

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 14, 2017

The Vantiv logo consists of the word "vantiv" in a bold, lowercase, sans-serif font. A registered trademark symbol (®) is located at the top right of the letter "v".

**Vantiv (NYSE: VNTV) Acquires Worldpay (LSE: WPG)
for Approximately £7.9 billion (~\$10.2 billion)**

The Worldpay logo features a red icon of a globe with latitude and longitude lines to the left of the word "worldpay". The word "world" is in a grey, lowercase, sans-serif font, and "pay" is in a red, lowercase, sans-serif font.

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*

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steve.mclaughlin@ftpartners.com

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Vantiv Acquires Worldpay for Approximately £7.9 bn

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Transaction Summary



Transaction Summary

- **On August 9, 2017, Vantiv and Worldpay announced that they have reached an agreement on the key terms for a recommended merger**
 - The two companies originally announced a possible offer on July 5, 2017
- **Each share of Worldpay will be worth £0.55 in cash and 0.0672 new Vantiv shares, as well as an interim dividend of 0.8 pence and a special dividend of 4.2 pence per Worldpay share**
 - This brings the total value of each share to £3.97, based on Vantiv's closing price on August 8, 2017
 - This price represents an equity value of around £7.9 billion (approximately \$10.2 billion) and an enterprise value of £9.3 billion (approximately \$12 billion)
 - This represents a premium of 22.7% above the Worldpay share price on July 3, 2017
- **Following completion of the merger, Vantiv and Worldpay shareholders will own about 57% and 43%, respectively, of the combined group**
 - Vantiv will also seek a secondary listing on the Main Market of the London Stock Exchange following the merger in relation to the new Vantiv shares issued
- **The combined group will merge the two company's leadership teams, with Charles Drucker as Executive Chairman and Co-CEO, Philip Jansen as Co-CEO and Stephanie Ferris as CFO**
- **The merger is expected to close in early 2018 following regulatory and shareholder approval**

Transaction Commentary - Buyer

"This is a powerful combination that is strategically compelling for both companies. It joins two highly complementary businesses, and it will allow us to achieve even more together than either organization could accomplish on its own. Our business will have multiple opportunities to enhance its leading growth profile, driven by our global eCommerce capabilities, the strength of our people and their consistent focus on execution. Our combined company will have unparalleled scale, a comprehensive suite of solutions, and the worldwide reach to make us the payments industry global partner of choice."

vantiv

Charles Drucker
President and CEO



"This is a merger of two world class payment companies, which will create a global omni-commerce leader, with substantial opportunities to capitalize on the rapid evolution of payments. The growth of eCommerce and the way consumers expect to transact is increasing complexity for businesses around the world. Our unique combination of scale, innovation, technology and global presence will mean that we can offer more payment solutions to businesses, whether large or small, global or local, enabling them to meet consumers' increasing demands and helping them prosper."

 **worldpay**

Philip Jansen
CEO



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Transaction Rationale

Transaction Rationale

- Creates a world class payments group with deep payments capabilities, product and vertical expertise and strong distribution channels
- Strong presence and substantial opportunities in integrated payments and global eCommerce
 - \$1.5 trillion in payment volume from 40 billion transactions processed in 146 countries and 126 currencies
- Wide range of customers, with a strong position in the U.S., Europe, Asia-Pacific and South America
 - Combination of US and UK companies creates leading global payment provider
- Opportunities to extend capabilities into high growth vertical markets, such as B2B, digital and healthcare payments
- Substantial opportunities for cost synergies to support significant potential shareholder value creation
 - Estimated annual pre-tax cost synergies of about \$200 million to be realized by the end of three years post completion of the merger
 - Enhanced scale through combined operations, technology and data analytics capabilities
 - One time restructuring and integration costs of about \$330 million
- Expected to be modestly dilutive to adjusted EPS in 2018 and accretive to EPS starting in 2019

Financial Highlights

On a pro forma basis assuming the merger had completed on December 31, 2016:

Enterprise Value: **\$28.8 billion**

Net Revenue: **\$3.2 billion**

Adj. EBITDA: **\$1.5 billion**

EBITDA Margin: **48%**

Free Cash Flow Generated: **\$1.0 billion**

Transaction Multiples⁽¹⁾

Equity Value = **£7.9 billion**

EV = **£9.3 billion**

8.3x

EV / 2016 Net
Revenue

7.4x

EV / 2017E Net
Revenue

6.8x

EV / 2018E Net
Revenue

19.8x

EV / 2016 EBITDA

18.3x

EV / 2017E EBITDA

16.1x

EV / 2018E EBITDA

32.3x

2016 P/E

30.5x

2017E P/E

24.8x

2018E P/E

(1) Equity Value based on fully diluted share count (1,992.8 mm) from Worldpay's 2016 Annual Report

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Worldpay Overview



Company Overview



CEO: Philip Jansen
Headquarters: London, UK
Founded: 1989

- Worldpay is a global provider of payment processing technology and solutions
- The Company's secure, proprietary technology platform enable merchants to accept a variety of payment types, across multiple channels anywhere in the world
- Worldpay serves three distinct merchant segments and has structured its business into corresponding divisions: Global eCommerce, Worldpay UK and Worldpay US

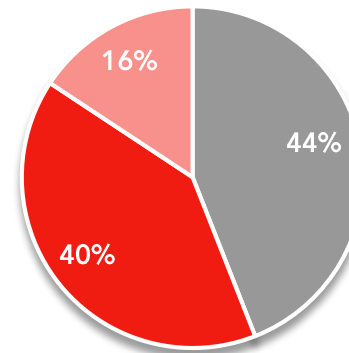
Stock Performance (LSE: WPG)



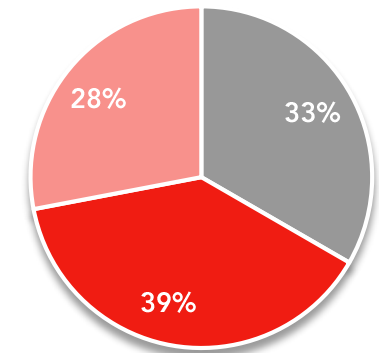
Products & Services Overview

- **Global eCom** – Serves large and fast growing internet-led multinationals with complex payment needs supported by vertical expertise
- **Worldpay UK (WPUK)** – Provides local in-store, online and mobile payment acceptance solutions for UK-based merchants, from large corporates to SMEs and micro merchants
- **Worldpay US (WPUS)** – Provides in-store, online and mobile payment acceptance solutions for US-based merchants, with focus on integrated payments for SME merchants

Net Revenue Breakdown



Number of Transactions Breakdown



■ Global eCom ■ WPUK ■ WPUS











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Worldpay Selected Transaction History

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Date	Target	Amount (\$ in mm)	Type	Commentary
04/06/16		na	Financing	Worldpay participated in the funding round for Veridu, a provider of identity and reputation verification and authentication services based on online sources
11/11/14		\$117	M&A	Acquired SecureNet, a provider of multi-channel commerce technology and cloud-based solutions that integrates POS, mobile and eCommerce payment processing
05/01/14		7	M&A	Worldpay acquired Cobre Bem Tecnologia, a provider of payment solutions in Latin America for \$6.6 mm
09/25/13		82	M&A	Acquired Century Payments for \$82 mm, strengthening its strategic partnership model and gaining advanced sales tools and analytics; FT Partners served as financial advisor to Century Payments
03/06/13		36	M&A	Worldpay acquired YESpay on March 6, 2013; the acquisition allows for fully integrated payment services to support the omni-channel sales
05/03/11		115	M&A	Worldpay acquired Envoy Services, a leading provider of alternative payment solutions for eCommerce merchants, on May 3, 2011
12/20/10		na	M&A	On December 21, 2010 Worldpay acquired Cardsave enabling Worldpay to improve its services offering to the UK small merchant market
08/03/04		525	M&A	Acquired Lynk Systems for \$525 mm, creating Worldpay U.S.; FT Partners served as financial advisor to Lynk Systems
03/31/04		114	M&A	Worldpay acquired Bibit, a Dutch internet payment company on March 31, 2004, expanding its presence across Europe
10/01/01		na	M&A	Worldpay acquired all the commercial assets ClickPay on October 1, 2001

Source: FT Partners proprietary database, Capital IQ.

