FT PARTNERS FINTECH INDUSTRY RESEARCH

June 15, 2018

Opendoor

Opendoor Raises \$325 million in Financing

Co-led by General Atlantic, Access Technology Ventures, and Lennar Corporation









The Only Investment Bank Focused Exclusively on FinTech

FT Partners Overview

- 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





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"



Numerous Awards for Transaction Excellence including "Deal of the Decade"

Opendoor Raises \$325 million in Series E Financing

FT PARTNERS RESEARCH

Opendoor

Transaction Summary

Transaction Summary

 On June 13, 2018 Opendoor announced that it had raised \$325 million in a Series E funding round co-led by General Atlantic, Access Technology Ventures and Lennar Corporation

Other participating investors: 10100 **GGV**CAPITAL khosla ventures COATUE invitation homes **ANDREESSEN NORWEST HOROWITZ**

- The Wall Street Journal reported that the round values the Company at more than \$2 billion (1)
- With this new round of financing, Opendoor plans to expand its service to additional markets, growing from the 10 it operates in today to 50 markets by the end of 2020
- The Company also plans to expand its suite of services, such as mortgage and title, which will allow people to search, get financing, offer, and close in a single, seamless experience
- This round brings the total equity raised by Opendoor to \$645 million
- The Company has also raised \$1.5 billion in debt financing

Transaction Commentary

"We're excited to partner with seasoned investors and industry leaders who share our vision for transforming the complex process of selling and buying homes into a seamless, elegant experience."

"We've seen incredible growth in our markets as homeowners embrace the simplicity and certainty of buying and selling through Opendoor. As we enter our next phase of growth, we're focused on continuing to transform the future of real estate, enabling anyone to buy, sell, or trade-in a home with the click of a button."

Opendoor

Eric Wu

CEO

"We have spent the last year and a half working closely with the Opendoor team to create a first-of-its-kind 'Trade Up' program to meet the needs of both the consumer and the builder."

"Our increased investment in this round is a reflection of our enthusiasm for the opportunities that lie ahead — which are incredibly exciting."

LENNAR

Jon Jaffe President & COO



"Residential real estate is one of the largest asset classes in the U.S., yet the process of buying or selling a home often includes stress, uncertainty, and inefficiency."

"Opendoor's technology platform provides its users with a simplified experience that disrupts this status quo and we look forward to working with Eric and the entire Opendoor team to further expand the company's footprint."



Anton Levy Managing Director

Opendoor Raises \$325 million in Series E Financing

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Opendoor

Opendoor Overview



Opendoor



CEO: Eric Wu

Headquarters: San Francisco, CA

Founded: 2014

- Opendoor is an online consumer marketplace for home buyers and sellers
- The Company now purchases more than \$2.5B in homes annually, up over 225% year-on-year
- Sellers are able to near-instantly sell their home to Opendoor, avoiding the time-consuming traditional home sale process
- Through the platform, buyers can access hundreds of listed homes, schedule personal open houses at their own convenience, submit offers and close the transaction online
- Currently, Opendoor operates in ten cities, including Atlanta, Charlotte, Dallas-Fort Worth, Las Vegas, Nashville, Orlando, Phoenix, Raleigh-Durham, Tampa, and San Antonio
- The Company employs 650 people and has offices in San Francisco, Phoenix and Dallas
- Opendoor has been recognized by Inman as the most innovative real estate company three years in a row

