

# FT PARTNERS FINTECH INDUSTRY RESEARCH

January 11, 2017



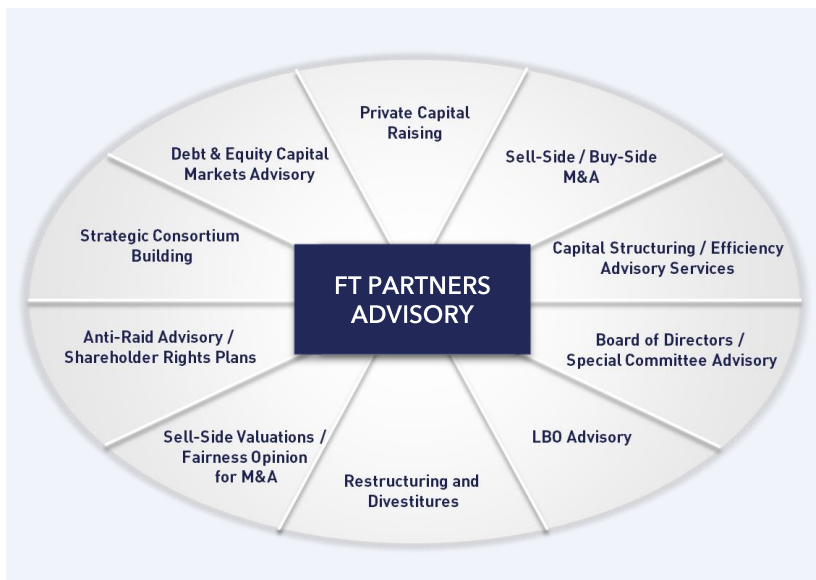
**Namely Raises \$50 million in Series D Financing**  
**Led by Altimeter Capital and Scale Venture Partners**



## 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

**FINTECH RESEARCH & INSIGHTS**

- In-Depth Industry Research Reports
- Proprietary FinTech Infographics
- Monthly FinTech Market Analysis
- FinTech M&A / Financing Transaction Profiles



**The Information**

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



Ranked #4 Most Influential Person in all of FinTech in *Institution Investor's* "FinTech Finance 35"



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

Steve McLaughlin: *Founder & CEO*

Tel: 415.992.8880

[steve.mclaughlin@ftpartners.com](mailto:steve.mclaughlin@ftpartners.com)

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# Namely Raises \$50 million in Series D Financing

## Transaction Overview



### Transaction Summary

- On January 5, 2017, Namely announced it has raised \$50 million in Series D financing led by Altimeter Capital and Scale Venture Partners
  - Existing investors Sequoia Capital, Matrix Partners, True Ventures, Greenspring Associates and Four Rivers Group also participated in the round
- The Series D round represents the largest venture capital round in the HR Tech space in the last year
- The Company intends to use funds to continue to expand its offerings and operations
- Namely also recently announced new product features:
  - Time management as a core feature, which includes both software and hardware to manage hourly employees
  - Namely Health Advantage, a new benefits offering, which allows mid-sized companies to provide their employees healthcare plans at preferred rates typically only available to large companies
- Namely has over 650 clients, representing 120,000 employees and \$4 billion in annual payroll processed
- In 2016, the Company hired over 100 employees, expanded its New York headquarters, moved into a new office in San Francisco and opened an office in Austin
- The Company has also expanded its leadership team to include a new VP of product, Brian Crofts, formerly of TurboTax and QuickBooks, as well as a VP of Legal & Compliance, Manuel Martinez-Herrera, who came from Metlife
- The Company has raised a total of \$157.8 million in total financing to date

### Transaction Commentary

*"We are growing fast, but not at an unsustainable rate...We've had no negative impact from Zenefits — in fact we've absorbed dozens of their customers. The funniest thing that's happened is that a year and a half ago, investors asked us, 'Why aren't you more like Zenefits?' Now they are asking, 'So how are you different?'" (1)*



**Matt Straz**  
CEO



*"Namely is truly the leading HR platform for mid-sized companies everywhere. They've made HR a differentiator for their clients—providing the best possible experience for employers and employees alike. We are thrilled to partner with Namely as they continue to transform the industry."*



