

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 2, 2021

Spartan Acquisition Corp. II

**Sunlight Financial Completes its SPAC Merger
with Spartan Acquisition Corp. II; Begins
Trading Under NYSE:SUNL**



Sunlight Financial®

Transaction Overview

Transaction Summary

- On January 25, 2021, Sunlight Financial announced it would become a publicly traded company through a merger with Spartan Acquisition Corp. II (NYSE: SPQR), a special purpose acquisition company ("SPAC") sponsored by funds managed by an affiliate of Apollo Global Management, Inc. (NYSE: APO)
 - The transaction reflected an implied pro-forma enterprise value for Sunlight Financial of \$1,267 million
 - This equates to 21.0x EV / 2021E Adjusted EBITDA of \$60mm and 15.5x EV / 2022E Adjusted EBITDA of ~\$82mm
- The merger was approved on July 8, 2021, and the combined entity began trading on NYSE under the ticker "SUNL" on July 12, 2021
- Sunlight Financial is a B2B2C FinTech platform that provides residential solar contractors with point-of-sale ("POS") financing capabilities and delivers unique, attractive assets to capital providers
- Sunlight's existing management team will continue to lead the business
- In connection with the transaction, investors led by Chamath Palihapitiya, Coatue, funds and accounts managed by BlackRock, Franklin Templeton and accounts advised by Neuberger Berman Investment Advisers LLC have committed to invest \$250 million in a private purchase of Spartan's Class A Common Stock at \$10.00 per share immediately prior to the closing of the transaction
- The combined entity's board will include nominees from existing Sunlight investors Tiger Infrastructure Partners and FTV Capital, nominees from Spartan, and independent directors to be nominated before closing

Transaction Commentary

"Sunlight partners with contractors and capital providers to accelerate the United States' transition to a clean energy future. We are proud to have built a profitable, capital-light company that generates significant free cash flow and is poised for strong, sustainable growth. Our proprietary technology platform offers contractors robust tools to sell more solar systems and consumers a fast, fully-digital, and frictionless experience. Our risk management drives industry-low credit losses and results in strong risk-adjusted returns for capital providers. This, in turn, reduces our cost of capital and facilitates the deployment of financial products that help contractors grow."



Matthew Potere
Chief Executive Officer



Sunlight Financial

"Spartan and Apollo are committed to being ESG leaders. We are excited to team up with Sunlight to enable the energy transition by providing affordable, responsible financing for customers to own their residential solar systems. Matt and the Sunlight team have built an outstanding, proprietary FinTech platform to pursue that mission. The business has substantial operating leverage, which well prepares Sunlight to grow and profit for years to come."



Geoffrey Strong
CEO of Spartan
Senior Partner, Co-head of Infrastructure and
Natural Resources at Apollo

APOLLO

Spartan
Acquisition Corp. II

Spartan Acquisition's Sources and Uses

Sources and Uses

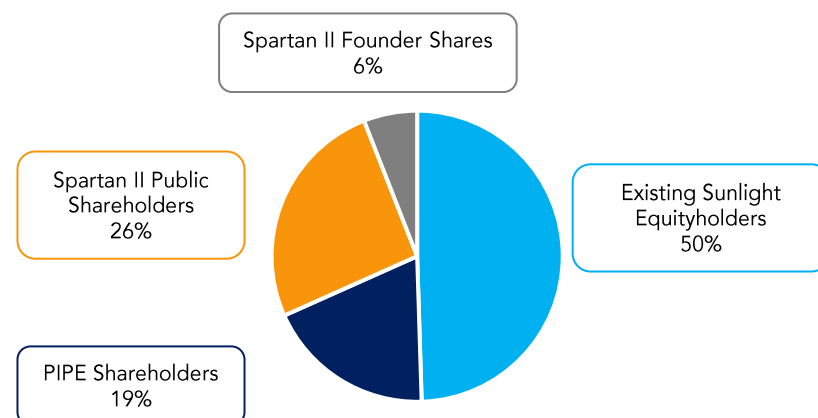
| Sources | \$ mm | % |
|--|----------------|-------------|
| Spartan II Cash Held in Trust | \$345 | 26% |
| Spartan II Founder Shares | 86 | 6% |
| PIPE (Gross Proceeds) | 250 | 19% |
| Existing Sunlight Shareholders Rollover Equity | 668 | 50% |
| Total | \$1,349 | 100% |

| Uses | \$ mm | % |
|---|----------------|-------------|
| Cash to Balance Sheet ⁽¹⁾ | \$50 | 4% |
| Spartan II Founder Shares | 86 | 6% |
| Secondary Proceeds ⁽¹⁾ | 507 | 38% |
| Existing Sunlight Equityholder Rollover | 668 | 50% |
| Illustrative Transaction Costs | 38 | 3% |
| Total | \$1,349 | 100% |

Pro Forma Valuation

| | Amount (\$ mm) |
|--|----------------|
| PF Equity Value | \$1,349 |
| PF Net Debt | (82) |
| PF Enterprise Value | \$1,267 |
| <i>PF Enterprise Value / 2021E adj. EBITDA</i> | 21.0x |
| <i>PF Enterprise Value / 2022E adj. EBITDA</i> | 15.5x |

PF Ownership Split ⁽¹⁾



Sunlight Financial Overview



Company Overview



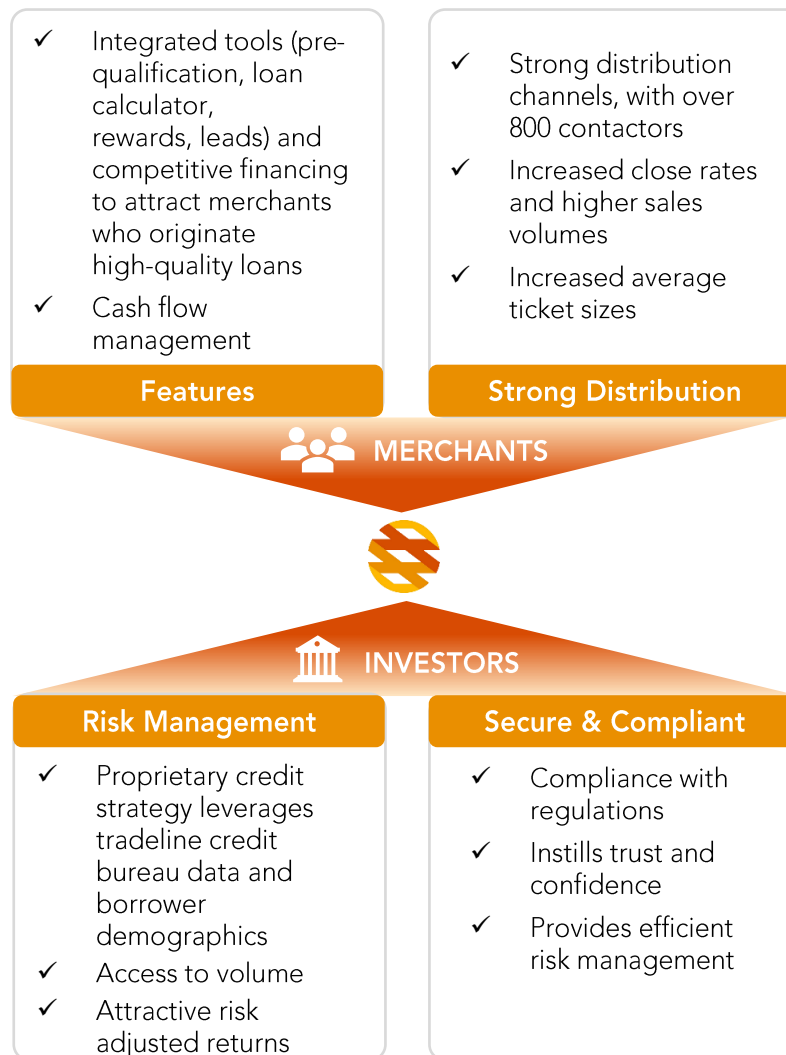
CEO: Matthew Potere
Headquarters: New York, NY
Founded: 2014

