

FT PARTNERS FINTECH INDUSTRY RESEARCH

July 20, 2021



Blend Labs Completes its IPO Raising \$360 million (NYSE: BLND)

Blend Labs Completes its IPO Raising \$360 million



Executive Summary



- On April 15, 2021, Blend Labs, Inc. ("Blend"), a provider of cloud-based software solutions for financial institutions, announced that it had confidentially submitted a draft registration on Form S-1 with the Securities and Exchange Commission for its proposed initial public offering
- The Company made its IPO filing public on June 21, 2021, intending to go public via an initial public offering on the New York Stock Exchange under the symbol "BLND"
- On July 15, 2021, Blend announced that it had priced its offering of 20 million shares at \$18 per share, at the top of its \$16 – 18 filing range, raising \$360 million in gross proceeds
 - Shares of Blend closed 16% above the offer price at \$20.90 on July 16, 2021, valuing the Company at nearly \$4.6 billion
- Blend's software platform powers the interface between financial services firms and consumers
 - Its white-label product suite enables digital customer journeys for end users of banks, credit unions, FinTech companies, non-bank lenders and other financial institutions
 - Blend digitizes the customer experience for mortgages, home equity, lines of credit, vehicle loans, personal loans, credit cards, and deposit accounts
 - As of December 21, 2020, the Company had 291 customers including 31 of the top 100 financial services firms in the United States by AUM and 24 of the top 1– non-bank mortgage lenders
- The Company generated approximately \$96 million in revenue in 2020, up from \$51 million in 2019
- The IPO comes on the heels of Blend's March announcement that that it signed a definitive agreement to acquire Title365, a leading insurance agency, from Mr. Cooper Group Inc.

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IPO Overview

Key IPO Statistics

CEO:	Nima Ghamsari
Headquarters:	San Francisco, California
Founded:	2012
Employees:	869
<hr/>	
Prospectus File Date:	June 21, 2021
Ticker:	NYSE: BLND
Gross Proceeds:	\$360 million
Shares:	20,000,000
Filing Range:	\$16.00 – 18.00
Listing Date:	July 16, 2021
Offer Price:	\$18.00

Use of Proceeds

Blend plans to use the proceeds for general corporate purposes, including working capital, operating expenses and capital expenditures, and to acquire complementary businesses, products, services or technologies.

UNITED STATES SECURITIES & EXCHANGE COMMISSION

Form S-1

Blend Labs, Inc.



Nima Ghamsari
CEO & Co-Founder
415 Kearny Street
San Francisco, California 94108
United States of America



Blend Overview

Company Overview



CEO: Nima Ghamsari

Headquarters: San Francisco, CA

Founded: 2012

- Blend is digitizing the mortgage and consumer banking product application process so that both buyers / consumers and lenders can operate through a more streamlined experience
- Blend recommends consumers personalized financial products and services through real-time data insights
- The Company's digital lending platform was used by 291 financial institution customers including Wells Fargo and U.S. Bank as of December 31, 2020
- On average, Blend processes more than \$5 billion in loan volume per day for leading financial services firms
- Blend's client base includes 31 of the top 100 U.S. financial services firms and 24 of the top 100 U.S. non-bank mortgage lenders
- In 2020, the Company facilitated 1.4 million banking transactions and enabled loan origination volume of nearly \$1.4 trillion

Products & Services Overview

Mortgage Suite

Mortgage

- With Blend, businesses can grow, streamline workflows, and close loans faster
- Blend's comprehensive application utilizes dynamic data to tailor solutions for each borrower's specific situation

Home Equity

- Blend enables lenders to increase pull-through, close faster, and capture more of the HELOC and HELOAN market through its platform
- Blend's source data and intelligent workflows avoid errors and shorten loan cycles

Close

- Blend offers a simpler closing for borrowers, closing teams, and settlement agents

Consumer Banking Suite

Mortgage

- Blend provides an end-to-end digital mortgage experience from application to close that puts financial services firms at the center of the broader homeownership journey

Home Equity

- Blend offers an intuitive and user-friendly application process to tap into home equity

Vehicle Loans

- Blend's platform allows users to close more loans faster with streamlined verifications and instant approvals for cars, boats, RVs, or powersport vehicles

Credit Card

- Blend increases application conversions through a configurable product selection experience, streamlined data collection, and instant approvals

Personal Loan

- Blend drives faster pre-approvals for unsecured and secured personal loans, lines of credit, and overdraft protection lines

Deposit Accounts

- Blend offers a frictionless, omnichannel deposit account opening experience for its users

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Blend Acquires Title365

Transaction Summary

- On March 15, 2021, Blend announced that it has signed a definitive agreement to acquire Title365 from Mr. Cooper in a transaction that values Title365 at \$500 million
 - Blend will acquire Title365 for approximately \$422 million, reflecting an enterprise value of \$500 million, less approximately \$31 million in adjustments, and reflecting a 9.9% ownership interest retained by Mr. Cooper
 - Blend has indicated that it plans to further leverage technology to enhance the entire homebuying journey by streamlining title, escrow, and settlement services
 - The Title365 team, which President Kristen Estrella will continue to lead across its U.S. and India offices, will join Blend once the acquisition closes
- Upon completion of the acquisition, Title365's services will be integrated with Blend's digital platform, which allows users to automate title commitment upon loan application submission, digitally reconcile settlement fees in real time, and streamline communication between lenders, settlement teams, and consumers
 - Bringing together Blend's technology and engineering talent with Title365's deep industry and operational expertise will help Blend minimize costs and inefficiencies by deeply integrating title and settlement into the loan process
 - The new capabilities will include a best-in-class closing and settlement experience and a marketplace of title agencies, including TitleVest, supplying lenders and consumers with maximum flexibility and choice

Transaction Commentary

"Traditionally, purchasing a home has been riddled with various complexities, requiring many steps and third-party participants. We're thrilled to be joining forces with Blend to continue the great work Title365 has already done. Together we have the power to simplify the process for real estate agents, lenders and servicers, insurers, and others, by leveraging our industry expertise to offer a seamless experience for consumers."

TITLE365

Kristen Estrella
President



"Since its inception, Blend has been on a mission to create a simpler, more transparent, more accessible financial services ecosystem with the power to help more people reach their financial goals, like purchasing a home. Title and settlement are manual, time-consuming processes for consumers and lenders, and by bringing all parties into the same automated platform we can vastly improve the experience. With an intense focus on its customers and operational efficiency, Title365 is the right match to help us scale our efforts and make an immediate impact in that space."

blend

Nima Ghamisari
Founder and CEO



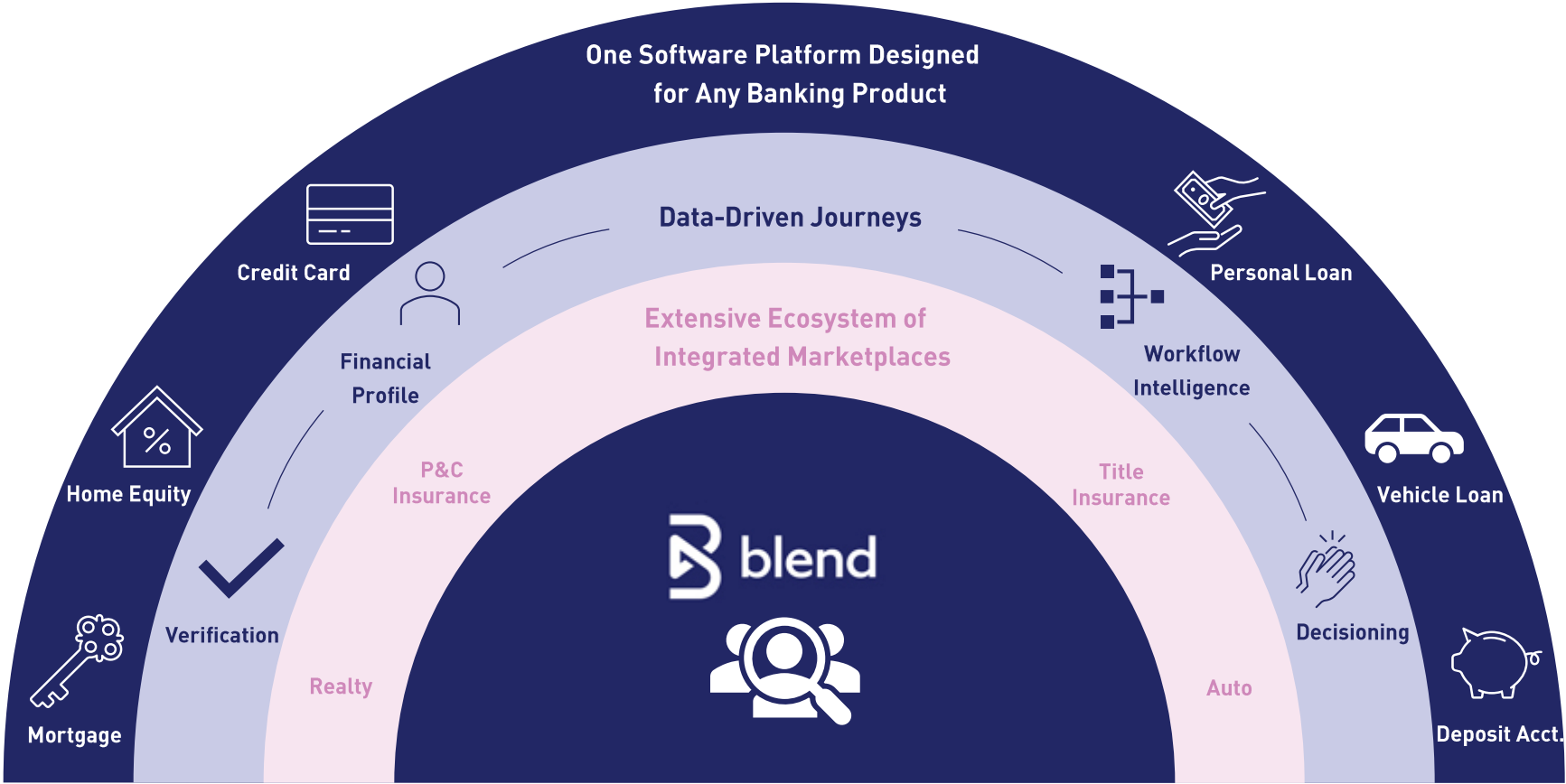
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Software Solutions Built Around the Consumer



