

# FINANCIAL TECHNOLOGY PARTNERS FTP Securities LLC

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



in its minority investment from



for total consideration of  
**\$300,000,000**

*Courtesy of:*

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TECHNOLOGY  
PARTNERS

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

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

[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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# GreenSky Raises \$300,000,000

## FT Partners Advises GreenSky in its \$300,000,000 Minority Investment

### Transaction Overview and Rationale

#### Overview of Transaction

- GreenSky completed a minority \$300 million financing round from TPG, DST, Iconiq and Wellington Management
- The Company provides an online loan platform that allows businesses to offer flexible credit programs to their customers – promoting higher transaction values and driving sales growth
- GreenSky's proprietary, technology-driven platform enables partners to make informed, real-time credit decisions and allows for real-time transaction processing
- The Company has grown to be a leader in the emerging Alternative Lending space, with a particular focus on home improvement financing

#### Significance of Transaction

- Represents the largest private equity financing in the Alternative Lending space to date
- Demonstrates a fundamental shift in lending customer acquisition models away from traditional banks and towards specialists like GreenSky
- This transaction positions GreenSky as a clear leader in Alternative Lending and enables the company to continue to innovate and bring additional products to market

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to GreenSky and its Board of Directors
- FT Partners leveraged its deep knowledge, 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 financial advisor to*



*in its minority investment from*

**DST** **ICONIQ**



*for total consideration of*

**\$ 300,000,000**

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# GreenSky Raises \$300,000,000

GreenSky's Raise is the Single-Largest Transaction Across the Entire Alt. Lending Ecosystem

Company	Investor(s)	Amount Raised
	 	\$300,000,000+
	 	225,000,000
	  	200,000,000
	  	165,000,000
	  	150,000,000
		125,000,000

**FT Partners Deal Flow / Backlog Under LOI / Engagement for Equity Rounds in Alternative Lending is now \$500,000,000-\$1,000,000,000**

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*FT Partners advised GreenSky on its groundbreaking \$300 million financing, the largest round in the Alternative Lending space*

*In addition to GreenSky, 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 role as advisor to</p> <p> </p> <p>in its lead investment in</p> <p>with additional participation from  </p> <p>for approximately</p> <p><b>\$ 85,000,000</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> </p> <p>in its growth financing with</p> <p> </p> <p>for total consideration of approximately</p> <p><b>\$ 15,000,000</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></p> <p>in its growth financing for total consideration of</p> <p>approximately</p> <p><b>\$ 7,000,000</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></p> <p>in its financing with investment from</p> <p></p> <p>for approximately</p> <p><b>\$ 35,000,000</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> </p> <p>in its financing, including investment from</p> <p>for approximately</p> <p><b>\$ 15,000,000</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></p> <p>in its growth financing for total consideration of</p> <p><b>\$ 19,500,000</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></p> <p>in its sale to</p> <p></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></p> <p>in its investment from</p> <p> </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 Capital Markets &amp; IPO Advisor to</p> <p></p> <p>in its</p> <p><b>\$45,000,000</b></p> <p>Initial Public Offering</p> <p>valuing the equity at approximately</p> <p><b>\$ 146,000,000</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 role as advisor to</p> <p></p> <p>in its strategic investment in</p> <p></p> <p>with additional participation from </p> <p>for total consideration of approximately</p> <p><b>\$ 70,000,000</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> </p> <p>in its sale to</p> <p></p> <p>a portfolio company of</p> <p></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></p> <p>in its sale to</p> <p></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

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# GreenSky Raises \$300,000,000

## GreenSky Overview

### GreenSky Overview



**Founders:** David Zalik  
Larry Smith

**Headquarters:** Atlanta, GA

**Founded:** 2006

- GreenSky provides an online consumer finance marketplace specializing in the home improvement and retail space, enabling business of various sizes to offer flexible credit options to their customers
- Works with bank partners to provide its unsecured installment loan programs
- Businesses can apply to become a GreenSky Dealer in order to offer its customers financing programs
  - Platform is paperless and customers can apply online, by phone or through a mobile application
  - Funds reach customer accounts within 48 hours; GreenSky caps user credit line at \$55,000
- The proprietary, technology-driven platform enables partners to make informed, real-time credit decisions and allows for real-time transaction processing

