

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 31, 2018

ROOT

**Root Insurance Raises \$100 million
in Financing Led By Tiger Global Management**

TIGERGLOBAL

Features Exclusive CEO Interview

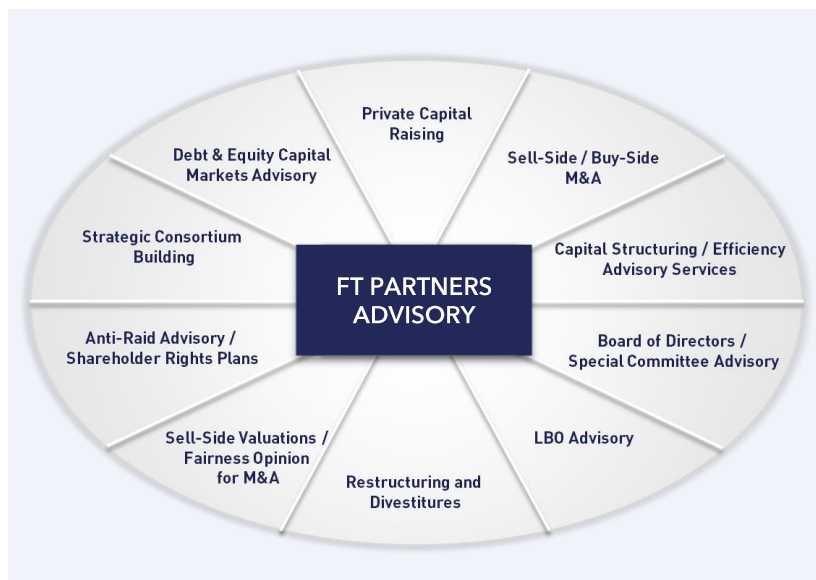
InsurTech: Online Auto Insurance



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 15 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research



The Information

Named Silicon Valley's #1 FinTech Banker (2016) and ranked #2 Overall by *The Information*



Ranked #1 Most Influential Person in all of FinTech in *Institution Investor's* "FinTech Finance 40"



THE M&A ADVISOR

Numerous Awards for Transaction Excellence including "Deal of the Decade"

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Root Insurance Raises \$100 million in Financing

FT PARTNERS RESEARCH

ROOT

Transaction Summary

Transaction Summary

- On August 22, 2018, Root Insurance announced it has raised \$100 million in a Series D financing led by Tiger Global Management
 - Redpoint Ventures, Ribbit Capital, and Scale Venture Partners also participated in the round
- This round brings Root's valuation to \$1 billion
- The Company will use the new funding to continue expanding into additional states as well as to hire new talent, with a focus on engineers, actuaries, claims, and customer service to support increased scale
 - Root is currently available in 20 states and anticipates expanding into all 50 states and Washington, D.C. by the end of 2019
- Root is a licensed insurance carrier offering drivers customized quotes based primarily on actual driving behavior, managed through a mobile app
 - Root experienced 4,500% year-over-year growth in direct written premiums in the first six months of 2018

Select Financing History

| Date | Size (\$ mm) | Select Investor(s) |
|----------|--------------|---|
| 08/22/18 | \$100 | Tiger Global Management; Redpoint Ventures; Ribbit Capital; Scale Venture Partners |
| 03/27/18 | 51 | Redpoint Ventures; Ribbit Capital; Scale Venture Partners; Silicon Valley Bank Capital Partners |

Management Commentary

"We are excited that Root continues to attract the commitment and capital of some of the largest and most successful venture funds, like Tiger Global Management, who recognize the power of the Root platform and our prospects for growth and success. This additional capital will allow us to accelerate our strategy to transform the car insurance world and reinvent a broken industry from the ground up by setting the new standard for how customers buy and use insurance."

ROOT

Alex Timm
CEO & Co-Founder



Investor Commentary

"Root Insurance is leading digital innovation in US auto insurance. This industry is ripe for change, and we are excited to invest in a team that has the expertise, vision, and momentum to deliver real results. We look forward to growing our partnership with Root and helping them expand their footprint across the United States."

TIGERGLOBAL

Lee Fixel
Partner



Root Insurance Raises \$100 million in Financing



Root Insurance Overview

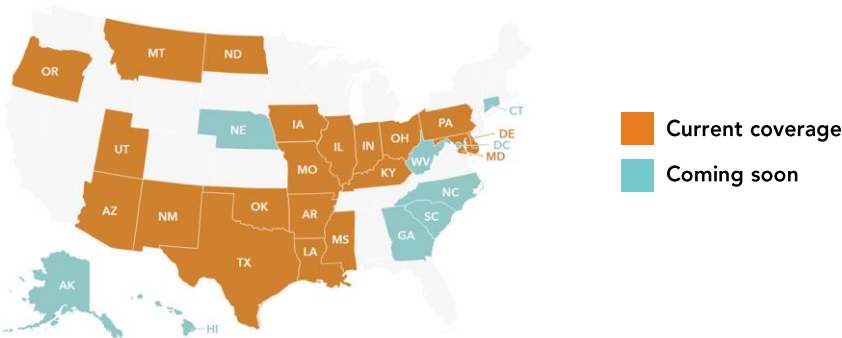
Company Overview

Co-Founder & CEO: Alex Timm
Headquarters: Columbus, OH
Founded: 2015



- Root is an insurance company that provides telematics-based auto insurance policies through a mobile app
- While other insurers focus on more traditional demographic data such as age, gender, marital status and occupation, Root's underwriting process focuses on driving behavior data collected through its mobile app
 - The app turns a user smartphone into a telematic device that gathers data on driving behaviors
 - Factors measured include how fast a driver accelerates / brakes, tailgating patterns, swerving, braking patterns, changing lanes, distracted driving and other related data
- Root operates direct-to-consumer – through the mobile app, users can obtain quotes, purchase policies and file claims