Blend aims to re-architect banking software around the consumer, helping financial services firms win in the highly competitive market by providing them with tools to create consumer journeys

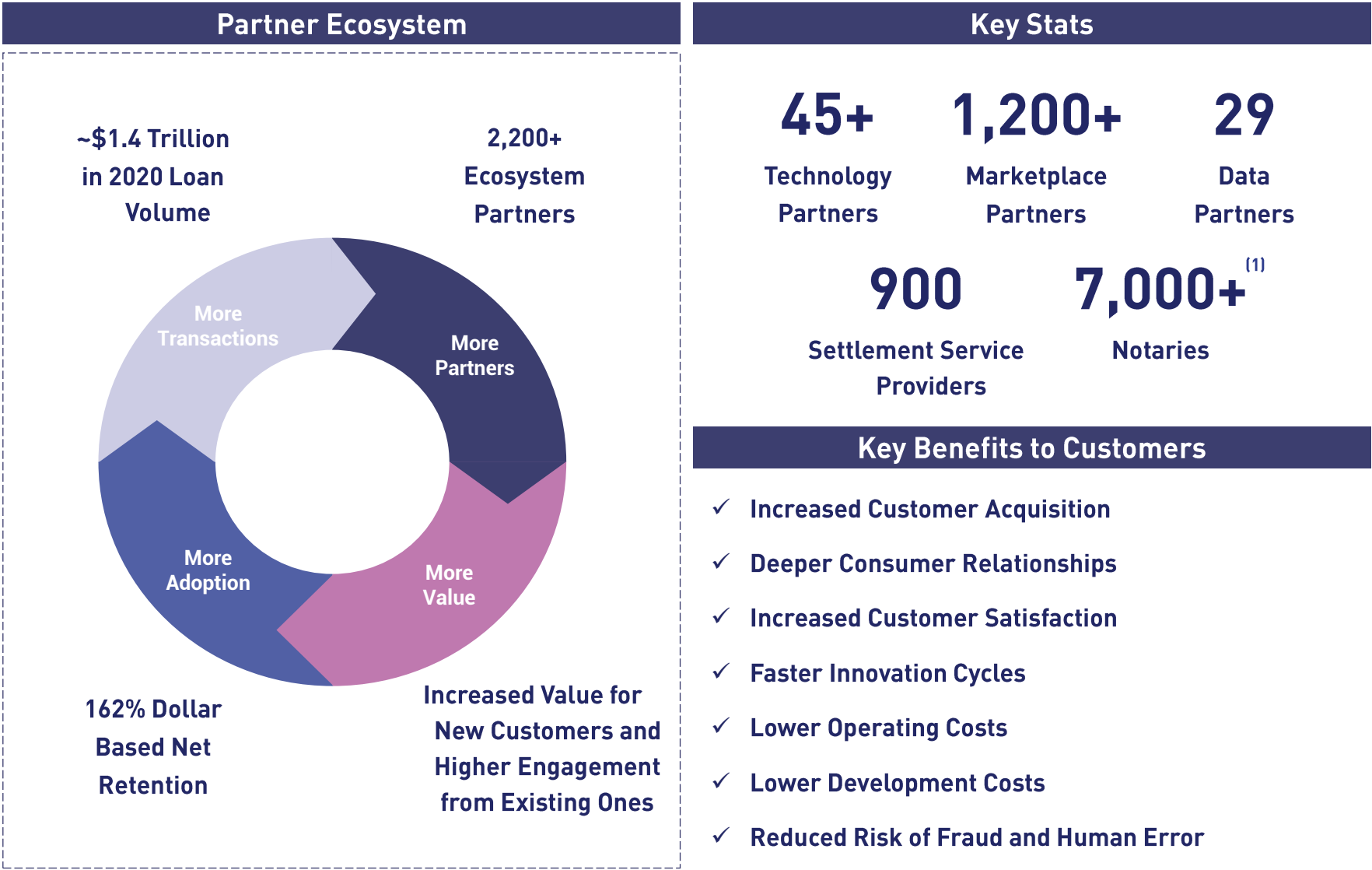


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The Blend Ecosystem



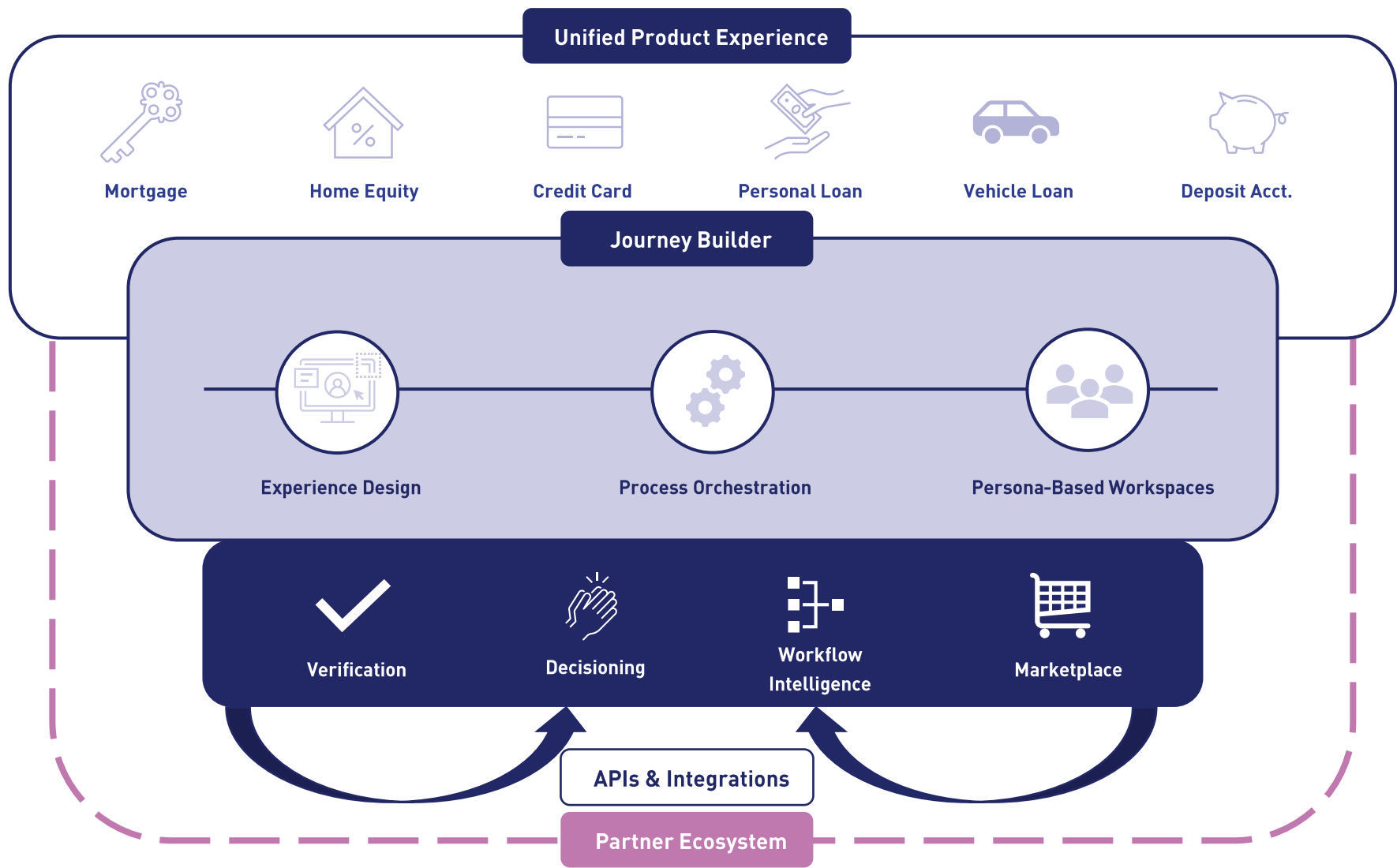
Source: Company Prospectus
(1) Through its pending acquisition of Title365, Blend will expand its partner ecosystem to include Title365's network of 7,000+ notaries

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Technology and Solutions Overview



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Blend's Selected Financing History

