

FT PARTNERS FINTECH INDUSTRY RESEARCH

December 12, 2019



**Konfio Raises \$100 million in Series D
Financing led by SoftBank Innovation Fund**



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 17 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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Konfio Raises \$100 million in Series D Financing

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Transaction Overview

Transaction Summary

- On December 3, 2019, Konfio, an online financial services platform for small and medium businesses in Mexico, announced the completion of a \$100 million Series D financing round led by SoftBank Group's Latin America fund, the Innovation Fund
 - Existing investors Vostok Emerging Finance, QED Investors and Kaszek Ventures also participated in the round
- The funding will be used by the Company to expand working capital loans to SMBs and introduce new products
- To date, Konfio has raised nearly \$400 million in debt and equity financing

Selected Financing History

Date	Size (\$ mm)	Financing Round	Selected Investor(s)
12/03/19	\$100	Series D	SoftBank; Vostok Emerging Finance; QED Investors; Kaszek Ventures
09/08/19	250	Debt	Goldman Sachs; Victory Park Capital
06/18/18	15	Series C	Vostok Emerging Finance; QED Investors; Kaszek Ventures; Quona Capital; IFC
10/10/17	10	Series B	IFC; QED Investors; Kaszek Ventures; Quona Capital; Jaguar Ventures
04/24/16	8	Series A	QED Investors; Kaszek Ventures; Quona Capital; Jaguar Ventures

Management and Investor Commentary

"I'm delighted to welcome SoftBank as the latest investor in Konfio and look forward to our partnership...this investment will enhance our working capital offering and add a suite of new products, including other lending solutions and business tools, all for the benefit of SMBs in Mexico."



Gregorio Tomassi
Director of Corporate Strategy & Investor Relations



"We congratulate Konfio on this latest funding round and are privileged to have been able to support the business further. This is a significant equity capital injection for Mexico's leading small business lender and coupled with Goldman Sachs USD 100 mln credit facility, further positions Konfio to win in the vast Mexican small business space."



Dave Nangle
Managing Director



Konfio Raises \$100 million in Series D Financing

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Konfio Overview

Company Overview



CEO:	David Arana
Headquarters:	Mexico City, MX
Founded:	2013

- Konfio is an online lending platform that provides affordable loans to small and medium-sized businesses in Mexico that do not have access to traditional credit products
- Konfio also offers life insurance coverage and free credit checks, and has its own loyalty program
- The Company's platform complements traditional financial analysis and streamlines the loan application process, providing convenience and affordability to customers who are creditworthy but historically underserved by traditional banking
- The size of the SMB loan market in Mexico is estimated to be north of \$100 billion based on studies published by the McKinsey Global Institute

Management Overview



David Arana
Founder & CEO



Francisco Padilla
Co-Founder & CTO



Carlos Arredondo
CFO

Products and Services Overview



Credit

- Credit amounts range from \$100k to \$15mm pesos (approximately \$5k – \$775k USD)
- Credit for entrepreneurs
- SME Credit
- Business Credit
- Process only takes 10 minutes



Insurance

- Life insurance with a guaranteed sum of \$500k, \$1mm or \$1.5mm pesos
- Beneficiaries receive sum insured upon death
- Double compensation for accidental death
- \$50k pesos in advance to cover immediate or funeral expenses
- Receive up to 50% down payment for terminal illness



Monitor Finances

- Check credit history for free and at any time
- Review payment behavior
- View total debt to maintain good financial health



Loyalty Program for SMEs

- Access to exclusive offers, free tools and discounts
- Preferential price for life insurance
- 30 minutes of tax advice via telephone
- Rewards program featuring companies such as Rappi, PayPal, Stripe and Shopify

