

FT PARTNERS FINTECH INDUSTRY RESEARCH

December 13, 2019



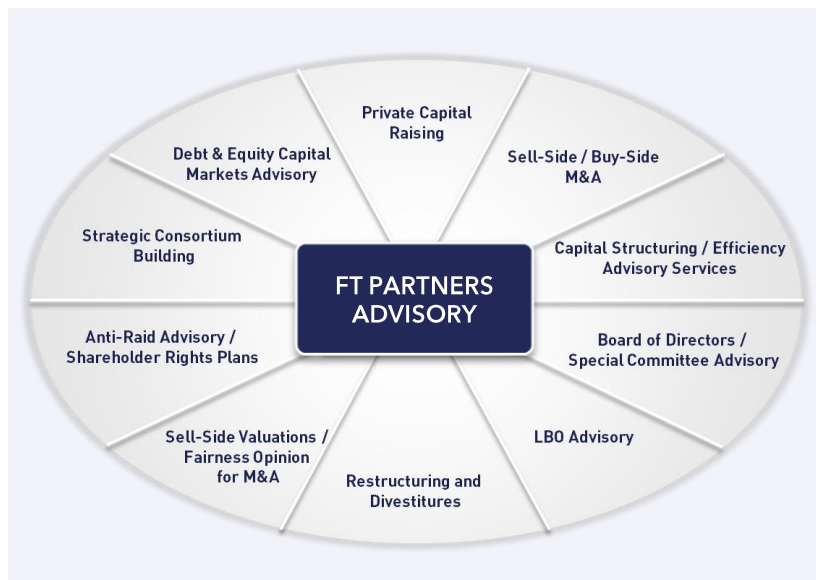
OneConnect Completes its IPO Raising Approximately \$312 million

NYSE: OCFT

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

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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OneConnect Completes its IPO Raising \$312 million

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IPO Overview

Key IPO Statistics

CEO:	Wangchun Ye
Headquarters:	Shenzhen, China
Founded:	2015
Employees:	2,695
<hr/>	
Prospectus File Date:	November 13, 2019
Ticker:	NYSE: OCFT
Proceeds:	~\$312 million
Shares:	31.2 million ⁽¹⁾
Filing Range:	\$9.00 – 10.00
Offer Price:	\$10.00 ⁽²⁾
Listing Date:	December 12, 2019

Use of Proceeds

OneConnect will use the net proceeds for enhancement of its platform and technology capabilities, international expansion and strategic investments, sales and marketing activities, and general corporate purposes

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Form F-1

OneConnect



金融壹账通
ONECONNECT

Wangchun Ye
Chief Executive Officer
OneConnect Financial Technology Co., LTD
55F, Ping An Financial Center
No. 5033 Yitian Road, Futian District
Shenzhen, Guangdong
People's Republic of China

Source: Company website, prospectus

(1) 31.2 million ADS issued; one ADS equals three ordinary shares (93.6 million ordinary shares issued)

(2) Priced at \$10 per ADS

OneConnect Completes its IPO Raising \$312 million



Company Overview

Company Overview



CEO: Wangchun Ye
Headquarters: Shenzhen, China
Founded: 2015

- OneConnect is a technology-as-a-service platform providing a large set of applications and business services to financial institutions in China
 - These solutions support customers in their digital transformations, eventually helping them increase revenue, manage risks, improve efficiency, enhance service quality and reduce costs
 - The Company has over 3,300 patent applications in China and overseas
- The Company serves over 3,700 customers including all of China's major banks, 99% of China's city commercial banks, and 46% of its insurance companies
- OneConnect is a subsidiary of Ping An Group, China's second largest financial conglomerate and the fifth-largest globally by market capitalization
 - Ping An is publicly traded on both the Hong Kong and Shanghai Stock Exchanges, with an enterprise value of nearly \$430 billion⁽¹⁾

Products and Services



Digital Retail Banking



SME Financing



Risk Management



Auto Insurance



Core System



AI Customer Service



Insurance Sales Management



Asset & Asset Liability Management



Blockchain Network-as-a-Service



Gamma O (Open API) Platform-as-a-Service

Technologies



Artificial Intelligence



Blockchain



Big Data



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Management Team

Wangchun Ye

Chief Executive Officer &
Chairman of the Board



- Dr. Wangchun Ye has served as OneConnect's Chairman of the board of directors since 2018 and as its Chief Executive Officer since 2017
- Prior to joining Ping An Group in March 2007 as Vice President of Ping An Bank Co., Dr. Ye successively served as general manager of both the business department and human resources and the general officer of the head office of Huaxia Bank Co., Limited from 1997 to 2007

