

October 30, 2020

# Root Insurance

Root Insurance Completes its IPO Raising  
\$724 million

(NASDAQ: ROOT)

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

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- 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 18 years of exclusive focus on Financial Technology

### FT Partners' Advisory Capabilities



### FT Partners' FinTech Industry Research



**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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## Executive Summary

- On October 28, 2020, Root (NASDAQ: ROOT) completed its IPO at \$27 per share – above the initial filing range of \$22 – 25, allowing the Company to raise approximately \$724 million with an implied market capitalization of approximately \$6.7 billion
  - The Company also conducted a \$500 million concurrent private placement, resulting in \$1.2 billion of total gross proceeds
- Headquartered in Columbus, Ohio, Root is an insurance company that provides telematics-based auto insurance
- In addition to auto coverage, Root also began offering renters insurance late last year
- Root is currently licensed in 36 states, active in 30 states, and anticipates expanding into all 50 states and Washington, D.C. by early 2021
- The Company generated over \$431 million in net revenue for the last twelve months (as of June 30) despite the onset of the Coronavirus pandemic, with over \$245 million coming from the first six months of 2020
- Root has raised more than \$525 million in funding from a number of established investors including Tiger Global Management, Coatue, DST Global, Redpoint Ventures, Ribbit Capital, Drive Capital and Scale Venture Partners
- The Company was valued at \$3.65 billion in September 2019 after raising \$350 million in Series E financing

# Root Insurance Completes its IPO Raising \$724 million

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## IPO Overview

**Root** Insurance

### Key IPO Statistics

CEO:	Alex Timm
Headquarters:	Columbus, Ohio
Founded:	2015
Employees:	786
<hr style="border-top: 1px dashed red;"/>	
Prospectus File Date:	October 5, 2020
Ticker:	NASDAQ: ROOT
Gross Proceeds:	\$724,432,815
Concurrent Private Placement	\$500,000,000
Shares:	26,830,845
Filing Range:	\$22 – 25
Listing Date:	October 28, 2020
Offer Price:	\$27

### Use of Proceeds

The Company plans to use net proceeds from this offering to increase capitalization and financial flexibility and create a public market for its common stock. Net proceeds will also be used for general corporate purposes, including working capital, operating expenses, and capital expenditures. A portion may also be used to acquire or invest in businesses, products, services, or technologies. The remainder may be used for investment-grade, interest bearing instruments.

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION

Form S-1

Root, Inc.

**Root** Insurance

NASDAQ: ROOT

Alexander Timm  
Chief Executive Officer  
80 E. Rich Street, Suite 500  
Columbus, Ohio 43215  
United States

# Root Insurance Completes its IPO Raising \$724 million

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## Root Insurance Overview

**Root** Insurance

### Company Overview

## Root Insurance

**Co-Founder & CEO:** Alex Timm  
**Headquarters:** Columbus, OH  
**Founded:** 2015

- Root is a licensed insurance carrier offering drivers customized quotes based primarily on actual driving behavior, managed through a mobile app
  - It operates on a “try-before-you-buy” mobile app, allowing potential customers to try the product
  - The Company now also offers renters insurance, and also launched a homeowners insurance program through a partnership with Homesite
- While other insurers focus on more traditional demographic data such as age, gender, marital status and occupation, Root’s underwriting process focuses on driving behavior data collected through its mobile app
  - The app turns a user’s smartphone into a telematic device that gathers data on driving behaviors
  - Factors measured include how fast a driver accelerates / brakes, tailgating patterns, swerving, braking patterns, changing lanes, distracted driving and other related data
- The Company operates direct-to-consumer - through the mobile app, users can obtain quotes, purchase policies and file claims

### Management



**Alex Timm**  
Co-Founder & Chief Executive Officer



**Dan Manges**  
Co-Founder & Chief Technology Officer

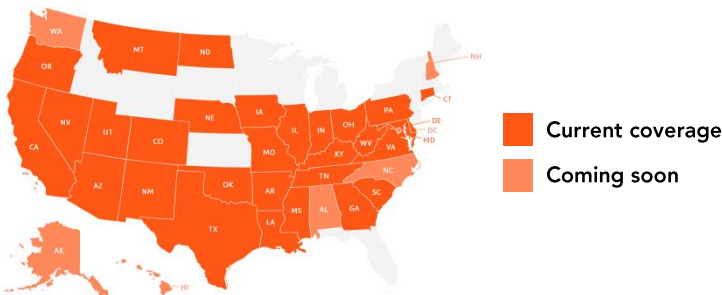


**Dan Rosenthal**  
Chief Financial Officer



**Kumi Walker**  
Chief Business Development & Strategy Officer

### Geographic Coverage



### Products & Services Overview

#### How it works:



1. Download the Root App



2. Take a Test Drive



3. Choose or Create Policy

#### Measured Actions:



**Focused Driving**

Tracks whether the driver is distracted by texts or the radio



**Smooth Braking**

Tracks the frequency of braking and time to brake



**Gentle Turning**

Tracks how harshly a driver turns



**Safe Hours**

Tracks the time of the day a driver is operating the vehicle

#### Features:



**Invite Family Members to Drive with Root**



**Request Roadside Assistance**



**View Insurance Card at Anytime**



**Cancel Current Policy and Receive Refunds**



**File a Claim**

# Root Insurance Completes its IPO Raising \$724 million

## Root Insurance Overview (cont.)

**Root** Insurance

### Perks



Save up to \$900 per year



File a claim in about 3 minutes



Easily manage policies in the Root app



Earn cash offers for referring friends



Free Lyft credits on select holidays



Roadside Assistance included in every policy

### Collision Insurance

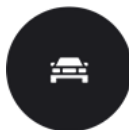
Offers collision coverage in the event of an accident



Accidents with other vehicles



Hitting objects such as trees



A single-car accident

Root's collision insurance covers vehicle repairs (after deductible), will help pay for a replacement vehicle if the car is totaled, and helps if customers are involved in a hit and run or hit by an uninsured driver

### Comprehensive Coverage

Offers comprehensive auto insurance for damage caused by anything other than an accident



For when the car is damaged by weather, an animal, vandalism, or stolen

Does not cover intentional acts of destruction, items in the car, or wear and tear

Customers are able to choose their deductible – the lower the deductible, the higher the monthly rate

### Other Coverages

#### Rental Car Insurance

Pays for a rental car until a customer's car is fixed or replaced after an accident or repair – also offers Lyft reimbursement instead

#### Uninsured and Underinsured Motorist Coverage

Customer coverage for an accident caused by someone else that does not have insurance / does not have enough



#### Personal Injury Protection

Helps pay for passengers' medical expenses, regardless of fault



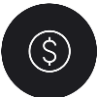
Hospital Bills



Health Insurance Deductibles



Lost Wages

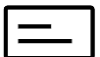


Funeral Costs

#### Medical Payments Coverage



Hospital Bills



Ambulance Fees



X-rays and Surgery



Health Insurance Deductibles

#### Liability Coverage:



Covers bodily injury and property damage

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## Root Insurance Overview (cont.)

**Root** Insurance

### Renters Insurance

Offers renters insurance starting at just \$6 per month

 Describe your place

 Tell Root about your stuff

 Choose a personalized policy

Root’s renters insurance covers customers when they are at **home or away**, if there is **damage**, if they **need a place to stay**, or if **someone gets hurt** - currently available in **NV, UT, MD, AR, TN, GA, KY, and WV**

Customers can save **5%** on their renters quote when they bundle car insurance

### Homeowners Insurance

Offers cheaper homeowners insurance when it is bundled with car insurance

 Get a personalized quote

 Customize your policy

 Easy payment setup

Root’s homeowners insurance covers the home, personal belongings, medical payments, and temporary living expenses, and is currently available as a bundled product in **OR, NV, UT, AZ, CO, OK, NE, IA, IL, MO, OH, and CT**


### Claims Process

1



Go to the app

2



Take pictures


3



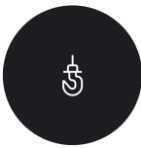
Root reaches out to complete the claim

### Roadside Assistance


Includes roadside assistance in car insurance policies




**Jump Start**  
Provides a jump start in the event of a dead battery




**Towing**  
Tows cars to the customer’s location of choice




**Fuel Delivery**  
Bring gas to customers when they run out of gas



**Spare-tire Installation**  
Changes damaged tires with spares



**Lockout Service**  
Helps customers get back into cars when locked out



**Winching**  
Pulls cars out of sand or mud

Root covers any service **up to \$100** up to **3 times per vehicle** per **6-month policy period**

### Ratings



**4.7 out of 5** based on 26.7k ratings for the Root app in the App Store

**>80**  
NPS Score

Source: Company Website



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## Root's Industry Overview

**Root** Insurance

### Market Overview

*Root believes a technology-driven structural shift is underway that will holistically change the way insurance is priced and delivered*

**\$2 trillion**

Annual Global P&C Insurance Premiums

**\$370 billion**

U.S. Personal Lines Insurance Premiums in 2019

*Root's Primary Addressable Market*

**\$50 billion**

Market Share Shift to Direct Models  
Over the Last 20 Years

- **Competition**

- Root's competitors include well-established national brands (GEICO, Progressive, Allstate) as well as up-and-coming companies and new market entrants in the InsurTech industry such as Metromile, some of whom also utilize telematics and offer forms of usage-based insurance

### Root's Competitive Positioning

*Root claims to have four key factors that position it to gain a competitive advantage and create barriers to entry*

- **Mobile Engagement**

- Root's scaled behavioral-based pricing model would be impossible without broad mobile engagement which affords it seamless engagement and transparent data exchange

