

July 30, 2015

# Financial Technology Partners

## FT Partners Research – Transaction Profile



*secures*

**\$60,000,000**

*in Series D financing led by*



*Courtesy of:*



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

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# ShopKeep Raises \$60 mm in Financing

## Transaction Overview

### Transaction Overview

- On July 28, 2015, ShopKeep announced that it raised approximately \$60 mm in financing from Activant Capital with support from existing investors
- ShopKeep plans to use this injection of capital to aggressively grow its overall US customer base, strengthen industry partnerships, and launch international operations, starting with the UK this month
- Steve Sarracino, founder of Activant Capital, will be joining ShopKeep's board
- This funding round will further solidify ShopKeep's leadership position as one of the leading point-of-sale and payment technology provider for independent merchants, but also as a complete operating system with a platform that has targeted customer marketing, inventory and staff management, and detailed analytics
- Funding comes at a crucial time as payment businesses get ready for imminent EMV liability shift this fall

### Previous Equity Financings

Date	Size (\$ mm)	Investors
4/24/14	25	Canaan Partners, Tribeca Venture Partners, TTV Capital, Contour Venture Partners, Thayer Street Partners
12/5/12	10	Canaan Partners, Tribeca Venture Partners, TTV Capital
1/17/12	2.2	TTV Capital, Tribeca Venture Partners

### Selected Commentary

***"We see tremendous opportunity for the company to build on its existing success as the operating system for small business and retail, and rise above the noise to cement its position as the industry leader in this space."***

***"This is a crucial time for the mobile payments and small business technology sectors – both are evolving at a rapid pace and competition amongst the major players is heating up. ShopKeep is at the forefront of this evolution and is offering the most comprehensive and forward thinking solution for growing businesses, combined with unmatched customer care."***

- Steve Sarracino, Founder of Activant Capital

***"ShopKeep has always provided a one-stop-shop for merchants, offering cutting edge technology and 24/7 customer service. We now play the role of an IT department to small business owners, democratizing invaluable business management tools previously only accessible to the big box retailers."***

***"With this new funding we are looking forward to bringing these benefits to a far greater number of small business owners, and empowering them to run a smarter business."***

- Norm Merritt, President and CEO of ShopKeep

Source: VentureBeat press release.

# ShopKeep Raises \$60 mm in Financing

## ShopKeep Overview

### ShopKeep Overview



**CEO:** Norm Merritt

**Headquarters:** New York, New York

**Founded:** 2008

- ShopKeep provides cloud-based iPad point-of-sale solutions for retailers; products enable merchants to run and analyze their businesses in a cloud-based interface and to generate analysis of sales and customer relationship management
- In March 2015, the Company acquired payment processor Payment Revolution for an undisclosed amount
- ShopKeep has experienced 2.4X YoY growth (monthly recurring revenue) through June 2015
- More than \$6 bn transactions were processed through ShopKeep's network in the past year
- The Company's solutions enable merchants to track and manage inventory all in one place
- Enables smart customer marketing by allowing merchants to build their database and drive repeat business
- The Company also offers Apple Pay and chip card reader, a device that allows merchants to accept Apple Pay, along with magnetic swipe credit card payments

### Features of iPad POS



#### Inventory Management

- Enables merchants to manage in bulk
- Merchants can know their best selling items
- Tracks cost and profit margins per item



#### Customer Marketing

- Customize email receipts with logos and trackable links to social profiles



#### Staff Management

- Staff can clock in and out of shifts in the ShopKeep app
- Merchants can know the hours everyone has worked at the end of each week



#### Reports & Analytics

- Allows merchants to understand their business
- Merchants can know their best performing staff members

### Management Team



**Norm Merritt**  
CEO & President

- Previously served as CEO and Board Member of iQor
- Received BS in Accounting from BYU and MBA from HBS



**Jason Richelson**  
Co-Founder

- Also serves as Chief Strategy Officer
- Previously served as Co-CEO of ShopKeep
- Received BS in Finance & Accounting from NYU



**David Olk**  
Co-Founder

- Serves as an advisor for many other tech companies
- Previously served as a Director of M&A at IAC



**Brian Zang**  
SVP Sales & Marketing

- Previously served as the Director of Sales Specialists at LivingSocial
- Received BS, Double Degree in Marketing & Business Management



# ShopKeep Raises \$60 mm in Financing

## ShopKeep's Solution Overview



### ShopKeep for Restaurants & Bars

- ShopKeep integrates with MailChimp so restaurants can launch powerful email campaigns to ideal customers
- Tells restaurants which items are driving business and which are losing money
- Merchants can customize email receipts to include new offers, their social pages, or whatever else they want people to know
- Raw tools management system tracks every ingredient of every menu item and tells restaurants when they are about to run low



