

FT PARTNERS FINTECH INDUSTRY RESEARCH

April 9, 2020



SoFi Acquires Galileo Financial Technologies for \$1.2 billion



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

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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SoFi Acquires Galileo for \$1.2 billion

Transaction Summary



Transaction Summary

- On April 7, 2020, SoFi announced that it is acquiring Galileo Financial Technologies, a financial services API and payments platform, for \$1.2 billion
 - The deal is reportedly comprised of \$75 million in cash, \$250 million in seller financing debt and \$875 million in company stock ⁽¹⁾
 - Conversations about the deal began before the Coronavirus and economic crisis in the U.S. ⁽¹⁾
- The transaction will help accelerate Galileo's technology innovation and allow SoFi to extend the reach of its products to Galileo's partners
 - Galileo also adds diversification and scale to SoFi's existing infrastructure
- Galileo's customers include many of SoFi's competitors, including Robinhood, Chime, Monzo, Revolut, Varo and TransferWise
- Clay Wilkes will continue as Galileo's CEO, as SoFi CEO Anthony Noto said the companies will operate independently ⁽¹⁾
- Galileo was founded in 2000 by Clay Wilkes and was bootstrapped to profitability over the following two decades ⁽²⁾
 - The Company processed an annualized \$45 billion in transaction volume last month, up from \$26 billion in October 2019 ⁽²⁾

Transaction Commentary

"Together with Galileo, we will partner to build on our companies' strengths to drive even greater financial technology innovation, making those products and services available to both current and future partners. While we march forward on our mission to help people achieve financial independence through our own direct efforts, with Galileo, we can enable a broader ecosystem of companies to join us in helping the world achieve financial independence."



Anthony Noto
CEO



"SoFi has built a very strong diversified financial services company focusing on a full suite of financial services. These are products that many of our leading fintech clients are asking for. Distributing products through our enterprise class API is the vision behind this combination. I think it's very powerful. We're excited to work with SoFi to build on the services that have made Galileo the leading supplier of infrastructure services to leading financial, technology, and fintech companies. With the help of SoFi, we intend to continue to grow with and support all of our existing clients and the product roadmaps that they have defined."



Clay Wilkes
Founder and CEO



SoFi Acquires Galileo for \$1.2 billion

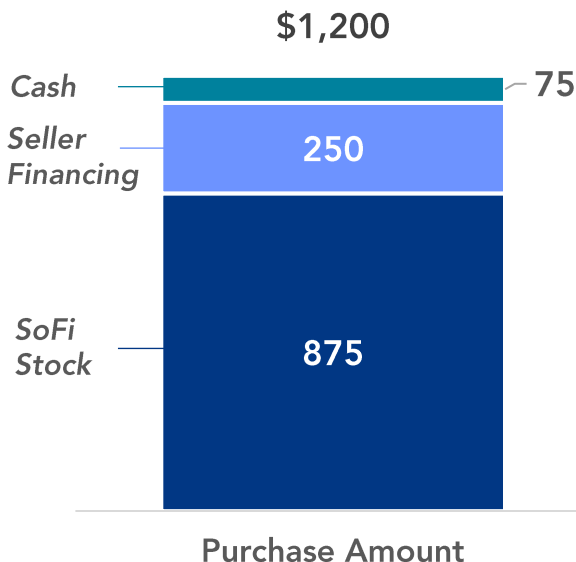


Transaction Financing Overview

Purchase Consideration⁽¹⁾

\$ in millions

6% Cash
21% Seller Financing
73% SoFi Stock



SoFi's Preferred Stock⁽²⁾

\$ in millions

\$2,377



This appears to be an unusual transaction for two key reasons:

- 1) SoFi stock accounts for the vast majority of proceeds (~73%), with only a small amount of upfront cash; private-to-private, stock-based transactions are fairly uncommon; most large recent FinTech acquisitions – such as Visa’s \$5.3 billion acquisition of Plaid and Intuit’s \$6.1 billion acquisition of Credit Karma – were financed with large cash components; Galileo’s founders and investors are making a bet on SoFi’s future by taking so much of the proceeds in stock (which may be common stock and may fall behind SoFi’s existing preferred stock)
- 2) Galileo’s B2B processing business is significantly different from SoFi’s core consumer-focused financial services offerings

Source: Company press release, FT Partners’ Proprietary Transaction Database
1) CNBC: “SoFi to acquire payment software company Galileo for \$1.2 billion”
2) Only includes publicly announced primary capital raises

SoFi Acquires Galileo for \$1.2 billion



Galileo Overview

Company Overview



CEO:	Clay Wilkes
Headquarters:	Salt Lake City, UT
Founded:	2000

- Galileo Financial Technologies provides payments processing and program management services designed to empower FinTech companies and financial institutions
- The Company enables financial institutions and FinTech companies to open and verify new financial accounts, issue and process payment cards, and launch new products through a set of APIs under one integrated platform
 - Galileo’s platform powers the back end for some of the world’s largest FinTech companies and financial institutions
- Galileo’s APIs are used widely throughout the challenger bank, payments, gig economy, investing, and SaaS market segments

Selected Customers



robinhood



TransferWise



monzo

Platform Overview

Galileo Open APIs

- Galileo Program Master API leverages Galileo’s advanced platform to provide comprehensive technology to open bank accounts, issue cards and support the complex functionality that must operate behind the scenes of financial programs
- Galileo Real-Time Events API provides real-time notification of customers’ activity as events happen
- Galileo Authorization Controller API allows its users to participate in advanced decisioning for their customers’ transaction activity

Payments Solutions

- Galileo’s suite of open APIs and unique account structure provide debit, credit, prepaid and virtual card solutions

Investment Solutions

- The Company offers Galileo Money+, a high-interest, FDIC-insured, mobile-only, cash management account with a Mastercard-branded debit card, easy-to-use app and customer service
- Galileo Cryptocurrency Solution allows businesses to engage their customers to deposit funds denominated in cryptocurrencies to their accounts and spend these funds with ease

Galileo Sandbox

- Galileo Sandbox replicates its production environment and allows users to code their open APIs and test concepts in a secure environment

Standard Services

- Standard services include solutions for disputes and chargebacks, payments network connectivity, third-party integration, account management & client support services, regulatory & compliance, authorization & settlement, and mobile technologies

Premium Services

- Premium services include solutions for program management, customer service IVR, fraud protection, advanced analytics, card production link, and roundup funding

SoFi Acquires Galileo for \$1.2 billion

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SoFi Overview

Company Overview



CEO: Anthony Noto

Headquarters: San Francisco, CA

Founded: 2011

- SoFi is a consumer finance company that provides online financial services such as student loan refinancing, personal and mortgage loans, wealth management and insurance
- SoFi offers a membership that comes with benefits such as loan rate discounts, waived investing fees, financial advisor guidance, career coaching programs, deferments on payments through unemployment protection and more
- Initially focused on student loan refinancing, SoFi has since expanded into several other areas of financial services, most recently with SoFi Money and SoFi Invest

\$30 billion
in funded loans*

1 million+
members

10 million+
registered users

Product Overview

Borrow

- **Student Loan Refinancing & Private Student Loans:** Undergraduate, Graduate, Medical Resident and more
- **Mortgages:** Offers mortgage loans up to \$3 mm for primary owner-occupied residences and second homes; offers options for mortgage refinancing
- **Personal Loans:** Offers unsecured personal loans from \$5,000 to \$100,000
- **Small Business Financing:** Offers Lantern marketplace for comparing lending products; includes SBA disaster relief and traditional SBA options

Invest

- **Active Investing**
- **Automated investing**
- **Retirement Accounts**

With the SoFi app, users can trade stocks and ETFs for free, buy crypto or start with automated investing with as little as \$1. Additionally, Stock Bits lets users invest in companies without committing to a whole share.

