

FT PARTNERS FINTECH INDUSTRY RESEARCH

December 22, 2016



**Guidewire Acquires ISCS for
\$160 million**



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

FINTECH RESEARCH & INSIGHTS

- In-Depth Industry Research Reports
- Proprietary FinTech Infographics
- Monthly FinTech Market Analysis
- FinTech M&A / Financing Transaction Profiles



The Information

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



Ranked #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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Guidewire Acquires ISCS for \$160 million



Transaction Summary

Transaction Summary

- On December 19, 2016, Guidewire announced it has entered into a definitive agreement to acquire ISCS for \$160 million in cash ⁽¹⁾
 - The transaction is anticipated to close in approximately 60 days
- The acquisition will improve Guidewire's ability to serve P&C insurers that prefer a cloud-based, all-in-one system to support the insurance lifecycle
 - The acquisition will also give Guidewire an entrance to the small carrier market, which ISCS has primarily served ⁽¹⁾
 - Additionally Guidewire will have the ability to cross sell its products to ISCS customers as well as sell ISCS products to small insurers in foreign countries ⁽¹⁾
- ISCS' 2016 revenue will be approximately \$41 million and the Company has had 20% revenue growth per year ⁽¹⁾
- As part of the deal, Guidewire will take on 220 ISCS employees
- This transaction marks Guidewire's third acquisition of 2016
 - In March, Guidewire acquired EagleEye Analytics, a provider of SaaS-based predictive analytics products for P&C insurers
 - In August, Guidewire announced it would acquire FirstBest, a commercial lines insurance software firm
 - The Company now plans on focusing on the integration of its acquisitions according to Guidewire CFO Richard Hart ⁽¹⁾

Transaction Commentary

"Like Guidewire, ISCS is a software company focused exclusively on serving P&C insurers. Their technology and expertise will enable us to provide a new option to our customers and augment our progress in delivering cloud-based products. We are excited by the opportunity to welcome the ISCS team and customers to our community."



Marcus Ryu
CEO



"We have experience in managing through growth, and we'll bring that experience to helping extend the number of carriers who can benefit from ISCS's solutions. We have successfully grown the Guidewire customer community while preserving a great deal of the Guidewire culture and customer experience, so that gives us some confidence that we can similarly extend the customer community for ISCS's solutions." ⁽²⁾



Neil Betteridge
VP, Strategy



"We look forward to joining Guidewire and continuing our mission of serving P&C insurers. The breadth of Guidewire's offerings and the scale of its organization will enable us to provide additional value to our customers. We also appreciate the strong affinity between the companies in terms of focus and culture."



Andy Scurto
President



Guidewire Acquires ISCS for \$160 million



ISCS Overview

Company Overview

President: Andy Scurto
Headquarters: San Jose, CA
Founded: 1994



- ISCS is a provider of a cloud-based insurance processing platform
- The Company develops software for policy administration, underwriting, claims, billing business intelligence, reinsurance and mobile solutions
- The Company provides the SurePower Innovation insurance enterprise suite, as well as the SurePackage cloud deployment offering
- The Company's operations and product distribution are entirely U.S.-based

Technology Overview

- SurePower Innovation is built on one platform, designed as one pre-integrated technology with a modular structure
- SurePower Innovation's advanced technology gives an insurer the power to:



Quickly adapt to a changing market through configuration via PowerTools



Integrate upgrades within days or weeks, rather than months or even years



Support unexpected spikes in writing business and responding to catastrophic events, without purchasing and maintaining back-end servers



Runs on all major manufacturer equipment and operating systems using Java



Access source codes with a standard purchased license

Products & Services Overview

SurePower Innovation

- SurePower Innovation is a modern and modular system that is web-based and fully SOA with no legacy code
- The system encompasses solutions and features across the insurance value chain

Policy Administration	Claims	Management Vision	Customer Portals
▶ Underwriting	▶ Billing	▶ Data Warehousing	▶ Agent Portals
▶ Reinsurance	▶ Payables	▶ Document Imaging	
▶ Rating & Rules Engines	▶ Accounting	▶ Document Management	

SurePower Innovation Advantages



Offers personal demonstrations to test the usability of the SurePower Innovation platform



The Company's active R&D department releases 2-3 upgrades annually and boasts powerful automated testing with QA tools across the system



Product and service roadmap is driven by the input of customers, from annual user group meetings to personal visits with executives and usability studies

