

# FT PARTNERS FINTECH INDUSTRY RESEARCH

July 31, 2020

## FINTECH CEO INTERVIEW:

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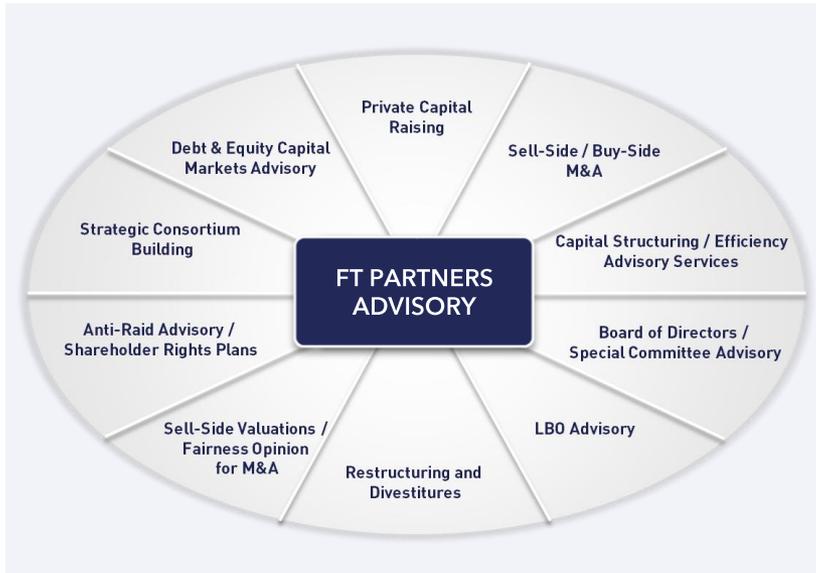
*with CEO & Co-Founder Greg Ingram*

**Workflow Management & Data Analytics**

## 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

In-Depth Industry Research Reports

Proprietary FinTech Infographics

Monthly FinTech Market Analysis

FinTech M&A / Financing Transaction Profiles



**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 *Institutional Investors* "FinTech Finance 40"**



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## CMG Overview

### Company Overview



**CEO:** Greg Ingram  
**Headquarters:** New York, NY  
**Founded:** 2015

- Capital Markets Gateway (CMG) is a workflow and data analytics platform developed to enhance sellside and buy-side productivity by eliminating the redundancies inherent to the equity financing processes
- CMG connects investors and underwriters via a neutral platform that delivers integrated ECM data and analytics, unrivaled transparency, and workflow efficiencies
- Providing a digital system of record for firm-wide deal activity, CMG helps clients make more timely, better-informed decisions

95

Buy-side Clients

\$12T+

Client-base AUM

15

Investment Banks

### Transaction History

| Date     | Type     | Amount  | Investors   |
|----------|----------|---------|---|
| 06/25/20 | Series B | \$25 mm | Barclays; Citigroup; Fidelity Investments; Franklin Templeton; Goldman Sachs; JP Morgan Chase & Co; Morgan Stanley; Canaccord Genuity; Shea Ventures; Stage dot O |
| 03/14/19 | Series A | \$8 mm  | Canaccord Genuity; Franklin Templeton; Shea Ventures; Stage dot O; Undisclosed Investors  |

### Products & Services Overview



#### Analytics

CMG's platform features a real-time ECM calendar, performance analytics, workflow collaboration, on-demand reporting, and event-driven alerting

#### Streamline Workflows



CMG's platform offers a simpler way to monitor the capital raising landscape, perform due diligence, make investment decisions, and collaborate

#### Compliance



CMG's systems are fully auditable and function as a single repository of information, reducing reliance on fragmented internal networks and unreliable systems that delay the decision-making process

## Interview with Greg Ingram



**Greg Ingram**

CEO & Co-Founder, CMG

***“I feel that within the last few years, SaaS and cloud-based technologies became mainstream on the street. Investment Banks, hedge funds, and investment managers have made rapid progress adopting these technologies and gaining economies of scale in the relentless pursuit of efficiencies and taking cost out of financial transactions.”***

### ***How did your background shape your vision for CMG? What is the fundamental problem that you are solving?***

During my career in ECM the same long-standing problems continued to manifest themselves. ECM by its nature typically operates within very short time cycles, and practitioners struggle with the lack of structured data compounded by multiple disparate data sources. From my Sell-side perch, I witnessed Buy-side firms trying to make informed investment decisions with fragmented data and lack of real time signals.

