

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 25, 2017



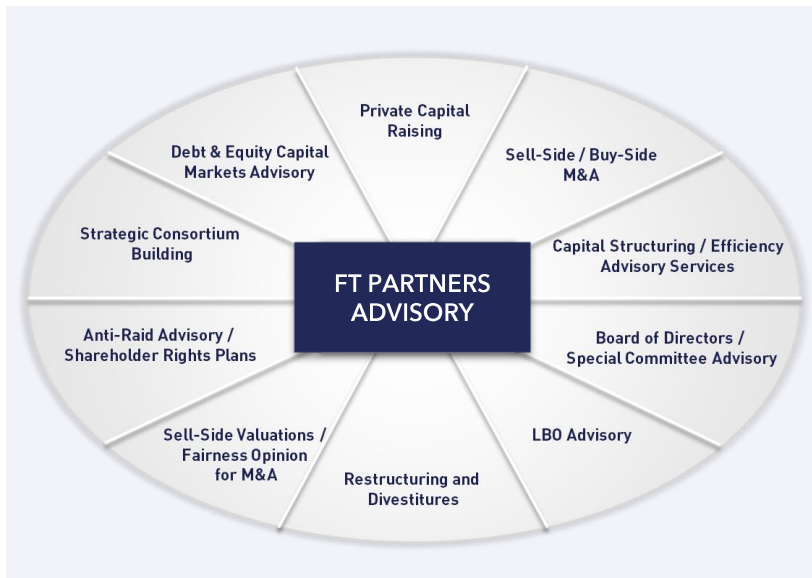
Blend Raises \$100 million in Series D Financing led by Greylock Partners

greylock**partners.**

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



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 *Institutional Investor* "FinTech Finance 35"



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

Steve McLaughlin: *Founder & CEO*

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Blend Raises \$100 million in Series D Financing

Transaction Summary

Transaction Summary

- On August 24, 2017, Blend announced it had secured \$100 million in Series D financing led by Greylock Partners with participation from Emergence Capital, 8VC, Lightspeed Venture Partners and Nyca Partners
 - According to the Wall Street Journal, the latest financing round will value the Company at approximately \$500 million ⁽¹⁾
 - This Series D round brings the total amount of funding up to \$166 million
 - Blend intends to use the new capital to expand into other forms of consumer credit and further develop technology to automate other stages of the home loan process
 - In parallel with the fundraise announcement, Blend announced it had signed Wells Fargo and U.S. Bancorp as clients
 - The partnership with Blend will enable the two banks to better compete against other FinTech offerings
- 
 - U.S. Bank stated the relationship with Blend can potentially shave four to five days off the loan process, which averages about six weeks ⁽¹⁾
- 
 - Wells Fargo has "... never chosen a startup for a project of this size and scale before." The bank intends to roll out Blend's offering across its banking footprint in 2018 ⁽¹⁾

Transaction Commentary

"We're [now] a team of nearly 200 people and are working with 30 financial institutions to power a more frictionless, accessible, and compliant home lending ecosystem for their consumers. We're bringing consumers to the forefront of the lending process instead of having them adapt to it as they have in the past. The industry is evolving, changing, growing, and improving, and as drivers of that, we need to do the same.

And this is just the beginning. The opportunity for our technology in the \$40+ trillion consumer lending market is huge, but the industry won't change overnight. To realize our goals, we need to continue scaling and bringing together the best talent, partners, and backers to get us to the next level. Today's news is an important stepping stone, and we're excited to continue working closely with our customers to drive a better, more accessible lending experience for borrowers across the country, and eventually, the world."

blend

Nima Ghamsari
Co-founder, CEO



"We saw a massive opportunity in Blend and the work they are doing to deliver transparent, frictionless, accessible mortgages for everyone. Banks and lenders understand the need for innovation, but they can't do it alone. Blend is in a unique position to change the consumer lending industry with an unparalleled team of engineers, designers and product and data experts committed to helping people along their home buying journey."

greylockpartners.

