# FT PARTNERS FINTECH INDUSTRY RESEARCH

April 27, 2020

Oriente

# Oriente Raises $50 million in Series B Financing

FINANCIAL TECHNOLOGY PARTNERS

*The Only Investment Bank Focused Exclusively on FinTech*

San Francisco • New York • London

# FT Partners – Focused Exclusively on FinTech



## 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

The Information

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

Institutional Investor

**Ranked #1 Most Influential Person in all of FinTech in *Institutional Investors* "FinTech Finance 40"**

THE M&A ADVISOR

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





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# Oriente Raises $50 million in Series B Financing



## Transaction Overview

### Transaction Summary

- **On April 27, 2020, Oriente, a developer of technology for digital credit and online financial services, announced it has raised $50 million for its ongoing Series B round**
  - The funding was led by Peter Lee, angel investor and co-chairman of one of Hong Kong's largest property developers
  - The round also included participation Wix.com, a cloud-based website development platform
- **The new financing will accelerate growth in Oriente's existing markets, the Philippines and Indonesia, as well as expansion into new markets such as Vietnam**
- **Oriente serves consumers, small businesses (SMBs) and merchants:**
  - For consumers, it provides access to financial services such as cash loans, digital credit, and POS lending solutions as well as working capital for SMBs
  - For merchants it provides real-time data insights to increase conversions and lower risk
- **Oriente plans to expand its Pay Later digital credit solution and launch new financing solutions for SMBs** (1)

### Selected Financing History

| Date | Size ($ mm) | Financing Round | Investor(s) |
|---|---|---|---|
| 04/27/20 | **$50** | Series B | Peter Lee; Wix.com |
| 03/03/20 | **50** | Debt | Silverhorn Group |
| 11/27/18 | **105** | Series A | Berjaya Corporation; JG Summit Holdings; Sinar Mas; Intudo Ventures; BlackPine Private Equity Partners |

### Transaction Commentary

*"The last 12 months have been a period of unprecedented growth at Oriente. This investment, which comes during a time of significant global economic turmoil, puts us in a strong position as we look to step up our efforts in a highly competitive sector.*

*"We are thrilled to have Dr. Peter Lee and Wix.com join our incredible stable of existing investors on our journey. Southeast Asia's vastly underserved merchant consumer ecosystem has tremendous economic potential, and we are excited to power a more capable financial services infrastructure that is purpose-built to unlock this."*

*Geoff Prentice*
*Co-Founder*

### Key Performance Indicators

**5 Million+**
*Users Across Two Apps*

**700%**
*YoY Growth in Transactions in 2019*

**1,000+**
*Merchant Partners*

Source: *Company press release, TechCrunch, FT Partners' Proprietary Transaction Database*
*(1) TechCrunch: "Oriente raises $50 million to continue building its infrastructure for digital financial services"*

# Oriente Raises $50 million in Series B Financing

## Oriente Overview

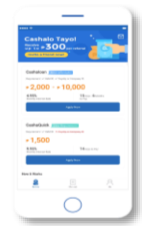
### Company Overview

Oriente

| | |
|---|---|
| **Co-Founder & CEO:** | Hubert Shio-Hsien Tai |
| **Headquarters:** | Hong Kong |
| **Founded:** | 2017 |

- **Oriente is a leading financial services and technology company that provides lending solutions to underserved communities in Southeast Asia**
    - Oriente uses Artificial Intelligence, machine learning, and data science to provide a wide array of financial services to millions in Southeast Asia's fastest-growing economies real-time credit scoring, digital and O2O lending and other tailored solutions
- **The Company has 1,750+ employees across offices in Hong Kong, Shanghai, Singapore, Taipei, Manila, Jakarta, and Ho Chi Minh City**
- **Oriente was founded in 2017 by former Skype Co-Founder and CSO, Geoffrey Prentice; former founding CTO and COO at LU.com, Hubert Tai (CEO); and Founder of BlackPine Private Equity, Lawrence Chu**

### Products & Services Overview



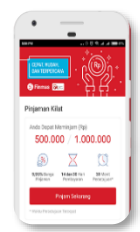
cashalo

**Cashalo is Oriente's first consumer lending mobile-app product that offers underbanked customers and MSMEs access to credit in the Philippines**

*Oriente utilizes hundreds of alternative data points to assess applications*

**How It Works**

- Download and apply within 5 minutes through Oriente's digital solution
- The proprietary credit-scoring technology provides loan decisions and financing within 24 hours
- Oriente offers the most affordable interest rates (non-bank) in the market
- The Company follows the global industry standard security and encryption for loans
- No hidden penalties, hidden fees, or rollovers



