

October 31, 2017

**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  
Exclusive Role as Sole Strategic and  
Financial Advisor to**



**in its Series D financing led by**



**for total consideration of up to**

**\$115,000,000**



## Remitly's \$115 million Series D Financing

### Overview of Transaction

- On October 31, 2017, Remitly announced it has agreed to raise up to \$115 million in Series D financing led by Naspers's FinTech investment division PayU, a global online payment service provider
  - Existing investors, Stripes Group, DFJ and DN Capital will also participate in the round
  - Laurent le Moal, PayU CEO, will join Remitly's board of directors following the investment
- Remitly is the largest independent digital remittance company in North America, transferring nearly \$4 billion in annualized volume
- Naspers is a global internet and entertainment group and one of the largest technology investors in the world, with investments in Tencent and Flipkart, among others
  - PayU is focused on empowering people through financial services supporting over 300,000 merchants and millions of consumers making online payments

### Significance of Transaction

- PayU's heritage in local payments in growth markets along with its focus on providing access to products that meet local needs will assist Remitly in further expanding its global footprint

### FT Partners' Role

- FT Partners served as the exclusive strategic and financial advisor to Remitly on this transaction
- FT Partners also previously advised Remitly on its [\\$38.5 million Series C financing](#)
- This transaction further supports FT Partners' continued success advising leading companies in the Money Transfer / International Payments space

### Financial Technology Partners LP FTP Securities LLC

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



*in its Series D financing led by*



*for total consideration of up to*

# \$115,000,000



*The Only Investment Bank  
Focused Exclusively on Financial Technology*



## Remitly Overview

### Company Overview



Headquarters:	Seattle, WA
Founded:	2011
Employees:	300

- Remitly provides consumer-centric, mobile money transfer services for the U.S., Canada and the U.K. to the Philippines, India, Mexico and seven other countries
- The Company processes more than 400,000 transactions per month and is sending nearly \$4 billion annually
- Based on volume and number of transactions, Remitly is the largest independent digital remittance company in North America and the fastest growing globally
- Remitly has built a unique, end-to-end, full stack remittance company (compliance, fraud, disbursement partners, etc.) focused on the largest corridors around the globe

### Management Team



**Matt Oppenheimer**  
Co-founder & CEO



**Josh Hug**  
Co-founder & COO



**Krish Srinivasan**  
CFO

### Product and Services Overview

Send money from / to the following countries:

USA	Mexico	Nicaragua
Canada	India	Ecuador
U.K.	Philippines	El Salvador
	Columbia	Guatemala
	Honduras	Peru

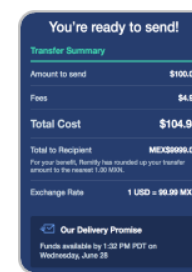


- **Mobile First:** Among the highest rated mobile apps in the category
- **Low Fees:** Transparent and fair fees and foreign exchange
- **Risk Management:** Industry leading fraud, compliance and risk systems contributing to the lowest fraud loss rate
- **Timely:** Only payment specialist to offer exact delivery **day and time**
- **Compliance:** Licensed money transmitter in 49 states
- **Network:** Strong relationships with top tier U.S. and global banks; proprietary cash out network (20,000 locations) and ability to do instant deposits
- **Operations:** Scalable 24/7 support in English and Spanish
- **Marketing:** Data driven with strong LTV / CAC ratio and efficiency

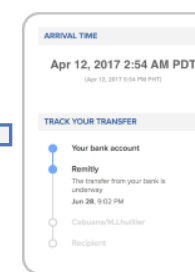
#### Mobile App



#### Send / Receive



#### Track Transfers





## Remitly By the Numbers



**2011**  
Year  
Founded

**300**  
Employees

**4**  
Locations  
Seattle, London, Manila,  
Nicaragua

**3**  
Countries to send  
money from

USA



Canada



U.K.