Jerry Chen
Partner



Blend Raises \$100 million in Series D Financing

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blend

Blend Overview

Company Overview



CEO: Nima Ghamsari

Headquarters: San Francisco, CA

Founded: 2012

Employees: 200

- Blend is digitizing the mortgage application process so both buyers and lenders can operate through a more streamlined application experience
- The platform has handled \$30 billion in mortgage applications in 2017 so far

Financing History

Date	Size (\$ mm)	Investor(s)
08/24/17	\$100	greylock partners. emergence 8VC LIGHTSPEED VENTURE PARTNERS nyca
01/20/16	40	FOUNDERS FUND LIGHTSPEED VENTURE PARTNERS formation 8
07/15/15	20	CONVERSION CAPITAL LIGHTSPEED VENTURE PARTNERS formation 8
12/12/13	na	SciFIVC CONVERSION CAPITAL Initialized CAPITAL LIGHTSPEED VENTURE PARTNERS INSIGHT
06/22/12	3	ANDREESSEN HOROWITZ

Products & Services Overview



Answer a few questions



Digitally connect finances



Review, Sign & Submit



○ A familiar mortgage application process

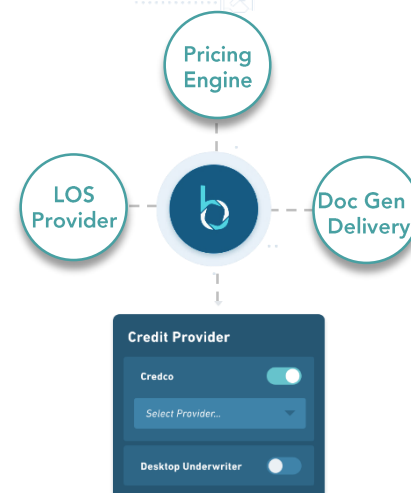
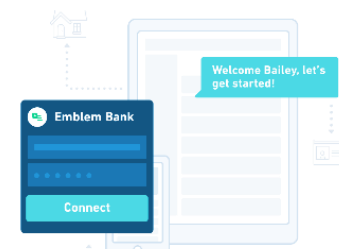
- Easy-to-use interface
- Unified mobile-friendly platform
- Digital documents

○ Digital platform for lenders

- Comprehensive application with dynamic data, tailored to each borrower's specific situation
- Real-time updates on loan applications
- Safe and secure

○ Seamless integration

- Optimized rollout with rapid time to value
- Direct connectivity with other services
- Customizable for each brand, product and compliance requirements



Blend Raises \$100 million in Series D Financing

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Selected Companies Streamlining the Mortgage Process

blend



CEO: Rajesh Bhat

Headquarters: San Francisco, CA

Founded: 2012

Total Funding: \$0.5 mm

- **Roostify operates a web and mobile platform that simplifies the home-buying experience**
 - The Company provides step-by-step guidance in the mortgage process
 - Agents, loan officers and home buyers are able to share and track key information easily and seamlessly

CEO: Stephen Bulfer

Headquarters: San Francisco, CA

Founded: 2015

Total Funding: \$0.1 mm

- **StreamLoan is provides a B2B SaaS solution for the residential real estate buying and financing process**
 - The Company seeks to make the loan process simple, efficient and digital for both the lender and the borrower
 - StreamLoan provides a completely digital and mobile customer experience

CEO: Orion Parrott

Headquarters: San Francisco, CA

Founded: 2014

Total Funding: \$0.8 mm

- **Lendsnap operates a customer-centric lending platform**
 - The Company delivers an immediate digital upgrade for loan originators at banks, credit unions and mortgage brokerages
 - Lendsnap's intuitive workflow makes it easy for borrowers to apply and loan officers to make a credit decision



CEO: Michael Schreck

Headquarters: Irvine, CA

Founded: 2015

Total Funding: \$22.5 mm

- **Cloudvirga is building intelligence into the digital mortgage process to revolutionize mortgage origination**
 - The Company's mortgage point-of-sale (POS) platforms automate tasks, streamline the process and improves the experience for both customers and loan officers

CEO: Jeff Foster

Headquarters: San Francisco, CA

Founded: 2014

Total Funding: \$27.0 mm

- **Clara is streamlining and customizing the lending process to get both lenders and borrowers more confidence over the outcome**
 - The Company guarantees a loan in as few as 15 days, or will give up to \$5,000 in credit
 - Clara will wave the 1% lender fee when customers apply online

