

FT PARTNERS FINTECH INDUSTRY RESEARCH

April 6, 2017

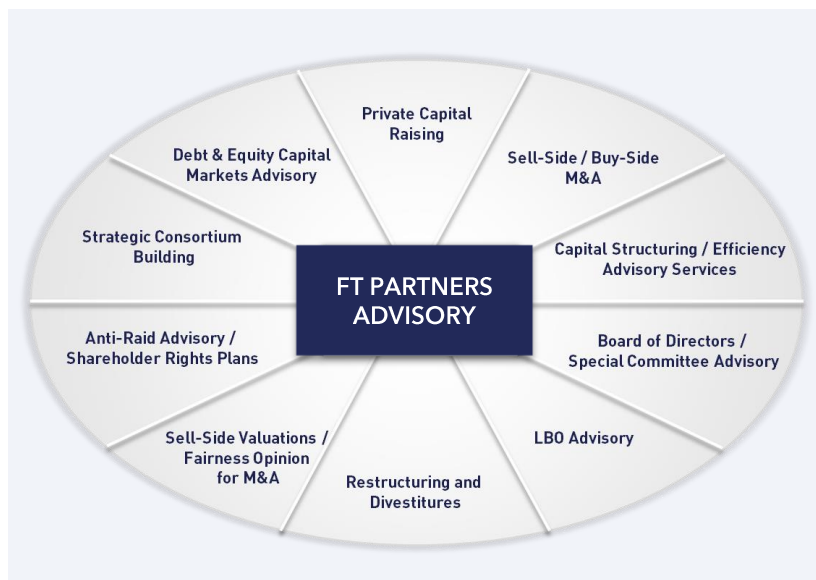
Elevate

**Elevate Credit Completes its IPO
Raising \$81 million
(NYSE: ELVT)**

Overview of FT Partners

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

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

In-Depth Industry Research Reports

Proprietary FinTech Infographics

Monthly FinTech Market Analysis

FinTech M&A / Financing Transaction Profiles



The Information

Named Silicon Valley's #1 FinTech Banker (2016) and ranked #2 Overall by *The Information*



Ranked #4 Most Influential Person in all of FinTech in *Institution Investor's* "FinTech Finance 35"



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

Steve McLaughlin: *Founder & CEO*

Tel: 415.992.8880

steve.mclaughlin@ftpartners.com

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Elevate Credit Completes its IPO Raising \$81 million

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E/evate

IPO Overview

Key IPO Statistics

CEO:	Kenneth E. Rees
Headquarters:	Fort Worth, Texas
Founded:	2004
Employees:	950+
<hr/>	
Prospectus File Date:	November 9, 2015
Ticker:	NYSE: ELVT
Proceeds:	\$80.6 mm
Shares:	12,400,000
Listing Date:	April 6, 2017
Offer Price:	\$6.50

Use of Proceeds

The Company expects to use the net proceeds to repay some of the outstanding amount under its VPC Facility; the remainder will be used for general corporate purposes, such as funding a portion of the loans made to its customers

UNITED STATES SECURITIES AND INVESTMENTS COMMISSION

Prospectus

Elevate Credit, Inc.

E/evate

NYSE: ELVT

Kenneth E. Rees

Chief Executive Officer

4150 International Plaza, Suite 300

Fort Worth, Texas 76109

 **UBS** **Jefferies** **STIFEL**

William Blair

CREDIT SUISSE 

Business Overview

Company Overview

- Elevate Credit provides online credit solutions for “non-prime customers” – those with credit scores under 700
 - Serves consumers in the United States and the United Kingdom
- The Rise, Elastic and Sunny brands were released in 2013, and the Company has since provided approximately \$2.5 billion in credit to 785,000 customers
- Elevate’s revenue grew 34% from 2015 to 2016
- Previously a division of Think Finance, Elevate was spun off on May 1, 2014



Think Finance provides technology, analytics and marketing services to financial clients within consumer lending

Think Finance Solutions include:

- Brand Development
- Direct Mail & Social Media Marketing
- Data analytics
- Fraud Detection & Verification
- Underwriting
- Payments
- Reporting & Compliance

Product Overview

Online and Mobile Products^(See pg. 5)

- ① **RISE** ② **elastic** ③ **sunny**

Technology & Proprietary Risk Analytics:

Developed a risk-based pricing model – Segmented Optimized Analytics



Credit Scores

12th generation scoring model, 10,000 data inputs, traditional & machine learning



Fraud Scores

2,000 data inputs, targeted unique fraud types, machine learning & alternative data



Affordability Assessment

Multiple approaches: debt to income, payments to income, full budgeting



Instant Decision & Line Offer

95% of loan application is fully automated, credit determination made in seconds



Fraud & Verifications

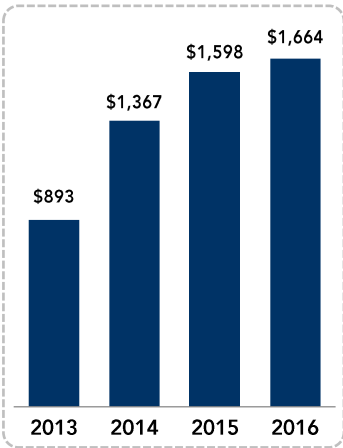
Algorithmic verifications, fuzzy matching, cross transaction fraud detection, pattern matching and link analysis

Integrated Multi-Channel Marketing Strategy

Direct mail programs, TV campaigns, search engine marketing, digital campaigns and strategic partnerships

Business Overview (cont.)

Average Customer Loan Balance ⁽¹⁾



RISE

Product type	Installment
Geographies Served	15 States
Loan Size	\$500 to \$7,000
Loan Term	4-26 months
Pricing	36% to 299% annualized

- Designed for Americans that live “paycheck to paycheck” who are typically turned away by traditional credit providers
- RISE is a state-licensed online, unsecured loan
- Features include:



Rates that go down over time



Choose payment scheduling



5-Day Risk-Free Guarantee



Free Credit Score Plus

Online Products

elastic

Product type	Line of Credit
Geographies Served	40 States
Loan Size	\$500 to \$3,500
Loan Term	Up to 10 months
Pricing	Initially \$5 per \$100 borrowed + up to 5% of outstanding principal

- Elastic is a bank issued line of credit, that allows Americans that live without savings to manage any unexpected financial surprises
- Essentially a flexible credit account anytime you need it
- Zero costs until customer draws on the funds
- Customers pay back on their own terms
 - Required balance reductions and a pay down period



No application, annual or prepayment fees



Quick approval; money within the next business day



Tools such as debt payoff calculator and budget builder

sunny

Product type	Installment
Geographies Served	United Kingdom
Loan Size	£100 to £2,500
Loan Term	6-14 months
Pricing	10.5% to 24% monthly

- Sunny loans are fast and flexible with no fees
- Sunny loans are available for short-term borrowers in the U.K.
- Installment loans from £100 to £2,500



Fast Borrowing



Flexible Repayments



No fees

Source: Company website, S-1

(1) Average customer loan balance is a weighted average of all three products and is calculated for each product by dividing the ending combined loans receivable – principal by the number of loans outstanding at period end.

Management Team

Ken Rees

Chief Executive Officer



- Ken has served as CEO since the Company's inception in 2014
- He previously served as CEO of Think Finance for nine years
- Ken was also the Founder and CEO of CashWorks

Chris Lutes

Chief Financial Officer



- Chris was previously CFO at Think Finance for eight years
- He also previously served as CFO of Silicon Valley Bank among other CFO positions
- He began his career at Coopers & Lybrand

Jason Harvison

Chief Operating Officer,
Board Member



- Jason also serves on the Company's Board
- Prior to Elevate, Jason worked for Think Finance and was on the Board
- Jason is also a board member of Town Center Bank

Walt Ramsey

Chief Credit Officer



- Walt is responsible for leading the credit activities for all of Elevate's products
- Walt has held leadership positions at JPMorgan Chase, Experian, GE, Citigroup and Think Finance

Kathy Boden Holland

Executive Vice President,
Bank Products



- Kathy was previously EVP of Corporate Development for Think Finance
- Other prior positions include President of RLJ Financial, EVP of Urban Trust Bank and Managing Partner of Bluehouse Capital

