

November 14, 2018

Featuring:

Exclusive CEO Interview

Assaf Wand - Hippo

FT PARTNERS TRANSACTION ANNOUNCEMENT

**FINANCIAL
TECHNOLOGY
PARTNERS**

**The Only Investment Bank
Focused Exclusively
on FinTech**

San Francisco • New York • London

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

LENNAR®

in its minority investment in



**with participation from
new and existing investors**

for total consideration of

\$70,000,000

FT Partners Advises Lennar on its Investment in Hippo

FT PARTNERS ADVISES

Lennar Co-Leads \$70 million Minority Investment in Hippo

LENNAR®

Overview of Transaction

- On November 14, 2018, Lennar Corporation (“Lennar”) announced it has co-led a \$70 million minority investment in Hippo with Felicis Ventures, along with participation from all major existing shareholders
 - The investment brings the total amount of funding raised by Hippo to \$109 million
- Lennar Corporation (NYSE:LEN) is the largest homebuilder in the United States
- Headquartered in Mountain View, CA, Hippo is a leading property and casualty InsurTech start-up, offering homeowners insurance as well as a number of more specialized products
- Hippo has helped cut premium costs for its customers by up to 25%, seen policy sales grow by 30% month over month, and now covers more than \$25 billion in total property value
 - Hippo is accessible to more than 50% of the US homeowner population, and that number is expected to increase to over 60% by the end of 2018

Significance of Transaction

- With the new funding, Hippo will accelerate growth while continuing to deliver a modernized home insurance product that includes world-class customer experience on a national scale
- The transaction also offers a clear path for Lennar to continue to streamline the home buying experience for its customers

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Lennar
- This transaction underscores FT Partners' deep FinTech expertise and its continued success in providing buy side advisory to top-tier strategic investors

Financial Technology Partners LP FTP Securities LLC

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exclusive strategic and financial advisor to*

LENNAR®

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Hippo Overview

Company Overview



Co-Founder & CEO: Assaf Wand

Headquarters: Mountain View, CA

Founded: 2015

- Hippo is a managing general agent that provides home insurance products and services in the United States
- The Company provides a modern, online platform that enables homeowners to quickly obtain customized home insurance coverage and is now offering a complimentary smart home starter kit to all new customers
- Hippo’s policies are backed by Spinnaker Insurance Company, TOPA Insurance Company, and Munich Re

Selected Financing History

Date	Size (\$ mm)	Selected Investor(s)
11/14/18	\$70	Lennar Corporation; Felicis Ventures; Fifth Wall Ventures; Horizons Ventures; Comcast Ventures; GGV Capital; RPM Ventures; Abstract Ventures; Aquiline Technology Growth; Munich Re Ventures; Pipeline VC; Zeev Ventures
01/22/18	25	Comcast Ventures; Fifth Wall Ventures; Undisclosed Investors
12/14/16	14	Horizons Ventures; RPM Ventures; Propel Venture Partners; GGV Capital; Pipeline VC; Undisclosed Investors

Products & Services Overview

In addition to traditional property & liability coverage, Hippo offers coverage for:

- Home Office
 - Appliances & Major Systems
 - Home Rebuilding
 - Domestic Workers
- Water Backup
 - Service Line
 - Ordinance or Law
 - Modern Sensors
 - Replacement Costs



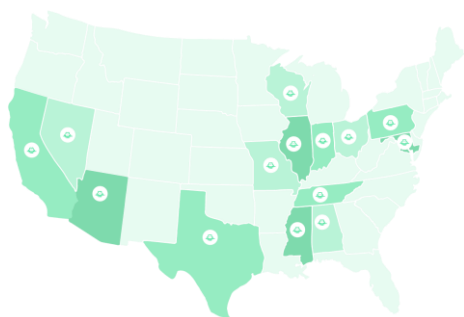
Hippo’s automated process and modern coverage shave **25% off** monthly premiums

Hippo also provides policyholders with **complimentary smart home technology** to proactively prevent home damage



Customers often get a quote in less than **60 seconds** and complete purchase in just a few more steps

