

# FT PARTNERS FINTECH INDUSTRY RESEARCH

April 15, 2019



*Featuring:*

**CEO Interview**



**Reid Holzworth**

## Applied Systems Acquires TechCanary



## 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 17 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 #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"**

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# Applied Systems Acquires TechCanary

## Transaction Summary



### Transaction Summary

- On April 10, 2019, Applied Systems announced it has acquired TechCanary for an undisclosed amount
- Applied plans to integrate TechCanary's insurance CRM with Applied Epic, the most widely used agency management system in the world
  - This integration will enable Applied customers to use TechCanary's Salesforce-based platform to manage sales and marketing activities with prospective clients
  - The Salesforce platform also provides users access to thousands of applications available on the Salesforce AppExchange
- Along with expanding Applied's sales and marketing solutions, the transaction continues to build upon the plan to automate both front and back office workflows for every role within an agency, insurer, and MGA
- TechCanary customers and partners will experience no immediate impact to primary services, support, and sales contacts and should benefit over the longer term from Applied's investment plans, greater support, technical services, and financial resources

### Transaction Commentary

*"We are excited to see TechCanary and Applied come together, given our respect of Applied's global expertise and scale in the P&C insurance industry. By leveraging the power of the Salesforce platform, Applied will deepen its industry-specific CRM capabilities for the benefit of its customers."*



**Jeff To**  
Global Head of Insurance



### Acquirer Commentary

*"In the digital age of insurance, agencies, insurers and MGAs are placing greater focus on front office applications to more effectively automate the selling and marketing processes to both prospects and customers. This transaction brings together the leading provider of agency management systems globally with the leading insurance CRM system built on the Salesforce.com platform, providing an integrated solution for front-office sales and marketing automation needs"*



**Reid French**  
CEO



### Management Commentary

*"As the demand for sales and marketing automation is increasing at a rapid pace, we recognized an opportunity with Applied for our customers to benefit from the broader, more global product portfolio as well as Applied's technical resources and support services. This acquisition provides our customers with access to new innovation and scale to further accelerate the growth of their businesses"*



**Reid Holzworth**  
CEO



# Applied Systems Acquires TechCanary

FT PARTNERS RESEARCH

## TechCanary Overview

### Company Overview



CEO: Reid Holzworth

Headquarters: Milwaukee, WI

Founded: 2010

- TechCanary provides an industry leading agency management system for insurance agents
- The Company's offering is built 100% on Salesforce
- TechCanary currently serves 450+ clients

### Management



**Reid Holzworth**  
Co-Founder & CEO



**Chris Phillips**  
Co-Founder & President



**Ken Winer**  
Chief Operating Officer



**Saima Shaukat**  
Chief Revenue Officer



**Pat Forgione**  
Chief Technology Officer



**Bo Brown**  
COO, Professional Services

### #1 Salesforce Insurance Solution

Changing the way the insurance industry does business



5 Stars on Salesforce AppExchange



> First ACORD Database <

> Built natively from the ground up on Salesforce <

> Founded by Insurance industry professionals with deep domain expertise <

> Consistently replaces traditional Insurance software <



AMS for Agencies  
& Brokerages



AMS for MGAs  
and MGUs



Insurance CRM  
for Carriers

### Selected Clients



# Applied Systems Acquires TechCanary

## Applied Systems Overview

### Company Overview

**CEO:** Reid French  
**Headquarters:**  University Park, IL  
**Founded:** 1983

- Founded in 1983, Applied Systems is currently the world's largest provider of agency and brokerage management systems
  - 50% of all P&C electronic transactions occur within Applied applications
- The Company today has over 1,600 employees and serves clients across the United States, Canada, Ireland, and the United Kingdom
- Applied helps automate the exchange of information and data throughout the insurance lifecycle among agents, brokers, insurers, and consumers
- In October 2018, CapitalG, Google's growth investment arm, acquired a minority stake in the Company

