

September 28, 2016

# Financial Technology Partners

## FT Partners Research – Transaction Profile

# 51信用卡

*raises*

## \$310 million

*in Series C financing led by*



天圖資本  
Tiantu Capital

&

新湖中宝

600208.SH

Xinhu Zhongbao

*Courtesy of:*

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

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# 51Credit Raises \$310 million in Series C Financing

## Transaction Summary and 51Credit Overview

### Transaction Summary

## 51信用卡

- On September 21, 2016, 51Credit announced that it had raised \$310 million in Series C financing led by Tiantu Capital and Chinese real estate operator Xinhua Zhongbao
  - HG Capital, Shenzhen Qianhe Capital, and Cheng Weixing (founder of Kuaidi Dache) also participated in the round
- The round reportedly values the Chinese FinTech startup at \$1 billion <sup>(1)</sup>

### Previous Equity Financings

Date	Size (\$ mm)	Investors
03/15/15	\$50	GGVCAPITAL
07/27/07	10	SoftBank China & India Holdings SAIFPartners <sup>*</sup> GGVCAPITAL
01/01/06	na	eGarden Ventures MERIDIAN SIG 华映资本 SUSOUEH N A INTERNATIONAL GARDEN, LLP

### 51Credit Overview

- Founder & CEO:** Sun Haitao
- Headquarters:** Hangzhou, China
- Founded:** 2012
- 51Credit, also known as 51Xinyongka and U51.com, helps users manage their credit card bills, access wealth management products and financial services and apply for loans
  - The Company has more than 70 million users and manages 30% of active credit card users in China; it generates RMB 100 million (approx. \$15 million USD) in monthly revenue <sup>(1)</sup>

### Business Partners



# 51Credit Raises \$310 million in Series C Financing

## Selected Large Financing Rounds for China-based FinTech Companies

Stars indicate  
detailed profile –  
click logo to view

*So far in 2016,  
FinTech  
financing  
rounds for  
China-based  
FinTech  
companies have  
accounted for  
approximately  
50% of all global  
FinTech  
financing  
volume in 2016  
to-date*

Announce Date	Company	Selected Buyers / Investors	Amount (\$MM)
★ 04/26/16	 蚂蚁金服 Ant Financial	CCB International	\$4,500
★ 01/19/16	 大众点评 美团 Meituan-Dianping	Baillie Gifford; TrustBridge Partners; DST Global; CDB Kai Yuan Capital Management; Capital Today; Temasek; CPP Investment	3,300
★ 01/18/16	 陆金所 Lufax.com	COFCO Group; Guotai Junan Securities; Undisclosed Investors	1,200
★ 01/16/16	 京东金融 JD Finance	China Harvest Investments; China Taiping Insurance; Sequoia Capital China	1,000
06/12/15	 众安保险 ZhongAn Insurance	Morgan Stanley; China International Capital Corp; CDH Investments	931
03/10/15	 GRGBanking	Undisclosed Investors	596
03/22/15	 陆金所 Lufax.com	BlackPine Private Equity Partners; CICC; CDH Investments; Shikumen Capital Management	489
07/14/15	 赢时胜软件 YSSTECH SOFTWARE	Undisclosed Investors	483
★ 07/08/16	 趣分期 Qufenqi.com	Hangzhou Liaison Interactive Information Technology; Beijing Phoenix Wealth Holding Group	449
09/21/16	 51信用卡	Tiantu Capital; Xinhua Zhongbao; HG Capital; Shenzhen Qianhe Capital	310
06/28/10	 柯莱特 camelot	Undisclosed Investors	250
★ 06/15/16	 分期乐 fenqile.com	Huasheng Capital	235
09/18/15	 房多多 fangdd.com	Fountaininvest	223
★ 08/20/15	 点融网 Dianrong.com	Standard Chartered Private Equity	207
08/10/15	 趣分期 Qufenqi.com	Ant Financial; BlueRun Ventures; Source Code Capital; Kunlun Worldwide	200

Source: FT Partners' Proprietary Transaction Database, research reports and industry sources; all transactions converted to US dollars.

# Overview of FT Partners

## FT Partners' Track Record of Success in the Lending / Banking Technology 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



**\$ 75,000,000**



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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**



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### 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**



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### Contractor Financing

Financial Technology Partners LP  
FTP Securities LLC

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



in its financing, including investment from



for approximately

**\$ 15,000,000**



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### Asset Backed Loans Financing

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its  
exclusive role as financial advisor to

**borro®**

in its growth financing for total  
consideration of

**\$ 19,500,000**



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### 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**



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### 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



**\$ 135,000,000**



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### Supplier Finance Solutions

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its  
exclusive role as financial advisor to