### ShopKeep for Retail

- Provides inventory management solutions that enables merchants to receive alerts on when items are running low
- Merchants can check inventory data and fine-tune their inventory as needed
- Bulk management system enables merchants to update their inventory en masse or migrate thousands of items from other systems
- Has Bluetooth barcode scanners allowing expedited scanning of items at the register or adding them to a merchant's inventory
- ShopKeep Pocket™ allows merchants to track metrics from anywhere



### ShopKeep for Quick Service

- Enables quick service merchants to serve and take orders from customers quicker
- Quick service restaurants can configure their button and screen layout to increase efficiency
- The POS system works even if the internet drops
- Cashiers can send orders to specific printers and staff members to speed up processes
- Enables restaurants to add item modifiers to take the most complicated order in a couple taps

# ShopKeep Raises \$60 mm in Financing

## Activant Capital Group Overview



### Company Overview

- Founded in 2010, Activant Capital is backed by a number of family offices
- Seeks founder-backed technology and technology enabled services businesses
- Likes vertically-focused enterprise software and internet-of-things businesses
- Activant Capital has had 3 exits over \$1 bn since inception
- Will take an active role in portfolio companies
- Activant Capital is headquartered in Greenwich, Connecticut

### Investment Criteria / General Preference

<b>Fund Size:</b>	na	<b>Control:</b>	Minority (preferred), Majority
<b>Fund Raised:</b>	na	<b>Geography:</b>	U.S. (preferred), Europe, South America
<b>Equity Range:</b>	\$10-75 mm	<b>Transaction Type:</b>	Growth (preferred), Buyout
<b>Revenue:</b>	na	<b>Industry Focus:</b>	Software
<b>EBITDA:</b>	na		

### Select Recent Investments / Exits

#### Investments

Date	Company	Amount (mm)
07/28/15	ShopKeep	\$60
04/15/15	RetailNext	125
07/08/14	RetailNext	30
06/25/14	WellAware Holdings	37
01/02/14	Silverback Enterprise Group	20
12/20/13	Upland Software	na
03/04/13	hybris Software	30
10/31/11	Mitrtech	na
10/26/10	iCongo	na

#### Exits

Date	Company	Amount (mm)
11/07/14	Upland Software (IPO)	\$46
08/01/13	hybris Software (SAP)	1,500
08/22/12	Sunquest Information Systems (Roper Industries)	1,415
08/23/11	iCongo (hybris Software)	na

# ShopKeep Raises \$60 mm in Financing

## Selected POS Company Financing History (cont.)

Announced Date	Transaction Overview	Company	Selected Buyers / Investors	Amount (\$MM)
06/15/15	Lavu Secures \$15 mm in Series A Financing Led by Aldrich Capital Partners	Lavu	Aldrich Capital Partners	\$15
05/27/15	Taztag Secures Approximately \$1.1 mm in Financing from Fonds d'Investissement de Bretagne	Taztag	Fonds d'Investissement de Bretagne	1
05/01/15	Net Element Secures \$10.5 mm in Financing	Net Element	Undisclosed Investors	11
04/27/15	Posera-HDX Secures \$2.96 mm in Financing	Posera-HDX	Undisclosed Investors	3
04/14/15	TouchBistro Secures \$6 mm in Series A Financing	TouchBistro	Kensington Capital Partners; Relay Ventures; JUST EAT; Difference Capital Financial; Undisclosed Investors	6
01/01/15	Revel Systems Secures Financing from DreamFunded	Revel Systems	Dream Funded	na
11/11/14	Revel Systems Secures \$100 mm in Series C Financing	Revel Systems	Welsh, Carson, Anderson & Stowe; Undisclosed Investors	100
10/14/14	orderbird Secures \$10 mm in Series B Financing	Orderbird	ConCardis GmbH; Undisclosed Investors	10
10/12/14	Inventorum Secures Approximately \$5.1 mm in Financing from High-Tech Grunderfonds and Vogel Ventures	Inventorum	High-Tech Grunderfonds; Vogel Ventures; Undisclosed Investors	5
09/17/14	LightSpeed Retail Secures \$35 mm in Financing Led by iNovia Capital and Accel Partners	LightSpeed Retail	iNovia Capital; Accel Partners	35
09/12/14	Square Secures \$150 mm in Financing	Square	Undisclosed Investors; Rizvi Traverse Management; GIC	150
08/23/14	Knox Payments Secures \$0.63 mm in Financing	Knox Payments	TransUnion	<1
08/14/14	Talech Secures \$6.6 mm in Financing	Talech	Undisclosed Investors	7
07/30/14	Heartland Payment Systems has Agreed to Acquire TouchNet Information Systems for \$375 mm	Touchnet Information Systems	Heartland Payment Systems	375
06/04/14	DRB Systems Secures Financing from Prairie Capital	DRB Systems	Prairie Capital, L.P.	na
05/28/14	Bindo Secures \$1.8 mm in Financing	Bindo Labs	East Ventures; Metamorphic Ventures; Undisclosed Investors	2
04/24/14	ShopKeep Secures \$25 mm in Financing	ShopKeep	Canaan Partners; Tribeca Venture Partners; TTV Capital; Contour Venture Partners; Thayer Street Partners; Undisclosed Investors	25
03/25/14	Vend Secures \$20 mm in Financing Led by Valar Ventures and Square Peg Capital	Vend	Square Peg Ventures; Valar Ventures	20
03/24/14	TouchBistro Secures Approximately \$1.5 mm in Financing from Walden Venture Capital and Kensington Capital Partners	TouchBistro	Kensington Capital Partners; Walden VC	2
02/26/14	Knox Payments Secures \$0.9 mm in Financing	Knox Payments	Undisclosed Investors	<1
02/04/14	Posera-HDX Secures Financing from Sigma Capital Partners	Posera-HDX	Sigma Capital Partners	<1
01/07/14	Wincor Nixdorf has Agreed to Acquire DATEC Retail Systems	Datec Retail Systems	Wincor Nixdorf AG	na



