

FT PARTNERS FINTECH INDUSTRY RESEARCH

December 20, 2017



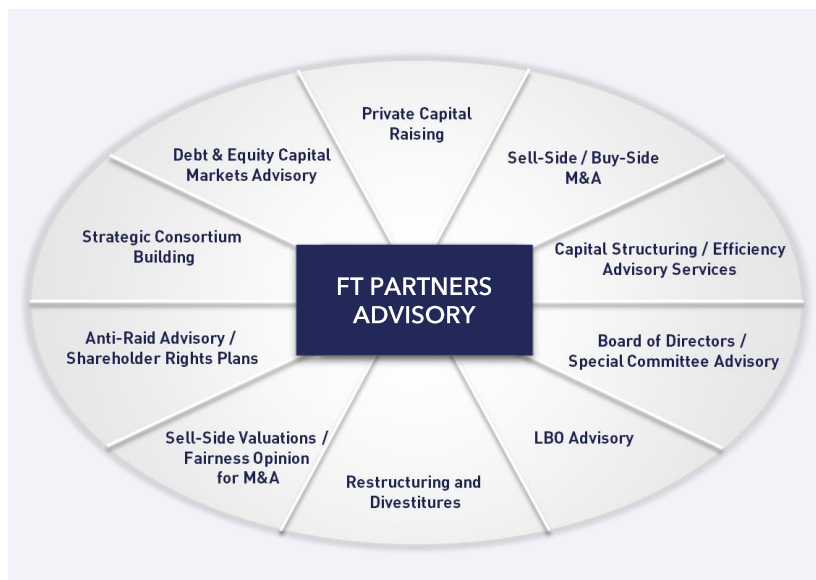
**LexinFintech Completes its IPO Raising
\$108 million**

(Nasdaq:LX)

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



The Information

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 *Institution Investor's* "FinTech Finance 35"



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

Steve McLaughlin: Founder & CEO

Tel: 415.992.8880

steve.mclaughlin@ftpartners.com

SUBSCRIBE



IPO Overview

Key IPO Statistics

CEO:	Jay Wenjie Xiao
Headquarters:	Shenzhen, China
Founded:	2013
Employees:	2,566
<hr/>	
Prospectus File Date:	November 13, 2017
Ticker:	Nasdaq:LX
Gross Proceeds:	\$108,000,000
Shares:	12,000,000 ADSs
Filing Range:	\$9.00 – 11.00
Listing Date:	December 20, 2017
Offer Price:	\$9.00

Use of Proceeds

The Company intends to use the offering proceeds for general corporate purposes, including investments in product development, sales and marketing activities, technology infrastructure, capital expenditures and other general administrative matters.

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

FORM F-1

LexinFintech Holdings Ltd.

LEXIN 乐信

(Nasdaq:LX)

Jay Wenjie Xiao
Chief Executive Officer
27/F CES Tower
No. 3099 Keyuan South Road
Nanshan District, Shenzhen 518052

Goldman
Sachs

Merrill Lynch
Bank of America Corporation

Deutsche Bank

China
Renaissance

LexinFintech Overview

LEXIN 乐信

Company Overview

- LexinFintech is one of the leading online consumer finance platforms in China ⁽¹⁾
 - The Company strategically focuses on serving “educated young adults” in China
 - This target demographic is between 18 and 36 years old, has high income potential, high educational backgrounds and high consumption needs with a strong desire to build credit profiles
 - LexinFintech grows with its customer base by offering convenient and innovative financing products at different stages in life to meet credit needs
- LexinFintech’s platform, Fenqile, offers personal installment loans, installment purchase loans and other credit products
 - The Company matches borrowers with diversified funding sources, such as...
 - Individual investors on the Company’s Juzi Licai online investment platform
 - Institutional investors
 - Investors in LexinFintech’s asset-backed securities
 - LexinFintech acquires its customers through targeted and cost-effective channels such as its e-commerce platform, word-of-mouth referrals and partnerships with commercial banks
- Pursuant to the JOBS Act, LexinFintech qualifies as an “emerging growth company” and may take advantage of specified reduced reporting requirements

By the Numbers

Online Consumer Finance Platform for Educated Young Adults

- About **6.5 million** customers with credit lines, as of Sep. 30, 2017
- Over **20 million** registered users on the platform
- More than **90%** of LexinFintech’s customer base are educated young adults
- Over **30** institutional funding partners
- Approximately **278,000** individual investors on the platform
- Around **95%** of all loan applications are processed and approved automatically within seconds

