

FT PARTNERS FINTECH INDUSTRY RESEARCH

September 13, 2018



**Monese Raises \$60 million in Financing
led by Kinnevik**



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 #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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Monese Raises \$60 million in Financing



Transaction Summary

Transaction Summary

- On September 6, 2018 Monese announced it has raised \$60 million in Series B financing led by Kinnevik
 - Additional investors in the round include Paypal, Augmentum FinTech, International Airlines Group (investing for its data loyalty and data business arm Avios Group), and Investec's INVC Fund
- Launched in 2015, UK-based Monese provides mobile-based current accounts and accompanying debit cards
 - The Company services almost 600,000 customers
 - The Company has experienced new monthly customer growth of 3x since the end of 2017
- The Company intends to use the funds for product development and international expansion
 - Monese also plans to hire an additional 100 employees across its existing UK and Estonian offices as well as a third new office in Portugal by the end of the year

Recent Financing History

Date	Series	Size (\$ mm)	Selected Investor(s)
09/06/18	B	\$60	Kinnevik; PayPal; Augmentum Fintech; International Airlines Group; Investec's INVC Fund
01/03/17	A	10	SmartCap; Seedcamp; Anthemis Exponential Ventures; Korea Investment Partners; STE Capital
01/02/17	Seed	4	Tera Ventures; JXC Ventures; Seedcamp
05/28/15	Seed	2	Seedcamp, SmartCap

Transaction Commentary

"We are delighted to have such distinguished investors who share our belief that technology can be used to provide access to modern, convenient and affordable financial services to people who have been underserved by traditional financial institutions. To have investors who are leaders in their fields allows us to bring tremendous operational experience and growth potential for the services we offer today and have planned for the future. With a further series of product innovations to be announced in the very near future, this is an exciting time for Monese." ⁽¹⁾



Norris Koppel
CEO



Company History

- Founder Norris Koppel moved to the UK from Estonia in 2014, where he faced the frustrating experience of opening a bank account
- The Company was founded soon after in 2015
- Voted **Best Challenger-Bank** in the 2016 European FinTech Awards
- Monese customer transactions surpassed **£500 million** in 2017

Monese Raises \$60 million in Financing



Monese Overview

Company Overview



CEO:	Norris Koppel
Headquarters:	London, UK
Founded:	2015

- Monese is challenger bank providing UK current accounts and prepaid debit cards
- Monese was founded with the intention of providing banking services to those who have difficulty acquiring a bank account because of their lack of credit history
- Consumers can open a UK current account quickly through the mobile app – Monese does not require credit checks or even a UK address, offering individuals an easy way to shop online, receive paychecks and make purchases

Management Team



Norris Koppel
CEO



Yannis Karagiannidis
Head of Growth



Marcus Exall
VP, Partnerships



Amish Mody
VP Finance



Megan Olwen Williams
VP Operations

Product & Features

Monese Current Account

- 100% mobile current account that is available to customers that are new to the country, don't have a credit history, or don't have a regular fixed income
- Can be used as a main account and to receive salaries, pensions or benefits



Personal Finance



- Instant balance updates provides a real-time view of account balance
- The balance graph in the app shows a visual representation of spending habits to keep consumers on track with goals

The Monese Card

- Contactless debit card that is sleek and easy to use
- Accepted anywhere in the world where Mastercard is accepted
- If lost, can utilize instant card-locking features through the app
- 5 free ATM withdrawals every month, giving customers fast and frequent access to cash



International Transfers

- For customers outside of the UK, ability to make payments into UK Monese account via the European IBAN by including Monese ID as a payment reference
- Currency conversion occurs at the real exchange rate and will deposit funds in GBP directly into UK Monese accounts