Spend

- **SoFi Money**
Completely mobile checking and savings merged into one hybrid account, with zero account fees, 2% APY, P2P transfers and free ATM access
- **SoFi Relay**
Personal financial management app for credit score monitoring, spending breakdowns, financial insights and more

Protect

SoFi has partnered with several InsurTech companies to provide insurance coverage

- **Life Insurance**
- **Auto Insurance**
- **Homeowners Insurance**
- **Renters Insurance**

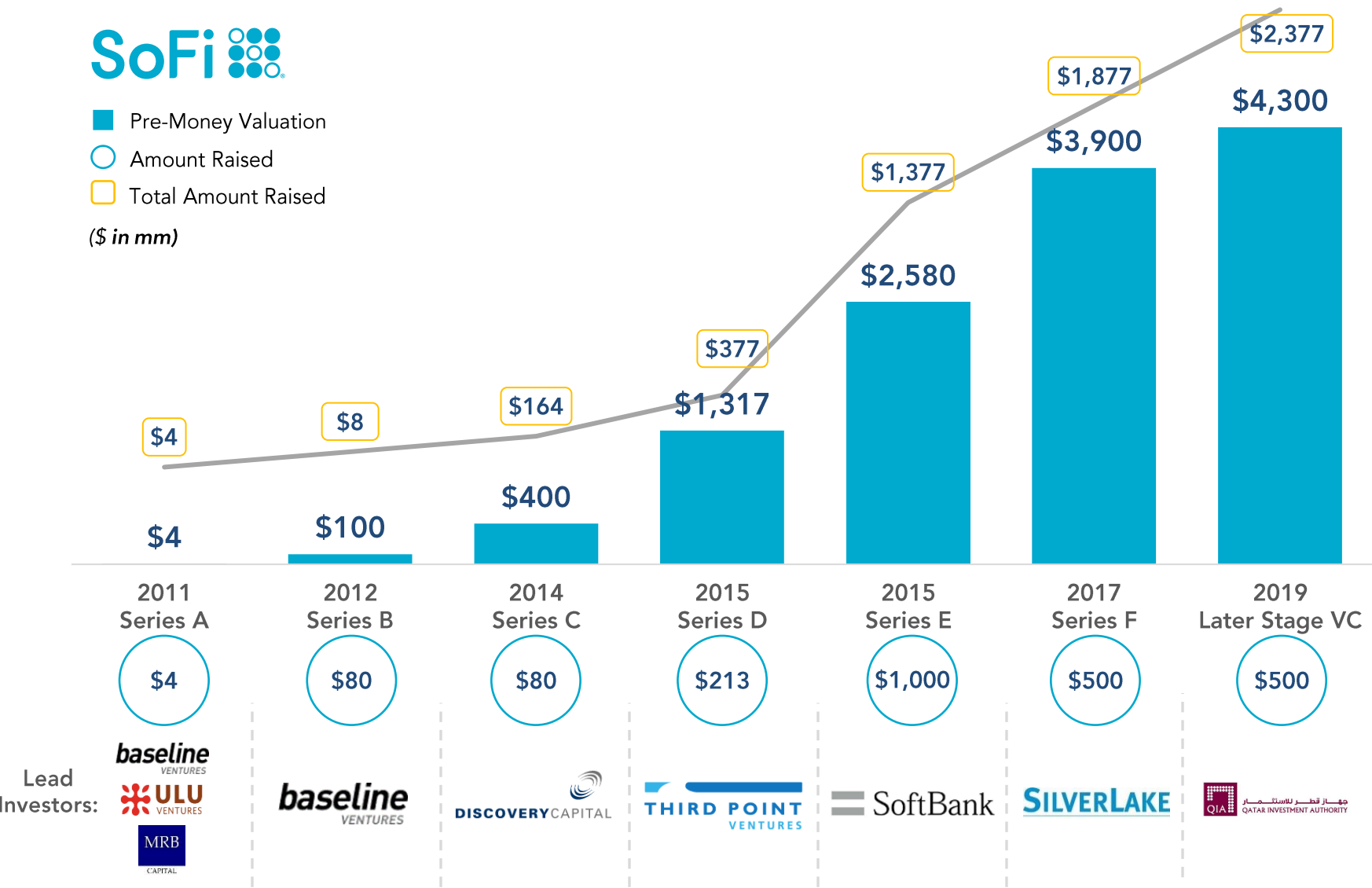


Source: Company website, Company press release

* As of the end of 2018

SoFi Acquires Galileo for \$1.2 billion

SoFi's Financing & Valuation History



Source: FT Partners' Proprietary Transaction Database, PitchBook

Selected Profiles of Other Card Issuance Processors



SoFi Acquires Galileo for \$1.2 billion

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Other Card Issuance Processors - Marqeta



Company Overview



Founder & CEO: Jason Gardner

Headquarters: Oakland, CA

Founded: 2010

- **Marqeta is the leading global modern card issuer, powered by the most advanced issuer processor platform built in over two decades**
 - Built from the ground up with no legacy infrastructure, the platform provides the world's first fully documented, open API issuer processor platform
- **The platform lets businesses develop, iterate, and launch commercial-scale payment solutions at unprecedented speed**
- **Features include:**
 - Create physical, virtual, and tokenized payment cards with flexibility for single or multi-use debit and credit cards, for customers and employees
 - Deploy new card programs and solutions in days, not months
 - Track transactions, and get real-time insights on customer spend, merchants, and more

Selected Financing History

(\$ in mm)

