

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 13, 2019



Greensill Raises \$800 million in Financing from SoftBank Vision Fund



Overview of FT Partners

- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. Our unique insight into FinTech is a direct result of executing hundreds of transactions in the sector combined with over 17 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

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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Greensill Raises \$800 million in Financing



Transaction Summary

Transaction Summary

- **On May 13, 2019, Greensill announced that it has raised \$800 million in financing from SoftBank Vision Fund**
 - According to Bloomberg, the latest financing round values the Company at approximately \$3.5 billion
 - This investment follows a \$250 million round of development capital from General Atlantic in July 2018, which according to the Company, valued Greensill at \$1.64 billion
- **With the new investment, Greensill will accelerate the development of new technology, continue to expand its extensive global network, grow its origination and distribution strategy, and explore new collaboration opportunities**
 - Additionally, the Company will accelerate its recent entrance into Brazil, and continue with plans to enter new global markets such as China and India
- **Since 2015, Greensill has experienced annual growth of more than 100%**

Selected Financing History

| Date | Size (\$ mm) | Selected Investor(s) |
|----------|--------------|--|
| 05/13/19 | \$800 |  SoftBank |
| 07/16/18 | 250 |  GENERAL ATLANTIC |

Transaction Commentary

"The SoftBank Vision Fund's investment is a resounding endorsement of the work we do at Greensill unlocking capital so our clients can put it to work. We are proud to welcome Masayoshi Son and the Vision Fund team into the Greensill family, and we are excited about the opportunity of working with the company, its many partners and beyond...Greensill democratizes access to capital using technology and the financial markets. We are agents of technological disruption with a mission to make available finance at the lowest possible cost for our clients and their suppliers, whilst opening up a whole new asset class to global investors."



Lex Greensill
Founder & CEO



"Greensill is a strong market leader in working capital finance and has played a pioneering role in the technological revolution that has transformed the industry. Through this new partnership, we see immense opportunity to introduce working capital finance to a new generation of businesses around the world."



Colin Fan
Managing Partner



Greensill Raises \$800 million in Financing



Greensill Overview

Company Overview



| | |
|----------------|---------------|
| Founder & CEO: | Lex Greensill |
| Headquarters: | London, UK |
| Founded: | 2011 |

- Greensill is a non-bank provider of working capital finance for companies globally and is one of the largest non-bank bond issuers in Europe
- The Company uses liquidity pools in capital markets to provide clients with financing on terms that fit their precise working capital requirements
- Greensill has customers across Europe, North America, Latin America, Africa and Asia and works with a host of banks and institutional investors to provide solid funding streams to underpin the process
 - The Company works with more than 100 global institutional investors, and since founding has provided more than \$60 billion in financing to more than 8 million customers across 60 countries
- The Company also owns Greensill Bank, the world's first Supply Chain Finance fund, which has \$3 billion in assets under management

60+
countries
served

8 million
customers

\$60 bn
of financing
provided

Solutions Overview

Supply Chain Finance

Greensill provides customers with early payments to suppliers so that businesses can have the capital they need when they need it



Working Capital Solutions

Greensill helps provide better access to working capital at a better price



Balance Sheet Optimization

Greensill uses capital markets to tap into deeper pools of funding and acts as a principal investor



Greensill Raises \$800 million in Financing

SoftBank Vision Fund Overview

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Overview



Rajeev Misra
Head of Vision Fund



Colin Fan
Managing Partner



Tom Cheung
Partner



David Thevenon
Partner



Lydia Jett
Partner



Arif Lakhani
Director

Locations

- Tokyo, Japan (HQ)
- London, UK
- San Francisco, CA

About

- Founded in 1981, SoftBank Group is a publicly-traded Japanese telecommunications, internet and media company
- Prefers to invest in late-stage growth financings for mature companies, but will occasionally invest in early-stage deals
- Has the ability to invest around the world but primarily focuses on the U.S. and Asia
- Last year, SoftBank was involved in more than half of the top 10 biggest investments in VC-backed startups.

