

April 27, 2015
Financial Technology Partners LP
FTP Securities LLC
Transaction Profile:



raises

\$70,000,000

in Series C Financing led by



Courtesy of:



The Only Investment Bank
Focused Exclusively on Financial Technology

www.ftpartners.com

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LendingHome Raises \$70 mm in Series C Financing

Transaction Summary & LendingHome Overview




"We've rebuilt the entire mortgage process from the ground up in one unified technology platform. Not only is LendingHome giving all borrowers a fundamentally better experience, we're also expanding access to credit for those who were traditionally underserved. It's been incredibly rewarding to see LendingHome grow and help our customers all across the country."

**- Matt Humphrey,
CEO**

Transaction Summary

- On March 23, 2015, LendingHome announced that it raised \$70 mm in a Series C financing led by RenRen, a social networking platform in China
 - Colony Capital, First Round Capital, Ribbit Capital, SAB Capital Management, Foundation Capital and Cowboy Ventures also participated in the round
 - With its latest investment, LendingHome will focus on national expansion, the introduction of multiple new loan products and enhanced corporate infrastructure in the upcoming year
- Prior to this round, LendingHome raised an \$11.3 mm Series A in November 2013 led by Charles Moldow of Foundation Capital and announced a \$28 mm Series B in September 2014 led by Mickey Malka of Ribbit Capital

Previous Equity Financings

Date	Size (\$ mm)	Lead Investor(s)
08/27/14	\$28	 
11/14/13	11	

LendingHome Overview

CEO: Matt Humphrey
Headquarters: San Francisco, CA
Founded: 2013
Employees: 85

- LendingHome is a leading mortgage marketplace lender that enables borrowers to avoid banks
- LendingHome provides short-term bridge loans to homeowners who want to flip a property and mortgages for landlords who own and rent out 10 or fewer single-family residences
- Since launching in April 2014, LendingHome has facilitated over \$100 mm in origination volume
 - The Company has experienced a 35% customer referral rate
 - LendingHome has grown to over 85 employees and is currently lending in 13 states across the US
- The Company uses both traditional and alternative data sources to determine the true value of a property and a borrower's likelihood to repay a loan, going beyond a simple appraisal or FICO score
- LendingHome groups deals on its platform so that institutional investors have a way to put their money to work in bulk numbers of loans that are already deemed reliable and creditworthy
- LendingHome will soon allow accredited individual investors, not just institutions, to put their money to work on the platform

LendingHome Raises \$70 mm in Series C Financing

Programs Offered

Bridge Loans

- LendingHome provides bridge loans to enable borrowers to acquire property quickly
- The Company has a risk and pricing structure that is favorable to experienced borrowers and gives discounts for proven real estate experience
- LendingHome currently finances Bridge Loans in Arizona, California, Colorado, Michigan, Nevada, North Carolina, Oregon, Tennessee, Texas, Georgia, Virginia, Washington, and West Virginia and is expanding quickly
- The Company also provides rehab financing that considers the as-is value of the property and the after repair value

Rental Loans

- LendingHome offers medium-term loans for single income-producing rental investment property
- Rental loans are primarily underwritten against the property value and cash flow of the property itself
- The Company usually approves rental loans within 10 days
- LendingHome currently finances Rental Loans in Arizona, California, Colorado, Michigan, North Carolina, Nevada, Tennessee, Texas, and Washington and is expanding quickly

Consumer Loans

- LendingHome will launch consumer mortgage services sometime in 2015
- The Company seeks to assist small business owners, independent contractors, entrepreneurs, service workers, visa holders, switching jobs, higher debt, high asset, on a tight timeframe, repairing credit, building credit, and more

LendingHome Raises \$70 mm in Series C Financing

Management Overview

Matt Humphrey
Co-Founder,
Chief Executive Officer



- Co-founded LendingHome in 2013 and currently serves as the Company's CEO
- Co-Founded HomeRun, achieving a \$100 mm+ acquisition in under 18 months

James Herbert
Co-Founder,
President



- Co-Founder and President at LendingHome
- LendingHome is James' third real estate start-up including founding a residential real estate private equity fund