Announce Date	Selected Investor(s)	Amount
05/21/19	ICONIQ Capital; Goldman Sachs; Visa; Coatue Management; Vitruvian Partners; Spark Capital; Lone Pine Capital; Geodesic Capital; 83North; Granite Ventures; CommerzVentures; CreditEase; Greyhound Capital; Lake Trail Capital; Partner Fund Management	\$260
06/05/18	ICONIQ Capital; Goldman Sachs	45
07/26/17	Visa; Commerce Ventures; CreditEase; 83North; Granite Ventures; CommerzVentures	25
10/27/15	83North; Granite Ventures; CommerzVentures; IA Capital Group; Commerce Ventures	25
05/16/13	Greylock Partners; Granite Ventures; Commerce Ventures	14
06/14/11	83North	6

Solutions Overview

The Modern Card Issuing Platform



Program Dashboard

Manage card programs in real-time and configure accounts and program settings



Dynamic Spend Controls

Restrict card authorizations using business rules in real-time and reduce fraud



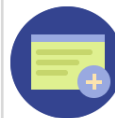
Data Insights

Access payments data and insights in real-time to support day-to-day operations



Virtual Cards

Instantly create customized virtual cards and automatically push them to digital wallets



PCI Widgets

Stay protected and secure by embedding PCI compliant widgets



Just-in-Time Funding

Authorize payments and fund cards in real-time

Industries Served



E-Commerce

- Online Retail
- Online Travel
- Media Buying



Lending

- Small Business Lending
- Point-of-Sale Financing
- Consumer Lending



Disbursements & Incentives



On-Demand Services



Expense Management



Digital Banking

Selected Customers:



SoFi Acquires Galileo for \$1.2 billion

Other Card Issuance Processors - GPS



Company Overview



CEO: Joanne Dewar

Headquarters: London, UK

Founded: 2013

- Global Processing Services ("GPS") is the leading processing partner enabling top FinTech players to disrupt financial services
- GPS processes millions of monthly transactions from its 7+ million cards on an award-winning proprietary API-based software platform
- The Company's platform offers customizable solutions for new age card programs, such as FX cards, cryptocurrency based programs, and mobile first bank issued cards
- Cross border functionality, and seamless integration with a developer friendly platform and a highly customizable offering has attracted leading FinTech issuers globally
- The City of London Corporation and the UK Department for International Trade have certified GPS as a FinTech representative of the UK for cross-border commercial business development

Selected Financing History

Announce Date	Selected Investor(s)	Amount (\$ in mm)
06/19/18	Dunedin	\$58

Solutions Overview

GPS' Apex platform powers the booming FinTech Industry with functionality, enabling clients to deliver value on their card programs



Strong Focus on Future Payment and Banking Needs

Enables capabilities for card programs that differentiate and drive value for end users



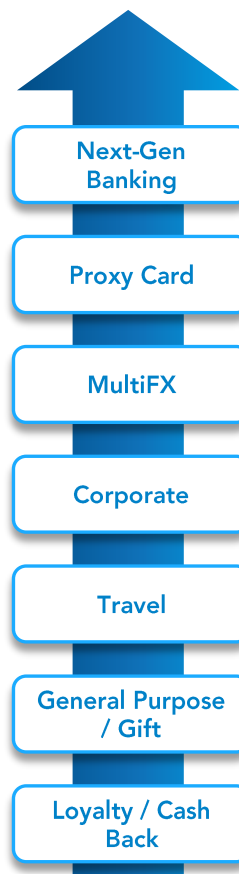
Leading Processing Speed, Scale and Security

Proprietary technology drives faster processing with PCI Level 1 Compliance



Extensive Real-time Control of Program Attributes

Unique rule setting and instant management capabilities across programs and payment cards



SoFi Acquires Galileo for \$1.2 billion

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Other Card Issuance Processors - i2c



Company Overview



Founder & CEO: Amir Wain

Headquarters: Redwood City, CA

Founded: 2001

- i2c is a provider of payment technology and services intended to create better payment and commerce experiences for consumers and businesses
- The Company offers a multi-function, global SaaS platform that provides a suite of credit, debit and prepaid solutions
 - The Agile Processing payments platform is a highly configurable and cloud-based platform enabling companies to quickly and cost-effectively deploy differentiated, feature-rich programs
- i2c's technology helps organizations drive revenue growth, scale and adapt to change while supporting millions of users in more than 200 countries and territories

Selected Clients



Solutions Overview

One Agile Platform



Agile Processing

Offers tools to design and launch company-specific products and solutions



APIs

APIs that offer granular control over even the most nuanced aspects of card programs



Issuer Processing

Issuers can support any form of payment, any currency, any form factor, anywhere



Loyalty and Marketing

Cardholder engagement to support profitable relationships



Mobile and Digital

Feature rich mobile and digital experiences across mobile web, apps or online environments



Analytics

Scoring models and predictive analytics



Acquiring

Flexible acquiring solutions with POS acceptance, sales and card services



Billing, Invoicing and Settlement

Cloud-based settlement platform

Solutions

➤ Credit Solutions

- Consumer Credit
- SMB Credit

➤ Prepaid Solutions

- Prepaid Products
- Travel
- Frequent Flyer
- Post Office

➤ Debit Solutions

- Multi Currency Debit

➤ Cryptocurrency Solutions

- Cryptocurrency conversions

Selected FT Partners Research – *Click to View*

November 19, 2019

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Role as Exclusive Financial Advisor to

BlueVine

on its Series F financing led by

ION

for total consideration of

\$102,500,000

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

BlueVine's \$103 million Series F Financing

July 23, 2019

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Role as Exclusive Strategic and Financial Advisor to

MoneyLion

on its Series C financing with participation from new strategic investors

Capital One **MetaBank**

along with participation from

FINTech COLLECTIVE **edisonventures** **GREENSPRING ASSOCIATES**

for total consideration of

\$100,000,000

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

MoneyLion's \$100 million Series C Financing

July 16, 2019

Featuring: Exclusive CEO Interview David Johnson

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Role as Exclusive Strategic and Financial Advisor to

FIRST ASSOCIATES

in its Recapitalization by

STONE POINT CAPITAL

and Merger with

PORTFOLIO FINANCIAL SERVICES

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

First Associates' Majority Recapitalization and Merger with Portfolio Financial Services

November 4, 2019

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Exclusive Role as Strategic and Financial Advisor to

deserve

on its financing led by

Goldman Sachs

for total consideration of

\$50,000,000

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Deserve's \$50 million Financing Led by Goldman Sachs

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 18, 2020

OakNorth Bank

Company and Financial Overview

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

OakNorth Company and Financial Overview

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 30, 2020

PLASTIQ

Plastiq Raises \$75 million in Series D Financing Led by B Capital Group

B Capital Group

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Starling Bank Raises £60 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

February 24, 2020

ally

Ally (NYSE: ALLY) Acquires CardWorks for \$2.7 billion

CardWorks

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San Francisco • New York • London

Ally Financial Acquires CardWorks for \$2.7 billion

FT PARTNERS FINTECH INDUSTRY RESEARCH

January 17, 2020

VISA

Visa Acquires Plaid for \$5.3 billion

PLAID

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San Francisco • New York • London

