

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 18, 2016



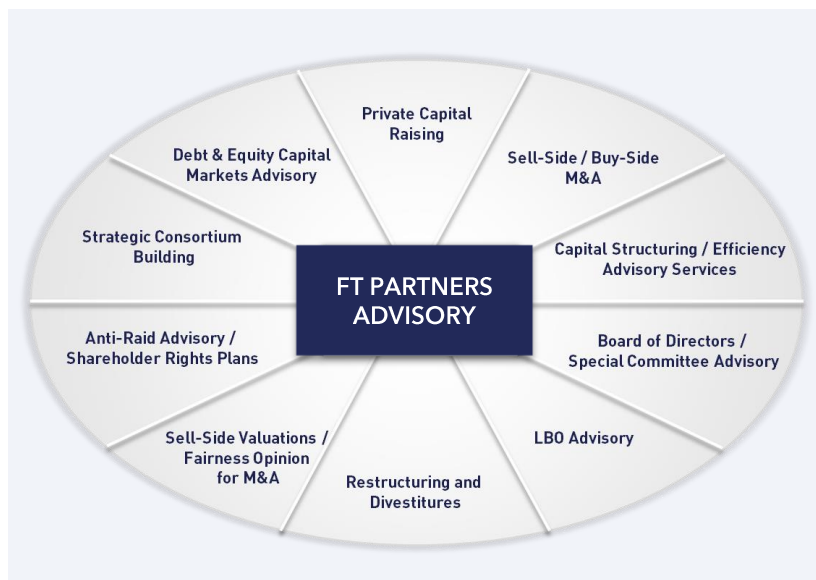
Bravura Solutions Completes its IPO Raising Approximately A\$148 million

(ASX : BVS)

Overview of FT Partners

- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. Our unique insight into FinTech is a direct result of executing hundreds of transactions in the sector combined with over 15 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

FINTECH RESEARCH & INSIGHTS

- In-Depth Industry Research Reports
- Proprietary FinTech Infographics
- Monthly FinTech Market Analysis
- FinTech M&A / Financing Transaction Profiles



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:	Tony Klim
Headquarters:	Sydney, Australia
Founded:	2004
Employees:	950+
<hr/>	
Prospectus File Date:	October 28, 2016
Ticker:	ASX:BVS
Estimated Net Proceeds:	A\$148 mm
Shares:	102,100,000
Listing Date:	November 18, 2016
Offer Price:	A\$1.45

Use of Proceeds

The Company is offering these shares to provide access to capital markets to improve the flexibility of capital management, to assist with future growth strategies and M&A activity, strengthen the Company's balance sheet by increasing cash and cash equivalents and enable the Company to repay debt, including the Ironbridge Redeemable Preference Shares.

