

March 29, 2016

Financial Technology Partners LP FTP Securities LLC

Transaction Profile:



raises

\$100,000,000

in financing

Courtesy of:



***The Only Investment Bank
Focused Exclusively on Financial Technology***

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Betterment Secures \$100 Million in Series E Financing

Transaction Overview

Transaction Overview

- On March 29, 2016, Betterment announced that it had raised a \$100 million Series E round of funding, led by Kinnevik
 - Also participating in the round were previous investors: Bessemer Venture Partners, Francisco Partners, Anthemis Group and Menlo Ventures
 - The funding round values the company at \$700 million, following a \$500 million valuation from its Series D round ⁽¹⁾
- The company currently has 149 employees, but CEO Jon Stein expects to continue building out the Company in the areas of design, engineering, product management and investment management ⁽¹⁾
- Betterment's recent growth, from \$1.1 billion AUM 15 months ago to current \$3.9 billion AUM, can be attributed to both the expansion of its customer base, as well as the launch of the Company's tool for institutional investors and Business 401(k)s
- Betterment's closest comparable, privately-held Wealthfront, was reportedly valued at \$700 million in its last \$64 million funding round in 2014 ⁽²⁾

Commentary

"Our goal is to become the central financial relationship for our clients. Over the past year, we've made great progress toward that goal with features like RetireGuide and account aggregation, but there is still work to do. It's the early days for us on our path to helping millions of Americans reach their financial goals."

"Kinnevik shares our vision of building a technology-driven financial services company that customers love. From our first meeting, it was clear that we shared the same values of what a modern day financial company would look like."

– Jon Stein, Founder and CEO of Betterment



Jon Stein



Lorenzo Grabau

"Betterment is a fast-growing, independent company that has already established itself as a market leader in digital asset management by developing innovative and easy-to-use services. In a short period of time, it has attracted a large and loyal group of customers who are investing a growing share of their wealth through the Betterment platform."

"We are delighted to partner with Jon Stein and Eli Broverman, with Betterment's entire team and with its existing investors to support the company's long-term growth. Betterment shares many of the principles that have made other Kinnevik investment companies successful: a mission to make valuable digital services available and affordable to all, a true entrepreneurial spirit, the pursuit of continuous technical innovation, and a belief in building customer-centric businesses that contribute to their communities. Everyone should have access to unconflicted and low-cost financial services that enable them to reach their financial goals."

– Lorenzo Grabau, CEO of Kinnevik

Source: Company press releases, Wall Street Journal, Capital IQ.

(1) Business Insider

(2) BusinessWire



Betterment Secures \$100 Million in Series E Financing

Betterment Overview



Betterment

Company Overview

- CEO:** Jon Stein
- Headquarters:** New York, NY
- Launched:** 2010
- Betterment is an automated investment service with over \$3.9 billion invested by over 150,000 customer accounts
 - The Company incorporates Modern Portfolio Theory and recommends a globally-diversified, passive portfolio of twelve asset classes tailored for risk and time horizon
 - Betterment invests in six stock and seven bond ETFs
 - Focuses on value and small-cap stock ETFs suggested by Fama-French research
 - Betterment Institutional is advisor-oriented software that automates reporting and rebalancing of client portfolios

Financing History

Date	Size (\$ mm)	Investor(s)
02/17/15	\$60	Bessemer Venture Partners; Francisco Partners Management; Menlo Ventures; Northwestern Mutual Capital
04/01/14	32	Anthemis Group; Bessemer Venture Partners; Citi Ventures; Globespan Capital Partners; Menlo Ventures; Northwestern Mutual Capital
09/25/12	10	Menlo Ventures; Bessemer Venture Partners; Anthemis Group
11/23/10	3	Bessemer Venture Partners

Products & Services Overview

Improved Performance



Optimized investment distribution to maximize return and minimize risk

Annual Betterment Benefit	Return Differential
Passive Investing	+1.25%
Better Diversification	+1.40%
Automated Rebalancing	+0.40%
Better Behavior	+1.25%
Total Annual Gain from Betterment	+4.30%

