

May 24, 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  
Exclusive Role as Sole Strategic and  
Financial Advisor to



in its Strategic  
Financing from

**VISA** & Current  
Investors

for approximately

**\$12,500,000**



# FT Partners Advises YellowPepper on its Financing

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## YellowPepper's Strategic Financing from Visa

### Overview of Transaction

- On May 24, 2018, YellowPepper announced that Visa has made a strategic investment in the Company; the round also saw participation from current investors
- Headquartered in Miami, FL, YellowPepper is the mobile payments pioneer in Latin America with proprietary technology and partnerships with leading financial institutions and FinTech companies
  - YellowPepper provides a payment platform that gives consumers, merchants, issuers and processors the means to revolutionize the purchasing experience
- Visa Inc. (NYSE: V) is a leader in digital payments, connecting the world through its innovative, reliable and secure payment network - enabling individuals, businesses and economies to thrive
  - Its advanced global processing network, VisaNet, provides secure and reliable payments around the world, and is capable of handling more than 65,000 transaction messages a second

### Significance of Transaction

- The funds raised will enable YellowPepper to accelerate innovation in digital payments technology in the LatAm region
- YellowPepper and Visa are also expanding their partnership and preliminary efforts of this agreement will focus on growing opportunities for tokenized payments, increasing access to Visa APIs, and expanding the usage of push payments via Visa Direct

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to YellowPepper on this transaction
- This transaction demonstrates FT Partners' continued success advising leading mobile payments companies, as well as its position as the "go-to" investment bank for FinTech in high-growth markets globally

### Financial Technology Partners LP FTP Securities LLC

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



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TECHNOLOGY  
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*The Only Investment Bank  
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## YellowPepper Overview

### Company Overview



**CEO:** Serge Elkiner

**Headquarters:** Miami, FL

**Founded:** 2004

- Founded in 2004, YellowPepper is the mobile payments pioneer in Latin America with proprietary technology and partnerships with leading financial institutions and FinTech companies
- YellowPepper provides a payment platform that gives consumers, merchants, issuers and processors the means to revolutionize the purchasing experience
- Operating in nine Latin American countries the Company currently enables over 6.6 million monthly active users that execute 480 million transactions yearly, while connecting them with more than 400,000 merchants

### Solutions Overview

#### BANKING

Comprehensive mobile banking suite (SMS, app, social network) enables banks to meet the rapidly evolving needs of their consumers

#### PAYMENTS

Enables consumers, businesses and banks to interact, manage and accept cashless payments

#### TRANSFER

Supports both remittances and peer-to-peer transfers with best-in-class security features

#### LOYALTY

Allows companies to create completely customizable loyalty programs with accompanying digital campaigns and gift cards

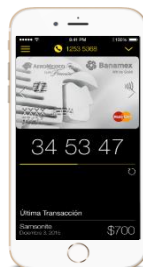
### Use Cases



**Mobile Banking Application**



**SMS Banking**



**Universal / Mobile Payment**



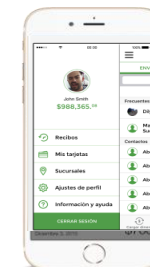
**Instant Issuing**



**Snap & Go In-Store Experience**



**Customer Loyalty**



**P2P Transfer**



# FT Partners Advises YellowPepper on its Financing

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## Visa Overview

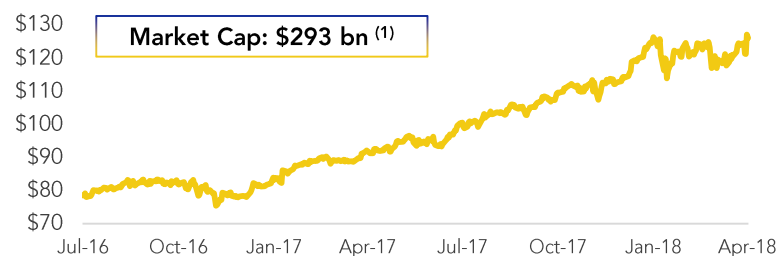
### Company Overview



|               |                  |
|---------------|------------------|
| CEO:          | Alfred Kelly Jr. |
| Headquarters: | Foster City, CA  |
| Founded:      | 1958             |
| Ticker:       | 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)



