

August 7, 2025

FT PARTNERS

INVESTMENT BANKING STRATEGIC RESEARCH

FinTech CEO Interview:



Christopher Hale
Co-Founder & CEO

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San Francisco • New York • London

Klear Business Overview



Co-Founder, CEO, & Board Member:	Christopher Hale
Headquarters:	San Francisco, CA
Founded:	2015

- Klear digitizes the entire order-to-cash cycle to accelerate the cash conversion cycle using embedded invoicing, payment, tracking, and reporting tools
- The Company offers embedded capital and liquidity solutions, including invoice-based financing and working capital access, based on a business's transaction history
- The platform includes a financial account with high-yield deposit features, plus integrated foreign exchange and currency management tools for small and mid-sized businesses
- Klear helps corporates enhance supply chain resilience by enabling real-time cash flow visibility and embedded financing support for small suppliers

Selected Financing History

Announce Date	Selected Investors	Amount (\$ in mm)
10/24/24	Bootstrap Labs/Ares Capital Management, MDI Keepers Fund, MSAD Ventures	\$4.0
10/27/23	BAFT MRPA Global Trade Securitization	\$38.0

Products Overview

Working Capital Management Platform

- Streamlines the order-to-cash process to accelerate cash flow, enhance agility, and support scaling with real-time invoicing, payments, and reporting tools

Embedded Capital Solutions

- Provides flexible capital products like invoice financing and input funding, automatically unlocked through platform use without needing a formal application

Financial Accounts & Yield Tools

- Offers high-yield commercial accounts to earn on deposits, enhance capital efficiency, and boost funding eligibility

FX & Currency Risk Management

- Provides institutional-grade FX tools to manage payments, reduce risk, and optimize global finances

Select Logos



Select Industries Served

Mobility

Energy

Aerospace & Defense

Healthcare

Industrial Manufacturing & Logistics

Klear CEO Interview



Christopher Hale
Co-Founder & CEO

What is your background and what led to the founding of Klear? What are the fundamental problems you are solving?

I originally came from a wealth management background and built a multi-billion-dollar asset management business, where I became enamored with trade finance as an asset class. Out of that, I built a successful company called Kountable, focused on supply chain financing in Africa. With the lessons we learned in that market, we felt we could build a much more scaled version of that here, which is Klear.

The problem we solve is that supply chains in this country move too slowly and severely strain suppliers. It takes so much money to build, ship and collect that suppliers often go out of business waiting for payment, or have to ship more slowly due to lack of capital. The hardest part is, these companies have already made the sale and even shipped the product, but they can't collect the payment.

Nobody is solving this problem. Banks lend against assets rather than sales, and venture capital just dilutes your ownership. You are seeing a rise in something called factoring, where companies sell their receivables to a third party, but it comes with lots of drawbacks including being expensive, inflexible and unable to provide enough funding, especially in industrial supply chains.

Klear changes all of this by providing industrial suppliers with both a source of capital and a platform to manage that capital.

Using this platform both strengthens our customers and gives us insights that help us provide financing where others cannot.

The result is the ability to scale dramatically in a short period of time. One of our customers grew 7x last year! They had the demand, but they couldn't fund the production fast enough. Using Klear allowed them to not only grow quickly but move faster for their customers.

"Klear changes all of this by providing industrial suppliers with both a source of capital and a platform to manage that capital. Using this platform both strengthens our customers and gives us insights that help us provide financing where others cannot."

What size and types of businesses do you target? What is the breadth of working capital solutions you are able to provide and who are your funding partners?

We work with industrial suppliers selling to large corporations and governments. In particular, we're well suited to helping companies that are in their growth stage. They already have a proven product and lots of demand, but they need capital to scale. We have a lot of innovative hard-tech companies on the platform — robotics, satellites, advanced components — and they are under pressure to fulfill large orders on tight deadlines.

Continued on next page

Klear CEO Interview (cont.)

Continued from prior page

Our platform gives them a single location for quotes, invoices, purchase orders and project documents so they can easily see the entire supply chain across buyers, suppliers and projects, and know how much capital they will need and when. It's kind of like a mini-ERP software to help companies manage their financial and operational milestones. Using this platform gives us great insights into their financial pipeline, allowing us to provide financing where others cannot, including buying receivables and lending against approved purchase orders. So, using the software actually unlocks funding to grow their business.

We also provide a suite of commercial solutions including automated AR and AP, high-yield commercial accounts to manage idle cash, and built-in currency tools for international customers.

