

FT Partners Advises Searchlight Capital on its investment in Harbortouch

June 1, 2016

SEARCHLIGHT

on its investment in



HARBORTOUCH

Courtesy of:

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
Focused Exclusively on Financial Technology*

©2016



Steve McLaughlin
Managing Partner
steve.mclaughlin@ftpartners.com

Searchlight Capital's Investment in Harbortouch

Transaction Overview

Transaction Overview and Rationale

Overview of Transaction

- On June 1, 2016, Searchlight Capital Partners ("Searchlight") announced its partnership with Jared Isaacman, the founder and CEO of Harbortouch Payments, LLC ("Harbortouch" or the "Company"), jointly making a significant investment to support the Company's next phase of growth
- Founded in 1999, Harbortouch is a large non-bank merchant acquirer and payment solutions provider in the United States
- Searchlight is a leading private equity firm with a track record of partnering with leading corporate and founder-owned businesses across a wide range of industries and has approximately \$3.3bn in assets under management

Significance of Transaction

- Combines the industry expertise from Harbortouch's Management with the long-term capital and the strategic and operational support from Searchlight
- Searchlight and Management have developed a detailed business plan that focuses on continuing to grow the Company's disruptive Point-of-Sale ("POS") as-a-service offering through investment in technology, entering new markets, and capitalizing on the secular trends of increasing SMB adoption of technology

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Searchlight in this transaction
- Transaction highlights FT Partners' continued success advising leading companies and generating highly successful outcomes in the Payment space

Financial Technology Partners LP FTP Securities LLC

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










































on its investment in



*The Only Investment Bank
Focused Exclusively on Financial Technology*

Overview of FT Partners



































FT Partners is the Advisor of Choice for Merchant Acquirers / Payment Processors

Selected FT Partners Deals Noted	Target	Buyer / Investor	Date	Transaction Value (\$ in mm)
			06/01/16	NA
		FinTech Acquisition Corp (NASDAQ: FNTC)	03/07/16	438
			01/26/16	2,350
			12/15/15	4,500
			01/21/15	NA
			11/11/14	NA
		Vista Equity Partners	10/16/14	1,500
			07/17/14	700
			07/01/14	210
			05/12/14	1,650
		Great Hill PARTNERS	05/06/14	NA
			01/24/14	420
			09/25/13	NA
			09/18/13	200

Numerous prominent merchant acquirers have trusted FT Partners to advise them on their most strategic transactions

