## **September 24, 2015**

# FINANCIAL TECHNOLOGY PARTNERS FTP Securities LLC

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

# **BILLGUARD**

in its sale to



Prosper Marketplace

Courtesy of:



The Only Investment Bank Focused Exclusively on Financial Technology

www.ftpartners.com



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## **BillGuard Sale to Prosper Marketplace**

### FT Partners Advises BillGuard on its Sale to Prosper Marketplace

#### **Transaction Overview and Rationale**

#### Overview of Transaction

- On September 24, 2015 BillGuard (the "Company") announced its sale to Prosper Marketplace
- Headquartered in New York, BillGuard is a leading personal finance analytics company that offers award-winning mobile consumer apps to manage, protect and do more with money and credit; to date, BillGuard has flagged over \$70 million in unauthorized charges for its mobile users
- Prosper Marketplace operates a leading online marketplace for consumer credit that connects borrowers with investors
- The transaction is expected to close by the end of calendar year 2015 and is subject to applicable regulatory approvals and other conditions

#### Significance of Transaction

- Enables Prosper Marketplace to offer consumers a comprehensive financial management package, which will help them make smarter financial decisions
- BillGuard's world-class technology team will accelerate Prosper Marketplace's product development while providing ongoing access to the strong engineering and product talent pool in Israel

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to BillGuard and its Board of Directors
- Developed extensive marketing materials and data analyses to highlight the unique aspects of the business, and led all aspects of transaction execution
- Transaction highlights FT Partners' continued success advising leading financial technology companies and generating highly successful outcomes across the sector

## FIP Securities LLC

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



in its sale to





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## **BillGuard Sale to Prosper Marketplace**

#### **BillGuard Overview**

## **BILLGUARD**

#### **Company Overview**

CEO: Yaron Samid

Headquarters: New York, NY

Founded: 2010

- BillGuard provides personal finance security from unwanted charges including hidden fees, billing errors, scams and fraud on credit card bills
- BillGuard's specialties include personal finance security, credit monitoring, market data analytics and surveillance
- Has partnerships with world-class identity theft and fraud analytics firms to boost security for added protection.
- BillGuard has raised approximately \$16.5 mm through three rounds of funding

#### **Selected Financing / M&A Transactions**

Date	\$ mm	Туре	Commentary
08/10/14	\$3	Financing	Secured financing from undisclosed investors
10/18/11	10	Financing	Secured financing from Bessemer Venture Partners, IA Ventures, Innovation Endeavors, Khosla Ventures and The Founders Fund
02/02/11	3	Financing	Secured financing from Bessemer Venture Partners and IA Ventures

#### **Products & Services Overview**



BillGuard uses crowdsourcing to detect fraud and overspending patterns that banks and consumers regularly miss and has become the world's #1 transaction monitoring app



#### Track

- Tracks charges, showing consumers where they've shopped
- Alerts the cardholder when a card is used away from normal patterns
- Allows consumers to manage all of their accounts in one place



#### Protect

- Sends suspicious charge alerts and provides details on merchants when they do not recognize a charge
- BillGuard has also discovered over \$70 mm in wrongful charges



#### Save

- Tracks spending patterns to search for coupons that can lower monthly bills
- The platform also introduces consumers to new products and services that are complementary to their spending habits



## **BillGuard Sale to Prosper Marketplace**

**BillGuard Overview (cont.)** 

#### **Protects Consumers**

**Key Metrics** 



Track and manage personal finances

BillGuard harnesses the power of crowdsourcing to detect fraud and overspending patterns that banks and consumers often miss 100M

U.S. Data Breach Victims in 2014

85%

Percentage of ID Theft Involves Card Fraud

ALERTS ANALYTICS

Protect against unwanted charges and ID theft

BillGuard Pro and Ultimate use world-class IDT security platforms to make you safer and more secure

