

# FT PARTNERS FINTECH INDUSTRY RESEARCH

June 15, 2017



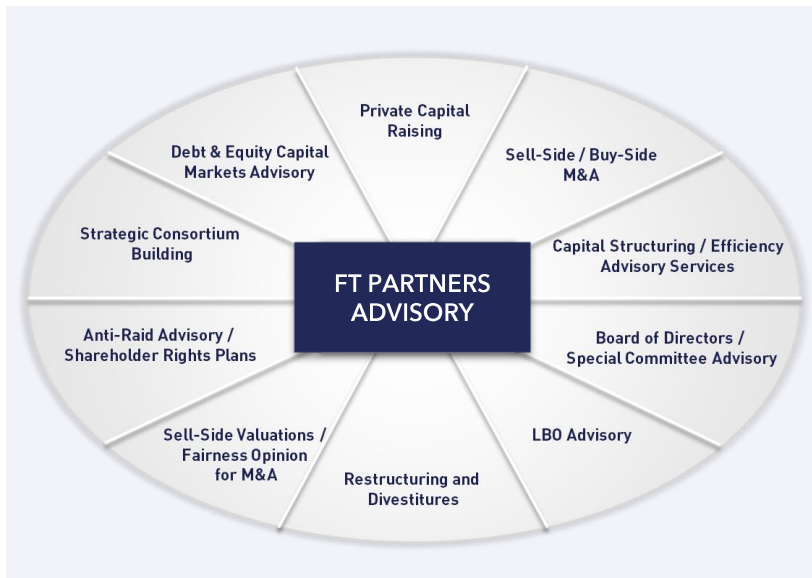
**Futu Securities Raises \$146 million in Series C  
Financing led by Tencent**

***Tencent* 腾讯**

## 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



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 *Institutional Investor* "FinTech Finance 35"



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

Steve McLaughlin: *Founder & CEO*

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# Futu Securities Raises \$146 million in Series C Financing

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## Transaction Summary



### Transaction Summary

- On June 13, 2017, Futu Securities announced it had secured \$145.5 mm in Series C financing led by Tencent Holdings
  - Existing investors, Matrix Partners China and Sequoia Capital China, also participated in the round
  - With this latest financing round, Futu Securities is now reportedly a “unicorn,” a private company valued at \$1 billion or more, according to China Money Network
    - Futu Securities has reportedly become the first Hong Kong based company to become a “unicorn”
- Futu Securities intends to use the new capital to further develop its products, engage in more research and development and build its relationships with the Hong Kong Stock Exchange, Nasdaq and New York Stock Exchange
- Tencent, Matrix Partners China and Sequoia Capital China have all participated in Futu Securities’ previous Series A and B rounds
  - Futu Securities raised \$10 mm in a Series A round in 2014 <sup>(1)</sup>
  - Futu Securities secured an additional \$60 mm in its Series B round in 2015

### Transaction Commentary

*“Futu Securities has great Internet genes and product technology capabilities. The team has focused on building and improving its products, while creating its core competitiveness and is loved by investors in U.S. and Hong Kong stocks.”*

**Tencent 腾讯**

**Huateng “Pony” Ma**  
CEO



**matrix**  
PARTNERS CHINA  
经纬中国

**David Zhang**  
Founding Managing Partner



# Futu Securities Raises \$146 million in Series C Financing

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## Futu Securities Overview



### Company Overview



CEO: Li Hua

Headquarters: Hong Kong

Founded: 2012

- **Futu Securities operates an online brokerage platform**
  - The Company enables individual Chinese investors to trade U.S. and Hong Kong listed stocks
  - Futu Securities seeks to leverage the internet in order to become the one-stop shop for Hong Kong's investment services

### Financing History

Date	Size (\$ mm)	Investor(s)
2017	\$146	Tencent; Matrix Partners China; Sequoia Capital China
2015	60	Tencent; Matrix Partners China; Sequoia Capital China
2014 <sup>(1)</sup>	10	Tencent; Matrix Partners China; Sequoia Capital China

