

July 21, 2016

Financial Technology Partners

FT Partners Research – Transaction Profile



raises

*\$300 million in lending capital,
\$30 million in Series C equity financing led by*

NEUBERGER BERMAN

and acquires

Gradible

Courtesy of:

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
Focused Exclusively on Financial Technology*

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CommonBond Secures Financing and Acquires Gradible

Transaction Summary

Series C Investors

New Investors

NEUBERGER BERMAN

Existing Investors

AUGUSTCAPITAL

TVP
TRIBECA VENTURE PARTNERS

SOCIALCAPITAL

nyca

VICTORY PARK
CAPITAL

Transaction Summary

- On June 19, 2016, CommonBond announced it had raised \$300 mm in lending capital, \$30 mm in a Series C equity round and acquired Gradible

- New investor Neuberger Berman Private Equity led the \$30 mm Series C equity round
- Previous investors August Capital, Tribeca Venture Partners, Social Capital, Nyca Partners and Victory Park Capital also participated in the round
- CommonBond did not disclose the valuation of the round

- Gradible provides a platform to help in-debt individuals manage and optimize their student loans quickly
 - CommonBond acquired Gradible for an undisclosed amount in order to add new services to its business such as a facility where employers can contribute to student loans
- CommonBond plans to use the equity financing to hire across the firm, build out its technology platform for consumers and employers and continue to scale its loan operations

Transaction Commentary

“Among the hundreds of fintech lenders out there, CommonBond stood out to us for its sophistication in underwriting, capital markets, technology and customer acquisition ... It’s still early days in online lending’s disruption of traditional finance, and we believe CommonBond, with its world-class team and history of consistent performance, will continue to be a leader in the space for years to come.”



Brien Smith
Managing Director

NEUBERGER BERMAN

“There is a broader theme that not all online lenders are created equal ... Generally, it depends on the asset class and credit spectrum, and if you plot all the lenders, you will actually see some variability.” (1)



David Klein
CEO

 CommonBond

CommonBond Secures Financing and Acquires Gradible

CommonBond Overview



Key Stats

- The Company has funded over half a billion dollars in loans through its platform since going national three years ago
- According to CommonBond CEO, David Klein, the company is profitable on a per loan basis and will be fully profitable in 2018 ⁽¹⁾

CommonBond Overview





CEO: David Klein
Headquarters: New York, NY
Founded: 2011

"We strongly believe that business CAN – and SHOULD – be a positive force for change."

- David Klein, Co-Founder, CEO

- CommonBond provides innovative, flexible student and personal loans focusing on savings, service and social impact
- The Company also operates a program to help students find jobs or transition between jobs
- For every loan funded through its platform, CommonBond funds the education of a student in need through their education partnership program

Selected Previous Equity Financing

Date	Size (\$ mm)	Key Investors
09/8/15	\$35	 AUGUSTCAPITAL
02/05/15	150 ⁽²⁾	 nelnet BUSINESS SOLUTIONS
9/4/13	100 ⁽²⁾	 THE SOCIAL+CAPITAL PARTNERSHIP  TVP TRIBECA VENTURE PARTNERS

Products and Services

Refinance Student Loans

Rates starting at
2.14% APR

Average savings over the life of the loan
\$14,581

Refinance Parent Plus Loans

Rates starting at
2.14%

Parent Plus loans are transferable

Borrow For Your MBA

Rates starting at
6.23% APR

Average savings vs. federal loan:
\$10,000

Personal Loans

Rates starting at
4.50%

Flexible repayment options with no origination fee

✓ No Hidden Fees

No application fees; No origination fees; No prepayment penalties

✓ No Prepayment Penalty

Customers can prepay their loan or pay more than the minimum without a penalty

✓ Safe and Secure

SSL encryption guarantees the safety and confidentiality of the customers information

CommonBond Secures Financing and Acquires Gradible

Gradible Overview





Gradible Overview

Headquarters: New York, NY
Founded: 2013
Employees: 6

- Gradible's proprietary technology and team of student loan experts help in-debt individuals manage and optimize their student loans
- The Company helps members with repayment plans that suit their financial situation helping them avoid high monthly payments and excessive interest rates
- Gradible also provides members access to discounts, offers and earning opportunities to help with repayments

Selected Previous Equity Financing

Date	Size (\$ mm)	Key Investors
09/19/14	<\$1	500startups 
04/17/14	na	500startups 

Products and Services



Refinancing or Consolidation

Qualified borrowers can save money over the life of their loans



Income-Driven Repayment Programs

Borrowers with lower incomes can pay less each month



Public Service Loan Forgiveness

Certain public service professionals may qualify for loan forgiveness

Management Team



Lee Smallwood Co-founder, Product

- Previously worked in Strategy and New Business Development at Tough Mudder



Grant Biles Co-founder, Design

- Previously worked as an account executive at Small Army



Pete Wylie Co-founder, Financing and Marketing

- Previously worked as the Director of Advertising at Tough Mudder

Overview of FT Partners

FT Partners' Track Record of Success in the Lending / Banking Technology Space

Student / Personal Loan

Financial Technology Partners LP
FTP Securities LLC

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

earnest

in its Series B minority financing led by



\$ 75,000,000



The Only Investment Bank
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Consumer Home Improvement Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its
exclusive role as financial advisor to

