

December 20, 2021

FT PARTNERS TRANSACTION ANNOUNCEMENT

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively
on FinTech

San Francisco • New York • London

FT Partners is Pleased to Announce
its Role as Exclusive Strategic and
Financial Advisor to



on its sale to

ROCKET

for total consideration of

\$1,275,000,000

FT Partners Advises Truebill on its Sale to Rocket

FT PARTNERS ADVISES



Truebill's \$1.275 billion Sale to Rocket

Overview of Transaction

- On December 20, 2021, Rocket Companies (NYSE: RKT), the Detroit-based platform company consisting of tech-driven real estate, mortgage and financial services businesses, announced it has entered into an agreement to acquire Truebill, the leading personal finance app that helps consumers manage every aspect of their financial lives
 - Rocket will acquire Truebill for approximately \$1.275 billion in cash
- Founded in 2015, Truebill currently has 2.5 million members, and has doubled its user base in just the last year
 - The Company currently analyzes \$50 billion in monthly transaction volume and has saved consumers \$100 million+ since its founding
- Truebill's ability to leverage technology to improve its clients' financial health adds to Rocket's end-to-end real estate and home financing experience, expanding real estate platform, and quickly growing automotive sales marketplace

Significance of Transaction

- The acquisition of Truebill accelerates Rocket Companies' vision to help clients in complex moments; Truebill will deepen engagement with clients and help millions of consumers improve their financial lives
- The acquisition brings millions of clients to the Rocket platform and adds more than \$100 million in annual recurring revenue and supports a new organic growth opportunity and a significant channel to nurture clients – keeping them engaged in Rocket's FinTech ecosystem by providing value between the large financial transactions that Rocket Companies is known for

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Truebill
- This transaction highlights FT Partners' deep domain expertise in the Consumer FinTech sector, 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*



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\$1,275,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*



"From the time we began having external conversations right up to the moment we signed a definitive deal, FT Partners were invaluable partners. They brought not only strategic advice but also worked tirelessly helping execute all the way up to closing. I can't imagine trying to navigate this process without them."

Haroon Mokhtarzada
Co-Founder & CEO of Truebill



Truebill Overview

Company Overview



Co-Founder & CEO: Haroon Mokhtarzada

Headquarters: Silver Spring, Maryland

Founded: 2015

- Truebill is a leading personal finance app that analyzes members' spending habits, identifies inefficiencies, and offers immediate methods to improve their financial health
- Truebill enables people to optimize their spending, manage subscriptions, lower their bills, and automatically set aside money to reach their savings goals; Truebill has saved members more than \$100 million since its launch
- Truebill offers members a unique understanding of their finances and a suite of valuable services that save them time and money - ultimately giving them a leg up on their financial journey

Management Team



Haroon Mokhtarzada
Co-Founder & CEO











Yahya Mokhtarzada
Co-Founder & CRO



Idris Mokhtarzada
Co-Founder & CTO

"By joining forces with the FinTech powerhouse at Rocket, we will be able to extend our reach and seamlessly connect consumers with even more services" – **Haroon Mokhtarzada**

Select Products & Services

-  **Manage Subscriptions:** Identifies subscriptions to help you stop paying for things you no longer need
-  **Spending Insights:** Tracks spending across all your accounts
-  **Bill Negotiation:** Automatically scans your bills to find savings and negotiate for you to get the best possible rate
-  **Budgeting:** Track spending and set goals for your top categories
-  **Autopilot Savings:** Truebill analyzes your accounts to determine the optimal time to save
-  **Credit Scores:** Provides you with access to your complete credit report, alerts you of important changes that impact your score, and offers insights
-  **Pay Advance:** Interest-free pay advance up to \$100 directly to your checking account in seconds
-  **Truecard:** A credit card designed for you: Grow your credit, avoid the debt cycle and take back control of your finances - *Coming Soon!*

Selected Financing History

Type (Year)	Size (\$ mm)	Selected Investor(s)
Series D (2021)	\$45	Accel
Series C (2020)	17	Bessemer Venture Partners
Series B (2019)	15	Eldridge
Series A (2018)	5	Cota Capital, Day One Ventures
Seed (2016)	2.7	Transmedia Capital, Social Capital, NKM Capital

Rocket Overview

Company Overview

ROCKET

CEO: Jay Farner

Headquarters: Detroit, MI

Founded: 1985

- Rocket Companies (NYSE: RKT) is a Detroit-based platform company consisting of personal finance and consumer technology brands including Rocket Mortgage, Rocket Homes, Rocket Loans, Rocket Auto, Rock Central, Amrock, Core Digital Media, Rock Connections, Lendesk and Edison Financial
- Rocket Companies has been focused on helping its clients achieve the American dream of home ownership and financial freedom
- Rocket Companies offers an industry-leading client experience powered by simple, fast and trusted digital solutions

Key Q3'21 Metrics

\$15.0 bn
Total LTM Revenue

\$3.1 bn
Q3'21 Net Revenue

16%
Total LTM Revenue Growth
Compared to Q3'20

96%
Revenue Growth
compared to Q3'19

\$88 bn
Q3'21 Closed Loan
Origination Volume

\$8.4 bn
Total LTM Adj. EBITDA

+2x
Closed Loan Volume
compared to Q3'19

90%+
Net Client Retention

Rocket Commentary on the Truebill Acquisition

"We are very impressed with what Truebill has created – providing a simple, intuitive client experience to help its users save significant money. The company is a perfect fit for the Rocket platform. Truebill's work helping Americans keep track of their finances and providing guidance that leads to better financial outcomes follows the same philosophy as Rocket Companies – leveraging the power of technology to remove the friction from complex transactions – and applies it to everyday life."