Selected Equity Financing History

Round	Date	Size (\$ mm)	Selected Investor(s)
Series G	01/13/21	\$300	Coatue Management; Tiger Global
Series F	08/12/20	75	Canapi Ventures; Temasek; General Atlantic; 8VC; Greylock Partners; Emergence Capital Partners
Series E	06/24/19	130	Temasek; General Atlantic; 8VC; Founders Fund; Greylock Partners; Lightspeed Venture Partners
Growth	03/28/18	17	Lennar Corp; Fifth Wall Ventures
Series D	08/24/17	100	Greylock Partners; Emergence Capital Partners; Nyca Partners; Lightspeed Venture Partners; 8VC
Series C	01/20/16	40	Founders Fund; Formation 8; Lightspeed Venture Partners
Series B	07/15/15	20	Conversion Capital; Lightspeed Venture Partners; Formation 8
Series A	12/12/13	NA	Conversion Capital; Hard Valuable Fun; Initialized Capital; Insikt; Lightspeed Venture Partners
Seed	06/22/12	3	Andreessen Horowitz; Peter Thiel

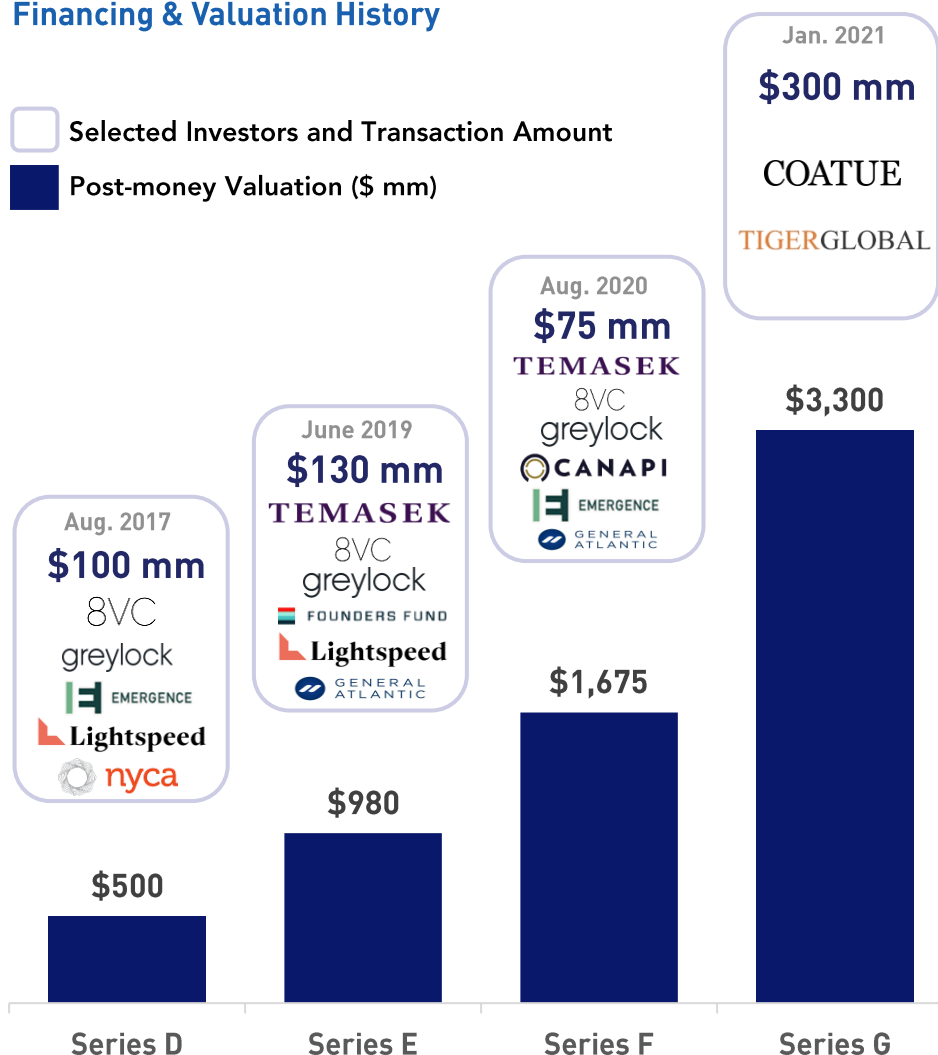
Financing & Valuation History



Selected Investors and Transaction Amount



Post-money Valuation (\$ mm)



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Selected Members of Blend's Executive Team

Nima Ghamsari
CEO & Co-Founder



- Nima Ghamsari has served as Chief Executive Officer and co-founder of Blend since 2012
- Ghamsari was one of the first employees of the commercial group at Palantir Technologies

Tim Mayopoulos
President



- Tim Mayopoulos has served as Blend's President since January 2019
- Prior to his role at Blend, Mayopoulos served as the President and CEO of Fannie Mae from 2012-2018

Erik Wrobel
Head of Product



- Erik Wrobel has served as Chief Financial Officer of Blend since November 2019
- Prior to joining the firm, Wrobel served as Chief Product Officer at Evernote and VP of Product Management at VMware

Barry May
Head of Customer Success



- Barry May joined Blend as Head of Customer Success in November 2019
- Prior to joining the firm, May held a decade of leadership roles at Wage Works, serving as SVP of Relationship Management and Implementation Services

Ian Hopping
Head of Sales



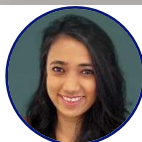
- Ian Hopping serves as Head of Sales and joined Blend in December 2018
- Hopping has previously held sales leadership roles at Percolate, including VP of Strategic Sales and Head of Sales

Brian Martin
Head of Business Development



- Brian Martin joined Blend as Head of Business Development in June 2016
- Martin has previously served as an equity derivatives Market Specialist at Bloomberg L.P., Managing Partner and Founder of Spartus Capital, and Director at Citi

Aesha Shah
Head of Design



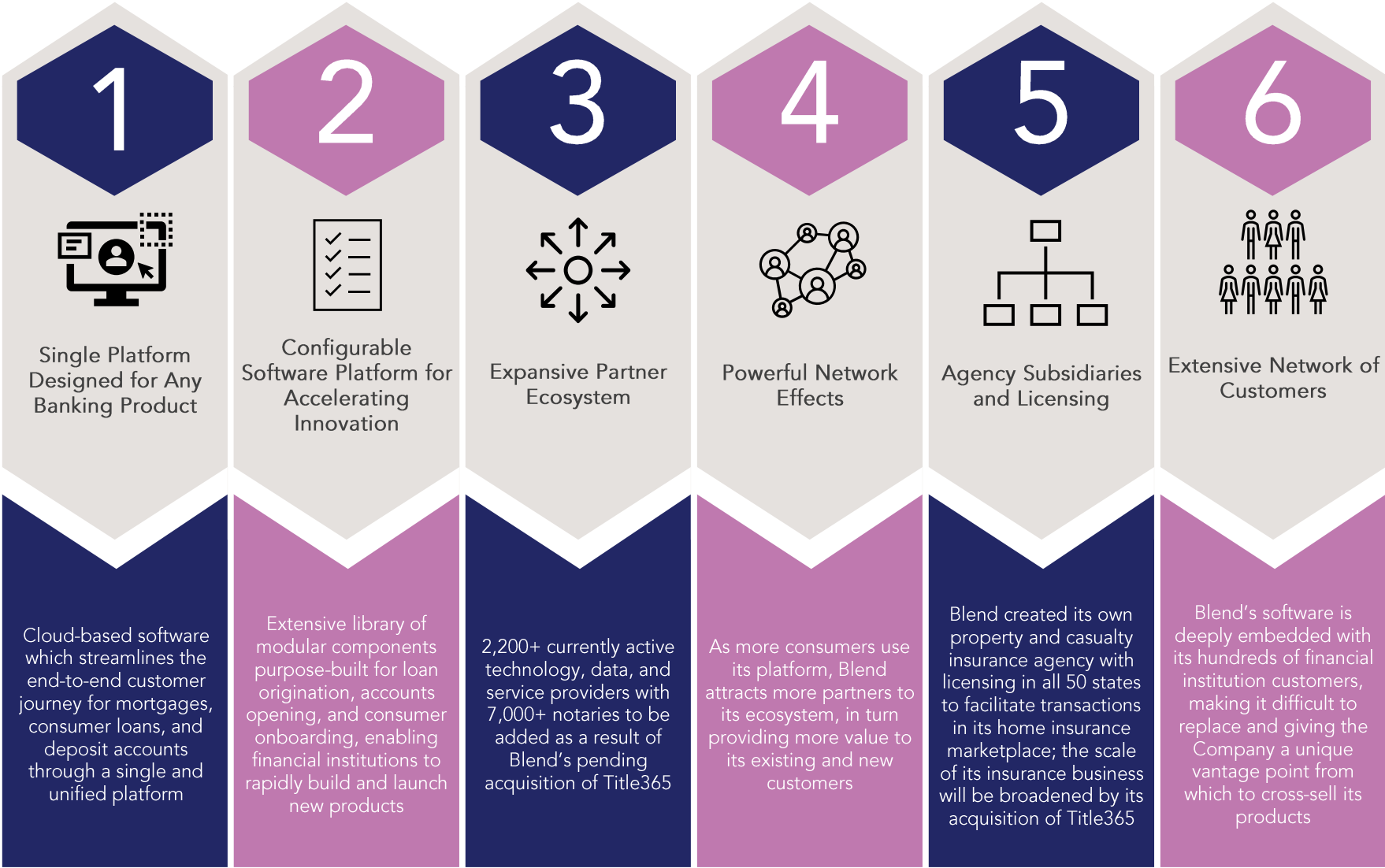
- Aesha Shah joined blend as the Head of Design in March 2021
- Shah has previously held product design leadership roles at Resy and Microsoft

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Competitive Strengths



Source: Company website, Company Prospectus

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Growth Strategy



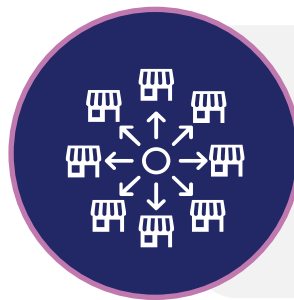
Increase Volume of Banking Transactions Powered

Blend believes that there is a large domestic and global market for its software platform. Its revenue grows as transaction volume increases via new and existing customers. Its customers represent less than 5% of the top 100 financial institutions in the world, presenting a large untapped opportunity.



