

# FT PARTNERS FINTECH INDUSTRY RESEARCH

October 28, 2020

**Featuring:**  
**Exclusive CEO**  
**Interview**



## Newfront Insurance Raises Financing Led by Founders Fund and Meritech Capital



FOUNDERS FUND

MERITECH

FINANCIAL  
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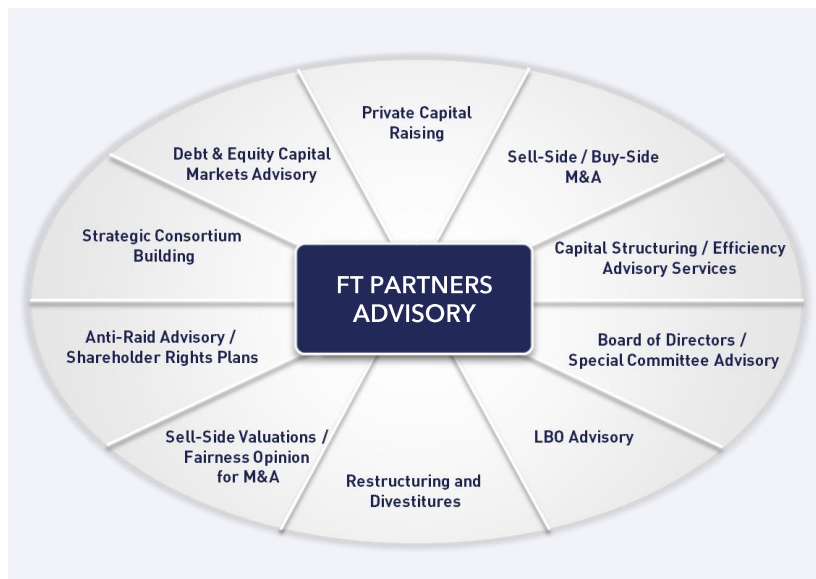
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## Overview of FT Partners

- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. Our unique insight into FinTech is a direct result of executing hundreds of transactions in the sector combined with over 18 years of exclusive focus on Financial Technology

### FT Partners' Advisory Capabilities



### FT Partners' FinTech Industry Research



**The Information**

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# Newfront Insurance Raises Financing

## Transaction Summary

### Transaction Summary

- On October 20, 2020, Newfront Insurance, a tech-driven modern insurance brokerage, announced that it has raised over \$100 million in financing to date, led by Founders Fund and Meritech Capital
  - The total funding amount was raised over multiple rounds, with the most recent round valuing the Company at **\$500 million**
- The Company plans to use the new funds to invest in its platform, resources for clients, and growth strategy
- Newfront has rebuilt the brokerage model by using a combination of software and experts to provide clients with a more transparent, efficient, and data-driven approach to risk management
  - The Company has grown into one of the nation's top 100 brokerages since its founding three years ago
- Newfront's book more than **tripled** in 2019, and the Company is expecting it to more than **double** in 2020 despite COVID-19

### Transaction Commentary <sup>(1)</sup>

*"We are fortunate to have built a strong and thriving business over the last three years with industry-leading talent and the resources and guidance from some of the most successful innovators in American history.*

*We've spent this time building our internal platform and resolving many of the complex operational challenges associated with running a technology-driven brokerage. With this solid foundation, we are looking towards significant and sustained growth over the next eight quarters."*



**Spike Lipkin**  
CEO



*"Newfront is one of those incredibly rare businesses that has the opportunity and the team to rebuild an industry that is crucial to the economy that today provides a subpar client experience. The future is bright for Newfront."*

Investor in Newfront  
Co-Founder and Chairman of Eventbrite  
Former Co-Founder & CEO of Xoom

**Kevin Hartz**



# Newfront Insurance Raises Financing

## Newfront Overview

CEO	Spike Lipkin
Headquarters	San Francisco, CA
Founded	2017



### Company Overview

Newfront is the fastest growing insurance brokerage in the nation, combining insurance experts with proprietary technology that makes the insurance process less cumbersome, more transparent, and more effective for its clients and brokers.

→ Newfront empowers experienced insurance professionals with cutting-edge technology to provide middle market commercial clients with an offering historically only available to the largest companies.