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

(1) Market Cap as of May 22, 2018

(2) Visa's fiscal year ends September 30

### Selected FinTech Investments

FINANCIAL  
TECHNOLOGY  
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Denotes FT Partners  
clients

| Date  | Company                | Deal Amount<br>(\$ in mm) | Sector                               |
|-------|------------------------|---------------------------|--------------------------------------|
| 05/18 | yellowpepper           | \$13                      | Payments                             |
| 03/18 | solarisBank            | 70                        | Banking /<br>Lending Tech            |
| 02/18 | payworks               | 15                        | Payments                             |
| 10/17 | billtrust <sup>®</sup> | na                        | Financial<br>Management<br>Solutions |
| 07/17 | MARQETA                | 25                        | Payments                             |
| 06/17 | Klarna                 | na                        | Payments                             |
| 09/15 | Chain                  | 30                        | Financial<br>Management<br>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                             |

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

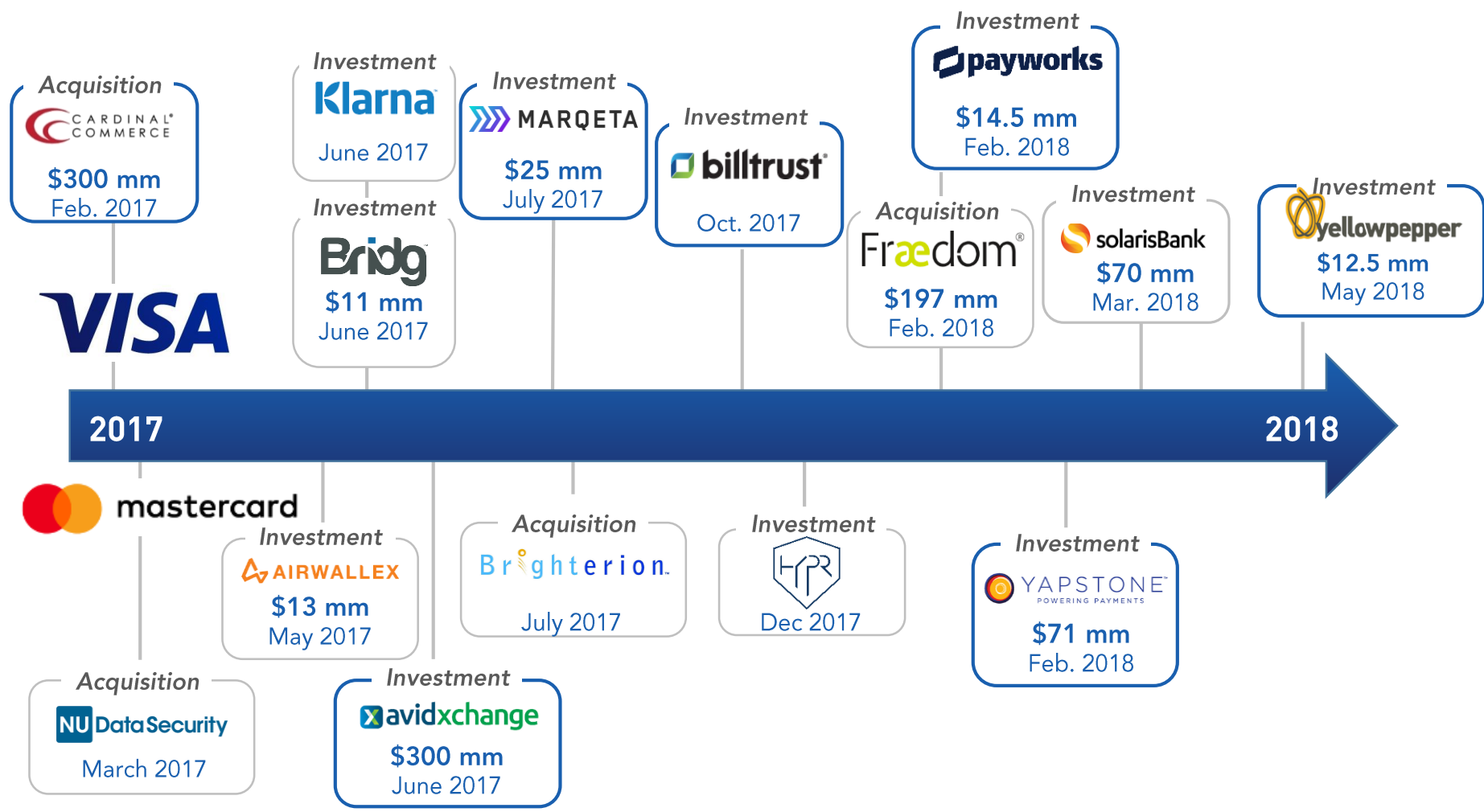
|                       |                 |
|-----------------------|-----------------|
| Total Volume:         | \$10.2 trillion |
| 2017 Revenue:         | \$18.4 billion  |
| 2017 Adj. Net Income: | \$8.3 billion   |



