

FT PARTNERS FINTECH INDUSTRY RESEARCH

July 13, 2017



Dashu Finance Secures \$117 million in Series C Financing

Led by PAG and Primavera Capital Group



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*

Tel: 415.992.8880

steve.mclaughlin@ftpartners.com

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Dashu Finance Secures \$117 mm in Series C Financing

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Transaction Overview

Transaction Summary

- On July 7, 2017, Dashu Finance announced it had secured RMB 800 million (approximately US\$117 million) in Series C financing led by PAG and Primavera Capital Group
 - Existing investor Sequoia Capital China and new investor China Everbright Ltd. also participated in the round ⁽¹⁾
- The Company intends to use this funding to improve its risk control technology as well as invest more in the research and development of new financial services based on advanced technologies ⁽²⁾
- With 17 offices in China, the Company has provided unsecured loans to over 60,000 small and micro companies ⁽¹⁾
 - The Company has issued over RMB 200 billion in accumulated unsecured loans over the past several years ⁽¹⁾
- In addition, the Company offers its credit analysis tools to traditional financial institutions such as banks ⁽¹⁾
 - To date, the Company has helped commercial banks issue micro loans worth roughly RMB10 billion ⁽¹⁾
 - The non-performance ratio of these loans is approximately 2.3 percent ⁽²⁾
- Previously, the Company raised \$77 mm in Series B financing led by PAG in 2015; and also closed a \$14 mm round from Sequoia China in 2014 ⁽¹⁾

Management Commentary

"Financial technology has always been one of Primavera's focuses, and we are optimistic about Dashu Finance's future and its new-generation micro loan technology."



Fred Hu
Chairman & Founder



"The core technology of FinTech is risk control. We invested in Dashu Finance in its series A round because of the team's rigorous risk control and they have continued to outperform our expectations."



Neil Shen
Founder & Managing Partner
Sequoia Capital China



Dashu Finance Management Team



Liu Bo
Founder & Chairman,
President



Chen Zhijian
Co-Founder & SVP,
Product Risk Management



Wang Hailong
Co-Founder & SVP,
Personal Loan Products



Xu Yue Ke
Co-Founder & SVP, Retail
Banking Strategic Planning



Tong Jing
Co-Founder & SVP,
Retail Credit Process



Wang Yafeng
Co-Founder & SVP,
Retail Credit Products



Zhu Jianhua
Co-Founder & SVP,
Senior Micro Loans



Zhang Siming
CIO

Source: Company press release, Company website, PitchBook

(1) Chinamoneynetwork.com: "PAG, Primavera Lead \$117M Round In Online Unsecured Loan Lender Dashu Finance"

(2) Allchinatech.com: "Dashu's fintech services enable small companies to acquire loans, & more"

Dashu Finance Secures \$117 mm in Series C Financing

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Dashu Finance Overview

Company Overview








CEO: Liu Bo

Headquarters:  Shenzhen, China

Founded: 2014

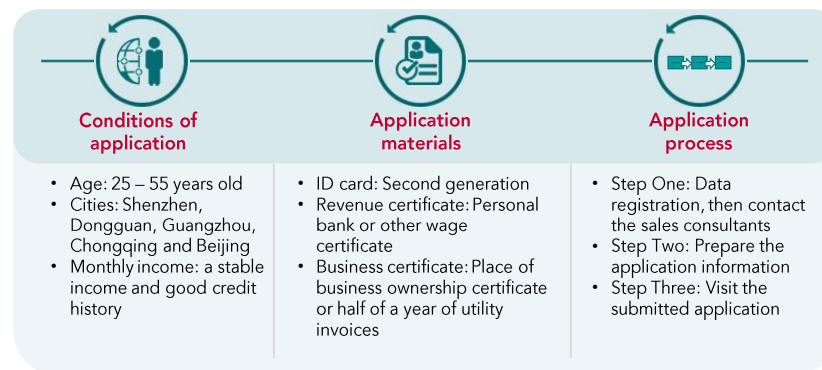
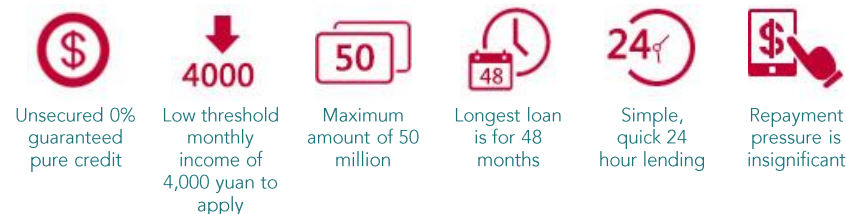
- Dashu Finance provides unsecured loans to small and micro businesses as well as individuals
 - The Company utilizes big data for its credit analysis process
 - The Company's average loan size is RMB 250,000 (approximately \$3,675) ⁽¹⁾
- The Company also offers credit analysis tools to traditional financial institutions

