

FT PARTNERS FINTECH INDUSTRY RESEARCH

June 7, 2018



SUNLIGHT FINANCIAL

**Sunlight Financial Raises \$50 million in
Financing From FTV Capital**



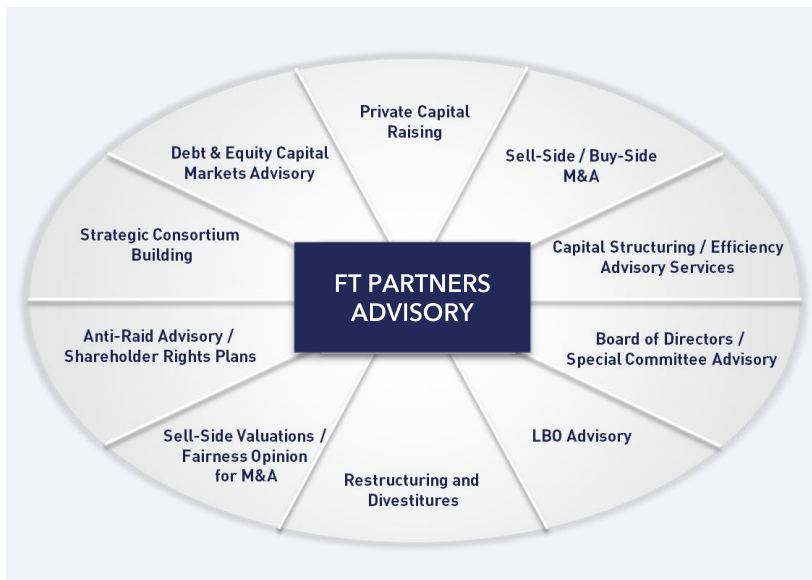
The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

FT Partners Overview

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

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

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"

Sunlight Financial Raises \$50 million in Financing

FT PARTNERS RESEARCH



Transaction Summary

Transaction Summary

- On June 6, 2018, Sunlight Financial announced it had raised \$50 million in financing from FTV Capital
 - Following the transaction, FTV's Brad Bernstein and Mike Vostrizansky – Managing Partner and Vice President, respectively – joined Sunlight Financial's Board of Directors
- Sunlight Financial intends to use the new capital to expand its product suite, further develop its technology platform, add new strategic partners and enhance existing partnerships

Transaction Commentary

"We are very excited to partner with FTV Capital as we embark on our next phase of growth and enhance our already differentiated product and platform to meet the needs of both homeowners and our strategic partners. For the past two decades, FTV has helped high-growth companies scale successfully, and its investment affirms Sunlight's position as a leading specialty finance company and the fastest growing solar financing provider nationwide. In addition to its proven growth equity track record, FTV brings access to potential future capital providers through its Global Partner Network®."



Matt Potere
CEO



Transaction Commentary

"The team at Sunlight Financial has leveraged their deep credit expertise and technical acumen to develop a leading-edge platform that accelerates the purchase, sale and installation of residential solar systems, batteries and roofs. Sunlight Financial thoughtfully built its robust platform to support expansion into adjacent products and markets, creating significant opportunities to build on the company's success in solar. FTV is thrilled to be able to support Sunlight in its next exciting stage of growth."



Brad Bernstein
Managing Partner



"FTV's investment cements Sunlight's position as the leading finance company enabling the dramatic growth of U.S. distributed renewable generation and energy storage infrastructure. We welcome Brad and Mike to the Sunlight board and know that they will bring added expertise to help facilitate Sunlight's next stage of growth as they have many times previously."



Emil W. Henry
CEO



Sunlight Financial Raises \$50 million in Financing

FT PARTNERS RESEARCH

Sunlight Financial Overview



Company Overview



CEO:	Matt Potere
Headquarters:	New York, NY
Founded:	2014

- Sunlight Financial provides POS financing solutions for the residential solar market
 - The Company's mission is to save homeowners money and protect the environment
 - Sunlight Financial partners with solar companies across the nation to offer innovative and affordable loans to homeowners
 - Using an online portal and flexible APIs, the Company helps develop simple and intuitive processes that facilitate the purchase, sale and installation of residential solar systems

Selected Equity Financing History

Date	Size (\$ mm)	Investor
06/06/18	\$50	
09/11/15	80	

Products & Services Overview

100,000+

Automated credit
requests processed

\$500 mm

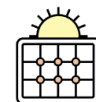
Loans funded

\$1 bn+

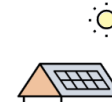
Capital
commitments

For Solar Companies

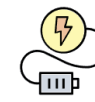
Sunlight Financial provides simple and fair financing options for a variety of products and properties