**10**  
Countries to send  
money to



Mexico



Nicaragua



India



Ecuador



Philippines



El Salvador



Columbia



Guatemala



Honduras



Peru

**40,000**  
Bank and cash  
payout partners

**\$4 billion**  
Global annual  
remittance volume

### Selected Financing History

Date	Amount (\$ mm)	Type	Investor(s)
04/26/16	\$39	Series C	Led By: STRIPES GROUP DFJ; DN Capital; Bezos Expeditions; IFC; Vulcan Capital; Trilogy Equity Partners
03/19/15	13	Series B	Led By: DFJ DN Capital; QED Investors; Trilogy Equity Partners
01/06/14	6	Series A	Led By: QED INVESTORS Trilogy Equity Partners; Founder's Co-op; TomorrowVentures; Bezos Expeditions
04/01/12	5	Seed	Led By: Founders' Co-op. TRILOGY Bezos Expeditions; TomorrowVentures; TechStars

## PayU Overview

### Company Overview






**CEO:** Laurent le Moal

**Headquarters:** Hoofddorp, Netherlands

**Founded:** 2007

- **PayU, a division of Naspers (the publicly traded, multinational internet and media company), which provides payment services solutions to consumers and merchants in growing and emerging markets across the world**
  - Through the PayU platform, businesses can offer consumers local payment methods including credit cards, cash payments, bank transfer and eWallets
- **PayU's network supports over 300,000 merchants in 16 countries**
  - Merchants have over 250 payment options available
  - More than 1,800 payment specialists on the platform
- **Over 10 million customers have created a digital account**
- **PayU also serves as an investment decision maker for Naspers' FinTech venture arm**

### Selected FinTech Transactions by PayU

Date	Amount (\$ mm)	Type	Target
05/10/17	\$120	Growth Financing	 Kreditech
12/07/16	7	Series A Financing	 Zest Money
08/14/16	130	Acquisition	 Citrus Pay

### Product and Services Overview

#### APIs, Encryption and SDKs



- PayU offers several software compatibility tools to provide maximum customization for merchants
- Tokenization provides safety for the customer in encrypting online payments
- Integration of PayU's mobile platform allows merchants to adapt to increasing online demand from consumers

#### Alternative Payments



- PayU provides over 250 different payment forms that allow merchants to encompass their entire potential market
- One click express payment lets customers purchase faster, leading to higher conversion rates

#### Web Checkout



- Hosted checkout allows immediate integration and gives merchants a quicker means of collecting local payments
- Recurring payments help control revenue by automating certain types of payments
- Every type of currency is accepted in the country where PayU is used



## Naspers Overview

### Overview



**Bob van Dijk**  
Group CEO,  
Naspers



**Larry Illg**  
CEO, Naspers  
Ventures



**Mike Katz**  
US Investments



**Russel Dreisenstock**  
International  
Investments

### Locations

- Cape Town, South Africa (HQ)
- San Francisco, CA

### About

- Founded in 1915, Naspers is a global internet and entertainment group and one of the largest technology investors in the world
- The group has sizeable investments in Tencent (SEHK 00700), Mail.ru (LSE: MAIL) and Flipkart
- Naspers is listed on the Johannesburg Stock Exchange (NPN.SJ) and has an ADR listing on the London Stock Exchange (LSE: NPSN)
- Looks for companies that are addressing big societal needs in markets with great growth potential

### Financials / Investment Preferences

#### Financial Overview

<b>Market Cap</b> <i>As of 10/16/17</i>	\$105 bn
<b>Enterprise Value</b>	\$98 bn
<b>2017 Revenue:</b>	\$6.1 bn
<b>2017 Net Income</b>	\$2.9 bn
<b>2017 Diluted EPS</b>	\$6.70

#### Investment Preferences<sup>1</sup>

<b>Control:</b>	Minority; Majority
<b>Geography:</b>	North America, Europe
<b>Transaction Type:</b>	Venture, Growth, Buyout
<b>Industry Focus:</b>	Mobile, Media, Video Entertainment, Internet, FinTech

### Selected Recent Investments / Exits

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

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
09/17	Luno (Series B)	\$9	NA	Pymts
05/17	PaySense (Series A)	5	NA	Bnkg
02/17	Creditas (Series B)	19	NA	Bnkg
02/14	PayU India (M&A)	NA	NA	Pymts
08/13	PayProp (Growth)	NA	NA	Pymts

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

Date	Company	Deal Amt. <sup>3</sup>	Board Rep.	Sector
05/17	Delivery Hero (Growth)	\$421	NA	Delivery App
04/17	Takealot.com (M&A)	71	NA	E-Comm
02/17	Konga (Later-Stage VC)	NA	NA	E-Comm
01/17	FarmLogs (Series B)	22	Mike Katz	Platform
01/17	letgo (Series C)	175	NA	E-Comm
07/16	Codecademy (Series C)	30	Larry Illg	Online
06/16	Movile (Series C)	40	NA	E-Comm
06/16	Udemy (Series D)	60	Larry Illg	Software
05/16	Twiggle (Series A)	13	Lee Clancy	E-Comm
05/16	Brainly (Series B)	18	NA	Platform
12/15	Avito (M&A)	992	NA	E-Comm
10/15	SimilarWeb (Later-Stage VC)	25	NA	Data Software
07/15	Avenida (Series C)	30	NA	E-Comm

