

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 26, 2021



**Supernova Partners Acquisition Company
(NYSE: SPNV) Merges with Offerpad for an
Enterprise Value of Approximately \$2.4 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 19 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research



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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Transaction Overview

Transaction Summary

- On March 18, 2021, Offerpad, an “iBuyer” home selling and buying platform, announced it will become a publicly traded company through a merger with Supernova Partners Acquisition Company (NYSE: SPNV), a special purpose acquisition company (“SPAC”)
- The transaction reflects an implied pro-forma equity value of approximately \$3 billion, and will result in a pro-forma enterprise value for the combined Company of approximately \$2.4 billion
 - The transaction is expected to provide up to \$650 million in gross cash proceeds, including a fully committed PIPE of \$200 million, from investors such as BlackRock and Zimmer Partners, a \$50 million direct investment by affiliates of Supernova, as well as up to \$403 million of cash held in the trust account of Supernova
 - Existing Offerpad shareholders will roll 100% of their equity into the combined company and are expected to own approximately 75% of the combined company at closing
 - Upon completion of the transaction, and after payment of expected transaction expenses and paydown of certain of Offerpad's debt, Offerpad expects to add approximately \$600 million of cash to the balance sheet to fund operations and support new and existing growth initiatives
- The transaction is expected to close in the second quarter or early third quarter of 2021
- Upon closing, the combined entity will remain listed on the New York Stock Exchange under the ticker ‘OPAD’

Transaction Commentary

“I’ve been in real estate for decades and always knew there would be a better way to sell and buy homes. iBuying is coming into its moment, as consumers increasingly want to transact online. At Offerpad, we combine the technology that makes it possible, with local real estate experts that provide fantastic customer service to sellers and buyers—all of which allows us to turn over homes more efficiently than anyone else in the category. Our team’s combination of grit and real estate experience have helped us complete around 30,000 transactions and achieve nearly \$7 billion in gross transaction volume since inception, and we are now poised for fast growth as a public company.”



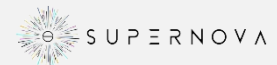
Brian Bair
Founder & CEO



“iBuying has barely scratched the surface of real estate, one of the biggest addressable markets in the world. In general, real estate continues to be mostly analog, in contrast to other industries like grocery, autos and pharmaceuticals, but consumers demand online solutions. As they bring more transactions online, we believe online real estate as a whole is poised to grow rapidly in the coming years and that Offerpad is incredibly well-positioned to grab a huge piece of this market.”



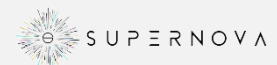
Spencer Rascoff
Co-Chair of Supernova
(Co-Founder and Former CEO of Zillow)



“Offerpad has a huge market opportunity, compelling unit economics and solves a large consumer need. We are impressed that the Offerpad team has built a large and efficient business with relatively little capital. As a public company, well-capitalized and positioned for growth, Offerpad will be entering its next chapter with great momentum.”



Alexander Klabin
Co-Chair
(Founder and CEO of Ancient)



Supernova Partners Acquisition Co. Merges with Offerpad

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Supernova Partners Acquisition Company, Inc. Sources and Uses

Sources and Uses

Sources	\$ mm	%
Cash Held in Trust ⁽¹⁾	\$403	14%
Issuance of Shares	2,250	76%
Supernova FPA	50	2%
Proceeds from PIPE	200	7%
Cash on Balance Sheet	51	2%
Total	\$2,953	100%

Uses	\$ mm	%
Offerpad Equityholder Stock Consideration	\$2,250	76%
Est. Transaction Fees & Expenses ⁽²⁾	60	2%
Cash to Balance Sheet	635	22%
Debt Paydown	8	<1%
Total	\$2,953	100%

Pro Forma Valuation

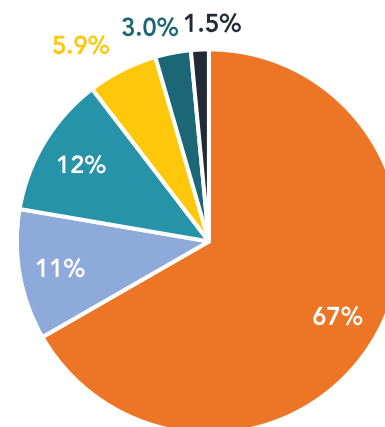
	Amount (\$ mm)
Share Price	\$10.00
PF shares outstanding (mm) ⁽³⁾	300
PF Equity Value	\$3,003
(Less) Cash	635
PF Enterprise Value	\$2,368

Transaction Multiples

TEV / 2022E Revenue	1.0x
TEV / 2023E Revenue	0.6x

Pro Forma Ownership ⁽⁴⁾

- Offerpad Equity Holders
- Equity Incentive Plan + ESPP ⁽⁵⁾
- Public Equity Holders
- PIPE Investors
- Supernova Sponsor
- FPA



Source: Investor Presentation

(1) Assumes no shareholder redemption

(2) Transaction expenses are estimates

(3) Total shares includes 225 million shares, 40 million SPNV public shares, 20 million shares from PIPE, 10 million SPNV founder shares and 5 million Supernova FPA shares. Assumes no shareholder redemption and does not include impact of dilution from warrants

(4) Shares subject to vesting are included in the ownership percentages presented