### Leadership



**Reid French**  
CEO



**Ryan Hobbs**  
CFO

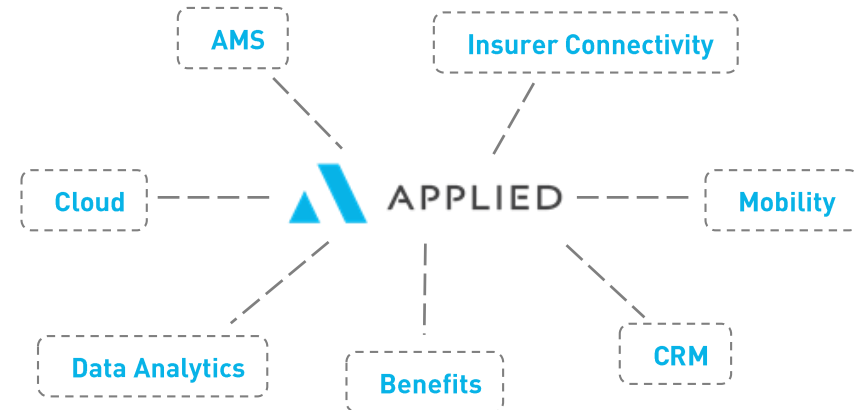


**Jon Ingram**  
SVP, Corporate  
Development



**Kristin Hackney**  
EVP, Customer  
Experience

### Products & Services



### Selected Recent Acquisitions

Date	Company	Deal Amount (\$ in mm)	Sector
04/10	 TechCanary	NA	Insurance
10/18	 Dynamis	NA	Insurance
09/16	IS2 eTrading	NA	Insurance
08/16	 RELAY SOFTWARE	NA	Insurance
06/15	 SEMCAT	NA	Insurance
01/15	 NT FINTeCH, INCORPORATED	NA	Insurance



**Reid Holzworth**

Founder & Chief  
Executive Officer

***“Both companies’ product lines will continue to exist and will be increasingly integrated to work seamlessly together.”***

**1. Congratulations on the acquisition by Applied! Tell us how that came about?**

Last fall we decided that we needed to raise capital to support our next phase of growth and to build the business to the next level. We talked to 56 potential investors, signed 38 NDAs, and ended up with multiple term sheets. At the 11th hour, we also received acquisition offers from Applied and two other strategic buyers. We hadn’t been planning to sell the business this early, but after reflecting on future scenarios and discussing them with our board, we concluded that joining forces with Applied would be a real game changer for the industry and would enable us to build a much bigger business.

**2. And what can you share about future plans for TechCanary as part of Applied?**

Applied provides its clients with world class back-end solutions, and TechCanary really excels at sales and marketing automation on the front end. Both companies’ product lines will continue to exist and will be increasingly integrated to work seamlessly together. Our 100 employees are now part of an organization with 1,700 employees and have access to all of the technology and capabilities they have developed over many years, and we’re excited to leverage all of those resources to build the best overall solutions for the industry.





### Exclusive CEO Interview – Reid Holzworth

***“First and foremost, our mission is to help our customers better leverage technology.”***

**3. You ran an insurance agency prior to founding TechCanary. How did that experience inspire you to start a software company?**

As an agency owner, I needed things for my company that other systems could not provide. I decided to build my own system on Salesforce because I wanted a running start on building the solution. Salesforce provided me a front-end sales and marketing automation program which I then built an agency management system functionality on top of.

We deployed this solution for our agency, and a couple years later Salesforce approached me to partner and bring the product to market. I never intended on starting a software company – the stars just aligned, and it happened.

**4. What is the problem TechCanary is solving for agencies, and what is your overall mission?**

First and foremost, our mission is to help our customers better leverage technology. To do so, we are bringing customers into a completely flexible environment that allows them to truly automate their day to day operations.

For example, we are building workflows with conditional logic that walk our end users down a path by asking all the right questions in the right order. This method streamlines operations, allowing customers to bring on employees with little to no experience. This is just one very basic example, and there are hundreds more. I believe that technology should really drive ROI for the customer, otherwise there is no value.



### Exclusive CEO Interview – Reid Holzworth

***“My perspective on the future of insurance agents is, while their traditional role is evolving, there will always be a place for them in the insurance lifecycle.”***

5. You’re building a next generation of technology to enable agents at a time when some other ventures are betting against agents and trying to disintermediate them. What is your perspective on the future for insurance agents?