# FT Partners Advises YellowPepper on its Financing

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

*FT Partners has represented the target in 7 of the 15 most recent investments and acquisitions made by Visa and Mastercard*



Source: FT Partners’ Proprietary Transaction Database; Capital IQ



# FT Partners – Focused Exclusively on FinTech

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## Overview of FT Partners

- 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

A collage of various research reports and infographics. In the center is a dark blue box with the text "FINTECH RESEARCH & INSIGHTS". Surrounding this box are several documents and charts, including one titled "FINTECH MARKET EXPERTISE", another titled "Are the Robots Taking Over?", and a report titled "Apple, Uber, and the Emergence of Automated Digital Health Management Solutions".

- 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 *Institution Investor's* "FinTech Finance 40"



**THE M&A ADVISOR**

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

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## Selected FinTech Expertise in Latin America

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### 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



for approximately

**\$12,500,000**

FINANCIAL  
TECHNOLOGY  
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- YellowPepper is the mobile payments pioneer in Latin America with proprietary technology and partnerships with leading financial institutions and fintechs
- Operating in six Latin American countries the Miami-based company currently enables over 6.6 million monthly active users that execute 480 million transactions yearly, while connecting them with more than 400,000 merchants

### 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 from



for total consideration of

**\$ 22,000,000**

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- Headquartered in Sao Paulo, Brazil, RecargaPay is democratizing mobile payments for banked and unbanked consumers in Brazil
- RecargaPay simplifies daily transactions such as mobile top ups, transport cards, bill payments, gift cards and much more
- The Company has over 10 million mobile wallet users today and supports millions of monthly mobile transactions

### 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



with participation from



for total consideration of approximately

**\$ 30,000,000**

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- Headquartered in Joinville, Brazil, ContaAzul provides an innovative, modern and easy-to-use Cloud Accounting Platform tailored to the needs of Brazilian small businesses and their accountants
- ContaAzul's solutions integrate SMBs with accounting firms, banks, government and other businesses in a single platform
  - The platform saves SMB owners up to 65% of the time it takes managing their business



### Brazil's Emerging FinTech Ecosystem: A Market Receptive to Innovation



### Coming Soon...

Brazil is in the midst of a FinTech revolution as the confluence of a number of forces has created a very fertile environment for disruption and innovation in financial services. With the world's fifth largest population, the ninth largest economy and a government encouraging greater competition for a highly concentrated banking ecosystem, Brazil presents a huge growth opportunity for technology-driven financial solutions across payments, banking, lending, insurance, wealth management and other areas.