→ Brokers are leaving established top 100 brokerages and local firms to join Newfront.

The Company's technology includes digital client applications, data-driven carrier appetite to place risk based on historical quote data, AI to ingest quotes and create proposals, a client dashboard, and extensive workflow technology.

The Company is very focused on structuring client data to better work with trading partners and build programs.

### Management Team



**Spike Lipkin**  
CEO, ex-Blackstone  
and Opendoor



**Gordon Wintrob**  
CTO, ex-LinkedIn



**Mike Brown**  
COO, ex-Uber

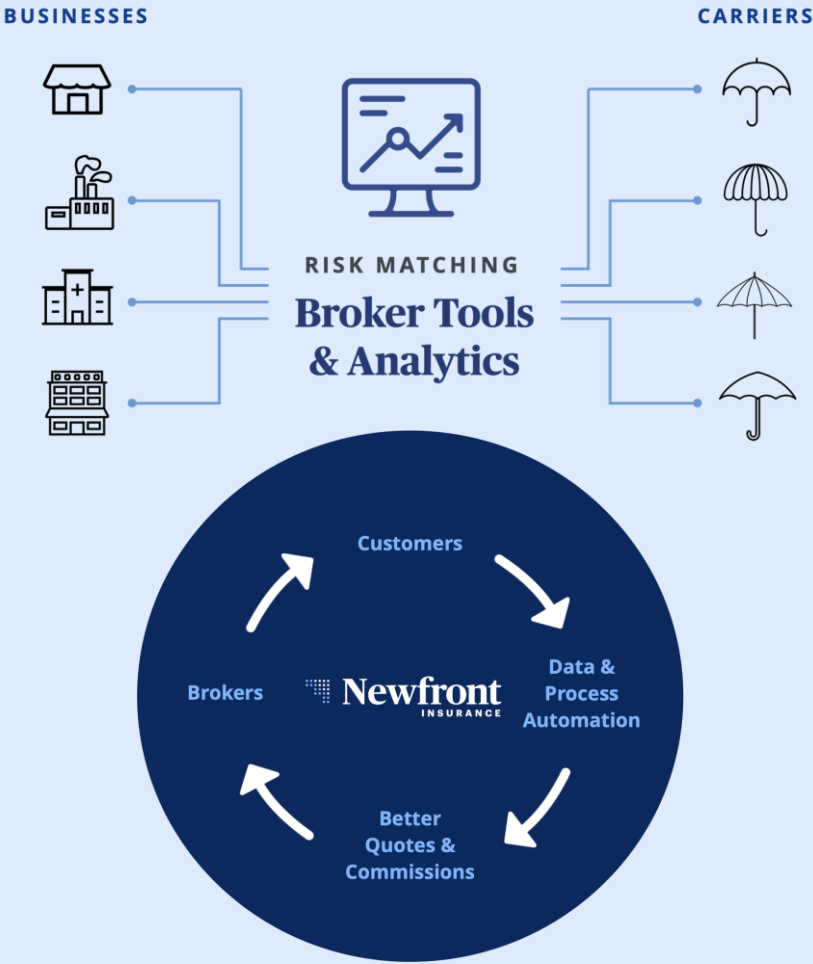


**Garth Hamilton**  
CSO, ex-HUB



**Natalie Parker**  
Carriers, ex-Alliant

### Operating System for Risk



# Newfront Insurance Raises Financing

## Interview with Spike Lipkin

FT PARTNERS RESEARCH



**Spike Lipkin**

Co-founder & CEO

*Originally published October 1, 2020*

***"It blew my mind that although insurance is crucial to a functioning economy, innovation, and entrepreneurship, it is still so broken. I got obsessed with the idea of helping to modernize the industry."***

### ***Spike, you do not come from the insurance industry, so what led you to the development of Newfront?***

I was lucky to help start two businesses before this — first, a housing business at Blackstone and then, Opendoor.com. In both cases, I became the person responsible for buying P&C insurance. I was shocked by the process — you fill out a mountain of paperwork, wait a month, and then get back a number of confusing options that are impossible to compare. They might as well be written in a foreign language. There's very little data to tell you what coverage you need, which carriers you should be working with, and how your peers are buying. At renewal, you start over.

