

September 29, 2015  
**Financial Technology Partners**

**FT Partners Research – Transaction Profile**



***Raises \$33 mm in Series C Financing Led by***



***Courtesy of:***



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# CoverHound Raises \$33 mm in Series C Financing

## Transaction Summary

ACE acquired a  
24% stake in  
CoverHound <sup>(2)</sup>

Reached  
50,000  
policies sold <sup>(1)</sup>

Experienced  
168% new  
customer  
policy growth  
in the last 12  
months

### Transaction Summary

- On September 22, 2015, CoverHound announced it has raised \$33.3 mm in its Series C financing round led by ACE Group
  - The Series C round also included participation from existing investors RRE Ventures, Bloomberg Capital, Core Innovation Capital, Route 66 Ventures and American Family Ventures
- Following the transaction, CoverHound will be reportedly valued at approximately \$103 mm <sup>(1)</sup>
  - CoverHound marks AngelPad's 6th company to exceed a \$100 mm valuation
- CoverHound will use the funding to invest in talent acquisition, enhance its technology platform and introduce new products
- James Robinson, Co-Founder and General Partner at RRE Ventures, will join CoverHound's Board of Directors

### CoverHound Previous Financing Rounds

Date	Size (\$ mm)	Key Investors
03/09/15	\$14.0	BLUMBERG CAPITAL, CORE INNOVATION CAPITAL, BULLPEN CAPITAL, AMERICAN FAMILY VENTURES, ROUTE SIXTY-SIX VENTURES, TUGBOAT VENTURES, RRE Ventures
01/23/13	8.2	BLUMBERG CAPITAL, BULLPEN CAPITAL, RRE Ventures
09/12/12	1.3	BLUMBERG CAPITAL, SOURCE INTERLINK MEDIA
06/03/11	0.8	BLUMBERG CAPITAL
03/29/11	na	AngelPad

### Transaction Commentary



"Since inception, we've been focused on insurance innovation through offering the fastest and smartest way to compare and purchase P&C Insurance. This firm commitment to both the comparison shopping experience and the insurance purchasing process has proven to be a unique differentiator that our valued carriers and marketing partnerships count on as CoverHound continues to effectively scale."

Keith Moore  
CEO of CoverHound



"Driving innovation and leading the insurance industry forward into a digital world has never been more important. The industry is ripe for change and it's a great pleasure to play a bigger role at CoverHound as the company paves the way into the next generation of insurance."

James Robinson, III  
Co-Founder & General Partner of RRE Ventures

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Source: Company press release, TechCrunch, New York Business Journal, FT Partners proprietary database, Capital IQ.

(1) TechCrunch, "CoverHound Raises \$33.3M, Expands To Insurance Comparisons For Businesses."

(2) New York Business Journal, "ACE Acquires 24 Percent Stake in CoverHound's Online Insurance Business."

# CoverHound Raises \$33 mm in Series C Financing

## CoverHound Overview

### Company Overview

**Headquarters:** San Francisco, CA

**Founded:** 2010

**Employees:** 55

- CoverHound provides an online platform for comparing and purchasing insurance from U.S. carriers
- Provides rates for Auto, Homeowners, Renters and Motorcycle insurance
- Strives to make the insurance process quicker while also saving consumers money by providing a more transparent and comprehensive comparison platform

### Growth Strategies

- **Hiring:** Focusing on employee growth in product management, engineering and licensed P&C insurance agents
- **Expanding Insurance Carrier Options:** Recently added carriers include Metlife, MAPFRE, Century National and Stillwater
- **Creating Market Partnerships:** Previously launched partnership with Google Compare in March 2015; goal to continue to expand partnerships in new states

### Product Overview

*Compare Rates*



1. Input basic information online depending on type of insurance
  - **Auto:** Location, number of drivers, home ownership status, marital status
  - **Homeowners:** Location, house features; i.e. pool, pets, burglar alarms
  - **Renters:** Location, number of resident, features; i.e. pool, pets
  - **Motorcycle:** Bike value, location, type of coverage; i.e. liability only
2. Compare rates in minutes → choose between carriers and amount of coverage – minimum, basic, superior, deluxe
3. Option to get policy advice from team of licensed insurance agents
4. Purchase policy directly from CoverHound's site