(5) No grants have been made under the incentive plan

Offerpad Overview

Company Overview



CEO: Brian Bair

Headquarters: Chandler, AZ

Founded: 2015

- Offerpad is a tech-enabled real estate company with an on-demand platform that is revolutionizing the industry
- The Company's platform offers an innovative end-to-end real estate experience for those looking to buy or sell a home and streamlines the process for consumers, making the process convenient and hassle-free
- Customers can get a cash offer on their home within 24 hours from Offerpad's experts
 - If customers want to list their home instead, Offerpad offers free "show-ready" home services such as cleaning and landscaping
- Offerpad currently operates in several markets across the United States, collectively reaching more than 900 cities with plans to continue its expansion

Selected Equity Financing History

Date	Size (\$ mm)	Selected Investor(s)
03/14/19	\$75	Undisclosed Investor(s)
05/16/18	50	LL Funds
01/25/17	30	LL Funds

Product & Services Overview



Request offer

Customers provide Offerpad with a few details about their home and requesting their free, no-obligation offer

Upload optional photos and videos

Customers decide if they want to upload photos or virtual home walk-throughs to help Offerpad understand what makes it special and provide them with a more competitive offer



Offerpad works fast

Within 24 hours, Offerpad's real estate experts will evaluate a customer's home and present their cash offer

Receive a cash offer

If Offerpad's cash offer works for a customer, they are able to enjoy the benefits of selling to Offerpad, including no showings, choice of flexible closing dates from 24-hours up to 90 days, 3- to 60-Day, extended stay options and a free local move



Buy a home

Benefits

- Up to \$1,000 towards closing costs
- Local experts to guide you through every step
- Dedicated Solutions Coordinator

Home Trade-in

Benefits

- Receive a cash offer within 24 hours
- Skip showings on your home
- Pick your own closing date

Key Investment Highlights



Large and growing TAM ripe for disruption
\$850 billion Offerpad "Buy Box" immediate opportunity



Offerpad is a leading iBuyer platform with a highly efficient business model
Proprietary tech platform + hybrid local market experts



Significant capital efficiency at similar revenue levels compared to Zillow and Opendoor



Attractive financial profile, growth, and unit economics
\$1.4 billion 2021E revenue, 55% revenue CAGR 2020E – 2023E



World-class management with deep industry expertise
Led by Brian Bair, Founder & CEO, supported by exceptional senior management team



Compelling valuation & ability to enhance value through partnership with Supernova
Deliver synergies through leveraging broad network and proven operational experience

Offerpad

Supernova Partners Acquisition Co. Merges with Offerpad

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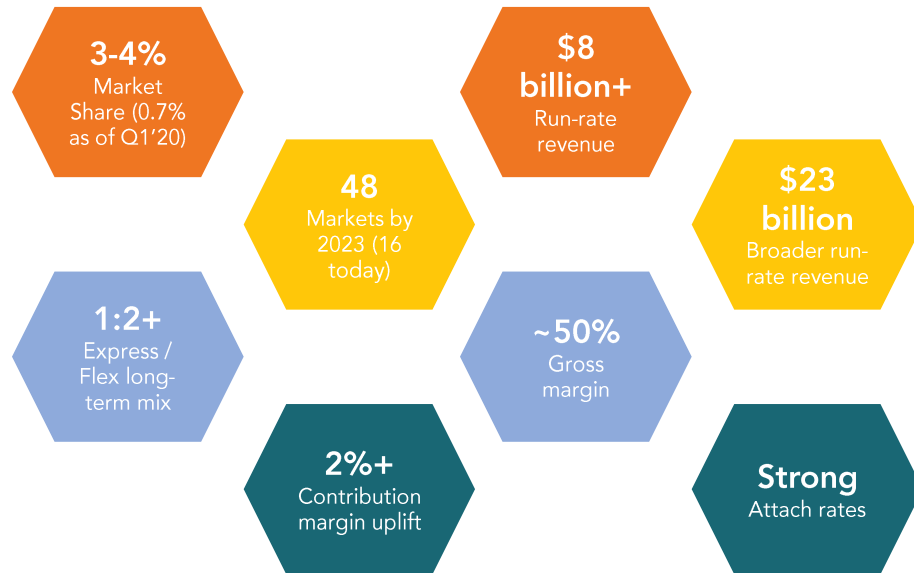
Growth Opportunity

A Increase Penetration

B Grow New Markets

C Flex Offering

D Ancillary Services



2021E

Future Opportunity

Markets

19⁽¹⁾

Each market adds ~\$0.5 billion in revenue⁽³⁾

48

Market-share

~1%

Each % share adds ~\$6 billion in revenue⁽⁴⁾

4%

Annual revenue / run rate revenue

\$1.4 bn⁽²⁾

16x

\$23 bn⁽⁵⁾

Contribution margin after interest

\$52 mm⁽²⁾

\$1.6 bn+

Source: Company Investor Presentation

(1) 14 as of EOY 2020

(2) Projected 2021 figures

(3) On average, reflects annual, run-rate revenue opportunity in 48 markets at 4% market share; based on 2019 median sales prices and number of transactions in markets

(4) On average, reflects annual, run-rate revenue based on all 48 markets with 2019 transaction data

