

# FT PARTNERS FINTECH INDUSTRY RESEARCH

March 1, 2021

## INSURTECH CEO INTERVIEW:

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# CLAIM GENIUS

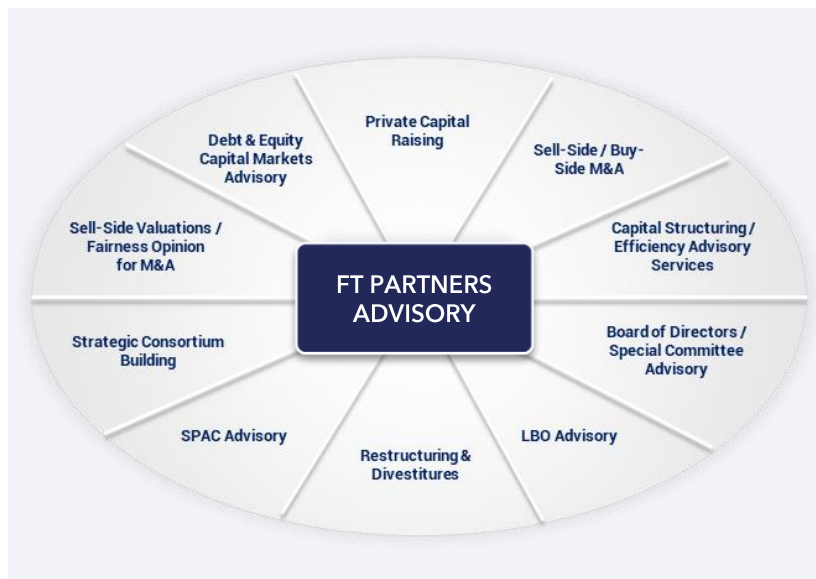
*With Founder & CEO Raj Pofale*

Artificial Intelligence Claims Software

## 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



**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"**

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## Claim Genius Overview

### Company Overview



**Founder & CEO:** Raj Pofale

**Headquarters:** Iselin, NJ

**Founded:** 2017

- Claim Genius is a leading artificial intelligence (AI) claims organization bringing innovation to the auto insurance market through AI
- The Company's patent-pending image and predictive analysis tools allow carriers to reduce claim processing time and increase profitability by providing instant damage estimates
- The Company's platform facilitates the processing of claims based on uploaded accident photos, enabling insurers to receive critical information at first notice of loss
- Claim Genius also offers AI solutions for the recycling, salvage and lease industries which drive improvements in the accuracy and efficiency of several key workflows

### Management Team



**Raj Pofale**  
Founder & CEO



**Dr. Hemant Joshi**  
CTO



**Michael Macdonald**  
COO



**Sanjiv Sahni**  
CFO

### Select Products & Services

#### Auto Insurance



**GeniusCLAIM**



**GeniusPREINSPECT**

- Claim Genius' flagship claim estimation system for carriers leverages the latest AI technology to allow for instant decisions
- GeniusPREINSPECT uses AI damage estimation technology, saving carriers significant processing time and costs

#### Recycling, Salvage & Lease



**GeniusSALVAGE**



**GeniusRECYCLE**



**GeniusLEASE**

- The Company launched products addressing the recycling, salvage, and lease markets in 2020, all of which built upon its existing technology infrastructure

### Selected Recent Financing History

Date	Size (\$ mm)	Investor(s)
07/22/20	5.5	Financial Link; SIRI Info Solutions
01/01/18	2.3	Undisclosed Investors

## Claim Genius CEO Interview

CLAIM GENIUS



**Raj Pofale**

Founder & CEO

***“We have an ‘Active Feedback Loop’ built into our platform, which helps us continuously improve our accuracies to make straight through processing and touchless claims a reality.”***

### ***What is your background and what inspired you to found Claim Genius?***

Being an entrepreneur by nature, I was always looking for innovative and disruptive ideas to start with. Coincidentally, my wife got into an accident and it took about 5-6 weeks to get the final assessment and it took even more time for the full claim settlement. This incident inspired me to dig deep to find out the root of the problem and develop a solution and that is how Claim Genius came into existence in 2017-2018.

### ***How have you trained your AI models to recognize vehicle damage? What is your accuracy rate today and where do you want that to go in the future?***

Yes, we have trained our AI models with most of the body types available in North America and India. We evaluate our accuracies for different categories such as parts identification, damage identification, replace / repair recommendations, internal parts identifications, airbag deployment, glass parts damages, total loss recommendation etc. Overall, our accuracies are in acceptable ranges, which helps customers to make the platform operational. We have an “Active Feedback Loop” built into our platform, which helps us continuously improve our accuracies to make straight through processing and touchless claims a reality.

