

# FT PARTNERS FINTECH INDUSTRY RESEARCH

July 12, 2020

## CHURCHILL CAPITAL

**Churchill Capital Corp III (NYSE: CCXX) Merges with  
MultiPlan for an Enterprise Value of \$11 billion**



# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH



## 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"**

Highly proprietary information. Unauthorized distribution without prior consent from Financial Technology Partners LP, FTP Securities LLC or FinTech Partners Limited (together "FT Partners") is strictly prohibited. The information in this report relies upon a variety of public sources, the accuracy of which cannot be guaranteed. No persons or entities should use the information in decision making without independent investigation or professional advice. This communication should not be regarded as an offer to sell or as a solicitation of an offer to buy any financial product or service, nor is it an official confirmation of any transaction, or representative of an official position or statement of Financial Technology Partners LP, FTP Securities LLC or any other related entity. FTP Securities LLC is a FINRA registered broker-dealer and FinTech Partners Limited is an FCA appointed representative. © 2020

**SUBSCRIBE**



## Transaction Overview

### Transaction Summary

- On July 12, 2020, MultiPlan, a technology-enabled provider of end-to-end healthcare cost management solutions, announced that it will become a publicly traded company via a merger with Churchill Capital Corp III (NYSE: CCXX), a special purpose acquisition company ("SPAC")
  - The merger will be financed by a combination of cash, common stock and convertible debt and values MultiPlan at an enterprise value of \$11 billion
- The total investment is expected to raise up to \$3.7 billion of new equity or equity linked capital
  - This includes \$1.1 billion of cash raised during Churchill's IPO in February 2020
  - It is also supported by additional investors who have committed to participate in the transaction through a \$2.6 billion PIPE including a \$1.3 billion common stock at \$10 per share and \$1.3 billion of 6 percent interest convertible debt, with a conversion price of \$13 per share
- The total investment will be used to pay down existing debt, purchase a portion of the equity owned by existing MultiPlan shareholders and capitalize the MultiPlan balance sheet
  - The additional capital and public stock currency will allow the Company to advance its strategy of investing in organic and acquisition growth, and to increase its investment in data, machine learning and artificial intelligence technologies
  - The convertible debt will provide flexible capital, including a non-cash pay option
- The transaction is expected to close by the end of October 2020

### Transaction Commentary (cont.)

"We are pleased to partner with MultiPlan to drive its next phase of growth. MultiPlan is on the right side of healthcare, significantly reducing costs to insurers, employers and consumers. MultiPlan has an unmatched, long-term track record of customer satisfaction and delivering high returns to investors. This transaction will enable the Company to enhance its capital structure and position it for substantial incremental growth. MultiPlan fits perfectly with Churchill's core mission to provide intellectual and financial capital to power the growth of great, market leading companies who operate in attractive industries, and can succeed more rapidly in the public markets with increased capital and the benefit of Churchill's Operating and Strategic Partners."



**Michael S. Klein**  
Chairman and CEO

**CHURCHILL CAPITAL**

"I'm tremendously proud of the role MultiPlan plays in driving order, efficiency and fairness in healthcare payments. This transaction allows us to create payer value beyond the tech-enabled cost management and payment integrity services we offer today. As a public company, MultiPlan will have greater strategic and financial flexibility, making it better equipped to expand organically, through adjacent acquisitions and by investing in new technologies. We will deliver even more value for healthcare payers in particular, but also for their consumers and providers."



**Mark Tabak**  
CEO

The MultiPlan logo features a stylized 'i' icon composed of three colored dots (green, blue, and orange) followed by the word 'MultiPlan' in a sans-serif font.

# MultiPlan Merges with Churchill Capital Corp III

FT PARTNERS RESEARCH



## Churchill Capital Corp III's Sources and Uses

### Sources and Uses

Sources	\$ mm	%
Equity Issued to Existing MultiPlan S/H	4,157	53.0%
Churchill Cash-in-Trust <sup>(2)</sup>	1,100	14.0%
Common Equity PIPE Cash	1,300	16.5%
Convertible Notes	1,300	16.5%
<b>Total</b>	<b>7,857</b>	<b>100%</b>
Uses	\$ mm	%
Common Equity Purchase Price	5,678	72.3%
Pay Down Debt <sup>(6)</sup>	1,179	15.0%
Estimated Fees, Issuance & Other Expenses <sup>(3)</sup>	141	1.8%
Net Cash to Balance Sheet	860	10.9%
<b>Total</b>	<b>7,857</b>	<b>100%</b>