**taulia**

in its Series E financing led by

**zouk**

**\$ 46,000,000**





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# Overview of FT Partners

## FT Partners Advised on Three of the Largest Alternative Lending Transactions

Company	Investor(s)	Amount Raised
 SoFi	 SoftBank	\$1,000,000,000
AVANT	GENERAL ATLANTIC, TIGER, B.A.M., RRE Ventures, AUGUST CAPITAL, DFJ GROWTH	325,000,000
GreenSky™	TPG, DST, ICONIQ, WELLINGTON MANAGEMENT	300,000,000+
AVANT	TIGER, DFJ, RRE Ventures, KKR	225,000,000
MOSAIC	WARBURG PINCUS, CORE INNOVATION CAPITAL, OBVIOUS VENTURES	220,000,000
SoFi	THIRD POINT VENTURES, AUGUST CAPITAL, INSTITUTIONAL VENTURE PARTNERS, WELLINGTON MANAGEMENT, LAKE STAR	200,000,000
PROSPER	CREDIT SUISSE, J.P.Morgan, BBVA, NEUBERGER BERMAN, USAA, BREYER CAPITAL	165,000,000
Funding Circle	BLACKROCK, TEMASEK HOLDINGS, DST, SANDS CAPITAL, BAILEY GIFFORD	150,000,000
Kabbage	RCP, REVERENCE CAPITAL PARTNERS, ING, Santander, InnoVentures, Scotiabank®	135,000,000
earnest	BV, RAINY VENTURES, ADAMS STREET PARTNERS, maveron	75,000,000

*In addition to recent rounds for Earnest, Kabbage and GreenSky, 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 role as advisor to</p> <p> Google Capital</p> <p>in its lead investment in</p> <p> Credit Karma</p> <p>with additional participation from</p> <p>TIGER, SIG, Ribbit Capital</p> <p>for approximately</p> <p><b>\$ 85,000,000</b></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> FAST PAY</p> <p>in its growth financing with</p> <p>OAK HC/FT</p> <p>for total consideration of approximately</p> <p><b>\$ 15,000,000</b></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 role as exclusive strategic and financial advisor to</p> <p> lighter capital</p> <p>in its Series B financing led from</p> <p>Voyager</p> <p>for total consideration of</p> <p><b>\$ 9,000,000</b></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> Upstart</p> <p>in its Series C financing led by</p> <p>THIRD POINT</p> <p>with additional participation from</p> <p>khosla ventures</p> <p>for approximately</p> <p><b>\$ 35,000,000</b></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> borrow</p> <p>in its financing, including investment from</p> <p>HIGHLAND, Longitude, TRINITY, FLYBROCK</p> <p>for approximately</p> <p><b>\$ 15,000,000</b></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> borro</p> <p>in its growth financing for total consideration of</p> <p><b>\$ 19,500,000</b></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> L2C inc</p> <p>in its sale to</p> <p>TransUnion</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> taulia</p> <p>in its Series C financing led by</p> <p>zouk</p> <p><b>\$ 46,000,000</b></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 Capital Markets &amp; IPO Advisor to</p> <p> ELLIE MAE</p> <p>in its</p> <p><b>\$45,000,000</b> <b>Initial Public Offering</b></p> <p>valuing the equity at approximately</p> <p><b>\$ 146,000,000</b></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 role as advisor to</p> <p> CIBC</p> <p>in its strategic investment in</p> <p> Bank Capital Ventures</p> <p>with additional participation from</p> <p>for total consideration of approximately</p> <p><b>\$ 70,000,000</b></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> custom credit systems</p> <p>a portfolio company of</p> <p>Triton Pacific Capital Partners, LLC</p> <p>in its sale to</p> <p>MISYS</p> <p>a portfolio company of</p> <p>Vista Equity Partners</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> WebEquity solutions</p> <p>in its sale to</p> <p>MOODY'S</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>





FINANCIAL  
TECHNOLOGY  
PARTNERS

# Overview of FT Partners

## FT Partners has Significant Experience Advising Large Financing Rounds

*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
 liquidnet	250,000,000	BainCapital, SUMMIT PARTNERS
 square trade™ protection plans	238,000,000	BainCapital Ventures, Great Hill PARTNERS
 avidxchange	235,000,000	nyca, CIBC
 nmi	150,000,000+	Google capital, QED INVESTORS, Scotiabank®
 Kabbage	135,000,000	ING
 TradingScreen SIMPLIFYING GLOBAL MARKETS™	110,000,000+	BV, BBVA
 CHROMERIVER	100,000,000	KeyBank, 乾源资本 YUAN CAPITAL, Battery Ventures
 Credit Karma™	85,000,000	ADAMS STREET PARTNERS, Santander, InnoVentures
 earnest	75,000,000	khosla ventures, QUESTMARK PARTNERS, edbi
 taulia	60,000,000	SILVERLAKE, maveron, PARTHENON CAPITAL PARTNERS
 YAPSTONE™ POWERING PAYMENTS	50,000,000	

*Note: FT Partners represented investor in Dynamics (CIBC) and Credit Karma (Google Capital); some transactions include a combination of equity and smaller amount of debt financing.*



# Overview of FT Partners

## Selected FT Partners' FinTech Research ([click to view](#))

September 1, 2016  
Financial Technology Partners LP  
FT Partners Research – Transaction Profile

**COMPASS**  
raises  
**\$75,000,000**  
in financing led by  
**WELINGTON MANAGEMENT**

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**Compass Raises \$75 mm in Financing**

