

September 9, 2015

# Financial Technology Partners

## FT Partners Research – Transaction Profile

# APTTUS

*Secures*

# \$108,000,000

*in Series C Financing from*



Kuwait  
Investment  
Authority



ICONIQ



*Courtesy of:*

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*The Only Investment Bank  
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**Financial Technology Partners**  
555 Mission St., 23<sup>rd</sup> Floor  
San Francisco, CA 94105  
Tel: 415.512.8700

[www.ftpartners.com](http://www.ftpartners.com)



**Steve McLaughlin**  
Managing Partner  
Tel: 415.992.8880  
[steve.mclaughlin@ftpartners.com](mailto:steve.mclaughlin@ftpartners.com)

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## Apttus Secures \$108 mm in Series C Financing

### Transaction Overview and Commentary

#### Transaction Overview and Rationale



ICONIQ



# APTTUS

- Apttus, the Quote-to-Cash solution provider, announced on September 1, 2015 that it had raised \$108 mm in a Series C round of funding
  - Investors in this round include Iconiq Capital, K1 Capital, KIA and Salesforce Ventures
- The completion of this funding round follows a \$37 mm Series A round in September 2013 and a \$41 mm Series B round in February 2015
- The funds will be used to expand new business solutions and services to Apttus customers in the manufacturing, life sciences, financial services and telecommunications fields
  - Apttus customers include 70 of the Fortune 500
- This investment will reinforce Apttus' leading position within a marketplace that it helped create back in 2006

#### Commentary

*"The partners and investors we've chosen for this opportunity align with our highest priority, the success and growth of our customers. With their support, we're tremendously excited to take the next step on this rare and powerful path together."*

- **Kirk Krappe, CEO and co-founder**

# APTTUS

*"Apttus has redefined the Quote-to-Cash process and we believe they have developed the future of how organizations manage their entire revenue operation -- a modern front office, in the cloud. We're excited to be a critical component of the global transformation they deliver to customers of all sizes, across the globe."*

- **Farouq Bastaki, Executive Director Alternative Investments**



*"Salesforce Ventures is committed to investing in enterprise startups who are delivering technology that allows companies to connect with their customers in entirely new ways. Apttus' acceleration is a testament to the growth potential and power of the Salesforce1 Platform, across all industries."*

- **John Somorjai, EVP Corporate Development and Salesforce Ventures**



## Apttus Secures \$108 mm in Series C Financing

### Apttus Overview









#### Apttus Overview



CEO: Kirk Krappe  
 Headquarters: San Mateo, CA  
 Founded: 2006

- Apttus provides SaaS, Quote-to-Cash solutions for enterprise applications with the goal to automate business functions and facilitate the needs of organizations
  - Additionally, the Company offers implementation, education and training and strategic value consulting services
- The Company's solutions are built on the Salesforce1 platform and it is a partner / participant in the Salesforce ecosystem
- The Company has offices in a number of global locations including London, UK; Bozeman, Montana; and Ahmedabad, India

#### Previous Financings

Date	Size (\$ mm)	Investors
02/02/15	\$41	ICONIQ    
09/17/13	37	ICONIQ    

#### Quote-to-Cash Solution

- Apttus Quote-to-Cash solution provides integrated views of customers, quotes and contracts
- Features of the Quote-to-Cash solution include:
  - Price configurations
  - Contract lifecycle management
  - Integration into existing tools
  - Easy configuration
  - Billing
  - Technology on Salesforce1 platform
- The product's goal is to provide visibility for Sales, Legal and Finance teams across quotes, contracts and revenue streams