Financial Metrics

- Cumulative originations of **RMB 60,1 billion**, since inception in August 2013
- Approximately **124%** origination growth from 2016 to Sep. 30, 2017
- An average credit limit of **RMB 7,700**
- An effective APR of **25.3%**
- Average loan tenor of **9.4 months**
- Effective funding cost of **8.9%**
- Approximately **2%** M6+ charge-off rate
- Customer acquisition cost of **RMB 105**
- New customer referral rate of **45%**

Management Team

Jay Wenjie Xiao

Chief Executive Officer,
Founder



- Jay Wenjie Xiao is the founder and CEO of LexinFintech
- Previously, he was a product manager for the infrastructure platform team at Tenpay
- Mr. Xiao received his bachelor's degree in design from Nanchang Hangkong University

Jared Yi Wu

President



- Jared Yi WU has been the President of the Group since May 2016
- Prior to joining, he spent 9 years at Tencent, serving in several different roles, such as a general manager, director and deputy general manager
- Mr. Wu received his bachelor's degree in automation from South China University Technology and a master's degree in computing and internet science from King's College London

Craig Yan Zeng

Chief Financial Officer



- Craig Yan Zeng is the CFO of LexinFintech and will serve as Director once the SEC declares LexinFintech's Form F-1 effective
- Previously, he was the CFO of YeePay
- Mr. Zeng received his bachelor's degree in chemistry from Beijing University of Chemical Technology and his master's degree in business administration from NYU

Luping Le

Chief Operating Officer



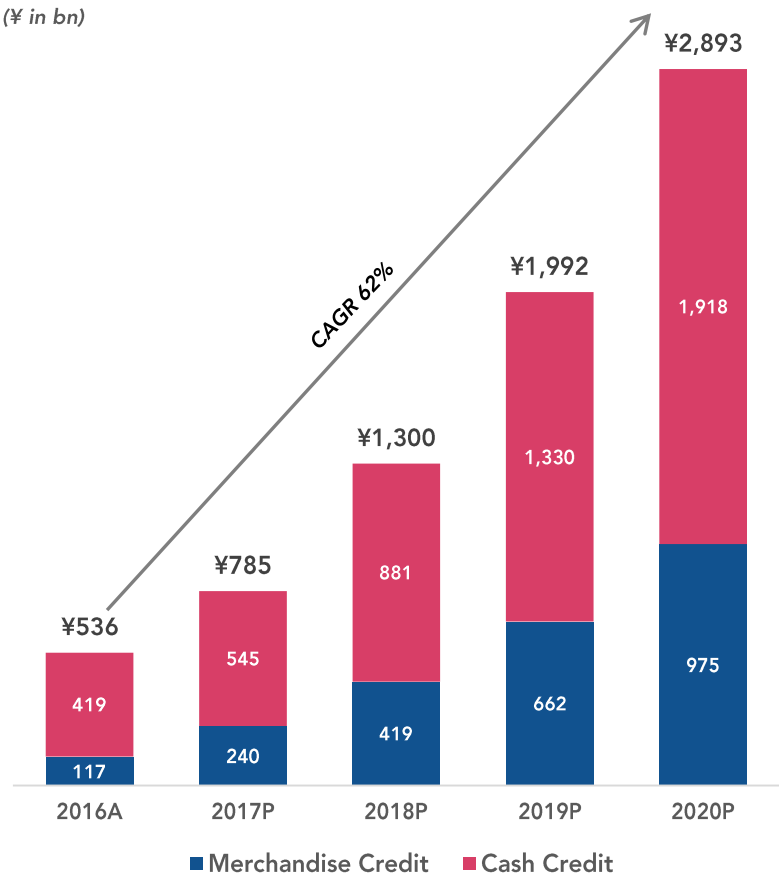
- Luping Le is the COO of LexinFintech
- Before joining, she was the general manager on the MIG marketing team at Tencent
- Ms. Le received her bachelor's degree in business administration from Guangdong University of Finance and Economics and her master's degree in business administration from the Shanghai University of Finance and Economics

