technologies	globalpayments	08/15/12	413	
FINANCIAL TEGHNOLOGY PARTNERS	CentralPayment	TSYS <sup>®</sup>	08/09/12	110 (2)	

#### Selected FT Partners' Research - Click to View



**Global Money Transfer** 



CardConnect's \$750 million to First Data



Remitly's \$115 million Financing Led By PayU



**Transaction Security** 



Central Payment's Strategic Investment from TSYS



Cayan's \$1.05 billion Sale to TSYS



Heartland's Sale to Global Payments



Marqeta's \$25 million Financing Led by Visa



FinTech Acquisition Corp II Acquires Intermex for an EV of \$365 million



Adyen's Rise to One of the Most Valuable Payments Companies



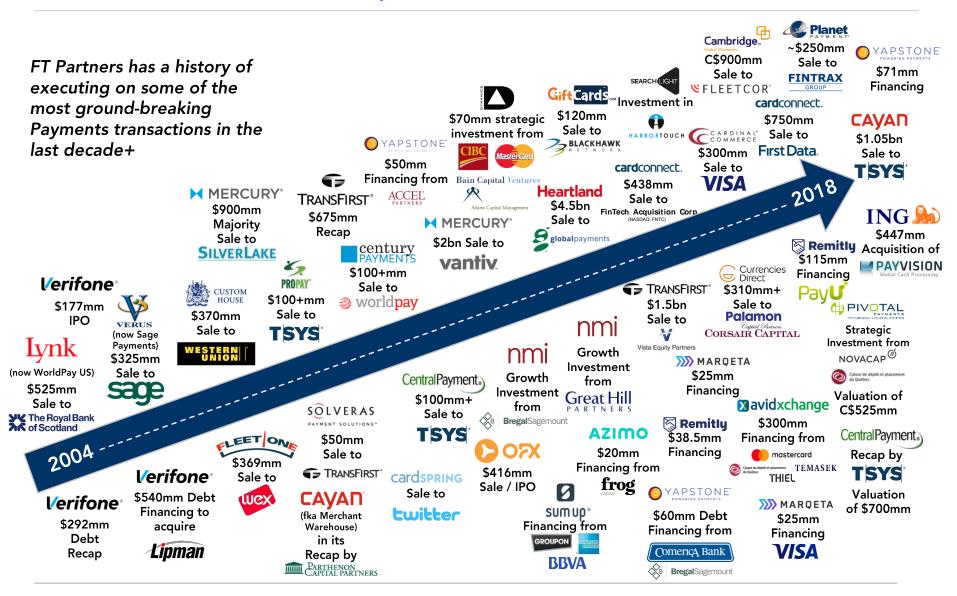
NMI's Majority Investment From Francisco Partners



YapStone's \$71 million Series C Financing

**VIEW MORE FT PARTNERS RESEARCH** 

### Timeline of Selected FT Partners Payments Transactions



### **Ground-Breaking Payments Transactions Pioneered by FT Partners**



Landmark transaction following successful sale of CardConnect to a SPAC only a year earlier



First sale of an "International Payments Specialist" to a pureplay consumer remittance provider



Largest U.S. strategic merchant acquiring acquisition in over the last decade



Substantial growth investment in leading payments enablement technology provider



Significant capital raise for next gen processor serving commerce startups and disruptors



First large-scale transaction for an integrated merchant acquirer



Groundbreaking strategic round for early stage European payments company



First sale of a U.S. merchant acquirer to an international software company; became Sage Payments



First sale of a payments company to an established social media company



First sale of a U.S. merchant acquirer to a large international financial institution; became Worldpay U.S.

### FT Partners Advises YapStone on its Series C Financing

#### **Overview of Transaction**

- On February 12, 2018, YapStone announced it has raised \$71 million in Series
   C financing led by Premji Invest
  - Several high-profile investors joined the round, including Mastercard and existing investors, Accel and Meritech Capital Partners
- YapStone is a provider of online and mobile payment solutions for global marketplaces and large vertical markets, powering electronic payments for sharing economy marketplaces, such as HomeAway® and VRBO®, and thousands of apartment and vacation rental companies, homeowners' associations, self-storage companies, and many other markets
  - YapStone processes over \$18 bn in payment volume annually and has been recognized on the Inc. 5000 list of Fastest-Growing Private Companies for ten consecutive years

#### Significance of Transaction

- The financing will provide the Company's leadership team with the flexibility needed for a variety of corporate purposes, including global expansion and mergers and acquisitions
- In total, the Company has raised over \$180 million from investors including Accel, Meritech Capital Partners and Bregal Sagemount

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to YapStone and its Board of Directors
- FT Partners also advised YapStone on its \$50 million minority financing led by Accel Partners, as well as its \$60 million debt financing
- This transaction highlights FT Partners' continued success advising prominent companies in the Payments space and its leadership position as the "advisor of choice" to the highest quality FinTech Companies