*Carrier partners include:*





# CoverHound Raises \$33 mm in Series C Financing

## ACE Limited Overview

### 2014 Net Premiums Written:

Insurance – Overseas General  
\$6,805 mm

Insurance – North American P&C  
\$6,107 mm

Insurance – North American Agriculture  
\$1,526 mm

Global Reinsurance  
\$1,026 mm

Life Insurance  
\$1,962 mm

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### Company Overview

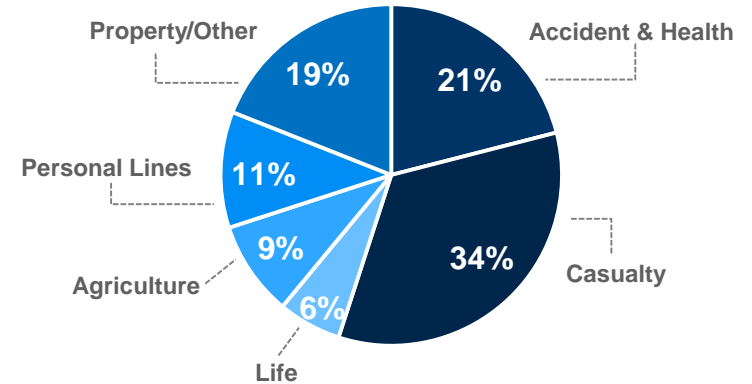
**Headquarters:** Zurich, Switzerland  
**Founded:** 1985  
**Employees:** 21,000

- ACE Limited, parent company of ACE Group, provides insurance and reinsurance products worldwide through its subsidiaries
- ACE Group is one of the largest multi-line property and casualty insurance companies in the world
- The Company provides commercial and personal property insurance, casualty insurance, personal accident insurance, supplement health insurance, reinsurance and life insurance
- ACE has operations in 54 countries

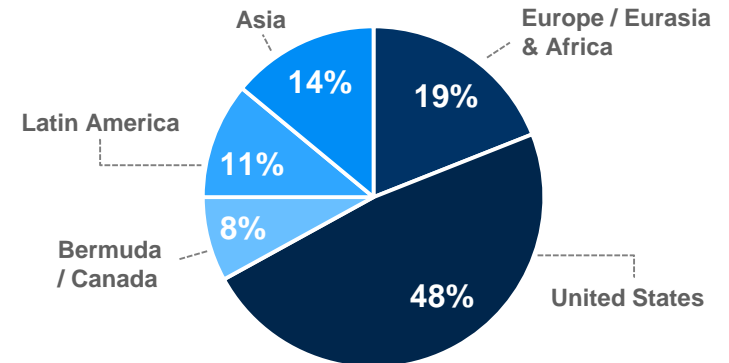
### Selected Acquisitions

Date	\$ mm	Target
11/20/14	\$28,300	CHUBB GROUP OF INSURANCE COMPANIES
10/18/12	865	ABA SEGUROS
12/17/07	2,561	COMBINED INSURANCE

### 2014 Net Premiums Written by Product



### 2014 Net Premiums Written by Geographic Source



Source: Company website, FT Partners proprietary database, Capital IQ, SEC filings.

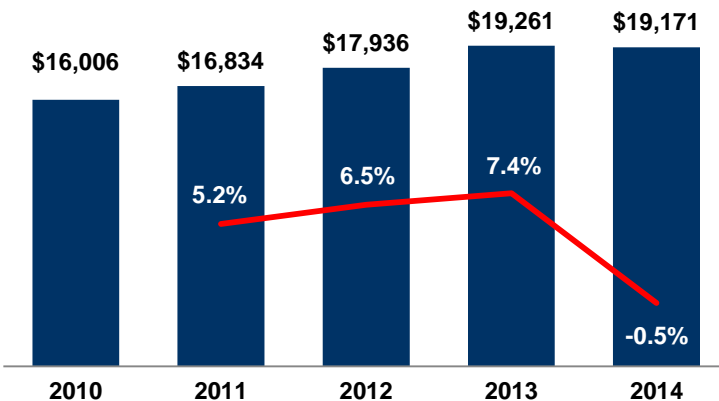


# CoverHound Raises \$33 mm in Series C Financing

## ACE Limited Financial Overview

### Total Revenue / % Growth

(\$ in mm)