Industry Overview

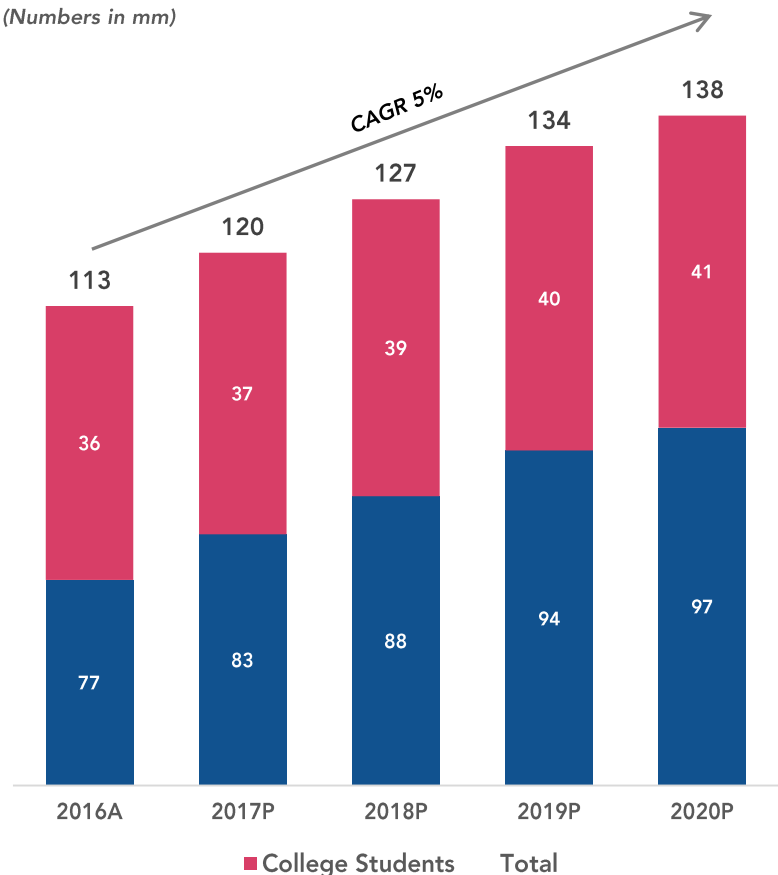
LEXIN 乐信

LexinFintech is positioned to benefit from the expansion of the consumer financing market along with growth in the young adult population in China

China's Outstanding Balance of Online Consumer Financing



Educated Young Adult Population in China



Source: Company prospectus

While LexinFinTech has a variety of growth opportunities, the Company's growth may be hindered by several key challenges to its business



Key Growth Strategies

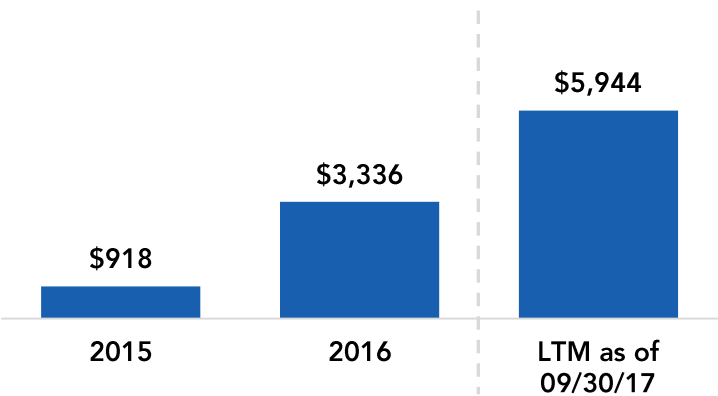
- ✓ Continue to grow with educated young adults and serve their growing credit and consumption needs
- ✓ Diversify and scale funding sources
- ✓ Further invest in the technology platform
- ✓ Promote sustainable consumer finance and become an industry leader in best practices
- ✓ Pursue strategic and opportunistic acquisitions, alliances and investments

Key Challenges

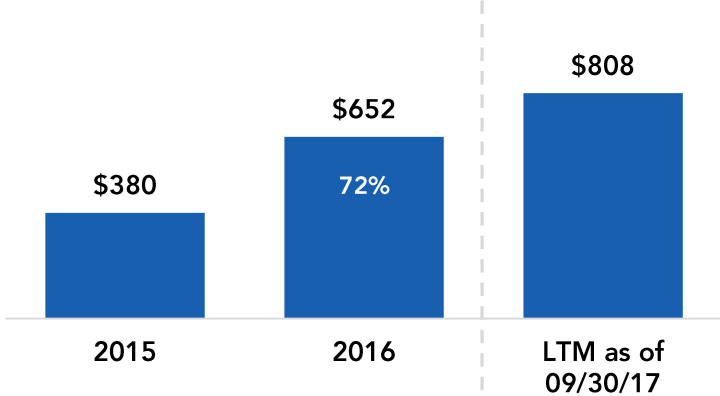
- ✗ Limited operating track record in China's evolving and emerging online consumer finance market
- ✗ Ability to retain existing customers and attract new customers
- ✗ Complying with laws and regulations, both on local and federal levels
- ✗ Effectively maintain the quality of the Company's loan portfolio
- ✗ Access to adequate and stable funding sources

