

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 17, 2017



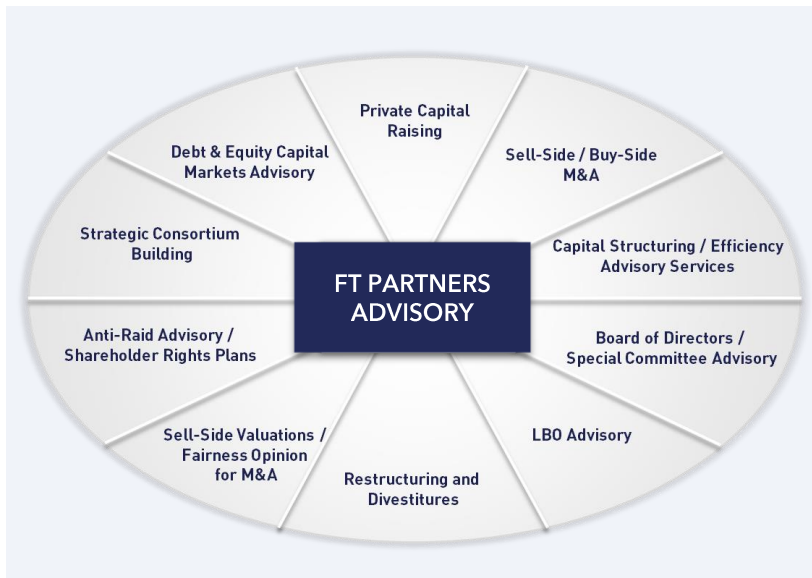
Health IQ Raises \$35 million in Series C Financing Led By Andreessen Horowitz

ANDREESSEN
HOROWITZ

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

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 #4 Most Influential Person in all of FinTech in *Institution Investor's* "FinTech Finance 35"



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

Steve McLaughlin: *Founder & CEO*

Tel: 415.992.8880

steve.mclaughlin@ftpartners.com

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Health IQ Raises \$35 million in Series C Financing

Transaction Summary

Transaction Summary

- On November 15, 2017, Health IQ announced it had raised \$34.6 million in Series C financing
- Health IQ offers better rates and better underwriting on life insurance to health conscious individuals
- This recent financing brings the Company's total capital raised to \$81 million
- Health IQ intends to use the funding to fuel hiring in its Mountain View and San Diego offices, continue product development and accelerate customer growth
- The Company plans to expand coverage into other healthcare areas next year, including dental, long-term care and disability insurance

Selected Financing History

Date	Size (\$ mm)	Investor(s)
11/15/17	\$35	Andreessen Horowitz; Charles River Ventures; First Round Capital; Undisclosed Investor(s)
NA	41*	Undisclosed Investor(s)
12/17/14	6	Charles River Ventures; Greylock Partners; Menlo Ventures; First Round Capital; Rock Health; Western Technology Investments

Management Commentary

"We believe the best way to change the world's health is to celebrate the health conscious rather than harass the people who aren't. We are doing that celebration today with lower rates and better underwriting in life insurance. We believe that these incentives will inspire others to take responsibility and transform their health."



Munjal Shah
Co-Founder & CEO



Investor Commentary

"Much of the insurance industry today is based on outmoded, mass-packaged research with a one-size-fits-most mindset, which results in overpayment from consumers and improper risk assessment for carriers. Health IQ takes a modern, data-driven approach to insurance which gives carriers more accurate assessments and offers fair, low rates to consumers."

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Alex Rampell
General Partner



Health IQ Raises \$35 million in Series C Financing

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Health IQ Overview

Company Overview



Founder & CEO

Munjal Shah

Headquarters:

Mountain View, CA

Founded:

2013

- Health IQ is a life insurance broker that helps health-conscious individuals obtain better rates and coverage from insurance companies
- The Company has partnered with over 30 carriers to offer discounts to consumers who exhibit healthy behavior, helping them save between 4 and 33 percent on life insurance premiums
- The Company has helped thousands of clients secure \$5.3 billion in coverage since January 2016 ⁽¹⁾
- The Company is a licensed insurance agent in all 50 states

Investors

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Felicis Ventures



Foundation
CAPITAL

greylockpartners.



