

April 5, 2023

FT PARTNERS FINTECH INDUSTRY RESEARCH

FinTech CEO Interview:

The Tie



Joshua Frank
Co-Founder & CEO

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
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San Francisco • New York • London

The Tie Overview

Company Overview



Co-Founder & CEO:	Joshua Frank
Headquarters:	New York, NY
Founded:	2018

- The Tie is a leading provider of information services and data for digital assets
- The Company’s core offering – the Tie Terminal – is a comprehensive workstation for institutional digital asset investors
 - The Tie Terminal services over 150 institutional clients ranging from hedge funds to banks, asset managers, OTC desks, and other institutional market participants
 - The platform offers the most comprehensive view into the cryptocurrency market combining dozens of off- and on-chain data sets

Selected Financing History

Date	Stage	Size (\$ mm)	Selected Investor(s)
03/21/22	Series A	\$9	Blizzard Partners; GoldenTree Asset Management; New York Digital Investments Group; Hudson River Trading; Republic Capital; Gemini Frontier Fund; Nexo

Products & Services Overview

Institutional Services



The Tie Terminal
Comprehensive institutional digital asset workstation incorporating news updates across digital assets drawn from thousands of primary and secondary sources



API Suite
Data including on-chain, sentiment, digital asset unlocks, and news feeds offered via API, consumed primarily by quantitative hedge funds

Redistribution Services



Data Licensing
The Company licenses data feeds to leading retail platforms, including Interactive Brokers, Bybit, Nexo, and Cointelegraph

Issuer Services



Token Management Services
The Company offers a range of services to leading token issuers, including quarterly calls, investor relations dashboards, and corporate access



The Tie

Joshua Frank
Co-Founder & CEO

Joshua Frank is Co-Founder & CEO of The Tie, the leading provider of information services for digital assets. The Tie services more than 150 institutional investors via their Terminal offering and API solutions.

Prior to co-founding The Tie, Josh worked as a consultant at SS&C Technologies, focused on building out their post-trade settlement business.

"The Tie is the leading provider of information services for digital assets...The Tie Terminal is the fastest and most comprehensive workstation for institutional digital asset investors."

What is your background and how did you come to found the Tie?

I was born in NYC and grew up between New York and as an expat in Hong Kong. I have always been entrepreneurial – from selling candy out of my elementary school locker, to starting a sports news and analysis website in High School that I scaled to nearly a million monthly page views.

After graduating from McGill University, I took a job at SS&C Technologies focusing on post-trade settlement tech. It was during that time when I started really diving into crypto and was simultaneously researching and building factor models on equities. Bored at my job and recognizing the inefficiencies of digital asset markets, I left SS&C to start The Tie in 2018.

Tell us about the Tie, what you've built so far and what you're looking to build.

The Tie is the leading provider of information services for digital assets. Our core offering, The Tie Terminal, is the fastest and most comprehensive workstation for institutional digital asset investors. The Terminal is an all-in-one solution for monitoring digital assets, aggregating real-time news and on-chain, derivatives, sentiment, market, developer, governance, NFT, and risk data in a powerful and intuitive platform.

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The Tie

Joshua Frank | Co-Founder & CEO

“We are continuing to see the financial struggle of many funds that were impacted; however, our business has actually grown over the last 6 months due in large part to adoption by large traditional institutional investors.”

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On the Terminal side, our clients include the leading traditional and crypto-native hedge funds, OTC desks, market makers, trading venues, banks, sell-side firms, and other institutional market participants.

From a high level our business can be viewed in three verticals:

- *Institutional Services*, which includes The Tie Terminal and APIs
- *Data Redistribution*, which licenses data to leading trading venues and retail platforms
- *Issuer Services*, which is our business line focused on investor relations and corporate access

On the terminal front we currently offer everything pre-trade, but will look at expanding into full institutional workflow in the coming years. Our goal is to continue to grow and increase usage over time by offering a range of additional services. One of the initiatives to accomplish this is our new compliant messaging platform that we just rolled out which within its first two weeks of launch already counts more than 75 institutions and 500 individuals as users.