- **Differentiated Technology**

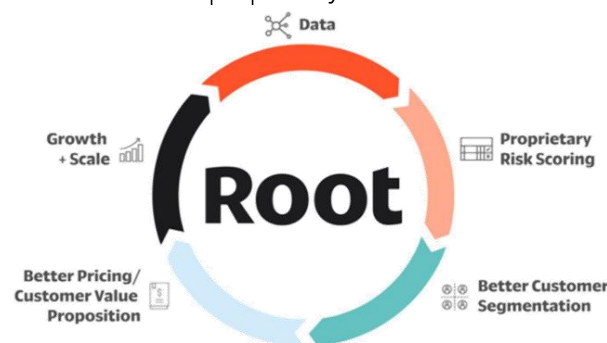
- Root claims to have a four-year head start and a first mover advantage when it comes to its proprietary telematics and associated claims that allow for individualized, behavior-based pricing

- **Clear Value Proposition**

- Root claims to lead in price and experience—two of the most important factors when choosing an insurance provider

- **A Powerful Flywheel**

- Root benefits from a flywheel that strengthens its competitive advantage as it turns; its value proposition attracts more customers which generates more data, leading to increased growth, and subsequently increasing the lifetime value of its customers





### Competitive Advantages

#### Root's competitive advantages include:

##### Behavioral Data and Proprietary Telematics

- Root's behavioral data allows the Company to uniquely segment risk
- Data is collected by Root's technology platform from disparate sources such as telematics and claims, and is aggregated into an integrated set from which customer insights such as driving performance and behavior are derived
- Root believes it is the only company among its competitors that not only collects data but also synthesizes behavioral scores and prices risk
- The Company's telematics is the foundation of its data advantage and risk segmentation capabilities because of its massive data set, predictive power, foundation of its flywheel, and management of loss ratios
- Root believes it has the largest integrated set of actual claims and associated proprietary telematics in the market—the hallmark of its data advantage

##### Root Customer Experience

- Root implements a mobile-first engagement strategy with a user-friendly interface and convenient, efficient experience
- The Company has been able to acquire customers for below the average cost of doing so through more traditional direct and agent-based channels by utilizing its hyper-targeted, data-driven and ever-improving performance marketing capabilities
- Root's mobile channel makes it easy for customers from the beginning—installing the app and initial engagement is intuitive

##### Full-Stack Insurance Structure

- Root is a full-stack insurance carrier which means it has the infrastructure to design products, and distribute, underwrite, administer and pay claims on all of its policies
- The Company has the flexibility to introduce new capabilities, reinforce customer centricity, and drive growth through its full-stack carrier model supported by proprietary technology
- Root also has a captive insurance agency, Root Insurance Agency, LLC (RIA) that facilitates the Company's "capital-light model" by allowing Root to offer new products to its customers without needing to develop underwriting capabilities or retain risk on its balance sheet

Root's growth strategies include:

### Execute the Auto Opportunity

- **Better, fairer pricing:** The Company continually works towards improving its ability to segment risk by increasing the influence of behavioral factors in its underwriting and pricing models so that, eventually, all correlation-related inputs to its pricing model will be replaced with a fully behavioral pricing model; the Company has pledged to remove credit scores from its pricing model by 2025
- **Grow national auto insurance presence:** The Company will become active in more states by investing aggressively in domestic growth while also launching a national marketing campaign to create brand awareness
- **Enhance marketing efficiency:** The Company plans to utilize better data science, dynamic targeting in its digital channel, and greater investment in channel media and its partnership channel to enhance the efficiency of its marketing spend

### Accelerate Insurance Product Innovation

- **Strengthen value proposition and business model through cross-sell:** Root will continue to focus on growing its homeowners and renters insurance products

### Pursue Enterprise and International Expansion

- **Invest in enterprise:** The Company will continue to invest in growing its distinct enterprise offering through leveraging its existing technology and capabilities to create a scalable software-as-a-service recurring stream of revenue absent of risk retention
- **Pursue international:** Root plans to expand into the international market through both consumer-facing insurance and enterprise software markets

# Root Insurance Completes its IPO Raising \$724 million

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**Root** Insurance

## Management Team

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**Alex Timm**

Co-Founder, CEO, &  
Director

- Alex Timm has served as the Co-Founder, Chief Executive Officer, and a member of the board of directors since the Company's founding in March 2015
- Prior to co-founding the Company, he served in a number of management roles at Nationwide Mutual Insurance Company



**Daniel Rosenthal**

Chief Financial Officer  
and Director

- Daniel Rosenthal has served as a member of the board of directors since March 2017 and as the Chief Financial Officer since November 2019
- Previously, he co-founded and served as Chairman, President, and Chief Executive Officer at The Milestone Aviation Group, served as the Executive Vice President of Financing and Products at GE Capital Aviation Services, and has held roles at NetJets Inc. and Williams and Connolly LLP



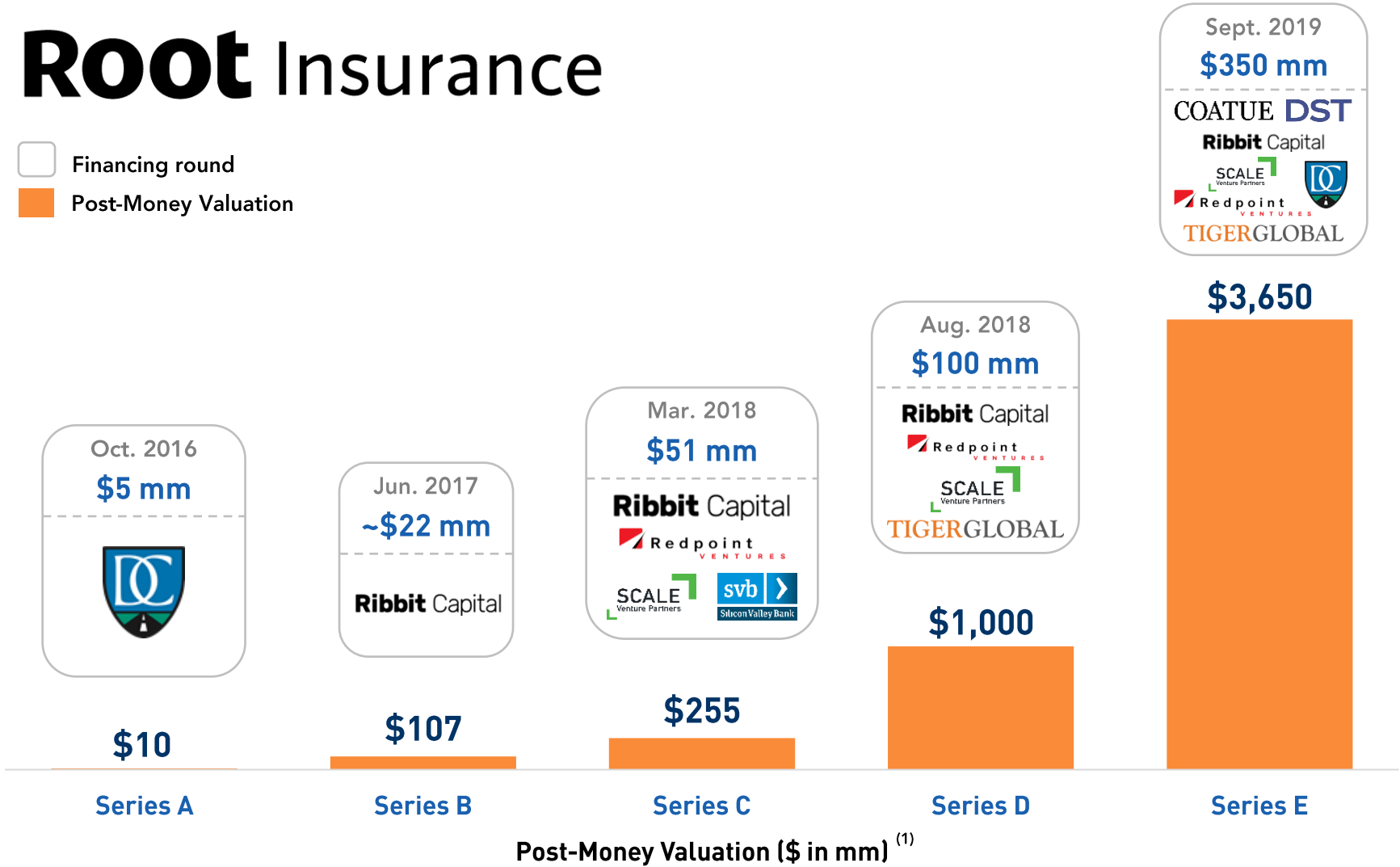
**Daniel Manges**

Co-Founder and Chief  
Technology Officer

- Daniel Manges has served as the Co-Founder and Chief Technology Officer since June 2015
- Previously, he served as the founding Chief Technical Officer at Braintree, Inc.