The fundamental problem that CMG solves for is providing a gateway for all interested parties (both Sell & Buy-side) to share common data inputs across a neutral platform. The platform was developed to be the system of record for ECM transactions delivering trusted cross-constituent collaboration, under a framework that solves for compliance and risk concerns.

### ***Why hasn't a product / service like CMG existed before? Why is now the right timing for CMG?***

It sounds self-serving, but I truly feel that it took a team of practitioners to design the system that solves for the unique complexities of capital formation. I also feel very strongly that a key advantage for CMG is our independence, and we operate a completely neutral platform. I am very proud to say those words were reinforced with our recent Series B raise, with a healthy mix of investment banks and investment managers joining forces to take CMG to the next level.

From a timing perspective, I feel that within the last few years, SaaS and cloud-based technologies became mainstream on the street. Investment Banks, hedge funds, and investment managers have made rapid progress adopting these technologies and gaining economies of scale in the relentless pursuit of efficiencies and taking cost out of financial transactions. With our initial product launch in 2017, CMG was perfectly positioned to leverage these technologies.



### Exclusive Interview – Greg Ingram

***“Quite frankly we built a better mousetrap and the Buy-side, which was underserved, appreciated the fact that our platform leveled the playing field... Additionally, their input has been invaluable to our product design and development and will continue to be so for the foreseeable future.”***

***How has CMG, as an independent company, been able to bring together both the buy-side and sell-side (which is always a challenging proposition)?***

Quite frankly we built a better mousetrap and the Buy-side, which was underserved, appreciated the fact that our platform leveled the playing field. The team at CMG is very grateful and indebted to our buy-side advisory members, Capital Group, Fidelity, Franklin Templeton, T. Rowe Price, and Vanguard as well as our other early adopters, for having faith that a small start-up could deliver innovation to the capital formation process. Additionally, their input has been invaluable to our product design and development and will continue to be so for the foreseeable future. Obviously when those firms stood behind what we were doing, the Sell-side banks became very interested in CMG.

***I am sure your phone has been ringing since announcing your \$25 million financing round in June. Are you open to taking on additional strategic investors? How important is an investment from your key partners?***

We expected that there would be interest in what we were doing following the announcement, but we have been blown away by the level of excitement. We appreciate the validation from both sides of the industry (Buy-side & Sell-side) and the value proposition has been underpinned by substantial interest we are receiving from private capital as well.

***What is your pricing / revenue model?***

Our Buy-side pricing model is typical SaaS-based pricing at the seat or group level. We have also recently rolled out an Enterprise-class service and it has been very well received.

Our Sell-side model has both annual seat-based licenses and transactional components. We offer a highly configured approach to allow banks to adopt certain aspects of our platform. It is certainly not one-size fits all and we have an aggressive release schedule that will see us expand the offering dramatically over the next 12 months.



### Exclusive Interview – Greg Ingram

***“Following the launch of our transactional platform in the US, our Buy & Sell-side partners are looking to us to deliver the same innovation to the International markets. I can assure you there are no shortage of ideas on where we can position our technology...”***

***As you become “hard wired” into the capital markets fabric of Wall Street, there are obviously lots of directions CMG can go. Where are you most focused in the near-term?***

Every employee at CMG is 100% focused on launching US ECM deal offerings on our platform. The CMG functionality will provide broad digital connectivity between Buy-side and Sell-side firms for US ECM offerings and it will ultimately capture all relevant workflow.

Following the launch of our transactional platform in the US, our Buy & Sell-side partners are looking to us to deliver the same innovation to the International markets. I can assure you there are no shortage of ideas on where we can position our technology to address the next market infrastructure opportunity.

***What are the biggest challenges you face on a day-to-day basis running a fast growing FinTech company? How has COVID impacted your plans?***

We face the same challenges as other start-ups that have developed compelling technology and that is focus, prioritizing initiatives, delivering on our commitments, and making hard choices to delay ambitious ideas. It is so important to stay true to our mission and our loyal partners.