ROCKET

Jay Farner
CEO



Rocket Companies



Selected Transaction History

Announce Date	Amount (in mm)		Company	Type
2020	14.4		Amrock Title Insurance	M&A
2020	na		Edison Financial	Investment
2020	na		Finmo	M&A
2019	na		Lendesk	Investment
2019	na		Lender Spotlight	M&A
2018	na		ForSaleByOwner	M&A
2017	na		Core Digital Media	M&A
2017	na		OpenHouse Realty	M&A

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Accel Overview



Selected Team Members



Arthur Patterson
Co-Founder



Jim Swartz
Co-Founder



Nate Niparko
Partner



Subrata Mitra
Partner



Matthew Weigand
Principal



John Locke
Partner

Location(s)

- Palo Alto, CA (HQ)
- London, UK
- Palo Alto, CA (HQ)
- New York, NY
- Bangalore, India
- New York, NY

About

- Founded in 1983 by Arthur Patterson and Jim Swartz
- Manages over \$20bn across 12 funds, with investments in over 300 companies around the world
- Focuses on seed, early- and growth-stage technology companies, especially businesses in the payments vertical within FinTech
- Maintains a global reach through its offices in the US, UK and India
- Provides access to an extensive global network of operators, mentors and entrepreneurs from previous and current portfolio companies

Source: Company website

Selected Recent Investments

Investments	Overview
Lydia	P2P payment solution enabling users to get accounts, payment cards, loans, insurance, and gift cards
monzo	Digital-only bank platform and marketplace that allows customers to access a range of products and services
Podium	Online review collection and management platform for businesses
Socure	Digital identity verification solution developer
Personio	Developer of an HR management and recruiting platform for SMEs and startups
meliq	Digital bill payment solution provider for small businesses
xendit	Online payment gateway solution in Indonesia, the Philippines, and Southeast Asia
Checkr	Online background check platform for the hiring process
DriveWealth	Fractional trading and embedded finance digital brokerage solutions developer for broker-dealers, advisors, and online partners
soldo	Multi-user expense account helping companies manage their budgets
ETHOS	Third-party administrator providing life insurance services
remote	Provider of payroll, benefits, compliance, and tax related services through their human resource technology platform
Chainalysis	Blockchain data platform, providing data, software, services, and research to organizations across the public and private sectors
lower	Digital mortgage lending solutions that finance, buy, sell, insure, and save for homes; offers refinancing, saving, and consulting solutions
Truebill	Finance app that analyzes members' spending habits, identifies inefficiencies, and offers methods to improve their financial health
TRADE REPUBLIC	Mobile and commission-free broker enabling users to trade stocks, derivatives, and ETFs on the stock exchange

FinTech Investments

FT Partners Advises Truebill on its Sale to Rocket

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Bessemer Venture Partners Overview



Selected Team Members



Kent Bennett
Partner



Brian Feinstein
Partner



Vishal Gupta
Partner



Rob Stavis
Partner



Charles Birnbaum
Partner



Jeremy Levine
Partner

Location(s)

- New York, NY (HQ)
- London, UK
- Bangalore, India
- Boston, MA
- Menlo Park, CA
- Herzliya, Israel

About

- Founded in 1911, the Firm is the oldest venture firm in the United States and has participated in over 1,200 funding rounds
- Bessemer Venture Partners has a flexible mandate capable of investing globally and across all stages, but the team's sweet spot is Series B to C
- Recently opened their London office, broadening their focus in European FinTech

Selected Recent Investments

Investments	Overview
papaya	Holistic bill management application to manage expenses with ease
NYDIG	Provides investment, brokerage, treasury, and technology solutions to institutions, corporations, banks, and investors
LUXURY PRESENCE	Luxury real estate marketing platform for real estate agents and team
bob	Cloud-based human resources platform that allows companies to streamline HR processes and engage top talent
ALLOY	Helps banks and fintechs make better decisions using a single API and dashboard to manage KYC, AML, fraud, and more
syndio fairness at work.	People analytics company that helps organizations to identify and address critical issues that impact their employee population and the bottom line
meliq	Digital bill payment solution provider for small businesses
papayaglobal	Develops, owns, and operates a platform that automates payroll processing, labor law compliance, and other processes of human resource management
vector.ai	Technology solution provider transforming logistics and logistics-finance operations
Lithic	Develops and markets a payments platform that focuses on keeping a personal information private
nym	A medical coding technology enabling healthcare facilities to improve their revenue cycle processes
shopmonkey	Cloud-based shop management software for repair shops
SPRUCE	Provider of title insurance, coordination, escrow, and recording services for real estate companies and mortgage lenders through its software
Truebill	Finance app that analyzes members' spending habits, identifies inefficiencies, and offers methods to improve their financial health
FORTER	End-to-end e-commerce fraud prevention software solution developer for online merchant
Shift Technology	SaaS platform using artificial intelligence and data sets to detect patterns and flag fraudulent insurance claims for automobile insurance companies