#### APTTUS Quote-to-Cash Footprint



## Apttus Secures \$108 mm in Series C Financing

### Apttus' Industries of Focus

<b>Communications</b>	<ul style="list-style-type: none"> <li>■ Solutions work to accelerate the go-to-market strategies of companies offering consumer and business solutions</li> <li>■ Solutions are specifically geared towards communication service providers, network and infrastructure providers, cloud services providers and content / value added service providers</li> </ul>
<b>Media and Entertainment</b>	<ul style="list-style-type: none"> <li>■ Solution facilitates the ability of media and entertainment companies to manage content relationships and contracts across the production and delivery process</li> <li>■ Solutions cover pricing and contract management, offer and order management, customer service and revenue management and analytics</li> </ul>
<b>Financial Services</b>	<ul style="list-style-type: none"> <li>■ Industry-specific solutions cover the areas of retail and commercial banking, insurance providers, wealth management and mortgage underwriters / providers</li> <li>■ Built on the Salesforce1 platform, Apttus' financial services oriented solutions help to accelerate the origination process, enhance employee satisfaction and provide a cross-organizational customer platform</li> </ul>
<b>Healthcare</b>	<ul style="list-style-type: none"> <li>■ Apttus' solutions help manage provider and network relations, develop performance plans across the organizations and optimize supplier payments, invoices and pricing agreements</li> <li>■ Additionally, it helps to speed up compliance matters, increase organizational visibility and improve claims and billing accuracy</li> </ul>
<b>High Tech</b>	<ul style="list-style-type: none"> <li>■ High tech solutions are specifically geared towards the hardware and electronics, semiconductors, communications / networking equipment and software industries</li> <li>■ Solutions help companies in the high tech sector increase deal size, reduce sale cycles and boost revenue from complicated products, subscriptions or professional services</li> </ul>
<b>Manufacturing</b>	<ul style="list-style-type: none"> <li>■ Solutions cover the whole inquire to order process, helping companies manage overseas competition, improve customer experience and improve partner loyalty</li> <li>■ Inquire to Order, Apttus' manufacturing focused product, allows manufacturers to better market / sell their products, allows customers to make smarter purchases and facilitates partner / customer collaboration</li> </ul>
<b>Life Sciences</b>	<ul style="list-style-type: none"> <li>■ Geared towards life sciences manufacturers, solution allows manufacturer's sales people to connect pricing, deal management and customer management services, while maintaining required regulations</li> <li>■ Additionally allows life sciences companies to increase sale responsiveness to hospitals and other health organizations, standardize pricing and contracts and run detailed analytics and reporting</li> </ul>

Source: Company website.

# Apttus Secures \$108 mm in Series C Financing

## KIA Overview

### Overview



**Anas Khaled Al-Saleh**  
Chairman



**Bader Mohammed Al-Sa'ad**  
Managing Director



**Farouq Bastaki**  
Executive Director



**Hugo Fontinha**  
Portfolio Manager

### Location(s)

- Kuwait City, Kuwait (HQ)
- Athens, Greece
- London, UK
- Beijing, China
- Budapest, Hungary

### About

- Founded in 1953 by the Kuwaiti Government as a long-term focused sovereign wealth fund
- Funds are managed by the Kuwait Investment Office ("KIO") with the aim of investing surplus oil revenues for added portfolio diversification
- Employs a wide investment mandate, with direct private investments in early stage companies to multi-billion buyouts
- Strategically and opportunistically invests around the world

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### Investment Preferences

#### General Preferences <sup>(1)</sup>

**Control:** *Minority, Majority*

**Geography:** Global

**Transaction Type:** Venture, Growth, Buyout, Recapitalizations

**Industry Focus:** na

### Select Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
10/14	<b>NantHealth</b> ( <i>Later-Stage VC</i> )	\$320	Bader Mohammed Al-Sa'ad	HCIT
09/13	<b>Williams &amp; Glyn Bank</b> ( <i>Secondary</i> )	950	na	Bnkg
09/12	<b>CVC Capital Partners</b> ( <i>PE Growth</i> )	na	na	CapMkts
01/08	<b>Bank of America</b> ( <i>PIPE</i> )	6,600	na	Bnkg

#### Other Notable Technology Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
07/15	<b>Associated British Ports Holdings</b> ( <i>Secondary</i> )	\$2,490	na	Marine
03/15	<b>Coral International</b> ( <i>Buyout</i> )	na	na	Hotels and Resorts
02/15	<b>General Power Generation</b> ( <i>Secondary</i> )	550	na	Energy Mrkting
11/14	<b>E.ON</b> ( <i>Buyout</i> )	3,119	na	Alt. Energy Equip.
08/14	<b>Morgan Solar</b> ( <i>Early Stage VC</i> )	15	na	Energy
04/14	<b>Royal Mail Group</b> ( <i>Buyout</i> )	na	na	Logistics

Source: Company website, PitchBook.

