

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 27, 2019

ETHOS

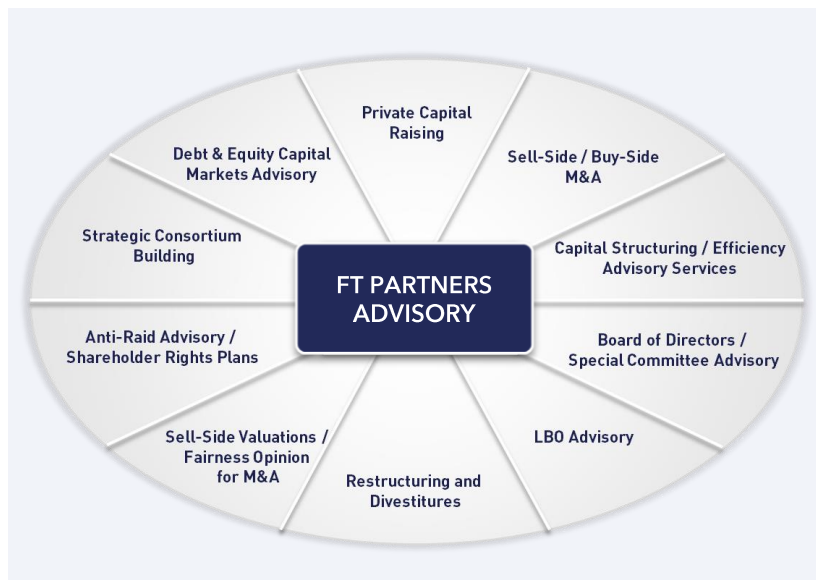
**Ethos Raises \$60 million in Series C
Financing Led by GV**



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



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"

Highly proprietary information. Unauthorized distribution without prior consent from Financial Technology Partners LP, FTP Securities LLC or FinTech Partners Limited (together "FT Partners") is strictly prohibited. The information in this report relies upon a variety of public sources, the accuracy of which cannot be guaranteed. No persons or entities should use the information in decision making without independent investigation or professional advice. This communication should not be regarded as an offer to sell or as a solicitation of an offer to buy any financial product or service, nor is it an official confirmation of any transaction, or representative of an official position or statement of Financial Technology Partners LP, FTP Securities LLC or any other related entity. FTP Securities LLC is a FINRA registered broker-dealer and FinTech Partners Limited is an FCA appointed representative. © 2019

SUBSCRIBE



Ethos Raises \$60 million in Series C Financing

FT PARTNERS RESEARCH

ETHOS

Transaction Summary

Transaction Summary

- On August 27, 2019, life insurance company Ethos announced that it has raised \$60 million in Series C financing led by GV
 - GV, formerly known as Google Ventures, is the corporate venture capital arm of Alphabet
 - New investor Goldman Sachs participated in the round along with several existing investors including Sequoia Capital and Accel
 - To date, the Company has raised approximately \$107 million in equity financing
- According to Forbes, this round brings Ethos's valuation to between \$400 million and \$500 million ⁽¹⁾
- With this financing, Ethos plans to continue its momentum, refine its products, and grow its technical team
 - The Company has quadrupled its revenue since October 2018 and has increased its customer acquisition, insuring thousands of new families

Investor Commentary

"Since our original investment in Ethos last year, we've been consistently impressed by the company's commitment to growth, customer traction, and execution to date. With the company's product differentiation and singular approach to modern life insurance, Ethos is well-positioned to disrupt a \$100+ billion industry."



Tyson Clark
General Partner



Management Commentary

"Getting life insurance is one of the most selfless financial choices someone can make. You shouldn't have to endure what's essentially a medical and financial strip search in order to protect your family. What makes Ethos different from other providers is our core values are aligned with the expectations of American families: life insurance should be easy and ethical. We aren't motivated by capitalizing on individuals. Instead, we make choices like right-sizing policies for customers, so they have the best coverage for their families without ever paying more than they should."