Selected Financing Transactions

Date	Size (\$ mm)	Type	Investor(s)
07/07/17	\$117	Series C	   
12/14/15	77	Series B	 
07/01/14	15	Series A	

Products & Services Overview

Dashu Finance is a leading provider of micro-loan technology, committed to creating an open database risk management platform



Types of Loans:

Cash Flow <ul style="list-style-type: none"> Applicable to continuous monthly and stable customers 	Life Insurance <ul style="list-style-type: none"> Applicable to customers who have bought life insurance policies 	Mortgage <ul style="list-style-type: none"> Applicable to customers who have mortgages and have been owed
Car Mortgage <ul style="list-style-type: none"> Applicable to customers who are applying for car loans 	Government <ul style="list-style-type: none"> Applicable to the majority of civil servants 	Education <ul style="list-style-type: none"> Applicable in 2002 after graduating from domestic "985" and "211" college full-time undergrads and grads

Source: Company website

(1) Chinamoneynetwork.com: "PAG, Primavera Lead \$117M Round In Online Unsecured Loan Lender Dashu Finance"

















Dashu Finance Secures \$117 mm in Series C Financing

Chinese FinTech Financing Activity

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Selected Recent Financing Rounds for Chinese Banking / Credit / Lending Technology Companies

Announced Date	Company	Transaction Headline	Amount (\$mm)	Research Profile
07/07/17	 Dashu Finance	Dashu Finance Secures \$117 mm in Series C Financing Led by PAG and Primavera Capital Group	\$177	
05/11/17	 Yixin Group	Yixin Group Raises \$579 mm in Financing	579	VIEW
04/05/17	 Wecash	Wecash Secures \$80 mm in Series C Financing	80	VIEW
03/30/17	 Yongqianbao	Yongqianbao Secures Approximately \$68 mm in Financing Led by CICC and Golden Brick Capital	68	
01/09/17	 Diyi Chedai	Diyi Chedai Secures Approximately \$52 mm in Series B Financing Led by Addor Capital and You Jin Capital	52	VIEW
11/28/16	 QuantGroup	QuantGroup Secures Approximately \$72.5 mm in Series C Financing Led by Sunshine Insurance Group	73	VIEW
10/26/16	 51Credit	51Credit Secures \$84 mm in Financing	84	
09/22/16	 51Credit	51Credit Secures \$310 mm in Series C Financing	310	VIEW
09/21/16	 FirstP2P	FirstP2P Secures \$70 mm in Series C Financing	70	VIEW
07/08/16	 Qufenqi	Qufenqi Secures Approximately \$449 mm in Financing	449	VIEW
06/15/16	 Fenqile	Fenqile Secures \$235 mm in Series D Financing from Huasheng Capital	235	VIEW
05/23/16	 Weidai	Weidai Raises \$153 mm in Series C Financing	153	VIEW
01/18/16	 Lufax	Lufax Secures \$1.2 bn in Series B Financing	1,200	VIEW
01/16/16	 JD Finance	JD Finance Secures Approximately \$1 bn Led by Sequoia Capital China, China Harvest Investments and China Taiping Insurance	1,000	VIEW
01/12/16	 Duanrong	Duanrong Secures \$59 mm in Series B Financing from Furen Group	59	
12/15/15	 fengjr.com	fengjr.com Secures \$80 mm in Series A Financing Led by CASH Capital Investment Management and CITIC Asset Management	80	

Source: FT Partners Proprietary Transaction Database

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PAG Overview

Overview



Weijian Shan
Group Chairman,
CEO, Managing
Partner



Kanak Kapur
Partner &
Managing Director



Yun Chiang
Partner



Ian Zheng
Partner &
Managing Director

Locations

- Hong Kong (HQ)
- Beijing, China
- Delhi, India
- New York, NY
- Singapore
- Tokyo, Japan

About

- Pacific Alliance Group (PAG) is one of Asia's largest alternative investment management firms managing a diverse array of funds in private equity, real estate and absolute return strategies
- With approximately US\$18 billion in funds under management, deep expertise and on the ground presence in key markets across Asia provides PAG with access to proprietary deals and flexibility to create innovative financing solutions across the investment spectrum
- PAG employs over 380 people in major financial hubs in Asia and has dedicated funds and teams focused on each strategy