### Products & Services Overview



#### One-stop Shop for Investment Services

- Quotes
- Hong Kong-listed stocks
- US-listed stocks
- A-shares



Safe and secure platform with bank-level encryption



Double insurance to protect investor funds



World-class technology tested through the Hong Kong Stock Exchange

#### Futu Securities' Platform is supported by...



Source: Company website, China Money Network, "Tencent Leads \$145M Round in Chinese Online Brokerage Firm Futu"

(1) YiCai Global, "Tencent Leads the Pack as Futu Snags USD 145.5 Mln in Round C"

## Tencent Overview

### Company Overview

# Tencent 腾讯

CEO: Huateng Ma

Headquarters: Shenzhen, Guangdong

Founded: 1998

- Tencent Holdings (SEHK 700) is a leading provider of internet services in China
  - The Company provides internet, mobile and telecom services, along with online advertising services
  - Tencent's mission is to enhance the quality of human social life through internet services
  - The Company operates a number of subsidiaries, including QQ, WeChat, SoSo, PaiPai and Tenpay

### Financial Metrics <sup>(1)</sup>

Ticker	SEHK 700
Market Cap	\$325.5 bn <sup>(2)</sup>
LTM Revenue	\$24.6 bn
LTM EBITDA	\$10.1 bn
LTM Adj. NI	\$6.7 bn

### Products & Services Overview

Tencent operates a number of subsidiaries in various industries

#### Social Networks

- QQ
- Weixin / WeChat
- Qzone

#### Information

- QQ.com
- Tencent News
- Tencent Video
- Tencent Microblog

#### Payments

- Tenpay
- Weixin / WeChat Pay
- QQ Wallet

#### Utilities

- YingYongBao
- QQ Browser
- Tencent Mobile Manager
- Tencent PC Manager
- Tencent Map
- QQ Mail

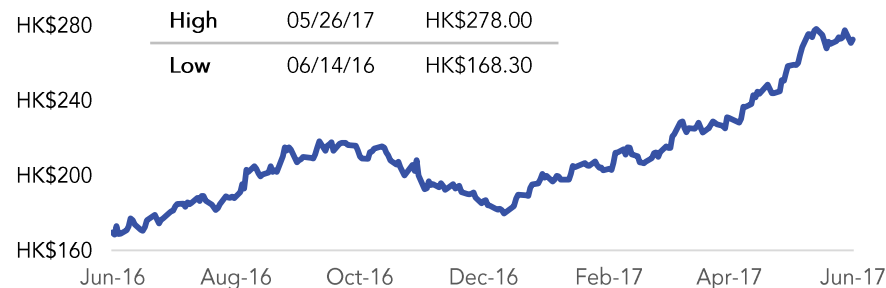
#### Entertainment

- Tencent Games
- China Reading Limited
- Tencent Comic
- Tencent Pictures
- QQ Music
- Penguin e-Sports
- NOW Live
- Interest Tribe

#### Platform

- Tencent Open Platform
- Tencent Cloud

### Stock Performance
















Source: Company press release, Company website, Capital IQ

(1) As of March 31, 2017

(2) As of June 13, 2017

## Tencent's FinTech Investments

Announced Date	Company	Transaction Headline	Sector	Amount (\$mm)	Research Profile
06/13/17	 富途證券 www.futu.com	Futu Securities has Secured \$145.5 mm in Series C Financing led by Tencent	Securities	\$146	
05/12/17	 易鑫金融 daikuan.com Yixin Group	Yixin Group Secures \$579.4 mm in Financing	Banking	579	<a href="#">VIEW</a>
05/03/17	 nav	Nav Secures \$25 mm in Financing Led by Experian	Banking	38	<a href="#">VIEW</a>
05/01/17	 AIRWALLEX	Airwallex Secures \$13 mm in Series A Financing Led by Tencent	Payments	13	
01/17/17	 practo	Practo Secures \$55 mm in Series D Financing Led by Tencent	Healthcare	55	
12/19/16	 paystack	Paystack Secures \$1.3 mm in Seed Financing	Payments	1	
11/22/16	HeTai Life Insurance	HeTai Life Insurance Secures Approximately \$218 mm in Financing	Insurance	218	
08/02/16	 易鑫金融 daikuan.com Yixin Group	Yixin Secures \$550 mm in Financing from a consortium of investors	Banking	550	
06/15/16	 Payoff	Payoff Secures \$46.8 mm in Series C Financing from Tencent	Banking	47	
06/03/16	 轻松筹 QING SONG CHOU	Qingsongchou Secures \$20 mm in Series B Financing	Securities	20	
11/04/15	 watsi	Watsi Secures \$3.5 mm in Financing	Securities	4	
09/25/15	 挂号网	Guahao Secures \$394 mm in Financing Led by Hillhouse Capital and Goldman Sachs	Healthcare	394	
08/06/15	 practo	Practo Technologies Secures \$90 mm in Series C Financing Led by Tencent	Healthcare	90	
02/27/11	 高朋 GaoPeng.com Powered by Groupon	GaoPeng.com Secures Financing from Groupon, Tencent and Yunfeng Capital	Payments	NA	