Scott Greever

Managing Director, UK

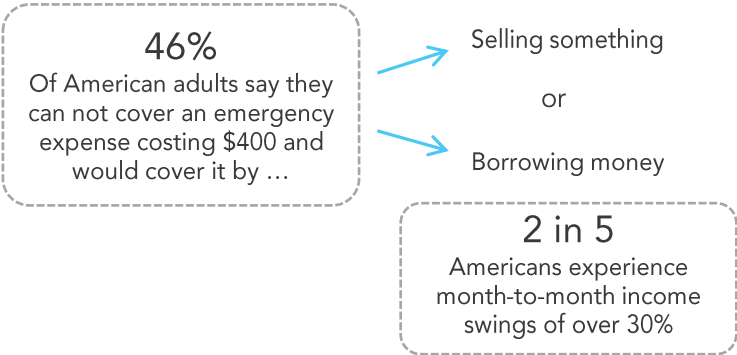
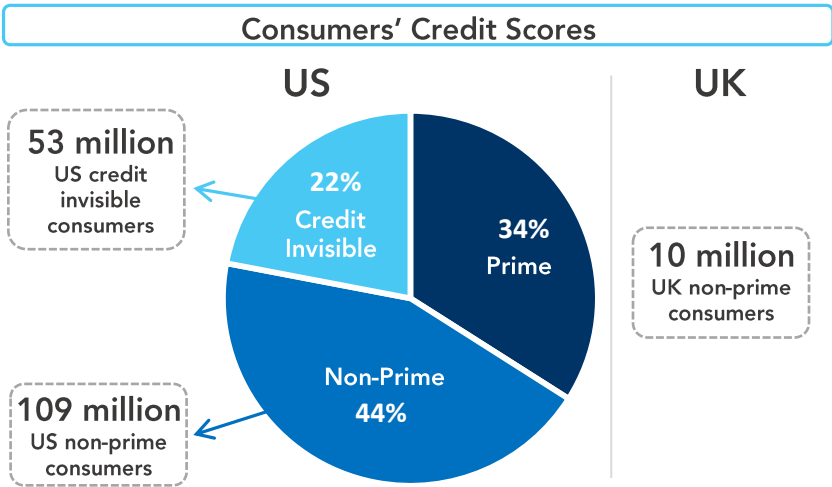


- Prior to his appointment as Managing Director, Scott served as Elevate UK's Chief Information Officer (CIO) for four years
- Previously, Scott served as VP of IT North America and Director of US Applications and Global Shipping for several years at Brink's

Industry Overview

- 1 Non-prime consumers represent the largest segment of the credit market – larger than prime consumers

Elevate refers to this non-prime demographic as consumers with credit scores under 700, and calls them the “New Middle Class”



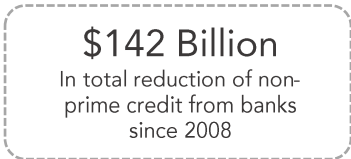
- 2 The New Middle Class is currently unmet in their credit needs

Due to wage stagnation and the financial crisis of recent years, more Americans have less savings and more income volatility



- 3 Banks do not adequately serve the New Middle Class

Following the financial crisis, banks tightened underwriting standards and increased FICO score minimums to access credit



- 4 Legacy non-prime lenders are not innovative

In the past, non-prime consumers have relied on storefront installment lenders, payday lenders, title lenders, pawn and rent-to-own providers who typically do not offer online and mobile access – many of these products also have higher interest rates, punitive fees and aggressive collection tactics

- 5 Consumers are embracing the internet for their personal finances

Growth Strategy



Continue to grow current products into dominant brands

- Given strong consumer demand for Rise, Elastic and Sunny, and organic growth, the Company believes there is significant opportunity for expansion



Widen the spectrum of borrowers served

- The Company continues to evaluate new product and market opportunities that fit into their overall strategic objective of delivering next-generation online and mobile credit products that span the non-prime credit spectrum
- Also focused on improving the Company's analytics for underwriting



Expand relationships with existing customers

- Customer acquisition costs represent one of the most significant expenses for online lenders
- The Company is seeking to expand its strong relationships with existing customers by providing qualified customers with new loans on improved terms or offering other products and services



Expand strategic partnerships

- Plans to continue to grow existing partnerships while evaluating new ones with retailers to potentially allow "non-prime" customers to purchase goods and services on credit



Enter new markets

- Will pursue expansion into additional domestic and international markets – yet will take a disciplined approach to international expansion using customized products with unique in-market expertise

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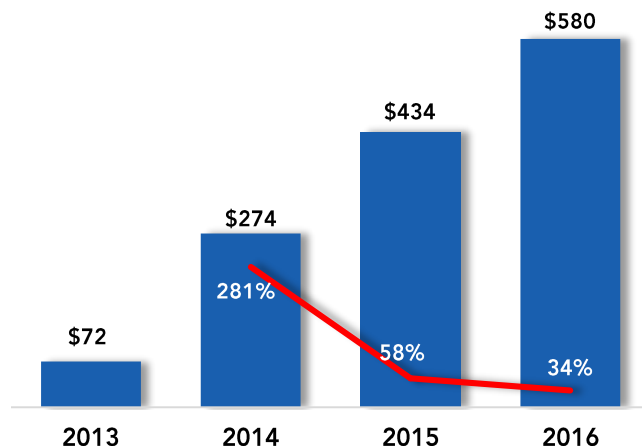
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Financial Overview

Annual

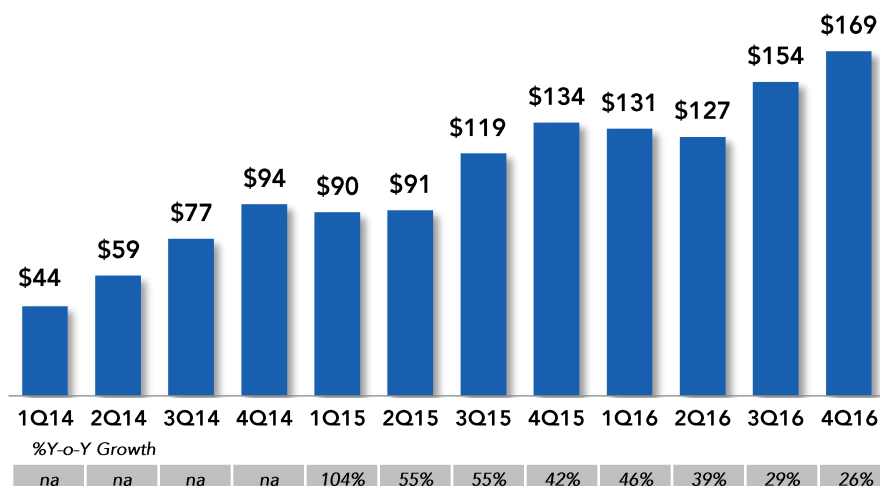
(\$ in mm)

Total Revenue

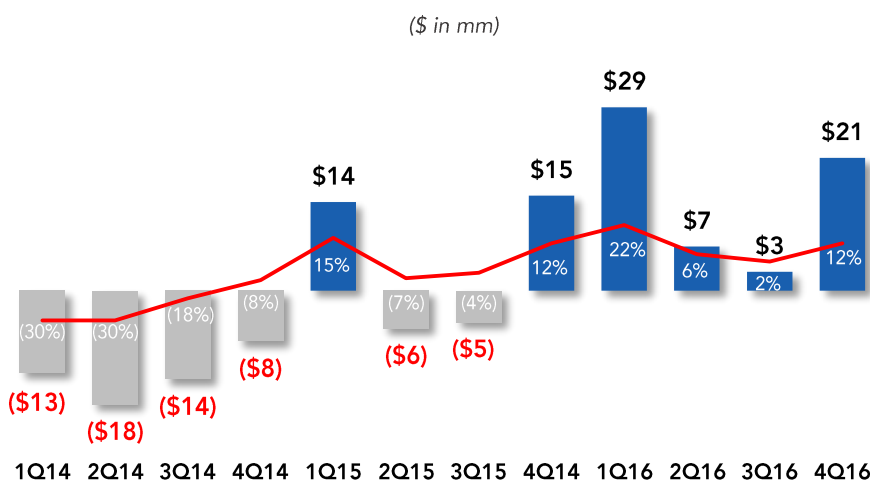
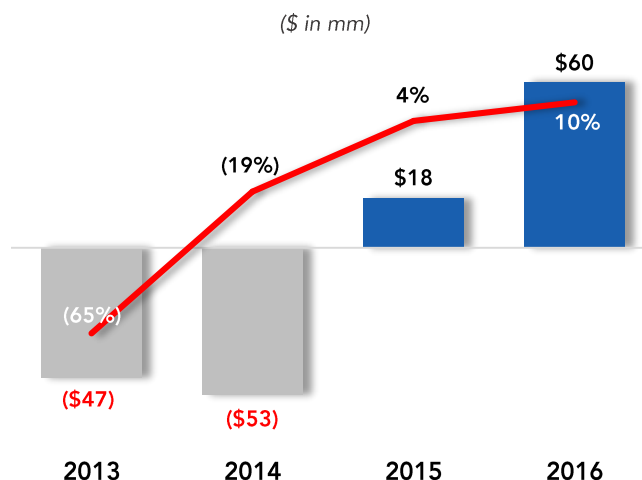


