FT PARTNERS FINTECH INDUSTRY RESEARCH

May 24, 2018



IHS Markit (Nasdaq:INFO) Acquires Ipreo for approximately \$1.9 billion





The Only Investment Bank Focused Exclusively on FinTech

FT Partners Overview

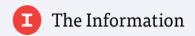
- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. 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





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"



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

III IPREO

Transaction Summary

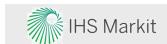
Transaction Summary

- On May 21, 2018, IHS Markit (Nasdaq: INFO) announced it has entered into a definitive agreement to acquire Ipreo for approximately \$1.855 billion from private equity funds managed by Blackstone and Goldman Sachs Merchant Banking Division
 - This transaction increases IHS Markit's target growth rate from 4-6% to 5-7% and should deliver EPS accretion in 2019
- Ipreo provides software solutions and data to participants in the global capital markets with over 3,500 clients globally
- The Ipreo purchase of \$1.855 billion represents a 2019E Adjusted EBITDA multiple of 16x (15x when adjusted for a tax step-up benefit of \$125 mm) and 2019E Revenue multiple of 5x
- The transaction is expected to close in the second half of 2018
- IHS Markit also announced that it has initiated a process to sell MarkitSERV, its derivatives processing business
 - MarkitSERV is a leading provider of end-to-end trade processing and workflow solutions across OTC derivatives asset classes

Transaction Commentary

"Ipreo has an extremely strong brand in financial markets and its services are a logical and highly complementary extension to our financial services business and our customer base."

"Across multiple product lines, we will deliver a more comprehensive service that will allow clients to streamline their workflow and make quicker and better decisions. We are excited to expand our footprint in the rapidly growing alternatives sector."



Lance Uggla
Chairman & CEO

Transaction Commentary (cont.)

"This marks the coming together of two strong organizations for the greater benefit of all of our clients"

"IHS Markit will be a tremendous partner as we continue to build on our position as a leading provider to global capital markets participants."



Scott Ganeles
CEO



"Ipreo is well known as best in class in their product and service offerings. By uniting Ipreo's strong teams and business with IHS Markit, we will deliver even more to our client bases including new and innovative combined solutions. The way our respective businesses complement one another is quite extraordinary."



Adam Kansler
President of financial services



"IHS Markit is a great fit for us – in culture, market approach and focus on customer service – and is a great home for us to continue our trajectory of success. We're excited to leverage the collective talent of our organizations to continue to bring leading-edge solutions to market."



Kevin Marcus
President & COO



"As a customer of both IHS Markit and Ipreo, we are excited by this combination and the potential for further integrated services,"

Goldman Sachs Sumit Rajpal Managing Director



Transaction Rationale



Transaction Rationale





- ✓ Provides IHS Markit with a broad, cross asset class business in the primary markets
- ✓ Deep expertise across the capital markets, private markets and corporate solutions
- Expanded footprint in rapidly growing alternatives market
- ✓ Ipreo operates strong "network effect" businesses with large customer bases
- ✓ Large cross-selling opportunities into IHS Markit's corporate customer base and opportunities to monetize Ipreo's data

Large and Growing Market Segment

- ✓ Acquisition of Ipreo provides IHS Markit with increased exposure to rapidly growing alternatives sector
- ✓ Over \$10 trillion of assets under management invested in alternatives (including private equity, private debt and real estate), which is expected to grow to \$21 trillion by 2025
- ✓ Significantly underpenetrated market for workflow, reporting and analytics solutions
- ✓ Increasing demand for portfolio management, reporting, and data management solutions

Financially Compelling

Drives Organic Growth

- o Ipreo standalone organic growth of 10%+
- Increases Financial Services growth profile to mid-to high-single digits

Meaningful Financial Impact

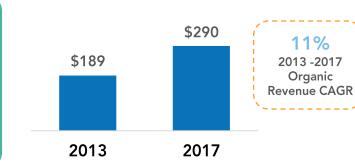
- o 2019 Revenue of \$370 million
- o 2019 Adjusted EBITDA contribution of \$115 million
- o Ipreo has made substantial investments in new growth initiatives
- Significant operating leverage expected to drive outsized margin expansion from these growth investments over the next few years

Adj. EPS Accretive Maintain forward target of double-digit Adjusted EPS growth

Synergies

- Significant run-rate synergies of approximately \$55 million
- Run-rate cost synergies of \$20 million expected to be achieved by the end of 2019
- Run-rate revenue synergies of \$35 million expected to be achieved by end of 2021





Ipreo Overview



Company Overview



Headquarters: New York, NY

Founded: 2006

 Ipreo is a leading global provider of financial services technology, data and analytics, supporting all participants in the capital-raising process, including banks, public and private companies, institutional and individual investors, as well as research, asset management and wealth management firms

Management Team



Scott Ganeles CEO



Brian Dockray Chief Financial Officer



Kevin Marcus Chief Operating Officer

Ownership History

Date	Size (\$ mm)	Investor / Buyer	
05/21/18	\$1,855	iHS Markit	
04/14/14	\$962	The Blackstone Group Goldman	
05/23/11	na	KKR	

Products & Services Overview



Investors

138,000+ contacts at 53,000+ firms profiled in the Ipreo database



Companies



~8,500 nonfinancial users

25,000 Private Capital Markets

Users

Sell Side



~100,000 Sell Side users

IHS Markit Acquires Ipreo for \$1.9 billion

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Ipreo Overview (cont.)