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Eldridge Overview



Selected Team Members



Duncan Bagshaw
Co-founder & General Counsel



Todd L. Boehly
Co-founder & CEO



Tony Minella
Co-founder & President



Michele Trogni
General Partner



Kunal Arora
Director



Jeff Willbur
Principal

Location(s)

- Greenwich, CT (HQ)
- New York, NY
- Beverly Hills, CA
- London, UK

About

- Eldridge Industries is a closely-held investment firm founded by Todd Boehly, former President of Guggenheim Partners
- The firm operates as an investment holding company with a permanent capital base, deploying resources to build platforms in different asset classes
- Eldridge prefers to act as an active manager in businesses and aims to be a long-term enterprise-building investor
- Within FinTech, the team has expressed interest in challenger banks / PFM, Roboadvisors, HR software, MGAs, verticalized software, LeadGen, AR / AP, payments, and tech-enabled lending

Selected Recent Investments

Investments	Overview
Buckle	Buckle is the inclusive, digital financial services platform serving the emerging middle class and providers to the gig economy
Varo	American mobile only neobank. The company provides financial services through its mobile app
Alpaca	Builds an API-first stock & crypto brokerage platform for services to embed investing and for developers to build applications & trading algorithms.
Wellthy	A caregiving support service for families with complex, chronic and ongoing care needs
Truebill	Finance app that analyzes members' spending habits, identifies inefficiencies, and offers methods to improve their financial health
Digital Asset	Building the platform, developer tools and leveraging the best modern infrastructure providers to change how businesses interact
Clearcover	Affordable car insurance that's smarter, faster and helping you make informed decisions
ppro	Industry's trusted provider of local payments infrastructure, powering global growth for payment companies.
Dataminr	Real-time AI and public data to work for our clients, generating relevant and actionable alerts for global corporations, public sector agencies, newsrooms, and NGOs
BLOCKCHAIN	The world's most popular crypto wallet
STASH	Personal finance app that can make investing easy and affordable for millions of Americans
sharecare	Digital health company that helps people manage all their health in one place
dpl financial partners	Insurance Management Platform for RIAs, providing a marketplace of low-cost, Commission-Free products
CAIS	Leading platform for alternative investments
payactiv	A tool for employees to get financial relief between paychecks, a service needed by two-thirds of the workforce

Cota Capital Overview

COTA CAPITAL

Selected Team Members



Babak Poushanchi
Founder & Managing
Partner



Bobby Yazdani
Founder & Partner



Kevin Jacques
Partner



Ben Malka
Partner



Pete Williams
Partner, COO & CCO



PV Bóccasam
Partner

Location(s)

- San Francisco, CA

About

- Founded in 2014 by Bobby Yazdani, former CEO of Addepar and Saba Software
- Partners with entrepreneurs to build disruptive businesses
- Invest across the public and private markets at any stage, from seed stage in the private market to securities in the public market
- The firm seeks to invest in the technology and financial technology sectors

Selected Recent Investments

Investments	Overview
	Insurance claim monitoring platform that automatically detects losses from malingering, exaggerated, or non-eligible claims and stops unnecessary claim payments and reserves
	Global mobile wallet payment gateway for processing, settlement, reporting, and risk/fraud/compliance management
	Finance app that analyzes members' spending habits, identifies inefficiencies, and offers methods to improve their financial health
	Digital mortgage software platform connecting customers and lenders
	Recurring billing and revenue management platform
	Building data driven products for banks, credit unions, and fintech innovators
	Regulatory change management intelligence and collaboration platform for companies in the financial industry
	Next-generation digital bank
	Integrated, cloud-based lending platform
	Secure, cloud-based document capture, workflow automation, and application integration for healthcare and highly regulated industries
	Hyper-acceleration technology that delivers orders of magnitude performance gains for big data platforms
	Platform helping healthcare organizations better manage patient populations using predictive analytics

FinTech Investments

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Disruptive FinTech Acquisitions by Financial Institutions

FT Partners has advised on the majority of acquisitions of disruptive FinTech companies, valued at over \$500 million, by traditional balance sheet FI's