It's obviously been a trying 12 months for the crypto / digital assets space. How has this impacted your business and where are you now?

The initial impacts of the Luna collapse slowed down institutional adoption and extended the sales cycle for us and other companies in crypto. The FTX collapse was more drastic with many firms in the space halting any new software purchases until the end of 2022 and many of our crypto-native clients going out of business. We are continuing to see the financial struggle of many funds that were impacted; however, our business has actually grown over the last 6 months due in large part to adoption by large traditional institutional investors.

The Tie

Joshua Frank | Co-Founder & CEO

“There is no firm in crypto that has anywhere near the breadth and depth of news coverage, comprehensiveness and accuracy of tagging and length of history.”

You focus on primary new sources. Can you explain what that means and how it differentiates you from other news or data providers in the digital assets space?

One of the first datasets we ever built and among the richest that we offer is our news. News moves markets. That is particularly the case in crypto, where fundamentals are less widely accepted, and assets are more volatile. The lack of centralization of information in crypto makes succinctly and efficiently tracking news seem implausible, with institutions often missing market moving rulings from regulators, major announcements, or token outages and hacks. That is why we built SigDev - the most comprehensive and powerful way to track Significant Developments in crypto.

Real-time news is critical for identifying opportunities and managing risk, but by the time media sites cover a story, the window of opportunity has often closed. The Tie goes directly to the source to deliver a direct stream of news from thousands of primary and secondary sources including tokens, exchanges, SEC filings, companies, funds, courts, and regulators. Our speed and comprehensiveness of coverage is why three of the four largest crypto publications are clients of The Tie and rely on SigDev as their main source of breaking stories.

There is no firm in crypto that has anywhere near the breadth and depth of news coverage, comprehensiveness and accuracy of tagging, and length of history. The Tie offers more than four years of historical point-in-time news from over 4,000 primary and secondary sources. If staying on top of news is critical for your operation, The Tie is the only choice.

And beyond the pre-set data feeds, you’ve also built a low-code solution to ingest, display and process third-party web data that isn’t native to your platform – how does that add to the user experience?

Over the last few years, hedge funds, asset managers, and other institutional investors have shifted to building their own data platforms in house - sourcing data from dozens of different providers and seeking to build a unified experience. Traditional financial data platforms limit those professionals by restricting them to the data natively available within their platforms or to purchasing data from app stores they control.

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The Tie

Joshua Frank | Co-Founder & CEO

“Crypto is rapidly evolving. With dozens of layer 1s and 2s seemingly popping up overnight and novel metrics constantly being created it is impossible for any one data vendor to service all clients’ needs with a one-size-fits-all approach. This is why we have built a modular platform...”

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The Tie has a different approach. Our goal is to be the one-stop platform for a 360-degree view into the crypto market. This means offering hundreds of metrics, data sets, and tools out of the box, but also enabling our clients to bring their own data and 3rd party data sets onto our platform. Funds should not be in the business of software development - they deserve to have a single platform to track the market and that they can build on top of.

Crypto is rapidly evolving. With dozens of layer 1s and 2s seemingly popping up overnight and novel metrics constantly being created it is impossible for any one data vendor to service all clients’ needs with a one-size-fits-all approach. This is why we have built a modular platform, enabling clients to visualize all crypto data (native to The Tie Terminal and not) within a single screen.

Can you tell us more about the types of analytics you offer out of the box, how you’ve ended up with such a rich set of analytics features, and what drives the development of new offerings?

The Tie offers market, derivatives, sentiment, news, on-chain, private company, NFT, governance, developer, staking, protocol financial, and unlock data out of the box. We have a team of ~80 which is dominated by data scientists and engineers and have been building crypto data solutions for over five years. As the market has matured, so has the sophistication of our client base and demand for new data sets and features, leading us to build the most robust platform for analyzing digital assets.

