

March 17, 2015

Financial Technology Partners LP FTP Securities LLC

Transaction Profile:



raises

\$130,000,000

in financing

Courtesy of:



***The Only Investment Bank
Focused Exclusively on Financial Technology***

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Steve McLaughlin
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Dataminr Raises \$130 Million in Financing

Transaction Overview

Transaction Overview

- On March 17, 2015, The Wall Street Journal announced social media data mining company Dataminr had raised \$130 million in a new round of financing
 - New investors in this round include Fidelity Investments, Wellington Management Co., Credit Suisse, Goldman Sachs, Glynn Capital Management along with individual investors John Mack and Vikram Pandit
 - Previous investors Venrock and Institutional Venture Partners also participated in this round
- The Wall Street Journal claims the deal values the company at about \$700 million
- Before this round, Dataminr had raised \$49.6 million in total VC funding, including a \$30 million Series C round
- Dataminr plans to use this investment to add new sources of data to enhance its Twitter intelligence and develop a new application that leverages its technology for enterprise risk management
- The Wall Street Journal also suggests the fundraising may lay the groundwork for a future IPO
- There has been significant M&A and financing activity among Dataminr's competitors:
 - Gnip was acquired by Twitter in 2014
 - Topsy was acquired by Apple for more than \$200 million in 2013
 - DataSift has raised \$77.9 million in financing
 - Quid just announced a \$39 million financing round

Previous Dataminr Financings

| Date | Size (\$ mm) | Key Investors |
|----------|--------------|--|
| 06/07/13 | \$30.0 | DEEP FORK CAPITAL, WHARTON EQUITY PARTNERS, IVP, venrock, GSV Capital |
| 09/24/12 | 16.5 | DEEP FORK CAPITAL, WHARTON EQUITY PARTNERS, GSV Capital, Viceroy Capital |
| 04/01/11 | 1.1 | Andreas Wuerfel, BOXGROUP |
| 08/11/10 | 2.0 | Andreas Wuerfel |

Dataminr Founders



Ted Bailey
Co-Founder, CEO

Before founding Dataminr, Mr. Bailey worked in the emerging field of social media analytics, taking on both strategy and product development roles in the public sector



Jeff Kinsey
Co-Founder, CTO

Prior to founding Dataminr in 2009, Mr. Kinsey worked as a software engineer developing software for studying and modeling language comprehension micro-behaviors

Dataminr Raises \$130 Million in Financing

Dataminr Overview

| Dataminr Overview | | Dataminr Product Lines | |
|--|---------------|------------------------|--|
| CEO: | Ted Bailey | News | Dataminr for News alerts journalists to real-time story leads as they develop; signals are delivered automatically via application, email, instant message and integration into internal systems |
| Headquarters: | New York City | | |
| Founded: | 2009 | | |
| <ul style="list-style-type: none">■ Dataminr allows enterprises to leverage social media with a real-time information discovery solution<ul style="list-style-type: none">– Using proprietary algorithms, Dataminr processes public Twitter streams into actionable real-time updates; users may receive alerts on things such as M&A speculation and political events– Analyzes and discovers news, events and social media trends in real-time■ The Company has partnered with Twitter and over 150 news outlets such as CNN, BBC, and USA Today to help journalists leverage social media to find breaking news ⁽¹⁾■ The technology is currently used by 50+ buy-side and sell-side firms with over \$500 billion in total assets under management | | Finance | Provides early market information such as M&A speculation, significant market events, market trends and company updates to provide users in the finance industry with a new source of information to leverage into alpha |
| | | Public Sector | Dataminr delivers custom real-time signals on events such as public safety concerns, natural disasters, transportation disruption and politics as they develop based on geographical location |

Dataminr Technology



Dataminr's event processing engine filters millions of tweets a day into the handful of signals that are actionable and valuable



Classifies signals based on geographic location, topic relevancy and market moving implications and ranks them by level of urgency



Alerts are delivered through a variety of platforms such as e-mail, instant messenger, mobile application or custom system

Dataminr Raises \$130 Million in Financing

Dataminr Investor Profiles – Fidelity Investments



Contact(s)

Key Contacts



Andrew Boyd
*Head of Global Equity
Capital Markets*



Mike Durbin
*President,
Institutional Wealth
Services*

Other Contacts

| | |
|-------------|-----------------------------------|
| Steve Neff | Enterprise CTO |
| Sonu Kalra | Portfolio Manager |
| Ramin Arani | Portfolio Manager |
| Ed O'Brien | Head of Platform Technology |
| Mike Wilens | President, Enterprise Services |
| Amy Butte | Independent Trustee |