Finmas

**FINMAS is an Indonesian mobile application that offers lending services anytime and anywhere**

*To apply for a loan at FINMAS, users must provide KTP, personal and work information, as well as their bank account*

**How It Works**

- Download the application and register with a mobile number
- Complete all data, including personal, job info, and account number, and KTP verification
- Choose the amount of the loan as well as the terms
- Wait until confirmation is received

Source: *Company website*

# FT Partners – Focused Exclusively on FinTech

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


BlueVine's $103 million Series F Financing


MoneyLion's $100 million Series C Financing


Open Lending's Merger with Nebula Acquisition Corp.


Deserve's $50 million Financing Led by Goldman Sachs


Fenergo Raises $80 million in Financing


Nova Credit Raises $50 million in Series B Financing


Intuit Acquires Credit Karma for $7.1 billion


Starling Bank Raises $77 million in Financing

VIEW MORE FT PARTNERS RESEARCH

## FT Partners' VIP Video Conference

# CREATING AN UNPRECEDENTED DIGITAL FINANCIAL SERVICES GIANT:

## Before, During and After COVID-19

*Special Guests: CEOs / Founders of Revolut and Chime*

Two $5 billion+ FinTech unicorn leaders discuss the opportunities and challenges they face in creating digital financial services giants before, during and after COVID-19

**Steve McLaughlin**
Founder & CEO of FT Partners

**Nik Storonsky**
CEO of Revolut

**Chris Britt**
CEO of Chime

To watch a replay of the video conference: https://www.ftpartners.com/webinar/digital-financial-services-giant

# FT Partners – Focused Exclusively on FinTech



## FT Partners Research – The Rise of Challenger Banks

### The Rise of Challenger Banks
### Are the Apps Taking Over?


Click pictures to view report

The banking sector is experiencing a major shift globally, as Challenger Banks are becoming increasingly formidable competitors to traditional banks and have begun to capture significant market share. Furthermore, the lines between banks and other consumer financial services providers are blurring, with several alternative lenders and robo-advisors beginning to offer banking products to their customers. E-commerce / internet giants are also jumping into the fray with Google and Amazon, among others, beginning to offer banking products. In response to the emergence of Challenger Banks, a number of incumbent banks have launched their own FinTech brands, and traditional financial institutions will likely turn to FinTech solution providers in order to defend their turfs.

*Highlights of the report include:*

- An overview of trends in the Challenger Banking space as well as the broader banking ecosystem
- A detailed landscape of Challenger Banks globally
- Proprietary list of financing and M&A transactions in the space
- Interviews with 17 Challenger Bank executives
- Detailed profiles of 41 global Challenger Banks

# FT Partners – Focused Exclusively on FinTech

## FT Partners Research – Beyond the Credit Score

### Beyond the Credit Score:
### What's Next in Consumer Credit Management


Click pictures to view report

FT Partners' report provides an in-depth look at the consumer credit space. Today, while many companies offer free credit scores, few offer free credit monitoring, and even fewer offer key insights about what impacts consumers' credit worthiness. After getting access to their credit scores, consumers are often at a loss of what to do and are largely left on their own to make important credit decisions. This contrasts with the asset side of consumers' balance sheets where financial advisors and, increasingly, robo advisors are using data and analytics to alleviate consumers of the burden of making investment decisions for their specific goals. Consequently, we expect financial service providers to move beyond offering free access to credit information and move towards providing complete credit lifecycle management solutions.

*Additional highlights of the report include:*

- History of the free credit score and new trends in the credit and PFM space
- Consumer FinTech landscape including multiple sub-categories
- Exclusive interviews of executives in the space
- Proprietary list of financing and M&A transactions
- Detailed company profiles of both private and public players

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## Deep Expertise Across the Banking Technology Space