Guidewire Acquires ISCS for \$160 million



Guidewire Overview

Company Overview

CEO: Marcus Ryu

Headquarters:  **GUIDEWIRE** Foster City, CA

Founded: 2001

- Guidewire provides software for P&C insurers for core operations, data and analytics and digital engagement
- Has 400+ implementations completed or in progress
- Serves 260+ P&C insurers worldwide including Allianz, Nationwide, Sentry Insurance, Aviva & American Family in 30 countries

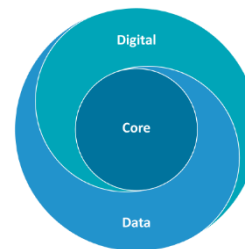
Selected Financing / M&A Transactions

Date	Size (\$ mm)	Type	Target / Investor
08/04/16	\$34	M&A	Acquired: FirstBest
04/26/16	26	Financing	Invested in: Trov; alongside Anthemis, Oak HC / FT & Suncorp
03/29/16	42	M&A	Acquired: EagleEye Analytics
10/22/13	405	Financing	Secondary Offering
05/13/13	19	M&A	Acquired: Millbrook
04/02/12	225	Financing	Secondary Offering
09/20/07	24	Financing	Investor(s): Battery Ventures, Bay Partners, U.S. Venture Partners & USVP Entrepreneur Partners

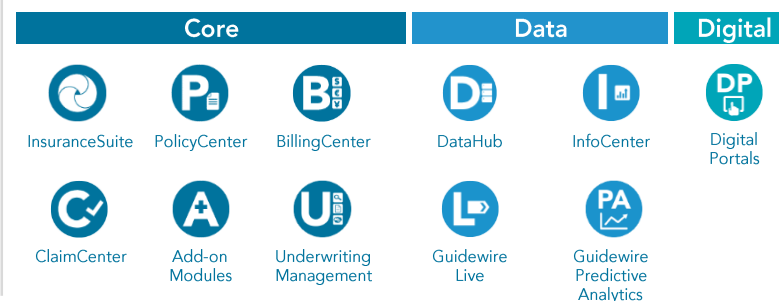
Guidewire (NYSE: GWRE) Stock Chart



Product Overview



- Deployable in the cloud or on-premises
- Three distinct elements that work together to support the insurance lifecycle: Core Operations, Data & Analytics and Digital Engagement
- Benefits include speed-to-market, increased productivity, digital engagement, differentiated products, better decisions and agent empowerment



Source: Company press release, Company website, PitchBook

(1) Market Cap as of 12/21/16

Guidewire Acquires ISCS for \$160 million

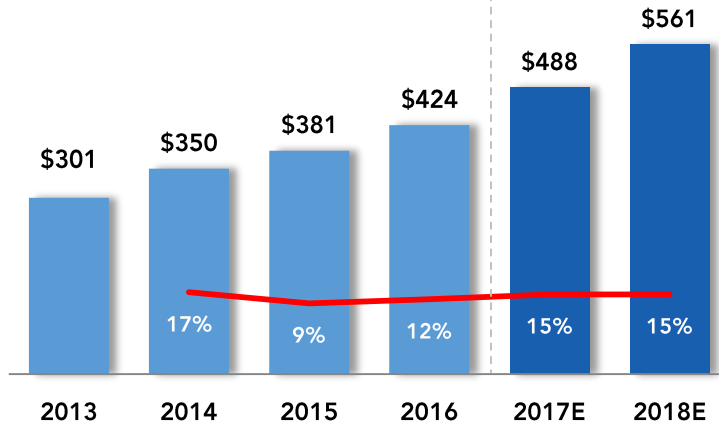
FT PARTNERS RESEARCH



Guidewire Financial Overview

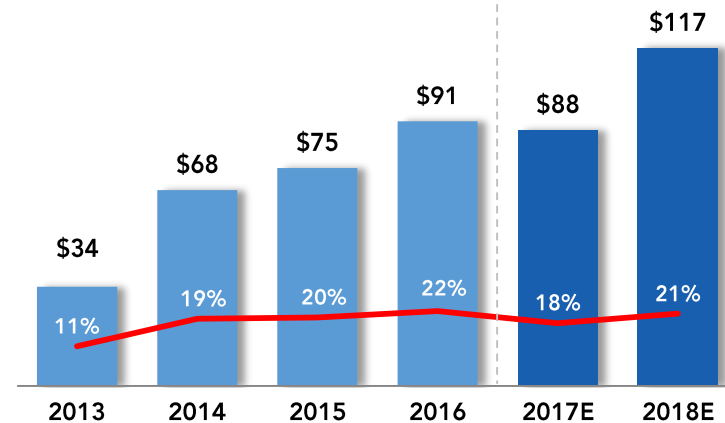
Revenue / % Growth⁽¹⁾

(\$ in mm)