### Management Overview



#### David Zalik, Chief Executive Officer

- Co-Founder and served as GreenSky's CEO since its founding in 2006
- Founded MicroTech Information Systems, co-founded Phoenix and OutWeb



#### Gerry Benjamin, Vice Chairman

- Serves as GreenSky's Vice Chairman
- Over 30 years of investment banking, corporate finance advisory, principal investing and restructuring experience



#### Robert Partlow, Chief Financial Officer

- Joined GreenSky in 2014 as the Company's CFO
- Responsible for GreenSky's accounting, treasury operations and financial planning



#### Tim Kaliban, President & Chief Risk Officer

- Serves as GreenSky's Chief Risk Officer
- Over 20 years of experience in the management of lending, compliance, servicing and product development



#### Marty Smith, Chief Information Officer

- Joined GreenSky in 2013 as the Company's CIO
- Created technology strategies for high-growth ventures such as IPG, ChoicePoint and the Home Depot



#### Rob Kottmeier, Chief Credit Officer

- Has over 15 years of experience focusing on risk management across product lifecycles, creating consumer credit policies and leading strategic customer initiatives



#### Gene Burke, Chief Operating Officer

- Joined GreenSky in 2014 as the Company's COO
- Has 25 years of experience leading operations, data analysis and project / process management organizations

Source: GreenSky company website.



# GreenSky Raises \$300,000,000

## GreenSky Overview (cont.)

### Markets Served



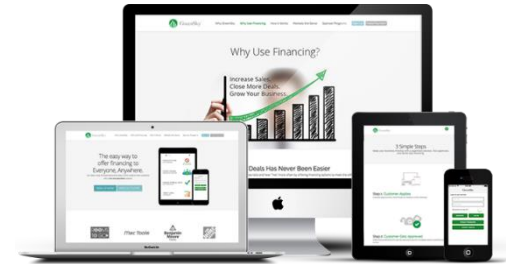
#### Home Improvement

Plans and products can be used to finance home improvement projects, such as: solar panel installations, remodeling, roofing, electrical, HVAC, and more



#### Retail

Finance high-ticket consumer retail purchases, such as: home furniture, televisions, washers & dryers, and kitchen appliances



*Customers can apply for credit by phone, online through the website or on the mobile app*



#### Bank Partners

- GreenSky is not a bank, but rather a technology platform that provides financing through partnerships with some of the largest banks in the U.S.
- Through its partners, GreenSky offers unsecured installment loans with flexible terms, convenient payment options and no prepayment penalties



#### GreenSky Merchant Partners

- GreenSky helps businesses grow by giving them the ability to offer credit to their end customers
- Serves merchants ranging from the world's largest to small and medium-size businesses



#### National Program Sponsors

- National Program Sponsors are offered to select merchants in order to offer GreenSky financing as an option throughout their network; includes turnkey and fully supported training, marketing and sales support
- National Program Sponsors include The Home Depot and Mac Tools





