

February 14, 2018

**FT PARTNERS  
TRANSACTION ANNOUNCEMENT**

**FINANCIAL  
TECHNOLOGY  
PARTNERS**

**The Only Investment Bank  
Focused Exclusively  
on FinTech**

San Francisco • New York • London

**FT Partners is Pleased to Announce its  
Role as Exclusive Strategic and  
Financial Advisor to**



**in its Series B financing with  
participation from**

**COMMERZ VENTURES** 

**&**

**VISA**

**for total consideration of**

**\$14,500,000**

# FT Partners Advises Payworks on its Financing

FT PARTNERS ADVISES

## Payworks' \$14.5 million Series B from Visa and CommerzVentures



### Overview of Transaction

- On January 31, 2018, Payworks closed a \$14.5 million Series B capital raise
- Founded in 2012 and headquartered in Munich, Germany, Payworks is a leading global provider of Point of Sale payment technology
  - Payworks' technology has simplified omnichannel card acceptance through its pre-certified and easily accessible gateway solution
- CommerzVentures is the corporate venture capital fund of Commerzbank Group, that invests in early- and growth-stage companies in the financial services and insurance sectors
- Visa is a global payments technology company processing over \$10 trillion in volume, with expansive operations across over 200 countries and territories

### Significance of Transaction

- The additional capital will drive global growth and scale with focus on R&D and Product teams
- Expanding across offices in Munich, New York, London and Barcelona will enable the company to fulfill the growing demand for its solution amongst its global client base

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Payworks and its Board of Directors
- This transaction underscores FT Partners' successful track record generating highly favorable outcomes for leading Payments companies
- FT partners leveraged its deep industry knowledge, extensive experience, and broad scope of relationships to help achieve a positive result for the Company

### Financial Technology Partners LP FTP Securities LLC

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



*in its Series B financing with participation from*

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*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## Payworks Overview

### Company Overview



<b>CEO:</b>	Christian Deger
<b>Headquarters:</b>	Munich, Germany
<b>Founded:</b>	2012
<b>Employees:</b>	~ 60

- Payworks is revolutionizing the Point of Sale by developing the world's foremost payment gateway technology platform
- Its cloud-based solution serves payment providers utilizing a Software-as-a-Service (SaaS) model
- Payworks has simplified omnichannel card acceptance by offering a white-label, pre-certified and easily accessible gateway solution that enables ISVs, PSPs, ISOs and merchant acquirers to quickly and cost effectively provide an integrated payment acceptance solution to merchants
- Enables international commerce through modern technology which requires just one integration to process transactions globally
- The company also provides a full suite of developer tools and seamless integrations into systems such as loyalty programs and CRMs

### Product and Services Overview

- Pulse is a next generation payment gateway technology for the modern-day Point of Sale.
- Payment providers use Pulse to enable merchants, innovators and developers to easily integrate payment functionality into both stationary and mobile Point of Sale solutions.

### Payworks Pulse Gateway Technology



**White label solution for payment providers**



**Extensive developer tools & APIs for seamless integration**



**Card reader agnostic, supporting major manufacturers**



**Global connectivity to leading Acquirers and Processors**



**Latest card acceptance technology & support for alternative payment schemes**



**Value Added Services – mPOS solution "Accept" and "Engage" shopper analytics**



### Payworks enables ISVs, PSPs & ISOs and Merchant Acquirers to better serve their merchants and enable true omni-channel solutions



ISVs use Pulse to provide global payment services to their merchants as part of their product offering



PSPs / ISOs use Pulse to enable omnichannel payment solutions for their global merchant base



Acquirers use Pulse to launch out of the box payment products for untapped market segments and enable their merchants to pursue true-omnichannel strategies

# FT Partners Advises Payworks on its Financing

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## Payworks Management Team

### Management



**Christian Deger**  
Chief Executive Officer,  
Co-Founder

Christian is CEO and Founder of Payworks, driving the overall vision. He sets the strategic direction of the company and leads the commercial teams to global success. Previously, Christian built PAYRETO in South East Asia.



**David Bellem**  
Chief Technology Officer, Co-  
Founder

David is CTO and Founder of Payworks. He is responsible for developing and setting the technical direction of the company, bringing the core vision to life. Leading the R&D and Product teams, David is driving Payworks' product portfolio to the next level.