Quarterly

(\$ in mm)



Adjusted EBITDA⁽¹⁾ / % Margin



Sources: S-1

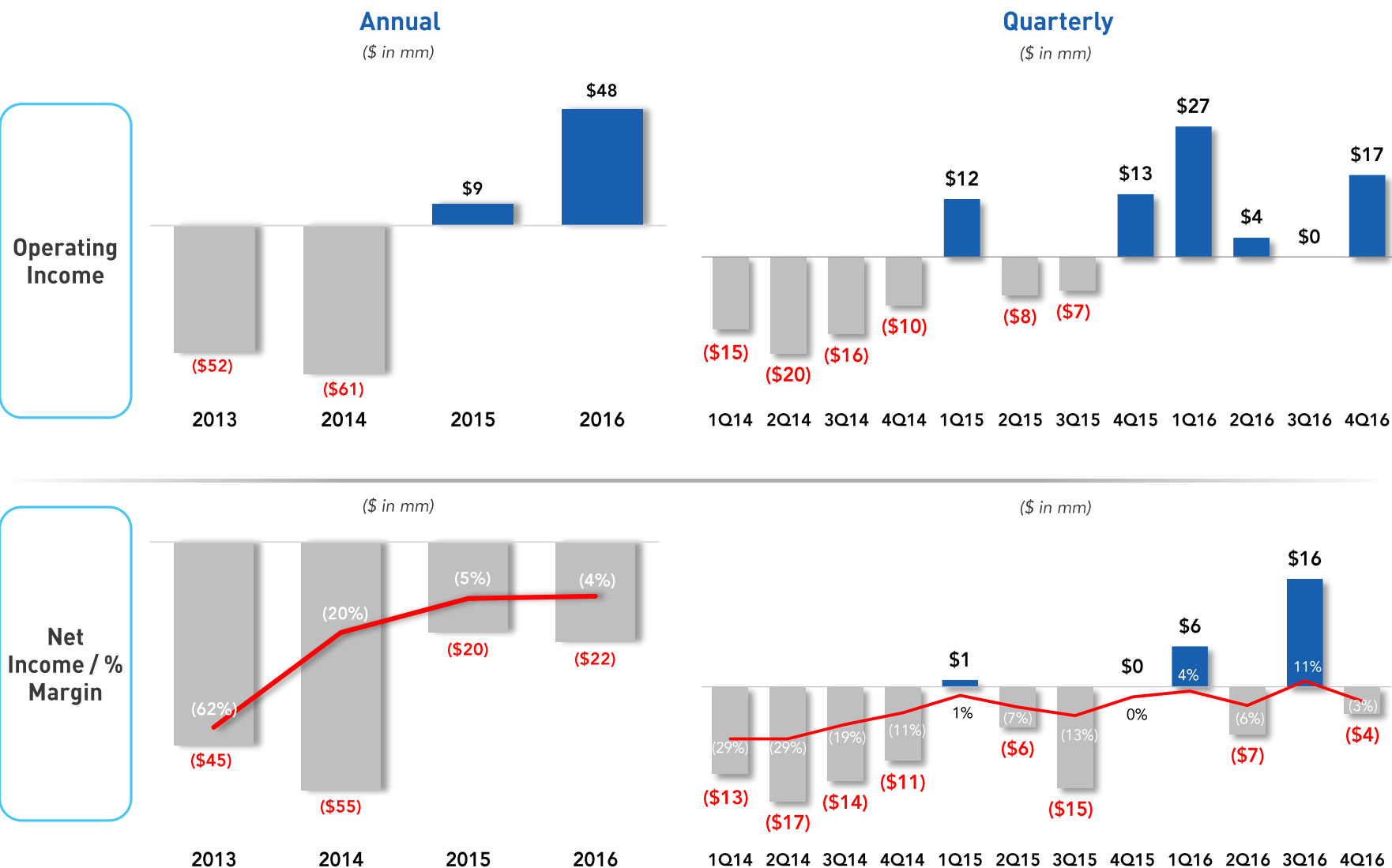
(1) Adjusted EBITDA represents the Company's net loss, adjusted to exclude: net interest expense associated with notes payable primarily under the VPC Facility used to fund loans; foreign currency gains and losses associated with the UK operations; depreciation and amortization expense on fixed assets and intangible assets; adjustments to contingent consideration payable related to companies previously acquired prior to the Spin-Off; miscellaneous gains and losses associated with the sale of assets related to discontinued operations; and income taxes

Elevate Credit Completes its IPO Raising \$81 million

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Financial Overview (cont.)

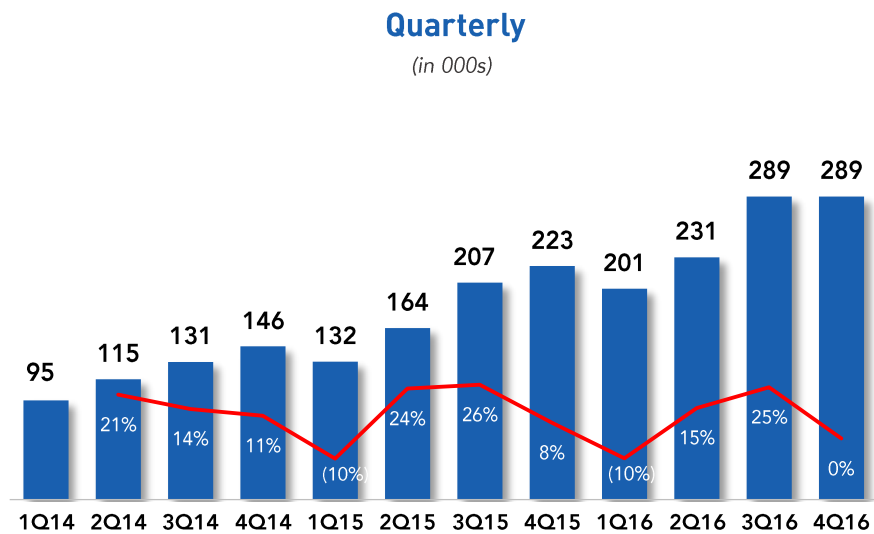
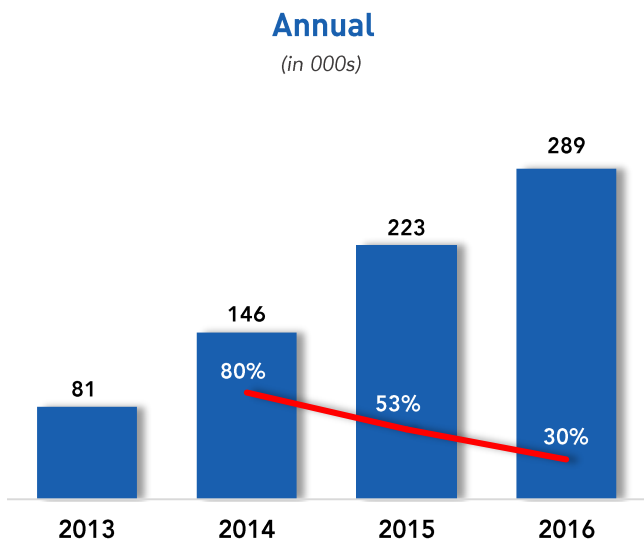