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as IPO Advisor to
GreenSky
in its
$1,010,000,000 Initial Public Offering
for a total enterprise value of
$4,500,000,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as exclusive strategic and financial advisor to
MoneyLion
in its Series C financing with participation from new strategic investors
Capital One, MetaBank
along with participation from
Fintech Collective, edison partners, Greenspring Associates
for total consideration of
$ 100,000,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as advisor to
Kabbage
in its Series E minority financing led by
RCP Reverence Capital Partners, ING, Santander InnoVentures, Scotiabank
for total consideration of
$ 135,000,000
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is pleased to announce its exclusive role as sole strategic and financial advisor to
SWIFT FINANCIAL
in its sale to
PayPal
for approximately
$ 200,000,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as advisor to
capitalG
in its lead investment in
credit karma
with additional participation from
Tiger, SIG, Ribbit Capital
for approximately
$ 85,000,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as strategic and financial advisor to
VITRUVIAN PARTNERS
in its minority investment in
DEPOSIT SOLUTIONS
with participation from new and existing investors
for total consideration of
$100,000,000
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is pleased to announce its exclusive role as strategic and financial advisor to
OpenLending
on its proposed merger with
Nebula Acquisition Corporation (NASDAQ: NEBU)
sponsored by
TRUE WIND
for a total implied enterprise value of
$1,330,000,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as exclusive financial advisor to
BlueVine
on its Series F financing led by
ION Crossover Partners
for total consideration of
$ 102,500,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as Capital Markets & IPO Advisor to
EllieMae
in its
$45,000,000 Initial Public Offering
valuing the equity at approximately
$ 146,000,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as strategic and financial advisor to
better.com
on its Series C financing from new investors
Activant Capital, Ping An, Hoopp, citi ventures, AGNC, ally
along with participation from existing investors
for total consideration of
$ 160,000,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
credit sesame
on its growth financing with participation from
Menlo, ICP Inventus Capital Partners, Globespan Capital Partners, SF Capital, ia capital group
for total consideration of
$ 42,000,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as exclusive strategic and financial advisor to
FIRST ASSOCIATES
in its recapitalization by
STONE POINT CAPITAL
and merger with
PFSC PORTFOLIO FINANCIAL SERVICING CO.
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FTP Securities LLC
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WebEquity solutions
in its sale to
Moody's
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FTP Securities LLC
is pleased to announce its role as exclusive strategic and financial advisor to
DATAX
in its sale to
EQUIFAX
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
FLEETONE
in its cash sale to
wex
for total consideration of approximately
$ 369,000,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
L2C inc
in its sale to
TransUnion
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as strategic and financial advisor to
deserve
on its financing led by
Goldman Sachs
for total consideration of
$ 50,000,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
FAST PAY
in its growth financing from
OAK HC/FT
for total consideration of approximately
$ 15,000,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as exclusive strategic and financial advisor to
ZAFIN
in its Series B Financing led by
Beedie, VISTARA, Accenture Ventures
for total consideration of
$ 17,200,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
PROSPER
in its Series G financing from an investment fund co-managed by
FinEX ASIA
for total consideration of
$ 50,000,000
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole debt capital advisor to
jack henry & ASSOCIATES INC.
in its acquisition of
iPay Technologies
for total consideration of approximately
$ 300,000,000
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## Continued Track Record of Success in the Alternative Lending / Credit Space

### White Label Loan Management

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
aura
in its Series D financing led by
Coppel
with participation from
revolution FIRSTMARK Colchis Capital
for total consideration of
**$ 50,000,000**
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### Consumer Home Improvement Financing

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as financial advisor to
GreenSky
in its minority investment from
DST ICONIQ TPG Wellington Management
for total consideration of
**$ 300,000,000**
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### Consumer Marketing / Credit Lead Generation

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as advisor to
capitalG
in its lead investment in
credit karma
with additional participation from
TIGER SIG Ribbit Capital
for approximately
**$ 85,000,000**
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### SMB Credit Tools / Financing

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as exclusive strategic and financial advisor to
Nav
in its Series C financing led by
Goldman Sachs
for total consideration of
**$44,800,000**
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### SMB Financing

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
SWIFT FINANCIAL
in its sale to
PayPal
for approximately
**$ 200,000,000**
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### Peer-to-Peer Lending

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
PROSPER
in its loan purchase agreement with a consortium of institutional investors
Affiliates of
New Residential Jefferies
THIRD POINT
for up to
**$ 5,000,000,000**
Financial Technology Partners
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### Lending Enablement Platform for Auto Finance

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as strategic and financial advisor to
OpenLending
on its proposed merger with
**Nebula Acquisition Corporation**
(NASDAQ: NEBU)
Sponsored by
TRUE WIND
for a total implied enterprise value of
**$1,330,000,000**
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### SMB Financing

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as advisor to
Kabbage
in its Series E minority financing led by
RCP Reverence Capital Partners ING
Santander InnoVentures Scotiabank
for total consideration of
**$ 135,000,000**
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### Supply Chain Finance Solutions

