

May 13, 2016

Financial Technology Partners

FT Partners Research – Transaction Profile



\$100 million

in financing from



Courtesy of:



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

www.ftpartners.com



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Fractal Analytics Raises \$100 Million in Financing

Fractal Analytics and Transaction Overview

Transaction Overview

- On May 10, 2015, Fractal Analytics announced that it had agreed to a partnership with Khazanah National in which Khazanah will also invest \$100 million in Fractal Analytics
 - This round will be used predominantly to accelerate Fractal Analytics' growth

"We believe that the availability of large amounts of real-time information and the ability to analyze it at scale, will transform how the world makes decisions"

"Fractal is one of the companies leading this change and with our partnership, it can dramatically accelerate its programmatic investments and acquisitions"



- Chinta Bhagat,
Executive Director
at Khazanah

"There is a revolution underway in advanced analytics, deep learning and visual storytelling. The investment from Khazanah will help us invest further in our AI & deep learning based software stack"



- Srikanth Velamakanni,
Co-founder & CEO of
Fractal Analytics

Transaction Overview (cont.)

"This is an exciting phase of our growth. Our success has been on account of the trust and partnership we have enjoyed from large global corporations"

"The unmet need for AI and sophisticated analytics in these organizations will propel our future growth. We are excited to partner with Khazanah on this journey"



- Pranay Agrawal,
Co-founder and CCO
of Fractal Analytics

Fractal Analytics Overview



- Fractal Analytics provides global analytics for Fortune 500 companies to process consumer-related data allowing them to better understand and predict consumer actions
- Key capabilities of Fractal's platform include customer loyalty and analytics, integrated marketing, big data visualization and AI / machine learning
- The Company's solutions are focused on five main industries: consumer goods, financial services, insurance, retail and technology



Fractal Analytics Raises \$100 Million in Financing

Khazanah National Overview



Selected Contact(s)



Tan Sri Dato' Mokhtar
Managing Director



Dominic Silva
Executive Director



Ben Chan
Executive Director



Dato' Noorazman
Executive Director



Datuk Hamdam
Executive Director



Kenneth Shen
Executive Director

Selected Location(s)

- Kuala Lumpur, Malaysia
- Beijing, China
- San Francisco, CA
- Istanbul, Turkey
- Mumbai, India

About

- Founded in 1993, Khazanah National is the strategic investment fund of the Government of Malaysia
- Strives to drive various strategic industries and national initiatives while also adding value creation, heightening efficiency gains, and enhancing corporate governance
- Partners with portfolio companies in a collaborative engagement approach through its Five-Point Engagement Framework

FINANCIAL
TECHNOLOGY
PARTNERS

Investment Preferences

Investment Criteria

Fund Size:	NA
Fund Raised:	NA
Investment Range:	NA
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority
Geography:	Asia / Pac, North America
Transaction Type:	Venture, Growth, Buyout
Industry Focus:	Agri. / food, Aviation, Media, Education, Financial Services, Healthcare, Infrastructure, Technology, Leisure, Life Sciences, Power, Property, Sustainable Development, Telecommunications

Select Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
05/16	Fractal Analytics (Secondary)	\$100	Chinta Bhagat	FMS
01/16	WeLab (Series B)	160	NA	Bnkg
08/14	Huarong Asset Management (PE Growth)*	2000	NA	CapMkts
07/11	L&T Finance (PE Growth)*	73	NA	Bnkg
07/10	Infrastructure Development Finance Company (PIPE)	179	NA	CapMkts

Other Technology Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
03/16	Garena (Series D)	\$170	NA	Software
03/16	Blippa (Series D)	54	NA	Software
01/16	Skyscanner (PE Growth)	192	NA	Online
09/15	VAS Data Services (Series D)	75	NA	E-Com
09/15	Zivame (Series C)	38	Chinta Bhagat	E-Com

1) *Italics* indicate preferred control / geography.
 2) * denotes M&A exit; ** denotes IPO exit.
 3) Deal Amount in mm.

Overview of FT Partners

Strong Experience in the Financial Management Solutions and Software Space

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

FINANCIAL TECHNOLOGY PARTNERS

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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

avidxchange

in its Series E minority financing from

Bain Capital Ventures
FOUNDRY KEYBANK nyca

for total consideration of

\$ 235,000,000

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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

CHROMERIVER

in its Series D investment from

Great Hill PARTNERS

for total consideration of approximately

\$ 100,000,000

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Financial Technology Partners LP
FTP Securities LLC

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

avidxchange

in its acquisition of

STRONGROOM

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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

feedzai

in its Series B financing from

OAK HC/FT ESPRITO SANTO SAPPHIRE VENTURES

for approximately

\$ 17,500,000

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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

wave

in its financing, including investment from

SC CRY OMERS VENTURES

for approximately

\$ 10,000,000

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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as strategic advisor to

BROWZ

in its financing for a total consideration of

\$ 10,000,000

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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

INSURANCE TECHNOLOGIES

in its sale to

MOELIS CAPITAL PARTNERS

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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to

GreenSky

in its minority investment from

DST ICONIQ TPG

for total consideration of

\$ 300,000,000

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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to

taulia

in its Series D financing, including investment from

QUESTMARK PARTNERS
zouk BDA edbi

for total consideration of approximately

\$ 60,000,000

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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

KUBRA

in its 80% majority sale to

HEARST corporation

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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

ShareholderInSite

in its sale to

IPREO

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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

Performant

in its debt financing led by

WILSON CAPITAL TRADING

totaling approximately

\$ 148,000,000

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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

jack henry & ASSOCIATES INC.

in its acquisition of

iPayTechnologies

for total consideration of approximately

\$ 300,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Financial Technology Partners LP
FTP Securities LLC

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

MERCURY

in its cash sale to

vantiv

for total consideration of approximately

\$1,650,000,000

FINANCIAL TECHNOLOGY PARTNERS

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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

CUSTOM HOUSE

in its sale to

WESTERN UNION

For total cash consideration of approximately

\$ 370,000,000

FINANCIAL TECHNOLOGY PARTNERS

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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

YAPSTONE

ePayments as a Service

in its minority investment led by

ACCEL PARTNERS

For total consideration of approximately

\$ 50,000,000

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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

ATD

Automated Trading Desk, LLC

in its sale to

citi

for cash and stock consideration of approximately

\$ 700,000,000

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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

FLEET ONE

in its cash sale to

wex

for total consideration of approximately

\$ 369,000,000

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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

ACCREDITIVE HEALTH

results providers trust

in its

\$138,000,000
Initial Public Offering

valuing the equity at approximately

\$ 1,200,000,000

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 strategic and financial advisor to

Heartland

in its sale to

globalpayments

for total consideration of

\$ 4,300,000,000

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

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 WU, EEFT, DST, ENV, FISV, FIS, V, MA, GPN & HPY among others 	20
Phil Olson <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with William Blair & Company in the Technology & Financial Services group Northwestern University – Kellogg M.B.A 	15
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