- Sunlight is a B2B2C FinTech platform that provides residential solar contractors with seamless point-of-sale ("POS") financing capabilities and delivers unique, attractive assets to capital providers
- Through its proprietary technology and deep contractor network, Sunlight offers instant credit decisions and affordable solar loans to homeowners nationwide
- To date, Sunlight has funded over **\$3.5 billion** of loans through its proprietary platform, representing over **100,000** residential solar systems
- Sunlight's installed systems will produce over **500 megawatts** of solar-generated electricity and avoid more than **10 million** metric tons of carbon dioxide emissions

Previous Financing Rounds

| Date | Size (\$ in mm) | Investor |
|------------|-----------------|-------------------------------|
| May 2018 | \$50 | FTV Capital |
| Sept. 2015 | 80 | Tiger Infrastructure Partners |

Platform Overview



Management Team



Matthew Potere
Chief Executive Officer



- 20+ years Financial Services Executive
- Former Sr VP of Bank of America's Home Equity & Auto Products Group
- Former COO of Swift Financial

Barry Edinburg
Chief Financial Officer



- 25+ years Capital Markets Executive
- Former CFO at Spruce Finance and Kilowatt Financial
- Previously Managing Director at Fortress Investment Group

Timothy Parsons
Chief Operating Officer



- 20+ years Consumer Finance Risk Executive
- Former Director of Risk at Citi, responsible for \$15B private label business
- Previously held senior risk management roles at Swift Financial and MBNA America

Scott Mulloy
Chief Information Officer



- 20+ years FinTech Executive
- Former Chief Technology Officer of Softcard (acquired by Google)
- Former CIO Retail Consumer Finance

Nora Dahlman
Chief Counsel



- 20+ years Financial Services Attorney
- Former Assistant General Counsel, Head of Structured Finance Legal at Wells Fargo
- Former General Counsel, Chief Compliance Officer at ACA Capital

Sunlight Highlights



Attractive Market with ESG Tailwinds



Proprietary Technology



Sunlight Financial®



Deep Contractor Relationships and Proven Sourcing Capabilities



Strong Margins and Free Cash Flow Conversion



Experienced Management Team and Potential Synergies with Apollo Platform

Sunlight's Growth Vectors



Positive Social Impact

- Strong culture, governance, and risk management
- Commitment to corporate responsibility and carbon neutrality
- extensive oversight and consumer protection practices

Drivers of Recent Growth for Sunlight

- Investment in proprietary sales tools
- Innovation around new loan products
- Industry adoption of digital processes
- Acceleration of interest in solar post-COVID

Drivers of Continued Growth for U.S. Residential Solar Market

- Improving consumer economics from solar
- Low current solar penetration
- Increased consumer and investor focus on ESG initiatives
- Increasing legislative support

Disciplined Risk Management

Vectors of Strong Credit Performance



Prudent Credit Philosophy



Proprietary Credit Strategy



740+ avg. FICO



Quality Contractor Relationships

Key Financial Information

Implied Transaction Multiples

Enterprise Value **\$1,267**

2021:

\$123 million
FY2021E Revenue

\$60 million
FY2021E adj. EBITDA

10.3x
EV / Revenue
(FY2021E)

21.0x
EV / adj. EBITDA
(FY2021E)

2020:

\$69 million
FY2020E Revenue

\$25 million
FY2020E EBITDA

18.4x
EV / Revenue
(FY2020E)

50.7x
EV / EBITDA
(FY2020E)

Key Metrics

\$11bn+
Solar Annual TAM



31%
Solar Loan TAM
CAGR '17-'20E

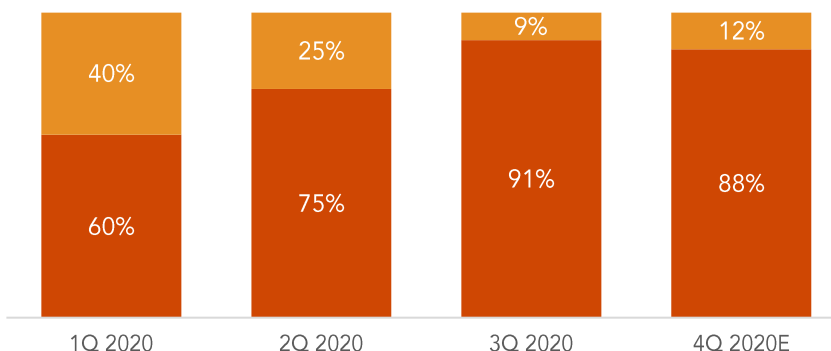
\$2.7bn
2021E Funded
Volume

22%
Funded Volume
CAGR '20E-'23E

55%+
Steady State Adj.
EBITDA Margin

2020E Funded Volume by Channel

-  **Direct:** Funded directly onto Capital Provider (Credit Union or Bank) balance sheet
-  **Indirect:** Funded onto Bank Partner balance sheet; Aggregated and sold in pools to Indirect Capital Providers (Credit Funds, Insurance Companies, Pension Funds, Other Investors)