Visa Acquires Plaid for \$5.3 billion

[VIEW MORE FT PARTNERS RESEARCH](#)

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

FT Partners is the Advisor of Choice for Leading FinTech Companies

FT Partners has an extensive history advising on multi-billion dollar transactions, as well as representing numerous FinTech “Unicorns” with \$1 billion+ valuations

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p>Heartland</p> <p>in its sale to</p> <p>globalpayments</p> <p>for total consideration of</p> <p>\$ 4,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as IPO Advisor to</p> <p>GreenSky</p> <p>in its</p> <p>\$1,010,000,000 Initial Public Offering</p> <p>for a total enterprise value of</p> <p>\$4,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>ASSURANCE</p> <p>on its sale to</p> <p>Prudential</p> <p>for total consideration of up to</p> <p>\$ 3,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>Liquidnet</p> <p>in its financing for approximately</p> <p>\$ 250,000,000</p> <p>valued at approximately</p> <p>\$ 1,800,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p>MERCURY</p> <p>in its cash sale to</p> <p>vantiv</p> <p>for total consideration of</p> <p>\$ 1,650,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p>TRANSFIRST</p> <p>in its sale to</p> <p>Vista Equity Partners</p> <p>from</p> <p>WCAS</p> <p>\$ 1,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>square trade</p> <p>in its sale to</p> <p>Allstate</p> <p>for total consideration of</p> <p>\$ 1,400,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive IPO Advisor to</p> <p>stone^{co.}</p> <p>in its</p> <p>\$1,400,000,000 Initial Public Offering</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as strategic and financial advisor to</p> <p>OpenLending</p> <p>on its proposed merger with</p> <p>Nebula Acquisition Corporation (NASDAQ: NEBU)</p> <p>Sponsored by</p> <p>TRUE WIND</p> <p>for a total implied enterprise value of</p> <p>\$1,330,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>AmWins Group, Inc.</p> <p>in its growth recapitalization by</p> <p>NMC NEW MOUNTAIN CAPITAL LLC</p> <p>valued at approximately</p> <p>\$ 1,300,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>CAYAN</p> <p>in its sale to</p> <p>TSYS</p> <p>for total consideration of approximately</p> <p>\$1,050,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>avidxchange</p> <p>in its Series F minority financing from</p> <p>mastercard TEMASEK THIEL</p> <p>\$ 300,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>MARQETA</p> <p>in its Series E financing led by</p> <p>COATUE</p> <p>with participation from new investors</p> <p>VITRUVIAN SPARK GEODESIC LONE PINE CAPITAL</p> <p>for total consideration of</p> <p>\$260,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>avidxchange</p> <p>on its growth financing led by</p> <p>One of the Largest Asset Managers in the World (undisclosed)</p> <p>for a total amount of</p> <p>\$260,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>checkout.com</p> <p>in its Series A Financing led by</p> <p>INSIGHT DST</p> <p>with participation from</p> <p>GIC ENGAGEVOR</p> <p>for total consideration of</p> <p>\$230,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>Remitly</p> <p>in its Series D equity financing led by</p> <p>generation</p> <p>as part of a total financing consideration of</p> <p>\$ 220,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>KADDEPAR</p> <p>in its Series D financing co-led by</p> <p>VALOR 8VC Harald McPike</p> <p>for total consideration of</p> <p>\$ 140,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as advisor to</p> <p>Kabbage</p> <p>in its Series E minority financing led by</p> <p>ING Scotiabank</p> <p>for total consideration of</p> <p>\$ 135,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

FT Partners Has Advised on Several Prominent Transactions in the Last Twelve Months

M&A

Financial Technology Partners LP
FTP Securities LLC

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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The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

OpenLending

on its proposed merger with

Nebula Acquisition Corporation
(NASDAQ: NEBU)

sponsored by

TRUE WIND

for a total implied enterprise value of

\$1,330,000,000

FINANCIAL
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The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

Interswitch

on its strategic minority investment from

VISA

for a total enterprise value of

\$1,000,000,000

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The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

Ebury

on its majority investment from

Santander

representing a 50.1% stake for
total consideration of

£350,000,000

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
exclusive strategic and financial advisor to

MARQETA

in its Series E financing led by

COATUE

with participation from new investors

VITRUVIAN SPARK GEODESIC

LOVE FINE CAPITAL

for total consideration of

\$260,000,000

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
exclusive strategic and financial advisor to

avidxchange

on its growth financing led by

**One of the Largest Asset
Managers in the World**
(undisclosed)

for a total amount of

\$260,000,000

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
exclusive strategic and financial advisor to

REPAY

Realtime Electronic Payments

in its merger with

Thunder Bridge Acquisition
(NASDAQ: TBRG)

for a total implied enterprise value of

\$665,000,000

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TECHNOLOGY
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The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

Optal

on its combined sale with

eNetta

to

WEX

for a total consideration of

\$1,700,000,000

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
exclusive strategic and financial advisor to

**NEXT
INSURANCE**

on its Series A financing from

Munich RE

for total consideration of

\$ 250,000,000

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
exclusive strategic and financial advisor to

checkout.com

in its Series A financing led by

INSIGHT DST

with participation from

GIC **SENDEROK** **FLUID**

for total consideration of

\$230,000,000

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
exclusive strategic and financial advisor to

Remitly

on its Series E equity financing
led by

generation

as part of a total financing
consideration of

\$220,000,000

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
exclusive strategic and financial advisor to

better.com

on its Series C financing from new investors

ACTIVANT CAPITAL **PINGAN** **HOOPP**

citi **VENTURES** **AGNC** **ally**

along with participation from existing investors

for total consideration of

\$ 160,000,000

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
exclusive strategic and financial advisor to

wave

on its sale to

H&R BLOCK

for total consideration of

\$405,000,000

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
exclusive strategic and financial advisor to

InstaMed

in its proposed sale to

**JPMORGAN
CHASE & CO.**

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
exclusive financial advisor to

BlueVine

on its Series F financing led by

ION

for total consideration of

\$ 102,500,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as
Exclusive Financial and Strategic Advisor to

Fawry

on its

~\$100,000,000

Combined Offering

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
exclusive strategic and financial advisor to

MoneyLion

in its Series C financing with participation
from new strategic investors

Capital One **MetaBank**

along with participation from

FINTECH COLLECTIVE **advent** **SHREK CAPITAL ASSOCIATES**

for total consideration of

\$ 100,000,000

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
exclusive strategic and financial advisor to

Currencycloud

on its Series E financing with new investors including

VISA **IFC** **SCB**

BNP PARIBAS **SBI** **Investment**

for a total amount of

\$80,000,000

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TECHNOLOGY
PARTNERS

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Focused Exclusively on Financial Technology




















FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Significant Experience Advising Large Financing Rounds and “Unicorns”

FT Partners has a history of advising on some of the largest financing transactions in the FinTech space

Representing numerous FinTech “Unicorns” above \$1 billion valuations

Company	Amount Raised	Selected Prominent Investors in FT Partners Led Rounds
 GreenSky™	\$1,560,000,000 *	Accel DST VISA ANT FINANCIAL
 stone ^{co.}	1,545,000,000 *	ICONIQ RCP REVERENCE CAPITAL PARTNERS TEMASEK PIMCO
 DavidXchange	828,000,000 *	BainCapital PRIVATE EQUITY TPG Premji Invest
 MERCURY®	420,000,000	BainCapital VENTURES INSIGHT PARTNERS GREENSPRING ASSOCIATES
 MARQETA	355,000,000 *	CDPQ Great Hill PARTNERS ION
 NEXT INSURANCE	333,000,000 *	capitalG CIBC Scotiabank®
 Remitly	289,000,000 *	nyca QED INVESTORS khosla ventures
 Liquidnet	250,000,000	KeyBank WELLINGTON MANAGEMENT ING BBVA
 square trade protection plans	238,000,000	maveron Santander InnoVentures nabventures nab
 checkout.com	230,000,000	ADAMS STREET PARTNERS Elavon BV THIEL
 better.com	160,000,000	Redpoint Munich RE edbi
 nmi	150,000,000	PayU COATUE edisonpartners
 ADDEPAR	140,000,000	QUESTMARK PARTNERS SUMMIT PARTNERS
 Kabbage®	135,000,000	SILVERLAKE PARTHENON CAPITAL PARTNERS
 BlueVine	102,500,000	
 MoneyLion	100,000,000	
 POYNT	100,000,000	
 CHROME RIVER	100,000,000	
 Fawry	100,000,000	

* Total includes multiple financing rounds

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Ground-Breaking Payments Transactions Pioneered by FT Partners

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p>cardconnect.</p> <p>in its sale to</p> <p>First Data</p> <p>for total consideration of approximately</p> <p>\$ 750,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> <p>Landmark transaction following successful sale of CardConnect to a SPAC only a year earlier</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p>Heartland</p> <p>in its sale to</p> <p>globalpayments</p> <p>for total consideration of</p> <p>\$ 4,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> <p>Largest U.S. strategic merchant acquiring acquisition in over the last decade</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>MARQETA</p> <p>in its Series E financing led by COATUE</p> <p>with participation from new investors VITRUVIAN SPARK GEODESIC LONE PINE CAPITAL</p> <p>for total consideration of</p> <p>\$260,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> <p>Significant capital raise for next gen processor serving commerce startups and disruptors</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>CARDINAL COMMERCE</p> <p>in its sale to</p> <p>VISA</p> <p>for total consideration of</p> <p>\$ 300,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> <p>Bellwether sale of digital commerce technology and payment authentication provider</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>CentralPayment</p> <p>in the sale of its remaining stake to</p> <p>TSYS</p> <p>for a total valuation of</p> <p>\$ 840,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> <p>Unique process that began with 60% sale in 2012 followed by series of subsequent sales</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>checkout.com</p> <p>in its Series A Financing led by INSIGHT DST</p> <p>with participation from GIC ENDRAVOR</p> <p>for total consideration of</p> <p>\$230,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> <p>Largest FinTech Series A financing round in Europe</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>Interswitch</p> <p>on its strategic minority investment from</p> <p>VISA</p> <p>for a total enterprise value of</p> <p>\$1,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> <p>Leading digital payments company in Africa; the investment from Visa makes Interswitch one of the most valuable FinTech companies in Africa</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>CUSTOM HOUSE</p> <p>in its sale to</p> <p>WESTERN UNION</p> <p>for total cash consideration of approximately</p> <p>\$ 370,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> <p>First sale of an "International Payments Specialist" to a pure-play consumer remittance provider</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>MERCURY</p> <p>in its approximately 60% Growth</p> <p>SILVERLAKE</p> <p>for a value up to</p> <p>\$ 900,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> <p>First large-scale transaction for an integrated merchant acquirer</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>VERUS</p> <p>in its sale to</p> <p>sage</p> <p>for cash consideration of approximately</p> <p>\$ 325,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> <p>First sale of a U.S. merchant acquirer to an international software company; became Sage Payments</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>lynk</p> <p>in its sale to</p> <p>The Royal Bank of Scotland</p> <p>for cash consideration of approximately</p> <p>\$ 525,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> <p>First sale of a U.S. merchant acquirer to a large international financial institution; became Worldpay U.S.</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as Exclusive Financial and Strategic Advisor to</p> <p>fawry</p> <p>on its</p> <p>~\$100,000,000</p> <p>Combined Offering</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> <p>Largest FinTech IPO in Egypt ever; Largest electronic payment network in Egypt</p>

FT Partners Advises Marqeta on its Series E Financing

Overview of Transaction

- On May 21, 2019, Marqeta announced it has raised \$260 million in Series E financing led by Coatue Management
 - The round includes participation from several new investors including Vitruvian Partners, Spark Capital, Lone Pine Capital and Geodesic
- Founded in 2010, Marqeta is the leading global modern card issuer, powered by the most advanced issuer processor platform built in over two decades
- Marqeta's open APIs allow a new generation of businesses, such as Square, Affirm, DoorDash, Kabbage and Instacart, to build innovative payment programs and experiences to meet the unique needs of their customers

Significance of Transaction

- Marqeta, which has doubled its revenue for three straight years and experienced dramatic increases in spending activity on its platform, is now valued at nearly \$2 billion
- The funding will be used to accelerate Marqeta's expansion plans, both domestically and in key global markets
 - With 300 employees, the Company recently expanded internationally, opening a European office headquartered in London

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Marqeta and its board of directors
- FT Partners previously advised Marqeta on its [\\$45 million financing led by ICONIQ](#) in 2018, its [strategic \\$25 million financing led by Visa](#) in 2017, and its [\\$25 million Series C financing](#) in 2015 -- over this time period, Marqeta's valuation has grown over 20x
- This transaction demonstrates the long-term nature of many of FT Partners' client relationships and highlights our deep domain expertise and transactional excellence across FinTech and the Payments sector

