

February 10, 2025

FT PARTNERS FINTECH INDUSTRY RESEARCH

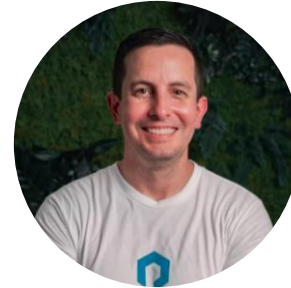
FinTech CEO Interview:



Payabli



Joseph Phillips
Co-Founder & Co-CEO



Will Corbera
Co-Founder & Co-CEO

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Payabli Overview



Company Overview



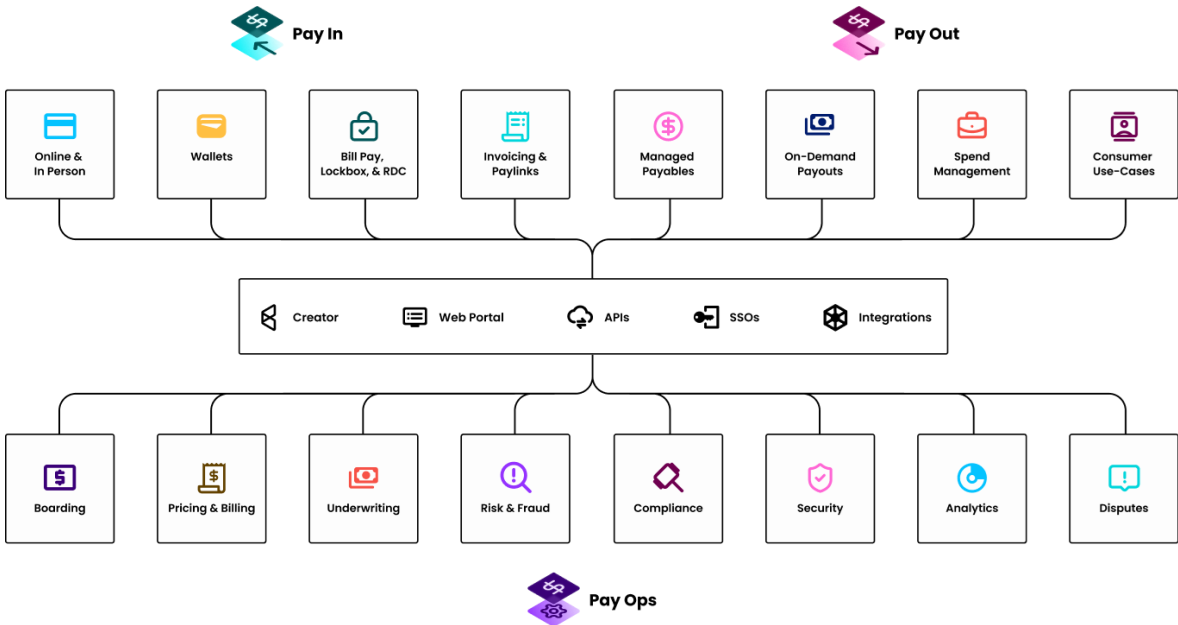
Co-Founders:	Joseph Elias Phillips & William Corbera
Headquarters:	Miami, FL
Founded:	2020

- Payabli provides a single unified API and infrastructure stack to monetize and manage payments for SaaS businesses
- The Company helps businesses unify Pay In and Pay Out processes into one platform, and focuses on need-to-pay verticals like Property Management: HOA & Multifamily, Construction & Contractor / Field Services, Government & Utilities, Education, Insurance, Healthcare, and Financial Institutions
- Payabli aims to take market share from legacy processors through targeting niche, fragmented verticals while also helping new businesses integrate into the payments landscape and monetize volume

Equity Financing History

Date	Size (\$ mm)	Stage	Main investors
Jun '24	\$20	Series A	QED Investors; TTV Capital; Fika Ventures; Bling Capital
Mar '23	8	Seed Extension	TTV Capital; Fika Ventures; Bling Capital
May '22	4	Seed	Fika Ventures, TTV Capital, Bling Capital

Product Overview



Launch payments quickly

Payabli has packaged tools to rapidly get paid and make disbursements to vendors and customers in a secure environment.



Configure your payment experience

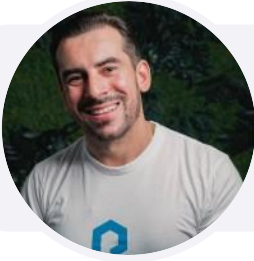
Easily configure the look and feel of our hosted payment pages, checkout buttons, and payout tools leveraging our infrastructure.



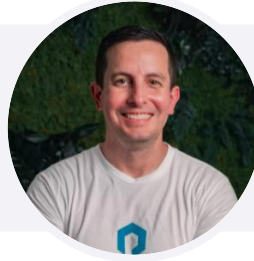
Plug & play to boost revenue

Turn your software platform into a payments powerhouse—build loyalty and boost revenue with ease.

Payabli CEO Interview



Joseph Phillips
Co-Founder &
Co-CEO



Will Corbera
Co-Founder &
Co-CEO

What are your and your co-founder's backgrounds and what led to the founding of Payabli?