Elevate Credit Completes its IPO Raising \$81 million

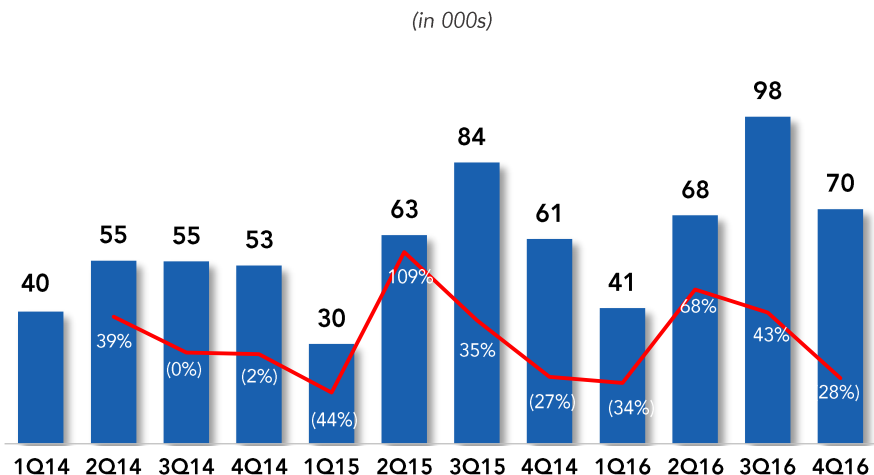
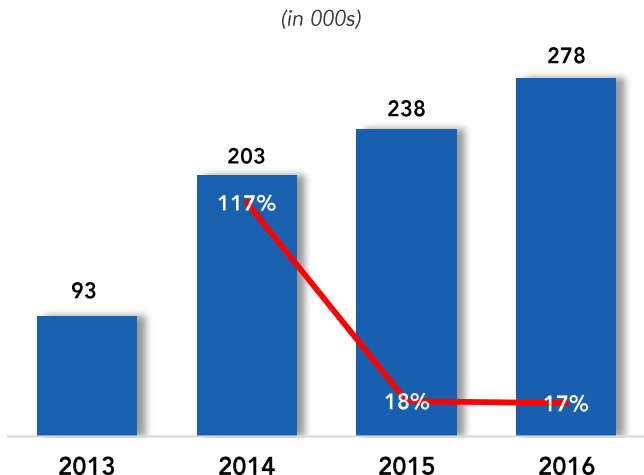


Financial Overview (cont.)

Number of Loans Outstanding



Number of New Customer Loans



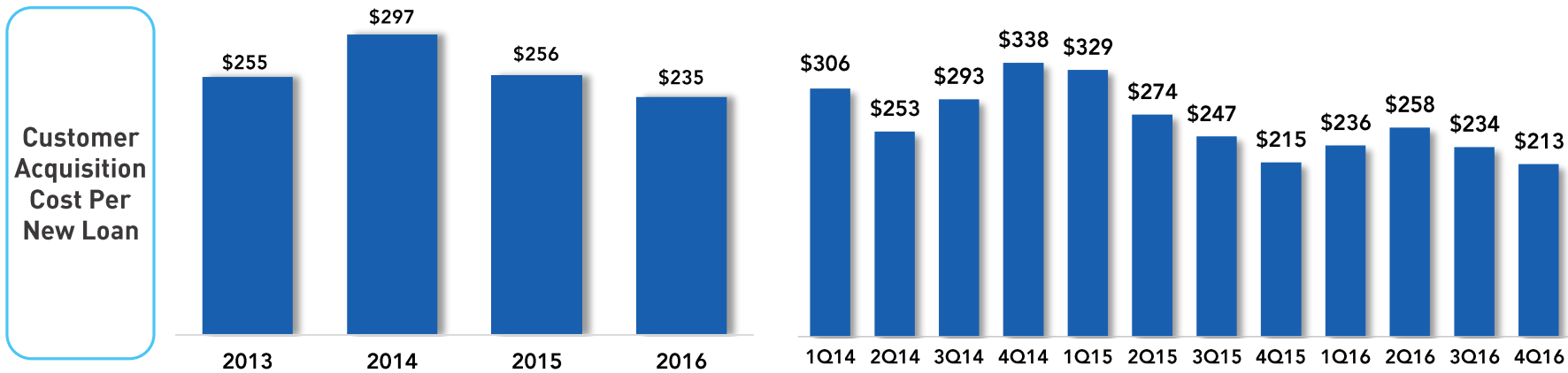
Elevate Credit Completes its IPO Raising \$81 million



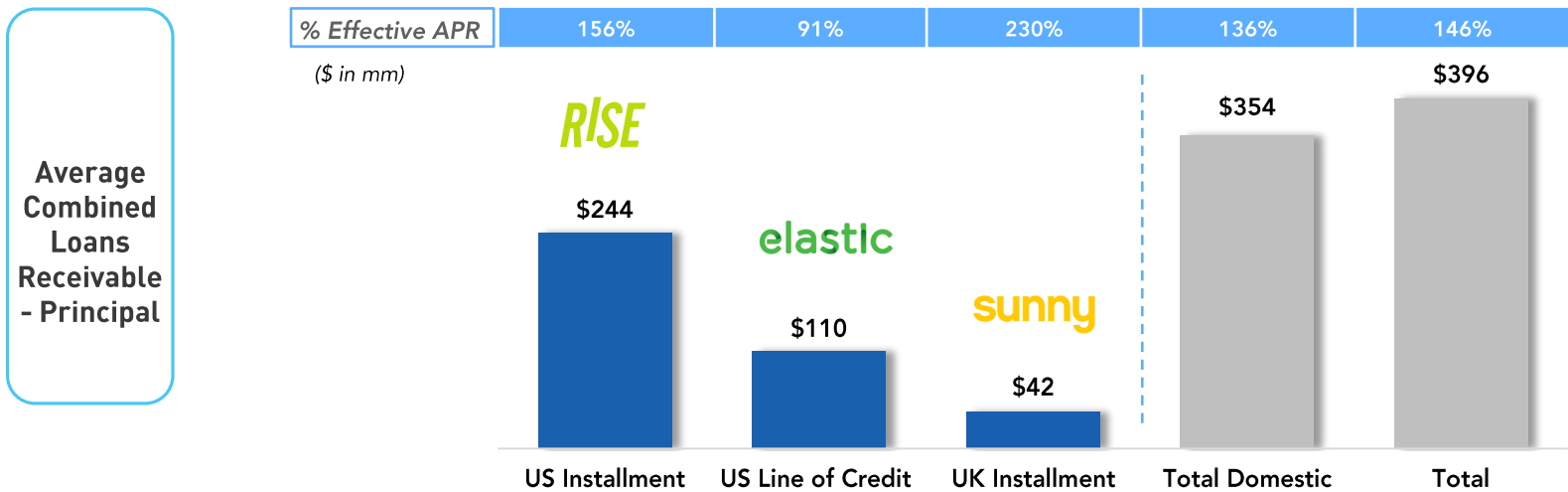
Financial Overview (cont.)

Annual

Quarterly



Year Ended December 31, 2016



Source: S-1

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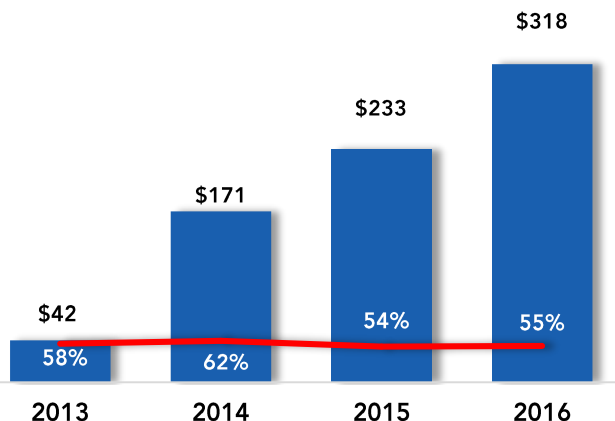
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Financial Overview (cont.)

Annual

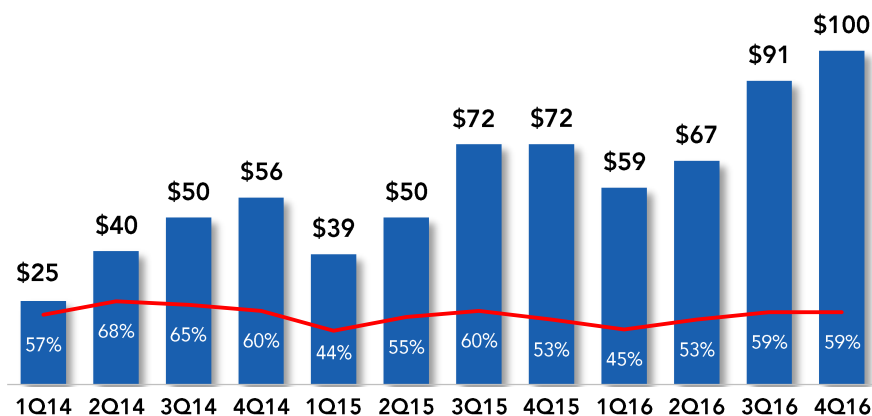
(\$ in mm)