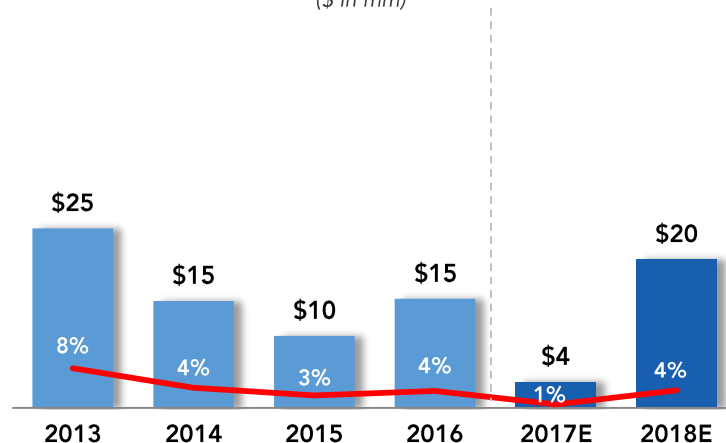
Adjusted EBITDA ⁽²⁾ / % Margin⁽¹⁾

(\$ in mm)

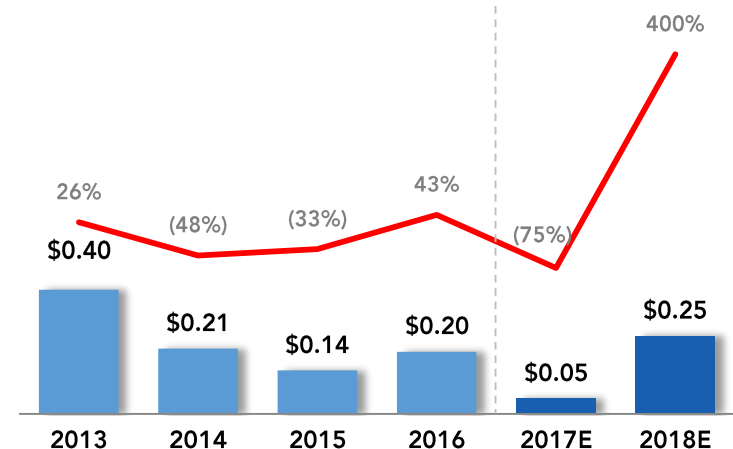


Net Income / % Margin⁽¹⁾

(\$ in mm)



Diluted EPS / % Growth⁽¹⁾



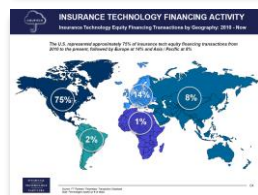
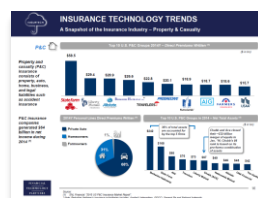
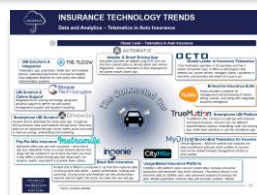
Source: SEC Filings, CapIQ, Thomson Reuters

(1) Fiscal year ends on July 31

(2) Adjusted EBITDA excludes non-cash charges, such as depreciation and amortization, stock-based compensation and the effect of income taxes, interest income and other income or expenses

FT Partners Research – InsurTech Industry Report

Prepare for the InsurTech Wave: Overview of Key Insurance Technology Trends



FT Partners' 248-page report provides an in-depth look at the major waves of innovation and disruption that are beginning to radically alter the insurance industry.