We fund through a combination of institutional capital partnerships (including private credit funds and specialty lenders), and risk management programs with trade credit insurers. We're designed to scale with our customers and their buyers.

Walk us through a typical customer onboarding process. Are you dependent upon any specific integrations for data capture?

We've streamlined onboarding to match how our customers operate. Most of them already have recurring orders from large buyers — what they lack is time, cash flow, coordination and leverage. Once they onboard, they can store and organize their invoices, purchase orders, contracts, quotes, etcetera on the Klear platform. Our AI-native stack, supported by our customer success team, extracts key dates and amounts for shipping, delivery, invoicing, payment and manufacturing so they gain a clear picture of their project milestones within and across their projects.

While we integrate with ERP software and account systems, we're not dependent on them. We do the heavy lifting, so their life is simplified — no IT involvement required.

"Our platform gives them a single location for quotes, invoices, purchase orders and project documents so they can easily see the entire supply chain across buyers, suppliers and projects, and know how much capital they will need and when. It's kind of like a mini-ERP software..."

What is your go-to-market strategy?

Our biggest source of new customers is referrals. In particular, investors and VCs send their companies our way because they need cash to grow and don't want to dilute equity further. The second most common referral is corporations and buyers who recognize that stretching payment terms strains their suppliers, but want an alternative to discounting programs that use their own capital. We allow them to keep purchase financing off their balance sheet while keeping suppliers financially healthy. We also get a lot of referrals from partners in our industry verticals that want to see their supply chains move faster, such as aerospace, defense, logistics and healthcare.

We've found that when capital shows up at the exact point where suppliers are trying to deliver, it spreads quickly. Much of our growth comes from supplier word-of-mouth and partner ecosystem referrals.

Klear CEO Interview (cont.)

How much of your secret sauce is leveraging technology vs. your underwriting / capital markets / funding expertise? How are you using AI today?

Our secret sauce is the fusion of both. Klear's edge is in how we combine procurement insight, capital markets structure, and modern software design.

On the technology side, we're AI-native from onboarding to monitoring. We use LLMs to extract data from customer documents, dynamically assess buyer risk, and monitor fulfillment events in real time and then use our team's expertise to validate and enhance our use of that data. That lets us offer financing terms that are more adaptive than a bank — but more flexible and scalable than traditional factoring.

On the capital side, we have the discipline of a credit fund, but the speed and packaging of a FinTech. Our institutional partners trust our models because they're built on real procurement behavior, not vanity metrics.

"Our secret sauce is the fusion of both [leveraging technology and underwriting / capital markets / funding expertise]. Klear's edge is in how we combine procurement insight, capital markets structure, and modern software design."

How is Klear different than other supply chain FinTech companies? Why are banks not well suited to play in this space?

Most supply chain FinTechs focus on large buyers managing their payables. Klear flips the model — we start from the supplier's perspective, especially smaller firms selling upstream into large, complex organizations. We're purpose-built for suppliers navigating long lead times, negotiated payment terms, and milestone-based delivery.

Banks aren't structurally set up for this. They don't move fast enough, don't understand non-standard contracts, and require too much manual underwriting. Suppliers need capital when they win the deal — not six months later.

Klear meets them where they are — with PO in hand and a product to deliver.

What is on the near-term product roadmap for Klear and where do you see the Company over the next 5–10 years?

Near-term, we're focused on three things:

1. Deeper workflow automation — auto-detecting order changes, shipment updates, and cash application events.
2. AI-native underwriting — more predictive credit decisions based on fulfillment behaviors, not static scores.
3. Private credit marketplace integration — giving institutional lenders and allocators a way to directly fund supply chain assets via our platform.

In 5–10 years, Klear will be the capital intelligence backbone of the physical economy. We want to be the system of record for supplier financing —whether that's in aerospace, energy, defense, or the next generation of industrial tech. If you're building the future, we want to help fund it.