(5) Reflects annual, run-rate revenue based on all 48 markets with 2019 transaction data

Supernova Partners Acquisition Co. Merges with Offerpad

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Offerpad Management Team

Brian Bair
Founder & CEO



Mike Burnett
Chief Financial Officer



Steve Johnson
Chief Operating Officer



Ben Aronovitch
Chief Legal Officer



Vaughn Bair
Chief Real Estate Officer



Casey Bair
Chief Acquisition Officer



Darrin Shamo
Chief Marketing Officer



Gint Grabauskas
Chief Technology Officer



Heather Bailly
Chief HR Officer



Dan Mayes
Chief of Tactical Real Estate Operations



Jaidip Singh
Chief Data & Analytics Officer



David Connelly
Chief Growth Officer



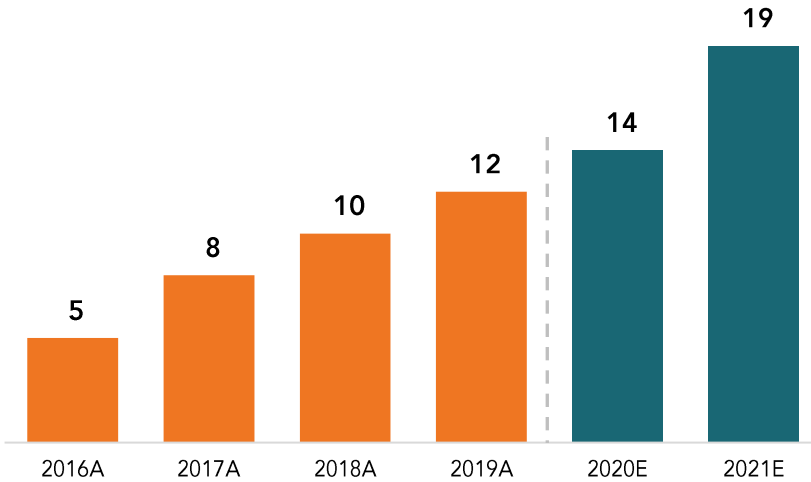
Supernova Partners Acquisition Co. Merges with Offerpad

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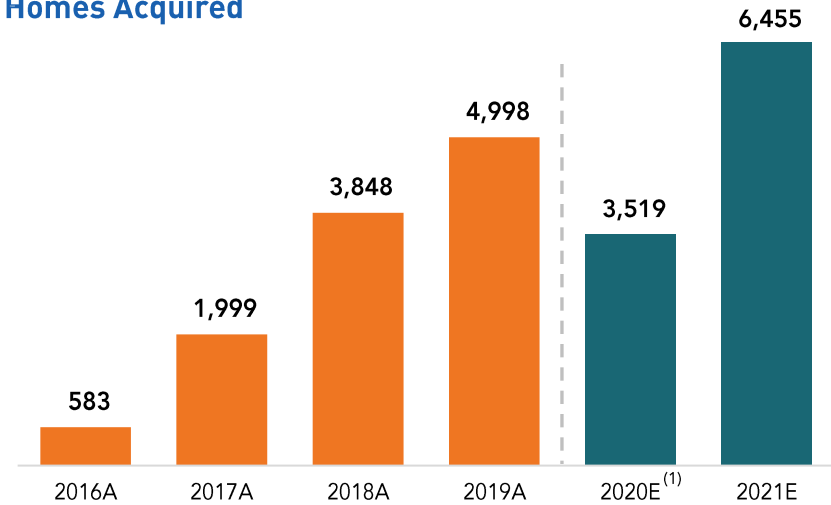


Key Metrics

Total Markets at Year End



Homes Acquired



\$1.6 trillion

Market
Opportunity

93%

Customer
Satisfaction Rating

72

Net Promoter
Score

~\$7 billion

Transactions to
date ⁽²⁾

14k+

Completed
Renovations since
Inception

900+

Cities and Towns

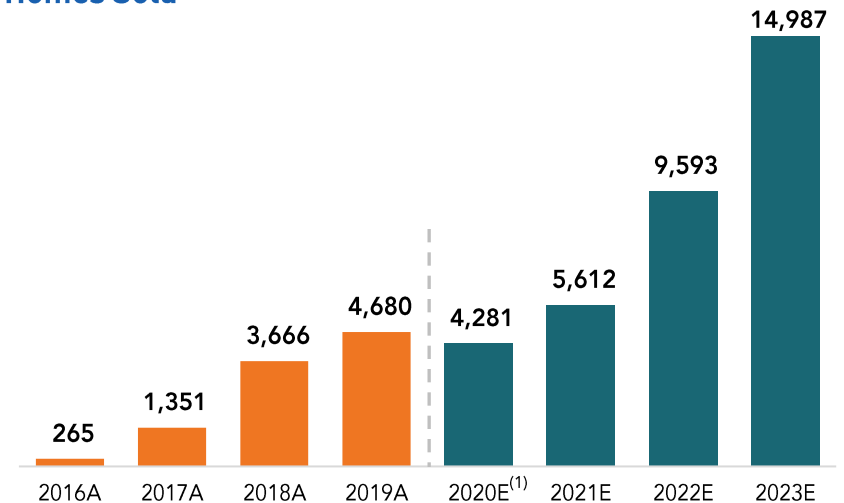
16

Markets (as of
Mar. 2021)