Goal-Based Investing



Select goals to define a clear target, set investment plans, and then monitor progress



Five Different Accounts



Individual Accounts



Trust Accounts



Traditional and Roth IRA Accounts



Joint Accounts



IRA, 401(k) and 403(b) Rollover Accounts



Betterment Secures \$100 Million in Series E Financing

Kinnevik Overview

Overview



Investment AB Kinnevik



Chris Bischoff
Senior Investment
Director



Christoph Barchewitz
Investment Director



Franco Danesi
Investment Director



Stina Andersson
Investment Director

Location(s)

- Stockholm, Sweden

About

- Investment AB Kinnevik is a publicly-traded investment company based in Sweden
- Invests from own balance sheet, providing patient capital without investment horizons
- Particularly interested in asset management, digital banking, money remittance, e-commerce
- Comfortable with leading an investment, but prefers to syndicate
- Likes to take significant minority stakes and takes an active board seat in portfolio companies
- Firm does not like balance sheet businesses and has no revenue or EBITDA requirements, but portfolio companies generally have \$5-10 mm run-rate revenue

Investment Preferences

Investment Criteria

Fund Size:	NA
Fund Raised:	NA
Investment Range:	\$3–700mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	Global
Transaction Type:	Venture, Growth, PIPE
Industry Focus:	Financial Services, Mobile, Entertainment, Communications, Telecommunications, TGE, E-Commerce, Payments

Select Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
07/15	Milvik (Series C)	\$38	Mia Livfors	Ins
12/11	Seamless (PIPE)	NA	NA	Pymts
01/12	Bayport Management (PE Growth)	NA	Voria Fattahi	Bnkg

Other Technology Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
07/15	Quikr India (Secondary)	\$60	Mia Livfors	E-Comm
07/15	Global Fashion Group (Early-Stage VC)	165	NA	E-comm
03/15	PricePanda (Get Price)*	NA	NA	Online
02/15	DealDey (Series B)	5	NA	E-comm
01/15	Saltside Technologies (Series C)	40	NA	E-Comm
11/14	Lazada (Later-Stage VC)	250	Lorenzo Grabau	E-Comm
10/14	Konga (Series C)	50	NA	E-Comm
05/14	Yell.RU (PE Growth)	11	NA	Online
05/13	Namshi (Early-Stage VC)	14	NA	E-Comm
05/13	Foodpanda (Early-Stage VC)	20	NA	E-Comm

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Source: Company website, Pitchbook Capital IQ, Crunchbase, FT Partners proprietary transaction database.

1) Italics indicate preferred control / geography.

2) * denotes M&A exit; ** denotes IPO exit.

3) Deal Amount in mm.



Betterment Secures \$100 Million in Series E Financing

Bessemer Venture Partners Overview

Overview



Brian Feinstein
Partner



Rob Stavits
Partner



Byron Deeter
Partner



Jeremy Levine
Partner

Location(s)

- Larchmont, NY (HQ)
- Boston, MA
- New York, NY
- Menlo Park, CA
- Bangalore, India
- Herzliya, Israel

About

- Founded in 1911, the Firm is the oldest venture firm in the United States and currently has \$4 bn invested in over 130 companies
- Bessemer Venture Partners invests all over the world with specific strategies, depending on location, and has a specific focus on India, around 25%
- Invests in a number of industries but focuses on financial services, specifically on asset management, trading technology and research / information services

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Investment Preferences

Investment Criteria

Fund Size:	\$1,600mm
Fund Raised:	2015
Investment Range:	<\$50mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	Global
Transaction Type:	Seed, Venture, Growth
Industry Focus:	Financial Services, Cloud Computing, Cyber Security, Healthcare, Infrastructure, Mobile, Marketplaces