Source: Company website, PitchBook, S&P Capital IQ

1) Italics indicate preferred control / geography 3) Deal Amount in mm

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





Financial Technology Partners LP  
FTP Securities LLC

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

in its growth financing led by

STRIPES GROUP

for total consideration of

**\$ 38,500,000**

The Only Investment Bank  
Focused Exclusively on Financial Technology

*Largest independent digital money transmitter in the U.S.*

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 approximately

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

The Only Investment Bank  
Focused Exclusively on Financial Technology

*International payment specialist providing online international payment services for consumer and business clients*

Financial Technology Partners LP  
FTP Securities LLC

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

CUSTOM HOUSE

in its sale to

WESTERN UNION

for total cash consideration of approximately

**\$ 370,000,000**

The Only Investment Bank  
Focused Exclusively on Financial Technology

*Leading independent provider of robust, multi-channel, international B2B payment solutions*

Financial Technology Partners LP  
FTP Securities LLC

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

Cambridge Global Payments

in its sale to

FLEETCOR®

for total consideration of

**C \$ 900,000,000**

The Only Investment Bank  
Focused Exclusively on Financial Technology

*Leading provider of integrated, B2B cross-border payment services*

Financial Technology Partners LP  
FTP Securities LLC

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

azimo

in its Series B financing led by

frog capital

for approximately

**\$ 20,000,000**

The Only Investment Bank  
Focused Exclusively on Financial Technology

*Global payment processing business providing internet and mobile-based inter-country consumer money transfer services*

Financial Technology Partners LP  
FTP Securities LLC

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

Travellex

in its sale of

Travellex CURRENCY SELECT

to

Global Blue

for total consideration of

**A\$ 65,000,000**

The Only Investment Bank  
Focused Exclusively on Financial Technology

*Leading provider of electronic payment transaction processing services, including DCC, MCP and payment card acceptance*

Financial Technology Partners LP  
FTP Securities LLC

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

Planet PAYMENT

in its sale to

FINTRAX GROUP

a portfolio company of

EUROZOO

for total consideration of approximately

**\$ 250,000,000**

The Only Investment Bank  
Focused Exclusively on Financial Technology

*Leading provider of international payment processing and multi-currency processing services*

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its exclusive role as financial advisor to

Currencies Direct

in its sale to

Palamon Capital Partners

CORSAIR CAPITAL

for total consideration of

**\$ 310,000,000+**

The Only Investment Bank  
Focused Exclusively on Financial Technology

*Leading, privately-owned, non-bank provider of non-cash foreign exchange and payments solutions to private and corporate clients*

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

## Selected FX / International Payments Transactions (2009 to Present)



*FT Partners has advised on several of the most prominent transactions in the FX / International Payments space*

Selected FT Partners Deals Noted	Target	Buyer / Investor	Date	Transaction Value (\$ in mm)
			10/31/17	\$115
			10/26/17	~250
			05/10/17	NA
			05/01/17	C900
			05/25/16	26
			04/26/16	39
			03/29/16	65
			08/11/15	310+
			07/01/15	890
			06/15/15	20
			02/18/15	100
			01/25/15	58
			08/29/14	352
			05/10/14	244
		Sale / IPO	09/23/13	480
			07/05/11	971
			05/07/09	371







## Ground-Breaking Payments Transactions Pioneered by FT Partners

Financial Technology Partners LP  
FTP Securities LLC

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

in its sale to

for total consideration of approximately

**\$ 750,000,000**

The Only Investment Bank  
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Financial Technology Partners LP  
FTP Securities LLC

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

in its sale to

for total consideration of

**\$ 4,500,000,000**

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 minority financing led by

with participation from

for total consideration of

**\$ 25,000,000**

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 financing, including investment from

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

Landmark transaction following successful sale of CardConnect to a SPAC only a year earlier

Largest U.S. strategic merchant acquiring acquisition in over the last decade

Significant capital raise for next gen processor serving commerce startups and disruptors

Groundbreaking strategic round for early stage European payments company

First sale of a payments company to an established social media company

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 cash consideration of approximately

**\$ 370,000,000**

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 majority investment from

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 approximately 60% Growth

for a value up to

**\$ 900,000,000**

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 sale to

for cash consideration of approximately

**\$ 325,000,000**

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 sale to

for cash consideration of approximately

**\$ 525,000,000**

The Only Investment Bank  
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First sale of an "International Payments Specialist" to a pure-play consumer remittance provider

Substantial growth investment in leading payments enablement technology provider

First large-scale transaction for an integrated merchant acquirer

First sale of a U.S. merchant acquirer to an international software company; became Sage Payments

First sale of a U.S. merchant acquirer to a large international financial institution; became Worldpay U.S.