**Stacey Bishop**  
Partner



*"Namely has built an exceptional HCM product for the mid-market and is well positioned as the industry continues to shift to cloud-based end-to-end solutions. Altimeter is excited to partner with Namely and support their continued growth."*



**Nikhil Sachdev**  
Partner



# Namely Raises \$50 million in Series D Financing

FT PARTNERS RESEARCH

## Namely Overview



### Company Overview

**CEO:** Matt Straz  
**Headquarters:** New York, NY  
**Founded:** 2011



- Namely provides a cloud-based human capital management platform for mid-sized companies
- The platform covers human resource management tools across payroll, benefits, human resource information and talent management

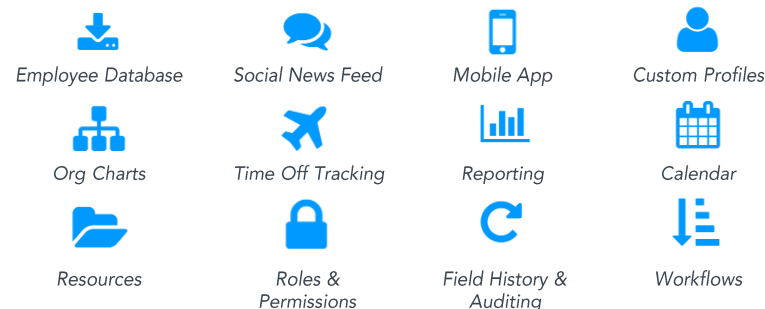
### Selected Previous Equity Financings

Date	Stage	Size (\$ mm)	Investor(s)
02/23/16	Series C1	\$30	FRG, GREENSPRING ASSOCIATES, matrix PARTNERS, SEQUOIA, true ventures
06/18/15	Series C	45	LHV, GREENSPRING ASSOCIATES, matrix PARTNERS, SEQUOIA, true ventures
03/05/15	Series B1	11	V/R, GREENSPRING ASSOCIATES, matrix PARTNERS, LHV, true ventures
11/02/14	Series B	12	BULLPEN CAPITAL, LHV, matrix PARTNERS, true ventures
06/18/14	na	5	BULLPEN CAPITAL, LHV, V/R, true ventures
06/11/13	Series A	4	BULLPEN CAPITAL, LHV, true ventures
10/18/12	Seed	<1	BULLPEN CAPITAL, LHV

### Products & Services Overview

#### Modern HR

- Flexible and powerful for mid-sized companies
- Personal and engaging for employees



#### Payroll

- Full-service payroll, in sync with all HR, time and benefits data
- Handles payroll taxes, year-end reporting and ACA forms (W-2s, 1099s, 1094s and 1095s)

#### Time Management

- Track time, import hours to payroll, and manage hourly employees
- Employees can clock in, select job codes and view schedules online

#### Benefits

- Simplify employee benefits with expert consultants and modern technology
- Namely's technology and user-friendly interface makes managing benefits simple

#### Talent

- Develop employees with onboarding, goals, reviews and more
- Create an organic culture that grows with employees and the company

# Namely Raises \$50 million in Series D Financing

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## Selected HR Technology Financing Transactions in the Past Year