AUSTRALIAN SECURITIES AND INVESTMENTS COMMISSION

Prospectus

Bravura Solutions



ASX:BVS

Tony Klim

Chief Executive Officer

Level 6 345 George Street Sydney,
NSW 2000 Australia





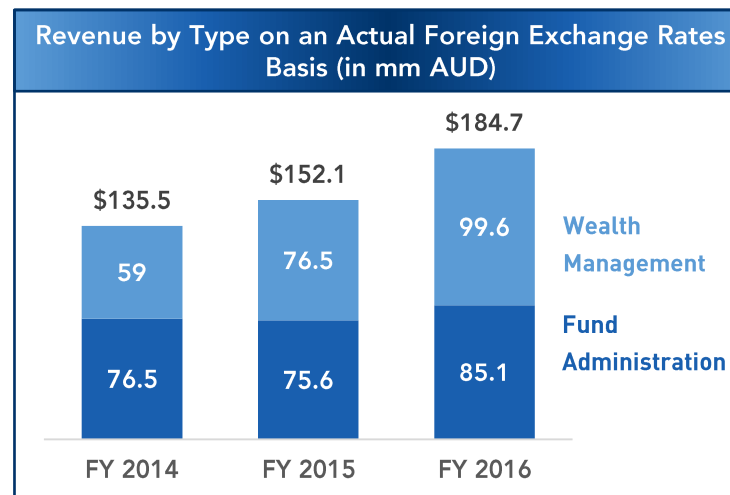
Business Overview

Company Overview

- Bravura Solutions is a software solutions provider to the wealth management and fund administration industries in Asia-Pacific, Europe, Middle East and Africa
 - Within these geographic regions, Bravura's core markets are Australia, New Zealand and the United Kingdom
- Bravura's solutions serve front, middle and back-office functions for the management and administration across investment products, wrap platforms, superannuation, pension and retirement products, life insurance and private wealth
- The Company's key product, Sonata, is a unified solution for Bravura's clients, enabling them to offer financial products to their own customers
 - Sonata was developed using a single code-base, with modern Java technology through an Oracle database, enabling rapid updates and implementations
 - While Sonata is primarily for the wealth management market, it is also applicable to the fund administration industry
 - Bravura intends on further developing Sonata so that it has wider functionality across the financial services industry

Bravura Solutions Performance

2016 Key Metrics	
Sonata Revenue (in mm AUD)	\$66.8
Number of customers (end of period)	16
Average revenue per Sonata client (in mm AUD)	\$4.2



12
Offices

8
Countries

70 +
Key Clients



Business Overview (cont.)

Sonata Overview

A unified solution that spans across front-office, middle-office and back-office functions, aggregating Bravura's other existing products into a single, modern software solution

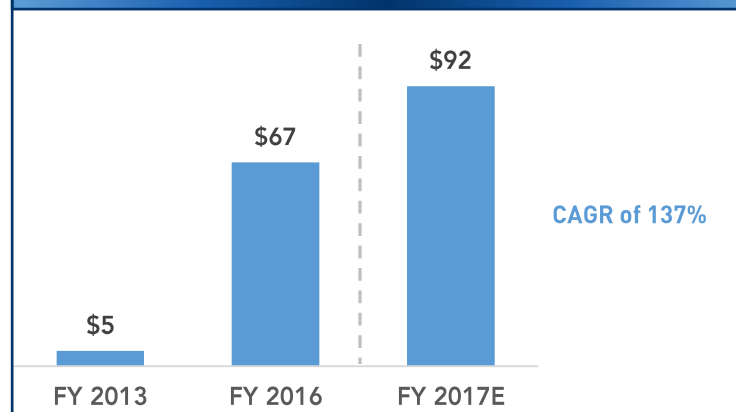
Financial Products Supported

- Investment Products
- Wrap Platforms
- Superannuation and Pension
- Life Insurance
- Private Wealth and Portfolio Administration
- Funds Administration

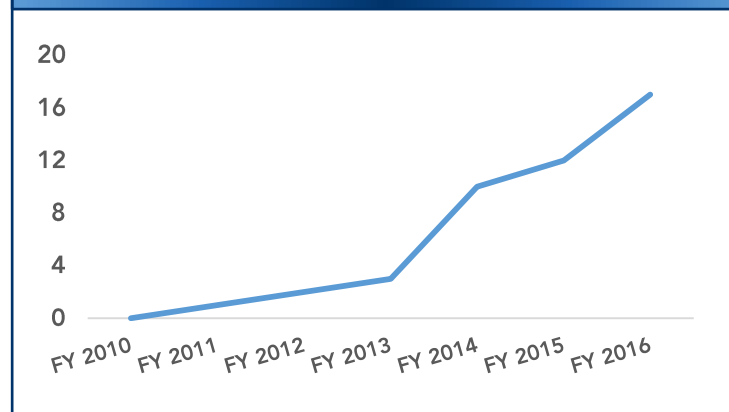
Processes

- **Front-office**
 - New product Creation
 - Product Distribution
- **Middle-office**
 - Compliance and Auditing
- **Back-office**
 - Administration, Workflow and Correspondence
 - Valuations and Modeling

Revenue Generated by Sonata (in mm AUD)



Number of Sonata Clients





Management Team



Tony Klim, Chief Executive Officer

- Involved with the development of new products and services for the independent financial advisor market
- Previously, he was a strategic consultant in the financial services industry, specializing in growth businesses, online banking and payment systems



Martin Deda, Chief Financial Officer

- Responsible for financial and management accounting and reporting, tax, treasury, commercial and M&A functions
- Before joining Bravura, he was the COO and CFO for Minter Ellison, a top tier law firm



