

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 25, 2017



**Verisk Analytics (Nasdaq:VRSK) Acquires
Sequel for £250 million (~\$322 million)**



Overview of FT Partners

- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. Our unique insight into FinTech is a direct result of executing hundreds of transactions in the sector combined with over 15 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

FINTECH RESEARCH & INSIGHTS

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



The Information

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



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



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

Steve McLaughlin: *Founder & CEO*

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Verisk Analytics Acquires Sequel for £250 million

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Transaction Summary

Transaction Summary

- On August 21, 2017, Verisk Analytics (Nasdaq:VRSK) announced that it has signed a definitive agreement to acquire Sequel for £250 million (approximately \$322 million) from HgCapital and other Sequel shareholders
- Sequel provides complex commercial and specialty insurance software solutions to some of the largest specialty insurance companies in the world
 - Sequel will enable Verisk to better serve the complex commercial and specialty insurance industry in the U.K.
- The acquisition is expected to be neutral to 2017 adjusted earnings per share and accretive to 2018 adjusted earnings per share
- The transaction is expected to close during the third quarter of 2017, pending customary closing conditions
- This is the seventh acquisition this year for Verisk

Transaction Multiples

Enterprise Value = £250 mm

Revenue = £26 mm
As of June 30, 2017

EBITDA = £12 mm
As of June 30, 2017

9.6x

EV / 2017 Rev

20.8x

EV / 2017 EBITDA

Transaction Commentary

"Sequel and its unique software tools will be a valuable addition to Verisk Analytics as we develop new ways to innovate with our customers around the world."



Scott Stephenson
CEO



"Sequel's strong position in the London insurance market will allow Verisk to build on our footprint in the UK, reinforce our deep long-term commitment to a strategic market, and expand our customer sets in global insurance markets. This supports our vision to deeply integrate into our customers' workflows and adds to our unique data assets, deep domain expertise, and steady stream of first-to-market innovations."



Mark Anquillare
Chief Operating Officer



"We're proud to be joining Verisk, whose vast data, experience, and technology capabilities, combined with our leading workflow solutions for complex commercial and specialty insurance, will improve all the services that we offer our customers."



Mario Garcia
CEO



Sequel Overview

Company Overview



Not all insurance software is created Sequel

CEO: Mario Garcia
Headquarters: London, U.K.
Founded: 1993

- Sequel develops specialized software for the insurance and reinsurance industries
 - Sequel's solutions facilitate billing, underwriting, accounting and regulatory reporting
 - The Company's solutions help clients organize and better understand data through integrated global data analytics
- Customers include insurers, reinsurers and brokers
- Sequel processes £12 billion in premiums annually in over 20 different countries
- HgCapital invested in Sequel in July of 2014

Selected Customers



Products & Services Overview

Eclipse Insurance Solutions



ECLIPSE BROKING

- Encompasses placement and billing, claims management and technical accounting functions



ECLIPSE UNDERWRITING

- Facilitates everything from underwriting and accounting to claims settlement and reinsurance

Sequel Modules



SEQUEL CLAIMS

- Workflow engine with an automated interface



SEQUEL IMPACT

- Quantifies clients' onshore and offshore risk exposure



SEQUEL RE

- Covers outwards reinsurance scenarios

Verisk Analytics Acquires Sequel for £250 million

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Verisk Analytics Overview

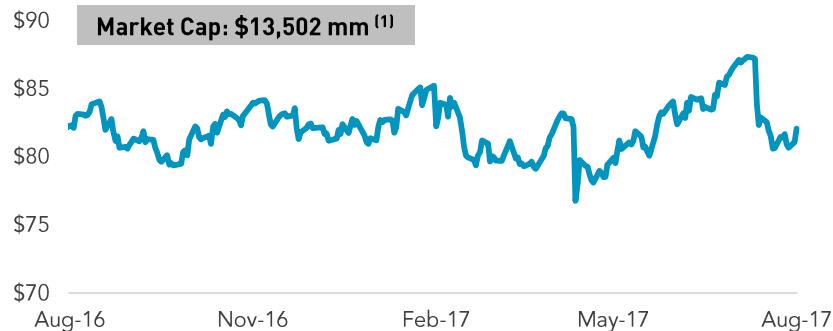
Company Overview



CEO: Scott Stephenson
Headquarters: Jersey City, NJ
Founded: 1971

- Verisk Analytics is a leading data analytics provider for the insurance, natural resources and financial services industries
 - The Company offers predictive analytics and decision support solutions, drawing on unique data assets and integrating into customer workflows
- Verisk also has a number of different industry-leading brands, including ISO, Xactware, AIR Worldwide, Argus and Wood Mackenzie
- Currently operates in 27 countries and has more than 6,000 employees