New offerings are often driven by client demand, but some of the data sets that we have pioneered are novel and are driven by a deep understanding of client workflows and use cases. An example of this is our tool called the Apefluencer, which tracks what the top VCs are following on social media in real-time to help other firms identify emerging crypto projects earlier.

The Tie

Joshua Frank | Co-Founder & CEO

“Broadly speaking, what blows away clients the is the unique combination of tools we offer that feel familiar to traditional institutions... combined with native offerings that are powerful and intuitive.”

Analytics can sound a bit vague when described in general terms; are there one or two examples of tools on your platform that consistently blow people away when they first see them?

There are countless tools that we offer on The Tie that “blow people away.” An example of a tool that has done very well among venture capitalists is our tool to track retention rates, cohort analysis, customer churn, acquisition, LTV, and revenue metrics using on-chain data. We provide VCs with a glimpse into the health of blockchain protocols that goes beyond what they often even receive in data rooms when evaluating equity businesses.

Another tool that has done very well among our client base is our investor unlock data. We provide the highest quality data on upcoming and prior unlocks for tokens, enabling our clients to better identify trading opportunities and manage their risk.

Broadly speaking, what blows away clients the most is the unique combination of tools that we offer that feel familiar to traditional institutions (like our 13F tracker for crypto transactions and our corporate action analogue), combined with crypto-native offerings that are powerful and intuitive.

Some might refer to your platform as the Bloomberg of digital asset markets – can you explain why they do so and why that’s not entirely accurate?

I wouldn’t describe The Tie as purely a Bloomberg for crypto. There are a number of offerings that we have that are similar to Bloomberg, but parts of our business also look similar to firms like S&P, FactSet, and others, but for digital assets.

Those external to The Tie often refer to us as a Bloomberg-esque platform for crypto because we consolidate the entire market into a single screen for our users. We solve the major main point of streamlining institutional workflow from an information perspective. Before coming to The Tie many of our clients had 20-30 tabs open at all times to stay on top of crypto and were subscribed to a number of different services. We have helped over 150 different firms consolidate that experience down to a single tab.

The Tie

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“We are not building for crypto natives; we are building technology with traditional capital markets participants in mind...We are already seeing this take shape with dozens of tier 1 banks, asset managers, and multi-billion-dollar hedge funds signed as clients of The Tie Terminal and APIs.”

Where do you see the larger digital assets market and ecosystem evolving to, and how is what you’re building going to fit into that future?

I would not describe myself as a crypto maximalist – which is unlike many that are full time in the space. I view digital assets as an interesting alternative asset class, with greater inefficiency and therefore greater opportunity than more traditional assets. Over time I imagine that crypto becomes a larger and more regular allocation among all investor types. I envision a merging of digital assets into finance more broadly. I think that many of the leading service providers in digital assets will be traditional banks, custodians, and prime brokers and that the institutional market will be largely dominated by the same firms that dominate equities, commodities, and fixed income markets.

We are not building for crypto natives; we are building technology with traditional capital markets participants in mind. As crypto becomes more widely adopted, I am confident that we have the tools and familiarity that will enable us to be rapidly integrated into the workflow of hundreds of thousands of financial professionals across the globe. We are already seeing this take shape with dozens of tier 1 banks, asset managers, and multi-billion-dollar hedge funds signed as clients of The Tie Terminal and APIs.