Investment Preferences

Investment Criteria

| | |
|--------------------------|---------------|
| Fund Size: | \$100 billion |
| Fund Raised: | 2018 |
| Investment Range: | \$100+ mm |
| Revenue: | NA |
| EBITDA: | NA |

General Preferences ¹

| | |
|--------------------------|--|
| Control: | Minority, Majority |
| Geography: | Global |
| Transaction Type: | Venture, Growth |
| Industry Focus: | Mobile Applications and Devices, e-Commerce, Online Advertising, Social Media, Gaming, and Cloud-Based Enterprise Services |

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

| Date | Company | Deal Amt. ³ | Board Rep. | Sector |
|-------|--|------------------------|--------------------|----------|
| 05/13 | Greensill (<i>Growth</i>) | \$800 | NA | FMS |
| 03/19 | Opendoor (<i>Later Stage VC</i>) | 300 | Jeffrey Housenbold | Bnkg |
| 02/19 | OakNorth (<i>Later Stage VC</i>) | 440 | NA | Bnkg |
| 12/18 | Fair.com (<i>Growth</i>) | 385 | NA | Bnkg |
| 12/18 | Cambridge Mobile Telematics (<i>Growth</i>) | 500 | NA | Ins |
| 09/18 | Compass (<i>Series F</i>) | 400 | NA | Bnkg |
| 09/18 | Opendoor (<i>Series E</i>) | 725 | Jeffrey Housenbold | CapMkts |
| 08/18 | ZhongAn (<i>PIPE</i>) | 100 | NA | Ins |
| 06/18 | PolicyBazaar (<i>Series F</i>) | 200 | NA | Software |
| 12/17 | Compass (<i>Series E</i>) | 550 | NA | Bnkg |
| 05/17 | Paytm (<i>Corporate</i>) | 1,400 | Masayoshi Son | Pymts |

Source: Company website, PitchBook

1) *Italics indicate preferred control / geography*

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

3) Deal Amount in mm

Financial Management Solutions Sector

FT Partners has the experience and capabilities to generate outstanding outcomes for a wide breadth of companies that provide Financial Management Solutions



Selected FT Partners' Research (click to view)



AvidXchange's \$300 million Series F Financing Led by Mastercard



Billtrust's \$50 million Minority Financing



ContaAzul's \$30 million Series D Financing



Feedzai's Series C Financing



Bill.com Raises \$88 million in Financing



Bridgepoint Acquires Majority Stake in Kyriba



Divvy Raises \$200 million in Series C Financing Led by NEA



General Atlantic Acquires Majority Stake in Invoice Cloud

[VIEW MORE FT PARTNERS RESEARCH](#)

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Selected Transactions - Superior Industry Knowledge and Execution History