My perspective on the future of insurance agents is, while their traditional role is evolving, there will always be a place for them in the insurance lifecycle. Insurance transactions are becoming more and more digital, meaning consumers want to access and conduct all their insurance business online. This is why TechCanary is such a great fit for this transition.

Our platform, being on Salesforce, allows an insurance agent to handle customer requests anytime and anywhere due to the limitless mobile capabilities of TechCanary and Salesforce. If a customer contacts their agent to make a policy change or request information, the agent can access it on our platform in real time as opposed to on a legacy system which often require a day or so turnaround.

TechCanary enables agents to deliver a better customer experience while giving customers the ability to access important information directly through our portal. This combination of empowering both agents and customers to handle any insurance issue quickly and easily is where the future of insurance and the role of agents are heading towards.

6. What is the profile of the typical client you’re signing up?

TechCanary works with a wide range of customers including agencies, brokerages, carriers, and MGAs. Our customers range from small companies with five employees to large ones with thousands of employees and offices across the country.

*Continued on next page*





### Exclusive CEO Interview – Reid Holzworth

***“Clients are drawn to TechCanary because our platform can replace these separate systems and create a unified platform where data flows freely and processes and efficiencies are dramatically improved.”***

*Continued from prior page*

Clients are drawn to TechCanary because our platform can replace multiple separate systems and create a unified platform where data flows freely and processes and efficiencies are dramatically improved.

Another major factor influencing new clients to choose TechCanary is their desire to improve the customer experience. Insurance companies are looking to modernize and enable their clients to address their insurance needs digitally.

**7. Tell us about your decision to build the TechCanary product on the Salesforce platform and the benefits and challenges that have come with that strategy?**

As I briefly mentioned, I originally built my product on Salesforce because it is a scalable platform and comes with features and functionalities we could leverage out of the box. As a software company, it has been technically challenging to build our solution on top of the Salesforce platform. Building a product of our size on Salesforce is more of an art than a science.

But we wouldn't be having this conversation if we didn't truly embrace the platform to its fullest. Our customers are able to take advantage of a worldwide software solution as opposed to a solution for one sector in a single industry.



### Exclusive CEO Interview – Reid Holzworth

***“The same people who invested in this Company are the ones who founded the agency management industry.”***

**8. TechCanary is also working with carriers and MGAs. What capabilities are you providing them?**

MGAs use a system in-between an agency management system and a policy administration system. What we have done is taken the agency management system and added additional features and functionality – like a rating engine – that enables the MGA to run their business.

Carriers use our system in a few ways. Historically, carriers used our solution for their internal agency. Now, with our recently built distribution management system for carriers, what we provide is essentially a software solution that manages their distribution channel. Carriers use this system when they are out talking to agencies about their book of business to help them sell more products.

**9. You raised initial capital from several experienced insurance veterans last year. How has their involvement as advisors helped you in growing the business?**

The same people who invested in this Company are the ones who founded the agency management industry. For example, Dennis Chookaszian founded AMS while he was the CEO of CNA Insurance. He then brought on David Wroe, who was CEO at one of the incumbent companies for many years and is now also a personal investor in TechCanary. They immediately recognized the potential of our product and its ability to disrupt the market and challenge incumbent systems which have dominated the industry for decades.

Some of our investors have experience running agency management systems with huge market shares while others came from insurance carriers with premiums in the billions. They all saw the potential in TechCanary, which is why they personally invested. Their experience and industry connections have been invaluable in helping steer the direction of the Company, recommending key product enhancements, connecting us with talented individuals to join our team, and helping us get in front of potential customers who value their insights. Their involvement has been and is still integral to our success.



### Exclusive CEO Interview – Reid Holzworth

***"We have grown over 300% year-over-year and rank 393 on Inc. 500's fastest growing companies in America."***

**10. What can you share about where the business is today in terms of clients and revenue?**

TechCanary is currently the number one insurance solution on Salesforce, with over 500 customers and adding roughly 15 new customers per month. We have grown over 300% year-over-year and rank 393 on Inc. 500's fastest growing companies in America. We are also the third fastest growing company in the state of Wisconsin and the fastest growing in the Milwaukee area.

**11. What advice would you offer to other InsurTech entrepreneurs?**

Bootstrap as long as you can. Always be innovating. And most importantly, honor your word.