Note: SecureNet and YesPay reflect approximate foreign exchange conversions.

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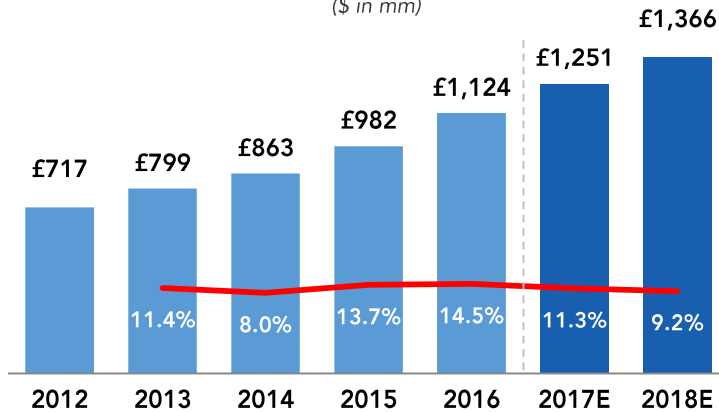
Worldpay Financial Overview

vantiv  worldpay



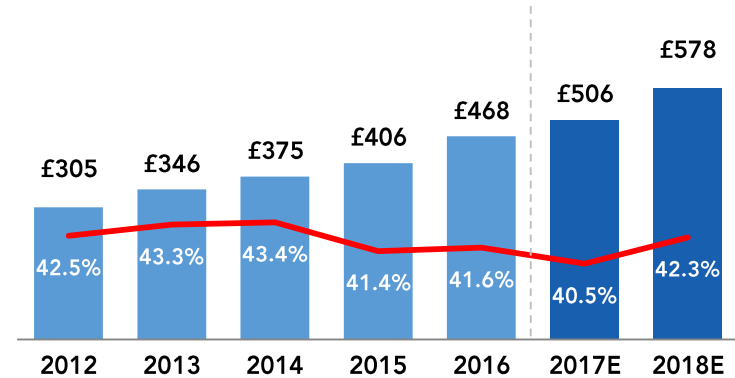
Net Revenue / % Growth

(\$ in mm)



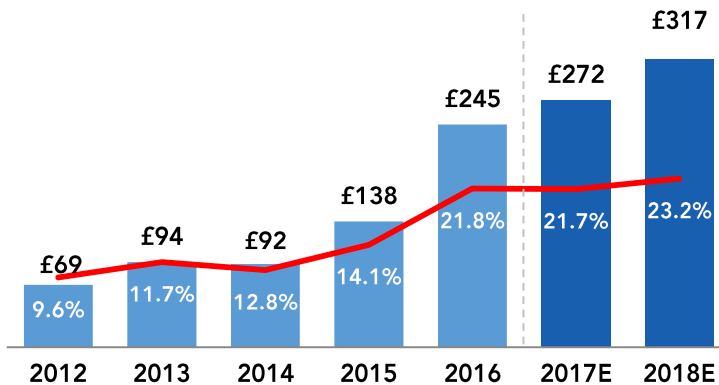
EBITDA / % Margin

(\$ in mm)