Additional highlights of the report include:

- An analysis of specific trends across: Insurance Distribution, Sales, Marketing and Engagement, Data and Analytics and Insurance Administration
- The responses of incumbents to date including the innovations, investments, partnerships and acquisitions being made to stay ahead of the game
- Proprietary InsurTech financing and M&A statistics and a comprehensive list of transactions in the space
- A detailed industry landscape of InsurTech providers as well as other innovative, tangential companies and profiles of 54 companies operating in the InsurTech ecosystem

Please visit our [website](#) for more proprietary FinTech Research & Follow FT Partners on [Twitter](#) and [LinkedIn](#) for real time updates on our Research Publications

Selected FT Partners' Research – *Click to View*

October 21, 2015
Financial Technology Partners
FTP Securities LLC
is pleased to announce its role as exclusive strategic and financial advisor to

insureon

in its \$31,000,000 equity capital raise led by

OAK HC/FT

Courtesy of:

FT PARTNERS
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Insureon Raises \$31 million in Series B Led by Oak HC/FT

October 15, 2015
FINANCIAL TECHNOLOGY PARTNERS
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to

-benaissance

in its sale to

wex

for a total consideration of
\$80,000,000

Courtesy of:

FT PARTNERS
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Benaissance's Sale to WEX for \$80 million

May 24, 2016
Financial Technology Partners
FT Partners Research – Transaction Profile

Clover

SECURES
\$160 million
in Series C financing led by

GREENOAKS

Courtesy of:

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Clover Health Secures \$160 million in Series C Financing

June 14, 2016
Financial Technology Partners
FT Partners Research – Transaction Profile

CLAYTON DUBILIER & RICE

Acquires

TRANZACT

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Clayton Dubilier & Rice Acquires Tranzact

September 27, 2016
Financial Technology Partners
FT Partners Research – Transaction Profile

metromile

raises
\$191.5 million
in Series C, D and strategic financing and acquires
Mosaic Insurance Company

Courtesy of:

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Metromile Raises \$192 million and Acquires Mosaic Insurance

September 29, 2016
Financial Technology Partners
FT Partners Research – Transaction Profile

sedgwick

SECURES
\$500 million
in financing from
Caisse de dépôt et placement du Québec

Courtesy of:

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Sedgwick Secures \$500 million in Financing

October 13, 2016
Financial Technology Partners
FT Partners Research – Transaction Profile

AmWINS Group, Inc.

secures an investment from
DRAGONEER
valuing the Company at
\$2.6 billion

Courtesy of:

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AmWINS Secures an Investment from Dragoneer

December 8, 2016
FT PARTNERS FINTECH INDUSTRY RESEARCH

Lemonade

Lemonade Raises \$34 million in Series B Financing Led by General Catalyst Partners

General Catalyst Partners

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San Francisco • New York

Lemonade Raises \$34 million in Series B Financing

VIEW MORE FT PARTNERS RESEARCH

FT Partners Advises SquareTrade in its Sale to Allstate for \$1,400,000,000

FT Partners' Insurance Technology Qualifications and Highlights

- FT Partners served as exclusive strategic and financial advisor to SquareTrade and its Board of Directors in its \$1.4 billion all-cash strategic sale to the Allstate Corporation
- FT Partners represented [SquareTrade in its \\$238 million strategic growth investment with Bain Capital and Bain Capital Ventures](#)
- FT Partners also recently represented Bain Capital Ventures' portfolio company [Enservio in its sale to Solera](#) demonstrating our long-term trusted relationship
- Other Key FT Partners' Insurance Technology Transactions:
 - [AmWINS' \\$1.3 billion growth recapitalization](#)
 - [Insureon's \\$31 million capital raise](#)
 - [Benaissance's sale to WEX](#)
 - [Insurance Technologies' sale to Moelis Capital Partners](#)
 - [Zywave's sale to Aurora Capital Group](#)
 - [Safe-Guard's sale to an Affiliate of Goldman Sachs](#)
 - [Zywave's sale of Zywave Insurance Solutions to Aurora Capital](#)
 - [Aplifi's sale to iPipeline](#)
 - [Insureon's acquisition of Insurance Noodle](#)
- Recently published in-depth 250-page industry report, "[Prepare for the InsurTech Wave: Overview of Key Insurance Technology Trends](#)"
 - Provides an in-depth look at the major waves of innovation and disruption that are beginning to radically alter the insurance industry

Financial Technology Partners LP FTP Securities LLC

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



in its sale to



for total consideration of

\$ 1,400,000,000

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TECHNOLOGY
PARTNERS

*The Only Investment Bank
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FT Partners is the Leader in Financial Technology Investment Banking

Health Insurance Premium Billing & Payments

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in its sale to



for a total consideration of
\$ 80,000,000



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Online Small Business Insurance

Financial Technology Partners LP
FTP Securities LLC

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



in its equity capital raise led by



for total consideration of
\$ 31,000,000



The Only Investment Bank
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Sales Automation Technology & Platform

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is pleased to announce its exclusive role as
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in its sale to

MOELIS CAPITAL PARTNERS



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Largest Wholesale Brokerage in U.S.