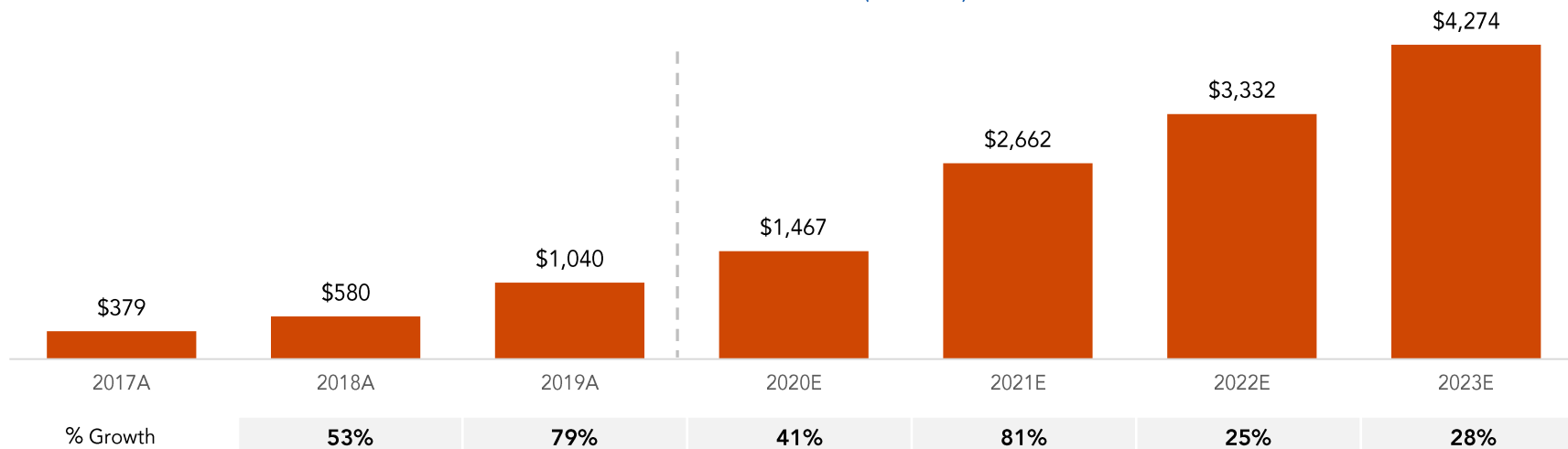


Spartan Acquisition Corp. II Merges With Sunlight Financial FT PARTNERS RESEARCH

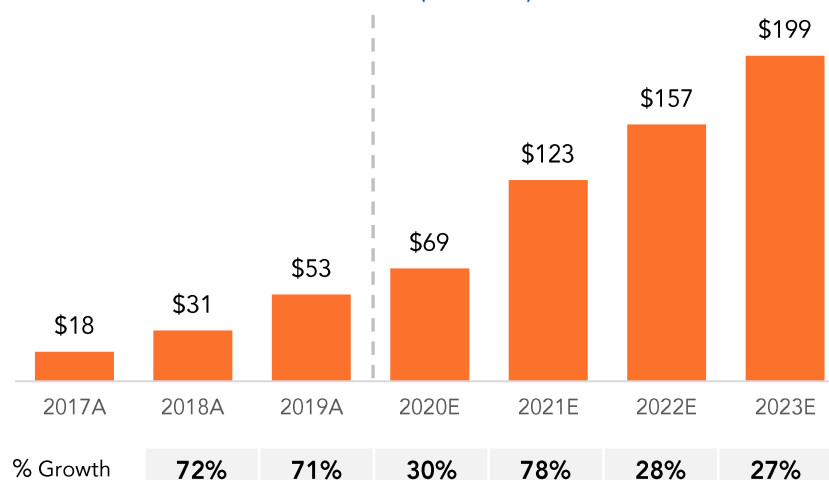
Key Financial Information (cont.)



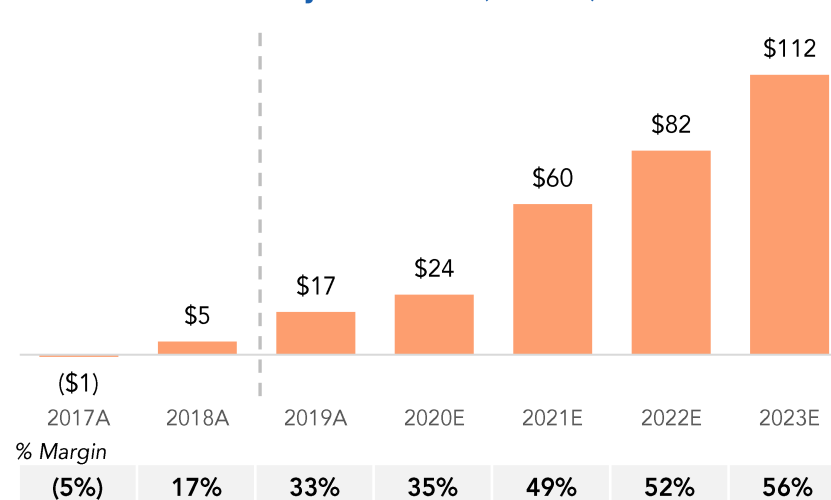
Funded Volume (\$ in mm)



Revenue (\$ in mm)



Adj. EBITDA ⁽¹⁾ (\$ in mm)



Source: Sunlight Financial Investor Presentation

(1) Adjusted EBITDA is defined as net income excluding interest expense incurred in connection with Sunlight's revolving credit facility, income taxes, amortization and depreciation expense, stock-based compensation expense, fees paid to brokers pursuant to existing contractual arrangements that will terminate pursuant to the contractual terms thereof and relating to certain of its capital providers, and certain transaction bonuses and other expenses resulting from the proposed business combination

Spartan Acquisition Corp. II Merges With Sunlight Financial FT PARTNERS RESEARCH

Publicly Traded Comparables



| Company Name | Price 07/30/21 | % MTD Change | % LTM High | Market Value (\$ mm) | Multiples | | Growth Rates | | | Book Value | | ROE | P / E / G CY 21E |
|--------------------------|-------------------|-----------------|---------------|----------------------------|------------------|--------|--------------|--------|------|------------|---------|------|---------------------|
| | | | | | Price / Earnings | | Revenue | | EPS | | | | |
| | | | | | CY 21E | CY 22E | CY 21E | CY 22E | LT | P / B | P / TBV | | |
| ONLINE, NON-BANK LENDERS | | | | | | | | | | | | | |
| SoFi | \$ 15.44 | (15)% | na | \$ 12,270 | nm | nm | 74 % | 52 % | 50 % | na | na | nm | na |
| Upstart | 120.76 | (3) | 63 | 11,516 | nm | nm | 149 | 31 | nm | 35.9 | 36.6 | 0 | na |
| LendingClub | 24.40 | 39 | 94 | 2,372 | nm | 19.9 | 129 | 41 | na | 3.1 | 3.5 | (13) | na |
| GreenSky | 6.57 | 18 | 89 | 1,212 | 11.5 | 12.6 | 4 | 13 | na | nm | nm | nm | na |
| OppFi | 9.94 | (2) | 90 | 1,093 | 13.3 | 11.7 | 33 | 46 | na | na | na | 0 | na |
| Sunlight Financial | 8.21 | (3) | 82 | 1,087 | 31.6 | 24.9 | 71 | 25 | na | 24.0 | nm | na | na |
| Atlanticus | 43.48 | 4 | 96 | 735 | 6.2 | 5.1 | na | 30 | na | 2.9 | 6.2 | 66 | na |
| Funding Circle | 1.93 | (9) | 73 | 723 | 23.3 | 26.8 | 110 | 8 | na | 2.4 | 2.4 | (40) | na |
| Oportun | 21.08 | 2 | 92 | 618 | 11.8 | 8.6 | 3 | 29 | na | na | 1.4 | (6) | na |
| Mogo | 5.74 | (26) | 47 | 380 | nm | nm | 18 | 27 | na | 3.4 | 7.1 | (9) | na |
| Prospera | 0.87 | 16 | 95 | 142 | nm | nm | (2) | 15 | na | 1.5 | na | nm | na |
| creditshelf | 48.40 | (13) | 71 | 67 | nm | nm | 51 | 53 | na | 17.1 | nm | (79) | na |
| Median | | (2)% | 89 % | | 12.5 x | 12.6 x | 51 % | 29 % | 50 % | 3.2 x | 4.8 x | | na |
| Mean | | 1 | 81 | | 16.3 | 15.7 | 58 | 31 | 50 | 11.3 | 9.5 | | na |