| | | | | | | |
|---|---|--|--|---|--|---|
| <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>CAYAN in its 100% cash sale to</p> <p>TSYS for total consideration of approximately</p> <p>\$1,050,000,000</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>Davidxchange in its Series F minority financing from</p> <p>mastercard TEMASEK THIEL for total consideration of approximately</p> <p>\$300,000,000</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>CHROMERIVER in its Series D investment from</p> <p>Great Hill PARTNERS for total consideration of approximately</p> <p>\$100,000,000</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>Davidxchange in its acquisition of</p> <p>STRONGROOM for total consideration of approximately</p> <p>\$50,000,000</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>feedzai in its Series C financing for a total consideration of</p> <p>\$50,000,000</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>wave in its financing, including investment from</p> <p>SC REV OMERS for approximately</p> <p>\$10,000,000</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>BROWZ in its growth financing for total consideration of</p> <p>\$10,000,000</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>INSURANCE TECHNOLOGIES in its sale to</p> <p>MOELIS CAPITAL 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>GreenSky in its \$1,010,000,000 Initial Public Offering for a total enterprise value of</p> <p>\$4,500,000,000</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>taulia in its investment from QUESTMARK PARTNERS zouk BBVA edbi for total consideration of approximately</p> <p>\$65,000,000</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>KUBRA in its 80% majority sale to</p> <p>HEARST corporation</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>ShareholderInSite in its sale to</p> <p>IPREO</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>Performant in its debt financing led by MADISON CAPITAL FUNDING Totaling approximately</p> <p>\$148,000,000</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>jack henry & ASSOCIATES INC. in its acquisition of iPay Technologies for total consideration of approximately</p> <p>\$300,000,000</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>MERCURY in its cash sale to</p> <p>vantiv for total consideration of</p> <p>\$1,650,000,000</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>CUSTOM HOUSE in its sale to</p> <p>WESTERN UNION for total cash consideration of approximately</p> <p>\$370,000,000</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>YAPSTONE POWERING PAYMENTS in its Series C financing led by</p> <p>Premji Invest for total consideration of approximately</p> <p>\$71,000,000</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>ATB Automated Trading Desk, LLC in its sale to</p> <p>citi for cash and stock consideration of approximately</p> <p>\$680,000,000</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>FLEET ONE in its cash sale to</p> <p>wex for total consideration of approximately</p> <p>\$369,000,000</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>R1 in its \$138,000,000 Initial Public Offering valuing the equity at approximately</p> <p>\$1,200,000,000</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>Heartland in its sale to</p> <p>globalpayments for total consideration of</p> <p>\$4,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 |
|---|-----------------|--|
|  stone ^{co} | \$1,400,000,000 |  Accel  DST  VISA  ANT FINANCIAL |
|  GreenSky™ | 1,010,000,000 |  ICONIQ  RCP REVERENCE CAPITAL PARTNERS  TEMASEK |
|  MERCURY® | 420,000,000 |  BainCapital PRIVATE EQUITY  TPG  PIMCO |
|  GreenSky™ | 300,000,000 |  BainCapital VENTURES  INSIGHT PARTNERS  Premji Invest |
|  avidxchange | 300,000,000 |  CDPQ  Great Hill PARTNERS |
|  MARQETA | 260,000,000 |  capitalG  CIBC  Scotiabank® |
|  avidxchange | 253,000,000 |  nyca  QED INVESTORS  khosla ventures |
|  Liquidnet | 250,000,000 |  KeyBank  WELLINGTON MANAGEMENT  ING |
|  square trade ^{protection plans} | 238,000,000 |  BBVA  乾源资本 YUAN CAPITAL |
|  checkout.com | 230,000,000 |  maveron  Santander  InnoVentures  nabventures  nab |
|  GreenSky™ | 200,000,000 |  ADAMS STREET PARTNERS  Elavon  BV Battery Ventures  THIEL |
|  nmi | 150,000,000 |  Redpoint  PayU  edbi |
|  stone ^{co} | 145,000,000 |  mastercard  COATUE  SUMMIT PARTNERS |
|  ADDEPAR | 140,000,000 |  QUESTMARK PARTNERS  SILVERLAKE  PARTHENON CAPITAL PARTNERS |
|  Kabbage | 135,000,000 | |
|  Remitly | 115,000,000 | |
|  TradingScreen ^{SIMPLIFYING GLOBAL MARKETS} | 110,000,000 | |
|  stone ^{co} | 100,000,000 | |
|  POYNT | 100,000,000 | |
|  CHROMERIVER | 100,000,000 | |

FT Partners Advises AvidXchange in its Series F Financing

Overview of Transaction

- On June 8, 2017, AvidXchange announced a minority \$300mm Series F financing round
 - Mastercard, CDPO and Temasek co-led the equity round with participation from Thiel Capital
- As part of this financing, Colleen Taylor of Mastercard and Nicolas Westphal of CDPO joined AvidXchange's Board of Directors
- In addition to the equity investment, AvidXchange also announced a strategic partnership with Mastercard to deliver accounts payable and payment automation to midsize businesses; the offering will be marketed as The Mastercard B2B Hub powered by AvidXchange
- AvidXchange is a best-in-class business-to-business payments company that is revolutionizing how companies pay their bills by automating the invoice and payment processes
 - The Company focuses on serving mid-market clients and spans multiple industries including Real Estate, Financial Services, Energy and Construction