9 out of 10

Recommend to a
Friend

Homes Sold



Source: Investor Presentation

1) Negatively impacted growth due to COVID-19 pandemic

2) Homes acquired and homes sold

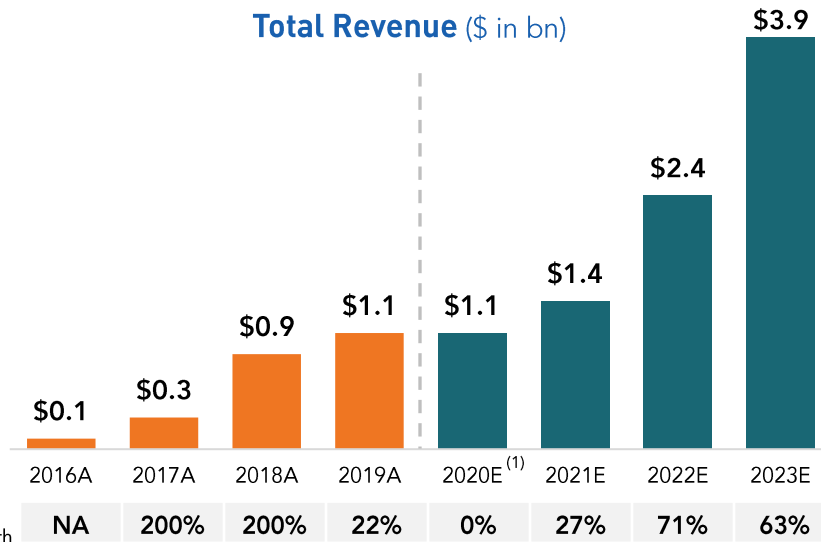
Supernova Partners Acquisition Co. Merges with Offerpad

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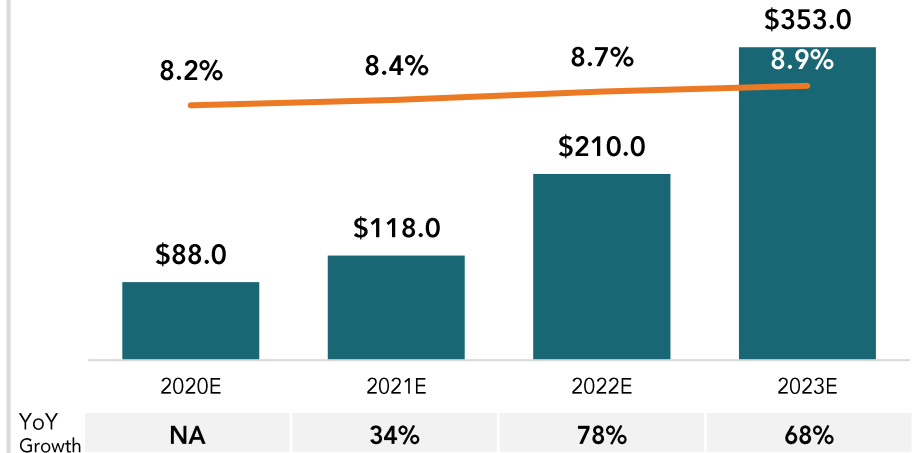


Key Financial Information

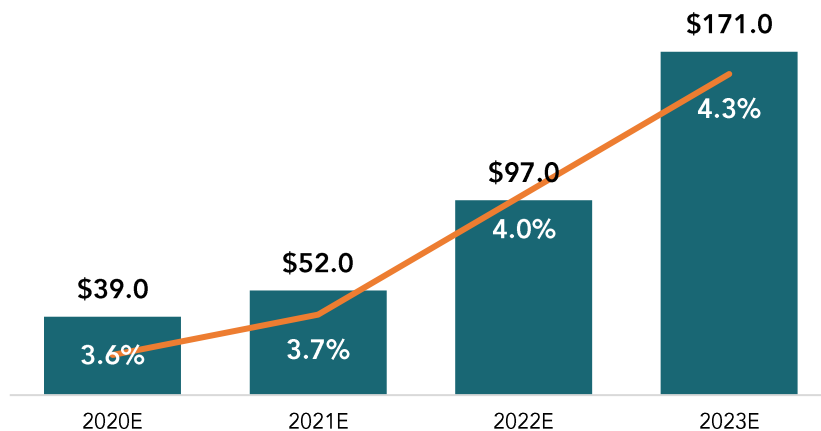
Total Revenue (\$ in bn)