Announced Date	Company	Stage	Selected Buyers / Investors	Amount (\$mm)	Fintech Database
01/05/17	<b>Namely</b>	Series D	Scale Venture Partners; Altimeter Capital; Sequoia Capital; Matrix Partners; True Ventures; Greenspring Associates; Four Rivers Group	\$50	<a href="#">Details</a>
07/01/16	<b>Paycor</b>	na	Undisclosed Investors	45	<a href="#">Details</a>
03/23/16	<b>GUSTO</b>	Series B2	Undisclosed Investors	40	<a href="#">Details</a>
03/10/16	<b>JUSTWORKS.</b>	Series C	Redpoint Ventures; Bain Capital Ventures; Thrive Capital; Index Ventures	33	<a href="#">Details</a>
02/23/16	<b>Namely</b>	Series C1	Sequoia Capital; Greenspring Associates; True Ventures; Matrix Partners; Four Rivers Group	30	<a href="#">Details</a>
06/14/16	<b>League</b>	Series A	OMERS Ventures; Infinite Potential Technologies; Real Ventures; BDC Venture Capital; Royal Bank of Canada (RBC); Manulife Financial Corporation; Power Financial	25	<a href="#">Details</a>
03/21/16	<b>Maxwell   Health</b>	Series C	GIS Strategic Ventures; Sun Life Financial; Cendana Capital; Adams Street Partners; Cambia Health Solutions; Catalyst Health Ventures; Industry Ventures; Undisclosed Investors	22	<a href="#">Details</a>
06/08/16	<b>When I Work</b>	Series B	Drive Capital; Arthur Ventures; High Alpha	15	<a href="#">Details</a>
10/25/16	<b>Hixme</b>	Series B	Propel Venture Partners; Transamerica Ventures; Kleiner Perkins Caufield & Byers; Rosemark Smart Capital	14	<a href="#">Details</a>
08/15/16	<b>HeavenHR</b>	Series A	Mutschler Ventures; Open Ocean Capital; Piton Capital; Target Ventures	7	<a href="#">Details</a>
07/27/16	<b>zuman</b>	na	Undisclosed Investors	4	<a href="#">Details</a>
03/24/16	<b>charlie</b>	Seed	Connect Ventures; Seedcamp; Undisclosed Investors	1	<a href="#">Details</a>
11/14/16	<b>ZaneBenefits</b>	na	Undisclosed Investors	1	<a href="#">Details</a>

# Namely Raises \$50 million in Series D Financing

FT PARTNERS RESEARCH

## Altimeter Capital Overview



### Overview



**Bradley Gerstner**  
Founder & CEO



**John Kiernan III**  
CFO & Partner



**Kevin Wang**  
Partner



**Nikhil Sachdev**  
Principal

### Locations

- Boston, MA (HQ)
- Menlo Park, CA

### About

- Altimeter Capital Management is an alternative asset management firm that seeks to invest in the internet, software, travel and consumer sectors
- The firm manages a long/short public equity fund and growth stage venture capital fund
- The firm focuses on early to mid-stage startups
- The firm tends to take stakes in profitable proven players in their target sectors

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$75 mm
<b>Fund Raised:</b>	2013
<b>Investment Range:</b>	NA
<b>Revenue:</b>	NA
<b>EBITDA:</b>	NA

#### General Preferences <sup>1</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	North America
<b>Transaction Type:</b>	Seed, Early-Stage and Later-Stage Venture, Growth,
<b>Industry Focus:</b>	Internet, Software, Travel and Consumer

### Selected Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
09/15	<b>Practo Technologies</b> (Series C)	\$90	NA	HCIT
08/15	<b>Duetto</b> (Series C)	30	NA	FMS
04/15	<b>Gusto.com</b> (Series B)	60	NA	HCIT

#### Other Notable Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
11/16	<b>OfferUp</b> (Series C1)	\$130	NA	Social Platform
09/16	<b>Vroom</b> (Series E)	50	Bradley Gerstner	Auto Retail
01/16	<b>Wingz</b> (Series B)	11	Hab Siam	Auto
12/15	<b>AppDynamics</b> (Series F)**	158	Kevin Wang	Workflow Software
11/15	<b>Hotel Tonight</b> (Later-Stage VC)	10	Bradley Gerstner	Software
09/15	<b>Okta</b> (Series F)	75	NA	Software
08/15	<b>Practo</b> (Series C)	90	NA	HCIT
02/15	<b>Snowflake</b> (Series C)	45	Kevin Wang	Data Software
01/15	<b>MongoDB</b> (Series F)	80	Bradley Gerstner	Data Software
04/14	<b>Julep</b> (Glansaol, Warburg Pincus)*	30	NA	Retail Cosmetic
10/12	<b>HubSpot</b> (Series E)**	35	NA	Marketing Platform
12/10	<b>KAYAK Software</b> (The Priceline Group)*	10	NA	Travel Search

Source: Company website, PitchBook.

1) Italics indicate preferred control / geography.

3) Deal Amount in mm.