Rong Chen

Director &
Co-General Manager



- Ms. Rong Chen is OneConnect's co-general manager and has served as a director since 2017
- Prior to joining OneConnect, Mr. Chen served as Vice President of Ping An Bank from 2014 to 2017

Han Qiu

Co-General Manager



- Ms. Han Qiu has served as OneConnect's co-general manager since February 2019
- Ms. Qiu joined the Company in 2016 as Chief Innovation Officer and Deputy General Manager

Yuxiang Huang

Executive Vice President



- Mr. Yuxiang Huang is OneConnect's Executive Vice President
- Mr. Huang joined OneConnect as Chief Technology Officer and Chief Operating Officer in 2016 while also serving as Director of Shenzhen Kingdom Sci-Tech Co

Runzhong Huang

Executive Vice President



- Dr. Runzhong Huang serves as OneConnect's Executive Vice President as well the Company's Supervisory Committee Chairman
- From 2016 to 2018, Dr. Huang served as Secretary General of China Banking Association

Lo Wei Jye Jacky

Chief Financial Officer



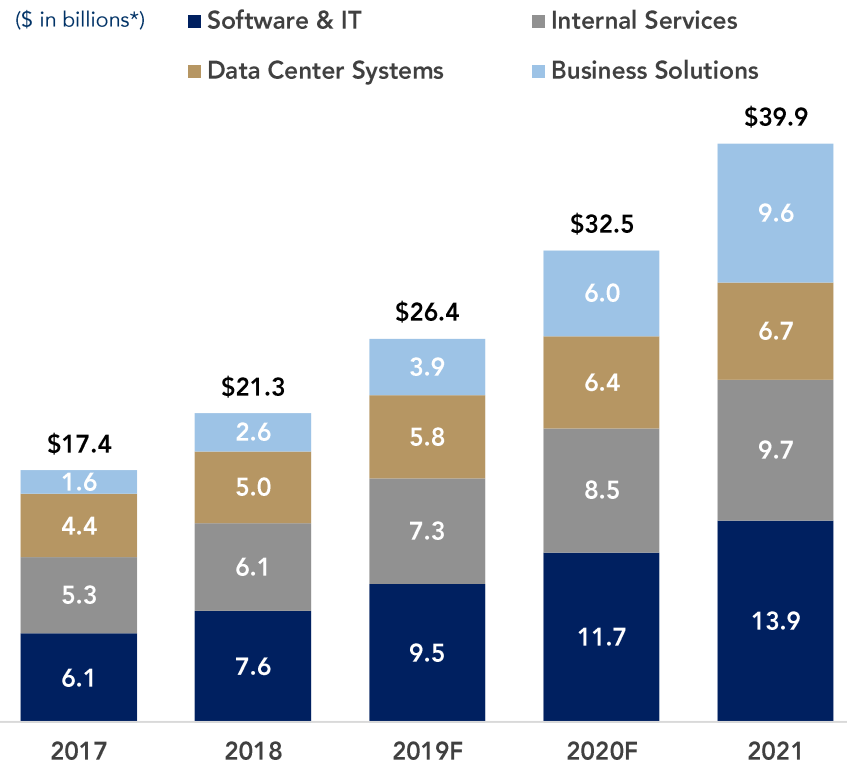
- Mr. Lo Wei Jye Jacky has served as Chief Financial Officer since October 2019
- Prior to joining OneConnect, Mr. Lo held various finance leadership positions with Yum China, one of the largest restaurant companies in China, from 2016 to 2019

Industry Overview

Overview of the Financial Services Industry in China

- ✓ China is the world's second-largest economy, with real GDP growing rapidly in the past five years, driven mainly by investment as well as increases in consumption and the growing role of SMEs in the economy
- ✓ As of 2018, China had the world's second-largest financial services market by total assets
 - The total assets of financial institutions in China grew from **\$29.5 trillion** as of 2013 to **\$46.9 trillion** as of 2018, and total assets as a percentage of GDP increased from **339%** in 2013 to **367%** in 2018
 - This growth was also accompanied by an increase in the number of financial institutions, growing from **13,500** in 2013 to over **62,000** in 2018
- ✓ Despite its significant growth, China's financial services industry is still in an early stage of development compared to the United States
- ✓ Banks in China now primarily follow a traditional brick-and-mortar service model
 - Both front- and back-office processes are primarily manual, cost-inefficient, and unable to use data effectively, particularly in their risk assessments