## Claim Genius CEO Interview (cont.)

CLAIM GENIUS

### Exclusive Interview – Raj Pofale

***“Each of our recommendations are backed by a confidence score – wherever our confidence score is below thresholds, we recommend desk adjusters to review and provide feedback.”***

***Viewing superficial damage on the outside of a vehicle is one issue, but how do you “see inside” the vehicle to determine which parts may be damaged and in need of replacement?***

Over time, we have trained our algorithms to enable us to recommend associated and internal parts replacements. Each of our recommendations are backed by a confidence score – wherever our confidence score is below thresholds, we recommend desk adjusters to review and provide feedback. For now, our internal damage assessment is available for our customers in India and will be available by Q2 2021 for customers in North America.

***Please walk us through how your technology will be used in the claims process.***

The Claim Process gets initiated with First Notice Of Loss (FNOL). Claim Genius has guided a mobile FNOL App, which can be integrated with the customer’s FNOL App. Consumers or field adjusters can use any photo acquisition app to capture pictures or 360-degree videos of the damage on the vehicle and submit that to CG’s AI algorithms using CG’s proprietary API. CG’s AI algorithms then automatically identify the position of damages, all external parts, which include large panels to small parts like handles, mirrors, and headlights, and it classifies damages such as dents, scratches, and tears to determine the severity of damages and suggest replace or repair recommendations. This operation usually takes 2.5 minutes, and the assessment gets sent to desk adjusters for review, which they can approve, notifying the customer with an overall repair estimate along with Total Loss recommendation in case of severe accidents.

***“Claim Genius keeps track of pre vs post assessments and presents a comparative analysis to the customers. This will save a tremendous amount of time and human efforts and will automate this process, ultimately expediting the overall rental & leasing return process.”***

***How can your technology be applied for pre and post-inspection for rental and leasing companies, for example? What other opportunities do you see for your technology?***

Claim Genius performs damage classification to the level of detail that includes scratches, tears, dents, size of dents and severity of damages. For rental or leasing companies, these damage classifications are extremely important in order to keep track of pre vs post rental / lease assessments to accurately charge the customer or to calculate the depreciation of the vehicles. Claim Genius keeps track of pre vs post assessments and presents a comparative analysis to the customers. This will save a tremendous amount of time and human efforts and will automate this process, ultimately expediting the overall rental and leasing return process.

***How are you distributing your product? How long does an implementation typically take?***

Claim Genius' product is a white label platform and can be distributed using an API implementation. Usually, it takes 6-8 weeks for integration and implementation. Our products are also available through our channel partners. For example, we are integrated with Ernst & Young's claims platform and through our systems integration partners such as Genpact, HCL, TCS, Cognizant, and iNube.

## Claim Genius CEO Interview (cont.)

CLAIM GENIUS

### Exclusive Interview – Raj Pofale

***“By the end of 2021, we are looking to cover most of the body types across multiple geographies and all categories of claims assessment.”***

***You have customers and partners spread across multiple continents. What are some of the regional differences in how your technology can be used and how auto repairs are handled?***

Yes, our customers and partners are spread across North America, Europe, India and Southeast Asia. Regional differences are due to Loss Adjustment Rules in these different geographies, the look and feel of the different body types, labor time, and rates. When entering a new geography, we customize our platform with the local rules using the local data. Most of the customers in these geographies start with triage decisions for repairable vs Total Loss vehicles, low damage claims and eventually move to the high severity claims. A few of our customers are also using our platform for automatization of their policy underwriting decisions. Along with insurance customers, we have rental and leasing customers who use our platform for pre vs post rental inspections.

***What does your product roadmap look like? Where do you see the Company over the next five years?***

By the end of 2021, we are looking to cover most of the body types across multiple geographies and all categories of claims assessment. This will be followed by passenger vehicles claims and products for Total Loss Auction Yards and Recyclers before finally moving to commercial automobile. I am very confident that we will be known as a global leading AI Automobile Claims company in the next 5 years!