Selected Ipreo Acquisitions				
Date	Size (\$ mm)	Target		
07/23/15	na	iLEVEL		
01/20/15	na	€CM		
11/04/14	na	ShareholderInSite*		
07/18/13	na	DiscoveryData		
02/05/13	na	d∈btdomain		
05/18/10	na	BuysidelQ LLC		
02/25/10	na	Markit's Certificates Collection Service		
02/20/08	\$32	Capital Bridge Inc.		



IHS Markit Overview



Company Overview



President & CEO:

Scott Ganeles

Headquarters:

London, UK

Founded:

1959

- IHS Markit is a provider of critical information and analytics for the major industries, financial markets, and governments
- The Company operates through four segments: Resources, Transportation, Consolidated Markets & Solutions (CMS), and Financial Services
- Serves more than 50,000 customers in over 140 countries, including:
 - 80% of the Fortune Global 500
 - 94 of the 100 largest U.S. Corporations

Management Team



Lance Uggla CEO



Todd Hyatt



Randy Harvey Chief Financial Officer Chief Technology Officer

Industries Served

- Academic & Education
- Aerospace, Defense & Security
- o Agriculture
- **Automotive**
- Chemical
- Construction
- o Energy & Natural Resources

- Financial Markets
- Government & NGOs
- Insurance
- Life Sciences
- Manufacturing
- Maritime & Trade
- Retail
- Technology

Pro Forma 2017 Revenue Mix

Pro Forma for the acquisition of Ipreo and the divestiture of MarkitSERV



Stock Performance (Nasdaq:INFO)



Selected FT Partners' Research - Click to View



Research Report: Innovations in Capital Markets Technology



CVC Capital Partners Acquires OANDA



Addepar's \$140 million Series D Financing



TCA's \$275 million sale to E*TRADE



Uphold Announces Financing, Partnership and Acquisition – includes CEO Interview



S&P Global Acquires Kensho for Approximately \$550 million



Hellman & Friedman Acquires Financial Engines for \$3 billion



Symphony Raises \$67 million in Financing

VIEW MORE FT PARTNERS RESEARCH

Selected FT Partners Capital Markets / WealthTech Transactions

M&A Transactions







Financing Transactions





FT Partners has advised on some of the most prominent and groundbreaking transactions in the Capital Markets and Wealth Technology sectors

FT Partners Advises Shareholder InSite on its Sale to Ipreo

Overview of Transaction

- On November 4th, 2014, Shareholder Insite, Inc. ("Shareholder Insite") was acquired by Ipreo
- Shareholder InSite is the premier provider of shareholder data management, analytics, reporting and valuation solutions and services for venture capital and private equity investors and private companies in their portfolios
- Financial terms of the transaction were not disclosed

Significance of Transaction

- Blackstone and Goldman Sachs, provides a foundation for Ipreo's new Alternative Assets business, leveraging its strengths in data management and capital-raising workflow with Shareholder InSite's industry expertise and complementary industry-leading solutions
- Shareholder InSite's marquee products, Qval and CapControls, are the
 industry standards for the administrative, deal modeling, and valuation
 needs for alternative asset managers; its suite of robust self-valuation
 solutions delivers financial insights, simplifies and accelerates audit
 processes, and improves the accuracy and defensibility of valuations

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Shareholder Insite and its Board of Directors
- FT Partners leveraged its deep knowledge and extensive experience to help navigate significant inbound interest to find the right strategic partners for the business and achieve a highly favorable outcome for stakeholders
- Transaction demonstrates FT Partners' continued success in achieving highly attractive outcomes for entrepreneurs across the financial technology industry

FTP Securities LLC

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



in its sale to





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FT Partners Advises Addepar on its Series D Financing

Overview of Transaction

- On June 8, 2017, Addepar announced it has raised \$140 million in Series D financing co-led by Harald McPike, the founder of QuantRes, along with Valor Equity Partners and 8VC
- Headquartered in Mountain View, CA, Addepar is a leading provider of portfolio management and reporting software and services that seeks to become the infrastructure that will connect all aspects of global finance
- Harald McPike is the founder of QuantRes, a quantitative trading firm, and a global private investor with a focus on the financial and technology sectors
- Valor Equity Partners is an operational growth investment firm that does both minority and majority investments in high growth companies at various stages of development
- 8VC is a venture capital firm that makes seed to later stage investments with a focus on the technology industry

Significance of Transaction

- The financing capitalizes on Addepar's unprecedented growth from \$300 billion to over \$650 billion assets on platform in less than 18 months as top wealth managers embraced Addepar's category-defining client reporting software
- With the new capital, Addepar will continue investing significantly in R&D, expanding its product, platform and tech-enabled services to unlock more value for its clients while also serving a wider range of wealth and asset management firms

