

MAY 2018

# FT PARTNERS FINTECH INDUSTRY RESEARCH



## Q1 2018 InsurTech Quarterly Insights

FINANCIAL  
TECHNOLOGY  
PARTNERS

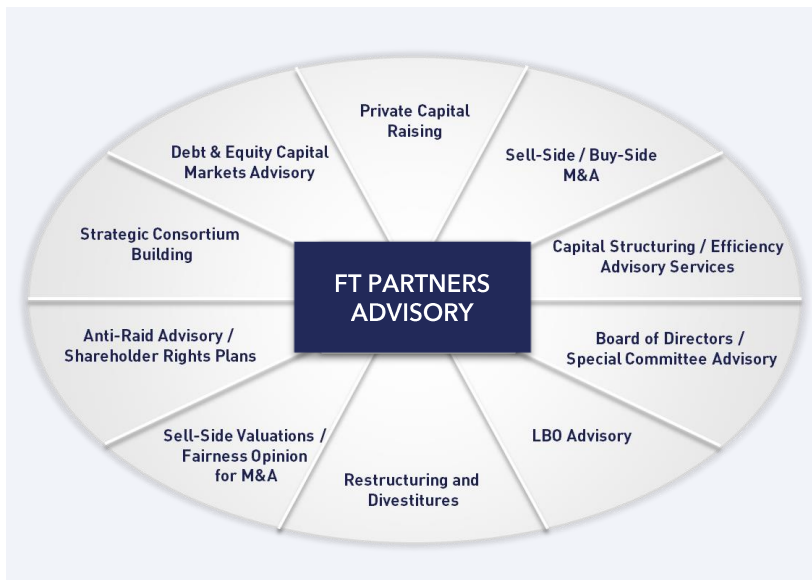
*The Only Investment Bank  
Focused Exclusively on Financial Technology*

# 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 16 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 #1 Most Influential Person in all of FinTech in *Institutional Investors* "FinTech Finance 40"



**THE M&A ADVISOR**

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



**FT Partners maintains the most comprehensive proprietary database of FinTech companies and transactions**

## Proprietary FinTech Database



FT Partners FinTech Transaction Database

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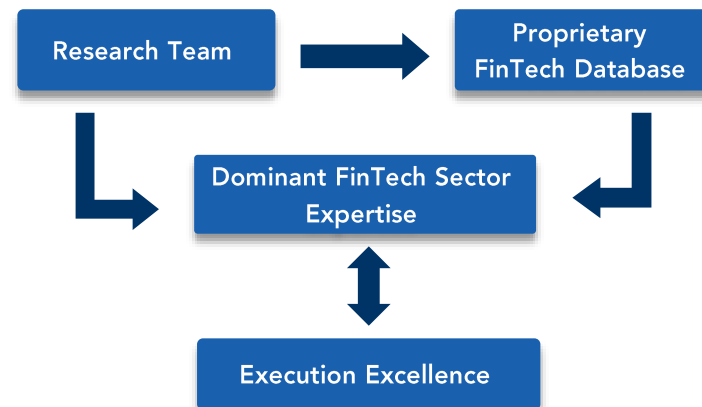
# 28,000+ FinTech Companies

## 8,000+ PE / VC Firms

## 11,000+ Financings

10,000+ M&A Deals

## Unparalleled FinTech Domain Expertise



## Collection, Categorization and Clarification of FT Partners' Proprietary InsurTech Data

### ○ FT Partners' Definition of InsurTech

InsurTech references the ecosystem of companies that are transforming the insurance industry and includes both technology companies developing innovative products for insurers as well as insurance ventures leveraging new technology and/or business models to innovate across one or more parts of the value chain.

### ○ Financings

Financing data in this report includes publicly announced equity capital raises for private InsurTech companies across the world. IPOs, lending capital, debt, and public company spin-offs and secondary transactions are all excluded from the financing data.

### ○ M&A

InsurTech M&A data includes both the sale of InsurTech companies and also non-tech insurance acquisitions made by InsurTech companies.

*All data is collected, categorized and reviewed directly by FT Partners' Research Team*

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## Q1 2018 InsurTech Statistics