**Heike O'Donnell**  
Chief Financial Officer

Heike is CFO of Payworks, leading the Finance, Accounting and Legal teams. She is responsible for managing the company's financial planning and performance. Heike brings extensive Finance experience from previous leadership positions at Schlumberger and Cable & Wireless.

### Investors





## Visa Overview

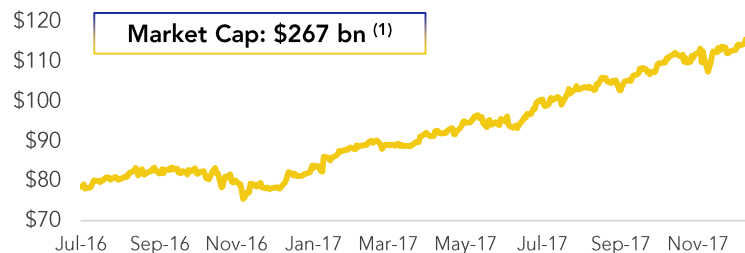
### Company Overview



<b>CEO:</b>	Alfred Kelly Jr.
<b>Headquarters:</b>	Foster City, CA
<b>Founded:</b>	1958
<b>Ticker:</b>	NYSE: V

- Visa Inc. (NYSE: V) is a global payments technology company that connects consumers, businesses, financial institutions and governments in more than 200 countries and territories to electronic payments
- Visa went public in 2008 in one of the largest IPOs in history
- In 2016, Visa and Visa Europe merged, creating a company that enables more than \$6.5 trillion in global payments volume annually, by providing digital payment products, services and processing to 17,000 financial institutions, 40 million merchants, and 2.9 billion Visa accounts worldwide

### Stock Performance (NYSE:V)



### Selected FinTech Investments

Date	Company	Deal Amount (\$ in mm)	Sector
02/18	payworks	\$15	Payments
10/17	billtrust	na	Financial Management Solutions
07/17	MARQETA	25	Payments
06/17	Klarna	na	Payments
09/15	Chain	30	Financial Management Solutions
07/15	stripe	100	Payments
07/14	LoopPay	na	Payments
11/13	yub	12	Payments
05/12	SECURE KEY	30	Payments
01/12	trialpay	40	Payments
04/11	Square	na	Payments
06/09	monitise	13	Banking / Lending Tech

### Key Financial Statistics <sup>(2)</sup>

<b>Total Volume:</b>	\$10.2 trillion
<b>2017 Revenue:</b>	\$18.4 billion
<b>2017 Adj. Net Income:</b>	\$8.3 billion

Source: Company website, Capital IQ, FT Partners' Proprietary Transaction Database

(1) Market Cap as of January 13, 2018.

(2) Visa's fiscal year ends September 30

## CommerzVentures Overview

### Overview

#### COMMERZ VENTURES



**Stefan Tirtey**  
Managing Partner



**Patrick Meisberger**  
Managing Director



**Heiko Schwender**  
Senior Investment Manager



**Paul Morgenthaler**  
Senior Investment Manager

### Locations

- Frankfurt, Germany

### 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
- Seeks to participate in Series B and C financings
- Offers guidance to portfolio companies by providing access to CommerzBank's worldwide network and financial services sector expertise

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	€200mm
<b>Fund Raised:</b>	2015
<b>Investment Range:</b>	€2–10mm
<b>Revenue:</b>	NA
<b>EBITDA:</b>	NA

#### General Preferences <sup>1</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	Europe, Israel, U.S.
<b>Transaction Type:</b>	Venture, Growth
<b>Industry Focus:</b>	Financial Technology

### Selected Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Sector
02/18	payworks Series B	\$15	Payments
12/17	realbest.de Series B	8	Banking / Lending Tech
10/17	mnyway Series A	14	Payments
10/15	MARQETA Series C	25	Payments
01/17	Bankin' Later Stage VC	8	Banking / Lending Tech
11/16	PayKey Series A <small>The Key to Social Banking</small>	6	Payments
10/16	iwoca Series C	60	Banking / Lending Tech
01/16	MAMBU Series B	9	Financial Management Solutions
10/15	GetSafe Early Stage VC	NA	InsurTech
04/15	eToro Later-Stage VC	39	CapMkts / WealthTech

