

# FT PARTNERS FINTECH INDUSTRY RESEARCH

January 24, 2017



## **Nuna Raises \$90 million in Financing Led by Kleiner Perkins Caufield & Byers**



## 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](mailto:steve.mclaughlin@ftpartners.com)

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# Nuna Raises \$90 million in Financing Led by KPCB



## Transaction Summary

### Transaction Summary

- On January 19, 2016, Nuna announced it raised \$90 million in financing led by Kleiner Perkins Caufield & Byers (KPCB) and John Doerr
  - This financing transaction marks the Company's official launch out of stealth
  - John Doerr is the Chairman of KPCB
- The Company will use the funds to scale its team and operations to deliver its health data platform to even more customers
  - The platform runs on the Amazon Web Services cloud, aggregating and analyzing massive amounts of healthcare data in significantly less time than the startup could do with its own servers
- Founded to make high-quality, affordable healthcare accessible to everyone, the Company works with self-insured employers, health plans, and the Centers for Medicare and Medicaid Services (CMS) to deliver actionable insights from data
  - The Company performs Medicare and Medicaid work under prime contractor Quality Software Services (QSSI), which was selected to build the first national data warehouse for Medicaid and the Children's Health Insurance Program (CHIP)
  - In addition to working with government, Nuna partners with self-insured employers to help these employers integrate many disparate data sources to better manage the health of employees and their families
  - Nuna is also working with health plans such as Blue Cross Blue Shield North Carolina (BCBSNC) to help improve the quality and affordability of care

### Transaction Commentary

*"Every row of data is a life whose stories deserve to be told with dignity. Unifying data from 50 states and the District of Columbia into a new national data platform for Medicaid would not have been possible without the incredible partnership with CMS. For the first time since the inception of Medicaid, questions can be answered that were never before possible."*



**Jini Kim**  
Co-Founder & CEO



*"The healthcare industry is the largest part of the U.S. economy, with more than 12 million jobs and \$3 trillion of annual spend. Nuna's 'SEAL Team Six' of data and computer scientists transform health data into powerful insights which employers, governments, and health plans are using to save costs, improve quality of care, and change lives."*



**John Doerr**  
Chairman



*"Building the first Medicaid data warehouse is an important national priority, but it is fraught with complexity. It takes good partners like the Nuna team to make the progress we've made. The Medicaid system and Silicon Valley have the opportunity to innovate together. Over time, the insights and analysis that can be brought to Medicaid have the potential to shed significant light on the healthcare experience for millions of low-income working Americans."*



**Andy Slavitt**  
Acting Administrator





## Nuna Overview

### Company Overview

**CEO:** Jini Kim

**Headquarters:**  San Francisco, CA

**Founded:** 2010

- Nuna is a provider of healthcare data analytics software for large employers
- The Company offers analytics products for self-insured companies and develops software for analysis of the information obtained from insurance claims to make predictions concerning various patient outcomes
- The Company is working with the federal government, and has built a cloud-computing database of the nation’s 74 million Medicaid patients and their treatment <sup>(1)</sup>

### Leadership Team



Jini Kim  
Founder & CEO



David Chen  
Co-Founder & CDO



Joey Liaw  
CTO

### Products & Services Overview



#### Government

- + Health Care Data Processing: Develops fast and accurate data processing via a modern platform and analytic systems that allow the collection, validation, cleaning, storage, visualization, and analysis of complex health data
- + Data Reporting & Analysis: Experts and PhDs in healthcare, data science, and health economics help clients explore and understand their healthcare data
- + Technology Best Practices & Agile Development Support: Provides agile software development and delivery services with a team of leading engineers and scalable information systems



#### Employers

- + Analytics Platform: Provides an easy to use interface, allowing dynamic access to key indicators so that teams can monitor trends in healthcare costs, utilization, quality and organizational “hot spots”
- + Custom Analytics: On projects like provider profiling, outcomes measurement, and program evaluation, the Company works hand in hand with clients to identify the right questions and the best approaches to answering them



#### Health Plans

- + Data Platform: Enables users to aggregate various data sources, support plan operations, and answer complex questions about their network and members’ health needs
- + Network Product Suite: Provides insights about network and provider performance, as well as the horsepower to simulate changes in network composition and payment structure

