

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 15, 2017

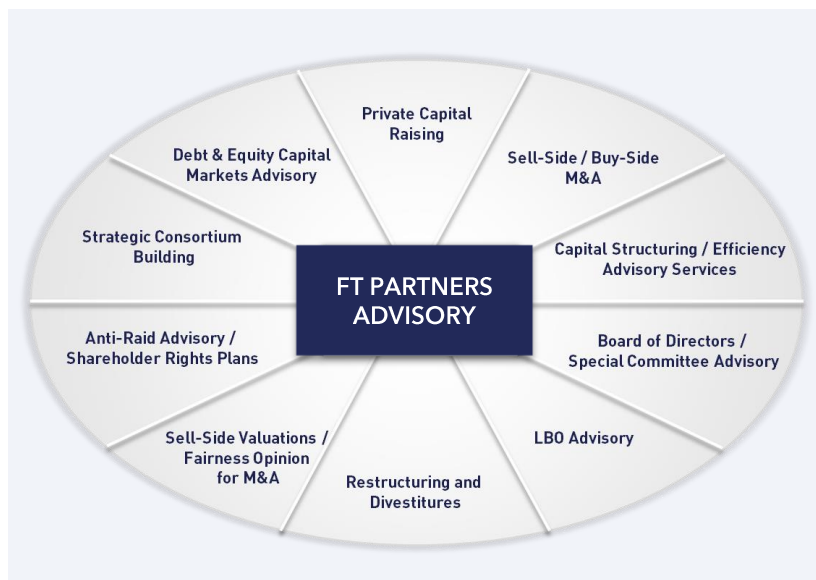


Real Matters Completes its IPO Raising C\$157 million (approx. \$114 million) (TSX:REAL)

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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steve.mclaughlin@ftpartners.com

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IPO Overview

Key IPO Statistics

Founder, President & CEO:	Jason Smith
Headquarters:	Markham, Ontario, Canada
Founded:	2004
Employees:	880
<hr/>	
Prospectus File Date:	April 10, 2016
Ticker:	REAL
Gross Proceeds:	C\$157 mm
Shares:	12,056,186
Listing Date:	May 11, 2017
Offer Price:	C\$13

Use of Proceeds

The Company intends to use the net proceeds primarily to discharge deferred purchase price obligations from a previous acquisition and repay debt.

The rest of the proceeds will be used for pursuing business growth objectives (such as increasing market share, disrupting the market and pursuing acquisitions) as well as for working capital and other corporate expenses.

TORONTO STOCK EXCHANGE

Prospectus

Real Matters, Inc.



(TSX:REAL)

Jason Smith

Founder, President & Chief Executive Officer

50 Minthorn Boulevard, Suite 401

Markham, Ontario L3T7X8



Real Matters Overview

Company Overview

- Real Matters is a leading provider of residential mortgage appraisal, title and closing and insurance inspection services in the U.S. and Canada
- The Company leverages a cloud-based technology platform and a network of independent qualified field agents to create an efficient marketplace for mortgage lending and insurance industry services
- The platform's quality control mechanisms, logistics management capabilities, capacity planning tools and transaction management features help eliminate previously manual processes
- The Company launched its appraisal platform in Canada in 2006 and in the U.S. in 2008
 - In April 2016, the Company acquired Linear, a traditional title and closing business

Subsidiaries



U.S. and Canadian
residential mortgage
industry



Canadian property and
casualty insurance industry

Platform Overview

- The Company's customers include **60** of the **top 100 lenders in the U.S.**, including all Tier 1 mortgage lenders, 3 of the Big Five Banks in Canada and **9** of the **top 15 insurance carriers in Canada**
- Through the Real Matters platform, field agents such as real estate appraisers compete to deliver performance-driven services
- Real Matters has over **33,500 field agents** working on the platform



- The Company has invested significantly in building its proprietary technology, which it believes can be expanded to additional services beyond its current usage
 - For example, the Company plans to adapt its appraisals business model and technology platform to the title and closing business, utilizing the industry expertise gained from its Linear acquisition

Real Matters Overview (cont.)

Current services offered by Real Matters are..