Ribbit Capital

ROCK
HEAL+H



Products & Services Overview



Better Rates

- 56% of clients qualify for special rates and special underwriting due to health knowledge and lifestyle factors
- Customers that do not qualify can still shop for the lowest rate from up to 30 carriers



Better Underwriting

- Accounts for various health factors such as physical activity and diet
- Traditional factors such as family history, low resting heart rate, BMI and chronic diseases typically used in life insurance underwriting are revised



Better Science

- Underwriting philosophy underpinned by years of health and health knowledge data
- Health IQ leverages science and big data to negotiate lower rates for the health conscious

Partners

Lincoln Financial Group

Brighthouse
FINANCIAL
Established by MetLife

TRANSAMERICA

Mutual of Omaha

Financial security
for the long run. SECURIAN

SBLI THE NO NONSENSE
LIFE INSURANCE
COMPANY

John Hancock

Assurity
Life Insurance Company

Ameritas
fulfilling life

Prudential

Principal

+19 more

Source: Company website, Company press release

(1) Forbes: "This Life Insurance Start-Up Has Quietly Raised \$81 Million To Give Cheaper Rates To Vegans, Runners And Yogis"

Health IQ Raises \$35 million in Series C Financing

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Andreessen Horowitz Overview

Overview

ANDREESSEN HOROWITZ



Marc Andreessen
Co-Founder,
General Partner



Ben Horowitz
Co-Founder,
General Partner



Jeff Jordan
General Partner



Lars Dalgaard
General Partner

Location

- Menlo Park, CA

About

- Founded in 2009 by Marc Andreessen and Ben Horowitz, former co-founders of Opsware
- Seed, venture and growth-stage investor with over \$4bn in total assets under management across four funds
- Prefers to invest in companies with over 50% of annual growth
- Likes to participate in Series B rounds for consumer-oriented businesses and Series A for enterprise-oriented companies, but generally stage agnostic
- Early investor in some of the fastest-growing technology companies in the world, including Facebook, Skype, Twitter and Pinterest

Investment Preferences

Investment Criteria

Fund Size:	\$1,580 mm
Fund Raised:	2016
Investment Range:	\$0.01 – 100 mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	North America
Transaction Type:	Venture, Growth, Seed
Industry Focus:	Software-Enabled Consumer and Enterprise Products and Services

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
11/17	Health IQ (Series C)	\$35	NA	Ins
11/17	TransferWise (Series E)	280	Ben Horowitz	Pymts
09/17	Earnin (Series B)	39	NA	Bnkg
06/17	Cadre (Series C)	65	NA	Bnkg
05/17	Axoni (Series A)	22	NA	CapMkts
04/17	Open Invest (Seed)	3	NA	CapMkts
02/17	Tezos (Early Stage VC)	10	NA	CapMkts
12/16	Polychain Capital (Early Stage VC)	10	NA	CapMkts
11/16	PeerStreet (Series A)	15	NA	Bnkg
11/16	Cross River Bank (Later Stage VC)	28	NA	Bnkg
10/16	Quantopian (Series C)	26	NA	CapMkts
09/16	Point Digital Finance (Series A)	8	NA	Bnkg
07/16	Capriza (Series C)	23	Ben Horowitz	BPO
04/16	Affirm (Series D)	100	NA	Bnkg
04/16	Swanest (Seed)	10	NA	CapMkts
03/16	Branch.co (Series A)	9	Zal Bailimoria	Bnkg
01/16	Pindrop Security (Series C)	75	Scott Weiss	Bnkg
12/15	Oration (Series A)	11	NA	HCIT
12/15	Factual (Series B)	35	NA	Pymts
10/15	Open Gov (Series C)	25	Marc Andreessen	FMS

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

3) Deal Amount in mm

2) * denotes M&A exit; ** denotes IPO exit

Health IQ Raises \$35 million in Series C Financing

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Selected Recent InsurTech Financings