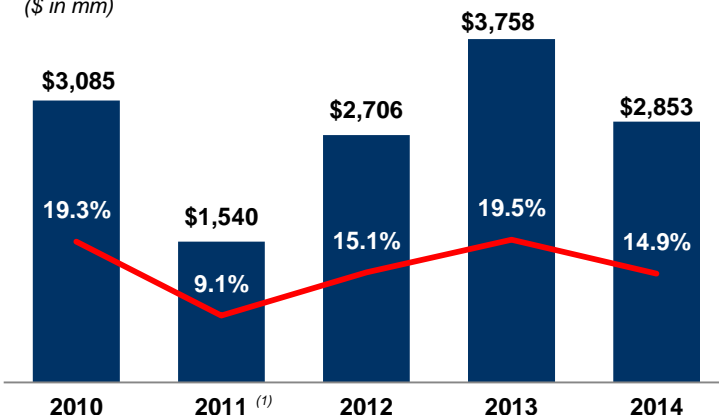


### Stock Price Performance (NYSE:ACE)

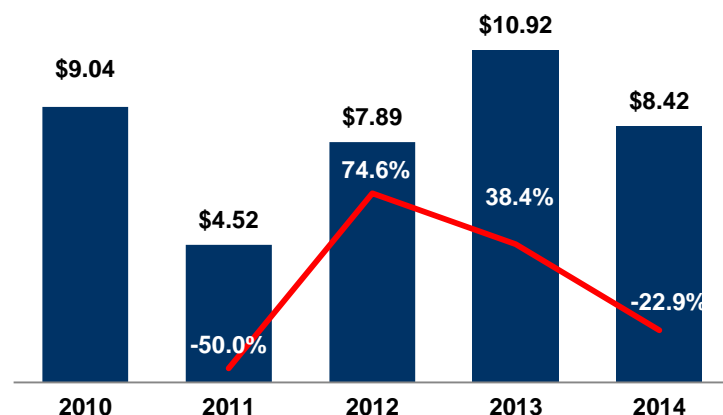


### Net Income / % Margin

(\$ in mm)



### Diluted EPS / % Growth



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Source: SEC filings, Capital IQ.

(1) During the year ended December 31, 2011, ACE recorded realized losses of \$812 million primarily due to increasing net fair value of reported GLB reinsurance liabilities resulting substantially from falling interest rates, falling international equity markets and the annual collection of premium.



# CoverHound Raises \$33 mm in Series C Financing

## Investor Overview: American Family Ventures

### Overview



**Peter Gunder**  
Chief Business  
Development Officer



**Dan Reed**  
Managing Director

### Location(s)

- Madison, WI

### About

- American Family Ventures is the corporate venture capital branch of American Family Insurance
- Looks for companies that create digital connections between individuals, vehicles, households or organizations, to improve daily life through safety, quality or efficiency
- As part of a large insurance company, American Family Ventures also seeks companies offering insurance technology products or services

### Investment Preferences

#### Investment Criteria

<b>Fund Sizes:</b>	\$50 mm
<b>Funds Raised:</b>	2010
<b>Investment Range:</b>	\$0.1–2 mm
<b>Revenue:</b>	na
<b>EBITDA:</b>	na

#### General Preferences <sup>(1)</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	U.S.
<b>Transaction Type:</b>	Seed, Venture

<b>Industry Focus:</b>	Information technology, Software, Consumer, Data & Analytics, Insurance Technology
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### Select Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
09/15	<b>CoverHound</b> (Series C)	\$33	na	Ins
03/15	<b>CoverHound</b> (Series B)	14	na	Ins

#### Other Notable Technology Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
08/15	<b>Ring</b> (Series B)	\$28	na	Software
02/15	<b>Shoutlet</b> (Spredfast)*	5	na	Software
01/15	<b>XOR Data Exchange</b> (Series A)	2	na	IT
12/14	<b>Networked Insights</b> (Series D)	6	na	Data
08/14	<b>Review Trackers</b> (Series A)	2	na	Software
08/14	<b>Novi Security</b> (Seed)	1	na	Software
08/14	<b>Scanlytics</b> (Seed)	na	na	Software
08/14	<b>Workface</b> (Later Stage VC)	na	na	Software
08/14	<b>Zero Locus</b> (Seed)	na	na	Data
01/11	<b>Shoutlet</b> (Spredfast)*	6	na	Software



