

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 8, 2018



**Investor Group Acquires Dun & Bradstreet
(NYSE:DNB) for Approximately \$6.9 billion**



Thomas H. Lee Partners
est. 1974

CC
Capital



CANNAE
HOLDINGS, INC.

FINANCIAL
TECHNOLOGY
PARTNERS

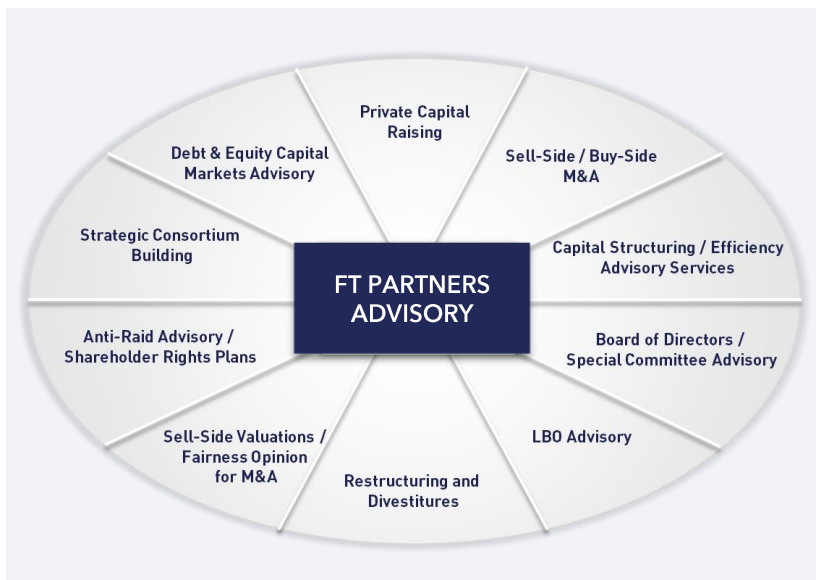
The Only Investment Bank Focused Exclusively₁ on FinTech

San Francisco • New York • London

FT Partners Overview

- 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

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 #1 Most Influential Person in all of FinTech in *Institutional Investors* "FinTech Finance 40"



THE M&A ADVISOR

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

Investor Group Acquires Dun & Bradstreet for \$6.9 billion

FT PARTNERS RESEARCH

dun & bradstreet

Transaction Summary

Transaction Summary

- On August 8, 2018, Dun & Bradstreet (NYSE:DNB) announced it has entered into a definitive agreement to be acquired by an investor group led by CC Capital, Cannae Holdings, and funds affiliated with Thomas H. Lee Partners, in an all cash transaction valued at \$6.9 billion
 - The purchase price includes the assumption of \$1.5 billion of Dun & Bradstreet's net debt and net pension obligations
 - Dun & Bradstreet shareholders will receive \$145.00 in cash for each share of common stock they own, representing a premium of approximately 30% over the Company's closing share price on February 12, 2018 of \$111.63 (the last day of trading prior to the Company's announcement of a strategic review for value creation)
- Dun & Bradstreet is a global leader in commercial data, analytics, and insights for businesses with product lines across Sales & Marketing, Credit & Risk, Master Data, Supply Chain Management and Compliance
- Closing is expected within six months, subject to regulatory and shareholder approval, with the Dun & Bradstreet board unanimously recommending shareholders vote to adopt the merger agreement
 - The merger agreement provides for a 45 day go-shop provision

Transaction Multiples

dun & bradstreet	EV / Revenue	EV / EBITDA	P / E
2017	4.0x	15.1x	38.0x
LTM ⁽¹⁾	3.8x	13.0x	22.8x
2018E	3.9x	13.1	17.4x

Transaction Commentary

"Today's announcement is the culmination of a thoughtful and comprehensive review of the value creation opportunities available to the Company as part of a full portfolio and business assessment and exploration of strategic alternatives with multiple financial sponsors. As a result of this process, the Dun & Bradstreet Board of Directors unanimously determined that this all-cash transaction with the Investor Group is in the best interest of our shareholders and our Company."

dun & bradstreet

Thomas Manning
Chairman & CEO



"Dun & Bradstreet is a high-quality business with a 177-year history of serving its global customer base. We look forward to working with our partners and Dun & Bradstreet's talented team to unlock the immense potential within this venerable company."