Despite the challenges that we all are facing because of the pandemic, we are truly humbled by enthusiastic engagement by our customers. I really feel it speaks to the nature of an industry that has been starved for innovation. CMG seamlessly moved to a fully remote work environment in early March and it has been quite successful.



### Exclusive Interview – Greg Ingram

*“While we are squarely focused on the public equity markets, we do feel our technology can be the basis for connecting diverse pools of capital.”*

#### *What is the long-term vision for CMG? Is independence critical to your future?*

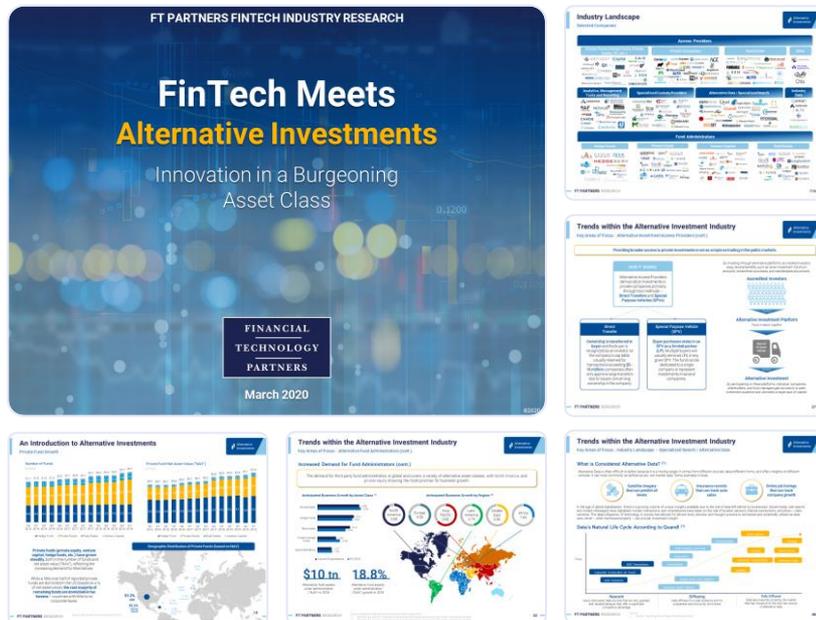
We are looking to be a vehicle to drive innovation and help the industry more efficiently raise capital. While we are squarely focused on the public equity markets, we do feel our technology can be the basis for connecting diverse pools of capital. I don't want to get on my soapbox, but I am a firm believer that capital is the life blood of an advanced economy, it drives innovation, creates jobs, and improves lives. If you join us in that belief, then it really drives home the true mission of our company and explains how we have developed a truly innovative platform with a modest-sized team.

#### *Do you have any advice for other entrepreneurs targeting the capital markets space?*

I'm glad to share what has worked for us. You need deep domain expertise, whether that is yourself or your initial team. It really helps to have first-hand experience dealing with the problems that you hope to solve. You need to focus on nailing one aspect, resolving one pain point, then moving on to the next opportunity. You need discipline not to become a captive workforce and solving the unique problems of a single customer, even though they may be willing to reward you handsomely. Finally, for us, our most important initial hires were on the technology side. The technology direction you take in the first few months of your firm can make or break you, as you progress down the commercial road. We were very fortunate to be able to attract some top-tier technologists to join in our mission from the early days.

## FT Partners Research – FinTech Meets Alternative Investments

### FinTech Meets Alternative Investments Innovation in a Burgeoning Asset Class



Click pictures to view report

Demand for alternative assets remains strong as investors and plan sponsors seek asset diversification, higher yields, and uncorrelated returns. As a result, alternatives are a clear bright spot in the asset management industry. As demand grows for alternative assets, a new FinTech ecosystem is developing to help investors, investment managers, and service providers to access new asset classes and manage their investments and operations with new data, software, and platforms.