August 15, 2016  
Financial Technology Partners  
FT Partners Research – Transaction Profile

**TIAA**  
acquires  
**EverBank**

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**TIAA acquires EverBank**

August 29, 2016  
Financial Technology Partners LP  
FT Partners Research – Transaction Profile

**INCRED**  
raises approximately  
**\$75 million**

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**InCred Raises Approximately \$75 mm in Financing**

August 15, 2016  
Financial Technology Partners LP  
FT Partners Research – Transaction Profile

**FINOVA**  
raises  
**\$52,500,000**  
including equity from  
and a credit facility from

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**Finova Raises \$52.5 mm in Equity Financing and Credit Facility**

August 11, 2016  
Financial Technology Partners LP  
FT Partners Research – Transaction Profile

**MOSAIC**  
raises  
**\$220,000,000**  
in financing led by  
**WARBURG PINCUS**

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**Mosaic Raises \$220 mm in Financing led by Warburg Pincus**

July 21, 2016  
Financial Technology Partners  
FT Partners Research – Transaction Profile

**CommonBond**  
raises  
**\$300 million in lending capital,**  
**\$30 million in Series C equity financing led by**  
**NEUBERGER BERMAN**  
and acquires  
**Gradable**

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**CommonBond Raises \$30 mm in Series C Financing led by Neuberger Berman**

July 15, 2016  
Financial Technology Partners  
FT Partners Research – Transaction Profile

**趣分期**  
**Qufenqi.com**  
raises  
**\$449 million**  
in financing from  
Hangzhou Liaison Interactive Information Technology  
&  
Beijing Phoenix Wealth Holding Group

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**Qufenqi Raises \$449 mm in Financing**

May 27, 2016  
Financial Technology Partners  
FT Partners Research – Transaction Profile

**微贷网**  
**Weidai.com.cn**  
raises  
**\$153 million**  
in Series C financing from

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**Weidai Raises \$153 million in Series C Financing**

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 13 years of exclusive focus on Financial Technology. Please visit our [subscription form](#) to subscribe to our exclusive monthly newsletter and receive our research reports.

# Overview of FT Partners

## 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

2016	<ul style="list-style-type: none"> <li>■ <b>Investment Banking Firm of the Year</b></li> <li>■ <b>Cross Border Deal of the Year</b></li> </ul>
2015	<ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year</b></li> <li>■ <b>Technology Deal of the Year</b></li> </ul>
2014	<ul style="list-style-type: none"> <li>■ <b>Equity Financing Deal of the Year</b></li> <li>■ <b>Professional Services Deal of the Year, Above \$100mm</b></li> </ul>
2012	<ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year</b></li> <li>■ <b>Professional Services Deal of the Year, Above \$100mm</b></li> </ul>
2011	<ul style="list-style-type: none"> <li>■ <b>Boutique Investment Bank of the Year</b></li> <li>■ <b>Deal of the Decade</b></li> <li>■ <i>10 Deal of the Year Nominations Across 9 Categories</i></li> </ul>
2010	<ul style="list-style-type: none"> <li>■ <b>Upper Middle Market Deal of the Year, Above \$500 mm</b></li> <li>■ <b>IT Services Deal of the Year, Below \$500mm</b></li> <li>■ <b>Cross-Border Deal of the Year, Below \$500mm</b></li> </ul>
2007	<ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year – Steve McLaughlin</b></li> <li>■ <b>Business to Business Services Deal of the Year</b></li> <li>■ <b>Computer and Information Technology Deal of the Year, Above \$100mm</b></li> <li>■ <b>Financial Services Deal of the Year, Above \$100mm</b></li> </ul>



Institutional Investor Annual Ranking

2015	■ Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List
2006-2008	■ Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology



Middle Market Financing Awards

2008	<ul style="list-style-type: none"> <li>■ <b>Equity Financing Dealmaker of the Year – Steve McLaughlin</b></li> <li>■ <b>Information Technology Deal of the Year</b></li> <li>■ <b>Financial Services Deal of the Year</b></li> </ul>
2006	<ul style="list-style-type: none"> <li>■ <b>Financing Professional of the Year – Steve McLaughlin</b></li> <li>■ <i>Financing Deal of the Year - Equity</i></li> <li>■ <i>Financing Deal of the Year - Debt</i></li> </ul>

Note: **Bold** represents awards that FT Partners has won, *italics* represents nominations.



# Overview of FT Partners

## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. 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>21</b>
<b>Larry Furlong</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York, London and Los Angeles beginning in 1995</li> <li>Wharton M.B.A.</li> </ul>	<b>21</b>
<b>Greg Smith</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee</li> <li>Recent coverage included V, MA, TSS, GPN, HPY DST, ENV, FISV, FIS, JKHY, WU &amp; EEFT, among others</li> </ul>	<b>20</b>
<b>Steve Stout</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with J.P. Morgan and UBS</li> <li>Formerly Global Head of Strategy at First Data</li> </ul>	<b>18</b>
<b>Tim Wolfe</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	<b>14</b>
<b>Andrew McLaughlin</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	<b>10</b>