Select Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
11/15	Bread (Series A)	\$14	Charles Birnbaum	FMS
06/15	Adaptive Insights (Series A)	75	Byron Deeter	FMS
06/15	SimplyInsured (Series A)	6	NA	Ins
05/15	Hightower (Series B)	13	Ethan Kurzweil	Bnkg
04/15	Fortune Payment (Early-Stage VC)	7	NA	Pymts
02/15	Betterment (Series D)	60	NA	CapMkts
02/15	DocuTap (Series D)	6	Stephen Kraus	HCIT
01/15	Raise (Series B)	56	Jeremy Levine Talia Goldberg	Pymts
10/14	Abacus (Seed)	4	NA	FMS
10/14	Quantopian (Series B)	15	Rob Stavits	CapMkts
08/14	BillGuard (Prosper)*	6	Adam Fisher	Bnkg
07/14	Remedinet (Later-Stage VC)	NA	NA	HCIT
05/14	Dashlane (Series B)	22	Alex Ferrara Talia Goldberg	Pymts
02/14	Snapdeal (Early-Stage VC)	134	Rob Chandra	Pymts
02/14	MINDBODY (Later-Stage VC)**	50	Jeremy Levine Brian Feinstein	Pymts
02/14	Intacct (Series G)	45	Byron Deeter	FMS
12/13	Shopify (Series C)**	100	Trevor Oelschig	Pymts

Source: Company website, Pitchbook Capital IQ, Crunchbase, FT Partners proprietary transaction database.

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3) Deal Amount in mm.



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Anthemis Group Overview

Overview



Sean Park
Co-Founder,
Chairman, CIO



Nadeem Shaikh
Co-Founder & CEO



Udayan Goyal
Founding Partner



Amy Nauiokas
Co-Founder &
President

Location(s)

- London, UK (HQ)
- Luxembourg City, Luxembourg

About

- Founded in 2010 by Sean Park, Udayan Goyal, Amy Nauiokas and Nadeem Shaikh
- Currently maintains a portfolio of 27 high-growth companies across a wide variety of geographies including the U.S. (52%), UK (30%), Continental Europe (4%) and the Rest of the World (15%)
- Seeks to invest in disruptive technology and business models in financial services
- Specific areas of focus within FinTech include consumer finance, corporate banking, payments, wealth management, insurance and capital markets

Investment Preferences

Investment Criteria

Fund Size:	NA
Fund Raised:	NA
Investment Range:	\$0.5–15mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	North America, Europe, Africa
Transaction Type:	Seed, Venture, Growth
Industry Focus:	Financial Services, Financial Technology

Select Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
10/15	Moven (<i>Series B</i>)	\$12	Udayan Goyal	Bnkg
09/15	QuanTemplate (<i>Series A</i>)	\$8	Yann Ranchere	Ins
06/15	Currency Cloud (<i>Series C</i>)	18	Nadeem Shaikh	Pymts
04/15	Artivest (<i>Series A</i>)	15	NA	CapMkts
04/15	eToro (<i>Late-Stage VC</i>)	39	NA	CapMkts
12/14	Atom Bank (<i>PE Growth</i>)	39	NA	Bnkg
10/14	Eris (<i>Seed</i>)	1	Yanne Ranchere	FMS
08/14	Trov (<i>Series B</i>)	7	Sean Park	CapMkts
04/14	Betterment (<i>Series C</i>)	32	NA	CapMkts
01/14	Bento (<i>Seed</i>)	3	Nadeem Shaikh	FMS
12/13	afb (<i>Early-Stage VC</i>)	16	Nadeem Shaikh	Bnkg
09/13	Azimo (<i>Seed</i>)	1	NA	Pymts
01/13	PayPerks (<i>Series A</i>)	3	Nadeem Shaikh	Pymts
08/12	Blueleaf (<i>Seed</i>)	1	Sean Park	CapMkts
06/12	The Climate Corporation (<i>Monsanto</i>)*	50	NA	Ins
06/12	Xenapto (<i>Seed</i>)	1	Sean Park	CapMkts
01/12	Payoff.com (<i>Late-Stage VC</i>)	2	Sean Park	Bnkg
10/11	Fidor Bank (<i>Early-Stage VC</i>)	3	Sean Park	Bnkg
09/10	Simple (<i>BBVA Group</i>)*	3	Sean Park	Bnkg

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Source: Company website, Pitchbook Capital IQ, Crunchbase, FT Partners proprietary transaction database.