Geographic Presence



Hippo is officially licensed and operating in **CA, NV, AZ, TX, WI, MO, IL, IN, OH, PA, MD, TN, MS, & AL**

FT Partners Advises Lennar on its Investment in Hippo

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Lennar Overview

Company Overview

LENNAR®

Executive Chairman: Stuart Miller

CEO: Rick Beckwitt

Headquarters: Miami, FL

Founded: 1954

- Lennar (NYSE: LEN) is the largest homebuilder in the United States. The Company delivered 44,600 new homes in 2017 across 21 states, including homes built by CalAtlantic, which Lennar acquired in February, 2018
- Lennar is also one of the largest apartment developers in the US
- In addition to the home itself, Lennar Financial Services offers a multitude of products to simplify the entire homeownership experience, including:
 - Mortgage Financing
 - Title Insurance
 - Closing Services

Management



Stuart Miller
Executive Chairman



Rick Beckwitt
CEO



Jon Jaffe
COO







Eric Feder
Senior Executive

Selected Lennar Brands



Selected Recent Investments

Date	Company	Total Round Amt. (\$ in mm)
11/14/2018	 Hippo	\$70
07/31/18	 BLUE PRINT POWER	3.5
06/13/2018	 Opendoor	325
04/12/2018	 Notarize	20



Assaf Wand

Co-Founder & Chief
Executive Officer

What is your background and what motivated you to start Hippo?

Firstly, I come from an insurance family. My dad was in insurance as a broker and manager all his life. Secondly, when I was working at McKinsey & Company in NYC as a consultant I worked on several insurance projects and always found the industry very interesting and ripe for change. Ultimately, I've had my eye on opportunities in the industry for more than 10 years.

Each year I evaluated three key industry competencies to see if it was the right time to dive in, including:

1. Availability of scalable technology to develop a full insurance technology stack. This is basically the ability to build your own policy management system, data system, claim system, etc. without dependency on third parties
2. Access to outside data, particularly for newcomers, in an easily obtainable format
3. Consumer willingness to buy insurance online

In 2015, as all of these elements lined up and I met my Co-founder, Eyal Navon - I knew it was the perfect time to define an insurance offering. Since this wasn't my first venture, I was particularly excited about the chance to work on a significant problem within a big market (home insurance is a \$100 billion market).

I'm still excited daily by our ability to build something from the ground up, which will help to change the way insurance products are obtained and work.

Interview with Hippo (cont.)



Exclusive CEO Interview – Assaf Wand

What does Hippo do and who is your target market?

Hippo developed the first modern home insurance product in the U.S., which supports and covers your current lifestyle and home. By updating home insurance coverage and the sales process, Hippo provides clients with savings of up to 25%, enhanced coverage on items that customers care about and unparalleled customer service.

We are focused on all the touch points with our customers which starts by giving them the best onboarding experience and efficient binding upfront (in as little as four minutes).

Our customers also benefit from our ongoing efforts to support overall home health – with welcome and anniversary gifts including IoT devices aimed at water leak detection and emergency kits.

During the claims phase we offer all our clients a dedicated claims concierge as a single point of contact to escort them through the entire claims process, with an empathetic and efficient hand.

Hippo's condo and home insurance products are an ideal fit for both current homeowners and new home buyers. Our market is specific to our geographic footprint, which is steadily growing with monthly new market launches. We're on track to offer coverage to more than half of U.S. homeowners by the end of the year, which gives us a lot of new opportunities in the coming months.

How is Hippo differentiated from other insurers, both incumbents and recent startups?

Hippo stands out as a true blend of insurance and technology. Startups tend to focus on technology, while incumbents usually focus on insurance. At the heart of it, customers need both – a highly technical and frictionless experience, and a high level of confidence in their provider's financial stability to protect them at the time of a claim.

While developing Hippo, we refined the customer application process to save customers time. Aggregating data from multiple trusted sources, municipal building records, aerial photography and smart home devices, we backfill information during online questionnaire to expedite the quote and onboarding experience.

Interview with Hippo (cont.)