Date	Target	Buyer	Deal Amount (\$ in mm)	Target Sector	Target Country	FT Partners Advised
09/19	ASSURANCE	Prudential	\$3,500	InsurTech	USA	FINANCIAL TECHNOLOGY PARTNERS
09/21	GreenSky™	Goldman Sachs	2,240	Banking / Lending Tech	USA	FINANCIAL TECHNOLOGY PARTNERS
11/16	square trade	Allstate.	1,400	InsurTech	USA	FINANCIAL TECHNOLOGY PARTNERS
12/21	Truebill	ROCKET	1,275	Banking / Lending Tech	USA	FINANCIAL TECHNOLOGY PARTNERS
05/11	esurance	Allstate.	1,010	InsurTech	USA	
11/19	Ebury	Santander	908 *	Payments	United Kingdom	FINANCIAL TECHNOLOGY PARTNERS
10/21	FAIR SQUARE FINANCIAL	ally	750	Banking / Lending Tech	USA	
01/07	egg™	citi	722 ^	Banking / Lending Tech	United Kingdom	
07/07	ATD <small>Automotive Trading Desk, LLC</small>	citi	673	Capital Markets / WealthTech	USA	FINANCIAL TECHNOLOGY PARTNERS
08/04	lynk	The Royal Bank of Scotland	525	Payments	USA	FINANCIAL TECHNOLOGY PARTNERS
08/18	InfoArmor	Allstate.	525	InsurTech	USA	
01/21	BOLD PENGUIN	AMERICAN FAMILY INSURANCE	na	InsurTech	USA	FINANCIAL TECHNOLOGY PARTNERS
08/20	Kabbage	AMERICAN EXPRESS	na	Banking / Lending Tech	USA	FINANCIAL TECHNOLOGY PARTNERS
05/19	InstaMed®	JPMORGAN CHASE & CO.	na	Healthcare Payments	USA	FINANCIAL TECHNOLOGY PARTNERS

Source: FT Partners' Proprietary Transaction Database

List excludes acquisitions of public companies; US and Europe only

* Total calculated using announced £350 mm purchase price of a 50.1% stake; Exchange rate: 1 GBP = 1.3 USD

^ Transaction amount of £546 mm has been converted to USD as of 12/19/21

FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

Advisor of Choice for Leading FinTech Companies and Strategics



FT Partners has an extensive history advising on multi-billion dollar transactions, as well as representing numerous FinTech “Unicorns” with \$1 billion+ valuations

Selected Billion Dollar+ Clients

Selected Transactions with Multi-Billion Dollar Valuations

BLACKROCK

Revolut



Financial Technology Partners LP
FTP Securities LLC

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

Revolut

on its Series E financing led by
SoftBank TIGERGLOBAL

for a total amount of
\$800,000,000
at a valuation of
~\$33,000,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

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

mollie

on its financing led by
Blackstone

for total consideration of
\$800,000,000
at a valuation of
\$6,500,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

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

upgrade

on its Series F financing led by
COATUE DST GLOBAL

for a total amount of
\$280,000,000
at a valuation of
\$6,000,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

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

Heartland

in its sale to
globalpayments

for total consideration of
\$4,500,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive financial and capital markets advisor to

Payoneer

on its merger with
(NASDAQ: FTOCU)

post-transaction equity value
\$3,796,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

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

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

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

SpotOn

on its Series E financing led by
andresen. norowitz

for a total amount of
\$300,000,000
at a valuation of
\$3,150,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

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

Divvy

on its sale to
bill.com

for total consideration of
~\$2,500,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

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

GreenSky

on its sale to
Goldman Sachs

for total consideration of
~\$2,240,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

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

cloudwalk

on its Series C financing led by
COATUE

for a total amount of
\$150,000,000
at a valuation of
~\$2,150,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

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

Forge

on its merger with
MOTIVE CAPITAL CORP (NYSE: MOTV)

for total consideration of
\$2,000,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

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

OpenLending

on its merger with
Nebula Acquisition Corporation (NASDAQ: NEBU)
sponsored by
TRUE WIND

for total consideration of up to approximately
\$1,700,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

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

acima

on its sale to
RBC

for total consideration of
\$1,650,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

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

squaretrade

in its sale to
Allstate

for total consideration of
\$1,400,000,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

Financial Technology Partners LP
FTP Securities LLC

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

CompoSecure

on its proposed merger with
ROMAN YES (NASDAQ: DEBR)

post-transaction enterprise value
\$1,206,400,000

FINANCIAL TECHNOLOGY PARTNERS
FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY

FT Partners – Focused Exclusively on FinTech

Leading Advisor Across the Banking & Lending Tech Sector

FT PARTNERS ADVISES



<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>Revolut</p> <p>on its Series E financing led by SoftBank TIGERGLOBAL</p> <p>for a total amount of \$800,000,000 at a valuation of ~\$33,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>upgrade</p> <p>on its Series F financing led by COATUE DST GLOBAL</p> <p>for a total amount of \$280,000,000 at a valuation of \$6,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p>GreenSky™</p> <p>on its sale to Goldman Sachs</p> <p>for total consideration of ~\$2,240,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>Finicity</p> <p>on its sale to mastercard.</p> <p>for total consideration of up to ~\$1,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>Varo</p> <p>on its E Round financing led by LOAN FINE CAPITAL</p> <p>for a total amount up to \$510,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>Divvy</p> <p>on its sale to bill.com</p> <p>for total consideration of ~\$2,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>acima</p> <p>on its sale to RBC</p> <p>for total consideration of \$1,650,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p>OpenLending</p> <p>on its merger with Nebula Acquisition Corporation (NASDAQ: NEBU) sponsored by TRUE WIND</p> <p>for total consideration of up to approximately \$1,700,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 strategic and financial advisor to</p> <p>Mission Lane</p> <p>on its preferred equity financing led by funds managed by OAKTREE</p> <p>with participation from QED INVESTORS LL FUNDS</p> <p>for a total amount of \$150,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>AMOUNT</p> <p>on its Series C financing led by Goldman Sachs</p> <p>for a total amount of \$81,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>dailypay.</p> <p>on its Series D financing led by CARRICK</p> <p>Investing more than capital</p> <p>for a total amount of \$175,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>tide.</p> <p>on its Series C financing led by Apax</p> <p>DIGITAL</p> <p>for a total amount of \$100,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>Kabbage</p> <p>on its proposed sale to AMERICAN EXPRESS</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>deserve</p> <p>on its financing led by ALLY VENTURES</p> <p>for a total amount of \$50,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>SWIFT FINANCIAL</p> <p>in its sale to PayPal</p> <p>for approximately \$200,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>MARQETA</p> <p>in its growth financing from one of the world's largest asset managers</p> <p>for a total amount of \$150,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 & IPO Advisor to</p> <p>EllieMae</p> <p>in its Initial Public Offering</p> <p>valuing the equity at approximately \$146,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 financial advisor to</p> <p>BlueVine</p> <p>on its Series F financing led by ION</p> <p>for total consideration of \$102,500,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>MAMBU</p> <p>on its Series D financing led by TCV</p> <p>with participation from new investors ARENA TIGERGLOBAL</p> <p>for a total primary amount of \$135,000,000 at a valuation of ~\$2,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>better.com</p> <p>on its Series C financing from new investors ACTIVANT CAPITAL 中国平安 HOOPP</p> <p>along with participation from existing investors citi VENTURES AGNC ally</p> <p>for total consideration of \$160,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>OakNorth</p> <p>on the sale of a minority stake for \$270,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>

FT Partners Advises Revolut on its \$800 million Series E Financing

Overview of Transaction

- On July 15, 2021, Revolut announced that it has raised \$800 million in financing from Softbank and Tiger Global, valuing the business at ~\$33 billion
- SoftBank and Tiger Global join existing investors including Balderton Capital, DST, Ribbit Capital, TCV and TSG Consumer Partners
- Revolut is building the world's first truly global financial superapp to help people get more from their money
 - In 2015, Revolut launched in the UK offering money transfer and exchange; Today, more than 16 million customers around the world use dozens of Revolut's innovative products to make more than 150 million transactions a month

Significance of Transaction

- The investment will enable the Company to further its growth plans, in particular its ongoing product innovation aimed at meeting customers' everyday financial needs and aspirations, from quick and easy global transfers, to managing everything from savings to insurance to democratizing wealth and trading
- It will also support the expansion of Revolut's offering to US customers and its entry to India and other international markets
- Revolut is now the most valuable financial superapp and the 4th most valuable private FinTech company globally

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Revolut
- This transaction underscores FT Partners' deep expertise in the Consumer FinTech and Banking Tech space, as well as our successful track record generating highly favorable outcomes for high-growth, unicorn FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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

Revolut

on its Series E financing led by

 SoftBank  TIGERGLOBAL

for a total amount of

\$800,000,000

at a valuation of

~\$33,000,000,000

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FT Partners Advises Upgrade on its Series F Financing

Overview of Transaction

- On November 16, 2021, Upgrade announced it raised \$280 million in Series F financing led by Coatue Management and DST Global with participation from Dragonair Investment Group and existing investors
 - The round values the Company at more than \$6 billion, which represents a ~2x increase over the prior 2021 round
- Upgrade is a neobank that offers affordable and responsible credit to mainstream consumers through cards and personal loans, along with a rewards checking account that offers 2% cashback rewards to consumers on common everyday expenses and monthly subscriptions
- Upgrade has delivered over \$10 billion in affordable credit to mainstream consumers through cards and loans since inception in 2017, and is on track to deliver \$8 billion in 2021 alone
- Upgrade was recognized as the fastest growing company in the Americas by the Financial Times earlier this year, and Upgrade Card was recently recognized by Nilson Report as the fastest growing credit card in the US, marking the first time a FinTech company is listed among the top 50 US credit card issuers

Significance of Transaction

- The investment will fuel the rapid growth of Upgrade Card, an innovative credit card that brings the low cost of responsible credit of installment lending to millions of retail locations in the U.S.

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Upgrade
- FT Partners previously advised Upgrade on its Series D financing led by Santander InnoVentures in 2020 and Series E financing led by KDT in August 2021 – over this time period, Upgrade's valuation has grown over ~6x
- This transaction highlights FT Partners' deep domain expertise with neobanks and Consumer FinTech, as well as 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*



on its Series F financing led by



for a total amount of

\$280,000,000

at a valuation of

\$6,000,000,000



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FT Partners Advises Mambu on its Series E Financing

Overview of Transaction

- On December 9, 2021, Mambu announced it has raised approximately \$266 million of new capital in its Series E financing at a post-money valuation of \$5.5 billion
 - The investment was led by EQT with participation from existing investors, including Acton Capital Partners, Bessemer Venture Partners, Runa Capital, TCV, Tiger Global and Arena Holding
- Mambu is a SaaS cloud banking platform empowering its customers to easily and flexibly build and expand their banking products
 - Mambu is the originator of the composable banking approach, which prioritizes rapid, flexible assembly of independent, best-for-purpose systems
- Since launching in May 2011, Mambu has grown its client portfolio to more than 50 million end users that leverage Mambu's technology every day across more than 65 countries