#### Highlights of the report include:

- An overview of trends driving the developing FinTech ecosystem around the Alternative Investment Management industry
- A detailed landscape of FinTech companies operating in the Alternatives space
- Proprietary list of financing and M&A transactions in the space
- Interviews with the CEOs of 11 companies driving innovation in Alternatives
- Detailed profiles of 41 FinTech companies operating in the industry

## Selected FT Partners Capital Markets / WealthTech Transactions

### M&A Transactions

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

in its sale to

for total consideration of

**\$ 104,000,000**

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TMX Maple Group

valued at approximately

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for aggregate consideration of up to approximately

**\$ 125,000,000**

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### Financing Transactions

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with participation from

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its private investment vehicle managed by

Triangle Peak

for total consideration of

**\$ 33,000,000+**

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in its Series D financing co-led by

Harald McPike

for total consideration of

**\$ 140,000,000**

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endeavor

for approximately

**£ 40,000,000**

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in its

**\$69,000,000**  
Initial Public Offering

valuing the equity at approximately

**\$ 300,000,000**

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valued at approximately

**\$ 1,800,000,000**

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Roger Kaffke, Tao Huang, David Bradley

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FT Partners has advised on some of the most prominent and groundbreaking transactions in the Securities / Capital Markets / Wealth Technology sectors

## FT Partners Advises Forge on its Merger with SharesPost

### Overview of Transaction

- On May 12, 2020, Forge announced its merger with SharesPost
- SharesPost is a private market alternative trading system focused on enabling retail and institutional investors and company employees to access liquidity
  - Founded in 2009, SharesPost built the first private equity marketplace, which strove to connect buyers and sellers of private securities through its proprietary trading platform
- Forge’s digital platform streamlines liquidity for hundreds of unicorn issuers and thousands of institutional and retail investors from around the world
  - Leveraging its robust technology, operations and trust infrastructure, Forge delivers a suite of services that includes trading, custody, data and company solutions

### Significance of Transaction

- Together, the two companies will create one of the largest global private securities marketplaces, bringing liquidity and transparency at scale to pre-IPO companies and investors
- Combined, the two will have facilitated thousands of transactions with more than \$6 billion in private market transaction volume, for hundreds of unique issuers and over 1 million customers
- The deal will provide Forge with deeper insight on private company trends, as well as bid, offer, and pricing data that provides transparency to clients and partners to better understand and engage in the private markets

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Forge
- FT Partners previously advised Forge on its [\\$70 million Series B financing](#)
- This transaction underscores FT Partners' deep alternative marketplace domain expertise and its continued success in providing buy-side advisory to top-tier FinTech companies

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*on its merger with*



## SHARESPOST



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## FT Partners Advises Addepar on its Series D Financing

### Overview of Transaction

- On June 8, 2017, Addepar announced it has raised \$140 million in Series D financing co-led by Harald McPike, the founder of QuantRes, along with Valor Equity Partners and 8VC
- Headquartered in Mountain View, CA, Addepar is a leading provider of portfolio management and reporting software and services that seeks to become the infrastructure that will connect all aspects of global finance
- Harald McPike is the founder of QuantRes, a quantitative trading firm, and a global private investor with a focus on the financial and technology sectors
- Valor Equity Partners is an operational growth investment firm that does both minority and majority investments in high growth companies at various stages of development
- 8VC is a venture capital firm that makes seed to later stage investments with a focus on the technology industry

### Significance of Transaction

- The financing capitalizes on Addepar's unprecedented growth — from \$300 billion to over \$650 billion assets on platform in less than 18 months — as top wealth managers embraced Addepar's category-defining client reporting software
- With the new capital, Addepar will continue investing significantly in R&D, expanding its product, platform and tech-enabled services to unlock more value for its clients while also serving a wider range of wealth and asset management firms

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Addepar
- Transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies as well as its deep domain expertise and experience in the WealthTech space

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*in its Series D financing co-led by*



**Harald McPike**

*for total consideration of*

**\$ 140,000,000**



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## FT Partners Advises AlphaSense on its \$50 million Series B Financing

### Overview of Transaction

- On July 17, 2019, AlphaSense announced it has raised \$50 million in a Series B financing round led by Innovation Endeavors
  - Innovation Endeavors, a Silicon Valley-based investment firm founded in 2010 and backed by former Google CEO Eric Schmidt, is a new investor in AlphaSense
  - Existing investors, including Soros Fund Management and others, also participated in the round
- Headquartered in New York, NY, AlphaSense is an artificial intelligence-based market intelligence search engine operating in the United States and Europe
  - AlphaSense leverages deep-learning AI and natural language processing to search and monitor thousands of previously fragmented data sources, enabling better, quicker and more confident decision making
  - AlphaSense serves more than 1,000 institutional clients in both the financial and corporate sectors including the largest corporations, investment firms, and banks in the world