Financial Overview

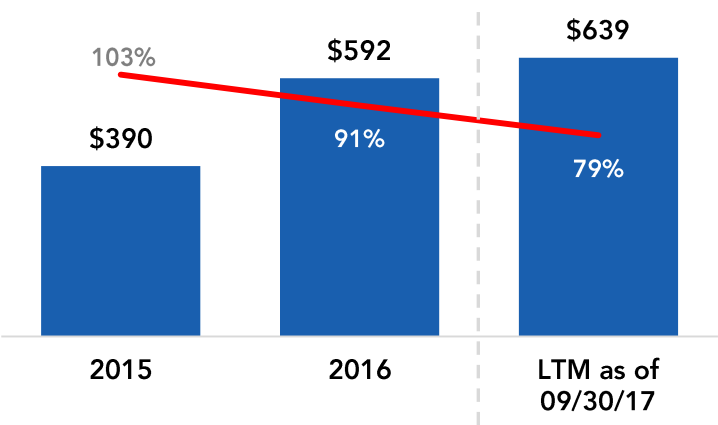
Originations (\$ in millions)



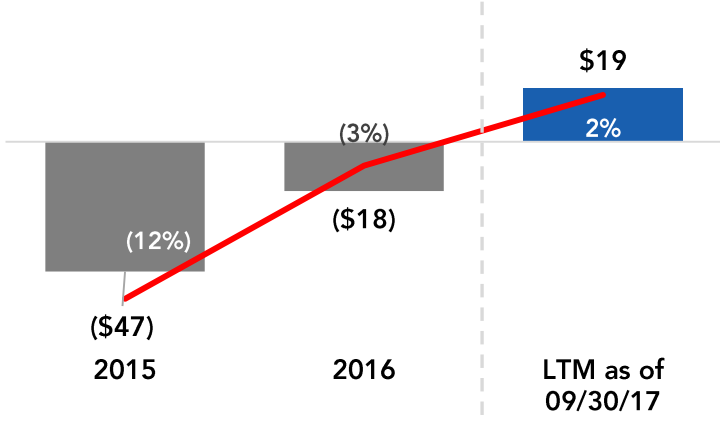
Revenue (\$ in millions)