Konfio Raises \$100 million in Series D Financing

FT PARTNERS RESEARCH



SoftBank Innovation Fund Overview

Overview



Marcelo Claire
Head of Innovation Fund



Andre Maciel
Managing Partner



Shu Nyatta
Managing Partner



Paulo Passoni
Managing Partner

Locations

- Miami, FL (HQ)
- Sao Paulo, Brazil
- Tokyo, Japan

About

- Established in 2019, SoftBank Innovation Fund is the Latin American investing arm of SoftBank Investment Advisers, which also oversees the \$100 bn Vision Fund
- The Innovation Fund seeks to capitalize on the unique traits of Latin America, which include a rapidly growing middle class, increased technological penetration, the digitalization of financial services, and the inter-industry shift to online commerce
- Last year, SoftBank was involved in more than half of the top 10 biggest investments in VC-backed startups

Investment Preferences

Investment Criteria

Fund Size:	\$5,000 mm
Fund Raised:	2019
Investment Range:	\$50+ mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	Latin America
Transaction Type:	Venture, Growth
Industry Focus:	eCommerce, FinTech, Healthcare, Mobility, Insurance

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
12/19	Konfio (<i>Series D</i>)	\$100	NA	Bnkg
11/19	Ualá (<i>Series C</i>)	150	NA	Bnkg
09/19	QuintoAndar (<i>Series D</i>)	250	NA	Bnkg
07/19	Creditas (<i>Series D</i>)	231	NA	Bnkg
07/19	Banco Inter (<i>Minority</i>)	186	NA	Bnkg
05/19	Clip (<i>Growth</i>)	100	NA	Pymts

Other Notable Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
04/19	Rappi (<i>Growth</i>)	\$1,000	Jeffrey Housenbold	NA

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

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

3) Deal Amount in mm

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Selected FT Partners' Research – *Click to View*

November 19, 2019

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

BlueVine

on its Series F financing led by

ION

for total consideration of

\$102,500,000

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

BlueVine's \$103 million Series F Financing

July 23, 2019

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

MoneyLion

on its Series C financing with participation from new strategic investors

Capital One **MetaBank**

along with participation from

PINTECH COLLECTIVE **edison** **GREENSPRING ASSOCIATES**

The Only Investment Bank Focused Exclusively on FinTech

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for total consideration of

\$100,000,000

MoneyLion's \$100 million Series C Financing

July 16, 2019

Featuring: Exclusive CEO Interview David Johnson

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

FIRST ASSOCIATES

in its Recapitalization by

STONE POINT CAPITAL

and Merger with

PFSC **PORTFOLIO FINANCIAL SERVICES LLC**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

First Associates' Majority Recapitalization and Merger with Portfolio Financial Services

November 4, 2019

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

deserve

on its financing led by

Goldman Sachs

for total consideration of

\$50,000,000

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Deserve's \$50 million Financing Led by Goldman Sachs

FT PARTNERS FINTECH INDUSTRY RESEARCH

December 4, 2019

Ualá

Ualá Raises \$150 million in Series C Financing Led by Tencent and SoftBank

Tencent **腾讯** **SoftBank Group**

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Uala Raises \$150 million in Series C Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

October 8, 2019

Dave

Dave Raises \$50 million in Financing from Norwest Venture Partners

NORWEST **VENTURE PARTNERS**

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Dave Raises \$50 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 25, 2019

NEON

Neon Raises R\$400 million (approximately \$95 million) in Series B Financing Led by General Atlantic and Banco Votorantim

GENERAL ATLANTIC **BancoVotorantim**

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Neon Raises Approximately \$95 million in Series B Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

December 4, 2019

FIGURE

Figure Raises \$103 million in Series C Financing

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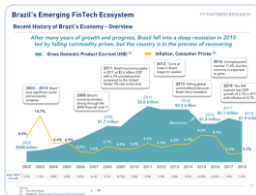
San Francisco • New York • London

Figure Raises \$103 million in Series C Financing

[VIEW MORE FT PARTNERS RESEARCH](#)

FT Partners Research – Brazil's Emerging FinTech Ecosystem

Brazil's Emerging FinTech Ecosystem A Fertile Environment for Disruption and Innovation



Brazil's Emerging FinTech Ecosystem
Selected Private Company FinTech Finances in Brazil, 2013 - 2019 USD

