

October 14, 2015

Financial Technology Partners

FT Partners Research – Transaction Profile



raises

\$45,000,000

in Series B financing led by



Courtesy of:



***The Only Investment Bank
Focused Exclusively on Financial Technology***

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InvestCloud Raises \$45 mm in Series B Financing

Transaction Overview

- On October 13, 2015 InvestCloud announced it has raised \$45 mm in funding led by FTV Capital
 - Richard Garman, Managing Partner at FTV Capital, has joined InvestCloud's Board of Directors
 - This transaction brings InvestCloud's total funding to-date to approximately \$54.1 mm
 - According to the Company, InvestCloud became profitable last year and is on track for profitability this year as well

Strategic Rationale

- InvestCloud will use the additional capital to buy out certain existing shareholders, further invest in the Company's platform and functionality, enhance its customer service base and expand the Company's global outreach
 - \$30 mm of the capital raise will be used to buy out stock owned by CEO John Wise, President Colin Close, Series A investor Kern Whelan Capital, as well as other small shareholders
 - \$15 mm of its stock sale will help the Company to expand into Europe and enhance its platform; the Company will be opening offices in London and Zurich in 2016

Commentary

"InvestCloud has achieved remarkable momentum by building an easily deployable and scalable first-class investment platform for any professional investment manager or financial institution. We are excited to be joining forces with FTV Capital, a firm that brings a proven growth equity track record, highly relevant financial services domain expertise and an attractive network of financial services executives-potentially future InvestCloud customers."

John Wise
Chairman and CEO
InvestCloud

"In a few short years, InvestCloud has positioned itself not only as the leader in advanced platforms for investment managers, but has become the gold standard for user experience, while maintaining the highest level of security. A digital capability was once considered a 'nice to have' option; we've heard from dozens of financial institutions in FTV's Global Partner Network that a digital client experience has now become a competitive necessity. We look forward to supporting John and his experienced team to help accelerate strong company growth."

Richard Garman
Managing Partner
FTV Capital

InvestCloud Raises \$45 mm in Series B Financing

InvestCloud Overview








Overview



CEO: John Wise
Headquarters: Los Angeles, CA
Founded: 2010
Website: www.investcloud.com

- **InvestCloud designs custom cloud-based applications for financial advisors, family offices, hedge funds, asset allocators and wealth management firms**
 - The Company's main office is based out of Los Angeles with additional locations in San Francisco, New York and Tampa
 - The Company's software provides money managers' customers the ability to track the progress of their investments and receive relevant financial news and social media content
- **InvestCloud's platform provides over 4,000 customizable user interfaces to a large user-base**
 - The Company serves over 650 clients, totaling over 150,000 users
 - Supports over \$1.4 trillion in assets

Select Service Offerings

Client Communications	Client Management	Portfolio Management	Operational Management
Website	CRM	Decision Support	Accounting
Document Reporting	Planning & Proposal	Performance	Compliance
Client Reporting	CMS Content Management Systems	Attribution	Billing
			
Reporting	Performance	Risk	Trading
			
Dashboard	Mobile	Warehousing	

Previous Financings

Date	Size (\$ mm)	Investors
10/08/15	\$45.0	FTV CAPITAL KERN WHELAN CAPITAL, LLC
10/11/13	8.6	Polar Capital ALTOS KERN WHELAN CAPITAL, LLC
12/21/12	0.5	Seed

Source: Company website, press release.

InvestCloud Raises \$45 mm in Series B Financing

FTV Capital Overview

Overview



Jim Hale
Founding Partner



Richard Garman
Managing Partner

Location

- San Francisco, CA (HQ)
- New York, NY

About

- Founded in 1998 by Bob Huret and Jim Hale
- Focus on FinTech with broader reach in software and services
- Manages over \$1.8 bn across four funds
- US-based but global portfolio including investments in China, Canada and the UK
- Strong LP base of banks, asset managers and other financial services companies
- Specializes in companies growing at greater than 20%
- Takes active role in portfolio companies through board representation
- First institutional funding for two-thirds of portfolio companies

FINANCIAL
TECHNOLOGY
PARTNERS

Investment Preferences

Investment Criteria

Fund Size:	\$700 mm
Fund Raised:	2014
Investment Range:	\$10–75 mm

General Preferences ⁽¹⁾

Control:	Minority, Majority
Geography:	Global
Transaction Type:	Growth, Buyout, Recapitalization
Industry Focus:	FinTech, Specialty Finance, Business Services

