

August 16, 2018

oscar

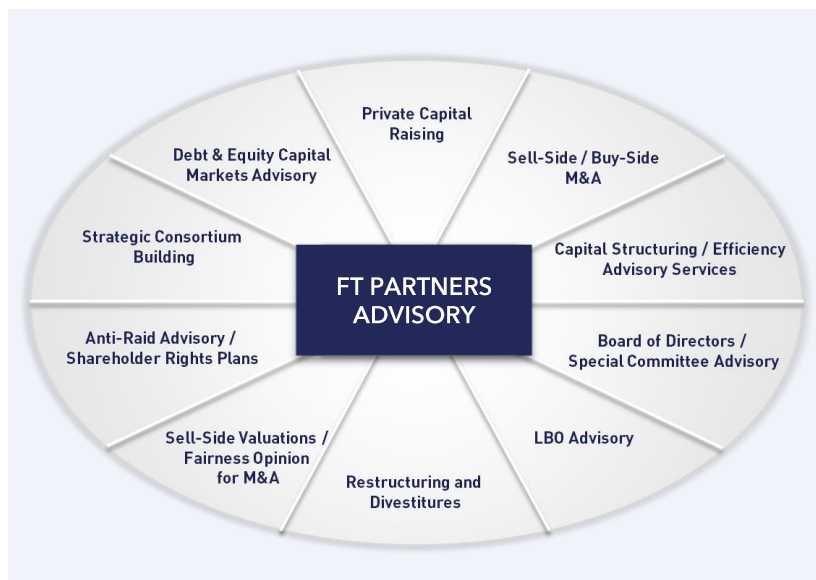
Oscar Raises \$375 million in Financing from Alphabet

Alphabet

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 #1 Most Influential Person in all of FinTech in *Institution Investor's* "FinTech Finance 40"



THE M&A ADVISOR

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

Oscar Raises \$375 million from Alphabet



Transaction Summary

Transaction Summary

- On August 14, 2018, Oscar Health announced it had raised \$375 million in financing from Alphabet
 - Salar Kamangar, one of the earliest employees at Google and former CEO of YouTube, will join Oscar's board of directors
 - Google had previously invested in several earlier financing rounds for Oscar via their in house venture fund CapitalG
- The investment will be used to expand Oscar's workforce with more engineers, data scientists, product designers, and clinicians as well as to launch new product lines
- According to Tech Crunch, this round maintains the same approximately \$3 billion valuation established by the \$165 million round in March ⁽¹⁾
- Alphabet now owns a 10% stake in Oscar ⁽¹⁾

Alphabet **NASDAQ: GOOGL**

- **Headquarters:** Mountain View, CA
- **CEO:** Larry Page
- **Subsidiaries:**



Transaction Commentary

"We're humbled that Alphabet's coming in. We raised our first round of funding from Capital G three years ago and since then they've been following us closely, seeing what we've been building, and Alphabet has come to the conclusion that they want to put more behind the company. It's fantastic for us because it will really allow us to focus fully on the core model we've been building for the past six years, which is: use technology, use data, use design, use a human approach to build a very different health care experience. And that's what this allows us to do." ⁽²⁾

"[With the latest funding,] we can hire more engineers, we can hire more data scientists, more product designers, more smart clinicians who can think about health care in a different way. It's the acceleration of that product roadmap that fascinates us the most. The second, more tangible piece, is that we're launching new product lines." ⁽¹⁾

"Oscar will accelerate the pursuit of its mission: to make our health care system work for consumers. We will continue to build a member experience that lowers costs and improves care, and to bring Oscar to more people — deepening our expansion into the individual and small business markets while entering a new business segment, Medicare Advantage, in 2020." ⁽²⁾

oscar

Mario Schlosser
Co-Founder & CEO



Source:

⁽¹⁾ Tech Crunch: "Alphabet invests \$375 million in Oscar Health"

⁽²⁾ Wired: "Health Care Is Broken. Oscar Health Thinks Tech Can Fix It"

Oscar Raises \$375 million from Alphabet

FT PARTNERS RESEARCH



Oscar Overview

Company Overview

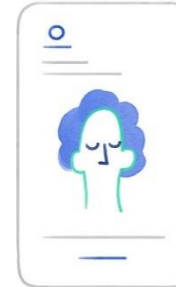
CEO: Mario Schlosser
Headquarters: New York, NY
Founded: 2012