ETHOS

Peter Colis
Co-founder & CEO



Selected Financing History

Date	Size (\$ mm)	Selected Investor(s)
08/27/19	\$60	GV / Accel SEQUOIA  Goldman Sachs 
10/30/18	35	SEQUOIA  ARRIVE Accel PETERSON PARTNERS 
06/14/18	12	The Durant Company SEQUOIA  ARRIVE  TEAM DOWNEY 
09/06/17	na	Heroic Ventures 

Ethos Raises \$60 million in Series C Financing

FT PARTNERS RESEARCH

ETHOS

Ethos Overview

Company Overview

ETHOS

Co-Founder & CEO:

Peter Colis

Headquarters:

San Francisco, CA

Founded:

2016

- **Ethos is an online platform with the goal of making life insurance simple for everyone**
 - The Company's term life policies offer outstanding debt protection, income, mortgage / home expenses and education, by examining past and future spending plans for each consumer
- **Ethos uses predictive analytics and data technology to eliminate traditional life insurance barriers**
- **The Company's application involves five steps – no medical exams are necessary for most applicants, and there are no commissioned agents**
 - The Company's coverage calculator provides recommended plans for specific needs

Management Team



Peter Colis

Co-Founder & CEO



Lingke Wang

Co-Founder & CTO



Gokul Dhingra

VP of Product



David Zhang

VP of Finance & Strategy

Why Ethos?



Policies

- Exclusively offers term life insurance, the best policy for most families and the cheapest form of life insurance
- Licensed and operating in 49 states



Coverage

- The amount of coverage users are eligible for is based on annual income and current age
- The Company takes any loans and liabilities, income replacement, final expense costs and any education plans for children into account



Underwriting

- Some applicants are approved instantly, otherwise the process takes 7-10 business days

Insurance Partners



Differentiating Factors



Quick Application



Affordable Policies



People Before Profit

Ethos Raises \$60 million in Series C Financing

FT PARTNERS RESEARCH

ETHOS

GV Overview

Overview



David Krane
CEO & Managing Partner



John Lyman
Partner



Karim Faris
General Partner



Tom Hulne
General Partner



Blake Byers
General Partner



Erik Nordlander
General Partner

Locations

- Mountain View, CA (HQ)
- Boston, MA
- London, UK
- San Francisco, CA
- New York, NY

About

- Founded in 2009 as Google Ventures, the corporate venture arm of Alphabet, the global internet search engine and advertising company
- Leverages an investment mandate that is independent from Google, enabling a wide and unrestricted industry focus
- Seeks to invest in high-growth technologies with disruptive business models
- Primarily focuses on leading or participating in seed and Series A / B investment rounds, but also participates in larger growth financings

Investment Preferences

Investment Criteria

Fund Size:	\$2,100 mm
Fund Raised:	Evergreen
Investment Range:	<300 mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	U.S., Europe
Transaction Type:	Seed, Venture, Growth
Industry Focus:	Mobile, Consumer Internet, Life Sciences, Gaming Big Data, Enterprise

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
08/19	Ethos (Series C)	\$60	NA	Ins
06/19	Collective Health (Later-Stage VC)	205	NA	HCIT
04/19	Hover (Series C)	25	NA	Ins
04/19	Lemonade (Series D)	300	NA	Ins
03/19	Opendoor (Later-Stage VC)	300	NA	Bnkg
02/19	GoCardless (Series E)	75	NA	Pymts
12/18	Pindrop Security (Series D)	90	NA	Bnkg
10/18	Ethos (Series B)	35	NA	Ins
09/18	Veem (Series B)	24	NA	Pymts
04/18	Basis (Seed)	133	NA	CapMkts
03/18	Rocketrip (Series C)	15	Erik Nordlander	Pymts
03/18	Lemonade (Series C)	120	NA	Ins
06/17	Blockchain (Series B)	40	NA	BPO
03/17	CurrencyCloud (Series D)	25	NA	Pymts
12/16	Opendoor (Early Stage VC)	210	NA	CapMkts
12/16	Lemonade (Series B)	33	NA	Ins
11/16	Stripe (Series D)	400	NA	Pymts
07/16	LendUp (Series C)	48	Blake Byers	Bnkg