Market Size of Total Technology Spending For Chinese Financial Institutions



According to Oliver Wyman, the technology spending market for Chinese financial institutions is expected to grow at a CAGR of **21.4%** in the next five years

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Competitive Strengths



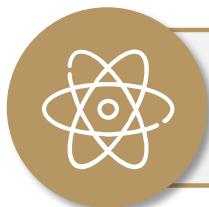
Source: Company prospectus

Growth Strategies



Acquire New Customers and Deepen Engagement with Existing Customers

OneConnect will follow its three-step “adopt-deepen-integrate” model to continue to expand its client base and convert existing customers to premium customers with more product usage and higher revenue contribution



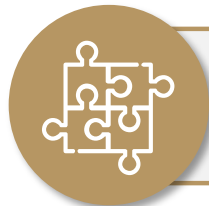
Further Extend Ecosystem and Leverage Open Platform

The Company will use its cutting-edge technology to empower ecosystems, connecting various financial services industry stakeholders for more convenient, efficient and secure connection and cooperation



Continue Technological Innovation

OneConnect will continue to invest in innovative application technologies with a focus on AI, blockchain and big data analytics, while working alongside Ping An Group to expand the offerings on its technology-as-a-service platform



Pursue Selective Acquisitions and Partnerships

The Company will continue to cooperate with notable market players through both acquisitions and strategic partnerships to penetrate new verticals and more efficiently acquire necessary infrastructure or capabilities



Expand Internationally

OneConnect will extend its services, already proven in China, to financial institutions in other countries by leveraging the commonality of the financial services industry’s technology, focusing initially on Southeast Asia, Japan and Korea

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Customers



保险 · 银行 · 投资

Ping An Group

Ping An Group is the parent company of OneConnect. The financial conglomerate's 48 legal entities represent an important part of OneConnect's customer base.



Premium Customers

Premium Customers are customers that contribute annual revenue of at least \$140,000.



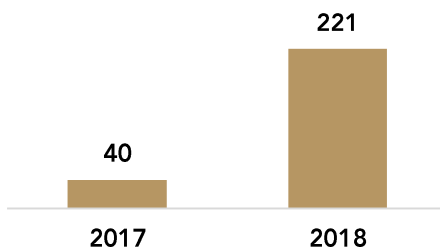
Basic Customers

Through OneConnect's "adopt-deepen-integrate" approach, the Company offers products to financial institutions at low cost or no cost to encourage adoption.