Company	Year	Financing Type	Amount (USD)	Valuation (USD)
Alipay	2015	Series A	100	100
Getnet	2015	Series A	100	100
Baidu	2015	Series A	100	100
Cielo	2015	Series A	100	100
Alipay	2016	Series A	100	100
Getnet	2016	Series A	100	100
Baidu	2016	Series A	100	100
Cielo	2016	Series A	100	100
Alipay	2017	Series A	100	100
Getnet	2017	Series A	100	100
Baidu	2017	Series A	100	100
Cielo	2017	Series A	100	100
Alipay	2018	Series A	100	100
Getnet	2018	Series A	100	100
Baidu	2018	Series A	100	100
Cielo	2018	Series A	100	100
Alipay	2019	Series A	100	100
Getnet	2019	Series A	100	100
Baidu	2019	Series A	100	100
Cielo	2019	Series A	100	100



FT Partners' report provides an in-depth look at the FinTech ecosystem in Brazil. Brazil is in the midst of a FinTech revolution as the confluence of a number of forces has created a very fertile environment for innovation and disruption across various financial, technology and business services. With the world's fifth largest population, the ninth largest economy and a government encouraging greater competition for a highly concentrated banking ecosystem, Brazil represents a very attractive market and a huge growth opportunity for technology-driven financial solutions across Payments, Banking, Lending, Insurance, Wealth Management, and other sectors.

Highlights of the report include:

- Social, economic and FinTech trends in Brazil
- Regulatory environment in Brazil and recent updates
- Brazilian Payments, Banking, Lending, InsurTech, Financial Management Solutions, and WealthTech sector overviews
- 14 exclusive interviews with FinTech executives, entrepreneurs and investors in Brazil
- A detailed market landscape of FinTech companies operating in Brazil
- Individual profiles of 26 companies playing a significant role in the Brazilian FinTech universe
- Highlights of active investors in the space and recent financing transactions

Click pictures to view report

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Track Record of Success Across the Banking Technology Space



Continued Track Record of Success in the Alternative Lending / Credit Space

White Label Loan Management

Financial Technology Partners LP
FTP Securities LLC

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



in its Series D financing led by



with participation from



for total consideration of

\$ 50,000,000



The Only Investment Bank
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Consumer Home Improvement Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its
exclusive role as financial advisor to



in its minority investment from



for total consideration of

\$ 300,000,000



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Consumer Marketing / Credit Lead Generation

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to



in its lead investment in



with additional participation from



for approximately

\$ 85,000,000



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SMB Credit Tools / Financing

Financial Technology Partners LP
FTP Securities LLC

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



in its Series C financing led by



for total consideration of

\$44,800,000



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SMB Financing

Financial Technology Partners LP
FTP Securities LLC

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



in its sale to



for approximately

\$ 200,000,000



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Peer-to-Peer Lending

Financial Technology Partners LP
FTP Securities LLC

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



in its loan purchase agreement with a
consortium of institutional investors

Affiliates of



for up to

\$ 5,000,000,000



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SaaS-based Loan Origination

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in its sale to



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SMB Financing

Financial Technology Partners LP
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is pleased to announce its
role as advisor to



in its Series E minority financing led by



for total consideration of

\$ 135,000,000



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Supply Chain Finance Solutions

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
financial advisor to



in its investment from



for total consideration of approximately

\$ 65,000,000



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SMB Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as
exclusive financial advisor to