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

3) Deal Amount in mm

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

FT Partners Research – Quarterly InsurTech Insights

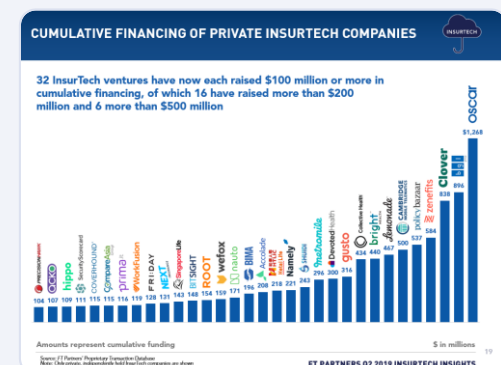
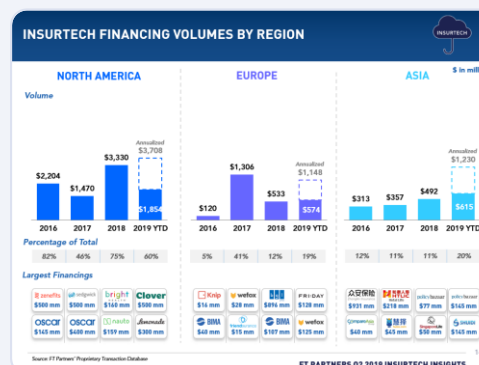
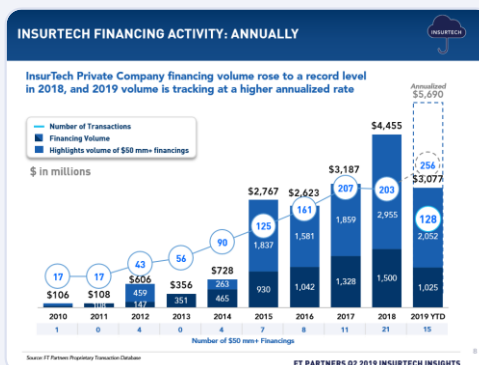
Q2 2019 InsurTech Insights



Click pictures to view report

Highlights of the report include:

- 2019 and historical InsurTech financing and M&A volume and deal count statistics
- Largest InsurTech financings and M&A transactions in 2019 YTD
- Most active InsurTech investors
- Corporate VC activity and strategic investor participation
- Other industry, capital raising and M&A trends in InsurTech



Selected FT Partners InsurTech Research – *Click to View*



2018 InsurTech Interview Compilation



Lennar's \$70 million Co-Lead Investment in Hippo



Snapsheet's \$29 million Series E Financing



Next Insurance's \$83 million Series B Financing



Lemonade Raises \$300 million in Series D Financing



Health IQ Raises \$55 million in Series D Financing



Palomar Holdings Completes its IPO Raising \$84 million



Coalition Raises \$40 million in Series B Financing

[VIEW MORE FT PARTNERS RESEARCH](#)

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Leading Advisor Across the InsurTech Landscape

Consumer Protection Plans

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
Allstate

for total consideration of

\$ 1,400,000,000



The Only Investment Bank
Exclusively in Financial Technology

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



in its sale to



for total consideration of approximately

\$ 115,000,000



The Only Investment Bank
Exclusively in Financial Technology

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 Series B financing led by

Redpoint

for total consideration of

\$ 83,000,000



The Only Investment Bank
Exclusively in Financial Technology

Homeowners Insurance

Financial Technology Partners LP
FTP Securities LLC

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



in its minority investment in



with participation from new and existing investors

for total consideration of

\$ 70,000,000



The Only Investment Bank
Exclusively in Financial Technology

Title Insurance

Financial Technology Partners LP
FTP Securities LLC

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



in its sale of



to

states title



The Only Investment Bank
Exclusively in Financial Technology

Virtual Claims

Financial Technology Partners LP
FTP Securities LLC

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



in its Series E financing with new investors



for total consideration of

\$ 29,000,000



The Only Investment Bank
Exclusively in Financial Technology

Wholesale Brokerage

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



valued at approximately

\$ 1,300,000,000



The Only Investment Bank
Exclusively in Financial Technology

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
Exclusively in Financial Technology