# Futu Securities Raises \$146 million in Series C Financing

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## Landscape of Selected Online Brokerages



### Incumbents

#### US Brokerage Firms

##### Equities & Generalist Brokers



##### FX



##### Options



#### International Brokerage Firms

##### Equities & Generalist Brokers



##### FX



##### Options



### New Entrants













#### Online Brokerage



#### Alternative Platforms



## Selected Recent Financing Rounds for Online Brokerages

Announced Date	Company	Investors	Amount (\$mm)	Research Profile
6/13/2017	 富途證券 www.futus.com	Sequoia Capital China; Matrix Partners China; Tencent	\$146	
4/26/2017	 robinhood	DST Global; Thrive Capital; New Enterprise Associates; Greenoaks Capital Management; Ribbit Capital; Index Ventures	110	<a href="#">VIEW</a>
3/27/2017	 老虎證券 TIGERBROKERS.COM	China Growth Capital; ZhenFund	14	
12/30/2016	 老虎證券 TIGERBROKERS.COM	CITIC GoldStone Fund Management; Huagai Capital; China Renaissance k2 ventures; ZhenFund	29	
4/15/2016	 xp investimentos	General Atlantic	130	<a href="#">VIEW</a>
3/3/2016	 Pepperstone	CHAMP Private Equity	NA	
3/2/2016	 indi trade EMPOWERING THE INVESTOR IN YOU	Juno Moneta Technologies	6	
1/27/2016	 SprinkleBit	GTC	10	
9/10/2015	 老虎證券 TIGERBROKERS.COM	Xiaomi	16	
8/23/2015	 SelfWealth.	Pitt Capital	3	
7/16/2015	 TRADINGVIEW	iTech Capital	4	
6/18/2015	 Boursorama	Societe Generale Group	NA	

# FT Partners – Focused Exclusively on FinTech

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



Research Report: Innovations in Capital Markets Technology



Riskalyze's \$20 mm growth financing



Cowen Group Acquires Convergenx for \$116 million



Cadre Raises \$65 million in Series C Financing Led by Andreessen Horowitz



Euronext Acquires FastMatch for \$153 million



Robinhood Raises \$110 million in Series C Financing led by DST Global



Moody's Acquires Bureau van Dijk for €3 billion

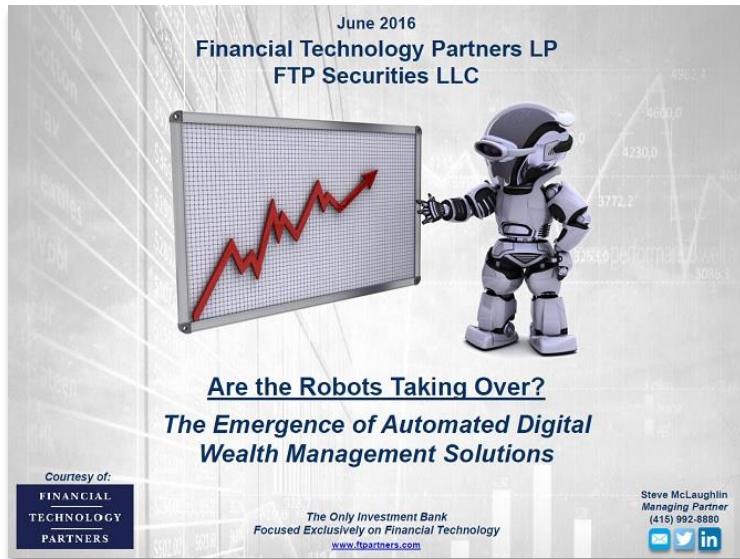


London Stock Exchange Group Acquires Two of Citi's Businesses

[VIEW MORE FT PARTNERS RESEARCH](#)

## Selected FT Partners Research – Digital Wealth Management

### Are the Robots Taking Over? The Emergence of Automated Digital Wealth Management Solutions



[Click to View](#)

FT Partners' 140-page report provides a comprehensive overview of key industry trends driving innovation in the wealth management space and how the industry is reacting to the emergence of Robo Advisors and other Digital Wealth Management disruptors.

