FT PARTNERS FINTECH INDUSTRY RESEARCH

June 21, 2021



Securitize Raises \$48 million in Series B Financing Co-Led by Morgan Stanley and Blockchain Capital







The Only Investment Bank Focused Exclusively on FinTech

Securitize Raises \$48 million in Series B Financing

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Transaction Summary



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- On June 21, 2021, Securitize announced that it has raised \$48
 million in Series B financing from new and existing investors
 - The oversubscribed round was led by Morgan Stanley Tactical Value Investing and Blockchain Capital
- This raise brings the Company's total capital raised to over \$80 million
- As part of the deal, Pedro Teixeira, co-head of Morgan Stanley Tactical Value Investing, will join the board of directors
- Securitize is a leader in digital asset securities, bringing together businesses seeking to raise capital with individuals and institutions seeking to invest in the private capital markets
- Securitize's platform enables issuers, brokerage firms, secondary market operators, and others to leverage blockchain to address the issues in capital markets

Selected Financing History

Date	Size (\$ mm)	Notable Investor(s)
06/21/21	\$48	Morgan Stanley; Blockchain Capital
02/04/20	13	Coinbase; Blockchain Capital; Sony Financial Ventures; SBI Investment
09/14/19	27	Coinbase; Mouro Capital; Blockchain Capital; Ripple Ventures; MUFG; Nomura Holdings

Transaction Commentary

"Securitize developed incredible partners during our Series A round last year, both in venture capital and at major European and Japanese financial institutions. That they have been joined in our Series B by a major U.S. investment bank and the largest trust bank in Japan, as well as additional top VCs, demonstrates that confidence in the adoption of digital asset securities is increasingly mainstream." (1)



Carlos Domingo CEO & Co-Founder



"We make long-term investments in businesses and asset classes that are ahead of the curve. Our investment in Securitize is a sign that we believe in the growth and adoption of digital asset securities." (1)

Morgan Stanley

Pedro Teixeira Managing Director

"Blockchain Capital has been a believer in digital asset securities ever since we issued one of the first security tokens in 2017 and Securitize, who we were an early investor in, has emerged as the unquestioned leader in this growing space." (2)



Brad Stephens Managing Partner & Co-Founder



Securitize Overview



Company Overview



CEO / Co-Founder: Carlos Domingo

President / Co-Founder: Jamie Finn

Headquarters: San Francisco, CA

Founded: 2017

- Securitize is a leading digital asset securities firm, making it easier for investors to trade digital securities within designated capital markets for equity, funds, fixed income, and real estate
- Digital securities, or security tokens, are digital representations of securities subject to traditional securities laws
- Any electronically registered and transferable debt, equity, or asset that issues or trades using blockchain technology is a security token
- As the first SEC registered Transfer Agent in digital securities, the Company has leveraged its platform to support more than 150 companies and 300,000 investors
- Through its Securitize Ready program, the Company is building a list of partners well-versed in the Securitize platform and ready to assist issuers

Solutions Overview



Digital Investor Onboarding & Management

- This platform allows for quick onboarding of investors and mobile offering management
- It includes a web-based dashboard, KYC/AML checks, dynamic web-based subscription forms, and a digital data room for offering docs



Digital Transfer Agent Services

- As the first blockchain enabled Transfer Agent licensed by the SEC, Securitize can leverage the technology to track ownership and compliance
- This platform enables issuing and managing digital securities with full integration to all Securitize TA services



Securitize Capital

- A wholly-owned subsidiary of Securitize, Inc, it is an alternative investment manager of digital asset funds
- Its purpose is providing investors exposure to cryptocurrencies and DeFi in the form of digital asset securities



Securitize Connect API

- An Oauth provider API that allows one to integrate Securitize ID as a single sign-on to one's own site
- This allows for tracking and management of the KYC process for individual users



Securitize Domains API

- A back-end API that provides programmatic access to the Securitize platform to issuers, brokerage firms, etc.
- This allows clients to access and manage all information about their investors, fundraise process and records of holders functions

Selected FT Partners Research - Click to View



Circle's \$25 million Financing



Imagine Software's Sale to Francisco Partners



Trumid's \$200 million Financing



Forge's \$150 million Financing



Robinhood Raises \$3.4 billion in Financing



Blockchain.com Raises \$300 million in Series C Financing



GalaxyDigital Acquires BitGo for \$1.2 billion



Wealthsimple Raises ~\$610 million in Financing

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Selected FT Partners Capital Markets / WealthTech Transactions

M&A Transactions



















































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

FT Partners Advises Trumid on its \$200 million Growth Capital Investment

Overview of Transaction

- On August 12, 2020, Trumid announced the completion of a \$200 million growth capital investment at a valuation of over \$1 billion led by Dragoneer Investment Group, with participation from new investors including TPG Capital, and funds and accounts managed by BlackRock and T. Rowe Price Associates, Inc
- Trumid is a US corporate bond trading platform that brings trading efficiency and connectivity to credit professionals
- The Company has differentiated itself by collaborating with market participants to create innovative trading solutions
 - Since its launch one year ago, Trumid's Attributed Trading (AT)
 protocol has established a dominant position in dealer streaming and
 bilateral dealer-client trading
- Trumid has experienced extraordinary growth in activity across its trading platform, with volumes up nearly 500% in 2020 from its network that has grown to over 500 institutions worldwide

Significance of Transaction

 The growth capital from this financing will support broadening of Trumid's trading protocols and expansion into adjacent products and geographies