(1) *Italics indicate preferred control / geography.*

(2) \* denotes M&A exit; \*\* denotes IPO exit.

(3) Deal Amount in mm.

# Apttus Secures \$108 mm in Series C Financing

## Iconiq Capital Overview

### Overview



**Michael Anders**  
Partner



**Divesh Makan**  
Partner



**Matthew Jacobson**  
General Partner



**Will Griffith**  
Partner

### Location(s)

- San Francisco, CA

### About

- ICONIQ Capital, founded in 2011, is a global multi family office including high net worth individuals such as Mark Zuckerberg and Jack Dorsey
- With approximately \$7.6 bn assets under management, ICONIQ provides investment advisory services to 300 clients
- ICONIQ Capital operates as an independent SEC Registered Investment Advisor

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$495 mm
<b>Fund Raised:</b>	2014
<b>Investment Range:</b>	na
<b>Revenue:</b>	na
<b>EBITDA:</b>	na

#### General Preferences <sup>(1)</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	North America, Asia / Pacific
<b>Transaction Type:</b>	Venture, Growth, Buyout, Secondary, Recapitalization
<b>Industry Focus:</b>	Banking Technology, Internet Retail, Financial Software, Business Services

### Select Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
09/15	<b>Apttus</b> (Series C)	\$108	na	FMS
08/15	<b>Intercom</b> (Series C)	35	na	FMS
06/15	<b>Coupa</b> (Series G)	80	na	FMS
05/15	<b>Docusign</b> (Series F)	278	na	FMS
03/15	<b>Procore Technologies</b> (Series E)	30	na	FMS
06/14	<b>WeLab</b> (Series A)	20	na	CapMkts
01/14	<b>BlackLine Systems</b> (Buyout)	220	na	Pymts

#### Other Notable Technology Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
08/15	<b>Fastly</b> (Series D)	\$75	na	Software
06/15	<b>GoFundMe</b> (Series D)	na	na	Social
03/15	<b>Sprinklr</b> (Late Stage VC)	46	Matthew Jacobson	Social
02/15	<b>Viv Labs</b> (Series B)	13	na	Software Dev
02/15	<b>kCura</b> (PE Growth)	125	Divesh Makan	Data
01/15	<b>VM Turbo</b> (Series D)	50	na	Social
12/14	<b>Flipcart</b> (Series G)	700	na	Retail
12/14	<b>SurveyMonkey</b> (PE Growth)	250	na	Media
11/14	<b>Accompany</b> (Series B)	15	na	Network

# Apttus Secures \$108 mm in Series C Financing

## K1 Capital Overview

### Overview



**Neil Malik**  
Founder, Managing Partner



**Dan Ghammachi**  
Managing Partner



**Taylor Beaupain**  
Managing Partner



**Hasan Askari**  
Partner

### Location(s)

- El Segundo, CA (HQ)
- Denver, CO

### About

- Founded in 2011
- Focuses on high-growth, private, software companies, including SaaS businesses
- Operates K1 Operations which acts as an operational consulting affiliate
- Has developed the IOps program, a suite of best practices across human capital management, sales and marketing, software development, finance and accounting deployed across every portfolio company
- Likes to invest in founder-backed businesses
- Prefers not to invest in companies in overhaul or restructuring processes