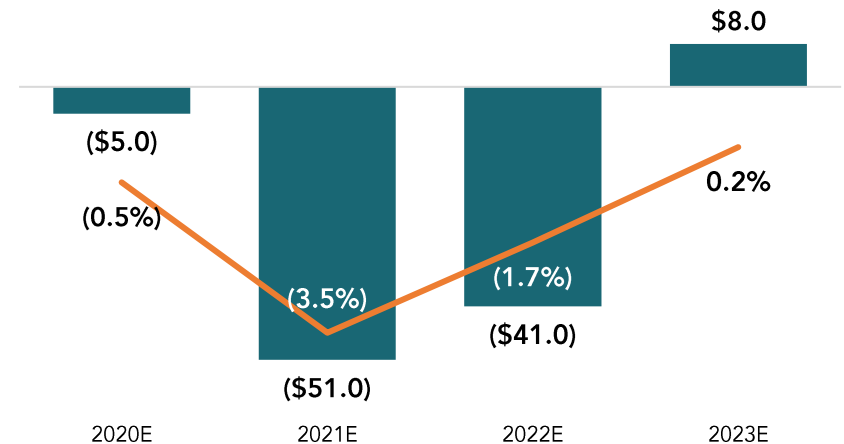
Gross Profit (\$ in mm) / % Margin



Contribution Margin After Interest (\$ in mm) / % Margin



Adjusted EBITDA (\$ in mm) / % Margin



Supernova Partners Acquisition Co. Merges with Offerpad

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FinTech SPAC Transaction Activity Tracker

In the last year there has been a surge of SPAC transaction activity in the FinTech sector, or mergers between FinTech companies and Special Purpose Acquisition Companies ("SPACs"). These transactions allow the target FinTech companies to go public through a reverse merger structure.

Announce Date	Target Company	SPAC	Announced Deal Value	Deal Status	Exchange / Ticker	FinTech Sector	Target Country	Research Profile
03/18/21	Offerpad	SUPERNOVA	\$2,368 mm	Announced	NYSE: OPAD	Real Estate Tech	USA	
03/16/21	eToro	FINTECH ACQUISITION CORP. V	10,400	Announced	--	Wealth & Cap. Markets Tech	UK	
03/05/21	Cipher MINING	Good Works Acquisition Corp.	2,000	Announced	Nasdaq: CIFR	Blockchain / Crypto	USA	
03/04/21	hippo	Reinvent TECHNOLOGY PARTNERS	5,057	Announced	--	InsurTech	USA	VIEW
03/02/21	states title	CAPITOL INVESTMENT V	3,000	Announced	NYSE: DOMA	InsurTech / Real Est. Tech	USA	VIEW
03/01/21	QOMPLX: Reimagining Complexity	TAILWIND	1,400	Announced	"QPLX"	Fin. Mgmt. Solutions	USA	
02/22/21	LoanMe	NextPoint Acquisition Corp.	102	Announced	--	Banking / Lending Tech	USA	
02/22/21	LIBERTY TAX	NextPoint Acquisition Corp.	252	Announced	--	Banking / Lending Tech	USA	
02/22/21	APEX Clearing [™] a PEAK6 company	northern star Northern Star Investment Corp. II	4,700	Announced	NYSE: APX	Wealth & Cap. Markets Tech	USA	VIEW
02/12/21	MoneyLion	Fusion Acquisition Corp.	2,900	Announced	--	Banking / Lending Tech	USA	VIEW
02/10/21	OppFi	FUNDAMENTAL GLOBAL FG NEW AMERICA ACQUISITION CORP	909	Announced	NYSE: OPFI	Banking / Lending Tech	USA	VIEW
02/03/21	Paveoneer	FTAC Olympus Acquisition Corp.	3,796	Announced	--	Payments	USA	VIEW
02/03/21	CCC	DRAGONAIR GROWTH OPPORTUNITIES CORP.	7,000	Announced	--	InsurTech	USA	
01/25/21	Sunlight Financial	Spartan Acquisition Corp. II	1,267	Announced	--	Banking / Lending Tech	USA	VIEW
01/25/21	alight	FOLEY TRASIMENE ACQUISITION CORP.	7,300	Announced	--	Healthcare FinTech	USA	VIEW
01/11/21	bakkt	VPC Impact Acquisition Holdings	2,100	Announced	--	Wealth & Cap. Markets Tech	USA	VIEW
01/07/21	SoFi	IPO 2.0 SOCIAL CAPITAL HEDOSOPHIA HOLDINGS V	8,650	Announced	--	Banking / Lending Tech	USA	VIEW

of FinTech SPAC Transactions

2021 YTD: 17

2020: 15

2019: 2

2018: 1

2017: 3

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FT PARTNERS RESEARCH

Selected FT Partners Research – *Click to View*

June 23, 2020

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

Finicity

on its sale to

mastercard

The Only Investment Bank
Focused Exclusively
on FinTech

for a total consideration of up to
~\$1,000,000,000

San Francisco • New York • London

Finicity's \$1 billion Sale to
Mastercard

December 20, 2020

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

acima

on its sale to

RAC

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on FinTech

for total consideration of
\$1,650,000,000

San Francisco • New York • London

Acima's \$1.65 billion Sale to
Rent-A-Center

February 12, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

MoneyLion

on its merger with

Fusion
Acquisition Corp.

(NYSE: FUSE)

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on FinTech

post-transaction equity value
\$2,900,000,000

San Francisco • New York • London

MoneyLion's \$2.9 billion Merger
with Fusion Acquisition Corp.

