



## **FINANCIAL TECHNOLOGY PARTNERS SERVES AS ADVISOR ON THE LANDMARK SALE OF OUTSOURCE PARTNERS INTERNATIONAL TO EXLSERVICE**

**San Francisco, May 2, 2011** – Financial Technology Partners LP and FTP Securities LLC (together, “FT Partners”), is pleased to announce another landmark transaction in the Diversified Financial Technology and Business Process Outsource sector, serving as the Strategic and Financial Advisor to Outsource Partners International (“OPI”) and its Board of Directors in its sale to ExlService Holdings, Inc. (“EXL”) (NASDAQ:EXLS). The acquisition was announced on, May 2, 2011.

Outsource Partners International provides finance, accounting, and tax business process outsourcing (BPO), as well as related solutions to companies across a wide range of industries. EXL provides extensive transformation and outsourcing services focused towards Global 1000 companies. Together, EXL and OPI will offer a comprehensive set of finance and accounting outsourcing and transformation solutions targeted towards the CFO organization. Clarence Schmitz, Chairman and CEO, and Kishore Mirchandani, President of OPI, will join the management team of EXL after the close of the transaction.

The aggregate consideration for the transaction will be \$91,000,000, subject to adjustment based on working capital, OPI’s debt and certain transaction expenses. The transaction is expected to close during the second quarter of 2011 and is subject to customary and other closing conditions.

“We’ve thoroughly enjoyed our engagement with Outsource Partners International and their sponsors,” said Steve McLaughlin, Managing Partner of Financial Technology Partners. “The transaction represents a proud moment for both OPI and EXLService shareholders, combining to enhance what were already mutually successful platforms and creating an even more valuable, targeted solutions entity together. Representing Outsource Partners International and their sponsors on the EXLService transaction is yet another example of FT Partners’ track record of representing some of the most unique and innovative companies across the entire Financial Technology sector.”

FT Partners was named “*Investment Bank of the Year*” in 2004 and 2006 and was recognized as “*Dealmaker of the Year*” in 2007, 2008 and 2009; FT Partners also received awards for Middle Market Deal of the Year, Cross-Border Deal of the Year and IT Services Deal of the Year in 2010.

### **Selected FT Partners Transactions:**

- The \$56 million sale of Majestic Research to Investment Technology Group
- The sale of TheMarkets.com to Capital IQ
- The \$138 million IPO for Accretive Health
- Mercury Payment Systems’ approximately 60% Strategic Growth Investment by Silver Lake
- The \$60 million acquisition of Goldleaf Financial by Jack Henry
- The \$370 million sale of Custom House to Western Union
- The \$525 million sale of Lynk to The Royal Bank of Scotland
- The \$680 million sale of ATD to Citigroup
- The \$325 million cash sale of Verus Financial Management to Sage Group PLC
- The \$245 million cash sale of Corillian Corp to CheckFree
- The \$200 million sale of Wombat Financial Software to NYSE Euronext

**The Only Investment Bank Focused Exclusively on Financial Technology**

### ***About Financial Technology Partners LP and FTP Securities LLC***

FT Partners is the only investment banking firm focused exclusively on providing strategic and financial advisory services to CEOs in the dynamic financial services and technology sector. The firm offers strategic advisory services in mission-critical transactions including mergers, acquisitions, IPOs, LBOs, refinancings, recapitalizations and private capital raisings. FT Partners' Managing Partner, Steve McLaughlin formerly was a senior investment banker in Goldman, Sachs & Co.'s (NYSE: GS) Financial Technology Group and was the senior investment banker in the Financial Institutions Group in San Francisco before leaving the firm to form FT Partners in late 2001. San Francisco-based FT Partners is comprised of a team of experienced investment bankers formerly with the financial technology, M&A and investment banking groups of Goldman Sachs, Credit Suisse and Banc of America Securities. FT Partners and Steve McLaughlin were recognized in 2009 by *The M&A Advisor* as "Dealmaker of the Year". The firm has also been recognized as "Investment Banking Firm of the Year" in 2004 and again in 2006 for "Boutique Investment Banking Firm of the Year." Steve McLaughlin was also named in 2006, 2007 and again in 2008 to *Institutional Investor's "Online Finance 40"* ranking of most influential leaders in online finance. Any securities related transactions contemplated by or acted upon hereunder are conducted by FTP Securities LLC, a FINRA broker-dealer and a wholly owned subsidiary of Financial Technology Partners LP. For additional information, please visit [www.ftpartners.com](http://www.ftpartners.com).

### ***About Outsource Partners International, Inc.***

Outsource Partners International (OPI) is a professional services firm dedicated to the outsourcing of finance & accounting business processes, analytics, and related consulting and advisory services. OPI has more than 3,700 professionals operating in its offices throughout the United States, India, United Kingdom, Bulgaria and Malaysia. Benefits realized by OPI clients include improved efficiency, effectiveness, flexibility, quality, and compliance. [www.opiglobal.com](http://www.opiglobal.com).

### ***About ExlService Holdings, Inc.***

ExlService Holdings, Inc. (NASDAQ: EXLS) is a leading provider of outsourcing and transformation services. EXL's outsourcing services include a full spectrum of business process outsourcing services from offshore delivery centers requiring ongoing process management skills. Transformation services enable continuous improvement of client processes by bringing together EXL's capabilities in decision analytics, risk and financial management and operations and process excellence services. Headquartered in New York, EXL primarily serves the needs of Global 1000 companies in the insurance, utilities, banking and financial services, transportation and logistics, and travel sectors. Find additional information about EXL at [www.exlservice.com](http://www.exlservice.com).

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