Andy Chesterton, Chief Operating Officer, Funds Administration

- Responsible for the Funds Administration functions throughout EMEA, along with global product development
- Prior to Bravura, he was led the custody and treasury development teams at SG Warburg & Co



Harry Storer, Chief Operating Officer, Wealth Management EMEA

- Responsible for wealth management functions throughout the EMEA region
- Previously, he was SVP Global Consulting at Ventyx



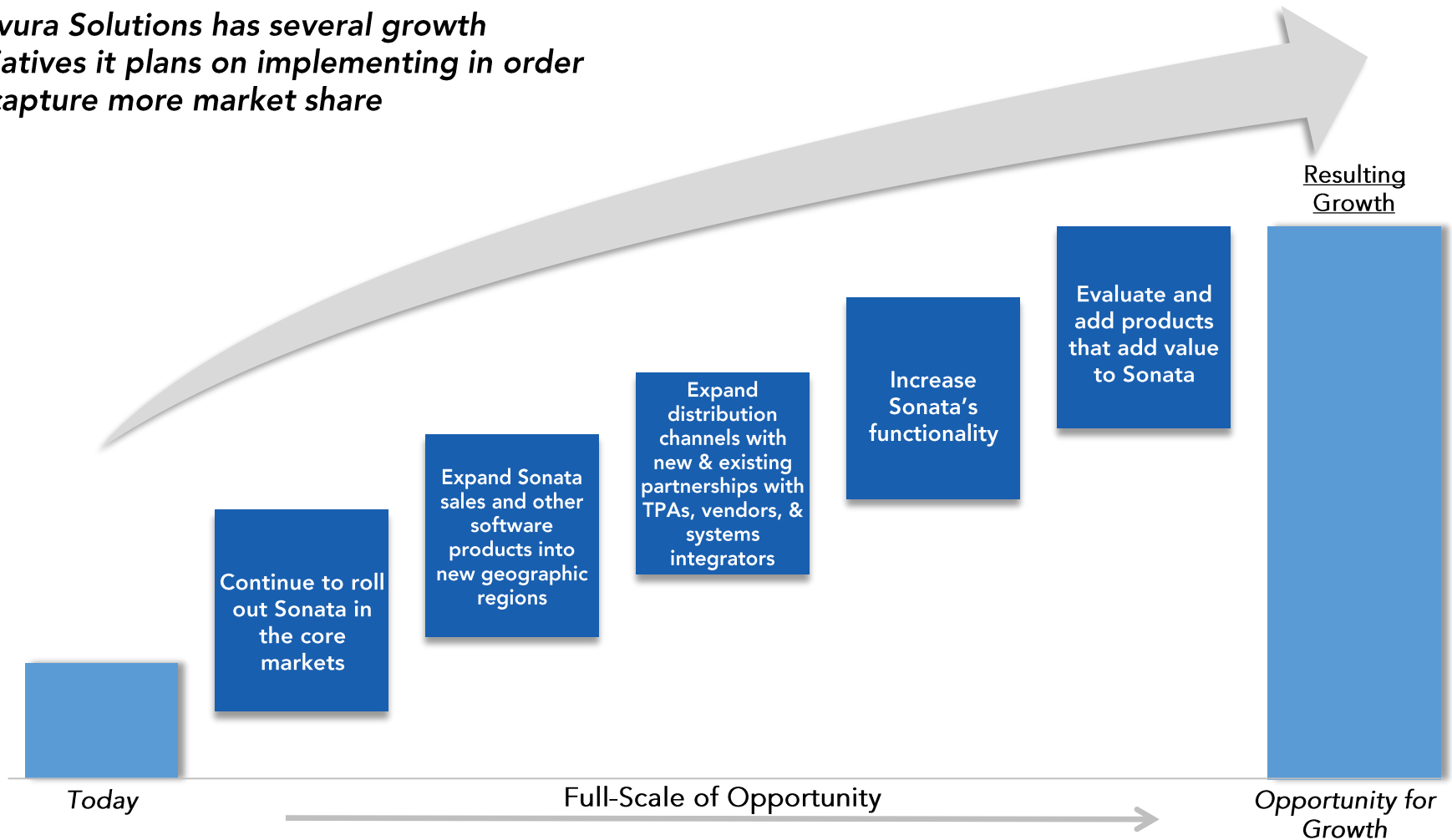
Jason Tong, Chief Operating Officer, Wealth Management APAC