Cost of Revenue (\$ in millions) / % of Revenue

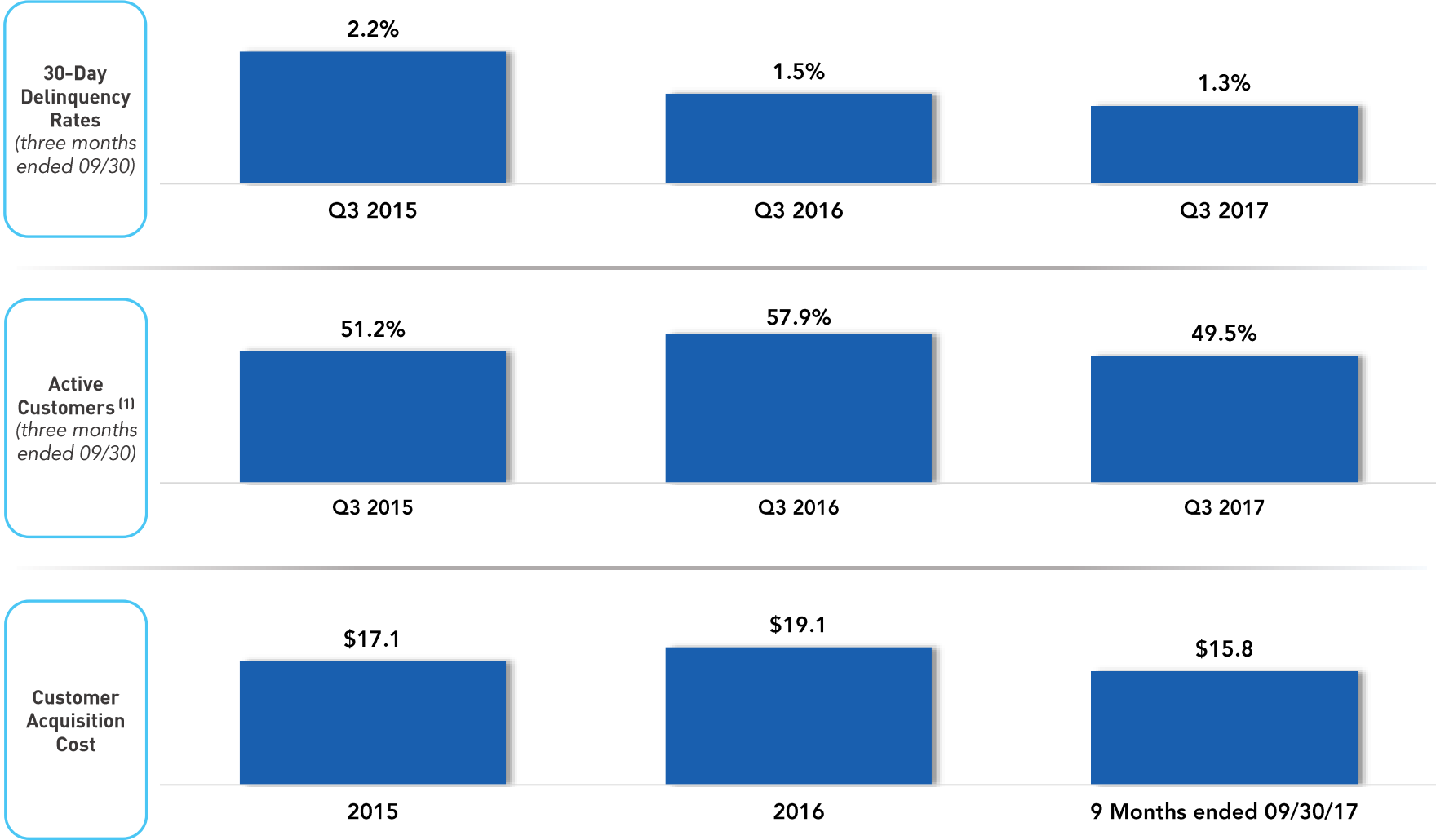


Net Income (\$ in millions) / % Margin



Source: Company prospectus
Note: Numbers have been converted to USD using the conversion rate USD 1 to RMB 6.6533

Key Business Metrics Overview



Source: Company prospectus
Note: Numbers have been converted to USD using the conversion rate USD 1 to RMB 6.6533
(1) Represents the percentage of active customers in each respective cohort for the period

Selected Chinese FinTech Financing Activity

LEXIN 乐信

Announced Date	Company	Transaction Headline	Amount (\$mm)	Research Profile
12/20/17	LEXIN 乐信	LexinFintech Completes its IPO	\$108	
11/15/17	易鑫集团 YIXIN GROUP	Yixin Group Completes its IPO Raising ~\$867 million	867	VIEW
11/09/17	拍拍贷 PPDAI	PPDAI Completes its IPO Raising \$221 million	221	VIEW
11/08/17	WeLab	WeLab Secures \$220 mm in Series B Equity and Debt Financing	220	VIEW
11/02/17	和信贷	Hexindai Completes its IPO Raising \$50 million	50	VIEW
10/17/17	趣店 Qudian	Qudian Raises Approximately \$900 mm in its IPO	900	VIEW
09/25/17	随手记 SUISHOU	Suishou Technology Secures \$200 mm in Series C Financing	200	VIEW
08/02/17	点融 DIANRONG	Dianrong Secures \$220 mm in Financing Led by GIC	220	
07/07/17	Dashu Finance	Dashu Finance Secures \$117 mm in Series C Financing led by PAG and Primavera Capital Group	117	VIEW
05/11/17	易鑫集团 YIXIN GROUP	Yixin Group Raises \$579 mm in Financing	579	VIEW
04/28/17	信而富 China Rapid Finance	China Rapid Finance Raises \$60 million in its IPO	60	VIEW
04/05/17	Wecash 网银奇异	Wecash Secures \$80 mm in Series C Financing	80	VIEW
03/30/17	用钱宝 YONGQIANBAO	Yongqianbao Secures Approximately \$68 mm in Financing Led by CICC and Golden Brick Capital	68	
01/09/17	第一车贷 DIYI CHEDAI	Diyi Chedai Secures Approximately \$52 mm in Series B Financing Led by Addor Capital and You Jin Capital	52	VIEW
11/28/16	量化派 QuantGroup	QuantGroup Secures Approximately \$72.5 mm in Series C Financing Led by Sunshine Insurance Group	73	VIEW
10/26/16	51信用卡	51Credit Secures \$84 mm in Financing	84	
09/22/16	51信用卡	51Credit Secures \$310 mm in Series C Financing	310	VIEW
09/21/16	网贷理财 FIRSTP2P	FirstP2P Secures \$70 mm in Series C Financing	70	VIEW
08/02/16	易鑫集团 YIXIN GROUP	Yixin Group Secures \$550 mm in Financing from a consortium	550	
07/08/16	趣店 Qudian	Qufenqi Secures Approximately \$449 mm in Financing	449	VIEW
06/15/16	分期乐	Fenqile Secures \$235 mm in Series D Financing from Huasheng Capital	235	VIEW
05/23/16	微贷网 WEIDAI	Weidai Raises \$153 mm in Series C Financing	153	VIEW
01/18/16	陆金所 LUFAX	Lufax Secures \$1.2 bn in Series B Financing	1,200	VIEW
01/16/16	京东金融 JD Finance	JD Finance Secures Approximately \$1 bn Led by Sequoia Capital China, China Harvest Investments and China Taiping Insurance	1,000	VIEW
01/12/16	点融网 DIANRONG	Duanrong Secures \$59 mm in Series B Financing from Furen Group	59	
12/14/15	Dashu	Dashu Finance Secures \$77 mm in Series B Financing Led by PAG	77	
01/09/15	易鑫集团 YIXIN GROUP	Yixin Group Secures \$250 mm in Series A Financing from JD.com and Tencent	250	