CEO: Vishal Garg

Headquarters: New York, NY

Founded: 2014

Total Funding: \$45.0 mm

- **Better Mortgage uses data science, machine learning and user experience (UX) design to make the mortgage process enjoyable and exciting**
 - The entire process is done online and customers can be pre-approved in 3 minutes
 - Better Mortgage earns no commission or origination fees

Blend Raises \$100 million in Series D Financing

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Greylock Partners Overview

Overview



Reid Hoffman
Partner



Joseph Ansanelli
Partner



James Slavet
Partner



Jerry Chen
Partner

Locations

- Menlo Park, CA (HQ)
- San Francisco, CA
- Wellesley, MA

About

- Founded in 1998 by Chris Gaffney and Dan Gregory
- Manages over \$3.5 bn in total committed capital across 15 funds and has achieved over 120 M&A and over 170 IPO exits since inception
- Invests in public and private companies of all stages, usually taking a board seat in portfolio companies
- Generally maintains a holding period of 3-7 years for portfolio companies
- Has invested in some of the most recognizable technology companies in the world, including Facebook, Airbnb, Dropbox and LinkedIn

Investment Preferences

Investment Criteria

Fund Size:	\$1,110 mm
Fund Raised:	2016
Investment Range:	\$0.1 – 200 mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	U.S., Europe, Israel
Transaction Type:	Seed, Venture, Growth
Industry Focus:	Advertising, Commerce, Gaming, Marketplaces, Media, Mobile, Services, Social, Cloud / SaaS, Data Center, Management, Networking, Security, Storage

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
08/17	Blend (Series D)	\$100	NA	Bnkg
08/17	Coinbase (Series D)	100	NA	Pymts
03/16	RevUp (Seed)	5	NA	FMS
10/15	Paribus (Capital One)*	2	NA	Pymts
06/15	GoFundMe (Early-Stage VC)	35	James Slavet	Bnkg
03/15	Zuora (Series F)	115	NA	FMS
01/15	Point (Seed)	3	NA	Bnkg
10/14	Wealthfront (Series F)	64	Reid Hoffman	CapMkts
01/14	Xapo (Series A)	20	Reid Hoffman	Pymts
11/13	Redfin (Series F)**	50	James Slavet	Bnkg
11/13	Betable (Series A)	19	NA	Pymts
09/13	Oportun (Series G)	47	Dave Stroh	Bnkg
05/13	Swipely (Series B)	12	NA	Pymts
01/12	CardSpring (Twitter)*	10	James Slavet	Pymts
12/11	TrialPay (Visa)*	40	Reid Hoffman	Pymts
04/09	Workday (Series E)**	75	Aneel Bhusri	FMS

Other Notable Technology Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
07/17	Nauto (Series B)	\$159	NA	Software
06/17	HelloSign (Series B)	16	NA	Software
05/16	Musical.ly (Series C)	100	NA	Media
09/15	Okta (Series F)**	75	Aneel Bhusri	FMS

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

3) Deal Amount in mm

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

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FT PARTNERS RESEARCH

Selected FT Partners' Research – *Click to View*



Revolut Raises \$66 million in Series B Financing



Dashu Finance Raises \$117 mm in Series C Financing



Redfin Completes its IPO



Red Ventures Acquires Bankrate for \$1.4 billion



Alfa Financial Software Completes its IPO



China Rapid Finance Completes its IPO



Kabbage Raises \$250 million in Series F Financing



Real Matters Completes its IPO

[VIEW MORE FT PARTNERS RESEARCH](#)

Significant Experience Across the Real Estate / Mortgage Tech Value Chain

Mortgage Origination

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
Capital Markets & IPO Advisor to



in its

\$45,000,000

Initial Public Offering

valuing the equity at approximately

\$ 146,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Real Estate Invoicing & Payments

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 minority financing from

Bain Capital Ventures



for total consideration of

\$ 253,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Mortgage Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive
role as financial advisor to



in its sale to

GTCR



The Only Investment Bank
Focused Exclusively on Financial Technology

Consumer Home Improvement Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its
exclusive role as financial advisor to



in its minority investment from



for total consideration of

\$ 300,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Property Management

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 led by

**ACCEL
PARTNERS**

for total consideration of

\$ 50,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

SaaS-based Loan Origination

Financial Technology Partners LP
FTP Securities LLC

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



in its sale to

MOODY'S



The Only Investment Bank
Focused Exclusively on Financial Technology

Listing Management Solutions

Financial Technology Partners LP
FTP Securities LLC

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



in the sale of its



software division to

eNeighborhoods

for approximately

\$ 8,500,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Property Insurance Solutions