GreenSky™

in its minority investment from



for total consideration of

\$ 300,000,000



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Consumer Marketing / Credit Lead Generation

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to

**Google
capital**

in its lead investment in

Credit Karma™

with additional participation from



for approximately

\$ 85,000,000



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Contractor Financing

Financial Technology Partners LP
FTP Securities LLC

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



in its financing, including investment from



for approximately

\$ 15,000,000



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Asset Backed Loans Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its
exclusive role as financial advisor to

borro®

in its growth financing for total
consideration of

\$ 19,500,000



The Only Investment Bank
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SaaS-based Loan Origination

Financial Technology Partners LP
FTP Securities LLC

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

**WebEquity
solutions™**

in its sale to

Moody's



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SMB Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its
role as advisor to

Kabbage

in its Series E minority financing led by



\$ 135,000,000



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Supplier Finance Solutions

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its
exclusive role as financial advisor to

taulia®

in its Series E financing led by

zouk

\$ 46,000,000



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Overview of FT Partners

FT Partners Advised on Three of the Largest Alternative Lending Transactions

Company	Investor(s)	Amount Raised
 SoFi	 SoftBank	\$1,000,000,000
 AVANT	 GENERAL ATLANTIC  B.A.M.  TIGER  AUGUST CAPITAL  DFJ GROWTH	325,000,000
 GreenSky™	 TPG  ICONIQ  DST  WELLINGTON MANAGEMENT  TIGER  DFJ	300,000,000+
 AVANT	 RRE Ventures  KKR	225,000,000
 SoFi	 AUGUST CAPITAL  THIRD POINT VENTURES  IIVP  STAR  WELLINGTON MANAGEMENT	200,000,000
 PROSPER	 CREDIT SUISSE  BBVA  J.P.Morgan  BREYER CAPITAL  NEUBERGER BERMAN  USAA	165,000,000
 Funding Circle	 BLACKROCK  DST  TEMASEK HOLDINGS  SANDS CAPITAL  RAILIE RIFFORD	150,000,000
 Kabbage	 RCP  ING  Santander  InnoVentures  Scotiabank	135,000,000
 earnest	 BV  ADAMS STREET PARTNERS  maveron	75,000,000

In addition to recent rounds for Earnest, Kabbage and GreenSky, 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 role as sole strategic and financial advisor to</p> <p> Google Capital in its lead investment in  Credit Karma with additional participation from  TIGER  SIG  Rabbit Capital 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 sole strategic and financial advisor to</p> <p> F2ST in its growth financing with  OAK  HC/FT for total consideration of approximately</p> <p>\$ 15,000,000</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 role as exclusive strategic and financial advisor to</p> <p> lighter capital in its Series B financing led from  Voyager for total consideration of</p> <p>\$ 9,000,000</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> Upstart in its Series C financing led by  THIRD POINT with additional participation from  khosla ventures for approximately</p> <p>\$ 35,000,000</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> borro in its financing, including investment from  HIGHLAND  FLYBROOK for approximately</p> <p>\$ 15,000,000</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> borro in its growth financing for total consideration of</p> <p>\$ 19,500,000</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 in its sale to  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 exclusive role as sole strategic and financial advisor to</p> <p> taulia in its Series C financing led by  zouk</p> <p>\$ 46,000,000</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 Capital Markets & IPO Advisor to</p> <p> ELLIE MAE in its \$45,000,000 Initial Public Offering 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 role as advisor to</p> <p> CIBC in its strategic investment in  Banc Capital Finance with additional participation from  Banc Capital Finance for total consideration of approximately</p> <p>\$ 70,000,000</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> customcredit systems a portfolio company of  Triton Pacific in its sale to  MISYS a portfolio company of  Vista Equity Partners</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 in its sale to  MOODY'S</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

FINANCIAL
TECHNOLOGY
PARTNERS

Overview of FT Partners

FT Partners Advises GreenSky in its \$300mm Minority Investment

Transaction Overview and Rationale

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

DST **ICONIQ**



for total consideration of

\$ 300,000,000



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Overview of FT Partners

FT Partners Advises Kabbage on its \$135mm Minority Financing

Transaction Overview and Rationale

Overview of Transaction

- On October 14, 2015, Kabbage announced a minority \$135mm Series E equity financing round
- The round was led by Reverence Capital Partners as well as ING, Santander InnoVentures and Scotiabank
- Additional new investors include China's Yuan Capital and Japan's Recruit Strategic Partners; existing investors BlueRun Ventures, UPS Strategic Enterprise Fund and Thomvest Ventures also participated in the round
- In conjunction with the equity raise, Kabbage also increased its credit facility by more than threefold to over \$900mm to fuel the expansion of its direct lending business
- Kabbage is the leading technology and data platform powering automated lending; the Company leverages numerous data sources generated through business activity to better understand performance and deliver fast, flexible funding in real time