#### *The report will include:*

- An overview of trends in the Brazilian economy and FinTech market
- Exclusive CEO / Executive interviews of companies and investors in the space
- A detailed landscape of FinTech players in Brazil and company profiles
- Proprietary list of financing and M&A transactions in the space

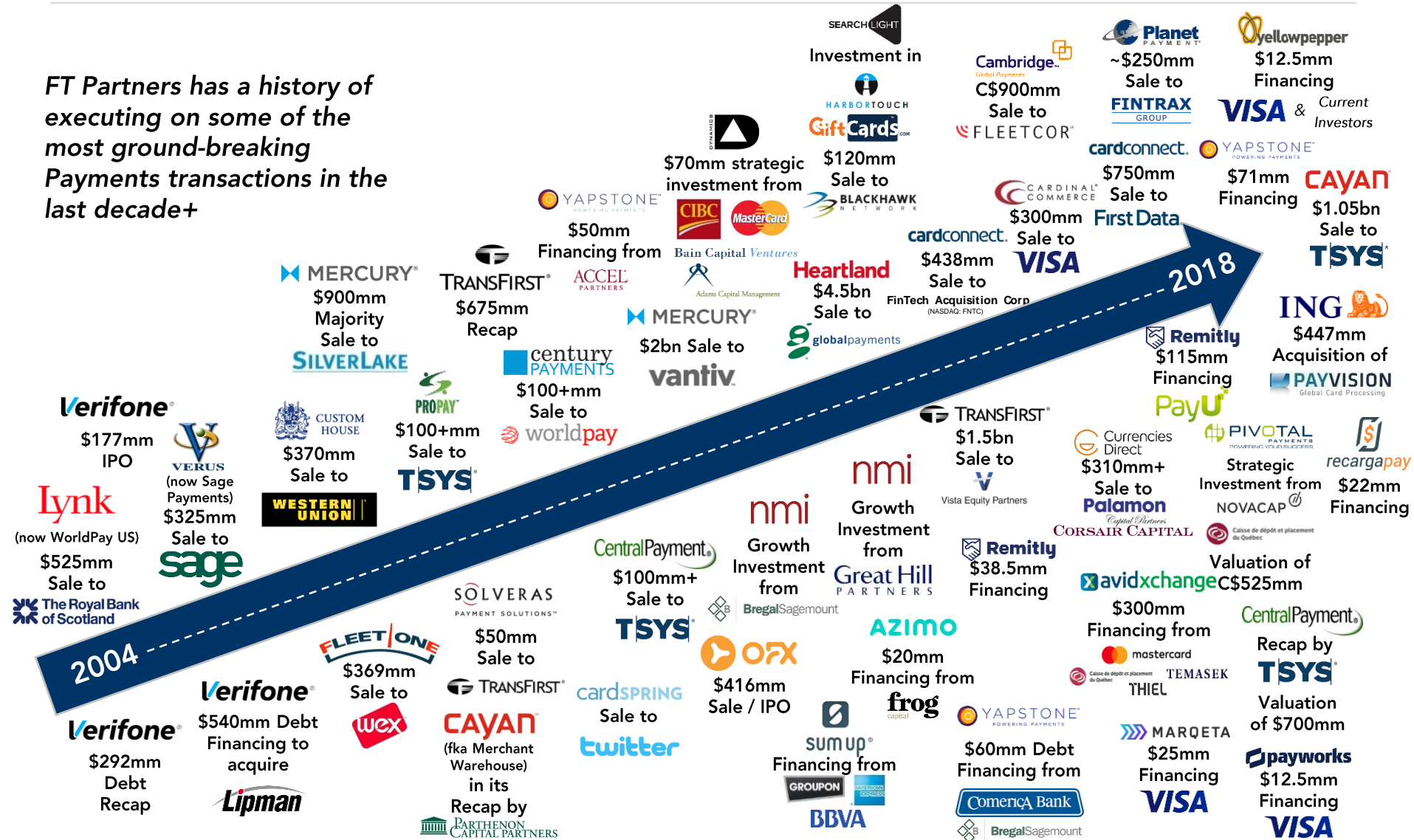
**Please visit our [website](#) to sign up to receive the report as soon as it is available**





