October 27, 2015

# FINANCIAL TECHNOLOGY PARTNERS FTP Securities LLC

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



in its \$25,000,000 Series C minority financing from



**Financial Technology Partners** 

555 Mission St., 23rd Floor

San Francisco, CA 94105











#### Courtesy of:



The Only Investment Bank Focused Exclusively on Financial Technology

www.ftpartners.com



Steve McLaughlin
Managing Partner
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### **FT Partners Advises Marqeta**

#### Transaction Overview and Rationale

#### **Overview of Transaction**

- On October 27, 2015, Marqeta announced a \$25mm Series C minority equity financing round
- New investors include IA Capital, Commerz Ventures and Max Levchin, CEO and Co-Founder of Affirm
- Existing investors 83North (formerly, Greylock Partners IL),
   Granite Ventures and Commerce Ventures also participated in the round
- New round brings the total investment in Marqeta to \$46mm
- The Company focuses on providing leading payments processing / issuing solutions for some of the most innovative commerce startups and disruptors

#### Significance of Transaction

- Investment enables Marqeta to expand its market reach in the US and further invest in its Open API platform
- Marqeta also plans to begin international expansion throughout North America and Europe in 2016

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Margeta and its Board of Directors
- FT Partners leveraged its extensive market knowledge and broad relationships across the financial technology landscape to achieve an outstanding outcome for Marqeta
- Transaction demonstrates FT Partners' continued success achieving highly successful transactions in the payments space

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\$ 25,000,000



The Only Investment Bank Focused Exclusively on Financial Technology



## **MARQETA**

## Marqeta Raises \$25 Million in Series C Financing

### **Marqeta – Business Overview**

#### **Business Overview**

| CEO           | Jason Gardner  |
|---------------|----------------|
| CRO           | Omri Dahan     |
| Founded:      | 2010           |
| Headquarters: | Emeryville, CA |

- Leading issuer processor which has re-engineered how payment cards, virtual cards and mobile wallets are developed and deployed
- Leveraging an internally developed, open API issuer processor platform
  - Built to enable flexibility, scalability and performance
  - Integrates with Visa, MasterCard and Discover
- Platform enables clients to build, issue and deploy innovative payment, finance and commerce solutions with enormous control over what, where, and how purchases are authorized
  - Simplifies making payments, receiving payments, rewarding customers and creating more efficient business processes
- Marqeta serves some of the world's leading financial services, e-commerce, retail and social media brands

#### **Selected Clients**













#### **Features and Functionalities**

### Virtual and Physical Cards:

API supports both virtual and physical cards

## Reloadable and Single-Load Cards:

Reloadable cards registered to a single user; single load cards don't require registration

#### Flexible Spending Controls:

Restrict payments by merchant, merchant category, dollar amount, time, uses, etc.

#### **Multiple Funding Sources:**

Range of funding sources including ACH, direct deposit, credit / debit cards and peer-topeer transfers

#### Just-In-Time Funding:

Automatically transfers funds from an account to a card whenever a transaction happens

#### Auto-Reload:

Automatically fund a card whenever it falls below a defined threshold

#### **Real-Time Data:**

Ability to gather and use actual user data; includes full suite of real-time event notifications

#### **Open-Loop / Closed-Loop:**

Support for both open-loop and closed-loop payments – and on a single card

#### Loyalty & Rewards:

Custom added value, merchant funded rewards enabled

#### Spend and Earn:

Makes it easier to build customer loyalty by eliminating separate rewards cards



## **MARQETA**

## Marqeta Raises \$25 Million in Series C Financing

### Marqeta – Payments Platform Overview

The Marqeta platform was created to make it easy for clients to develop and deploy innovative payments

solutions



The Marqeta Issuer Processor Payments Platform

- ✓ Fully documented
- ✓ Open API
- ✓ Proprietary; built internally from the ground up

- √ No legacy infrastructure
- ✓ Enables flexibility, scalability and performance
- ✓ Designed to help clients innovate





### Margeta – Selected Case Studies

#### **Margeta Client Case Studies**









#### **Speed Access to Capital for Small** Businesses

- Kabbage makes it easier for small businesses to get the working capital they need
- Kabbage collaborated with Margeta to develop its Kabbage Card. which enables customers to use their loan funds at the point of sale
- Funds accessed with a single swipe to pay for business expenses