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<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>Divvy</p> <p>on its sale to</p> <p>bill.com</p> <p>for total consideration of</p> <p>~\$2,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>avidxchange</p> <p>on its sale to</p> <p>TPG & Corpay[^]</p> <p>for total consideration of</p> <p>\$2,200,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>BainCapital & Great Hill VENTURES PARTNERS</p> <p>in the merger of</p> <p>CHROMERIVER & certify</p> <p>valued in excess of</p> <p>\$1,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>feedzai</p> <p>on its Series D financing led by</p> <p>KKR</p> <p>for a total amount of</p> <p>\$200,000,000</p> <p>at a valuation of</p> <p>>\$1,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>wave</p> <p>on its sale to</p> <p>H&R BLOCK[®]</p> <p>for total consideration of</p> <p>\$405,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>Velocity Global[™]</p> <p>on its Series B financing led by</p> <p>ELDRIDGE NORWEST</p> <p>for a total amount of</p> <p>\$400,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>avidxchange</p> <p>on its growth financing with new investors</p> <p>NEUBERGER BERMAN LONE PINE CAPITAL SCHONFELD</p> <p>for a total amount of</p> <p>\$388,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>payzer</p> <p>on its sale to</p> <p>wex[™]</p> <p>for total consideration of</p> <p>\$250,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>happay</p> <p>on its sale to</p> <p>CRED</p> <p>for total consideration of</p> <p>~\$180,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>Divvy</p> <p>on its financing by new investors</p> <p>Hanaco PayPal SCHONFELD</p> <p>with existing investor participation from</p> <p>INSIGHT NEX PELICON Acrew</p> <p>for a total amount of</p> <p>\$165,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>CHROMERIVER</p> <p>in its Series D investment from</p> <p>Great Hill PARTNERS</p> <p>for total consideration of approximately</p> <p>\$ 100,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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>Confirmation.com</p> <p>in its minority financing from</p> <p>Great Hill PARTNERS</p> <p>for total consideration of approximately</p> <p>\$ 60,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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>billtrust[®]</p> <p>in its minority financing led by</p> <p>RIVERWOOD CAPITAL</p> <p>for total consideration of</p> <p>\$ 50,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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>ContaAzul</p> <p>in its Series D financing led by</p> <p>TIGERGLOBAL</p> <p>with participation from</p> <p>endeavor CATALYST</p> <p>for total consideration of approximately</p> <p>\$ 30,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>taulia</p> <p>on its majority sale to</p> <p>SAP</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>BROWZ[™]</p> <p>THE RIGHT FIT</p> <p>in its merger with</p> <p>Avetta</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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>riskconnect.</p> <p>Integrated Risk Management Solutions[™]</p> <p>in its sale to</p> <p>THOMA BRAVO</p> <p>FINANCIAL TECHNOLOGY PARTNERS</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 exclusive strategic and financial advisor to</p> <p>neuroID</p> <p>on its sale to</p> <p>experian.</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

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FT Partners Served as Financial Advisor to Divvy on its Sale to Bill.com

Overview of Transaction

- On May 6, 2021, Bill.com (NYSE:BILL) announced it has entered into a definitive agreement to acquire Divvy in a stock and cash transaction valued at approximately \$2.5 billion
 - Bill.com will acquire Divvy for \$625 million in cash and approximately \$1.875 billion of Bill.com Common Stock, subject to customary adjustments for transactions of this nature
- Divvy modernizes finance for business by combining expense management software and smart corporate cards into a single platform
- Bill.com is a leading provider of cloud-based software that simplifies, digitizes, and automates complex back-office financial operations for small and midsize businesses (SMBs)

Significance of Transaction

- The combination will expand the market opportunity for both companies
- Bill.com can offer expense management and budgeting software combined with smart corporate cards to its more-than 115,000 customer base and its network of 2.5 million members
- Divvy will be able to offer automated payable, receivables, and workflow capabilities to the more-than 7,500 active customers that it serves

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Divvy and its Board of Directors
- FT Partners previously advised Divvy on its [\\$165 million Series D financing](#) in January 2021, demonstrating FT Partners' long-term commitment to its clients, and the repeat nature of many of FT Partners' advisory engagements
- This transaction underscores FT Partners' deep payments and software domain expertise, as well as our successful track record generating highly favorable outcomes for high-growth, unicorn FinTech companies globally

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exclusive strategic and financial advisor to*



on its sale to

bill.com

for total consideration of

~\$2,500,000,000



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FT Partners Served as Financial Advisor to AvidXchange on its \$2.2 billion Sale to TPG & Corpay