### FINANCING

**\$900 million**

in financing volume

**&**

**57**

transactions

**Volume and number of transactions on track to exceed 2017 on an annualized basis**

### M&A

**\$225 million**

in M&A volume

**&**

**21**

transactions

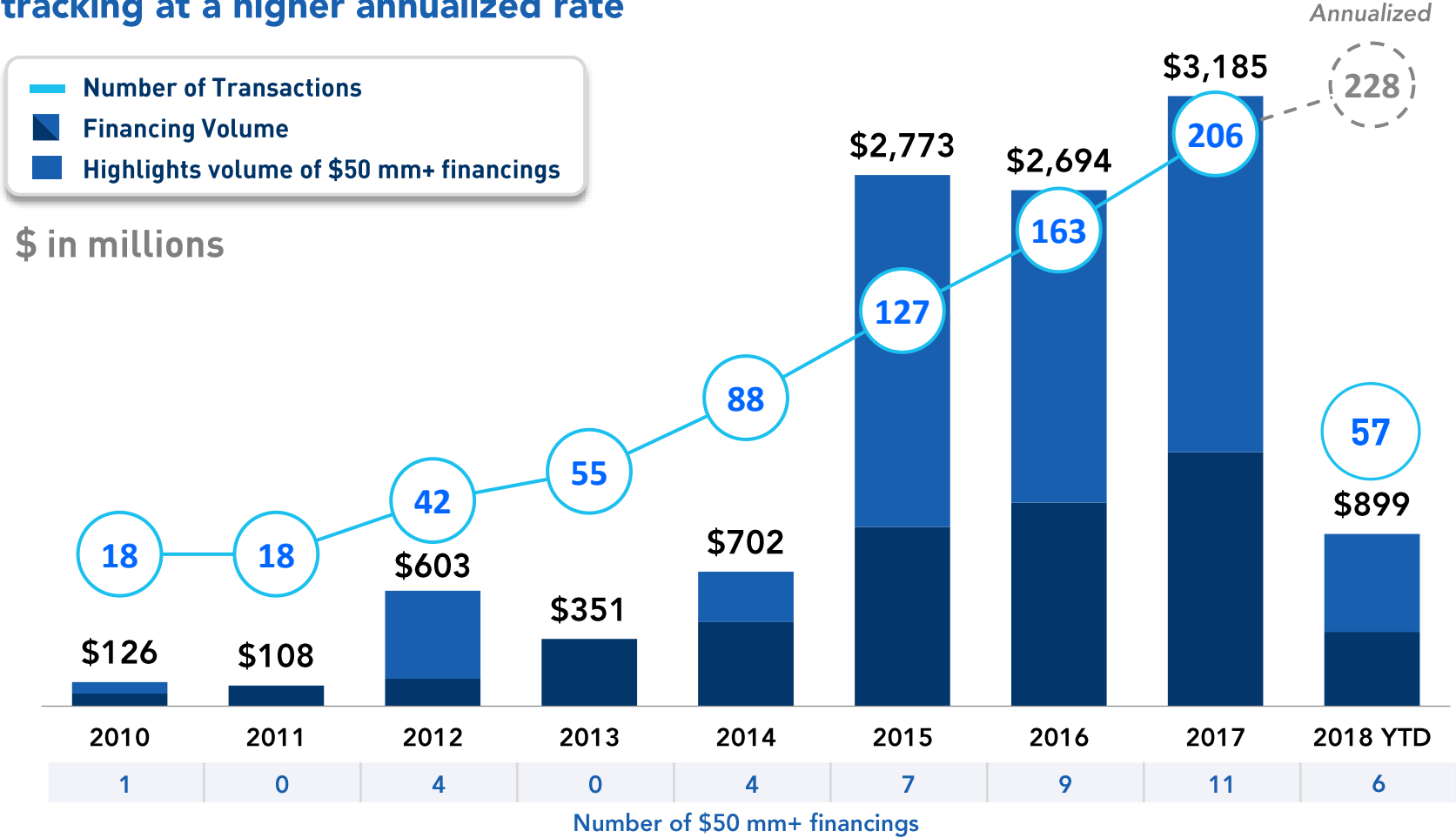
**Number of transactions remains in line with previous years on an annualized basis**

- Q1 2018 was an active quarter for the InsurTech sector globally, with 57 private company financings and 21 M&A deals announced
- Announced financing dollar volume totaled \$899 million, representing 165% YoY growth over Q1 2017
- The largest financing transactions in the quarter were both health insurance-related: Oscar's \$165 million raise and Collective Health's \$110 million raise
- Notable financing deals in the P&C space include PrecisionHawk's \$75 million raise and Root's \$51 million raise
- Financing volume in North America (\$797 million in Q1 2018) is on track to significantly exceed the total of \$1,465 million in 2017
- 89% of Q1 2018 financing volume went to companies in North America
- AXA's \$155 million acquisition of Maestro Health was the largest M&A deal of the quarter (with announced price)

# INSURTECH FINANCING ACTIVITY: ANNUALLY



InsurTech Private Company financing volume and number of transactions rose to a record level in 2017, but 2018 is already tracking at a higher annualized rate