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$220 mm
<b>Fund Raised:</b>	2013
<b>Investment Range:</b>	\$10 – 50 mm
<b>Revenue:</b>	\$5 mm+
<b>EBITDA:</b>	na

#### General Preferences <sup>(1)</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	North America
<b>Transaction Type:</b>	Venture, Growth
<b>Industry Focus:</b>	Enterprise Software, SaaS

### Select Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
09/15	<b>Apttus</b> ( <i>Series C</i> )	\$108	Neil Malik	FMS
02/15	<b>Courion Corporation</b> ( <i>Late Stage VC</i> )	na	na	FMS
02/15	<b>Zapproved</b> ( <i>Late Stage VC</i> )	15	na	FMS
09/13	<b>Inthinc Technology Solutions</b> ( <i>Series A</i> )	17	Dan Ghammachi	FMS
11/11	<b>WorkForce Software</b> ( <i>Series A</i> )	17	Taylor Beaupain	FMS
10/11	<b>The RightThing</b> ( <i>ADP</i> )*	na	na	FMS

#### Other Notable Technology Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
11/14	<b>American Cadastre</b> ( <i>Buyout</i> )	\$7	na	Data
07/11	<b>LegalZoom.com</b> ( <i>Series B</i> )	66	na	Legal
10/10	<b>Learn.com</b> ( <i>Taleo</i> )*	125	na	Educa.



# Apttus Secures \$108 mm in Series C Financing

## Salesforce Ventures Overview

### Overview



**John Somorjai**  
Executive Vice President



**Ken Miyauchi**  
Director



**Sherrick Murdoff**  
Vice President



**Matt Garratt**  
Vice President

### Location(s)

- San Francisco, CA

### About

- Founded in 2009 as the corporate venture arm of Salesforce, a publically-traded enterprise technology company
- Solely invests in enterprise cloud companies, Salesforce Ventures has invested in over 150 companies since 2009
- Primarily focuses on businesses that are looking for a strategic partnership with Salesforce and with technology built on the Salesforce platform
- Seeks to invest in companies raising growth capital with existing market traction
- Leverages Salesforce's network of relationships to add value to portfolio companies by providing strategic guidance, access to new markets and industry expertise

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$100mm
<b>Fund Raised:</b>	2014
<b>Investment Range:</b>	na
<b>Revenue:</b>	na
<b>EBITDA:</b>	na

#### General Preferences <sup>(1)</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	North America, Europe, Asia
<b>Transaction Type:</b>	Venture, Growth
<b>Industry Focus:</b>	Software, Internet, Enterprise Technology, Cloud Software, Mobile, Wearables, Internet of Things

### Select Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
09/15	<b>Apttus</b> ( <i>Series C</i> )	\$108	na	FMS
07/15	<b>Classy</b> ( <i>Later-Stage VC</i> )	18	na	CapMkts
03/15	<b>FinancialForce</b> ( <i>Series B</i> )	110	na	FMS
02/15	<b>nCino</b> ( <i>Series B</i> )	29	na	Bnkg
10/14	<b>DocuSign</b> ( <i>Series E</i> )	115	na	FMS
09/14	<b>Nymi</b> ( <i>Series A</i> )	14	na	Pymts
05/14	<b>Anaplan</b> ( <i>Series D</i> )	100	na	FMS
12/12	<b>ZenPayroll</b> ( <i>Seed</i> )	6	na	FMS

#### Other Notable Technology Investments <sup>(2)</sup>

Date	Company	Deal Amt. <sup>(3)</sup>	Board Rep.	Sector
07/15	<b>Radius Intelligence</b> ( <i>Series D</i> )	\$50	na	Data
07/15	<b>Twilio</b> ( <i>Series E</i> )	130	na	Comm
07/15	<b>Demandbase</b> ( <i>Later-Stage VC</i> )	30	na	MrkTech
05/15	<b>Lyft</b> ( <i>Series E</i> )	680	na	Online
05/15	<b>MuleSoft</b> ( <i>Series G</i> )	128	na	Software
05/15	<b>Govini</b> ( <i>Series C</i> )	20	na	Data
04/15	<b>InsideSales</b> ( <i>Series C</i> )	100	na	Software
02/15	<b>Dropbox</b> ( <i>Series C</i> )	350	na	IT
02/15	<b>Domo</b> ( <i>Series D</i> )	125	na	Data