Continue to Invest in New Product Offerings

Blend intends to expand its product suite horizontally and vertically over time. The Company focuses on consumer banking but intends to expand its library of modular components to support commercial banking products as well. In addition, Blend anticipates pursuing acquisitions and partnerships to accelerate growth.



Integrate More Marketplaces

Blend generates commissions when consumers use its marketplace to select realtors, purchase insurance, and shop online for used cars, which helps it increase revenue per transaction. As the Company integrates additional shopping experiences, it can generate more commissions with zero incremental customer acquisition costs.

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Blend's Key Metrics

Key Metrics ⁽¹⁾

Revenue Scale

\$96 mm

FY2020
Revenue

Volume

\$5 bn

Average Daily Loan
Volume Processed

Strong Momentum

98%

Total Revenue Growth
FY2019 - FY2020

Net Dollar Retention

162%

2020 Dollar-Based Net
Retention Rate

Scale

\$1.4 tn

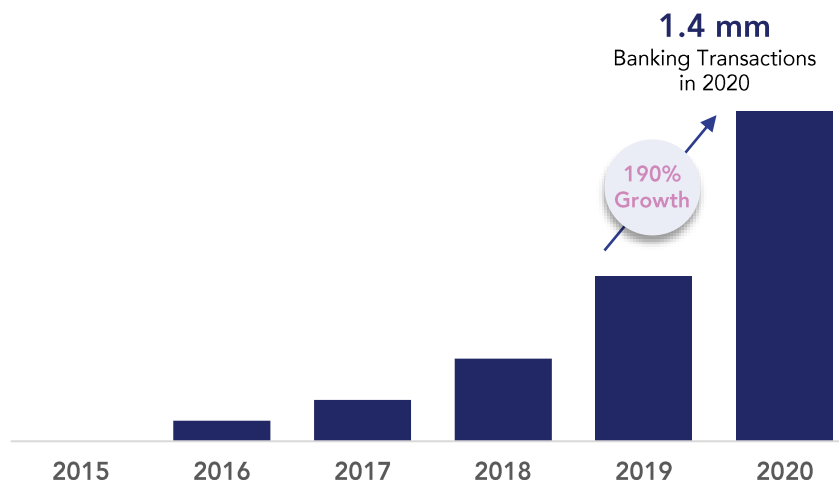
2020 Loan Volume

Large Addressable Market

\$33 bn

Serviceable Addressable
Market

Transaction Volume



Selected Clients

Blend serves consumers, banks, credit unions, FinTech firms, and non-bank mortgage lenders



LENNAR
MORTGAGE

Opendoor

elements
FINANCIAL



MOUNTAIN AMERICA
CREDIT UNION

TRUIST

PennyMac

BMO **Harris Bank**

usbank

M&T Bank

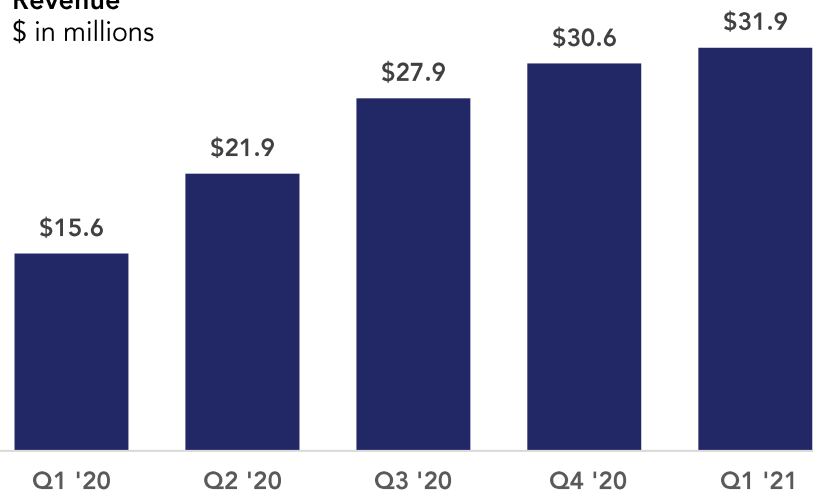
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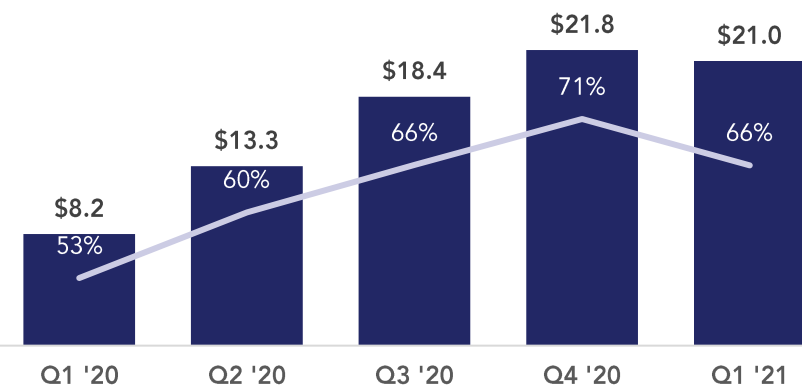


Financial Overview – Quarterly

Revenue
\$ in millions

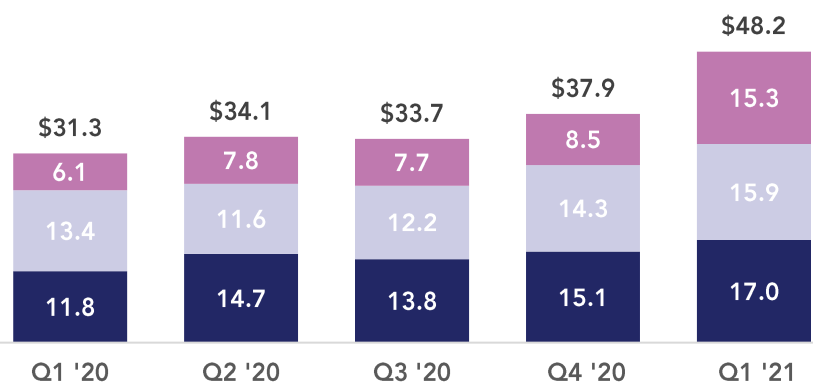


Gross Profit / % Margin
\$ in millions

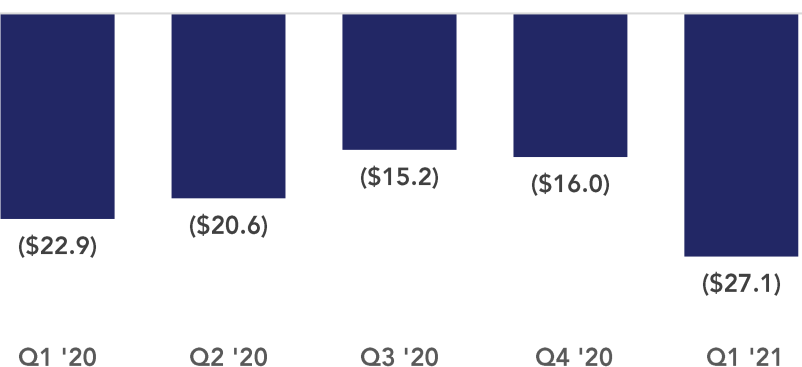


Operating Expenses
\$ in millions

■ Research & Development
■ Sales and Marketing
■ General & Administrative



Net Income (Loss)
\$ in millions



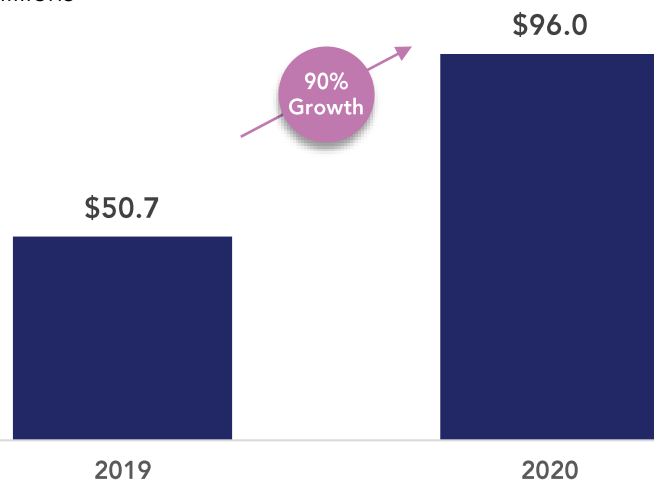
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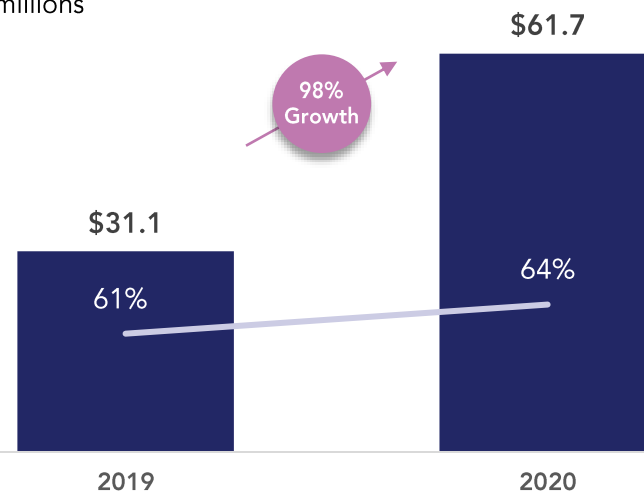


