

FT PARTNERS FINTECH INDUSTRY RESEARCH

January 25, 2021



Enfusion Raises \$150 million in Financing from ICONIQ Growth

ICONIQ Growth

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 19 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



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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Enfusion Raises \$150 million in Financing



Transaction Summary

Transaction Summary

- **On January 11, 2021, Enfusion, a provider of investment management technology solutions and services, announced that it has secured a \$150 million minority investment from ICONIQ Growth**
 - The funding is an endorsement of Enfusion's cloud-native SaaS solutions that remove informational and operational constraints for its investment management clients
 - Along with its continued profitability and growth, the round values Enfusion at \$1.5 billion, according to the Company
 - ICONIQ Growth joins FTV Capital and Hillhouse Capital as investors in the Company
- **2020 was a record year, with the Company signing 160 new fund managers to its platform**
 - Enfusion serves more than 550 clients from its nine global offices
 - The Company also announced significant year-over-year client growth globally, most notably in APAC with triple-digit growth
- **Traditional and alternative asset managers using Enfusion's integrated front-to-back office software and services have used the platform to simplify their workflows, reduce their technology footprints and unify their data**

Transaction Commentary

"We are delighted to support Enfusion in its efforts to radically disrupt the investment management solution space. We believe Enfusion has developed a highly differentiated and groundbreaking platform that is creating a new standard for native-cloud asset management solutions and modernizing a historically outdated approach to the front, middle, and back-office experience. As an investment management firm, we deeply understand the importance of digital transformation in the industry and how it can build more sustainable relationships and a better understanding of clients' evolving needs. Our investment in Enfusion is representative of our commitment to invest in best-in-class, long-view technology businesses – and we are excited to collaborate with their experienced management team during their next phase of strategic growth."

ICONIQ Growth

Roy Luo
Principal



"Our job is to empower and support investment managers wherever they are in their operational journey. As we continue to better position ourselves to meet the needs of our clients, we have worked to remove the silos traditionally associated with portfolio management, order management, trading, operations, accounting, IR, and many other services. ICONIQ shares this vision and we are humbled to have their support in this journey, advancing our commitment to helping our clients transform their businesses and grow."



Thomas Kim
CEO



Enfusion Raises \$150 million in Financing



Enfusion Overview

Company Overview



CEO:	Thomas Kim
Headquarters:	Chicago, IL
Founded:	1997

- Enfusion's investment management software-as-a-service platform removes traditional information boundaries, uniting front, middle and back-office teams on one cloud-native system and across one data set
- Through its industry-leading software, analytics, and middle / back-office managed services, the Company creates enterprise-wide cultures of real-time, data-driven intelligence, boosting agility, and powering growth
- Enfusion partners with 500+ investment managers from nine global offices spanning four continents

Selected Financing History

Date	Amount	Selected Investor(s)
01/11/21	\$150	ICONIQ Growth
01/10/17	na	FTV Capital; Hillhouse Capital Group
01/21/15	6	Undisclosed Investors

Products & Services Overview



Software

Full integrated SaaS-based Portfolio Management System, Order/Execution Management and General Ledger

Services

Middle and back-office outsourced services providing manpower and value-added insights



Analytics

Data storage, mining and analysis across the entire investment lifecycle

Key Functionality

- Order & Execution Management
- Portfolio Management & Monitoring
- General Ledger Accounting
- Valuation & Risk
- Reconciliations

Selected Use Cases

- Emerging Funds
- Hedge Funds
- Institutional Asset Managers
- Family Offices

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Selected FT Partners Research – *Click to View*