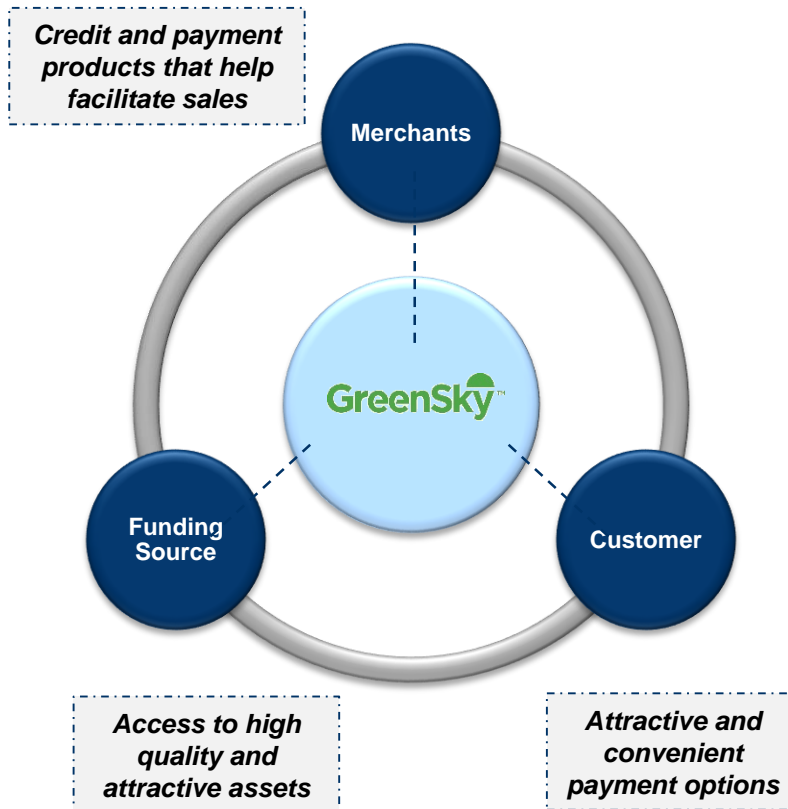
# GreenSky Raises \$300,000,000

## GreenSky Overview (cont.)

**GreenSky's unique business model creates a powerful "network effect" that has led to consistent, growing consumer loan originations**

### Strong Value Proposition

*GreenSky's technology platform creates unique and differentiated value for each of its three constituents, resulting in a strong network effect*



### Strong Business Model

#### 1 Technology Enabled Platform

- Fast, simple origination
- Instant funding / payment
- Servicing / back office functionality

#### 2 Unique Off-Balance Sheet Funding Model

- Low cost of funds with high quality financing partners
- High-quality, diversified earning assets

#### 3 Enormous Addressable Market

- Estimated spend for consumers in unsecured credit verticals is ~\$392 bn
- Access to both Prime and Super Prime customers at attractive yields while also maintaining attractive average credit scores

#### 4 Vast, Low Cost and Highly Scalable Sales Channels

- Merchant and partnership channels drive low cost customer acquisition



# GreenSky Raises \$300,000,000

## TPG Capital Overview

### Overview



Bill McGlashan  
*Co-Founder & Managing Partner*

Scott Gilbertson Partner

Matt Hobart Partner

Michael Fu Partner

Bill Schwartz Operating Partner

Will Hunsinger Operating Partner

Leung Hung Principal



Bryan Taylor  
*Partner*

### Location(s)

- Ft. Worth, TX (HQ)
- San Francisco, CA
- Beijing, China
- Mumbai, India
- New York, NY
- Hong Kong
- Singapore

### About

- Venture / growth equity platform of Texas Pacific Group ("TPG")
- Has raised over \$7 bn in committed capital since inception
- Focus on middle-market technology companies
- Fintech transactions often involve SaaS businesses in payments, banking and insurance sectors

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### Investment Preferences

#### Investment Criteria

Fund Size: \$3,000 mm (Fund III)  
\$2,000 mm (Fund II)

Fund Raised: 2015 (Fund III)  
2011 (Fund II)

Equity Range: \$10 – 150 mm

Revenue: na

EBITDA: na

#### General Preferences

Control: Majority, Minority

Geography: Global, with particular focus in North America and Asia

Transaction Type: Venture, Growth Equity, LBO's, Buyouts, PIPE's

Industry Focus: Consumer, Retail, Technology, Internet, Healthcare, Cleantech and Renewables, Transportation, Industrials and Business Services

### Select Recent Investments / Exits

#### Investments

Date	Company	Amount (mm)
05/13/15	Zenefits	\$513
05/05/15	Handy	15
10/22/14	Greensky Credit	300
07/07/14	Box	150
06/05/14	NorthStar Anesthesia	na
02/05/14	Domo	125
09/30/13	Evolent Health	100
08/22/13	Uber	258
01/09/13	Red Book Connect	na
06/11/12	iMDsoft	na
06/09/11	AGS Transact Technologies	32

#### Exits

Date	Company	Amount (mm)
06/04/15	Evolent Health	\$196
03/05/15	Tulloch Homes group	na
02/11/15	PowerPlan (Thoma Bravo)	na
01/22/15	Box (IPO)	175
11/03/14	Fuze Network (Camden Partners)	na
08/22/12	MarketTools (MetrixLab)	na
07/09/12	CustomerSat (Confermit)	na

Source: Company website, FT Partners proprietary database, Capital IQ, PitchBook.