Exclusive CEO Interview – Assaf Wand

How is Hippo differentiated from other insurers, both incumbents and recent startups? (cont.)

All Hippo policies are backed by two of the world's leading reinsurers, holding nearly \$200 billion in assets, so homeowners can feel secure no matter what challenges their properties may face in the future. Hippo offers the benefits of tech innovation with the security of the largest financial institutions.

Additionally, we are focused on proactive insurance as the next generation for home insurance. Insurance is a static product now, a snapshot of risk at the day the property was evaluated. But risk is a living creature and keeps changing, so we want to both help prevent and monitor risk on an ongoing basis. Helping clients prepare for potential issues, instead of having to deal with repairs and claims in the future, will be the next step for home insurance providers.

Why did you choose to set up as a managing general agent (MGA)?

At Hippo we define ourselves as a VIC, virtual insurance carrier, which is similar to an MGA, managing general agent – with a few key differences.

We perform nearly all of the functions of a traditional insurance company including but not limited to, product creation, customer acquisition, policy management system, underwriting, policy fulfillment, and all customer engagement and interactions. Unlike most MGAs we are active in the claims process, including the assignment of our specialized claims concierges to assure the customer claims process is smooth, transparent and efficient.

We made the choice to set Hippo up as a VIC to leverage our capital for topline growth, national expansion and customer acquisition. We felt that forming Hippo as a carrier wouldn't be the best use of our capital.

Interview with Hippo (cont.)



Exclusive CEO Interview – Assaf Wand

How has Hippo improved the insurance buying experience for consumers?

Hippo has drastically simplified the entire home insurance process, end-to-end.

Our use of verifiable third-party data, friendly UX, plain English coverage descriptors, real-time quoting and binding at Hippo are all obvious consumer benefits. But, it's honestly our ability to maintain considerable underwriting integrity that has changed the way consumers buy home insurance. Hippo has achieved this by utilizing data to eliminate the need for difficult upfront questions from heavily burdened customers, resulting in a frictionless process that produces 60-second quotes fully bound policies in four minutes.

You chose to build your own proprietary core systems instead of licensing an existing product. Why did you feel this was necessary, and what advantages has this approach provided?

We initially worked with an industry leader in policy management and realized after several months that their offering wasn't a good match for us. Ultimately, to become a leader in the industry, we needed to own the full tech stack and customize it for our needs.

Since the capabilities in the market are subpar, we set out to develop our own policy management system. Our system is nimble, scalable and can keep up with our rapid geographical expansion.

At Hippo, we believe policy management systems need to be living, breathing, dynamic systems as opposed to a static, single use solution. We'll always be tailoring and reshaping our systems to meet the needs of all our key stakeholders (including employees, customers and partners).

Interview with Hippo (cont.)



Exclusive CEO Interview – Assaf Wand

What advice would you give to other entrepreneurs starting new insurance ventures?

I'd advise entrepreneurs looking into insurance ventures to take a deep dive into the silo they are considering pursuing. Product silos, such as home insurance, are massive, complex markets.

Entrepreneurs need to know that they will probably need to control the entire process and all the customer touch-points. While compliance and addressable markets are quantifiable, I'd also suggest doing the upfront work to test and refine these practices upfront before digging in.

You announced your last round of \$25 million at the start of this year. What can you share about the company's growth and achievements since then?

Since January 2018, the Company grew its policy sales by 30 percent month over month and launched in 11 new states covering more than \$25 billion in total property value. Today, Hippo is accessible to more than 50 percent of the U.S. homeowner population, and that number is anticipated to grow to more than 60 percent by the end of 2018. Hippo delivered over 800 product updates in 2018 alone, or roughly two per day, and doubled its online conversion rate during the same time period.

With this new funding round, you've now raised a total of approximately \$110 million since you started Hippo. What are the highlights of your future growth plans?

We're dedicated to growing our insurance and engineering teams as we ramp up budgets for marketing and partnerships to plant a stake in the ground for our B2B and B2C growth channels. We'll further develop our full-stack offering on the tech side, while leveraging top insurance talent to scale our in-house, customer-focused sales and services teams.