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as financial advisor to
taulia
in its investment from
QuestMark Partners
zouk BBVA edbi
for total consideration of approximately
**$ 65,000,000**
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### SMB Financing

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as exclusive financial advisor to
BlueVine
on its Series F financing led by
ION Crossover Partners
for total consideration of
**$102,500,000**
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# FT Partners – Focused Exclusively on FinTech

## Significant Experience Advising Large Financing Rounds and “Unicorns

*FT Partners has a history of advising on some of the largest financing transactions in the FinTech space*

*Representing numerous FinTech “Unicorns” above $1 billion valuations*

| Company | Amount Raised |
|---|---|
| GreenSky | $1,560,000,000 * |
| stone co. | 1,545,000,000 * |
| avidxchange | 956,000,000 * |
| MERCURY | 420,000,000 |
| MARQETA | 355,000,000 * |
| NEXT INSURANCE | 333,000,000 * |
| Remitly | 289,000,000 * |
| Liquidnet | 250,000,000 |
| square trade protection plans | 238,000,000 |
| checkout.com | 230,000,000 |
| better.com | 160,000,000 |
| nmi | 150,000,000 |
| ADDEPAR | 140,000,000 |
| Kabbage | 135,000,000 |
| BlueVine | 102,500,000 |
| MoneyLion | 100,000,000 |
| POYNT | 100,000,000 |
| CHROMERIVER | 100,000,000 |
| Fawry | 100,000,000 |

### Selected Prominent Investors in FT Partners Led Rounds

Accel, DST, VISA, ANT FINANCIAL, ICONIQ, RCP REVERENCE CAPITAL PARTNERS, TEMASEK, PIMCO, BainCapital PRIVATE EQUITY, TPG, Premji Invest, BainCapital VENTURES, INSIGHT PARTNERS, GREENSPRING ASSOCIATES, CDPQ, Great Hill PARTNERS, ION CROSSOVER PARTNERS, capitalG, CIBC, Scotiabank, nyca, QED INVESTORS, khosla ventures, KeyBank, WELLINGTON MANAGEMENT, 乾源资本 YUAN CAPITAL, ING, BBVA, maveron, Santander InnoVentures, BV Battery Ventures, nabventures, nab, THIEL, ADAMS STREET PARTNERS, Elavon, Munich RE, edbi, Redpoint, PayU, mastercard, coatue, edisonpartners, QUESTMARK PARTNERS, SUMMIT PARTNERS, SILVERLAKE, PARTHENON CAPITAL PARTNERS

* Total includes multiple financing rounds

# FT Partners – Focused Exclusively on FinTech



## FT Partners Advises Marqeta on its Series E Financing

### Overview of Transaction

- On May 21, 2019, Marqeta announced it has raised $260 million in Series E financing led by Coatue Management
  - The round includes participation from several new investors including Vitruvian Partners, Spark Capital, Lone Pine Capital and Geodesic
- Founded in 2010, Marqeta is the leading global modern card issuer, powered by the most advanced issuer processor platform built in over two decades
- Marqeta's open APIs allow a new generation of businesses, such as Square, Affirm, DoorDash, Kabbage and Instacart, to build innovative payment programs and experiences to meet the unique needs of their customers

### Significance of Transaction

- Marqeta, which has doubled its revenue for three straight years and experienced dramatic increases in spending activity on its platform, is now valued at nearly $2 billion
- The funding will be used to accelerate Marqeta's expansion plans, both domestically and in key global markets
  - With 300 employees, the Company recently expanded internationally, opening a European office headquartered in London

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Marqeta and its board of directors
- FT Partners previously advised Marqeta on its $45 million financing led by ICONIQ in 2018, its strategic $25 million financing led by Visa in 2017, and its $25 million Series C financing in 2015 -- over this time period, Marqeta's valuation has grown over 20x
- This transaction demonstrates the long-term nature of many of FT Partners' client relationships and highlights our deep domain expertise and transactional excellence across FinTech and the Payments sector

Financial Technology Partners LP
FTP Securities LLC

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

MARQETA

*in its Series E financing led by*

COATUE

*with participation from new investors*

VITRUVIAN PARTNERS SPARK GEODESIC CAPITAL
LONE PINE CAPITAL

*for total consideration of*

**$260,000,000**

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## FT Partners Advises MoneyLion on its Series C Financing