Financial Overview – Annual

Revenue
\$ in millions

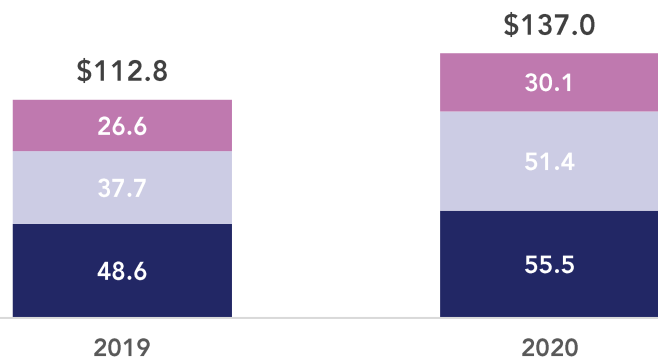


Gross Profit / % Margin
\$ in millions

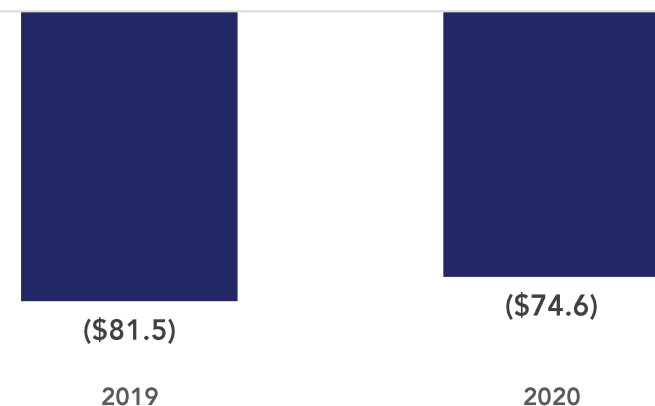


Operating Expenses
\$ in millions

■ Research & Development
■ Sales and Marketing
■ General & Administrative



Net Income (Loss)
\$ in millions



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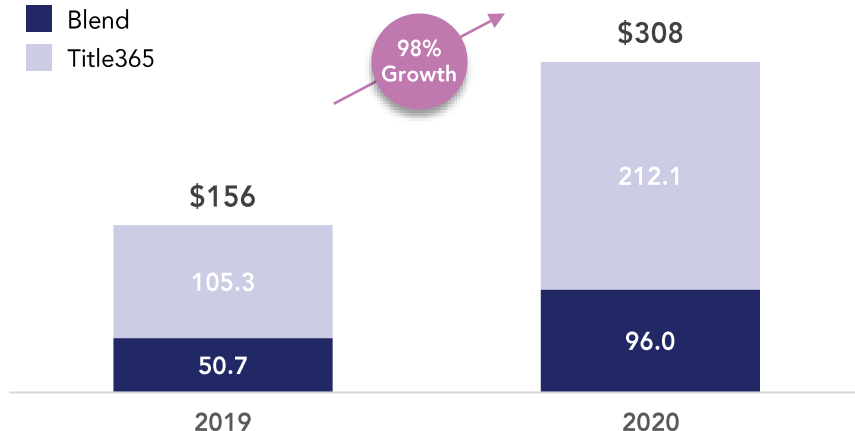
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Pro Forma Financial Overview Including Title365

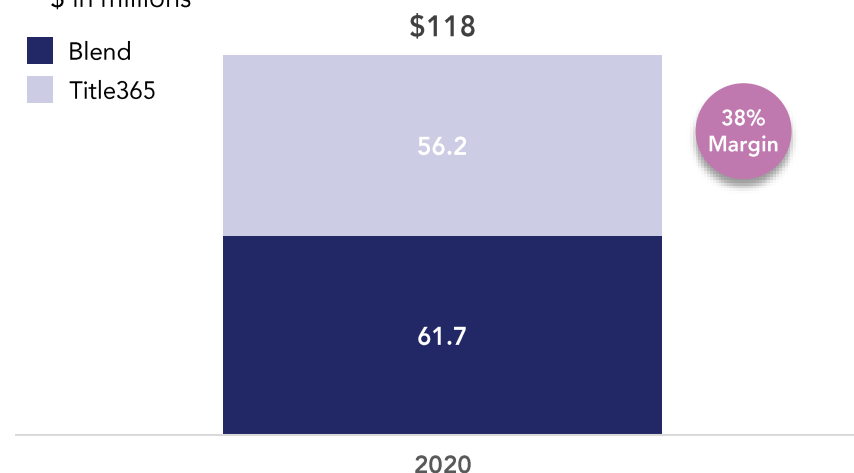
Revenue \$ in millions

■ Blend
■ Title365



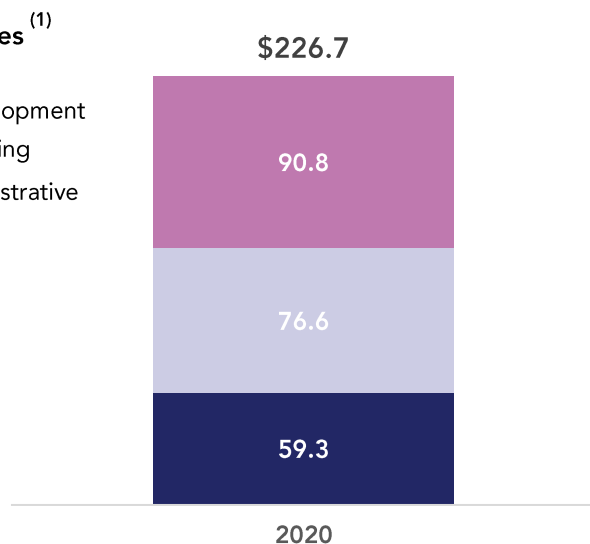
Gross Profit / % Margin \$ in millions

■ Blend
■ Title365



Operating Expenses⁽¹⁾ \$ in millions

■ Research & Development
■ Sales and Marketing
■ General & Administrative



Combined Net Income (Loss)⁽¹⁾ \$ in millions



Source: Company Prospectus

Note: Consolidated figures of Blend and Title365. Blend announced its acquisition of Title365 from Mr. Cooper Group on March 15, 2021.

(1) Includes IPO Adjustments

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Publicly Traded Comparables

Company Name	Price	% MTD	% LTM	Market	Enterprise	Multiples								Growth Rates			Margins		P / E / G
	07/16/21	Change	High	Value	Value	Price / Earnings		EV / EBITDA			EV / Revenue			Revenue		EPS	EBITDA		
				(\$ mm)	(\$ mm)	CY 21E	CY 22E	LTM	CY 21E	CY 22E	LTM	CY 21E	CY 22E	CY 21E	CY 22E	LT	CY 21E	CY 22E	
BANKING / LENDING SOLUTIONS																			
FIS	\$ 148.54	3 %	95 %	\$ 92,598	\$ 111,187	22.9 x	19.8 x	26.3 x	18.1 x	16.2 x	8.8 x	8.1 x	7.5 x	9 %	8 %	na	45 %	46 %	na
Fiserv	111.20	3	87	74,909	96,276	20.4	17.3	19.2	15.2	13.8	6.5	6.1	5.6	7	8	18	40	41	1.2
Marqeta	26.53	(6)	81	14,249	14,386	nm	nm	nm	nm	nm	41.1	33.2	24.2	na	37	na	nm	nm	na
Jack Henry	171.67	4	85	12,754	12,948	40.2	35.5	28.8	22.0	20.4	7.5	7.1	6.6	6	7	12	32	33	3.4
Temenos	159.90	(0)	94	11,752	12,611	41.3	36.7	46.8	28.2	25.6	13.9	12.8	11.6	11	10	14	45	45	3.0
nCino	65.55	7	63	6,479	6,124	nm	nm	nm	nm	nm	27.6	23.6	19.2	27	23	na	nm	nm	na
Q2 Holdings	99.02	(4)	67	5,693	5,772	nm	nm	nm	nm	nm	13.5	11.6	9.6	23	21	nm	7	9	na
ACI Worldwide	35.36	(6)	82	4,213	5,227	18.7	17.3	20.2	13.8	12.8	4.1	3.9	3.7	3	5	15	28	29	1.2
Open Lending	38.83	(7)	88	4,925	4,978	53.7	33.9	56.4	33.8	24.0	36.7	23.0	16.7	99	38	na	68	69	na
Blend Labs	20.90	0	99	4,590	4,220	na	na	na	na	na	37.6	na	na	na	na	na	na	na	na
OneConnect	10.21	(12)	37	3,988	3,484	nm	nm	nm	nm	nm	6.3	4.7	3.5	45	36	na	nm	0	na
Alkami	32.16	(11)	65	3,130	3,431	nm	nm	nm	nm	nm	28.1	23.5	18.6	30	26	na	nm	nm	na
Bottomline Technologies	38.04	1	69	1,727	1,756	33.7	28.0	42.9	17.4	15.5	3.8	3.5	3.2	10	11	20	20	21	1.7
Mitek	18.27	(6)	92	796	736	25.1	19.6	24.9	21.0	16.4	6.6	6.0	5.2	17	16	na	29	32	na
Median		(2)%	84 %			29.4 x	23.9 x	27.6 x	19.5 x	16.3 x	11.1 x	8.1 x	7.5 x	14 %	16 %	15 %	32 %	32 %	1.7 x
Mean		(2)	79			32.0	26.0	28.3	21.2	18.1	15.4	12.9	10.4	24	19	16	35	32	2.1
MORTGAGE / REAL ESTATE TECHNOLOGY																			
KE Holdings	\$ 38.89	(17)%	49 %	\$ 48,108	\$ 41,820	40.0 x	28.0 x	6.0 x	30.1 x	20.1 x	0.5 x	2.9 x	2.4 x	31 %	22 %	27 %	10 %	12 %	1.5 x
CoStar	87.35	5	92	34,605	32,018	77.8	60.1	72.3	49.7	38.9	18.6	16.4	14.1	17	17	20	33	36	3.9
Zillow	105.61	(13)	50	28,933	26,726	nm	72.5	95.6	49.1	38.9	7.8	4.9	3.4	65	42	16	10	9	na
Black Knight Financial Services	79.10	0	81	12,289	15,128	35.6	30.9	33.2	21.4	19.2	11.7	10.6	9.8	15	8	9	50	51	4.0
Opendoor	14.42	(16)	37	8,918	7,601	nm	nm	nm	nm	nm	3.7	1.4	0.8	108	79	na	nm	nm	na
Compass	12.73	(2)	58	5,774	7,389	nm	nm	nm	nm	nm	1.8	1.3	1.1	48	25	na	nm	nm	na
Redfin	54.11	(16)	55	4,540	4,471	nm	nm	97.6	nm	39.5	4.6	2.7	2.1	88	30	na	2	5	na
Porch	17.12	(15)	70	1,842	1,669	nm	nm	nm	nm	nm	19.9	9.4	6.6	144	43	na	nm	nm	na
Real Matters	12.63	(12)	48	1,088	969	22.1	17.4	12.8	14.3	12.7	2.0	1.8	1.7	13	9	na	13	13	na
Fathom Holdings	26.04	(24)	46	386	364	nm	nm	nm	nm	nm	1.8	1.4	1.1	46	25	na	nm	0	na
Altisource Portfolio Solutions	7.80	(8)	52	123	343	nm	15.9	nm	nm	14.9	1.2	1.5	1.2	(39)	29	na	nm	8	na
Median		(13)%	52 %			37.8 x	29.4 x	72.3 x	30.1 x	20.1 x	4.2 x	2.7 x	2.1 x	46 %	25 %	18 %	11 %	10 %	3.9 x
Mean		(11)	58			43.9	37.5	39.2	32.9	26.3	9.5	4.9	4.0	49	30	18	20	17	3.1