Appraisal Network Management Services

- **Interior and exterior residential appraisals:**
Professional valuation of a specific property as determined by an accredited real estate appraiser, after an interior / exterior inspection
- **Desktop appraisals:**
Professional valuation of a specific property done without a physical inspection of the property
- **Broker price opinions:**
Report from a real estate licensee that indicates an estimated listing price
- **Property condition reports:**
Report from a real estate professional that indicates the current condition of a property and a list of repairs that may be required



Title and Closing Services (through Linear)

- **Title search:**
Search property records and retrieve necessary documents evidencing events in the history of the property, helping to verify that all past transactions involving the property were done properly
- **Title fee quotes:**
Proprietary database of closing costs (includes title insurance, settlement and recording fees and transfer taxes) that enables more accurate disclosure to borrowers
- **Closing services:**
Schedule and perform closing of real estate transactions; prepare and review all documents for closing
- **Escrow and recording:**
After closing, disburse funds and record the mortgage with the appropriate entities
- **Collateral review services:**
Platform that lenders and servicers of closed mortgages can use to cure problems on older files that are missing information and to issue policies allowing loans to be packaged and sold as investments

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Management Team

Jason Smith

President & Chief Executive Officer



- Jason has served as CEO since the Company's inception in 2004
- He previously founded Basis100, which was sold in 2004
- Jason also serves as a director of the Company

Bill Herman

Executive Vice President & Chief Financial Officer



- William has been at Real Matters since September 2016, when he joined as Chief Accounting Officer
- He was previously Executive Vice President and Interim Chief Financial Officer at Progressive Waste Solutions

Loren Cooke

Executive Vice President, President (Solidifi)



- Loren joined Real Matters in 2008
- He previously held senior management positions at Filogix (division of Davis & Henderson) and Equifax

Kim Montgomery

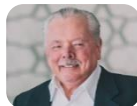
Executive Vice President



- Kim joined Real Matters in 2008
- She previously held senior positions at HSBC, leading its virtual mortgage lending channel in Canada

Jeff Patterson

Executive Vice President



- Jeff joined Real Matters in 2013
- He was previously CFO and Secretary at GHJ Capital; he also served as its CEO until October 2009

Craig Rowsell

Executive Vice President, Operations and Program Management



- Craig joined Real Matters in 2014
- He was previously Senior Vice President of Business Development & Marketing at FNF Canada Company
- He also held senior management positions at Nationwide Appraisal Services and Teranet

Ryan Smith

Executive Vice President & Chief Technology Officer



- Ryan joined Real Matters in 2006; he was previously a Vice President at Basis100
- He brings more than 18 years of experience with mortgage technologies across the Canadian and U.S. mortgage markets

Greg Twinney

Executive Vice President



- Greg joined Real Matters in 2014
- He was previously CFO and COO at Kobo; before that, he was CFO at Opalis Software (sold to Microsoft in 2009)

Kevin Walton

Executive Vice President, Corporate Development



- Kevin joined Real Matters in 2007
- He was previously a Director of Corporate Development at Centract

Industry Overview

In the United States, the Company operates in the residential mortgage industry -- in Canada, the Company offers its services for the residential mortgage and insurance inspection industries

**~\$16 billion overall
market size**



Residential Mortgage Appraisal Market

- **\$3.2 bn** in total annual spending
- Tier 1 mortgage lenders account for 30%
- 76,000 licensed appraisers in the US
- Mandatory for most mortgage purchase transactions
- Highly regulated



Residential Mortgage Appraisal Market

- **C\$200 mm** (approx. \$146 mm USD) in total annual spending
- Big Five Banks account for approximately 80%
- Appraisal rate is currently around 50%, but that number is expected to increase due to growing regulatory pressures



Title and Closing Market

- **\$13.0 bn** in annual spending on written premiums
- Provided by title insurance underwriters or independent title agents
- Consists of both purchase and refinance transactions



Insurance Inspection Market

- **C\$60 mm** (approx. \$44 mm USD) in total annual spending
- Inspections determine the replacement cost of a property (vs. an appraisal, which determines market value)
- 67% outsourced; 33% completed by insurance companies in-house
- 60% residential; 40% commercial

Growth Strategy



Continue growth in residential mortgage appraisal market

- Continue to grow market share in existing residential mortgage appraisal business by maintaining relationships with recently launched clients, including several Tier 1 mortgage lenders



Several trends in the massive (\$1.9 trillion) mortgage market suggest that third-party service providers such as Real Matters will grow in the future:

- **Increased regulation:** With increased oversight and regulatory requirements, mortgage lenders are becoming more reliant on third-party service providers to help them remain compliant
- **Increasing focus on core operations:** Increased volatility, greater regulatory scrutiny and higher cost of business have caused lenders to focus on their core operations, causing a shift away from affiliate business models and in-house technology to obtaining key services from third-party providers
- **Increasing focus on end consumer:** Mortgage lenders are increasingly focused on providing best-in-class services and experiences; appraisal and title and closing will be a significant opportunity as those services require significant borrower interaction and have a sizable impact on customer experience
- **Increasing focus on technology:** Mortgage lenders are increasingly focused on using technology to operate more efficiently, especially third-party service providers who are able to support the complexity of the industry



Disrupt title and closing

- Acquisition of Linear will help expand the Company's total addressable market into the title and closing business
- While Linear currently services Tier 3 and 4 clients, the Company plans to leverage existing relationships with Tier 1 and 2 clients to gain market share in the business



Pursue acquisition opportunities

- Having previously acquired traditional businesses and integrated them successfully into the Real Matters platform, the Company plans to continue looking for strategic acquisitions in existing or new, but complementary business lines

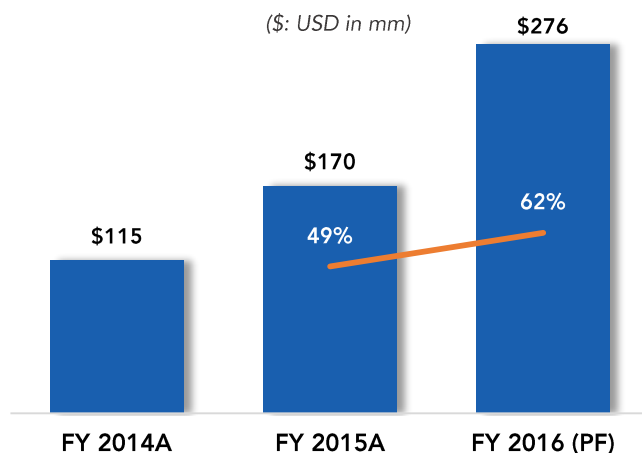
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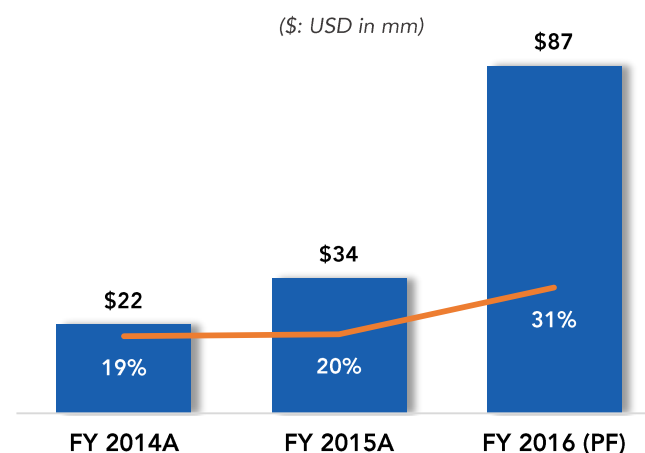