# ShopKeep Raises \$60 mm in Financing

## Selected POS Company Financing History (cont.)

Announced Date	Transaction Overview	Company	Selected Buyers / Investors	Amount (\$MM)
01/07/14	Total Merchant Services Acquires Registroid	Registroid	Total Merchant Services	na
01/02/14	AirVend Secures \$1.2 mm in Financing Led by 365 Retail Markets	AirVend	PS27 Venture; 365 Retail Markets	\$1
01/01/14	Talech Secures Seed Financing from Visionnaire Ventures	Talech	Visionnaire Ventures; Undisclosed Investors	na
11/14/13	TouchBistro Secures \$4.5 mm in Financing Led by Relay Ventures	TouchBistro	Relay Ventures; Undisclosed Investors	5
10/04/13	GHL Systems Secures Approximately \$11.39 mm in Financing	GHL Systems	Cycas; Creador	11
08/19/13	Wallmob Secures \$1.2 mm in Financing	Wallmob	Undisclosed Investors	1
07/29/13	Shoptimize Secures Financing from Tandem Capital	Shoptimize	Tandem	na
07/24/13	LightSpeed Retail Acquires MerchantOS	MerchantOS	LightSpeed Retail	na
06/26/13	EMN8 Secures \$50mm in financing Led by Sid R. Bass Associates	Tillster	Sid R. Bass Associates L.P; Allegis Capital	50
06/26/13	Revel Systems Secures \$10.1 mm in Financing	Revel Systems	Undisclosed Investors	10
05/24/13	Erply Secures \$2.15 mm in Financing Led by Redpoint Ventures	Erply	Index Ventures; Redpoint Ventures; 500 Startups	2
05/15/13	Vend Secures \$6.5 mm in Financing	Vend	Milford Active Growth Fund; Point Nine Capital	7
04/01/13	Knox Payments Secures \$0.08 mm in Seed Financing	Knox Payments	Undisclosed Investors	<1
03/21/13	Leapset has Secured \$2 mm in Financing	Leapset	Undisclosed Investors	2
12/24/12	Marlin Equity Partners Acquires Vivonet	Vivonet	Marlin Equity Partners	na
12/05/12	ShopKeep Secures \$10 mm in Financing Led by Canaan Partners	ShopKeep	Canaan Partners; Tribeca Venture Partners; TTV Capital	10
12/03/12	Monitise Acquires eMerit Solutions for Approximately \$4.3 mm	eMerit Solutions	Monitise	4
09/17/12	Square Secures Financing from Citi Ventures, Rizvi Traverse Management and Starbucks	Square	Citi Ventures; Rizvi Traverse Management; Starbucks	200
08/16/12	Freeport Capital has Agreed to Acquire 51% Stake in TekTango	TekTango	Hybrid PayTech World	<1
08/08/12	Square Secures \$25 mm in Financing from Starbucks	Square	Starbucks	25
06/12/12	LightSpeed Secures \$30 mm in Financing from Accel Partners	LightSpeed Retail	Accel Partners	30
05/29/12	Groupon Acquires BreadCrumb	BreadCrumb	Groupon	na