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



in its growth recapitalization by



NEW MOUNTAIN CAPITAL LLC

valued at approximately

\$ 1,300,000,000



The Only Investment Bank
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Consumer Protection Plans

Financial Technology Partners LP
FTP Securities LLC

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



in its recapitalization by



of approximately

\$ 238,000,000



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Auto Finance and Insurance Solutions

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sole strategic and financial advisor to



on its sale to an Affiliate of



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Agency Management / Marketing Technology

Financial Technology Partners LP
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is pleased to announce its exclusive role as
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in its sale of

Zywave Insurance Solutions
to



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Life & Annuity Technology Solutions

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



We Simplify Selling Insurance

in its sale to



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Online Small Business Insurance

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sole strategic and financial advisor to



in its acquisition of



a subsidiary of



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SaaS / Claims for Property & Contents

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in its sale to



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FT PARTNERS RESEARCH

FT Partners is the Advisor of Choice for Leading FinTech Companies

FinTech Unicorns / Multi-Billion Dollar Deals

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p>Heartland</p> <p>in its sale to</p> <p>globalpayments</p> <p>for total consideration of</p> <p>\$ 4,500,000,000</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>liquidnet</p> <p>in its financing for approximately</p> <p>\$ 250,000,000</p> <p>valued at approximately</p> <p>\$ 1,800,000,000</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 role as strategic and financial advisor to</p> <p>MERCURY</p> <p>in its cash sale to</p> <p>vantiv</p> <p>for total consideration of</p> <p>\$ 1,650,000,000</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 role as strategic and financial advisor to</p> <p>TRANSFIRST</p> <p>in its sale to</p> <p>Vista Equity Partners from WCAS</p> <p>\$ 1,500,000,000</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 role as exclusive strategic and financial advisor to</p> <p>square trade</p> <p>in its sale to</p> <p>Allstate</p> <p>for total consideration of</p> <p>\$ 1,400,000,000</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>MERCURY</p> <p>in its approximately 60% Growth</p> <p>SILVERLAKE</p> <p>for a value up to</p> <p>\$ 900,000,000</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 financial advisor to</p> <p>GreenSky</p> <p>in its minority investment from</p> <p>DST ICONIQ TPG</p> <p>for total consideration of</p> <p>\$ 300,000,000</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>square trade</p> <p>in its recapitalization by</p> <p>BainCapital PRIVATE EQUITY BainCapital VENTURES</p> <p>of approximately</p> <p>\$ 238,000,000</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>avidxchange</p> <p>in its Series E minority financing from</p> <p>Bain Capital Ventures FOUNDRY TPG KeyBank nyca</p> <p>for total consideration of</p> <p>\$ 235,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

Large Corporate Clients

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as advisor to</p> <p>BLACKROCK</p> <p>in its 100% acquisition of</p> <p>FutureAdvisor</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>ally</p> <p>in its acquisition of</p> <p>BlueYield</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>NOMURA subsidiary INSTINET</p> <p>in the sale of its stake in CHIXEUROPE to BATS</p> <p>for total consideration of approximately</p> <p>\$ 305,000,000</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 role as advisor to</p> <p>Google capital</p> <p>in its lead investment in</p> <p>Credit Karma</p> <p>with additional participation from</p> <p>TIGER SIG Ribbit Capital</p> <p>for 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 role as advisor to</p> <p>CIBC</p> <p>in its strategic investment in</p> <p>with additional participation from Mastercard Bain Capital Ventures Advent Capital Management</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 debt capital advisor to</p> <p>jack henry & ASSOCIATES INC.</p> <p>in its acquisition of</p> <p>iPay Technologies</p> <p>for total consideration of approximately</p> <p>\$ 300,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