Source: FT Partners Proprietary Transaction Database

# INSURTECH FINANCING ACTIVITY: QUARTERLY

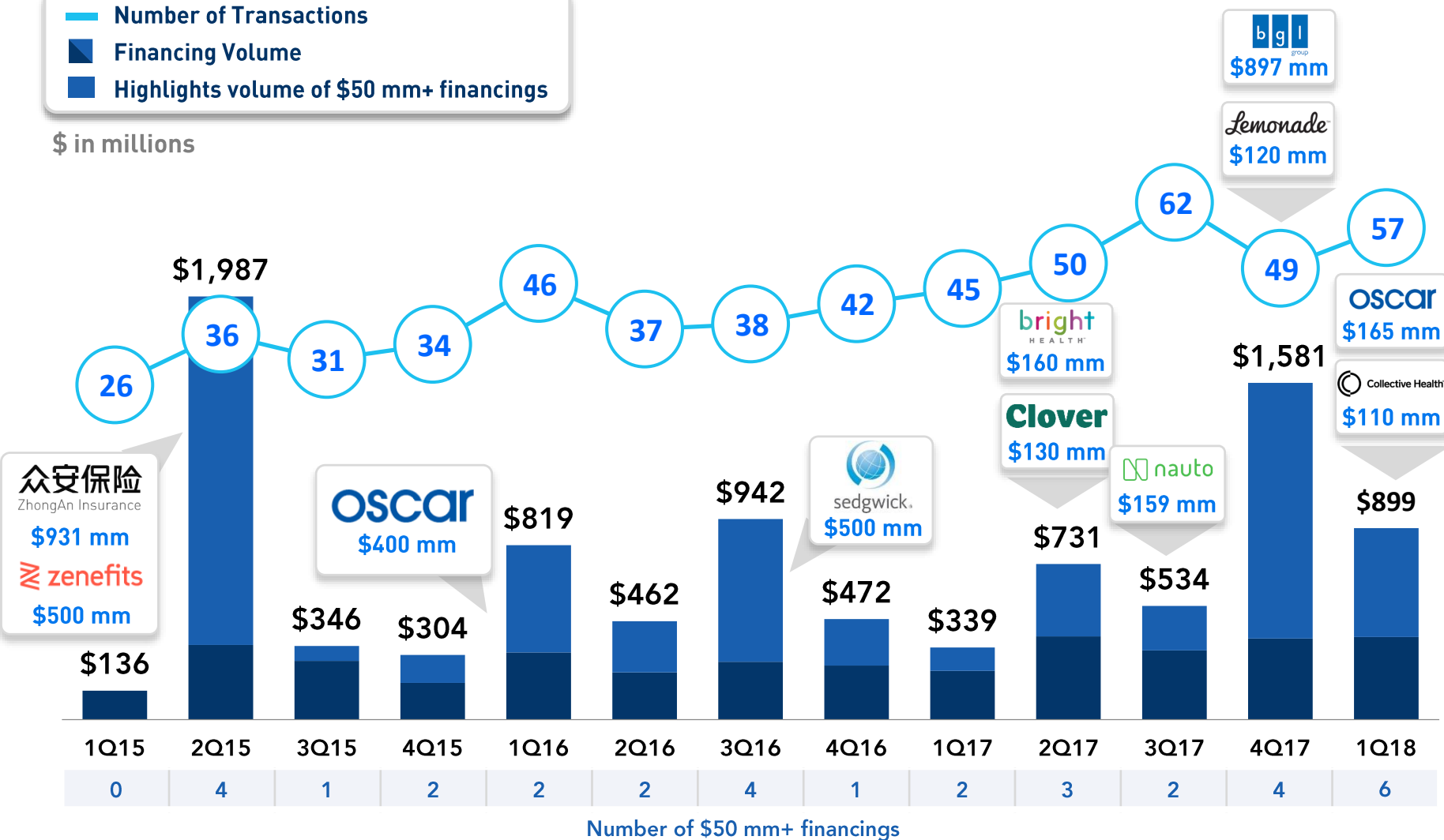


Number of Transactions

Financing Volume

Highlights volume of \$50 mm+ financings

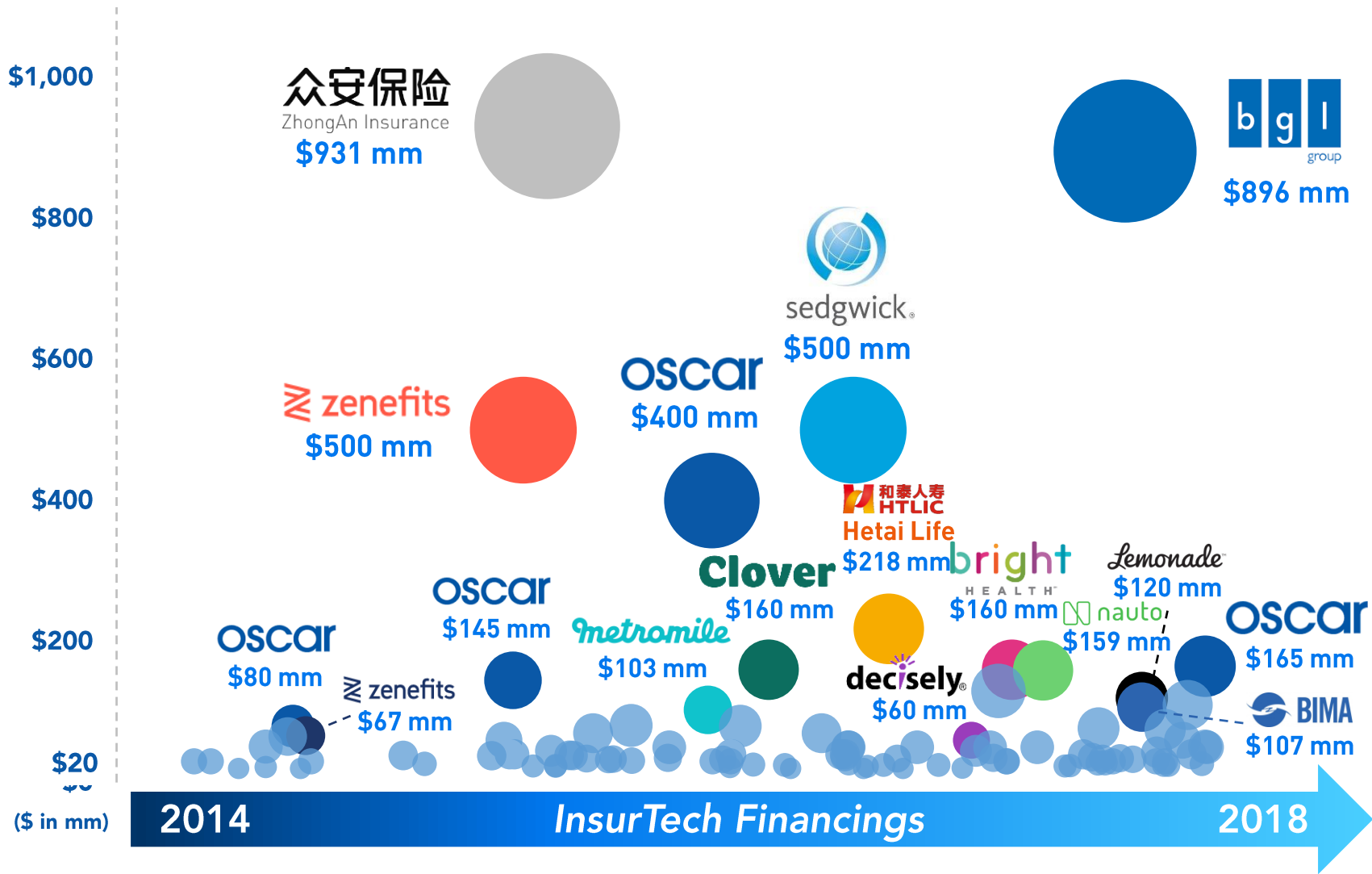
\$ in millions



Number of \$50 mm+ financings

































# SELECTED LARGE INSURTECH FINANCINGS



Source: FT Partners Proprietary Transaction Database  
Note: Only displays transactions over \$20 mm