FT Partners – Focused Exclusively on FinTech

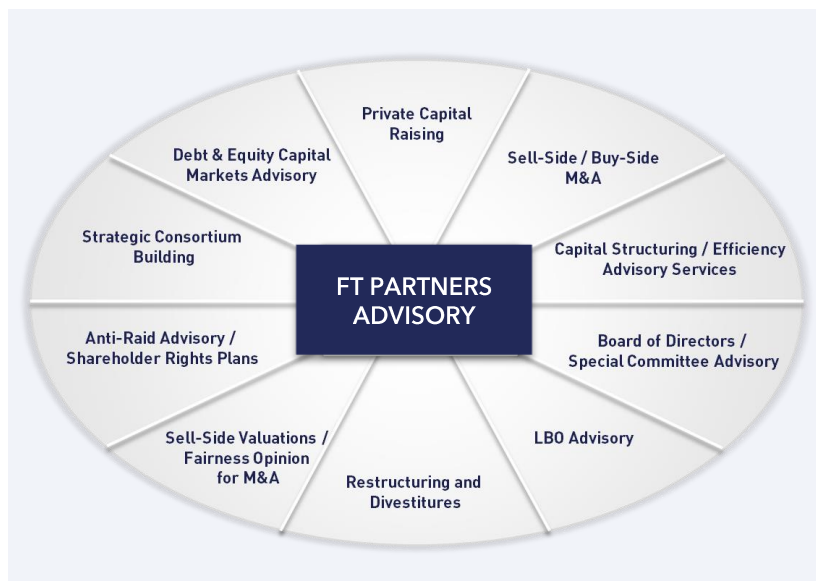
FT PARTNERS ADVISES

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Overview of FT Partners

- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. Our unique insight into FinTech is a direct result of executing hundreds of transactions in the sector combined with over 15 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

FINTECH RESEARCH & INSIGHTS

- In-Depth Industry Research Reports
- Proprietary FinTech Infographics
- Monthly FinTech Market Analysis
- FinTech M&A / Financing Transaction Profiles



The Information

Named Silicon Valley's #1 FinTech Banker (2016) and ranked #2 Overall by The Information



Ranked #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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Leading Advisor Across the InsurTech Landscape

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Consumer Protection Plans

Financial Technology Partners LP
FTP Securities LLC

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

**square
trade**

in its sale to

Allstate

for total consideration of

\$ 1,400,000,000

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Telematics / Connected Car Solutions

Financial Technology Partners LP
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sole strategic and financial advisor to



AUTOMATIC

in its sale to

SiriusXM
SATELLITE RADIO

for total consideration of approximately

\$ 115,000,000

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Online Small Business Insurance

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**NEXT
INSURANCE**

in its Series B financing led by

Redpoint

for total consideration of

\$ 83,000,000

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Sales Automation Technology & Platform

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TECHNOLOGIES**

in its sale to

MOELIS CAPITAL PARTNERS

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**AmWINS
Group, Inc.**

in its growth recapitalization by



NEW MOUNTAIN CAPITAL LLC

valued at approximately

\$ 1,300,000,000

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Online Small Business Insurance

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insureon

in its equity capital raise led by

**OAK
HC/FT**

for total consideration of

\$ 31,000,000

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Auto Finance and Insurance Solutions

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SAFE-GUARD

on its sale to an Affiliate of

**Goldman
Sachs**

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Agency Management / Marketing Technology

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ZYWAVE

in its sale of

Zywave Insurance Solutions

to

**AURORA
CAPITAL GROUP**

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Online Personal Lines Insurance Agency

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Goji

in its sale to

Seeman★Holtz
Property & Casualty

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SaaS / Claims for Property & Contents

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enservio

in its sale to

Solera

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FT Partners Advises SquareTrade in its Strategic Sale