Financial Technology Partners LP
FTP Securities LLC

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

enservio

in its sale to

Solera




















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FT Partners Advised on Many of the Largest Alternative Lending Transactions

Company	Investor(s)	Amount Raised
	Affiliates of  Jefferies 	\$5,000,000,000 Loan Commitment
		2,000,000,000 Loan Commitment 50,000,000 Investment
	   	300,000,000
	    	135,000,000
	  	75,000,000
	   	65,000,000

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> in its lead investment in</p> <p> with additional participation from</p> <p>   for approximately</p> <p>\$ 85,000,000</p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>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> in its growth financing from</p> <p> for approximately</p> <p>\$ 15,000,000</p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>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> in its growth financing for total consideration of</p> <p>\$ 9,000,000</p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>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> in its Series C financing led by</p> <p> with additional participation from</p> <p> for approximately</p> <p>\$ 35,000,000</p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>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> in its financing, including investment from</p> <p>  for approximately</p> <p>\$ 15,000,000</p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>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> in its growth financing for total consideration of</p> <p>\$ 19,500,000</p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>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> in its sale to</p> <p></p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>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> in its Series E minority financing led by</p> <p> with participation from</p> <p> for total consideration of</p> <p>\$ 38,000,000</p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>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> in its</p> <p>\$45,000,000 Initial Public Offering valuing the equity at approximately</p> <p>\$ 146,000,000</p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>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> in its strategic investment in</p> <p> with additional participation from</p> <p> for total consideration of approximately</p> <p>\$ 70,000,000</p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>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> an affiliate company of</p> <p> in its sale to</p> <p> an affiliate company of</p> <p> for approximately</p> <p>\$ 70,000,000</p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>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> in its sale to</p> <p></p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>












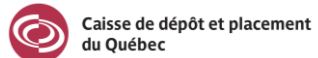





















FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Significant Experience Advising Large Financing Rounds and “Unicorns”

FT Partners has a history of advising on some of the largest financing transactions in the FinTech space

Representing numerous FinTech “Unicorns” above \$1 billion valuations

Company	Amount Raised	Selected Prominent Investors in FT Partners Led Rounds
 MERCURY®	\$420,000,000+	  
 GreenSky™	300,000,000+	   
 AvidXchange	300,000,000	 
 AvidXchange	253,000,000	 
 liquidnet	250,000,000	  
 square trade	238,000,000	  
 nmi	150,000,000+	
 ADDEPAR	140,000,000	    
 Kabbage®	135,000,000	  
 TradingScreen SIMPLIFYING GLOBAL MARKETS®	110,000,000+	  
 YAPSTONE® POWERING PAYMENTS	110,000,000	
 CHROMERIVER	100,000,000	 
 credit karma	85,000,000	 
 earnest	75,000,000	
 taulia	65,000,000	

Note: FT Partners represented investors in Dynamics (CIBC) and Credit Karma (Google Capital); some transactions include a combination of equity and smaller amount of debt financing.

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



Middle Market Financing Awards

2016	<ul style="list-style-type: none"> Investment Banking Firm of the Year Cross Border Deal of the Year
2015	<ul style="list-style-type: none"> Dealmaker of the Year Technology Deal of the Year
2014	<ul style="list-style-type: none"> Equity Financing Deal of the Year Professional Services Deal of the Year, Above \$100mm
2012	<ul style="list-style-type: none"> Dealmaker of the Year Professional Services Deal of the Year, Above \$100mm
2011	<ul style="list-style-type: none"> Boutique Investment Bank of the Year Deal of the Decade <i>10 Deal of the Year Nominations Across 9 Categories</i>
2010	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List
2006 - 2008	<ul style="list-style-type: none"> Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology
2008	<ul style="list-style-type: none"> Equity Financing Dealmaker of the Year – Steve McLaughlin Information Technology Deal of the Year Financial Services Deal of the Year
2006	<ul style="list-style-type: none"> Financing Professional of the Year – Steve McLaughlin <i>Financing Deal of the Year - Equity</i> <i>Financing Deal of the Year - Debt</i>

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