Select Recent Investments / Exits

FinTech / Financial Services Investments ⁽²⁾

Date	Company	Deal Amt. ⁽²⁾	Board Rep.	Sector
10/15	InvestCloud (<i>Series B</i>)	\$45	Richard Garman	CapMkts
08/15	CashStar (<i>Series D</i>)	15	Chris Winship	Pymts
05/15	WePay (<i>Series D</i>)	40	Chris Winship Robert Anderson	Pymts
04/15	Clearent (<i>Later-Stage VC</i>)	25	Chris Winship	Pymts
11/13	World First (<i>PE Growth</i>)	na	Brad Bernstein	Pymts
08/13	Credorax (<i>Later-Stage VC</i>)	40	Chris Winship Robert Anderson	Pymts
06/13	Vindicia (<i>Series E</i>)	3	Eric Byunn	FMS
04/13	Cedar Capital (<i>PE Growth</i>)	na	Richard Garman Kyle Griswold	CapMkts
04/13	Good Harbor Financial (<i>PE Growth</i>)	75	na	CapMkts
04/13	MarketShare (<i>PE Growth</i>)	38	na	CapMkts
02/13	Empyrean Benefits (<i>Later-Stage VC</i>)	41	Chris Winship Abhay Puskoor	HCIT
02/13	eBaoTech (<i>PE Growth</i>)	36	Brad Bernstein Abhay Puskoor	Ins
04/12	ASpire Financial (<i>Later-Stage VC</i>)	25	Kyle Griswold, Robert Anderson	CapMkts
07/11	Apex Fund Services (<i>PE Growth</i>)	30	Brad Bernstein	CapMkts
09/10	CardConnect (<i>PE Growth</i>)	50	Richard Garman Chris Winship	Pymts
01/10	Company.com (<i>Series A</i>)	4	Richard Garman	FMS

Source: Capital IQ, PitchBook.

(1) *Italics* indicate preferred control / geography.

(2) * denotes M&A exit; ** denotes IPO exit.

(3) Deal Amount in mm.

Overview of FT Partners

Significant Experience in Capital Markets Technology

Wealth Management

Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
Capital Markets & IPO Advisor to*

ENVESTNET

In its

\$69,000,000
Initial Public Offering

valuing the equity at approximately

\$ 300,000,000

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Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

EISI

In its sale to

ZYWAVE

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Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its
exclusive role as advisor to*

BLACKROCK

in its 100% acquisition of

FutureAdvisor

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Data / Analytics

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FTP Securities LLC
*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

Zephyr
ASSOCIATES, INC.

In its sale to

informa

for total cash consideration of

\$ 62,000,000

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FTP Securities LLC
*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

THE MARKETS.com

in its sale to

Capital IQ
A Division of Standard & Poor's

for total consideration of approximately

\$ 300,000,000

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Financial Technology Partners LP
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*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

MERGENT

In the sale of its Index Business to

NASDAQ OMX

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High Frequency Trading

Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

ATD
Automated Trading Partners, LLC

in its sale to

citi

*for cash and stock consideration of
approximately*

\$ 700,000,000

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Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
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QUANTHOUSE
SOLUTIONS FOR TRADING

In its growth financing with

ViewPoint.
Capital Partners

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Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

WOMBAT
FINANCIAL SOFTWARE

in its sale to

NYSE Euronext

for total consideration of approximately

\$ 225,000,000

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Overview of FT Partners

Significant Experience in Capital Markets Technology

Trading Technology

Financial Technology Partners LP
FTP Securities LLC

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

 **ITG** INVESTMENT TECHNOLOGY GROUP

In its acquisition of

 **macgregor**

for cash consideration of approximately

\$ 230,000,000

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FTP Securities LLC

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TORA 

TECHNOLOGY. TRADING. LIQUIDITY.™

In its minority capital raise with

 **Goldman Sachs**  **Bank of America Merrill Lynch**

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FTP Securities LLC

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 **TradingScreen**
SIMPLIFYING GLOBAL MARKETS®

In its minority recapitalization for

\$ 110,000,000

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Other Capital Markets Technology

Financial Technology Partners LP
FTP Securities LLC

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

 **MajesticResearch**

In its sale to

 **ITG** INVESTMENT TECHNOLOGY GROUP

for total consideration of approximately

\$ 56,000,000

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Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

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In its sale of a minority stake to

 **Bank of America Merrill Lynch**  **GETCO**  **Goldman Sachs**

 **Morgan Stanley**  **QUANTLIB FINANCIAL, LLC**

 **FINANCIAL TECHNOLOGY PARTNERS**

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Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

INSTINET

In the sale of its stake in

CHIX EUROPE
to

 **BATS**
Trading Markets Better

for total consideration of approximately

\$ 305,000,000

 **FINANCIAL TECHNOLOGY PARTNERS**

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Overview of FT Partners

Award-Winning Investment Banking Franchise Focused on Superior Client Results

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



M&A Advisor Awards

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



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|-----------|---|
| 2006-2008 | <ul style="list-style-type: none"> ■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology |
|-----------|---|



Middle Market Financing Awards

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