Spartan Acquisition Corp. II Merges With Sunlight Financial

FT PARTNERS RESEARCH

FinTech SPAC Transaction Activity Tracker



In the last year there has been a surge of SPAC transaction activity in the FinTech sector, or mergers between FinTech companies and Special Purpose Acquisition Companies ("SPACs"). These transactions allow the target FinTech companies to go public through a reverse merger structure.

of FinTech SPAC Transactions

2021 YTD: **29**

2020: **15**

2019: **2**

2018: **1**

2017: **2**

| Announce Date | Target Company | SPAC | Announced Deal Value | Deal Status | Exchange / Ticker | FinTech Sector | Target Country | Research Profile |
|---------------|------------------|-------------------------------------|----------------------|-------------|-------------------|----------------------------|----------------|----------------------|
| 07/29/21 | vacasa | TPG | \$4,500 mm | Announced | NYSE: VCSA | Real Estate Tech | USA | |
| 07/23/21 | PropertyGuru | Bridgetown 2 Holdings | 1,350 | Announced | -- | Real Estate Tech | Singapore | |
| 07/21/21 | olive.com | M:D:H | 959 | Announced | NYSE: OLV | InsurTech | USA | |
| 07/21/21 | CORE SCIENTIFIC® | XPDI | 4,341 | Announced | -- | Blockchain / Crypto | USA | |
| 07/19/21 | kin. | Omnichannel Acquisition Corp. | 1,030 | Announced | NYSE: KI | InsurTech | USA | |
| 07/12/21 | MSP RECOVERY | LIONHEART ACQUISITION CORP. II | 32,600 | Announced | Nasdaq: MSPR | Healthcare FinTech | USA | |
| 07/09/21 | Bullish | Far Peak Acquisition Corp. | 2,500 | Announced | -- | WealthTech / Crypto | Hong Kong | |
| 07/08/21 | CIRCLE | CONCORD | 4,500 | Announced | -- | Payments / Crypto | USA | |
| 06/07/21 | dave® | VPC Impact Acquisition Holdings III | 3,563 | Announced | NYSE: DAVE | Banking / Lending Tech | USA | VIEW |
| 05/27/21 | acorns | PIONEER | 1,603 | Announced | -- | Wealth & Cap. Markets Tech | USA | VIEW |
| 05/11/21 | Better | AURORA ACQUISITION CORP. | 6,732 | Announced | -- | Real Estate Tech | USA | VIEW |
| 04/21/21 | insig.AI | Catena Group | 39 | Closed | AIM: INSG | Wealth & Cap. Markets Tech | UK | |
| 04/19/21 | CompuSecure. | ROMAN | 1,206 | Announced | -- | Payments | USA | VIEW |
| 03/18/21 | Offerpad | SUPERNOVA | 2,368 | Announced | NYSE: OPAD | Real Estate Tech | USA | VIEW |
| 03/16/21 | eToro | FINTECH ACQUISITION CORP. V | 9,595 | Announced | -- | Wealth & Cap. Markets Tech | UK | VIEW |
| 03/05/21 | Cipher MINING | Good Works Acquisition Corp. | 2,000 | Announced | Nasdaq: CIFR | Blockchain / Crypto | USA | |

Spartan Acquisition Corp. II Merges With Sunlight Financial

FT PARTNERS RESEARCH

FinTech SPAC Transaction Activity Tracker (cont.)



| Announce Date | Target Company | SPAC | Announced Deal Value | Deal Status | Exchange / Ticker | FinTech Sector | Target Country | Research Profile |
|---------------|---|---|----------------------|-------------|-------------------|----------------------------|----------------|----------------------|
| 03/04/21 | hippo | Reinvent TECHNOLOGY PARTNERS | \$5,057 mm | Announced | -- | InsurTech | USA | VIEW |
| 03/02/21 | doma <small>Formerly Known As: states title</small> | CAPITOL INVESTMENT V | 3,000 | Closed | NYSE: DOMA | InsurTech / Real Est. Tech | USA | VIEW |
| 03/01/21 | QOMPLX: <small>Reimagining Complexity™</small> | TAILWIND | 1,400 | Announced | "QPLX" | Fin. Mgmt. Solutions | USA | |
| 02/22/21 | LoanMe | NextPoint Acquisition Corp. | 102 ⁽¹⁾ | Closed | TSX: NPF.U | Banking / Lending Tech | USA | |
| 02/22/21 | LIBERTY TAX | NextPoint Acquisition Corp. | 252 ⁽¹⁾ | Closed | TSX: NPF.U | Banking / Lending Tech | USA | |
| 02/22/21 | APEX Clearing™ <small>a PEAK6 company</small> | Northern Star Investment Corp. II | 4,700 | Announced | NYSE: APX | Wealth & Cap. Markets Tech | USA | VIEW |
| 02/12/21 | MoneyLion | Fusion Acquisition Corp. | 2,900 | Announced | -- | Banking / Lending Tech | USA | VIEW |
| 02/10/21 | OppFi | FUNDAMENTAL GLOBAL <small>FG NEW AMERICA ACQUISITION CORP</small> | 909 | Closed | NYSE: OPFI | Banking / Lending Tech | USA | VIEW |
| 02/03/21 | Payoneer | FTAC Olympus Acquisition Corp. | 3,796 | Closed | Nasdaq: PAYO | Payments | USA | VIEW |
| 02/03/21 | CCC | DRAGONEER GROWTH OPPORTUNITIES CORP. | 7,049 | Announced | -- | InsurTech | USA | VIEW |
| 01/25/21 | Sunlight Financial | Spartan Acquisition Corp. II | 1,267 | Closed | NYSE: SUNL | Banking / Lending Tech | USA | VIEW |
| 01/25/21 | alight | FOLEY TRASIMENE ACQUISITION CORP. | 7,300 | Announced | -- | Healthcare FinTech | USA | VIEW |
| 01/11/21 | bakkt | VPC Impact Acquisition Holdings | 2,100 | Announced | -- | Wealth & Cap. Markets Tech | USA | VIEW |
| 01/07/21 | SoFi | IPO 2.0 SOCIAL CAPITAL HEDOSOPHIA HOLDINGS V | 8,650 | Closed | Nasdaq: SOFI | Banking / Lending Tech | USA | VIEW |
| 12/18/20 | Katapult | FS FinServ Acquisition Corp. | 993 | Closed | Nasdaq: Katapult | Banking / Lending Tech | USA | VIEW |
| 12/07/20 | Paysafe | FOLEY TRASIMENE ACQUISITION CORP. II | 9,000 | Closed | NYSE: PSFE | Payments | UK | VIEW |
| 11/24/20 | metromile | C&CO INSU II | 1,253 | Closed | Nasdaq: MLE | InsurTech | USA | VIEW |
| 10/19/20 | billtrust | SOUTH MOUNTAIN MERGER CORP. | 1,300 | Closed | Nasdaq: BTRS | Fin. Mgmt. Solutions | USA | VIEW |
| 10/13/20 | FINANCE of AMERICA | REPLAY ACQUISITION CORP. | 1,900 | Closed | NYSE: FOA | Real Estate Tech | USA | VIEW |