Financial Technology Partners LP FTP Securities LLC

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



in its Series E financing led by

COATUE

with participation from new investors



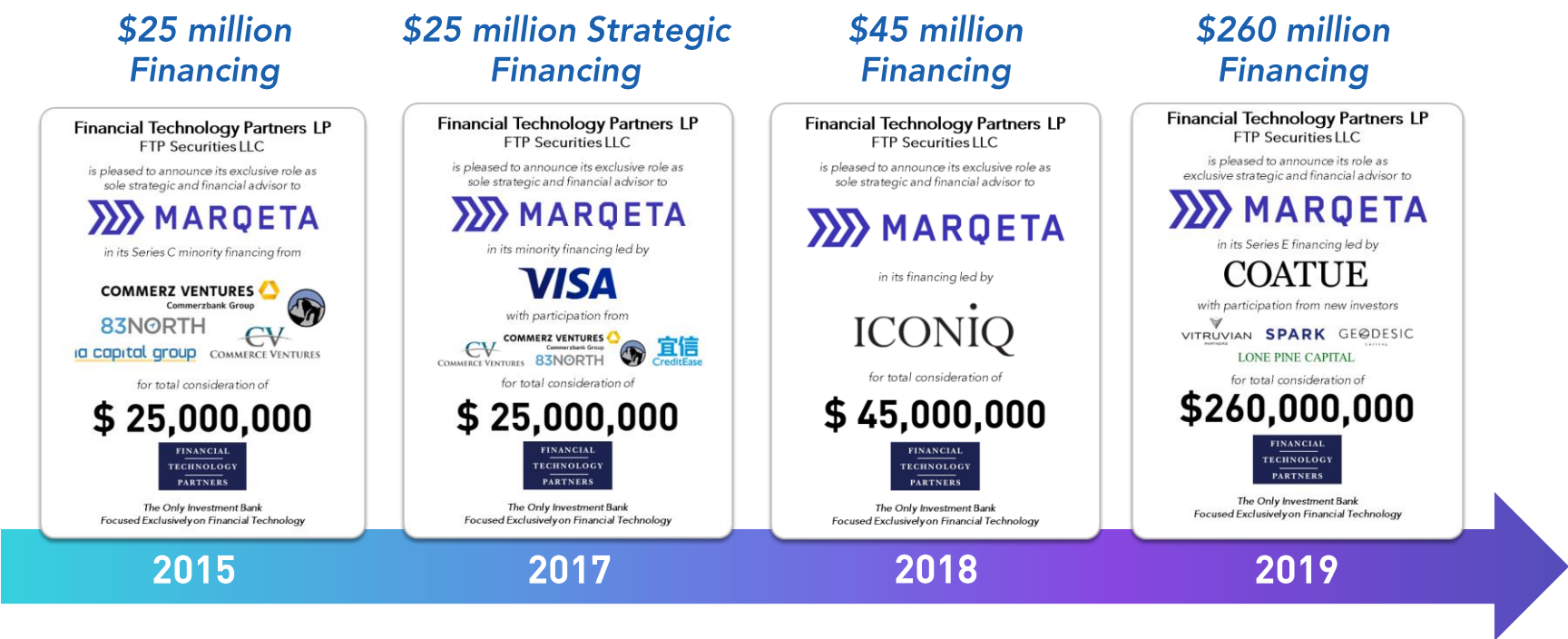
for total consideration of

\$260,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

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Focused Exclusively on Financial Technology*

FT Partners’ Long-Term Relationship with Marqeta Began in 2014



Since FT Partners began working with Marqeta in 2014, the Company’s valuation has grown more than 20x

FT Partners Advises Assurance on its \$3.5 billion Sale to Prudential Financial

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

Financial Technology Partners LP FTP Securities LLC

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



on its sale to



for total consideration of up to

\$3,500,000,000



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FT Partners Advises AvidXchange on its \$260 million Growth Financing

Overview of Transaction

- On January 17, 2020, AvidXchange announced it has raised \$260 million in a growth financing round led by one of the largest asset managers in the world, along with participation from existing investors
- The latest funding brings AvidXchange's total capital raised to over \$800 million
- AvidXchange is a best-in-class business-to-business payments company that is revolutionizing how companies pay their bills by automating the invoice and payment processes for middle market companies
 - The Company focuses on serving mid-market clients and spans multiple industries including Real Estate, Financial Services, Home Owners Associations (HOA), Healthcare Facilities / Social Services, and Construction

Significance of Transaction

- The new capital will fuel AvidXchange's continued growth and innovation, allowing the Company to invest in its solutions for both buyers and suppliers while reaching more customers in the middle market
- The transaction firmly positions the Company for its next phase of growth
 - AvidXchange recently launched AvidPay and AvidInvoice for long-term healthcare and social services, and completed its acquisition of BankTEL, which added over 1,700 bank customers to its financial services vertical
 - The Company also hired 175 new employees in 2019

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to AvidXchange
- FT Partners has been AvidXchange's advisor since 2009, working with the Company on multiple capital raises in excess of \$820 million, as well as a number of acquisitions
- Transaction underscores the long-term nature of many of FT Partners' relationships, as well as our deep expertise in advising leading Financial Management Solution providers

Financial Technology Partners LP FTP Securities LLC

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



on its growth financing led by

**One of the Largest Asset
Managers in the World**
(undisclosed)

for a total amount of

\$ 260,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

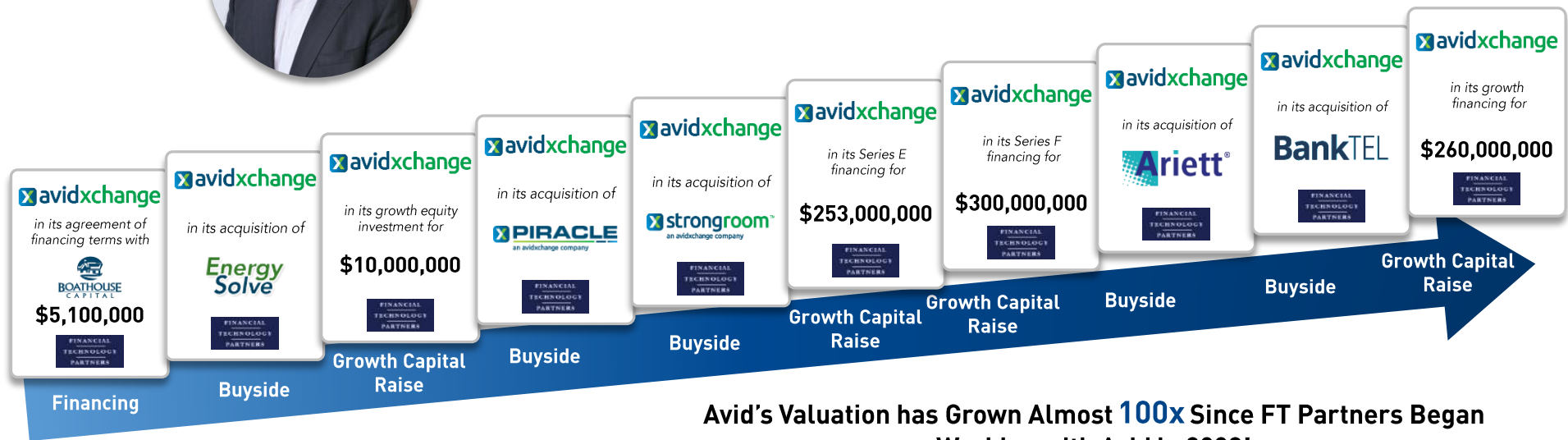
*The Only Investment Bank
Focused Exclusively on Financial Technology*

FT Partners’ Long-Term Relationship with AvidXchange

We hired FT Partners back in 2009, and our Board feels that hiring FT Partners was one of the most strategic decisions we could have made along this journey. They have been tremendous partners for us, and we are delighted with them on every level. I would highly recommend FT Partners to any CEO or Board of Directors looking for a world-class investment bank – as they are much more than just a banking partner – they are truly a strategic partner in helping us grow our business.”