\$70M+

Wrongful Charges Found by BillGuard Users

3

Intelligent design makes users more efficient
The simple, clean design drives growth in user
rates, as anyone can harness the full power of the

rates, as anyone can harness the full power of the app in a short period of time

\$17M

Saved by Data Breach Victims Using BillGuard in 2014



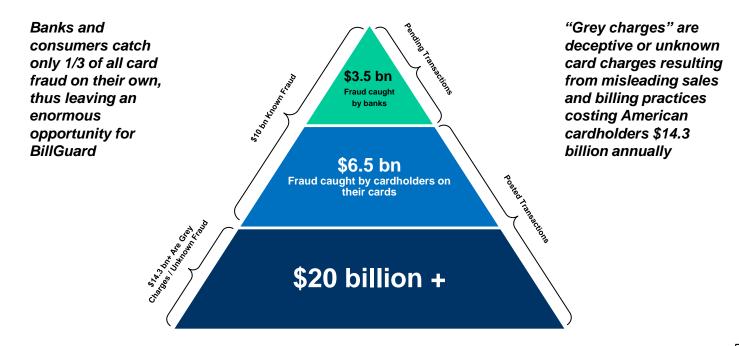


## **BillGuard Sale to Prosper Marketplace**

## **BillGuard Overview (cont.)**

#### **Monitoring and Alerts**

- Consumers can protect themselves from fraudulent charges using BillGuard's mobile app
- BillGuard's mobile app consolidates a user's credit and debit cards in one place, providing quick access to their balances, spending, transactions, recurring changes, fees, bill due dates and more
- BillGuard deploys visual spending analytics to help users see and control exactly where their money is going at all times
- Self-learning algorithms are also used to solicit and incorporate user inputs to validate fraudulent activity, triggering alerts to all affected cardholders and merchants







## **BillGuard Sale to Prosper Marketplace**

## **Prosper Marketplace Overview**



#### **Company Overview**

CEO:	Aaron Vermut	
Headquarters:	San Francisco, CA	
Other Locations:	Salt Lake City, UT & Phoenix, AZ	
Founded:	2005	
Employees:	500+	

#### **Selected Recent Financing / M&A Transactions**

Date	\$ mm	Туре	Commentary
04/07/15	\$165	Financing	Secured financing from CS NEXT Investors; JP Morgan; SunTrust Bank; BBVA Ventures; Neuberger Berman Private Equity Partners; Passport Capital; Breyer Capital
05/01/14	70	Financing	Secured financing from Francisco Partners; IVP; Phenomen Ventures
09/23/13	25	Financing	Secured financing from Sequoia Capital; BlackRock
01/14/13	20	Financing	Secured financing from Accel Partners; Benchmark Capital; Atlanticus Holdings; DAG Ventures; Draper Fisher Jurvetson; Meritech Capital Partners; Omidyar Network; QED Investors; Sequoia Capital; TomorrowVentures; Victory Park Securities; Volition Capital

#### **Products & Services Overview**



- Prosper Marketplace is a pioneer of online marketplace lending that connects borrowers with investors
- The Prosper platform enables borrowers to access credit at affordable rates and provides investors with attractive riskadjusted rates of return
- Prosper has originated more than \$4 billion in loans through its platform since it first launched in 2006

#### **Platform Overview**

- Innovative marketplace model that efficiently connects qualified supply and demand of capital
- Online operations that substantially reduce the need for physical infrastructure and improve convenience
- Data and technology driven automation that increases efficiency, and improves the borrower and investor experience







Investors Commit Funds to the Loan



Receive Money



Make Monthly Payments



## **Overview of FT Partners**

### Strong Domain Expertise Across Alternative Lending / Consumer Finance Landscape

#### **Digital Media-Focused Financing**



#### Asset Backed Loans Financing



## Consumer Home Improvement Financing



#### SaaS-based Loan Origination



## Consumer Marketing / Credit Lead Generation



#### Alternative Score Provider



#### **Contractor Financing**



#### Personal Loans





## **Overview of FT Partners**

### FT Partners Advises GreenSky in its Minority Investment

#### **Transaction Overview and Rationale**

#### **Overview of Transaction**

- GreenSky completed a minority \$300 million financing round from TPG, DST, Iconiq and Wellington Management
- The Company provides an online loan platform that allows businesses to offer flexible credit programs to their customers – promoting higher transaction values and driving sales growth
- GreenSky's proprietary, technology-driven platform enables partners to make informed, real-time credit decisions and allows for real-time transaction processing
- The Company has grown to be a leader in the emerging Alternative Lending space, with a particular focus on home improvement financing

#### Significance of Transaction

- Represents the largest private equity financing in the Alternative Lending space to date
- Demonstrates a fundamental shift in lending customer acquisition models away from traditional banks and towards specialists like GreenSky
- This transaction positions GreenSky as a clear leader in Alternative Lending and enables the company to continue to innovate and bring additional products to market