- Responsible for operations of all software products in the Asia Pacific region
- Before Bravura, he was the COO at Tacit Group



Growth Strategy

Bravura Solutions has several growth initiatives it plans on implementing in order to capture more market share





Selected Risk Factors

Bravura has cited the following risk factors to its business

Failing to Attract New Customers	<ul style="list-style-type: none">Bravura operates with the risk of not being able to attract new clients, or attract new clients at historical rates, which may have a material impact on the company's financial condition
Operating in Competitive Industries	<ul style="list-style-type: none">Bravura competes with several "specialist software vendors" within both the wealth management and fund administration industries
Exposure to Foreign Exchange Fluctuations	<ul style="list-style-type: none">The majority of Bravura's revenues are generated outside of Australia, which exposes the company to movements of foreign currencies against the Australian dollar
Software Failing to Meet Needs	<ul style="list-style-type: none">Bravura depends on software updates and continuous investments for development, which may have unintended consequences on its financial performance
Maintaining Brand Reputation and Value	<ul style="list-style-type: none">Maintaining Bravura's brand equity and reputation is imperative for retaining its existing client base and attracting new clients
Client Base is Relative Concentrated	<ul style="list-style-type: none">Because the company's client base is relatively concentrated, the loss of one client may have a material adverse impact on Bravura's financials
Other Risks	<ul style="list-style-type: none">Other risks such as key personnel, data security, intellectual property, legal action, failure in its growth strategy and risks associated with M&A activity

Bravura Solutions Completes its IPO Raising ~A\$148 mm

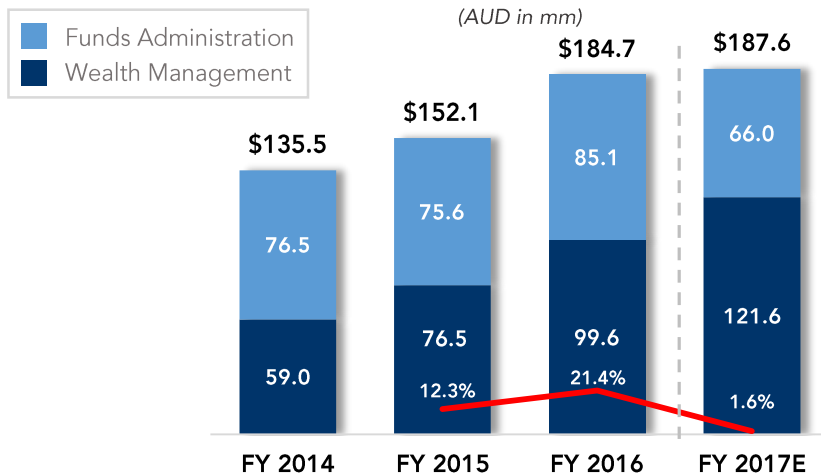
FT PARTNERS RESEARCH



Financial Overview

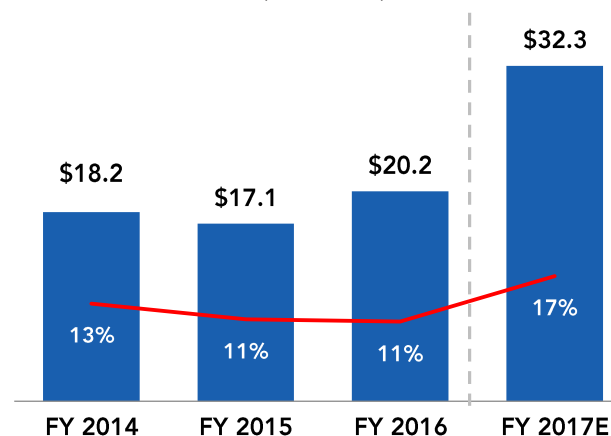
Revenue / % Growth

(AUD in mm)