# Root Insurance

- Financing round
- Post-Money Valuation



Source:  
(1) Pitchbook, Company Press Release

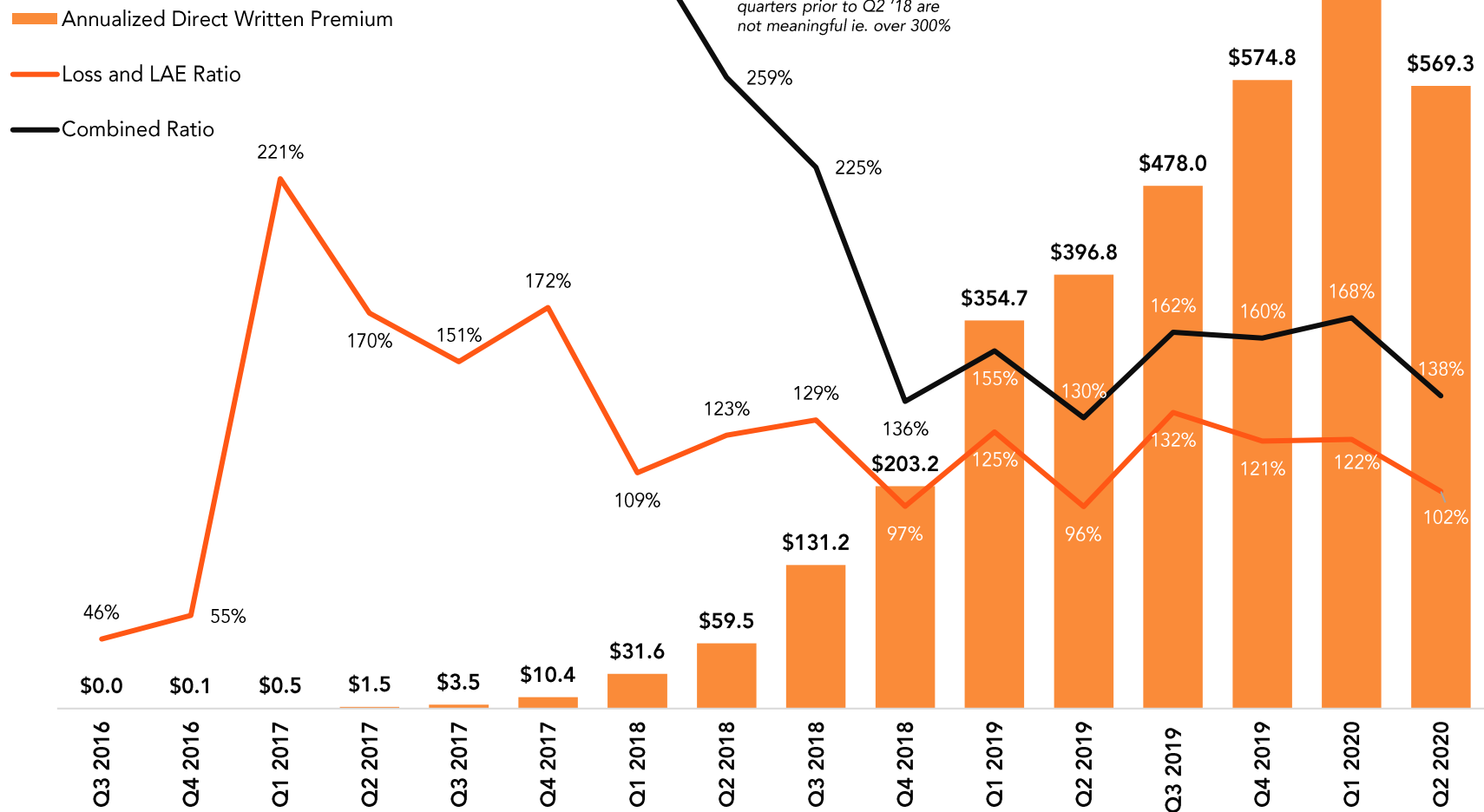
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## Timeline



\$ in millions

### Root Insurance



Source: Publicly available information, SNL Statutory Financial Information  
Loss and LAE Ratio = net loss and loss adjustment expenses / net premiums earned  
Combined Ratio = (net loss and loss adjustment expenses + net underwriting expenses + policyholder dividends) / net premiums earned

# Root Insurance Completes its IPO Raising \$724 million

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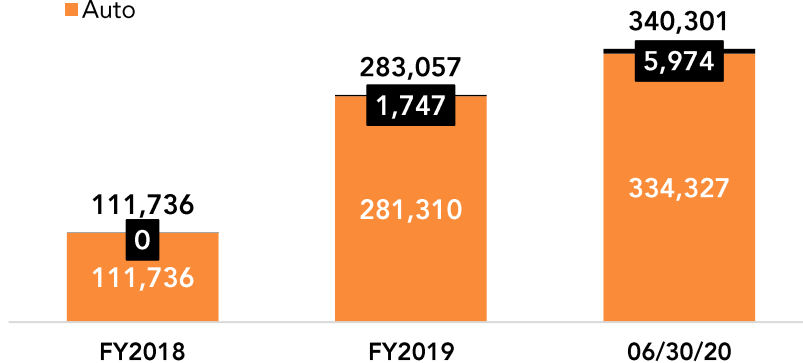
## Key Metrics

**Root** Insurance

### Policies in Force

# of current and active policyholders underwritten by Root as of the period end date

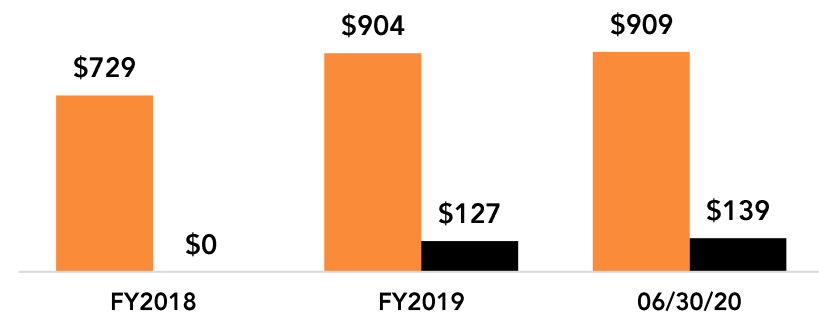
■ Renters  
■ Auto



### Premiums per Policy

Ratio of direct written premium on policies in force divided by policies in force

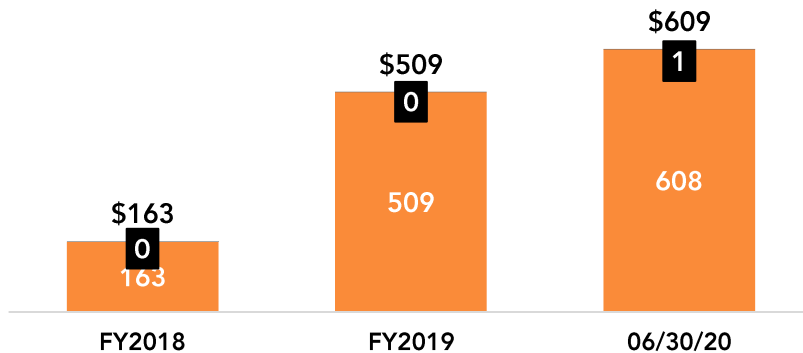
■ Auto  
■ Renters



### Premiums in Force (\$ in millions)

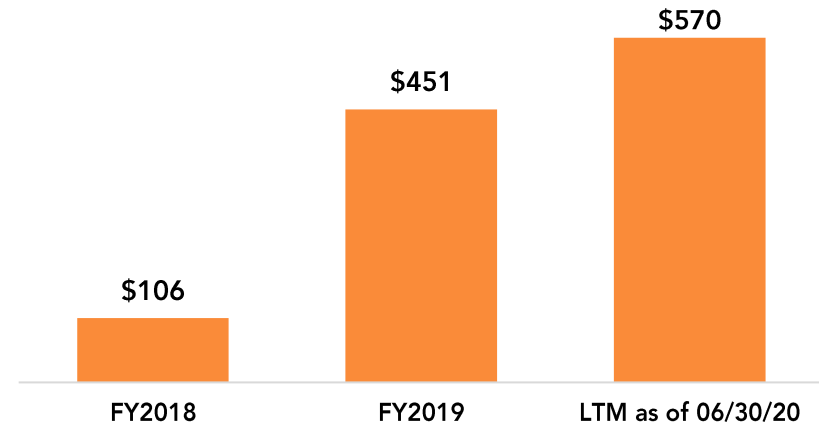
Premiums per policy multiplied by policies in force multiplied by two; Root views this as an estimate of annualized run rate of direct written premium

■ Renters  
■ Auto



### Direct Written Premium (\$ in millions)

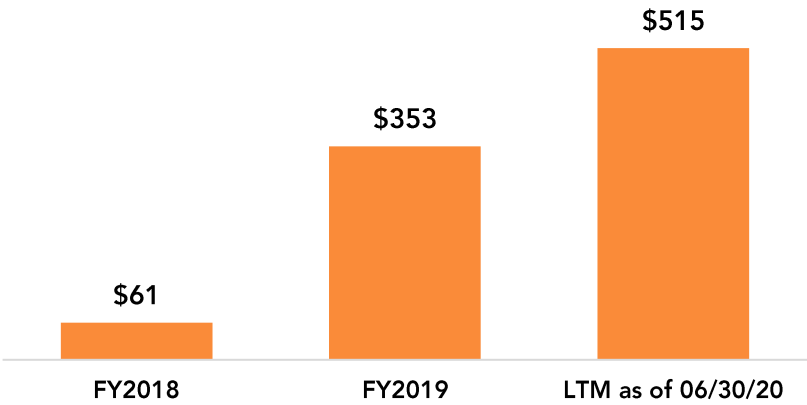
Total amount of direct premium on policies that were bound during the period



## Key Metrics (cont.)

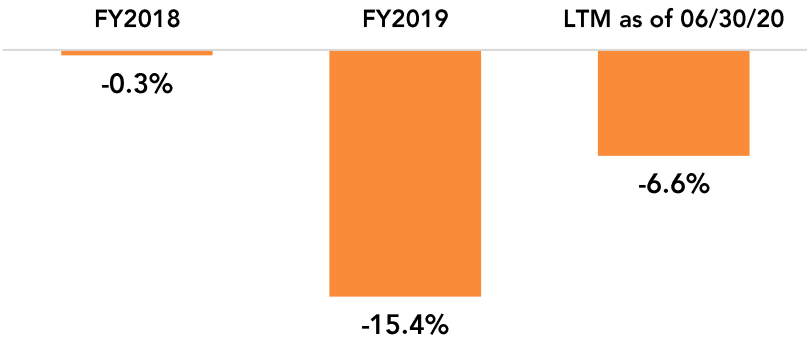
### Direct Earned Premium (\$ in millions)