Geographic Coverage



Products & Services Overview

How it works:



1. Download the Root App



2. Take a Test Drive



3. Choose and Pay for a Policy

Features



Invite Family Members to Drive with Root



View Your Insurance Card at Anytime



Cancel Your Current Policy and Receive Refunds



Choose Your Coverage



Request Roadside Assistance



File a Claim



Driving Scorecard

Root Insurance Raises \$100 million in Financing

FT PARTNERS RESEARCH

ROOT

Tiger Global Management Overview

Overview

TIGERGLOBAL



Chase Coleman
Founder & Partner



Anil Castro
Partner, CFO, &
COO



Lee Fixel
Partner & Head of
Private Equity



Scott Shleifer
Partner & Head of
Public Equity
Business

Locations

- New York, NY (HQ)
- Hong Kong
- Melbourne, Australia
- Bangalore, India
- Singapore

About

- Tiger Global was founded in 2001 and is headquartered in New York, NY
- Tiger is an investment manager that deploys capital through two primary funds: a private equity fund and a public equity fund
- Prefers to invest in the technology, internet, telecom, media, retail, and consumer businesses with a focus in the US, China, India, Southeast Asia, Latin America, and Eastern Europe

Investment Preferences

Investment Criteria

| | |
|-------------------------|---|
| Fund Amount: | \$2,500 mm (Tiger Global Private Investment Partners X) |
| Fund Raised: | 2015 |
| Investment Size: | NA |
| Revenue: | NA |
| EBITDA: | NA |

General Preferences ¹

| | |
|--------------------------|---|
| Control: | Minority, Majority |
| Geography: | US, China, India, Asia, Latin America, Europe |
| Transaction Type: | Seed, Venture, Growth, M&A |
| Industry Focus: | Technology, Internet, Telecom, Media, Retail, Consumer Business |

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

| Date | Company | Deal Amt. ³ | Board Rep. | Sector |
|-------|------------------------------|------------------------|------------|--------|
| 08/18 | Root (Series D) | \$100 | NA | Ins |
| 07/18 | Toast (Series D) | 115 | NA | Pymts |
| 04/18 | Green Bits (Series A) | 17 | NA | Pymts |
| 04/18 | ContaAzul (Series D) | 30 | NA | FMS |
| 03/18 | ChargeBee (Series C) | 18 | NA | FMS |
| 03/18 | NestAway (Series D) | 51 | NA | Bnkg |
| 01/18 | Razorpay (Early-Stage VC) | 20 | NA | Pymts |
| 01/18 | Wealthfront (Later-Stage VC) | 75 | NA | Bnkg |
| 10/17 | PolicyBazaar (Series E) | 77 | NA | Ins |
| 11/16 | Nubank (Series D) | 80 | NA | Bnkg |
| 04/16 | Nest Away (Series C) | 30 | NA | Bnkg |
| 01/16 | Nubank (Series C) | 52 | NA | Bnkg |
| 11/15 | Tyxo Payments (Growth) | 72 | NA | Pymts |
| 11/15 | Avant (Growth) | 325 | NA | Bnkg |
| 09/15 | Razorpay (Series A) | 9 | NA | Pymts |
| 08/15 | GrabPay (Series E) | 350 | NA | Pymts |
| 07/15 | Idealista SA (Apax)* | NA | NA | Bnkg |
| 07/15 | NestAway (Series B) | 12 | NA | Bnkg |

Source: PitchBook, FT Partners' Proprietary Database

1) Italics indicate preferred control / geography

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

3) Deal Amount in mm

Root Insurance Raises \$100 million in Financing

FT PARTNERS RESEARCH

ROOT

Interview with Root – Alex Timm, CEO



Alex Timm
Co-Founder & CEO

ROOT

Alex is the Chief Executive Officer and co-founder of Root. Prior to Root, Alex worked at Nationwide Insurance, most recently as Senior Strategy Consultant for the property and casualty lines of business. His experience in the industry spans from financial manager to mergers and acquisitions to pricing and reserving at the age of 14. Alex is a Fellow of the Casualty Actuarial Society and a Member of the American Academy of Actuaries.

"I decided to build a modern auto insurance company from the ground up – one founded on the principle of fundamental fairness that is also dedicated to making consumers' lives easier."

"...our main differentiator is that the biggest factor in our ratings algorithm (by far!) is driving data as measured by telematics."

What was the vision behind founding Root?

I have been in the insurance industry since I was 14, working across a variety of departments in well-established carriers. In corporate strategy, I was responsible for identifying market and industry trends and making recommendations on how the business model should evolve in response. But I soon came to two realizations: consumers were embracing mobile technology at an unprecedented rate but we were still stuck in the age of internet quotes (or even brick-and-mortar agents); and, while big data opened up a whole world of possibilities to fix what was broken, we didn't have the ability to capitalize on that opportunity. The result – technology was moving forward and leaving insurance behind.

I saw a big opportunity for the auto insurance industry to completely reinvent itself. By taking advantage of what technology and machine learning have to offer, insurance companies could not only provide a truly modern customer experience, but they could also make things better. Fairer. Traditional carriers, though, have been largely unable or unwilling to take this leap. So I decided to build a modern auto insurance company from the ground up – one founded on the principle of fundamental fairness that is also dedicated to making consumers' lives easier.