# GreenSky Raises \$300,000,000

## DST Overview

### Overview

# DST



Yuri Milner  
Founder & President



Tom Stafford  
Partner

Verdi Israelian	COO & CFO
John Lindfors	Managing Partner & Director
Rahul Mehta	Managing Partner
Saurabh Gupta	Partner
Shou Zi Chew	Partner
Svetlana Pavlova	Vice President
Ekaterina Obukhova	Vice President

### Location(s)

- Hong Kong, China

### About

- Founded in 2005 as Digital Sky Technologies by Russian entrepreneur Yuri Milner
- Invests in venture- and growth-stage companies, specializing in fast-growing internet businesses
- Has invested in some of the most recognizable internet and consumer companies in the world, including Facebook, Groupon, Twitter, Zynga, Airbnb and Spotify
- Prefers to invest in late-stage companies with enterprise values greater than \$500 mm

### Investment Preferences

#### Investment Criteria

Fund Sizes:	\$1,000 mm
Funds Raised:	2011
Equity Range:	na
Revenue:	na
EBITDA:	na

#### General Preferences

Control:	Minority
Geography:	US, China, Europe
Transaction Type:	Venture, Growth, Secondary
Industry Focus:	Internet Retail, Technology, Online Services

### Select Recent Investments / Exits

#### Investments

Date	Company	Amount (mm)
03/04/15	Farfetch	\$86
02/19/15	Langkoo	100
12/29/14	Flipkart	1,000
12/22/14	Xiaomi Technology	1,100
10/22/14	Greensky Credit	300
11/01/14	Qianhai Information Technology	100
10/23/14	Koudai Shopping	350
06/03/14	Houzz	165
12/06/13	Box	100
11/13/13	Lending Club	57
12/09/11	Klarna AB	155

#### Exits

Date	Company	Amount (mm)
01/22/15	Box (IPO)	\$175
09/18/14	Alibaba (IPO)	25,032
05/22/14	JD.com (IPO)	1,780
11/06/13	Twitter (IPO)	1,820
05/18/12	Facebook (IPO)	16,007
12/16/11	Zynga (IPO)	1,000
11/04/11	Groupon (IPO)	700





# GreenSky Raises \$300,000,000

## Iconiq Capital Overview

### Overview

ICONIQ



Michael Anders  
Founder

Matthew Jacobson General Partner  
Divesh Makan Partner  
Chad Boeding Partner  
Kevin Foster Senior Vice President  
Evan Lintz Associate



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

Fund Size: \$495 mm  
Fund Raised: 2014  
Equity Range: na  
Revenue: na  
EBITDA: na

#### General Preferences

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

### Select Recent Investments / Exits

#### Investments

Date	Company	Amount (mm)
06/01/15	Coupa Software	\$80
05/39/15	DocuSign	278
02/20/15	Viv Labs	13
02/03/15	kCura	125
02/02/15	Apttus	41
01/21/15	VMTurbo	50
12/15/14	SurveyMonkey	250
10/22/14	Greensky Credit	300
10/07/14	DocuSign	115
08/26/14	The Honest Company	70
07/29/14	Flipkart	1,000

#### Exits

Date	Company	Amount (mm)
na	na	na



# GreenSky Raises \$300,000,000

## Wellington Management Overview

### Overview



Nicholas Adams  
*Partner*

Sarah Williamson Partner

Robert Patten Vice President

Sujit Chakravarthy Industry Analyst



Cheryl Duckworth  
*Partner*

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

### Investment Preferences

#### Investment Criteria

Fund Size: na

Fund Raised: na

Equity Range: na

Revenue: na

EBITDA: na

#### General Preferences

Control: Minority

Geography: North America, Europe, Asia / Pac

Transaction Type: Venture, Growth, PIPE

Industry Focus: Agnostic

### Select Investments / Exits

#### Investments

Date	Company	Amount (mm)
06/24/15	WeWork	\$400
05/29/15	DocuSign	278
05/11/15	Pinterest	553
04/20/15	Oscar Health Insurance	145
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