Overview of FT Partners

FT Partners is the Advisor of Choice for Merchant Acquirers / Payment Processors

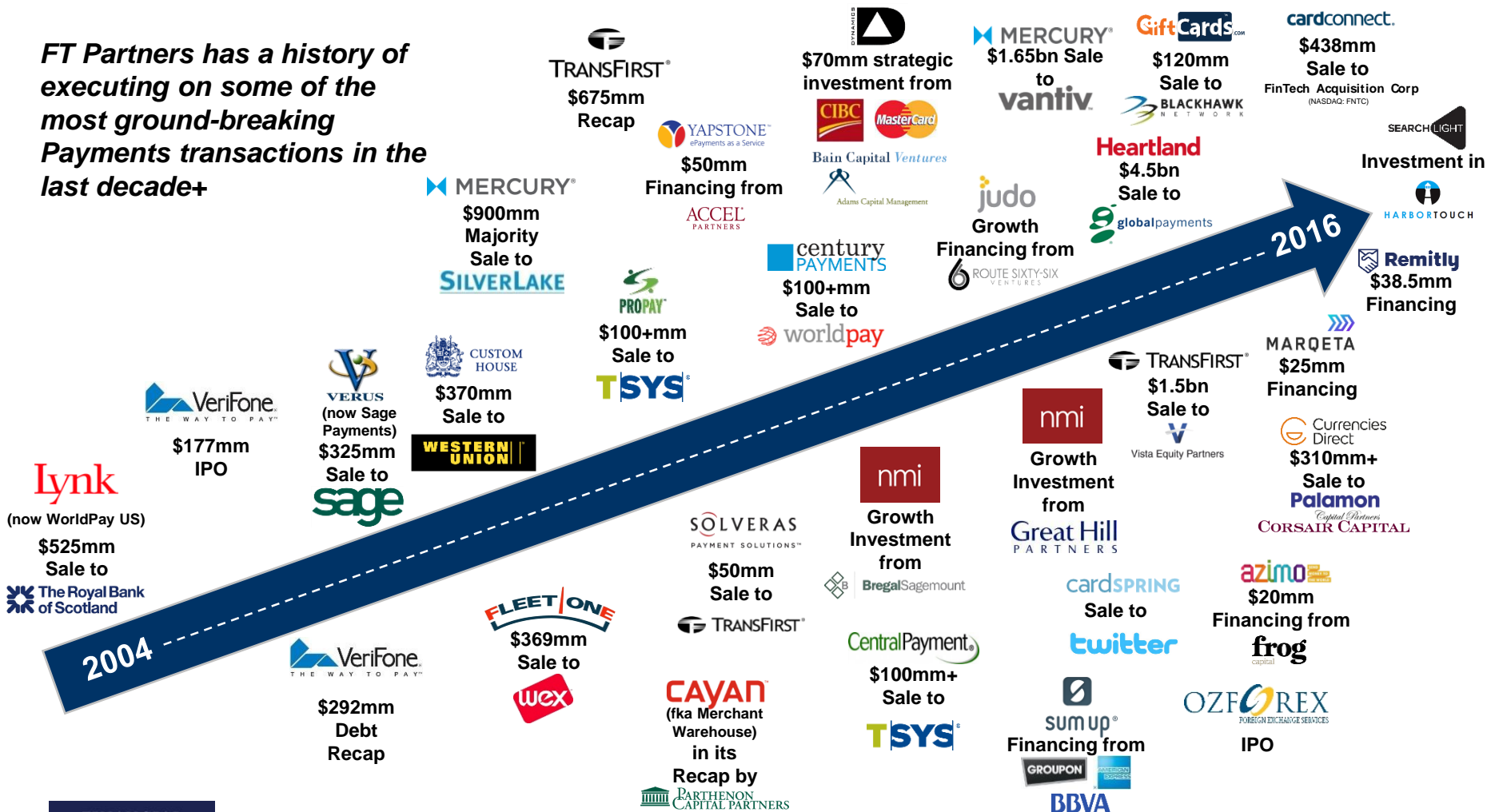
Selected FT Partners Deals Noted	Seller	Buyer	Date	Transaction Value (\$ in mm)
	 BluePay	 TA Associates	09/11/13	NA
	 element payment services	 vantiv	07/25/13	\$163
	 PROPAY	 TSYS	11/15/12	100+
	 Little & Co	 vantiv	10/31/12	361
	 ACCELERATED payment technologies	 globalpayments	08/15/12	413
	 CentralPayment	 TSYS	08/09/12	100+
	 MERCHANT SOLUTIONS	 cielo	07/06/12	670
	 CAYAN (fka Merchant Warehouse)	 PARTHENON CAPITAL	07/05/12	NA
	 SOLVERAS PAYMENT SOLUTIONS	 TRANSFIRST	08/24/11	NA
	 YAPSTONE ePayments as a Service	 ACCEL PARTNERS	06/07/11	NA
	 MERCURY	 SILVERLAKE	04/14/10	900
	 VERUS	 sage	01/09/06	325
	 Lynk	 The Royal Bank of Scotland	08/03/04	525

Numerous prominent merchant acquirers have trusted FT Partners to advise them on their most strategic transactions

Overview of FT Partners

Timeline of Selected FT Partners Payment Processing Transactions

FT Partners has a history of executing on some of the most ground-breaking Payments transactions in the last decade+