Michael Praeger
Chief Executive Officer and Co-Founder, AvidXchange



Avid’s Valuation has Grown Almost **100x** Since FT Partners Began Working with Avid in 2009!

FT Partners Advises BlueVine on its Series F Financing

Overview of Transaction

- On November 19, 2019, BlueVine announced it has raised \$102.5 million in Series F financing, led by ION Crossover Partners
 - The round includes participation from new investors including MUFG Innovation Partners Co., Ltd, O.G. Tech - Eyal Ofer's VC, Vintage Investment Partners, ION Group, and existing investors including Lightspeed Venture Partners, Menlo Ventures, 83North, SVB Capital, Nationwide, Citi Ventures, M12 (Microsoft) and additional private investors
- Founded in 2013, BlueVine provides innovative banking solutions built for small businesses
- BlueVine offers a suite of products designed to meet the diverse financial needs of today's business owners including BlueVine Business Checking, Line of Credit, Term Loan, and Invoice Factoring up to \$5 million
- BlueVine has served over 20,000 small and medium-sized businesses and provided access to over \$2.5 billion in financing

Significance of Transaction

- BlueVine will use the funding to further build and scale its vision for BlueVine Business Banking, an end-to-end banking platform featuring a business checking account seamlessly integrated with BlueVine's technology-enabled suite of online financing products

FT Partners' Role

- FT Partners served as exclusive financial advisor to BlueVine and its board of directors on its \$102.5 million Series F financing
- This transaction highlights FT Partners' deep domain expertise in Banking Tech and Alternative Lending, as well as its successful track record generating highly favorable outcomes for high growth FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as
exclusive financial advisor to*



on its Series F financing led by



for total consideration of

\$102,500,000



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FT Partners Advises MoneyLion on its \$100 million Series C Financing

Overview of Transaction

- On July 23, 2019, MoneyLion announced it has raised \$100 million in Series C financing, which included strategic investments from Capital One and MetaBank in addition to participation from Edison Partners, Greenspring Associates and FinTech Collective
- MoneyLion is a mobile banking platform that allows members to conveniently borrow money, manage and aggregate finances, as well as invest in future goals through a proprietary digital advisor
- MoneyLion serves over 5 million members, and in 2018 the Company helped its members avoid over \$7 million in traditional banking fees, in addition to helping 70% of members improve their credit scores by 30 points

Significance of Transaction

- MoneyLion will use the latest round of financing to accelerate its customer growth in the U.S., and to expand its product offerings to include 0% APR daily cash advances, high-yield cash accounts and a stock trading platform
- With this latest round, MoneyLion has now raised a total of over \$200 million in equity financing

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to MoneyLion and its board of directors on its \$100 million in Series C financing
- FT Partners previously advised MoneyLion on its \$82 million Series B financing in 2018
- This transaction highlights FT Partners' deep domain expertise in the banking technology sector, and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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



*in its Series C financing with participation
from new strategic investors*



along with participation from



for total consideration of

\$100,000,000



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FT Partners Advises Deserve on its \$50 million Financing

Overview of Transaction

- On November 4, 2019, Deserve announced it has raised \$50 million in financing led by Goldman Sachs (NYSE: GS) with participation from existing backers Sallie Mae, Accel, Aspect Ventures, Pelion Venture Partners and Mission Holdings
- Deserve is a leading alternative credit card platform and Card-as-a-Service (CaaS) company that designs and powers customized credit card programs for top financial institutions, FinTech players, universities, and consumer brands to ultimately assist thin-credit file consumers in achieving financial independence
 - The proprietary platform enables customers to launch any type of credit card product, underwritten for their specific target audiences, utilizing non-traditional data points and advanced machine learning algorithms to determine credit eligibility

Significance of Transaction

- With the new funding, Deserve will focus on further developing its CaaS offering, hiring engineers and data scientists to build out the platform's infrastructure, tools, APIs and machine learning capabilities, as well as expanding its B2B sales and marketing division

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Deserve
- FT Partners previously advised Deserve on its [\\$17 million financing](#) led by Sallie Mae in 2018
- This transaction underscores FT Partners' deep Banking Tech domain expertise and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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



on its financing led by

**Goldman
Sachs**

for total consideration of

\$50,000,000

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TECHNOLOGY
PARTNERS

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FT Partners Advises GPS on its £44 million Minority Financing

Overview of Transaction

- On June 19, 2018, Global Processing Services (“GPS”) announced it has raised £44 million in funding led by Dunedin
 - This is the first external investment accepted by GPS
- Headquartered in Douglas, Isle of Man, with offices in London, UK, GPS is an award-winning proprietary API-based software platform powering leading next generation payments and banking innovators
- GPS is revolutionizing issuer processing by offering disruptive FinTech card programs and mobile first banks with high-speed, direct connectivity to networks and issuers while approving transactions and initiating payment / settlement instructions
 - GPS’ developer friendly platform provides market leading, customizable solutions for card programs requesting specific processing features for their customers
 - Strengths in flexibility, implementation and customer service enable GPS’ clients success with reliable processing and on demand support
- Dunedin is a UK private equity firm targeting buyouts and investments in market leading companies in the UK

Significance of Transaction

- With this latest minority investment, GPS plans to build a world class sales team, additional data centers and continue to fuel international expansion
- The deal is the UK’s 3rd largest FinTech financing so far in 2018

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to GPS and its Board of Directors
- This transaction underscores FT Partners’ deep Payments domain expertise and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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



in its minority financing by

Dunedin

for total consideration of

£ 44,000,000



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FT Partners Advises Credit Sesame on its Growth Financing

Overview of Transaction

- On October 25, 2017, Credit Sesame announced it has raised over \$42 million in equity and venture debt
 - The funding comes from existing and new investors including Menlo Ventures, Inventus Capital, Globespan Capital, IA Capital, SF Capital, among others, along with a strategic investor
- The \$42 million in funding is comprised of \$26.6 million in equity and \$15.5 million in venture debt, bringing the Company's total funding to over \$77 million
- Headquartered in Mountain View, CA, Credit Sesame was founded in 2011 and has provided credit and loan management tools to over 12 million members
 - The mobile and web solution provides consumers with tools to build a path to achieve financial wellness, including free access to their credit profile complete with their credit score, credit report grades, credit monitoring, interactive step-by-step tools and recommendations for better lending options