It blew my mind that although insurance is crucial to a functioning economy, innovation, and entrepreneurship, it is still so broken. I got obsessed with the idea of helping to modernize the industry.

When we got started in 2017, there was all this talk of disintermediation. VCs were talking about how brokers weren't important, and everyone would eventually buy direct. We spoke to brokers, CEOs, and business owners and confirmed that brokers were quite important. Businesses spending large sums on insurance wanted to deal with a broker but also wanted a more seamless experience. We started exploring why existing brokerages and technology vendors were underserving the industry and learned that both were mainly PE-owned and had little incentive to invest in R&D. We decided to launch Newfront as a tech-enabled brokerage to better serve brokers and their clients.



### Exclusive Interview – Spike Lipkin

***“We believe the future of our industry combines human expertise with technology that automates menial tasks. Brokers are leaving large traditional brokerages to join Newfront because we reduce admin work and give them a differentiated platform for their clients.”***

***Talk to us about your brokers – what is the critical role they play in placing commercial insurance, and how do you see their role evolving? What are the advantages for brokers working as Newfront employees vs. the larger, traditional brokerage firms? Do you plan on training brokers via a de novo strategy?***

We believe brokers are crucial to our industry. Insurance is a material purchase for our clients, and like the risks it helps mitigate, it is complex and nuanced. We have yet to meet the client who would prefer to purchase their insurance alone and read a 600-page D&O policy. Clients rely on the broker as a member of their team who helps place coverage, reduce risk, and support them through different milestones and phases of their business. Today, brokers are underserved by technology and existing brokerages. They spend the majority of their time on non-client facing work like status updates, data entry, and quote comparisons.

We believe the future of our industry combines human expertise with technology that automates menial tasks. Brokers are leaving large traditional brokerages to join Newfront because we reduce admin work and give them a differentiated platform for their clients.

Today, we are growing by attracting established brokers. Additionally, given our technology, culture, and team, we’ve been able to attract young people who want to become brokers, and we have plans to start training our own brokers.



### Exclusive Interview – Spike Lipkin

***“When we entered the industry, we learned that because most large brokerages are the result of hundreds of small acquisitions, they have massive client bases but no consolidated data.”***

***Clearly Newfront is focused on a tech-enabled strategy – where does your proprietary technology begin and end? What have you built today, and what’s still on the roadmap?***

Our tech strategy ultimately is focused on three areas: streamlining the client experience, driving better pricing and building unique products for clients, and helping our brokers thrive and serve clients better.

#### **Streamlining the client experience**

The insurance industry has been notoriously slow to modernize, and there is so much we can do to help improve the client experience. Starting from the basics, we believe that by rebuilding the pen and paper workflows of a brokerage with technology, we create a more seamless, transparent, and efficient process. To start, clients share data and schedules via our digital platform instead of PDF or paper applications. Over time, rather than asking our clients for information, we’ll get their permission to access their systems of record. Clients can access their insurance information online, manage certificates, and manage schedules of vehicles, drivers, locations, collections and other assets. As we grow and collect data, we can increasingly show our clients useful benchmarking and analytics.

#### **Driving better pricing and products**

When we approach the market to secure quotes, we start by analyzing historical quote data to find carriers with the right appetite. Our platform will ingest quotes and automatically create apples to apples comparisons for clients on their various coverage options. Much of what we are doing is in the service of capturing structured exposure and loss data that we can use to drive better pricing for our clients and build unique products with our carrier partners. When we entered the industry, we learned that because most large brokerages are the result of hundreds of small acquisitions, they have massive client bases but no consolidated data. We believe this data is extremely valuable and integrating it into a common platform and data model is a competitive advantage that ultimately benefits clients.

***Continued on next page***



### Exclusive Interview – Spike Lipkin

***“Our product creation strategy is simple — we combine insights from our data with conversations with our clients and trading partners to find mutually beneficial scenarios.”***

*Continued from prior page*

#### **Supporting our brokers**

However, the vast majority of our technology is not seen by clients. It is technology used to streamline workflows for brokers and account managers and to give them more control over their books of business. When we started Newfront, we did an analysis of brokers' email and realized that half of their inbox was status updates. By digitizing workflows, we've been able to centralize status updates for our brokers and account managers into a timeline view organized around intuitive use cases. This reduces email volume and allows our team members to focus on clients. Additionally, we help our brokers reach new clients. We've invested in tools to enrich prospect data with complete contact information, x-mods, and expiry dates. We also help manage multi-channel outbound campaigns.