LexinFintech Completes Its IPO

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Publicly Traded Comparables

LEXIN 乐信

Company Name	Price 12/26/17	% MTD Change	% LTM High	Market Value (\$ mm)	Enterprise Value (\$ mm)	Multiples						Growth Rates			Margins			P / E / G CY 17E			
						Price / Earnings			EV / EBITDA			EV / Revenue			Revenue		EPS		EBITDA		
						LTM	CY 17E	CY 18E	LTM	CY 17E	CY 18E	LTM	CY 17E	CY 18E	CY 17E	CY 18E	LT		CY 17E	CY 18E	
ONLINE, NON-BANK LENDERS																					
Yixin Group	\$ 0.81	(11)%	75 %	\$ 5,074	\$ 10,263	nm	79.4 x	30.3 x	na	nm	42.4 x	26.4 x	21.4 x	12.8 x	115 %	67 %	nm	21 %	30 %	na	
Oudian	12.44	(10)	35	1,083	3,123	2.6	11.0	9.0	1.4	7.6	5.7	0.8	4.3	3.0	240	45	nm	57	52	na	
LexinFintech	14.73	37	92	1,057	2,771	29.4	na	na	53.4	na	na	5.8	na	na	na	na	na	na	na	na	
Yirendai	43.29	16	81	2,624	2,413	2.6	13.4	10.4	1.5	10.0	7.8	0.5	3.0	2.2	71	38	24	30	28	0.6	
LendingClub	4.17	(3)	61	1,728	1,350	nm	nm	nm	na	31.0	16.2	2.4	2.3	2.0	16	20	47	8	12	na	
PPDAI	7.01	(20)	48	1,083	1,258	nm	na	5.8	7.2	3.8	2.8	3.2	2.1	1.5	217	36	na	55	54	na	
Hexindai	11.00	(5)	65	472	422	23.9	55.0	8.0	13.5	42.2	na	8.4	18.4	3.9	93	378	40	44	na	1.4	
OnDeck	5.80	16	91	427	361	nm	nm	nm	na	64.8	11.4	2.1	1.0	0.9	19	12	na	2	8	na	
China Rapid Finance	5.69	(5)	44	368	287	nm	nm	8.2	nm	na	na	4.4	3.4	1.5	51	128	na	na	na	na	
Mogo	5.14	(13)	76	107	174	nm	nm	nm	na	92.4	22.0	10.2	4.5	3.2	(2)	43	na	5	14	na	
Median		(5)%	70 %			13.3 x	34.2 x	8.6 x	7.2 x	31.0 x	11.4 x	3.8 x	3.4 x	2.2 x	71 %	43 %	40 %	26 %	28 %	1.0 x	
Mean		(0)	67			14.6	39.7	12.0	15.4	36.0	15.5	6.4	6.7	3.4	91	85	37	28	28	1.0	
TRADITIONAL CONSUMER LENDERS																					
OneMain (fka Springleaf)	\$ 25.62	(2)%	77 %	\$ 3,467	nm	14.1 x	7.3 x	6.0 x	nm	nm	nm	nm	nm	nm	1 %	10 %	5 %	nm	nm	1.5 x	
Santander Consumer USA	18.44	6	98	6,653	nm	11.3	10.0	9.1	nm	nm	nm	nm	nm	nm	(8)	(5)	(5)	nm	nm	nm	
World Acceptance	80.26	(4)	91	709	nm	11.3	11.3	12.7	nm	nm	nm	nm	nm	nm	2	4	na	nm	nm	na	
International Personal Finance	2.62	1	88	583	nm	7.0	6.8	6.4	nm	nm	nm	nm	nm	nm	6	8	na	nm	nm	na	
Provident Financial	11.83	(0)	27	1,715	nm	7.8	16.1	9.5	nm	nm	nm	nm	nm	nm	1	(3)	(14)	nm	nm	nm	
Regional Management	26.45	8	96	317	nm	12.6	11.1	9.5	nm	nm	nm	nm	nm	nm	13	10	na	nm	nm	na	
Median		1 %	90 %			11.3 x	10.6 x	9.3 x	na	na	na	na	na	na	2 %	6 %	(5)%	na	na	1.5 x	
Mean		2	80			10.7	10.4	8.9	na	na	na	na	na	na	3	4	(5)	na	na	1.5	
ONLINE SHORT-TERM CONSUMER LENDING																					
Ferratum	\$ 36.18	9 %	100 %	\$ 801	\$ 663	46.8 x	31.8 x	19.4 x	na	16.0 x	11.2 x	4.3 x	2.5 x	1.9 x	43 %	35 %	50 %	16 %	17 %	0.6 x	
Curo Group	14.02	(1)	93	557	462	7.9	na	na	nm	na	na	0.5	na	na	na	na	na	na	na	na	
Enova International	15.58	5	93	521	411	14.1	11.7	9.2	nm	2.7	2.3	0.6	0.5	0.4	12	16	na	18	19	na	
goeasy	28.48	4	99	391	374	16.0	12.4	9.9	nm	4.9	3.8	1.2	1.2	1.0	16	16	na	24	26	na	
Elevate	7.66	4	81	330	277	nm	25.3	7.6	nm	2.9	1.7	0.4	0.4	0.3	16	22	na	14	19	na	
MyBucks	9.93	(26)	44	111	95	nm	39.4	8.6	nm	2.7	1.4	4.2	1.3	0.9	38	42	na	46	62	na	
Median		4 %	93 %			15.0 x	25.3 x	9.2 x	na	2.9 x	2.3 x	0.9 x	1.2 x	0.9 x	16 %	22 %	50 %	18 %	19 %	0.6 x	
Mean		(1)	85			21.2	24.1	10.9	na	5.9	4.1	1.9	1.2	0.9	25	26	50	24	29	0.6	