- Oscar Health provides health insurance for individuals, families and businesses through its online and mobile platform
- All plans include a dedicated concierge team, access to Oscar's doctor network, free doctor on call, free annual physicals, health incentives and other essential health benefits such as flu shots, vaccinations, etc
- In November 2013, Oscar began offering individual plans in New York
- In April 2017, Oscar announced the launch of Oscar for Business in New York
- As of August 2018, Oscar offers plans in six states: New York, Texas, California, New Jersey, Ohio, and Tennessee
- The Company reportedly expects to generate \$1 billion in premium revenue in 2018, up from ~\$300 million in 2017 ⁽¹⁾
 - The Company expects around 250,000 members for its individual plan offering (representing around a 2.5x increase over 2017)

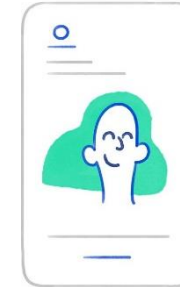
Products & Services Overview

Plan Types



Backup Plan

- Pay for healthcare until deductible is met
- Afterwards, all covered services are free



Simple Plan

- Copays before deductible is met
- Access Oscar Center for free primary care visits



Classic Plan

- Copays before deductible is met
- Pre-deductible copays for brand-name and specialty drugs

Plan Benefits



Concierge Team



Doctor Network



Doctor on Call



Mobile App

Oscar Raises \$375 million from Alphabet

FT PARTNERS RESEARCH

oscar

Oscar Financing History

oscar

Date	Size (\$ mm)	Post-Money Valuation (\$ mm) ⁽¹⁾	Selected Investors
08/14/18	\$375	\$3,200	Alphabet
03/27/18	165	3,200	Founders Fund; 8VC; Verily Life Sciences; Fidelity; General Catalyst; CapitalG; Khosla Ventures; Thrive Capital
02/22/16	400	2,700	Fidelity Investments; Founders Fund; General Catalyst Partners; CapitalG; Khosla Ventures; Lakestar; Thrive Capital
09/15/15	33	1,750	CapitalG
04/20/15	145	1,500	Founders Fund; Horizons Ventures; Wellington Management; Goldman Sachs; Thrive Capital; Formation 8; Breyer Capital; Khosla Ventures; General Catalyst Partners
05/14/14	80	800	Formation 8; Breyer Capital; Thrive Capital; Founders Fund; General Catalyst Partners; Khosla Ventures; Thrive Capital
01/07/14	30	340	Founders Fund; Thrive Capital; Khosla Ventures; General Catalyst Partners
07/19/13	40	121	Thrive Capital; Khosla Ventures; General Catalyst Partners; Founders Fund; Red Swan Ventures; BoxGroup

Source: Company website, FT Partners' Proprietary Transaction Database

(1) PitchBook

Selected FT Partners InsurTech Research – *Click to View*

November 28, 2016

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

square trade

in its sale to

Allstate

for total consideration of approximately

\$ 1,400,000,000

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York

SquareTrade's \$1.4 billion Sale to Allstate

April 27, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

AUTOMATIC

in its sale to

SiriusXM
SATELLITE RADIO

for total consideration of approximately

\$ 115,000,000

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Automatic's \$115 million Sale to SiriusXM

November 15, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

Goji

in its financing round led by

HSCM BERMUDA
MANAGEMENT COMPANY

for total consideration of

\$ 15,000,000

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Goji's \$15 million Financing Round Led by HSCM Bermuda

July 11, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

NEXT INSURANCE

in its Series B financing led by

Redpoint

for total consideration of

\$ 83,000,000

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Featuring: Exclusive CEO Interview
Guy Goldstein

Next Insurance's \$83 million Series B Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

July 31, 2018

GUSTO

Gusto Raises \$140 million in Series C Financing

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Gusto Raises \$140 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

February 27, 2018

bind

Bind Raises \$60 million in Financing Led by Lemhi Ventures

Lemhi Ventures

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Bind Raises \$60 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 28, 2018

ROOT

Root Insurance Raises \$51 million in Financing Led By Redpoint Ventures

Redpoint

Features Exclusive CEO Interview

InsurTech: Online Auto Insurance

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Root Insurance Raises \$51 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

July 30, 2018

metromile

Metromile Raises \$90 million in Series E Financing Co-led by Tokio Marine Holdings and Intact Financial