Auto Finance and Insurance Solutions

Financial Technology Partners LP
FTP Securities LLC

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



on its sale to an Affiliate of



for total consideration of

\$ 115,000,000



The Only Investment Bank
Exclusively in Financial Technology

Sales Automation Software

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

MOELIS CAPITAL PARTNERS



The Only Investment Bank
Exclusively in Financial Technology

Agency Management / Marketing Technology

Financial Technology Partners LP
FTP Securities LLC

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



in its sale of

Zywave Insurance Solutions

to



The Only Investment Bank
Exclusively in Financial Technology

Personal Lines Insurance Distribution

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
Exclusively in Financial Technology

P&C Claims

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
Exclusively in Financial Technology

Insurance Software

Financial Technology Partners LP
FTP Securities LLC

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



We Simplify Selling Insurance

in its sale to



The Only Investment Bank
Exclusively in Financial Technology

FT Partners Advises Lennar on its Investment in Hippo

Overview of Transaction

- On November 14, 2018, Lennar Corporation (“Lennar”) announced it has co-led a \$70 million minority investment in Hippo with Felicis Ventures, along with participation from all major existing shareholders
 - The investment brings the total amount of funding raised by Hippo to \$109 million
- Lennar Corporation (NYSE:LEN) is the one of the leading homebuilders in the United States
- Headquartered in Mountain View, CA, Hippo is a leading property and casualty InsurTech start-up, offering homeowners insurance as well as a number of more specialized products
- Hippo has helped cut premium costs for its customers by up to 25%, seen policy sales grow by 30% month over month, and now covers more than \$25 billion in total property value
 - Hippo is accessible to more than 50% of the US homeowner population, and that number is expected to increase to over 60% by the end of 2018

Significance of Transaction

- With the new funding, Hippo will accelerate growth while continuing to deliver a modernized home insurance product that includes world-class customer experience on a national scale
- The transaction also offers a clear path for Lennar to continue to streamline the home buying experience for its customers

FT Partners’ Role

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

Financial Technology Partners LP FTP Securities LLC

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

LENNAR®

in its minority investment in



*with participation from
new and existing investors*

for total consideration of

\$70,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
Focused Exclusively on Financial Technology*

FT Partners Advises Screenshot on its Series E Financing

Overview of Transaction

- On May 20, 2019, Screenshot announced it has raised \$29 million in Series E financing from new investors Nationwide, Sedgwick and State Auto Labs, with participation from Tola Capital
 - Existing investors Liberty Mutual Strategic Ventures, F-Prime Capital, OCA Ventures, and an affiliate of USAA also participated in the round
- Headquartered in Chicago, IL, Screenshot is a leading provider of virtual claims technology for the personal and commercial insurance marketplace
- Since its founding in 2010, Screenshot has used its technology to digitally transform claims workflows for over 75 clients and their customers

Significance of Transaction

- This financing will allow Screenshot to accelerate the delivery of its SaaS claims platform for all lines of property and casualty, further invest in advanced analytics capabilities, and expand its team to serve clients globally
- With this round, Screenshot has raised a total of \$71 million in financing