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

# Namely Raises \$50 million in Series D Financing

FT PARTNERS RESEARCH

## Scale Venture Partners Overview



### Overview



**Stacey Bishop**  
Partner



**Kate Mitchell**  
Partner



**Rory O'Driscoll**  
Partner



**Ariel Tseitlin**  
Partner

### Locations

- Foster City, CA

### About

- Scale Venture Partners is a Venture Capital firm that invests in technology companies with a focus on SaaS and cloud infrastructure
- The firm partners with entrepreneurs, from their first dollar in revenue and invests to accelerate growth and establish market leadership
- The firm prefers to invest in technology and life science companies, with a focus on hardware and software
- The firm invests across all states in the US
- The firm prefers to write ~\$10 mm checks in 50-100% growth companies with ~\$5 mm in revenue
- Upon investment, SVP places a member on the board of company, but allows CEO to maintain control and direction for company

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$355 mm
<b>Fund Raised:</b>	2016
<b>Investment Range:</b>	\$3 – 25 mm
<b>Revenue:</b>	NA
<b>EBITDA:</b>	NA

#### General Preferences <sup>1</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	North America
<b>Transaction Type:</b>	Seed, Early-Stage and Later-Stage Venture, Growth,
<b>Industry Focus:</b>	Cloud, Internet, Mobile, Software, SaaS

### Selected Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
04/16	Forter (Series C)	\$32	Rory O'Driscoll	Pymts
04/15	Aviso (Series B)	15	Stacy Bishop	FMS
02/15	Bill.com (Later-Stage VC)	50	Rory O'Driscoll	FMS
07/14	mBlox (CLX Networks)*	44	Kate Mitchell	Pymts
03/14	DocuSign (Series E)	115	Rory O'Driscoll	FMS
12/13	Datasift (Series C)	42	Rory O'Driscoll	FTBPO
07/11	Jaspersoft (PE Growth)*	11	Kate Mitchell	FMS
12/05	Cogency Software (Early-Stage VC)	3	Kate Mitchell	CapMkts
05/03	CapitalStream (Series C)	21	NA	Bnkg

#### Other Notable Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
11/16	Treasure Data (Series C)	\$24	Andy Vitus	Data Software
08/16	Applause (Series F)	35	Sharon Wienbar	Software
08/16	DroneDeploy (Series B)	20	Rory O'Driscoll	Map Software
07/16	Pantheon Systems (Series C)	29	Rory O'Driscoll	Software
07/16	WalkMe (Series E)	50	Rory O'Driscoll	Online Platform
05/16	CloudHealth Technologies (Series C)	20	Ariel Tseitlin	HCIT
05/16	CircleCI (Series B)	18	Andy Vitus	Online Platform

Source: Company website, PitchBook.

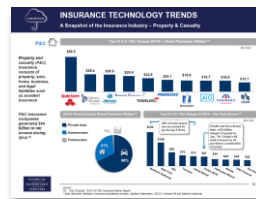
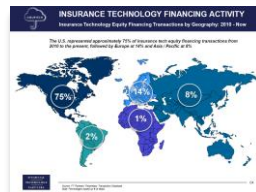
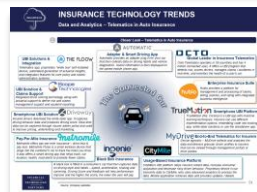
1) Italics indicate preferred control / geography.

3) Deal Amount in mm.

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

## FT Partners Research – InsurTech Industry Report

### Prepare for the InsurTech Wave: Overview of Key Insurance Technology Trends



**FT Partners' 268-page report** provides an in-depth look at the major waves of innovation and disruption that are beginning to radically alter the insurance industry.