## Selected FT Partners InsurTech Research – *Click to View*



SquareTrade's \$1.4 billion Sale to Allstate



Lennar's Co-Lead Investment in Hippo



Goji's Sale to Seeman Holtz P&C



Next Insurance's \$83 million Series B Financing



The Carlyle Group Acquires Majority Stake in Sedgwick for \$6.7 billion



Devoted Health Raises \$300 million in Series B Financing



Wefox Group Raises \$125 million in Series B Financing



Cambridge Mobile Telematics Raises \$500 million in Financing

[VIEW MORE FT PARTNERS RESEARCH](#)

## FT Partners Research – Annual InsurTech Almanac

### 2018 InsurTech Almanac



Click pictures to view report

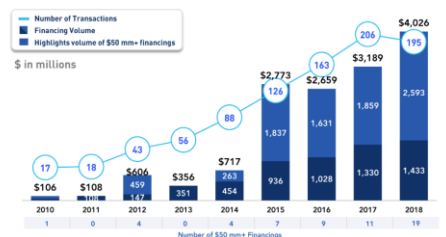
### Highlights of the report include:

- 2018 and historical InsurTech financing and M&A volume and deal count statistics
- Largest InsurTech financings and M&A transactions in 2018
- Most active InsurTech investors
- Corporate VC activity and strategic investor participation
- Other industry, capital raising and M&A trends in InsurTech

#### 2018 INSURTECH ALMANAC

##### InsurTech Financing Activity: Annually

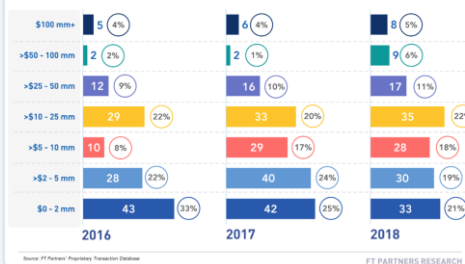
InsurTech Private Company financing volume reached a record level in 2018, driven by a significant increase in financings of more than \$50 million



#### 2018 INSURTECH ALMANAC

##### Number of InsurTech Financings by Round Size

The distribution of InsurTech financing amounts has been slowly shifting towards larger rounds as the sector has matured



#### ALLOCATION OF INSURTECH INVESTMENTS – P&C vs. L&H

Selected P&C Financings				Selected L&H Financings			
Target	Amount (\$ in mm)	Type		Target	Amount (\$ in mm)	Type	
BIT SIGHT	\$40	Cyber Risk Rating Platform		COYA	\$30	Digital Insurer	
ROG	38	Vehicle Insurance Specialist		alan	28	Online Health Insurer	
CLARK	29	Digital Insurance Platform		bestm	23	Group Dental Insurance	
TRACTABLE	25	AI for Claims		bestow	15	Digital Insurance Platform	
simpleinsurance	24	Digital Insurance Solutions		ETHOS	15	Life Insurance	
CAPE	17	Property Intelligence Platform		hint	12	Care Administration Platform	
atbay	13	Cyber Insurance Provider		Ladder	10	Life Insurance	
BriteCore	13	Software for Insurers		Fabric	10	Life Insurance	
kin.	13	Digital Home Insurance Agency					
Q&Q	12	Digital Insurer					
LessLock	10	Rent Payment Insurance					
BEIN	7	Insurance Technology Provider					

FT PARTNERS INSURTECH INSIGHTS

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

## Leading Advisor Across the InsurTech Landscape

### Consumer Protection Plans

Financial Technology Partners LP  
FTP Securities LLC

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

**square  
trade**

in its sale to

**Allstate**

for total consideration of

**\$ 1,400,000,000**

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### Telematics / Connected Car Solutions

Financial Technology Partners LP  
FTP Securities LLC

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

**AUTOMATIC**

in its sale to

**SiriusXM**  
SATELLITE RADIO

for total consideration of approximately

**\$ 115,000,000**

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### Small Business Insurance