LENNAR®

Overview of Transaction

- On November 28, 2016, SquareTrade announced its \$1.4 billion all-cash strategic sale to the Allstate Corporation
- Headquartered in San Francisco, CA, SquareTrade offers top-rated protection plans trusted by millions of consumers for electronics and appliances
 - SquareTrade's branded products are sold through major retailers
- Allstate is the largest publicly held personal lines property and casualty insurer in America serving more than 16 million households nationwide
- More details available in Allstate's transaction [press release](#) and [investor presentation](#)

Significance of Transaction

- This transaction expands Allstate's protection offering to consumer electronics, connected devices and appliances
- SquareTrade substantially increases Allstate's customer relationships while providing both strong near-term and long-term growth opportunities

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to SquareTrade and its Board of Directors
- This transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies
- FT Partners represented [SquareTrade in its \\$238 million strategic growth investment with Bain Capital and Bain Capital Ventures](#)
- FT Partners also recently represented Bain Capital Ventures' portfolio company [Enservio in its sale to Solera](#) demonstrating our long-term trusted relationship

Financial Technology Partners LP FTP Securities LLC

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

**square
trade™**

in its sale to

 **Allstate®**

for total consideration of

\$ 1,400,000,000

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FT Partners Advises Next Insurance on its Financing

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Overview of Transaction

- On July 11, 2018, Next Insurance announced an \$83 million Series B financing round led by Redpoint Ventures
 - Other investors that participated in the round include Nationwide, Munich Re, American Express Ventures, Ribbit Capital, TLV Partners, SGVC and Zeev Ventures
 - Elliot Geidt, Partner at Redpoint Ventures, will join the board of Next Insurance
- Founded in 2016 and headquartered in Palo Alto, CA, Next Insurance is the leading digital insurance company for small businesses
 - Next Insurance champions technological innovation and sophisticated uses of AI and machine learning to improve customer experience and streamline the insurance purchasing process
- In May 2018, Next announced its new status as a licensed insurance carrier, allowing the Company to write policies independently, as well as to have more freedom over underwriting, setting of prices, and configuring of policies

Significance of Transaction

- The funding will enable Next Insurance to continue its expansion throughout the US as a full service insurance carrier, further innovate claims handling, offer coverage to many more classes of business, and significantly grow internal operations in both the US and Israel
- The Series B round brings Next Insurance's total funding to \$131 million in just two years

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Next Insurance and its Board of Directors
- This transaction underscores FT Partners' successful track record generating highly favorable outcomes for leading InsurTech companies

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

NEXT
INSURANCE

in its Series B financing led by

 **Redpoint**

for total consideration of

\$83,000,000

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FT Partners Advises Automatic on its Sale to SiriusXM

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Overview of Transaction

- On April 27, 2017, Automatic Labs ("Automatic" or the "Company") announced that it has been acquired by SiriusXM ("Sirius") for a purchase price of approximately \$115 million
- Automatic provides a data-driven platform that enables vehicle owners to be safer and drive smarter; The Company's proprietary Automatic Pro and Automatic Lite connected car adapters provide vehicle diagnostic alerts, emergency services, fuel monitoring, access to parking information, vehicle location and much more
 - Automatic also works with insurance carriers to enable usage-based savings and teen driver coaching, and works with automotive dealers to provide tools that help manage their vehicle inventory and customer service relationships
- Headquartered in New York, NY, SiriusXM holds a unique position in the connected vehicle space, offering unparalleled audio entertainment and data services in vehicles from every major carmaker

Significance of Transaction

- The acquisition deepens and expands SiriusXM's connected vehicle offerings for drivers nationwide and the industry's leading carmakers
 - SiriusXM's position will be further strengthened with data collection and analytical tools that will ultimately enrich key elements of the connected vehicle experience

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Automatic
- This transaction demonstrates FT Partners' continued success advising the highest quality FinTech companies and achieving outstanding results in the Insurance Technology sector

Financial Technology Partners LP FTP Securities LLC

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



AUTOMATIC

in its sale to



for total consideration of approximately

\$ 115,000,000



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FT Partners Advises Goji on its Sale to Seeman Holtz