Source: Capital IQ

Note: nm signifies negative value or value of >99

Selected FT Partners Research – *Click to View*

June 23, 2020

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

Finicity

on its sale to

mastercard

The Only Investment Bank
Focused Exclusively
on FinTech

for a total consideration of up to
~\$1,000,000,000

San Francisco • New York • London

Finicity's \$1 billion Sale to
Mastercard

May 18, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

dailypay.

on its Series D financing led by

CARRICK

investing more than capital

for a total amount of
\$175,000,000

The Only Investment Bank
Focused Exclusively
on FinTech

San Francisco • New York • London

DailyPay's \$175 million Series
D Financing

February 12, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce
its Role as Financial Advisor to

MoneyLion

on its merger with

Fusion
Acquisition Corp.

(NYSE: FUSE)

post-transaction equity value
\$2,900,000,000

The Only Investment Bank
Focused Exclusively
on FinTech

San Francisco • New York • London

MoneyLion's \$2.9 billion Merger
with Fusion Acquisition Corp.

January 7, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

MAMBU

on its Series D financing led by

TCV

with participation from new investors
ARENA TIGERGLOBAL

for a total primary amount of
\$135,000,000
at a valuation of
\$2,000,000,000

The Only Investment Bank
Focused Exclusively
on FinTech

San Francisco • New York • London

Mambu's \$135 million
Series D Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 27, 2021

zeta

Zeta Raises \$250 million in Series C
Financing Led by SoftBank Vision Fund 2

SoftBank

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Zeta Raises \$250 million in
Series C Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

April 14, 2021

TRUELAYER

TrueLayer Raises \$70 million in Series D
Financing Led by Addition

ADDITION

The Only Investment Bank Focused Exclusively on FinTech

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TrueLayer Raises \$70 million
in Series D Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 19, 2021

AMOUNT

Amount Raises \$100 million in Series D
Financing Led by WestCap

WESTCAP

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Amount Raises \$100 million in
Series D Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 18, 2021

AURORA
ACQUISITION CORP.

Aurora Acquisition Corp. (NASDAQ: AURC) Merges
with Better for an Enterprise Value of \$6.7 billion

Better

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Better Merges with Aurora
Acquisition Corp.

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FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Significant Experience Across the Bank and Lending Tech Sector

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is planned to announce its role as exclusive strategic and financial advisor to</p> <p>Finicity</p> <p>on its sale to</p> <p>mastercard</p> <p>for total consideration of up to ~\$1,000,000,000</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 planned to announce its role as financial advisor to</p> <p>MoneyLion</p> <p>on its merger with</p> <p>Fusion Insights Inc. NYSE: FUSEI</p> <p>post-transaction equity value \$2,900,000,000</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>acima</p> <p>on its sale to</p> <p>RBC</p> <p>for total consideration of \$1,650,000,000</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>upgrade</p> <p>on its Series D financing led by</p> <p>Santander InnoVentures</p> <p>at a valuation of \$1,000,000,000+</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>MAMBU</p> <p>on its Series D financing led by TCV</p> <p>with participation from new investors ARENA TIGERGLOBAL</p> <p>for a total primary amount of \$135,000,000</p> <p>at a valuation of ~\$2,000,000,000</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>Porch</p> <p>on its merger with</p> <p>PROPTech ACQUISITION (NASDAQ: PTAC)</p> <p>for a post-transaction equity value \$1,079,000,000</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>OpenLending</p> <p>on its merger with Nebula Acquisition Corporation (NASDAQ: NEBU)</p> <p>sponsored by TRUE WIND</p> <p>for total consideration of up to approximately \$1,700,000,000</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>AMOUNT</p> <p>on its Series C financing led by Goldman Sachs</p> <p>for a total amount of \$81,000,000</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>EllieMae</p> <p>in its \$45,000,000 Initial Public Offering</p> <p>valuing the equity at approximately \$146,000,000</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>TCI Loan Origination Solutions</p> <p>on its sale to</p> <p>meridianlink</p> <p>a portfolio company of THOMABRAVO</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>dailypay.</p> <p>on its Series D financing led by CARRICK investing more than capital</p> <p>for a total amount of \$175,000,000</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>capitalG</p> <p>in its lead investment in credit karma</p> <p>with additional participation from TIGER SIG Ribbit Capital</p> <p>for approximately \$85,000,000</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>Kabbage</p> <p>on its proposed sale to AMERICAN EXPRESS</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>deserve</p> <p>on its financing led by ally VENTURES mastercard</p> <p>for a total amount of \$50,000,000</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 planned to announce its role as sole strategic and financial advisor to</p> <p>SWIFT FINANCIAL</p> <p>in its sale to PayPal</p> <p>for approximately \$200,000,000</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 planned to announce its role as sole strategic and financial advisor to</p> <p>FLEET ONE</p> <p>in its cash sale to wex</p> <p>for total consideration of approximately \$369,000,000</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 planned to announce its role as exclusive financial advisor to</p> <p>BlueVine</p> <p>on its Series F financing led by ION Crossover Partners</p> <p>with participation from new and existing investors</p> <p>for total consideration of \$102,500,000</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>VITRUVIAN PARTNERS</p> <p>in its minority investment in DEPOSIT SOLUTIONS</p> <p>with participation from new and existing investors</p> <p>for total consideration of \$100,000,000</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>FIRST ASSOCIATES</p> <p>in its recapitalization by STONE POINT CAPITAL</p> <p>and merger with EPSC PORTFOLIO FINANCIAL SERVICES CO.</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>better.com</p> <p>on its Series C financing from new investors ACTIVANT CAPITAL 中国平安 HOOPP PINGAN 平安</p> <p>along with participation from existing investors citi VENTURES AGNC ally</p> <p>for total consideration of \$160,000,000</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 planned to announce its role as exclusive strategic and financial advisor to</p> <p>OakNorth</p> <p>and to Indiabulls</p> <p>on the sale of a minority stake for \$270,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

Track Record of Success Across the Real Estate Tech Sector

Digital Mortgage Origination

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to



on its Series C financing from new investors



with participation from existing investors

for total consideration of

\$160,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Real Estate Invoicing & Payments

Financial Technology Partners LP
FTP Securities LLC

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



on its growth financing
with new investors



for a total amount of

\$ 388,000,000



The Only Investment Bank
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Mortgage Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role
advising on the sale of:



to



for total consideration of

\$1,800,000,000



The Only Investment Bank
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Online Home Services Platform

Financial Technology Partners LP
FTP Securities LLC

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



on its merger with



for a post-transaction equity value

\$1,079,000,000⁽¹⁾



The Only Investment Bank
Focused Exclusively on Financial Technology

Consumer Home Improvement Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as
IPO Advisor to



**\$1,010,000,000
Initial Public Offering**

for a total enterprise value of

\$4,500,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Mortgage Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
Capital Markets & IPO Advisor to



on its

Initial Public Offering

valuing the equity at approximately

\$ 146,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Property Insurance Solutions

Financial Technology Partners LP
FTP Securities LLC

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



in its sale to



The Only Investment Bank
Focused Exclusively on Financial Technology

SaaS-based Real Estate Loan Origination

Financial Technology Partners LP
FTP Securities LLC

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



in its sale to



The Only Investment Bank
Focused Exclusively on Financial Technology

Listing Management Solutions

Financial Technology Partners LP
FTP Securities LLC

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



in the sale of its



software division to



for approximately

\$ 8,500,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Mortgage Audit & Document Processing Tech

Financial Technology Partners LP
FTP Securities LLC

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



on its sale to



**SUN CAPITAL
PARTNERS, INC.**



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FT Partners Advises MoneyLion on its Merger with Fusion Acquisition Corp.