## Recent Exclusive InsurTech CEO Interviews – [Click to View](#)



**Jeroen Morrenhof**

FRISS offers fraud detection and risk assessment software that enables P&C insurers to assess risks in real time, payout legitimate claims faster, and improve the customer experience



**Jorey Ramer**

Super is a subscription service reinventing home warranty – it provides care and repair for homes, covering breakdowns and managing the logistics for home service needs



**Illya Bodner**

Bold Penguin operates the largest commercial insurance exchange powering over 100,000 quote starts every month



**Spike Lipkin**

Newfront Insurance is the fastest growing insurance brokerage in the nation, combining insurance experts with proprietary technology that makes the insurance process less cumbersome, more transparent, and more effective for its clients and brokers



**Sreevathsa Prabhakar**

Servify is a seamless aftersales service platform that partners with repair centers, logistic partners, payment gateways, distributors, retailers, and insurance carriers to offer authorized extended warranty services to consumers



**Trevor Burgess**

Neptune Flood is an insurance intermediary that helps consumers and businesses quickly and easily purchase flood insurance

[VIEW ALL RECENT INTERVIEWS](#)



# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

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



CoverWallet's Sale to Aon



Bold Penguin's Sale to American Family Insurance



Servify's \$23 million Series C Financing



Assurance's \$3.5 billion Sale to Prudential



Metromile Merges with INSU Acquisition Corp.



MediaAlpha Completes its IPO Raising \$176 million



Hippo Raises \$350 million in Financing



HOVER Raises \$60 million in Series D Financing

[VIEW MORE FT PARTNERS RESEARCH](#)

## 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

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*on its sale to*



*for total consideration of up to*

# \$3,500,000,000



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## 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	GM 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

Source: BizJournals, CB Insights, PitchBook

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

## 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

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*in its sale to*



*for total consideration of*

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



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## 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

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**NEXT**  
INSURANCE

*on its Series C financing from*

**Munich RE** 

*for total consideration of*

**\$250,000,000**

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## 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**



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## FT Partners Advises Screenshot on its \$29 million Series E Financing

### Overview of Transaction

- On May 20, 2019, Screenshot announced it has raised \$29 million in Series E financing from new investors Nationwide, Sedgwick and State Auto Labs, with participation from Tola Capital
  - Existing investors Liberty Mutual Strategic Ventures, F-Prime Capital, OCA Ventures, and an affiliate of USAA also participated in the round
- Headquartered in Chicago, IL, Screenshot is a leading provider of virtual claims technology for the personal and commercial insurance marketplace
- Since its founding in 2010, Screenshot has used its technology to digitally transform claims workflows for over 75 clients and their customers

### Significance of Transaction

- This financing will allow Screenshot to accelerate the delivery of its SaaS claims platform for all lines of property and casualty, further invest in advanced analytics capabilities, and expand its team to serve clients globally
- With this round, Screenshot has raised a total of \$71 million in financing

### FT Partners' Role

- FT Partners served as sole strategic and financial advisor to Screenshot and its board of directors
- This transaction underscores FT Partners' deep InsurTech domain expertise and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

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*in its Series E financing with new investors*



*with participation from*



*for total consideration of*

**\$29,000,000**



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## FT Partners Advises Bold Penguin on its Sale to American Family Insurance

### Overview of Transaction

- On January 14, 2021, American Family Insurance, the nation's 13<sup>th</sup> largest property / casualty insurance group, announced it has entered into a definitive agreement to acquire Bold Penguin, a rapidly growing commercial insurance technology provider based in Columbus, Ohio
- Founded in 2016, Bold Penguin is an InsurTech innovator that rapidly increases speed-to-bind for commercial insurance, operating the largest commercial insurance exchange powering over 100,000 quote starts every month

### Significance of Transaction

- By leveraging technologies such as machine learning and data-based insurance intelligence capabilities, Bold Penguin has improved the process of shopping for insurance for small businesses, the brokers they rely on and the carriers that service them
- The acquisition continues American Family's transformation into a national, multi-line insurer, created in part through multiple acquisitions and a merger, and also reflects the Company's involvement with adjacency companies that complement its insurance operations

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Bold Penguin in this transaction
- FT Partners previously advised Bold Penguin on its [acquisition of RiskGenius](#)
- This transaction highlights the long-term nature of many of FT Partners' client relationships, as well as our deep domain expertise and transaction experience across the InsurTech sector

### Financial Technology Partners LP FTP Securities LLC

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**BOLD  
PENGUIN**

*on its landmark strategic sale to*

**AMERICAN FAMILY  
INSURANCE®**

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## FT Partners Advises Enservio on its Sale to Solera