Monese Raises \$60 million in Financing

FT PARTNERS RESEARCH



Selected Recent Challenger Bank Financings

Announced Date	Company	Country	Selected Buyers / Investors	Amount (\$mm)	Research Profile
09/06/18	monese	UK	Kinnevik; PayPal; Augmentum Fintech; International Airlines Group; Avios Group; Investec's INVC Fund	\$60	
09/06/18	OakNorth	UK	EDBI; NIBC Bank; The Clermont Group; GIC; Coltrane Asset Management	100	VIEW
08/27/18	deserve	USA	Sallie Mae; Accel Partners; Aspect Ventures; Pelion Venture Partners; Mission Holdings; Alumni Ventures Group; GDP Venture	17	VIEW
08/20/18	tide	UK	Augmentum Fintech; Anthemis Group; Passion Capital; Localglobe; Creandum	10	
07/04/18	neat	Hong Kong	Dymon Asia Ventures; Portag3 Ventures	2	
05/31/18	chime	USA	Menlo Ventures; Forerunner Ventures; Aspect Ventures; Cathay Innovation; Northwestern Mutual Future Ventures; Crosslink Capital; Omidyar Network	70	VIEW
05/03/18	nicon	Brazil	Propel Venture Partners; Monashees Capital; Quona Capital; Omidyar Network; Tera Ventures; Yellow Ventures	22	
05/01/18	numbrs	Switzerland	Undisclosed Investors	27	
04/26/18	Revolut	UK	DST Global; Index Ventures; Ribbit Capital	250	VIEW
03/29/18	branch	USA	CreditEase FinTech Investment Fund; Andreessen Horowitz; Trinity Ventures; International Finance Corporation; Victory Park Capital	70	VIEW
03/07/18	N26	Germany	AllianzX; Tencent	160	VIEW
03/07/18	Atom	UK	BBVA; Toscafund Asset Management	207	VIEW
03/01/18	nubank	Brazil	Founders Fund; DST Global; Redpoint Ventures; Ribbit Capital; QED Investors; Dragoneer Investment Group; Thrive Capital	150	VIEW
02/05/18	Moven	USA	SBI	na	
01/18/18	VARO	USA	Warburg Pincus; The Rise Fund	45	
12/12/17	Aspiration <small>Do Well. Do Good.</small>	USA	Social Impact Finance; Allen & Company, Inc.; Omidyar Network; Alpha Edison; AGO Partners; Reyl & Cie; Capricorn Investment Group	47	
11/06/17	monzo	UK	Goodwater Capital; Stripe; Passion Capital; Thrive Capital; Orange Digital	93	VIEW
11/03/17	OakNorth	UK	Toscafund Asset Management; Coltrane Asset Management; The Clermont Group; GIC	321	VIEW
10/06/17	talkbank	Russia	Internet Initiatives Development Fund; Undisclosed Investors	1	
09/27/17	chime	USA	Cathay Innovation; Northwestern Mutual Future Ventures; Omidyar Network; Crosslink Capital; Aspect Ventures; Forerunner Ventures; Homebrew	18	
09/25/17	KOHO	Canada	Portag3 Ventures	8	

Source: FT Partners' Proprietary Transaction Database

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Selected FT Partners' Research – *Click to View*

June 25, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Role as IPO Advisor to

GreenSky™

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

for a total enterprise value of
\$4,500,000,000

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

GreenSky Raises \$1 billion in its IPO

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

for total consideration of
\$ 50,000,000

FINANCIAL TECHNOLOGY PARTNERS

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San Francisco • New York • London

Prosper's Series G Financing

August 27, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

deserve

on its Series C financing led by
SallieMae

for total consideration of
\$17,000,000

FINANCIAL TECHNOLOGY PARTNERS

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San Francisco • New York • London

Deserve's Series C Financing Led by Sallie Mae

August 15, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS 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

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Vitruvian Partners' Investment in Deposit Solutions

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 7, 2018

Atom

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

BBVA TOSCAFUND

FINANCIAL TECHNOLOGY PARTNERS

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

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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

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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

FINANCIAL TECHNOLOGY PARTNERS

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](#)

Strong Track Record of Success in the Banking / Lending Tech Space

White Label Loan Management

Financial Technology Partners LP
FTP Securities LLC

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

INSIKT

in its Series D financing led by

Coppel

with participation from

revolution FIRSTMARK Colchis

for total consideration of

\$ 50,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

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

GreenSky

in its minority investment from

DST ICONIQ

TPG WELLINGTON
MANAGEMENT

for total consideration of

\$ 300,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

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

capitalG

in its lead investment in

credit karma

with additional participation from

TIGER SIG Ribbit Capital

for approximately

\$ 85,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

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
sole strategic and financial advisor to