Announce Date	Company	Investor(s)	Amount (\$ in mm)	Target: Country
11/15/17	Goji	Hudson Structured Capital Management (dba: "HSCM Bermuda")	\$15	USA
11/15/17	Health I.Q.	Andreessen Horowitz; Charles River Ventures; First Round Capital; Foundation Capital; Undisclosed Investor(s)	35	USA
11/07/17	Matic	Nationstar Mortgage; Anthemis Group; ManchesterStory; National General Holdings; Nationwide Corporation	7	USA
11/04/17	Cheche365	China Capital Group; Shunwei Capital; CBC Capital	30	China
10/23/17	Shift Technology	Accel Partners; General Catalyst Partners; Elaia Partners; Iris Capital	28	France
10/16/17	RenewBuy.com <i>Khasbiyon Ke Agent</i>	Amicus Capital	9	India
10/13/17	policybazaar.com <i>Compare. Buy. Save.</i>	True North Venture Partners; IDG Ventures; Wellington Management Company; Temasek; Tiger Global Management; Premji Invest; Info Edge; Undisclosed Investor(s)	77	India
10/12/17	SecurityScorecard	Nokia Growth Partners; Moody's; AXA Strategic Ventures; Intel Capital; Sequoia Capital; GV (aka Google Ventures); BOLDstart Ventures; Two Sigma Ventures; Evolution Equity Partners	28	USA
10/12/17	coverwallet	Foundation Capital; Union Square Ventures; Index Ventures; CV Starr; Two Sigma Ventures	19	USA
10/05/17	Slice	XL Innovate; Horizons Ventures; Munich Re / HSB Ventures; Sompo Japan Nipponkoa Insurance; Plug and Play Tech Center; Tusk Ventures	12	USA
10/03/17	PremFina	Rakuten Ventures; Draper Esprit; Thomvest Ventures; Emery Capital; Rubicon Venture Capital; Talis Capital; Undisclosed Investor(s)	36	UK
10/02/17	e ensurem™	A-CAP	12	USA
09/19/17	clearcover	Lightbank; Greycroft Partners; 500 Startups; Silicon Valley Bank; Undisclosed Investor(s)	12	USA
09/19/17	the zebra	Accel Partners; Silverton Partners; Floodgate; Ballast Point Ventures; Daher Capital; Birchmere Labs; Mark Cuban Companies	40	USA
09/18/17	comparaonline	Bamboo Finance; International Finance Corporation; Kaszek Ventures; Ribbit Capital; Rise Capital	14	Chile

Source: FT Partners Proprietary Transaction Database

[Click Logos to View Company Website](#)

FT Partners Research – Q3 InsurTech Insights

Q3 2017 InsurTech Insights



Click pictures to view report

Highlights of the report include:

- Q3 2017 and historical InsurTech financing volume and deal count statistics
- Largest InsurTech financing transactions so far in 2017
- Most active InsurTech investors
- Corporate VC activity and strategic investor participation
- Recent and historical trends in M&A

Q3 2017 INSURTECH INSIGHTS

Largest InsurTech Financings in 2017 Year-To-Date

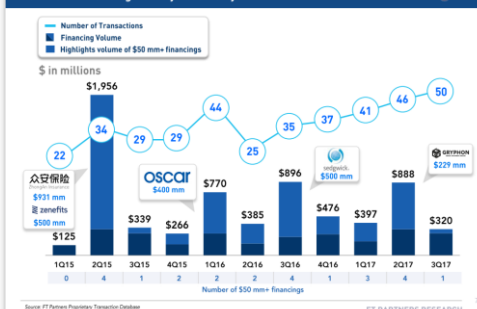
Announcement Date	Company	Investor(s)	Amount (\$ in mil.)	Target, Country
06/16/17	GREYHON	Parter South/Group, Lend Lease/Capital Partners	\$229	US
06/15/17	bright	Grouping Associates, Grouping Partners, Redwood Ventures, Chase Capital Advisors, New Enterprise Associates, Redwood Venture Partners, First Capital Partners	160	US
05/11/17	Clover	QI (aka Google Ventures), Kala, Dora Ventures, Western Technology Investments, Generali Capital Management, Sequoia Capital, First Round Capital	130	US
03/09/17	Alignment Healthcare	WarburgPincus	115	US
03/03/17	decisely	Edgework Partners Insurance Center, Two Sigma Private Investments	60	US
07/10/17	compare4	Investment Partners, Creative Capital, 88 Holdings, 88Q Asia, Picta, Goldman Sachs Investment Partners, First Round Capital, ACE & Co., Rouse 88 Ventures	50	US
04/28/17	Unguarded	PSG, Credit China Holdings	50	US
01/05/17	Namely	Sula Ventures Partners, Alexander Capital, Sequoia Capital, Matrix Partners, True Ventures, Greenlight/Phonetic, True Prime Group	50	US
04/06/17	trov	March 16 / HSB Ventures, Seng-Holdings, Oak HC/FT, Sonoma, Goldman Sachs Investment Partners	45	US
06/19/17	the zebra	Asial Partners, Shenton Partners, Picta/Group, Bullard Point Ventures, Doron Capital, Redwood Ventures, Kala Capital Companies	40	US
05/03/17	next insurance	Norwest Venture Partners, March 16 / HSB Ventures, Market Corp., American Express Ventures, RBC Capital, True Ventures, TSP Partners	35	US
05/24/17	policygenius	Norwest Venture Partners, Redwood Ventures, Kala Ventures, True Ventures, AIA Strategic Ventures, True Ventures, True Ventures, True Ventures	30	US
02/07/17	cxagroup	8 Capital Group, 88Q Asia	25	US
06/30/17	Shuili	Tencent Bluebird Ventures, Shenton Ventures, Sequoia Capital Partners, OQ Capital, M&A Group, Tongsheng Foundation	24	US
06/22/17	Slide	F Prime Capital, Veritas, New Enterprise Associates, Portage Ventures	24	US