Selected FT Partners-Advised Transactions in the Wealth & Capital Markets Tech & Crypto Sectors

M&A Transactions

<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>Forge</p> <p>on its merger with</p> <p>MOTIVE CAPITAL CORP (NYSE: MOTV)</p> <p>for total consideration of</p> <p>\$2,000,000,000</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>BLACKROCK</p> <p>in its 100% acquisition of</p> <p>FutureAdvisor</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>SAY</p> <p>on its sale to</p> <p>Robinhood</p> <p>for approximately</p> <p>\$140,000,000</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>TRUST COMPANY OF AMERICA</p> <p>in its sale to</p> <p>ETRADE</p> <p>for total consideration of</p> <p>\$ 275,000,000</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 strategic and financial advisor to</p> <p>clearpool</p> <p>on its sale to</p> <p>BMO Bank of Montreal</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>ATD</p> <p>in its sale to</p> <p>citi</p> <p>for cash and stock consideration of approximately</p> <p>\$ 680,000,000</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>INSTINET</p> <p>in the sale of its stake in</p> <p>CHI X EUROPE</p> <p>to</p> <p>BATS</p> <p>for total consideration of approximately</p> <p>\$ 305,000,000</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>riskalyze</p> <p>on its recapitalization by</p> <p>Hg</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>eXegy</p> <p>on its sale to</p> <p>MARLIN EQUITY PARTNERS</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>IMAGINE Software</p> <p>on its sale to</p> <p>FP</p> <p>FRANCISCO PARTNERS</p> <p>for total consideration of approximately</p> <p>\$ 300,000,000</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>THE MARKETS.com</p> <p>in its sale to</p> <p>Capital IQ</p> <p>A Division of Standard & Poor's</p> <p>for total consideration of approximately</p> <p>\$ 300,000,000</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>WOMBAT</p> <p>FINANCIAL SOFTWARE</p> <p>in its sale to</p> <p>NYSE Euronext</p> <p>for total consideration of approximately</p> <p>\$ 225,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

Financing Transactions

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as strategic and financial advisor to</p> <p>TRUMID</p> <p>on its financing led by</p> <p>DRACONER</p> <p>with participation from</p> <p>TPG</p> <p>& funds and accounts managed by</p> <p>BLACKROCK TROWPRICE</p> <p>for a total amount of</p> <p>\$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>AlphaSense</p> <p>on its Series C financing led by</p> <p>Viking Goldman Sachs</p> <p>for a total amount 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>ADDEPAR</p> <p>in its Series D financing co-led by</p> <p>VALOR 8VC</p> <p>Harald McPike</p> <p>for total consideration of</p> <p>\$ 140,000,000</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>CAIS</p> <p>on its Series C financing from</p> <p>APOLLO</p> <p>for a total amount of</p> <p>\$225,000,000</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 exclusive role as strategic and financial advisor to</p> <p>OpenExchange</p> <p>on its Series D financing led by</p> <p>Kingfisher Investment</p> <p>STONEBRIDGE</p> <p>for a total amount of</p> <p>\$23,000,000</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 Capital Markets & IPO Advisor to</p> <p>ENVESTNET</p> <p>in its</p> <p>\$69,000,000</p> <p>Initial Public Offering</p> <p>valuing the equity at approximately</p> <p>\$ 300,000,000</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 strategic and financial advisor to</p> <p>Liquidnet</p> <p>in its financing for approximately</p> <p>\$ 250,000,000</p> <p>valued at approximately</p> <p>\$ 1,800,000,000</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 strategic and financial advisor to</p> <p>abra</p> <p>on its Series C financing led by</p> <p>IGNIA BLOCKCHAIN CAPITAL</p> <p>for a total amount of</p> <p>\$55,000,000</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>TradingScreen</p> <p>SIMPLIFYING GLOBAL MARKETS</p> <p>in its minority recapitalization for</p> <p>\$ 110,000,000</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 strategic and financial advisor to</p> <p>nutmeg</p> <p>in its Series E financing from</p> <p>Goldman Sachs CONVOY</p> <p>for total consideration of</p> <p>£45,000,000</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 strategic and financial advisor to</p> <p>moneyfarm</p> <p>on its Series C Financing led by</p> <p>Posteitaliane</p> <p>with participation from</p> <p>Allianz</p> <p>for total consideration of</p> <p>£36,000,000</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 strategic and financial advisor to</p> <p>Forge</p> <p>on its financing with participation from</p> <p>TEMASEK LUN PARTNERS GROUP</p> <p>for a total amount of</p> <p>\$150,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