Financial Overview

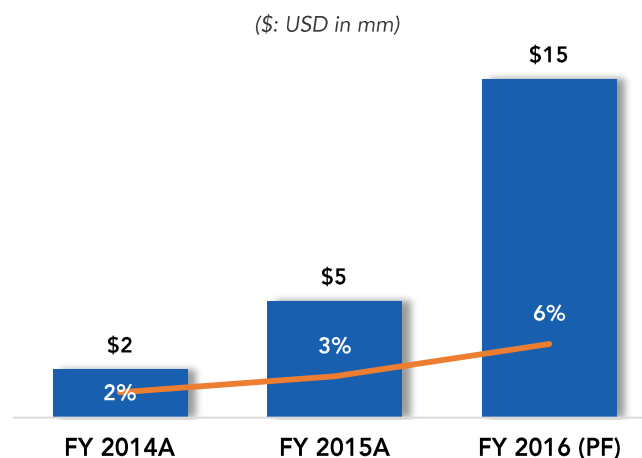
Total Revenue / % Growth



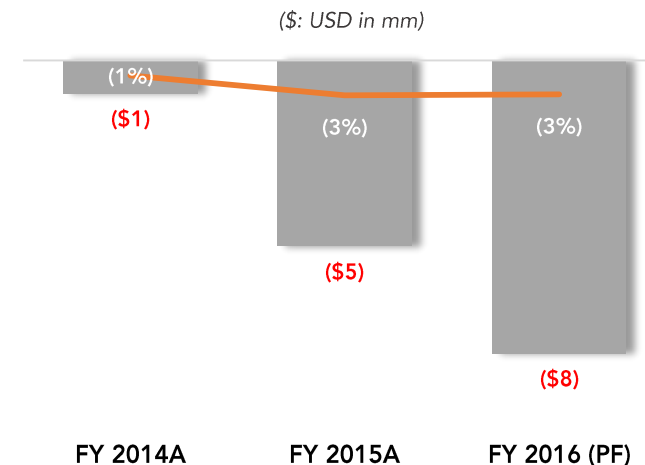
Gross Profit / % Margin



Adjusted EBITDA / % Margin



Net Income (Loss) / % Margin



Source: Company prospectus

Note: 2016 pro-forma figures include acquisition of Linear, which closed in April 2016

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Publicly Traded Comparables

Company Name	Price 05/11/17	% MTD Change	% LTM High	Market Value (\$ mm)	Enterprise Value (\$ mm)	Multiples									Growth Rates			Margins		
						Price / Earnings			EV / EBITDA			EV / Revenue			Revenue		EPS	EBITDA		P / E / G
						LTM	CY 17E	CY 18E	LTM	CY 17E	CY 18E	LTM	CY 17E	CY 18E	CY 17E	CY 18E	LT	CY 17E	CY 18E	CY 17E
Real Matters	\$ 9.49	na	na	\$ 825	\$ 823	nm	na	na	41.7 x	na	na	2.6 x	na	na	na	na	na	na	na	na
MORTGAGE / REAL ESTATE TECHNOLOGY																				
Zillow	\$ 43.46	10 %	98 %	\$ 9,362	\$ 9,174	nm	nm	nm	nm	40.1 x	30.2 x	10.1 x	8.6 x	7.2 x	26 %	19 %	nm	21 %	24 %	na
CoStar	252.88	4	99	8,335	8,066	nm	nm	38.8	36.3	30.0	21.5	9.3	8.5	7.4	14	14	19	28	35	na
Black Knight Financial Services	38.90	(7)	92	2,641	5,154	nm	28.6	24.4	14.7	10.0	9.0	4.9	4.8	4.3	5	10	14	47	48	2.0
CoreLogic	41.71	(2)	96	3,558	5,043	32.2	18.3	16.2	12.6	10.8	10.0	2.6	2.7	2.6	(5)	3	12	25	26	1.5
Ellie Mae	106.53	2	94	3,769	3,642	nm	nm	43.9	47.1	25.1	19.0	9.6	8.3	6.7	22	23	25	33	36	na
Zoopla	4.57	(4)	88	2,974	3,163	41.3	24.3	20.5	34.9	25.9	22.2	12.4	10.0	8.9	24	12	16	39	40	1.6
RealPage	35.05	(6)	92	2,799	2,860	nm	38.6	31.8	32.3	17.9	14.4	4.8	4.4	3.9	14	13	20	25	27	1.9
Altisource Portfolio Solutions	19.08	(18)	41	352	651	10.6	7.1	7.9	4.0	6.3	5.0	0.7	0.7	0.9	(10)	(22)	20	11	18	0.4
Reis	19.25	3	72	227	206	nm	nm	36.8	27.6	14.2	10.8	4.4	4.1	3.6	6	12	na	29	34	na
Median		(2)%	92 %			na	24.3 x	24.4 x	36.3 x	17.9 x	14.4 x	9.7 x	4.8 x	4.3 x	14 %	12 %	19 %	28 %	34 %	1.6 x
Mean		(2)	86			na	23.4	27.5	36.3	20.0	15.8	9.7	5.8	5.1	11	9	18	29	32	1.5

Source: Company prospectus, Capital IQ

Note: LTM pro-forma figures include acquisition of Linear, which closed in April 2016

Selected FT Partners' Research – *Click to View*

FT PARTNERS FINTECH INDUSTRY RESEARCH

April 11, 2017



Upgrade Raises \$60 million of Equity and Debt in Series A Financing

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Upgrade Raises \$60 mm in Series A Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