# CoverHound Raises \$33 mm in Series C Financing

## Investor Overview: Bloomberg Capital

### Overview



**David Bloomberg**  
Founder &  
Managing Partner



**Bruce Taragin**  
Managing Director

### Location(s)

- San Francisco, CA (HQ)
- Tel Aviv, Israel

### About

- Founded in 1991, Bloomberg Capital is an early-stage venture capital firm
- Specializes in leading seed and series A rounds in syndication with angels and other venture capital firms but opportunistically participates in later-stage transactions
- Seeks to be an active, value-add investor through portfolio company board representation
- Like to invest in companies that are disrupting traditional business models through online marketplaces, brokerages and tech-enabled services
- Typically reserves additional capital for follow-on investments

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### Investment Preferences

#### Investment Criteria

<b>Fund Sizes:</b>	\$150 mm
<b>Funds Raised:</b>	2013
<b>Investment Range:</b>	\$0.5–3 mm
<b>Revenue:</b>	na
<b>EBITDA:</b>	na

#### General Preferences <sup>(1)</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	U.S., Europe, Israel

**Transaction Type:** Seed, Venture

**Industry Focus:** Financial Services, Security, Enterprise Software, SaaS, Digital Media, Social Media, Mobile, Consumer Internet

### Select Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
09/15	<b>CoverHound</b> ( <i>Series C</i> )	\$33	Bruce Taragin	Ins
09/15	<b>Fundbox</b> ( <i>Early-Stage VC</i> )	50	na	Bnkg
08/15	<b>Able</b> ( <i>Series A</i> )	6	Chris Gottschalk	Bnkg
07/15	<b>VFinance</b> ( <i>Series A</i> )	5	David Bloomberg Alon Lifshitz	Bnkg
04/15	<b>SimplyCredit</b> ( <i>Seed</i> )	2	na	Bnkg
03/15	<b>Lendio</b> ( <i>Series C</i> )	21	Chris Gottschalk	Bnkg
11/14	<b>Cognical</b> ( <i>Series A</i> )	10	na	Bnkg
10/14	<b>CredoRax</b> ( <i>Later-Stage VC</i> )	40	David Bloomberg	Bnkg
08/14	<b>FeeX</b> ( <i>Series B</i> )	7	David Bloomberg Alon Lifshitz	CapMkts
08/14	<b>ZooZ</b> ( <i>Early-Stage VC</i> )	12	David Bloomberg Alon Lifshitz	CapMkts
06/14	<b>Kreditech</b> ( <i>Series B</i> )	40	David Bloomberg	Bnkg
06/14	<b>ZipZap</b> ( <i>Seed</i> )	1	David Bloomberg	Pymts
04/14	<b>BioCatch</b> ( <i>Series C</i> )	7	Alon Lifshitz	Pymts
03/14	<b>Trulioo</b> ( <i>Series A</i> )	6	David Bloomberg	Pymts
01/14	<b>Bento</b> ( <i>Seed</i> )	3	Chris Gottschalk	FMS
02/13	<b>Paymill</b> ( <i>Early-Stage VC</i> )	5	na	Pymts
05/12	<b>Lenddo</b> ( <i>Series A</i> )	8	Bruce Taragin	Bnkg
02/12	<b>XKlaim</b> ( <i>Early-Stage VC</i> )	1	na	Pymts
12/11	<b>Addepar</b> ( <i>Series B</i> )	16	David Bloomberg	CapMkts

Source: Capital IQ, PitchBook.

(1) *Italics* indicate preferred control / geography.

(2) \* denotes M&A exit; \*\* denotes IPO exit.

(3) Deal Amount in mm.