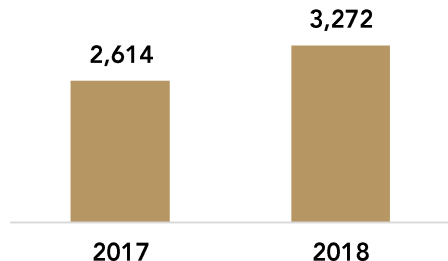
Number of Customers

N/A

Number of Customers

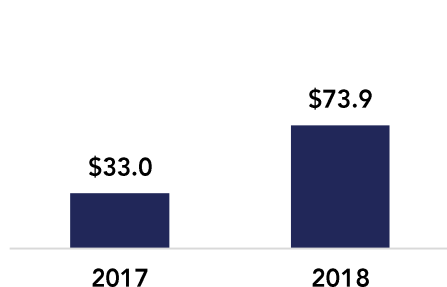


Number of Customers

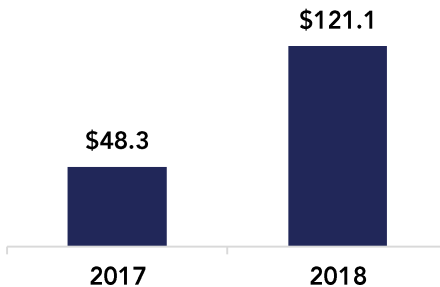


\$ in millions

Revenue



Revenue



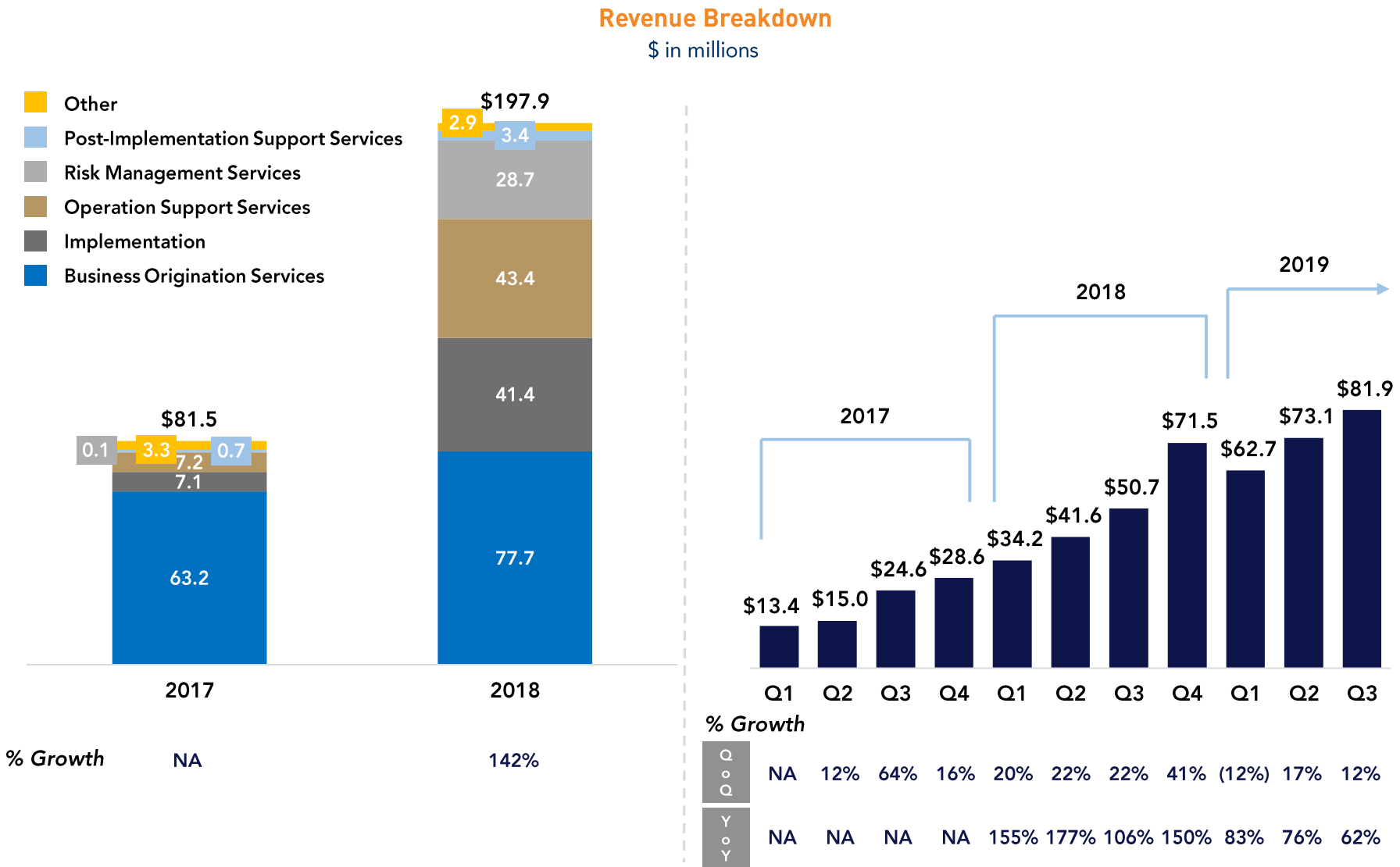
Revenue



OneConnect Completes its IPO Raising \$312 million



Revenue Breakdown: 2017 - 2018



Source: Company prospectus
Note: Converted from RMB on 11/26/2019 at \$1 = ¥0.14

OneConnect Completes its IPO Raising \$312 million

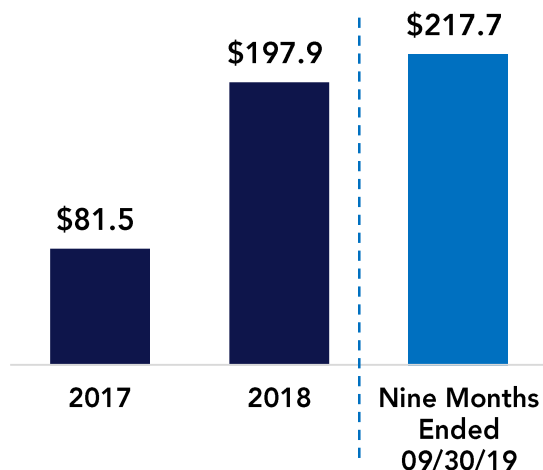