# LARGEST INSURTECH FINANCINGS IN 2018 YEAR-TO-DATE


























Announce Date	Company	Investor(s)	Amount (\$ in mm)	Target Country
03/27/18	 OSCAR	Founders Fund; 8VC; Verily; Fidelity Investments; General Catalyst Partners; CapitalG; Khosla Ventures; Thrive Capital	\$165	 USA
02/28/18	 Collective Health	New Enterprise Associates; Founders Fund; GV; Maverick Ventures; Sun Life Financial; Mubadala Ventures	110	 USA
01/24/18	 PRECISIONHAWK	Third Point Ventures; Comcast Ventures; Senator Investor Group; Constellation Technology Ventures; Syngenta Ventures; Intel Capital; Millennium Technology Value Partners; DuPont; Verizon Ventures; Innovate Indiana Fund	75	 USA
02/20/18	 bind	Lemhi Ventures	60	 USA
03/27/18	 ROOT	Redpoint Ventures; Scale Venture Partners; Ribbit Capital; Silicon Valley Bank	51	 USA
03/30/18	 Accolade	Andreessen Horowitz; Carrick Capital Partners; Madrona Venture Group; McKesson Ventures; Cross Creek Advisors; Madera Technology Partners	50	 USA
01/11/18	 evive	Susquehanna Growth Equity	43	 USA
03/06/18	 JUSTWORKS.	FirstMark Capital; Index Ventures; Thrive Capital; Bain Capital Ventures; Redpoint Ventures	40	 USA
01/10/18	 Ladder	RRE Ventures; Thomvest Ventures; Canaan Partners; Lightspeed Venture Partners; Nyca Partners	30	 USA
01/24/18	 nexar	Ibex Investors; Alibaba Innovation Ventures; Aleph; Mosaic Ventures; Slow Ventures; True Ventures; Tusk Ventures	30	 Israel
03/22/18	 bioIQ	HealthQuest Capital; Arboretum Ventures	27	 USA
01/22/18	 Hippo	Comcast Ventures; Fifth Wall Ventures	25	 USA
01/29/18	 HOVER	GV; Standard Industries; The Home Depot	25	 USA
02/14/18	 kin.	August Capital; Commerce Ventures	13	 USA
01/08/18	 +Simple.fr ASSURANCES	Anthemis Group; Oneragtime; Idinvest Partners	12	 France

Source: FT Partners Proprietary Transaction Database

# LARGEST INSURTECH FINANCINGS IN 2018 YEAR-TO-DATE



Announce Date	Company	Investor(s)	Amount (\$ in mm)	Target Country
01/04/18	 CLARA analytics	Oak HC/FT	\$12	 USA
03/22/18	 everledger	GMP Securities L.P.; Vickers Venture Partners; Graphene Ventures; FuturePerfect Ventures; Fenbushi Capital; Bloomberg Beta; Rakuten Ventures; Fidelity Investments	10	 UK
02/28/18	 Coalition	Vy Capital; Ribbit Capital; Valor Equity Partners	10	 USA
02/21/18	 gabi	Canvas Ventures; Correlation Ventures; Securian Financial Group; Northwestern Mutual Future Ventures; A.Capital Ventures; Project A Ventures	10	 USA
01/18/18	 HELLAS DIRECT	International Finance Corporation	8	 Greece
01/08/18	<b>Panda Insurance</b>	Hangzhou Win-Light Investment; Legend Star; Neovision Capital; QF Capital; Yonyou Network; Origin Capital	8	 China
03/08/18	 Coverfox	AEGON N.V.	7	 India
01/30/18	 Praedixcat	Risk Management Solutions; Undisclosed Investors	6	 USA
02/02/18	 indio	8VC; 500 Startups; Merus Capital; Compound	6	 USA
02/13/18	 tomorrow	Undisclosed Investors	6	 USA
01/22/18	 anorak	Kamet	6	 UK
03/16/18	 Parachute Health	Greater New York Hospital Association Ventures; Loeb Holding Corporation; Undisclosed Investors	6	 USA
03/28/18	 Atidot	Bank Hapoalim; DE Shaw; Moneta Seeds; Vertex Ventures	5	 Israel
02/22/18	 picwell	MassMutual Ventures; Aflac Ventures; BlueCross BlueShield Venture Partners; Springfield Service Corporation	4	 USA

# INSURTECH FINANCING ACTIVITY BY REGION IN 2018



**2018  
YTD**

## NORTH AMERICA



**35**  
financings

**60%**

**\$797**  
million

**89%**

**oscar**  
\$165 million

## EUROPE



**15**  
financings

**26%**

**\$50**  
million

**6%**

**+Simple.fr**  
ASSURANCES  
\$12 million

## ASIA



**5**  
financings

**9%**

**\$17**  
million

**2%**

**Panda Insurance**  
\$8 million

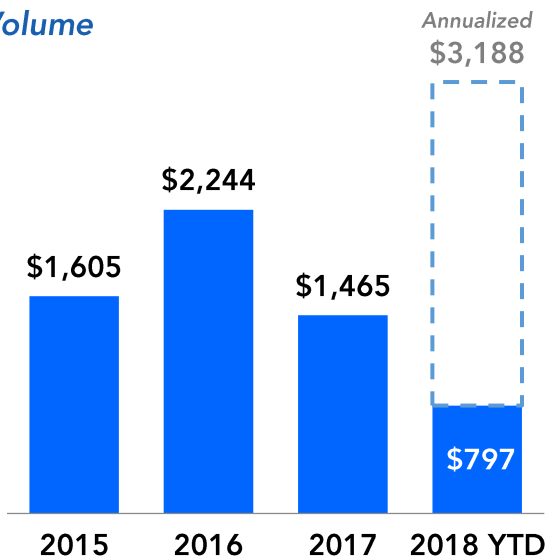
# INSURTECH FINANCING VOLUMES BY REGION



\$ in millions

## NORTH AMERICA

### Volume



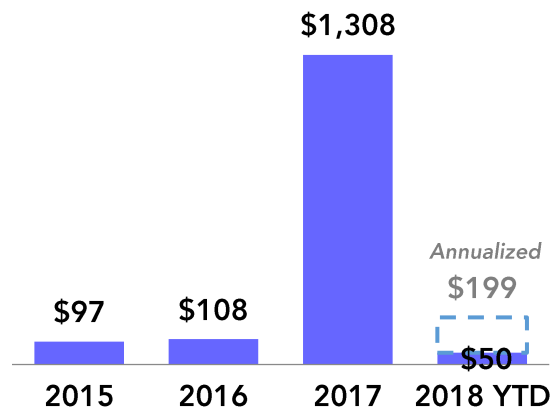
### Growth

152%	40%	(35%)	na
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### Largest Financings

zenefits \$500 mm	sedgwick \$500 mm	bright HEALTH \$160 mm	oscar \$165 mm
oscar \$145 mm	oscar \$400 mm	nauto \$159 mm	Collective Health \$110 mm