Overview of Transaction

- On February 12, 2021, MoneyLion Inc. ("MoneyLion") and Fusion Acquisition Corp. (NYSE: FUSE) ("Fusion") announced that they have entered into a definitive agreement which would result in MoneyLion becoming a publicly listed company via a merger
- Upon closing of the transaction, Fusion will be renamed MoneyLion Inc., and is expected to remain listed on the New York Stock Exchange
 - The combined Company will have an estimated post-transaction enterprise value of \$2.4 billion with an estimated equity value of \$2.9 billion from the contribution of up to \$526 million in cash proceeds from the transaction, net of debt paydown and expenses
 - Proceeds will consist of up to \$350 million of cash held in Fusion's trust account and an additional \$250 million fully committed private investment at \$10.00 per share led by funds and accounts managed by BlackRock, certain funds managed by affiliates of Apollo Global Management, Inc., and leading global technology and growth equity investors
- MoneyLion is a mobile banking and financial membership platform that empowers people to take control of their finances
 - Since its launch in 2013, MoneyLion has engaged with 7.5 million hard-working Americans and has earned its members' trust by building a full-service digital platform to deliver mobile banking, lending, and investment solutions

Significance of Transaction

- MoneyLion shareholders will hold approximately 76% of the equity of the combined Company by rolling their existing holdings in MoneyLion
- The net proceeds raised from the transaction will be used to support MoneyLion's working capital and scale its proven platform and suite of products

FT Partners' Role

- FT Partners served as financial advisor to MoneyLion
 - FT Partners previously advised MoneyLion on its on its [\\$100 million Series C financing](#) in 2019 and its \$82 million Series B financing in 2018
- This transaction builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients [Payoneer](#), [Porch](#), [Open Lending](#), [CardConnect](#) and [REPAY](#)

Financial Technology Partners LP FTP Securities LLC

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



MoneyLion

on its merger with



Fusion

Acquisition Corp.

(NYSE: FUSE)

post-transaction equity value

\$2,900,000,000

FINANCIAL
TECHNOLOGY
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FT Partners Advises Open Lending on its Merger with Nebula Acquisition

Overview of Transaction

- On January 6, 2020, Nebula Acquisition Corporation "Nebula" (Nasdaq: NEBU), a special purpose acquisition company ("SPAC"), sponsored by True Wind Capital, announced a definitive merger agreement with Open Lending
- Upon completion of the business combination on June 10, 2020, Nebula changed its name to Open Lending, and its common stock is expected to begin trading on the Nasdaq Stock Market under the ticker symbol "LPRO", commencing June 11, 2020
 - Total consideration of the transaction is approximately \$1.7 billion *
- Open Lending, through its flagship product, Lenders Protection, offers loan analytics, risk-based pricing, risk modeling and default insurance, ensuring profitable auto loan portfolios for financial institutions throughout the U.S.

Significance of Transaction

- While creating significant liquidity for existing shareholders, Open Lending's Management team will continue to lead the merged Company as over 70% of their existing equity is expected to be rolled as part of the transaction
- Open Lending's existing minority investor, Bregal Sagemount, a prominent growth equity firm, will continue as a public stockholder and participate on the board as well
- Open Lending will pursue significant growth opportunities within its existing customer base of credit unions, banks, and OEM Captives, as well as through new channels, asset classes, and geographies

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Open Lending
- Exemplifies FT Partners' ability to deploy expertise for a complex business operating at the intersection of consumer finance, InsurTech, and Auto FinTech
- Builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients [CardConnect](#) and [REPAY](#)

Financial Technology Partners LP FTP Securities LLC

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



on its merger with

Nebula Acquisition Corporation (NASDAQ: NEBU)

sponsored by



TRUE WIND

for total consideration of up to approximately

\$1,700,000,000



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* This amount represents the estimated enterprise value at the share price of \$13.35 as of June 9, 2020, plus the value of the earnout shares at \$12, \$14 and \$16 and estimated value of the TRA for the selling shareholders

FT Partners Advises Acima on its Sale to Rent-A-Center

Overview of Transaction

- On December 20, 2020, Rent-A-Center, a leading omni-channel lease-to-own provider for the credit constrained customer, announced it has entered into a definitive agreement to acquire Acima Credit LLC, a virtual lease-to-own provider based in Draper, Utah
 - Total consideration consists of \$1.273 billion in cash and approximately 10.8 million shares of Rent-A-Center common stock currently valued at \$377 million
- Founded in 2013, Acima is a leading platform offering customers virtual lease-to-own solutions at point-of-sale via mobile technology
- Acima's virtual lease-to-own products are used by more than 15,000 merchant brick and mortar and e-commerce locations

Significance of Transaction

- The acquisition accelerates Rent-A-Center's position as a premier FinTech platform across both traditional and virtual lease-to-own solutions
- The acquisition also provides further diversification of Rent-A-Center's retail partner base and product verticals, and enhances its ability to compete for high-value national retail accounts

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Acima
- This transaction highlights FT Partners' deep domain expertise across the Buy-Now-Pay-Later and Credit Technology sectors, and its successful track record generating highly favorable outcomes for leading high-growth FinTech companies globally, including during the COVID-19 pandemic

Financial Technology Partners LP FTP Securities LLC

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

acima

on its sale to



for total consideration of

\$1,650,000,000



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FT Partners Advises Porch on its Merger with PropTech Acquisition Corp.

Overview of Transaction

- On July 31, 2020, PropTech Acquisition Corporation ("PropTech"), a special purpose acquisition company ("SPAC") announced a definitive merger agreement with Porch.com, Inc. ("Porch")
- The business combination was completed on December 23, 2020, PropTech changed its name to Porch, and its common stock is scheduled to begin trading on the Nasdaq Stock Market under the ticker symbol "PRCH" on December 24, 2020
 - The deal represents a post-transaction equity value of \$1.079 billion
 - Transaction includes a \$150 million fully committed common stock private investment at \$10 per share led by Wellington Management Company, LLP
- Porch is a unique home services platform that provides leading ERP and CRM software to 11,000 inspection, moving and adjacent home services companies, gaining access to a proprietary and recurring sales funnel which captures a majority of homebuyers in the U.S. annually

Significance of Transaction

- While creating significant liquidity for existing shareholders, Porch's Management team will continue to lead the merged Company as over 92% of their existing equity is expected to be rolled as part of the transaction
- The net proceeds raised from the transaction will be used to support Porch's working capital, pay down debt and fund expansion through acquisitions

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Porch
- Builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients [Open Lending](#), [CardConnect](#) and [REPAY](#)

Financial Technology Partners LP FTP Securities LLC

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



on its merger with



(NASDAQ: PTAC)

for a post-transaction equity value

\$1,079,000,000⁽¹⁾



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FT Partners Advises GreenSky on its \$1 billion Initial Public Offering

Overview of Transaction

- On May 23, 2018, GreenSky (Nasdaq: GSKY) priced its IPO at \$23 per share, raising approximately \$1.01 billion
- Due to strong demand, the deal priced at the high end of the initial \$21 - \$23 filing range and the number of shares was increased by 3.9 million, or 11%
- GreenSky will use the IPO proceeds to purchase Holdco units and Class A common stock from its CEO and other officers as well as early equity investors
- GreenSky is a leading FinTech company that powers commerce at the point of sale; the Company's technology platform facilitates merchants sales, while reducing the friction, and improving the economics, associated with a consumer making a purchase and a bank extending financing for that purchase
 - GreenSky has approximately 12,000 active merchants on its platform and the Company has enabled 1.7 million consumers to finance over \$12 billion of transactions since its inception through March 31, 2018

Significance of Transaction

- GreenSky's IPO is the largest U.S. Technology IPO of 2018 and is also the largest U.S. FinTech IPO in over two years¹
- This transaction further supports FT Partners' continued success advising leading FinTech growth companies and also highlights the long-term nature of many of the Firm's advisory relationships

FT Partners' Role

- FT Partners served as IPO Advisor to GreenSky on this transaction
- FT Partners previously advised GreenSky on its [\\$300 million investment by TPG, Iconiq, Wellington, and DST in 2014](#), its [\\$2 billion loan purchase agreement and \\$50 million investment by Fifth Third Bank in 2016](#), and its [\\$200 million investment by PIMCO in 2017](#)
- FT Partners has leveraged its deep industry knowledge, extensive transaction expertise, and broad scope of relationships to consistently achieve favorable outcomes for GreenSky

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as
IPO Advisor to*



in its

\$1,010,000,000
Initial Public Offering

for a total enterprise value of

\$4,500,000,000



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(1) Excludes ADRs and foreign issuers