Circle's \$25 million Financing



Clearpool's Sale to BMO



Trumid's \$200 million
Financing



Forge's Merger with
SharesPost



Public Raises \$65 million in Series
C Financing



Robinhood Raises \$660 million
in Series G Financing



Empower Retirement Acquires
Personal Capital for up to \$1
billion

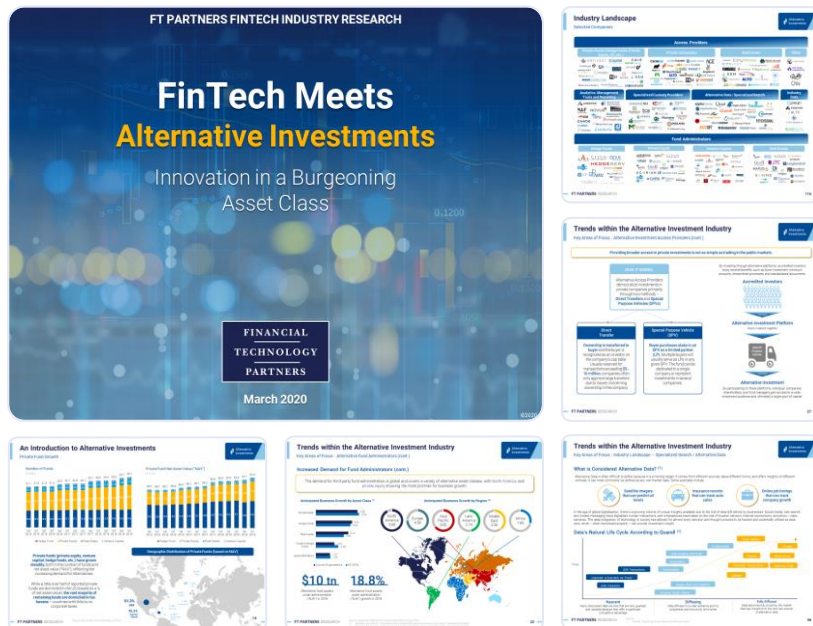


Pagaya Raises \$102 million in
Series D Financing

[VIEW MORE FT PARTNERS RESEARCH](#)

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

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

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 strategic and financial advisor to



on its merger to



SHARESPOT

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in its 100% acquisition of



FutureAdvisor

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on its sale to



Bank of Montreal

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in its sale to



eXTRADE

for total consideration of

\$ 275,000,000

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in its Series B financing led by



OPERATOR

for total consideration of

\$ 70,000,000

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on its Series B Financing from



INNOVATION ENDEAVORS

for total consideration of

\$50,000,000

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in its Series D financing co-led by



VALOR 8VC

for total consideration of

\$ 140,000,000

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on its financing led by



TPG

for total consideration of

\$200,000,000

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in its sale to



OpusBank

for total consideration of

\$ 104,000,000

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in its sale to



Citi

for cash and stock consideration of approximately

\$ 680,000,000

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in the sale of its stake in



CHIX EUROPE

for total consideration of approximately

\$ 305,000,000

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in its acquisition of



OANDA

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in its growth equity investment led by



FTV CAPITAL

for total consideration of

\$ 20,000,000

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in its

\$69,000,000

Initial Public Offering

valuing the equity at approximately

\$ 300,000,000

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in its financing for approximately

\$ 250,000,000

valued at approximately

\$ 1,800,000,000

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on its Series C Financing led by



Posteitaliane

with participation from



Allianz

for total consideration of

£36,000,000

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in the acquisition of



macgregor

for cash consideration of approximately

\$ 230,000,000

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in its sale to



Fidessa

(Royalblue Group Plc)

for aggregate consideration of up to approximately

\$ 125,000,000

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in its sale to



Capital IQ

A Division of Standard & Poor's

for total consideration of approximately

\$ 300,000,000

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in its sale to



NYSE Euronext

for total consideration of approximately

\$ 225,000,000

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in its minority recapitalization for

\$ 110,000,000

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in its Series E Financing from



CONVOY 律宏

for total consideration of

£45,000,000

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Edison PARTNERS

for total consideration of approximately

\$ 14,000,000

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in its minority financing from

Roger Kaffner, Tao Huang, David Bradley



VISTARA

CAPITAL PARTNERS

for total consideration of

\$ 20,000,000

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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 Trumid on its \$200 million Growth Capital Investment

Overview of Transaction

- On August 12, 2020, Trumid announced the completion of a \$200 million growth capital investment at a valuation of over \$1 billion led by Dragoneer Investment Group, with participation from new investors including TPG Capital, and funds and accounts managed by BlackRock and T. Rowe Price Associates, Inc
- Trumid is a US corporate bond trading platform that brings trading efficiency and connectivity to credit professionals
- The Company has differentiated itself by collaborating with market participants to create innovative trading solutions
 - Since its launch one year ago, Trumid's Attributed Trading (AT) protocol has established a dominant position in dealer streaming and bilateral dealer-client trading
- Trumid has experienced extraordinary growth in activity across its trading platform, with volumes up nearly 500% in 2020 from its network that has grown to over 500 institutions worldwide

Significance of Transaction

- The growth capital from this financing will support broadening of Trumid's trading protocols and expansion into adjacent products and geographies

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Trumid
- This transaction highlights FT Partners' deep domain expertise within Capital Markets Tech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

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TRUMID

on its financing led by



with participation from



& funds and accounts managed by

BLACKROCK T.RowePrice

for a total amount of

\$200,000,000



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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 Circle on its \$25 million Financing

Overview of Transaction

- On July 30, 2020, Circle announced it has raised \$25 million in financing from Digital Currency Group as part of a strategic partnership with Genesis aimed at enhancing Circle's new suite of products for businesses and developers with USDC-based yield and lending services
 - Digital Currency Group is the parent company of Genesis
- Circle is a global FinTech firm that enables businesses of all sizes to harness the power of digital currencies and blockchains for payments, commerce and financial applications
 - Circle is the pioneer of USDC, the fastest growing, regulated digital currency backed by the US Dollar
- In Q2 2020, Circle launched its new suite of Platform Services, providing businesses with a comprehensive suite of products and APIs for integrating and implementing stablecoins for payments, global commerce, and financial applications

Significance of Transaction

- Through the partnership, Circle and Genesis will offer market solutions for businesses and developers who are seeking to generate strong positive yield from their own or customer USDC holdings
- The partnership will also provide access to USDC-based credit for businesses and merchants that are using USDC for treasury operations and business payments
- Circle and Genesis have established a leadership position providing core infrastructure supporting a new global financial system

FT Partners' Role

- FT Partners served as exclusive financial advisor to Circle
- This transaction highlights FT Partners' deep domain expertise in the digital asset and blockchain sectors, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

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on its financing from



for a total amount of

\$25,000,000



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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



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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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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

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BlackRock

in its 100% acquisition of



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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 small chart titled "Silicon Valley's Most Popular Dealmakers" showing a list of names and their titles. Steve McLaughlin is listed as the top dealmaker.