Provider  
Performance  
Measurement



Network  
Change  
Simulations



Network Adequacy  
Measurement and  
Visualization

Source: Company press release, Company website  
(1) nytimes.com: “Medicaid’s Data Gets an Internet-Era Makeover”

# Nuna Raises \$90 million in Financing Led by KPCB

FT PARTNERS RESEARCH



## Kleiner Perkins Caufield & Byers Overview

### Overview



**John Doerr**  
Chairman &  
General Partner



**Brook Byers**  
Co-Founder



**Mike Abbott**  
General Partner



**Randy Komisar**  
Partner

### Locations

- Menlo Park, CA (HQ)
- San Francisco, CA
- Shanghai, China
- Beijing, China

### About

- Founded in 1972 by Eugene Kleiner, Tom Perkins, Frank Caufield and Brook Byers
- One of the early investors in some of the largest corporations in the world, including Amazon, AOL, Google and Alibaba
- Active investor in seed / Series A companies, but also comfortable participating in large growth investments
- Focuses on high-growth technology companies and seek 50%+ compound returns on each investment
- Supports portfolio companies with recruitment, product design and delivery, business development, strategic partnerships and brand building

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$750mm (Growth) \$450mm (Venture)
<b>Fund Raised:</b>	2014 (Growth) 2014 (Venture)
<b>Investment Range:</b>	<\$75mm
<b>Revenue:</b>	NA
<b>EBITDA:</b>	NA

#### General Preferences<sup>1</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	U.S., China
<b>Transaction Type:</b>	Seed, Venture, Growth
<b>Industry Focus:</b>	Consumer & Enterprise Digital, Greentech, Life Sciences

### Selected Recent Investments / Exits

#### FinTech / Financial Services Investments<sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
10/16	Hixme (Series B)	\$14	NA	HCIT
10/16	Zumper (Series B)	18	Chi-Hua Chien	Bnkg
09/16	Nav (Series B)	25	Randy Komisar	Bnkg
03/16	Kenandy (Series B1)	12	Raymond Lane	FMS
11/15	Align Commerce (Series A)	13	Randy Komisar	Pymts
09/15	aboutLife (Series A)	3	Randy Komisar	Bnkg
07/15	Stripe (Series D)	100	NA	Pymts
06/15	Zumper (Series A)	6	Chi-Hua Chien	Bnkg
06/15	Kuark Finance (Series B)	22	Wei Zhou	Bnkg
04/15	Gusto (Series B)	60	NA	FMS
01/15	Stride Health (Seed)	2	NA	HCIT
01/15	Ionic Security (Series C)	40	Ted Schlein	BPO
11/14	DocuSign (Series E)	115	Mary Meeker	FMS
07/14	Nav (Series A)	7	Randy Komisar	Bnkg
15/14	Lumeris (Later-Stage VC)	71	John Doerr	HCIT
05/14	Clean Power Finance (Later-Stage VC)	90	Ben Kortlang	Bnkg
02/14	Tradeshift (Series C)	75	NA	FMS
01/14	Indiegogo (Early-Stage VC)	40	John Doerr	CapMkts
12/13	Practice Fusion (Series D)	85	Beth Seidenberg	HCIT
10/13	Level Money (Capital One)*	5	Chi-Hua Chien	Bnkg

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

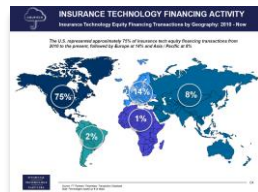
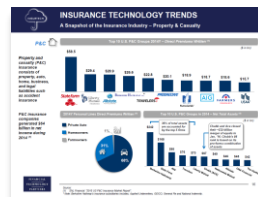
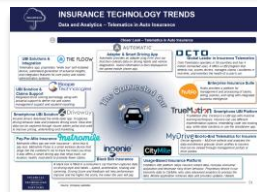
3) Deal Amount in mm

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

October 21, 2015  
Financial Technology Partners  
FTP Securities LLC  
is pleased to announce its role as exclusive strategic and financial advisor to

**insureon**

in its \$31,000,000 equity capital raise led by

**OAK HC/FT**

Courtesy of:

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

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[Twitter](https://twitter.com/ftpartners) [LinkedIn](https://www.linkedin.com/company/ftpartners)