#### **Building a Rewards** Platform for Consumers

- Perk has built a platform to reward consumers with "Perk Points" for various online and mobile activities
- Margeta enables Perk to give its members a prepaid, reloadable Perk payment card
- Perk issues rewards directly to the cards creating a seamless rewards experience

#### **Payment** Solution for **Teachers**

- ClassWallet is an endto-end digital prepaid solution for teachers and schools
- ClassWallet used the Margeta Platform to create a solution that can be customized to the exact requirements of a school
- Solution uses Margeta's Just In Time Funding API

#### **Helping Kids and Families** Spend Safely

- Oink is an ecommerce solution that enables kids to manage and spend money online within parental controls
- Oink and Margeta worked together to create a physical card that works in much the same way as Oink's online product
- Solution uses Margeta's Dynamic Authorization technology





### **IA Capital Overview**

#### Overview





Robert Lichten Co-Chairman

Andrew Lerner

Managing Partner



Frederick Hammer Co-Chairman



Brett Baris
Partner

### Location(s)

New York, NY

#### **About**

- Founded in 1992 as a venture / growth equity investor dedicated to making investments in technology-enabled financial and business services companies
- Does not raise traditional funds, but raises one-off investment vehicles from long-standing LPs for each transaction
- Prefers to take the lead position in Series B / C / D financings with significant minority ownership stakes
- Portfolio companies do not need to be currently profitable, but are required to show a path to profitability
- Likes to take a board seat in portfolio companies and partner with strong management teams

#### **Investment Preferences**

#### **Investment Criteria**

Fund Size: na

Fund Raised: na

Investment Range: <\$5 mm

Revenue: na

EBITDA: na

#### General Preferences (1)

Control: Minority

Geography: U.S., Canada

Transaction Type: Venture, Growth

Industry Focus:

Business / Financial
Services. Financial

Technology

#### **Select Recent Investments / Exits**

#### FinTech / Financial Services Investments (2)

| Date  | Company                                     | Deal<br>Amt. <sup>(3)</sup> | Board Rep.                   | Sector  |
|-------|---|-----------------------------|------------------------------|---------|
| 10/15 | Marqeta (Series C)                          | \$25                        | Andrew Lerner                | Pymts   |
| 05/15 | Credit Sesame (Series D)                    | 16                          | Andrew Lerner                | Bnkg    |
| 10/13 | Financelt (Series C)                        | 13                          | Alex Maffeo                  | HCIT    |
| 02/13 | Rev Worldwide (Series C)                    | na                          | na                           | Pymts   |
| 08/11 | Ceannate (Series B)                         | 9                           | Brett Baris                  | Bnkg    |
| 08/11 | Financial Mnaagement<br>Systems (PE Growth) | na                          | na                           | FMS     |
| 10/09 | Bolt Solutions (Series D)                   | 17                          | Robert Lichten               | Ins     |
| 08/08 | 08 Accruit (Later-Stage VC) na              |                             | Brett Baris                  | FMS     |
| 06/08 | <b>Higher One</b> (Lightyear Capital)*      | 11                          | na                           | Pymts   |
| 04/08 | HedgeCo (Early-Stage VC)                    | 3                           | Andrew Lerner<br>Alex Maffeo | CapMkts |
| 01/08 | TIO Networks (PIPE)                         | na Brett Baris              |                              | Pymts   |
| 11/07 | U.S. Fiduciary (PE<br>Growth)*              | 9                           | Frederick<br>Hammer          | CapMkts |
| 05/07 | E-Duction (Series B)                        | 8                           | na                           | Pymts   |
| 01/05 | Planet Payment (Later-<br>Stage VC)         | na                          | na                           | Pymts   |
| 11/03 | RedVision (Series A)                        | na                          | na                           | Bnkg    |
| 12/01 | XSPAND (Bear Stearns)*                      | 3 na                        |                              | FMS     |
| 09/01 | SafeRent (CoreLogic)*                       | 13                          | na                           | Bnkg    |



- Italics indicate preferred control / geography.
- \* denotes M&A exit: \*\* denotes IPO exit.
- Deal Amount in mm.