CC
Capital

Chinh Chu
Founder & Senior Managing Director



Key Company Stats

- ✓ Serves nearly **90%** of the Fortune 500
- ✓ Nearly **5,000** employees on five continents
- ✓ Information on more than **300 million** companies updated **five million** times per day

Investor Group Acquires Dun & Bradstreet for \$6.9 billion

FT PARTNERS RESEARCH

dun & bradstreet

Dun & Bradstreet Overview

Company Overview

dun & bradstreet

Headquarters: Short Hills, NJ

Founded: 1841

- Provider of commercial data, analytics, and insights for business and government customers - the Company maintains the largest global commercial database available
- The Company's platform enables accurate and timely investment decision support for institutional, wealth and alternative investment firms in relation to portfolio management, risk analytics, stock trading, data and position management

Stock Chart (NYSE:DNB)



Products & Services Overview

Master Data

- D&B Optimizer
- D&B Customer Integration Manager
- D&B Direct
- D&B Data Exchange
- Optimizer for Data Management

Sales and Marketing Solutions

- Hoovers intelligence and analytics
- Optimizer for Salesforce, Microsoft, Marketing
- DataVision
- Audience Targeting

Compliance Solutions

- FATCA and CRS Classifier
- ComplianceCheck
- D&B Onboard
- Beneficial Ownership
- Direct for Compliance

Supply Management Solutions

- Spend Intelligence
- Supplier Risk Manager
- Supply Data Services
- Human Trafficking Risk Index
- Supply Data Services

Finance, Credit, and Risk Solutions

- Credit Advantage
- Enterprise Risk Assessment Manager
- Direct for Finance real-time credit assessments

Management Team



Thomas Manning
Chairman, Interim CEO



Richard Veldran
CFO



Curtis Brown
Chief Content Officer

Source: Company website, S&P Capital IQ

(1) Stock price as of 8/21/18

Investor Group Acquires Dun & Bradstreet for \$6.9 billion

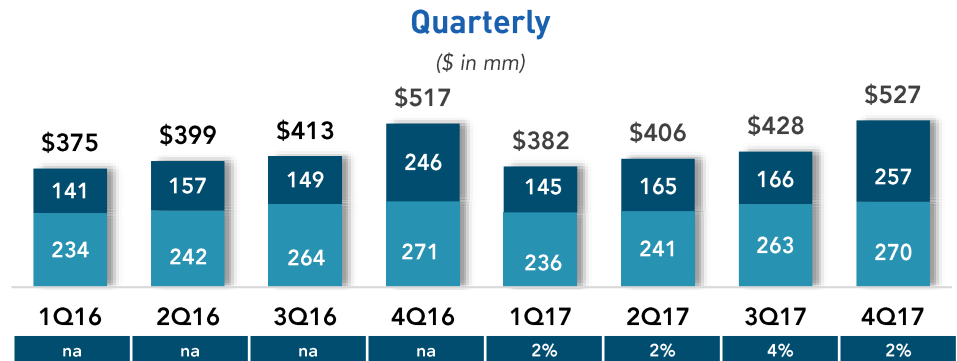
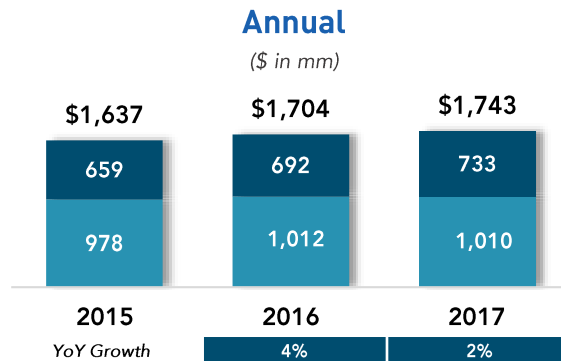
FT PARTNERS RESEARCH

dun & bradstreet

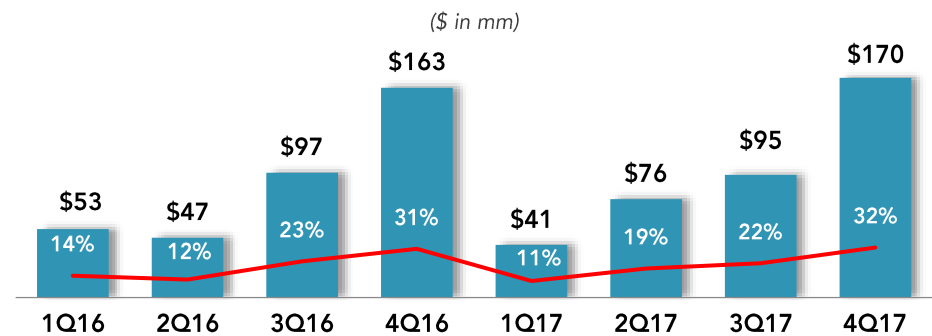
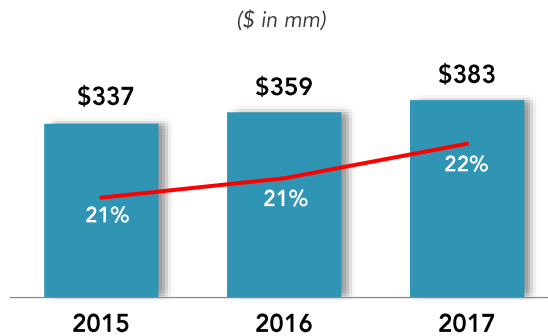
Financial Overview