FT Partners Advises AlphaSense on its \$180 million Series C Financing

Overview of Transaction

- On September 30, 2021, AlphaSense announced it has raised \$180 million in a Series C financing round led by Viking Global Investors and Goldman Sachs Asset Management (GSAM) Growth Equity
 - Viking Global Investors is a global investment firm founded in 1999 that manages ~\$58bn of capital for investors
 - GSAM Growth Equity ("Goldman Sachs") has invested over \$13bn in companies led by visionary founders and CEOs
 - Alliance Bernstein, Bank of America, Barclays, Citi, Cowen, Morgan Stanley, Wells Fargo and other investors also participated in the round
- AlphaSense is a leading market intelligence and search platform with operations in the United States, Europe, and India
 - AlphaSense leverages AI and NLP to extract insights from an extensive universe of public and private content, enabling professionals to make critical decisions with confidence and speed
 - AlphaSense is trusted by a majority of S&P 500 companies including 70% of top asset management firms and 76% of top consultancies

Significance of Transaction

- The capital infusion will be used to further invest in product development, content expansion and customer support, and to drive organic growth as well as acquisitions
- Through international expansion, AlphaSense plans to continue investing in global and foreign-language content and expanding its customer service and engineering teams worldwide

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to AlphaSense
- FT Partners previously advised AlphaSense on its [\\$50 million Series B financing](#) round in 2019 and its [\\$33 million growth financing](#) round in 2016
- This transaction highlights FT Partners' industry-leading expertise within the Information Technology / Capital Markets space and its successful track record

Financial Technology Partners LP FTP Securities LLC

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

AlphaSense

on its Series C financing led by

Viking **Goldman Sachs**

with participation from

AB BERNSTEIN **BANK OF AMERICA** **BARCLAYS** **citi**
Morgan Stanley **COWEN** **WELLS FARGO**

for a total amount of

\$180,000,000

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FT Partners Advises Abra on its Series C Financing

Overview of Transaction

- On September 15, 2021, Abra announced it has raised \$55 million in Series C financing led by IGNIA and Blockchain Capital with participation from new investors Kingsway Capital and Tiga Investments
- Additional participation in the round came from existing investors including Amex Ventures, Arbor Ventures, Lerer Hippeau, and Kenetic Advisors
- Founded by Bill Barhydt in 2014, Abra is the leading wealth management platform in the crypto space, allowing hundreds of thousands of users to earn yield on crypto assets, trade over 100 virtual currencies, and borrow against crypto holdings
 - Abra has processed over \$1 billion in crypto-backed loans and paid millions of dollars in interest to retail and institutional clients
 - Abra Earn offers users to earn competitive interest rates on crypto assets, including up to 8% interest on stablecoins, compounded daily
 - Abra's cross-border lending platform matches developed market investors with developing market borrowers to capitalize on a massive yield arbitrage opportunity

Significance of Transaction

- The investment will fuel Abra's rapid user base growth and support its continued commitment to expanding the product suite and capabilities
- Abra's Series C financing will allow the company's world-class development team to further expand its product suite for wealth management, trading, and payments, with a focus on offerings for high-net-worth clients and institutions

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Abra
- This transaction highlights FT Partners' industry-leading expertise within the burgeoning crypto space, as well as its successful track record of generating highly favorable outcomes for high-growth FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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

abra

on its Series C financing led by



for a total amount of

\$55,000,000

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FT Partners Advises Acorns on its Acquisition of GoHenry