Source: FT Partners Proprietary Transaction Database

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Q3 2017 INSURTECH INSIGHTS

InsurTech Financing Activity: Quarterly



Source: FT Partners Proprietary Transaction Database

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Q3 2017 INSURTECH INSIGHTS

Most Active InsurTech Investors – Traditional Venture Capital (Selected)

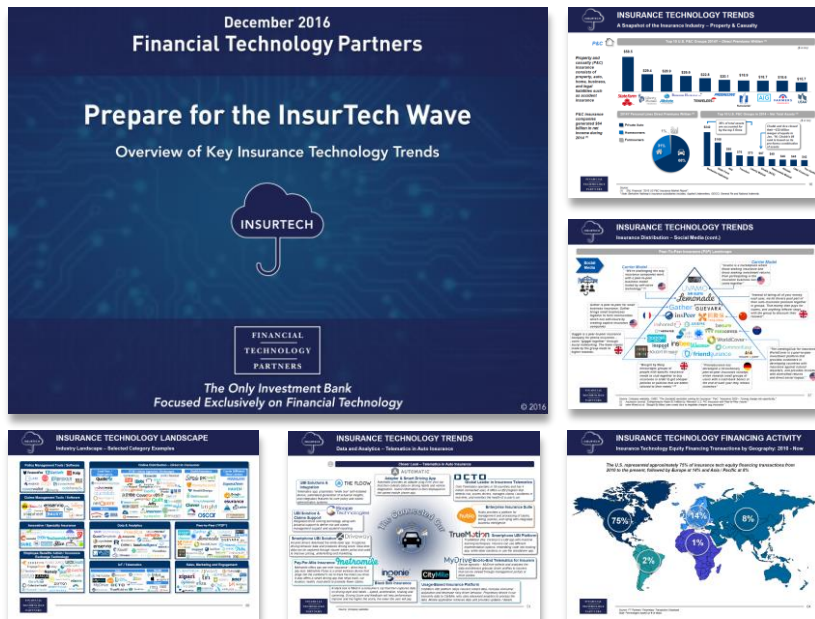


Source: FT Partners Proprietary Transaction Database

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FT Partners Research – InsurTech Industry Report

Prepare for the InsurTech Wave: Overview of Key InsurTech Trends



FT Partners' 268-page report provides an in-depth look at the major waves of innovation and disruption that are beginning to radically alter the insurance industry.

Additional highlights of the report include:

- An analysis of specific trends across: Insurance Distribution, Sales, Marketing and Engagement, Data and Analytics and Insurance Administration
- The responses of incumbents to date including the innovations, investments, partnerships and acquisitions being made to stay ahead of the game
- Proprietary InsurTech financing and M&A statistics and a comprehensive list of transactions in the space
- A detailed industry landscape of InsurTech providers as well as other innovative, tangential companies and profiles of 54 companies operating in the InsurTech ecosystem

Please visit our [website](#) for more proprietary FinTech Research & Follow FT Partners on [Twitter](#) and [LinkedIn](#) for real time updates on our Research Publications

FT Partners – Focused Exclusively on FinTech

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Selected FT Partners InsurTech Research – *Click to View*