on its Series F financing led by



for total consideration of

\$102,500,000



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FT PARTNERS RESEARCH

FT Partners Has Advised on Many of the Largest Alternative Lending Transactions

Company	Investor(s)	Amount Raised
PROSPER	Affiliates of New Residential Jefferies THIRD POINT	\$5,000,000,000 Loan Commitment
GreenSky™	FIFTH THIRD BANK	2,000,000,000 Loan Commitment
GreenSky™	Initial Public Offering	50,000,000 Investment
GreenSky™	TPG DST ICONIQ WELLINGTON MANAGEMENT	1,010,000,000
GreenSky™	PIMCO	300,000,000
GreenSky™	PIMCO	200,000,000
Kabbage®	RCP REVERENCE CAPITAL PARTNERS ING Scotiabank®	135,000,000
BlueVine	ION CROSSOVER PARTNERS	102,500,000
earnest	ADAMS STREET BV Bullseye Ventures maveron	75,000,000
taulia®	QUESTMARK PARTNERS zouk BBVA edbi	65,000,000
aura formerly known as INSIKT	Coppel FIRSTMARK revolution Colchis	50,000,000
PROSPER	Fund Co-Managed by: FinEX ASIA	50,000,000
Nav	Goldman Sachs experian. 宜信 POINT72 VENTURES ARIES Capital Partners	45,000,000

In addition to these large rounds, FT Partners has advised on a number of other prominent Lending Tech / Alt Lending transactions

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole strategic and financial advisor to
EllieMae
in its
\$45,000,000
Initial Public Offering
valuing the equity at approximately
\$ 146,000,000

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole strategic and financial advisor to
capitalG
in its lead investment in
credit karma
with additional participation from
TIGER SIG Ribbit Capital
for approximately
\$ 85,000,000

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole strategic and financial advisor to
defi SOLUTIONS
in its Series C investment from
BainCapital
VENTURES
for total consideration of
\$ 55,000,000

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole strategic and financial advisor to
oakam
in its debt financing from
VICTORY PARK
CAPITAL
for total consideration of approximately
\$ 47,000,000

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole strategic and financial advisor to
credit sesame
on its growth financing with participation from
M ERMENENTIS SF
for total consideration of
\$ 42,000,000

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole strategic and financial advisor to
Upstart
in its Series C financing led by
THIRD POINT VENTURES
with additional participation from
khosla ventures
for approximately
\$ 35,000,000

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PARTNERS

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole strategic and financial advisor to
**F>ST
PSY**
in its growth financing from
**OAK
HC/FT**
for total consideration of approximately
\$ 15,000,000

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole strategic and financial advisor to
Bluebird
in its financing, including investment from
HIGHLAND
for approximately
\$ 15,000,000

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole strategic and financial advisor to
DATAx
in its sale to
EQUIFAX

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole strategic and financial advisor to
**WebEquity
solutions™**
in its sale to
Moody's

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole strategic and financial advisor to
L2C inc
in its sale to
TransUnion.

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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole strategic and financial advisor to
FIRST ASSOCIATES
in its recapitalization by
STONE POINT CAPITAL
and merger with
PORTFOLIO
FINANCIAL SERVICES CO.

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FT Partners Advises BlueVine on its Series F Financing

Overview of Transaction

- On November 19, 2019, BlueVine announced it has raised \$102.5 million in Series F financing, led by ION Crossover Partners
 - The round includes participation from new investors including MUFG Innovation Partners Co., Ltd, O.G. Tech - Eyal Ofer's VC, Vintage Investment Partners, ION Group, and existing investors including Lightspeed Venture Partners, Menlo Ventures, 83North, SVB Capital, Nationwide, Citi Ventures, M12 (Microsoft) and additional private investors
- Founded in 2013, BlueVine provides innovative banking solutions built for small businesses
- BlueVine offers a suite of products designed to meet the diverse financial needs of today's business owners including BlueVine Business Checking, Line of Credit, Term Loan, and Invoice Factoring up to \$5 million
- BlueVine has served over 20,000 small and medium-sized businesses and provided access to over \$2.5 billion in financing

Significance of Transaction

- BlueVine will use the funding to further build and scale its vision for BlueVine Business Banking, an end-to-end banking platform featuring a business checking account seamlessly integrated with BlueVine's technology-enabled suite of online financing products

FT Partners' Role

- FT Partners served as exclusive financial advisor to BlueVine and its board of directors on its \$102.5 million Series F financing
- This transaction highlights FT Partners' deep domain expertise in Banking Tech and Alternative Lending, as well as its successful track record generating highly favorable outcomes for high growth FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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



on its Series F financing led by



for total consideration of

\$102,500,000



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FT Partners Advises MoneyLion on its \$100 million Series C Financing