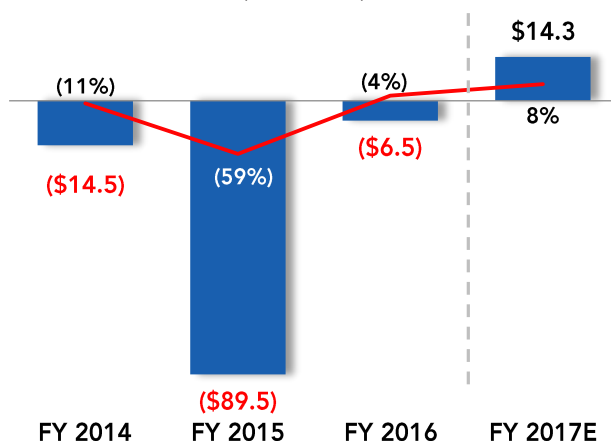
EBITDA / % Margin

(AUD in mm)



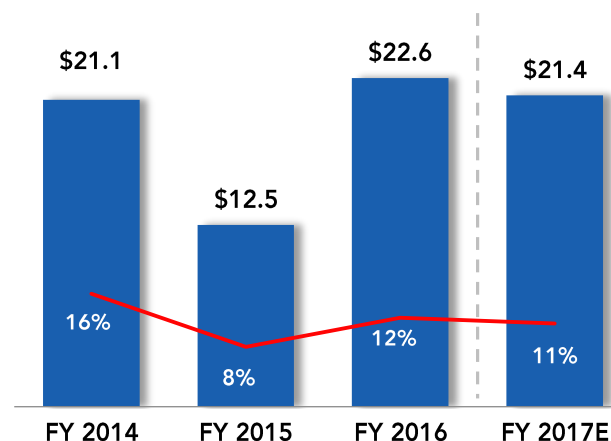
Net Profit After Tax / % Margin

(AUD in mm)



Net Free Cash Flow / % Margin

(AUD in mm)



Bravura Solutions Completes its IPO Raising ~A\$148 mm

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Publicly Traded Comparables

Company Name	Price	% MTD	% LTM	Market	Enterprise	Multiples						Growth Rates			Margins		P / E / G
	11/30/16	Change	High	Value	Value	Price / Earnings		EV / EBITDA		EV / Revenue		Revenue		EPS	EBITDA		
				(\$ mm)	(\$ mm)	CY 16E	CY 17E	CY 16E	CY 17E	CY 16E	CY 17E	CY 16E	CY 17E	LT	CY 16E	CY 17E	
OUTSOURCED FINANCIAL SOLUTIONS PROVIDERS																	
Broadridge Financial	\$ 64.74	1 %	90 %	\$ 7,878	\$ 8,776	23.7 x	20.6 x	14.4 x	12.0 x	3.0 x	2.1 x	4 %	47 %	na	21 %	17 %	na
MSCI	78.80	(0)	87	7,444	8,544	26.5	22.7	15.0	13.7	7.4	6.9	7	7	14	49	51	1.9
SEI Investments	47.18	6	86	7,870	6,783	23.8	20.8	13.0	11.6	4.9	4.4	4	10	14	38	38	1.8
Computershare	8.61	10	98	4,711	5,698	21.5	20.4	14.3	14.2	3.8	3.5	3	6	8	26	25	2.7
LPL Financial	41.19	31	87	3,751	5,126	19.5	20.7	10.2	9.7	1.3	1.3	(6)	0	15	12	13	1.3
DST Systems	103.21	9	80	3,319	3,588	18.2	16.6	10.5	10.2	2.2	2.4	(43)	(7)	10	21	23	1.8
CETIP	12.99	0	99	3,401	3,464	18.8	16.5	13.2	11.5	9.2	8.2	8	12	14	70	72	1.4
Financial Engines	34.85	30	95	2,176	2,057	30.7	27.0	15.4	13.4	4.9	4.4	36	12	25	32	33	1.2
Envestnet	36.10	2	87	1,621	1,889	37.2	27.0	18.8	14.1	3.3	2.8	38	16	20	17	20	1.9
Bravura Solutions	1.03	na	96	230	255	nm	na	15.7	10.5	1.8	1.8	21	2	na	12	17	na
NOAH	3.56	7	76	200	176	14.9	12.8	12.2	10.7	3.1	2.5	16	26	na	26	23	na
Median		6 %	87 %			22.6 x	20.6 x	14.3 x	11.6 x	3.3 x	2.8 x	7 %	10 %	14 %	26 %	23 %	1.8 x
Mean		10	89			23.5	20.5	13.9	12.0	4.1	3.7	8	12	15	30	30	1.7