The amount of direct premium that was earned during the period



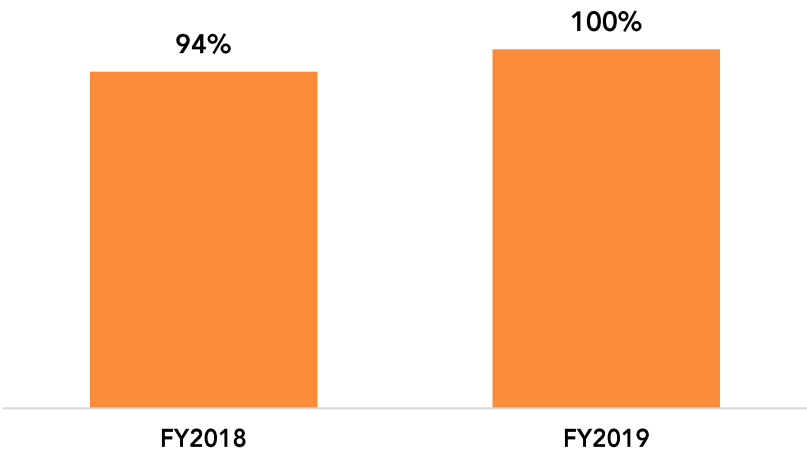
### Ratio of Adjusted Gross Profit/(Loss) to Direct Earned Premium

Measures the relationship between the underlying business volume and gross economic benefit generated by Root's underwriting operations, on the one hand, and its underlying profitability trends, on the other



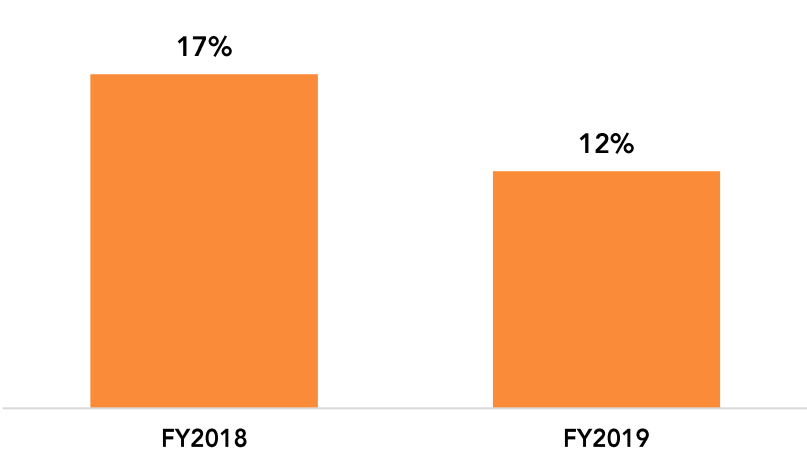
### Direct Loss Ratio

Direct losses to direct earned premium



### Direct Loss Adjustment Expense (LAE) Ratio

Direct loss adjustment expenses to direct earned premium





# Root Insurance Completes its IPO Raising \$724 million

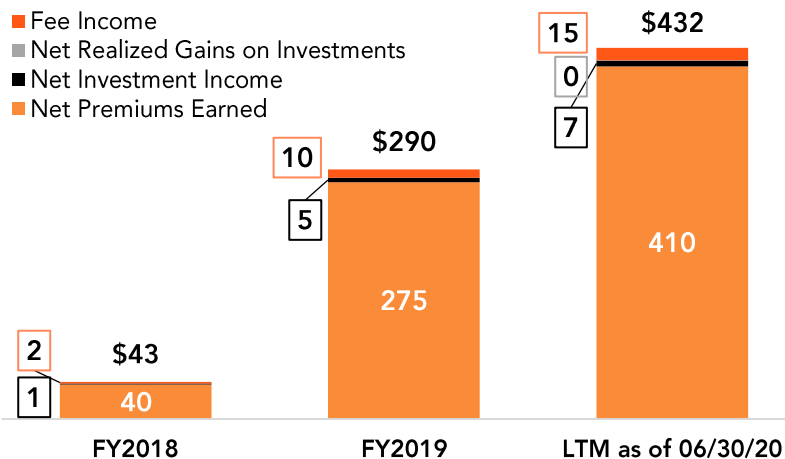
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**Root** Insurance

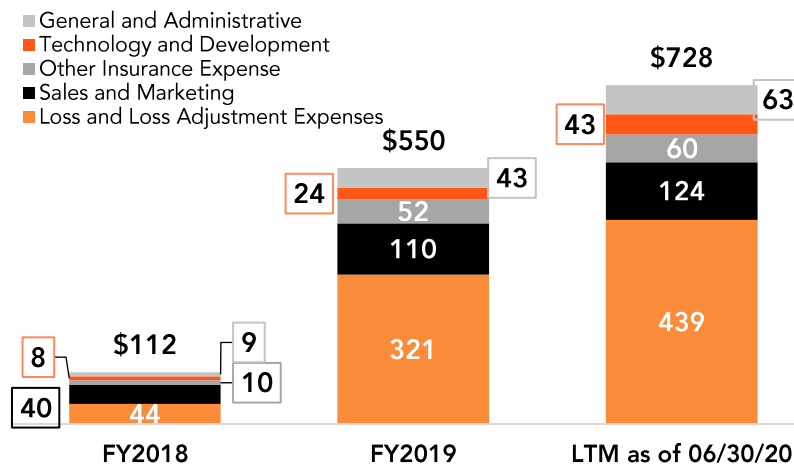
## Financial Overview

All \$ in millions

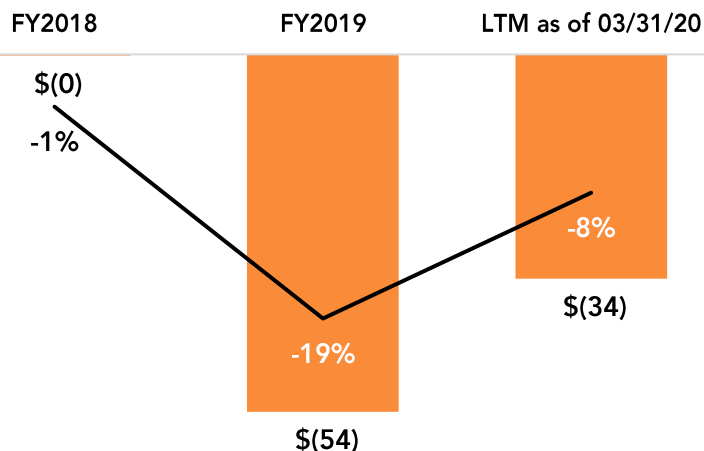
### Net Revenue



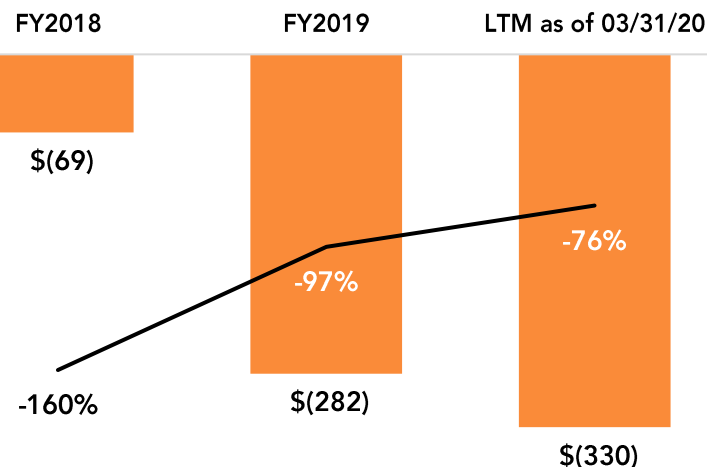
### Expenses



### Adjusted Gross Profit / % Margin <sup>(1)</sup>



### Net Loss / % Margin



Source: Company website, prospectus

(1) Adjusted gross profit is gross profit/(loss) excluding net investment income, and report costs, personnel costs, allocated overhead, licenses, professional fees and other expenses, which are included in other insurance expense

## Selected Commentary

**Root** Insurance

*"Note that in early July Lemonade pulled off its IPO. And it was a red hot offering, as the company raised \$319 million. The shares have since soared by nearly 200% and the market cap is now about \$4.6 billion. No doubt, this is very good news for Root Insurance."*

Tom Taulli



*"Coming after two 2020 InsurTech IPOs, Root's steps toward the public markets are not surprising. But they are good news all the same for a number of insurance startups that have raised lots of capital and will eventually need to prepare their own debuts if they don't find a larger corporate home."*

*"The Root IPO will also help clarify Lemonade's own public offering and ensuing valuation. Lemonade's debut brought a strong price to the rental-focused insurance provider, leading to a more buoyant attitude toward the valuation of its class of startups... If Root can repeat the feat it would cast a warm light on the yet-private players in its niche that will have their eyes pinned to the flotation. Names like Metromile and Hippo could be next if Root's IPO goes well."*

Alex Wilhelm



*"The business model looks good. On traditional insurance platforms, drivers pay similar rates irrespective of their driving habits. However, Root charges commensurate premiums to drivers based on their driving habits... Root Insurance reported a net loss of \$144.5 million on a net premium of \$233.5 million in the six months ended June 30, 2020. It's common for insurance companies to post losses in the early years. That said, most of the tech companies that are listing this year are making losses."*

Mohit Oberoi



*"Root seems to have some very large challenges that are laid bare once you get past the 28-pages of carefully crafted narrative and into the actual numbers of the business as it exists today... Its unprofitable growth requires a constant inflow of new capital to (a) replace lost money, (b) buy new growth to maintain and improve the valuation, and (c) as capital to support that growth. The bigger it gets, the harder this cycle will prove."*

Gavin Davis



# Root Insurance Completes its IPO Raising \$724 million

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## Selected Other Next-Generation P&C Insurers – Clearcover

**Root** Insurance

### Company Overview



**Co-Founder & CEO:** Kyle Nakatsuji

**Headquarters:** Chicago, IL

**Founded:** 2016

- Clearcover is disrupting the mass market auto sector with a fully-digital, modern insurance platform designed for digital consumers
- By automating many functions typically performed by people – such as selling, underwriting, claims handling and customer service, they are the new low-cost leader in the space
  - Powered by API-based distribution and tech-first infrastructure and product experiences, they deliver a seamless, convenient experience with reliable service and low rates
- Clearcover is available in Arizona, California, Illinois, Louisiana, Nebraska, Ohio, Texas, Utah, and Wisconsin, with further plans to expand in the coming months
  - The Company recorded \$100mm+ GWP run-rate and recently completed multiple “touchless claims” in less than 30 minutes, an industry leading product