Source: FT Partners' Proprietary Transaction Database

(1) NextPoint Acquisition Corp. combined LoanMe and Liberty Tax and renamed the combined business NextPoint Financial Inc.

Selected FT Partners Research – *Click to View*

June 23, 2020

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

Finicity

on its sale to

mastercard

The Only Investment Bank Focused Exclusively on FinTech

for a total consideration of up to
~\$1,000,000,000

San Francisco • New York • London

Finicity's \$1 billion Sale to Mastercard

May 18, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

dailypay.

on its Series D financing led by

CARRICK

investing more than capital

for a total amount of
\$175,000,000

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

DailyPay's \$175 million Series D Financing

February 12, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

MoneyLion

on its merger with

Fusion
Acquisition Corp.

(NYSE: FUSE)

post-transaction equity value
\$2,900,000,000

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MoneyLion's \$2.9 billion Merger with Fusion Acquisition Corp.

July 15, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

Revolut

on its Series E financing led by

SoftBank

TIGERGLOBAL

for a total amount of
\$800,000,000
at a valuation of
~\$33,000,000,000

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San Francisco • New York • London

Revolut's \$800 million Series E Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 27, 2021

zeta

Zeta Raises \$250 million in Series C Financing Led by SoftBank Vision Fund 2

SoftBank

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Zeta Raises \$250 million in Series C Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

June 17, 2021

VICTORY PARK CAPITAL

VPC Impact Acquisition Holdings III, Inc. (NYSE:VPCC) Merges with Dave for an Enterprise Value of \$3.6 billion

dave

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Dave Merges with VPC Impact Acquisition Holdings III

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 19, 2021

AMOUNT

Amount Raises \$100 million in Series D Financing Led by WestCap

WESTCAP

The Only Investment Bank Focused Exclusively on FinTech

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Amount Raises \$100 million in Series D Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 18, 2021

AURORA ACQUISITION CORP.

Aurora Acquisition Corp. (NASDAQ: AURC) Merges with Better for an Enterprise Value of \$6.7 billion

Better

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Better Merges with Aurora Acquisition Corp.

[VIEW MORE FT PARTNERS RESEARCH](#)

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Leading Advisor in Selling FinTech Companies to SPACs

Financial Technology Partners LP FTP Securities LLC

is pleased to announce its role as financial advisor to



on its proposed merger with



(NASDAQ: DBDR)

post-transaction enterprise value

\$1,206,400,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP FTP Securities LLC

is pleased to announce its role as financial advisor to



MoneyLion

on its merger with



Fusion
Acquisition Corp.

(NYSE: FUSE)

post-transaction equity value

\$2,900,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP FTP Securities LLC

is pleased to announce its role as exclusive financial and capital markets advisor to



Payoneer

on its merger with



(NASDAQ: FTOCU)

post-transaction equity value

\$3,796,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP FTP Securities LLC

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



on its merger with

Nebula Acquisition Corporation
(NASDAQ: NEBU)

sponsored by



TRUE WIND

for total consideration of up to approximately

\$1,700,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP FTP Securities LLC

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



on its merger with



(NASDAQ: PTAC)

for a post-transaction equity value

\$1,079,000,000⁽¹⁾



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP FTP Securities LLC

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



in its merger with

Thunder Bridge Acquisition
(NASDAQ: TBRG)

for a total implied enterprise value of

\$665,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP FTP Securities LLC

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



in its sale to

FinTech Acquisition Corp
(NASDAQ: FNTC)

for total consideration of

\$ 438,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Significant Experience Across the Banking Tech and Lending Tech Sector