## Timeline of Selected FT Partners Payments Processing Transactions

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



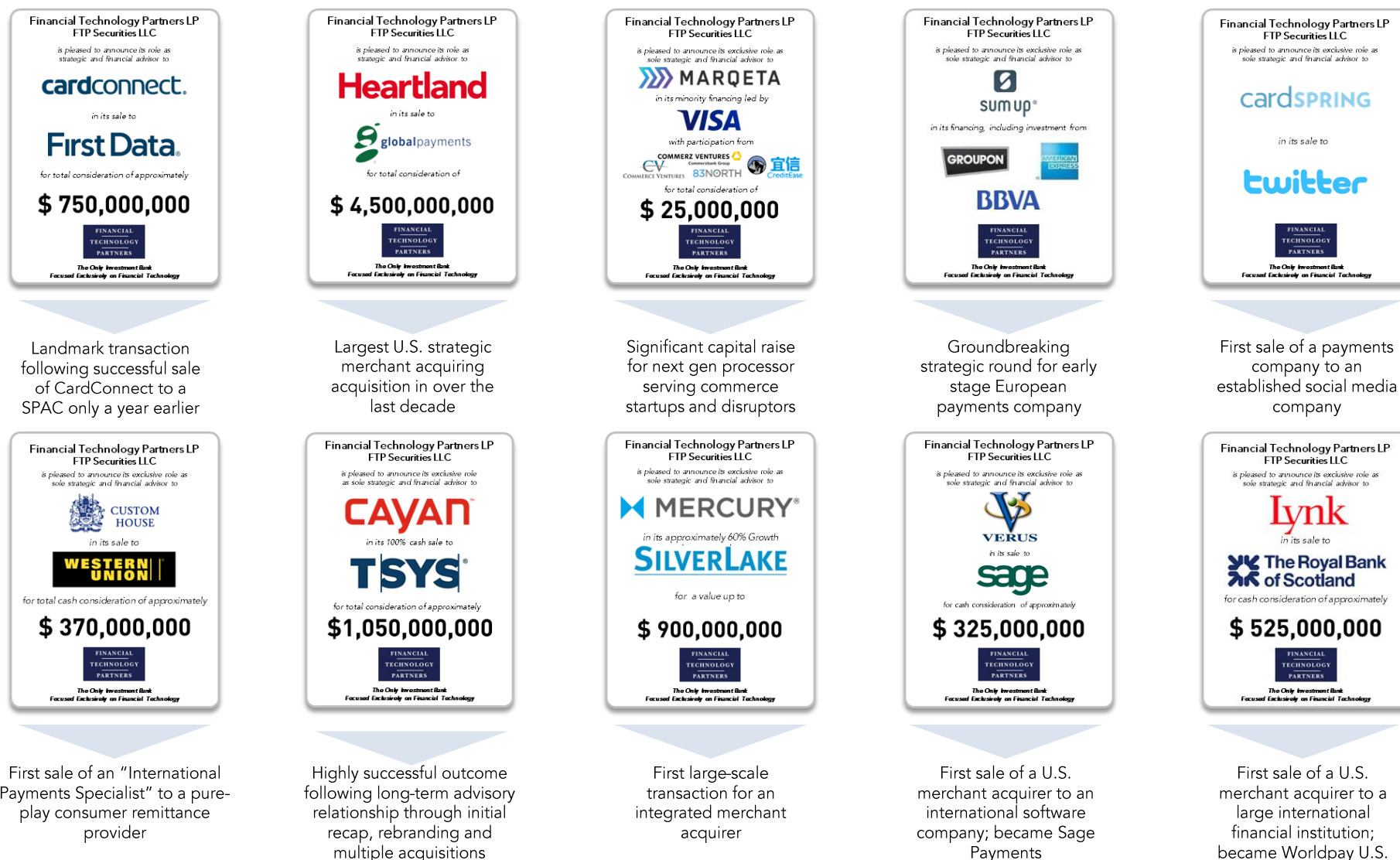


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## Ground-Breaking Payments Transactions Pioneered by FT Partners