1) *Italics* indicate preferred control / geography.

2) * denotes M&A exit; ** denotes IPO exit.

3) Deal Amount in mm.



Betterment Secures \$100 Million in Series E Financing

Menlo Ventures Overview

Overview



Menlo



H. DuBose Montgomery
Co-Founder



John Jarve
Managing Director



Doug Carlisle
Managing Director



Pravin Vazirani
Managing Director

Location(s)

- Palo Alto, CA

About

- Founded in 1976 by H. DuBose Montgomery and 3 other partners, Menlo Ventures is one of the first venture capital firms established in Silicon Valley
- Has had numerous successful exits since inception, with 70 IPO's and over 100 mergers and acquisitions
- Manages a flexible investment mandate, making seed investments up to \$250k through its Menlo Talent Fund through participation in pre-IPO transactions
- Menlo Ventures takes an active role in each investment by serving on portfolio companies' boards
- Has invested in some of the most well known technology companies in the world, including Uber, Gilead and Tumblr

Investment Preferences

Investment Criteria

Fund Size:	\$400mm
Fund Raised:	2015
Investment Range:	<\$20mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	North America
Transaction Type:	Venture, Growth
Industry Focus:	Advertising Technology, E-Commerce, Marketplaces, Mobile, Gaming, New Media, Social Media Internet, Cloud, SaaS, Communications, Hardware, Security, Storage & Big Data

Select Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
05/15	CreditSesame (<i>Series D</i>)	\$16	John Jarve	Bnkg
04/15	RealtyShares (<i>Series A</i>)	12	John Jarve	CapMkts
02/15	Betterment (<i>Series D</i>)	60	John Jarve	CapMkts
09/14	FiveStars (<i>Series B</i>)	26	Pravin Vazirani	Pymts
09/13	Check (Intuit)*	24	Doug Carlisle	Bnkg
01/13	Nexxo Financial (Moneygram)*	10	Doug Carlisle	Pymts
09/12	ParAccel (Actian)*	26	John Jarve	FMS
08/11	BloomSpot (JP Morgan)*	40	Pravin Vazirani	Pymts
02/09	Golden Gateway Financial (<i>Series A</i>)*	5	NA	Bnkg
02/08	Cellfire (Catalina Marketing)*	12	Doug Carlisle	Pymts
02/07	ProfitLine (<i>Series B</i>)*	7	Doug Carlisle	FMS
04/05	PassMark Security (RSA Security)*	6	NA	Bnkg
03/05	Vhayu Technologies (Thomson Reuters)*	10	NA	CapMkts
01/05	Vocent Solutions (Passmark Security)*	6	Derek Chu	Pymts
01/05	FutureTrade (Interactive Brokers Group)*	11	Doug Carlisle	CapMkts
12/01	NewMarkets International (Commonwealth)*	3	NA	Pymts

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Source: Company website, Pitchbook Capital IQ, Crunchbase, FT Partners proprietary transaction database.

1) Italics indicate preferred control / geography.

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3) Deal Amount in mm.