### Leadership Overview



**Kyle Nakatsuji**  
Co-Founder & CEO



**Derek Brigham**  
Co-Founder & COO



**Norman Smagley**  
Chief Financial Officer



**Vandana Venkat**  
Chief Insurance Officer

### Transaction Summary

- On January 3, 2020, Clearcover announced that it has raised \$50 million in Series C financing led by OMERS Ventures
  - Existing investors American Family Ventures, Cox Enterprises, and IA Capital Group also participated
- The Series C financing followed the Company's \$43 million Series B round in January 2019, bringing its total capital raised to over \$104 million since its founding in 2016
- The funds will be used to continue building out Clearcover's technology, as well as to accelerate growth by expanding in existing markets and launching in new states throughout the U.S.
  - The Company will also integrate additional distribution channels in the automotive and services space and will double its headcount across product, engineering and data science

### Selected Financing History

Date	Size (\$ mm)	Investor(s)
01/03/20	\$50	OMERS Ventures; American Family Ventures; Cox Enterprises; IA Capital Group
01/22/19	43	500 Startups; American Family Ventures; Cox Enterprises; Hyde Park Angels; IA Capital Group; Lightbank; Slojo Investments
09/19/17	12	500 Startups; American Family Ventures; Greycroft; Lightbank; Silicon Valley Bank
11/15/16	3	American Family Ventures

# Root Insurance Completes its IPO Raising \$724 million

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## Selected Other Next-Generation P&C Insurers – Lemonade

**Root** Insurance

### Company Overview

*Lemonade*

Co-Founder & CEO: Daniel Schreiber

Headquarters: New York, NY

Founded: 2015

- Founded in 2015, Lemonade is a licensed, full-stack P&C insurance carrier offering renters and home insurance policies for homes, apartments, co-ops and condos in the US and content and liability policies in Germany and the Netherlands
- The Company provides fully digital access to products, reducing costs and traditional friction in the shopping experience
  - Its proprietary technology platform and direct-to-consumer business model generate substantial cost savings that it passes on to its customers
  - Lemonade is backed by a panel of reinsurers that includes Lloyd's, Munich Re, XL Catlin and Berkshire Hathaway's National Indemnity
- Lemonade takes a fixed percentage and donates a portion of the unclaimed premium dollars to nonprofits

### Management Overview



**Daniel Schreiber**  
Co-Founder & Chief Executive Officer



**Shai Winger**  
Co-Founder and President



**Tim Bixby**  
Chief Financial Officer



**John Peters**  
Chief Insurance Officer

### IPO Overview

Prospectus File Date:	June 8, 2020
Ticker:	NYSE: LMND
Gross Proceeds:	\$319,000,000
Shares:	11,000,000
Initial Filing Range	\$23 – 26
Revised Filing Range:	\$26 – 28
Listing Date:	July 2, 2020
Offer Price:	\$29

### Stock Chart

\$90.00  
\$85.00  
\$80.00  
\$75.00  
\$70.00  
\$65.00  
\$60.00  
\$55.00  
\$50.00  
\$45.00  
\$40.00

07/02/20 07/12/20 07/22/20 08/01/20 08/11/20 08/21/20 08/31/20 09/10/20 09/20/20 09/30/20 10/10/20 10/20/20















































































Market Cap	\$3,335 mm
IPO Price	\$29.00
Current Price 10/22/20	\$52.53
Total Return	103%

# Root Insurance Completes its IPO Raising \$724 million

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## InsurTech Landscape – Distribution / Underwriting / Product

**Root** Insurance

	P&C			
	Auto	Homeowners / Renters	Commercial	Diversified
Lead Gen	 			 
PCWs / Online Agencies / Brokerages	      	   	          	    
MGAs	       	      	      	     
Full-Stack Carriers	      	     	 	   

# Root Insurance Completes its IPO Raising \$724 million

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## Publicly Traded Comparables

**Root** Insurance

Company Name	Price 10/29/20	% MTD Change	% LTM High	Market Value (\$ mm)	Enterprise Value (\$ mm)	Multiples									Growth Rates			Margins			P / E / G CY 20E
						Price / Earnings			EV / EBITDA			EV / Revenue			Revenue		EPS	EBITDA			
						LTM	CY 20E	CY 21E	LTM	CY 20E	CY 21E	LTM	CY 20E	CY 21E	CY 20E	CY 21E	LT	CY 20E	CY 21E		
BROKERS																					
Marsh & McLennan	\$ 102.95	(10)%	85 %	\$ 52,486	\$ 66,376	25.9 x	21.0 x	20.0 x	14.7 x	14.9 x	14.3 x	3.9 x	3.9 x	3.8 x	3 %	3 %	6 %	26 %	26 %	3.8 x	
Aon	186.80	(9)	78	43,272	51,310	29.9	19.4	17.6	15.8	15.5	14.5	4.7	4.7	4.5	(1)	4	7	30	31	2.7	
Willis Towers Watson	186.25	(11)	84	24,039	29,716	26.9	16.1	15.3	13.3	12.1	11.7	3.2	3.2	3.0	3	5	7	26	26	2.2	
Arthur J. Gallagher	103.00	(2)	93	20,060	24,790	48.5	23.4	22.5	17.4	15.5	14.1	3.7	3.7	3.4	(5)	7	11	24	24	2.2	
Brown & Brown	43.46	(3)	89	12,345	13,581	28.2	26.5	25.7	15.4	17.0	16.1	5.3	5.2	4.9	8	7	10	31	30	2.6	
Goosehead	107.03	29	93	3,939	3,950	nm	nm	nm	nm	nm	91.4	46.7	36.2	26.7	30	35	na	25	29	na	
Median		(6)%	87 %			28.2 x	21.0 x	20.0 x	15.4 x	15.5 x	14.4 x	4.3 x	4.3 x	4.1 x	3 %	6 %	7 %	26 %	28 %	2.6 x	
Mean		(1)	87			31.9	21.3	20.2	15.3	15.0	27.0	11.2	9.5	7.7	6	10	8	27	28	2.7	
ONLINE DISTRIBUTORS																					
GoHealth	\$ 10.43	(24)%	40 %	\$ 3,271	\$ 4,188	nm	22.5 x	12.1 x	21.1 x	15.4 x	10.5 x	6.3 x	4.8 x	3.5 x	61 %	37 %	nm	31 %	33 %	na	
SelectQuote	17.66	(14)	61	2,932	2,924	24.3	27.6	19.4	20.2	16.0	12.1	5.5	4.4	3.2	54	38	na	27	26	na	
Moneysupermarket	3.06	(12)	64	1,654	1,689	18.7	18.4	15.4	11.4	12.4	10.6	3.5	3.8	3.5	(11)	8	na	31	33	na	
eHealth	68.70	(19)	45	1,801	1,652	27.5	16.2	12.6	14.8	10.9	8.1	2.8	2.5	2.0	31	28	24	23	24	0.7	
EverQuote	35.49	(12)	56	1,077	1,022	nm	nm	nm	nm	60.4	40.8	3.4	3.1	2.5	34	23	99	5	6	na	
QuinStreet	16.89	2	95	908	813	nm	31.9	nm	45.6	20.9	17.0	1.6	1.6	1.5	4	6	25	8	9	1.3	
Gocompare	1.25	(5)	80	523	620	39.5	20.8	15.2	18.3	13.6	10.8	3.0	2.9	2.6	10	11	29	21	24	0.7	
Huize	7.19	(12)	49	374	321	nm	33.2	21.6	nm	na	na	2.2	1.8	1.4	24	30	na	na	na	na	
iSelect	0.21	(2)	50	45	41	nm	na	na	17.3	na	na	0.5	na	na	na	na	na	na	na	na	
Median		(12)%	56 %			25.9 x	22.5 x	15.3 x	19.2 x	15.4 x	10.8 x	3.2 x	3.0 x	2.5 x	28 %	25 %	27 %	23 %	24 %	0.7 x	
Mean		(11)	60			27.5	24	16	21.9	21	16	3.5	3	3	26	22	44	21	22	0.9	
DIGITAL INSURANCE CARRIERS																					
ZhongAn <sup>(1)</sup>	\$ 5.17	5 %	69 %	\$ 7,593	\$ 7,182	nm	81.8 x	59.5 x	nm	na	na	3.3 x	3.2 x	2.2 x	2 %	49 %	na	na	na	na	
Root <sup>(1)</sup>	25.80	na	88	6,446	5,837	nm	na	na	nm	na	na	11.3	na	na	na	na	na	na	na	na	
Lemonade <sup>(1)</sup>	46.90	(9)	49	2,799	2,261	nm	nm	nm	nm	nm	nm	20.0	15.2	8.7	97	74	na	(75)	(60)	na	
DFV	21.25	(5)	64	280	278	nm	nm	43.4	nm	nm	16.9	4.1	2.1	1.3	27	58	na	(7)	8	na	
Median		(5)%	66 %			na	81.8 x	51.4 x	na	na	na	7.3 x	3.2 x	2.2 x	27 %	58 %	na	na	na	na	
Mean		(3)	67			na	81.8	51.4	na	na	na	7.3	3.2	2.2	42	61	na	na	na	na	

Source: Capital IQ

Note: nm signifies negative value or value of >99; calculated using the midpoint of the filing range; Root is based on the midpoint of the filing range and excludes greenshoe