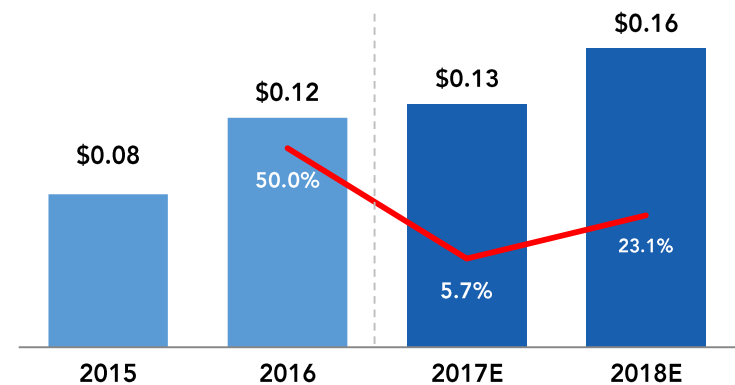


Net Income / % Margin

(\$ in mm)



Adjusted EPS / % Growth



Source: Company filings, Capital IQ

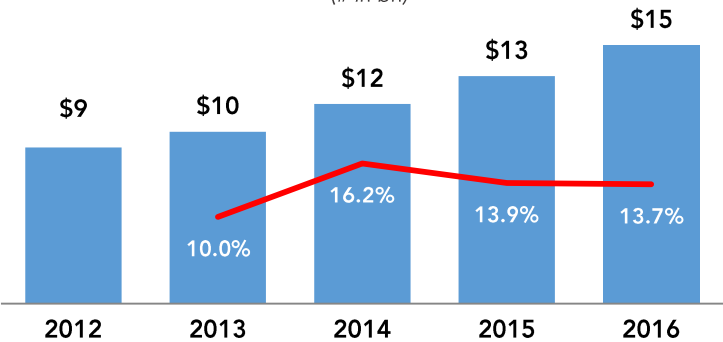
All numbers represent "Underlying" Metrics – The reported underlying values remove costs, profits or revenue that are recognized in the income statement, which the management believes, due to their size or nature, are not the result of normal operating performance; they are separately disclosed on the face of the income statement to allow a more comparable view of underlying performance

Vantiv Acquires Worldpay for Approximately £7.9 bn

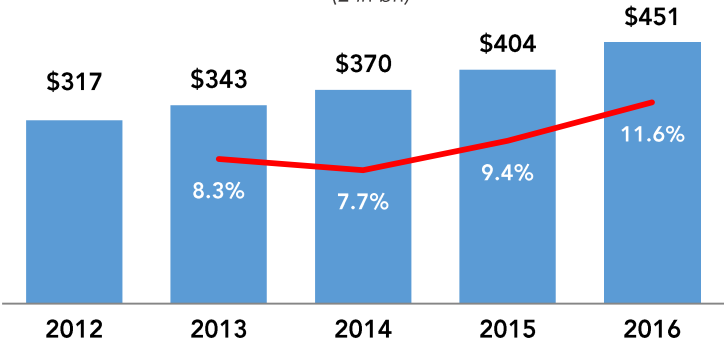
Worldpay Selected KPIs



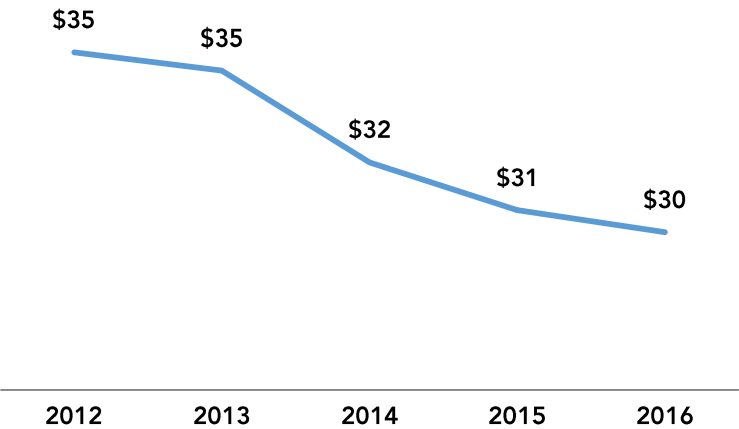
Number of Transactions Processed /
% Growth
(# in bn)