Stock Performance (NasdaqGS:VRSK)



Selected Recent Acquisitions

Announce Date	Target	Amount (\$ in mm)
07/27/17	G2 Web Services	\$112
05/22/17	MAKE	na
02/28/17	Emergent Network Intelligence	na
02/27/17	FINTELLIX	na
02/16/17	healix	na
01/23/17	ARIUM RISK ARCHITECTURE	na
11/28/16	MARKETSTANCE	na
10/24/16	Analyze Re	na
03/10/15	Wood Mackenzie	5,790
12/08/14	maplecroft risk responsibility reputation	32
08/07/12	ARGUS	425

Source: Company website, Company filings, Capital IQ

(1) Market Cap as of August 22, 2017

Selected FT Partners' Insurance Technology Research – *Click to View*



HMS Acquires Eliza for \$170 million



Automatic's \$115 million Sale to SiriusXM



Trov Raises \$45 million in Series D Financing



Namely Raises \$50 million in Series D Financing



Blackstone Acquires Aon's Benefits Outsourcing Business for up to \$4.8 billion



Inflexion Private Equity Acquires MyPolicy for \$50 million



Sapiens International Acquires StoneRiver for \$102 million



Advent International Acquires CCC Information Services

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Leading Advisor Across the Insurance Technology Landscape

Consumer Protection Plans

Financial Technology Partners LP
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exclusive strategic and financial advisor to



in its sale to



for total consideration of

\$ 1,400,000,000



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FTP Securities LLC

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AUTOMATIC

in its sale to



for total consideration of approximately

\$ 115,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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Financial Technology Partners LP
FTP Securities LLC

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in its equity capital raise led by



for total consideration of

\$ 31,000,000



The Only Investment Bank
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Sales Automation Technology & Platform

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in its sale to

MOELIS CAPITAL PARTNERS



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for a total consideration of

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Award-Winning Investment Banking Franchise Focused on Superior Client Results

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor Awards

2016

- **Investment Banking Firm of the Year**
- **Cross Border Deal of the Year**

2015

- **Dealmaker of the Year**
- **Technology Deal of the Year**

2014

- **Equity Financing Deal of the Year**
- **Professional Services Deal of the Year, Above \$100mm**

2012

- **Dealmaker of the Year**
- **Professional Services Deal of the Year, Above \$100mm**

2011

- **Boutique Investment Bank of the Year**
- **Deal of the Decade**
- *10 Deal of the Year Nominations Across 9 Categories*

2010

- **Upper Middle Market Deal of the Year, Above \$500 mm**
- **IT Services Deal of the Year, Below \$500mm**
- **Cross-Border Deal of the Year, Below \$500mm**

2007

- **Dealmaker of the Year – Steve McLaughlin**
- **Business to Business Services Deal of the Year**
- **Computer and Information Technology Deal of the Year, Above \$100mm**
- **Financial Services Deal of the Year, Above \$100mm**



2015

- **Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List**

2006 - 2008

- **Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology**



Middle Market Financing Awards









2008

- **Equity Financing Dealmaker of the Year – Steve McLaughlin**
- **Information Technology Deal of the Year**
- **Financial Services Deal of the Year**

2006

- **Financing Professional of the Year – Steve McLaughlin**
- *Financing Deal of the Year - Equity*
- *Financing Deal of the Year - Debt*

The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York and San Francisco from 1995-2002 Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	22
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York, London and Los Angeles beginning in 1995 Wharton M.B.A. 	22
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	21
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Former Managing Director / Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA) 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Former Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank 	19
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners in 2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	15
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> 11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	14
Andrew McLaughlin <i>Managing Director, Research & Business Development</i>		<ul style="list-style-type: none"> Leads FT Partners' Research and Business Development Team Formerly with Deloitte Consulting 	11