#### **CommerzVentures Overview**

#### Overview

## **COMMERZ VENTURES**

Commerzbank Group



Stefan Tirtey Managing Partner

Heiko Schwender

Senior Investment



Patrick Meisberger Managing Director



Paul Morgenthaler Senior Investment Manager

#### **Investment Preferences**

#### **Investment Criteria**

**Fund Size:** €200 mm Fund Raised: 2015

**Investment Range:** €2-10 mm

EBITDA:

Revenue:

#### **Select Recent Investments / Exits**

#### FinTech / Financial Services Investments (2)

| Date  | Company                | Deal<br>Amt. <sup>(3)</sup> | Board Rep.            | Sector  |
|-------|------------------------|-----------------------------|-----------------------|---------|
| 10/15 | Marqeta (Series C)     | \$25                        | na                    | Pymts   |
| 07/15 | iwoca (Series B)       | 20                          | Patrick<br>Meisberger | Bnkg    |
| 04/15 | eToro (Later-Stage VC) | 39                          | Stefan Tirtey         | CapMkts |

#### Location(s)

Frankfurt, Germany

Manager

#### **About**

- Founded in October 2014 as the corporate venture arm of CommerzBank, a global banking and financial services institution
- Invests independently from CommerzBank, without requisition for strategic angles
- Primarily invests in European financial services companies, but will also invest in U.S. and Israeli enterprises looking to expand into Europe
- Offers guidance to portfolio companies by providing access to CommerzBank's worldwide network and financial services sector expertise

#### General Preferences (1)

Control: Minority

Geography: Europe, Israel, U.S.

na

na

Venture, Growth **Transaction Type:** 

Financial Technology **Industry Focus:** 

■ Seeks to participate in Series B and C financings, but will not lead the transaction

FINANCIAL TECHNOLOGY PARTNERS

- Italics indicate preferred control / geography.
- \* denotes M&A exit: \*\* denotes IPO exit.
- Deal Amount in mm.

#### Other Notable Technology Investments<sup>2</sup>

| Date  | Company | Deal Amt. <sup>3</sup> | Board Rep. | Sector |
|-------|---------|------------------------|------------|--------|
| na na | na      | na                     | na         | na     |



#### 83North Overview

#### Overview

## 83NORTH



Laurel Bowden Partner



Arnon Dinur Partner



Yoram Snir Partner

#### Location(s)

Herzliya, Israel (HQ)

London, UK

#### **About**

- 83North, formerly known as Greylock IL, has more than \$550 mm in capital under management across three funds
- Invests across all stages of consumer and enterprise companies
- Takes an active approach to supporting portfolio companies by working side-by-side with management teams, especially in early stage companies
- Specific domains of expertise include data centers, cloud technologies, software, marketplaces, consumer services and financial technology

#### **Investment Preferences**

#### **Investment Criteria**

**Fund Size:** \$200 mm Fund Raised: 2015 **Investment Range:** \$0.1-15 mm Revenue: na EBITDA:

na

#### General Preference (1)

Control: Minority

Europe, Israel Geography:

**Transaction Type:** Venture, Growth

**Industry Focus:** Data Centers, IT. Financial Technology,

> Financial Services, MarketPlace, e-Commerce, Consumer Services. Media, Games, AdTech, Semiconductors. Communications, Cleantech, SaaS, Cloud, Mobile

#### **Select Recent Investments / Exits**

#### FinTech / Financial Services Investments (2)

| Date  | Company                             | Deal<br>Amt. <sup>(3)</sup> | Board Rep.                | Sector |
|-------|-------------------------------------|-----------------------------|---------------------------|--------|
| 10/15 | Marqeta (Series C)                  | \$25                        | Arnon Dinur               | Pymts  |
| 08/15 | iZettle (Series D)                  | 67                          | Laurel Bowden             | Pymts  |
| 01/15 | BlueVine (Series B)                 | 19                          | Laurel Bowden             | Bnkg   |
| 06/14 | Ebury Partners (Early-<br>Stage VC) | 30                          | Laurel Bowden             | Pymts  |
| 03/14 | Payoneer (Series D)                 | 25                          | na                        | Pymts  |
| 05/12 | Simplificare (Series A)             | 8                           | Tilli Kalisky-<br>Bannett | HCIT   |
| 02/11 | Wonga (Series C)                    | 118                         | Laurel Bowden             | Bnkg   |