Provision
for Loan
Loss / %
Revenue



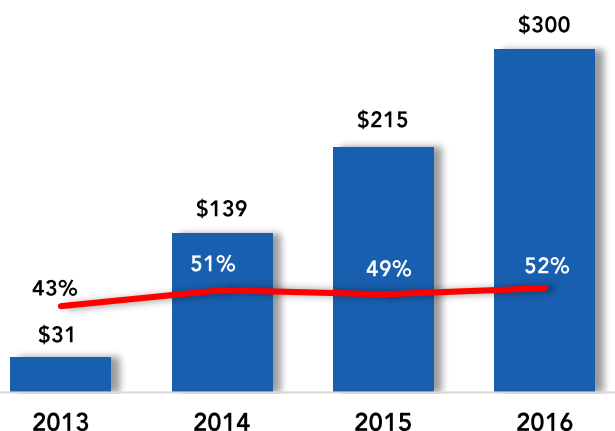
Quarterly

(\$ in mm)

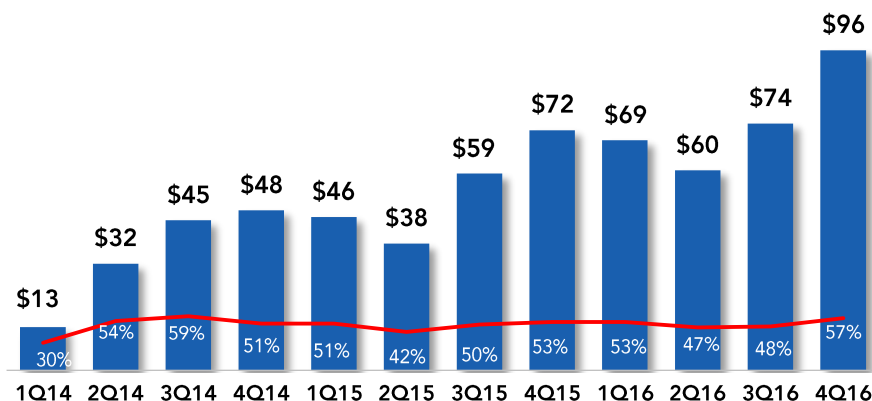


(\$ in mm)

Net
Charge-
offs / %
Revenue



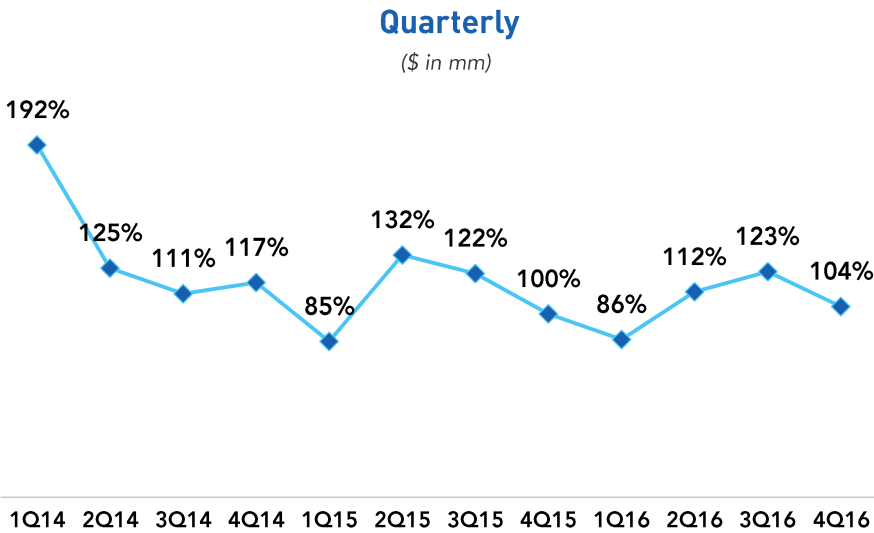
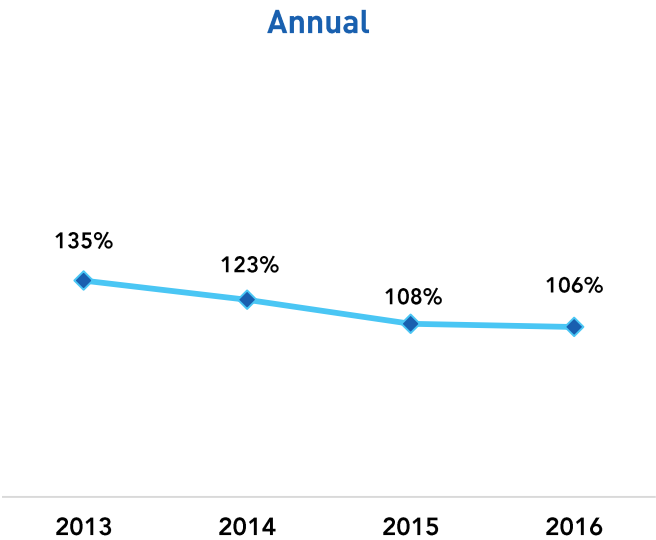
(\$ in mm)



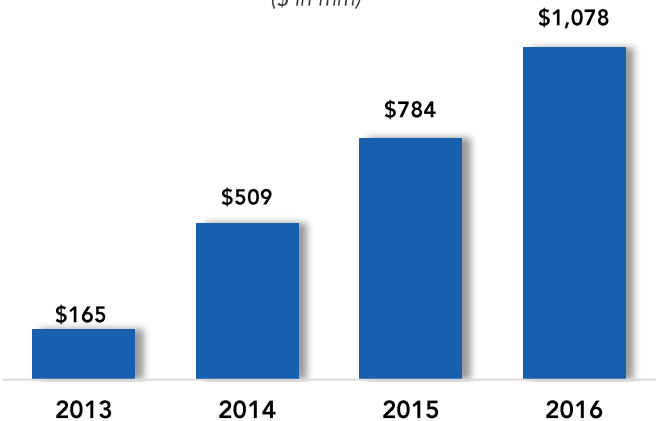
Elevate Credit Completes its IPO Raising \$81 million

Financial Overview (cont.)

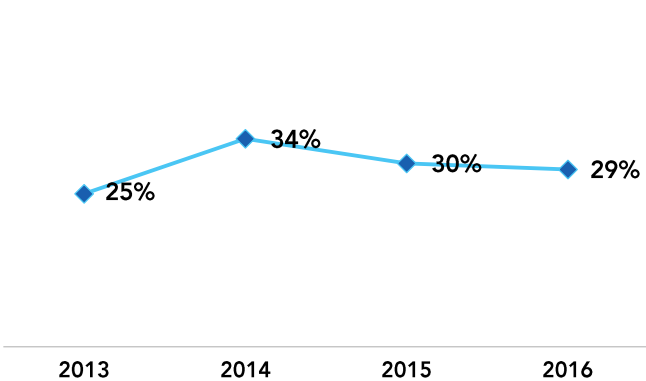
Provision
for Loan
Loss / Net
Charge-offs



Total Combined Loans Originated - Principal
(\$ in mm)



Provisions for Loan Loss as a % of Total
Combined Loans originated



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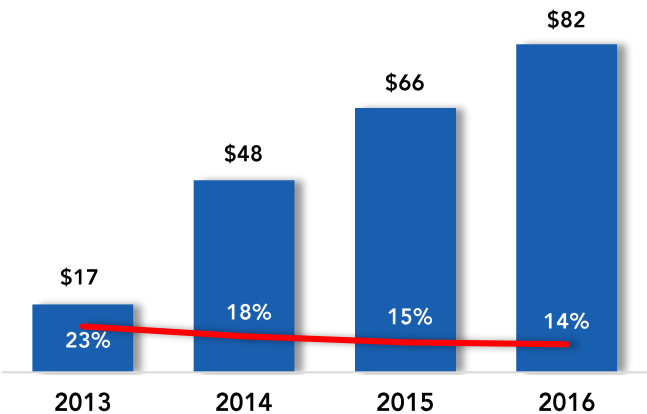


Financial Overview (cont.)