### Overview of Transaction

- On July 19, 2016 Enservio, Inc. (“Enservio” or the “Company”) announced it has entered into a definitive agreement to be acquired by Solera
- Headquartered in Needham, Massachusetts, Enservio is the largest U.S. provider of SaaS-based software and services to the property contents insurance marketplace
  - Existing investors include Bain Capital Ventures and Matrix Partners
- Solera Holdings (“Solera”) is a leading provider of digitally-enabled risk and asset management software and services to the automotive and property marketplace
  - Acquired by Vista Equity Partners for \$6.4bn in Sept. 2015

### Significance of Transaction

- Enservio’s proprietary database of more than \$10 billion in property contents information will add another component to Solera’s Digital Home platform
- Move signals accelerated expansion of Solera’s asset management and risk protection technologies for life’s most important assets
- Acquisition leverages Solera’s unique Invent & Acquire (“I&A”) strategy
- Highly-attractive outcome for both Enservio and Solera

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Enservio and its Board of Directors
- Transaction demonstrates FT Partners’ continued success advising top-tier companies and achieving outstanding results within the Insurance IT and Services sector

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**enservio**

*in its sale to*

**Solera**



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## FT Partners Advises Bold Penguin on its Acquisition of RiskGenius

### Overview of Transaction

- On October 6, 2020, Bold Penguin announced its acquisition of RiskGenius, a pioneer in insurance document intelligence software
- The RiskGenius platform is an AI-driven, SaaS-based solution made specifically for the insurance industry; it applies machine learning to insurance policies, allowing users to rapidly understand terms of coverage across a library of policy documents including policy review, compliance, competitive analysis and emerging risk assessments
- Bold Penguin operates the largest commercial insurance exchange powering over 100,000 quote starts every month
- The acquisition will add RiskGenius's data and analytics products along with its highly skilled and seasoned team

### Significance of Transaction

- With this acquisition, RiskGenius will join Bold Penguin's insurance intelligence effort, which leverages data and has a focus on intuitive workflow processing
- This is Bold Penguin's second acquisition this year, continuing to build on its position as the market leader in the \$300 billion commercial insurance space

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Bold Penguin in this transaction
- This transaction underscores FT Partners' deep domain expertise and transaction experience across the InsurTech sector

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**BOLD  
PENGUIN**

*on its acquisition of*

 **riskgenius**

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## FT Partners Advises CoverWallet on its Sale to Aon

### Overview of Transaction

- On November 20, 2019, Aon (NYSE:AON) announced that it has signed a definitive agreement to acquire CoverWallet
- Launched in 2015, CoverWallet is a leading technology company reinventing the multi-billion dollar commercial insurance market for small businesses
- Powered by deep analytics, thoughtful design, and state-of-the-art technology, the Company provides an easy way to understand, buy, and manage business insurance online
- CoverWallet offers a wide variety of commercial coverages to small businesses with numerous carrier partners nationwide
- The transaction is expected to close during the first quarter of 2020, after which the CoverWallet organization will go to market as CoverWallet, an Aon company

### Significance of Transaction

- CoverWallet will add large and rapidly growing direct-to-consumer and business-to-business channels to Aon's small commercial insurance businesses, significantly expanding the total addressable market of both companies
- The acquisition provides Aon with additional access to the fast-growing, \$200+ billion premium digital insurance market for small and medium-sized businesses, as well as the opportunity to leverage CoverWallet's platform and digital, design, technology and data science capabilities already deployed at scale
- Additionally, CoverWallet provides Aon with an experienced team and deep expertise in productizing technology in financial services

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to CoverWallet 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

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**coverwallet**

*on its sale to*

**AON**

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## FT Partners' Recent Awards and Recognition

### Bloomberg

#### Bloomberg

- FT Partners' Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- View the [full article](#) and watch the live [TV interview](#)



#### M&A Advisor Awards

- Technology Deal of the Year (2019)
- Cross Border Deal of the Year and Corporate / Strategic Deal of the Year (2018)
- Investment Banker of the Year (2017) – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Investment Banking Firm of the Year (2016) – FT Partners



#### LendIt FinTech Industry Awards 2018:

- FT Partners wins Top Investment Bank in FinTech

### Institutional Investor



#### The FinTech Finance 40:

- Steve McLaughlin ranked #1 in 2017 and 2018

### The Information

A chart titled "Silicon Valley's Most Popular Dealmakers" showing the top 10 dealmakers in the region. Steve McLaughlin is ranked #2.