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Selected FT Partners' Research – Click to View



Research Report: Innovations in Capital Markets Technology



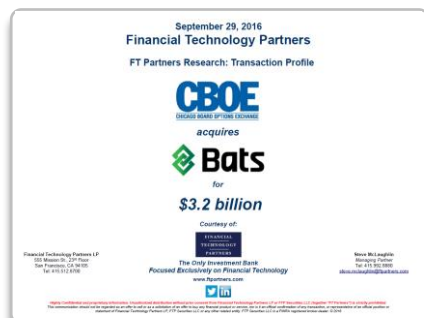
Riskalyze's \$20 mm growth financing



Axial's \$14 mm growth financing



AlphaSense's \$33 mm growth financing



CBOE Acquires Bats for \$3.2 bn



Morningstar Acquires Pitchbook for \$225 mm



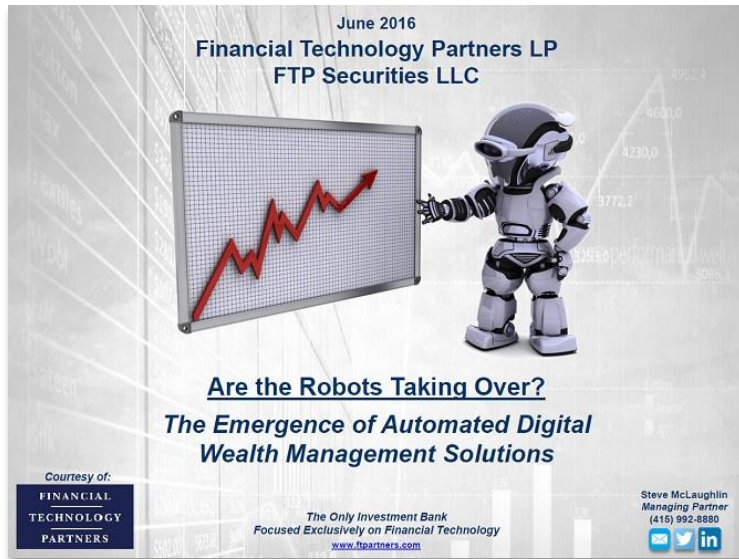
TD Ameritrade Acquires Scottrade for \$4 bn



Nutmeg Raises ~\$37.8 mm in Series D Financing

VIEW MORE FT PARTNERS RESEARCH

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



[Click to View](#)

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

Additional highlights of the report include:

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

Bravura Solutions Completes its IPO Raising ~A\$148 mm

FT PARTNERS RESEARCH

Selected Transactions – Superior Industry Knowledge and Execution History



Wealth Management

Financial Technology Partners LP
FTP Securities LLC
*is pleased to announce its exclusive role as
Capital Markets & IPO Advisor to*

ENVESTNET
in its

\$69,000,000
Initial Public Offering
valuing the equity at approximately

\$ 300,000,000

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The Only Investment Bank
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Financial Technology Partners LP
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*is pleased to announce its exclusive role as
sole strategic and financial advisor to*

PENSCO
TRUST COMPANY
in its sale to

OpusBank
BUILD YOUR MASTERPIECE®
for total consideration of

\$ 104,000,000

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Financial Technology Partners LP
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*is pleased to announce its
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BLACKROCK
in its 100% acquisition of

FutureAdvisor

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Data / Analytics

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

Zephyr
ASSOCIATES, INC.
in its sale to

informa
for total cash consideration of

\$ 62,000,000

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ShareholderInSite
in its sale to

IPREO

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alphasense
in its financing from

SOROS
Soros Fund Management

Triangle Peak **TVP**
TRIESTE VENTURE PARTNERS

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High Frequency Trading

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*

\$ 680,000,000

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QUANTHOUSE
CAPITAL PARTNERS
in its growth financing with