Significance of Transaction

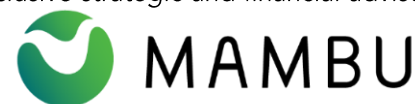
- The transaction values Mambu at \$5.5 billion, underscoring the Company's leadership position in redefining the global core banking technology market
- Mambu will use its fresh funding to further accelerate innovation in its next-generation platform, with the ambition of rolling out both new functional as well as technical capabilities

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Mambu
- FT Partners also previously advised Mambu on its \$135 million [Series D](#) financing
- This transaction highlights FT Partners' deep domain expertise in a broad range of Banking Tech companies, as well as 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*



on its Series E financing led by



with participation from existing investors

for a total primary amount of

~\$266,000,000

at a valuation of

~\$5,500,000,000



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FT Partners Advises Divvy on its Sale to Bill.com

Overview of Transaction

- On May 6, 2021, Bill.com (NYSE:BILL) announced it has entered into a definitive agreement to acquire Divvy in a stock and cash transaction valued at approximately \$2.5 billion
 - Bill.com will acquire Divvy for \$625 million in cash and approximately \$1.875 billion of Bill.com Common Stock, subject to customary adjustments for transactions of this nature
- Divvy modernizes finance for business by combining expense management software and smart corporate cards into a single platform
- Bill.com is a leading provider of cloud-based software that simplifies, digitizes, and automates complex back-office financial operations for small and midsize businesses (SMBs)

Significance of Transaction

- The combination will expand the market opportunity for both companies
- Bill.com can offer expense management and budgeting software combined with smart corporate cards to its more-than 115,000 customer base and its network of 2.5 million members
- Divvy will be able to offer automated payable, receivables, and workflow capabilities to the more-than 7,500 active customers that it serves

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Divvy and its Board of Directors
- FT Partners previously advised Divvy on its [\\$165 million Series D financing](#) in January 2021, demonstrating FT Partners' long-term commitment to its clients, and the repeat nature of many of FT Partners' advisory engagements
- This transaction underscores FT Partners' deep payments and software domain expertise, as well as our successful track record generating highly favorable outcomes for high-growth, unicorn FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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



on its sale to



for total consideration of

~\$2,500,000,000



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FT Partners Advises GreenSky on its \$2.2 billion Sale to Goldman Sachs

Overview of Transaction

- On September 15, 2021, Goldman Sachs (NYSE: GS) announced it has entered into a definitive agreement to acquire GreenSky (NASDAQ: GSKY) in an all-stock transaction valued at approximately \$2.24 billion
- GreenSky stockholders will receive an implied price of \$12.11 per share
- The transaction price represents a premium of 56% over the closing share price of GreenSky common stock as of September 14, 2021
- GreenSky is a leading FinTech company that powers commerce at the point of sale; the Company's technology platform facilitates merchants' sales, while reducing the friction, and improving the economics, associated with a consumer making a purchase and a bank extending financing for that purchase
 - GreenSky has a growing network of over 10,000 merchants on its platform enabling >4 million consumers to finance over \$30 billion of transactions since its inception through June 30, 2021

Significance of Transaction

- GreenSky's differentiated lending capabilities and market-leading merchant and consumer ecosystem will enhance Goldman Sachs's ability to create the consumer banking platform of the future
- This transaction further supports FT Partners' continued success advising leading FinTech growth companies and also highlights the long-term nature of many of the Firm's advisory relationships

FT Partners' Role

- FT Partners served as financial and strategic advisor to GreenSky in this transaction
- FT Partners previously advised GreenSky on its [\\$1.1 billion IPO](#), its [\\$300 million investment by TPG, Iconiq, Wellington, and DST in 2014](#), its [\\$2 billion loan purchase agreement and \\$50 million investment by Fifth Third Bank in 2016](#), and its [\\$200 million investment by PIMCO in 2017](#)

Financial Technology Partners LP FTP Securities LLC

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



on its sale to

**Goldman
Sachs**

for total consideration of

~\$2,240,000,000



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FT Partners Advises Acima on its Sale to Rent-A-Center

Overview of Transaction

- On December 20, 2020, Rent-A-Center, a leading omni-channel lease-to-own provider for the credit constrained customer, announced it has entered into a definitive agreement to acquire Acima Credit LLC, a virtual lease-to-own provider based in Draper, Utah
 - Total consideration consists of \$1.273 billion in cash and approximately 10.8 million shares of Rent-A-Center common stock currently valued at \$377 million
- Founded in 2013, Acima is a leading platform offering customers virtual lease-to-own solutions at point-of-sale via mobile technology
- Acima's virtual lease-to-own products are used by more than 15,000 merchant brick and mortar and e-commerce locations

Significance of Transaction

- The acquisition accelerates Rent-A-Center's position as a premier FinTech platform across both traditional and virtual lease-to-own solutions
- The acquisition also provides further diversification of Rent-A-Center's retail partner base and product verticals, and enhances its ability to compete for high-value national retail accounts