### Overview of Transaction

- On July 23, 2019, MoneyLion announced it has raised $100 million in Series C financing, which included strategic investments from Capital One and MetaBank in addition to participation from Edison Partners, Greenspring Associates and FinTech Collective
- MoneyLion is a mobile banking platform that allows members to conveniently borrow money, manage and aggregate finances, as well as invest in future goals through a proprietary digital advisor
- MoneyLion serves over 5 million members, and in 2018 the Company helped its members avoid over $7 million in traditional banking fees, in addition to helping 70% of members improve their credit scores by 30 points

### Significance of Transaction

- MoneyLion will use the latest round of financing to accelerate its customer growth in the U.S., and to expand its product offerings to include 0% APR daily cash advances, high-yield cash accounts and a stock trading platform
- With this latest round, MoneyLion has now raised a total of over $200 million in equity financing

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to MoneyLion and its board of directors on its $100 million in Series C financing
- FT Partners previously advised MoneyLion on its $82 million Series B financing in 2018
- This transaction highlights FT Partners' deep domain expertise in the banking technology sector, and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

Financial Technology Partners LP
FTP Securities LLC

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

MoneyLion

*in its Series C financing with participation from new strategic investors*

Capital One MetaBank

*along with participation from*

FINTECH COLLECTIVE edisonpartners GREENSPRING ASSOCIATES

*for total consideration of*

**$100,000,000**

FINANCIAL TECHNOLOGY PARTNERS

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# FT Partners – Focused Exclusively on FinTech



## FT Partners Advises Vitruvian on its Investment in Deposit Solutions

### Overview of Transaction

- On August 15, 2018, Vitruvian Partners ("Vitruvian") announced it has made a $100 million minority investment in Deposit Solutions with participation from Kinnevik and existing shareholders including e.ventures
  - The investment values Deposit Solutions in excess of $500 million
- Vitruvian is an independent European private equity firm that invests in high growth companies in Europe and beyond (more details here)
- Headquartered in Hamburg, Germany, Deposit Solutions provides an international Open Banking platform for savings deposits
- Deposit Solutions' Open Banking platform transforms the value chain in the savings deposit market to the benefit of banks and savers alike
  - Deposit Solutions now connects more than 70 banks from 16 countries to more than 30 million savers through a wide variety of Points-of-Sale including renowned financial institutions such as Deutsche Bank and Fidelity's FFB

### Significance of Transaction

- Through this investment, Deposit Solutions plans to accelerate the expansion of its business, while ultimately trying to achieve its mission of making Open Banking the new standard for the global $50 trillion market for savings deposits

### FT Partners' Role

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

Financial Technology Partners LP
FTP Securities LLC

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

VITRUVIAN
PARTNERS

*on its minority investment in*

DEPOSIT SOLUTIONS

*with participation from new and existing investors*

*for total consideration of*

**$100,000,000**

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## FT Partners Advises Deserve on its $50 million Financing Led by Goldman Sachs

### Overview of Transaction

- On November 4, 2019, Deserve announced it has raised $50 million in financing led by Goldman Sachs (NYSE: GS) with participation from existing backers Sallie Mae, Accel, Aspect Ventures, Pelion Venture Partners and Mission Holdings
- Deserve is a leading alternative credit card platform and Card-as-a-Service (CaaS) company that designs and powers customized credit card programs for top financial institutions, FinTech players, universities, and consumer brands to ultimately assist thin-credit file consumers in achieving financial independence
  - The proprietary platform enables customers to launch any type of credit card product, underwritten for their specific target audiences, utilizing non-traditional data points and advanced machine learning algorithms to determine credit eligibility

### Significance of Transaction

- With the new funding, Deserve will focus on further developing its CaaS offering, hiring engineers and data scientists to build out the platform's infrastructure, tools, APIs and machine learning capabilities, as well as expanding its B2B sales and marketing division

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Deserve
- FT Partners previously advised Deserve on its [$17 million financing] led by Sallie Mae in 2018
- This transaction underscores FT Partners' deep Banking Tech domain expertise and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

Financial Technology Partners LP
FTP Securities LLC

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

deserve

*on its financing led by*

Goldman Sachs

*for total consideration of*

**$50,000,000**

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# FT Partners – Focused Exclusively on FinTech



## FT Partners Advises Prosper on its Series G Financing

### Overview of Transaction

- On September 22, 2017, Prosper Marketplace announced that it has raised $50 million in a Series G financing round from an investment fund co-managed by FinEx Asia
- San Francisco, CA-based Prosper is a leading marketplace lending platform for consumer loans, connecting people who want to borrow money with individuals and institutions that want to invest in consumer credit
  - To date, over $10 billion in personal loans have been originated through the Prosper platform for debt consolidation and large purchases such as home improvement projects, medical expenses and special occasions
- Based in Hong Kong, FinEx Asia is the first global FinTech marketplace connecting Asian investors with high quality, low volatility asset classes, including U.S. consumer lending