January 17, 2017



Funding Circle Raises \$100 million in Financing Led by Accel



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Funding Circle Raises \$100 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

February 28, 2017



SoFi Raises \$500 million in Series F Financing Led by Silver Lake



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SoFi Raises \$500 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

April 28, 2017



Wecash Raises \$80 mm in Series C Financing Led by China Merchants Venture Capital, Forebright Capital and SIG Ventures





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Wecash Raises \$80 million in Series C Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 8, 2017



JD.com Divests JD Finance Valuing the Company at Approximately \$7.3 billion



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JD.com Divests JD Finance

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 7, 2017



Atom Bank Raises £83 million (~\$102 million) in Financing From Current Investors





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Atom Bank Raises £83 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 20, 2017



Vista Equity Partners Acquires D+H for approximately \$3.6 billion



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Vista Equity Partners Acquires D+H for Approximately \$3.6 billion

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 26, 2017



Warburg Pincus Acquires 35% Stake in Avaloq for ~\$353 million



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Warburg Pincus Acquires a 35% Stake in Avaloq for ~\$353 million

VIEW MORE FT PARTNERS RESEARCH

Proven Track Record of Success Across the Banking / Lending Tech Space

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as financial advisor to</p> <p>GreenSky™</p> <p>in its minority investment from</p> <p>DST ICONIQ TPG WILLINGTON MANAGEMENT</p> <p>for total consideration of</p> <p>\$ 300,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>L2C inc</p> <p>in its sale to</p> <p>TransUnion™</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 pleased to announce its role as advisor to</p> <p>Kabbage</p> <p>in its Series E minority financing led by</p> <p>HCP BEVERIDGE CAPITAL PARTNERS ING Scotiabank®</p> <p>for total consideration of</p> <p>\$ 135,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>earnest</p> <p>in its Series E minority financing led by</p> <p>BV maveron ADAMS STREET</p> <p>for total consideration of</p> <p>\$ 75,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>SOFTGATE RETAIL PAYMENTS EXCHANGE</p> <p>in its sale to</p> <p>TIO Networks</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 pleased to announce its role as advisor to</p> <p>Google capital</p> <p>in its lead investment in</p> <p>Credit Karma</p> <p>with additional participation from</p> <p>TIGER SIG Ribbit Capital</p> <p>for approximately</p> <p>\$ 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 pleased to announce its exclusive role as financial advisor to</p> <p>optimalblue</p> <p>in its sale to</p> <p>GTCR</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>FLEET ONE</p> <p>in its cash sale to</p> <p>wex</p> <p>for total consideration of approximately</p> <p>\$ 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>WebEquity solutions™</p> <p>in its sale to</p> <p>MOODY'S</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 pleased to announce its exclusive role as Capital Markets & IPO Advisor to</p> <p>ELLIE MAE®</p> <p>in its</p> <p>\$45,000,000 Initial Public Offering</p> <p>valuing the equity at approximately</p> <p>\$ 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 pleased to announce its exclusive role as sole debt capital advisor to</p> <p>jack henry & ASSOCIATES INC.</p> <p>in its acquisition of</p> <p>iPay Technologies</p> <p>for total consideration of approximately</p> <p>\$ 300,000,000</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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>CORILLIAN</p> <p>in its sale to</p> <p>CheckFree®</p> <p>for approximately</p> <p>\$ 245,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

FT Partners Advised on Many of the Largest Alternative Lending Transactions

Company	Investor(s)	Amount Raised
	Affiliates of  Jefferies 	\$5,000,000,000 Loan Commitment
		2,000,000,000 Loan Commitment 50,000,000 Investment
	   	300,000,000
	    	135,000,000
	  	75,000,000
	QUESTMARK PARTNERS   	65,000,000

In addition to these large rounds, FT Partners has advised on a number of other prominent Lending Tech / Alt Lending transactions