| | | | | | | |
|--|---|--|--|---|---|---|
| <p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its role as exclusive strategic and financial advisor to</p> <p>Revolut</p> <p>on its Series E financing led by SoftBank TIGERGLOBAL</p> <p>for a total amount of \$800,000,000 at a valuation of ~\$33,000,000</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>Finicity</p> <p>on its sale to mastercard</p> <p>for total consideration of up to ~\$1,000,000,000</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>MoneyLion</p> <p>on its merger with Fusion (NYSE: FUSE)</p> <p>post-transaction equity value \$2,900,000,000</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>acima</p> <p>on its sale to RBC</p> <p>for total consideration of \$1,650,000,000</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>upgrade</p> <p>on its Series D financing led by Santander InnoVentures</p> <p>at a valuation of \$1,000,000,000+</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>Porch</p> <p>on its merger with PROPTech ACQUISITION (NASDAQ: PTAC)</p> <p>for a post-transaction equity value \$1,079,000,000</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>OpenLending</p> <p>on its merger with Nebula Acquisition Corporation (NASDAQ: NEBU)</p> <p>sponsored by TRUE WIND</p> <p>for total consideration of up to approximately \$1,700,000,000</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>AMOUNT</p> <p>on its Series C financing led by Goldman Sachs</p> <p>for a total amount of \$81,000,000</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>EllieMae</p> <p>in its Initial Public Offering</p> <p>valuing the equity at approximately \$146,000,000</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>TCI</p> <p>on its sale to meridianlink</p> <p>a portfolio company of THOMABRAVO</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>dailypay.</p> <p>on its Series D financing led by CARRICK</p> <p>investing more than capital</p> <p>for a total amount of \$175,000,000</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>tide</p> <p>on its Series C financing led by Apax DIGITAL</p> <p>for a total amount of \$100,000,000+</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>Kabbage</p> <p>on its proposed sale to AMERICAN EXPRESS</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>deserve</p> <p>on its financing led by ally VENTURES</p> <p>for a total amount of \$50,000,000</p> <p>FINANCIAL 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 planned to announce its exclusive role as sole strategic and financial advisor to</p> <p>SWIFT FINANCIAL</p> <p>in its sale to PayPal</p> <p>for approximately \$200,000,000</p> <p>FINANCIAL 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 planned to announce its exclusive role as sole strategic and financial advisor to</p> <p>FLEET ONE</p> <p>in its cash sale to WEX</p> <p>for total consideration of approximately \$369,000,000</p> <p>FINANCIAL 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 planned to announce its role as exclusive financial advisor to</p> <p>BlueVine</p> <p>on its Series F financing led by ION</p> <p>with participation from CROSSOVER PARTNERS</p> <p>for total consideration of \$102,500,000</p> <p>FINANCIAL 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 planned to announce its exclusive role as strategic and financial advisor to</p> <p>VITRUVIAN</p> <p>in its minority investment in DEPOSIT SOLUTIONS</p> <p>with participation from new and existing investors</p> <p>for total consideration of \$100,000,000</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>MAMBU</p> <p>on its Series D financing led by TCV</p> <p>with participation from new investors ARENA TIGERGLOBAL</p> <p>for a total primary amount of \$135,000,000 at a valuation of ~\$2,000,000,000</p> <p>FINANCIAL 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 planned to announce its role as strategic and financial advisor to</p> <p>better.com</p> <p>on its Series C financing from new investors ACTIVANT CAPITAL, HOOPP, CITI, VENTURES, AGNC, ally</p> <p>along with participation from existing investors for total consideration of \$160,000,000</p> <p>FINANCIAL 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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>OakNorth</p> <p>and to Indiabulls</p> <p>on the sale of a minority stake for \$270,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p> |

FT Partners Advises MoneyLion on its Merger with Fusion Acquisition Corp.

Overview of Transaction

- On February 12, 2021, MoneyLion Inc. ("MoneyLion") and Fusion Acquisition Corp. (NYSE: FUSE) ("Fusion") announced that they have entered into a definitive agreement which would result in MoneyLion becoming a publicly listed company via a merger
- Upon closing of the transaction, Fusion will be renamed MoneyLion Inc., and is expected to remain listed on the New York Stock Exchange
 - The combined Company will have an estimated post-transaction enterprise value of \$2.4 billion with an estimated equity value of \$2.9 billion from the contribution of up to \$526 million in cash proceeds from the transaction, net of debt paydown and expenses
 - Proceeds will consist of up to \$350 million of cash held in Fusion's trust account and an additional \$250 million fully committed private investment at \$10.00 per share led by funds and accounts managed by BlackRock, certain funds managed by affiliates of Apollo Global Management, Inc., and leading global technology and growth equity investors
- MoneyLion is a mobile banking and financial membership platform that empowers people to take control of their finances
 - Since its launch in 2013, MoneyLion has engaged with 7.5 million hard-working Americans and has earned its members' trust by building a full-service digital platform to deliver mobile banking, lending, and investment solutions

Significance of Transaction

- MoneyLion shareholders will hold approximately 76% of the equity of the combined Company by rolling their existing holdings in MoneyLion
- The net proceeds raised from the transaction will be used to support MoneyLion's working capital and scale its proven platform and suite of products

FT Partners' Role

- FT Partners served as financial advisor to MoneyLion
 - FT Partners previously advised MoneyLion on its on its [\\$100 million Series C financing](#) in 2019 and its \$82 million Series B financing in 2018
- This transaction builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients [Payoneer](#), [Porch](#), [Open Lending](#), [CardConnect](#) and [REPAY](#)

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as financial
advisor to*



MoneyLion

on its merger with



Fusion

Acquisition Corp.

(NYSE: FUSE)

post-transaction equity value

\$2,900,000,000

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FT Partners Advises Open Lending on its Merger with Nebula Acquisition

Overview of Transaction

- On January 6, 2020, Nebula Acquisition Corporation "Nebula" (Nasdaq: NEBU), a special purpose acquisition company ("SPAC"), sponsored by True Wind Capital, announced a definitive merger agreement with Open Lending
- Upon completion of the business combination on June 10, 2020, Nebula changed its name to Open Lending, and its common stock is expected to begin trading on the Nasdaq Stock Market under the ticker symbol "LPRO", commencing June 11, 2020
 - Total consideration of the transaction is approximately \$1.7 billion *
- Open Lending, through its flagship product, Lenders Protection, offers loan analytics, risk-based pricing, risk modeling and default insurance, ensuring profitable auto loan portfolios for financial institutions throughout the U.S.

Significance of Transaction

- While creating significant liquidity for existing shareholders, Open Lending's Management team will continue to lead the merged Company as over 70% of their existing equity is expected to be rolled as part of the transaction
- Open Lending's existing minority investor, Bregal Sagemount, a prominent growth equity firm, will continue as a public stockholder and participate on the board as well
- Open Lending will pursue significant growth opportunities within its existing customer base of credit unions, banks, and OEM Captives, as well as through new channels, asset classes, and geographies

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Open Lending
- Exemplifies FT Partners' ability to deploy expertise for a complex business operating at the intersection of consumer finance, InsurTech, and Auto FinTech
- Builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients [CardConnect](#) and [REPAY](#)

Financial Technology Partners LP FTP Securities LLC

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



on its merger with

Nebula Acquisition Corporation (NASDAQ: NEBU)

sponsored by



TRUE WIND

for total consideration of up to approximately

\$1,700,000,000



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* This amount represents the estimated enterprise value at the share price of \$13.35 as of June 9, 2020, plus the value of the earnout shares at \$12, \$14 and \$16 and estimated value of the TRA for the selling shareholders

FT Partners Advises Acima on its Sale to Rent-A-Center

Overview of Transaction

- On December 20, 2020, Rent-A-Center, a leading omni-channel lease-to-own provider for the credit constrained customer, announced it has entered into a definitive agreement to acquire Acima Credit LLC, a virtual lease-to-own provider based in Draper, Utah
 - Total consideration consists of \$1.273 billion in cash and approximately 10.8 million shares of Rent-A-Center common stock currently valued at \$377 million
- Founded in 2013, Acima is a leading platform offering customers virtual lease-to-own solutions at point-of-sale via mobile technology
- Acima's virtual lease-to-own products are used by more than 15,000 merchant brick and mortar and e-commerce locations

Significance of Transaction

- The acquisition accelerates Rent-A-Center's position as a premier FinTech platform across both traditional and virtual lease-to-own solutions
- The acquisition also provides further diversification of Rent-A-Center's retail partner base and product verticals, and enhances its ability to compete for high-value national retail accounts

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Acima
- This transaction highlights FT Partners' deep domain expertise across the Buy-Now-Pay-Later and Credit Technology sectors, and its successful track record generating highly favorable outcomes for leading high-growth FinTech companies globally, including during the COVID-19 pandemic

Financial Technology Partners LP FTP Securities LLC

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

acima

on its sale to



for total consideration of

\$1,650,000,000



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FT Partners Advises Porch on its Merger with PropTech Acquisition Corp.