FT Partners' Role

- FT Partners served as sole strategic and financial advisor to Screenshot and its board of directors
- This transaction underscores FT Partners' deep InsurTech 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 role as
exclusive strategic and financial advisor to*



in its Series E financing with new investors



with participation from



for total consideration of

\$29,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

FT Partners Advises SquareTrade on its Strategic Sale

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

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 total consideration of

\$ 1,400,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

FT Partners Advises Next Insurance on its Financing

Transaction Overview

- On July 11, 2018, Next Insurance announced an \$83 million Series B financing round led by Redpoint Ventures
 - Other investors that participated in the round include Nationwide, Munich Re, American Express Ventures, Ribbit Capital, TLV Partners, SGVC and Zeev Ventures
 - Elliot Geidt, Partner at Redpoint Ventures, will join the board of Next Insurance
- Founded in 2016 and headquartered in Palo Alto, CA, Next Insurance is the leading digital insurance company for small businesses
 - Next Insurance champions technological innovation and sophisticated uses of AI and machine learning to improve customer experience and streamline the insurance purchasing process
- In May 2018, Next announced its new status as a licensed insurance carrier, allowing the Company to write policies independently, as well as to have more freedom over underwriting, setting of prices, and configuring of policies

Significance of Transaction

- The funding will enable Next Insurance to continue its expansion throughout the US as a full service insurance carrier, further innovate claims handling, offer coverage to many more classes of business, and significantly grow internal operations in both the US and Israel
- The Series B round brings Next Insurance's total funding to \$131 million in just two years

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Next Insurance and its Board of Directors
- This transaction underscores FT Partners' successful track record generating highly favorable outcomes for leading InsurTech companies

Financial Technology Partners LP FTP Securities LLC

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

NEXT
INSURANCE

in its Series B financing led by

 **Redpoint**

for total consideration of

\$83,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
Focused Exclusively on Financial Technology*

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

Financial Technology Partners LP FTP Securities LLC

is pleased to announce its exclusive role as



in its equity capital raise led by



for total consideration of

\$ 31,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

FT Partners Advises Goji on its Sale to Seeman Holtz

Overview of Transaction

- On November 13, 2018, Goji announced it has been acquired by Seeman Holtz Property & Casualty (“SHPC”)
- Headquartered in Boston, MA, Goji operates an online analytics and data-driven distribution platform for personal lines of insurance that matches clients with the right coverage at the best prices, through an integrated network of national insurance carriers
 - Goji is a licensed insurance agency in 41 states that writes policies for clients on behalf of insurance carriers
- SHPC will integrate Goji’s technology platform throughout its divisions and verticals to optimize operational efficiency, better address clients needs and increase production
- This acquisition marks SHPC’s 50th acquisition

Significance of Transaction

- Through the acquisition, Goji's clients will gain access to the 400+ carrier relationships and the 50 state agent licenses of SHPC
- SHPC will continue to expand its access to more digital marketing channels and partnerships, further enhancing its online digital marketing and customer acquisition capabilities

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Goji
- FT Partners previously advised Goji on its [\\$15 million financing in November 2017](#)
- This transaction highlights FT Partners’ strong expertise across the InsurTech landscape