Overview of Transaction

- On July 23, 2019, MoneyLion announced it has raised \$100 million in Series C financing, which included strategic investments from Capital One and MetaBank in addition to participation from Edison Partners, Greenspring Associates and FinTech Collective
- MoneyLion is a mobile banking platform that allows members to conveniently borrow money, manage and aggregate finances, as well as invest in future goals through a proprietary digital advisor
- MoneyLion serves over 5 million members, and in 2018 the Company helped its members avoid over \$7 million in traditional banking fees, in addition to helping 70% of members improve their credit scores by 30 points

Significance of Transaction

- MoneyLion will use the latest round of financing to accelerate its customer growth in the U.S., and to expand its product offerings to include 0% APR daily cash advances, high-yield cash accounts and a stock trading platform
- With this latest round, MoneyLion has now raised a total of over \$200 million in equity financing

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to MoneyLion and its board of directors on its \$100 million in Series C financing
- FT Partners previously advised MoneyLion on its \$82 million Series B financing in 2018
- This transaction highlights FT Partners' deep domain expertise in the banking technology sector, and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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



MoneyLion

*in its Series C financing with participation
from new strategic investors*



along with participation from



edisonpartners

GREENSPRING
ASSOCIATES

for total consideration of

\$100,000,000

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FT Partners Advises Vitruvian on its Investment in Deposit Solutions

Overview of Transaction

- On August 15, 2018, Vitruvian Partners (“Vitruvian”) announced it has made a \$100 million minority investment in Deposit Solutions with participation from Kinnevik and existing shareholders including e.ventures
 - The investment values Deposit Solutions in excess of \$500 million
- Vitruvian is an independent European private equity firm that invests in high growth companies in Europe and beyond (more details [here](#))
- Headquartered in Hamburg, Germany, Deposit Solutions provides an international Open Banking platform for savings deposits
- Deposit Solutions’ Open Banking platform transforms the value chain in the savings deposit market to the benefit of banks and savers alike
 - Deposit Solutions now connects more than 70 banks from 16 countries to more than 30 million savers through a wide variety of Points-of-Sale including renowned financial institutions such as Deutsche Bank and Fidelity’s FFB

Significance of Transaction

- Through this investment, Deposit Solutions plans to accelerate the expansion of its business, while ultimately trying to achieve its mission of making Open Banking the new standard for the global \$50 trillion market for savings deposits

FT Partners’ Role

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

Financial Technology Partners LP FTP Securities LLC

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



VITRUVIAN
PARTNERS

on its minority investment in



**DEPOSIT
SOLUTIONS**

*with participation from
new and existing investors*

for total consideration of

\$100,000,000

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FT Partners Advises Deserve on its \$50 million Financing

Overview of Transaction

- On November 4, 2019, Deserve announced it has raised \$50 million in financing led by Goldman Sachs (NYSE: GS) with participation from existing backers Sallie Mae, Accel, Aspect Ventures, Pelion Venture Partners and Mission Holdings
- Deserve is a leading alternative credit card platform and Card-as-a-Service (CaaS) company that designs and powers customized credit card programs for top financial institutions, FinTech players, universities, and consumer brands to ultimately assist thin-credit file consumers in achieving financial independence
 - The proprietary platform enables customers to launch any type of credit card product, underwritten for their specific target audiences, utilizing non-traditional data points and advanced machine learning algorithms to determine credit eligibility

Significance of Transaction

- With the new funding, Deserve will focus on further developing its CaaS offering, hiring engineers and data scientists to build out the platform's infrastructure, tools, APIs and machine learning capabilities, as well as expanding its B2B sales and marketing division

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Deserve
- FT Partners previously advised Deserve on its [\\$17 million financing](#) led by Sallie Mae in 2018
- This transaction underscores FT Partners' deep Banking Tech domain expertise and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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



on its financing led by

**Goldman
Sachs**

for total consideration of

\$50,000,000



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FT Partners Advises Prosper on its Series G Financing