Annual

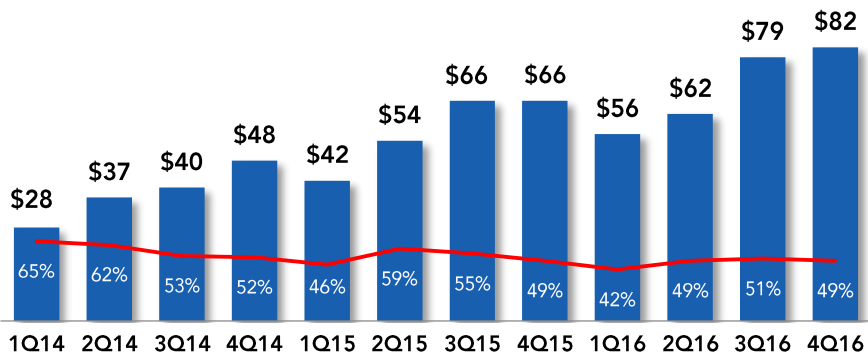
(\$ in mm)

Combined
Loan Loss
Reserve /
% Revenue



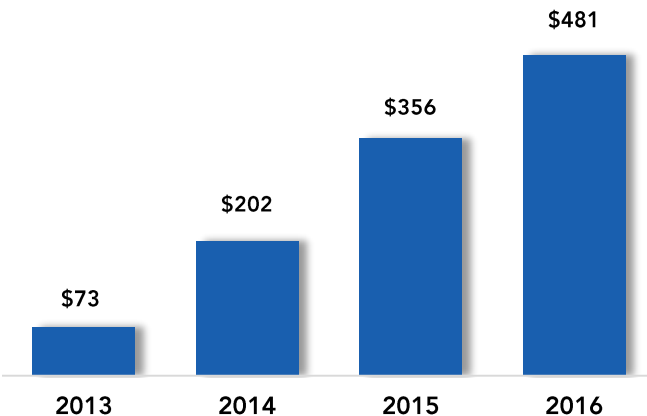
Quarterly

(\$ in mm)

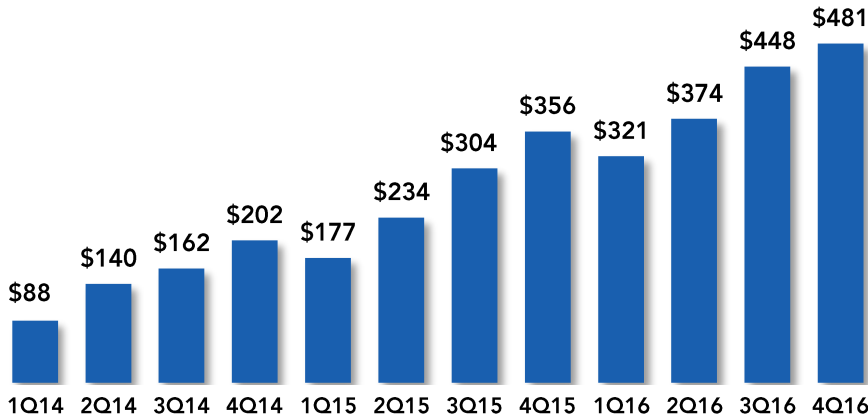


(\$ in mm)

Combined
Loans
Receivable
- Principal



(\$ in mm)

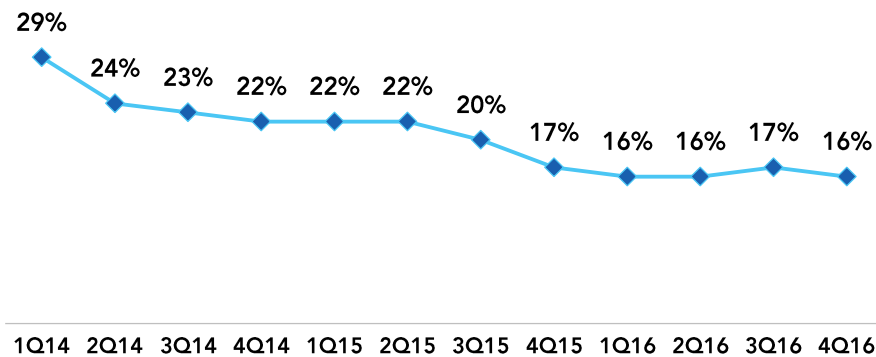
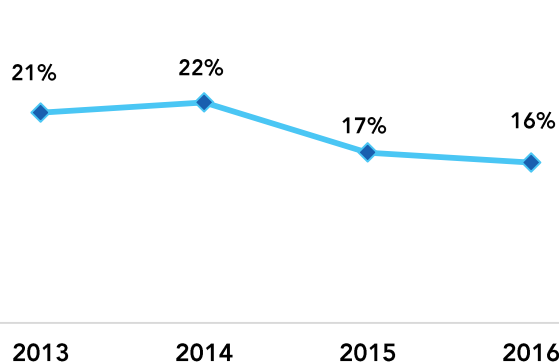


Financial Overview (cont.)

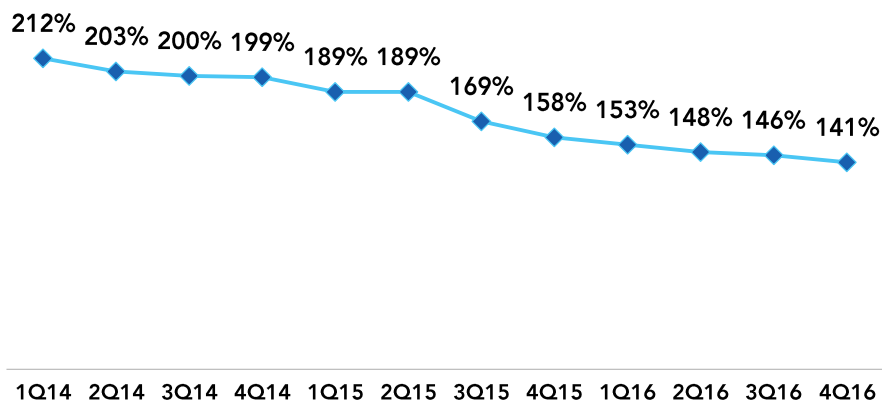
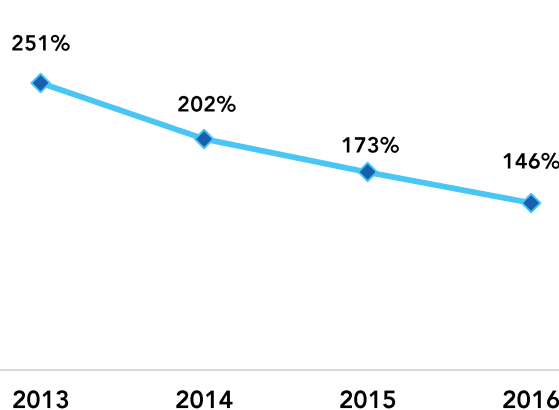
Annual