Overview of Transaction

- On July 31, 2020, PropTech Acquisition Corporation ("PropTech"), a special purpose acquisition company ("SPAC") announced a definitive merger agreement with Porch.com, Inc. ("Porch")
- The business combination was completed on December 23, 2020, PropTech changed its name to Porch, and its common stock is scheduled to begin trading on the Nasdaq Stock Market under the ticker symbol "PRCH" on December 24, 2020
 - The deal represents a post-transaction equity value of \$1.079 billion
 - Transaction includes a \$150 million fully committed common stock private investment at \$10 per share led by Wellington Management Company, LLP
- Porch is a unique home services platform that provides leading ERP and CRM software to 11,000 inspection, moving and adjacent home services companies, gaining access to a proprietary and recurring sales funnel which captures a majority of homebuyers in the U.S. annually

Significance of Transaction

- While creating significant liquidity for existing shareholders, Porch's Management team will continue to lead the merged Company as over 92% of their existing equity is expected to be rolled as part of the transaction
- The net proceeds raised from the transaction will be used to support Porch's working capital, pay down debt and fund expansion through acquisitions

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Porch
- Builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients [Open Lending](#), [CardConnect](#) and [REPAY](#)

Financial Technology Partners LP FTP Securities LLC

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



on its merger with



(NASDAQ: PTAC)

for a post-transaction equity value

\$1,079,000,000⁽¹⁾

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(1) Post transaction equity value is based on PTAC's closing stock price as of December 23, 2020 of \$14.81 and total shares of 72.8mm, which include Porch's equity rollover of 36.3mm shares, PTAC public shares of 17.2mm, PTAC Sponsor shares of 4.3mm, and PIPE shares of 15mm. Total shares of 72.8mm used in the calculation of equity value excludes unvested restricted shares, options and RSUs, management incentive plan, and 6.15 million restricted shares issued at the closing of the transaction that are subject to forfeiture should the company not meet certain stock trading price hurdles (one-third during the three-year post-closing period at each of \$18.00, \$20.00 and \$22.00 per share).

FT Partners Advises Upgrade on its Series D Financing

Overview of Transaction

- On June 17, 2020, Upgrade announced it has raised Series D financing led by Santander InnoVentures, with participation from existing investors including Union Square Ventures, Ribbit Capital, Vy Capital and Silicon Valley Bank and new investors Ventura Capital and Uncorrelated Ventures
 - The round values the Company at more than \$1 billion, which represents a 2x increase over the prior round valuation
- Upgrade is a neobank that offers affordable and responsible credit to mainstream consumers through cards and personal loans, along with free credit monitoring and education tools that help consumers better understand their finances
- Since Upgrade launched in 2017, more than 10 million consumers have applied for an Upgrade card or loan and the Company has delivered over \$3 billion in credit, growing at a triple digit annual rate
- Upgrade is cash flow positive with an annual revenue run rate of \$100 million
- Later this year, Upgrade plans to launch the Upgrade Account, an online checking account with generous debit rewards and an easier path to Upgrade's credit product

Significance of Transaction

- The investment will fuel the rapid growth of the Upgrade Card, an innovative credit card that brings the low cost of responsible credit of installment lending to millions of retail locations in the U.S.
- Upgrade will also use the investment for the upcoming launch of Upgrade Account, a mobile banking product offering exceptional value to mainstream consumers

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Upgrade
- This transaction highlights FT Partners' deep domain expertise with neobanks and the direct-to-consumer sector, 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 strategic and financial advisor to*



on its Series D financing led by



at a valuation of

\$1,000,000,000+



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FT Partners Advises Kabbage on its Sale to American Express

Overview of Transaction

- On August 17, 2020, American Express announced that it has signed a definitive agreement to acquire Kabbage
- Kabbage empowers small businesses through straightforward, flexible access to capital
 - Since inception, the Company extended more than \$16 billion directly to small business owners and powered automated funding for other organizations all over the globe
- Kabbage approved a landmark number of applications in the Paycheck Protection Program, demonstrating the true power, scale and reach of its technology platform
 - Over the three-month period of the program, Kabbage approved nearly 300,000 small businesses for ~\$7 billion, making it the second-largest PPP lender in the country by application volume, outperforming some of America's largest banks
- American Express will acquire Kabbage's team and its full suite of financial technology products, data platform and IP built for small businesses

Significance of Transaction

- The combination of Kabbage's and American Express' platforms can help small businesses succeed with a fully digital suite of financial products to help them run and grow their companies
- This acquisition accelerates American Express' plans to expand beyond its industry-leading commercial card products to offer business customers a growing set of payments and working capital solutions

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Kabbage
- FT Partners previously advised Kabbage on its [\\$135 million Series E financing](#)
- This transaction highlights FT Partners' deep domain expertise in the Banking Technology and Alternative Lending sectors, as well as our 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*



on its proposed sale to



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FT Partners Advises DailyPay on its \$175 million Series D Financing

Overview of Transaction

- On May 18, 2021, DailyPay announced that it had raised \$175 million of capital in its Series D equity financing, as part of a total capital raise of \$500 million, including \$325 million of debt
- The Series D investment was led by Carrick Capital Partners with participation from existing investors
- Headquartered in New York, DailyPay is the recognized gold-standard in on-demand pay, with 80% of Fortune 200 companies that offer on-demand pay partnered with DailyPay

Significance of Transaction

- The Payroll industry is undergoing an “on-demand” revolution, as employers and employees focus more on financial wellness than ever before
- DailyPay intends to invest its newly raised capital in new market opportunities for its technology platform, in addition to extending its market leadership position in on-demand pay amongst the largest employers in the world
- “Since 2016, we have partnered with world-class employers to enable their employees to access or save their pay as they earn it...We are now expanding our platform to change the relationship between merchants and their shoppers, as well as financial institutions and their customers. This platform enables us to create a new financial system by rewriting the invisible rules of money.” — Jason Lee, CEO & Founder

FT Partners’ Role

- FT Partners served as the exclusive financial and strategic advisor to DailyPay
- This transaction highlights FT Partners’ deep domain expertise across a wide range of FinTech verticals, as well as its successful track record generating highly favorable outcomes for high-growth companies