#### ***You've begun the journey to offer your own products – what have you launched, and what can we expect in the future? How do you think about balance sheet risk at Newfront?***

Through capturing a richer set of structured data about our clients, we can partner with carriers and risk-taking entities to build products for our clients. The last 10 years has seen a flood of capital entering the insurance industry looking to take risk. The problem is that very few distribution businesses have the loss and exposure data in a structured format needed to build programs — it is sitting in file cabinets and PDFs across many workstations. In fact, we talked to the CEO of one top 10 brokerage who told us it took his firm 18 months to organize the data they needed across dozens of offices to build a property program.

By structuring and ingesting data at the time of the transaction, we've built a rich data model that we can use to quickly build specialty products. We do not have plans to take on risk — we would like to become a distribution platform for carriers and risk-taking entities to build unique products.

Our first product was a Builder's Risk product built with Argo. It is very competitively priced and offers broad coverage. Our product creation strategy is simple — we combine insights from our data with conversations with our clients and trading partners to find mutually beneficial scenarios.



### Exclusive Interview – Spike Lipkin

***“We are more proud of the product and team we’ve built, which we believe will continue to serve as a talent magnet.”***

***Can you talk about the economics of your business, and how it may be different from other brokers? Can you share any KPIs with us?***

Based on the figures available from Insurance Journal, the book we’ve built in the last 3 years since our founding would put us in the Top 100, and we are growing rapidly. Our book has grown 12x over the last 2 years.

We are more proud of the product and team we’ve built, which we believe will continue to serve as a talent magnet including:

- Mike Brown joined us from Uber, where he led a 2,000 person team and managed a \$5 bn P&L
- Garth Hamilton joined us from Hub, where he oversaw one of their fastest growing regions as CSO
- Natalie Parker joined us from Alliant, where she oversaw middle market marketing in the Americas
- Aaron Forth joined us from Carta and Strava, where he led product
- Jonathan Young joined us after serving as a litigator and the Chief Claims Officer from Harleysville
- Heather Dunn joined us from Dropbox, where she led a large part of HR
- Raphael Parker was VP of Sales at Segment.com from \$0-80 mm in ARR



### Exclusive Interview – Spike Lipkin

***“We started the company with a simple belief: ‘Invest in the people, technology, and processes necessary to build a great culture and a great company that is best in class when it comes to serving its clients. Everything else, in time, will take care of itself.’”***

***What do you see as the long-term outcome for Newfront? Are you thinking about an eventual IPO or possibly a sale to a strategic?***

We hope to modernize this industry that is so key to our economy and build an enduring business along the way. If we are successful, we will help organizations grow, innovate, and create jobs.

For now, we have a lot of work to do and are happy being a private company, but believe we have a clear path to becoming a public company. That said, our focus is building an enduring business regardless of our shareholder base.

We started the company with a simple belief: “Invest in the people, technology, and processes necessary to build a great culture and a great company that is best in class when it comes to serving its clients. Everything else, in time, will take care of itself.” This has motivated our actions from day one.

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



CoverWallet's Sale to Aon



Bold Penguin's Acquisition of RiskGenius



Next Insurance's \$250 million Series C Financing



Assurance's \$3.5 billion Sale to Prudential



Root Insurance File for its IPO



TH Lee Acquires Insurance Technologies



Roper Acquires Vertafore for \$5.35 billion



Duck Creek Technologies Completes its IPO Raising \$405 million

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# FT Partners – Focused Exclusively on FinTech

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## Track Record of Success Across The InsurTech Sector

### Insurance Distribution

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on its sale to



for total consideration of up to

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



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### Consumer Protection Plans

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### Wholesale Brokerage

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in its growth recapitalization by



NEW MOUNTAIN CAPITAL LLC

valued at approximately

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



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### Small Business Insurance

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on its Series C financing from



for total consideration of

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### Consumer Protection Plans

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in its recapitalization by



of approximately

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### Homeowners Insurance

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in its minority investment in



with participation from new  
and existing investors

for total consideration of

**\$ 70,000,000**



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### Small Business Insurance