December 23, 2020

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

Porch

on its merger with

PROPTech
ACQUISITION
(NASDAQ: PTAC)

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on FinTech

for a post-transaction
equity value of
\$1,079,000,000

San Francisco • New York • London

Porch's \$1.1 billion Merger
with PropTech Acquisition

FT PARTNERS FINTECH INDUSTRY RESEARCH

January 14, 2021

affirm

Affirm Raises \$1.2 billion
in its IPO (NASDAQ:AFRM)

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San Francisco • New York • London

Affirm Raises \$1.2 billion in
its IPO

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March 24, 2021

blend

Blend Acquires Title365 for \$500 million

TITLE365

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San Francisco • New York • London

Blend Acquires Title365 for
\$500 million

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 11, 2021

CAPITOL
INVESTMENT V

Capitol Investment Corp. V (NYSE: CAP) Merges
with Doma (fka States Title) for an Enterprise
Value of approximately \$3 billion

doma

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San Francisco • New York • London

Doma Merges with Capitol
Investment Corp. V

FT PARTNERS FINTECH INDUSTRY RESEARCH

December 17, 2020

Upstart

Upstart Completes its IPO Raising
\$240 million
(NASDAQ: UPST)

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San Francisco • New York • London

Upstart Raises \$240 million in
its IPO

[VIEW MORE FT PARTNERS RESEARCH](#)

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FT PARTNERS RESEARCH

Leading Advisor in Selling FinTech Companies to SPACs

Financial Technology Partners LP FTP Securities LLC

is pleased to announce its role as financial advisor to



MoneyLion

on its merger with



Fusion
Acquisition Corp.

(NYSE: FUSE)

post-transaction equity value

\$2,900,000,000



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Financial Technology Partners LP FTP Securities LLC

is pleased to announce its role as exclusive financial and capital markets advisor to



on its merger with



(NASDAQ: FTOCU)

post-transaction equity value

\$3,796,000,000



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



on its merger with

Nebula Acquisition Corporation
(NASDAQ: NEBU)

sponsored by



TRUE WIND

for total consideration of up to approximately

\$1,700,000,000



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Financial Technology Partners LP FTP Securities LLC

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



on its merger with



PROPTech
ACQUISITION

(NASDAQ: PTAC)

for a post-transaction equity value

\$1,079,000,000⁽¹⁾



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Financial Technology Partners LP FTP Securities LLC

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



in its merger with

Thunder Bridge Acquisition
(NASDAQ: TBRG)

for a total implied enterprise value of

\$665,000,000



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Financial Technology Partners LP FTP Securities LLC

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



in its sale to

FinTech Acquisition Corp
(NASDAQ: FNTC)

for total consideration of

\$ 438,000,000



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Track Record of Success Across the Real Estate Tech Space

Underwriting Automation

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LENNAR®

in its sale of

NORTH AMERICAN TITLE COMPANY & NATIC®
Like Clockwork®

to

states title

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Real Estate Invoicing & Payments

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FTP Securities LLC

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

Davidxchange

in its Series E minority investment from

mastercard

TEMASEK

THIEL

for total consideration of

\$ 300,000,000

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Digital Mortgage Origination

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to

better.com

on its Series C financing from new investors

ACTIVANT CAPITAL **中国平安 PING AN** **HOOPP**

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

with participation from existing investors

for total consideration of

\$160,000,000

FINANCIAL TECHNOLOGY PARTNERS

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← Loan Origination Software →

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to

optimalblue

to

BLACK KNIGHT®

for total consideration of

\$1,800,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to

optimalblue

in its sale to

GTCR

for total consideration of

\$220,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as Capital Markets & IPO Advisor to

EllieMae®

in its

\$45,000,000

Initial Public Offering

valuing the equity at approximately

\$ 146,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Home Improvement Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as IPO Advisor to

GreenSky™

in its

\$1,010,000,000

Initial Public Offering

for a total enterprise value of

\$4,500,000,000

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Property Insurance Solutions

Financial Technology Partners LP
FTP Securities LLC

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enservio

in its sale to

Solera

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SaaS-based Real Estate Loan Origination

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

for total consideration of

\$ 130,000,000

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Listing Management Solutions

Financial Technology Partners LP
FTP Securities LLC

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

homestore

in the sale of its

wyldfire

eNeighborhoods™

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Real Estate Payments

Financial Technology Partners LP
FTP Securities LLC

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

YAPSTONE™
POWERING PAYMENTS

in its Series C financing led by

Premji Invest

for total consideration of approximately

\$ 71,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Online Home Services Platform

Financial Technology Partners LP
FTP Securities LLC

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

Porch

on its merger with

PROPTech ACQUISITION
(NASDAQ: PTAC)

for a post-transaction equity value

\$1,079,000,000

FINANCIAL TECHNOLOGY PARTNERS

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FT Partners Advises Porch on its Merger with PropTech Acquisition Corporation

Overview of Transaction

- On July 31, 2020, PropTech Acquisition Corporation ("PropTech"), a special purpose acquisition company ("SPAC") announced a definitive merger agreement with Porch.com, Inc. ("Porch")
- The business combination was completed on December 23, 2020, PropTech changed its name to Porch, and its common stock is scheduled to begin trading on the Nasdaq Stock Market under the ticker symbol "PRCH" on December 24, 2020
 - The deal represents a post-transaction equity value of \$1.079 billion
 - Transaction includes a \$150 million fully committed common stock private investment at \$10 per share led by Wellington Management Company, LLP
- Porch is a unique home services platform that provides leading ERP and CRM software to 11,000 inspection, moving and adjacent home services companies, gaining access to a proprietary and recurring sales funnel which captures a majority of homebuyers in the U.S. annually