### Significance of Transaction

- The Series G investment, which brings Prosper's total equity raised to $410 million to date, will be used to make strategic investments in the Company's platform and products

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Prosper and its Board of Directors
- FT Partners also advised on Prosper's $5 billion loan purchase agreement from a consortium of institutional investors
- This transaction further solidifies FT Partners' role as the advisor of choice in the Alternative Lending sector

Financial Technology Partners LP
FTP Securities LLC

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

PROSPER

*in its Series G Financing from*

*an investment fund co-managed by*

FinEX ASIA

*for total consideration of*

**$ 50,000,000**

FINANCIAL TECHNOLOGY PARTNERS

*The Only Investment Bank Focused Exclusively on Financial Technology*

# FT Partners Advises Nav on its $45 million Series C Financing

### Overview of Transaction

- On February 11, 2019, Nav announced it has raised $44.8 million in Series C Financing led by Goldman Sachs Principal Strategic Investments
  - Point72 Ventures, Experian Ventures, Aries and CreditEase FinTech Investment Fund also participated in the round
- Nav is a leading business financial management app that helps small business find the best financing by giving them free access to business and personal credit reports from major commercial and consumer credit bureaus
  - The Nav platform also helps small business owners make informed business credit decisions and hosts a robust marketplace with more than 110 business financing products such as loans and credit cards
  - To date, more than 1 million small business owners have access to their credit data and insights powered by Nav

### Significance of Transaction

- Nav will use the funding to expand enterprise partnerships, introduce more small business owners to its platform and drive additional data insights for its customers
- As part of Goldman Sachs' investment, Rana Yared, Managing Director in the Goldman Sachs Principal Strategic Investment group, moved from an observer on Nav's board to a voting director

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Nav
- FT Partners also previously advised Nav on its $38 million Series B financing
- This transaction underscores FT Partners' versatility and expertise across the FinTech universe and highlights its position as the "Advisor of Choice" to leading FinTech companies

Financial Technology Partners LP
FTP Securities LLC

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

Nav

*in its Series C financing led by*

Goldman Sachs

*for total consideration of*

**$44,800,000**

FINANCIAL TECHNOLOGY PARTNERS

*The Only Investment Bank Focused Exclusively on Financial Technology*

# FT Partners – Focused Exclusively on FinTech

## FT Partners Advises Credit Sesame on its Growth Financing

### Overview of Transaction

- On October 25, 2017, Credit Sesame announced it has raised over $42 million in equity and venture debt
  - The funding comes from existing and new investors including Menlo Ventures, Inventus Capital, Globespan Capital, IA Capital, SF Capital, among others, along with a strategic investor
- The $42 million in funding is comprised of $26.6 million in equity and $15.5 million in venture debt, bringing the Company's total funding to over $77 million
- Headquartered in Mountain View, CA, Credit Sesame was founded in 2011 and has provided credit and loan management tools to over 12 million members
  - The mobile and web solution provides consumers with tools to build a path to achieve financial wellness, including free access to their credit profile complete with their credit score, credit report grades, credit monitoring, interactive step-by-step tools and recommendations for better lending options

### Significance of Transaction

- The funds will be used to accelerate the company's growth, hiring, and member acquisition, and to advance its analytics, robo-advisor and machine learning technologies
- A new strategic investor has also joined Credit Sesame's consortium of investors in this round and a separate strategic partnership may be announced in the near future that will allow millions more to benefit from Credit Sesame's services

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Credit Sesame in this transaction
- This transaction further demonstrates FT Partners' continued success advising both leading consumer FinTech brands as well as companies across the Credit / Lending Tech landscape

Financial Technology Partners LP
FTP Securities LLC

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

credit sesame

*on its growth financing with participation from*

Menlo | ICP INVENTUS CAPITAL PARTNERS | GLOBESPAN CAPITAL PARTNERS | SF CAPITAL GROUP, LLC | ia capital group