TOKIO MARINE **[intact]**

The Only Investment Bank Focused Exclusively on FinTech
San Francisco • New York • London

Metromile Raises \$90 million in Series E Financing

[VIEW MORE FT PARTNERS RESEARCH](#)

FT Partners Research – Quarterly InsurTech Insights

Q1 2018 InsurTech Almanac



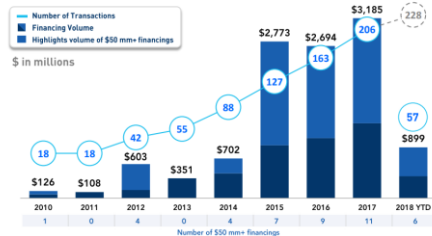
Click pictures to view report

Highlights of the report include:

- Q1 2018 and historical InsurTech financing and M&A volume and deal count statistics
- Largest InsurTech financings and M&A transactions so far in 2018
- Most active InsurTech investors
- Corporate VC activity and strategic investor participation
- Other industry, capital raising and M&A trends in InsurTech

INSURTECH FINANCING ACTIVITY: ANNUALLY

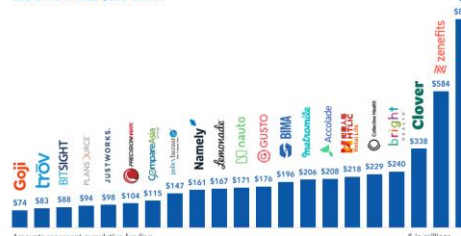
InsurTech Private Company financing volume and number of transactions rose to a record level in 2017, but 2018 is already tracking at a higher annualized rate



FT PARTNERS INSURTECH INSIGHTS

CUMULATIVE FINANCING OF PRIVATE INSURTECH COMPANIES

16 InsurTech ventures have now each raised \$100 million or more in cumulative financing, of which 8 have raised more than \$200 million and 2 more than \$500 million



FT PARTNERS INSURTECH INSIGHTS

INSURTECH M&A ACTIVITY

Announced M&A volume is off to a relatively slow start in 2018; however, the number of transactions remains in line with previous years on an annualized basis



FT PARTNERS INSURTECH INSIGHTS

Leading Advisor Across the InsurTech Landscape

Consumer Protection Plans

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as
exclusive 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

Telematics / Connected Car Solutions

Financial Technology Partners LP
FTP Securities LLC

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



AUTOMATIC

in its sale to



for total consideration of approximately

\$ 115,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Online 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

Sales Automation Technology & Platform

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

MOELIS CAPITAL PARTNERS



The Only Investment Bank
Focused Exclusively on Financial Technology

Largest Wholesale Brokerage in U.S.

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



NEW MOUNTAIN CAPITAL LLC

valued at approximately

\$ 1,300,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Online Small Business Insurance

Financial Technology Partners LP
FTP Securities LLC

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



in its Series B financing led by



for total consideration of

\$ 83,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Auto Finance and Insurance Solutions

Financial Technology Partners LP
FTP Securities LLC

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



on its sale to an Affiliate of



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 exclusive role as
sole strategic and financial advisor to



in its sale of

Zywave Insurance Solutions

to



The Only Investment Bank
Focused Exclusively on Financial Technology

Online Personal Lines Insurance Agency

Financial Technology Partners LP
FTP Securities LLC

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



in its financing led by



for total consideration of

\$ 15,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

SaaS / Claims for Property & Contents

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

FT Partners Advises Next Insurance on its Financing

Transaction Overview

- On July 11, 2018, Next Insurance announced an \$83 million Series B financing round led by Redpoint Ventures
 - Other investors that participated in the round include Nationwide, Munich Re, American Express Ventures, Ribbit Capital, TLV Partners, SGVC and Zeev Ventures
 - Elliot Geidt, Partner at Redpoint Ventures, will join the board of Next Insurance
- Founded in 2016 and headquartered in Palo Alto, CA, Next Insurance is the leading digital insurance company for small businesses
 - Next Insurance champions technological innovation and sophisticated uses of AI and machine learning to improve customer experience and streamline the insurance purchasing process
- In May 2018, Next announced its new 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 configuring of policies

Significance of Transaction

- The funding will enable Next Insurance to continue its expansion throughout the US as a full service insurance carrier, further innovate claims handling, offer coverage to many more classes of business, and significantly grow internal operations in both the US and Israel
- The Series B round brings Next Insurance's total funding to \$131 million in just two years