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

October 15, 2015  
FINANCIAL TECHNOLOGY PARTNERS  
FTP Securities LLC  
is pleased to announce its exclusive role as sole strategic and financial advisor to

**benaissance**

in its sale to

**wex**

for a total consideration of  
**\$80,000,000**

Courtesy of:

**FT PARTNERS**  
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**Benaissance's Sale to WEX for \$80 million**

May 24, 2016  
Financial Technology Partners  
FT Partners Research – Transaction Profile

**Clover**

SECURES  
**\$160 million**  
in Series C financing led by

**GREENOAKS**

Courtesy of:

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**Clover Health Secures \$160 million in Series C Financing**

June 14, 2016  
Financial Technology Partners  
FT Partners Research – Transaction Profile

**CLAYTON DUBILIER & RICE**

Acquires

**TRANZACT**

Courtesy of:

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**Clayton Dubilier & Rice Acquires Tranzact**

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

**metromile**

raises  
**\$191.5 million**  
in Series C, D and strategic financing and acquires  
**Mosaic Insurance Company**

Courtesy of:

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**Metromile Raises \$192 million and Acquires Mosaic Insurance**

September 29, 2016  
Financial Technology Partners  
FT Partners Research – Transaction Profile

**sedgwick**

SECURES  
**\$500 million**  
in financing from  
**Caisse de dépôt et placement du Québec**

Courtesy of:

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**Sedgwick Secures \$500 million in Financing**

October 13, 2016  
Financial Technology Partners  
FT Partners Research – Transaction Profile

**AmWINS Group, Inc.**

secures an investment from  
**DRAGONEER**  
valuing the Company at  
**\$2.6 billion**

Courtesy of:

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**AmWINS Secures an Investment from Dragoneer**

December 8, 2016  
FT PARTNERS FINTECH INDUSTRY RESEARCH

**Lemonade**

**Lemonade Raises \$34 million in Series B Financing Led by General Catalyst Partners**

**General Catalyst Partners**

**FT PARTNERS**  
The Only Investment Bank Focused Exclusively on FinTech  
San Francisco • New York

**Lemonade Raises \$34 million in Series B Financing**

**VIEW MORE FT PARTNERS RESEARCH**

## FT Partners is the Leader in Financial Technology Investment Banking

### 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



in its sale to



for a total consideration of  
**\$ 80,000,000**



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Focused Exclusively on Financial Technology

### 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



in its equity capital raise led by



for total consideration of  
**\$ 31,000,000**



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### Sales Automation Technology & Platform

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

**MOELIS CAPITAL PARTNERS**



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### Largest Wholesale Brokerage in U.S.

Financial Technology Partners LP  
FTP Securities LLC

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



in its growth recapitalization by



NEW MOUNTAIN CAPITAL LLC

valued at approximately

**\$ 1,300,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Consumer Protection Plans

Financial Technology Partners LP  
FTP Securities LLC

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



in its recapitalization by



of approximately

**\$ 238,000,000**



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### Auto Finance and Insurance Solutions

Financial Technology Partners LP  
FTP Securities LLC

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



on its sale to an Affiliate of



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### Agency Management / Marketing Technology

Financial Technology Partners LP  
FTP Securities LLC

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



in its sale of

Zywave Insurance Solutions

to



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### Life & Annuity Technology Solutions

Financial Technology Partners LP  
FTP Securities LLC

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



We Simplify Selling Insurance

in its sale to



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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



in its acquisition of



a subsidiary of



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### SaaS / Claims for Property & Contents

Financial Technology Partners LP  
FTP Securities LLC

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sole strategic and financial advisor to



in its sale to



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## FT Partners Advises SquareTrade in its Sale to Allstate for \$1,400,000,000

### 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

### Financial Technology Partners LP FTP Securities LLC

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



*in its sale to*



*for total consideration of*

**\$ 1,400,000,000**



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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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## FT Partners Advises Enservio on its Sale to Solera

### Overview of Transaction

- On July 19, 2016 Enservio, Inc. (“Enservio” or the “Company”) announced it has entered into a definitive agreement to be acquired by Solera
- Headquartered in Needham, Massachusetts, Enservio is the largest U.S. provider of SaaS-based software and services to the property contents insurance marketplace
  - Existing investors include Bain Capital Ventures and Matrix Partners
- Solera Holdings (“Solera”) is a leading provider of digitally-enabled risk and asset management software and services to the automotive and property marketplace
  - Acquired by Vista Equity Partners for \$6.4bn in Sept. 2015