Significance of Transaction

- While creating significant liquidity for existing shareholders, Porch's Management team will continue to lead the merged Company as over 92% of their existing equity is expected to be rolled as part of the transaction
- The net proceeds raised from the transaction will be used to support Porch's working capital, pay down debt and fund expansion through acquisitions

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Porch
- Builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients [Open Lending](#), [CardConnect](#) and [REPAY](#)

Financial Technology Partners LP FTP Securities LLC

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



on its merger with



(NASDAQ: PTAC)

for a post-transaction equity value

\$1,079,000,000⁽¹⁾

FINANCIAL
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(1) Post transaction equity value is based on PTAC's closing stock price as of December 23, 2020 of \$14.81 and total shares of 72.8mm, which include Porch's equity rollover of 36.3mm shares, PTAC public shares of 17.2mm, PTAC Sponsor shares of 4.3mm, and PIPE shares of 15mm. Total shares of 72.8mm used in the calculation of equity value excludes unvested restricted shares, options and RSUs, management incentive plan, and 6.15 million restricted shares issued at the closing of the transaction that are subject to forfeiture should the company not meet certain stock trading price hurdles (one-third during the three-year post-closing period at each of \$18.00, \$20.00 and \$22.00 per share).

FT Partners Advises Better.com on its \$160 million Series C Financing

Overview of Transaction

- On August 19, 2019, Better.com announced it has closed its Series C financing round for a total of \$160 million
 - The round included new investors Activant Capital, Ping An Global Voyager Fund, Ally Financial, Citi, AGNC, American Express Ventures and Healthcare of Ontario Pension Plan, as well as existing investors Goldman Sachs, Pine Brook and Kleiner Perkins
 - Better.com initially closed its Series C round in January 2019 for a total of \$70 million, but expanded the round due to high demand
 - The Company has now raised \$254 million in total financing
- Better.com is one of the fastest growing homeownership platforms in the U.S. and has funded more than \$4 billion in loans since its founding in 2016
 - The Company has reconstructed the process of buying and financing a home, step-by-step, using technology and automation to create the most efficient, cost-effective and user-friendly experience in the market
 - Better.com has grown 3x year-over-year (vs. -15% for the industry) and is currently funding \$375 million in mortgages a month, which puts the Company on track to lend over \$4 billion in 2019 alone

Significance of Transaction

- With strong investor demand including from high profile strategics, this financing round positions Better.com as a market leader in streamlining and digitizing the home loan process
- The additional capital will enable Better.com to enhance its offerings, grow its strategic partnerships, as well as expand its team by hiring an additional 400 people in sales and technology by the end of 2019

FT Partners' Role

- FT Partners served as strategic and financial advisor to Better.com
- This transaction highlights FT Partners' deep domain expertise in the Alt Lending / Real Estate Tech space as well as our successful track record generating highly favorable outcomes for leading FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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



on its Series C financing from new investors



VENTURES



along with participation from existing investors

for total consideration of

\$160,000,000

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FT Partners Advises JetClosing on its \$9 million Financing

Overview of Transaction

- On July 30, 2020, JetClosing announced the close of its \$9 million Series B funding round led by funds and accounts advised by T. Rowe Price, with additional investments from Pioneer Square Labs and Trilogy Equity, bringing its fundraising total to \$35 million
- JetClosing is a leading digital title and escrow company for real estate transactions that provides unprecedented transparency, security, and efficiency throughout the home closing process via its innovative, centralized platform
- With a presence in Arizona, Colorado, Florida, Nevada, Pennsylvania, Texas, and Washington, JetClosing's team of veteran title professionals and technology leaders is expanding nationwide to provide digital title and escrow services to buyers, sellers, agents, lenders and borrowers
- JetClosing utilizes fully encrypted workflows for secure document transfers, wire transactions, remote online notarizations (RON), and e-signatures – user information is further guarded using multi-factor authentication, which introduces safe, transparent, and remote digital home closings and refinancings for the first time

Significance of Transaction

- The investment will fuel continued expansion for the cloud-based digital title company, streamlining historically manual, in-person processes that have lacked transparency and efficiency for home buyers, sellers, agents, and borrowers

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to JetClosing
- This transaction highlights FT Partners' deep domain expertise and transactional experience across the Real Estate Tech & InsurTech sectors

Financial Technology Partners LP FTP Securities LLC

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



on its Series B financing led by

T.RowePrice®

for a total amount of

\$9,000,000

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FT Partners Advises Optimal Blue on its Sale

Overview of Transaction

- Optimal Blue has agreed to sell to GTCR, a leading private equity firm
- Backed by Serent Capital, Optimal Blue is one of the largest SaaS providers of enterprise services to mortgage originators & investors
- The Company created the first cloud-based Product & Pricing Engine (“PPE”) and is now the largest independent provider of pricing solutions in the mortgage ecosystem
- GTCR has committed up to \$350 million of equity capital to the investment to pursue growth initiatives at Optimal Blue as well as complementary acquisitions to provide information and other digital services to the \$14 trillion mortgage marketplace

Significance of Transaction

- Represents one of the largest Mortgage Technology M&A transactions in recent times
- Represents a highly favorable outcome to Optimal Blue management and Serent Capital, its private equity backer