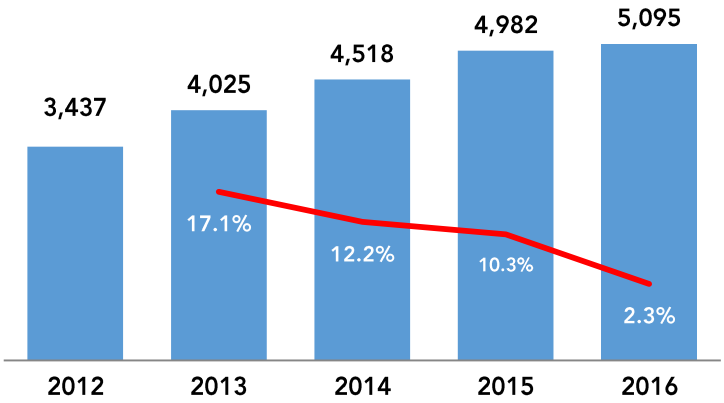
Volume of Transactions Processed /
% Margin
(£ in bn)



Average Transaction Value



Average Number of Employees /
% Growth



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Vantiv Overview



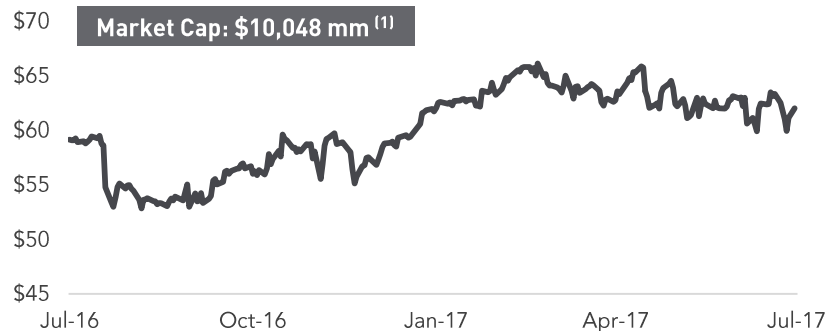
Company Overview



CEO: Charles Drucker
Headquarters: Cincinnati, OH
Founded: 1971

- Vantiv is a leading provider of payment processing strategies and advanced technology solutions for businesses and financial institutions
 - The Company offers an integrated technology platform as well as a suite of processing and technology solutions to allow merchants to address their needs through a single provider
- Vantiv, ranked as the second largest merchant acquirer and largest PIN debit acquirer by transaction volume in the US, serves more than 800,000 merchant locations and 1,400 financial institutions
- The Company's growth strategy includes expanding further into high-growth channels and verticals, including integrated payments, e-commerce and merchant banks

Stock Performance (NYSE: VNTV)

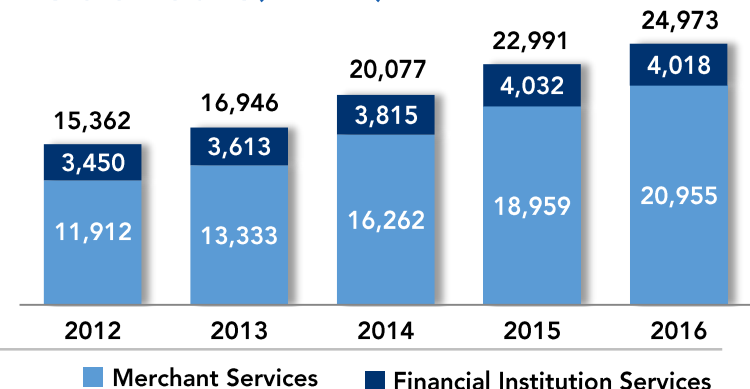


Source: Company website, Company filings, Capital IQ
 (1) Market Cap as of July 11, 2017

Recent Selected Acquisition History

Announce Date	Target	Amount (\$ in mm)
04/25/17	PAYMETRIC	na
11/10/16	Moneris SOLUTIONS	\$425
05/12/14	MERCURY	1,650
03/04/14	WASHINGTON TRUST Merchant Services Portfolio	na
07/25/13	element payment services	163
10/31/12	Litle & Co	361
09/15/10	npc A Vantiv Company	620
07/07/10	TNB Card Services	na