### Pro Forma Valuation

	Amount (\$ mm)
Churchill Illustrative Share Price	\$10.00
(x) Total Shares (Day 1 Ownership)	674.3
<b>Common Equity Value</b>	<b>\$6,743</b>
(+) Pro Forma 12/31/2020E Debt <sup>(1)</sup>	5,570
(-) Pro Forma 12/31/2020E Cash <sup>(1)</sup>	1,175
<b>Firm Value</b>	<b>\$11,138</b>

### PF Common Equity Ownership

	Day 1 Ownership <sup>(5)</sup>	
Shareholders	Shares	%
Churchill	125.1 <sup>(4)</sup>	18.6%
Common Equity PIPE Investors	133.6 <sup>(7)</sup>	19.8%
Existing MultiPlan Shareholders	415.7	61.6%
<b>Total</b>	<b>400</b>	<b>100%</b>

Source: Company Investor Presentation; Company Press Release

<sup>1)</sup> Pro forma for debt paydown and net cash to balance sheet; estimated based on guidance from Management

<sup>2)</sup> Cash-in-trust assumes no redemptions in connection with business combination; excludes estimated interest earned by closing date and remaining operating cash

<sup>3)</sup> Includes seller and Churchill fees and expenses and new convertible notes OID; excludes \$36mm of equity issued for PIPE OID and other fees and expenses

<sup>4)</sup> Excludes certain Churchill Sponsor equity to vest only if the share price of the company exceeds \$12.50 per share

<sup>5)</sup>

<sup>6)</sup>

<sup>7)</sup>

Excludes impact of warrants; excludes management incentive options issued by MultiPlan; excludes Convertible Note which is convertible into 100.0 million shares at \$13.00 conversion price

Excludes estimates of breakage fees and accrued interest

Includes \$36mm of equity issued for PIPE OID and other fees and expenses. Pro forma for debt paydown and net cash to balance sheet; estimated based on guidance from Management

## MultiPlan Overview

### Company Overview



**CEO & Co-Founder:** Mark H Tabak

**Headquarters:** New York, NY

**Founded:** 1980

- MultiPlan is a provider of end-to-end healthcare cost management solutions, helping healthcare payers manage the cost of care, improve their competitiveness, and encourage positive change
- The Company utilizes sophisticated technology, data analytics, and an experienced team to interpret clients' needs and customizes innovative solutions

### Selected Investments History

Deal Date	Company Name	Type	Amount (\$ in mm)
11/09/20	HSTechnology Solutions	Buyout/LBO (Add-on)	\$140
10/08/20	Churchill Capital Corp III	Merger/Acquisition	11,000
07/01/14	Medical Audit & Review Solutions	Buyout/LBO (Add-on)	na
11/13/13	DocASAP	Seed Round	1
05/06/11	HMA	Buyout/LBO (Add-on)	na
03/15/10	Viant	Buyout/LBO (Add-on)	na
10/18/06	Private Healthcare Systems	Buyout/LBO (Add-on)	365
03/04/04	BCE Emergis (US Health Operations)	Buyout/LBO (Add-on)	213

### Products & Services Overview

#### Dental Payment Integrity

- Enables analysis of every dental claim, no matter how small
- Delivers business intelligence and services to leverage it
- Drives payment accuracy, network development and plan benefit design

#### Medical Payment Integrity

- Reduces medical spend & minimizes provider abrasion
- Complements existing repricing solutions & delivers intelligence to internal SIU departments
- Improves payment accuracy & evolves with creating billing schemes

#### Analytics-Based Services

- Cost-based pricing that is patented, consistent and transparent
- Negotiated agreements of savings with no balance billing
- Other pricing methodologies for reducing out-of-network facility costs

#### Network-Based Services

- Available for commercial, government, and property and casualty healthcare payors
- Innovative contracts add value for all types of health plans
- Processes refined over 40 years of experience

#### Markets

- Commercial Markets:** Helping healthcare payers and their plan members find the ideal balance between service quality and cost
- Government Markets:** Customized government healthcare networks and payment integrity programs
- Property and Casualty Markets:** Added efficiency and cost-savings for Workers' Compensation and Auto Medical payors