Financial Technology Partners LP FTP Securities LLC

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

Goji

in its sale to

Seeman★Holtz
Property & Casualty

FINANCIAL
TECHNOLOGY
PARTNERS

*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

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

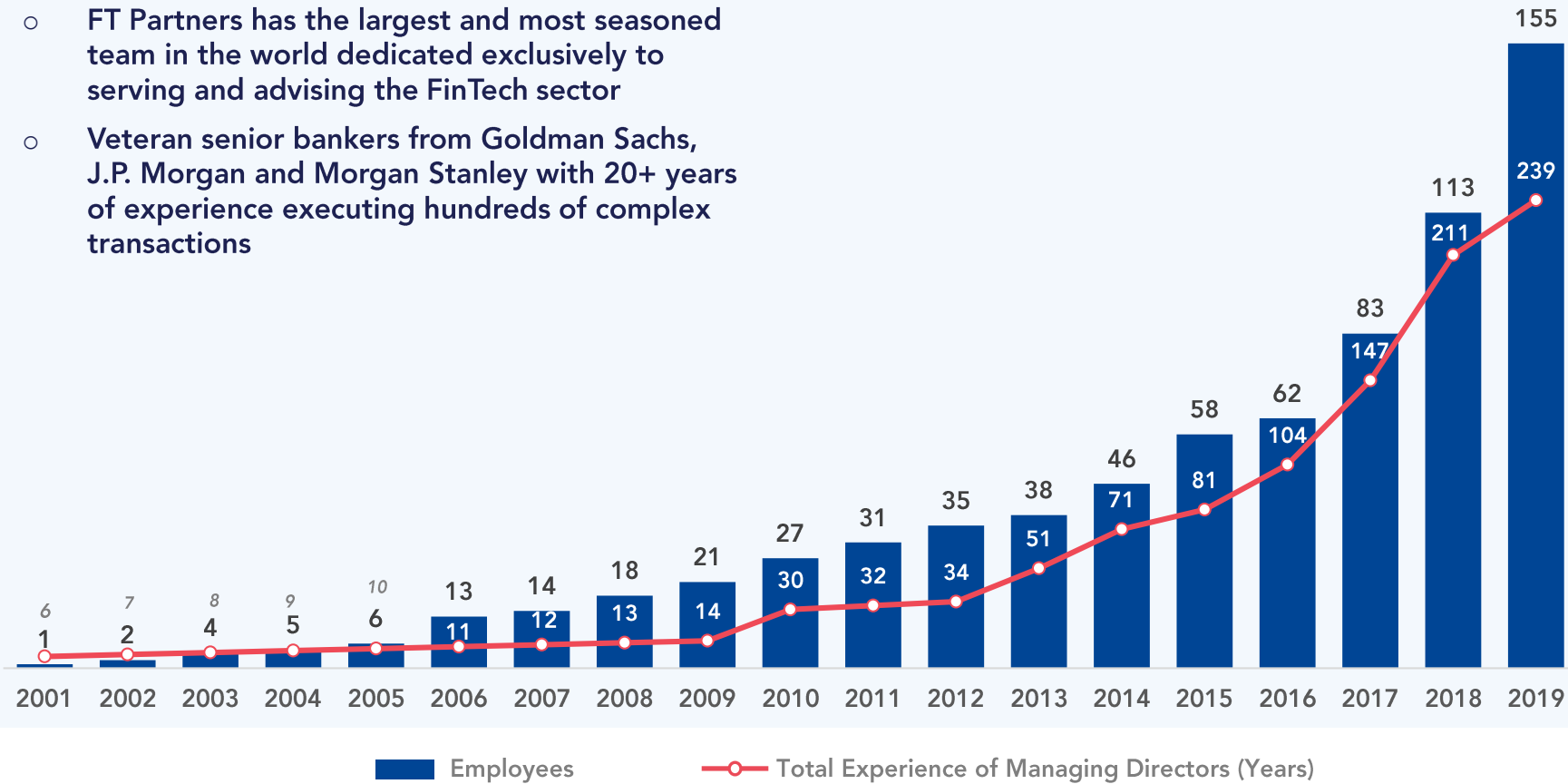
2007 Computer & Information Tech Deal of the Year, \$100 mm+

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

2004 Investment Bank of the Year

Platform of Choice for Clients and Bankers Alike

- 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
Paul VanderMarck <i>Managing Director</i>		- Formerly Chief Product Officer at Risk Management Solutions 25+ years of experience as an InsurTech operating executive - Experienced advisor and investor in the InsurTech space	27
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
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
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
Mike Nelson <i>Managing Director</i>		- Formerly head of FinTech M&A at SunTrust Robinson Humphrey - Kellogg M.B.A.	19
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
Kate Crespo <i>Managing Director</i>		- Formerly with Raymond James' Technology & Services investment banking 12+ years of FinTech transaction execution experience - Dartmouth M.B.A.	17
Mohit Agnihotri <i>Managing Director</i>		- Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan - Wharton M.B.A.	17
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
Andrew McLaughlin <i>Managing Director</i>		20+ years experience executing / implementing financial and operational strategy - Formerly with Deloitte Consulting	13