Transaction Volume (#'s in mm)



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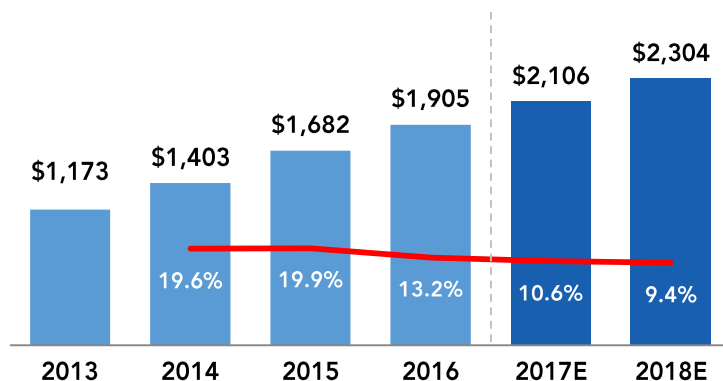
Vantiv Financial Overview

vantiv  worldpay

vantiv

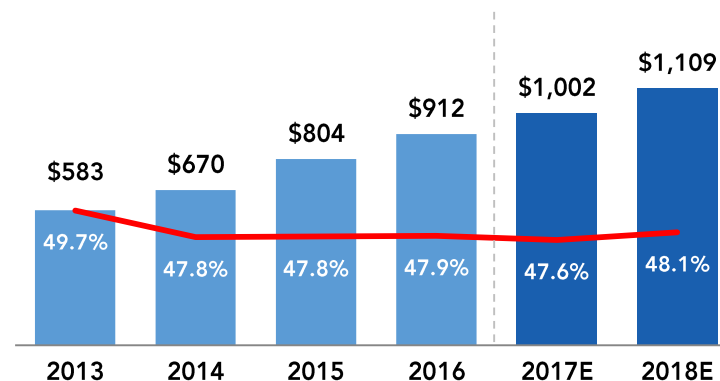
Net Revenue / % Growth

(\$ in mm)



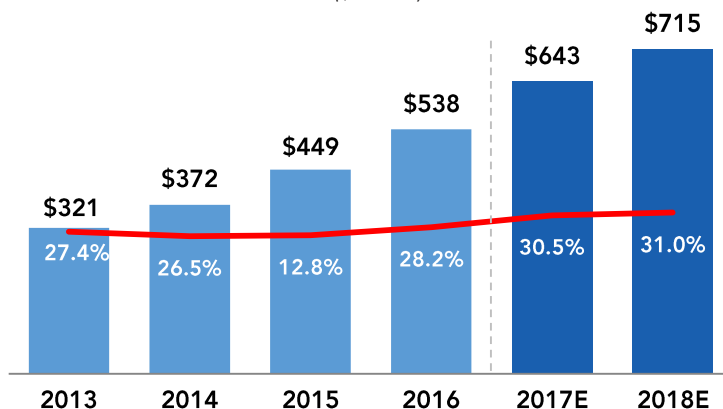
EBITDA / % Margin

(\$ in mm)

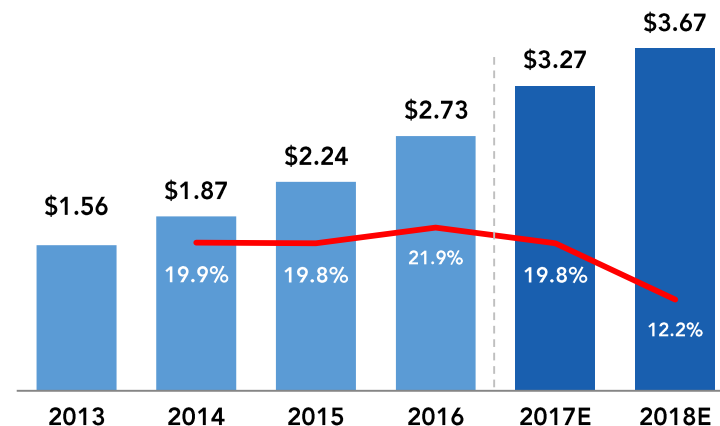


Pro Forma Adjusted Net Income / % Margin

(\$ in mm)