### Significance of Transaction

- AlphaSense will use the new capital to continue to further develop its groundbreaking AI and natural language processing technology, accelerate product development, and drive global expansion of the platform
- The transaction demonstrates Innovation Endeavors' confidence in the potential of AlphaSense to transform the market intelligence landscape through groundbreaking AI and search technology

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to AlphaSense
- FT Partners previously advised AlphaSense on its [\\$33 million growth financing](#) round in 2016
- This transaction underscores FT Partners' strong domain expertise and successful track record in the Information Technology / Capital Markets space

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# AlphaSense

*on its Series B Financing from*



**SOROS**  
Soros Fund Management

*for total consideration of*

# \$ 50,000,000

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## FT Partners Advises Nutmeg on its Series E Financing

### Overview of Transaction

- On January 22, 2019, Nutmeg announced it has raised £45 million in its Series E financing round led by Goldman Sachs and Convoy
  - Goldman Sachs' Principal Strategic Investments Group is a new investor in the Nutmeg platform, while Convoy, a Hong Kong-based financial advisory firm, is investing for a second time
  - Convoy first invested in Nutmeg in November 2016
- Headquartered in London, Nutmeg is a digital wealth manager operating in the U.K. and Asia (Hong Kong / Taiwan)
  - Nutmeg provides bespoke automated advice and discretionary portfolio management with exposure to multiple asset classes, through its diversified ETF-based portfolios
  - Nutmeg serves more than 60,000 active investors and manages approximately £1.5 billion in assets under management

### Significance of Transaction

- Nutmeg's Series E financing is the largest funding round by a European digital wealth manager to-date
- Demonstrates Goldman Sachs' continued focus on consumer facing FinTech following the launch of Marcus, its online savings account in the UK

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Nutmeg
- This transaction underscores FT Partners' strong domain expertise and successful track record in the WealthTech space

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**nutmeg**

*in its Series E Financing from*



*for total consideration of*

**£45,000,000**



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## FT Partners Advises Moneyfarm on its £36 million Series C Financing

### Overview of Transaction

- On September 26, 2019, Moneyfarm announced it has raised £36 million in a Series C financing round led by Poste Italiane, the Italian postal and financial services firm
  - Existing investor Allianz Asset Management, the investment arm of global insurer Allianz, also participated in the round
- Headquartered in London, U.K., Moneyfarm is a digital wealth manager operating in Italy, the U.K. and Germany
  - Moneyfarm provides bespoke automated advice and discretionary portfolio management with exposure to multiple asset classes, through its diversified ETF-based portfolios
  - Moneyfarm serves nearly 40,000 active investors, manages over £700 million in assets under management, and is led by its co-founders, Paolo Galvani and Giovanni Daprà

### Significance of Transaction

- Moneyfarm will use the new capital to continue rolling out its digital wealth management services to investors across Europe
- The funding round coincides with the launch of Moneyfarm's strategic partnership with Poste Italiane, creating one of the largest digital wealth management partnerships in Europe
  - Through the partnership, Moneyfarm's unique blend of digital investment advice, human guidance and fully-managed portfolios will be integrated with Poste Italiane's digital platform

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Moneyfarm
- FT Partners previously advised Moneyfarm on its [£40 million Series B financing](#) and its acquisitions of [vaamo](#) and [Ernest](#)
- This transaction underscores the long-term nature of many of FT Partners' relationships as well as our strong domain expertise and successful track record in the global Digital Wealth Management space

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**moneyfarm**

*on its Series C financing led by*

**Posteitaliane**

*with participation from*

**Allianz**

*for total consideration of*

**£36,000,000**

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## FT Partners Advised Backstop on its \$20 million Minority Financing

### Overview of Transaction

- On October 30, 2018, Backstop Solutions announced a minority \$20 mm financing round
  - Existing and new investors participating in the round include Roger Kafker, a 30-year veteran investor in the asset management space, Tao Huang, former COO of Morningstar, David Bradley, President of Huizenga Capital Management, and Vistara Capital Partners
- Headquartered in Chicago, IL., Backstop Solutions is a software-as-a-Service platform designed to help firms in the institutional and alternative investment management industry operate efficiently, invest intelligently and communicate effectively
  - Founded in 2003, the Company has quickly grown to service over 800 clientele providing its industry-leading cloud-based productivity suite to investment consultants, pensions, funds of funds, family offices, endowments, foundations, private equity, hedge funds, and real estate investment firms