Significance of Transaction

- The funds will be used to accelerate the company's growth, hiring, and member acquisition, and to advance its analytics, robo-advisor and machine learning technologies
- A new strategic investor has also joined Credit Sesame's consortium of investors in this round and a separate strategic partnership may be announced in the near future that will allow millions more to benefit from Credit Sesame's services

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Credit Sesame in this transaction
- This transaction further demonstrates FT Partners' continued success advising both leading consumer FinTech brands as well as companies across the Credit / Lending Tech landscape

Financial Technology Partners LP FTP Securities LLC

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

credit sesame

on its growth financing with participation from



for total consideration of

\$ 42,000,000



*The Only Investment Bank
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Award-Winning Investment Banking Franchise Focused on Superior Client Results



2018 Top Investment Bank in FinTech



Institutional Investor
Annual Ranking

2018 Steve McLaughlin Ranked #1 for the Second Year in a Row on Institutional Investor's FinTech 40 List

2017 Ranked #1 on Institutional Investor's FinTech 40 List

2015 & 2016 Ranked Top 5 on Institutional Investor's FinTech 35 List

2006 – 2008 Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"



The Information

2016 Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor
Awards

2019 Technology Deal of the Year

2018 Corporate / Strategic Deal of the Year

2018 Cross Border Deal of the Year

2017 Investment Banker of the Year

2016 Investment Banking Firm of the Year

2016 Cross Border Deal of the Year

2015 Dealmaker of the Year

2015 Technology Deal of the Year

2014 Equity Financing Deal of the Year

2014 Professional Services Deal of the Year, \$100 mm+

2012 Dealmaker of the Year

2012 Professional Services Deal of the Year, \$100 mm+

2011 Boutique Investment Bank of the Year

2011 Deal of the Decade

2010 Upper Middle Market Deal of the Year, \$500 mm+

2010 IT Services Deal of the Year, Below \$500 mm

2010 Cross-Border Deal of the Year, Below \$500 mm

2007 Dealmaker of the Year – Steve McLaughlin

2007 Business to Business Services Deal of the Year

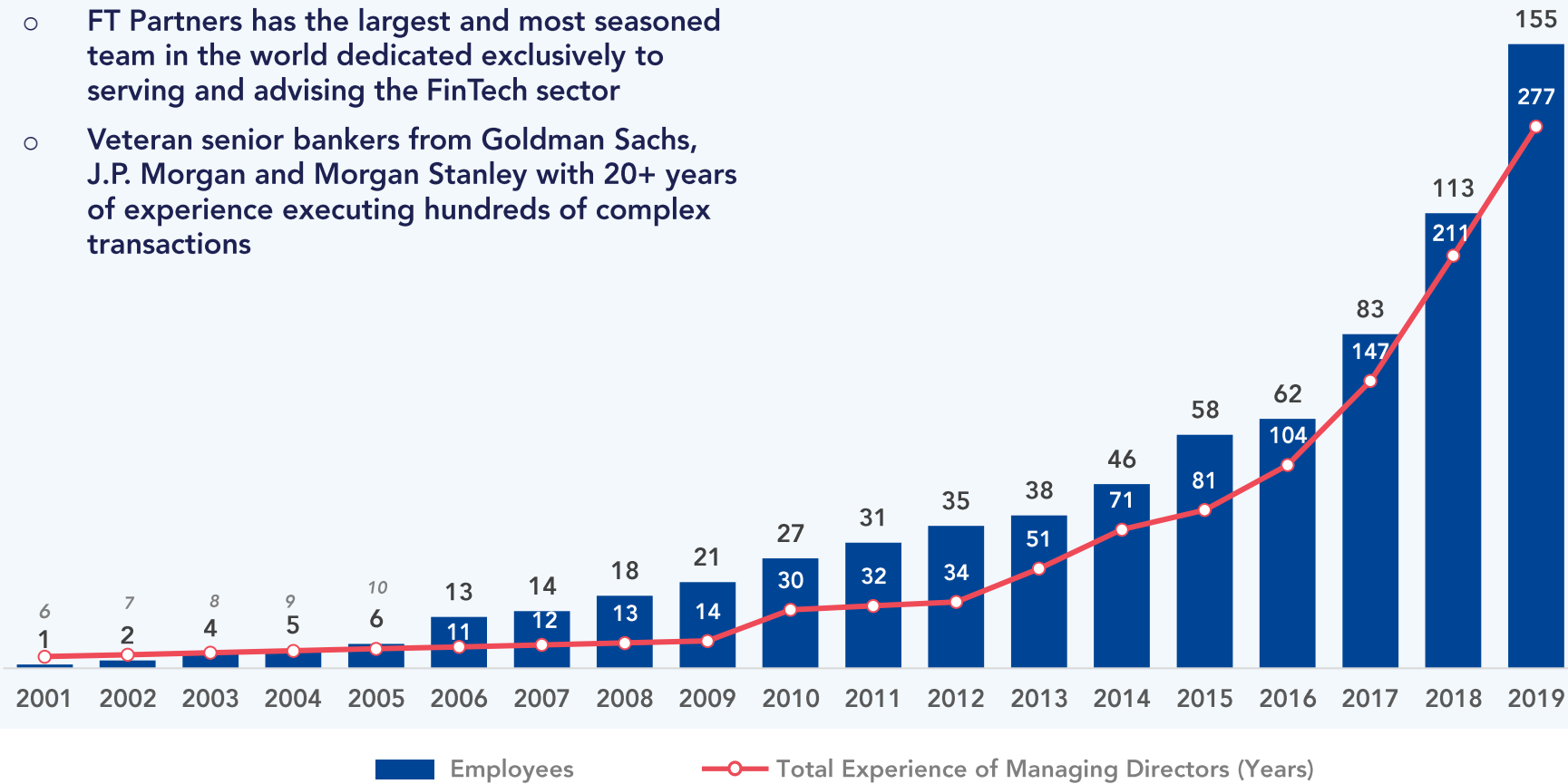
2007 Computer & Information Tech Deal of the Year, \$100 mm+

2007 Financial Services Deal of the Year, \$100 mm+

2004 Investment Bank of the Year

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



Average Experience of Managing Directors (Years)



The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin Founder, CEO and Managing Partner		<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 Managing Director	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 Managing Director	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 Managing Director		<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 Managing Director		<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 Managing Director	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 Managing Director	Deloitte.	<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	14
Amar Mehta Managing Director	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) 	16
Mike Nelson Managing Director		<ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey Kellogg M.B.A. 	20
Timm Schipporeit Managing Director		<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 Managing Director		<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 Managing Director		<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