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Next Insurance and its Board of Directors
- This transaction underscores FT Partners' 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

in its Series B financing led by

 **Redpoint**

for total consideration of

\$83,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
Focused Exclusively on Financial Technology*

FT Partners Advises Goji on its Financing

Transaction Overview

- On November 15, 2017, Goji announced it has raised \$15 million in financing led by Hudson Structured Capital Management Ltd., doing business as HSCM Bermuda
- Founded in 2007 and headquartered in Boston, MA, Goji is the country's leading independent online personal lines insurance agency
 - Goji's data-driven home and automobile insurance platform enables Goji agents to seamlessly match the optimal coverage needs of its preferred buyers with Goji's integrated network of more than a dozen insurance carriers
- HSCM Bermuda was founded in 2015 and invests in reinsurance and insurance-linked assets across all lines of businesses through an array of innovative structures that allow risk transference, including from the life and property/casualty sectors, to the capital markets
- Goji's existing investors include: Thayer Street Partners, a tech-enabled financial- and business services-oriented private investment firm, Matt Coffin's Coffin Capital & Ventures, and Five Elms Capital, a Kansas City-based growth capital investment firm focused on tech-enabled companies

Significance of Transaction

- The investment allows Goji to benefit from HSCM Bermuda's sophisticated knowledge of insurance and its strong access to the insurance and reinsurance markets
- Additionally, the investment will drive accelerated growth at Goji

FT Partners' Role

- FT Partners served as a strategic and financial advisor to Goji and its Board of Directors
- This transaction underscores FT Partners' 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
strategic and financial advisor to*

Goji

in its financing led by



HSCM BERMUDA
MANAGEMENT COMPANY

for total consideration of

\$15,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

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*

Award-Winning Investment Banking Franchise Focused on Superior Client Results

	2018	<ul style="list-style-type: none"> 2018 Top Investment Bank in FinTech
 Institutional Investor Annual Ranking	2017 2015 - 2016 2006 - 2008	<ul style="list-style-type: none"> Ranked #1 Most Influential Executive on Institutional Investor's FinTech 35 List Steve McLaughlin Ranked Top 5 on Institutional Investor's FinTech 35 List Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"
 The Information	2016	<ul style="list-style-type: none"> Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"
 M&A Advisor Awards	2015 - 2017 2010 - 2014 2004 - 2007	<ul style="list-style-type: none"> Investment Banker of the Year – 2017 Investment Banking Firm of the Year – 2016 Cross Border Deal of the Year - 2016 Dealmaker of the Year – 2015 Technology Deal of the Year – 2015 Equity Financing Deal of the Year - 2014 Professional Services Deal of the Year, Above \$100 mm – 2014 Dealmaker of the Year – 2012 Professional Services Deal of the Year, Above \$100 mm – 2012 Boutique Investment Bank of the Year – 2011 Deal of the Decade – 2011 Upper Middle Market Deal of the Year, Above \$500 mm – 2010 IT Services Deal of the Year, Below \$500 mm – 2010 Cross-Border Deal of the Year, Below \$500 mm – 2010 Dealmaker of the Year – Steve McLaughlin – 2007 Business to Business Services Deal of the Year - 2007 Computer and Information Technology Deal of the Year, Above \$100 mm – 2007 Financial Services Deal of the Year, Above \$100 mm – 2007 Investment Bank of the Year – 2004
 Middle Market Financing Awards	2006 - 2008	<ul style="list-style-type: none"> Equity Financing Dealmaker of the Year – Steve McLaughlin – 2008 Information Technology Deal of the Year – 2008 Financial Services Deal of the Year – 2008 Financing Professional of the Year – Steve McLaughlin – 2006

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. 	23
Paul VanderMarck <i>Managing Director</i>		<ul style="list-style-type: none"> Former Chief Product Officer at Risk Management Solutions, a global technology business in the catastrophic risk space 25+ years of experience as an InsurTech operating executive Experienced advisor and investor in the InsurTech space 	26
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 	22
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) 	21
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 	20
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. 	16
Kate Crespo <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 12+ years of FinTech transaction execution experience Dartmouth M.B.A. 	16
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 	15
Andrew McLaughlin <i>Managing Director</i>		<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	12