ViewPoint.
Capital Partners

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Financial Technology Partners LP
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WOMBAT
FINANCIAL SOFTWARE
in its sale to

NYSE Euronext.
for total consideration of approximately

\$ 225,000,000

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Bravura Solutions Completes its IPO Raising ~A\$148 mm

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Selected Transactions – Superior Industry Knowledge and Execution History



Trading Technology

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in the recapitalization of

for cash consideration of approximately

\$ 230,000,000



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sole strategic and financial advisor to



in its minority capital raise with



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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



in its minority recapitalization for

\$ 110,000,000



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Trading Venues

Financial Technology Partners LP
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sole strategic and financial advisor to



in its financing for approximately

\$ 250,000,000

valued at approximately

\$ 1,800,000,000



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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



in its sale of a minority stake to



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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



in the sale of its stake in

CHI-X EUROPE

to



for total consideration of approximately

\$ 305,000,000

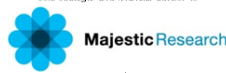


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Other Capital Markets Technology

Financial Technology Partners LP
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in its sale to



for total consideration of approximately

\$ 56,000,000



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in its sale to



A Division of Standard & Poor's

for total consideration of approximately

\$ 300,000,000



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in its sale to



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FT Partners Advises Riskalyze in its \$20 mm Financing

Overview of Transaction

- On October 31, 2016, Riskalyze announced it closed a \$20 million minority growth equity investment led by FTV Capital
- Headquartered in Auburn, CA, Riskalyze invented the Risk Number®, which powers the world's first Risk Alignment Platform and empowers advisors to execute a digital advice business model with Autopilot; Riskalyze also enables compliance teams to spot issues, develop real-time visibility and navigate changing fiduciary rules with Compliance Cloud
- FTV Capital is a growth equity investment firm that has raised over \$2.7 billion to invest in high-growth companies within the enterprise technology & services, financial services and payments & transaction processing sectors

Significance of Transaction

- The transaction capitalizes on Riskalyze's strong growth and traction within the advisor market and demonstrates the need for quantified risk alignment
- With the investment, Riskalyze will look to bolster and expand its line of digital offerings

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Riskalyze and its Board of Directors
- Transaction demonstrates FT Partners' continued success advising on financings for top-tier FinTech companies

Financial Technology Partners LP FTP Securities LLC

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

riskalyze

in its growth equity investment led by

FTV
CAPITAL

for total consideration of

\$ 20,000,000

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FT Partners Advises BlackRock in its Acquisition of FutureAdvisor

Overview of Transaction

- On August 26, 2015, BlackRock (NYSE: BLK) announced a definitive agreement to acquire 100% of FutureAdvisor
- FutureAdvisor is a leading digital wealth management platform with technology-enabled investment advice capabilities
- BlackRock offers investment management, risk management and advisory services to institutional and retail clients worldwide and has over \$4.7tn in assets under management⁽¹⁾
- Following the transaction, FutureAdvisor will operate as a business within BlackRock Solutions (“BRS”), BlackRock’s investment and risk management platform
- The transaction is expected to close in Q4 2015

Significance of Transaction

- Combines FutureAdvisor’s tech-enabled advice capabilities with BRS’ investment and risk management solutions
- Enables BlackRock to provide a B2B digital advice platform, which helps financial institution partners both improve their clients’ investment experiences and grow advisory assets
- Empowers partners to meet the growing demand among consumers to engage with technology to gain insights on their investment portfolios
 - Demand is particularly strong among the mass-affluent, who account for ~30% of investable assets in the U.S.

FT Partners’ Role

- *FT Partners served as exclusive advisor to BlackRock*
- Highlights FT Partners’ continued success advising a broad range of top-tier strategic investors across the financial technology landscape

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exclusive role as advisor to*

BLACKROCK

in its 100% acquisition of



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(1) As of June 30, 2015.