Overview of FT Partners

Ground-Breaking Transactions Pioneered by FT Partners

<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p>  <p>Lynk</p> <p><i>in its sale to</i></p>  <p>The Royal Bank of Scotland</p> <p><i>for cash consideration of approximately</i></p> <p>\$ 525,000,000</p>  <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p><small>The Only Investors Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p>  <p>VERUS</p> <p><i>in its sale to</i></p>  <p>sage</p> <p><i>for cash consideration of approximately</i></p> <p>\$ 325,000,000</p>  <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p><small>The Only Investors Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p>  <p>CUSTOM HOUSE</p> <p><i>in its sale to</i></p>  <p>WESTERN UNION</p> <p><i>for total cash consideration of approximately</i></p> <p>\$ 370,000,000</p>  <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p><small>The Only Investors Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p>  <p>MERCURY[®]</p> <p><i>in its approximately 60% Growth</i></p>  <p>SILVERLAKE</p> <p><i>for a value up to</i></p> <p>\$ 900,000,000</p>  <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p><small>The Only Investors Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p>  <p>cardsPRING</p> <p><i>in its sale to</i></p>  <p>twitter</p>  <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p><small>The Only Investors Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as strategic and financial advisor to</i></p>  <p>Heartland</p> <p><i>in its sale to</i></p>  <p>globalpayments</p> <p><i>for total consideration of</i></p> <p>\$ 4,500,000,000</p>  <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p><small>The Only Investors Bank Focused Exclusively on Financial Technology</small></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as strategic and financial advisor to</i></p>  <p>cardconnect.</p> <p><i>in its sale to</i></p>  <p>FinTech Acquisition Corp (NASDAQ: FNTC)</p> <p><i>for total consideration of</i></p> <p>\$ 438,000,000</p>  <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p><small>The Only Investors Bank Focused Exclusively on Financial Technology</small></p>
--	--	--	--	---	--	--

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

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

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

First large-scale transaction for an integrated merchant acquirer

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

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









Sale of a payment processor to a SPAC vehicle

Transactions demonstrate continued success breaking new ground across Merchant Acquiring & Payments

Overview of FT Partners

FT Partners Has Advised on Six of the Largest Recent Merchant Acquiring Transactions

FT Partners is the ONLY banker that has advised on the majority of the largest Merchant Acquiring transactions

<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its exclusive role as sole strategic and financial advisor to</i></p>  <p><i>in its approximately 60% Growth Investment by</i></p> <p>\$ 900,000,000</p>  <p><i>The Only Investment Bank Focused Exclusively on Financial Technology</i></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as strategic and financial advisor to</i></p>  <p><i>in its cash sale to</i></p> <p>\$ 1,650,000,000</p>  <p><i>The Only Investment Bank Focused Exclusively on Financial Technology</i></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as a strategic and financial advisor to</i></p>  <p><i>in its sale to</i></p> <p>\$ 1,500,000,000</p>  <p><i>The Only Investment Bank Focused Exclusively on Financial Technology</i></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as strategic and financial advisor to</i></p>  <p><i>in its sale to</i></p> <p>\$ 4,500,000,000</p>  <p><i>The Only Investment Bank Focused Exclusively on Financial Technology</i></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as strategic and financial advisor to</i></p>  <p><i>in its sale to</i></p> <p>\$ 438,000,000</p>  <p><i>The Only Investment Bank Focused Exclusively on Financial Technology</i></p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p><i>is pleased to announce its role as strategic and financial advisor to</i></p>  <p><i>on its investment in</i></p>  <p><i>The Only Investment Bank Focused Exclusively on Financial Technology</i></p>
--	--	---	--	---	--

2010

2014

2014

2015

2016

2016

Overview of FT Partners

FT Partners Recent Payments Deals

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 sale of



to



for total consideration of

A\$ 65,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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



in its sale to

FinTech Acquisition Corp
(NASDAQ: FNTC)

for total consideration of

\$ 438,000,000



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 total consideration of

\$ 120,000,000



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 recapitalization by

THE BEEKMAN GROUP



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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



in its sale to



Vista Equity Partners
from



\$ 1,500,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Overview of FT Partners

FT Partners is the Leader in Financial Technology Investment Banking

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 role as strategic and financial advisor to



in its cash sale to



for total consideration of approximately

\$1,650,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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



in its approximately 60% majority sale to



for aggregate consideration of approx.