Location(s)

- Boston, MA

About

- Founded in 1946 by Edward Johnson
- Serves as a multinational financial services corporation offering brokerage services, wealth management, retirement services and insurance to individuals and institutions
- One of the largest mutual fund managers in the world with ~\$4.9 tn in AUM
- Makes direct venture / growth investments in private and public companies across many different sectors including technology, software, financial services, internet and biotechnology
- Like to participate in pre-IPO rounds of financing

Select Recent Investments / Exits

Investments

| Date | Company | Amount (mm) |
|----------|-------------------------|-------------|
| 03/17/15 | Dataminr | \$130 |
| 12/15/14 | SurveyMonkey | 250 |
| 12/04/14 | Uber Technologies | 1,200 |
| 05/12/14 | National Bank of Greece | 3,436 |
| 04/23/14 | Pure Storage | 225 |
| 02/06/14 | Domo | 125 |
| 10/17/13 | Annuity Direct | NA |
| 10/04/13 | MongoDB | 150 |
| 06/01/12 | Facebook | NA |
| 07/25/11 | Bank of Ireland | 1,607 |
| 01/12/11 | Groupon | 950 |

Exits

| Date | Company | Amount (mm) |
|----------|------------------------------------|-------------|
| 08/01/14 | MobilEye Vision Technologies (IPO) | \$890 |
| 06/03/14 | Yahoo (Secondary) | NA |
| 03/14/14 | Castlight Health (IPO) | 178 |
| 06/01/12 | Facebook (Follow-On Offering) | NA |
| 11/04/11 | Groupon (IPO) | 700 |

Dataminr Raises \$130 Million in Financing

Dataminr Investor Profiles – Institutional Venture Partners



Contact(s)

Key Contacts



Somesh Dash
General Partner



James Newell
Vice President

Other Contacts

| | |
|-------------------|------------------|
| Todd Chaffee | General Partner |
| Steve Harrick | General Partner |
| Eric Liaw | General Partner |
| Norm Fogelsong | General Partner |
| Jules Maltz | General Partner |
| Dennis Phelps | General Partner |
| Parsa Saljoughian | Senior Associate |
| Jordan Kong | Associate |

Location(s)

- Menlo Park, CA (HQ)
- San Francisco, CA

About

- Founded in 1980, Institutional Venture Partners (IVP) was one of the first venture capital firms on the iconic Sand Hill Road
- IVP's initial fund in 1980 totaled \$22 mm and by 2012, IVP managed \$4 bn in committed capital
- IVP has invested in over 300 companies, including big names such as Netflix and Twitter
- The \$1 bn IVP XIV fund is focused on high-growth companies in the technology and media sectors, with revenue over \$10 mm

Select Recent Investments / Exits

Investments

| Date | Company | Amount (mm) |
|----------|-----------------------------|-------------|
| 03/17/15 | Dataminr | \$130 |
| 02/18/15 | Pindrop Security | 35 |
| 02/11/15 | Oportun | 90 |
| 02/02/15 | Sofi | 200 |
| 10/29/14 | Personal Capital | 50 |
| 06/03/14 | Zenefits Insurance Services | 67 |
| 05/04/14 | Prosper | 70 |
| 03/06/14 | OnDeck | 77 |
| 02/20/14 | MINDBODY | 50 |
| 01/28/14 | Indiegogo | 40 |

Exits

| Date | Company | Amount (mm) |
|----------|--|-------------|
| 02/12/15 | Digital River (Farol Asset Management, Siris Capital) | \$840 |
| 02/12/15 | RGB Networks (Imagine Communications, The Gores Group) | NA |
| 12/22/14 | Datalogix (Oracle) | NA |
| 12/16/14 | OnDeck (IPO) | 200 |
| 10/03/14 | Yodlee (IPO) | 75 |

Dataminr Raises \$130 Million in Financing

Dataminr Investor Profiles – Venrock



Contact(s)

Key Contacts



Brian Ascher
Partner



Nick Beim
Partner

Other Contacts

| | |
|----------------|-------------------|
| Doug Dooley | Partner |
| Bryan Roberts | Partner |
| David Pakman | Partner |
| Mike Tyrrell | Partner |
| Mike Brooks | Partner |
| Steve Goldberg | Operating Partner |
| Aaron White | Vice President |

Location(s)