### Leadership Team



**Mark Tabak**  
Chairman & CEO



**David Redmond**  
CFO



**Dale White**  
EVP, Sales & Account Management



**Michael Kim**  
CIO

# MultiPlan Merges with Churchill Capital Corp III

FT PARTNERS RESEARCH



## Investment Highlights

**Makes Healthcare More Affordable And Drives Industry-Wide Value For Payers, Providers And Consumers – Saving Its Customers \$19B Last Year**

**Multi-Decade Deep Relationships With Top Payers In The U.S. Healthcare Industry**

**Industry Leading, Mission Critical Cost Management Solution Incorporating Comprehensive Claims Data, IP And Network Assets**

**Extraordinary Financial Profile Yielding Effectively Recurring Revenues And Consistent Best-in Class Cash Flow**

**Unprecedented Management Track Record Of Creating Value For Investors**

**Churchill Merger Provides Financial Flexibility And Expertise To Execute Strategic Plan**

## Growth Opportunities

Multiplan has the following growth opportunities:

### Sales & Marketing Initiatives

- Deploy additional sales and marketing professionals to in-network business of existing customers
- Intensify our sales efforts for TPAs and regional payers
- New, dedicated sales teams focused on Government, Property & Casualty / Auto insurance to increase sales from untapped markets
- Expand footprint with new international customers, developing payment integrity, provider contracting and network management solutions abroad

### Efficiency Initiatives

- Define cloud and API architecture to better leverage strength of AI and machine learning
- Modernize algorithms from rules-based to dynamic to identify additional savings for payers
- Develop more powerful savings algorithms by concurring its proprietary data with 3rd party data
- Upgrade product interfaces and offerings to better support Government, Property & Casualty / Auto insurance customers
- Upgrade existing algorithms to drive savings for the in-network business of commercial payers
- Deepen our partnerships with our customers on data initiatives to further drive affordability of healthcare

### M&A Initiatives

- Automate few remaining existing manual processes on the platform to further lower marginal cost
- Leverage AI and machine learning to further lower costs
- Focus operations expansion in best-cost geographic locations and review opportunity to rationalize facility locations over the next 3 years

### Product Development Initiatives

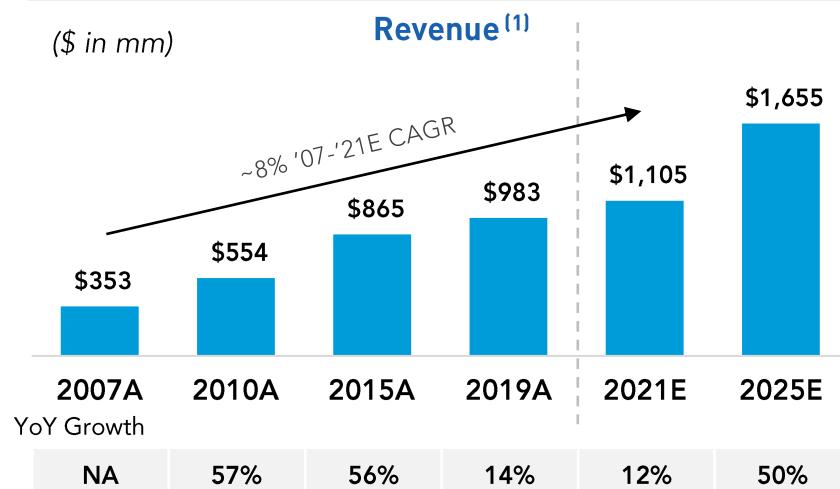
- Expand corporate and business development team and leverage Churchill for opportunity sourcing
- Drive disciplined and active process to pursue accretive tuck-in acquisitions
- Pursue accretive, large-scale transformational M&A opportunities