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

3) Deal Amount in mm

2) \* denotes M&A exit; \*\* denotes IPO exit

## Speedinvest Overview

### Overview



**Oliver Holle**  
CEO, Founder



**Daniel Knorr**  
Partner,  
Co-Founder



**Erik Bovee**  
Partner,  
Co-Founder



**Stephan Klestil**  
Partner

### Locations

- Vienna, Austria (HQ)
- San Francisco, CA
- Munich, Germany

### About

- Founded in 2011, Speedinvest is a venture capital firm based in Vienna, Austria
- Seeks to invest in technology start-ups and has a significant interest in FinTech
- Invests up to \$500k in seed financing and up to \$3 mm in follow-on investments
- Prefers to invest in companies that are in Europe, but will look outside the region

### Investment Preferences

#### Investment Criteria

<b>Fund Size:</b>	\$98 mm
<b>Fund Raised:</b>	2015
<b>Investment Range:</b>	< \$3 mm
<b>Revenue:</b>	NA
<b>EBITDA:</b>	NA

#### General Preferences <sup>1</sup>

<b>Control:</b>	Minority
<b>Geography:</b>	Europe
<b>Transaction Type:</b>	Seed, Venture
<b>Industry Focus:</b>	FinTech, InsurTech, DeepTech, ConsumerTech, Marketplaces

### Selected Recent Investments / Exits

#### FinTech / Financial Services Investments <sup>2</sup>

Date	Company	Deal Amt. <sup>3</sup>	Sector
12/17	LOOT Series A	\$3	Banking / Lending Tech
12/17	BILLIE Series A	12	Banking / Lending Tech
07/17	Curve Series A	10	Payments
06/17	ClauseMatch Seed	2	Financial BPO
06/17	FinCompare Early Stage VC	3	Banking / Lending Tech
03/17	cashpresso Early Stage VC	2	Banking / Lending Tech
02/17	Finnest Early Stage VC	1	Banking / Lending Tech
01/17	Fraugster Early Stage VC	5	Payments
09/16	wefox Series A	28	InsurTech
09/16	pleo Seed	3	Payments
09/16	tradico Early-Stage VC	3	Banking / Lending Tech
09/16	payworks Series A	5	Payments
06/16	AMODO Early-Stage VC	1	InsurTech

Source: Company website, PitchBook

1) *Italics indicate preferred control / geography*

2) \* denotes M&A exit; \*\* denotes IPO exit

3) Deal Amount in mm





## FT Partners Overview

- 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

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 Investor's* "FinTech Finance 40"



**THE M&A ADVISOR**

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



# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES



## Ground-Breaking Payments Transactions Pioneered by FT Partners

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p>in its sale to</p> <p>for total consideration of approximately</p> <p><b>\$ 750,000,000</b></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>in its sale to</p> <p>for total consideration of</p> <p><b>\$ 4,500,000,000</b></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>in its minority financing led by</p> <p>with participation from</p> <p>for total consideration of</p> <p><b>\$ 25,000,000</b></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>in its financing, including investment from</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>in its sale to</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Landmark transaction following successful sale of CardConnect to a SPAC only a year earlier</p>	<p>Largest U.S. strategic merchant acquiring acquisition in over the last decade</p>	<p>Significant capital raise for next gen processor serving commerce startups and disruptors</p>	<p>Groundbreaking strategic round for early stage European payments company</p>	<p>First sale of a payments company to an established social media company</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>in its sale to</p> <p>for total cash consideration of approximately</p> <p><b>\$ 370,000,000</b></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>in its majority investment from</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>in its approximately 60% Growth</p> <p>for a value up to</p> <p><b>\$ 900,000,000</b></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>in its sale to</p> <p>for cash consideration of approximately</p> <p><b>\$ 325,000,000</b></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>in its sale to</p> <p>for cash consideration of approximately</p> <p><b>\$ 525,000,000</b></p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>First sale of an "International Payments Specialist" to a pure-play consumer remittance provider</p>	<p>Substantial growth investment in leading payments enablement technology provider</p>	<p>First large-scale transaction for an integrated merchant acquirer</p>	<p>First sale of a U.S. merchant acquirer to an international software company; became Sage Payments</p>	<p>First sale of a U.S. merchant acquirer to a large international financial institution; became Worldpay U.S.</p>