#### Other Notable Technology Investments (2)

| Date  | Company                              | Deal<br>Amt. <sup>(3)</sup> | Board Rep.    | Sector        |
|-------|--------------------------------------|-----------------------------|---------------|---------------|
| 10/15 | Logz.io (Series A)                   | \$8                         | Erez Ofer     | Data          |
| 09/15 | Workable (Series B)                  | 27                          | Laurel Bowden | Online        |
| 08/15 | Velostrata (Series A)                | 14                          | Yoram Snir    | Cloud         |
| 07/15 | Mirakl (Series B)                    | 20                          | Laurel Bowden | E-Comm        |
| 04/15 | Via Transportation<br>(Series B)     | 27                          | Arnon Dinur   | Online        |
| 03/15 | Playbuzz (Series B)                  | 16                          | Arnon Dinur   | Online        |
| 03/15 | Pelucid (Series A)                   | 3                           | Laurel Bowden | Software      |
| 02/15 | Wandera (Early-Stage VC)             | 15                          | Erez Ofer     | Cloud         |
| 12/14 | Panoramic Power (Early-<br>Stage VC) | 7                           | Erez Ofer     | Software<br>8 |



Source: Capital IQ, PtichBook.

- Italics indicate preferred control / geography.
- \* denotes M&A exit: \*\* denotes IPO exit.
- Deal Amount in mm.



\$0.5-10 mm

#### **Granite Ventures Overview**

#### Overview





Chris Hollenbeck Co-Founder & Managing Director





Standish O'Grady Co-Founder & Managing Director



**Eric Zimits** Managing Director

#### **Investment Preferences**

#### **Investment Criteria**

**Investment Range:** 

**Fund Size:** \$350 mm

Fund Raised: 2005

Revenue: na

EBITDA: na

#### General Preferences (1)

Control: Minority

U.S. Geography:

**Transaction Type:** Seed. Venture.

Growth

**Industry Focus:** Cloud Infrastructure & Applications, Mobile,

Internet

#### **Select Recent Investments / Exits**

#### FinTech / Financial Services Investments (2)

| Date  | Company                               | Deal Amt. <sup>3</sup> | Board Rep.                      | Secto |
|-------|---------------------------------------|------------------------|---------------------------------|-------|
| 10/15 | Marqeta (Series C)                    | \$25                   | Chris McKay                     | Pymts |
| 01/15 | BlockCypher (Seed)                    | 3                      | na                              | Pymts |
| 05/14 | Anaplan (Series D)                    | 100                    | Standish O'Grady<br>Chris McKay | FMS   |
| 10/12 | Rewarder (Series A)                   | 7                      | Chris Hollenbeck                | Pymts |
| 06/08 | Oversight Systems<br>(Early-Stage VC) | 19                     | Chris Hollenbeck                | FMS   |
| 06/08 | Arcot Systems (CA<br>Technologies)*   | 23                     | Chris McKay                     | Bnkg  |
| 06/08 | PSS Systems (IBM)*                    | 18                     | Chris McKay                     | FMS   |
| 07/06 | Movaris (Trintech Group)*             | 6                      | Chris Hollenbeck                | Bnkg  |

### **About**

Location(s)

San Francisco, CA

- Originally established in 1992 as he venture capital arm of Hambrecht & Quist, having spun off into an independent firm
- Manages over \$1bn in total assets and has invested in over 90 companies since inception
- Primarily focuses on seed and Series A / B investments in companies in pre-revenue and early revenue stages of development, but has the ability to participate in larger followon rounds of funding
- Prefers to lead every round of investment and likes to take board seats
- Traditionally invests in the U.S., but will opportunistically consider non-U.S. based companies