Please walk us through the process of applying for a quote with Root. What factors does Root consider when underwriting its customers?

We pride ourselves on having the easiest process in the business. Customers simply download an app and sign up for a test drive in a few quick taps. Then, after a few weeks of normal driving, the Root app delivers a quote primarily based on the customer's driving skills. If a customer wants to purchase the quote, they can do that right in the app within a few minutes. The insurance card is right in the app and we'll even cancel their old policy for them. We've designed the process to be as streamlined and delightful as possible – no more stacks of paperwork or dozens of text boxes and screens to fill in.

While we consider some other factors that are predictive of risk or fraud, our main differentiator is that the biggest factor in our ratings algorithm (by far!) is driving data as measured by telematics. That's a big deal in this industry.

Interview with Root – Alex Timm, CEO

ROOT

"Since we don't give a quote to bad drivers – the 30 percent of drivers who are responsible for 50 percent of claims – we are able to give good drivers a discount of up to 52 percent off their current rates."

"I find that consumers are very open to new technology – as long as it makes their lives better – and we've seen great reception to our offerings."

How is Root able to deliver cost savings over traditional auto insurance providers?

Root is the nation's first mobile-only carrier that uses telematics to give fair prices to potential customers. Unlike traditional insurers, we calculate insurance rates primarily based on actual driving behavior. Using the power of technology, we gather data on individual driving behaviors such as braking patterns, acceleration and mileage – more than 200 different variables. Since we don't give a quote to bad drivers – the 30 percent of drivers who are responsible for 50 percent of claims – we are able to give good drivers a discount of up to 52 percent off their current rates.

We're also the first insurance company to offer a discount for self-driving cars, beginning with Tesla. Cars with semi-autonomous technology have proven to be much safer on the road. According to the NHTSA (National Highway Traffic Safety Administration), Tesla's Autopilot feature reduced its crash rate by 40 percent. Our app is able to gauge when a driver is likely using the Autopilot technology and reward them with a discount for those miles.

What are some of the key use cases for your proprietary data and analytics?

We aren't the first company to use telematics. We're just the first company to do it right.

While other companies have dabbled in telematics, they largely use the data to give small discounts and (rare!) small surcharges. When they do surcharge for bad driving behavior, they don't adjust in an amount which is commensurate to risk. It's a patch on a broken system. Good drivers are still subsidizing bad ones.

Root, on the other hand, is using data and technology to eliminate that subsidy and give good drivers the rates they actually deserve. Essentially, we're building a new kind of insurance system from the ground up – one which is fundamentally fair.

What have you learned about customer attitudes towards telematics-based insurance?

We've been very pleased with customer response. I find that consumers are very open to new technology – as long as it makes their lives better – and we've seen great reception to our offerings. People like the idea of being rewarded for their good skills and, of course, the fact that we're able to offer so much savings is a huge selling point.

Interview with Root – Alex Timm, CEO

ROOT

"As autonomous technology improves and our roads get safer, we will see insurance costs decline rapidly.

When that happens, the insurance companies that survive will be the ones that understand autonomous technology, are nimble enough to adapt and are lean and efficient."

How do you see the role of insurance evolving with the potential adoption of partial- and fully-autonomous vehicles? What opportunities and challenges could this create for Root?

Right now, the cost of insurance is still rising. While autonomous vehicle technology is improving, we haven't seen the effects of autonomous technology impacting industry-wide loss costs.

However, that's going to change. As autonomous technology improves and our roads get safer, we will see insurance costs decline rapidly. When that happens, the insurance companies that survive will be the ones that understand autonomous technology, are nimble enough to adapt and are lean and efficient.

Why do I say "lean"? Most industry competitors are burdened with large amounts of fixed cost overhead and are spending billions of dollars on marketing. Those costs make up anywhere from 15-30% of the premium, depending on the insurer. However, as losses push premiums lower, this percentage will skyrocket. The long and short of it is that you can afford to have a billion dollar marketing budget when you sell insurance for \$500 – but that makes a lot less sense if you are selling that insurance for \$100. I suspect we're going to see many major players begin to sink under their own weight.

What is the long-term vision for the Company? What new products and services will you be offering in the coming years?

In the near term, our goal is to be active in all 50 states by the end of 2019. We currently insure drivers in 20 states and are approved in an additional eight states. Further down the road, I'd like to offer multiple insurance products in addition to car insurance, continuing to revolutionize the industry with products that leverage technology to make insurance fairer, simpler and more affordable.



Selected Online Auto Insurance and Telematics Company Profiles

Online Auto Insurance Company Profile: Clearcover

Company Overview

| | | |
|---------------|---|----------------|
| CEO: |  | Kyle Nakatsuji |
| COO: | | Derek Brigham |
| Headquarters: | | Chicago, IL |
| Founded: | | 2016 |

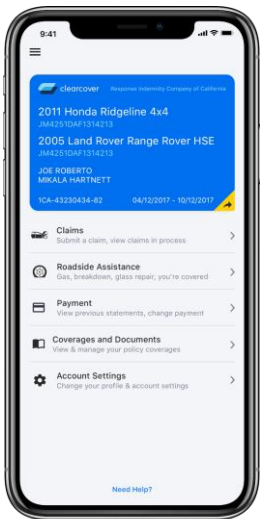
- Clearcover provides the right coverage, when it matters, at the lowest possible cost
- By designing a data-driven model to reach consumers in the moments that matter – the moments that they’re actually thinking about insurance – Clearcover minimizes spend in areas like advertising and operations
- Clearcover can save consumers up to 50% off their current policy prices
- Clearcover partners with companies like price comparison, car shopping and personal finance websites to integrate its presence