- Palo Alto, CA (HQ)
- Cambridge, MA
- New York, NY

About

- Founded in 1969 as the venture investment arm of the Rockefeller family
- Makes early-stage investments in technology, healthcare and energy companies
- Seek to add value in all portfolio companies by helping companies in hiring, strategy, financing, scaling, introductions and exit
- Notable venture investments include Apple, Intel and athenahealth

Select Recent Investments / Exits

Investments

| Date | Company | Amount (mm) |
|----------|------------------|-------------|
| 03/17/15 | Dataminr | \$130 |
| 02/19/15 | 6 Sense Insights | 20 |
| 10/29/14 | Personal Capital | 50 |
| 01/22/14 | Zenefits | 15 |
| 09/25/13 | Aria Systems | 40 |
| 01/17/13 | Better Finance | 21 |
| 12/17/12 | CloudFlare | 50 |
| 08/14/12 | Lavante | 6 |
| 05/01/12 | Castlight Health | 100 |
| 09/08/11 | IP Commerce | 21 |

Exits

| Date | Company | Amount (mm) |
|----------|--|-------------|
| 05/09/15 | Appia (Mandalay Digital Group) | \$100 |
| 05/04/14 | Castlight Health (IPO) | 148 |
| 02/17/14 | Klout (Lithium Technologies) | 200 |
| 05/21/13 | Adaptivity (EMC Corporation) | NA |
| 04/17/12 | CodeRyte (3M) | NA |
| 04/11/12 | Taleo (Oracle) | 1,900 |
| 09/08/10 | Semtek Innovative Solutions (VeriFone) | 18 |

Dataminr Raises \$130 Million in Financing

Dataminr Investor Profiles – Wellington Management



Contact(s)

Key Contacts



Nicholas Adams
Partner



Robert Patten
Vice President

Other Contacts

| | |
|--------------------|------------------|
| Sarah Williamson | Partner |
| Cheryl Duckworth | Partner |
| Sujit Chakravarthy | Industry Analyst |
| Brian Barbetta | Industry Analyst |
| Jeff Wantman | Industry Analyst |

Location(s)

- Boston, MA (HQ)
- San Francisco, CA
- Hong Kong, China
- Tokyo, Japan
- Zurich, Switzerland
- Frankfurt, Germany
- Chicago, IL
- Beijing, China
- London, UK
- Luxembourg
- Singapore
- Sydney, Australia

About

- Founded in 1928 as the first balanced US fund (Mutual Fund)
- \$892 bn AUM and over 500 investment professionals
- As an investment manager, it serves high net worth individuals, banking institutions, pension and profit sharing plans, endowment and foundations, wealth managers, charitable organizations and family offices, among others
- Has been investing in private companies for over a decade

Select Recent Investments / Exits

Investments

| Date | Company | Amount (mm) |
|----------|-------------------|-------------|
| 03/17/15 | Dataminr | \$130 |
| 03/11/15 | Zuora | 115 |
| 02/24/15 | nCino | 29 |
| 02/09/15 | Social Finance | 213 |
| 12/18/14 | Redfin | 71 |
| 11/07/14 | Powa Technologies | 80 |
| 10/10/14 | Mozido | 185 |
| 06/06/14 | Uber Technologies | 1,188 |
| 04/17/14 | Lending Club | 115 |

Exits

| Date | Company | Amount (mm) |
|----------|---|-------------|
| 12/23/14 | Datalogic (Oracle) | NA |
| 12/10/14 | Lending Club (IPO) | \$870 |
| 10/21/14 | Anchor Bancorp Wisconsin (IPO) | 10 |
| 06/17/14 | Ironshore (IPO) | 100 |
| 03/07/14 | Artisan Partners Asset Management (Secondary Public Offering) | 501 |
| 12/10/07 | WageWorks (Secondary Public Offering) | 135 |

Dataminr Raises \$130 Million in Financing

Dataminr Investor Profiles – Credit Suisse NEXT

Contact(s)

Key Contacts



Alan Freudenstein
Managing Director



Talal Khan
Investment Professional

Other Contacts

Greg Grimaldi Investment Manager
Jared Delaney-Smith Associate

Select Recent Investments / Exits

Investments

| Date | Company | Amount (mm) |
|----------|-------------------|-------------|
| 03/17/15 | Dataminr | \$130 |
| 10/09/14 | Digital Reasoning | 24 |
| 09/17/14 | Secure Islands | NA |

Location(s)

