

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 7, 2017



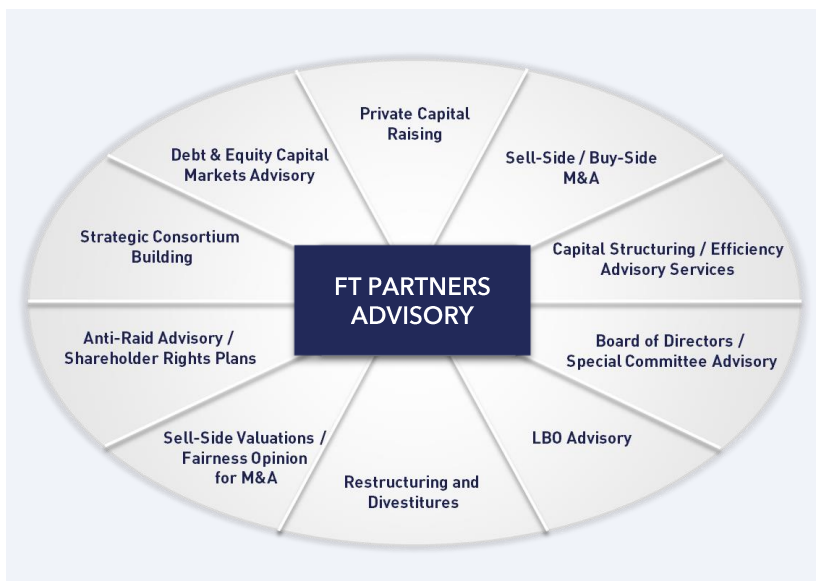
Verisk Analytics (Nasdaq:VRSK) Acquires G2 Web Services for \$112 million



Overview of FT Partners

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

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

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



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

Steve McLaughlin: *Founder & CEO*

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Transaction Summary

Transaction Summary

- On July 27, 2017, Verisk Analytics (Nasdaq:VRSK) announced that it has signed a definitive agreement to acquire G2 Web Services for \$112 million in cash from Primus Capital, which acquired the Company in 2011
- G2 Web Services will become part of Argus, a leading provider of competitive benchmarking, scoring and analytics solutions for financial services institutions and regulators
 - Verisk acquired Argus in 2012 for \$425 million
 - G2 will enhance Argus' offerings, particularly around the merchant and consumer fraud and reputational risk detection space
- The transaction is expected to close during the third quarter of 2017, pending customary closing conditions
- This is the sixth acquisition this year for Verisk

Transaction Commentary - Target

"By joining with Argus, we will take our proprietary data assets, powerful technology, and deep domain expertise to the next level in helping clients fight fraud, transaction laundering, and reputational risk within the global payments and e-commerce ecosystem. Together we will expand our capabilities to map bad-actor networks, predict payments risk, and provide clients with the best opportunity to reduce losses and fines due to merchant and business fraud and compliance violations."



Allison Guidette
CEO



Transaction Commentary - Buyer

"We're thrilled to have G2 join the Verisk family. Both G2 and Argus share the same focus on deploying sophisticated data-driven solutions and making business safer for our clients, including banks, payment platforms, networks, and acquirers. G2 is changing the way the financial sector identifies and mitigates risk and fraud, and we firmly believe that our many other client companies across the globe will benefit from being part of the G2 platform."



Nana Banerjee
Group President



"G2 is an excellent fit for the Verisk Analytics family of businesses and a great opportunity to add a unique data set that will allow us to do even more to help our customers combat fraud in the payments space."



Scott Stephenson
Chairman, President, CEO



G2 Web Services Overview

Company Overview



CEO: Allison Guidette
Headquarters: Bellevue, WA
Founded: 2004

- G2 Web Services is a leading global provider of merchant risk management and intelligence solutions
 - The Company provides these solutions to acquirers, commercial banks and their value chain partners
 - G2 helps customers take on an appropriate level of risk by working with them on due diligence, compliance and fraud protection
- G2's platform was built through partnerships with acquiring banks and major card networks

Selected Partners



Products & Services Overview

For Acquiring Banks, PSPs and ISOs

G2 Boarding Solutions



- **Compass Score:** easy to analyze score for merchants for operational efficiency
- **Global Boarding:** due diligence tool that scores merchant risk

G2 Portfolio Protection



- **Persistent Merchant Monitoring**
- **Transaction Laundering Detection**
- **Service Provider Sentinel**
- **FraudFile Monitoring**

For Commercial Banks, TPPs and TPSs



KYC Compass Score: visual assessment of business customer risk



Business Classification: identify previously misclassified and unknown high risk customers



Reputation Monitoring: Screen portfolio against sanction lists, watch lists and PEPs



Business Customer Monitoring: Monitor customers for ongoing risk indicators

Verisk Analytics Acquires G2 Web Services

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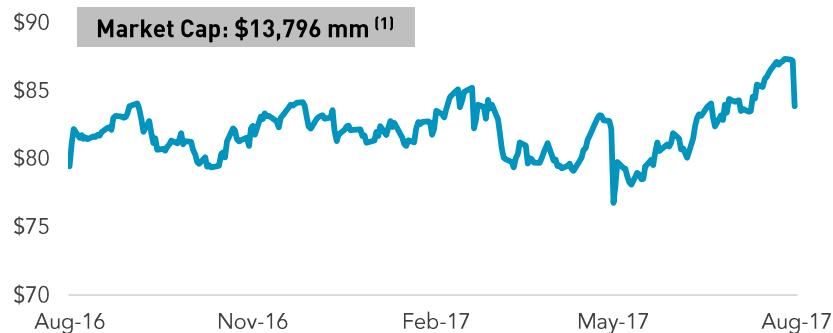
Verisk Analytics Overview