*Additional highlights of the report include:*

- A discussion of the different Automated Digital Wealth Management platforms and business models
- The responses of incumbents in the wealth management space, including the innovations, partnerships and acquisitions being made to stay ahead of the game
- Interviews with eight CEOs of leading Digital Wealth pioneers including Betterment, Link Pacific Advisors, MyVest, NextCapital, Nutmeg, Riskalyze, SigFig and Vanare
- A detailed industry landscape of Digital Wealth Management providers as well as other innovative, tangential companies, profiles of 28 companies and a comprehensive list of private equity financing and M&A transactions in the space

## Selected Transactions – Superior Industry Knowledge and Execution History

### M&A Transactions

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as advisor to</p> <p><b>BLACKROCK</b></p> <p>in its 100% acquisition of</p> <p><b>FutureAdvisor</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>PENSICO TRUST COMPANY</b></p> <p>in its sale to</p> <p><b>OpusBank</b></p> <p>for total consideration of</p> <p><b>\$ 104,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>Alpha</b></p> <p>in its acquisition by</p> <p><b>CHI X EUROPE</b></p> <p><b>Maple Group</b></p> <p>valued at approximately</p> <p><b>\$ 175,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>ATD</b></p> <p>in its sale to</p> <p><b>citi</b></p> <p>for cash and stock consideration of approximately</p> <p><b>\$ 680,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>INSTINET</b></p> <p>in the sale of its stake to</p> <p><b>CHI X EUROPE</b></p> <p>to</p> <p><b>BATS</b></p> <p>for total consideration of approximately</p> <p><b>\$ 305,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>THE MARKETS.COM</b></p> <p>in its sale to</p> <p><b>Capital IQ</b></p> <p>A Division of Standard &amp; Poor's</p> <p>for total consideration of approximately</p> <p><b>\$ 300,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>WOMBAT</b></p> <p>FINANCIAL SOFTWARE</p> <p>in its sale to</p> <p><b>NYSE Euronext</b></p> <p>for total consideration of approximately</p> <p><b>\$ 225,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>ShareholderInSite</b></p> <p>in its sale to</p> <p><b>IPREO</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>ITC</b></p> <p>INVESTMENT TECHNOLOGY</p> <p>in the acquisition of</p> <p><b>macgregor</b></p> <p>for cash consideration of approximately</p> <p><b>\$ 230,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY</p>

### Financing 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><b>riskalyze</b></p> <p>in its growth equity investment led by</p> <p><b>FTV CAPITAL</b></p> <p>for total consideration of</p> <p><b>\$ 20,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>alphasense</b></p> <p>in its growth financing from</p> <p><b>Quantum Strategic Partners</b></p> <p>in private investment vehicle management by</p> <p><b>Triangle Peak</b></p> <p>for total consideration of</p> <p><b>\$ 33,000,000+</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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 &amp; IPO Advisor to</p> <p><b>ENVESTNET</b></p> <p>in its</p> <p><b>\$69,000,000</b></p> <p><b>Initial Public Offering</b></p> <p>valuing the equity at approximately</p> <p><b>\$ 300,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>chi-x</b></p> <p>in its sale of a minority stake to</p> <p><b>Bank of America Merrill Lynch</b></p> <p><b>GETCO</b></p> <p><b>Morgan Stanley</b></p> <p><b>QUANTLAB FINANCIAL, LLC</b></p> <p>in its sale of a minority stake to</p> <p><b>\$ 250,000,000</b></p> <p>valued at approximately</p> <p><b>\$ 1,800,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>liquidnet</b></p> <p>in its financing for approximately</p> <p><b>\$ 250,000,000</b></p> <p>valued at approximately</p> <p><b>\$ 1,800,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>AXIAL</b></p> <p>in its financing led by</p> <p><b>Edison PARTNERS</b></p> <p>for total consideration of approximately</p> <p><b>\$ 14,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>TradingScreen</b></p> <p>SIMPLIFYING GLOBAL MARKETS</p> <p>in its minority recapitalization for</p> <p><b>\$ 110,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>ITC</b></p> <p>INVESTMENT TECHNOLOGY</p> <p>in its debt financing</p> <p><b>Senior Revolving Credit Facility</b></p> <p><b>Senior Term Loan</b></p> <p>of approximately</p> <p><b>\$ 205,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED 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><b>MarketAxxess</b></p> <p>in its minority capital raise with</p> <p><b>TCV</b></p> <p>for approximately</p> <p><b>\$ 35,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS FOCUSSED EXCLUSIVELY ON FINANCIAL TECHNOLOGY</p>