Revenue by Solution Set

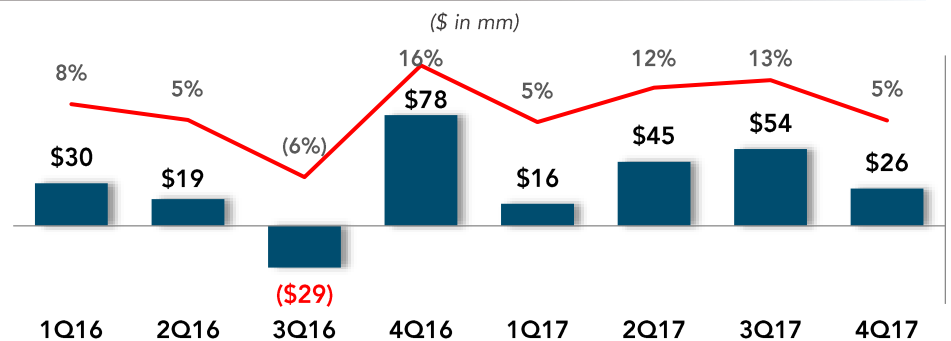
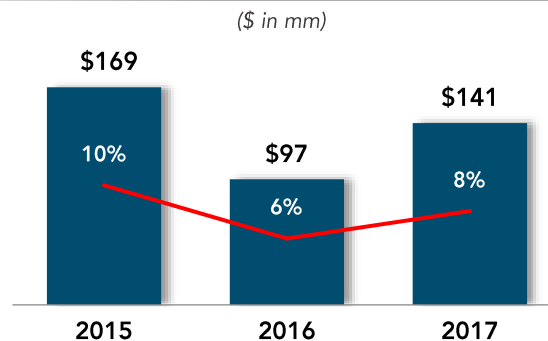
■ Risk Management
■ Sales and Marketing



Operating Profit / % Margin



Net Income / % Margin



Source: Company SEC Filings

Note: Dun & Bradstreet's fiscal year ends on December 31

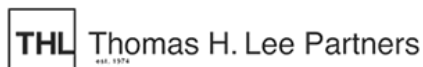
Investor Group Acquires Dun & Bradstreet for \$6.9 billion

FT PARTNERS RESEARCH

dun & bradstreet

Thomas H. Lee Partners Overview

Overview



Ganesh Rao
Managing Director



Soren Oberg
Managing Director



Thomas Hagerty
Managing Director



Vicente Piedrahita
Director

Locations

- Boston, MA

About

- Founded in 1974 by Thomas H. Lee
- Has raised ~\$20 bn in equity capital since inception and has invested in more than 100 companies with an aggregate value of over \$150 bn
- Primarily makes large buyout investments in companies with EV of \$250 – 2,500 mm around the world

Investment Preferences

Investment Criteria

Fund Size:	\$2,600 mm
Fund Raised:	2015
Investment Range:	\$100 – 1,000 mm
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority, Majority
Geography:	Global, with a focus on North America
Transaction Type:	Growth, Buyout, Recapitalizations, MBO / LBO, Divestitures, Public-to-Private
Industry Focus:	Business Services, Financial Services, Consumer, Healthcare, Media and Information Services

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
08/18	Dun & Bradstreet (Buyout)	\$6,900	NA	CapMkts
12/17	Guaranteed Rate (PE Growth)	100	NA	CapMkts
08/17	Ten-X (LBO)	NA	James Carlisle, Ganesh Rao, Jay Bhatt JD, Michael Kaczmarek	Banking
10/16	System One Holdings (Secondary)	410	NA	BPO
03/16	Ceridian (SD Worx For Society – only UK and Ireland Units)**	150	Ganesh Rao, Soren Oberg, Thomas Hagerty	FMS
03/15	Quid (Series D)	39	NA	CapMkts
11/14	iOS Health Systems (Buyout)	NA	NA	CapMkts
05/14	Prime Risk Partners (Buyout)	200	Ganesh Rao, James Martin	Ins
01/14	Black Knight Financial Services (PE Growth)**	350	Ganesh Rao	Pymts
01/14	ServiceLink (PE Growth)	350	Ganesh Rao, Thomas Hagerty	Banking
01/14	Lender Processing Services (Buyout)	3,400	NA	Banking
07/11	Agencyport (Apax Partners, Duck Creek Technologies)*	NA	James Carlisle, Julia Donnelly, Seth Lawry, Charles Brizius	Ins