# Overview of FT Partners

## Financial Management Solutions Sector

### Financial Management Solutions

*FT Partners has the experience and capabilities to generate outstanding outcomes for a wide breadth of companies that provide Financial Management Solutions*



# Overview of FT Partners

## FT Partners Advises Chrome River Technologies on its \$100mm Financing

### Transaction Overview and Rationale

#### Overview of Transaction

- On June 30, 2015, Chrome River announced a minority \$100mm Series D financing round from Great Hill Partners
- Chrome River is a leading, independent, enterprise-grade SaaS corporate expense control solution provider
- The Company's integrated expense and invoice offerings are built on a scalable, flexible platform that delivers best-in-class solutions to mid-size and multinational corporations
- Great Hill Partners is a leading middle market private equity firm with over \$3.8bn in capital under management
- Bain Capital Ventures maintains a significant ownership stake in the Company

#### Significance of Transaction

- The transaction will further help Chrome River expand as the leading independent solution provider in the space and help fund international development and product innovation
- Firmly positions the Company to capitalize on strong traction in the large enterprise space and to continue to bring much needed efficiency and financial controls to the market

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Chrome River and its Board of Directors
- FT Partners leveraged its deep knowledge of the Company, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- Transaction demonstrates FT Partners' continued success advising top-tier financial technology companies

### Financial Technology Partners LP FTP Securities LLC

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

**CHROMERIVER**

*in its Series D investment from*

**Great Hill  
PARTNERS**

*for total consideration of approximately*

**\$ 100,000,000**

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

# Overview of FT Partners

## FT Partners Advises Taulia in its \$60mm Series D Financing

### Transaction Overview and Rationale

#### Overview of Transaction

- On July 22, 2014, Taulia announced a \$27mm Series D financing round led by QuestMark Partners
- On September 25, 2014, Taulia announced an additional \$13mm in funding including investment from BBVA Ventures and EDBI
- On January 21, 2015, Taulia announced an additional \$15mm in financing from Zouk Capital
- Existing investors Matrix Partners, Trinity Ventures, Lakestar and DAG Ventures also participated in the round
- Taulia provides cloud-based invoice, payment, dynamic discounting and supplier finance solutions to corporations and their small business suppliers
- QuestMark Partners ("QuestMark") is an expansion-stage venture capital firm with over \$750mm under management
- BBVA Ventures ("BBVA") is the corporate investing arm of the Spain-based BBVA Group
- EDBI is the corporate investment arm of Singapore's Economic Development Board

#### Significance of Transaction

- Taulia will use the financing to increase its market traction, further its hiring efforts and expand its global presence
- The oversubscribed round brings Taulia's total funding to \$70mm

#### FT Partners' Role

- FT Partners served as exclusive financial advisor to Taulia and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to provide critical advisory services throughout the transaction