FT PARTNERS RESEARCH



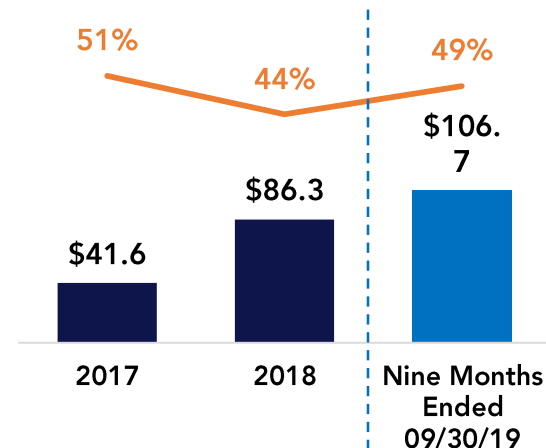
Financial Overview

\$ in millions

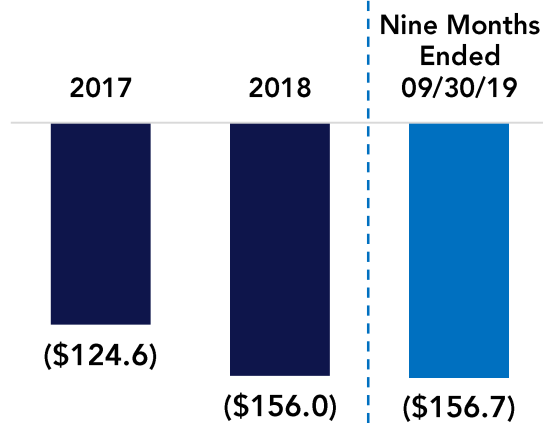
Total Revenue



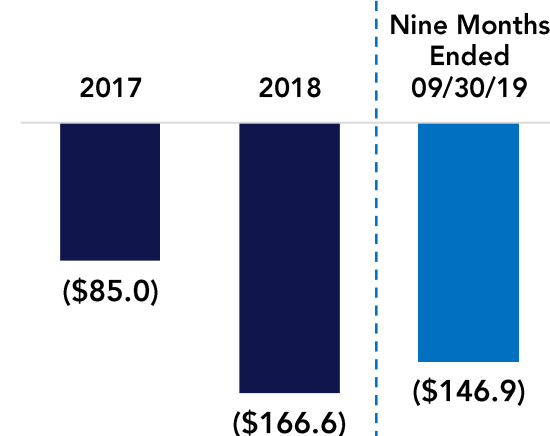
Non-IFRS Gross Profit / % Margin⁽¹⁾



Operating Loss



Total Comprehensive Loss



Source: Company prospectus

(1) Adds back amortization of intangible assets recognized in cost of revenue, depreciation of property and equipment recognized in cost of revenue, and share-based compensation expenses recognized in cost of revenue