Company Overview

CEO:  Scott Stephenson
Headquarters: Jersey City, NJ
Founded: 1971

- Verisk Analytics is a leading data analytics provider for the insurance, natural resources and financial services industries
 - The Company offers predictive analytics and decision support solutions, drawing on unique data assets and integrating into customer workflows
- Verisk also has a number of different industry-leading brands, including ISO, Xactware, AIR Worldwide, Argus and Wood Mackenzie
- Currently operates in 27 countries and has more than 6,000 employees

Stock Performance (NasdaqGS:VRSK)



Recent Selected Acquisition History

Announce Date	Target	Amount (\$ in mm)
05/22/17	 MAKE	na
02/28/17	 Emergent Network Intelligence	na
02/27/17	 FINTELLIX	na
02/16/17	 healix	na
01/23/17	 ARIUM RISK ARCHITECTURE	na
11/28/16	 MARKETSTANCE	na
10/24/16	 Analyze Re	na
03/10/15	 Wood Mackenzie	\$5,790
12/08/14	 maplecroft risk responsibility reputation	32
08/07/12	 ARGUS	425
03/23/12	 MediConnect Global	355

Source: Company website, Company filings, Capital IQ

(1) Market Cap as of August 2, 2017

Selected FT Partners' Research – *Click to View*



Global Money Transfer



Transaction Security



Heartland's Sale to Global Payments



Adyen's Rise to One of the Most Valuable Payments Companies



CardConnect's \$750 million to First Data



Central Payment's Strategic Investment from TSYS



Marqeta's \$25 million Financing Led by Visa



Vantiv Acquires Worldpay for ~\$9.9 billion



Paysafe Acquires Merchants' Choice Payment Solutions



Toast Raises \$101 million in Financing



Ingenico Group Acquires Bambora for ~\$1.7 billion



Vista Equity Partners Acquires a Majority Stake in PayLease

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FT Partners – Focused Exclusively on FinTech

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Strong Domain Expertise in Payments Investment Banking



Ground-Breaking Payments Transactions Pioneered by FT Partners



in its sale to

FinTech Acquisition Corp
(NASDAQ: FNTC)

\$ 438,000,000

Sale of a payment processor to a SPAC vehicle



in its sale to



\$ 4,500,000,000

Largest U.S. strategic merchant acquiring acquisition in over the last decade



in its Series C financing from



\$ 25,000,000

Significant capital raise for next gen processor serving commerce startups and disruptors



in its financing from



Groundbreaking strategic round for early stage European payments company



in its sale to



First sale of a payments company to an established social media company



in its sale to



\$ 370,000,000

First sale of an "International Payments Specialist" to a pure-play consumer remittance provider




in its growth investment by



for a total valuation of nearly

\$ 200,000,000

Substantial growth investment in leading payments enablement technology provider



in its approximately 60% growth investment by



for a value up to

\$ 900,000,000

First large-scale transaction for an integrated merchant acquirer



in its sale to



\$ 325,000,000

First sale of a U.S. merchant acquirer to an international software company; became Sage Payments



in its sale to



\$ 525,000,000

First sale of a U.S. merchant acquirer to a large international financial institution; became Worldpay U.S.

Award-Winning Investment Banking Franchise Focused on Superior Client Results

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor Awards

2016

- **Investment Banking Firm of the Year**
- **Cross Border Deal of the Year**

2015

- **Dealmaker of the Year**
- **Technology Deal of the Year**

2014

- **Equity Financing Deal of the Year**
- **Professional Services Deal of the Year, Above \$100mm**

2012

- **Dealmaker of the Year**
- **Professional Services Deal of the Year, Above \$100mm**

2011

- **Boutique Investment Bank of the Year**
- **Deal of the Decade**
- *10 Deal of the Year Nominations Across 9 Categories*

2010

- **Upper Middle Market Deal of the Year, Above \$500 mm**
- **IT Services Deal of the Year, Below \$500mm**
- **Cross-Border Deal of the Year, Below \$500mm**

2007

- **Dealmaker of the Year – Steve McLaughlin**
- **Business to Business Services Deal of the Year**
- **Computer and Information Technology Deal of the Year, Above \$100mm**
- **Financial Services Deal of the Year, Above \$100mm**



2015

- **Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List**

2006 - 2008

- **Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology**



Middle Market Financing Awards









2008

- **Equity Financing Dealmaker of the Year – Steve McLaughlin**
- **Information Technology Deal of the Year**
- **Financial Services Deal of the Year**

2006

- **Financing Professional of the Year – Steve McLaughlin**
- *Financing Deal of the Year - Equity*
- *Financing Deal of the Year - Debt*

The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York and San Francisco from 1995-2002 Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	22
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York, London and Los Angeles beginning in 1995 Wharton M.B.A. 	22
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	21
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Former Managing Director / Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA) 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Former Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank 	19
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners in 2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	15
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> 11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	14
Andrew McLaughlin <i>Managing Director, Research & Business Development</i>		<ul style="list-style-type: none"> Leads FT Partners' Research and Business Development Team Formerly with Deloitte Consulting 	11