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its latest investment in</p> <p> with additional participation from</p> <p>   for approximately</p> <p>\$ 85,000,000</p> <p>FINTECH 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its growth financing from</p> <p>  for total consideration of approximately</p> <p>\$ 15,000,000</p> <p>FINTECH 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its growth financing for total consideration of</p> <p>\$ 9,000,000</p> <p>FINTECH 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its Series C financing led by</p> <p> with additional participation from</p> <p> for approximately</p> <p>\$ 35,000,000</p> <p>FINTECH 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its financing, including investment from</p> <p>  for approximately</p> <p>\$ 15,000,000</p> <p>FINTECH 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its growth financing for total consideration of</p> <p>\$ 19,500,000</p> <p>FINTECH 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its sale to</p> <p></p> <p>FINTECH 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its Series E minority financing led by</p> <p> with participation from</p> <p>  for total consideration of</p> <p>\$ 38,000,000</p> <p>FINTECH 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its</p> <p>\$45,000,000 Initial Public Offering valuing the equity at approximately</p> <p>\$ 146,000,000</p> <p>FINTECH 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its strategic investment in</p> <p> with additional participation from</p> <p> for total consideration of approximately</p> <p>\$ 70,000,000</p> <p>FINTECH 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> an affiliate company of</p> <p> in its sale to</p> <p> an affiliate company of</p> <p></p> <p>FINTECH 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 pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its sale to</p> <p>Moody's</p> <p>FINTECH TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

Significant Experience Advising Large Financing Rounds and “Unicorns”

FT Partners has a history of advising on some of the largest financing transactions in the FinTech space

Representing numerous FinTech “Unicorns” above \$1 billion valuations

Company	Amount Raised
 MERCURY®	\$420,000,000+
 GreenSky™	300,000,000+
 avidxchange	253,000,000
 liquidnet	250,000,000
 square trade protection plans	238,000,000
 nmi	150,000,000+
 Kabbage	135,000,000
 TradingScreen SIMPLIFYING GLOBAL MARKETS™	110,000,000+
 YAPSTONE™ POWERING PAYMENTS	110,000,000
 CHROMERIVER	100,000,000
 Credit Karma™	85,000,000
 earnest	75,000,000
 taulia	65,000,000

Selected Prominent Investors in FT Partners Led Rounds



FT Partners Advises Optimal Blue on its Sale to GTCR

Overview of Transaction

- Optimal Blue has agreed to sell to GTCR, a leading private equity firm
- Backed by Serent Capital, Optimal Blue is one of the largest SaaS providers of enterprise services to mortgage originators & investors
- The Company created the first cloud-based Product & Pricing Engine (“PPE”) and is now the largest independent provider of pricing solutions in the mortgage ecosystem
- GTCR has committed up to \$350 million of equity capital to the investment to pursue growth initiatives at Optimal Blue as well as complementary acquisitions to provide information and other digital services to the \$14 trillion mortgage marketplace

Significance of Transaction

- Represents one of the largest Mortgage Technology M&A transactions in recent times
- Represents a highly favorable outcome to Optimal Blue management and Serent Capital, its private equity backer

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Optimal Blue and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help bring in a knowledgeable partner with deep domain expertise in financial services
- Transaction demonstrates FT Partners’ continued success advising top-tier financial technology companies

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

GTCR



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Focused Exclusively on Financial Technology*

FT Partners Advises Ellie Mae in its \$146 million IPO

Overview of Transaction

- Ellie Mae (the "Company") priced 7.5 million shares at \$6 per share in its initial public offering, implying a total offering size of \$45 million
- The Company began trading on the NYSE under the ticker ELLI
- Ellie Mae is a leading provider of enterprise level, on-demand automated solutions for the residential mortgage industry
- Ellie Mae sold 5 million shares in the offering with the remaining 2.5 million sold by existing stockholders
- Underwriters were granted the option to purchase up to an additional 1.125 million shares from selling stockholders to the extent they sold more than 7.5 million shares

Significance of Transaction

- The IPO provided capital to fund future growth and enabled the Company to more effectively serve its user base
- In addition to returning capital to shareholders, proceeds of the transaction were used for general corporate purposes, acquisitions and / or investments in new technologies, solutions or businesses

FT Partners' Role

- FT Partners served as strategic, financial and IPO advisor to Ellie Mae and its Board of Directors
- FT Partners managed the entire IPO process, enabling management to focus on growing the business

Financial Technology Partners LP FTP Securities LLC

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



in its

\$45,000,000

Initial Public Offering

valuing the equity at approximately

\$ 146,000,000



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FT Partners Advises GreenSky on its \$300 million Minority Investment