# CoverHound Raises \$33 mm in Series C Financing

## Investor Overview: Core Innovation Capital

### Overview

**CORE**  
INNOVATION  
CAPITAL



**Arjan Schutte**  
Founder a&  
Managing Partner



**Mike Harris**  
Managing Partner &  
COO

### Location(s)

- Los Angeles, CA

### About

- Founded in 2011, Core Innovation Capital invests in financial technology companies that facilitate economic wellbeing and mobility for the American middle class
- Specifically focused on consumer finance products and services that help the unbanked and underbanked portion of the middle class
- Likes high growth companies with strong management teams that provide value for U.S. based consumers
- Leverages relationships with major banks, credit bureaus, card networks, processors and money transmitters, as well as its partnership with the Center of Financial Services Innovation, a consumer finance think tank, to provide portfolio companies with deep industry expertise

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$45 mm
<b>Fund Raised:</b>	2010
<b>Investment Range:</b>	\$1 – 4 mm
<b>Revenue:</b>	na
<b>EBITDA:</b>	na

#### General Preferences <sup>(1)</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	U.S.
<b>Transaction Type:</b>	Seed, Venture, Growth
<b>Industry Focus:</b>	Financial Services, Financial Technology

### Select Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
09/15	<b>CoverHound</b> (Series C)	\$33	Arjan Schutte	Ins
05/15	<b>Ripple Labs</b> (Series A)	28	Arjan Schutte	Pymts
05/15	<b>Vouch</b> (Series A)	6	na	Bnkg
05/15	<b>NerdWallet</b> (PE Growth)	64	na	Bnkg
03/15	<b>Honest Dollar</b> (Seed)	3	na	CapMkts
03/15	<b>CoverHound</b> (Series B)	14	Arjan Schutte	Ins
01/14	<b>TIO Network</b> (PIPE)	3	Arjan Schutte	Pymts
11/13	<b>Ripple Labs</b> (Early Stage VC)	4	Arjan Schutte	Pymts
09/13	<b>Wipit</b> (Urban FT)*	1	Arjan Schutte	Pymts
09/13	<b>Banking Up</b> (Series B1)	3	Mike Harris	Bnkg
09/13	<b>Oportun</b> (Series G)	47	Chris Larsen	Bnkg
10/12	<b>Oportun</b> (Later Stage VC)	na	Chris Larsen	Bnkg
05/12	<b>L2C</b> (TransUnion)*	na	na	Bnkg
09/10	<b>SavvyMoney</b> (Series A3)	3	Arjan Schutte	Bnkg
07/09	<b>iSend</b> (Ding)*	2	na	Pymts
01/08	<b>RentBureau</b> (Experian)*	na	Arjan Schutte	Bnkg
09/06	<b>CircleLending</b> (Virgin Money)*	10	na	Bnkg
08/04	<b>AccountNow</b> (Green Dot)*	4	na	Bnkg

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Source: Capital IQ, PitchBook.

(1) *Italics* indicate preferred control / geography.

(2) \* denotes M&A exit; \*\* denotes IPO exit.

(3) Deal Amount in mm.





# CoverHound Raises \$33 mm in Series C Financing

## Investor Overview: Route 66 Ventures

### Overview



**Ryan Katz**  
Founding Partner



**Pascal Bouvier**  
General Partner

### Location(s)

- Alexandria, VA

### About

- Founded in 2012, Route 66 takes a long-term view of its portfolio, and provides the ability to execute transactions rapidly, and make follow-on investments easily
- Upon investment, firm provides board leadership, market expertise and management know-how to give companies an edge to succeed
- Route 66 is also able to provide liquidity by acquiring loans for emerging companies in specialty finance
- The Firm is also experienced in the areas of finance, HR and creating sound business models due to the backgrounds of Route 66's investment professionals
- Stage-agnostic and invests in early- and late-stage companies

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### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$450 mm
<b>Fund Raised:</b>	na
<b>Investment Range:</b>	\$2 – 40 mm
<b>Revenue:</b>	na
<b>EBITDA:</b>	\$1 – 10 mm

#### General Preferences <sup>(1)</sup>

<b>Control:</b>	Minority, Majority
<b>Geography:</b>	US, Europe, Asia / Pac
<b>Transaction Type:</b>	Venture, Growth
<b>Industry Focus:</b>	Alternative Lending, Capital Markets, Asset Mgmt, Payment Services, Insurance, Financial Services, Energy, Real Estate, Manufacturing