Significance of Transaction

- The transaction will further help AvidXchange expand as the leading independent business-to-business invoice and payment solution provider
- Strategic relationship with Mastercard expected to fuel additional growth in driving forward Avid's existing bank channel
- Firmly positions the Company to continue to grow the core business, invest in infrastructure and product development and pursue opportunistic acquisitions

FT Partners' Role

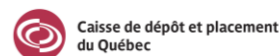
- FT Partners served as exclusive strategic and financial advisor to AvidXchange and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- Transaction demonstrates FT Partners' continued success advising \$100mm+ financings

Financial Technology Partners LP FTP Securities LLC

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



in its Series F minority investment from



TEMASEK

THIEL

for total consideration of

\$ 300,000,000



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FT Partners Advises Billtrust on its Minority Financing

Overview of Transaction

- On May 25, 2017 Billtrust announced it has raised \$50 million in a minority financing round from Riverwood Capital
 - Riverwood joins existing investors, Edison Partners, Goldman Sachs and Bain Capital Ventures
- As part of this financing, Francisco Alvarez-Demalde of Riverwood joined Billtrust's Board of Directors
- Billtrust is the pioneer of payment cycle management, helping clients automate and accelerate their accounts receivable (AR) processes to increase cash flow, improve operational efficiency and increase customer satisfaction
- Riverwood Capital is a private equity firm that invests in high growth technology companies

Significance of Transaction

- The transaction will further help Billtrust expand as the leading independent provider of payment cycle management solutions
- Firmly positions the Company to continue to grow its core business (Quantum Payment Cycle Management) with expanded services as well as pursue opportunistic acquisitions and continue global expansion

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Billtrust and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- Transaction demonstrates FT Partners' continued leadership in the Financial Management Solutions space

Financial Technology Partners LP FTP Securities LLC

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



in its minority financing led by



for a total consideration of

\$ 50,000,000



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FT Partners Advises Taulia in its Series E Financing

Overview of Transaction

- On January 14, 2016, Taulia (or “the Company”) announced \$46mm in Series E financing led by Zouk Capital (“Zouk”)
- New strategic and institutional investors joined the round, which included all existing institutional investors
- Taulia provides cloud-based invoice, payment, dynamic discounting and supplier finance solutions to corporations and their suppliers
- Zouk is a UK-based private equity and infrastructure fund manager with €600mm under management that seeks to capitalize on the global shift to greater resource efficiency

Significance of Transaction

- Taulia is seeing global demand increase exponentially; the Company will use this financing round to meet this demand and to further accelerate its rapid global expansion
- The funding follows another record year for Taulia, which continues to grow its top-line by more than 100%
- The Series E round brings Taulia’s total funding to over \$130 million

FT Partners’ Role

- FT Partners served as exclusive financial advisor to Taulia and its Board of Directors
- FT Partners continued its long-term relationship with Taulia, having previously advised Taulia on its Series D round
- FT Partners leveraged its deep knowledge of Taulia and the industry to help the Company manage investor interest and ensure a highly successful outcome

Financial Technology Partners LP FTP Securities LLC

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



in its Series E financing led by

zouk

for total consideration of approximately

\$ 46,000,000



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FT Partners Advises BROWZ on its Merger with Avetta

Overview of Transaction

- On February 14, 2019, BROWZ and Avetta agreed to merge forming a new, market leading organization focused on delivering supply chain risk management services to companies worldwide
- The combination is being financed through investments by Avetta's three major shareholders: Welsh, Carson, Anderson & Stowe, Technology Crossover Ventures, and Norwest Venture Partners
 - BROWZ's existing shareholders, Melkonian Capital and Long Ridge Equity Partners, are rolling a portion of their investment into the combined company
- John Herr, CEO of Avetta, will lead the combined company, which will retain the Avetta name
- Headquartered in Draper, Utah, BROWZ ensures that supply chains are safe, qualified, and socially responsible by delivering a comprehensive solution to prequalify, assess, and monitor supply chain compliance based on the unique needs of each of its clients
- Avetta, based in Irvine, CA, helps the world's leading organizations effectively manage supply chain compliance through prequalification, document management, auditing, employee-level qualification & training, insurance verification and business intelligence