FT Partners Advises Finicity on its Sale to Mastercard

Overview of Transaction

- On June 23, 2020, Mastercard (NYSE: MA) announced it has entered into an agreement to acquire Finicity, a leading North American provider of real-time financial data access and insights
 - The acquisition is valued at up to ~\$1 billion in total consideration, which is comprised of \$825 million at close and up to \$160 million in earn-out consideration
- Finicity enables a secure and innovative financial data-sharing ecosystem through direct connectivity to thousands of North American financial institutions, including next generation open banking API connections with the largest banks in the US
 - Finicity helps power the programs of banks and FinTech companies, using approvals to securely access customer information to provide value-added services such as streamlined loan and mortgage processes, rapid account-based payment initiation and personal financial management solutions

Significance of Transaction

- The addition of Finicity's complementary technology and innovative team strengthens the existing Mastercard open banking platform to enable and safeguard a greater choice of financial services, reinforcing the Company's long-standing partnerships with and commitment to financial institutions and FinTech companies across the globe

FT Partners' Role

- FT Partners served as the exclusive strategic and financial advisor to Finicity and its board of directors
- This transaction highlights FT Partners' deep domain expertise across the FinTech sector and further supports FT Partners' role as the Advisor of Choice to the highest quality FinTech companies

Financial Technology Partners LP FTP Securities LLC

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

Finicity[®]

on its sale to



for total consideration of up to

~\$1,000,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

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FT Partners Advises Upgrade on its Series D Financing

Overview of Transaction

- On June 17, 2020, Upgrade announced it has raised Series D financing led by Santander InnoVentures, with participation from existing investors including Union Square Ventures, Ribbit Capital, Vy Capital and Silicon Valley Bank and new investors Ventura Capital and Uncorrelated Ventures
 - The round values the Company at more than \$1 billion, which represents a 2x increase over the prior round valuation
- Upgrade is a neobank that offers affordable and responsible credit to mainstream consumers through cards and personal loans, along with free credit monitoring and education tools that help consumers better understand their finances
- Since Upgrade launched in 2017, more than 10 million consumers have applied for an Upgrade card or loan and the Company has delivered over \$3 billion in credit, growing at a triple digit annual rate
- Upgrade is cash flow positive with an annual revenue run rate of \$100 million
- Later this year, Upgrade plans to launch the Upgrade Account, an online checking account with generous debit rewards and an easier path to Upgrade's credit product

Significance of Transaction

- The investment will fuel the rapid growth of the Upgrade Card, an innovative credit card that brings the low cost of responsible credit of installment lending to millions of retail locations in the U.S.
- Upgrade will also use the investment for the upcoming launch of Upgrade Account, a mobile banking product offering exceptional value to mainstream consumers

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Upgrade
- This transaction highlights FT Partners' deep domain expertise with neobanks and the direct-to-consumer sector, as well as 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*



on its Series D financing led by



at a valuation of

\$1,000,000,000+



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FT Partners Advises LoanLogics on its Sale to Sun Capital

Overview of Transaction

- On July 7, 2021, LoanLogics announced its sale to an affiliate of Sun Capital Partners
- Founded in 2005, LoanLogics is a provider of mortgage audit software and document processing automation solutions that help residential mortgage lenders, servicers, insurers and investors validate compliance, improve profitability and manage risk during the manufacture, sale and servicing of loan assets
 - LoanLogics is a pioneer in utilizing AI and Machine Learning to improve the overall transparency and accuracy of the mortgage loan process
- Sun Capital is a leading global private equity firm with offices across the US and Europe, which possesses over 25 years of history investing in the Business Services, Consumer, Healthcare, Industrial and Technology sectors

Significance of Transaction

- Sun Capital's deep strategic and operational expertise will enhance LoanLogics' ability to focus on ensuring quality performance for clients in the production of loan assets and creating the premier investor network ecosystem for digital loan commerce
- Sun Capital can provide support and resources to LoanLogics, which will enable the Company to ensure quality performance for clients, enhance operations and serve the rapidly modernizing mortgage technology market

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to LoanLogics
- This transaction underscores FT Partners' continued success advising companies in the lending and mortgage technology space

Financial Technology Partners LP FTP Securities LLC

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



on its sale to



SUN CAPITAL
PARTNERS, INC.



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FT Partners Advises TCI on its Sale to MeridianLink

Overview of Transaction

- On November 2, 2020, Teledata Communications Incorporated (TCI) announced its sale to MeridianLink, a portfolio company of Thoma Bravo
- Founded in 1982 and based in Islandia, NY, TCI is a leading SaaS-based loan origination platform, helping credit unions, community banks, and finance companies originate and approve consumer loans
- TCI offers a highly flexible, configurable platform providing Loan Origination Software (LOS), online account opening, digital branch, and online sales enablement
- TCI provides DecisionLender, a SaaS loan origination solution that was first released in 1998
- DecisionLender is an industry-trusted LOS that serves more than 300 banks, credit unions, and finance companies nationwide

Significance of Transaction

- TCI's combination with MeridianLink strengthens one of the leading providers in the consumer automotive lending space
- TCI and MeridianLink have highly complementary solutions and, combined, will help accelerate innovation in the LOS space

FT Partners' Role

- FT Partners served as the exclusive financial and strategic advisor to TCI
- The success of this transaction highlights FT Partners' role as the leading advisor to companies in the Banking and Lending Technology sector while also building on the Firm's breadth of knowledge and experience across the greater FinTech landscape

Financial Technology Partners LP FTP Securities LLC

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



on its sale to



a portfolio company 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

Silicon Valley's Most Popular Dealmakers

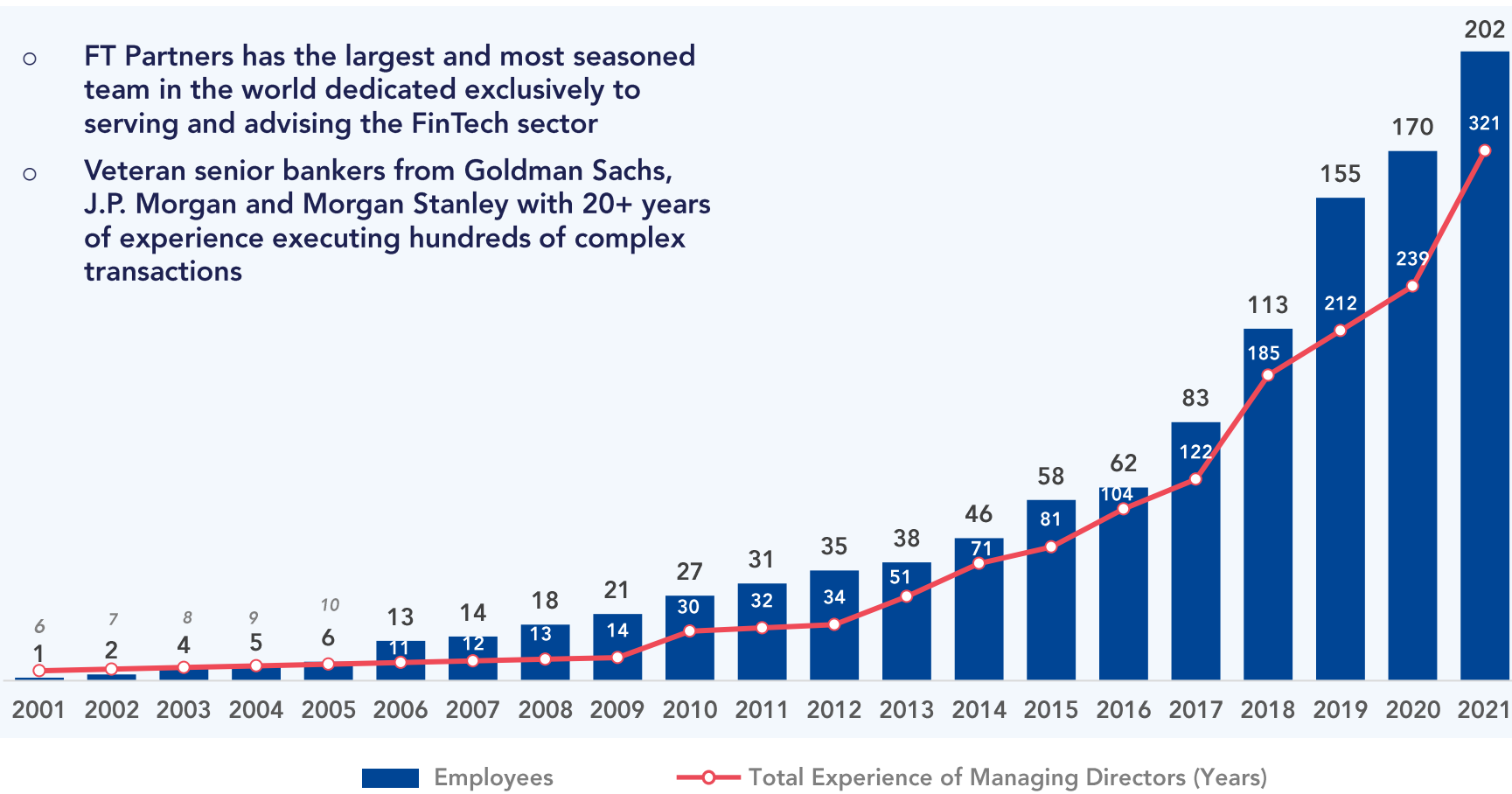
Name	Title	Company
Sam Smith	Managing Director	Golden Gate
Steve McLaughlin	Managing Partner	FT Partners
Michael Bishop	Managing Director	Golden Gate
Mark Winkler	Managing Director	FT Partners
Paul Rosen	Managing Director	Golden Gate
Quincy Smith	Partner	Golden Gate

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)