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

2) * denotes M&A exit; ** denotes IPO exit

3) Deal Amount in mm

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Selected FT Partners' Research – *Click to View*

July 9, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

moneybox

in its Series B Financing led by

8th EIGHT ROADS[™]
with participation from

OXFORD CAPITAL
SAMOI INVESTMENTS

The Only Investment Bank Focused Exclusively on FinTech

for approximately
£14,000,000

San Francisco • New York • London

Moneybox's £14 million Series B Financing

May 29, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

moneyfarm

in its Series B Financing from

Allianz
Fondazione di Sardegna

The Only Investment Bank Focused Exclusively on FinTech

for approximately
£40,000,000

San Francisco • New York • London

Moneyfarm's £40 million Series B Financing

May 2, 2018

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

CVC
Capital Partners

in its acquisition of

OANDA

The Only Investment Bank Focused Exclusively on FinTech

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CVC Capital Partners' Acquisition of OANDA

October 19, 2017

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

TRUST COMPANY OF AMERICA

in its sale to

E*TRADE

for total cash consideration of
\$ 275,000,000

The Only Investment Bank Focused Exclusively on FinTech

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TCA's \$275 million sale to E*TRADE

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 14, 2018

robinhood

Robinhood Raises \$363 million in Series D Financing led by DST Global

DST

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Robinhood Raises \$363 million in Series D Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

July 17, 2018

TIGER BROKERS
老虎证券

Tiger Brokers Raises \$80 million in Series C Financing Led by Prospect Avenue Capital, Orient Hontai Capital, Oceanpine Capital

Prospect Avenue Capital
orient capital
OCEANPINE

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Tiger Brokers Raises \$80 million in Series C Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

May 10, 2018

Financial Engines

Hellman & Friedman Acquires Financial Engines (Nasdaq:FNGN) for ~\$3.0 billion

HELLMAN & FRIEDMAN

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San Francisco • New York • London

Hellman & Friedman Acquires Financial Engines for ~\$3 billion

FT PARTNERS FINTECH INDUSTRY RESEARCH

July 20, 2018

STATE STREET

State Street (NYSE:STT) Acquires Charles River Development for Approximately \$2.6 billion

Charles River

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San Francisco • New York • London

State Street Acquires Charles River Development for \$2.6 billion

[VIEW MORE FT PARTNERS RESEARCH](#)

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Selected FT Partners Capital Markets / WealthTech Transactions

M&A Transactions

Financial Technology Partners LP
FTP Securities LLC

is planned to announce its exclusive role as advisor to

BLACKROCK

in its 100% acquisition of

FutureAdvisor

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

CVC
Capital Partners

in its acquisition of

OANDA

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

TRUST COMPANY OF AMERICA

in its sale to

E*TRADE

for total consideration of

\$ 275,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

AT&T

in its sale to

citi

for cash and stock consideration of approximately

\$ 680,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

PENSCO
TRUST COMPANY

in its sale to

OpusBank
BUILD YOUR MASTERSPIECE™

for total consideration of

\$ 104,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

INSTINET

in the sale of its stake in

CHIX EUROPE

to

BATS

for total consideration of approximately

\$ 305,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

THE MARKETS.com

in its sale to

Capital IQ
A Division of Standard & Poor's

for total consideration of approximately

\$ 300,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

WOMBAT
FINANCIAL SOFTWARE

in its sale to

NYSE Euronext

for total consideration of approximately

\$ 225,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

Alpha

in its acquisition by

CHIX EUROPE

TMX **Maple Group**

for total consideration of approximately

\$ 175,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

ITG
INVESTMENT TECHNOLOGY GROUP

in the services of

macgregor

for cash consideration of approximately

\$ 230,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financing Transactions