# FT Partners – Focused Exclusively on FinTech

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## FT Partners' Transactions with Visa and Mastercard

FT Partners has advised on numerous transactions that include participation from Visa and Mastercard

Financial Technology Partners LP  
FTP Securities LLC  
is pleased to announce its exclusive role as  
sole strategic and financial advisor to

in its Series B investment with  
participation from

**COMMERZ VENTURES**

&

**VISA**

for total consideration of

**\$ 14,500,000**

**FINANCIAL TECHNOLOGY PARTNERS**

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 minority financing led by

**VISA**

with participation from

**COMMERZ VENTURES**

COMMERCE VENTURES

for total consideration of

**\$ 25,000,000**

**FINANCIAL TECHNOLOGY PARTNERS**

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 Series F minority financing from

**mastercard**

**TEMASEK**

**THIEL**

**\$ 300,000,000**

**FINANCIAL TECHNOLOGY PARTNERS**

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 sale to

**VISA**

for total consideration of

**\$ 300,000,000**

**FINANCIAL TECHNOLOGY PARTNERS**

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 strategic financing from

**VISA**

**FINANCIAL TECHNOLOGY PARTNERS**

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 Series C financing led by

**Premji Invest**

with participation from

**Accel** **MERITECH**

for total consideration of approximately

**\$ 71,000,000**

**FINANCIAL TECHNOLOGY PARTNERS**

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Focused Exclusively on Financial Technology

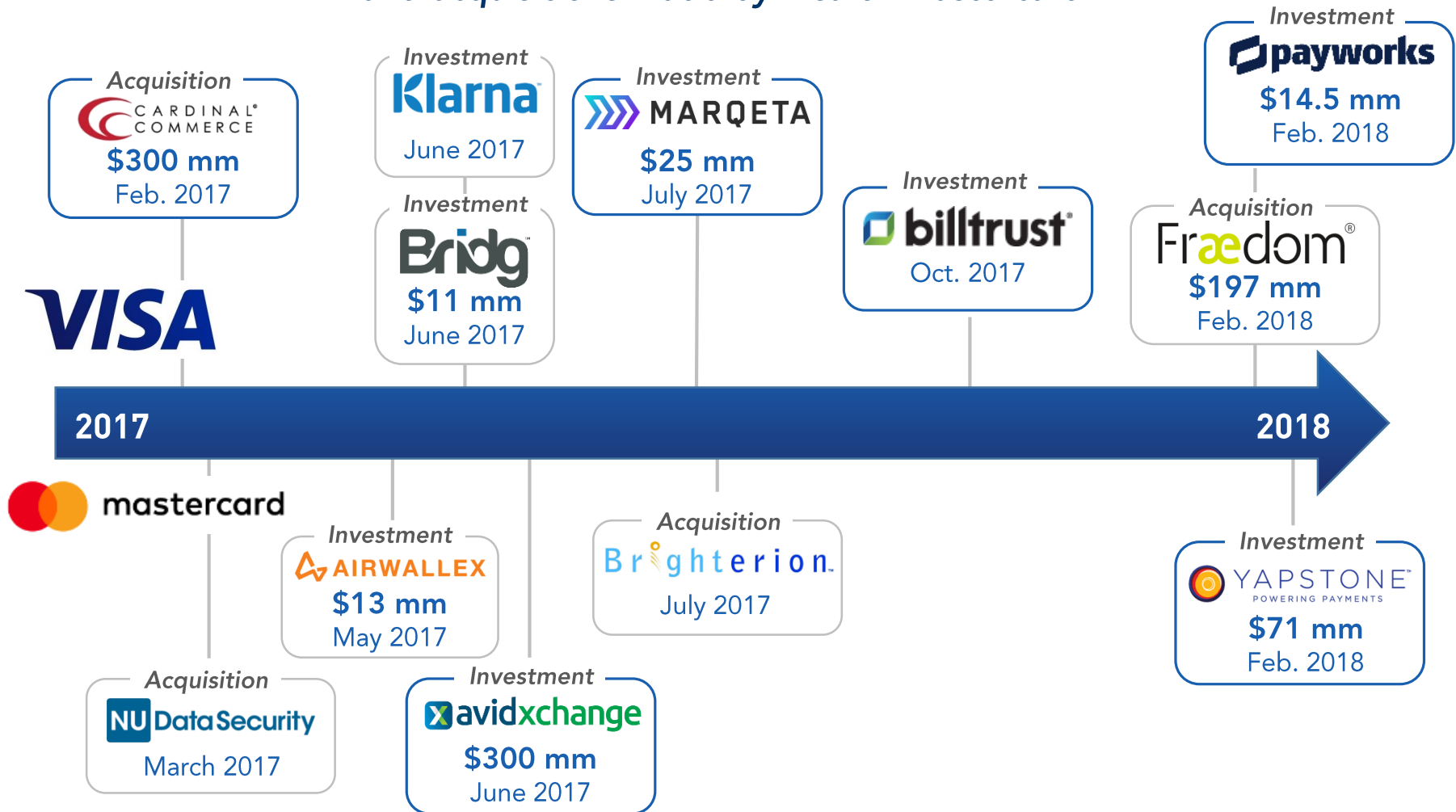
# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES



## Timeline of FT Partners' Transactions with Visa and Mastercard

*FT Partners has represented the target in 6 of the last 12 investments and acquisitions made by Visa or Mastercard*



# FT Partners – Focused Exclusively on FinTech

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## FT Partners Advises AvidXchange in its Series F Financing

### Overview of Transaction

- On June 8, 2017, AvidXchange announced a minority \$300mm Series F financing round
  - Mastercard, CDPO and Temasek co-led the equity round with participation from Thiel Capital
- As part of this financing, Colleen Taylor of Mastercard and Nicolas Westphal of CDPO joined AvidXchange's Board of Directors
- In addition to the equity investment, AvidXchange also announced a strategic partnership with Mastercard to deliver accounts payable and payment automation to midsize businesses; the offering will be marketed as The Mastercard B2B Hub powered by AvidXchange
- AvidXchange is a best-in-class business-to-business payments company that is revolutionizing how companies pay their bills by automating the invoice and payment processes
  - The Company focuses on serving mid-market clients and spans multiple industries including Real Estate, Financial Services, Energy and Construction

### Significance of Transaction

- The transaction will further help AvidXchange expand as the leading independent business-to-business invoice and payment solution provider
- Strategic relationship with Mastercard expected to fuel additional growth in driving forward Avid's existing bank channel
- Firmly positions the Company to continue to grow the core business, invest in infrastructure and product development and pursue opportunistic acquisitions

### FT Partners' Role

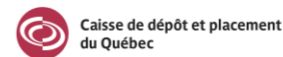
- FT Partners served as exclusive strategic and financial advisor to AvidXchange and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- Transaction demonstrates FT Partners' continued success advising \$100mm+ financings

## Financial Technology Partners LP FTP Securities LLC

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



*in its Series F minority investment from*



**TEMASEK**

**THIEL**

*for total consideration of*

**\$ 300,000,000**



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### Overview of Transaction

- On December 1, 2016, CardinalCommerce announced its strategic sale to Visa in one of the largest payments deals of the year
- Headquartered in Cleveland, Ohio, CardinalCommerce is a pioneer and global leader in enabling authenticated payment transactions in the card-not-present payments industry and is the largest authentication network in the world
- Founded in 1999, CardinalCommerce's products are used globally: across 6 continents (Africa, Asia, Australia, Europe, North America and South America), in more than 200 countries and used with more than 180 different currencies

### Significance of Transaction

- The acquisition will help accelerate the growth of Visa's digital commerce by enabling more secure, seamless payments, through browsers, mobile apps and connected devices
- As Visa plans to integrate tokenization into Visa Checkout over the next 18 months, the addition of CardinalCommerce will allow a more seamless integration of 3-D Secure and delivery of these new fraud mitigation capabilities to merchants

### FT Partners' Role

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

### 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*

# VISA

*for total consideration of approximately*

# \$ 300,000,000



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## FT Partners Advises Marqeta on its Minority Financing

### Overview of Transaction

- On July 26, 2017, Marqeta announced a strategic, minority financing round led by Visa for a total consideration of \$25 million
  - Visa and Marqeta also announced a multi-year, global partnership to drive innovations in commercial and consumer payments
  - Existing investors Commerce Ventures, 83 North, CommerzVentures and Granite Ventures along with new investor CreditEase also participated in the round
- Headquartered in Oakland, CA, Marqeta is the first modern card issuing and core processing platform, powering prepaid, debit and credit cards for the world's top commerce innovators