Overview of Transaction

- On April 3, 2023, Acorns, a saving and investing app for everyday people, announced that it had acquired GoHenry and its European arm Pixpay
- Founded in 2012 in the UK, GoHenry is a financial education app and prepaid debit card with in-app, gamified money lessons designed to teach kids and teens how to be smart with money from a young age
 - Today, GoHenry operates in the UK and US and more recently France, Spain and Italy with its acquisition of French FinTech Pixpay
- Together, Acorns and GoHenry will serve close to six million subscribers
- In the US, GoHenry will operate as GoHenry by Acorns while GoHenry & Pixpay will continue to operate under their own brands in the UK & Europe

Significance of Transaction

- The acquisition marks an acceleration of Acorns' roadmap by putting the responsible tools of money management and education in the hands of kids, teens and adults, globally

FT Partners' Role

- FT Partners served as the exclusive strategic and financial advisor to Acorns
- This transaction highlights FT Partners' deep domain expertise in the Consumer FinTech space, as well as its continued success in providing buy-side advisory to leading FinTech companies

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*is pleased to announce its role as
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on its acquisition of



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FT Partners Advises Revolut on its \$800 million Series E Financing

Overview of Transaction

- On July 15, 2021, Revolut announced that it has raised \$800 million in financing from Softbank and Tiger Global, valuing the business at ~\$33 billion
- SoftBank and Tiger Global join existing investors including Balderton Capital, DST, Ribbit Capital, TCV and TSG Consumer Partners
- Revolut is building the world's first truly global financial superapp to help people get more from their money
 - In 2015, Revolut launched in the UK offering money transfer and exchange; Today, more than 16 million customers around the world use dozens of Revolut's innovative products to make more than 150 million transactions a month

Significance of Transaction

- The investment will enable the Company to further its growth plans, in particular its ongoing product innovation aimed at meeting customers' everyday financial needs and aspirations, from quick and easy global transfers, to managing everything from savings to insurance to democratizing wealth and trading
- It will also support the expansion of Revolut's offering to US customers and its entry to India and other international markets
- Revolut is now the most valuable financial superapp and the 4th most valuable private FinTech company globally

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Revolut
- This transaction underscores FT Partners' deep expertise in the Consumer FinTech and Banking Tech space, as well as our successful track record generating highly favorable outcomes for high-growth, unicorn FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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

Revolut

on its Series E financing led by

 SoftBank **TIGER**GLOBAL

for a total amount of

\$800,000,000

at a valuation of

~\$33,000,000,000

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FT Partners Advises Forge on its Merger with Motive Capital Corp.

Overview of Transaction

- On September 13, 2021, Forge announced its merger with Motive Capital Corp.
- Upon completion of the transaction, the combined company is expected to have a pro forma fully diluted equity value of approximately \$2.0 billion ⁽¹⁾
 - Expected gross proceeds are \$532.5 million, prior to the payment of transaction expenses and up to \$100 million of cash consideration
 - The combination is further supported by a \$50 million commitment under Motive Partners' Forward Purchase Agreement and a \$68.5 million PIPE anchored by ION Group's \$50 million commitment and contributions from Temasek and Adit Ventures
- Forge's digital platform streamlines liquidity for hundreds of unicorn issuers and thousands of institutional and retail investors from around the world
 - Leveraging its robust technology, operations and trust infrastructure, Forge delivers a suite of services that includes trading, custody, data and company solutions
- Since inception, Forge has completed more than \$10 billion in transactions in more than 400 private companies

Significance of Transaction

- The confidence demonstrated by Motive Capital Corp, and other investors is a testament to Forge's business model, management and market opportunity
- Motive Partners intends to be a long-term strategic partner to Forge, accelerating growth and innovation in a market with substantial tailwinds

FT Partners' Role

- FT Partners served as strategic and financial advisor to Forge
- FT Partners previously advised Forge on its [\\$150 million financing](#) in May 2021, its [merger with SharesPost](#) in May 2020, its acquisition of IRA Services in October 2019, and its [\\$70 million Series B financing](#) in July 2018
- This transaction highlights FT Partners' deep domain expertise within Capital Markets Tech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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



on its merger with



MOTIVE CAPITAL CORP

(NYSE: MOTV)

for total consideration of

\$2,000,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

1) Assuming redemptions are no greater than \$90 million by existing Motive Capital Corp shareholders