Pro Forma Adjusted EPS / % Growth



Source: Company filings, Capital IQ































Pro forma adjusted net income is derived from GAAP income before applicable income taxes and adjusted for the following items: acquisition and integration costs, share-based compensation, amortization of intangible assets, non-operating expenses related to Mercury acquisition and refinancing of senior secured credit facilities, adjusted tax expense and tax benefits and non-controlling interest

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Recent Merchant Acquirer / Payment Processor Transactions

vantiv  worldpay

Selected FT Partners Deals Noted	Seller	Buyer	Date	Transaction Value (\$ in mm)	Research Profile
	 worldpay	vantiv	07/2017	\$11,680	
	 sage Payment Solutions	GTCR	06/2017	260	VIEW
	cardconnect.	First Data	05/2017	750	VIEW
	 total merchant services	 North American [®] BANCARD	05/2017	NA	VIEW
	 CentralPayment [®]	TSYS	02/2017	700 ⁽¹⁾	VIEW
	 HARBORTOUCH	 SEARCHLIGHT	06/2016	NA	VIEW
	cardconnect.	FinTech Acquisition Corp (NASDAQ : FNTC)	03/2016	438	VIEW
	 TRANSFIRST [®]	TSYS	01/2016	2,350	VIEW
	Heartland	 globalpayments	12/2015	4,300	VIEW
	 Direct Connect	 BEEKMAN GROUP	01/2015	NA	VIEW
	 securenet [™] GET PAID.™ GET SMART.	 worldpay	11/2014	NA	
	 TRANSFIRST [®]	 V Vista Equity Partners	10/2014	1,500	VIEW
	 FIRST AMERICAN PAYMENT SYSTEMS	 TEACHERS [®] PENSION PLAN	07/2014	700	
	 MERCURY [®]	vantiv	05/2014	1,650	VIEW
	 nmi	Great Hill PARTNERS	05/2014	NA	VIEW
	 CentralPayment [®]	TSYS	03/2014	250 ⁽¹⁾	





































(1) [TSYS 2016 10-K](#)

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Recent Merchant Acquirer / Payment Processor Transactions

vantiv  worldpay

Selected FT Partners Deals Noted	Seller	Buyer	Date	Transaction Value (\$ in mm)	Research Profile
	PayPros	 globalpayments	01/2014	\$420	
		 worldpay	09/2013	NA	VIEW
		 BregalSagemount	09/2013	200	VIEW
		 TA Associates	09/2013	NA	
		vantiv	07/25/13	163	
		TSYS	11/15/12	135	VIEW
		vantiv	10/31/12	361	
		 globalpayments	08/15/12	413	
		TSYS	08/09/12	110 ⁽¹⁾	
		 cielo	07/06/12	670	
	CAYAN (fka Merchant Warehouse)	 PARthenon CAPITAL	07/05/12	NA	VIEW
		 TRANSFIRST	08/24/11	NA	VIEW
		 ACCEL PARTNERS	06/07/11	50	VIEW
		 SILVERLAKE	04/14/10	900	VIEW
		 sage	01/09/06	325	VIEW
		 The Royal Bank of Scotland	08/03/04	525	VIEW

(1) [TSYS 2012 10-K](#)

Selected FT Partners' Research – *Click to View*



Global Money Transfer



Transaction Security



Heartland's Sale to Global Payments



Adyen's Rise to One of the Most Valuable Payments Companies



CardConnect's \$750 million to First Data



Central Payment's Strategic Investment from TSYS



North American Bancard Acquires Total Merchant Services



Moneycorp Acquires Commonwealth FX



Ebix Acquires an 80% Stake in ItzCash for \$120 million



Vista Equity Partners Acquires PayLease



Vantiv Acquires Paymetric



GTCR Acquires Sage Payment Solutions for \$260 million

[VIEW MORE FT PARTNERS RESEARCH](#)