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Optimal Blue and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help bring in a knowledgeable partner with deep domain expertise in financial services
- Transaction demonstrates FT Partners’ continued success advising top-tier financial technology companies

Financial Technology Partners LP FTP Securities LLC

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



in its sale to

GTCR



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FT Partners’ Recent Awards and Recognition

Bloomberg

Bloomberg

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



M&A Advisor Awards

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



LendIt FinTech Industry Awards 2018:

- FT Partners wins Top Investment Bank in FinTech

Institutional Investor



The FinTech Finance 40:

- Steve McLaughlin ranked #1 in 2017 and 2018

The Information

A small chart titled "Silicon Valley's Most Popular Dealmakers" showing a list of names and their titles. Steve McLaughlin is listed as the Managing Director of FT Partners.

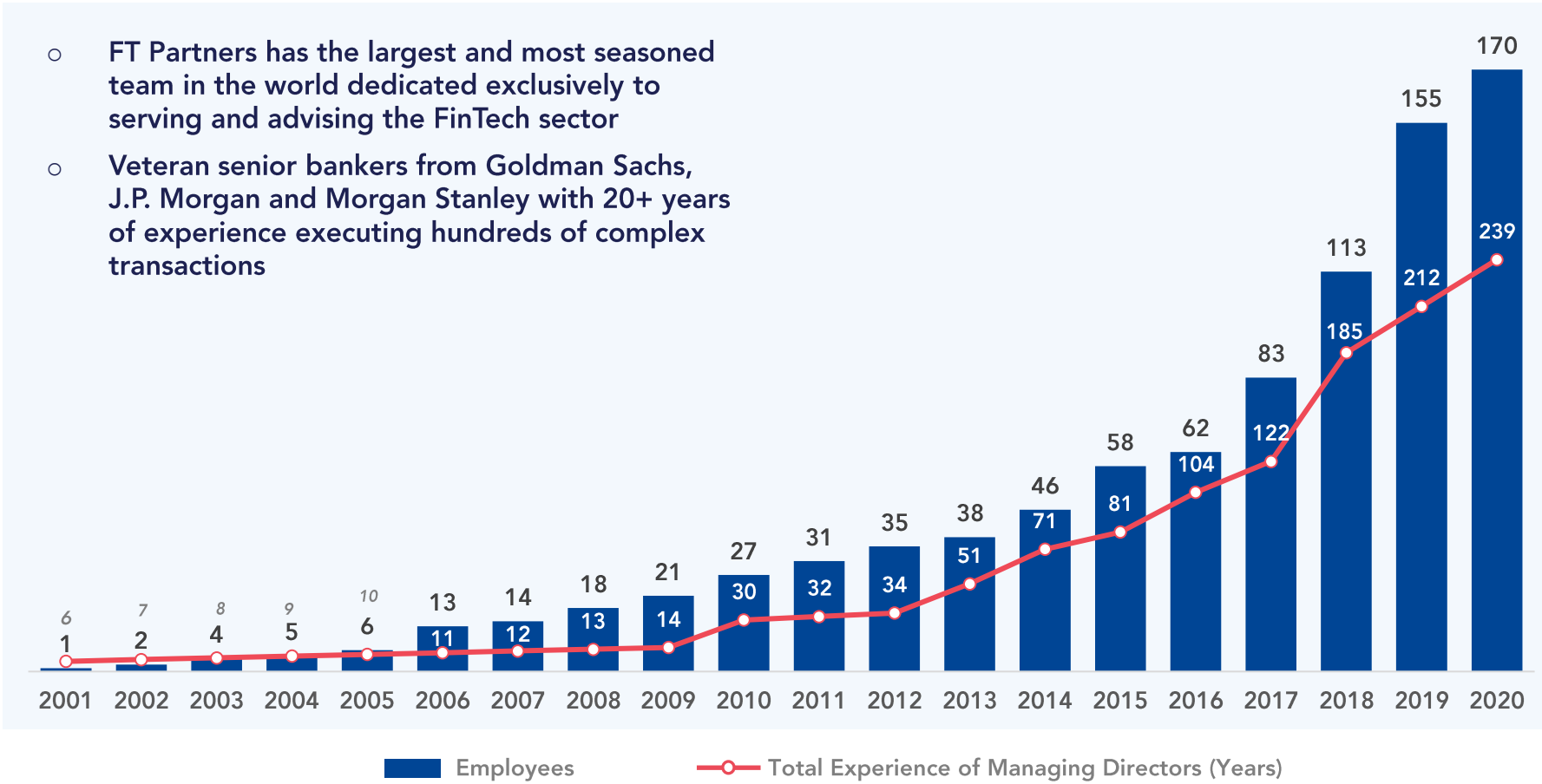
Silicon Valley's Most Popular Dealmakers		
Name	Title	Company
Steve McLaughlin	Managing Director	FT Partners
Markus Heide	Managing Director	FT Partners
Paul Rosen	Managing Director	FT Partners
Quincy Smith	Partner	Goldman Sachs

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

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

The Largest FinTech Advisory Practice in the World

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



Average Experience of Managing Directors (Years)

6	7	8	9	10	11	12	13	14	15	16	17	17	18	16	17	17	19	19	20
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