Investment Preferences

Investment Criteria

Fund Size:	\$3,660 mm
Fund Raised:	2015
Investment Range:	NA
Revenue:	NA
EBITDA:	NA

General Preferences¹

Control:	Minority, Majority
Geography:	Asia
Transaction Type:	Seed, Venture, Growth, Buyout
Industry Focus:	Consumer Non-Durables, Media, Other Business Products and Services, Other Financial Services, Software, Transportation

Selected Recent Investments / Exits

FinTech / Financial Services Investments²

Date	Company	Deal Amt. ³	Board Rep.	Sector
03/17	Dadao Financial (PE Growth)	\$29	NA	Bnkg
12/15	Dashu Finance (Series B)	77	NA	Bnkg
12/15	Swarna Pragati Housing Microfinance (Series B)	15	NA	Consumer Finance

Other Investments²

Date	Company	Deal Amt. ³	Board Rep.	Sector
06/17	Mychebao (Series C)	\$174	NA	Platform Software
05/17	Yingde Gases Group (Buyout)	186	NA	Industrial Chemicals
02/17	Food Union Group (PE Growth)	225	Weijian Shan	Food Products
02/17	The Cheescake Shop (Buyout)	77	Weijian Shan	Social Software
11/16	Lexmark International (Buyout)	4,000	Weijian Shan	Computer Parts
06/16	Bitauto Holdings (PIPE)	550	NA	Media Info
09/15	Cushman & Wakefield (Buyout)	2,040	NA	Real Estate
05/15	YoungToys (Secondary)	202	NA	Recreation Goods
11/14	DTZ Holding (Buyout)	1,100	NA	Real Estate
12/13	USJ Co. (PE Growth)	250	NA	Leisure Facilities

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

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

3) Deal Amount in mm

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Primavera Capital Group Overview

Overview



Fred Hu
Chairman &
Founder



Haitao Zhai
Partner



Kenneth Wong
Partner



William Wang
Partner

Locations

- Beijing, China (HQ)
- Hong Kong

About

- Primavera Capital Group is a China-based global investment firm
- With offices located in Beijing and Hong Kong, Primavera manages both RMB and USD funds for institutions, corporations, and families in China and around the world
- The firm puts great emphasis on rigorous fundamental research
- The firm undertakes sophisticated analysis on economies, industries and companies to generate investment ideas, identify attractive opportunities, and guide its investment decisions

Investment Preferences

Investment Criteria

Fund Size:	\$1,930 mm
Fund Raised:	2016
Investment Range:	NA
Revenue:	NA
EBITDA:	NA

General Preferences¹

Control:	Minority, Majority
Geography:	Asia
Transaction Type:	Growth, Buyout
Industry Focus:	Commercial Services, Retail, Software, E-Commerce, FinTech, LOHAS & Wellness, Manufacturing, Mobile, SaaS

Selected Recent Investments / Exits

FinTech / Financial Services Investments²

Date	Company	Deal Amt. ³	Board Rep.	Sector
04/16	Ant Financial (Series B)	\$4,500	NA	Pymts

Other Notable Investments²

Date	Company	Deal Amt. ³	Board Rep.	Sector
06/17	Netafim (Secondary)	\$1,500	NA	Machinery (B2B)
01/17	Koubei.com (PE Growth)	1,100	NA	Platform Software
01/17	Zhejiang Dasouche Finance Leasing Company (PE Growth)	NA	Fred Hu	Other Comm Services
11/16	Yum China Holdings (IPO)	NA	Fred Hu	Restaurant and Bars
08/16	Vitaco Health (Secondary)	302	NA	Food Products
03/16	Cainiao Network Technology Company (PE Growth)	1,540	NA	Logistics
05/15	Miaozhen (Series D)	50	NA	Media Info
08/11	Shanghai Chemspec (Buyout)	135	NA	Specialty Chemicals

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

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

3) Deal Amount in mm

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Selected FT Partners' Research – *Click to View*



Upgrade Raises \$60 mm in Series A Financing



Real Matters Completes its IPO



Kreditech Raises €110 million in Financing



Wecash Raises \$80 million in Series C Financing



Alfa Financial Software Completes its IPO Raising £254 million



Atom Bank Raises £83 million in Financing



Vista Equity Partners Acquires D+H for Approximately \$3.6 billion



Warburg Pincus Acquires a 35% Stake in Avaloq for ~\$353 million

[VIEW MORE FT PARTNERS RESEARCH](#)

FT Partners' Research – *Auto FinTech: Coming Soon*

Auto FinTech: The Emerging FinTech Ecosystem Around the Auto Industry



Coming Soon...