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Acima
- This transaction highlights FT Partners' deep domain expertise across the Buy-Now-Pay-Later and Credit Technology sectors, and its successful track record generating highly favorable outcomes for leading high-growth FinTech companies globally, including during the COVID-19 pandemic

Financial Technology Partners LP FTP Securities LLC

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



on its sale to



for total consideration of

\$1,650,000,000



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FT Partners Advises Finicity on its \$1 billion Sale to Mastercard

Overview of Transaction

- On June 23, 2020, Mastercard (NYSE: MA) announced it has entered into an agreement to acquire Finicity, a leading North American provider of real-time financial data access and insights
 - The acquisition is valued at up to ~\$1 billion in total consideration, which is comprised of \$825 million at close and up to \$160 million in earn-out consideration
- Finicity enables a secure and innovative financial data-sharing ecosystem through direct connectivity to thousands of North American financial institutions, including next generation open banking API connections with the largest banks in the US
 - Finicity helps power the programs of banks and FinTech companies, using approvals to securely access customer information to provide value-added services such as streamlined loan and mortgage processes, rapid account-based payment initiation and personal financial management solutions

Significance of Transaction

- The addition of Finicity's complementary technology and innovative team strengthens the existing Mastercard open banking platform to enable and safeguard a greater choice of financial services, reinforcing the Company's long-standing partnerships with and commitment to financial institutions and FinTech companies across the globe

FT Partners' Role

- FT Partners served as the exclusive strategic and financial advisor to Finicity and its board of directors
- This transaction highlights FT Partners' deep domain expertise across the FinTech sector and further supports FT Partners' role as the Advisor of Choice to the highest quality FinTech companies

Financial Technology Partners LP FTP Securities LLC

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

Finicity[®]

on its sale to

 **mastercard.**

for total consideration of up to

~\$1,000,000,000

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FT Partners Advises Varo on its \$510 million E Round Financing

Overview of Transaction

- On September 9, 2021, Varo announced that it had raised \$510 million of capital in its E Round equity financing
- The E Round investment was led by Lone Pine Capital with participation from existing investors and new investors including Declaration Partners, Eldridge, Marshall Wace, Berkshire Partners / Stockbridge, and funds and accounts managed by BlackRock
- Headquartered in San Francisco, Varo is on a mission to make financial inclusion and opportunity a reality for all - by empowering people with the products and support they need to create healthy financial habits and be in control of their finances

Significance of Transaction

- The investment will be used to further accelerate Varo's rapid customer growth and support additional investment in product and technology innovation
- In the last 13 months since obtaining its bank charter, Varo doubled its opened accounts to four million
- In addition, the Company has experienced record revenue growth, unlocked new cost efficiencies, and expanded its suite of innovative financial products to include Varo Advance, a short-term line of credit, Varo Perks cashback rewards, and the forthcoming Varo Believe credit building credit card program

FT Partners' Role

- FT Partners served as the exclusive financial and strategic advisor to Varo
- This transaction highlights FT Partners' deep domain expertise with neobanks, Banking Tech, and Consumer FinTech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies

Financial Technology Partners LP FTP Securities LLC

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

Varo

on its E Round financing led by


LONE PINE CAPITAL*

with participation from


ELDRIDGE


MARSHALL WACE


DECLARATION
PARTNERS

STOCKBRIDGE INVESTORS


BlackRock

for a total amount of

\$510,000,000

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FT Partners Advises Digit on its \$238 million Sale to Oportun

Overview of Transaction

- On November 16, 2021, Oportun, Inc. (Nasdaq: OPRT), a mission-driven provider of inclusive financial services, announced that it has signed a definitive agreement to acquire Digit, a neobanking platform that provides automated savings, investing, and banking tools
 - Oportun will acquire Digit for approximately \$238 million, including approximately \$114 million in cash at closing; Oportun has obtained a financing commitment for the cash portion of the purchase price
- Founded in 2013, Digit launched the first truly personalized and automated savings app in 2015 and has since helped members save more than \$7 billion and pay off \$300 million in debt
- The acquisition reinforces Oportun's status as a category leader in inclusive finance, expands Oportun's A.I. and digital capabilities, and enhances offerings to provide customers a holistic platform built to improve financial health

Significance of Transaction

- The acquisition will grow Oportun's US footprint by more than 600,000 paying members, increase daily engagement, enhance funnel conversion, and create a profitable and differentiated neobanking platform with proven product / market fit
- Oportun's acquisition of Digit follows the successful integration of Springboard Auto in 2018 and represents a continuation of thoughtful and well-executed M&A strategy

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Digit
- This transaction highlights FT Partners' deep domain expertise in the Consumer Finance sector, 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*



on its sale to



for total consideration of

\$238,000,000



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FT Partners Advises Mission Lane on its \$150 million Financing

Overview of Transaction

- On October 26, 2021, Mission Lane announced it has raised \$150 million in redeemable preferred funding led by Oaktree Capital Management with participation from Invus Opportunities, QED Investors, and LL Funds
 - Oaktree Capital Management is a leading global investment manager specializing in alternative investments, with \$156 billion in assets under management as of June 30, 2021
- Mission Lane is a digital platform for personal finance that provides a comprehensive suite of products for underserved non-prime consumers
- Mission Lane has built a credit-first banking platform for the half of America left behind by traditional banks
- The Company leverages advanced technology, data analytics, and machine learning to provide an exceptional customer experience to people who are working hard to build or rebuild their credit, and currently has over 1 million customers
- Mission Lane spun out of LendUp in December 2018