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Trumid
- This transaction highlights FT Partners' deep domain expertise within Capital Markets Tech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

Financial Technology Partners LP

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



on its financing led by



with participation from



& funds and accounts managed by

BLACKROCK T.RowePrice®

for a total amount of

\$200,000,000



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FT Partners Advises Addepar on its Series D Financing

Overview of Transaction

- On June 8, 2017, Addepar announced it has raised \$140 million in Series D financing co-led by Harald McPike, the founder of QuantRes, along with Valor Equity Partners and 8VC
- Headquartered in Mountain View, CA, Addepar is a leading provider of portfolio management and reporting software and services that seeks to become the infrastructure that will connect all aspects of global finance
- Harald McPike is the founder of QuantRes, a quantitative trading firm, and a global private investor with a focus on the financial and technology sectors
- Valor Equity Partners is an operational growth investment firm that does both minority and majority investments in high growth companies at various stages of development
- 8VC is a venture capital firm that makes seed to later stage investments with a focus on the technology industry

Significance of Transaction

- The financing capitalizes on Addepar's unprecedented growth from \$300 billion to over \$650 billion assets on platform in less than 18 months as top wealth managers embraced Addepar's category-defining client reporting software
- With the new capital, Addepar will continue investing significantly in R&D, expanding its product, platform and tech-enabled services to unlock more value for its clients while also serving a wider range of wealth and asset management firms

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Addepar
- Transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies as well as its deep domain expertise and experience in the WealthTech space

Financial Technology Partners LP

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



in its Series D financing co-led by



Harald McPike

for total consideration of

\$ 140,000,000



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FT Partners Advises Circle on its \$25 million Financing

Overview of Transaction

- On July 30, 2020, Circle announced it has raised \$25 million in financing from
 Digital Currency Group as part of a strategic partnership with Genesis aimed at
 enhancing Circle's new suite of products for businesses and developers with
 USDC-based yield and lending services
 - Digital Currency Group is the parent company of Genesis
- Circle is a global FinTech firm that enables businesses of all sizes to harness the power of digital currencies and blockchains for payments, commerce and financial applications
 - Circle is the pioneer of USDC, the fastest growing, regulated digital currency backed by the US Dollar
- In Q2 2020, Circle launched its new suite of Platform Services, providing businesses with a comprehensive suite of products and APIs for integrating and implementing stablecoins for payments, global commerce, and financial applications

Significance of Transaction

- Through the partnership, Circle and Genesis will offer market solutions for businesses and developers who are seeking to generate strong positive yield from their own or customer USDC holdings
- The partnership will also provide access to USDC-based credit for businesses and merchants that are using USDC for treasury operations and business payments
- Circle and Genesis have established a leadership position providing core infrastructure supporting a new global financial system

FT Partners' Role

- FT Partners served as exclusive financial advisor to Circle
- This transaction highlights FT Partners' deep domain expertise in the digital asset and and blockchain sectors, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

Financial Technology Partners LP

is pleased to announce its role as exclusive financial advisor to



on its financing from

DIGITAL CURRENCY GROUP

for a total amount of

\$25,000,000



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FT Partners Advises Forge on its Merger with SharesPost

Overview of Transaction

- On May 12, 2020, Forge announced its merger with SharesPost
- SharesPost is a private market alternative trading system focused on enabling retail and institutional investors and company employees to access liquidity
 - Founded in 2009, SharesPost built the first private equity marketplace, which strove to connect buyers and sellers of private securities through its proprietary trading platform
- Forge's digital platform streamlines liquidity for hundreds of unicorn issuers and thousands of institutional and retail investors from around the world
 - Leveraging its robust technology, operations and trust infrastructure,
 Forge delivers a suite of services that includes trading, custody, data and company solutions

Significance of Transaction

- Together, the two companies will create one of the largest global private securities marketplaces, bringing liquidity and transparency at scale to pre-IPO companies and investors
- Combined, the two will have facilitated thousands of transactions with more than \$6 billion in private market transaction volume, for hundreds of unique issuers and over 1 million customers
- The deal will provide Forge with deeper insight on private company trends, as well as bid, offer, and pricing data that provides transparency to clients and partners to better understand and engage in the private markets

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Forge
- FT Partners previously advised Forge on its <u>\$70 million Series B financing</u>
- This transaction underscores FT Partners' deep alternative marketplace domain expertise and its continued success in providing buy-side advisory to top-tier FinTech companies

FIP Securities LLC

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



on its merger with





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FT Partners' Recent Awards and Recognition

Bloomberg

Bloomberg

- o FT Partners' Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- View the full article and watch the live TV interview



M&A Advisor Awards

- Technology Deal of the Year (2019)
- o Cross Border Deal of the Year and Corporate / Strategic Deal of the Year (2018)
- Investment Banker of the Year (2017) Steve McLaughlin, CEO & Managing Partner of FT Partners
- o Investment Banking Firm of the Year (2016) FT Partners



LendIt FinTech Industry Awards 2018:

o FT Partners wins Top Investment Bank in FinTech

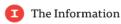
Institutional Investor





The FinTech Finance 40:

Steve McLaughlin ranked #1 in 2017 and 2018





The Information's "Silicon Valley's Most Popular Dealmakers"

- o Ranked as the #2 top Technology Investment Banker by The Information subscribers (2016)
- o Only FinTech focused investment banking firm and banker on the list

The Largest FinTech Advisory Practice in the World