Quarterly

Combined
Loan Loss
Reserve as
a % of
Combined
Loans
Receivable

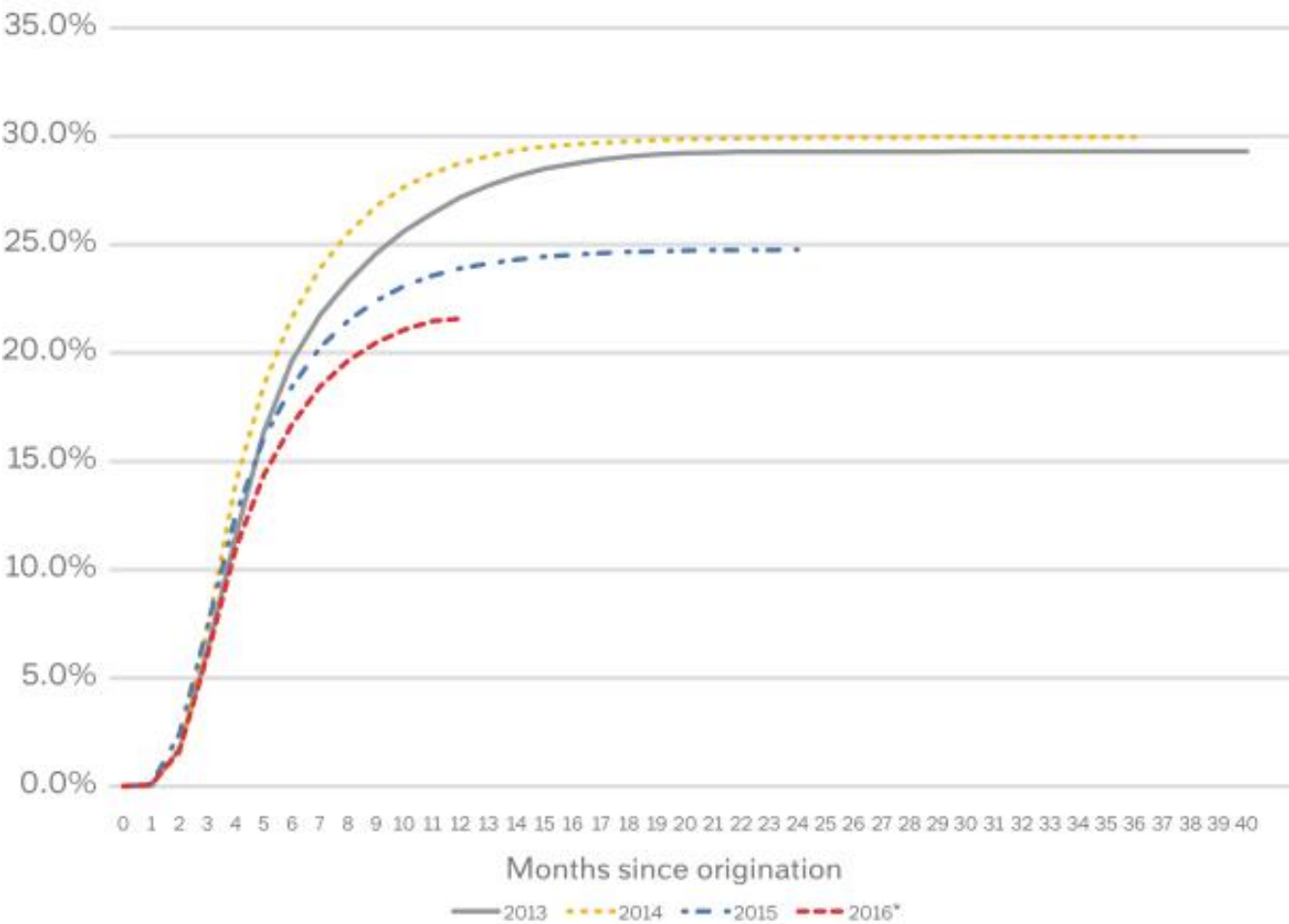


Effective
APR of
Combined
Loan
Portfolio



Financial Overview (cont.)

Cumulative Credit Loss Rates by Loan Vintage



Source: S-1

* The 2016 vintage is not yet fully mature from a loss perspective — the Company expects cumulative losses to perform in the historical 25-30% range

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Elevate

Publicly Traded Comparables

Company Name	Price 04/05/17	% MTD Change	% LTM High	Market Value (\$ mm)	Enterprise Value (\$ mm)	Price / Earnings			Multiples EV / EBITDA			EV / Revenue			Growth Rates Revenue		EPS	Margins EBITDA		P / E / G
						LTM	CY 17E	CY 18E	LTM	CY 17E	CY 18E	LTM	CY 17E	CY 18E	CY 17E	CY 18E	LT	CY 17E	CY 18E	CY 17E
Elevate Credit	\$ 6.50	nm	nm	\$ 257	\$ 203	nm	na	4.5 x	3.4 x	na	na	0.4 x	na	na	na	na	na	na	na	na
TRADITIONAL CONSUMER LENDERS																				
OneMain (fka Springleaf)	\$ 24.25	(2)%	73 %	\$ 3,279	nm	12.0 x	6.4 x	5.6 x	nm	nm	nm	nm	nm	nm	6 %	9 %	15 %	nm	nm	0.4 x
Santander Consumer USA	12.23	(8)	79	4,392	nm	6.1	6.0	5.5	nm	nm	nm	nm	nm	nm	(5)	1	(1)	nm	nm	nm
World Acceptance	50.32	(3)	73	436	nm	6.3	7.3	9.5	nm	nm	nm	nm	nm	nm	(5)	(1)	na	nm	nm	na
International Personal Finance	2.13	4	50	473	nm	6.7	6.0	5.0	nm	nm	nm	nm	nm	nm	3	1	(11)	nm	nm	nm
Provident Financial	39.22	5	92	5,694	nm	14.4	17.2	15.3	nm	nm	nm	nm	nm	nm	10	9	10	nm	nm	1.7
Regional Management	19.55	1	71	232	nm	9.7	7.6	6.9	nm	nm	nm	nm	nm	nm	12	13	na	nm	nm	na
Median		(1)%	73 %			8.2 x	6.9 x	6.2 x	na	na	na	na	na	na	4 %	5 %	4 %	na	na	1.1 x
Mean		(1)	73			9.2	8.4	8.0	na	na	na	na	na	na	4	5	3	na	na	1.1
ONLINE SHORT-TERM CONSUMER LENDING																				
Ferratum	\$ 20.70	4 %	79 %	\$ 452	\$ 579	16.6 x	17.9 x	12.0 x	na	14.4 x	10.9 x	5.4 x	2.5 x	2.0 x	40 %	27 %	46 %	17 %	18 %	0.4 x
Enova International	13.60	(8)	88	453	413	13.5	9.7	8.6	na	2.6	2.3	0.6	0.5	0.4	12	11	2	19	19	4.9
MyBucks	15.80	(0)	76	179	271	nm	na	na	na	na	na	5.1	na	na	na	na	na	na	na	na
Median		(0)%	79 %			15.0 x	13.8 x	10.3 x	na	8.5 x	6.6 x	5.1 x	1.5 x	1.2 x	26 %	19 %	24 %	18 %	19 %	2.6 x
Mean		(1)	81			15.0	13.8	10.3	na	8.5	6.6	3.7	1.5	1.2	26	19	24	18	19	2.6
PAWN / ASSET-BACKED																				
First Cash Financial Services	\$ 48.25	(2)%	89 %	\$ 2,331	\$ 2,698	21.0 x	19.0 x	16.0 x	15.0 x	10.4 x	9.2 x	2.5 x	1.6 x	1.5 x	59 %	3 %	10 %	15 %	17 %	1.9 x
EZCORP	7.85	(4)	65	538	753	21.5	15.1	12.3	12.1	8.4	7.7	1.0	1.0	1.0	2	1	5	12	13	3.0
Median		(3)%	77 %			21.3 x	17.1 x	14.2 x	13.6 x	9.4 x	8.4 x	1.8 x	1.3 x	1.2 x	31 %	2 %	8 %	13 %	15 %	2.5 x
Mean		(3)	77			21.3	17.1	14.2	13.6	9.4	8.4	1.8	1.3	1.2	31	2	8	13	15	2.5
RENT-TO-OWN																				
Aaron's	\$ 29.56	(1)%	86 %	\$ 2,121	\$ 2,311	9.4 x	12.9 x	11.5 x	5.0 x	6.8 x	6.5 x	0.7 x	0.7 x	0.7 x	(0)%	2 %	11 %	11 %	11 %	1.2 x
Rent-A-Center	9.11	3	57	485	1,113	13.3	22.6	9.5	6.0	8.0	5.4	0.4	0.4	0.4	(6)	2	12	5	7	1.9
Median		1 %	72 %			11.4 x	17.7 x	10.5 x	5.5 x	7.4 x	5.9 x	0.5 x	0.6 x	0.5 x	(3)%	2 %	11 %	8 %	9 %	1.5 x
Mean		1	72			11.4	17.7	10.5	5.5	7.4	5.9	0.5	0.6	0.5	(3)	2	11	8	9	1.5

Selected FT Partners' Research – *Click to View*



Nubank Raises \$80 million in Series D Financing



YgreneWorks Raises \$95 million in Financing



Tandem Raises ~\$43 million in Financing



Funding Circle Raises \$100 million in Financing



SoFi Raises \$500 million in Financing



SoFi Acquires Zenbanx



JD.com Divests JD Finance



Atom Bank Raises £83 million in Financing

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Track Record of Success in the Alternative Lending / Credit Space

Student / Personal Loan

Financial Technology Partners LP
FTP Securities LLC

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

earnest

in its Series B minority financing led by



for total consideration of

\$ 75,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Consumer Home Improvement Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive
role as financial advisor to

GreenSky

in its minority investment from



for total consideration of

\$ 300,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Consumer Marketing / Credit Lead Generation

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor
to

**Google
capital**

in its lead investment in

Credit Karma

with additional participation from



for approximately

\$ 85,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Contract Financing

Financial Technology Partners LP
FTP Securities LLC

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

**BlueTarp
Financial**

in its financing, including investment from



for approximately

\$ 15,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Peer-to-Peer Lending

Financial Technology Partners LP
FTP Securities LLC

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

PROSPER

in its loan purchase agreement with a
consortium of institutional investors

Affiliates of



for up to

\$ 5,000,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

SaaS-based Loan Origination

Financial Technology Partners LP
FTP Securities LLC

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

**WebEquity
solutions**

in its sale to

MOODY'S



The Only Investment Bank
Focused Exclusively on Financial Technology

SMB Financing

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its
role as advisor to

Kabbage

in its Series E minority financing led by



for total consideration of

\$ 135,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Supplier Finance Solutions