Overview of Transaction

- GreenSky completed a minority \$300 million financing round from TPG, DST, Iconiq and Wellington Management
- The Company provides an online loan platform that allows businesses to offer flexible credit programs to their customers – promoting higher transaction values and driving sales growth
- GreenSky's proprietary, technology-driven platform enables partners to make informed, real-time credit decisions and allows for real-time transaction processing
- The Company has grown to be a leader in the emerging Alternative Lending space, with a particular focus on home improvement financing

Significance of Transaction

- Represents the largest private equity financing in the Alternative Lending space to date
- Demonstrates a fundamental shift in lending customer acquisition models away from traditional banks and towards specialists like GreenSky
- This transaction positions GreenSky as a clear leader in Alternative Lending and enables the company to continue to innovate and bring additional products to market

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to GreenSky and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- Transaction demonstrates FT Partners' continued success advising top-tier financial technology companies

Financial Technology Partners LP FTP Securities LLC

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



in its minority investment from



for total consideration of

\$ 300,000,000



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FT Partners Advises CCS in its Sale to Misys

Overview of Transaction

- On August, 11, 2014, Custom Credit Systems (“CCS”), owned by Triton Pacific Capital Partners, announced its sale to Misys, owned by Vista Equity Partners
- Backed by Triton Pacific, CCS is a premier provider of commercial credit origination, servicing and portfolio monitoring systems to leading financial institutions
- Financial terms of the transaction were not disclosed

Significance of Transaction

- CCS’s comprehensive credit lifecycle management platform is one of the few in the marketplace that satisfies the breadth and depth of both small / middle market and large corporate commercial credit origination, servicing and portfolio platform needs
- The combination of CCS and Misys results in the most comprehensive solution for the entire loan lifecycle across all lending asset classes, globally

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to CCS and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for stakeholders
- Transaction demonstrates FT Partners' continued success in achieving highly attractive outcomes for leading banking technology / loan origination software firms

Financial Technology Partners LP FTP Securities LLC

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

customcredit
systems®

a portfolio company of

TritonPacific
Capital Partners, LLC

in its sale to

 **MISYS**
FINANCIAL SOFTWARE

a portfolio company of

 **VISTA**
EQUITY PARTNERS

**FINANCIAL
TECHNOLOGY
PARTNERS**

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FT Partners Advises WebEquity in its Sale to Moody's

Overview of Transaction

- On June 9, 2014, WebEquity Solutions ("WebEquity") announced its sale to Moody's Analytics ("Moody's"), a unit of Moody's Corporation
- Backed by Alpine Investors, WebEquity is a leading provider of cloud-based / SaaS loan origination solutions for financial institutions
- The transaction is expected to close in the third quarter; financial terms of the transaction were not disclosed

Significance of Transaction

- WebEquity is one of the higher growing SaaS-based software models across the financial technology sector
- FT Partners also represented WebEquity's majority holder, Alpine Investors, in the highly successful \$145,000,000 sale of EDC to Cardtronics
- The acquisition strengthens Moody's position in loan origination software and bolsters its suite of risk management products for banks, insurance companies and corporations

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to WebEquity and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for stakeholders
- Transaction demonstrates FT Partners' continued success in achieving highly attractive outcomes for leading banking technology firms

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

MOODY'S



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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