Financial Technology Partners LP FTP Securities LLC

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

dailypay.

on its Series D financing led by

CARRICK 

Investing more than capital

for a total amount of

\$175,000,000

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FT Partners Advises LoanLogics on its Sale to Sun Capital

Overview of Transaction

- On July 7, 2021, LoanLogics announced its sale to an affiliate of Sun Capital Partners
- Founded in 2005, LoanLogics is a provider of mortgage audit software and document processing automation solutions that help residential mortgage lenders, servicers, insurers and investors validate compliance, improve profitability and manage risk during the manufacture, sale and servicing of loan assets
 - LoanLogics is a pioneer in utilizing AI and Machine Learning to improve the overall transparency and accuracy of the mortgage loan process
- Sun Capital is a leading global private equity firm with offices across the US and Europe, which possesses over 25 years of history investing in the Business Services, Consumer, Healthcare, Industrial and Technology sectors

Significance of Transaction

- Sun Capital's deep strategic and operational expertise will enhance LoanLogics' ability to focus on ensuring quality performance for clients in the production of loan assets and creating the premier investor network ecosystem for digital loan commerce
- Sun Capital can provide support and resources to LoanLogics, which will enable the Company to ensure quality performance for clients, enhance operations and serve the rapidly modernizing mortgage technology market

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to LoanLogics
- This transaction underscores FT Partners' continued success advising companies in the lending and mortgage technology space

Financial Technology Partners LP FTP Securities LLC

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



on its sale to



SUN CAPITAL
PARTNERS, INC.



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FT Partners’ Recent Awards and Recognition

Bloomberg

Bloomberg

- FT Partners’ Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- View the [full article](#) and watch the live [TV interview](#)



M&A Advisor Awards

- Technology Deal of the Year (2019)
- Cross Border Deal of the Year and Corporate / Strategic Deal of the Year (2018)
- Investment Banker of the Year (2017) – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Investment Banking Firm of the Year (2016) – FT Partners



LendIt FinTech Industry Awards 2018:

- FT Partners wins Top Investment Bank in FinTech

Institutional Investor



The FinTech Finance 40:

- Steve McLaughlin ranked #1 in 2017 and 2018

The Information

Silicon Valley's Most Popular Dealmakers

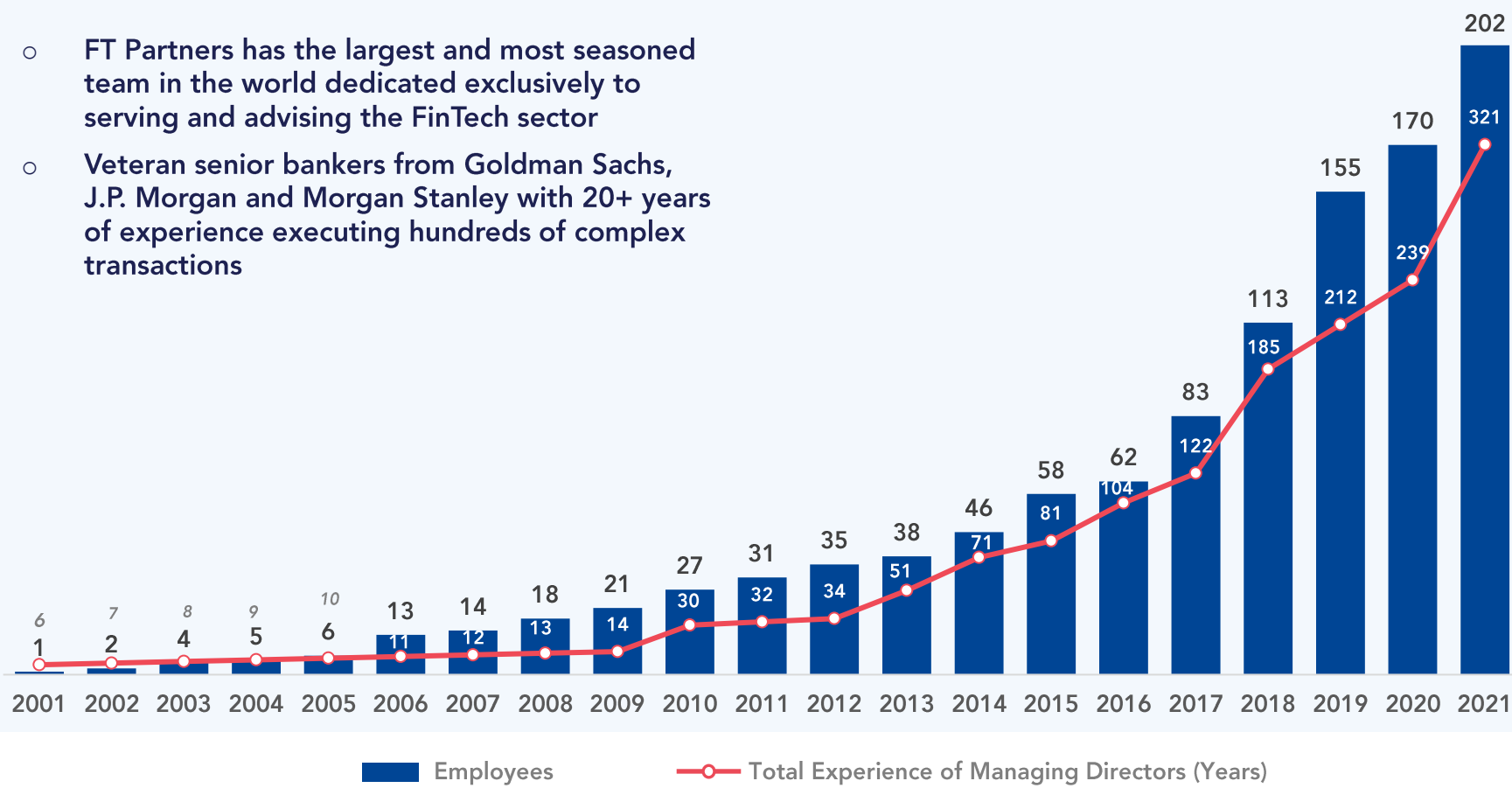
| Name | Title | Company |
|------------------|-------------------|-------------|
| Sam Smith | Managing Director | Golden Gate |
| Steve McLaughlin | Managing Partner | FT Partners |
| Michael Bishop | Managing Director | Golden Gate |
| Paul Winkler | Managing Director | FT Partners |
| Paul Kwan | Managing Director | Golden Gate |
| Quincy Smith | Partner | Golden Gate |

The Information's "Silicon Valley's Most Popular Dealmakers"

- Ranked as the #2 top Technology Investment Banker by The Information subscribers (2016)
- Only FinTech focused investment banking firm and banker on the list

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)