Significance of Transaction

- The capital infusion enables Mission Lane to continue developing new digital banking and lending products to help serve more customers
- Mission Lane continues to expand its team and invest in core product growth

FT Partners' Role

- FT Partners served as financial and strategic advisor to Mission Lane
- This transaction highlights FT Partners' deep domain expertise with Consumer FinTech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies

Financial Technology Partners LP FTP Securities LLC

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

**Mission
Lane**

on its preferred equity financing led by funds managed by



OAKTREE

with participation from



INVUS

QED
INVESTORS

LL FUNDS

for a total amount of

\$150,000,000

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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

Silicon Valley's Most Popular Dealmakers

Name	Title	Company
Sam Smith	Managing Director	Golden Gate
Steve McLaughlin	Managing Partner	FT Partners
Michael Hedges	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

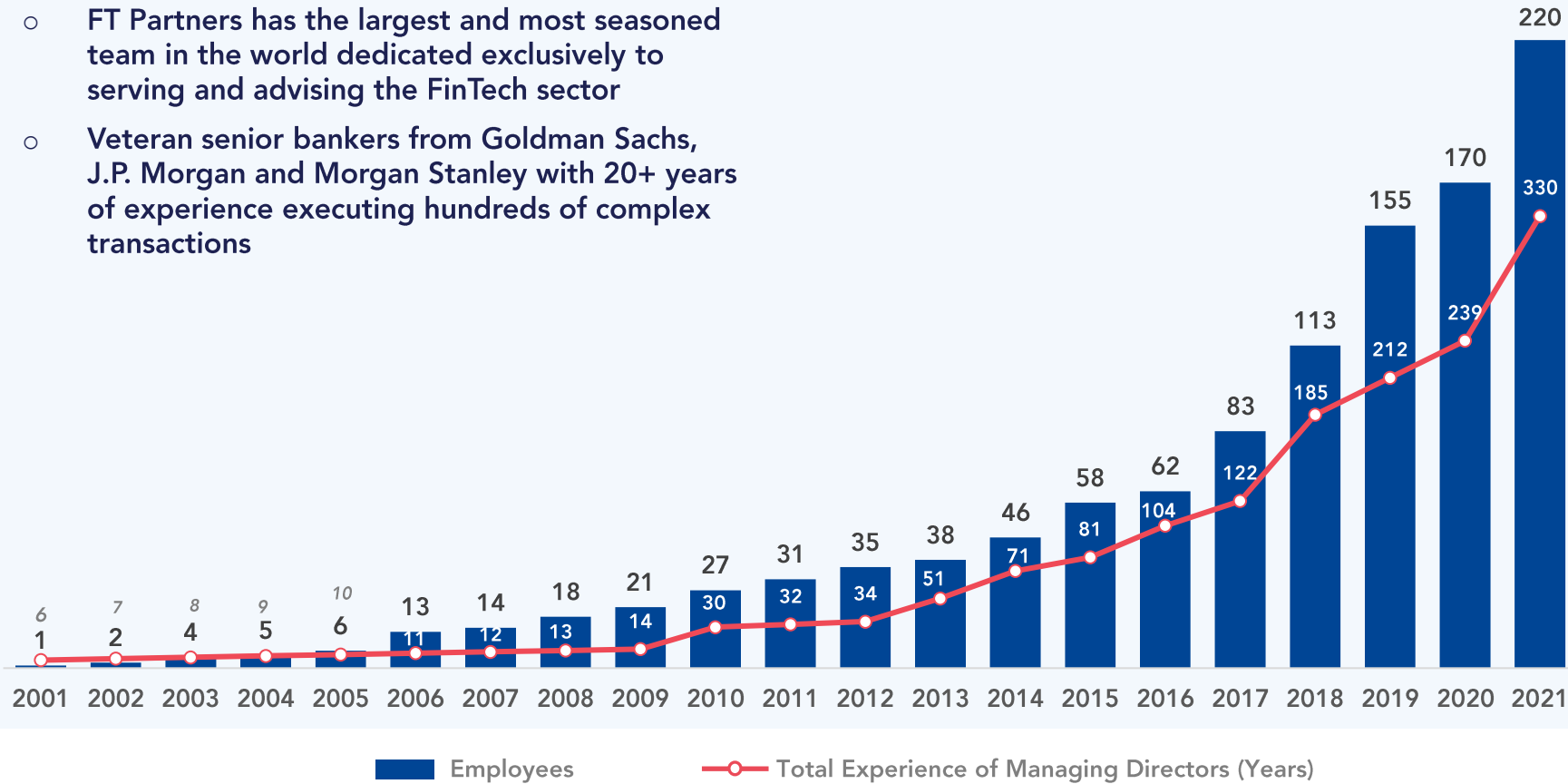
FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES



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



Average Experience of Managing Directors (Years)



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