

**Jonathan Kaufman Joins Sandler O’Neill as Managing Director
Strengthens Firm’s Financial Technology Investment Banking Group**

New York, NY – September 9, 2019 - Sandler O’Neill + Partners, L.P., a full-service investment banking firm specializing in financial services companies, announced that Jonathan Kaufman has joined Sandler O’Neill as a Managing Director in the Investment Banking Group. Mr. Kaufman will provide financial and strategic advisory services to financial technology companies and he will be based in the firm’s San Francisco office.

“We are excited for Jonathan to join our growing financial technology team,” said Jon Doyle, Senior Managing Principal of Sandler O’Neill. “His tremendous experience and strong knowledge of the financial technology industry will benefit our entire firm and all of our clients. We continue to see increased M&A activity in this rapidly growing sector, and through our conversations with clients, we firmly believe this will be an important vertical for our investment banking group.”

Mr. Kaufman has over 15 years of experience advising firms in the technology and financial services sectors. He was previously a Managing Director at Moelis & Company where he focused on financial and strategic advisory in the financial technology sector. Prior to joining Moelis, Mr. Kaufman was a Senior Managing Director at Marlin Associates, and he was also a senior investment banker at Financial Technology Partners. Mr. Kaufman holds a B.A. in Philosophy and Economics from Union College, as well as an M.B.A. from the Darden School of Business at the University of Virginia.

“The financial technology space presents a huge opportunity for our firm,” said Jimmy Dunne, Senior Managing Principal of Sandler O’Neill. “We have had great success advising clients like Blackhawk Network and Financial Engines, and we strongly believe that by expanding and strengthening our team, it will significantly enhance our firm’s capabilities. Financial technology has always been a natural extension of our depository investment banking franchise. As the pace of M&A has picked up in the sector, we recognized the need to bolster our team by bringing in Jonathan. We are looking forward to leveraging his strong relationships and depth of expertise.”

“I couldn’t be more excited about joining such a well-respected firm as Sandler O’Neill,” said Jonathan Kaufman. “At a time when the financial services sector is witnessing significant technological change and disruption, there is an enormous opportunity to help our clients navigate the ever-evolving financial technology landscape.”

Sandler O’Neill has advised on more financial services M&A transactions than any other investment bank every year since 2015. In that timeframe, Sandler O’Neill has advised clients on 270 financial services M&A transactions with an aggregate deal value of approximately \$121 billion.¹ In the financial technology industry, Sandler O’Neill has advised on a number of prominent deals including, Virtu Financial in its acquisition of ITG, Financial Engines on its acquisition by Hellman & Friedman, and Blackhawk Network Holdings on its acquisition by Silver Lake and P2 Capital Partners.

¹ Source: S&P Global Market Intelligence, 1/1/2015 – 9/4/2019. Includes transactions with announced deal values.

About Sandler O’Neill + Partners, L.P.

Sandler O’Neill is a full-service investment banking firm dedicated to providing comprehensive, innovative advisory and transaction execution services to the financial industry. The firm specializes in strategic business planning, mergers and acquisitions, capital markets, mutual to stock conversions, investment portfolio and interest rate risk management, fixed income securities transactions, and mortgage finance restructurings.

Sandler O’Neill also is a market maker in hundreds of financial stocks and publishes equity research focused on selected banks and thrifts, insurance companies, investment banks, asset managers, specialty finance companies, e-finance companies, real estate investment trusts, and financial technology companies. For additional information about the firm, please visit the website at www.sandleroneill.com.

Contact:

Nick Lawler
Director of Communications
Sandler O’Neill + Partners, L.P.
212-466-8071
nlawler@sandleroneill.com