SquareTrade's \$1.4 billion Sale to Allstate



Automatic's \$115 million Sale to SiriusXM



Goji's \$15 million Financing Round Led by HSCM Bermuda



Assurant Acquires The Warranty Group



Verisk Analytics Acquires Sequel for Approximately \$322 million



Trov Raises \$45 million in Series D Financing



Guidewire Acquires Cyence for \$275 million



ZhongAn Completes its IPO Raising \$1,500 million

[VIEW MORE FT PARTNERS RESEARCH](#)

Leading Advisor Across the InsurTech Landscape

Consumer Protection Plans

Financial Technology Partners LP
FTP Securities LLC

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



in its sale to



for total consideration of

\$ 1,400,000,000



The Only Investment Bank
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Telematics / Connected Car Solutions

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



The Only Investment Bank
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Online Small Business Insurance

Financial Technology Partners LP
FTP Securities LLC

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



in its equity capital raise led by



for total consideration of

\$ 31,000,000



The Only Investment Bank
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Sales Automation Technology & Platform

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FTP Securities LLC

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sole strategic and financial advisor to



in its sale to

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Focused Exclusively on Financial Technology

Largest Wholesale Brokerage in U.S.

Financial Technology Partners LP
FTP Securities LLC

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



in its growth recapitalization by



NEW MOUNTAIN CAPITAL LLC

valued at approximately

\$ 1,300,000,000



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Auto Finance and Insurance Solutions

Financial Technology Partners LP
FTP Securities LLC

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on its sale to an Affiliate of



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Agency Management / Marketing Technology

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in its sale of

Zywave Insurance Solutions

to



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Life & Annuity Technology Solutions

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We Simplify Selling Insurance

in its sale to



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Online Personal Lines Insurance Agency

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in its financing led by



for total consideration of

\$ 15,000,000



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SaaS / Claims for Property & Contents

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in its sale to



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FT Partners Advises Goji on its Financing

Transaction Overview

- On November 15, 2017, Goji announced it has raised \$15 million in financing led by Hudson Structured Capital Management Ltd., doing business as HSCM Bermuda
- Founded in 2007 and headquartered in Boston, MA, Goji is the country's leading independent online personal lines insurance agency
 - Goji's data-driven home and automobile insurance platform enables Goji agents to seamlessly match the optimal coverage needs of its preferred buyers with Goji's integrated network of more than a dozen insurance carriers
- HSCM Bermuda was founded in 2015 and invests in reinsurance and insurance-linked assets across all lines of businesses through an array of innovative structures that allow risk transference, including from the life and property/casualty sectors, to the capital markets
- Goji's existing investors include: Thayer Street Partners, a tech-enabled financial- and business services-oriented private investment firm, Matt Coffin's Coffin Capital & Ventures, and Five Elms Capital, a Kansas City-based growth capital investment firm focused on tech-enabled companies

Significance of Transaction

- The investment allows Goji to benefit from HSCM Bermuda's sophisticated knowledge of insurance and its strong access to the insurance and reinsurance markets
- Additionally, the investment will drive accelerated growth at Goji

FT Partners' Role

- FT Partners served as a strategic and financial advisor to Goji 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
strategic and financial advisor to*

Goji

in its financing led by



HSCM BERMUDA
MANAGEMENT COMPANY

for total consideration of

\$15,000,000



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FT Partners Advises SquareTrade on its Sale to Allstate

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

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sole strategic and financial advisor to*



in its sale to



for total consideration of

\$ 1,400,000,000



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FT Partners Advises Automatic on its Sale to SiriusXM

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 InsurTech sector

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AUTOMATIC

in its sale to



for total consideration of approximately

\$ 115,000,000

FINANCIAL
TECHNOLOGY
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FT Partners Advises Enservio on its Sale to Solera

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

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



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Award-Winning Investment Banking Franchise Focused on Superior Client Results

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"

I The Information

2016

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



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 <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> 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. 	22
Paul VanderMarck <i>Managing Director</i>		<ul style="list-style-type: none"> Former 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 	25
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York, London and Los Angeles beginning in 1995 Wharton M.B.A. 	22
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> 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 	21
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> 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) 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> 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 	19
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> 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. 	15
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> 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 	14
Andrew McLaughlin <i>Managing Director</i>		<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	11