### Select Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
09/15	<b>CoverHound</b> ( <i>Series C</i> )	\$33	Ryan Katz	Ins
09/15	<b>Quantemplate</b> ( <i>Later Stage VC</i> )	8	na	Ins
06/15	<b>Mirror</b> ( <i>Series A</i> )	9	Pascal Bouvier, Dan Dall'Asta	Pymts
05/15	<b>Ripple Labs</b> ( <i>Series A</i> )	28	na	Pymts
05/15	<b>Payzer</b> ( <i>Series A</i> )	4	Benjamin Britt	Pymts
04/15	<b>DriveWealth</b> ( <i>Series A</i> )	na	Michael Meyer	CapMkts
04/15	<b>Compare Asia Group</b> ( <i>Series A</i> )	40	Pascal Bouvier	Bnkg
03/15	<b>Advanced Merchant Payments</b> ( <i>Series A</i> )	na	na	Bnkg
03/15	<b>CoverHound</b> ( <i>Series B</i> )	14	Ryan Katz	Ins
03/15	<b>Simplesurance</b> ( <i>Series B</i> )	8	na	Ins
01/15	<b>Judo Payments</b> ( <i>Early Stage VC</i> )	9	Pascal Bouvier	Pymts
10/14	<b>Vaamo Finanz</b> ( <i>Seed</i> )	3	Benjamin Britt, Michael Meyer	Bnkg
10/14	<b>D3 Banking</b> ( <i>Series D</i> )	10	na	Bnkg
09/14	<b>Hedgeable</b> ( <i>Early Stage VC</i> )	2	Pascal Bouvier	CapMkts
07/14	<b>Motionsoft</b> ( <i>Series B</i> )	10	Pascal Bouvier	HCIT
07/14	<b>Moven</b> ( <i>Series A</i> )	8	Pascal Bouvier	Bnkg
07/13	<b>AccessPay</b> ( <i>Early Stage VC</i> )	1	Pascal Bouvier	Pymts

Source: Capital IQ, PitchBook.

(1) *Italics* indicate preferred control / geography.

(2) \* denotes M&A exit; \*\* denotes IPO exit.

(3) Deal Amount in mm.



# CoverHound Raises \$33 mm in Series C Financing

## Investor Overview: RRE Ventures

### Overview



**James Robinson III**  
Co-Founder &  
General Partner



**Stuart Ellman**  
Co-Founder &  
Managing Partner

### Location(s)

- New York, NY (HQ)
- San Francisco, CA

### About

- Founded in 1994 by James Robinson III, Stuart Ellman and James Robinson
- Has raised over \$1.5bn across seven funds and has exited over 70 companies through M&A or IPO exits
- Seeks to invest primarily in early and mid-stage companies and likes to remain active throughout the investment lifetime of each portfolio company
- Provides support by proactively assisting in recruiting top-tier talent, business development initiatives, marketing support and strategic guidance
- Has invested in some of the fastest-growing companies in FinTech including OnDeck, Concur and AvantCredit

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$280 mm
<b>Fund Raised:</b>	2014
<b>Investment Range:</b>	\$2–15 mm
<b>Revenue:</b>	na
<b>EBITDA:</b>	na

#### General Preferences <sup>(1)</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	U.S., Canada
<b>Transaction Type:</b>	Seed, Venture
<b>Industry Focus:</b>	Alternative Lending, Consumer and Digital Media, Mobility, Green Technology, Software & Services, Financial Technology, Infrastructure

### Select Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
09/15	<b>CoverHound</b> ( <i>Series C</i> )	\$33	Jim Robinson III	Ins
09/15	<b>Abra</b> ( <i>Series A</i> )	12	James Robinson	Pymts
09/15	<b>Chain</b> ( <i>Series C</i> )	30	James Robinson	Bnkg
06/15	<b>Case</b> ( <i>Seed</i> )	2	na	Pymts
06/15	<b>Mirror</b> ( <i>Series A</i> )	10	James Robinson	Pymts
05/15	<b>Hightower</b> ( <i>Series B</i> )	13	Steve Schlafman	Bnkg
05/15	<b>Ripple Labs</b> ( <i>Series A</i> )	28	na	Pymts
05/15	<b>NerdWallet</b> ( <i>Series A</i> )	64	Tom Loverro	Bnkg
05/15	<b>itBit</b> ( <i>Series A</i> )	25	na	Pymts
04/15	<b>Artivist</b> ( <i>Series A</i> )	15	na	CapMkts
04/15	<b>Gem</b> ( <i>Early-Stage VC</i> )	na	James Robinson	Pymts
02/15	<b>DriverUp</b> ( <i>Series A</i> )	50	Stuart Ellman	Bnkg
02/15	<b>Collective Health</b> ( <i>Series B</i> )	38	na	HCIT
02/15	<b>21</b> ( <i>Series C</i> )	52	James Robinson	Pymts
12/14	<b>Avant</b> ( <i>Series D</i> )	225	James Robinson	Bnkg
06/14	<b>VigLink</b> ( <i>Series C</i> )	18	na	Pymts
05/14	<b>Standard Treasury</b> (SVB)*	3	na	Bnkg
05/14	<b>BitPay</b> ( <i>Series A</i> )	30	James Robinson	Pymts
03/14	<b>OnDeck</b> ( <i>Series E</i> )**	77	na	Bnkg
10/12	<b>Braintree</b> (PayPal)*	35	na	Pymts