#### Other Technology Investments (2)

| Date  | Company                         | Deal<br>Amt. <sup>(3)</sup> | Board Rep.       | Sector   |
|-------|---------------------------------|-----------------------------|------------------|----------|
| 09/15 | Mechio (Series A)               | \$9                         | na               | IT       |
| 06/15 | HireVue (Series E)              | 45                          | Chris Hollenbeck | Online   |
| 03/15 | HytTrust (Series D)             | 33                          | Standish O'Grady | Security |
| 03/15 | Agilence (Later-Stage VC)       | 4                           | na               | Software |
| 01/15 | Fastback Networks<br>(Series C) | 15                          | Eric Zimits      | IT       |
| 11/14 | Bunchball (Later-<br>Stage VC)  | 16                          | Chris Hollenbeck | Software |
| 10/14 | Sense Enterprise (Seed)         | 1                           | na               | Cloud    |
| 08/14 | Hobo Labs (Series A)            | 4                           | na               | Gaming   |



Source: Capital IQ, PtichBook.

- Italics indicate preferred control / geography.
- \* denotes M&A exit: \*\* denotes IPO exit.
- Deal Amount in mm.



#### **Commerce Ventures Overview**

#### Overview





Dan Rosen
Founder & General
Partner



Chip Kahn
Entrepreneur in
Residence

#### **Investment Preferences**

#### **Investment Criteria**

Fund Size: \$20 mm

Fund Raised: 2014

Investment Range: na

Revenue: na

EBITDA: na

#### Location(s)

■ San Francisco, CA

#### **About**

- Founded in 2012, Commerce Ventures is a venture capital firm focusing on investments in the mobile, retail, payments and digital marketing industries
- Firm's strategy is typically to not lead investment rounds, but instead participate alongside other VCs, seed funds and strategic corporations
- Commerce Venture likes to invest in companies that have recruited a core team, developed a flagship product and demonstrated an early product-market fit
- Firm primarily invests in product-stage start-ups and adds value through a network of strategic relationships from current / past portfolio companies and industry connections of the Firm's investment professionals

#### General Preferences (1)

Control: Minority

Geography: California

**Transaction Type:** Seed, Venture

**Industry Focus:** Payments, Mobile,

SaaS

#### **Select Recent Investments / Exits**

#### FinTech / Financial Services Investments (2)

| Date  | Company                   | Deal<br>Amt. <sup>(3)</sup> | Board Rep. | Sector  |
|-------|---------------------------|-----------------------------|------------|---------|
| 10/15 | Marqeta (Series C)        | \$25                        | na         | Pymts   |
| 10/15 | blooom (Series A)         | 4                           | na         | CapMkts |
| 04/15 | RetailNext (Series E)     | 125                         | na         | Pymts   |
| 03/15 | InAuth (Series A)         | 23                          | na         | Pymts   |
| 02/15 | Bill.com (Later-Stage VC) | 50                          | na         | Pymts   |
| 10/14 | Bitnet (Series A)         | 15                          | na         | Pymts   |
| 06/14 | MX (Later-Stage VC)       | 5                           | na         | FMS     |
| 12/13 | Snapsheet (Series B)      | 10                          | na         | Ins     |
| 04/13 | SavingStar (Series D)     | 9                           | na         | Pymts   |

#### Other Notable Technology Investments(2)

| Date  | Company                       | Deal<br>Amt. <sup>(3)</sup> | Board Rep. | Sector   |
|-------|-------------------------------|-----------------------------|------------|----------|
| 09/15 | ShopTalk (Early-Stage VC)     | \$3                         | Dan Rosen  | E-Comm   |
| 08/15 | Narvar (Series A)             | 10                          | Dan Rosen  | Software |
| 05/15 | Shift Messenger (Seed)        | 2                           | na         | Mobile   |
| 05/15 | SessionM (Series C)           | 12                          | na         | E-Comm   |
| 03/15 | Cylindo (Early-Stage VC)      | 1                           | na         | Software |
| 11/14 | Boomtown (Later-<br>Stage VC) | 3                           | na         | IT       |
| 06/14 | BetterDoctor (Series A)       | 10                          | na         | Online   |
| 04/14 | ChatID (Series A)             | 6                           | na         | Mobile   |



Source: Capital IQ, PtichBook.

- Italics indicate preferred control / geography.
- ) \* denotes M&A exit: \*\* denotes IPO exit.
- (3) Deal Amount in mm.