(1) Revenue multiples calculated based on gross earned premium

# Root Insurance Completes its IPO Raising \$724 million

FT PARTNERS RESEARCH

## Publicly Traded Comparables (cont.)

**Root** Insurance

Company Name	Price 10/29/20	% MTD Change	% LTM High	Market Value (\$ mm)	Multiples		Growth Rates		P / E / G CY 20E	
					Price / Earnings CY 20E	CY 21E	Revenue CY 20E	CY 21E		EPS LT
P&C INSURERS (STANDARD)										
Chubb	\$ 132.75	15 %	79 %	\$ 60,093	19.0 x	11.9 x	5 %	5 %	7 %	2.8 x
Progressive	91.06	(3)	89	53,306	12.8	16.3	10	11	5	2.7
Travelers	122.46	14	86	31,098	14.1	11.9	3	5	7	2.0
Allstate	88.59	(4)	70	27,845	8.0	7.5	4	9	7	1.1
Intact Financial	103.72	(3)	88	14,835	16.6	16.0	9	8	na	na
Hartford Financial Services	38.69	5	62	13,859	8.2	7.3	(3)	3	4	2.2
Cincinnati Financial	71.65	(6)	62	11,555	25.0	18.6	(18)	5	(4)	nm
CNA	29.25	(3)	57	7,938	12.9	7.4	na	na	5	2.6
RSA Insurance Group	5.48	(7)	72	5,685	10.0	9.4	(2)	2	7	1.5
The Hanover Group	96.00	3	66	3,626	11.1	11.1	5	4	3	4.4
Selective Insurance Group	53.92	4	76	3,226	16.2	13.0	1	7	na	na
Mercury General	40.25	(2)	75	2,228	8.2	11.8	(4)	2	na	na
Employers Holdings	32.07	6	71	932	14.9	17.8	(19)	(4)	na	na
State Auto Financial	12.49	(9)	37	548	85.2	10.2	(4)	10	3	nm
Median		(2)%	72 %		13.5 x	11.9 x	1 %	5 %	5 %	2.4 x
Mean		1	71		18.7	12.2	(1)	5	4	2.4

Source: Capital IQ

Note: nm signifies negative value or value of >99

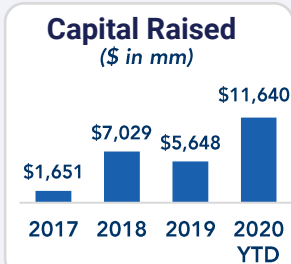


# Root Insurance Completes its IPO Raising \$724 million

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## U.S. FinTech IPO Tracker

**Root** Insurance



For more details on FinTech IPO activity, please view our continually updated, in-depth [IPO Infographic](#)



Filing Date	IPO Date	Company	Amount Raised	IPO Price	Current Price	Current Market Cap	Total Return	Sector	Research Profile
10/05/20	10/28/20	<b>Root</b> Insurance Co	\$724 mm	\$27.00	\$25.80	\$6,446 mm	(4%)	InsurTech	
10/05/20	10/28/20	<b>MediaAlpha</b>	176	19.00	32.85	1,930	73%	InsurTech	
08/28/20	09/23/20	<b>GoodRx</b>	1,142	33.00	49.78	19,374	51%	FinTech Healthcare	<a href="#">VIEW</a>
07/23/20	08/14/20	<b>Duck Creek Technologies</b>	405	27.00	43.69	5,710	62%	InsurTech	<a href="#">VIEW</a>
07/24/20	08/13/20	<b>贝壳</b> KE Holdings (Beike)	2,120	20.00	71.58	80,706	258%	Real Estate Tech	
07/07/20	08/06/20	<b>ROCKET</b> Companies, Inc.	1,800	18.00	18.90	37,492	5%	Real Estate Tech	<a href="#">VIEW</a>
07/13/20	08/05/20	<b>BIGCOMMERCE</b>	216	24.00	80.50	5,300	235%	Payments	<a href="#">VIEW</a>
01/17/20	07/31/20	<b>FATHOM</b> REALTY	34	10.00	19.15	262	92%	Real Estate Tech	
07/02/20	07/29/20	<b>VERTEX</b>	402	19.00	24.46	3,591	29%	FMS	<a href="#">VIEW</a>
06/19/20	07/15/20	<b>GoHealth</b>	914	21.00	10.43	3,271	(50%)	FinTech Healthcare	<a href="#">VIEW</a>
06/22/20	07/14/20	<b>ncino</b>	250	31.00	72.06	7,065	132%	Banking Tech	<a href="#">VIEW</a>
02/28/20	07/02/20	<b>Accolade</b>	221	22.00	34.99	1,722	59%	FinTech Healthcare	<a href="#">VIEW</a>
06/08/20	07/02/20	<b>Lemonade</b>	319	29.00	46.90	2,799	62%	InsurTech	<a href="#">VIEW</a>
06/09/20	07/01/20	<b>dun&amp;bradstreet</b>	1,723	22.00	25.88	10,947	18%	FMS	<a href="#">VIEW</a>
05/15/20	06/04/20	<b>Shift4</b> PAYMENTS	345	23.00	52.77	4,364	129%	Payments	<a href="#">VIEW</a>
02/21/20	05/21/20	<b>SELECTQUOTE</b>	570	20.00	17.66	2,932	(12%)	InsurTech	<a href="#">VIEW</a>
09/04/19	02/11/20	<b>慧择</b> huize.com	55	10.50	7.19	191	(32%)	InsurTech	<a href="#">VIEW</a>

Source: FT Partners' Proprietary Transaction Database, Capital IQ  
Note: Prices updated as of October 29, 2020; List does not include IPOs that raise less than \$30 mm.

## Selected FT Partners InsurTech Research – *Click to View*



CoverWallet's Sale to Aon



Bold Penguin's Acquisition of RiskGenius



Next Insurance's \$250 million Series C Financing



Assurance's \$3.5 billion Sale to Prudential



Thoma Bravo Acquires Majesco for \$594 million



TH Lee Acquires Insurance Technologies



Roper Acquires Vertafore for \$5.35 billion



Duck Creek Technologies Completes its IPO Raising \$405 million

[VIEW MORE FT PARTNERS RESEARCH](#)

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

## Track Record of Success Across The InsurTech Sector

### Insurance Distribution

Financial Technology Partners LP  
FTP Securities LLC

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

**ASSURANCE**

on its sale to

**Prudential**

for total consideration of up to

**\$ 3,500,000,000**

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### Consumer Protection Plans

Financial Technology Partners LP  
FTP Securities LLC

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

**square  
trade**

in its sale to

**Allstate**

for total consideration of

**\$ 1,400,000,000**

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### Wholesale Brokerage

Financial Technology Partners LP  
FTP Securities LLC

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

**AmWINS  
Group, Inc.**

in its growth recapitalization by

**NMC**  
NEW MOUNTAIN CAPITAL LLC

valued at approximately

**\$ 1,300,000,000**

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### Small Business Insurance

Financial Technology Partners LP  
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is pleased to announce its role as  
exclusive strategic and financial advisor to

**NEXT  
INSURANCE**

on its Series C financing from

**Munich RE**

for total consideration of

**\$ 250,000,000**

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### Consumer Protection Plans

Financial Technology Partners LP  
FTP Securities LLC

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

**square  
trade**

in its recapitalization by

**BainCapital**  
PRIVATE EQUITY

of approximately

**\$ 238,000,000**

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### Homeowners Insurance

Financial Technology Partners LP  
FTP Securities LLC

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

**LENNAR**

in its minority investment in

**Hippo**

with participation from new  
and existing investors

for total consideration of

**\$ 70,000,000**

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### Small Business Insurance

Financial Technology Partners LP  
FTP Securities LLC

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

**insureon**

in its equity capital raise led by

**OAK  
HC/FT**

for total consideration of

**\$ 31,000,000**

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### Virtual Claims

Financial Technology Partners LP  
FTP Securities LLC

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

**snapsheet**

in its Series E financing with new investors

**snapsheet**  
**LABS**  
Hemlock

with participation from  
**TOLA**  
CAPITAL

for total consideration of

**\$ 29,000,000**

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### Small Business Insurance

Financial Technology Partners LP  
FTP Securities LLC

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

**coverwallet**

on its sale to

**AON**

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### Auto Finance and Insurance Solutions

Financial Technology Partners LP  
FTP Securities LLC

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

**SAFE-GUARD**

on its sale to an Affiliate of

**Goldman  
Sachs**

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### Sales Automation Software

Financial Technology Partners LP  
FTP Securities LLC

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

**INSURANCE  
TECHNOLOGIES**

in its sale to

**MOELIS CAPITAL PARTNERS**

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### Agency Management / Marketing Technology

Financial Technology Partners LP  
FTP Securities LLC

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

**ZYWAVE**

in its sale of

**Zywave Insurance Solutions**

to

**AURORA CAPITAL  
PARTNERS**

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### After-Sales Service / Warranty

Financial Technology Partners LP  
FTP Securities LLC

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

**SERVIFY**

on its Series C financing led by

**IRON PILLAR**

for a total amount of

**\$23,000,000**

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PARTNERS

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### P&C Claims

Financial Technology Partners LP  
FTP Securities LLC

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

**enservio**

in its sale to

**Solera**

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## FT Partners Advises Assurance on its \$3.5 billion Sale

### Overview of Transaction

- On September 5, 2019, Prudential Financial (NYSE:PRU) announced that it has signed a definitive agreement to acquire Assurance IQ (“Assurance”)
- The acquisition includes total upfront consideration of \$2.35 billion and an additional earnout of up to \$1.15 billion in cash and equity, contingent upon the Company achieving multi-year growth objectives
- Launched in 2016, Assurance is the fastest growing direct-to-consumer InsurTech platform in history
  - Using a combination of advanced data science and human expertise, Assurance matches buyers with customized solutions spanning life, health, Medicare and auto insurance, giving them options to purchase entirely online or with the help of a technology-assisted live agent

### Significance of Transaction

- Assurance will add a large and rapidly growing direct-to-consumer channel to Prudential’s financial wellness businesses, significantly expanding the total addressable market of both companies
- Both companies will draw on respective capabilities to create a new, end-to-end engagement model geared to better serve customers
- The transaction is the largest strategic InsurTech exit in history and represents one of the fastest multi-billion dollar tech exits, as the Company was only founded in February 2016
- Assurance was funded entirely by its founders, highlighting FT Partners' ability to help under-the-radar FinTech companies achieve optimal outcomes

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Assurance and its board of directors
- This transaction highlights FT Partners’ deep domain expertise in the InsurTech space, and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