### Significance of Transaction

- The additional capital will enable Marqeta to continue to fuel its rapid growth and global expansion
- The initial efforts of the Visa partnership will involve growing opportunities for virtual, physical and tokenized payments across a number of commercial markets and use cases that can benefit from Marqeta's developer-friendly platform

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Marqeta and its Board of Directors
- This transaction demonstrates FT Partners' deep domain expertise and transactional excellence in the Payments sector
- FT Partners also advised Marqeta on its Series C \$25 million financing in October 2015

## Financial Technology Partners LP FTP Securities LLC

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



*in its minority financing led by*



*with participation from*



*for total consideration of*

# \$ 25,000,000

FINANCIAL  
TECHNOLOGY  
PARTNERS

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Focused Exclusively on Financial Technology*



## FT Partners Advises Billtrust on its Strategic Financing

### Overview of Transaction

- On October 17, 2017 Billtrust announced a strategic investment from Visa
- Along with the investment, Visa and Billtrust agreed to a strategic partnership which aims to streamline the reconciliation of B2B payments and increase automation of virtual card payments
- Billtrust is the pioneer of payment cycle management, helping clients automate and accelerate their accounts receivable (AR) processes to increase cash flow, improve operational efficiency and increase customer satisfaction

### Significance of Transaction

- Visa and Billtrust are partnering to integrate Visa's Straight Through Processing (STP) capabilities with Billtrust's Virtual Card Capture solution in an effort to automate and streamline the receipt and reconciliation of participating Visa issuers' virtual commercial card payments
- Additionally, the investment will help accelerate Billtrust's growth strategy

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Billtrust and its Board of Directors
  - FT Partners also previously advised Billtrust on its [\\$50 million minority financing from Riverwood Capital](#)
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- Transaction demonstrates FT Partners' continued leadership in the Financial Management Solutions space

### Financial Technology Partners LP FTP Securities LLC

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



*in its strategic financing from*



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners' Awards and Recognition



[Click to view](#)



**The 2017 FinTech Finance 40:  
Ranked #1 - Steve McLaughlin, FT Partners**

### The Information

Name	Title	Company
Ian Smith	Managing Director	Allen & Co.
Steve McLaughlin	Managing Partner	FT Partners
Marshall Roslyn	Vice President	Goldman Sachs
Noah Wintroub	Vice Chairman	JP Morgan
Paul Kwan	Managing Director	Morgan Stanley
Quincy Smith	Partner	Code Advisors

[Click to view](#)

### The Information's "Silicon Valley's Most Popular Dealmakers" (2016)

- Ranked as the #2 top Technology Investment Banker by The Information subscribers
- Only FinTech focused investment banking firm and banker on the list



### M&A Advisor Awards

- Investment Banker of the Year (2017) – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Investment Banking Firm of the Year (2016) – FT Partners