\$ 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 80% majority sale to



\$ 350,000,000



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

Initial Public Offering

valuing the equity at approximately

A\$480,000,000



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



\$ 438,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as advisor to



in its strategic investment in



with additional participation from



for approximately

\$70,000,000



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 Strategic Investment by



\$ 100,000,000+




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 cash sale to



for total consideration of approximately


\$ 369,000,000




The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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




in its growth investment by



for a total valuation of nearly


\$200,000,000




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



\$ 100,000,000+



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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



in its cash sale to



from



\$1,500,000,000




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 debt capital advisor to



in its acquisition of



for total consideration of approximately

\$ 300,000,000



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 investment led by



for total consideration of approximately

\$ 50,000,000



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

\$177,000,000

Initial Public Offering

valuing the equity at approximately

\$ 650,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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



First In Secure Electronic Payments

in its debt financing co-led by

Bank of America Merrill Lynch
Deutsche Bank
GE Capital

totaling

\$ 675,000,000



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
Focused Exclusively on Financial Technology

Overview of FT Partners

FT Partners' Recent Awards and Recognition

The Information

Silicon Valley's Most Popular Dealmakers

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 Address

[Click to view](#)

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

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

2015



THE M&A ADVISOR

AWARD WINNER

[Click to view](#)

M&A Advisor Awards

- Investment Banking Dealmaker of the Year (2015)** – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Technology Deal of the Year \$1.5 Billion (2015)** – TransFirst's \$1.5 Billion Sale to Vista Equity Partners



4

Steven McLaughlin

Managing Partner

Financial Technology Partners



The 2015 FinTech Finance 35: #4 Steve McLaughlin, Financing Technology Partners

(excerpt from article published in Institutional Investor)

"Steve personifies the combination of talent, vision, energy and experience that add up to the unprecedented level of leadership and influence in FinTech."

– Jeff Kutler, Feature Editor



Institutional Investor

FinTech Finance 35

4

Steven McLaughlin

Managing Partner

Financial Technology Partners

[Click to view](#)

Overview of FT Partners

Selected FT Partners' Research (click to view)



Research Report: Transaction Security



Research Report: PayPal Spin-off Overview



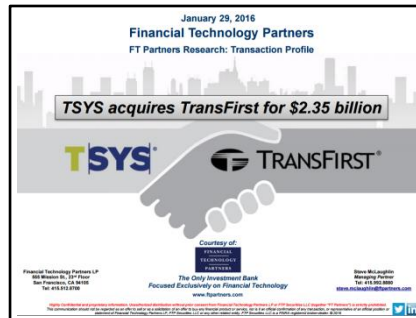
Research Report: Global Money Transfer



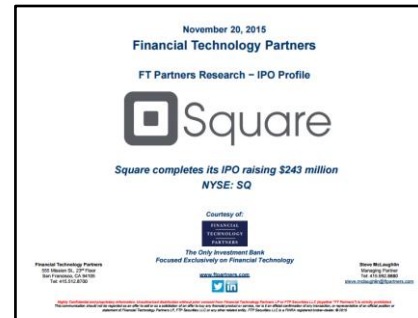
Research Report: Apple Unveils Apple Pay



Heartland's Sale to Global Payments



TransFirst's Sale to TSYS



Square Completes its IPO



First Data: Post Quiet Period Review

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 13 years of exclusive focus on Financial Technology. Please visit our [subscription form](#) to subscribe to our exclusive monthly newsletter and receive our research reports.