Overview of Transaction

- On September 22, 2017, Prosper Marketplace announced that it has raised \$50 million in a Series G financing round from an investment fund co-managed by FinEx Asia
- San Francisco, CA-based Prosper is a leading marketplace lending platform for consumer loans, connecting people who want to borrow money with individuals and institutions that want to invest in consumer credit
 - To date, over \$10 billion in personal loans have been originated through the Prosper platform for debt consolidation and large purchases such as home improvement projects, medical expenses and special occasions
- Based in Hong Kong, FinEx Asia is the first global FinTech marketplace connecting Asian investors with high quality, low volatility asset classes, including U.S. consumer lending

Significance of Transaction

- The Series G investment, which brings Prosper's total equity raised to \$410 million to date, will be used to make strategic investments in the Company's platform and products

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Prosper and its Board of Directors
- FT Partners also advised on [Prosper's \\$5 billion loan purchase agreement](#) from a consortium of institutional investors
- This transaction further solidifies FT Partners' role as the advisor of choice in the Alternative Lending sector

Financial Technology Partners LP FTP Securities LLC

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

PROSPER

in its Series G Financing from

an investment fund co-managed by

FinEX
A S I A

for total consideration of

\$ 50,000,000

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FT Partners Advises Nav on its \$45 million Series C Financing

Overview of Transaction

- On February 11, 2019, Nav announced it has raised \$44.8 million in Series C Financing led by Goldman Sachs Principal Strategic Investments
 - Point72 Ventures, Experian Ventures, Aries and CreditEase FinTech Investment Fund also participated in the round
- Nav is a leading business financial management app that helps small business find the best financing by giving them free access to business and personal credit reports from major commercial and consumer credit bureaus
 - The Nav platform also helps small business owners make informed business credit decisions and hosts a robust marketplace with more than 110 business financing products such as loans and credit cards
 - To date, more than 1 million small business owners have access to their credit data and insights powered by Nav

Significance of Transaction

- Nav will use the funding to expand enterprise partnerships, introduce more small business owners to its platform and drive additional data insights for its customers
- As part of Goldman Sachs' investment, Rana Yared, Managing Director in the Goldman Sachs Principal Strategic Investment group, moved from an observer on Nav's board to a voting director

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Nav
- FT Partners also previously advised Nav on its [\\$38 million Series B financing](#)
- This transaction underscores FT Partners' versatility and expertise across the FinTech universe and highlights its position as the "Advisor of Choice" to leading FinTech companies