Financial Technology Partners LP  
FTP Securities LLC

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

**NEXT  
INSURANCE**

in its Series B financing led by

**Redpoint**

for total consideration of

**\$ 83,000,000**

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### Homeowners Insurance

Financial Technology Partners LP  
FTP Securities LLC

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

**LENNAR**

in its minority investment in

**Hippo**

with participation from new and existing investors

for total consideration of

**\$ 70,000,000**

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### Title Insurance

Financial Technology Partners LP  
FTP Securities LLC

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

**LENNAR**

in its sale of

**NORTH AMERICAN  
TITLE COMPANY** & **NATIC**  
Like Clockwork™

to

**states title**

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### Wholesale Brokerage

Financial Technology Partners LP  
FTP Securities LLC

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

**AmWins  
Group, Inc.**

in its growth recapitalization by

**NMC**

NEW MOUNTAIN CAPITAL LLC

valued at approximately

**\$ 1,300,000,000**

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### Small Business Insurance

Financial Technology Partners LP  
FTP Securities LLC

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

**insureon**

in its equity capital raise led by

**OAK  
HC/FT**

for total consideration of

**\$ 31,000,000**

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### Auto Finance and Insurance Solutions

Financial Technology Partners LP  
FTP Securities LLC

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

**SAFE-GUARD**

on its sale to an Affiliate of

**Goldman  
Sachs**

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### Sales Automation Software

Financial Technology Partners LP  
FTP Securities LLC

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

**INSURANCE  
TECHNOLOGIES**

in its sale to

**MOELIS CAPITAL PARTNERS**

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### Agency Management / Marketing Technology

Financial Technology Partners LP  
FTP Securities LLC

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

**ZYWAVE**

in its sale of

**Zywave Insurance Solutions**

to

**AURORA  
CAPITAL GROUP**

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### Personal Lines Insurance Distribution

Financial Technology Partners LP  
FTP Securities LLC

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

**Goji**

in its sale to

**Seeman★Holtz**  
Property & Casualty

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### P&C Claims

Financial Technology Partners LP  
FTP Securities LLC

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

**enservio**

in its sale to

**Solera**

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## FT Partners Advises SquareTrade in its Strategic Sale

### Overview of Transaction

- On November 28, 2016, SquareTrade announced its \$1.4 billion all-cash strategic sale to the Allstate Corporation
- Headquartered in San Francisco, CA, SquareTrade offers top-rated protection plans trusted by millions of consumers for electronics and appliances
  - SquareTrade's branded products are sold through major retailers
- Allstate is the largest publicly held personal lines property and casualty insurer in America serving more than 16 million households nationwide
- More details available in Allstate's transaction [press release](#) and [investor presentation](#)

### Significance of Transaction

- This transaction expands Allstate's protection offering to consumer electronics, connected devices and appliances
- SquareTrade substantially increases Allstate's customer relationships while providing both strong near-term and long-term growth opportunities

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to SquareTrade and its Board of Directors
- This transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies
- FT Partners represented [SquareTrade in its \\$238 million strategic growth investment with Bain Capital and Bain Capital Ventures](#)
- FT Partners also recently represented Bain Capital Ventures' portfolio company [Enservio in its sale to Solera](#) demonstrating our long-term trusted relationship

### Financial Technology Partners LP FTP Securities LLC

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



*in its sale to*



*for total consideration of*

**\$ 1,400,000,000**



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## FT Partners Advises Next Insurance on its Financing

### Transaction Overview

- On July 11, 2018, Next Insurance announced an \$83 million Series B financing round led by Redpoint Ventures
  - Other investors that participated in the round include Nationwide, Munich Re, American Express Ventures, Ribbit Capital, TLV Partners, SGVC and Zeev Ventures
  - Elliot Geidt, Partner at Redpoint Ventures, will join the board of Next Insurance
- Founded in 2016 and headquartered in Palo Alto, CA, Next Insurance is the leading digital insurance company for small businesses
  - Next Insurance champions technological innovation and sophisticated uses of AI and machine learning to improve customer experience and streamline the insurance purchasing process
- In May 2018, Next announced its new status as a licensed insurance carrier, allowing the Company to write policies independently, as well as to have more freedom over underwriting, setting of prices, and configuring of policies

### Significance of Transaction

- The funding will enable Next Insurance to continue its expansion throughout the US as a full service insurance carrier, further innovate claims handling, offer coverage to many more classes of business, and significantly grow internal operations in both the US and Israel
- The Series B round brings Next Insurance's total funding to \$131 million in just two years