## FT Partners Advises Remitly on its Growth Financing

### Overview of Transaction

- On April 26, 2016, Remitly (or the "Company") announced its "Series C" investment led by Stripes Group LLC ("Stripes")
- Remitly is the largest independent digital money transmitter in the United States
- Headquartered in Seattle, Remitly has focused on the largest markets and built a proprietary network of banks and cash pickup locations to deliver funds quickly and securely overseas, while creating a scalable core remittance platform that offers unique features that deliver on promises to customers
- Stripes is a leading growth equity firm that invests in Internet, Digital Media, Software and Branded Consumer Products businesses around the world with a focus on partnering with market-leading companies with proven business models that are generating exceptional growth

### Significance of Transaction

- The transaction demonstrates the increasing disruption within the money transfer space as consumers look for more cost effective, safe and efficient remittance options
- With the investment, Remitly will look to expand its product offering to new corridors and build out internal staff to help bolster operations

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Remitly and its Board of Directors
- FT Partners leveraged its deep knowledge of the Company, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- This transaction demonstrates FT Partners' continued success advising top-tier companies within the payments and international money transfer sector

### Financial Technology Partners LP FTP Securities LLC

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



*in its growth financing led by*



*for total consideration of*

**\$ 38,500,000**



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Focused Exclusively on Financial Technology*

## FT Partners Advises Planet Payment on its Sale to Fintrax Group

### Overview of Transaction

- On October 26, 2017, Planet Payment (NASDAQ: PLPM) announced it has entered into a definitive agreement to be acquired by Fintrax Group for \$4.50 per share in cash
- Headquartered in New York, Planet Payment is a leading provider of international payment processing and multi-currency processing services
  - Planet Payment provides services in 23 countries and territories across the Asia Pacific region, North America, the Middle East, Africa and Europe, primarily through its 76 acquiring bank and processor customers
- A portfolio company of Eurazeo since 2015, Fintrax Group is a leader in multi-currency digital payment processing, providing international shoppers, merchants, partner banks and acquirers with easy, fast and reliable services

### Significance of Transaction

- The acquisition of Planet Payment will expand Fintrax's ability to serve global customers, particularly in the U.S., Canada, the Middle East, Latin America, China and South East Asia

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Planet Payment and its Board of Directors
- This transaction underscores FT Partners' successful track record generating highly favorable outcomes for leading FX / International Payments 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*

**FINTRAX**  
GROUP

*a portfolio company of*



*for total consideration of approximately*

**\$ 250,000,000**



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### Overview of Transaction

- On May 1, 2017, Cambridge Global Payments (“Cambridge” or the “Company”) announced that it has entered into a definitive agreement to be acquired by FLEETCOR (NYSE:FLT) for C\$900 million
- Headquartered in Toronto, Canada, Cambridge is a leading provider of integrated, B2B cross-border payment services
  - Cambridge is one of the largest privately-owned, non-bank international payment specialists worldwide
- FLEETCOR is a leading global provider of fuel cards and workforce payment products to businesses
  - FLEETCOR's payment programs enable businesses to better control employee spending and provide card-accepting merchants with a high volume customer base that can increase their sales and customer loyalty
- The transaction is expected to close in the third quarter of 2017

### Significance of Transaction

- The acquisition of Cambridge enables FLEETCOR to enter the B2B cross-border payments market, a \$145 billion global revenue market opportunity
- Additionally, the acquisition also enhances FLEETCOR's global corporate payment capabilities, allowing FLEETCOR to pay both domestic and international AP payments for the same client

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Cambridge in this transaction
- This transaction demonstrates FT Partners' continued success advising leading FinTech companies and generating highly successful outcomes in the International Payments space

## 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*

# C \$900,000,000



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## FT Partners Advises on \$310,000,000+ Sale of Currencies Direct