#### Exits

Date	Company	Amount (mm)
05/03/15	Ironshore (Fosun International)	\$2,100
04/23/15	Apigee (IPO)	87
12/23/14	Datalogix (Oracle)	na
12/10/14	Lending Club (IPO)	870
10/21/14	Anchor Bancorp Wisconsin (IPO)	10
03/13/13	WageWorks (Follow-On Offering)	135



# Overview of FT Partners

FT Partners has 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	Selected Prominent Investors in FT Partners Led Rounds
MERCURY®	\$420,000,000+	ACCEL PARTNERS
GreenSky™	300,000,000+	TPG
liquidnet	250,000,000	ICONIQ
squaretrade protection plans	238,000,000	DST
Closed / Pending	200,000,000+	WELLINGTON MANAGEMENT
nmi	150,000,000+	BainCapital
Closed / Pending PR	150,000,000+	BainCapital Ventures
TradingScreen SIMPLIFYING GLOBAL MARKETS®	110,000,000+	SUMMIT PARTNERS
CAYAN™	100,000,000+	nyca
CHROMERIVER	100,000,000	CIBC
Credit Karma™	85,000,000	Great Hill PARTNERS
DYNAMICS	70,000,000	Google capital
taulia	60,000,000	QED INVESTORS
YAPSTONE™ POWERING PAYMENTS	50,000,000	BBVA
		FOUNDRY GROUP
		zouk
		edbi
		khosla ventures
		QUESTMARK PARTNERS
		SILVERLAKE
		PARTHENON CAPITAL PARTNERS

Note: FT Partners represented investor in Dynamics (CIBC) and Credit Karma (Google Capital); some transactions include a combination of equity and smaller amount of debt financing.



# Overview of FT Partners

## FT Partners' Continued Track Record of Success in the Alternative Lending / Credit Space

### Digital Media-Focused Financing

Financial Technology Partners LP  
FTP Securities LLC

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

**FST  
PAY**

in its growth financing with  
**OAK  
HC/FT**

for total consideration of approximately

**\$ 15,000,000**

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### 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

**DST ICONIQ**  
**TPG WELLINGTON  
MANAGEMENT**

for total consideration of

**\$ 300,000,000**

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### 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

**TIGER SIG** **Ribbit Capital**

for approximately

**\$ 85,000,000**

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### Contractor 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

**HIGHLAND  
CAPITAL PARTNERS** **longridge** **TRINITY  
VENTURES**

**FLYBRIDGE**

for approximately

**\$ 15,000,000**

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### Asset Backed Loans Financing

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its  
exclusive role as financial advisor to

**borro®**

in its growth financing for total  
consideration of

**\$ 19,500,000**

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### Revenue-Based Loans

Financial Technology Partners LP  
FTP Securities LLC

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

**lighter capital**

in its financing for total  
consideration of

**\$ 7,000,000**

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### Alternative Score Provider