Overview of Transaction

- On November 13, 2018, Goji announced it has been acquired by Seeman Holtz Property & Casualty ("SHPC")
- Headquartered in Boston, MA, Goji operates an online analytics and data-driven distribution platform for personal lines of insurance that matches clients with the right coverage at the best prices, through an integrated network of national insurance carriers
 - Goji is a licensed insurance agency in 41 states that writes policies for clients on behalf of insurance carriers
- SHPC will integrate Goji's technology platform throughout its divisions and verticals to optimize operational efficiency, better address clients needs and increase production
- This acquisition marks SHPC's 50th acquisition

Significance of Transaction

- Through the acquisition, Goji's clients will gain access to the 400+ carrier relationships and the 50 state agent licenses of SHPC
- SHPC will continue to expand its access to more digital marketing channels and partnerships, further enhancing its online digital marketing and customer acquisition capabilities

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Goji
- FT Partners previously advised Goji on its [\\$15 million financing in November 2017](#)
- This transaction highlights FT Partners' strong expertise across the InsurTech landscape

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Goji

in its sale to

Seeman★Holtz
Property & Casualty

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FT Partners Advises Enservio on its Sale to Solera

LENNAR®

Overview of Transaction

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

Significance of Transaction

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

FT Partners' Role

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

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enservio

in its sale to

Solera

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FT Partners Advises Insureon on its \$31 million Financing

LENNAR®

Overview of Transaction

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

Significance of Transaction

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

FT Partners’ Role

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

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in its equity capital raise led by



for total consideration of

\$ 31,000,000



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FT Partners Advises Insurance Technologies on its Majority Financing

LENNAR®

Overview of Transaction

- On December 10, 2014, Insurance Technologies, LLC (“Insurance Technologies” or the “Company”) announced its control investment from Moelis Capital Partners (“MCP”)
- Insurance Technologies is a market-leading provider of software and technology-enabled sales automation platforms, the Company was previously owned by Palm Beach Capital and management shareholders
- Headquartered in Colorado Springs, Insurance Technologies has experienced tremendous success with its core ForeSight illustration product over the last few years and expects to continue its consistent growth with the maturation and market penetration of its FireLight e-application product
- Moelis Capital Partners, an affiliate of Moelis Asset Management, is a middle market private equity firm founded in 2007 with \$870 million of committed private equity capital

Significance of Transaction

- The transaction demonstrates the increasing value of technological sales-enablement within the insurance industry
- With the support of a large private equity firm, the Company will enhance its role as a market leader in the critical front-end connection between distributors and carriers in the life insurance and annuity markets

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Insurance Technologies and its Board of Directors
- FT Partners leveraged its deep knowledge of the Company, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- Transaction demonstrates FT Partners’ continued success advising top-tier companies within the insurance services sector

Financial Technology Partners LP FTP Securities LLC

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



a portfolio company of Palm Beach Capital

on its investment from

MOELIS CAPITAL PARTNERS



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FT PARTNERS ADVISES

Award-Winning Investment Banking Franchise Focused on Superior Client Results **LENNAR**