*Additional highlights of the report include:*

- An analysis of specific trends across: Insurance Distribution, Sales, Marketing and Engagement, Data and Analytics and Insurance Administration
- The responses of incumbents to date including the innovations, investments, partnerships and acquisitions being made to stay ahead of the game
- Proprietary InsurTech financing and M&A statistics and a comprehensive list of transactions in the space
- A detailed industry landscape of InsurTech providers as well as other innovative, tangential companies and profiles of 54 companies operating in the InsurTech ecosystem

**Please visit our [website](#) for more proprietary FinTech Research & Follow FT Partners on [Twitter](#) and [LinkedIn](#) for real time updates on our Research Publications**

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

FT PARTNERS FINTECH INDUSTRY RESEARCH

October 6, 2016

**Welltok**

**Welltok Raises \$33.7 million in Series E Financing From 14 Investors**

NEA, Bessemer, Georgian, emergence, edbi, SIGMA PARTNERS, FEM, flare, iw, Okapi, Trustmark, CALADAM VENTURES, MIRAMAS, ROBERTSON

The Only Investment Bank Focused Exclusively on FinTech

**Welltok Raises \$33.7 mm in Series E Financing**

FT PARTNERS FINTECH INDUSTRY RESEARCH

October 18, 2016

**Wolters Kluwer**

**Wolters Kluwer Acquires Emmi Solutions for \$170 million**

emmi

The Only Investment Bank Focused Exclusively on FinTech

**Wolters Kluwer Acquires Emmi Solutions for \$170 mm**

FT PARTNERS FINTECH INDUSTRY RESEARCH

October 18, 2016

**TABULARASA**

**Tabula Rasa Healthcare Completes its IPO Raising ~\$52 million**

(NasdaqGM: TRHC)

The Only Investment Bank Focused Exclusively on FinTech

**Tabula Rasa Healthcare Completes its IPO**

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 21, 2016

**CareCloud**

**CareCloud Raises \$31.5 million in Series C Financing Led by Blue Cloud Ventures**

BLUE CLOUD VENTURES

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

**CareCloud Raises \$31.5 million in Series C Financing**

September 14, 2016

**Financial Technology Partners**

FT Partners Research – Transaction Profile

**Atos**

acquires

**anthelio**

A digital care. At home. Anytime.

for approximately

**\$275 million**

Courtesy of:

The Only Investment Bank Focused Exclusively on Financial Technology

www.ftpartners.com

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San Francisco, CA 94111  
Tel: 415-312-8200

Steve McLaughlin  
Managing Director  
Tel: 415-312-8200  
steve.mclaughlin@ftpartners.com

**Atos acquires Anthelio for \$275 mm**

August 26, 2016

**Financial Technology Partners**

FT Partners Research – Transaction Profile

**ClearCare**

raises

**\$60 million**

in financing led by

**BV**

Battery Ventures

Courtesy of:

The Only Investment Bank Focused Exclusively on Financial Technology

www.ftpartners.com

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Managing Director  
Tel: 415-312-8200  
steve.mclaughlin@ftpartners.com

**ClearCare Raises \$60 mm in Financing**

August 16, 2016

**Financial Technology Partners**

FT Partners Research – Transaction Profile

**ACCOLADE**

raises

**\$70 million**

in additional Series E financing led by

ANDREESSEN HOROWITZ & MADRONA VENTURE GROUP

Courtesy of:

The Only Investment Bank Focused Exclusively on Financial Technology

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**Accolade Raises \$70 mm in Additional Series E Financing**

July 18, 2016

**Financial Technology Partners**

FT Partners Research – Transaction Profile

**evolent**

acquires

**Valence Health**

for

**\$145 million**

Courtesy of:

The Only Investment Bank Focused Exclusively on Financial Technology

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**Evolent Health Acquires Valence Health for \$145 mm**