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Next Insurance and its Board of Directors
- This transaction underscores FT Partners' successful track record generating highly favorable outcomes for leading InsurTech companies

### Financial Technology Partners LP FTP Securities LLC

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exclusive strategic and financial advisor to*

**NEXT**  
INSURANCE

*in its Series B financing led by*

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*for total consideration of*

**\$83,000,000**

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## FT Partners Advises Lennar on its Investment in Hippo

### Overview of Transaction

- On November 14, 2018, Lennar Corporation (“Lennar”) announced it has co-led a \$70 million minority investment in Hippo with Felicis Ventures, along with participation from all major existing shareholders
  - The investment brings the total amount of funding raised by Hippo to \$109 million
- Lennar Corporation (NYSE:LEN) is the one of the leading homebuilders in the United States
- Headquartered in Mountain View, CA, Hippo is a leading property and casualty InsurTech start-up, offering homeowners insurance as well as a number of more specialized products
- Hippo has helped cut premium costs for its customers by up to 25%, seen policy sales grow by 30% month over month, and now covers more than \$25 billion in total property value
  - Hippo is accessible to more than 50% of the US homeowner population, and that number is expected to increase to over 60% by the end of 2018

### Significance of Transaction

- With the new funding, Hippo will accelerate growth while continuing to deliver a modernized home insurance product that includes world-class customer experience on a national scale
- The transaction also offers a clear path for Lennar to continue to streamline the home buying experience for its customers

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Lennar
- This transaction underscores FT Partners' deep FinTech expertise and its continued success in providing buy side advisory to top-tier strategic investors

### Financial Technology Partners LP FTP Securities LLC

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

**LENNAR®**

*in its minority investment in*



*with participation from  
new and existing investors*

*for total consideration of*

**\$70,000,000**

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## FT Partners Advises Insureon on its \$31 million Financing

### Overview of Transaction

- On October 21, 2015 Insureon (“Insureon” or the “Company”) announced a \$31mm Series B minority investment round
  - Investment round led by Oak HC/FT (“Oak”)
  - Existing investor Accretive LLC (“Accretive”) also participated
- Insureon is the leading insurance online marketplace for small and micro businesses
  - Serves retail clients directly and also supports banks, brokerages and insurance companies through a wholesale offering
  - Coverage provided for 175,000+ small businesses
- Oak HC/FT is a \$500mm venture capital fund focused on investing in healthcare and financial services technology companies
- Accretive is a leading private investment firm specializing in the creation of disruptive technology companies

### Significance of Transaction

- Creates opportunity for Insureon to accelerate its growth in the small business insurance sector
- Enables Insureon to increase its investment in technology development, and enhance its sales and marketing capabilities

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Insureon and its Board of Directors
  - Follows FT Partners’ role advising Insureon on its 2014 acquisition of Insurance Noodle from Willis
- Transaction demonstrates FT Partners’ continued success advising top-tier companies and achieving outstanding results within the Insurance IT and Services sector

### Financial Technology Partners LP FTP Securities LLC

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*in its equity capital raise led by*



*for total consideration of*

**\$ 31,000,000**



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## FT Partners Advises Goji on its Sale to Seeman Holtz

### Overview of Transaction

- On November 13, 2018, Goji announced it has been acquired by Seeman Holtz Property & Casualty ("SHPC")
- Headquartered in Boston, MA, Goji operates an online analytics and data-driven distribution platform for personal lines of insurance that matches clients with the right coverage at the best prices, through an integrated network of national insurance carriers
  - Goji is a licensed insurance agency in 41 states that writes policies for clients on behalf of insurance carriers
- SHPC will integrate Goji's technology platform throughout its divisions and verticals to optimize operational efficiency, better address clients needs and increase production
- This acquisition marks SHPC's 50<sup>th</sup> acquisition

### Significance of Transaction

- Through the acquisition, Goji's clients will gain access to the 400+ carrier relationships and the 50 state agent licenses of SHPC
- SHPC will continue to expand its access to more digital marketing channels and partnerships, further enhancing its online digital marketing and customer acquisition capabilities