Select Financing History

| Date | Size (\$ mm) | Investor(s) |
|----------|--------------|--|
| 09/19/17 | \$12 | Lightbank; American Family Ventures; Greycroft Partners; 500 Startups; Silicon Valley Bank |

Products & Technology Overview

- **Focused on Property & Casualty Insurance:** Launching personal automobile insurance in California in Q1 2018
- **Partner-Driven Approach:** Clearcover’s modern technology enables seamless integration with existing systems – in days
- **Artificial Intelligence-Enabled:** The platform uses machine-learning to make customized coverage recommendations, enabling customers to receive personalized policy suggestions in a few minutes
- **Mobile-First:** Clearcover’s mobile app will provide all the same services as a traditional agent, including real-time assistance with claim filings and coverage overviews



Source: Company press release, Company website, PitchBook

Online Auto Insurance Company Profile: EverQuote

Company Overview

Co-Founder & CEO:

Seth Birnbaum

Headquarters:



Cambridge, MA

Founded:

2011

- EverQuote operates an online insurance marketplace for consumers
- While primarily focused on auto insurance policies, the company has also expanded into home and life insurance
- EverQuote's data and technology platform helps consumers save time and money during the purchasing process, while also providing carriers and agents with access to high quality leads and potential customers
- As of October 2016, EverQuote had made over 50 million referrals, with over 5 million people visiting the website each month ⁽¹⁾

Select Financing History

| Date | Size (\$ mm) | Investor(s) |
|----------|--------------|--|
| 06/28/18 | \$84 | IPO |
| 02/22/17 | 36 | Savano Capital Partners; SecondAlpha; Link Ventures; Stratim Capital; Oceanic Partners; T Capital Partners |

Source: Company press release, Company website, PitchBook

(1) Xconomy, "Insurance Marketplace EverQuote Grabs \$23M to Goose \$100M+ Business"

Products & Services Overview

Products

EverQuote provides online insurance quote comparison services for:



How It Works

Provide Information: Users fill out online form, providing personal information and details on their insurance needs.

Get Connected to Insurers: EverQuote connects users with local agents who help with finding an insurance policy. EverQuote can also match users with carriers that provide direct online quotes.

Find the Best Rate: Users can choose appropriate policies based on price and coverage.



Partners

EverQuote works directly with leading auto insurance carriers, including:

esurance

MERCURY INSURANCE

FARMERS INSURANCE

State Farm

Nationwide

Allstate
You're in good hands.

PROGRESSIVE

Liberty Mutual INSURANCE

EverQuote also works with regional agencies and broker networks, providing them with high quality leads generated from the EverQuote website.

Online Auto Insurance Company Profile: Goji

Company Overview

CEO: Peter Breystone
Headquarters: Boston, MA
Founded: 2007



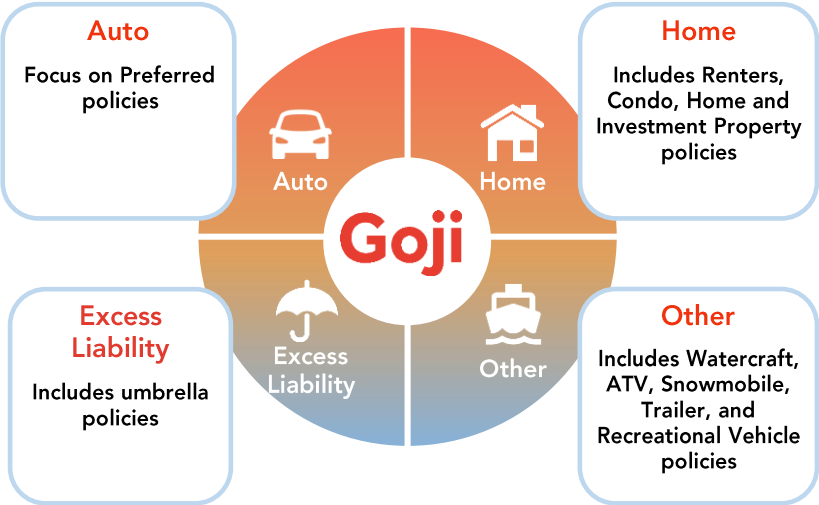
- Goji is a pioneer in online technology-enabled insurance distribution
- Innovative online and offline agency platform utilizes a data-driven, consultative approach to seamlessly match the optimal coverage needs of its preferred buyers with Goji's integrated network of insurance carriers
- Identifies and converts customers through its online insurance concierge service that yields personalized, real-time, valued-based quotes

Partners

Goji associates compare real quotes from a network of trusted providers



Products & Services Overview



- 1 Customer provides information to Goji agent through free, personal consultation
- 2 Agent finds personalized quotes within minutes
- 3 Agent recommends the best policy for the customer
- 4 If customer wants to switch, Goji agent guides them through the entire process

Online Auto Insurance Company Profile: Insurify

Company Overview

Founder & CEO: Snejina Zacharia
Headquarters: Cambridge, MA
Founded: 2013



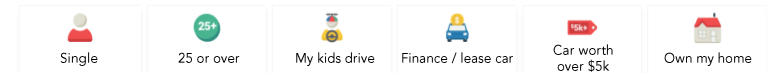
- Insurify provides an online auto insurance quote comparison platform, helping simplify the auto insurance purchasing experience
- Insurify's artificial intelligence insurance chatbot, Evia, uses predictive modeling and advanced analytics to help customers
 - Evia enables users to quickly compare car insurance quotes from dozens of carriers within Facebook's Messenger app
 - Users can upload pictures of their license plates and share other key information with the chatbot, which will then show various insurance policy quotes and make recommendations