2018 Top Investment Bank in FinTech

Institutional Investor

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

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

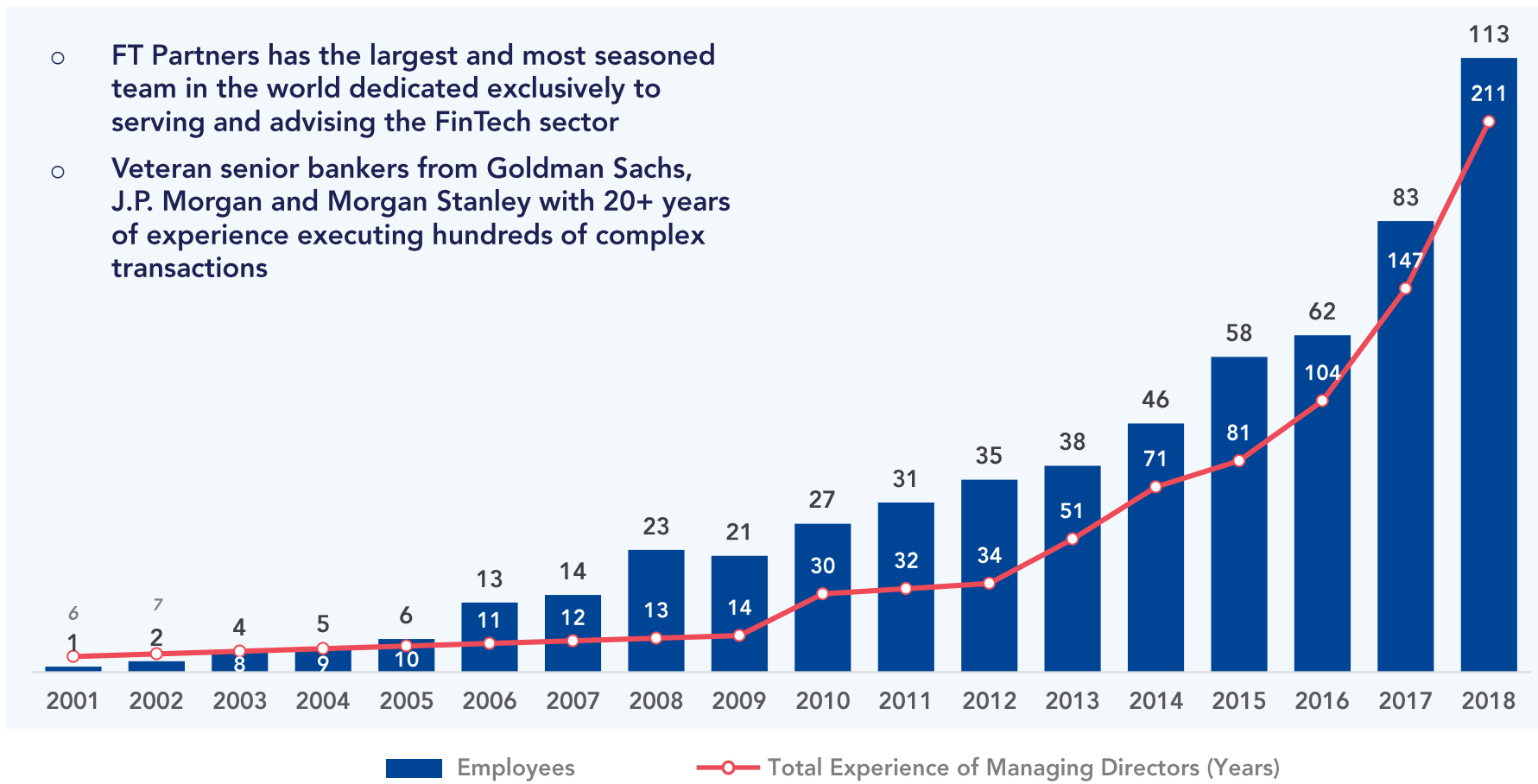
FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

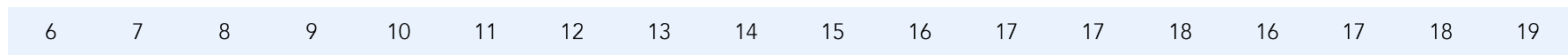


Platform of Choice for Clients and Bankers Alike

- 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 Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	23
Paul VanderMarck Managing Director		<ul style="list-style-type: none"> Formerly Chief Product Officer at Risk Management Solutions, a global technology business in the catastrophic risk space 25+ years of experience as an InsurTech operating executive Experienced advisor and investor in the InsurTech space 	26
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. 	22
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 	22
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 LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA) 	21
Steve Stout Managing Director		<ul style="list-style-type: none"> Formerly Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Practice Former Equity Research Analyst on #1 ranked team at UBS Former Economist at the Federal Reserve Bank 	20
Mike Nelson Managing Director		<ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey Kellogg M.B.A. 	18
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. 	16
Kate Crespo Managing Director		<ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 12+ years of FinTech transaction execution experience Dartmouth M.B.A. 	16
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 	15
Andrew McLaughlin Managing Director		<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	12