OneConnect Completes its IPO Raising \$312 million



Publicly Traded Comparables

Company Name	Price 12/13/19	% MTD Change	% LTM High	Market Value (\$ mm)	Enterprise Value (\$ mm)	Multiples												Growth Rates			Margins			P / E / G CY 19E
						Price / Earnings			EV / EBITDA			EV / Revenue			Revenue		EPS	EBITDA						
						LTM	CY 19E	CY 20E	LTM	CY 19E	CY 20E	LTM	CY 19E	CY 20E	CY 19E	CY 20E	LT	CY 19E	CY 20E					
CORE BANK PROCESSORS																								
FIS	\$ 138.19	0 %	98 %	\$ 85,613	\$ 105,072	69.7 x	24.9 x	21.7 x	37.1 x	21.0 x	17.3 x	11.5 x	8.7 x	7.8 x	(2)%	12 %	9 %	41 %	45 %	2.7 x				
Fiserv	116.75	0	100	79,378	102,747	60.0	29.0	23.8	40.5	17.7	16.7	13.4	6.7	6.3	5	6	15	38	38	1.9				
Temenos	154.61	2	82	11,564	12,126	81.8	44.7	38.6	42.3	30.6	25.4	13.2	12.4	10.3	16	21	18	40	40	2.4				
Jack Henry	145.86	(4)	95	11,224	11,201	49.7	40.4	38.3	25.2	21.2	20.4	7.0	6.9	6.5	3	6	11	33	32	3.7				
Q2 Holdings	78.61	(7)	84	3,875	3,696	nm	nm	nm	nm	nm	nm	12.5	11.6	8.9	32	30	20	6	5	na				
OneConnect	10.00	0	na	3,517	3,636	nm	na	na	nm	na	na	12.3	na	na	na	na	na	na	na	na				
Computer Services	43.25	1	91	1,201	1,140	33.3	na	na	na	na	na	4.2	na	na	na	na	na	na	na	na				
Silverlake Axis	0.31	(3)	72	810	685	21.1	16.5	15.6	10.6	9.8	9.2	4.2	4.0	3.8	16	6	10	41	41	1.7				
Intellect Design Arena	2.15	2	52	288	295	nm	27.1	13.9	28.4	16.6	9.7	1.5	1.4	1.2	9	19	18	9	12	1.5				
CREALOGIX	101.10	4	86	140	133	nm	nm	5.0	nm	na	na	1.3	1.3	1.2	10	4	na	na	na	na				
Median		0 %	86 %			60.0 x	28.0 x	21.7 x	32.8 x	19.3 x	17.0 x	9.2 x	6.8 x	6.4 x	9 %	9 %	15 %	38 %	38 %	2.2 x				
Mean		(0)	84			58.9	30.4	22.4	36.3	19.5	16.5	10.6	6.6	5.7	11	13	14	30	30	2.3				

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**

for total consideration of

\$100,000,000

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

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**

The Only Investment Bank Focused Exclusively on FinTech

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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

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Figure Raises \$103 million in Series C Financing

[VIEW MORE FT PARTNERS RESEARCH](#)

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Track Record of Success Across the Banking Technology Space



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 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 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

FINANCIAL
TECHNOLOGY
PARTNERS

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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

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*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 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



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FT Partners Advises Zafin on its Series B Financing

Overview of Transaction

- On January 23, 2019, Zafin announced it has raised \$17.2 million in Series B financing led by Vistara Capital Partners, Beedie Capital and Accenture Ventures
- Headquartered in Toronto, Zafin is a global leader in financial services software that drives relationship pricing, bundling and rates management strategies for global financial institutions
 - The Company's technology platform is designed to modernize and augment legacy IT infrastructures that underpin the financial services industry
 - Its solutions enable banks to increase revenue generation, drive customer transparency and aid in regulatory compliance, ultimately enhancing the customer experience

Significance of Transaction

- The new funding will be used to expand sales and marketing growth along with continued product innovation
- Following its strategic alliance with Accenture in December 2018, the two companies will continue to work together in the fields of open banking, core transformation, AI and machine learning

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Zafin
- FT Partners recently advised Zafin on its strategic alliance with and sale of select professional services assets to Accenture
- 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*



in its Series B Financing led by



for total consideration of

\$17,200,000



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FT Partners' Steve McLaughlin Featured on Bloomberg / Bloomberg TV

Bloomberg He Left Goldman to Hunt FinTechs and Now Catches Unicorns

By Sonali Basak and Sophie Alexander
December 6, 2019, 6:47 AM PST

- FT Partners' Steve McLaughlin was early FinTech proselytizer
- He says his advisory firm remains 'small, nimble, specialized'

“After rising rapidly through the ranks at Goldman Sachs to head their global Financial Technology group, he [Steve McLaughlin] left in 2002 to start FT Partners

Starting as a one-man operation 17 years ago, FT Partners now has 160 employees, clients on six continents

'Steve knew FinTech before everyone else,' said client Jason Gardner, chief executive officer of payments platform Marqeta. 'He understood what we were trying to do, he understood our business model and back then you could count on one hand the people who understood.'



FT Partners' charity event with Eddie Vedder



'We're small, nimble, specialized.' [McLaughlin said]...the firm has been involved in some high-profile mergers...

In September, FT Partners advised Assurance IQ, a three-year-old startup with no venture capital funding, on selling itself to Prudential Financial Inc. FinTech investor Sheel Mohnot described the deal, which could be worth as much as \$3.5 billion if certain targets are met, as 'eye-popping.'