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Source: Capital IQ, PitchBook.

(1) *Italics* indicate preferred control / geography.

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(3) Deal Amount in mm.

# Overview of FT Partners

## FT Partners is the Leader in Financial Technology Investment Banking

**FT Partners has advised on some of the most prominent transactions in the Insurance Technology sector**

Financial Technology Partners LP  
FTP Securities LLC

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

**SAFE-GUARD**

on its sale to an Affiliate of

**Goldman Sachs**

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The Only Investment Bank  
Focused Exclusively on Financial Technology

Leading provider of finance and insurance ("F&I") solutions to the automotive industry

Financial Technology Partners LP  
FTP Securities LLC

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

**squaretrade** protection plans

in its recapitalization by

**BainCapital**  
BainCapital Ventures

of approximately

**\$ 238,000,000**

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Highlights FT Partners' ability to rapidly and confidentially execute complex transactions

Financial Technology Partners LP  
FTP Securities LLC

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

**AmWINS Group, Inc.**

in its growth recapitalization by

**NMC**  
NEW MOUNTAIN CAPITAL LLC

valued at approximately

**\$ 1,300,000,000**

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Significant interest from leading private equity firms and strategic partners

Financial Technology Partners LP  
FTP Securities LLC

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

**insureon**

in its acquisition of

**IN insurance NOODLE**

a subsidiary of

**Willis**

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The Only Investment Bank  
Focused Exclusively on Financial Technology

Successful combination of Insureon's online strategy with Noodle's network of brokers / agents

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its role as exclusive Strategic and Financial advisor to

**ZYWAVE**

in its sale of

**Zywave Insurance Solutions**

to

**AURORA CAPITAL GROUP**

**FINANCIAL TECHNOLOGY PARTNERS**

The Only Investment Bank  
Focused Exclusively on Financial Technology

Provides insurance software to the P&C insurance distribution and employee benefits industries

Financial Technology Partners LP  
FTP Securities LLC

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

**aplifi**  
We Simplify Selling Insurance

in its sale to

**iPipeline**

**FINANCIAL TECHNOLOGY PARTNERS**

The Only Investment Bank  
Focused Exclusively on Financial Technology

Provides life insurance and annuity automation solutions

Financial Technology Partners LP  
FTP Securities LLC

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

**INSURANCE TECHNOLOGIES**

in its sale to

**MOELIS CAPITAL PARTNERS**

**FINANCIAL TECHNOLOGY PARTNERS**

The Only Investment Bank  
Focused Exclusively on Financial Technology

Offers software and tech-enabled sales automation platforms for insurers

# Overview of FT Partners

## Award-Winning Investment Banking Franchise Focused on Superior Client Results

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



M&A Advisor Awards

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



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








Middle Market Financing Awards

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

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

# Overview of FT Partners

## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York and San Francisco from 1995-2002</li> <li>Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	20
<b>Larry Furlong</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York, London and Los Angeles beginning in 1995</li> <li>Wharton M.B.A.</li> </ul>	20
<b>Greg Smith</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee</li> <li>Recent coverage included DST, ENV, FISV, FIS, V, MA, GPN &amp; HPY among others</li> </ul>	19
<b>Tim Wolfe</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	13
<b>Andrew McLaughlin</b> <i>Managing Director, Research &amp; Business Development</i>		<ul style="list-style-type: none"> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	9