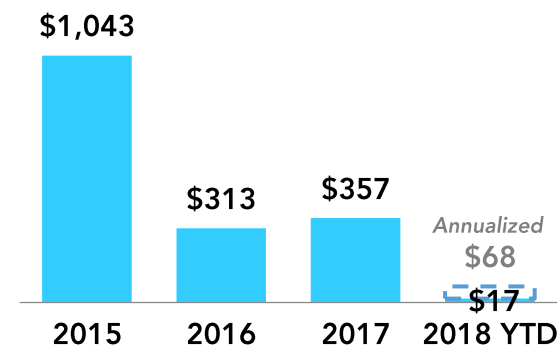
## EUROPE



185%	11%	1,115%	na
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Knip \$16 mm	wefox \$28 mm	bgl \$896 mm	+Simple.fr \$12 mm
BIMA \$40 mm	friendsurance \$15 mm	BIMA \$107 mm	everledger \$10 mm

## ASIA



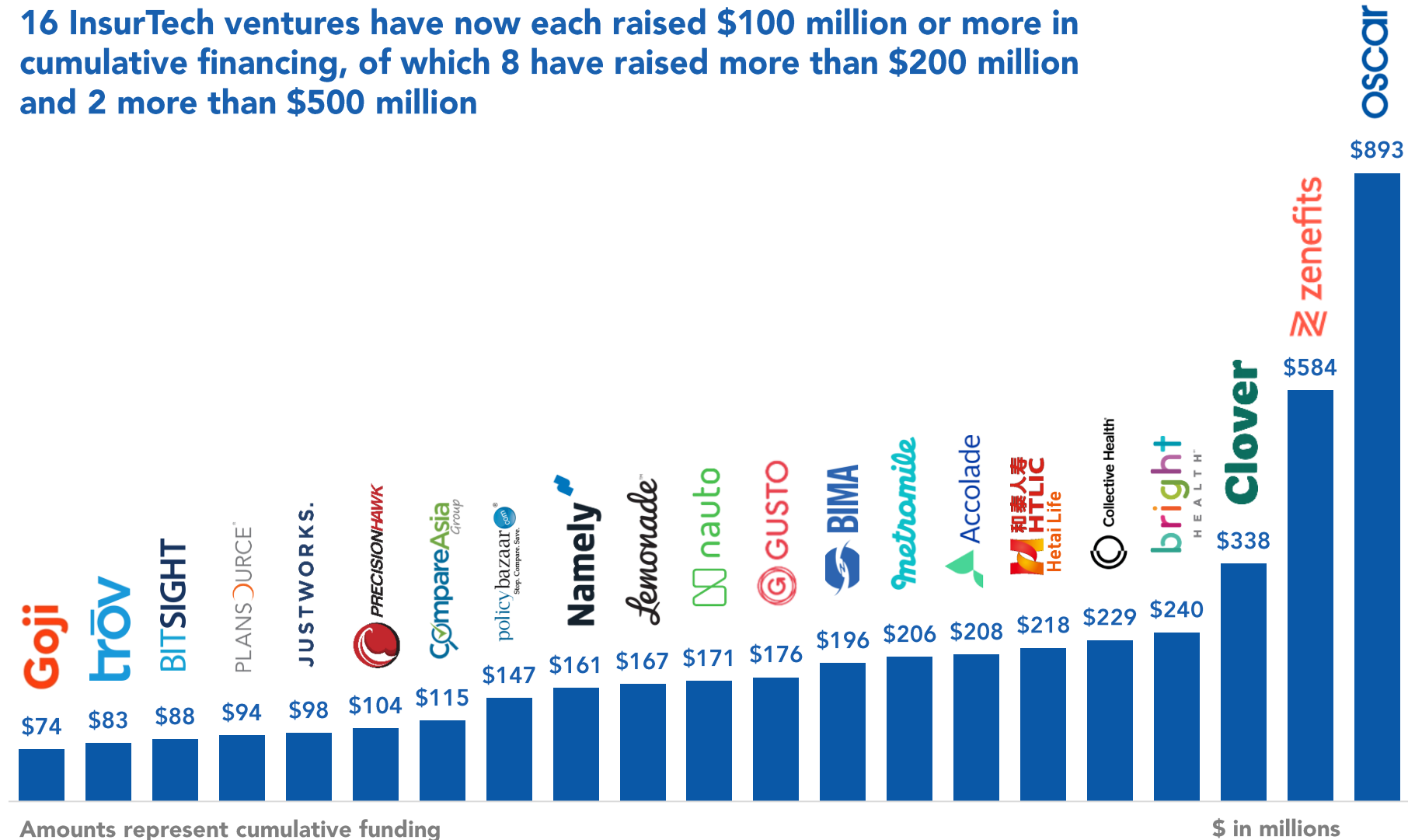
4,817%	(70%)	14%	na
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众安保险 ZhongAn Insurance \$931 mm	和泰人寿 Hetai Life \$218 mm	policybazaar \$77 mm	Panda Insurance \$8 mm
CompareAsia Group \$40 mm	慧择 huize.com \$45 mm	SingaporeLife \$50 mm	Coverfox \$7 mm

# CUMULATIVE FINANCING OF PRIVATE INSURTECH COMPANIES



16 InsurTech ventures have now each raised \$100 million or more in cumulative financing, of which 8 have raised more than \$200 million and 2 more than \$500 million



Amounts represent cumulative funding

\$ in millions

Source: FT Partners Proprietary Transaction Database  
Note: Only private, independently held InsurTech companies are shown

# MOST ACTIVE INSURTECH INVESTORS LANDSCAPE



## Accelerators / Seed



## Venture Capital / Private Equity



## Corporate Investors



## Alternative Investors



# MOST ACTIVE INSURTECH INVESTORS – TRADITIONAL VENTURE CAPITAL



#

**Current InsurTech Investments**

8

**Ribbit Capital**

comparaonline  
GUSTO ROOT  
NEXT INSURANCE Jetty  
policybazaar Coalition  
Health I.Q.