Solar systems



Roofs



Batteries



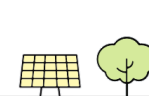
Single-family
homes



Townhouses
& rowhomes



Vacation
homes



Duplexes &
triplexes

For Homeowners



Potential
tax credits



Financial
incentives



Quick &
simple
application



Long-term
benefits

Sunlight Financial Raises \$50 million in Financing

FT PARTNERS RESEARCH

FTV Capital Overview



Overview



Richard Garman
Managing Partner



Brad Bernstein
Managing Partner



Chris Winship
Partner



Mike Vostrizansky
Partner

Locations

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

About

- Founded in 1998 by Bob Huret and Jim Hale
- Focus on FinTech with broader reach in software and services
- US-based but global portfolio including investments in China, Canada and the UK
- Strong LP base of banks, asset managers and other financial services companies
- Specializes in companies growing at greater than 20%
- Takes active role in portfolio companies through board representation
- First institutional funding for two-thirds of portfolio companies

Investment Preferences

Investment Criteria

Fund Size:	\$867 mm
Fund Raised:	2017
Investment Range:	\$10–85mm
Revenue:	\$10–100mm
EBITDA:	NA

General Preferences ¹

Control:	Minority, Majority
Geography:	Global
Transaction Type:	Growth, Buyout, Recapitalization
Industry Focus:	Enterprise Technology and Services, Financial Services, Payments and Transaction Processing

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
06/18	Sunlight Financial (Growth)	\$50	Brad Bernstein, Mike Vostrizansky	Bnkg
05/18	Tango Card (Later-Stage VC)	35	Chris Winship, Robert Anderson	Pymts
01/18	EBANX (Growth)	30	Chris Winship, Robert Anderson	Pymts
03/17	ID.me (Series B)	19	Liron Gitig JD	FMS
01/17	Enfusion Systems (Growth)	NA	Brad Bernstein	CapMkts
10/16	Riskalyze (Growth)	20	Brad Bernstein, Robert Anderson	CapMkts
03/16	Edgewater Markets (Growth)	30	Brad Bernstein, Kyle Griswold	CapMkts
03/16	CardConnect (FinTech Acquisition)*	350	Chris Winship, Richard Garman	Pymts
02/16	StoneEagle Services (Growth)	76	Chris Winship	Pymts
01/16	GigaSpaces (Later-Stage VC)	20	Liron Gitig JD	Ins
10/15	InvestCloud (Series D)	45	Richard Garman	CapMkts
08/15	CashStar (Series D)	15	Chris Winship	Pymts
05/15	WePay (JP Morgan)*	40	Chris Winship, Robert Anderson	Pymts
04/15	Clearent (Later-Stage VC)	25	Chris Winship	Pymts
11/13	World First (Growth)	NA	Brad Bernstein	Pymts

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

3) Deal Amount in mm

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

Selected FT Partners' Research – *Click to View*

October 25, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

credit sesame

in its growth financing with participation from

M **ICP** **INVENTUS** **GLOBESPIN** **SF**
Menlo IDA Capital Group

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

for a total consideration of
\$ 42,000,000

Credit Sesame's \$42 million Financing

September 22, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS 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 ASIA

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

for total consideration of
\$ 50,000,000

Prosper's Series G Financing

December 4, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

oakam'

in its debt financing from

VICTORY PARK CAPITAL

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

for total consideration of approximately
\$47,000,000

Oakam's Debt Financing from Victory Park Capital

January 19, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

defi SOLUTIONS

in its Series C Investment from

BainCapital VENTURES

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

for approximately
\$55,000,000

defi SOLUTIONS Raises \$55 million in Series C Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 7, 2018

Atom

Atom Bank Raises £149 million (~\$207 million) in Financing Led by BBVA & Toscafund

BBVA **TOSCAFUND**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Atom Bank Raises ~\$207 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 27, 2018

N26

N26 Raises \$160 million in Series C Financing Led By Allianz X & Tencent

Allianz X **Tencent 腾讯**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

N26 Raises \$160 million in Series C Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

April 26, 2018

Revolut

Revolut Raises \$250 million in Series C Financing Led By DST Global

DST

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Revolut Raises \$250 million in Series C Financing Led by DST Global

FT PARTNERS FINTECH INDUSTRY RESEARCH

June 5, 2018

chime

Chime Raises \$70 million in Series C Financing Led by Menlo Ventures

M
Menlo

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Chime Raises \$70 million in Series C Financing

[VIEW MORE FT PARTNERS RESEARCH](#)