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FTP Securities LLC

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in its equity capital raise led by



for total consideration of

**\$ 31,000,000**



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### Virtual Claims

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exclusive strategic and financial advisor to



in its Series E financing with new investors



for total consideration of

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### Small Business Insurance

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### Auto Finance and Insurance Solutions

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### Sales Automation Software

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### Agency Management / Marketing Technology

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### After-Sales Service / Warranty

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### P&C Claims

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

### Overview of Transaction

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

### Significance of Transaction

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

### FT Partners' Role

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

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*on its sale to*



*for total consideration of up to*

# \$3,500,000,000



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## Selected Large Strategic InsurTech M&A Transactions

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

Announce Date	Target	Acquirer	Exit Value (\$ mm)
Sep '19	FT Partners Advised  ASSURANCE	 Prudential	\$3,500 <sup>(2)</sup>
Aug '19	 IPIPELINE <small>INSURANCE ACCELERATED</small>		1,625
Nov '16	FT Partners Advised  square trade	 Allstate	1,400 <sup>(3)</sup>
Mar '19		WillisTowers Watson 	1,400
May '11		 Allstate	1,010
Oct '13		MONSANTO 	930
Aug '18		 Allstate	525
Mar '17		TRAVELERS 	490
Oct '18			370
Oct '17			275

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

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

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

## Selected Fastest Multi-Billion Dollar Strategic Tech Exits

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

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

Source: BizJournals, CB Insights, PitchBook

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

## FT Partners Advises SquareTrade in its Strategic Sale

### Overview of Transaction

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

### Significance of Transaction

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

### FT Partners' Role

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

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*for total consideration of*

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

### Transaction Overview

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

### Significance of Transaction

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

### FT Partners' Role

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

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*on its Series C financing from*

**Munich RE** 

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## FT Partners Advises Lennar on its Investment in Hippo

### Overview of Transaction

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

### Significance of Transaction

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

### FT Partners’ Role

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

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**LENNAR®**

*in its minority investment in*



*with participation from  
new and existing investors*

*for total consideration of*

**\$70,000,000**

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

### Overview of Transaction

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

### Significance of Transaction

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

### FT Partners' Role

- FT Partners served as sole strategic and financial advisor to Screenshot and its board of directors
- This transaction underscores FT Partners' deep InsurTech domain expertise and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

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*in its Series E financing with new investors*



*with participation from*



*for total consideration of*

**\$29,000,000**



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

### Overview of Transaction

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

### Significance of Transaction

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

### FT Partners' Role

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

### Financial Technology Partners LP FTP Securities LLC

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



*on its Series C financing led by*



*for a total amount of*

**\$23,000,000**



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Focused Exclusively on Financial Technology*

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

### Overview of Transaction

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

### Significance of Transaction

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

### FT Partners' Role

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

### Financial Technology Partners LP FTP Securities LLC

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

**BOLD  
PENGUIN**

*on its acquisition of*

 **riskgenius**

FINANCIAL  
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## FT Partners Advises CoverWallet on its Sale to Aon

### Overview of Transaction

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

### Significance of Transaction

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

### FT Partners' Role

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

### Financial Technology Partners LP FTP Securities LLC

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

**coverwallet**

*on its sale to*

**AON**

FINANCIAL  
TECHNOLOGY  
PARTNERS

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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