8

anthemis | group

+Simple.fr flō  
insurdata qover  
Quantemplate trōv  
Matic omni:us

7

**Accel**

Shift Technology ACKO  
ledger Investing  
the zebra  
CHECK24 onsilego  
Coverfox

6

First Round

Metromile  
Zendrive  
Clover  
AUGURY  
sherpa  
Health I.Q.

6

GENERAL CATALYST

TrueMotion  
GUSTO  
oscar riskrecon  
Lemonade  
Shift Technology

6

**NEA**

bestow  
Collective Health  
indio  
Metromile  
bright Stride  
HEALTH

6

ROUTE SIXTY-SIX VENTURES

QuanTemplate  
DIGITAL INSURANCE GROUP BUNKER  
simplinsurance  
COVERHOUND  
CompareAsia Group



Source: FT Partners Proprietary Transaction Database  
Note: Accelerators are excluded

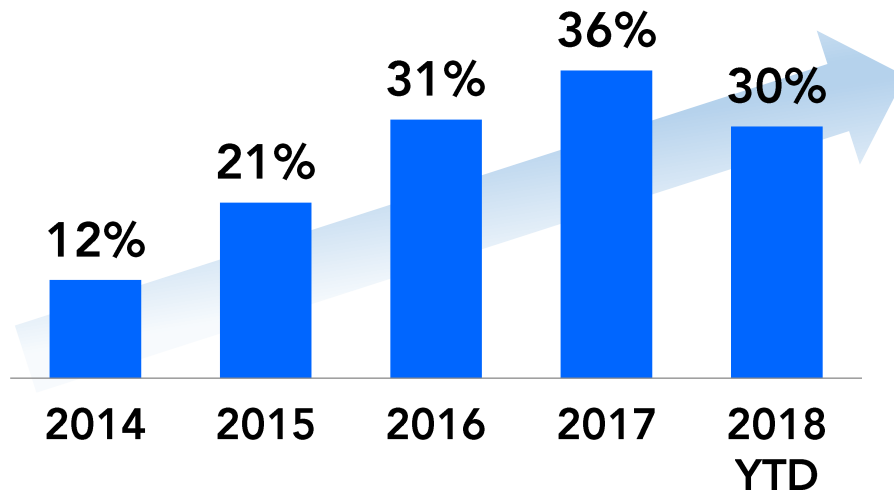


# STRATEGIC INVESTOR INVOLVEMENT IN INSURTECH FINANCING



Strategic involvement in InsurTech financing rounds is increasing

Percent of Financings with Strategic Participation



# MOST ACTIVE INSURTECH INVESTORS – CORPORATE VENTURE CAPITAL



## # Current InsurTech Investments

8

MassMutual Ventures

Apliant  
INSURIFY  
policygenius  
LimelightHealth  
ledger Investing

8

G/

GUSTO  
Lemonade  
SecurityScorecard  
METABIOTA  
Collective Health

7

AXA Strategic Ventures

ClimateSecure  
policygenius  
ONE INC  
Verifly  
LimelightHealth  
SecurityScorecard  
WELLTH

7

XL  
XL Innovate

EMBROKER  
Slice  
Stonestep  
Lemonade  
NEW ENERGY RISK

6

Munich RE  
HSB Engineering Insurance

neos  
NEXT INSURANCE  
BOUGHT BY MANY  
trov  
Slice  
AUGURY

6

AMERICAN FAMILY VENTURES

COVERHOUND  
BUNKER  
HOVER  
LeaseLock  
ONE INC  
clearcover

6

COMCAST VENTURES.

Accolade  
BITSIGHT  
PRECISION-HAWK  
zenefits

5

Allianz

Lemonade  
QuanTemplate  
simplisurance  
BIMA  
nauto

5

salesforce  
ventures

GUSTO  
Automile  
wefox  
VLOCITY

5

Nationwide Ventures

Matic  
riexar  
INSURIFY  
NEXT INSURANCE  
SURE.