As the auto industry continues to innovate, consumers and businesses will expect the financial services and processes surrounding this massive industry to modernize and adapt as well. Similarly, as new advances change the way consumers and businesses use cars, both traditional financial services and FinTech companies can distinguish themselves by offering new, innovative solutions.

The report will include:

- Trends regarding the transformation of the auto industry and innovations in auto lending, insurance and payments
- The activity among traditional players in the space such as partnerships, investments and acquisitions
- Proprietary financing and M&A transactions in the space
- A detailed industry landscape of Auto FinTech players and company profiles

Please visit our [website](#) to sign up to receive the report as soon as it is available

Track Record of Success in the Alternative Lending / Credit Space

Student / Personal Loan

Financial Technology Partners LP
FTP Securities LLC

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

earnest

in its Series B minority financing led by



for total consideration of

\$ 75,000,000



The Only Investment Bank
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Consumer Home Improvement Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to

GreenSky

in its minority investment from



for total consideration of

\$ 300,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Consumer Marketing / Credit Lead Generation

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to

Google capital

in its lead investment in

Credit Karma

with additional participation from



for approximately

\$ 85,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Contract Financing

Financial Technology Partners LP
FTP Securities LLC

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

BlueTarp Financial

in its financing, including investment from



for approximately

\$ 15,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Marketplace Lending

Financial Technology Partners LP
FTP Securities LLC

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

PROSPER

in its loan purchase agreement with a consortium of institutional investors
Affiliates of



for up to

\$ 5,000,000,000



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

WebEquity solutions

in its sale to

MOODY'S



The Only Investment Bank
Focused Exclusively on Financial Technology

SMB Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to

Kabbage

in its Series E minority financing led by



for total consideration of

\$ 135,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Supplier Finance Solutions

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to

taulia

in its investment from

QUESTMARK PARTNERS
zouk BBVA edbi

for total consideration of approximately

\$ 65,000,000



























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FT PARTNERS RESEARCH

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
	QUESTMARK PARTNERS   	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></p> <p>in its lead investment in</p> <p></p> <p>with additional participation from</p> <p>  </p> <p>for total consideration of approximately</p> <p>\$ 85,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p></p> <p>in its growth financing from</p> <p> </p> <p>for total consideration of approximately</p> <p>\$ 15,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p></p> <p>in its growth financing for total consideration of</p> <p>\$ 9,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p></p> <p>in its Series C financing led by</p> <p></p> <p>with additional participation from</p> <p></p> <p>for approximately</p> <p>\$ 35,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p></p> <p>in its financing, including investment from</p> <p> </p> <p>for approximately</p> <p>\$ 15,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p></p> <p>in its growth financing for total consideration of</p> <p>\$ 19,500,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p></p> <p>in its sale to</p> <p></p> <p>\$ 25,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p></p> <p>in its minority investment from</p> <p></p> <p>KPCB  CROSSLINK CAPITAL</p> <p>for total consideration of</p> <p>\$ 25,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p></p> <p>in its</p> <p>\$45,000,000 Initial Public Offering</p> <p>valuing the equity at approximately</p> <p>\$ 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p></p> <p>in its strategic investment in</p> <p></p> <p>for total consideration of approximately</p> <p>\$ 70,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p></p> <p>specialty company of</p> <p></p> <p>in its sale to</p> <p></p> <p>specialty company of</p> <p></p> <p>\$ 70,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p></p> <p>in its sale to</p> <p></p> <p>\$ 70,000,000</p> <p>FINANCIAL 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+	ACCEL PARTNERS, DST, TPG
 GreenSky™	300,000,000+	ICONIQ, RCP, REVERENCE CAPITAL PARTNERS, WELLINGTON MANAGEMENT
 avidxchange	300,000,000	BainCapital PRIVATE EQUITY, TEMASEK
 avidxchange	253,000,000	BainCapital VENTURES, Caisse de dépôt et placement du Québec
 liquidnet	250,000,000	nyca, CIBC, Great Hill PARTNERS
 square trade™ protection plans	238,000,000	Google capital, QED INVESTORS, Scotiabank®
 nmi	150,000,000+	ING, KeyBank, maveron, 乾源资本 YUAN CAPITAL, Battery Ventures, BBVA
 Kabbage	135,000,000	ADAMS STREET PARTNERS, Santander, InnoVentures
 TradingScreen SIMPLIFYING GLOBAL MARKETS™	110,000,000+	khosla ventures, THIEL, edbi
 YAPSTONE® POWERING PAYMENTS	110,000,000	mastercard, QUESTMARK PARTNERS, SUMMIT PARTNERS
 CHROMERIVER	100,000,000	SILVERLAKE, PARthenon CAPITAL PARTNERS
 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