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Strong Domain Expertise in Payments Investment Banking

<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 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>for total consideration of</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 exclusive role as sole strategic and financial advisor to</p> <p>GiftCards.com</p> <p>in its sale to</p> <p>BLACKHAWK NETWORK</p> <p>for total consideration of</p> <p>\$ 120,000,000</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>CAYAN®</p> <p>in its Significant Growth Recapitalization by</p> <p>PARthenon CAPITAL PARTNERS</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 sole strategic and financial advisor to</p> <p>cardsPRING</p> <p>in its sale to</p> <p>twitter</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>CARDINAL® COMMERCE</p> <p>in its sale to</p> <p>VISA</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>MARQETA</p> <p>in its Series C minority financing from</p> <p>COMMERZ VENTURES Commerzbank Group</p> <p>83NORTH EV CAPITAL GROUP</p> <p>for total consideration of</p> <p>\$ 25,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>YAPSTONE™ ePayments as a Service</p> <p>in its minority investment led by</p> <p>ACCEL PARTNERS</p> <p>for total consideration of approximately</p> <p>\$ 50,000,000</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>VERUS</p> <p>in its sale to</p> <p>sage</p> <p>for cash consideration of approximately</p> <p>\$ 325,000,000</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>SOLVERAS PAYMENT SOLUTIONS™</p> <p>in its sale to</p> <p>TRANSFIRST™</p> <p>for total consideration of approximately</p> <p>\$ 51,000,000</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>Lynk</p> <p>in its sale to</p> <p>The Royal Bank of Scotland</p> <p>for cash consideration of approximately</p> <p>\$ 525,000,000</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>PROPAY™</p> <p>in its sale to</p> <p>TSYS®</p> <p>for total consideration of approximately</p> <p>\$ 135,000,000</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>nmi</p> <p>in its growth investment by</p> <p>Bregal Sagemount</p> <p>for total consideration of approximately</p> <p>\$ 200,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

Ground-Breaking Payments Transactions Pioneered by FT Partners



Sale of a payment processor to a SPAC vehicle



Largest U.S. strategic merchant acquiring acquisition in over the last decade



Significant capital raise for next gen processor serving commerce startups and disruptors



Groundbreaking strategic round for early stage European payments company



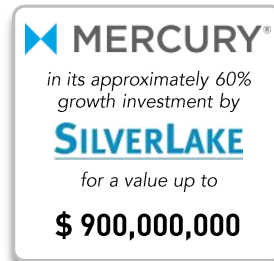
First sale of a payments company to an established social media company



First sale of an "International Payments Specialist" to a pure-play consumer remittance provider



Substantial growth investment in leading payments enablement technology provider



First large-scale transaction for an integrated merchant acquirer



First sale of a U.S. merchant acquirer to an international software company; became Sage Payments



First sale of a U.S. merchant acquirer to a large international financial institution; became Worldpay U.S.

Award-Winning Investment Banking Franchise Focused on Superior Client Results

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition











M&A Advisor Awards



2016	<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 10 Deal of the Year Nominations Across 9 Categories
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 Financing Deal of the Year - Equity Financing Deal of the Year - Debt

The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York and San Francisco from 1995-2002 Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	22
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York, London and Los Angeles beginning in 1995 Wharton M.B.A. 	22
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	21
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Former Managing Director / Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA) 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Former Global Head of Strategy at First Data Formerly Led J.P. Morgan Payments Investment Banking Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank 	19
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners in 2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	15
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> 11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	14
Andrew McLaughlin <i>Managing Director, Research & Business Development</i>		<ul style="list-style-type: none"> Leads FT Partners' Research and Business Development Team Formerly with Deloitte Consulting 	11