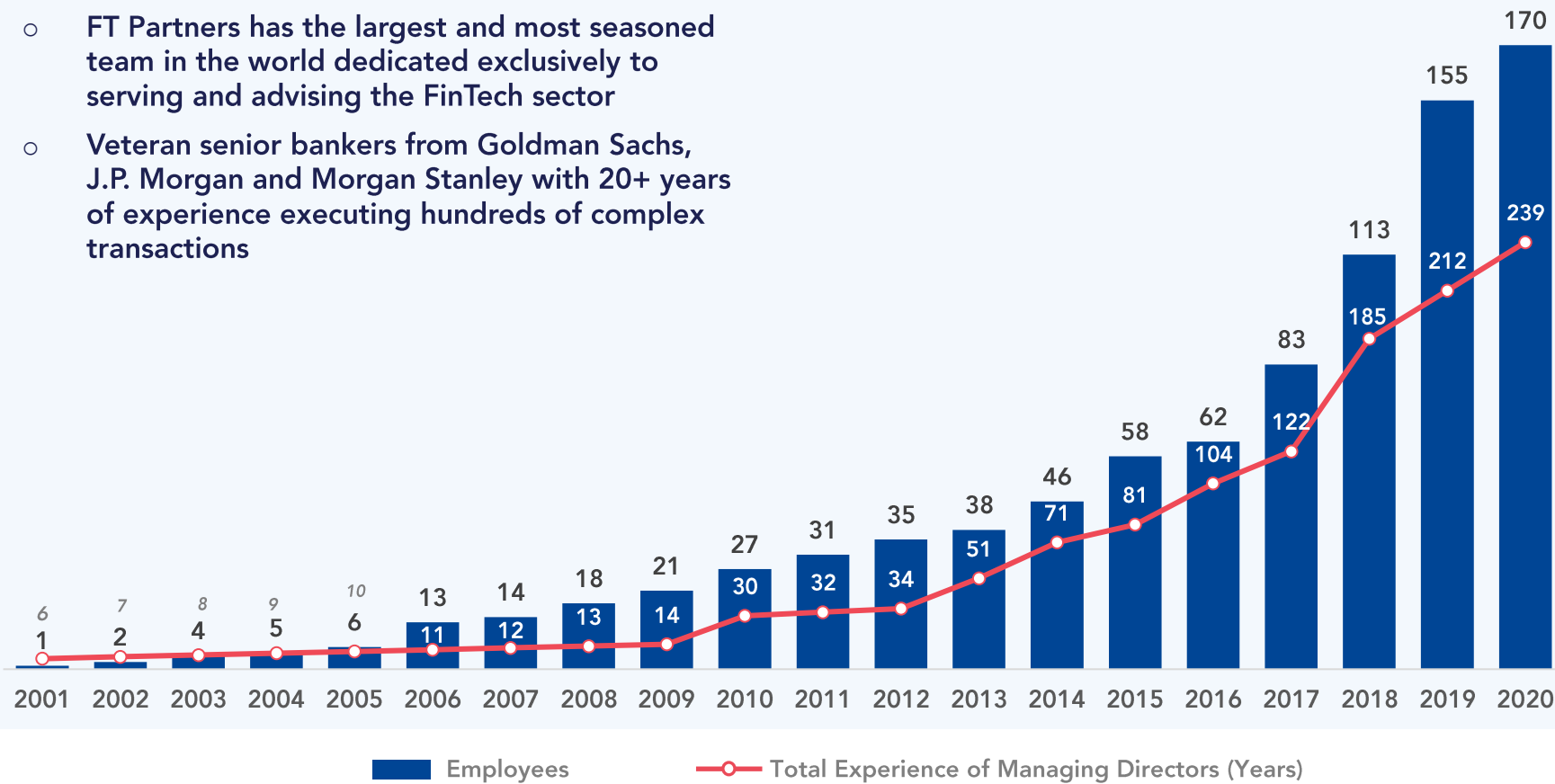
Name	Title	Company
Sam Smith	Managing Director	Golden Gate
Steve McLaughlin	Managing Partner	FT Partners
Michael Riedel	Managing Director	Golden Gate
Mark Winkler	Managing Director	Golden Gate
Paul Rosen	Managing Director	Golden Gate
Quincy Smith	Partner	Golden Gate

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

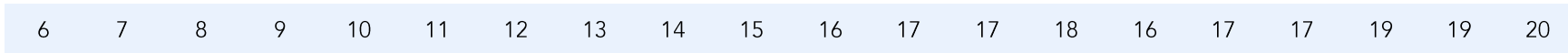
- Ranked as the #2 top Technology Investment Banker by The Information subscribers (2016)
- Only FinTech focused investment banking firm and banker on the list

## The Largest FinTech Advisory Practice in the World

- FT Partners has the largest and most seasoned team in the world dedicated exclusively to serving and advising the FinTech sector
- Veteran senior bankers from Goldman Sachs, J.P. Morgan and Morgan Stanley with 20+ years of experience executing hundreds of complex transactions



Average Experience of Managing Directors (Years)



## The FT Partners Senior Banker Team

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