# MultiPlan Merges with Churchill Capital Corp III

FT PARTNERS RESEARCH



## MultiPlan's Key Financial Information



## Implied Transaction Multiples

### Enterprise Value of \$11 billion

**\$1.1 billion**  
2021E Revenue<sup>(3)</sup>

**\$860 million**  
2021E Adj. EBITDA<sup>(3)</sup>

**12.9x**  
FV / Adj. EBITDA  
(2021E)<sup>(3)</sup>

**15.4x**  
EV / LFCF  
(2021E)<sup>(3)</sup>

## Key Metrics

**\$106 bn**

Of charges processed

**\$45 bn**

Total value of claims with overcharges

**\$19 bn**

In annualized savings delivered to Customers

**10 of 10**

Top Payer Customers

**20 years**

Average tenure of top 10 Customers

**1.2 mm**

Providers under contract

**700+**

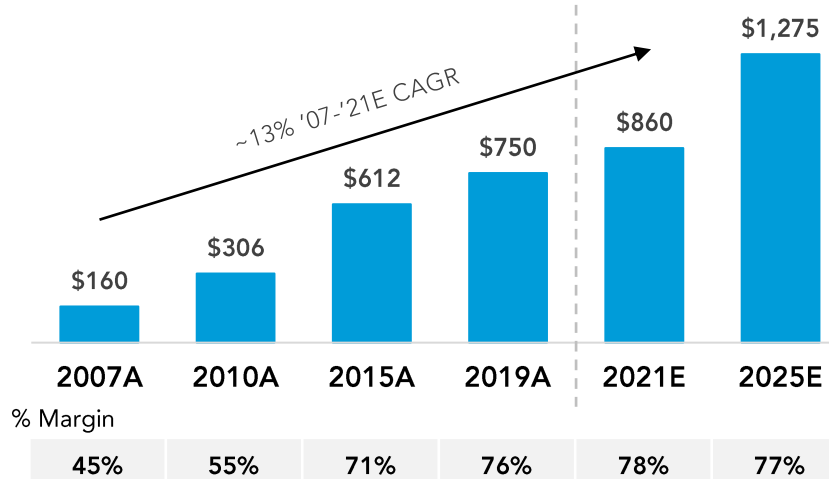
Payer Customers

**60 mm+**

Consumers on platform

(\$ in mm)

## Adjusted EBITDA<sup>(2)</sup>



Source: Company Investor Presentation

(1) Gross premium revenue plus investment income and other income

(2) Net loss before interest expense and amortization of notes and securities discount, provision for income taxes, depreciation and amortization expense, change in fair value of warrants, loss on derivative, restructuring cost, stock-based compensation expense and health insurance industry fee

(3) Pro forma for Churchill transaction; 2021E midpoint used

# MultiPlan Merges with Churchill Capital Corp III

FT PARTNERS RESEARCH



## Churchill Capital Corp III

### CHURCHILL CAPITAL III

**Raised \$1.1 billion in its IPO in February 2020 (NYSE: CCXX)**

- Churchill Capital is a strong partnership between a preeminent advisory firm and thirteen veteran executives, with incentives aligned with shareholders

#### Management Overview



**Chairman and Chief Executive Officer**

#### Michael Klein

- Chairman of the Board of Directors of the Churchill Capital funds
- Founder and managing partner of M. Klein and Company



**Operating Partner**

#### Paul Galant

- Expertise in payments, FinTech, and transaction processing
- Previously CEO of Verifone and CEO of Citigroup's Enterprise Payments business



**Operating Partner**

#### Bill Veghte

- Developed several of the world's largest software companies
- Previously COO of Hewlett Packard Enterprise, two decades at Microsoft

#### Other Related SPACs

#### Churchill Capital Corp



- First of Churchill's public investment vehicles led by Jerre Stead
- Completed \$690 million IPO in September 2018
- It is listed on the New York Stock Exchange as CCC
- Merged with Clarivate Analytics Plc, a provider of trusted insights and analytics to accelerate the pace of innovation in May 2019

#### Churchill Capital Corp II

### CHURCHILL CAPITAL II

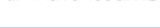

























































































































































































































































































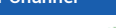
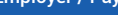








































































































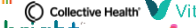








- Completed \$690 million IPO in June 2019
- It is listed on the New York Stock Exchange as CCX.U
- The company is actively seeking an initial business combination

# MultiPlan Merges with Churchill Capital Corp III

FT PARTNERS RESEARCH

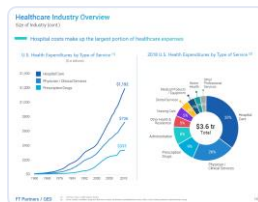
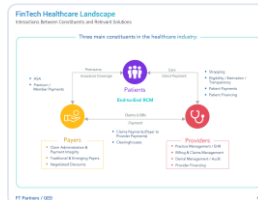
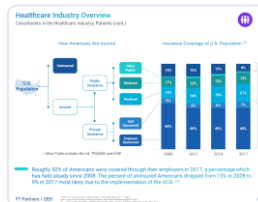
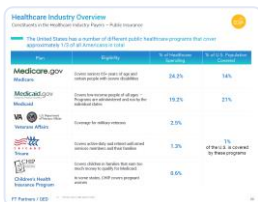
## Healthcare Payments / Health Insurance Tech Landscape