FT Partners Advises Enservio on its Sale to Solera

Overview of Transaction

- On July 19, 2016 Enservio, Inc. (“Enservio” or the “Company”) announced it has entered into a definitive agreement to be acquired by Solera
- Headquartered in Needham, Massachusetts, Enservio is the largest U.S. provider of SaaS-based software and services to the property contents insurance marketplace
 - Existing investors include Bain Capital Ventures and Matrix Partners
- Solera Holdings (“Solera”) is a leading provider of digitally-enabled risk and asset management software and services to the automotive and property marketplace
 - Acquired by Vista Equity Partners for \$6.4bn in Sept. 2015

Significance of Transaction

- Enservio’s proprietary database of more than \$10 billion in property contents information will add another component to Solera’s Digital Home platform
- Move signals accelerated expansion of Solera’s asset management and risk protection technologies for life’s most important assets
- Acquisition leverages Solera’s unique Invent & Acquire (“I&A”) strategy
- Highly-attractive outcome for both Enservio and Solera

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Enservio and its Board of Directors
- Transaction demonstrates FT Partners’ continued success advising top-tier companies and achieving outstanding results within the Insurance IT and Services sector

Financial Technology Partners LP FTP Securities LLC

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

enservio

in its sale to

Solera



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FT Partners Advises Insureon on its \$31 million Financing

Overview of Transaction

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

Significance of Transaction

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

FT Partners’ Role

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

Financial Technology Partners LP FTP Securities LLC

is pleased to announce its exclusive role as



in its equity capital raise led by



for total consideration of

\$ 31,000,000



*The Only Investment Bank
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FT Partners Advises Insurance Technologies on its Sale

Overview of Transaction

- On December 10, 2014, Insurance Technologies, LLC (“Insurance Technologies” or the “Company”) announced its control investment from Moelis Capital Partners (“MCP”)
- Insurance Technologies is a market-leading provider of software and technology-enabled sales automation platforms, the Company was previously owned by Palm Beach Capital and management shareholders
- Headquartered in Colorado Springs, Insurance Technologies has experienced tremendous success with its core ForeSight illustration product over the last few years and expects to continue its consistent growth with the maturation and market penetration of its FireLight e-application product
- Moelis Capital Partners, an affiliate of Moelis Asset Management, is a middle market private equity firm founded in 2007 with \$870 million of committed private equity capital

Significance of Transaction

- The transaction demonstrates the increasing value of technological sales-enablement within the insurance industry
- With the support of a large private equity firm, the Company will enhance its role as a market leader in the critical front-end connection between distributors and carriers in the life insurance and annuity markets

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Insurance Technologies 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 companies within the insurance services sector

Financial Technology Partners LP FTP Securities LLC

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



a portfolio company of Palm Beach Capital

on its investment from

MOELIS CAPITAL PARTNERS



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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



Middle Market Financing Awards

2016	<ul style="list-style-type: none"> Investment Banking Firm of the Year Cross Border Deal of the Year
2015	<ul style="list-style-type: none"> Dealmaker of the Year Technology Deal of the Year
2014	<ul style="list-style-type: none"> Equity Financing Deal of the Year Professional Services Deal of the Year, Above \$100mm
2012	<ul style="list-style-type: none"> Dealmaker of the Year Professional Services Deal of the Year, Above \$100mm
2011	<ul style="list-style-type: none"> Boutique Investment Bank of the Year Deal of the Decade <i>10 Deal of the Year Nominations Across 9 Categories</i>
2010	<ul style="list-style-type: none"> Upper Middle Market Deal of the Year, Above \$500 mm IT Services Deal of the Year, Below \$500mm Cross-Border Deal of the Year, Below \$500mm
2007	<ul style="list-style-type: none"> Dealmaker of the Year – Steve McLaughlin Business to Business Services Deal of the Year Computer and Information Technology Deal of the Year, Above \$100mm Financial Services Deal of the Year, Above \$100mm
2015	<ul style="list-style-type: none"> Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List
2006 - 2008	<ul style="list-style-type: none"> Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology
2008	<ul style="list-style-type: none"> Equity Financing Dealmaker of the Year – Steve McLaughlin Information Technology Deal of the Year Financial Services Deal of the Year
2006	<ul style="list-style-type: none"> Financing Professional of the Year – Steve McLaughlin <i>Financing Deal of the Year - Equity</i> <i>Financing Deal of the Year - Debt</i>

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 Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	21
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. 	21
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee Recent coverage included DST, ENV, FISV, FIS, V, MA, GPN & HPY among others 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with J.P. Morgan and UBS Formerly Global Head of Strategy at First Data 	18
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. 	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 	10