

September 25, 2014

# FINANCIAL TECHNOLOGY PARTNERS Advises Taulia

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



*in its Series D financing, including investment from*

QUESTMARK PARTNERS

BBVA edbi

*for total consideration of approximately*

**\$ 40,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

Financial Technology Partners LP  
FTP Securities LLC  
New York / San Francisco

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# Taulia's \$40mm Financing Led by QuestMark Partners

QUESTMARK PARTNERS

## FT Partners Advises Taulia in its Series D Financing

BBVA edbi

### Transaction Overview and Rationale

#### Overview of Transaction

- On July 22, 2014, Taulia announced a \$27mm Series D financing round led by QuestMark Partners
- On September 25, 2014, Taulia announced an additional \$13mm in funding including investment from BBVA Ventures and EDBI, bringing the round to a total of \$40mm
- Existing investors Matrix Partners, Trinity Ventures, Lakestar and DAG Ventures also participated in the round
- Taulia provides cloud-based invoice, payment, dynamic discounting and supplier finance solutions to corporations and their small business suppliers
- QuestMark Partners ("QuestMark") is an expansion-stage venture capital firm with over \$750mm under management
- BBVA Ventures ("BBVA") is the corporate investing arm of the Spain-based BBVA Group
- EDBI is the corporate investment arm of Singapore's Economic Development Board

#### Significance of Transaction

- Taulia will use the financing to increase its market traction, further its hiring efforts and expand its global presence
- The oversubscribed round brings Taulia's total funding to \$70mm

#### FT Partners' Role

- FT Partners served as exclusive financial advisor to Taulia and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to provide critical advisory services throughout the transaction

### Financial Technology Partners LP FTP Securities LLC

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exclusive role as financial advisor to*



*in its Series D financing, including investment from*

QUESTMARK PARTNERS

BBVA edbi

*for total consideration of approximately*

**\$ 40,000,000**



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FINANCIAL  
TECHNOLOGY  
PARTNERS



# Taulia's \$40mm Financing Led by QuestMark Partners



## Taulia and Investor Overviews

### Taulia Overview

- CEO:** Bertram Meyer
- Headquarters:** San Francisco, CA
- Taulia provides cloud-based invoice, payment, dynamic discounting and supplier finance solutions to corporations and their small business suppliers
    - The Company's SaaS platform and network automate corporations' invoicing and purchase-to-pay processes and maximize supplier discounts
  - Enables organizations to turn invoices into revenue opportunities while strengthening supplier relationships
  - The Company has tripled revenue for two consecutive years and is on pace to exceed that growth in 2014
  - Taulia is headquartered in San Francisco and has offices in London, Düsseldorf, Park City, Austin and Sofia (Bulgaria)

### Selected Clients



### QuestMark Overview

#### QUESTMARK PARTNERS

- QuestMark is an expansion-stage venture capital firm with over \$750mm under management
- Focuses on software / technology, medical devices / healthcare, internet-based businesses and consumer

### BBVA Ventures Overview

#### BBVA

- BBVA Ventures is the corporate venture arm of the Spain-based multinational banking group BBVA
- Invests in disruptive financial services companies, and gains insights to support BBVA's digital transformation

### EDBI Overview



- EDBI is the corporate investment arm of Singapore's Economic Development Board (EDB)
- Focuses include biomedical sciences, information and communication technology and sustainable technology
- Leverages its network and expertise to help portfolio companies grow in Asia



# Taulia's \$40mm Financing Led by QuestMark Partners

QUESTMARK PARTNERS

BBVA edbi

## Selected FT Partners Transactions

**FT Partners has advised on the most prominent transactions in Financial Technology**

Financial Technology Partners LP  
FTP Securities LLC

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



in its cash sale to



for total consideration of

**\$ 1,650,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

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



in its 80% majority sale to




The Only Investment Bank  
Focused Exclusively on Financial Technology

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




The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its role as advisor to



in its lead investment in



with additional participation from





for approximately

**\$ 85,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

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



in its major growth investment by




The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

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



in its cash sale to



for total consideration of approximately

**\$ 369,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its exclusive role as Capital Markets & IPO Advisor to



in its

**\$93,000,000**

**Initial Public Offering**

valuing the equity at approximately

**\$ 453,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its role as exclusive Financial, Strategic and IPO Advisor to



in its

**Initial Public Offering**

valuing the equity at

**A\$480,000,000**



The Only Investment Bank  
Focused Exclusively on Financial Technology





# Taulia's \$40mm Financing Led by QuestMark Partners



## The "M&A Advisor" Selects FT Partners for M&A Industry-Wide Awards

### Awards Overview

- FT Partners consistently receives top honors and recognition from national association:
  - **Dealmaker of the Year** (2007, 2008, 2009 and 2012)
  - **Professional Services Deal of the Year** (2012)
  - **Boutique Investment Bank of the Year** (2011)
  - **Deal of the Decade** (2011)
  - **Middle Market Deal of the Year, Cross-Border Deal of the Year and IT Services Deal of the Year** (2010)
  - **Investment Banking Firm of the Year** (2004 and 2006)
  - **Financing Professional of the Year** (2006)
  - **Product of the Year – IPO Advisory** (2006)
  - **Deals of the Year** (2005, 2006 and 2007)
  
- **2008's top ranked** investment banker named on *Institutional Investors* annual "Online Finance 40" ranking
  - Consecutively ranked for 3 years (2008, 2007, 2006)
  
- Founder and Managing Partner, Steve McLaughlin, lauded **highest honors** as both "Dealmaker of the Year" and "Financing Professional of the Year"
  
- Top award winning Investment Bank collecting **more than 12 separate awards** for outstanding performance and client results
  - FT Partners has received over 75 award nominations across an unprecedented array of categories
  
- FT Partners' "**IPO Advisory**" service – as demonstrated in one of the most successful Payments IPOs in history, VeriFone – received its third industry award in 12 months for Product of the Year
  - Previously recognized in our 2006 Financing Professional of the Year award and 2005 Deal of the Year



**Boutique Investment Bank of the Year  
Deal of the Decade**

### Selected Transactions:

- **\$1.65 billion** Sale of Mercury to Vantiv
- **\$480 million** Sale & IPO of OzForex
- **\$238 million** Capital raise for SquareTrade
- **\$200 million** Financing for Network Merchants Inc
- **\$145 million** Sale of EDC to Cardtronics
- **\$50 million** Minority investment in YapStone led by Accel Partners
- 60% Strategic growth investment for Mercury Payment Systems by Silver Lake
- **\$370 million** Sale of Custom House to Western Union
- **\$525 million** Sale of Lynk to Royal Bank of Scotland
- **\$680 million** Sale of ATD to Citigroup
- **\$325 million** Cash sale of Verus Financial Management to Sage Group PLC
- **\$245 million** Cash sale of Corillian Corp to CheckFree