### Overview of Transaction

- On August 11, 2015 Currencies Direct Holdings Ltd (“CDH” or the “Company”) announced its sale for \$310+mm to a buyer consortium formed by Corsair Capital and Palamon Capital Partners
  - Prior to the transaction, CDH was owned by the Azibo Group
- Headquartered in London, CDH is a leading, privately-owned, non-bank provider of non-cash foreign exchange and payments solutions to private and corporate clients
  - Comprehensive international payment offering is available to clients both online and offline
- Corsair Capital and Palamon Capital Partners are leading, global private equity firms focused on financial services and European growth services, respectively

### Significance of Transaction

- Enables CDH to continue to accelerate its growth strategy in the international payments market
- Combined resources and expertise of CDH and the buyer consortium group position the Company extraordinarily well to further its leadership in the marketplace

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Currencies Direct and its Board
- Developed extensive marketing materials and financial analyses to highlight the unique aspects of the business, and led all aspects of transaction execution
- Transaction highlights FT Partners’ continued success advising leading companies and generating highly successful outcomes in the international payments space

### Financial Technology Partners LP FTP Securities LLC

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



*in its sale to*

**Palamon**  
*Capital Partners*

**CORSAIR CAPITAL**

*for total consideration of*

**\$ 310,000,000+**



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Focused Exclusively on Financial Technology*



## FT Partners Advises OzForex on it's a \$480,000,000 Sale and IPO

### Overview of Transaction

- OzForex Group (“OzForex”) completed its Sale & Initial Public Offering and began to trade on the Australian Stock Exchange (“ASX”) under the ticker symbol OFX
  - Stock closed first day of trading up ~30%
- OzForex is an online, global payments provider that offers individuals and SMBs a platform to purchase foreign currency to facilitate international transactions
- Prior to the offering, OzForex was owned by Accel Partners, The Carlyle Group, Macquarie Bank and other founder / private investors

### Significance of Transaction

- Transaction was a sale of ~100% of the equity of the company to a “club” of institutional investors, followed by an IPO (one of the largest IPOs of an Australian company)
  - Highly innovative “club-deal” structure allowed for reduced risk and certainty for existing investors
- Investors given the ability to sell ~100% of their interests in the Company; certain investors chose to retain a small portion of their ownership

### FT Partners’ Role

- FT Partners served as exclusive Financial, Strategic and IPO Advisor to OzForex and its Board of Directors
- FT Partners managed the very unique dual-track M&A / sale and IPO process, effectively achieving an “M&A” outcome for shareholders in the public markets (~100% liquidity)
- FT Partners’ advisory role simplified and expedited the “time-to-market” period due to the significant amount of up-front work completed prior to the engagement of potential M&A sale buyers and underwriters

## 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 approximately*

# A\$ 480,000,000



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Focused Exclusively on Financial Technology*

## FT Partners Advises Custom House on its \$370,000,000 Sale

### Overview of Transaction

- Custom House, Ltd. (“Custom House”) announced its sale to Western Union (NYSE: WU) for US\$370 million in cash
- Custom House is the largest independent, international B2B payments provider in the world
- Western Union is the world’s largest money transfer business
- Custom House was backed by Great Hill Partners, one of the leading private equity firms across the financial technology sector; transaction represents one of Great Hill Partners’ most successful exits to date

### Significance of Transaction

- Transaction represents the one of the largest, independent private equity-backed payments transactions
- This acquisition allows Custom House to leverage its extensive online and offline international B2B payments solutions with Western Union’s global footprint, strong brand and balance sheet to rapidly build market share and penetrate new opportunities around the globe
- Custom House expected to provide a strong, diversified growth engine for Western Union outside of its core remittance business and will strengthen Western Union’s presence in the SME segment globally
- The acquisition of Custom House supports Western Union’s strategic plan by entering a new growth market and diversifying its product portfolio

### FT Partners’ Role

- Demonstrates FT Partners’ ability to consummate transactions with strong valuations, despite an incredibly challenging economic environment

### 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 a total cash consideration of approximately*

# \$ 370,000,000



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Focused Exclusively on Financial Technology*

### Global Money Transfer: Emerging Trends and Challenges



Click picture to view report



[FT Partners' 194-page report](#) provides an in-depth look at the Global Money Transfer space. The report focused on key trends within two distinct industry segments:

- The emergence of “International Payment Specialists” as a distinct and fast growing industry segment attracting significant interest from strategic buyers and financial investors
- The disruption of the traditional “Consumer Remittance Providers” by new, emerging / fast growing entrants leading with mobile and other technology-based solutions