Select Financing History

| Date | Size (\$ mm) | Investor(s) |
|----------|--------------|--|
| 03/16/17 | \$5 | MassMutual Ventures; Nationwide Ventures; Rationalwave Capital Partners; Undisclosed Investor(s) |
| 01/28/16 | 2 | Rationalwave Capital Partners |
| 02/20/15 | 2 | Rationalwave Capital Partners; Undisclosed Investor(s) |

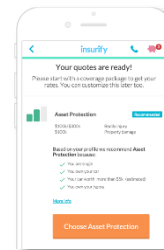
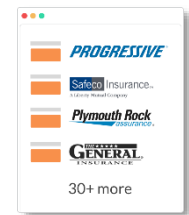
Products & Services Overview

Compare car insurance with quick price and coverage calculator



Real, accurate quotes

See quotes you can trust, because Insurify works directly with the insurance companies to get them for you



Recommendations, tailored to you

Get personalized recommendations based on your unique needs and preferences

Your personal insurance agent

Send a photo of your license plate on Facebook Messenger, compare quotes, get advice and sign up for rate alerts



Online Auto Insurance Company Profile: Metromile

Company Overview

CEO: Dan Preston
 Headquarters:  San Francisco, CA
 Founded: 2011

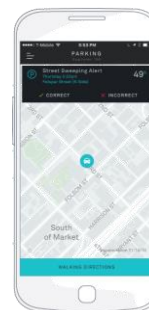
- Metromile provides per-mile car insurance products and services, such as claims services, roadside assistance, accidents claims and more
 - Offers mileage-based pricing by calculating users' insurance costs each month based upon the actual miles they drive
- The key to per-mile insurance is the Metromile Pulse, a free small wireless device that plugs into your car's diagnostic port, enabling Metromile to track users mileage in real time
- Metromile is currently available in eight states, including Arizona, California, Illinois., New Jersey, Oregon, Pennsylvania, Virginia, and Washington
 - The Company is focused on offering pay-per-mile insurance nationwide

Select Financing History

| Date | Size (\$ mm) | Investor(s) |
|----------|--------------|--|
| 07/24/18 | \$90 | Tokio Marine Holdings; Intact Financial; NEA; Index; Future Fund; Section 32 |
| 09/21/16 | 50 | China Pacific Insurance |
| 02/16/16 | 103 | First Round Capital; Index Ventures; Intact Financial Corporation; Mitsui & Co. Global Investment; New Enterprise Associates; SV Angel |
| 12/31/14 | 38 | Undisclosed Investor(s) |
| 04/29/13 | 10 | First Round, Felicis Venture |

Products & Services Overview

The Smart Driving App



Vehicle Tracking

Always know where your car is parked and the ideal path to get there

Trip Optimization

Optimize trips by seeing how speed varies on each trip, how much gas is spent and how long the drive takes

Car Health

Get a diagnosis of your car's running condition and even contact a mechanic with any questions.

Alerts

Get street sweeping alerts to avoid future tickets (in select cities)

Metromile covers every step of the claim process



Collect Information



File A Claim



Appraisal & Repair



Get Back to Driving

AVA, an artificial intelligence claims assistant, helps verify claims and guides users through the process

Once a claim is filed, customers are matched with a dedicated Metromile claims professional who helps them resolve the claim

Metromile acquired an insurance carrier in September 2016, enabling it to underwrite its own policies and manage the entire claims process

Telematics Company Profile: The Floow

Company Overview

Founder & CEO: Aldo Monteforte
Headquarters: Sheffield, UK
Founded: 2012



- The Floow utilizes user smartphone sensors and contextual analysis to provide an advanced risk management solution to the automotive and motor insurance industries
- Using large-scale geo-data collection, analysis and integration, The Floow accurately reevaluates risk factors (such as driver behavior, speed in context and circumstances) when considered for pricing
- The Floow’s telematic services also provide specific safety recommendations for drivers to improve personal driving performance
- The Floow’s platform includes an integrated crash notification and emergency response feature for drivers in an accident

Select Financing History

| Date | Size (\$ mm) | Investor(s) |
|----------|--------------|--|
| 03/06/17 | \$16 | Fosun Capital Group, Direct Line Group, United Electronics Company |
| 07/08/14 | NA | Direct Line Group |

Products & Services Overview

Unique Attributes

- Fully autonomous telematic apps for Android and iOS
- Full compatibility with any telematic data source including fitted modules, OBD devices and original equipment
- Contextual data enhancement via proprietary ‘big data’ techniques resulting from decades of academic research
- Automated generation of actuarial insights regarding scoring, premiums, claim management and fraud prevention
- Integrated e-learning modules grounded in the psychology of driver behavior
- Personalized coaching program run created by Dr. Lisa Dorn and proven to significantly improve scores and claims experience
- Integrated rewards platform to engage the good drivers

Select Clients



Telematics Company Profile: TrueMotion

Company Overview

CEO: Ted Gramer
Headquarters: Boston, MA
Founded: 2012

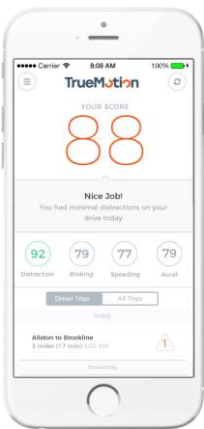


- Formerly known as Censio, TrueMotion provides a technology-enabled platform that accurately captures driver behavior and enables insurance companies to distinguish between risky and safe drivers
- The TrueMotion app uses sensors in a user's phone to track each trip the user takes, score the trip based on how distracted the driver was (i.e. focused on the road vs. dialing the phone or texting) and provide feedback for how to improve
- Insurers on the platform can offer rewards and discounts to safe drivers, resulting in money saved on policy payments and an overall reduction in accidents on the road