- New York, NY

About

- Founded in 2013 as the venture / growth equity investment arm of Credit Suisse
- CS' NEXT Investors invests out of a combination of Credit Suisse and 3rd party funds
- In general, would like to participate in Series B / C rounds, but can also do later-stage and pre-IPO investments
- Interested in exchanges, market structures, security, specialty finance and healthcare, but do not invest in hardware
- Would like to make investments that have a Credit Suisse angle, but not a necessary criteria

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Dataminr Investor Profiles – Glynn Capital Management



Contact(s)

Key Contacts



John Glynn
*Founder and
Managing Director*



Scott Jordon
Managing Director

Other Contacts

| | |
|--------------------|-------------------|
| Steve Rosston | Managing Director |
| Jacqueline Brandin | Managing Director |
| David Glynn | Managing Director |
| Jacqueline Glynn | Managing Director |
| Carl Anderson | Managing Director |
| Sebastian Zahedi | Principal |
| John Fogelsong | Principal |

Location(s)

- Menlo Park, CA

About

- Founded in 1970 by John Glynn
- Makes late-stage venture and growth investments across various technology verticals
- Uses research-intensive investment processes to identify early-stage trends in technology and focus investments on those verticals
- Seeks investments in fast-growing companies with large market opportunities

Select Recent Investments / Exits

Investments







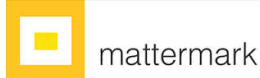




| Date | Company | Amount (mm) |
|----------|-----------------------|-------------|
| 03/17/15 | Dataminr | \$130 |
| 02/11/15 | Oportun | 90 |
| 12/18/14 | Redfin | 71 |
| 11/10/14 | Evernote | 20 |
| 09/23/14 | Radius Intelligence | 55 |
| 03/19/14 | Cloudera | 160 |
| 09/24/13 | Practice Fusion | 70 |
| 11/16/11 | Marketo | 50 |
| 10/18/11 | Dropbox | 250 |
| 08/03/10 | Xactly Corporation | 12 |
| 06/25/10 | Palantir Technologies | 90 |
| 03/23/10 | Xoom | 32 |

Exits

| Date | Company | Amount (mm) |
|----------|---|-------------|
| 05/17/13 | Marketo (IPO) | \$79 |
| 10/02/13 | The Climate Corporation (Monsanto) | 930 |
| 02/14/13 | Xoom (IPO) | 101 |
| 05/19/11 | LinkedIn (IPO) | 353 |
| 06/07/10 | Perceptive Software (Lexmark International) | 280 |

Dataminr Raises \$130 Million in Financing

Selected Private Data / Analytics Company Profiles

| Company Information | | Most Recent Financing and Key Investors | | |
|---|--|---|--------|---|
|  | AlphaSense provides a one-stop intelligent search engine that solves problems associated with information fragmentation and abundance by using proprietary linguistic search and content processing technologies | (\$ in millions) | | |
| | | na | \$9.0 | Undisclosed |
|  | Datasift owns and operates a cloud-based enterprise platform that uses social data aggregation and filtration to uncover insights and trends on brands, businesses, financial markets, news and public opinion | 11/25/13 | \$42.0 |  |
|  | Eagle Alpha uses its proprietary technology and experienced research analysts to provide actionable information from social media, blogs, and websites to its Wall Street clients | 10/28/14 | \$1.2 | Individual Investors |
|  | Kensho scans a variety of actions including monetary policy, economic reports, earnings, political events and regulatory approvals to produce models of impact on financial assets | 11/20/14 | \$15.0 |  |
|  | Mattermark leverages news sources, 3 rd party data providers, regulatory filings and proprietary analytics technology to create a comprehensive database for clients to track investment prospects | 12/16/14 | \$6.5 |  |
|  | TickerTags monitors social media in real-time to find trends in mentions of investable companies for utilization in investment strategy | na | na | na |
|  | Quid uses named-entry recognition, sentiment analysis and social amplification along with proprietary algorithms to turn the world's unstructured data into easy to analyze data streams | 03/19/15 | \$39.0 |  |

Source: Company websites, FT Partners' proprietary transaction database, Capital IQ.

Dataminr Raises \$130 Million in Financing

AlphaSense Overview

"Our intelligent search technology helps users to rapidly find relevant results within the ocean of unstructured content, and cuts out the noise from research. This helps analysts to catch what others miss, and generate better investment ideas."