Selected FT Partners' Research – *Click to View*

October 25, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Exclusive Role as Sole Strategic and Financial Advisor to

Credit Sesame

in its growth financing with participation from

M **ICP** **INVENTUS** **GLORISAN** **SF**
Menlo Iridium Capital Group

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

for a total consideration of
\$ 42,000,000

Credit Sesame's \$42 million Financing

September 22, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Exclusive Role as Sole Strategic and Financial Advisor to

PROSPER

in its Series G Financing from an investment fund co-managed by

FinEX ASIA

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

for a total consideration of
\$ 50,000,000

Prosper's Series G Financing

December 4, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Exclusive Role as Sole Strategic and Financial Advisor to

oakam'

in its debt financing from

VICTORY PARK CAPITAL

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

for total consideration of approximately
\$47,000,000

Oakam's Debt Financing from Victory Park Capital

December 13, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Exclusive Role as Sole Strategic and Financial Advisor to

INSIKT

in its Series D financing led by

Coppel

with participation from

revolution FIRSTMARK Colchis

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San Francisco • New York • London

for a total consideration of
\$ 50,000,000

INSIKT's \$50 million Series D Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 8, 2017

OakNorth

OakNorth Raises £244 million (~\$321 million) in Financing

COLTRANE CLERMONT TOSCAFUND GIC

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Includes Interview with OakNorth Co-Founders

OakNorth Raises £244 million in Financing (includes interview with Co-Founder)

FT PARTNERS FINTECH INDUSTRY RESEARCH

December 8, 2017

COMPASS

Compass Raises \$450 million in Financing from SoftBank Vision Fund

SoftBank

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Compass Raises \$450 million in Financing from SoftBank

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 9, 2017

WeLab

WeLab Raises \$220 million in Series B+ Equity and Debt Financing

Alibaba Entrepreneurs Fund IFC CREDIT SUISSE

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WeLab Raises \$330 million in Series B+ Equity and Debt Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 9, 2017

monzo

Monzo Raises £71 million (~\$93 million) in Financing Led By Goodwater Capital

GOODWATER CAPITAL

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San Francisco • New York • London

Monzo Raises Approximately \$93 million in Financing

[VIEW MORE FT PARTNERS RESEARCH](#)

Track Record of Success in the Alternative Lending / Lending Tech Space

Student / Personal Loan

Financial Technology Partners LP
FTP Securities LLC

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

earnest

in its Series B minority financing led by



for total consideration of

\$ 75,000,000



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Focused Exclusively on Financial Technology

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



The Only Investment Bank
Focused Exclusively on Financial Technology

Consumer Marketing / Credit Lead Generation

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to

capitalG

in its lead investment in

credit karma

with additional participation from



for approximately

\$ 85,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Contract 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



The Only Investment Bank
Focused Exclusively on Financial Technology

Marketplace Lending

Financial Technology Partners LP
FTP Securities LLC

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

PROSPER

in its loan purchase agreement with a
consortium of institutional investors

Affiliates of



for up to

\$ 5,000,000,000



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



for total consideration of

\$ 135,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Supplier Finance Solutions