# Overview of FT Partners

## FT Partners is the Leader in Financial Technology Investment Banking

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as strategic and financial advisor to</p> <p><b>MERCURY®</b> in its cash sale to</p> <p><b>vantiv</b></p> <p>for total consideration of approximately</p> <p><b>\$1,650,000,000</b></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><b>MERCURY®</b> in its approximately 60% majority sale to</p> <p><b>SILVERLAKE</b></p> <p>for aggregate consideration of approx.</p> <p><b>\$ 900,000,000</b></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><b>judo</b> in its growth financing with</p> <p><b>ROUTE SIXTY-SIX VENTURES</b></p> <p>for total consideration of approximately</p> <p><b>£6,000,000</b></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 strategic and financial advisor to</p> <p><b>azimo</b> in its Series B financing led by</p> <p><b>frog capital</b> for approximately</p> <p><b>\$ 20,000,000</b></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><b>YAPSTONE</b> POWERING PAYMENTS</p> <p>in its debt financing by</p> <p><b>BregalSagemount Comerica Bank</b></p> <p>totaling approximately</p> <p><b>\$ 60,000,000</b></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><b>OZFOREX</b> FOREIGN EXCHANGE SERVICES</p> <p>in its</p> <p><b>Initial Public Offering</b> valuing the equity at approximately</p> <p><b>A\$480,000,000</b></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 advisor to</p> <p><b>CIBC</b> in its strategic investment in</p> <p><b>Mediacore</b> with additional participation from</p> <p><b>Bain Capital Ventures</b></p> <p><b>\$70,000,000</b></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><b>VERUS</b> in its sale to</p> <p><b>sage</b></p> <p>for cash consideration of approximately</p> <p><b>\$ 325,000,000</b></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><b>CentralPayment®</b> in its Strategic Investment by</p> <p><b>TSYS®</b></p> <p><b>\$ 100,000,000+</b></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><b>FLEET ONE</b> in its cash sale to</p> <p><b>wex</b></p> <p>for total consideration of approximately</p> <p><b>\$ 369,000,000</b></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><b>NMI</b> NETWORK MERCHANTS INC.</p> <p>in its growth investment by</p> <p><b>BregalSagemount</b></p> <p>for a total valuation of nearly</p> <p><b>\$ 200,000,000</b></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><b>century PAYMENTS</b> in its sale to</p> <p><b>WorldPay</b> a portfolio company of</p> <p><b>Advent International BainCapital</b></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 strategic and financial advisor to</p> <p><b>TRANSFIRST</b> in its cash sale to</p> <p><b>Vista Equity Partners</b> from</p> <p><b>WCAS</b></p> <p><b>\$1,500,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole debt capital advisor to</p> <p><b>jack henry &amp; ASSOCIATES INC.</b> in its acquisition of</p> <p><b>iPayTechnologies</b></p> <p>for total consideration of approximately</p> <p><b>\$ 300,000,000</b></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><b>CUSTOM HOUSE</b> in its sale to</p> <p><b>WESTERN UNION</b></p> <p>For total cash consideration of approximately</p> <p><b>\$ 370,000,000</b></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><b>VeriFone</b> THE WAY TO PAY™</p> <p>in its</p> <p><b>\$177,000,000</b> <b>Initial Public Offering</b> valuing the equity at approximately</p> <p><b>\$ 650,000,000</b></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><b>PROPAY</b> in its sale to</p> <p><b>TSYS®</b></p> <p><b>\$ 100,000,000+</b></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><b>lynk</b> in its sale to</p> <p><b>The Royal Bank of Scotland</b></p> <p>for cash consideration of approximately</p> <p><b>\$ 525,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>



# Overview of FT Partners

## Selected FT Partners' Research (click to view)



Research Report: PayPal Spin-off Overview



Research Report: Global Money Transfer



Research Report: Innovations in Capital Markets Technology



Research Report: Apple Unveils Apple Pay



Shopify: Post Quiet Period Review



WePay Raises \$40 mm in Series D Financing Led by FTV Capital



Pitney Bowes Acquires Borderfree for \$395 mm



Optimal Payments Acquires Skril for \$1.2 bn

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

- |      |  |
|------|--|
| 2014 | <ul style="list-style-type: none"> <li>■ <b>Equity Financing Deal of the Year</b></li> <li>■ Professional Services Deal of the Year, Above \$100mm</li> </ul>  |
| 2012 | <ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year</b></li> <li>■ Professional Services Deal of the Year, Above \$100 mm</li> </ul>   |
| 2011 | <ul style="list-style-type: none"> <li>■ <b>Boutique Investment Bank of the Year</b></li> <li>■ Deal of the Decade</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>■ IT Services Deal of the Year, Below \$500mm</li> <li>■ Cross-Border Deal of the Year, Below \$500mm</li> </ul>   |
| 2007 | <ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year – Steve McLaughlin</b></li> <li>■ Business to Business Services Deal of the Year</li> <li>■ Computer and Information Technology Deal of the Year, Above \$100mm</li> <li>■ Financial Services Deal of the Year, Above \$100mm</li> </ul> |



- |           |   |
|-----------|---|
| 2006-2008 | <ul style="list-style-type: none"> <li>■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology</li> </ul> |
|-----------|---|



Middle Market Financing Awards

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

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