FT Partners Advises CAIS on its \$225 million Financing

Overview of Transaction

- On January 11, 2022, CAIS announced it has raised \$225 million of new capital in its Series C financing round at a post-money valuation of more than \$1 billion
 - The investment was led by Apollo Global Management and Motive Partners, with participation from Franklin Templeton
- CAIS is a leading alternative investment platform for financial advisors who seek improved access to and education about alternative investment funds and structured products
 - CAIS provides financial advisors with a broad menu of alternative investment strategies, including hedge funds, private equity, private credit, real estate, and structured products
 - CAIS offers a customized experience to a wide range of wealth management firms, including small- to mid-sized RIAs, large RIA aggregation platforms, and independent / regional broker-dealers
- Today, over 4,400 of independent financial advisors, who in total oversee more than \$2 trillion in assets, use the CAIS platform to access alternative investments

Significance of Transaction

- This investment accelerates CAIS mission to modernize how investors access alternative investments and advances the critical role CAIS plays in revolutionizing how the alternative investment and wealth management communities engage, learn, and transact
- CAIS will use the proceeds of this financing round to fuel further advancements in technology, enhance the customer experience, invest in the digitization of product operations and processes, and explore strategic opportunities

FT Partners' Role

- FT Partners served as exclusive financial advisor to CAIS
- The transaction highlights FT Partners' industry-leading expertise and successful track record within the Wealth and Capital Markets Tech space

Financial Technology Partners LP FTP Securities LLC

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

CAIS

on its Series C financing from



for total consideration of

\$225,000,000

at a valuation of

\$1,000,000,000+

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TECHNOLOGY
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FT Partners Advises Say Technologies on its \$140 million Sale to Robinhood

Overview of Transaction

- On August 10, 2021, Robinhood (NASDAQ:HOOD) announced it had agreed to acquire Say Technologies for approximately \$140 million
- Say is a mission-driven company that has built an innovative communication platform making it easier for investors to exercise their ownership rights
 - Say's proxy processing technology helps broker-dealers give their customers seamless access to their vote, and its Q&A platform lets everyday shareholders participate in events like earnings by asking and upvoting questions
- Robinhood is an online broker that offers commission-free investing in US securities and cryptocurrencies, fractional trading, and cash management
 - Robinhood's mission is to democratize finance and make investing accessible with education and information, fractional shares, IPO access, and more

Significance of Transaction

- As part of Robinhood, Say will be able to further its goal of creating a new ecosystem of ownership and engagement to benefit all investors and companies
- Together the companies will find new ways to expand what it means to be an investor through new products and experiences that democratize shareholder access

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Say Technologies
- This transaction underscores FT Partners' deep Wealth & Capital Markets Tech domain expertise and successful track record of generating favorable outcomes for leading companies globally

Financial Technology Partners LP FTP Securities LLC

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

SAY

on its sale to

Robinhood

for approximately

\$140,000,000

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

Award-Winning Investment Bank Focused on Client Results

AvidXchange

“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, CEO, AvidXchange

Truebill

“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 and CEO

QED Investors

“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

Consistent Recognition Through the Years



Bloomberg

FT Partners’ Steve McLaughlin was featured on Bloomberg
View the [full article](#) and watch the live [TV interview](#)



M&A Advisor Awards

Over 10 awards including Tech Deal of the Year (2019) and Investment Banking Firm of the Year (2016)



Silicon Valley’s Most Popular Dealmakers

Ranked #2 Tech Investment Banker in 2016



LendIt FinTech Industry Awards

Top Investment Bank in FinTech in 2018



The FinTech Finance 40

Steve McLaughlin ranked #1 in 2017 and 2018



The M&A Atlas Awards

2020 Large SPAC Deal of the Year
2020 Corporate M&A Deal of the Year

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