Opendoor Products / Services

For Sellers

For Buyers



Request offer



Receive an offer



Schedule home inspection



Choose move-out



Opendoor takes care of sale



Close and collect proceeds



Choose from hundreds of homes online



Visit the homes at any time



Includes 30-day satisfaction guarantee, 180-point inspection and 2-year warranty

Management Team



Eric Wu CEO & Co-Founder



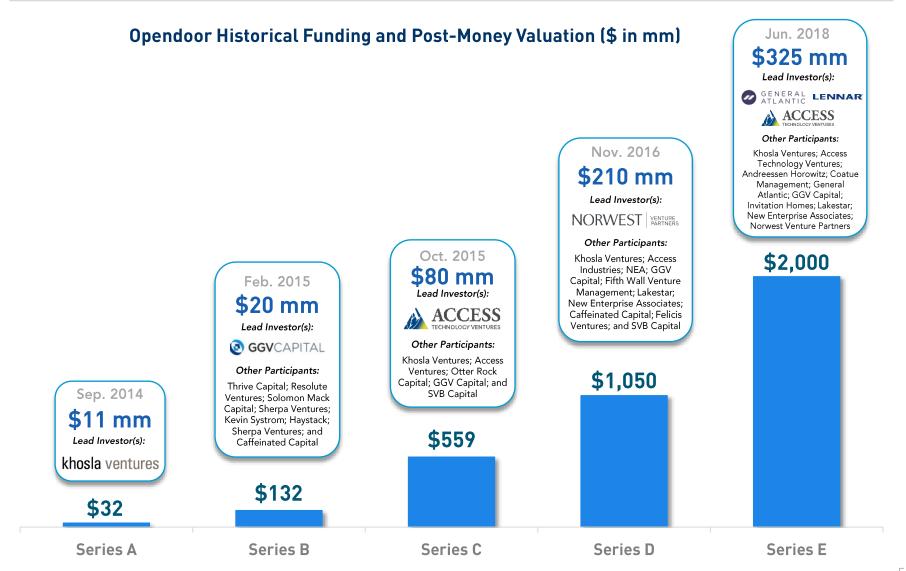
lan Wong CTO & Co-Founder



JD Ross Co-Founder

Opendoor

Selected Valuation and Financing History



Selected FT Partners' Research - Click to View



Credit Sesame's \$42 million Financing



Prosper's Series G Financing



Oakam's Debt Financing from Victory Park Capital



defi SOLUTIONS Raises \$55 million in Series C Financing



Figure Raises \$50 million in Financing



Silver Lake Acquires ZPG for \$3 billion



TransUnion Acquires Callcredit for Approximately \$1.4 billion



Chime Raises \$70 million in Series C Financing

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Track Record of Success in the Real Estate / Mortgage Tech Value Chain

Mortgage Origination



Property Management



Real Estate Invoicing & Payments



SaaS-based Loan Origination



Mortgage Technology



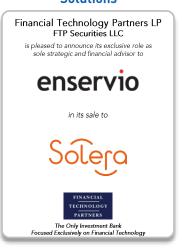
Listing Management Solutions



Consumer Home Improvement Financing



Property Insurance Solutions



Significant Experience Across the Banking / Lending Tech Space











































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 Led
GreenSky **	\$1,010,000,000	— Accel D s
MERCURY [®]	420,000,000+	Premji Inves
GreenSky ™	300,000,000+	ICONÍO RC
avidxchange	300,000,000	BainCapital
	253,000,000	PRIVATE EQUITY
liquidnet.***	250,000,000	BainCapital VENTURES
square trade protection plans	238,000,000	capitalG
GreenSky**	200,000,000	nyca
O YAPSTONE DOWNERS PAYMENTS	181,000,000	KeyBank
nmi	150,000,000+	m ·
ADDEPAR	140,000,000	maveron P
Kabbage Kabbage	135,000,000	ADAMS STREET PARTNERS
Remitly	115,000,000	khosla vent
Tradingscreen SIMPLIFYING GLOBAL MARKETS*	110,000,000+	master
CHROMERIVER	100,000,000	QuestMark Pa
credit karma	85,000,000	SILVERLAKE

selected Prominent Investors in FT Partners Led Rounds				
Accel DST VISA TPG Premji Invest				
ICONIQ RCP CAPITAL PARTNERS TEMASEK				
BainCapital PIMCO				
BainCapital VENTURES Caisse de dépôt et placement du Québec Caront LIII				
capitalG Great Hill				
nyca <u>FD</u> Scotiabank°				
KeyBank ING				
乾源资本 yuan capital Battery Ventures BBVA				
khosla ventures THEL edbi				
mastercard Pavu				
QUESTMARK PARTNERS SUMMIT PARTNERS				

Award-Winning Investment Banking Franchise Focused on Superior Client Results

LendIt	2018	2018 Top Investment Bank in FinTech
Institutional Investor Institutional Investor Annual Ranking	2017 2015 - 2016 2006 - 2008	 Ranked #1 Most Influential Executive on Institutional Investor's FinTech 35 List Steve McLaughlin Ranked Top 5 on Institutional Investor's FinTech 35 List 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"
2017 - 2004 ANNUAL AWARDS WINNER M&A Advisor Awards	2015 - 2017 2010 - 2014 2004 - 2007	 Investment Banker of the Year - 2017 Investment Banking Firm of the Year - 2016 Cross Border Deal of the Year - 2016 Dealmaker of the Year - 2015 Technology Deal of the Year - 2015 Equity Financing Deal of the Year - 2014 Professional Services Deal of the Year, Above \$100 mm - 2014 Dealmaker of the Year - 2012 Professional Services Deal of the Year, Above \$100 mm - 2012 Boutique Investment Bank of the Year - 2011 Deal of the Decade - 2011 Upper Middle Market Deal of the Year, Above \$500 mm - 2010 IT Services Deal of the Year, Below \$500 mm - 2010 Cross-Border Deal of the Year, Below \$500 mm - 2010 Dealmaker of the Year - Steve McLaughlin - 2007 Business to Business Services Deal of the Year - 2007 Computer and Information Technology Deal of the Year, Above \$100 mm - 2007 Financial Services Deal of the Year, Above \$100 mm - 2007 Investment Bank of the Year - 2004
Middle Market Financing Awards	2006 - 2008	 Equity Financing Dealmaker of the Year – Steve McLaughlin – 2008 Information Technology Deal of the Year – 2008 Financial Services Deal of the Year – 2008 Financing Professional of the Year – Steve McLaughlin – 2006

The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin Founder, CEO and Managing Partner	Goldman Sachs	 Formerly with Goldman, Sachs & Co. 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
Greg Smith Managing Director	Merrill Lynch J.P.Morgan	 Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	22
Osman Khan Managing Director	pwc	 Former Managing Director / 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	J.P.Morgan First Data	 Former Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank 	20
Tim Wolfe Managing Director	Goldman Sachs	 Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners in 2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	16
Timm Schipporeit Managing Director	Morgan Stanley Index Ventures	 11+ years with Morgan Stanley, 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	Deloitte.	 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	12