#### Financial Technology Partners LP FTP Securities LLC

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exclusive strategic and financial advisor to*



*on its sale to*



*for total consideration of up to*







# \$3,500,000,000



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## Selected Large Strategic InsurTech M&A Transactions

FT Partners has advised on 2 of the top 3 largest InsurTech exits, including Assurance's \$3.5 billion sale to Prudential and SquareTrade's \$1.4 billion sale to Allstate <sup>(1)</sup>

Announce Date	Target	Acquirer	Exit Value (\$ mm)
Sep '19	FT Partners Advised  ASSURANCE	 Prudential	\$3,500 <sup>(2)</sup>
Aug '19	 IPIPELINE <small>INSURANCE ACCELERATED</small>		1,625
Nov '16	FT Partners Advised  square trade	 Allstate	1,400
Mar '19	 TRANZACT	WillisTowers Watson 	1,400 <sup>(3)</sup>
May '11	 esurance	 Allstate	1,010
Oct '13	 THE CLIMATE CORPORATION	MONSANTO 	930
July '17	 StateNational	MARKEL®	919
Sep '13	 Homesite <small>HOME INSURANCE</small>	 AMERICAN FAMILY INSURANCE	660
Aug '18	 InfoArmor	 Allstate	525
Apr '11	 Explore <small>a Solera company</small>	Solera	520
Mar '17	 SB Simply Business	TRAVELERS 	490
Oct '18	 QuoteWizard®	 lendingtree	370
Aug '17	 Sequel	 Verisk	321
Oct '17	CYENCE	 GUIDEWIRE	275

(1) Represents strategic acquisitions of InsurTech companies founded in the past 25 years

(2) Value represents an upfront price of \$2.35 bn and an earnout of up to \$1.15 bn

(3) Value represents an upfront price of \$1.2 bn and a \$200 mm earnout

## Selected Fastest Multi-Billion Dollar Strategic Tech Exits

FT Partners advised Assurance on its \$3.5 billion sale to Prudential, which represents one of the fastest multi-billion dollar tech exits in history

Target	Acquirer	Exit Date	Founding Date	Months to Exit	VC Funding (\$ mm)	Exit Value (\$ mm)
 ASSURANCE	 Prudential	Sep '19	Feb '16	43	Zero	\$3,500 <sup>(1)</sup>
ring	amazon	Apr '18	Nov '13	53	\$444	1,200
chewy	PETSMART	May '17	Sep '11	68	286	3,400
jet	Walmart	Sep '16	Apr '14	29	570	3,300
CRUISE	GM General Motors	May '16	Oct '13	31	19	1,000
MOJANG	Microsoft	Nov '14	May '09	66	Zero	2,500
WhatsApp	facebook	Oct '14	Jan '09	69	61	22,000
oculus	facebook	Jul '14	Jul '12	24	91	2,000
nest	Google	Feb '14	May '10	45	145	3,200
waze	Google	Jun '13	May '07	73	67	1,200
Instagram	facebook	Aug '12	Oct '10	22	58	1,000
yammer	Microsoft	Jul '12	Sep '08	46	143	1,200
YouTube	Google	Nov '06	Feb '05	21	12	1,700
skype	ebay	Oct '05	Aug '03	26	20	2,600

Source: BizJournals, CB Insights, PitchBook

(1) Value represents an upfront price of \$2.35 bn and an earnout of up to \$1.15 bn



## FT Partners Advises SquareTrade in its Strategic Sale

### Overview of Transaction

- On November 28, 2016, SquareTrade announced its \$1.4 billion all-cash strategic sale to the Allstate Corporation
- Headquartered in San Francisco, CA, SquareTrade offers top-rated protection plans trusted by millions of consumers for electronics and appliances
  - SquareTrade's branded products are sold through major retailers
- Allstate is the largest publicly held personal lines property and casualty insurer in America serving more than 16 million households nationwide
- More details available in Allstate's transaction [press release](#) and [investor presentation](#)

### Significance of Transaction

- This transaction expands Allstate's protection offering to consumer electronics, connected devices and appliances
- SquareTrade substantially increases Allstate's customer relationships while providing both strong near-term and long-term growth opportunities

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to SquareTrade and its Board of Directors
- This transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies
- FT Partners represented [SquareTrade in its \\$238 million strategic growth investment with Bain Capital and Bain Capital Ventures](#)
- FT Partners also recently represented Bain Capital Ventures' portfolio company [Enservio in its sale to Solera](#) demonstrating our long-term trusted relationship

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sole strategic and financial advisor to*



*in its sale to*



*for total consideration of*

**\$ 1,400,000,000**



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## FT Partners Advises Next Insurance on its \$250 million Series C Financing

### Transaction Overview

- On October 7, 2019, Next Insurance announced that it has raised \$250 million in its Series C funding round from Munich Re
- Founded in 2016 and headquartered in Palo Alto, CA, Next Insurance is the leading digital insurance company for small businesses
  - Revolutionizing traditional insurance processes, Next Insurance utilizes advanced technology to offer the industry's most innovative small business insurance policies
- Munich Re is one of the world's leading providers of reinsurance, primary insurance, and insurance-related risk solutions
- In May 2018, Next Insurance announced its status as a licensed insurance carrier, allowing the Company to write policies independently, as well as to have more freedom over underwriting, setting of prices, and configuration of policies

### Significance of Transaction

- The Series C round brings Next Insurance's total funding to \$381 million in just over three years, with a valuation of over \$1 billion
- The new funds will continue to help Next Insurance grow its team, develop its technology, and accelerate customer growth
- Additionally, the investment allows Munich Re to expand its footprint in the small and medium-sized business insurance market in the United States

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Next Insurance and its Board of Directors
- FT Partners also advised Next Insurance on its [\\$83 million Series B financing](#) in 2018
- This transaction underscores the long-term nature of many of FT Partners' relationships as well as our successful track record generating highly favorable outcomes for leading InsurTech companies

### Financial Technology Partners LP FTP Securities LLC

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exclusive strategic and financial advisor to*

**NEXT**  
INSURANCE

*on its Series C financing from*

**Munich RE** 

*for total consideration of*

**\$250,000,000**

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## FT Partners Advises Lennar on its Investment in Hippo

### Overview of Transaction

- On November 14, 2018, Lennar Corporation (“Lennar”) announced it has co-led a \$70 million minority investment in Hippo with Felicis Ventures, along with participation from all major existing shareholders
  - The investment brings the total amount of funding raised by Hippo to \$109 million
- Lennar Corporation (NYSE:LEN) is the one of the leading homebuilders in the United States
- Headquartered in Mountain View, CA, Hippo is a leading property and casualty InsurTech start-up, offering homeowners insurance as well as a number of more specialized products
- Hippo has helped cut premium costs for its customers by up to 25%, seen policy sales grow by 30% month over month, and now covers more than \$25 billion in total property value
  - Hippo is accessible to more than 50% of the US homeowner population, and that number is expected to increase to over 60% by the end of 2018

### Significance of Transaction

- With the new funding, Hippo will accelerate growth while continuing to deliver a modernized home insurance product that includes world-class customer experience on a national scale
- The transaction also offers a clear path for Lennar to continue to streamline the home buying experience for its customers

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Lennar
- This transaction underscores FT Partners' deep FinTech expertise and its continued success in providing buy side advisory to top-tier strategic investors

### Financial Technology Partners LP FTP Securities LLC

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

**LENNAR®**

*in its minority investment in*



*with participation from  
new and existing investors*

*for total consideration of*

**\$70,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

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Focused Exclusively on Financial Technology*

## FT Partners Advises Screenshot on its \$29 million Series E Financing

### Overview of Transaction

- On May 20, 2019, Screenshot announced it has raised \$29 million in Series E financing from new investors Nationwide, Sedgwick and State Auto Labs, with participation from Tola Capital
  - Existing investors Liberty Mutual Strategic Ventures, F-Prime Capital, OCA Ventures, and an affiliate of USAA also participated in the round
- Headquartered in Chicago, IL, Screenshot is a leading provider of virtual claims technology for the personal and commercial insurance marketplace
- Since its founding in 2010, Screenshot has used its technology to digitally transform claims workflows for over 75 clients and their customers

### Significance of Transaction

- This financing will allow Screenshot to accelerate the delivery of its SaaS claims platform for all lines of property and casualty, further invest in advanced analytics capabilities, and expand its team to serve clients globally
- With this round, Screenshot has raised a total of \$71 million in financing

### FT Partners' Role

- FT Partners served as sole strategic and financial advisor to Screenshot and its board of directors
- This transaction underscores FT Partners' deep InsurTech domain expertise and 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*



*in its Series E financing with new investors*



*with participation from*

**TOLA**  
CAPITAL

*for total consideration of*

**\$29,000,000**



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## FT Partners Advises Servify on its \$23 million Series C Financing

### Overview of Transaction

- On September 23, 2020, Servify announced that it has raised \$23 million in Series C financing led by Iron Pillar, with participation from existing investors Blume, BEENEXT, and Tetrao SPF
  - The round also saw participation from funds managed by Global Alternatives Investor 57 Stars, Sparkle Fund, Go Ventures, and Madhu Kela Family Office
- Servify is a leading device lifecycle management platform that integrates multiple OEM brands and their sales and service ecosystem to deliver great after-sales service experience
- Headquartered in Mumbai, Servify partners with leading brands such as Apple, Samsung, Xiaomi, Nokia and Motorola, and has a presence in over 50 countries across the globe
- Founded in 2015, Servify has over 43,000 retail locations connected and more than 16,000 service partners integrated, and its platform currently supports 3 million+ monthly transactions

### Significance of Transaction

- Servify aims to utilize the new funding to scale up its global operations and further enhance its technology platform

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Servify
- This transaction highlights FT Partners' deep domain expertise and leadership across the Warranty space and the InsurTech sector broadly
- This transaction also builds on FT Partners' track record of executing deals across developed and emerging markets