### FT Partners is the Leader in Financial Technology Investment Banking







































### **Consistent Record of Representing Leading Private Equity Investors**











































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Pamlico





AustinVentures





NEW MOUNTAIN CAPITAL LLC













**HIGHLAND** 

























**Hudson Ventures** 















VENTURES









TENGELMANN ventures









































### **Award-Winning Investment Banking Franchise**

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** 

2014

2012

2011

2010

2007

- **■** Equity Financing Deal of the Year
- Professional Services Deal of the Year, Above \$100mm

Dealmaker of the Year

- Professional Services Deal of the Year, Above \$100 mm
- Boutique Investment Bank of the Year
- Deal of the Decade
  - 10 Deal of the Year Nominations Across 9 Categories
  - 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
  - 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

Institutional **Institutional Investor Annual Ranking** 

2006-2008

■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology



2008

2006

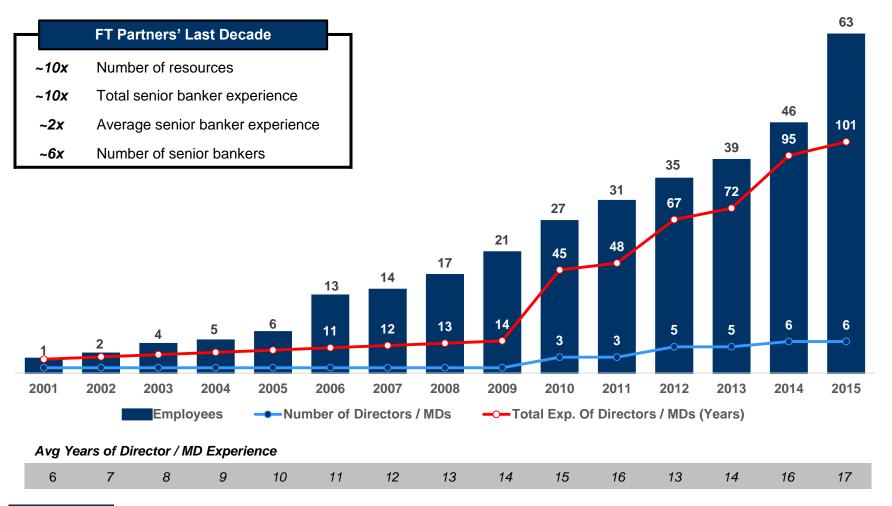
- Equity Financing Dealmaker of the Year Steve McLaughlin
- Information Technology Deal of the Year
- Financial Services Deal of the Year

- Financing Professional of the Year Steve McLaughlin
- Financing Deal of the Year Equity
- Financing Deal of the Year Debt





#### Platform of Choice for Clients and Bankers Alike





### **The FT Partners Senior Banking Team**

| Name / Position   | Prior Background                     | Experience / Education   | Years of Experience |
|---|--------------------------------------|--|---------------------|
| Steve McLaughlin Founder, CEO and Managing Partner                    | Goldman<br>Sachs                     | <ul> <li>Formerly with Goldman, Sachs &amp; Co. in New York and San Francisco from 1995-2002</li> <li>Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul> | 20                  |
| Larry Furlong  Managing Director                                      | Goldman<br>Sachs                     | <ul> <li>Formerly with Goldman, Sachs &amp; Co. in New York, London and Los Angeles beginning in 1995</li> <li>Wharton M.B.A.</li> </ul>   | 20                  |
| Greg Smith  Managing Director   | Merrill Lynch J.P.Morgan sterne agee | <ul> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee</li> <li>Recent coverage included V, MA, TSS, GPN, HPY, DST, ENV, FISV, FIS &amp; JKHY among others</li> </ul>      | 19                  |
| <b>Tim Wolfe</b> <i>Managing Director</i>                             | Goldman<br>Sachs                     | <ul> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>  | 13                  |
| Andrew McLaughlin  Managing Director, Research & Business Development | Deloitte.                            | <ul> <li>Leads FT Partners' Research and Business Development<br/>Team</li> <li>Formerly with Deloitte Consulting</li> </ul>   | 9                   |