Overview of FT Partners

Award-Winning Investment Banking Franchise Focused on Superior Client Results

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



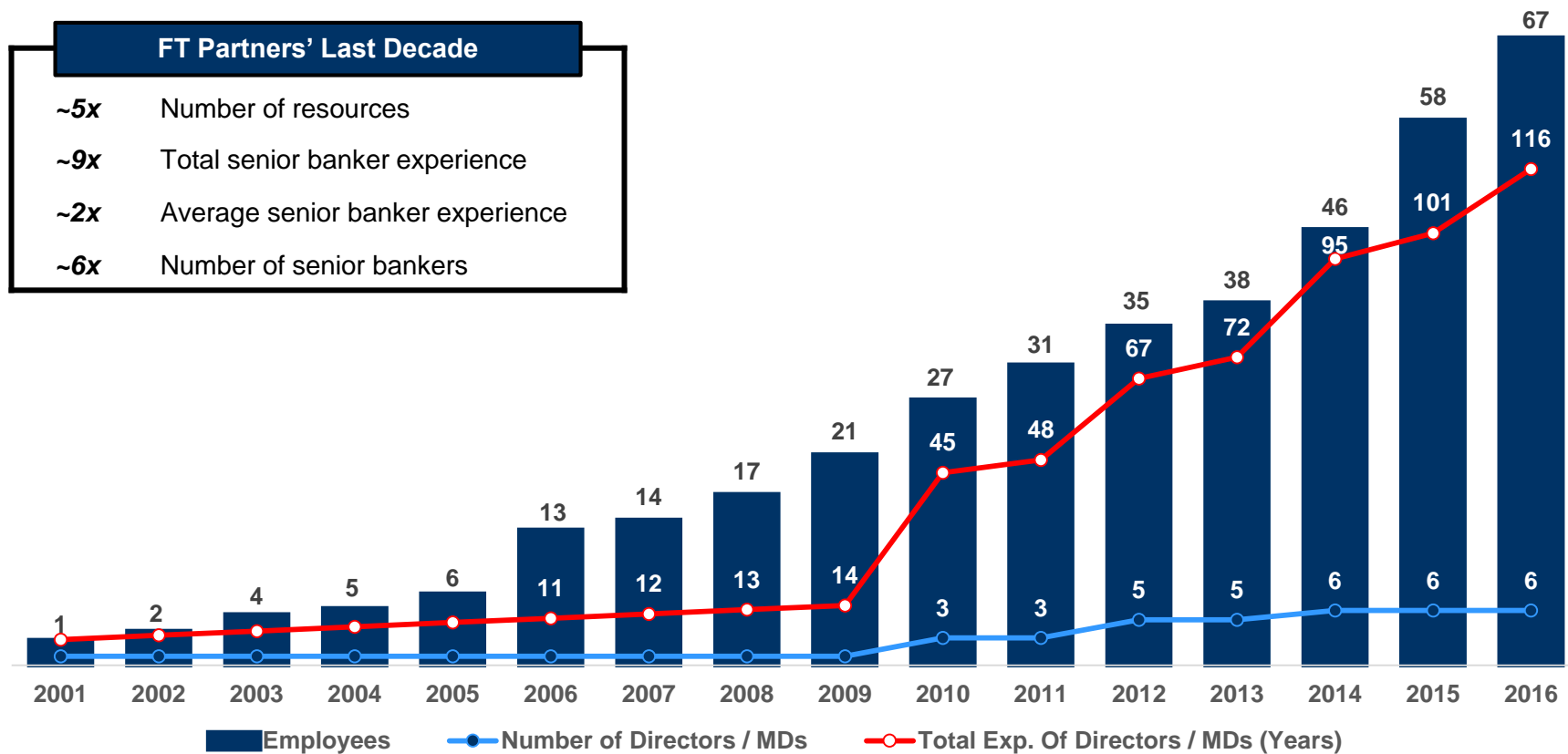
M&A Advisor Awards

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

Source: **Bold** represents awards that FT Partners has won, *italics* represents nominations.

Overview of FT Partners

Platform of Choice for Clients and Bankers Alike



Avg Years of Director / MD Experience



Overview of FT Partners

The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York and San Francisco from 1995-2002 Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	21
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York, London and Los Angeles beginning in 1995 Wharton M.B.A. 	21
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee Recent coverage included V, MA, TSS, GPN, HPY DST, ENV, FISV, FIS, JKHY, WU & EEFT, among others 	20
Steve Stout <i>Managing Director</i>	 	<ul style="list-style-type: none"> Formerly with J.P. Morgan and UBS Formerly Global Head of Strategy at First Data 	18
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	14
Andrew McLaughlin <i>Managing Director</i>		<ul style="list-style-type: none"> Leads FT Partners' Research and Business Development Team Formerly with Deloitte Consulting 	10