### Financial Technology Partners LP FTP Securities LLC

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



*in its financing, including investment from*

**QUESTMARK PARTNERS**  
**zouk BBVA edbi**

*for total consideration of approximately*

**\$ 60,000,000**

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# Overview of FT Partners

## FT Partners is the Leader in Financial Technology Investment Banking

<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><b>CHROMERIVER</b></p> <p>in its Series D investment from</p> <p><b>Great Hill PARTNERS</b></p> <p>for total consideration of approximately</p> <p><b>\$ 100,000,000</b></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><b>avidxchange</b></p> <p>in its acquisition of</p> <p><b>STRONGROOM™</b></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><b>feedzai</b></p> <p>in its Series B financing from</p> <p><b>OAK HC/PT</b> <b>ESPIRITO SANTO</b> <b>SAPPHIRE VENTURES</b></p> <p>for approximately</p> <p><b>\$ 17,500,000</b></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><b>wave</b></p> <p>in its financing, including investment from</p> <p><b>SC</b> <b>CFV</b> <b>OMERS VENTURES</b></p> <p>for approximately</p> <p><b>\$ 10,000,000</b></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><b>BROWZ</b></p> <p>in its financing for a total consideration of</p> <p><b>\$ 10,000,000</b></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><b>INSURANCE TECHNOLOGIES</b></p> <p>in its sale to</p> <p><b>MOELIS CAPITAL PARTNERS</b></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><b>ShareholderInSite</b></p> <p>in its sale to</p> <p><b>IPREO</b></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><b>taulia</b></p> <p>in its Series D financing, including investment from</p> <p><b>QUESTMARK PARTNERS</b> <b>BBVA</b> <b>zauk</b> <b>edbi</b></p> <p>for total consideration of approximately</p> <p><b>\$ 60,000,000</b></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><b>KUBRA</b></p> <p>in its 80% majority sale to</p> <p><b>HEARST corporation</b></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><b>customcredit systems</b></p> <p>a portfolio company of</p> <p><b>Triton Pacific Capital Partners, LLC</b></p> <p>in its sale to</p> <p><b>MISYS</b></p> <p>a portfolio company of</p> <p><b>Vista Equity Partners</b></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><b>Performant</b></p> <p>in its debt financing led by</p> <p><b>MAIDEN CAPITAL FUNDING</b></p> <p>totaling approximately</p> <p><b>\$ 148,000,000</b></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><b>jack henry &amp; ASSOCIATES INC.</b></p> <p>in its acquisition of</p> <p><b>iPay Technologies</b></p> <p>for total consideration of approximately</p> <p><b>\$ 300,000,000</b></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><b>MERCURY®</b></p> <p>in its cash sale to</p> <p><b>vantiv™</b></p> <p>for total consideration of approximately</p> <p><b>\$1,650,000,000</b></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><b>YAPSTONE™ ePayments as a Service</b></p> <p>in its minority investment led by</p> <p><b>ACCEL PARTNERS</b></p> <p>For total consideration of approximately</p> <p><b>\$ 50,000,000</b></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><b>CUSTOM HOUSE</b></p> <p>in its sale to</p> <p><b>WESTERN UNION</b></p> <p>For total cash consideration of approximately</p> <p><b>\$ 370,000,000</b></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><b>avidxchange</b></p> <p>in its agreement of financing with</p> <p><b>BOATHOUSE CAPITAL</b></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><b>ATD</b></p> <p>in its sale to</p> <p><b>citi</b></p> <p>for cash and stock consideration of approximately</p> <p><b>\$ 700,000,000</b></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><b>FLEET ONE</b></p> <p>in its cash sale to</p> <p><b>wex</b></p> <p>for total consideration of approximately</p> <p><b>\$ 369,000,000</b></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><b>ACCRETIVE HEALTH results providers trust</b></p> <p>in its</p> <p><b>\$138,000,000 Initial Public Offering</b></p> <p>valuing the equity at approximately</p> <p><b>\$ 1,200,000,000</b></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><b>EISI</b></p> <p>in its sale to</p> <p><b>ZYWAVE</b></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><b>lynk</b></p> <p>in its sale to</p> <p><b>The Royal Bank of Scotland</b></p> <p>for cash consideration of approximately</p> <p><b>\$ 525,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

FINANCIAL  
TECHNOLOGY  
PARTNERS

Source: Company website, press release, FT Partners proprietary database.

# Overview of FT Partners

## Award-Winning Investment Banking Franchise Focused on Financial Technology

*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 ■ **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 \$100 mm
- 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

**Institutional Investor**  
Institutional Investor Annual Ranking

- 2006-2008 ■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology



WINNER  
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*

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Note: Awards won highlighted in **bold**, italics denote categories where Financial Technology Partners was a finalist.