Betterment Secures \$100 Million in Series E Financing

Francisco Partners Overview

Overview



Dipanjan (DJ) Deb
CEO



Peter Christodoulo
Partner



David Golob
Chief investment
Officer



Ezra Perlman
Co-President

Location(s)

- San Francisco, CA (HQ)
- London, UK

About

- Founded in 1999, Francisco Partners is one of the largest private equity firms focused exclusively on technology and tech-enabled businesses
- Francisco Partners has raised almost \$10 bn in capital since its founding and invested in over 150 companies
- Pursues transactions between \$50 mm and \$2 bn
- Specializing in buyouts, Francisco Partners will typically seek majority control in all transactions, but will consider minority from time to time
- Looks for companies with revenue growth between 5% and 15%
- Maintains a strategic partnership with venture / growth capital firm Sequoia Capital

FINANCIAL
TECHNOLOGY
PARTNERS

Investment Preferences

Investment Criteria

Fund Size:	\$2,875mm
Fund Raised:	2015
Investment Range:	\$100–300mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Majority, Minority
Geography:	North America, Europe, Asia / Pacific
Transaction Type:	Growth, Buyout, Spinoff, Take Private, PIPE
Industry Focus:	Software / Services, Security / Systems, Internet, Healthcare IT, Hardware / Industrial, Communications

Select Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
10/15	GoodRx (Early-Stage VC)	NA	Chris Adams	HCIT
04/15	Healthcare Source HR (Buyout)	\$330	NA	HCIT
02/15	Betterment (Series D)	60	Peter Christodoulo	CapMkts
01/15	eSolutions (PE Growth)	NA	NA	HCIT
11/14	CoverMyMeds (PE Growth)	NA	Chris Adams, Jason Brein	HCIT
10/14	Vendavo (Buyout)	NA	Petri Oksanen, Jay Schneider	FMS
06/14	PayLease (Buyout)	120	David Golob, Jay Schneider	Pymts
05/14	Prosper (Series C)	70	David Golob	Bnkg
10/14	Aesynt (Buyout)	52	Chris Adams, Ezra Perlman, Jay Schneider	HCIT
10/14	Avantgate (Buyout)	NA	David Golob, My Le Nguyen	Pymts
08/14	Paymetric (Buyout)	NA	Peter Christodoulo, Jason Brein	Pymts
06/12	Plex Systems (Buyout)	NA	DJ Deb, Brian Decker, Petri Oksanen	FMS
09/11	eFront (Bridgepoint)*	57	Deep Shah, Peter Christodoulo	CapMkts
10/10	Quantros (Buyout)	NA	Chris Adams, Ezra Perlman	HCIT

Source: Company website, Pitchbook Capital IQ, Crunchbase, FT Partners proprietary transaction database.

1) Italics indicate preferred control / geography.

2) * denotes M&A exit; ** denotes IPO exit.

3) Deal Amount in mm.

Overview of FT Partners

Significant Experience in Capital Markets Technology

Wealth Management

Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
Capital Markets & IPO Advisor to*

ENVESTNET

In its

\$69,000,000
Initial Public Offering

valuing the equity at approximately

\$ 300,000,000

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Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

EISI

In its sale to

ZYWAVE

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Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its
exclusive role as advisor to*

BLACKROCK

in its 100% acquisition of

FutureAdvisor

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Focused Exclusively on Financial Technology

Data / Analytics

Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

Zephyr
ASSOCIATES, INC.

In its sale to

informa

for total cash consideration of

\$ 62,000,000

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Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

THE MARKETS.com

in its sale to

Capital IQ
A Division of Standard & Poor's

for total consideration of approximately

\$ 300,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

MERGENT

In the sale of its Index Business to

NASDAQ OMX

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Focused Exclusively on Financial Technology

High Frequency Trading

Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

ATD
Automated Trading Partners, LLC

in its sale to

citi

*for cash and stock consideration of
approximately*

\$ 700,000,000

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Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

QUANTHOUSE
SOLUTIONS FOR TRADING

In its growth financing with

ViewPoint.
Capital Partners

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

WOMBAT
FINANCIAL SOFTWARE

in its sale to

NYSE Euronext

for total consideration of approximately

\$ 225,000,000

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The Only Investment Bank
Focused Exclusively on Financial Technology