Financial Technology Partners LP
FTP Securities LLC

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

riskalyze

in its equity investment led by

FTV CAPITAL

for total consideration of

\$ 20,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

alphasense

in its growth financing from

Quantum Strategic Partners

in private investment vehicle managed by **TRIVIA VENTURE PARTNERS**

for total consideration of

\$ 33,000,000+

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

ADDEPAR

in its Series D financing co-led by

VALOR 8VC
Harald McPike

for total consideration of

\$ 140,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

moneyfarm

in its Series B financing from

Allianz

for approximately

£ 40,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

ENVESTNET

in its

\$69,000,000
Initial Public Offering

valuing the equity at approximately

\$ 300,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

liquidnet

in its financing for approximately

\$ 250,000,000

valued at approximately

\$ 1,800,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

AXIAL

in its financing led by

Edison
PARTNERS

for total consideration of approximately

\$ 14,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

TradingScreen
SIMPLIFYING GLOBAL MARKETS™

in its minority recapitalization for

\$ 110,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

ITG
INVESTMENT TECHNOLOGY GROUP

in its debt financing

Senior Revolving Credit Facility
Senior Term Loan

of approximately

\$ 205,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

MarketAxess

in its minority capital raise with

TCV
TECHNOLOGY CREDITORS' VENTURES

for approximately

\$ 35,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank Focused Exclusively on Financial Technology

FT Partners has advised on some of the most prominent and groundbreaking transactions in the Securities / Capital Markets / Wealth Technology sectors

CVC Capital Partners' Acquisition of OANDA

Overview of Transaction

- On May 2, 2018, the shareholders of OANDA announced a sale of the company to funds managed by CVC Capital Partners
- Founded in 1995, OANDA is a global online retail trading platform, currency data, analytics and money transfer company
 - OANDA combines its award-winning technology and institutional-grade execution across a wide range of asset classes, enabling clients to trade currencies, equity indices, commodities, treasuries and precious metals
- CVC Capital Partners is a leading private equity and investment advisory firm managing over \$70 billion in assets

Significance of Transaction

- Under the new ownership, OANDA will continue to be led by Chief Executive Officer, Vatsa Narasimha, who was pivotal in the investment from CVC and instrumental in growing the business at a CAGR of over 25% since 2015
- CVC will support OANDA's continued growth including initiatives to make strategic acquisitions in Asia, and in investing to further broaden its product set

FT Partners' Role

- FT Partners served as sole strategic and financial advisor to CVC Capital Partners
- This transaction highlights FT Partners' expertise in the Capital Markets Tech space and continued success in providing buy side advisory to top-tier financial sponsors

Financial Technology Partners LP FTP Securities LLC

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

CVC
Capital Partners

in its acquisition of

 **OANDA**

FINANCIAL
TECHNOLOGY
PARTNERS

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FT Partners Advises Shareholder InSite on its Sale to Ipreo

Overview of Transaction

- On November 4th, 2014, Shareholder Insite, Inc. ("Shareholder Insite") was acquired by Ipreo
- Shareholder InSite is the premier provider of shareholder data management, analytics, reporting and valuation solutions and services for venture capital and private equity investors and private companies in their portfolios
- Financial terms of the transaction were not disclosed

Significance of Transaction

- Blackstone and Goldman Sachs, provides a foundation for Ipreo's new Alternative Assets business, leveraging its strengths in data management and capital-raising workflow with Shareholder InSite's industry expertise and complementary industry-leading solutions
- Shareholder InSite's marquee products, Qval and CapControls, are the industry standards for the administrative, deal modeling, and valuation needs for alternative asset managers; its suite of robust self-valuation solutions delivers financial insights, simplifies and accelerates audit processes, and improves the accuracy and defensibility of valuations

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Shareholder Insite and its Board of Directors
- FT Partners leveraged its deep knowledge and extensive experience to help navigate significant inbound interest to find the right strategic partners for the business and achieve a highly favorable outcome for stakeholders
- Transaction demonstrates FT Partners' continued success in achieving highly attractive outcomes for entrepreneurs across the financial technology industry

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

FINANCIAL
TECHNOLOGY
PARTNERS

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Focused Exclusively on Financial Technology*

FT Partners Advises AlphaSense in its \$33 million Growth 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


Financial Technology Partners LP FTP Securities LLC

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



in its growth financing from

Quantum Strategic Partners

a private investment vehicle managed by 



for total consideration of

\$ 33,000,000+



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Focused Exclusively on Financial Technology*

Award-Winning Investment Banking Franchise Focused on Superior Client Results



2018

- 2018 Top Investment Bank in FinTech



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"



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 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. 	23
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004 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 and Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	22
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly Managing Director and 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) 	21
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Practice Former Equity Research Analyst on #1 ranked team at UBS Former Economist at the Federal Reserve Bank 	20
Mike Nelson <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey, began investment banking career at Piper Jaffray Kellogg M.B.A. 	18
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs from 2000-2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	16
Kate Crespo <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 12+ years of FinTech transaction execution experience Dartmouth M.B.A. 	16
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	15
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 	12