*FT Partners has advised on some of the most prominent and groundbreaking transactions in the Securities / Capital Markets / Wealth Technology sectors*

## 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**



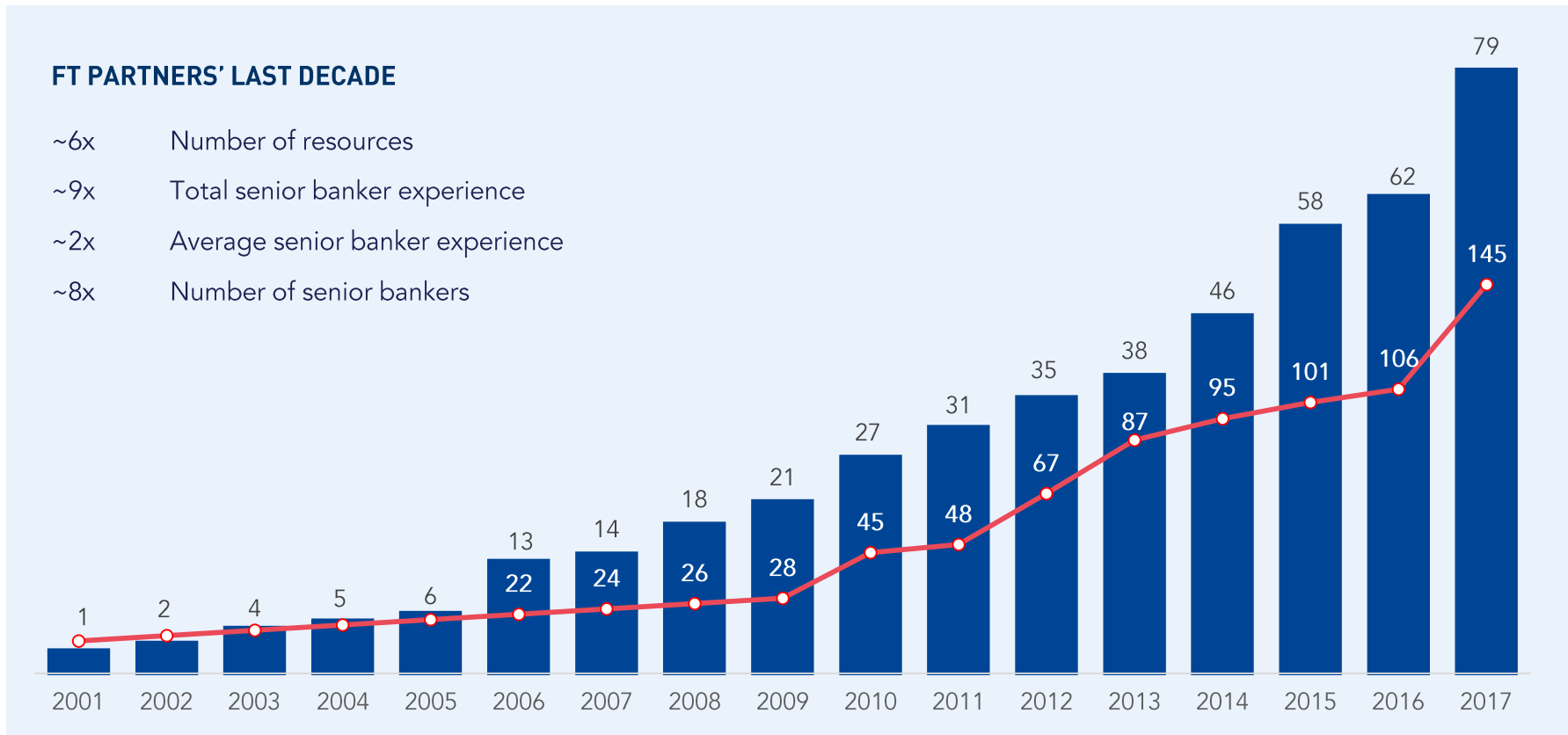
M&A Advisor Awards



Middle Market Financing Awards

2016	<ul style="list-style-type: none"> <li><b>Investment Banking Firm of the Year</b></li> <li><b>Cross Border Deal of the Year</b></li> </ul>
2015	<ul style="list-style-type: none"> <li><b>Dealmaker of the Year</b></li> <li><b>Technology Deal of the Year</b></li> </ul>
2014	<ul style="list-style-type: none"> <li><b>Equity Financing Deal of the Year</b></li> <li><b>Professional Services Deal of the Year, Above \$100mm</b></li> </ul>
2012	<ul style="list-style-type: none"> <li><b>Dealmaker of the Year</b></li> <li><b>Professional Services Deal of the Year, Above \$100mm</b></li> </ul>
2011	<ul style="list-style-type: none"> <li><b>Boutique Investment Bank of the Year</b></li> <li><b>Deal of the Decade</b></li> <li><i>10 Deal of the Year Nominations Across 9 Categories</i></li> </ul>
2010	<ul style="list-style-type: none"> <li><b>Upper Middle Market Deal of the Year, Above \$500 mm</b></li> <li><b>IT Services Deal of the Year, Below \$500mm</b></li> <li><b>Cross-Border Deal of the Year, Below \$500mm</b></li> </ul>
2007	<ul style="list-style-type: none"> <li><b>Dealmaker of the Year – Steve McLaughlin</b></li> <li><b>Business to Business Services Deal of the Year</b></li> <li><b>Computer and Information Technology Deal of the Year, Above \$100mm</b></li> <li><b>Financial Services Deal of the Year, Above \$100mm</b></li> </ul>
2015	<ul style="list-style-type: none"> <li>Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List</li> </ul>
2006 - 2008	<ul style="list-style-type: none"> <li>Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology</li> </ul>
2008	<ul style="list-style-type: none"> <li><b>Equity Financing Dealmaker of the Year – Steve McLaughlin</b></li> <li><b>Information Technology Deal of the Year</b></li> <li><b>Financial Services Deal of the Year</b></li> </ul>