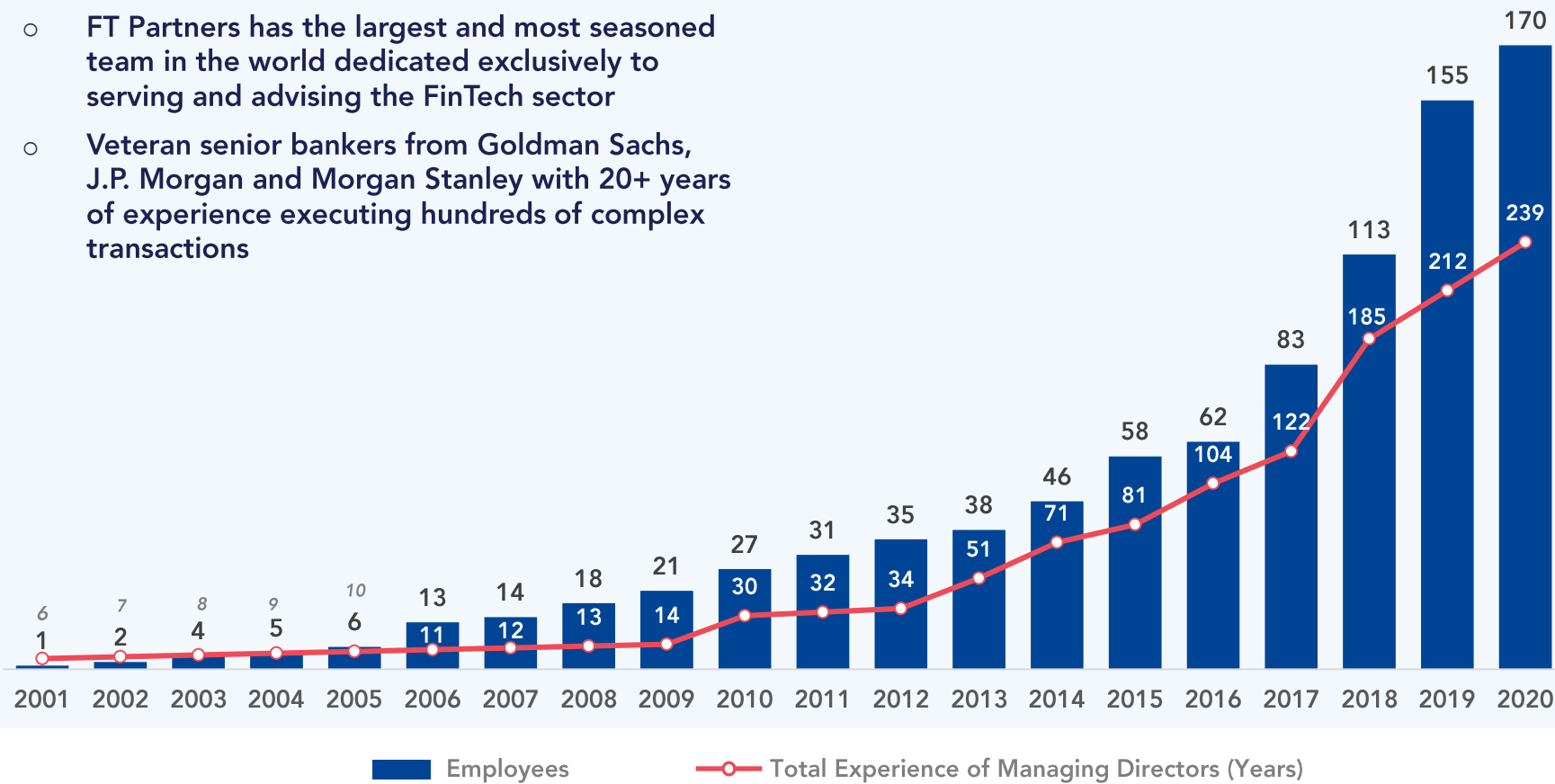
Rank	Name	Firm
1	Sam Altman	OpenMarket
2	Steve McLaughlin	FT Partners
3	Michael Bishop	FT Partners
4	Paul Rosen	FT Partners
5	Quincy Smith	FT Partners

#### The Information's "Silicon Valley's Most Popular Dealmakers"

- Ranked as the #2 top Technology Investment Banker by The Information subscribers (2016)
- Only FinTech focused investment banking firm and banker on the list

## The Largest FinTech Advisory Practice in the World

- FT Partners has the largest and most seasoned team in the world dedicated exclusively to serving and advising the FinTech sector
- Veteran senior bankers from Goldman Sachs, J.P. Morgan and Morgan Stanley with 20+ years of experience executing hundreds of complex transactions



Average Experience of Managing Directors (Years)