Financial Technology Partners LP  
FTP Securities LLC

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

**L2C inc**

in its sale to

**TransUnion®**

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### Student Loans

Financial Technology Partners LP  
FTP Securities LLC

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

**Upstart**

in its financing, with investment from

**THIRD POINT  
VENTURES**

for approximately

**\$ 35,000,000**

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# Overview of FT Partners

## Proven Leader Across Financial Technology

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as 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>MERCURY®</b></p> <p>in its approximately 60% majority sale to</p> <p><b>SILVERLAKE</b></p> <p>for aggregate consideration of approx.</p> <p><b>\$ 900,000,000</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>AmWINS Group, Inc.</b></p> <p>in its recapitalization by</p> <p><b>NMC</b></p> <p>NEW MOUNTAIN CAPITAL LLC valued at approximately</p> <p><b>\$ 1,300,000,000</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>ACCRETIVE HEALTH</b> RESULTS PROVIDERS TRUST</p> <p>in its</p> <p><b>\$138,000,000</b> <b>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>OZFOREX</b> FOREIGN EXCHANGE SERVICES</p> <p>in its</p> <p><b>Initial Public Offering</b></p> <p>valuing the equity at approximately</p> <p><b>A\$480,000,000</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>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 strategic and financial advisor to</p> <p><b>CIBC</b></p> <p>in its strategic investment in</p> <p><b>Delta</b></p> <p>with additional participation from</p> <p><b>MasterCard</b> <b>Bain Capital Ventures</b> <b>Aljazeera Media Services</b></p> <p>for approximately</p> <p><b>\$70,000,000</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 strategic and financial advisor to</p> <p><b>VERUS</b></p> <p>in its sale to</p> <p><b>sage</b></p> <p>for cash consideration of approximately</p> <p><b>\$ 325,000,000</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>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 strategic and financial advisor to</p> <p><b>nmi</b></p> <p>in its growth investment by</p> <p><b>Bregal Sagemount</b></p> <p>for a total valuation of nearly</p> <p><b>\$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>PROPAY</b></p> <p>in its sale to</p> <p><b>TSYS®</b></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 role as strategic and financial advisor to</p> <p><b>TRANSFIRST</b></p> <p>in its cash sale to</p> <p><b>Vista Equity Partners</b> from</p> <p><b>WCAS</b></p> <p><b>\$1,500,000,000</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 debt capital 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>square trade</b> protection plans</p> <p>in its recapitalization by</p> <p><b>BainCapital Ventures</b></p> <p>of approximately</p> <p><b>\$ 238,000,000</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>VeriFone</b> THE WAY TO PAY™</p> <p>in its</p> <p><b>\$177,000,000</b> <b>Initial Public Offering</b></p> <p>valuing the equity at approximately</p> <p><b>\$ 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 strategic and financial advisor to</p> <p><b>TRANSFIRST®</b></p> <p>First In Secure Electronic Payments</p> <p>in its debt financing co-led by</p> <p>Bank of America Merrill Lynch Deutsche Bank GE Capital totaling</p> <p><b>\$ 675,000,000</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>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>



# 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"> <li>■ <b>Equity Financing Deal of the Year</b></li> <li>■ Professional Services Deal of the Year, Above \$100mm</li> </ul>                                                                                                                                              |
| 2012 | <ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year</b></li> <li>■ Professional Services Deal of the Year, Above \$100 mm</li> </ul>                                                                                                                                                         |
| 2011 | <ul style="list-style-type: none"> <li>■ <b>Boutique Investment Bank of the Year</b></li> <li>■ Deal of the Decade</li> <li>■ <i>10 Deal of the Year Nominations Across 9 Categories</i></li> </ul>                                                                                                        |
| 2010 | <ul style="list-style-type: none"> <li>■ <b>Upper Middle Market Deal of the Year, Above \$500 mm</b></li> <li>■ IT Services Deal of the Year, Below \$500mm</li> <li>■ Cross-Border Deal of the Year, Below \$500mm</li> </ul>                                                                             |
| 2007 | <ul style="list-style-type: none"> <li>■ <b>Dealmaker of the Year – Steve McLaughlin</b></li> <li>■ Business to Business Services Deal of the Year</li> <li>■ Computer and Information Technology Deal of the Year, Above \$100mm</li> <li>■ Financial Services Deal of the Year, Above \$100mm</li> </ul> |

**Institutional Investor**  
Institutional Investor  
Annual Ranking

- |           |                                                                                                             |
|-----------|-------------------------------------------------------------------------------------------------------------|
| 2006-2008 | ■ 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"> <li>■ <b>Equity Financing Dealmaker of the Year – Steve McLaughlin</b></li> <li>■ <b>Information Technology Deal of the Year</b></li> <li>■ <b>Financial Services Deal of the Year</b></li> </ul> |
| 2006 | <ul style="list-style-type: none"> <li>■ <b>Financing Professional of the Year – Steve McLaughlin</b></li> <li>■ <i>Financing Deal of the Year - Equity</i></li> <li>■ <i>Financing Deal of the Year - Debt</i></li> </ul>           |