#### *Additional highlights of the report include:*

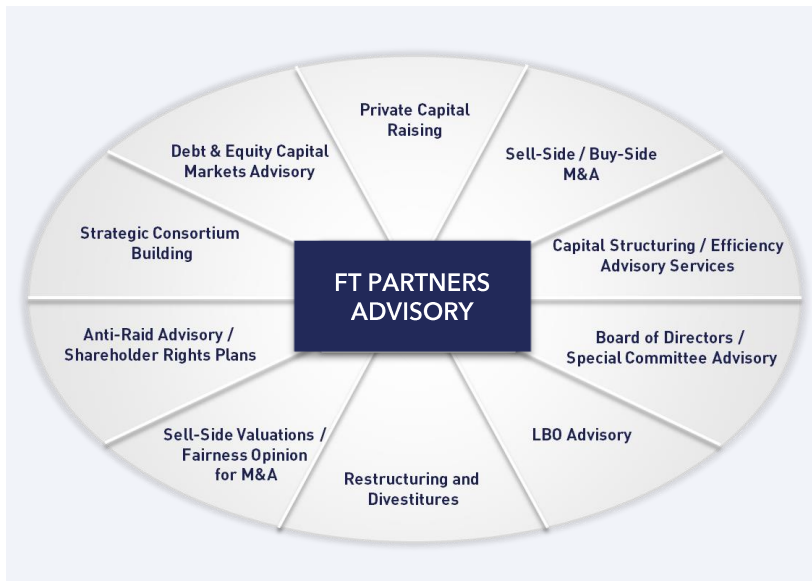
- CEO Interviews
- Public Company Comparables
- Profiles of selected companies in the space
- Financing and M&A transactions as well as selected detailed profiles of significant deals



## 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



Named Silicon Valley's #1 FinTech Banker (2016) and ranked #2 Overall by *The Information*



Ranked #4 Most Influential Person in all of FinTech in *Institutional Investors* "FinTech Finance 35"



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

*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



Institutional Investor Annual Ranking



Middle Market Financing Awards

2016	<ul style="list-style-type: none"> <li><b>Investment Banking Firm of the Year</b></li> <li><b>Cross Border Deal of the Year</b></li> </ul>
2015	<ul style="list-style-type: none"> <li><b>Dealmaker of the Year</b></li> <li><b>Technology Deal of the Year</b></li> </ul>
2014	<ul style="list-style-type: none"> <li><b>Equity Financing Deal of the Year</b></li> <li><b>Professional Services Deal of the Year, Above \$100mm</b></li> </ul>
2012	<ul style="list-style-type: none"> <li><b>Dealmaker of the Year</b></li> <li><b>Professional Services Deal of the Year, Above \$100mm</b></li> </ul>
2011	<ul style="list-style-type: none"> <li><b>Boutique Investment Bank of the Year</b></li> <li><b>Deal of the Decade</b></li> <li><i>10 Deal of the Year Nominations Across 9 Categories</i></li> </ul>
2010	<ul style="list-style-type: none"> <li><b>Upper Middle Market Deal of the Year, Above \$500 mm</b></li> <li><b>IT Services Deal of the Year, Below \$500mm</b></li> <li><b>Cross-Border Deal of the Year, Below \$500mm</b></li> </ul>
2007	<ul style="list-style-type: none"> <li><b>Dealmaker of the Year – Steve McLaughlin</b></li> <li><b>Business to Business Services Deal of the Year</b></li> <li><b>Computer and Information Technology Deal of the Year, Above \$100mm</b></li> <li><b>Financial Services Deal of the Year, Above \$100mm</b></li> </ul>
2015	<ul style="list-style-type: none"> <li>Steve McLaughlin ranked #4 in Institutional Investor’s FinTech 35 List</li> </ul>
2006 - 2008	<ul style="list-style-type: none"> <li>Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology</li> </ul>
2008	<ul style="list-style-type: none"> <li><b>Equity Financing Dealmaker of the Year – Steve McLaughlin</b></li> <li><b>Information Technology Deal of the Year</b></li> <li><b>Financial Services Deal of the Year</b></li> </ul>
2006	<ul style="list-style-type: none"> <li><b>Financing Professional of the Year – Steve McLaughlin</b></li> <li><i>Financing Deal of the Year - Equity</i></li> <li><i>Financing Deal of the Year - Debt</i></li> </ul>