Significance of Transaction

- Together, the companies' market-leading technology platform and products will strengthen sustainable connections between their clients and suppliers, while streamlining and simplifying the engagement process for both parties
- Both companies have a combined expertise of 30+ years in the industry, which will help the new organization's clients and suppliers achieve the highest standards of quality and safety

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to BROWZ in this transaction
- FT Partners previously advised BROWZ on its [\\$10 million equity financing in 2015](#)
- The deal provides a great outcome for BROWZ and highlights the repeat, long-term nature of many of FT Partners' advisory engagements
- This transaction also exemplifies FT Partners' expertise in sell side advisory across a broad range of SaaS-based companies

Financial Technology Partners LP FTP Securities LLC

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



in its merger with



*The Only Investment Bank
Focused Exclusively on Financial Technology*

Award-Winning Investment Banking Franchise Focused on Superior Client Results



2018 Top Investment Bank in FinTech



Institutional Investor
Annual Ranking

2018 Steve McLaughlin Ranked #1 for the Second Year in a Row on Institutional Investor's FinTech 40 List

2017 Ranked #1 on Institutional Investor's FinTech 40 List

2015 & 2016 Ranked Top 5 on Institutional Investor's FinTech 35 List

2006 – 2008 Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"



The Information

2016 Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor
Awards

2018 Corporate / Strategic Deal of the Year

2018 Cross Border Deal of the Year

2017 Investment Banker of the Year

2016 Investment Banking Firm of the Year

2016 Cross Border Deal of the Year

2015 Dealmaker of the Year

2015 Technology Deal of the Year

2014 Equity Financing Deal of the Year

2014 Professional Services Deal of the Year, \$100 mm+

2012 Dealmaker of the Year

2012 Professional Services Deal of the Year, \$100 mm+

2011 Boutique Investment Bank of the Year

2011 Deal of the Decade

2010 Upper Middle Market Deal of the Year, \$500 mm+

2010 IT Services Deal of the Year, Below \$500 mm

2010 Cross-Border Deal of the Year, Below \$500 mm

2007 Dealmaker of the Year – Steve McLaughlin

2007 Business to Business Services Deal of the Year

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

2007 Financial Services Deal of the Year, \$100 mm+

2004 Investment Bank of the Year

The FT Partners Senior Banker Team

| Name / Position | Prior Background | Experience / Education | Years of Experience |
|--|---|---|---------------------|
| Steve McLaughlin Founder, CEO and Managing Partner |  | <ul style="list-style-type: none"> Formerly with Goldman Sachs in New York and San Francisco from 1995-2002 Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. | 24 |
| Mohit Agnihotri Managing Director | J.P.Morgan | <ul style="list-style-type: none"> Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan Wharton M.B.A. | 17 |
| Kate Crespo Managing Director | RAYMOND JAMES® | <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. | 17 |
| Larry Furlong Managing Director |  | <ul style="list-style-type: none"> Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004 Wharton M.B.A. | 23 |
| Osman Khan Managing Director |  | <ul style="list-style-type: none"> Formerly Managing Director and Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 | 22 |
| Andrew McLaughlin Managing Director | Deloitte. | <ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting | 13 |
| Mike Nelson Managing Director |  | <ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey Kellogg M.B.A. | 19 |
| Timm Schipporeit Managing Director |  | <ul style="list-style-type: none"> Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures | 16 |
| Greg Smith Managing Director |  | <ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch, J.P. Morgan and Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker | 23 |
| Steve Stout Managing Director | J.P.Morgan First Data | <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 at UBS and former Economist at the Federal Reserve Bank | 21 |
| Tim Wolfe Managing Director |  | <ul style="list-style-type: none"> Formerly with Goldman Sachs from 2000-2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. | 17 |