2006	<ul style="list-style-type: none"> <li><b>Financing Professional of the Year – Steve McLaughlin</b></li> <li><i>Financing Deal of the Year - Equity</i></li> <li><i>Financing Deal of the Year - Debt</i></li> </ul>









## Platform of Choice for Clients and Bankers Alike



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



## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York and San Francisco from 1995-2002</li> <li>Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	22
<b>Larry Furlong</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York, London and Los Angeles beginning in 1995</li> <li>Wharton M.B.A.</li> </ul>	22
<b>Greg Smith</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht &amp; Quist</li> <li>20+ years of experience covering FinTech as both an Analyst and Investment Banker</li> </ul>	21
<b>Osman Khan</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Former Managing Director / Head of FIG M&amp;A at Alvarez &amp; Marsal</li> <li>15+ years FIG deal, consulting and assurance experience at PwC</li> <li>40 Under 40 M&amp;A Advisor Award Winner in 2013</li> <li>LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA)</li> </ul>	20
<b>Steve Stout</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Former Global Head of Strategy at First Data</li> <li>Formerly Led J.P. Morgan Payments Investment Banking</li> <li>Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank</li> </ul>	19
<b>Tim Wolfe</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>Started at FT Partners in 2002</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	15
<b>Timm Schipporeit</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London</li> <li>Formerly a Venture and Growth Investor focused on FinTech at Index Ventures</li> </ul>	14
<b>Andrew McLaughlin</b> <i>Managing Director, Research &amp; Business Development</i>		<ul style="list-style-type: none"> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	11