Liberty Mutual  
INNOVATION

中国平安 | 创新  
PING AN VENTURES

ASSURANT  
Assurant Growth Investing

Aflac  
Corporate Ventures

Humana  
Ventures

Allstate  
Ventures

AVIVA  
Ventures

TRANSAMERICA  
VENTURES

# INSURTECH M&A ACTIVITY

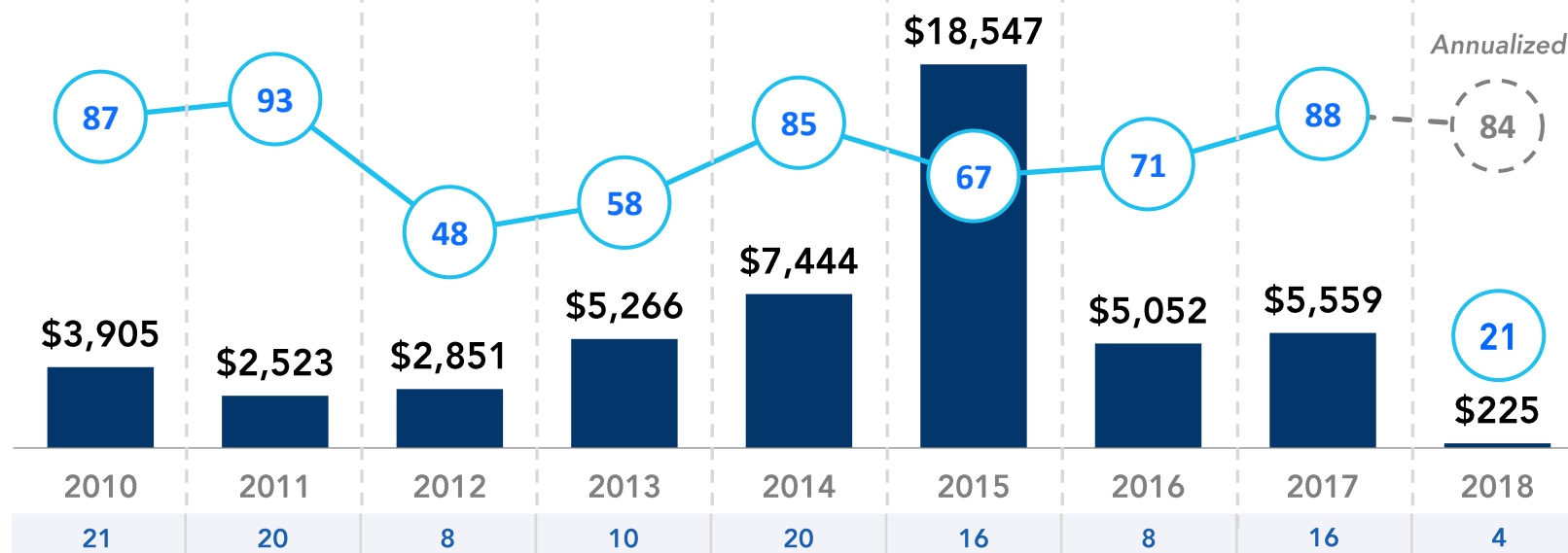


Announced M&A volume is off to a relatively slow start in 2018; however, the number of transactions remains in line with previous years on an annualized basis

— Number of Transactions  
■ M&A Volume

## Selected Large Deals

Acquirer logo on top
























































\$ in millions

Number of M&A deals with Announced \$ amounts

Source: FT Partners Proprietary Transaction Database

# SELECTED STRATEGIC M&A ACTIVITY IN 2018 YEAR-TO-DATE



Announce Date	Target Company	Acquirer(s)	Amount (\$ in mm)	Target Description	Target Country
01/22/18	 maestro health™		\$155	Health Benefit Administration Platform	 USA
01/29/18			38	Online Health Insurance Brokerage	 Spain
01/16/18			20	Online Health Insurance Comparison Site	 USA
01/29/18			12	Online Personal Insurance Brokerage	 France
01/03/18			na	Life Insurance & Pensions Software	 United Kingdom
01/08/18			na	Technology / Consulting / Outsourcing for Life Insurance	 Canada
02/07/18			na	P&C Insurance Software	 USA
03/06/18			na	Insurance Sales & Distribution Software	 Switzerland
01/03/18			na	Personal Lines Specialty MGA	 USA
01/03/18			na	Third-Party Claims Administrator	 USA
01/09/18			na	Digital Driver Assistance Platform	 USA
01/11/18			na	Lead Generation Platform	 USA
02/05/18			na	Peer-to-Peer Insurance Platform	 Denmark
02/21/18			na	Online Provider of Specialty Health Insurance	 USA
02/27/18		Undisclosed Acquirer	na	Claims Management	 USA
03/20/18			na	Employee Benefits Brokerage	 USA
03/21/18			na	P&C Platform Implementation Services	 USA
03/27/18			na	Retirement Plan Administrator	 USA

Source: FT Partners Proprietary Transaction Database

# SELECTED PRIVATE EQUITY BUYOUTS IN 2018 YEAR-TO-DATE



Private equity activity in the InsurTech space remained robust in Q1 2018

Announce Date	Target Company	Acquirer(s)	Amount (\$ in mm)	Target Description	Target Country
01/04/18	 CONNECTURE		na	Health Insurance Distribution Platform	 USA
01/09/18	 RGI		na	Carrier Software & Services Provider	 Italy
02/22/18	 finanzen.de		na	Online Lead Marketplace	 Germany

# FT Partners and InsurTech

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# FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH



## FT Partners' Track Record of Success in InsurTech

### Consumer Protection Plans

**square  
trade**

in its sale to



for a total consideration of

**\$ 1,400,000,000**

### Connected Car Solutions



in its sale to



for total consideration of approximately

**\$ 115,000,000**

### Online Small Business Insurance



in its equity capital raise led by



for total consideration of

**\$ 31,000,000**

### Sales Automation Technology & Platform



in its sale to

**MOELIS CAPITAL PARTNERS**

### Largest Wholesale Brokerage in U.S.



in its growth recapitalization by



NEW MOUNTAIN CAPITAL LLC  
valued at approximately

**\$ 1,300,000,000**

### Auto Finance and Insurance Solutions

**SAFE-GUARD**

in its sale to an  
Affiliate of



### Agency Management / Marketing Technology



in its sale of  
Zywave Insurance  
Solutions  
to



### Life & Annuity Technology Solutions



in its sale to



### Online Personal Lines Insurance Agency



in its financing led by



for total consideration of

**\$ 15,000,000**

### SaaS / Claims for Property & Contents

**enservio**

in its sale to



## FT Partners Advises Goji on its \$15 million Financing

### Transaction Overview

- On November 15, 2017, Goji announced it has raised \$15 million in financing led by Hudson Structured Capital Management Ltd., doing business as HSCM Bermuda
- Founded in 2007 and headquartered in Boston, MA, Goji is the country's leading independent online personal lines insurance agency
  - Goji's data-driven home and automobile insurance platform enables Goji agents to seamlessly match the optimal coverage needs of its preferred buyers with Goji's integrated network of more than a dozen insurance carriers
- HSCM Bermuda was founded in 2015 and invests in reinsurance and insurance-linked assets across all lines of businesses through an array of innovative structures that allow risk transference, including from the life and property/casualty sectors, to the capital markets
- Goji's existing investors include: Thayer Street Partners, a tech-enabled financial- and business services-oriented private investment firm, Matt Coffin's Coffin Capital & Ventures, and Five Elms Capital, a Kansas City-based growth capital investment firm focused on tech-enabled companies

### Significance of Transaction

- The investment allows Goji to benefit from HSCM Bermuda's sophisticated knowledge of insurance and its strong access to the insurance and reinsurance markets
- Additionally, the investment will drive accelerated growth at Goji

### FT Partners' Role

- FT Partners served as a strategic and financial advisor to Goji and its Board of Directors
- This transaction underscores FT Partners' successful track record generating highly favorable outcomes for leading InsurTech companies