Andrew Swain
Chief Financial Officer



- Former CFO at Airbnb
- Formerly a management consultant at BCG; earned his MBA from Harvard Business School

Keith Tom
VP of Engineering



- Previously led Engineering at HomeRun to build the largest local commerce network
- Co-Founder and CTO of Marketforms

Katie Eichten
SVP of Compliance and
Capital Markets



- Prior Chief Compliance Officer at Western Bancorp and EVP of Capital Markets at First Franklin Financial Corporation
- Over 27 years of industry experience

LendingHome Raises \$70 mm in Series C Financing

Renren Overview

Overview



Joseph Chen
Chairman & CEO



Ashley Law Kwok Wai
CFO



James Jian Liu
COO & Executive Director

About

- Founded in 2002
- Headquartered in Beijing, China
- Renren is a social networking platform enabling users to connect, communicate, share information, create user generated content, play online games and view media content
- As of Dec. 31, 2014, the social network had approximately 223 million active users with over 80% of users accessing through mobile devices
- The Company also offers online advertising services via its social networking and media platform
- Formerly known as Oak Pacific Interactive; changed its name to Renren in December 2010, before its IPO in April 2011

Key Financial Metrics – FY 2014

Ticker:	NYSE:RENN
Market Cap:	\$1,036 mm ⁽¹⁾
Total Net Revenue:	\$83 mm
EBITDA:	NA ⁽²⁾
Net Income:	\$60 mm ⁽²⁾

Products and Services Overview

- Renren.com is one of the largest social networking platforms in China
 - The social networking site has a rich community of university students and young working professionals across China
 - Originally started as a university networking site (formerly known as Xiaonei, meaning "on campus")
 - Enable users to customize profiles, communicate and share photos / videos
- Renren Games is a web-game platform in China and one of the largest developers / operators of cross-platform games and mobile games
 - Global presence in the US, Japan, South Korea, Hong Kong and Taiwan – license with multiple game developers and distributors
 - Cross-platform compatibility with PC, mobile phones and tablets
- Also offers tailored advertising services on the social networking site and integration of ads in the online games

Stock Performance



Select Recent Investments

Date	Company	(\$ mm)
03/23/15	LendingHome	\$70
02/18/15	Sindeo	5
01/20/15	Motif Investing	40
09/26/14	Fundrise	38
09/12/14	Snowball Finance	40
07/01/13	Sindeo	2
09/12/12	SoFi	77

Overview of FT Partners

Strong Domain Expertise in Alternative Lending and Financial Technology

FT Partners has advised on the most prominent transactions in Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

F2ST P2Y

in its growth financing with

OAK HC/FT

for total consideration of approximately

\$ 15,000,000

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

BlueTarp Financial

in its financing, including investment from

HIGHLAND CAPITAL PARTNERS
longridge
FLYBRIDGE
TRINITY VENTURES
VIRGINIA CAPITAL

for approximately

\$ 15,000,000

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

Is pleased to announce its role as advisor to

CIBC

in its strategic investment in

DYNEX

with additional participation from

MasterCard Bain Capital Ventures Adams Capital Management

for total consideration of approximately

\$ 70,000,000

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to

borro

in its growth financing for total consideration of

\$ 19,500,000

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

L2C inc

in its sale to

TransUnion

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to

Google capital

in its lead investment in

Credit Karma

with additional participation from

TIGER SIG Ribbit Capital

for approximately

\$ 85,000,000

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

MERCURY

in its cash sale to

vantiv

for total consideration of

\$ 1,650,000,000

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

WebEquity solutions

in its sale to

Moody's

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank Focused Exclusively on Financial Technology

Overview of FT Partners

Award-Winning Investment Banking Franchise Focused on Superior Client Results

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor Awards

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



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|-----------|---|
| 2006-2008 | <ul style="list-style-type: none"> ■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology |
|-----------|---|



Middle Market Financing Awards

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

Note: **Bold** represents awards that FT Partners has won, *italics* represents nominations.