Practice Management / EHR	End-to-End RCM	Eligibility / Estimation / Transparency	Denial Management / Audit	Clearinghouses	Claims Admin / Payment Integrity		
<div><div></div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>	<div><div></div></div>			
Patient Payments		Patient Financing		Premium / Member Payments	Clinical Trial Financial Solutions		
Point-of-Care / Billing / Collections / Payment Plans							
<div><div></div></div>		<div><div></div></div>		<div><div></div></div>	<div><div></div></div>		
Employer / Payer Channel		Claims Payments (Payer to Provider)					
<div><div></div></div>		Employer / Payer Channel		Claims Payments (Payer to Provider)			
Provider Financing		Shopping		HSA			
Practice Financing							
<div><div></div></div>		<div><div></div></div>		<div><div></div></div>		Payers	
Receivables Financing		Traditional		Emerging			
<div><div></div></div>		<div><div></div></div>		<div><div></div></div>			
Equipment Financing		Negotiated Discounts					
<div><div></div></div>		<div><div></div></div>					

## FT Partners Research – Healthcare Payments

### Healthcare Payments: Consumerization and Digitization Create a Massive FinTech Opportunity



The healthcare industry, which accounts for 18% of GDP in the United States, is transforming as the industry adapts to more widespread adoption of digital technologies and confronts the challenges of ever rising costs and the pressures it puts on patients, hospitals and physicians ("providers"), insurance companies ("payers"), the government, and other participants. Similar to other areas of financial services, technology is only becoming more important to the delivery of financial services related to healthcare, resulting in the emergence of a Healthcare Payments ecosystem. Innovative business models and new technologies are eliminating inefficiencies within the current system, and challenging incumbents and traditional models.

#### Highlights of the report include:

- Detailed overview of the U.S. healthcare industry and key trends driving change
- A closer look at the emerging FinTech solutions for insurance companies, healthcare providers, employers, and patients
- Landscape of FinTech companies in the Healthcare Payments / Health Insurance ecosystem
- Proprietary list of financing and M&A transactions
- Interviews with more than 20 CEOs and Industry Executives
- Detailed profiles of 60 FinTech companies in the space

Click pictures to view report

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

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



CoverWallet's Sale to Aon



Lennar's \$70 million Co-Lead Investment in Hippo



InstaMed's Sale to JPMorgan Chase



Assurance's \$3.5 billion Sale to Prudential



Clover Health Merges with Social Capital Hedosophia Holdings Corp. III



Sphere Acquires Health iPASS



Optum Acquires Change Healthcare for Approximately \$13 billion



Oscar Raises \$140 million in Financing Led by Tiger Global

[VIEW MORE FT PARTNERS RESEARCH](#)

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

## Leading Advisor Across the InsurTech Landscape

### Insurance Distribution

Financial Technology Partners LP  
FTP Securities LLC

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



on its sale to



for total consideration of up to

**\$ 3,500,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Lenders Protection / Default Insurance

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



for total consideration of up to approximately

**\$1,700,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Consumer Protection Plans

Financial Technology Partners LP  
FTP Securities LLC

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



in its sale to



for total consideration of

**\$ 1,400,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Wholesale Brokerage

Financial Technology Partners LP  
FTP Securities LLC

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



in its growth recapitalization by



valued at approximately

**\$ 1,300,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Small Business Insurance

Financial Technology Partners LP  
FTP Securities LLC

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



on its Series C financing from



for total consideration of

**\$ 250,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Consumer Protection Plans

Financial Technology Partners LP  
FTP Securities LLC

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



in its recapitalization by



of approximately

**\$ 238,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Homeowners Insurance

Financial Technology Partners LP  
FTP Securities LLC

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



in its minority investment in



with participation from new  
and existing investors

for total consideration of  
**\$ 70,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