**VIEW MORE FT PARTNERS RESEARCH**

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

## FT Partners is the Leader in Financial Technology Investment Banking

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p><b>square trade</b></p> <p>in its sale to</p> <p><b>Allstate</b></p> <p>for total consideration of</p> <p><b>\$ 1,400,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>enservio</b></p> <p>in its sale to</p> <p><b>Solera</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>benaisancey</b></p> <p>in its sale to</p> <p><b>wex</b></p> <p>for a total consideration of</p> <p><b>\$ 80,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as Capital Makers &amp; IPO Advisor to</p> <p><b>ACCRETIVE HEALTH</b> results providers trust</p> <p>in its</p> <p><b>\$138,000,000</b> <b>Initial Public Offering</b> valuing the equity at approximately</p> <p><b>\$ 1,200,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as Capital Makers &amp; IPO Advisor to</p> <p><b>Performant</b></p> <p>in its</p> <p><b>\$93,150,000</b> <b>Initial Public Offering</b> valuing the equity at approximately</p> <p><b>\$ 453,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>AmWINS Group, Inc.</b></p> <p>in its growth recapitalization by</p> <p><b>NMC</b> NEW MOUNTAIN CAPITAL LLC</p> <p>valued at approximately</p> <p><b>\$ 1,300,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive Strategic and financial advisor to</p> <p><b>ZYWAVE</b></p> <p>in its sale of Zywave Insurance Solutions to</p> <p><b>AURORA CAPITAL GROUP</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>insureon</b></p> <p>in its equity capital raise led by</p> <p><b>OAK HC/FT</b></p> <p>for total consideration of</p> <p><b>\$ 31,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>aplifi</b> We Simply Selling Insurance</p> <p>in its sale to</p> <p><b>iPipeline</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>square trade</b> protection plans</p> <p>in its recapitalization by</p> <p><b>BainCapital</b> BainCapital Ventures</p> <p>of approximately</p> <p><b>\$ 238,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p><b>SAFE-GUARD</b></p> <p>on its sale to an Affiliate of</p> <p><b>Goldman Sachs</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>insureon</b></p> <p>in its acquisition of</p> <p><b>IN insurance NOODLE</b></p> <p>a subsidiary of</p> <p><b>Willis</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

FT Partners has advised on some of the most prominent transactions in the Healthcare and Insurance IT sectors

## 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



Middle Market Financing Awards

2016	<ul style="list-style-type: none"> <li>Investment Banking Firm of the Year</li> <li>Cross Border Deal of the Year</li> </ul>
2015	<ul style="list-style-type: none"> <li>Dealmaker of the Year</li> <li>Technology Deal of the Year</li> </ul>
2014	<ul style="list-style-type: none"> <li>Equity Financing Deal of the Year</li> <li>Professional Services Deal of the Year, Above \$100mm</li> </ul>
2012	<ul style="list-style-type: none"> <li>Dealmaker of the Year</li> <li>Professional Services Deal of the Year, Above \$100mm</li> </ul>
2011	<ul style="list-style-type: none"> <li>Boutique Investment Bank of the Year</li> <li>Deal of the Decade</li> <li>10 Deal of the Year Nominations Across 9 Categories</li> </ul>
2010	<ul style="list-style-type: none"> <li>Upper Middle Market Deal of the Year, Above \$500 mm</li> <li>IT Services Deal of the Year, Below \$500mm</li> <li>Cross-Border Deal of the Year, Below \$500mm</li> </ul>
2007	<ul style="list-style-type: none"> <li>Dealmaker of the Year – Steve McLaughlin</li> <li>Business to Business Services Deal of the Year</li> <li>Computer and Information Technology Deal of the Year, Above \$100mm</li> <li>Financial Services Deal of the Year, Above \$100mm</li> </ul>
2015	<ul style="list-style-type: none"> <li>Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List</li> </ul>
2006 - 2008	<ul style="list-style-type: none"> <li>Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology</li> </ul>
2008	<ul style="list-style-type: none"> <li>Equity Financing Dealmaker of the Year – Steve McLaughlin</li> <li>Information Technology Deal of the Year</li> <li>Financial Services Deal of the Year</li> </ul>
2006	<ul style="list-style-type: none"> <li>Financing Professional of the Year – Steve McLaughlin</li> <li>Financing Deal of the Year - Equity</li> <li>Financing Deal of the Year - Debt</li> </ul>

## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. 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>	21
<b>Larry Furlong</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York, London and Los Angeles beginning in 1995</li> <li>Wharton M.B.A.</li> </ul>	21
<b>Greg Smith</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee</li> <li>Recent coverage included DST, ENV, FISV, FIS, V, MA, GPN &amp; HPY among others</li> </ul>	20
<b>Steve Stout</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with J.P. Morgan and UBS</li> <li>Formerly Global Head of Strategy at First Data</li> </ul>	18
<b>Tim Wolfe</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>Started at FT Partners in 2002</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	14
<b>Andrew McLaughlin</b> <i>Managing Director, Research &amp; Business Development</i>		<ul style="list-style-type: none"> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	10