## FT PARTNERS ADVISES

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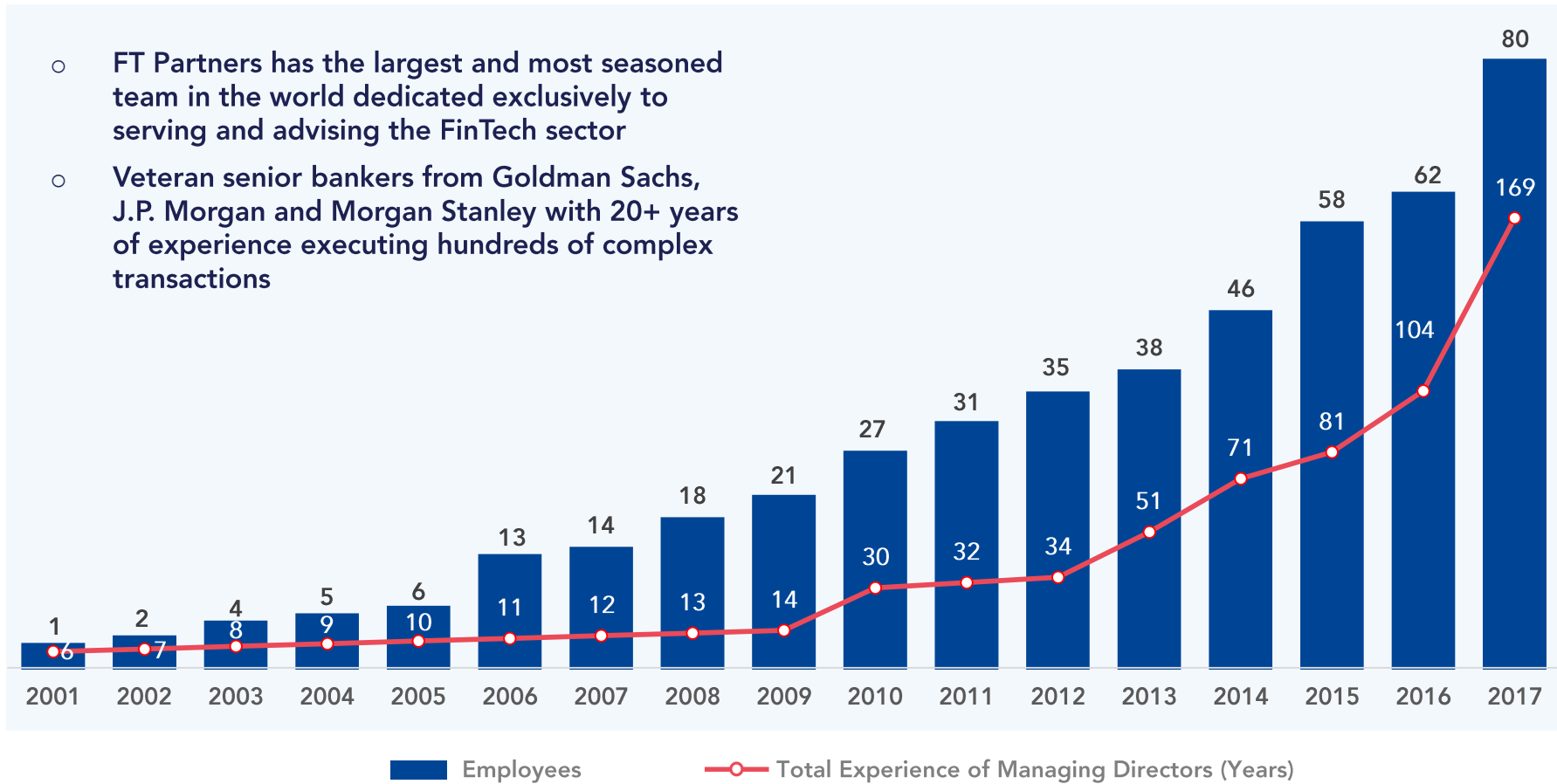
# FT Partners – Focused Exclusively on FinTech

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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)





# FT Partners – Focused Exclusively on FinTech

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## The FT Partners Senior Banker Team

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