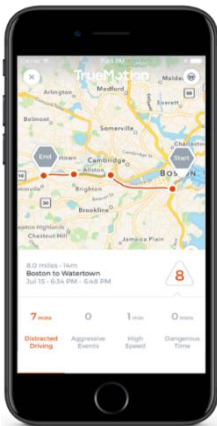
Select Financing History

| Date | Size (\$ mm) | Investor(s) |
|----------|--------------|--|
| 10/06/15 | \$10 | General Catalyst Partners, Bain Capital Ventures, Lakestar |

Products & Services Overview



- The TrueMotion app offers a user-friendly dashboard that includes a breakdown of a users driving history on occurrences such as:
 - Distractions
 - Aggressive Events
 - High Speeding
 - Dangerous Times
- The app also provides a TrueMotion Family platform, where families can sign up together and track the driving capabilities of each family member



- Each trip is scored on a scale of 0 to 100
- The app provides precise feedback on where the driver did well and where the driver can improve
- **Overall, drivers have reduced distracted driving by 75% by using TrueMotion**



Overview of FT Partners

Selected FT Partners InsurTech Research – *Click to View*

November 28, 2016

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

square trade

in its sale to

Allstate

for total consideration of approximately

\$ 1,400,000,000

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York

SquareTrade's \$1.4 billion Sale to Allstate

April 27, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

AUTOMATIC

in its sale to

SiriusXM
SATELLITE RADIO

for total consideration of approximately

\$ 115,000,000

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Automatic's \$115 million Sale to SiriusXM

November 15, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

Goji

in its financing round led by

HSCM BERMUDA
MANAGEMENT COMPANY

for total consideration of

\$ 15,000,000

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Goji's \$15 million Financing Round Led by HSCM Bermuda

July 11, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

NEXT INSURANCE

in its Series B financing led by

Redpoint

for total consideration of

\$ 83,000,000

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Featuring: Exclusive CEO Interview
Guy Goldstein

Next Insurance's \$83 million Series B Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

July 31, 2018

GUSTO

Gusto Raises \$140 million in Series C Financing

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Gusto Raises \$140 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

February 27, 2018

bind

Bind Raises \$60 million in Financing Led by Lemhi Ventures

Lemhi Ventures

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Bind Raises \$60 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 31, 2018

Allstate

Allstate (NYSE: ALL) Acquires InfoArmor for \$525 million

InfoArmor

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Allstate Acquires InfoArmor for \$525 million

FT PARTNERS FINTECH INDUSTRY RESEARCH

July 30, 2018

metromile

Metromile Raises \$90 million in Series E Financing Co-led by Tokio Marine Holdings and Intact Financial

TOKIO MARINE **[intact]**

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Metromile Raises \$90 million in Series E Financing

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FT Partners Research – Quarterly InsurTech Insights

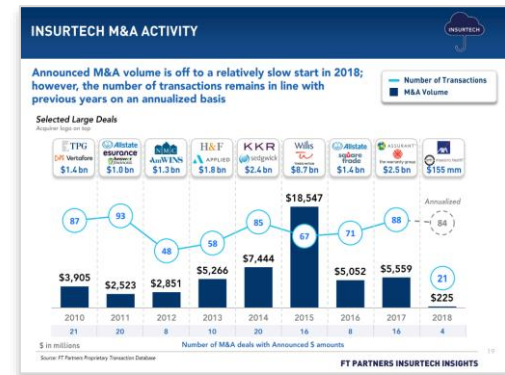
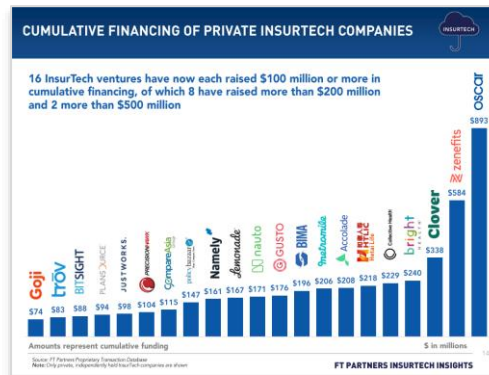
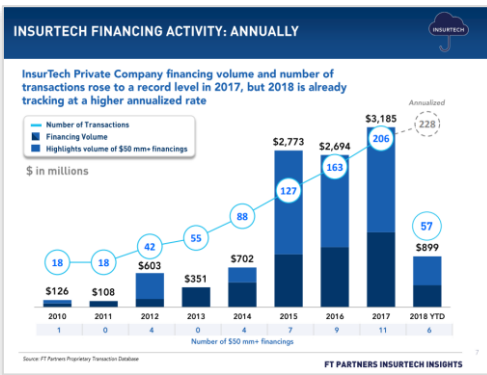
Q1 2018 InsurTech Almanac



Click pictures to view report

Highlights of the report include:

- Q1 2018 and historical InsurTech financing and M&A volume and deal count statistics
- Largest InsurTech financings and M&A transactions so far in 2018
- Most active InsurTech investors
- Corporate VC activity and strategic investor participation
- Other industry, capital raising and M&A trends in InsurTech



Leading Advisor Across the InsurTech Landscape

Consumer Protection Plans

Financial Technology Partners LP
FTP Securities LLC

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



in its sale to



for total consideration of

\$ 1,400,000,000



The Only Investment Bank
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Telematics / Connected Car Solutions

Financial Technology Partners LP
FTP Securities LLC

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



AUTOMATIC

in its sale to



for total consideration of approximately

\$ 115,000,000



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Online 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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Sales Automation Technology & Platform

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MOELIS CAPITAL PARTNERS



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Largest Wholesale Brokerage in U.S.