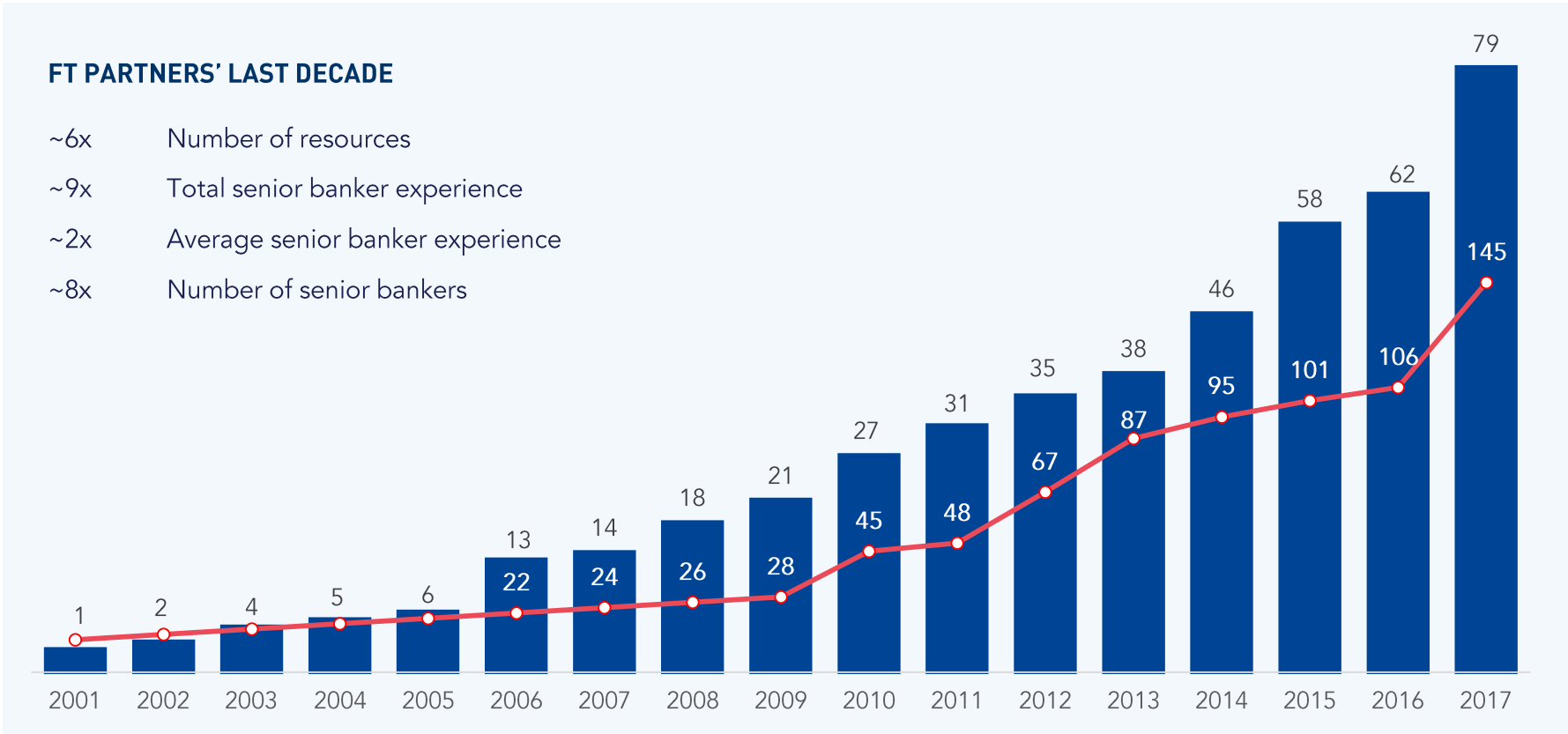
M&A Advisor Awards



Middle Market Financing Awards

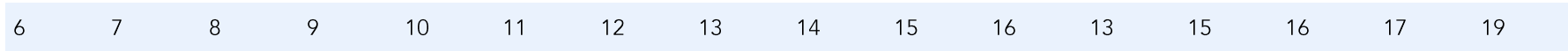
2016	<ul style="list-style-type: none"> Investment Banking Firm of the Year Cross Border Deal of the Year
2015	<ul style="list-style-type: none"> Dealmaker of the Year Technology Deal of the Year
2014	<ul style="list-style-type: none"> Equity Financing Deal of the Year Professional Services Deal of the Year, Above \$100mm
2012	<ul style="list-style-type: none"> Dealmaker of the Year Professional Services Deal of the Year, Above \$100mm
2011	<ul style="list-style-type: none"> Boutique Investment Bank of the Year Deal of the Decade <i>10 Deal of the Year Nominations Across 9 Categories</i>
2010	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List
2006 - 2008	<ul style="list-style-type: none"> Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology
2008	<ul style="list-style-type: none"> Equity Financing Dealmaker of the Year – Steve McLaughlin Information Technology Deal of the Year Financial Services Deal of the Year
2006	<ul style="list-style-type: none"> Financing Professional of the Year – Steve McLaughlin <i>Financing Deal of the Year - Equity</i> <i>Financing Deal of the Year - Debt</i>

Platform of Choice for Clients and Bankers Alike











■ Employees —○— Total Exp. Of Directors / MDs (Years)

Avg Years of Director / MD Experience



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