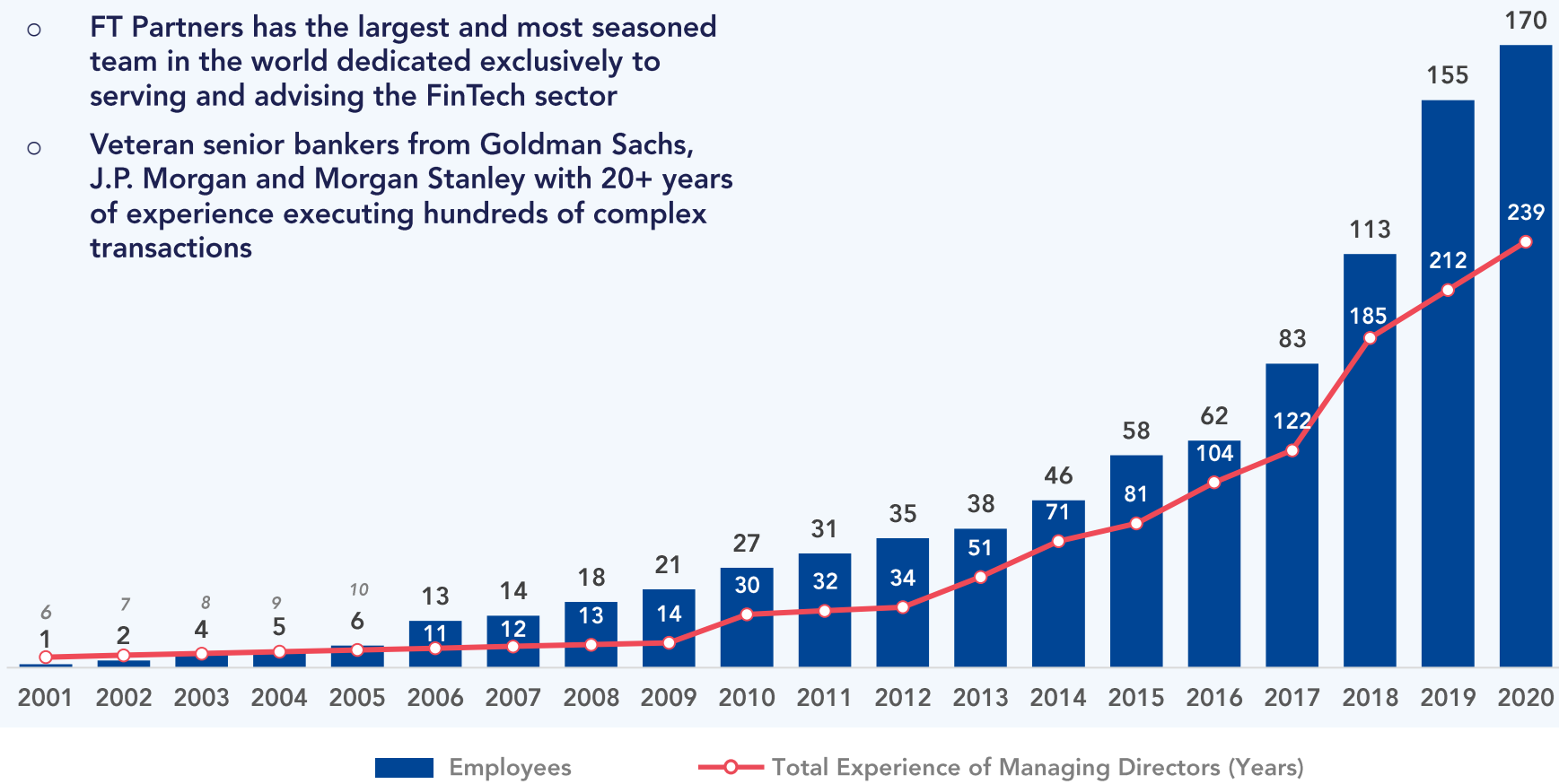
Silicon Valley's Most Popular Dealmakers		
Name	Title	Company
Steve McLaughlin	Managing Director	FT Partners
Markus Heide	Managing Director	Goldman Sachs
Paul Rosen	Managing Director	Wells Fargo
Quincy Smith	Partner	Goldman Sachs

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)