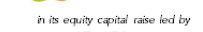
### Small Business Insurance

Financial Technology Partners LP  
FTP Securities LLC

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



in its equity capital raise led by



for total consideration of

**\$ 31,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Virtual Claims

Financial Technology Partners LP  
FTP Securities LLC

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



on its Series E2 financing led by new investors



with existing investor participation

for a total amount of

**\$30,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### After-Sales Service / Warranty

Financial Technology Partners LP  
FTP Securities LLC

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



on its Series C financing led by



for a total amount of

**\$23,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Largest Commercial Insurance Exchange

Financial Technology Partners LP  
FTP Securities LLC

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



on its landmark strategic sale to



The Only Investment Bank  
Focused Exclusively on Financial Technology

### Small Business Insurance

Financial Technology Partners LP  
FTP Securities LLC

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



on its sale



The Only Investment Bank  
Focused Exclusively on Financial Technology

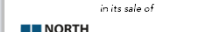
### Title Insurance

Financial Technology Partners LP  
FTP Securities LLC

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



in its sale of



to



The Only Investment Bank  
Focused Exclusively on Financial Technology

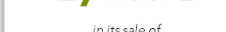
### Agency Management / Marketing Technology

Financial Technology Partners LP  
FTP Securities LLC

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



in its sale of



to



The Only Investment Bank  
Focused Exclusively on Financial Technology

## FT Partners Advises InstaMed on its Sale to JPMorgan Chase Bank

### Overview of Transaction

- On May 15, 2019, InstaMed announced it has agreed to be acquired by JPMorgan Chase Bank, NA
- Headquartered in Philadelphia, PA, InstaMed is a leading healthcare payments network that connects providers, payers, and consumers on one platform to facilitate healthcare commerce
- Since its founding in 2004, InstaMed has offered a highly integrated experience and has grown to create a diverse solution set that meets the critical payments, engagement, and transaction processing needs of the healthcare industry
- InstaMed's secure, centralized platform alleviates a number of challenges in the healthcare payments industry, with particular focus on eliminating paper, improving the consumer financial experience, and reducing costs to collect payments

### FT Partners' Role

- FT Partners leveraged its deep domain expertise and transactional experience in the Healthcare and Payments sectors to generate a highly successful outcome for InstaMed and its shareholders
- The transaction builds on FT Partners' strong Healthcare track record following advisory roles with [Eliza](#), [Benaissance](#), [Zywave](#), [AmWINS](#), and [R1 RCM](#), among others
- This transaction also demonstrates FT Partners' continued leadership position as the "Advisor of Choice" to the most prominent FinTech companies

### Financial Technology Partners LP FTP Securities LLC

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

**InstaMed®**

*in its proposed sale to*

**JPMORGAN  
CHASE & Co.**

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Assurance on its \$3.5 billion Sale

### Overview of Transaction

- On September 5, 2019, Prudential Financial (NYSE:PRU) announced that it has signed a definitive agreement to acquire Assurance IQ ("Assurance")
- The acquisition includes total upfront consideration of \$2.35 billion and an additional earnout of up to \$1.15 billion in cash and equity, contingent upon the Company achieving multi-year growth objectives
- Launched in 2016, Assurance is the fastest growing direct-to-consumer InsurTech platform in history
  - Using a combination of advanced data science and human expertise, Assurance matches buyers with customized solutions spanning life, health, Medicare and auto insurance, giving them options to purchase entirely online or with the help of a technology-assisted live agent

### Significance of Transaction

- Assurance will add a large and rapidly growing direct-to-consumer channel to Prudential's financial wellness businesses, significantly expanding the total addressable market of both companies
- Both companies will draw on respective capabilities to create a new, end-to-end engagement model geared to better serve customers
- The transaction is the largest strategic InsurTech exit in history and represents one of the fastest multi-billion dollar tech exits, as the Company was only founded in February 2016
- Assurance was funded entirely by its founders, highlighting FT Partners' ability to help under-the-radar FinTech companies achieve optimal outcomes

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Assurance and its board of directors
- This transaction highlights FT Partners' deep domain expertise in the InsurTech space, 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*



*on its sale to*



*for total consideration of up to*

# \$3,500,000,000



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## Selected Large Strategic InsurTech M&A Transactions

FT Partners has advised on the 2 of the top 3 largest strategic InsurTech exits, including Assurance's \$3.5 billion sale to Prudential and SquareTrade's \$1.4 billion sale to Allstate <sup>(1)</sup>

Announce Date	Target	Acquirer	Exit Value (\$ mm)
Sep '19	FT Partners Advised  ASSURANCE	 Prudential	\$3,500 <sup>(2)</sup>
Aug '19	 IPIPELINE <small>INSURANCE ACCELERATED</small>		1,625
Nov '16	FT Partners Advised  square trade	 Allstate	1,400 <sup>(3)</sup>
Mar '19		WillisTowers Watson 	1,400
May '11		 Allstate	1,010
Oct '13		MONSANTO 	930
Aug '18		 Allstate	525
Mar '17		TRAVELERS 	490
Oct '18			370
Oct '17			275