# Financial Technology Partners LP

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



in its Series C financing led by

# Premji Invest

for total consideration of approximately

\$ 71,000,000



### FT Partners Advises Cayan on its Sale to TSYS

#### Overview of Transaction

- On December 18, 2017, TSYS announced it has entered into an agreement to acquire Cayan in an all cash transaction valued at approximately \$1.05 billion
  - The transaction is expected to close in Q1 2018
- Cayan, a portfolio company of Parthenon Capital Partners, provides technology led acquiring services to more than 70,000 merchants and 100+ integrated partners in the U.S.
  - The Company's flagship Genius platform delivers a seamless and scalable unified commerce experience across channels
- TSYS (NYSE: TSS) is a leading global payments provider, offering innovative and secure solutions across the payments spectrum — from issuer processing and merchant acquiring to prepaid program management

#### Significance of Transaction

- The acquisition strategically complements TSYS' merchant goals to become a leading payment provider to small and medium size businesses in the U.S.
- The addition of Cayan's unified commerce solutions elevates TSYS' competitive position to jointly offer a broader set of value-add products and services to partners and merchants

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Cayan and its Board of Directors
- FT Partners also advised Cayan on its <u>recapitalization by Parthenon Capital</u>
  <u>Partners</u> along with numerous acquisitions made by the Company
- This transaction highlights FT Partners' continued success advising prominent companies in the Payments and Merchant Acquiring space and its leadership position as the "advisor of choice" to the highest quality FinTech Companies

# FTP Securities LLC

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



in its 100% cash sale to



for total consideration of approximately

\$1,050,000,000



### FT Partners Advises Pivotal Payments on its Strategic Investment

#### Overview of Transaction

- On September 26, 2017, Pivotal Payments announced that it has received a strategic investment from Novacap and Caisse de Depot et Placement du Quebec (CDPQ) which values the Company at approximately C\$525 million
- Founded in 2003 and headquartered in Montreal, Canada, Pivotal Payments is a leading provider of technology-driven, end-to-end payment processing solutions
  - With operations throughout North America and Europe, Pivotal serves more than 50,000 merchants and enables over \$14 billion in transactions on its various platforms every year
- Novacap is a leading Canadian private equity firm with \$2.26 billion of assets under management
- Caisse de dépôt et placement du Québec (CDPQ) is a long-term institutional investor that manages funds primarily for public and parapublic pension and insurance plans

#### Significance of Transaction

- The new shareholders, who have extensive expertise in international business expansion, will enable Pivotal to pursue its plan to acquire new payment and FinTech solutions and expand into new markets
- Pivotal Payments represents the second transaction completed between FT Partners and CDPQ in 2017 and represents CDPQ's ongoing investment in tech-enabled businesses

#### FT Partners' Role

- FT Partners has served as the exclusive strategic and financial advisor to Pivotal Payments and its board of directors for over eight years, advising the Company through several acquisitions and other financial processes
- This transaction further supports FT Partners' continued success advising prominent companies in the Payments and Merchant Acquiring space and highlights the long-term nature of many of the Firm's advisory relationships

# Financial Technology Partners LP

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



in its strategic investment from





valuing the company at approximately

C \$525,000,000



### FT Partners Advises CardConnect on its \$750,000,000 Sale to First Data

#### Overview of Transaction

- On May 29, 2017, CardConnect (NASDAQ: CCN) announced that it has entered into a definitive agreement to be acquired by First Data (NYSE: FDC) for \$15.00 per share in cash, for an aggregate transaction value of approximately \$750 million
  - The transaction is expected to close in 3Q17, subject to customary closing conditions
- Headquartered in King of Prussia, PA, CardConnect is an innovative provider of payment processing and technology solutions
  - CardConnect processes approximately \$26 billion of volume annually from 67,000 merchant customers
- First Data is a global leader in commerce-enabling technology and solutions
- FT Partners also represented <u>CardConnect on its sale to FinTech Acquisition</u> <u>Corp for \$438 million</u>, which closed in July 2016

#### Significance of Transaction

- The CardConnect transaction is consistent with First Data's strategy of integrating and scaling innovative technologies across its distribution footprint; CardConnect is one of First Data's largest distribution partners
- CardConnect brings First Data innovative partner management technology, accelerates the Company's integrated solutions initiative and provides it with an ERP-integrated payment solution set

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to CardConnect and its board of directors
- This transaction highlights FT Partners' continued success advising prominent companies in the Payments and Merchant Acquiring space and its leadership position as the "advisor of choice" to the highest quality FinTech Companies

# FTP Securities LLC

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



in its sale to

# First Data

for total consideration of approximately

\$750,000,000



### FT Partners Advises CardConnect in its \$438 million Sale

#### Overview of Transaction

- FT Partners served as strategic and financial advisor to CardConnect in its \$438 million acquisition by FinTech Acquisition Corp (NASDAQ: FNTC)
- CardConnect will become the sole direct subsidiary of FinTech
   Acquisition Corp ("FinTech") and immediately following the merger
   will trade on the NASDAQ stock exchange as "CCN"
- Total consideration is \$438mm, which includes the satisfaction of \$62mm of CardConnect borrowings currently outstanding
- The merger is expected to close in June 2016, pending FNTC stockholder approval, the receipt of proceeds from the proposed financing activities and other customary closing conditions
- The deal represents the largest technology special purpose acquisition company (SPAC) of the year
- This transaction underscores FT Partners' continued leadership position as "advisor of choice" to the highest-quality companies in the FinTech space