*for total consideration of*

**$ 42,000,000**

FINANCIAL TECHNOLOGY PARTNERS

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

# FT Partners – Focused Exclusively on FinTech

## Award-Winning Investment Banking Franchise Focused on Superior Client Results

**LendIt**

| | |
|---|---|
| **2018** | Top Investment Bank in FinTech |

**Institutional Investor**

Institutional Investor Annual Ranking

| | |
|---|---|
| **2018** | Steve McLaughlin Ranked #1 for the Second Year in a Row on Institutional Investor's FinTech 40 List |
| **2017** | Ranked #1 on Institutional Investor's FinTech 40 List |
| **2015 & 2016** | Ranked Top 5 on Institutional Investor's FinTech 35 List |
| **2006 – 2008** | 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" |

2019 - 2004 ANNUAL AWARDS WINNER

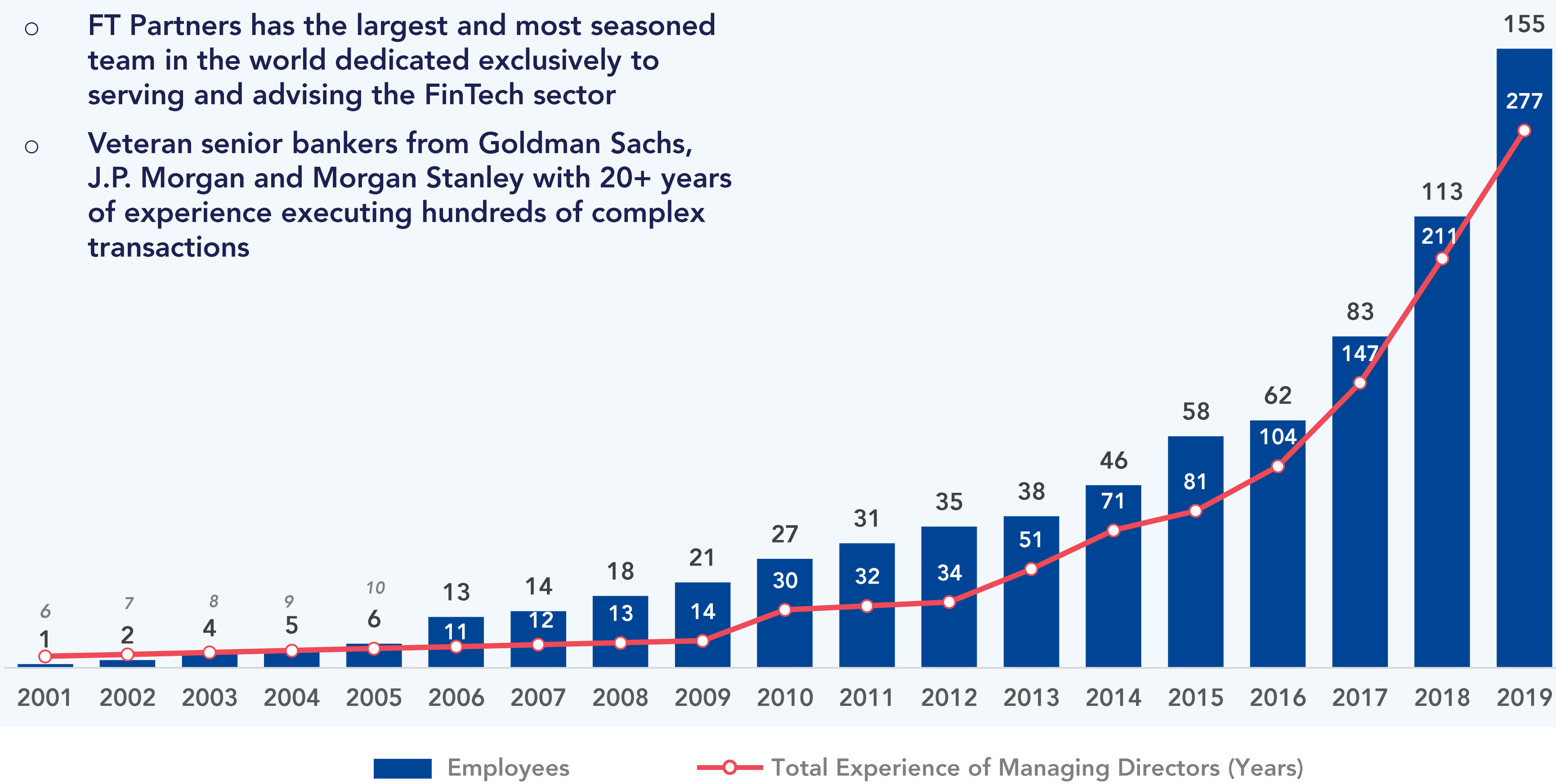
M&A Advisor Awards

| | | | |
|---|---|---|---|
| **2019** | Technology Deal of the Year | **2012** | Professional Services Deal of the Year, $100 mm+ |
| **2018** | Corporate / Strategic Deal of the Year | **2011** | Boutique Investment Bank of the Year |
| **2018** | Cross Border Deal of the Year | **2011** | Deal of the Decade |
| **2017** | Investment Banker of the Year | **2010** | Upper Middle Market Deal of the Year, $500 mm+ |
| **2016** | Investment Banking Firm of the Year | **2010** | IT Services Deal of the Year, Below $500 mm |
| **2016** | Cross Border Deal of the Year | **2010** | Cross-Border Deal of the Year, Below $500 mm |
| **2015** | Dealmaker of the Year | **2007** | Dealmaker of the Year – Steve McLaughlin |
| **2015** | Technology Deal of the Year | **2007** | Business to Business Services Deal of the Year |
| **2014** | Equity Financing Deal of the Year | **2007** | Computer & Information Tech Deal of the Year, $100 mm+ |
| **2014** | Professional Services Deal of the Year, $100 mm+ | **2007** | Financial Services Deal of the Year, $100 mm+ |
| **2012** | Dealmaker of the Year | **2004** | Investment Bank of the Year |

# FT Partners – Focused Exclusively on FinTech

## 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)

| | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 17 | 18 | 16 | 17 | 18 | 19 | 20 |

# FT Partners – Focused Exclusively on FinTech



## The FT Partners Senior Banker Team

| Name / Position | Prior Background | Experience / Education | Years of Experience |
|---|---|---|---|
| **Steve McLaughlin**<br>*Founder, CEO and Managing Partner* | Goldman Sachs | • Formerly with Goldman Sachs in New York and San Francisco from 1995-2002<br>• Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)<br>• Wharton M.B.A. | ***25*** |