Nav

in its Series B minority financing led by

experian

with participation from

宜信 CreditEase 宜信 CreditEase 宜信 CreditEase

POINT72 VENTURES 宜信 CreditEase 宜信 CreditEase

Clocktower technology 宜信 CreditEase 宜信 CreditEase

KPCB 宜信 CreditEase 宜信 CreditEase

Tencent 宜信 CreditEase 宜信 CreditEase

for a total consideration of

\$ 38,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
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Peer-to-Peer Lending

Financial Technology Partners LP
FTP Securities LLC

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

PROSPER

in its loan purchase agreement with a
consortium of institutional investors

Affiliates of

NEW RESIDENTIAL Jefferies

THIRD POINT

for up to

\$ 5,000,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

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

WebEquity
solutions™

in its sale to

Moody's

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TECHNOLOGY
PARTNERS

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SMB Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its
role as advisor to

Kabbage

in its Series E minority financing led by

RCP REVERENCE
CAPITAL PARTNERS

ING

Santander InnoVentures Scotiabank

for total consideration of

\$ 135,000,000

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TECHNOLOGY
PARTNERS

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Supplier Finance Solutions

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
financial advisor to

taulia

in its investment from

QUESTMARK PARTNERS

zouk BBVA edbi

for total consideration of approximately

\$ 65,000,000

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TECHNOLOGY
PARTNERS

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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 Jefferies THIRD POINT	\$5,000,000,000 Loan Commitment
GreenSky™	FIFTH THIRD BANK	2,000,000,000 Loan Commitment
GreenSky™	Initial Public Offering	50,000,000 Investment
GreenSky™	TPG DST ICONIQ WELLINGTON MANAGEMENT	1,010,000,000
GreenSky™	PIMCO	300,000,000
GreenSky™	PIMCO	200,000,000
Kabbage®	RCP REVERENCE CAPITAL PARTNERS ING Santander InnoVentures Scotiabank®	135,000,000
earnest	ADAMS STREET BV 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 Menlo ia capital group SF CAPITAL	42,000,000
Nav	宜信 CreditEase KPCB Tencent 腾讯 experian CROSSLINK CAPITAL POINT72 VENTURES 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

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>capital6 in its lead investment in credit karma with additional participation from TIGER SIG Ribbit Capital for approximately \$ 85,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>F2ST P2Y in its growth financing from OAK HC/FT for total consideration of approximately \$ 15,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>lighter capital in its growth financing from for approximately \$ 9,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as financial advisor to</p> <p>Upstart in its Series C financing led by THIRD POINT with additional participation from khosla ventures for approximately \$ 35,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>Bluebird in its financing, including investment from HIGHLAND for approximately \$ 15,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>borro® in its growth financing for total consideration of \$ 19,500,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>L2C inc. in its sale to TransUnion</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>oakam™ in its debt financing from VICTORY PARK CAPITAL for total consideration of approximately \$ 47,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as Capital Markets & IPO Advisor to</p> <p>EllieMae in its \$45,000,000 Initial Public Offering valuing the equity at approximately \$ 146,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>CIBC in its strategic investment in Base Capital with additional participation from Visa Bank Partners for total consideration of approximately \$ 70,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>customcredit@systems an affiliate company of Triton Pacific Capital Partners, LLC in its sale to MISYS an affiliate company of Visa Bank Partners</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>WebEquity solutions™ in its sale to Moody's</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>

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>		<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. 	23
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. 	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 and Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	22
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 LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA) 	21
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Practice Former Equity Research Analyst on #1 ranked team at UBS Former Economist at the Federal Reserve Bank 	20
Mike Nelson <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey, began investment banking career at Piper Jaffray Kellogg M.B.A. 	18
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. 	16
Kate Crespo <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 12+ years of FinTech transaction execution experience Dartmouth M.B.A. 	16
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 	15
Andrew McLaughlin <i>Managing Director</i>		<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	12