Overview of Transaction

- On January 25, 2016, PENSICO Trust Company ("PENSICO") announced its sale to Opus Bank ("Opus") (NASDAQ: OPB) for approximately \$104 million (as adjusted) in a mix of cash and stock
- Backed by Panorama Point Partners, PENSICO is a leading custodian of self-directed IRA and alternative investments
- Opus is an FDIC insured California-chartered commercial bank with \$6.2 billion of total assets, \$5.0 billion of total loans, and \$4.9 billion in total deposits(1)
- Following the transaction, PENSICO will operate as a subsidiary of Opus
- The transaction is expected to close in Q2 2016

Significance of Transaction

- The acquisition positions Opus at the forefront of the alternative asset wealth services business
- PENSICO provides Opus with strong, recurring non-interest income based on assets under custody
- The transaction also presents additional potential revenue opportunities through Opus' Merchant Bank, Commercial Bank, Retail Bank and Opus Financial Partners, Opus' broker-dealer subsidiary

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to PENSICO and its Board of Directors
- Highlights FT Partners' continued success advising a broad range of top-tier strategic investors across the financial technology landscape

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PENSICO
TRUST COMPANY

in its sale to



OpusBank
BUILD YOUR MASTERPIECE®

for total consideration of approximately

\$ 104,000,000

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FT Partners Advises AlphaSense in its \$33 mm Financing

Overview of Transaction

- On March 7, 2016, AlphaSense ("the Company") announced a financing round led by Triangle Peak Partners, Tribeca Venture Partners and Quantum Strategic Partners, a private investment vehicle managed by Soros Fund Management
- The round also includes notable individual investors, including Tom Glocer, former CEO of Thomson Reuters
- AlphaSense provides intelligent search and alerting capability across a vast library of disparate resources giving users an information edge
- The professional search functionality leverages sophisticated natural language processing and search technology that streamlines finding and tracking the most relevant information

Significance of Transaction

- AlphaSense will use the new capital to help fund its exceptional growth, as well as continue building out the platform with additional features and functionality
- Firmly positions the Company to expand its products and services and continue to disrupt the intelligent search / content aggregation space

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to AlphaSense and its Board of Directors
- Highlights FT Partners' continued success in achieving highly attractive outcomes for leading SaaS-based technology firms

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in its growth financing of from

Quantum Strategic Partners

(a private investment vehicle managed by **SOROS**
Soros Fund Management)



for total consideration of

\$ 33,000,000

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FT Partners Advises Envestnet on its \$300 million IPO

Overview of Transaction

- Envestnet completed an initial public offering of 7,705,825 shares at \$9.00 per share and began trading on the NYSE under the symbol ENV
- The net proceeds of the offering were be used for general corporate purposes, including selective strategic investments, acquisitions, alliances or other transactions
- Envestnet provides a comprehensive platform of wealth management solutions for professional investment advisors, including a range of fee-based investment products, analytic tools, reporting utilities, and other practice management applications

Significance of Transaction

- Envestnet's IPO enhanced its ability to continue growing and better serve its financial advisor client base
- The offering represented one of several successful public offerings in the investment management and wealth management solutions space

FT Partners' Role

- FT Partners served as strategic, financial and IPO advisor to Envestnet and its Board of Directors
- FT Partners assisted in managing the entire IPO process, enabling management to focus on growing the business

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its exclusive role as
Capital Markets and IPO advisor to*

ENVESTNET®

in its

\$ 69,000,000 Initial Public Offering

valuing the equity at approximately

\$ 300,000,000

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Award-Winning Investment Banking Franchise Focused on Superior Client Results



FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor Awards



Middle Market Financing Awards

2016	<ul style="list-style-type: none"> 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 10 Deal of the Year Nominations Across 9 Categories
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
2015	<ul style="list-style-type: none"> Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List
2006 - 2008	<ul style="list-style-type: none"> Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology
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 Financing Deal of the Year - Equity Financing Deal of the Year - Debt

Bravura Solutions Completes its IPO Raising ~A\$148 mm



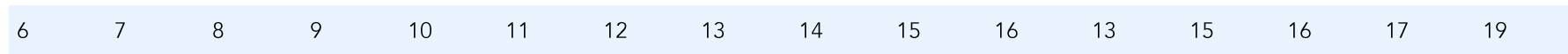
Platform of Choice for Clients and Bankers Alike



■ Employees

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

Avg Years of Director / MD Experience



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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