| **Mohit Agnihotri**<br>*Managing Director* | J.P.Morgan | • Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan<br>• Wharton M.B.A | ***18*** |
| **Kate Crespo**<br>*Managing Director* | RAYMOND JAMES® | • Formerly with Raymond James' Technology & Services investment banking<br>• 14+ years of FinTech transaction execution experience<br>• Dartmouth M.B.A. | ***18*** |
| **Larry Furlong**<br>*Managing Director* | Goldman Sachs | • Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004<br>• Wharton M.B.A. | ***24*** |
| **Osman Khan**<br>*Managing Director* | A&M<br>pwc | • Formerly Managing Director and Head of FIG M&A at Alvarez & Marsal<br>• 15+ years FIG deal, consulting and assurance experience at PwC<br>• 40 Under 40 M&A Advisor Award Winner in 2013 | ***23*** |
| **Randall Little**<br>*Managing Director* | J.P.Morgan | • 12 years as FIG / Capital Markets FinTech investment banker at J.P. Morgan<br>• 10 years as financial services technology consultant at Sun Microsystems and Ernst & Young<br>• NYU Stern M.B.A. (MBA w/Distinction) | ***23*** |
| **Andrew McLaughlin**<br>*Managing Director* | Deloitte. | • 20+ years experience executing / implementing financial and operational strategy<br>• Formerly with Deloitte Consulting | ***14*** |
| **Amar Mehta**<br>*Managing Director* | J.P.Morgan | • Formerly with J.P. Morgan's Technology (FinTech & Technology Services) team in New York<br>• 7+ years of FinTech transaction execution experience<br>• MBA from IIM-K (India), Bachelor's in Computer Engineering from NTU (Singapore) | ***16*** |
| **Mike Nelson**<br>*Managing Director* | SunTrust | • Formerly head of FinTech M&A at SunTrust Robinson Humphrey<br>• Kellogg M.B.A. | ***20*** |
| **Timm Schipporeit**<br>*Managing Director* | Morgan Stanley<br>Index Ventures | • Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London<br>• Formerly a Venture and Growth Investor focused on FinTech at Index Ventures | ***17*** |
| **Greg Smith**<br>*Managing Director* | Merrill Lynch<br>J.P.Morgan | • Formerly award winning Equity Research Analyst at Merrill Lynch, J.P. Morgan and Hambrecht & Quist<br>• 20+ years of experience covering FinTech as both an Analyst and Investment Banker | ***24*** |
| **Tim Wolfe**<br>*Managing Director* | Goldman Sachs | • Formerly with Goldman Sachs from 2000-2002<br>• 40 Under 40 M&A Advisor Award Winner 2013<br>• Harvard M.B.A. | ***18*** |