### Significance of Transaction

- The transaction builds on an strong year for Backstop, which saw a rapidly growing roster of clients, key executive appointments, and market momentum
- Backstop Solutions' minority financing will enable the Company to become globally recognized as the dominant cloud productivity suite for the institutional and alternative investment industry

### FT Partners' Role

- FT Partners served as sole strategic and financial advisor to Backstop Solutions
- This transaction underscores FT Partners' strong domain expertise and successful track record in the WealthTech space

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*in its minority financing from*

**Roger Kafker    Tao Huang    David Bradley**



*for total consideration of*

**\$20,000,000**



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## FT Partners Advises Clearpool on its Sale to BMO

### Overview of Transaction

- On January 22, 2020, Bank of Montreal (BMO) announced that it had signed an agreement to acquire 100% of the outstanding shares of Clearpool Group (“Clearpool”), an Algorithmic Management System transforming electronic trading with a fully customizable suite of trading tools
- Headquartered in New York, Clearpool empowers market participants by providing greater transparency, efficiency and control through next generation trading technology
- Clearpool’s solution provides total visibility and control, from strategy to execution, through its cloud-based algorithmic management system, execution and analytics portals
- Bank of Montreal (TSX, NYSE: BMO) is a highly diversified financial services provider based in North America

### Significance of Transaction

- BMO’s electronic platform (Capital Markets, Securities and Equity) has a successful, fast-growing trading business in Canada, and adding Clearpool’s capabilities in algorithmic management will allow BMO to deliver next-gen trading technology to its global client base

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Clearpool
- The transaction underscores FT Partners’ successful track record generating highly favorable outcomes for Capital Markets Technology companies
- This transaction also highlights FT Partners’ expertise in bringing our clients together with world class strategic investors and acquirers

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as strategic and financial advisor to*



*on its sale to*



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## FT Partners Advises BlackRock on its Acquisition of FutureAdvisor

### Overview of Transaction

- On August 26, 2015, BlackRock (NYSE: BLK) announced a definitive agreement to acquire 100% of FutureAdvisor
- FutureAdvisor is a leading digital wealth management platform with technology-enabled investment advice capabilities
- BlackRock offers investment management, risk management and advisory services to institutional and retail clients worldwide and has over \$4.7tn in assets under management
- Following the transaction, FutureAdvisor will operate as a business within BlackRock Solutions (“BRS”), BlackRock’s investment and risk management platform
- The transaction is expected to close in Q4 2015

### Significance of Transaction

- Combines FutureAdvisor’s tech-enabled advice capabilities with BRS’ investment and risk management solutions
- Enables BlackRock to provide a B2B digital advice platform, which helps financial institution partners both improve their clients’ investment experiences and grow advisory assets
- Empowers partners to meet the growing demand among consumers to engage with technology to gain insights on their investment portfolios
  - Demand is particularly strong among the mass-affluent, who account for ~30% of investable assets in the U.S.

### FT Partners’ Role

- FT Partners served as exclusive advisor to BlackRock
- Highlights FT Partners’ continued success advising a broad range of top-tier strategic investors across the financial technology landscape

## Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its  
exclusive role as advisor to*

# BlackRock

*in its 100% acquisition of*



FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## 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

A table titled "Silicon Valley's Most Popular Dealmakers" with columns for Name, Title, and Company. Steve McLaughlin is listed as the top dealmaker.