(1) Represents strategic acquisitions of InsurTech companies founded in the past 25 years

(2) Value represents an upfront price of \$2.35 bn and an earnout of up to \$1.15 bn

(3) Value represents an upfront price of \$1.2 bn and a \$200 mm earnout

## Selected Fastest Multi-Billion Dollar Strategic Tech Exits

FT Partners advised Assurance on its \$3.5 billion sale to Prudential, which represents one of the fastest multi-billion dollar tech exits in history



Target	Acquirer	Exit Date	Founding Date	Months to Exit	VC Funding (\$ mm)	Exit Value (\$ mm)
ASSURANCE	Prudential	Sep '19	Feb '16	43	Zero	\$3,500 <sup>(1)</sup>
ring	amazon	Apr '18	Nov '13	53	\$444	1,200
chewy	PETSMART	May '17	Sep '11	68	286	3,400
jet	Walmart	Sep '16	Apr '14	29	570	3,300
CRUISE	General Motors	May '16	Oct '13	31	19	1,000
MOJANG	Microsoft	Nov '14	May '09	66	Zero	2,500
WhatsApp	facebook.	Oct '14	Jan '09	69	61	22,000
oculus	facebook.	Jul '14	Jul '12	24	91	2,000
nest.	Google	Feb '14	May '10	45	145	3,200
waze	Google	Jun '13	May '07	73	67	1,200
Instagram	facebook.	Aug '12	Oct '10	22	58	1,000
Yammer	Microsoft	Jul '12	Sep '08	46	143	1,200
YouTube	Google	Nov '06	Feb '05	21	12	1,700
skype	ebay	Oct '05	Aug '03	26	20	2,600

## FT Partners Advises SquareTrade in its Strategic Sale

### Overview of Transaction

- On November 28, 2016, SquareTrade announced its \$1.4 billion all-cash strategic sale to the Allstate Corporation
- Headquartered in San Francisco, CA, SquareTrade offers top-rated protection plans trusted by millions of consumers for electronics and appliances
  - SquareTrade's branded products are sold through major retailers
- Allstate is the largest publicly held personal lines property and casualty insurer in America serving more than 16 million households nationwide
- More details available in Allstate's transaction [press release](#) and [investor presentation](#)

### Significance of Transaction

- This transaction expands Allstate's protection offering to consumer electronics, connected devices and appliances
- SquareTrade substantially increases Allstate's customer relationships while providing both strong near-term and long-term growth opportunities

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to SquareTrade and its Board of Directors
- This transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies
- FT Partners represented [SquareTrade in its \\$238 million strategic growth investment with Bain Capital and Bain Capital Ventures](#)
- FT Partners also recently represented Bain Capital Ventures' portfolio company [Enservio in its sale to Solera](#) demonstrating our long-term trusted relationship

### 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*



*for total consideration of*

**\$ 1,400,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Next Insurance on its \$250 million Series C Financing

### Transaction Overview

- On October 7, 2019, Next Insurance announced that it has raised \$250 million in its Series C funding round from Munich Re
- Founded in 2016 and headquartered in Palo Alto, CA, Next Insurance is the leading digital insurance company for small businesses
  - Revolutionizing traditional insurance processes, Next Insurance utilizes advanced technology to offer the industry's most innovative small business insurance policies
- Munich Re is one of the world's leading providers of reinsurance, primary insurance, and insurance-related risk solutions
- In May 2018, Next Insurance announced its status as a licensed insurance carrier, allowing the Company to write policies independently, as well as to have more freedom over underwriting, setting of prices, and configuration of policies

### Significance of Transaction

- The Series C round brings Next Insurance's total funding to \$381 million in just over three years, with a valuation of over \$1 billion
- The new funds will continue to help Next Insurance grow its team, develop its technology, and accelerate customer growth
- Additionally, the investment allows Munich Re to expand its footprint in the small and medium-sized business insurance market in the United States

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Next Insurance and its Board of Directors
- FT Partners also advised Next Insurance on its [\\$83 million Series B financing](#) in 2018
- This transaction underscores the long-term nature of many of FT Partners' relationships as well as our successful track record generating highly favorable outcomes for leading InsurTech companies