Significance of Transaction

- The transaction represents one of the few times in recent history that multiple global financial institutions have invested in a U.S.-based financial technology company, suggesting the potential for Kabbage's world-class platform to change the landscape of lending worldwide

FT Partners' Role

- FT Partners served as strategic advisor to Kabbage in this groundbreaking transaction
- Transaction demonstrates FT Partners' continued success advising on \$100mm+ financings for leading, world class financial technology companies while also building on the Firm's deep domain expertise in the Alternative Lending space

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in its Series E minority financing led by



for total consideration of

\$ 135,000,000



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Overview of FT Partners

FT Partners Advises Earnest on its \$75mm Minority Financing

Transaction Overview and Rationale

Overview of Transaction

- On November 17, 2015, Earnest announced a minority \$75mm Series B equity financing round
- The round was led by Battery Ventures with participation from Adams Street Partners and existing investors, including Maveron
- Earnest plans on using the equity financing to continue building out current technology, data and engineering teams
- In conjunction with the equity raise, Earnest also announced an additional \$200mm of institutional lending capital from New York Life and others
- Additional lending capital will enable Earnest to introduce new products, tools and resources in the near-term as the Company is planning expansion into additional consumer finance verticals
- Earnest is a leading technology-enabled alternative lending company that is intent on disrupting consumer lending; the Company utilizes superior technology to provide lending and refinancing solutions to consumers at better rates than traditional lenders

Significance of Transaction

- This transaction capitalizes on Earnest's strong growth and traction to further establish the Company as a leading technology-enabled alternative lender
- Firmly positions the Company to expand its products and services and continue to disrupt the consumer lending space

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Earnest and its Board of Directors in this monumental transaction
- Transaction demonstrates FT Partners' continued success advising on large financings for leading, world class financial technology companies while also building on the Firm's deep domain expertise in the Alternative Lending space

Financial Technology Partners LP FTP Securities LLC

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

earnest

in its Series B minority financing led by

BV
Battery Ventures

**ADAMS STREET
PARTNERS**

m
maveron

for total consideration of

\$ 75,000,000

**FINANCIAL
TECHNOLOGY
PARTNERS**

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Overview of FT Partners

Selected FT Partners' Alternative Lending Research ([click to view](#))

May 1, 2015
Financial Technology Partners LP
FTP Securities LLC

Transaction Profile:
Prosper Marketplace Secures \$165 Million
in Series D Financing

PROSPER

Courtesy of:
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Prosper Secures \$165 mm in Series D Financing

April 27, 2015
Financial Technology Partners LP
FTP Securities LLC

Transaction Profile:
Funding Circle
raises
\$150,000,000
in financing led by
DST

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Funding Circle Raises \$150 mm in Financing Led by DST

February 19, 2015
Financial Technology Partners LP
FTP Securities LLC

Transaction Profile:
Lending Club IPO: Post Quiet Period Review

LendingClub
NYSE: LC

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Lending Club IPO: Post Quiet Period Review

February 19, 2015
Financial Technology Partners LP
FTP Securities LLC

Transaction Profile:
OnDeck IPO: Post Quiet Period Review

OnDeck
NYSE: ONDK

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OnDeck IPO: Post Quiet Period Review

February 11, 2015
Financial Technology Partners LP
FTP Securities LLC

Transaction Profile:
OPORTUN
(Formerly known as Prosper Financial)

raises
\$90,000,000
in financing led by
Fidelity

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Oportun Raises \$90 mm in Financing Led by Fidelity Investments

February 3, 2015
Financial Technology Partners LP
FTP Securities LLC

Transaction Profile:
SoFi
raises
\$200,000,000
in Series D financing led by
THIRD POINT

Courtesy of:
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Sofi Raises \$200 mm in Series D Financing Led by Third Point Ventures

December 4, 2014
Financial Technology Partners LP
FTP Securities LLC

Transaction Profile:
AVANT
raises
\$225,000,000
in Series D Financing led by
TIGER

Courtesy of:
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Avant Raises \$225 mm in Series D Financing Led by Tiger Global

November 13, 2014
Financial Technology Partners LP
FTP Securities LLC

Transaction Profile:
Enova Spin-off from Cash America

enova
NYSE: ENVA

Courtesy of:
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Enova Spin-off from Cash America

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**

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



**Institutional Investor
Annual Ranking**

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









**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 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 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, GPN, TSS, HPY, DST, ENV, FISV, FIS, JKHY, WU & EEFT among others 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with J.P. Morgan and UBS Formerly Global Head of Strategy at First Data 	18
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners beginning in 2002 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