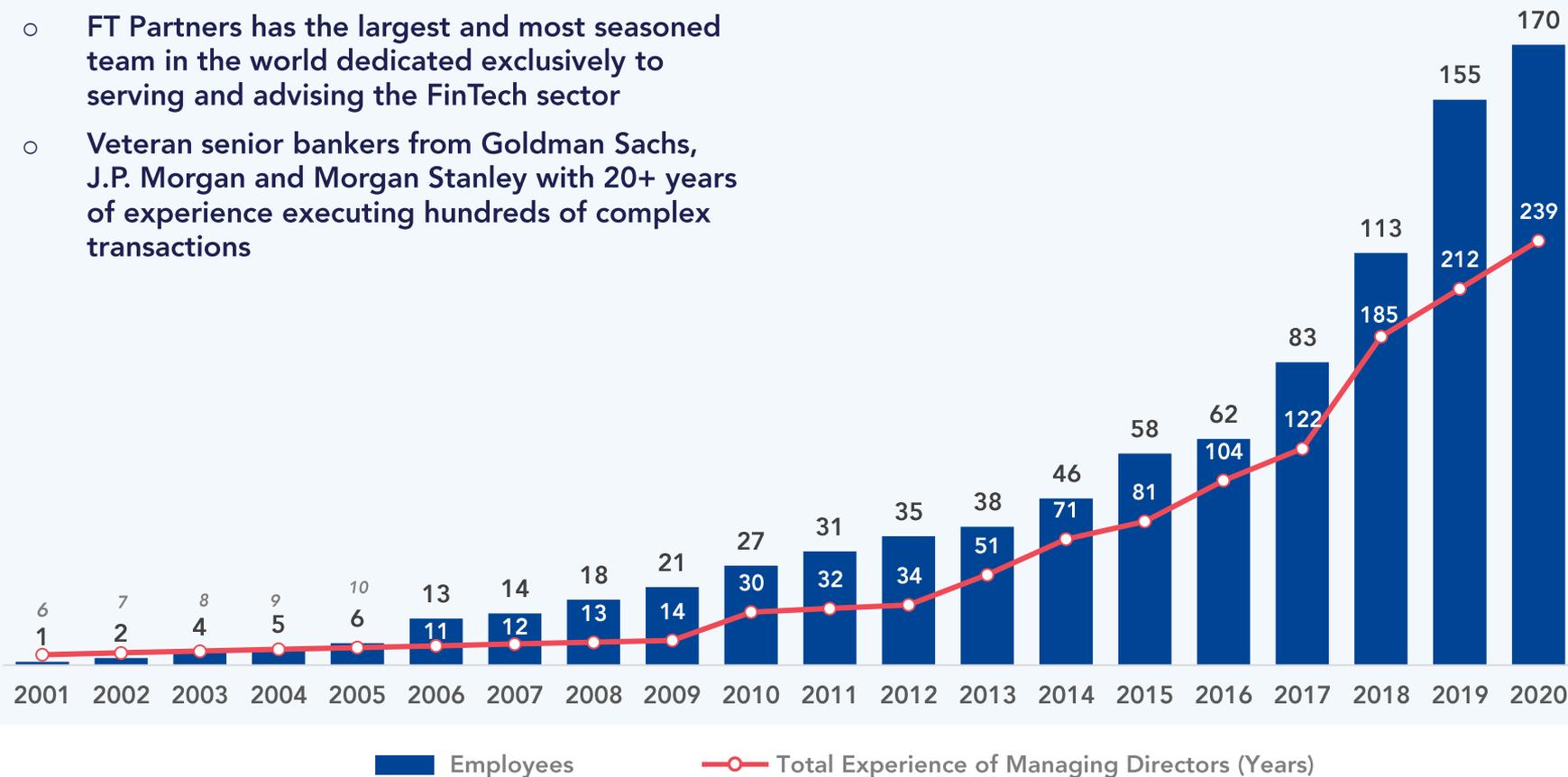
| Name             | Title             | Company       |
|------------------|-------------------|---------------|
| Steve McLaughlin | Managing Director | FT Partners   |
| Michael Hayes    | Managing Director | Goldman Sachs |
| Russ Wirtz       | Managing Director | JP Morgan     |
| Paul Rosen       | Managing Director | Wells Fargo   |
| Quincy Smith     | Partner           | Goldman Sachs |

#### 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><br><i>Founder, CEO and Managing Partner</i> |    | <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><br><i>Managing Director</i>                  | <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><br><i>Managing Director</i>                      | <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><br><i>Managing Director</i>                    |    | <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><br><i>Managing Director</i>                       |    | <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><br><i>Managing Director</i>                   | <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><br><i>Managing Director</i>                | <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><br><i>Managing Director</i>                       | <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><br><i>Managing Director</i>                      |   | <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><br><i>Managing Director</i>                 |  | <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><br><i>Managing Director</i>                       |  | <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><br><i>Managing Director</i>                        |  | <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>           |