#### FT Partners' Role

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

## FINANCIAI Technology Partners LP FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to



in its minority investment from





for total consideration of

\$ 300,000,000



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## **Overview of FT Partners**

### FT Partners Advises FastPay on its Growth Financing

#### **Transaction Overview and Rationale**

#### Overview of Transaction

- On November 20, 2014, FastPay closed a \$15mm growth financing with Oak HC/FT
- FastPay is the market-leading provider of liquidity and financial workflow solutions to the global digital media industry and has originated and funded nearly \$500mm since inception
- The Company, headquartered in Los Angeles with offices in New York, was founded in 2009 and has experienced tremendous growth over the last several years
- The investment is from Oak HC/FT, a new \$500mm sector-specific fund focusing on Healthcare Information & Services ("HC") and Financial Services Technology ("FT"), growing out of a series of Oak Investment Partners' multi-sector venture capital funds
- Oak Investment Partners is a leading venture capital and growth equity firm that focuses on high-growth opportunities

#### Significance of Transaction

- The transaction demonstrates the increasing importance of invoice financing and payable automation in the global media industry
- The additional investment capital allows the Company to pursue additional growth opportunities by leveraging Oak's strategic relationships and expertise in technology and lending / workflow businesses

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to FastPay and its Board of Directors
- Transaction demonstrates FT Partners' continued strength in the Payments and Banking Technology sector, with a growing focus on alternative lending platforms

## FINANCIAI Technology Partners LP FTP Securities LLC

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



in its growth financing with



for total consideration of approximately

\$ 15,000,000



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## **Overview of FT Partners**

### FT Partners Advises Borro on its Growth Financing

#### **Transaction Overview and Rationale**

#### Overview of Transaction

- In February 2015, Borro closed a growth financing round with OurCrowd
- Borro is a leader in personal asset lending in the US and UK
  - Its award winning lending platform enables individuals and business owners to obtain funding quickly and effectively at low cost to alternative sources
  - Proprietary technology revolutionizes the traditional personal assetbacked lending model
- OurCrowd is an equity-based crowdfunding platform focused in Israel. It is composed of select accredited investors and provides alternative means to venture capital and growth financing for early stage companies
- The investment will allow Borro to continue its expansion into the United States and build on its record of success

#### Significance of Transaction

- Individuals and small businesses are having difficultly finding fast and affordable credit through traditional channels, with slow processes or unattractive terms creating a barrier to liquidity
- Additional funding will help Borro to continue addressing this underserved market, while allowing the Company to aggressively pursue new territories and refine its existing service

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Borro and its Board of Directors
- Transaction demonstrates FT Partners' continued strength in the Banking sector, with a growing focus on tech-enabled lending

## 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 for total consideration of

\$ 19,500,000



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## **Overview of FT Partners**

FT Partners Advises Google Capital on its Lead Role in Credit Karma's \$85,000,000 Capital Raise

#### **Transaction Overview and Rationale**

#### Overview of Transaction

- On March 12, 2014, Credit Karma announced it closed an \$85 mm equity round led by new investor Google Capital
- David Lawee, Partner at Google Capital, will join Credit Karma's Board
- Credit Karma's existing investors, Ribbit Capital and Susquehanna Growth Equity, also participated in the round, as well as new investor, Tiger Global Management
- The investment follows a year of exponential growth for Credit Karma, including triple-digit percentage growth in site membership, revenue and headcount
- Credit Karma is a consumer finance and technology company that provides more than 20 million consumers with free access to their credit scores and free monitoring of their credit and financial accounts
- Google Capital is a growth equity fund backed by Google that invests in companies that use technology to change the way people experience the world

#### Significance of Transaction

- Credit Karma will use the new capital to invest heavily in new, free services to help consumers understand and manage their finances
- Additional capital also supports continued efforts to make finding and applying for new financial services products intelligent and seamless
- Credit Karma also plans on accelerating employee hiring in order to meet these goals

#### FT Partners' Role

- FT Partners served as the advisor to Google Capital on its lead role in the investment
- Highlights FT Partners' continued success in advising a broad range of top-tier financial investors

## FINANCIAI Technology Partners LP FTP Securities LLC

is pleased to announce its role as advisor to



in its lead investment in



with additional participation from





Ribbit Capital

for approximately

\$85,000,000



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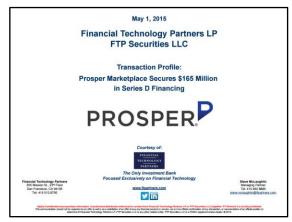