—Jack Kokko
Founder & CEO



San Francisco

2008

Headquarters

Founded



Jack Kokko
Founder, CEO



Raj Neervannan
Founder, CTO



John Garofoli
VP of Sales



Lee Jacobek
VP of Product

Content relationships provide unique access to sell-side research from 1000+ firms

AlphaSense Overview

- **AlphaSense provides an intelligent search engine for knowledge professionals**
 - Indexes research reports, company filings, transcripts, presentations, news releases and clients' own information streams
 - Advanced search tools streamline the research process and introduce efficiency to financial document search and discovery
 - The platform automatically monitors content sets and provides real-time alerts when relevant new information is released
- **Technology utilizes linguistic search and natural language processing algorithms, enabling rapid information discovery and amplifying productivity and idea generation**
- **The Company targets a large, untapped \$15 billion market opportunity for knowledge professionals**
- **Used by over 275 client firms**
 - Clients include many of the largest investment and advisory firms, global banks, law firms and corporations
- **In April 2014, AlphaSense was awarded Best Sell-Side Analytics Product by WatersTechnology**
- **In February 2015, awarded Best Mobile Product by the Hedge Fund Manager US Technology Awards**
- **The Company is privately held**

Dataminr Raises \$130 Million in Financing

DataSift Overview



San Francisco

2010

Headquarters

Founded



Nick Halstead
Founder, CEO



Steven Pease
COO & CFO



Tim Barker
CPO



Lorenzo Alberton
CTO



Partnership with Twitter includes
real-time access to all public tweets

DataSift Overview

- DataSift enables companies to aggregate, filter and extract information from the billions of posts on Twitter, Facebook and various other sources
 - Provides both real-time and historical data
 - DataSift is delivered as a cloud platform that does the media monitoring and processing for the client before passing along important information
- DataSift provides insight and finds trends in everything from brands, businesses, financial markets, news and public opinion
- Current clients of DataSift include large companies such as Dell and CBS Interactive as well as social media focused companies such as Hootsuite and Sharethrough

Financing Activity

| Date | Size (\$ mm) | Key Investors |
|----------|--------------|---|
| 12/03/13 | \$42.0 | SCALE Ventures, NORTHGATE, cendana capital, upfront, dahercapital, INSIGHT VENTURES |
| 11/12/12 | 15.3 | upfront, dahercapital, NORTHGATE, SCALE Ventures, IA VENTURES |
| 05/02/12 | 7.2 | upfront, IA VENTURES |
| 07/11/11 | 6.0 | Hermann Hauser, upfront, IA VENTURES |
| 01/01/10 | 1.5 | David Richmond, The FSE Group |

Overview of FT Partners

FT Partners is the Leader in Financial Technology Investment Banking

FT Partners has advised on the most prominent transactions in the Securities and Capital Markets Technology sector

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

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Alpha

in its acquisition by

TMX Maple Group

valued at approximately

\$ 175,000,000

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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

THE MARKETS.com

in its sale to

Capital IQ

A Division of Standard & Poor's

for total consideration of approximately

\$ 300,000,000

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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

INSTINET

in the sale of its stake in

CHIX EUROPE

to

BATS

for total consideration of approximately

\$ 305,000,000

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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

WOMBAT

FINANCIAL SOFTWARE

in its sale to

NYSE Euronext

for total consideration of approximately

\$ 225,000,000

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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

MERGENT

In the sale of its 100% business to

NASDAQ OMX

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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

TORA

TECHNOLOGY, TRADING, LIQUIDITY.™

In its minority capital raise with

Goldman Sachs Bank of America Merrill Lynch

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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

liquidnet

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

chi-x

In its sale of a minority stake to

Bank of America Merrill Lynch GETCO Morgan Stanley QUANTLIB FINANCIAL LLC

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Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to

MarketAxess

In its minority capital raise with

TCV

for approximately

\$ 35,000,000

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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

TradingScreen

SIMPLIFYING GLOBAL MARKETS™

In its minority recapitalization for

\$ 110,000,000

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Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
is pleased 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

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FINANCIAL
TECHNOLOGY
PARTNERS

Overview of FT Partners

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

- | | |
|------|--|
| 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 \$100 mm |
| 2011 | <ul style="list-style-type: none"> ■ Boutique Investment Bank of the Year ■ Deal of the Decade ■ <i>10 Deal of the Year Nominations Across 9 Categories</i> |
| 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 |



- | | |
|-----------|---|
| 2006-2008 | <ul style="list-style-type: none"> ■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology |
|-----------|---|



Middle Market Financing Awards

- | | |
|------|--|
| 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 ■ <i>Financing Deal of the Year - Equity</i> ■ <i>Financing Deal of the Year - Debt</i> |

Note: **Bold** represents awards that FT Partners has won, *italics* represents nominations.