Track Record of Success in the Alternative Lending Value Chain

Credit & Loan Management Tools

Financial Technology Partners LP
FTP Securities LLC

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



in its growth financing with participation from



for total consideration of

\$ 42,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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



The Only Investment Bank
Focused Exclusively on Financial Technology

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



The Only Investment Bank
Focused Exclusively on Financial Technology

SMB Credit Tools / Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to



in its Series B minority financing led by



with participation from



for total consideration of

\$ 38,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Marketplace 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



The Only Investment Bank
Focused Exclusively on Financial Technology

SaaS-based Loan Origination

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



The Only Investment Bank
Focused Exclusively on Financial Technology

SMB Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to



in its Series E minority financing led by



for total consideration of

\$ 135,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Supplier 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



The Only Investment Bank
Focused Exclusively on Financial Technology

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

FT Partners Advised on Many of the Largest Alternative Lending Transactions

Company	Investor(s)	Amount Raised
PROSPER	Affiliates of New Residential THIRD POINT Jefferies	\$5,000,000,000 Loan Commitment
GreenSky™	FIFTH THIRD BANK	2,000,000,000 Loan Commitment 50,000,000 Investment
GreenSky™	Initial Public Offering	1,010,000,000
GreenSky™	TPG DST ICONIQ WELLINGTON MANAGEMENT	300,000,000
GreenSky™	PIMCO	200,000,000
Kabbage®	RCP REVERENCE CAPITAL PARTNERS ING Scotiabank®	135,000,000
earnest	ADAMS STREET BV Battery Ventures maveron	75,000,000
taulia®	QUESTMARK PARTNERS zouk BBVA edbi	65,000,000
INSIKT	Coppel FIRSTMARK revolution Colchis CAPITAL	50,000,000
PROSPER	Fund Co-Managed by: FinEX ASIA	50,000,000
credit sesame	ICP INVENTUS CAPITAL PARTNERS Menlo ia capital group SF SOCIAL VENTURES	42,000,000
nav	宜信 CreditEase KPCB Tencent 腾讯 experian POINT72 VENTURES CROSSLINK CAPITAL Clocktower Technology Ventures	38,000,000

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 role as advisor to capital6 in its lead investment in credit karma with additional participation from TIGER SIG EQUITY PARTNERS Rabbit Capital for approximately \$ 85,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to FST PAY in its growth financing from OAK HC/FT for total consideration of approximately \$ 15,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to lighter capital in its growth financing for total consideration of \$ 9,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to Upstart in its Series C financing led by THIRD POINT EQUITY PARTNERS with additional participation from khosla ventures for approximately \$ 35,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology
Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to bluelary in its financing, including investment from HIGHLAND FURNISHING for approximately \$ 15,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to borro® in its growth financing for total consideration of \$ 19,500,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to L2C inc. in its sale to TransUnion for total consideration of approximately \$ 47,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to oakam™ in its debt financing from VICTORY PARK CAPITAL for total consideration of approximately \$ 47,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology
Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to EllieMae in its \$45,000,000 Initial Public Offering valuing the equity at approximately \$ 146,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to CIBC in its strategic investment in with additional participation from Bank Capital Ventures for total consideration of approximately \$ 70,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to customcredit systems a portfolio company of Triton Pacific Capital Partners, LLC in its sale to MISYS a portfolio company of Vista Equity Partners for total consideration of approximately \$ 70,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its role as advisor to WebEquity solutions™ in its sale to Moody's for total consideration of approximately \$ 70,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Significant Experience Across the Banking / Lending Tech Space

Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as financial advisor to GreenSky™ in its minority investment from DST ICONIQ TPG WILLINGHAM MANAGEMENT for total consideration of \$ 300,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as financial advisor to nav in its Series E minority financing led by experian with participation from 宜信 POINT72 KPCB Tencent for total consideration of \$ 38,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as advisor to Kabbage in its Series E minority financing led by ING Scotiabank for total consideration of \$ 135,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to SWIFT FINANCIAL in its sale to PayPal FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to MARQETA in its minority financing led by VISA with participation from COMMERCE VENTURES 83NORTH 宜信 for total consideration of \$ 25,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to credit secure in its growth financing with participation from MENLO IGRIVENTURES CLORESDEN la capital group SF for total consideration of \$ 42,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as financial advisor to optimalblue in its sale to GTCR FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology
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 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as Capital Markets & IPO Advisor to ELLIE MAE™ in its \$45,000,000 Initial Public Offering valuing the equity at approximately \$ 146,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to GreenSky™ in its investment from PIMCO for total consideration of \$ 200,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to F2ST PAY in its growth financing from OAK HC/FT for total consideration of approximately \$ 15,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to CORILLIAN in its sale to CheckFree for approximately \$ 245,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as financial advisor to borro in its growth financing for total consideration of \$ 19,500,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as advisor to CIBC in its strategic investment in Bain Capital Ventures for total consideration of approximately \$ 70,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology
Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to customcredit systems a portfolio company of Triton Pacific Capital Partners, LLC in its sale to MISYS a portfolio company of Vista Equity Partners FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	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 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as 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 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to BlueTarp Financial in its financing, including investment from HIGHLAND CAPITAL PARTNERS Longbridge TRINITY CAPITAL for approximately \$ 15,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic advisor to lighter capital in its growth financing for total consideration of \$ 9,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole strategic and financial advisor to FLEET ONE in its cash sale to wex for total consideration of approximately \$ 369,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology	Financial Technology Partners LP FTP Securities LLC is pleased to announce its exclusive role as sole debt capital advisor to jack henry & ASSOCIATES INC. in its acquisition of iPay Technologies for total consideration of approximately \$ 300,000,000 FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology

FT Partners Advises GreenSky on its \$1 billion Initial Public Offering

Overview of Transaction

- On May 23, 2018, GreenSky (Nasdaq: GSKY) priced its IPO at \$23 per share, raising approximately \$1.01 billion
- Due to strong demand, the deal priced at the high end of the initial \$21 - \$23 filing range and the number of shares was increased by 3.9 million, or 11%
- GreenSky will use the IPO proceeds to purchase Holdco units and Class A common stock from its CEO and other officers as well as early equity investors
- GreenSky is a leading FinTech company that powers commerce at the point of sale; the Company's technology platform facilitates merchants sales, while reducing the friction, and improving the economics, associated with a consumer making a purchase and a bank extending financing for that purchase
 - GreenSky has approximately 12,000 active merchants on its platform and the Company has enabled 1.7 million consumers to finance over \$12 billion of transactions since its inception through March 31, 2018

Significance of Transaction

- GreenSky's IPO is the largest U.S. Technology IPO of 2018 and is also the largest U.S. FinTech IPO in over two years¹
- This transaction further supports FT Partners' continued success advising leading FinTech growth companies and also highlights the long-term nature of many of the Firm's advisory relationships

FT Partners' Role

- FT Partners served as IPO Advisor to GreenSky on this transaction
- FT Partners previously advised GreenSky on its [\\$300 million investment by TPG, Iconiq, Wellington, and DST in 2014](#), its [\\$2 billion loan purchase agreement and \\$50 million investment by Fifth Third Bank in 2016](#), and its [\\$200 million investment by PIMCO in 2017](#)
- FT Partners has leveraged its deep industry knowledge, extensive transaction expertise, and broad scope of relationships to consistently achieve favorable outcomes for GreenSky

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as
IPO Advisor to*



in its

\$1,010,000,000
Initial Public Offering

for a total enterprise value of

\$4,500,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

(1) Excludes ADRs and foreign issuers

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

**FINANCIAL
TECHNOLOGY
PARTNERS**

*The Only Investment Bank
Focused Exclusively on Financial Technology*

Award-Winning Investment Banking Franchise Focused on Superior Client Results



2018

- 2018 Top Investment Bank in FinTech



Institutional Investor
Annual Ranking

2017

2015 - 2016

2006 - 2008

- Ranked #1 Most Influential Executive on Institutional Investor's FinTech 35 List
- Steve McLaughlin Ranked Top 5 on Institutional Investor's FinTech 35 List
- Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"



The Information

2016

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



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>		- Formerly with Goldman, Sachs & Co. in New York and San Francisco from 1995-2002 - Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) - Wharton M.B.A.	23
Greg Smith <i>Managing Director</i>		- Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker	22
Osman Khan <i>Managing Director</i>		- Former Managing Director / Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 - LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA)	21
Steve Stout <i>Managing Director</i>		- Former Global Head of Strategy at First Data - Formerly Led J.P. Morgan Payments Investment Banking - Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank	20
Tim Wolfe <i>Managing Director</i>		- Formerly with Goldman, Sachs & Co. beginning in 2000 - Started at FT Partners in 2002 40 Under 40 M&A Advisor Award Winner 2013 - Harvard M.B.A.	16
Timm Schipporeit <i>Managing Director</i>		11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London - Formerly a Venture and Growth Investor focused on FinTech at Index Ventures	15
Andrew McLaughlin <i>Managing Director</i>		20+ years experience executing / implementing financial and operational strategy - Formerly with Deloitte Consulting	12