### Financial Technology Partners LP FTP Securities LLC

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

# Goji

*in its financing led by*



**HSCM BERMUDA**  
MANAGEMENT COMPANY

*for total consideration of*

# \$15,000,000

FINANCIAL  
TECHNOLOGY  
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## FT Partners Advises Automatic on its \$115 million Sale to SiriusXM

### Overview of Transaction

- On April 27, 2017, Automatic Labs ("Automatic" or the "Company") announced that it has been acquired by SiriusXM ("Sirius") for a purchase price of approximately \$115 million
- Automatic provides a data-driven platform that enables vehicle owners to be safer and drive smarter; The Company's proprietary Automatic Pro and Automatic Lite connected car adapters provide vehicle diagnostic alerts, emergency services, fuel monitoring, access to parking information, vehicle location and much more
  - Automatic also works with insurance carriers to enable usage-based savings and teen driver coaching, and works with automotive dealers to provide tools that help manage their vehicle inventory and customer service relationships
- Headquartered in New York, NY, SiriusXM holds a unique position in the connected vehicle space, offering unparalleled audio entertainment and data services in vehicles from every major carmaker

### Significance of Transaction

- The acquisition deepens and expands SiriusXM's connected vehicle offerings for drivers nationwide and the industry's leading carmakers
  - SiriusXM's position will be further strengthened with data collection and analytical tools that will ultimately enrich key elements of the connected vehicle experience

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Automatic
- This transaction demonstrates FT Partners' continued success advising the highest quality FinTech companies and achieving outstanding results in the Insurance Technology sector

### Financial Technology Partners LP FTP Securities LLC

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



**AUTOMATIC**

*in its sale to*



*for total consideration of approximately*

**\$ 115,000,000**

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TECHNOLOGY  
PARTNERS**

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## FT Partners Advises SquareTrade on its Sale to Allstate for \$1.4 billion

### Overview of Transaction

- On November 28, 2016, SquareTrade announced its \$1.4 billion all-cash strategic sale to the Allstate Corporation
- Headquartered in San Francisco, CA, SquareTrade offers top-rated protection plans trusted by millions of consumers for electronics and appliances
  - SquareTrade's branded products are sold through major retailers
- Allstate is the largest publicly held personal lines property and casualty insurer in America serving more than 16 million households nationwide
- More details available in Allstate's transaction [press release](#) and [investor presentation](#)

### Significance of Transaction

- This transaction expands Allstate's protection offering to consumer electronics, connected devices and appliances
- SquareTrade substantially increases Allstate's customer relationships while providing both strong near-term and long-term growth opportunities

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to SquareTrade and its Board of Directors
- This transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies
- 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

### 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

FINANCIAL  
TECHNOLOGY  
PARTNERS

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## 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*

**OAK  
HC/FT**

*for total consideration of*

**\$ 31,000,000**

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TECHNOLOGY  
PARTNERS**

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



Click pictures to view report

[FT Partners' 260+ 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

# FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH



## Award-Winning Investment Banking Franchise Focused on Superior Client Results

**Institutional Investor**  
Institutional Investor  
Annual Ranking

2017  
2015 - 2016  
2006 - 2008

- Ranked #1 Most Influential Executive on Institutional Investor's FinTech 40 List
- Steve McLaughlin Ranked Top 5 on Institutional Investor's FinTech 35 List
- Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"

**I** The Information

2016

- Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor  
Awards

2015 - 2017

2010 - 2014

2004 - 2007

- Investment Banker of the Year – 2017
- Investment Banking Firm of the Year – 2016
- Cross Border Deal of the Year - 2016
- Dealmaker of the Year – 2015
- Technology Deal of the Year – 2015
- Equity Financing Deal of the Year - 2014
- Professional Services Deal of the Year, Above \$100 mm – 2014
- Dealmaker of the Year – 2012
- Professional Services Deal of the Year, Above \$100 mm – 2012
- Boutique Investment Bank of the Year – 2011
- Deal of the Decade – 2011
- Upper Middle Market Deal of the Year, Above \$500 mm – 2010
- IT Services Deal of the Year, Below \$500 mm – 2010
- Cross-Border Deal of the Year, Below \$500 mm – 2010
- Dealmaker of the Year – Steve McLaughlin – 2007
- Business to Business Services Deal of the Year - 2007
- Computer and Information Technology Deal of the Year, Above \$100 mm – 2007
- Financial Services Deal of the Year, Above \$100 mm – 2007
- Investment Bank of the Year – 2004



Middle Market  
Financing Awards

2006 - 2008

- Equity Financing Dealmaker of the Year – Steve McLaughlin – 2008
- Information Technology Deal of the Year – 2008
- Financial Services Deal of the Year – 2008
- Financing Professional of the Year – Steve McLaughlin – 2006

# FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH



## The FT Partners Senior Banker 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>Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	<b>23</b>
<b>Paul VanderMarck</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Former Chief Product Officer at Risk Management Solutions, a global technology business in the catastrophic risk space</li> <li>25+ years of experience as an InsurTech operating executive</li> <li>Experienced advisor and investor in the InsurTech space</li> </ul>	<b>26</b>
<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 / Hambrecht &amp; Quist</li> <li>20+ years of experience covering FinTech as both an Analyst and Investment Banker</li> </ul>	<b>22</b>
<b>Osman Khan</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Former Managing Director / Head of FIG M&amp;A at Alvarez &amp; Marsal</li> <li>15+ years FIG deal, consulting and assurance experience at PwC</li> <li>40 Under 40 M&amp;A Advisor Award Winner in 2013</li> <li>LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA)</li> </ul>	<b>21</b>
<b>Steve Stout</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Former Global Head of Strategy at First Data</li> <li>Formerly Led J.P. Morgan Payments Investment Banking</li> <li>Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank</li> </ul>	<b>20</b>
<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>Started at FT Partners in 2002</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	<b>16</b>
<b>Timm Schipporeit</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London</li> <li>Formerly a Venture and Growth Investor focused on FinTech at Index Ventures</li> </ul>	<b>15</b>
<b>Andrew McLaughlin</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>20+ years experience executing / implementing financial and operational strategy</li> <li>Formerly with Deloitte Consulting</li> </ul>	<b>12</b>