### Significance of Transaction

- Enservio’s proprietary database of more than \$10 billion in property contents information will add another component to Solera’s Digital Home platform
- Move signals accelerated expansion of Solera’s asset management and risk protection technologies for life’s most important assets
- Acquisition leverages Solera’s unique Invent & Acquire (“I&A”) strategy
- Highly-attractive outcome for both Enservio and Solera

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Enservio and its Board of Directors
- Transaction demonstrates FT Partners’ continued success advising top-tier companies and achieving outstanding results within the Insurance IT and Services sector

### Financial Technology Partners LP FTP Securities LLC

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

**enservio**

*in its sale to*

**Solera**

FINANCIAL  
TECHNOLOGY  
PARTNERS

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## FT Partners Advises Insureon on its \$31 million Financing

### Overview of Transaction

- On October 21, 2015 Insureon (“Insureon” or the “Company”) announced a \$31mm Series B minority investment round
  - Investment round led by Oak HC/FT (“Oak”)
  - Existing investor Accretive LLC (“Accretive”) also participated
- Insureon is the leading insurance online marketplace for small and micro businesses
  - Serves retail clients directly and also supports banks, brokerages and insurance companies through a wholesale offering
  - Coverage provided for 175,000+ small businesses
- Oak HC/FT is a \$500mm venture capital fund focused on investing in healthcare and financial services technology companies
- Accretive is a leading private investment firm specializing in the creation of disruptive technology companies

### Significance of Transaction

- Creates opportunity for Insureon to accelerate its growth in the small business insurance sector
- Enables Insureon to increase its investment in technology development, and enhance its sales and marketing capabilities

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Insureon and its Board of Directors
  - Follows FT Partners’ role advising Insureon on its 2014 acquisition of Insurance Noodle from Willis
- Transaction demonstrates FT Partners’ continued success advising top-tier companies and achieving outstanding results within the Insurance IT and Services sector

### Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its exclusive role as*



*in its equity capital raise led by*



*for total consideration of*

**\$ 31,000,000**



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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"> <li>Investment Banking Firm of the Year</li> <li>Cross Border Deal of the Year</li> </ul>
2015	<ul style="list-style-type: none"> <li>Dealmaker of the Year</li> <li>Technology Deal of the Year</li> </ul>
2014	<ul style="list-style-type: none"> <li>Equity Financing Deal of the Year</li> <li>Professional Services Deal of the Year, Above \$100mm</li> </ul>
2012	<ul style="list-style-type: none"> <li>Dealmaker of the Year</li> <li>Professional Services Deal of the Year, Above \$100mm</li> </ul>
2011	<ul style="list-style-type: none"> <li>Boutique Investment Bank of the Year</li> <li>Deal of the Decade</li> <li>10 Deal of the Year Nominations Across 9 Categories</li> </ul>
2010	<ul style="list-style-type: none"> <li>Upper Middle Market Deal of the Year, Above \$500 mm</li> <li>IT Services Deal of the Year, Below \$500mm</li> <li>Cross-Border Deal of the Year, Below \$500mm</li> </ul>
2007	<ul style="list-style-type: none"> <li>Dealmaker of the Year – Steve McLaughlin</li> <li>Business to Business Services Deal of the Year</li> <li>Computer and Information Technology Deal of the Year, Above \$100mm</li> <li>Financial Services Deal of the Year, Above \$100mm</li> </ul>
2015	<ul style="list-style-type: none"> <li>Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List</li> </ul>
2006 - 2008	<ul style="list-style-type: none"> <li>Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology</li> </ul>
2008	<ul style="list-style-type: none"> <li>Equity Financing Dealmaker of the Year – Steve McLaughlin</li> <li>Information Technology Deal of the Year</li> <li>Financial Services Deal of the Year</li> </ul>
2006	<ul style="list-style-type: none"> <li>Financing Professional of the Year – Steve McLaughlin</li> <li>Financing Deal of the Year - Equity</li> <li>Financing Deal of the Year - Debt</li> </ul>



## The FT Partners Senior Banker Team

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