### Financial Technology Partners LP FTP Securities LLC

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



*on its Series C financing led by*



*for a total amount of*

# \$23,000,000



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## FT Partners Advises Bold Penguin on its Acquisition of RiskGenius

### Overview of Transaction

- On October 6, 2020, Bold Penguin announced its acquisition of RiskGenius, a pioneer in insurance document intelligence software
- The RiskGenius platform is an AI-driven, SaaS-based solution made specifically for the insurance industry; it applies machine learning to insurance policies, allowing users to rapidly understand terms of coverage across a library of policy documents including policy review, compliance, competitive analysis and emerging risk assessments
- Bold Penguin operates the largest commercial insurance exchange powering over 100,000 quote starts every month
- The acquisition will add RiskGenius's data and analytics products along with its highly skilled and seasoned team

### Significance of Transaction

- With this acquisition, RiskGenius will join Bold Penguin's insurance intelligence effort, which leverages data and has a focus on intuitive workflow processing
- This is Bold Penguin's second acquisition this year, continuing to build on its position as the market leader in the \$300 billion commercial insurance space

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Bold Penguin in this transaction
- This transaction underscores FT Partners' deep domain expertise and transaction experience across the InsurTech sector

### Financial Technology Partners LP FTP Securities LLC

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

**BOLD  
PENGUIN**

*on its acquisition of*

 **riskgenius**

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TECHNOLOGY  
PARTNERS

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## FT Partners Advises CoverWallet on its Sale to Aon

### Overview of Transaction

- On November 20, 2019, Aon (NYSE:AON) announced that it has signed a definitive agreement to acquire CoverWallet
- Launched in 2015, CoverWallet is a leading technology company reinventing the multi-billion dollar commercial insurance market for small businesses
- Powered by deep analytics, thoughtful design, and state-of-the-art technology, the Company provides an easy way to understand, buy, and manage business insurance online
- CoverWallet offers a wide variety of commercial coverages to small businesses with numerous carrier partners nationwide
- The transaction is expected to close during the first quarter of 2020, after which the CoverWallet organization will go to market as CoverWallet, an Aon company

### Significance of Transaction

- CoverWallet will add large and rapidly growing direct-to-consumer and business-to-business channels to Aon's small commercial insurance businesses, significantly expanding the total addressable market of both companies
- The acquisition provides Aon with additional access to the fast-growing, \$200+ billion premium digital insurance market for small and medium-sized businesses, as well as the opportunity to leverage CoverWallet's platform and digital, design, technology and data science capabilities already deployed at scale
- Additionally, CoverWallet provides Aon with an experienced team and deep expertise in productizing technology in financial services

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to CoverWallet and its board of directors
- This transaction highlights FT Partners' deep domain expertise in the InsurTech space, and 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*

**coverwallet**

*on its sale to*

**AON**

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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

A screenshot of a list titled "Silicon Valley's Most Popular Dealmakers" from The Information. The list includes names, titles, and companies.

Name	Title	Company
Sam Smith	Managing Director	Golden Gate
Steve McLaughlin	Managing Partner	FT Partners
Michael Rieple	Managing Director	Golden Gate
Mark Winkler	Managing Director	Golden Gate
Paul Rosen	Managing Director	Golden Gate
Quincy Smith	Partner	Golden Gate

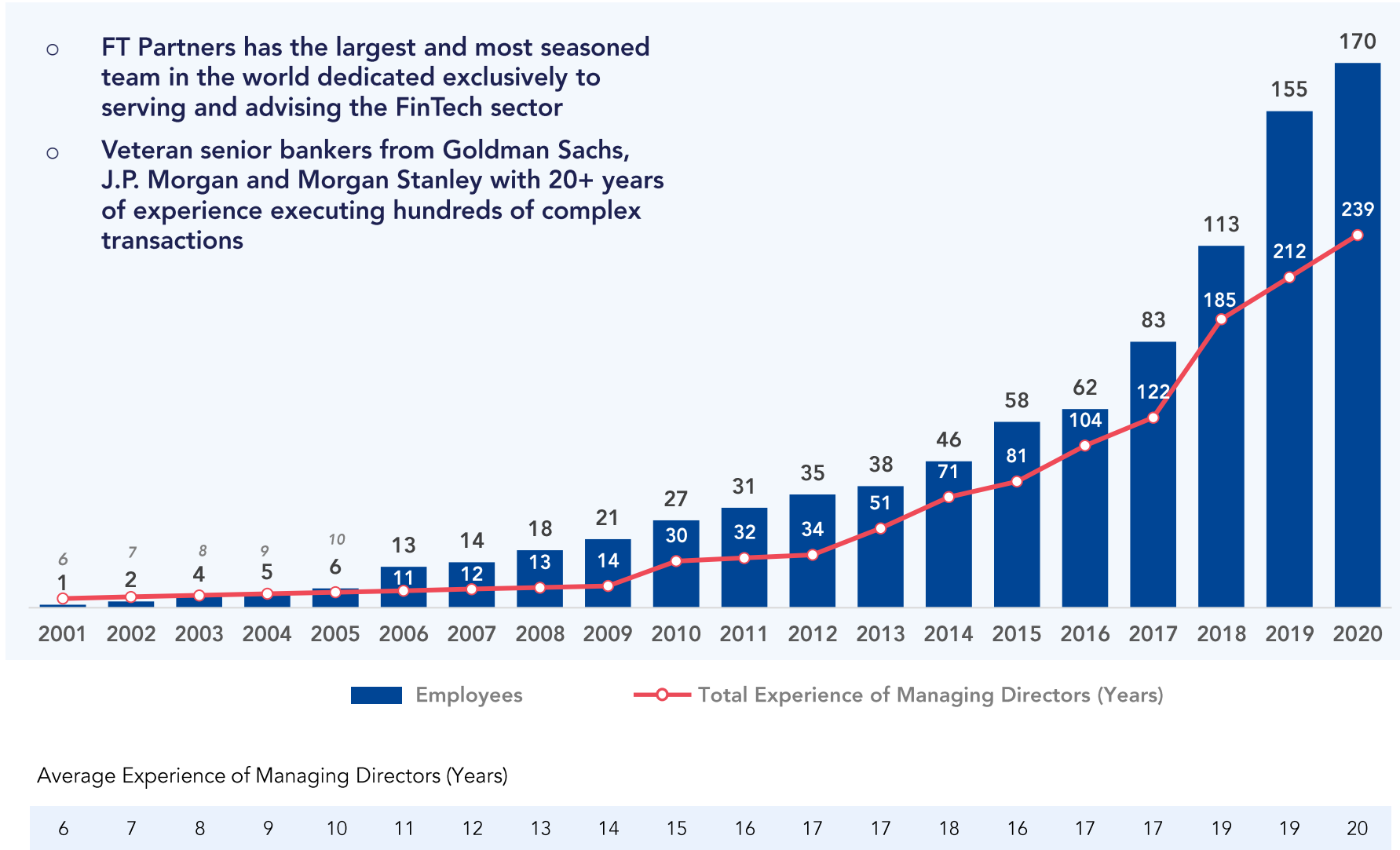
#### The Information’s “Silicon Valley’s Most Popular Dealmakers”

- 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



## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> Founder, CEO and Managing Partner		<ul style="list-style-type: none"> <li>Formerly with Goldman Sachs in New York and San Francisco from 1995-2002</li> <li>Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	<b>25</b>
<b>Mohit Agnihotri</b> Managing Director	<b>J.P.Morgan</b>	<ul style="list-style-type: none"> <li>Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan</li> <li>Wharton M.B.A</li> </ul>	<b>18</b>
<b>Kate Crespo</b> Managing Director	<b>RAYMOND JAMES®</b>	<ul style="list-style-type: none"> <li>Formerly with Raymond James' Technology &amp; Services investment banking</li> <li>14+ years of FinTech transaction execution experience</li> <li>Dartmouth M.B.A.</li> </ul>	<b>18</b>
<b>Larry Furlong</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004</li> <li>Wharton M.B.A.</li> </ul>	<b>24</b>
<b>Osman Khan</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly Managing Director and Head of FIG M&amp;A at Alvarez &amp; Marsal</li> <li>15+ years FIG deal, consulting and assurance experience at PwC</li> <li>40 Under 40 M&amp;A Advisor Award Winner in 2013</li> </ul>	<b>23</b>
<b>Randall Little</b> Managing Director	<b>J.P.Morgan</b>	<ul style="list-style-type: none"> <li>12 years as FIG / Capital Markets FinTech investment banker at J.P. Morgan</li> <li>10 years as financial services technology consultant at Sun Microsystems and Ernst &amp; Young</li> <li>NYU Stern M.B.A. (MBA w/Distinction)</li> </ul>	<b>23</b>
<b>Andrew McLaughlin</b> Managing Director	<b>Deloitte.</b>	<ul style="list-style-type: none"> <li>20+ years experience executing / implementing financial and operational strategy</li> <li>Formerly with Deloitte Consulting</li> </ul>	<b>14</b>
<b>Amar Mehta</b> Managing Director	<b>J.P.Morgan</b>	<ul style="list-style-type: none"> <li>Formerly with J.P. Morgan's Technology (FinTech &amp; Technology Services) team in New York</li> <li>7+ years of FinTech transaction execution experience</li> <li>MBA from IIM-K (India), Bachelor's in Computer Engineering from NTU (Singapore)</li> </ul>	<b>15</b>
<b>Mike Nelson</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly head of FinTech M&amp;A at SunTrust Robinson Humphrey</li> <li>Kellogg M.B.A.</li> </ul>	<b>20</b>
<b>Timm Schipporeit</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London</li> <li>Formerly a Venture and Growth Investor focused on FinTech at Index Ventures</li> </ul>	<b>17</b>
<b>Greg Smith</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch, J.P. Morgan and Hambrecht &amp; Quist</li> <li>20+ years of experience covering FinTech as both an Analyst and Investment Banker</li> </ul>	<b>24</b>
<b>Tim Wolfe</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly with Goldman Sachs from 2000-2002</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	<b>18</b>