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Goji
- FT Partners previously advised Goji on its [\\$15 million financing in November 2017](#)
- This transaction highlights FT Partners' strong expertise across the InsurTech landscape

### Financial Technology Partners LP FTP Securities LLC

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

# Goji

*in its sale to*

**Seeman  Holtz**  
*Property & Casualty*

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## Award-Winning Investment Banking Franchise Focused on Superior Client Results



**2018** Top Investment Bank in FinTech



Institutional Investor  
Annual Ranking

**2018** Steve McLaughlin Ranked #1 for the Second Year in a Row on Institutional Investor's FinTech 40 List

**2017** Ranked #1 on Institutional Investor's FinTech 40 List

**2015 & 2016** Ranked Top 5 on Institutional Investor's FinTech 35 List

**2006 – 2008** 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

**2018** Corporate / Strategic Deal of the Year

**2018** Cross Border Deal of the Year

**2017** Investment Banker of the Year

**2016** Investment Banking Firm of the Year

**2016** Cross Border Deal of the Year

**2015** Dealmaker of the Year

**2015** Technology Deal of the Year

**2014** Equity Financing Deal of the Year

**2014** Professional Services Deal of the Year, \$100 mm+

**2012** Dealmaker of the Year

**2012** Professional Services Deal of the Year, \$100 mm+

**2011** Boutique Investment Bank of the Year

**2011** Deal of the Decade

**2010** Upper Middle Market Deal of the Year, \$500 mm+

**2010** IT Services Deal of the Year, Below \$500 mm

**2010** Cross-Border Deal of the Year, Below \$500 mm

**2007** Dealmaker of the Year – Steve McLaughlin

**2007** Business to Business Services Deal of the Year

**2007** Computer & Information Tech Deal of the Year, \$100 mm+

**2007** Financial Services Deal of the Year, \$100 mm+

**2004** Investment Bank of the Year

## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> Founder, CEO and Managing Partner		<ul style="list-style-type: none"> <li>Formerly with Goldman Sachs in New York and San Francisco from 1995-2002</li> <li>Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	<b>24</b>
<b>Paul VanderMarck</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly Chief Product Officer at Risk Management Solutions, a global technology business in the catastrophic risk space</li> <li>25+ years of experience as an InsurTech operating executive</li> <li>Experienced advisor and investor in the InsurTech space</li> </ul>	<b>27</b>
<b>Larry Furlong</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004</li> <li>Wharton M.B.A.</li> </ul>	<b>23</b>
<b>Greg Smith</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch, J.P. Morgan and Hambrecht &amp; Quist</li> <li>20+ years of experience covering FinTech as both an Analyst and Investment Banker</li> </ul>	<b>23</b>
<b>Osman Khan</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly Managing Director and Head of FIG M&amp;A at Alvarez &amp; Marsal</li> <li>15+ years FIG deal, consulting and assurance experience at PwC</li> <li>40 Under 40 M&amp;A Advisor Award Winner in 2013</li> <li>LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA)</li> </ul>	<b>22</b>
<b>Steve Stout</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly Global Head of Strategy at First Data</li> <li>Formerly Led J.P. Morgan Payments Investment Banking Practice</li> <li>Former Equity Research Analyst on #1 ranked team at UBS</li> <li>Former Economist at the Federal Reserve Bank</li> </ul>	<b>21</b>
<b>Mike Nelson</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly head of FinTech M&amp;A at SunTrust Robinson Humphrey</li> <li>Kellogg M.B.A.</li> </ul>	<b>19</b>
<b>Tim Wolfe</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly with Goldman Sachs from 2000-2002</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	<b>17</b>
<b>Kate Crespo</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly with Raymond James' Technology &amp; Services investment banking</li> <li>12+ years of FinTech transaction execution experience</li> <li>Dartmouth M.B.A.</li> </ul>	<b>17</b>
<b>Timm Schipporeit</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London</li> <li>Formerly a Venture and Growth Investor focused on FinTech at Index Ventures</li> </ul>	<b>16</b>
<b>Andrew McLaughlin</b> Managing Director		<ul style="list-style-type: none"> <li>20+ years experience executing / implementing financial and operational strategy</li> <li>Formerly with Deloitte Consulting</li> </ul>	<b>13</b>