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in its growth recapitalization by



NEW MOUNTAIN CAPITAL LLC

valued at approximately

\$ 1,300,000,000



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Online Small Business Insurance

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FTP Securities LLC

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



in its Series B financing led by



for total consideration of

\$ 83,000,000



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Auto Finance and Insurance Solutions

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on its sale to an Affiliate of



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Agency Management / Marketing Technology

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in its sale of

Zywave Insurance Solutions

to



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Online Personal Lines Insurance Agency

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in its financing led by



for total consideration of

\$ 15,000,000



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SaaS / Claims for Property & Contents

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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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in its sale to



for total consideration of

\$ 1,400,000,000



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FT Partners Advises Next Insurance on its Financing

Transaction Overview

- On July 11, 2018, Next Insurance announced an \$83 million Series B financing round led by Redpoint Ventures
 - Other investors that participated in the round include Nationwide, Munich Re, American Express Ventures, Ribbit Capital, TLV Partners, SGVC and Zeev Ventures
 - Elliot Geidt, Partner at Redpoint Ventures, will join the board of Next Insurance
- Founded in 2016 and headquartered in Palo Alto, CA, Next Insurance is the leading digital insurance company for small businesses
 - Next Insurance champions technological innovation and sophisticated uses of AI and machine learning to improve customer experience and streamline the insurance purchasing process
- In May 2018, Next announced its new 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 configuring of policies

Significance of Transaction

- The funding will enable Next Insurance to continue its expansion throughout the US as a full service insurance carrier, further innovate claims handling, offer coverage to many more classes of business, and significantly grow internal operations in both the US and Israel
- The Series B round brings Next Insurance's total funding to \$131 million in just two years

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Next Insurance and its Board of Directors
- This transaction underscores FT Partners' successful track record generating highly favorable outcomes for leading InsurTech companies

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NEXT
INSURANCE

in its Series B financing led by

 **Redpoint**

for total consideration of

\$83,000,000

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FT Partners Advises Goji on its Financing

Transaction Overview

- On November 15, 2017, Goji announced it has raised \$15 million in financing led by Hudson Structured Capital Management Ltd., doing business as HSCM Bermuda
- Founded in 2007 and headquartered in Boston, MA, Goji is the country's leading independent online personal lines insurance agency
 - Goji's data-driven home and automobile insurance platform enables Goji agents to seamlessly match the optimal coverage needs of its preferred buyers with Goji's integrated network of more than a dozen insurance carriers
- HSCM Bermuda was founded in 2015 and invests in reinsurance and insurance-linked assets across all lines of businesses through an array of innovative structures that allow risk transference, including from the life and property/casualty sectors, to the capital markets
- Goji's existing investors include: Thayer Street Partners, a tech-enabled financial- and business services-oriented private investment firm, Matt Coffin's Coffin Capital & Ventures, and Five Elms Capital, a Kansas City-based growth capital investment firm focused on tech-enabled companies

Significance of Transaction

- The investment allows Goji to benefit from HSCM Bermuda's sophisticated knowledge of insurance and its strong access to the insurance and reinsurance markets
- Additionally, the investment will drive accelerated growth at Goji

FT Partners' Role

- FT Partners served as a strategic and financial advisor to Goji and its Board of Directors
- This transaction underscores FT Partners' successful track record generating highly favorable outcomes for leading InsurTech companies

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Goji

in its financing led by



HSCM BERMUDA
MANAGEMENT COMPANY

for total consideration of

\$15,000,000



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FT Partners Advises Automatic on its Sale to SiriusXM

Overview of Transaction

- On April 27, 2017, Automatic Labs (“Automatic” or the “Company”) announced that it has been acquired by SiriusXM (“Sirius”) for a purchase price of approximately \$115 million
- Automatic provides a data-driven platform that enables vehicle owners to be safer and drive smarter; The Company’s proprietary Automatic Pro and Automatic Lite connected car adapters provide vehicle diagnostic alerts, emergency services, fuel monitoring, access to parking information, vehicle location and much more
 - Automatic also works with insurance carriers to enable usage-based savings and teen driver coaching, and works with automotive dealers to provide tools that help manage their vehicle inventory and customer service relationships
- Headquartered in New York, NY, SiriusXM holds a unique position in the connected vehicle space, offering unparalleled audio entertainment and data services in vehicles from every major carmaker

Significance of Transaction

- The acquisition deepens and expands SiriusXM’s connected vehicle offerings for drivers nationwide and the industry’s leading carmakers
 - SiriusXM’s position will be further strengthened with data collection and analytical tools that will ultimately enrich key elements of the connected vehicle experience

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Automatic
- This transaction demonstrates FT Partners’ continued success advising the highest quality FinTech companies and achieving outstanding results in the InsurTech sector

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AUTOMATIC

in its sale to



for total consideration of approximately

\$ 115,000,000

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FT Partners Advises Enservio on its Sale to Solera

Overview of Transaction

- On July 19, 2016 Enservio, Inc. ("Enservio" or the "Company") announced it has entered into a definitive agreement to be acquired by Solera
- Headquartered in Needham, Massachusetts, Enservio is the largest U.S. provider of SaaS-based software and services to the property contents insurance marketplace
 - Existing investors include Bain Capital Ventures and Matrix Partners
- Solera Holdings ("Solera") is a leading provider of digitally-enabled risk and asset management software and services to the automotive and property marketplace
 - Acquired by Vista Equity Partners for \$6.4bn in Sept. 2015