Overview of Transaction

- On May 6, 2025, AvidXchange Holdings, Inc. (NASDAQ: AVDX) (“AvidXchange,” or the “Company”) announced that it has entered into a definitive agreement to be acquired by a consortium led by TPG (NASDAQ: TPG), a leading global alternative asset manager, and Corpay (NYSE: CPAY), a global leader in corporate payments, for \$10.00 per share in cash
 - The transaction values AvidXchange at \$2.2 billion, and TPG will acquire a majority interest in AvidXchange through TPG Capital, the firm’s U.S. and European private equity platform
 - The purchase price represents a 45% premium over the Company’s unaffected price of \$6.89 ⁽¹⁾
- AvidXchange is a leading provider of accounts payable (“AP”) automation software and payment solutions for middle market businesses and their suppliers
 - The Company’s SaaS-based, end-to-end software and payment platform digitizes and automates the AP workflows for more than 8,500 businesses, and it has made payments to more than 1,350,000 supplier customers over the past five years
- The transaction is subject to customary closing conditions and is expected to close in the second half of 2025; there are no financing conditions to the transaction

Significance of Transaction

- This represents one of the most prominent transactions in the Financial Management Solutions space and brings together not only a key strategic partner, but also a world class financial investor
- The transaction will provide AvidXchange with additional flexibility to continue investing in growth and delivering integrated payment solutions that enable greater efficiency, visibility, and control for customers

FT Partners’ Role

- FT Partners served as financial advisor to AvidXchange; FT Partners has been engaged in a long-term financial advisory role with AvidXchange since 2009 and has since advised the Company on every major capital raise, buy-side acquisition, its 2021 IPO, and its announced sale in 2025 to TPG
 - FT Partners founder Steve McLaughlin began investing in AvidXchange at a \$20 million equity value and continues to hold his shares
- This transaction underscores the strategic nature of FT Partners’ long-term advisory engagements, as well as our deep expertise in major FinTech verticals including Financial Management Solutions and B2B Payments

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on its sale to



for total consideration of

\$2,200,000,000

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(1) The last trading day before media reports of a potential transaction involving the Company

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FT Partners Served as Financial Advisor to Wave on its Sale to H&R Block

Overview of Transaction

- On June 11, 2019, H&R Block, Inc. (NYSE: HRB) announced that it has agreed to acquire Wave Financial Inc. for \$405 million in cash
- Headquartered in Toronto, Ontario, Wave provides award-winning accounting, invoicing, payroll, and payments software solutions, as well as bookkeeping services, built into a comprehensive platform
 - Wave has a low-cost customer acquisition model and currently serves over 400,00 monthly active global small businesses
- H&R Block is a global consumer tax services company, providing tax return preparation services through 11,000 company-owned and franchise retail tax offices worldwide as well as tax software for DIY consumers

Significance of Transaction

- This transaction will expand H&R Block's product and client portfolio as well as enhance its position in the small business space
- H&R Block estimates that the transaction will generate \$40 to \$45 million of revenue for fiscal 2020
- Following the closing of the transaction, Wave will maintain its leadership team, including Kirk Simpson, operating independently within H&R Block from its headquarters in Toronto, Ontario.

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Wave
- FT Partners also previously advised Wave on its \$10 million [Series C financing](#)
- This transaction underscores FT Partners' expertise in sell-side advisory across a broad range of SaaS, financial management, and payments companies that target small businesses

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on its sale to



for total consideration of approximately

\$ 405,000,000



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FT Partners Served as Financial Advisor to Payzer on its \$250 million Sale to WEX

Overview of Transaction

- On October 26, 2023, WEX (NYSE:WEX) announced that it signed a definitive agreement to acquire Payzer for total consideration of approximately \$250 million
 - The deal includes additional contingent consideration of \$11 million based on defined performance metrics
- Payzer is a full-featured, cloud-based field service management platform at the convergence of SaaS and payments, helping its customers simplify operations, streamline their sales processes, and improve collections
 - Payzer has historically delivered its solutions to SMBs in the HVAC, plumbing, and roofing verticals
- WEX is a global commerce platform that simplifies business payments, employee benefits, fuel cards, and fleet management
 - Within its Fleet Solutions segment, WEX serves over 600,000 customers and approximately 19 million vehicles on its Mobility platforms

Significance of Transaction

- The acquisition expands WEX's total addressable market and advances the Company's growth strategy through complementary solutions, enhanced cross-selling opportunities and stronger industry relationships
- Additionally, the acquisition provides a new, scalable SaaS solution for WEX's approximately 150,000 SMB customers who operate field service companies