# Financial Technology Partners LP

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

# cardconnect.

in its sale to

### FinTech Acquisition Corp

(NASDAQ: FNTC)

for total consideration of

\$438,000,000



### FT Partners Advises Heartland Payment Systems on its \$4,500,000,000 Sale

#### **Overview of Transaction**

- FT Partners served as strategic and financial advisor to Heartland Payment Systems (NYSE: HPY) in its landmark \$4.5 billion sale to Global Payments (NYSE: GPN) for a combination of cash and stock
- Global Payments acquired Heartland for \$100 per share, representing a total transaction value of approximately \$4.5 billion at the closing of the deal
- Consideration for the transaction consisted of 0.6687 shares of Global Payments stock and \$53.28 for each share of Heartland stock at closing
- This transaction creates the leading global provider of integrated payments technology solutions
- This deal represents the largest U.S. strategic merchant acquiring acquisition in over a decade
- Also represents the single largest U.S. strategic payment processing deal in the last 8 years
- This transaction underscores FT Partners' continued leadership position as "advisor of choice" to the highest-quality companies in the FinTech space

# Financial Technology Partners LP FTP Securities LLC

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



in its sale to



for total consideration of

\$ 4,500,000,000



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

Institutional Investor Annual Ranking	2017 2015 - 2016 2006 - 2008	<ul> <li>Ranked #1 Most Influential Executive on Institutional Investor's FinTech 40 List</li> <li>Steve McLaughlin Ranked Top 5 on Institutional Investor's FinTech 35 List</li> <li>Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"</li> </ul>
The Information	2016	<ul> <li>Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"</li> </ul>
	2015 - 2017	<ul> <li>Investment Banker of the Year – 2017</li> <li>Investment Banking Firm of the Year – 2016</li> <li>Cross Border Deal of the Year - 2016</li> <li>Dealmaker of the Year – 2015</li> <li>Technology Deal of the Year – 2015</li> </ul>
2017 - 2004 ANNUALAWARDS WINNER  M&A Advisor Awards	2010 -2014	<ul> <li>Equity Financing Deal of the Year - 2014</li> <li>Professional Services Deal of the Year, Above \$100 mm - 2014</li> <li>Dealmaker of the Year - 2012</li> <li>Professional Services Deal of the Year, Above \$100 mm - 2012</li> <li>Boutique Investment Bank of the Year - 2011</li> <li>Deal of the Decade - 2011</li> <li>Upper Middle Market Deal of the Year, Above \$500 mm - 2010</li> <li>IT Services Deal of the Year, Below \$500 mm - 2010</li> <li>Cross-Border Deal of the Year, Below \$500 mm - 2010</li> </ul>
	2004 - 2007	<ul> <li>Dealmaker of the Year – Steve McLaughlin – 2007</li> <li>Business to Business Services Deal of the Year - 2007</li> <li>Computer and Information Technology Deal of the Year, Above \$100 mm – 2007</li> <li>Financial Services Deal of the Year, Above \$100 mm – 2007</li> <li>Investment Bank of the Year – 2004</li> </ul>
Middle Market Financing Awards	2006 - 2008	<ul> <li>Equity Financing Dealmaker of the Year – Steve McLaughlin – 2008</li> <li>Information Technology Deal of the Year – 2008</li> <li>Financial Services Deal of the Year – 2008</li> <li>Financing Professional of the Year – Steve McLaughlin – 2006</li> </ul>

### The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> Founder, CEO and Managing Partner	Goldman Sachs	<ul> <li>Formerly with Goldman, Sachs &amp; Co. in New York and San Francisco from 1995-2002</li> <li>Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	23
<b>Greg Smith</b> Managing Director	Merrill Lynch J.P.Morgan	<ul> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht &amp; Quist</li> <li>20+ years of experience covering FinTech as both an Analyst and Investment Banker</li> </ul>	22
<b>Osman Khan</b> Managing Director	pwc	<ul> <li>Former Managing Director / Head of FIG M&amp;A at Alvarez &amp; Marsal</li> <li>15+ years FIG deal, consulting and assurance experience at PwC</li> <li>40 Under 40 M&amp;A Advisor Award Winner in 2013</li> <li>LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA)</li> </ul>	21
<b>Steve Stout</b> Managing Director	J.P.Morgan First Data	<ul> <li>Former Global Head of Strategy at First Data</li> <li>Formerly Led J.P. Morgan Payments Investment Banking</li> <li>Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank</li> </ul>	20
<b>Tim Wolfe</b> Managing Director	Goldman Sachs	<ul> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>Started at FT Partners in 2002</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	16
<b>Timm Schipporeit</b> Managing Director	Morgan Stanley Index Ventures	<ul> <li>11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London</li> <li>Formerly a Venture and Growth Investor focused on FinTech at Index Ventures</li> </ul>	15
Andrew McLaughlin Managing Director	Deloitte.	<ul> <li>20+ years experience executing / implementing financial and operational strategy</li> <li>Formerly with Deloitte Consulting</li> </ul>	12