### Financial Technology Partners LP FTP Securities LLC

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

**NEXT**  
INSURANCE

*on its Series C financing from*

**Munich RE** 

*for total consideration of*

**\$250,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Eliza on its Strategic Sale

### Overview of Transaction

- On March 13, 2017, Eliza announced its strategic sale to HMS in one of the largest healthcare software deals of the year
  - HMS will acquire Eliza for a cash purchase price of \$170 million
- Headquartered in Danvers, MA and majority owned by Parthenon Capital Partners, Eliza is a leading engagement and population analytics platform integrating proprietary data assets, a deep understanding of the healthcare consumer, and omni-channel outreach technology to deliver mission-critical results for key constituents in the healthcare market
- Since its founding in 2000, Eliza has consistently been a market leader and innovator, as evidenced by more than 50 domestic and international patents and patent applications, which HMS will acquire
- HMS operates in the healthcare insurance benefit cost containment market, using innovative technology and powerful data services and analytics to cover the entire payment continuum including eligibility verification, payment accuracy, fraud prevention, cost savings, performance improvement and provider education

### Significance of Transaction

- The acquisition further expands HMS' member health and care management analytics footprint
- Eliza's engagement platform is complementary to HMS' cost containment solutions and together create a more sophisticated and integrated platform

### FT Partners' Role

- FT Partners leveraged its deep domain expertise and transactional experience in the Healthcare and Insurance Services market to generate a highly successful outcome for Eliza and its shareholders
- This transaction demonstrates FT Partners' continued leadership position 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 lead strategic and  
financial advisor to*

eliza

*in its sale to*

 hms

*for total cash consideration of*

**\$ 170,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Benaissance on its \$80 million Sale to Wex

### Overview of Transaction

- On October 15, 2015, Benaissance, LLC (“Benaissance” or the “Company”) announced it has entered into a definitive agreement to be acquired by WEX for \$80mm
- Headquartered in Omaha, NE, Benaissance is a leading provider of integrated Software-as-a-Service (SaaS) technologies and services for healthcare premium billing, payment and workflow management
  - Existing investors include Omaha-based, McCarthy Capital
- WEX is a leading, multi-channel provider of corporate payment solutions representing more than 9 million vehicles and serving a wide variety of business sectors
- The transaction is expected to close in the fourth quarter of 2015 and is subject to applicable regulatory approvals and other customary closing conditions

### Significance of Transaction

- Represents a highly-attractive outcome for both Benaissance and WEX
- Combined resources and expertise of Benaissance and WEX position the Company extraordinarily well to further its leadership in the marketplace
- Enables WEX to provide an expanded and differentiated payments solution in order to grow its addressable market opportunity and wallet share in the healthcare market
- Benaissance will be integrated with WEX’s existing Evolution1 platform creating an opportunity for potential synergies as the businesses already share a number of mutual partners and customers

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Benaissance and its Board of Directors
- Transaction highlights FT Partners’ continued success advising leading companies and generating highly successful outcomes in the Healthcare / Benefits IT and Services space

#### 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*



*for a total consideration of*

**\$ 80,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Lennar on its Investment in Hippo

### Overview of Transaction

- On November 14, 2018, Lennar Corporation (“Lennar”) announced it has co-led a \$70 million minority investment in Hippo with Felicis Ventures, along with participation from all major existing shareholders
  - The investment brings the total amount of funding raised by Hippo to \$109 million
- Lennar Corporation (NYSE:LEN) is the one of the leading homebuilders in the United States
- Headquartered in Mountain View, CA, Hippo is a leading property and casualty InsurTech start-up, offering homeowners insurance as well as a number of more specialized products
- Hippo has helped cut premium costs for its customers by up to 25%, seen policy sales grow by 30% month over month, and now covers more than \$25 billion in total property value
  - Hippo is accessible to more than 50% of the US homeowner population, and that number is expected to increase to over 60% by the end of 2018

### Significance of Transaction

- With the new funding, Hippo will accelerate growth while continuing to deliver a modernized home insurance product that includes world-class customer experience on a national scale
- The transaction also offers a clear path for Lennar to continue to streamline the home buying experience for its customers

### FT Partners’ Role

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

### Financial Technology Partners LP FTP Securities LLC

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

**LENNAR®**

*in its minority investment in*



*with participation from  
new and existing investors*

*for total consideration of*

**\$70,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## 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
Paul Weiss	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