## **Overview of FT Partners**

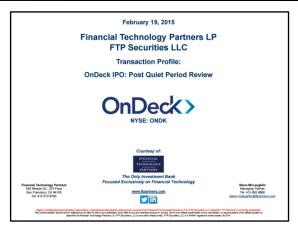
## FT Partners Alt. Lending / Consumer Finance Research – (click to view)



LendingClub IPO: Post Quiet Period Review



Prosper Secures \$165 million in Series D Financing



OnDeck IPO: Post Quiet Period Review



Credit Karma Raises \$175 million from Tiger, Valinor and Viking



### FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year

recognition

## **Overview of FT Partners**

## **Award-Winning Investment Banking Franchise Focused on Superior Client Results**

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	2014	■ Equity Financing Deal of the Year ■ Professional Services Deal of the Year, Above \$100mm		
2014 -2004 ANNUAL AWARDS	2012	■ Dealmaker of the Year ■ Professional Services Deal of the Year, Above \$100 mm		
	2011	<ul> <li>■ Boutique Investment Bank of the Year</li> <li>■ Deal of the Decade</li> <li>■ 10 Deal of the Year Nominations Across 9 Categories</li> </ul>		
WINNER  M&A Advisor  Awards	2010	■ Upper Middle Market Deal of the Year, Above \$500mm ■ IT Services Deal of the Year, Below \$500mm ■ Cross-Border Deal of the Year, Below \$500mm		
	2007	<ul> <li>■ Dealmaker of the Year – Steve McLaughlin</li> <li>■ Business to Business Services Deal of the Year</li> <li>■ Computer and Information Technology Deal of the Year, Above \$100mm</li> <li>■ Financial Services Deal of the Year, Above \$100mm</li> </ul>		
Institutional Investor Annual Ranking	2006-2008	■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology		



**Financing Awards** 

2008

2006

- Equity Financing Dealmaker of the Year Steve McLaughlin
- Information Technology Deal of the Year
- **Financial Services Deal of the Year**

■ Financing Professional of the Year – Steve McLaughlin

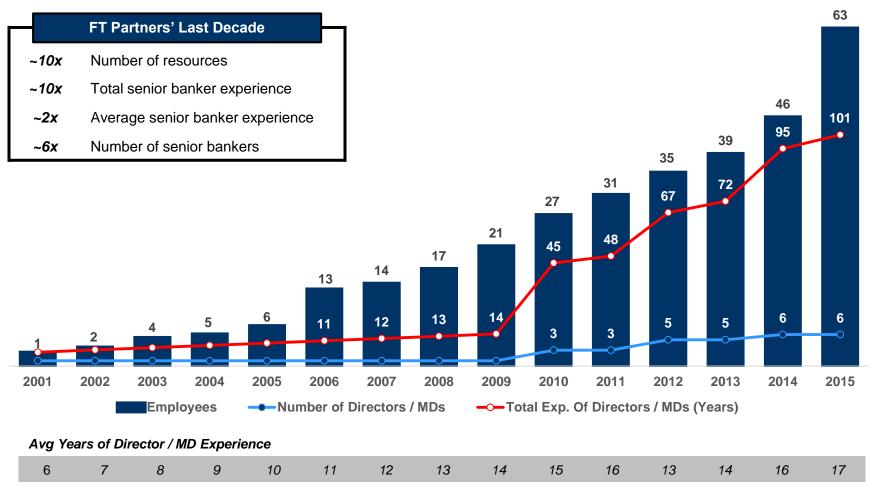
- Financing Deal of the Year Equity
- Financing Deal of the Year Debt





## **Overview of FT Partners**

### Platform of Choice for Clients and Bankers Alike





## **Overview of FT Partners**

## **The FT Partners Senior Banking Team**

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin Founder, CEO and Managing Partner	Goldman Sachs	<ul> <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>	20
Larry Furlong  Managing Director	Goldman Sachs	<ul> <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>	20
Greg Smith  Managing Director	Merrill Lynch J.P.Morgan sterne agee	<ul> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee</li> <li>Recent coverage included V, MA, DFS, WU, EEFT, DST, ENV, FISV, FIS, GPN &amp; HPY among others</li> </ul>	19
Tim Wolfe Managing Director	Goldman Sachs	<ul> <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>	13
Andrew McLaughlin  Managing Director, Research & Business Development	Deloitte.	<ul> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	9