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

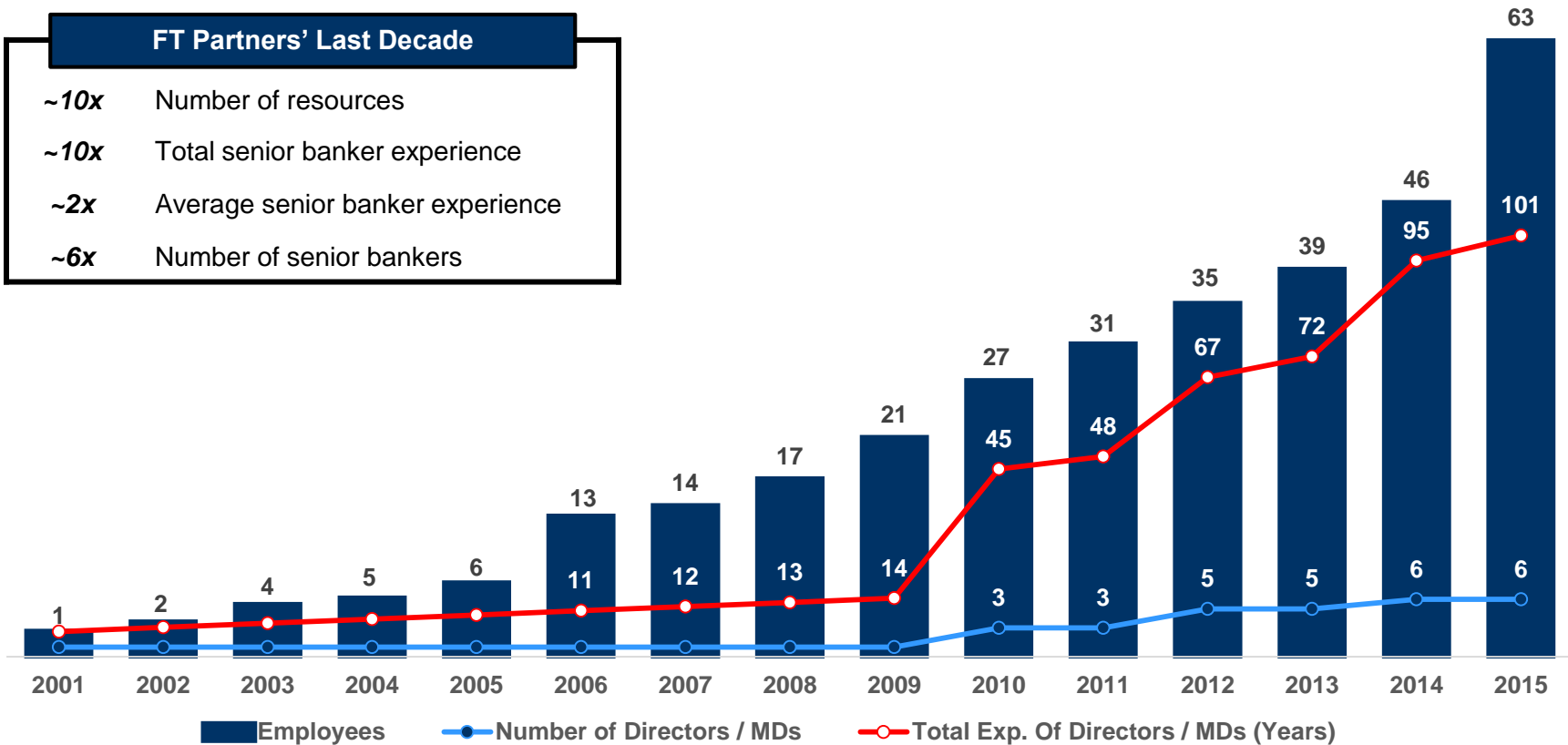


# Overview of FT Partners

Platform of Choice for Clients and Bankers Alike

## FT Partners' Last Decade

- ~10x Number of resources
- ~10x Total senior banker experience
- ~2x Average senior banker experience
- ~6x Number of senior bankers








### Avg Years of Director / MD Experience

6 7 8 9 10 11 12 13 14 15 16 13 14 16 17



# Overview of FT Partners

## The FT Partners Senior Banking Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York and San Francisco from 1995-2002</li> <li>Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	20
<b>Larry Furlong</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York, London and Los Angeles beginning in 1995</li> <li>Wharton M.B.A.</li> </ul>	20
<b>Greg Smith</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee</li> <li>Recent coverage included DST, ENV, FISV, FIS, V, MA, GPN &amp; HPY among others</li> </ul>	19
<b>Tim Wolfe</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	13
<b>Andrew McLaughlin</b> <i>Managing Director, Research &amp; Business Development</i>		<ul style="list-style-type: none"> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	9