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Addepar
- Transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies as well as its deep domain expertise and experience in the WealthTech space

Financial Technology Partners LP FTP Securities LLC

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



in its Series D financing co-led by



Harald McPike

for total consideration of

\$ 140,000,000



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FT Partners Advises Axial on its \$14 million Growth Financing

Overview of Transaction

- On August 3, 2016 Axial Networks announced a minority \$14mm Series C financing round from Edison Partners
- Existing shareholders include Redpoint Ventures and Comcast Ventures
- Axial is a leading online capital market for companies and is headquartered in New York City
- Axial is the all-in-one solution for business development: from finding capital, to sourcing deals, to marketing and analytics
- The network enables the three constituents (Investors and Lenders, Advisors and Companies) to operate seamlessly in the private capital markets and run key business development activities
- Edison Partners is a leading private equity firm with a focus across investing in Financial Technology, Healthcare IT, Marketing Technology and Enterprise 2.0

Significance of Transaction

- The transaction will further help Axial emerge as the leading online capital market for companies and help fund future growth initiatives
- Firmly positions the Company to capitalize on strong traction in the private capital markets space and to continue to bring much needed efficiency to the market

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Axial and its Board of Directors
- FT Partners leveraged its deep knowledge of the Company, extensive experience and broad industry relationships to help achieve a favorable outcome for the Company
- Transaction demonstrates FT Partners' continued success advising top-tier Financial Technology companies

Financial Technology Partners LP FTP Securities LLC

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



in its financing led by



for total consideration of approximately

\$14,000,000



The Only Investment Bank Focused Exclusively on Financial Technology

FT Partners Advises AlphaSense in its \$33 million Growth Financing

Overview of Transaction

- On March 7, 2016, AlphaSense ("the Company") announced a financing round led by Triangle Peak Partners, Tribeca Venture Partners and Quantum Strategic Partners, a private investment vehicle managed by Soros Fund Management
- The round also includes notable individual investors, including Tom Glocer, former CEO of Thomson Reuters
- AlphaSense provides intelligent search and alerting capability across a vast library of disparate resources giving users an information edge
- The professional search functionality leverages sophisticated natural language processing and search technology that streamlines finding and tracking the most relevant information

Significance of Transaction

- AlphaSense will use the new capital to help fund its exceptional growth, as well as continue building out the platform with additional features and functionality
- Firmly positions the Company to expand its products and services and continue to disrupt the intelligent search / content aggregation space

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to AlphaSense and its Board of Directors
- Highlights FT Partners' continued success in achieving highly attractive outcomes for leading SaaS-based technology firms

Financial Technology Partners LP FTP Securities LLC

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



in its growth financing from

Quantum Strategic Partners

a private investment vehicle managed by SOROS





for total consideration of

\$ 33,000,000+



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Award-Winning Investment Banking Franchise Focused on Superior Client Results

Institutional Investor Institutional Investor Annual Ranking	2017 2015 - 2016 2006 - 2008	 Ranked #1 Most Influential Executive on Institutional Investor's FinTech 40 List Steve McLaughlin Ranked Top 5 on Institutional Investor's FinTech 35 List 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"
2017 - 2004 ANNUALAWARDS WINNER M&A Advisor Awards	2015 - 2017	 Investment Banker of the Year – 2017 Investment Banking Firm of the Year – 2016 Cross Border Deal of the Year - 2016 Dealmaker of the Year – 2015 Technology Deal of the Year – 2015
	2010 -2014	 Equity Financing Deal of the Year - 2014 Professional Services Deal of the Year, Above \$100 mm - 2014 Dealmaker of the Year - 2012 Professional Services Deal of the Year, Above \$100 mm - 2012 Boutique Investment Bank of the Year - 2011 Deal of the Decade - 2011 Upper Middle Market Deal of the Year, Above \$500 mm - 2010 IT Services Deal of the Year, Below \$500 mm - 2010 Cross-Border Deal of the Year, Below \$500 mm - 2010
	2004 - 2007	 Dealmaker of the Year – Steve McLaughlin – 2007 Business to Business Services Deal of the Year - 2007 Computer and Information Technology Deal of the Year, Above \$100 mm – 2007 Financial Services Deal of the Year, Above \$100 mm – 2007 Investment Bank of the Year – 2004
Middle Market Financing Awards	2006 - 2008	 Equity Financing Dealmaker of the Year – Steve McLaughlin – 2008 Information Technology Deal of the Year – 2008 Financial Services Deal of the Year – 2008 Financing Professional of the Year – Steve McLaughlin – 2006

The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin Founder, CEO and Managing Partner	Goldman Sachs	 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. 	23
Greg Smith Managing Director	Merrill Lynch J.P.Morgan	 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 	22
Osman Khan Managing Director	pwc	 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) 	21
Steve Stout Managing Director	J.P.Morgan First Data	 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 	20
Tim Wolfe Managing Director	Goldman Sachs	 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. 	16
Timm Schipporeit Managing Director	Morgan Stanley Index Ventures	 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 	15
Andrew McLaughlin Managing Director	Deloitte.	 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	12