Financial Technology Partners LP FTP Securities LLC

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

Nav

in its Series C financing led by



for total consideration of

\$44,800,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

Award-Winning Investment Banking Franchise Focused on Superior Client Results



2018 Top Investment Bank in FinTech



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

2019 Technology Deal of the Year

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

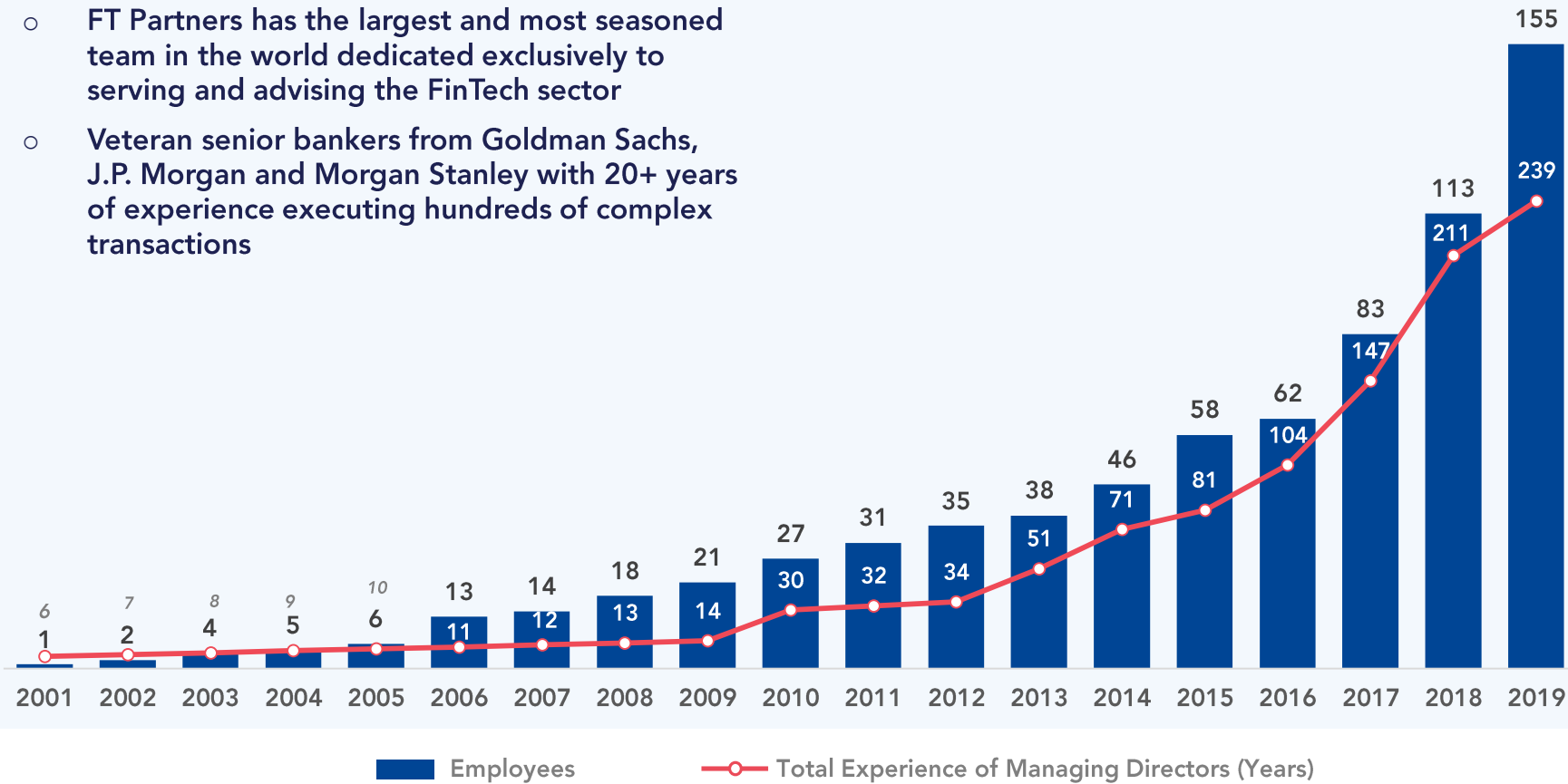
2007 Computer & Information Tech Deal of the Year, \$100 mm+

2007 Financial Services Deal of the Year, \$100 mm+

2004 Investment Bank of the Year

The Largest FinTech Advisory Practice in the World

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



Average Experience of Managing Directors (Years)



The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		- 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.	24
Mohit Agnihotri <i>Managing Director</i>	J.P.Morgan	- Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan - Wharton M.B.A.	17
Kate Crespo <i>Managing Director</i>	RAYMOND JAMES®	- Formerly with Raymond James' Technology & Services investment banking 13+ years of FinTech transaction execution experience - Dartmouth M.B.A.	17
Larry Furlong <i>Managing Director</i>		- Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004 - Wharton M.B.A.	23
Osman Khan <i>Managing Director</i>		- 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	22
Andrew McLaughlin <i>Managing Director</i>	Deloitte.	20+ years experience executing / implementing financial and operational strategy - Formerly with Deloitte Consulting	13
Mike Nelson <i>Managing Director</i>		- Formerly head of FinTech M&A at SunTrust Robinson Humphrey - Kellogg M.B.A.	19
Timm Schipporeit <i>Managing Director</i>		- 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	16
Greg Smith <i>Managing Director</i>		- 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	23
Tim Wolfe <i>Managing Director</i>		- Formerly with Goldman Sachs from 2000-2002 40 Under 40 M&A Advisor Award Winner 2013 - Harvard M.B.A.	17