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
financial advisor to

taulia

in its investment from




























for total consideration of approximately

\$ 65,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

FT Partners Advised on Many of the Largest Alternative Lending Transactions

Company	Investor(s)	Amount Raised
	Affiliates of   	\$5,000,000,000 Loan Commitment
		2,000,000,000 Loan Commitment 50,000,000 Investment
	   	300,000,000
	    	135,000,000
	  	75,000,000
	QUESTMARK PARTNERS   	65,000,000

In addition to these large rounds, FT Partners has advised on a number of other prominent Lending Tech / Alt Lending transactions

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its lead investment in</p> <p> with additional participation from</p> <p>  </p> <p>for total consideration of approximately</p> <p>\$ 85,000,000</p> <p> FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its growth financing from</p> <p> for approximately</p> <p>\$ 15,000,000</p> <p> FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic advisor to</p> <p> in its growth financing for total consideration of</p> <p>\$ 9,000,000</p> <p> FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic advisor to</p> <p> in its Series C financing led by</p> <p> with additional participation from</p> <p></p> <p>for approximately</p> <p>\$ 35,000,000</p> <p> FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its financing, including investment from</p> <p> </p> <p>for approximately</p> <p>\$ 15,000,000</p> <p> FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its growth financing for total consideration of</p> <p>\$ 19,500,000</p> <p> FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic advisor to</p> <p> in its sale to</p> <p></p> <p>\$ 25,000,000</p> <p> FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its minority investment from</p> <p> KPCB  CROSSLINK CAPITAL</p> <p>for total consideration of</p> <p>\$ 25,000,000</p> <p> FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its</p> <p>\$45,000,000 Initial Public Offering</p> <p>valuing the equity at approximately</p> <p>\$ 146,000,000</p> <p> FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its strategic investment in</p> <p> with additional participation from</p> <p> for total consideration of approximately</p> <p>\$ 70,000,000</p> <p> FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> an affiliate company of</p> <p> in its sale to</p> <p> an affiliate company of</p> <p></p> <p>\$ 70,000,000</p> <p> FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p> in its sale to</p> <p></p> <p>\$ 70,000,000</p> <p> FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

Significant Experience Advising Large Financing Rounds and “Unicorns”

FT Partners has a history of advising on some of the largest financing transactions in the FinTech space

Representing numerous FinTech “Unicorns” above \$1 billion valuations

Company	Amount Raised
 MERCURY®	\$420,000,000+
 GreenSky™	300,000,000+
 avidxchange	253,000,000
 liquidnet	250,000,000
 square trade protection plans	238,000,000
 nmi	150,000,000+
 Kabbage	135,000,000
 TradingScreen SIMPLIFYING GLOBAL MARKETS™	110,000,000+
 YAPSTONE™ POWERING PAYMENTS	110,000,000
 CHROMERIVER	100,000,000
 Credit Karma™	85,000,000
 earnest	75,000,000
 taulia	65,000,000

Selected Prominent Investors in FT Partners Led Rounds



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

2016

- **Investment Banking Firm of the Year**
- **Cross Border Deal of the Year**

2015

- **Dealmaker of the Year**
- **Technology Deal of the Year**

2014

- **Equity Financing Deal of the Year**
- **Professional Services Deal of the Year, Above \$100mm**

2012

- **Dealmaker of the Year**
- **Professional Services Deal of the Year, Above \$100mm**

2011

- **Boutique Investment Bank of the Year**
- **Deal of the Decade**
- *10 Deal of the Year Nominations Across 9 Categories*

2010

- **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

- **Dealmaker of the Year – Steve McLaughlin**
- **Business to Business Services Deal of the Year**
- **Computer and Information Technology Deal of the Year, Above \$100mm**
- **Financial Services Deal of the Year, Above \$100mm**



2015

- **Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List**

2006 - 2008

- **Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology**



Middle Market Financing Awards

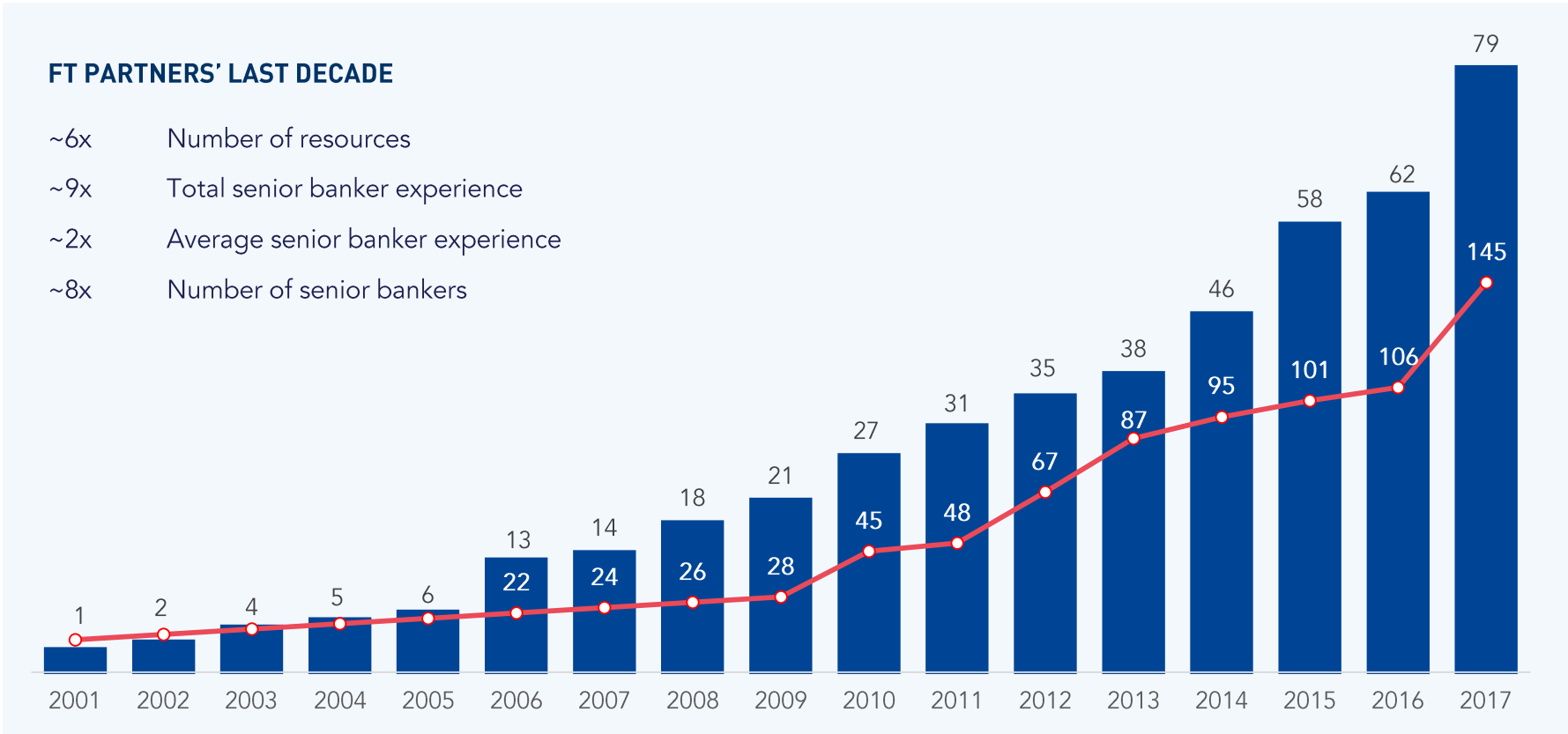
2008

- **Equity Financing Dealmaker of the Year – Steve McLaughlin**
- **Information Technology Deal of the Year**
- **Financial Services Deal of the Year**

2006

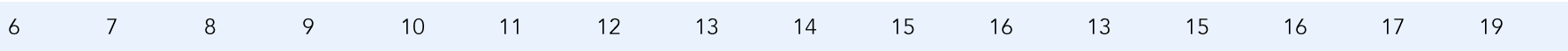
- **Financing Professional of the Year – Steve McLaughlin**
- *Financing Deal of the Year - Equity*
- *Financing Deal of the Year - Debt*

Platform of Choice for Clients and Bankers Alike











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

Avg Years of Director / MD Experience



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 & Co. 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. 	22
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York, London and Los Angeles beginning in 1995 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 / Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	21
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Former Managing Director / 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) 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Former Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank 	19
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners in 2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	15
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> 11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	14
Andrew McLaughlin <i>Managing Director, Research & Business Development</i>		<ul style="list-style-type: none"> Leads FT Partners' Research and Business Development Team Formerly with Deloitte Consulting 	11