FT Partners' Role

- FT Partners served as the strategic and financial advisor to Payzer
- FT Partners previously advised Payzer on its [\\$23 million Series D financing](#) in June 2021
- This transaction highlights FT Partners' deep domain expertise in vertical SaaS and payments
- Notably, this is the fourth client that FT Partners has sold to WEX, as we previously advised Optal on its \$578 million combined sale with eNett in 2020, Benaissance on its \$80 million sale in 2015, and Fleet One on its \$369 million sale in 2012
- This transaction also highlights FT Partners' successful track record generating highly favorable outcomes and supporting the growth of its clients over multiple years, multiple transactions, and multiple stages of a client lifecycle, including for growth capital and M&A

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*is pleased to announce its role as
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payzer®

on its sale to

wex™

for total consideration of

\$250,000,000

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FT Partners Served as Financial Advisor to Taulia on its Sale to SAP

Overview of Transaction

- On January 27, 2022, SAP SE (NYSE: SAP) announced its intent to acquire a majority stake in Taulia, a leading provider of working capital management solutions
- Taulia will operate as an independent company with its own brand in the SAP Group
 - Cédric Bru will remain CEO of Taulia; SAP CFO Luka Mucic will become Chairman of the Board
- Founded in 2009, Taulia is recognized for its leading technology and has one of the broadest platform and solution portfolios in the working capital management market; the Company has also built a strong ecosystem of financial partners who provide the necessary funding, including J.P. Morgan, UniCredit and other high-profile banks

Significance of Transaction

- The acquisition of Taulia represents an opportunity to broaden the suite of offerings available through the SAP platform, and furthers SAP's mission to embed a growing range of financial services into its platform
- SAP will strengthen the integration with Taulia, both for the SAP Business Network and the CFO solution suite, to become the core of SAP's working capital management portfolio
- Taulia has been an important SAP partner with proven integration into SAP solutions and more than 80% of their customer base runs on an SAP ERP system
- Taulia's solutions will also continue to be available standalone so that non-SAP customers can continue to benefit from Taulia's portfolio as they do today

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Taulia on its sale to SAP as well as on prior capital raises
- This transaction highlights FT Partners' deep expertise in the technology-enabled working capital management space and track record of driving highly successful outcomes for leading FinTech companies globally

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on its majority sale to



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FT Partners' Client Testimonials



"We hired FT Partners back in 2009, and our Board feels that hiring FT Partners **was one of the most strategic decisions we could have made along this journey.** They have been tremendous partners for us, and we are delighted with them on every level."

Michael Praeger, Co-Founder & CEO



"From the time we began having external conversations right up to the moment we signed a definitive deal, FT Partners were invaluable partners. They brought **not only strategic advice but also worked tirelessly helping execute all the way to closing.** I can't imagine trying to navigate this process without them."

Haroon Mokhtarzada, Co-Founder & CEO



"Wherever a board or a management team has **steered away from hiring FT Partners it always seems to end up in tears.** Here's to you and everything you do."

Nigel Morris, Managing Partner



"FT Partners was a great teammate throughout this transaction. **Their deep industry knowledge, strategic insight, and attention to detail were pivotal in navigating the complexities of the process and achieving a successful outcome.** FT Partners felt like an extension to our internal finance team and their dedication to understanding our vision and delivering tailored solutions was invaluable. I would highly recommend them to any founder / CEO."

Zuben Mathews, Co-Founder & CEO



"FT Partners were simply immense. **Their reputation as the leading investment bank in the FinTech space understates the leadership and direction provided by Steve McLaughlin, and doesn't do justice to the magnificent, unwavering effort, skill, expertise & support provided by the FT team.** Their tireless guidance and resilience was core to us achieving a successful outcome in this complex deal process. On top of that, their camaraderie and patience provided a steadying influence throughout."

John Myers, Co-Founder & CEO



"At interface.ai, being customer-obsessed is our guiding star. We set a high standard for how we care for our customers and naturally expect the same dedication from our partners. **It's rare to find partners who deliver at this level, but FT Partners is an exception.** FT Partners has truly impressed us with their hard work, commitment, and relentless customer focus... We pioneered an outcome-based pricing model that many AI companies are now adopting—similar to how SaaS transformed pricing models decades ago, creating new metrics in business and finance. With AI, we're seeing a similar shift today, so we needed a partner who could apply first-principles thinking, not just follow a playbook. **FT Partners not only met this challenge but exceeded it, bringing an unmatched network, first-principles thinking, and industry-leading FP&A insights to our finance and strategic planning.** They were instrumental in finding the right investors and supporting us every step of the way."

Srinivas Njay, Founder & CEO



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