# FT Partners – Focused Exclusively on FinTech


FT PARTNERS ADVISES

## 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"

 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

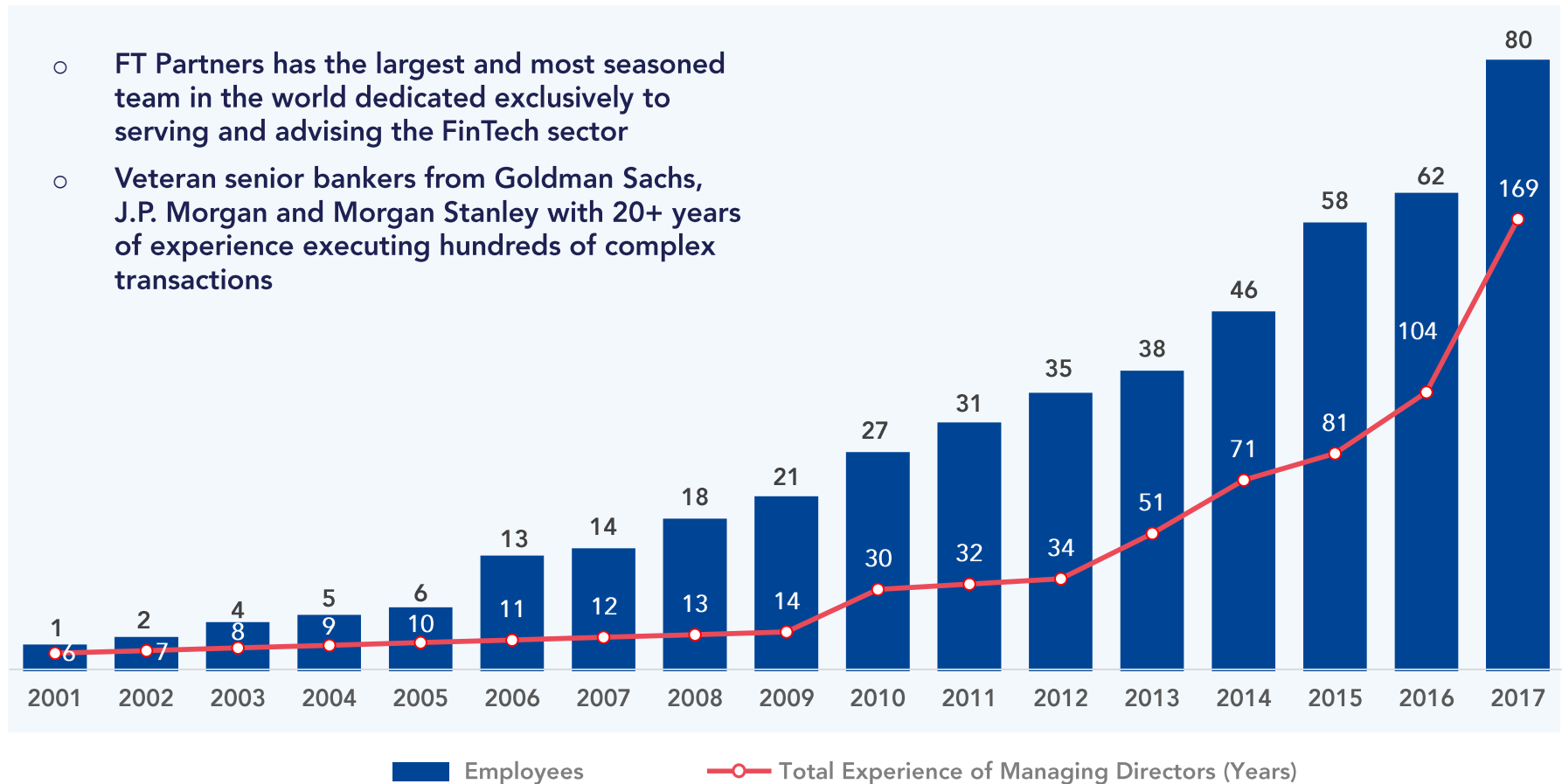
# FT Partners – Focused Exclusively on FinTech

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## Platform of Choice for Clients and Bankers Alike

- FT Partners has the largest and most seasoned team in the world dedicated exclusively to serving and advising the FinTech sector
- Veteran senior bankers from Goldman Sachs, J.P. Morgan and Morgan Stanley with 20+ years of experience executing hundreds of complex transactions



Average Experience of Managing Directors (Years)





## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<p><b>Steve McLaughlin</b>  <i>Founder, CEO and Managing Partner</i></p>		<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>	<p><b>23</b></p>
<p><b>Greg Smith</b>  <i>Managing Director</i></p>		<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>	<p><b>22</b></p>
<p><b>Osman Khan</b>  <i>Managing Director</i></p>		<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>	<p><b>21</b></p>
<p><b>Steve Stout</b>  <i>Managing Director</i></p>		<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>	<p><b>20</b></p>
<p><b>Tim Wolfe</b>  <i>Managing Director</i></p>		<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>	<p><b>16</b></p>
<p><b>Timm Schipporeit</b>  <i>Managing Director</i></p>		<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>	<p><b>15</b></p>
<p><b>Andrew McLaughlin</b>  <i>Managing Director</i></p>		<ul style="list-style-type: none"> <li>20+ years experience executing / implementing financial and operational strategy</li> <li>Formerly with Deloitte Consulting</li> </ul>	<p><b>12</b></p>