Overview of FT Partners

Significant Experience in Capital Markets Technology

Trading Technology

Financial Technology Partners LP
FTP Securities LLC

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

 **ITG** INVESTMENT
TECHNOLOGY
GROUP

In its acquisition of

 **macgregor**

for cash consideration of approximately


\$ 230,000,000

 **FINANCIAL
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PARTNERS**

The Only Investment Bank
Focused Exclusively on Financial Technology


Financial Technology Partners LP
FTP Securities LLC

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

TORA 

TECHNOLOGY. TRADING. LIQUIDITY.™

In its minority capital raise with


 **Goldman
Sachs**  **Bank of America
Merrill Lynch**

 **FINANCIAL
TECHNOLOGY
PARTNERS**

The Only Investment Bank
Focused Exclusively on Financial Technology


Financial Technology Partners LP
FTP Securities LLC

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

 **TradingScreen**
SIMPLIFYING GLOBAL MARKETS®

In its minority recapitalization for

\$ 110,000,000

 **FINANCIAL
TECHNOLOGY
PARTNERS**

The Only Investment Bank
Focused Exclusively on Financial Technology

Other Capital Markets Technology

Financial Technology Partners LP
FTP Securities LLC

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

 **MajesticResearch**

In its sale to

 **ITG** INVESTMENT
TECHNOLOGY
GROUP

for total consideration of approximately

\$ 56,000,000

 **FINANCIAL
TECHNOLOGY
PARTNERS**

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

chi-x

In its sale of a minority stake to

 **Bank of America
Merrill Lynch**  **GETCO**  **Goldman
Sachs**

 **Morgan Stanley**  **QUANTLIB FINANCIAL, LLC**

 **FINANCIAL
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Financial Technology Partners LP
FTP Securities LLC

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

INSTINET

In the sale of its stake in

CHIXEUROPE
to

 **BATS**
Trading Markets Better

for total consideration of approximately

\$ 305,000,000

 **FINANCIAL
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Overview of FT Partners

Selected FT Partners' Research (click to view)



Research Report: Innovations in Capital Markets Technology



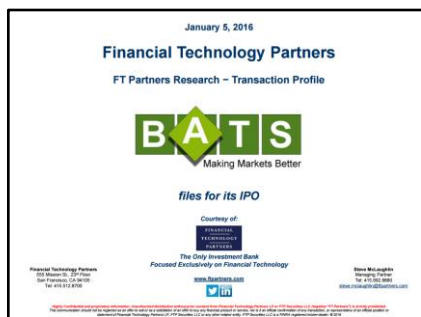
PENSICO Trust Company's Sale to Opus Bank



BlackRock's acquisition of FutureAdvisor



AlphaSense's \$33 mm growth financing



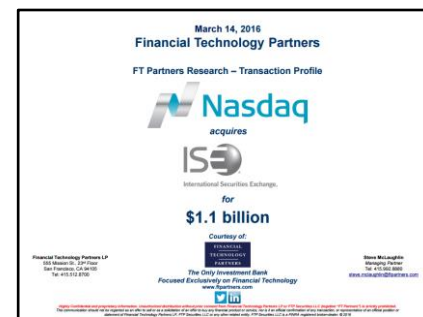
BATS files for its IPO



Wipro's acquisition of Viteos for \$130 mm



ICE's acquisition of Trayport for \$650 mm



Nasdaq's acquisition of ISE for \$1.1 billion

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 13 years of exclusive focus on Financial Technology. Please visit our [subscription form](#) to subscribe to our exclusive monthly newsletter and receive our research reports.

Overview of FT Partners

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

- | | |
|------|--|
| 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 \$100 mm |
| 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 | ■ Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List |
| 2006-2008 | ■ Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology |








WINNER
Middle Market
Financing Awards

- | | |
|------|--|
| 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> |

Note: **Bold** represents awards that FT Partners has won, *italics* represents nominations.

Overview of FT Partners

The FT Partners Senior Banking 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 Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	21
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. 	21
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee Recent coverage included V, MA, DFS, FISV, FIS, JKHY, DST, ENV, GPN & HPY among others 	20
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	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 	10