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
financial advisor to

taulia

in its investment from

QUESTMARK PARTNERS
zouk BBVA edbi

for total consideration of approximately

\$ 65,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

FT Partners Advised on Many of the Largest Alternative Lending Transactions

Company	Investor(s)	Amount Raised
PROSPER	Affiliates of NEW RESIDENTIAL INVESTMENT CORP. Jefferies THIRD POINT	\$5,000,000,000 Loan Commitment
GreenSky™	FIFTH THIRD BANK	2,000,000,000 Loan Commitment 50,000,000 Investment
GreenSky™	TPG DST ICONIQ WELLINGTON MANAGEMENT	300,000,000
Kabbage®	RCP REVERENCE CAPITAL PARTNERS ING Santander InnoVentures Scotiabank®	135,000,000
earnest	ADAMS STREET PARTNERS BV Battery Ventures maveron	75,000,000
taulia®	QUESTMARK PARTNERS zouk BBVA edbi	65,000,000
INSIKT	Coppel FIRSTMARK revolution Colchis CAPITAL	50,000,000
PROSPER	Fund Co-Managed by: FinEX ASIA	50,000,000

In addition to these large rounds, 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 exclusive role as sole strategic and financial advisor to</p> <p>capitalG</p> <p>in its lead investment in</p> <p>credit karma</p> <p>with additional participation from</p> <p>TIGER SIG Ribbit Capital</p> <p>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>FST PSY</p> <p>in its growth financing from</p> <p>OAK HC/FT</p> <p>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 exclusive role as sole strategic advisor to</p> <p>lighter capital</p> <p>in its growth financing 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 financial advisor to</p> <p>Upstart</p> <p>in its Series C financing led by</p> <p>THIRD POINT</p> <p>with additional participation from</p> <p>khosla ventures</p> <p>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>Bluebird</p> <p>in its financing, including investment from</p> <p>HIGHLAND</p> <p>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</p> <p>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 advisor to</p> <p>L2C inc</p> <p>in its sale to</p> <p>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 financial advisor to</p> <p>nav</p> <p>in its minority investment from</p> <p>Experian</p> <p>KPCB CROSSLINK CAPITAL</p> <p>for total consideration of</p> <p>\$ 25,000,000</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</p> <p>in its</p> <p>\$45,000,000 Initial Public Offering</p> <p>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 exclusive role as sole strategic and financial advisor to</p> <p>CIBC</p> <p>in its strategic investment in</p> <p>with additional participation from</p> <p>Base Capital Ventures</p> <p>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</p> <p>portfolio company of</p> <p>Triton Pacific Capital Partners, LLC</p> <p>in its sale to</p> <p>MISYS</p> <p>portfolio company of</p> <p>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™</p> <p>in its sale to</p> <p>Moody's</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

Award-Winning Investment Banking Franchise Focused on Superior Client Results

Institutional Investor
Institutional Investor
Annual Ranking

2017
2015 - 2016
2006 - 2008

- Ranked #1 Most Influential Executive on Institutional Investor's FinTech 35 List
- Steve McLaughlin Ranked Top 5 on Institutional Investor's FinTech 35 List
- Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"

I The Information

2016

- Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor
Awards

2015 - 2017

2010 - 2014

2004 - 2007

- Investment Banker of the Year – 2017
- Investment Banking Firm of the Year – 2016
- Cross Border Deal of the Year - 2016
- Dealmaker of the Year – 2015
- Technology Deal of the Year – 2015
- Equity Financing Deal of the Year - 2014
- Professional Services Deal of the Year, Above \$100 mm – 2014
- Dealmaker of the Year – 2012
- Professional Services Deal of the Year, Above \$100 mm – 2012
- Boutique Investment Bank of the Year – 2011
- Deal of the Decade – 2011
- Upper Middle Market Deal of the Year, Above \$500 mm – 2010
- IT Services Deal of the Year, Below \$500 mm – 2010
- Cross-Border Deal of the Year, Below \$500 mm – 2010
- Dealmaker of the Year – Steve McLaughlin – 2007
- Business to Business Services Deal of the Year - 2007
- Computer and Information Technology Deal of the Year, Above \$100 mm – 2007
- Financial Services Deal of the Year, Above \$100 mm – 2007
- Investment Bank of the Year – 2004










Middle Market
Financing Awards

2006 - 2008

- Equity Financing Dealmaker of the Year – Steve McLaughlin – 2008
- Information Technology Deal of the Year – 2008
- Financial Services Deal of the Year – 2008
- Financing Professional of the Year – Steve McLaughlin – 2006

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