'Assurance is a company that people didn't even know existed, even people in our world,' said Mohnot

His FinTech advisory is on track for another record year with revenue and profit more than doubling

”

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

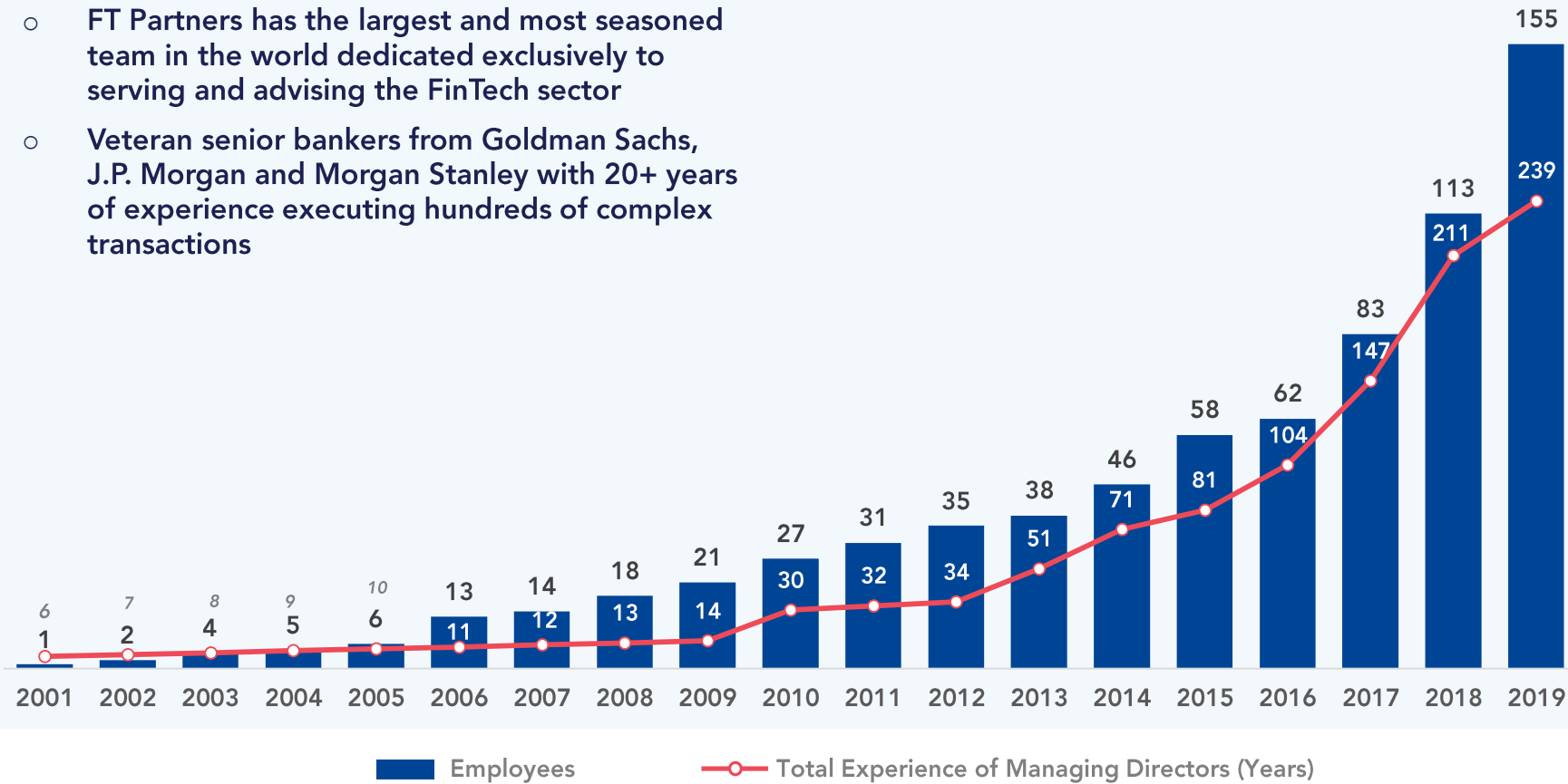
2007 Computer & Information Tech Deal of the Year, \$100 mm+

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>		<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> 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®	<ul style="list-style-type: none"> 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>		<ul style="list-style-type: none"> 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>		<ul style="list-style-type: none"> 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.	<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	13
Mike Nelson <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey Kellogg M.B.A. 	19
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> 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>		<ul style="list-style-type: none"> 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>		<ul style="list-style-type: none"> Formerly with Goldman Sachs from 2000-2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	17