Significance of Transaction

- Enservio's proprietary database of more than \$10 billion in property contents information will add another component to Solera's Digital Home platform
- Move signals accelerated expansion of Solera's asset management and risk protection technologies for life's most important assets
- Acquisition leverages Solera's unique Invent & Acquire ("I&A") strategy
- Highly-attractive outcome for both Enservio and Solera

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Enservio and its Board of Directors
- Transaction demonstrates FT Partners' continued success advising top-tier companies and achieving outstanding results within the Insurance IT and Services sector

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enservio

in its sale to

Solera

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FT Partners Advises Insureon on its \$31 million Financing

Overview of Transaction

- On October 21, 2015 Insureon (“Insureon” or the “Company”) announced a \$31mm Series B minority investment round
 - Investment round led by Oak HC/FT (“Oak”)
 - Existing investor Accretive LLC (“Accretive”) also participated
- Insureon is the leading insurance online marketplace for small and micro businesses
 - Serves retail clients directly and also supports banks, brokerages and insurance companies through a wholesale offering
 - Coverage provided for 175,000+ small businesses
- Oak HC/FT is a \$500mm venture capital fund focused on investing in healthcare and financial services technology companies
- Accretive is a leading private investment firm specializing in the creation of disruptive technology companies

Significance of Transaction

- Creates opportunity for Insureon to accelerate its growth in the small business insurance sector
- Enables Insureon to increase its investment in technology development, and enhance its sales and marketing capabilities

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Insureon and its Board of Directors
 - Follows FT Partners’ role advising Insureon on its 2014 acquisition of Insurance Noodle from Willis
- Transaction demonstrates FT Partners’ continued success advising top-tier companies and achieving outstanding results within the Insurance IT and Services sector

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in its equity capital raise led by



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\$ 31,000,000



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Award-Winning Investment Banking Franchise Focused on Superior Client Results



2018

- 2018 Top Investment Bank in FinTech



Institutional Investor
Annual Ranking

2017

2015 - 2016

2006 - 2008

- Ranked #1 Most Influential Executive on Institutional Investor's FinTech 35 List
- Steve McLaughlin Ranked Top 5 on Institutional Investor's FinTech 35 List
- Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"



The Information

2016

- Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor
Awards

2015 - 2017

2010 - 2014

2004 - 2007

- Investment Banker of the Year – 2017
- Investment Banking Firm of the Year – 2016
- Cross Border Deal of the Year - 2016
- Dealmaker of the Year – 2015
- Technology Deal of the Year – 2015
- Equity Financing Deal of the Year - 2014
- Professional Services Deal of the Year, Above \$100 mm – 2014
- Dealmaker of the Year – 2012
- Professional Services Deal of the Year, Above \$100 mm – 2012
- Boutique Investment Bank of the Year – 2011
- Deal of the Decade – 2011
- Upper Middle Market Deal of the Year, Above \$500 mm – 2010
- IT Services Deal of the Year, Below \$500 mm – 2010
- Cross-Border Deal of the Year, Below \$500 mm – 2010
- Dealmaker of the Year – Steve McLaughlin – 2007
- Business to Business Services Deal of the Year - 2007
- Computer and Information Technology Deal of the Year, Above \$100 mm – 2007
- Financial Services Deal of the Year, Above \$100 mm – 2007
- Investment Bank of the Year – 2004



Middle Market
Financing Awards

2006 - 2008

- Equity Financing Dealmaker of the Year – Steve McLaughlin – 2008
- Information Technology Deal of the Year – 2008
- Financial Services Deal of the Year – 2008
- Financing Professional of the Year – Steve McLaughlin – 2006

The FT Partners Senior Banker Team

| Name / Position | Prior Background | Experience / Education | Years of Experience |
|--|---|--|---------------------|
| Steve McLaughlin Founder, CEO and Managing Partner |  | <ul style="list-style-type: none"> Formerly with Goldman Sachs in New York and San Francisco from 1995-2002 Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. | 23 |
| Paul VanderMarck Managing Director |  | <ul style="list-style-type: none"> Formerly Chief Product Officer at Risk Management Solutions, a global technology business in the catastrophic risk space 25+ years of experience as an InsurTech operating executive Experienced advisor and investor in the InsurTech space | 26 |
| Larry Furlong Managing Director |  | <ul style="list-style-type: none"> Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004 Wharton M.B.A. | 22 |
| Greg Smith Managing Director |  | <ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch, J.P. Morgan and Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker | 22 |
| Osman Khan Managing Director |  | <ul style="list-style-type: none"> Formerly Managing Director and Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA) | 21 |
| Steve Stout Managing Director |  | <ul style="list-style-type: none"> Formerly Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Practice Former Equity Research Analyst on #1 ranked team at UBS Former Economist at the Federal Reserve Bank | 20 |
| Mike Nelson Managing Director |  | <ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey Kellogg M.B.A. | 18 |
| Tim Wolfe Managing Director |  | <ul style="list-style-type: none"> Formerly with Goldman Sachs from 2000-2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. | 16 |
| Kate Crespo Managing Director |  | <ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 12+ years of FinTech transaction execution experience Dartmouth M.B.A. | 16 |
| Timm Schipporeit Managing Director |  | <ul style="list-style-type: none"> Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures | 15 |
| Andrew McLaughlin Managing Director |  | <ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting | 12 |