Will is a 25-Year FinTech Veteran. He started an ISO out of his dorm room at the University of Miami and recruited the UM Football team as his sales force. Over time they started building their own payments software and got an opportunity to build a Payments Platform for one of the largest Property Managers in South Florida. From there they built one of the category leaders in the HOA Management vertical of Property Management, through that journey they became one of Vantiv and 5/3rd Bank's first Payfacs and bootstrapped to billions of volume and tens-of-thousands of merchants. Revo Pay ultimately exited to Aquiline Capital in 2017.

Jo has been a Revenue Leader helping scale early-stage technology companies his entire career. He was an early team member of Online-Food Ordering Marketplace, Seamless.com and ran National Sales for many years through the Merger with Grubhub and Subsequent IPO. Post Seamless.com, Jo became the first Head of Sales at ServiceTitan the category leading B2B Operating System for Home Services Contractors. Jo built out a high performing sales team that grew revenue 10X in 2 years and ultimately transitioned into a BD Leadership role.

Jo and Will have been best friends for over 15 years. ServiceTitan was the inspiration for Payabli after Jo introduced Will to ServiceTitan to help architect their payments strategy. The work Will did with ServiceTitan helped them create a 9-figure revenue payments business and spawned numerous other FinTech programs. Based on their experience with ServiceTitan Payments, Jo and Will were inspired to build a better payment infrastructure that would make it easier for the next generation of ServiceTitan's to embed and monetize payments and other FinTech products into their platforms.

Payabli is differentiated compared to many other payment processors in that the Company provides both pay in and pay out capabilities along with many other services. Please walk us through your full unified solution set and why it is not so easy to offer both pay in and pay out together.

It was evident from both the experience at RevoPay and at ServiceTitan that there was a tectonic shift of commerce moving from legacy technology and distribution and becoming embedded within vertical SaaS platforms. ISVs were effectively becoming the new ISOs. At the same time, we identified that for every payment acceptance use-case that merchants had they also had a slew of Pay Out use-cases. Merchants needed to pay vendors and sub-contractors and send monies to employees to pick up materials from the supply house or get reimbursed for expenses. Software platforms often had AP modules but were severely lacking in capabilities to execute payments. We saw this was a huge gap in the market, given this "last mile" of Pay Out execution could add significant utility value to the platform as well as unlock meaningful payments revenue by paying out with monetizable payment modalities.

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Payabli CEO Interview (cont.)

"Software platforms often had AP modules but were severely lacking in capabilities to execute payments. We saw this was a huge gap in the market..."

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We were perplexed to find that there was a broad chasm between the Acquiring and Issuing camps of Payments. Companies did Acquiring well or did Issuing well, yet no one married them seamlessly. We've designed our APIs, Embedded Components, and a Platform to mirror Pay In and Payouts; for example, what an invoice is for Pay In a Bill is for Pay Out. What a customer is for Pay In a Vendor is for Pay Out. We've been very thoughtful and intentional about how everything we do for Pay In we consider its corollary for Pay Out and we build capabilities for both throughout our Infrastructure stack. The reality is it's extremely difficult to do this, and we got a lot of pushback early on from investors telling us we should focus on one area however we feel this is the \$100 Billion opportunity in Payments and we've made significant progress in executing on our vision to marry Pay In, Pay Outs and Pay Ops.

Please talk to us about your go-to-market strategy of targeting specific verticals directly while also white-labeling the product for banks to offer to their customers. What are some of your largest verticals and talk about a few underpenetrated ones you are targeting?

We have a core value at Payabli titled "Run to the Fire". We lean into adversity and complexity as we believe it makes us better and differentiates us. This is infused in every part of our business from Customer Success to Product Development. We knew we wanted to build products for very complex verticals and use-cases because despite being difficult to execute if we did, we'd create a big moat between us and our competitors.

For certain verticals, 80% of the capabilities Stripe provides are great but the 20% of nuanced edge cases make a big difference and can add a lot of value. As such, we really focus on "Need-To-Pay" verticals where there's an ongoing relationship between the merchant and the payer. Examples of these verticals are: Property Management, Government, Utility, Education, Insurance, Healthcare, Legal and Non-Profits. We also have a strong presence in Field Services and Construction Management. While our slogan is "If you're a software company, you're a payments company" the reality is any entity that sits in the middle of money movement between senders and recipients is a Payments Company. As such our technology is very transferable to Financial Institutions that want to provide payments solutions to their customers. We're in the process of taking live a top 16 Regional Bank to be their Payment Infrastructure so their 500,000 small-business clients are able to accept payments and pay bills directly through the Bank's online banking portal leveraging Payabli's embedded technology. From a Sales Strategy standpoint we've grown to multiple billions of dollars in live TPV predominantly from Cold-Outbound and referrals, we are just now getting our marketing engine humming.

Are you typically focusing on earlier stage SMBs or larger, enterprise businesses? What is your ICP? Are you able to continue to serve your customers, even if they want to become full Payfacs themselves?

We've gradually been being pulled up-market. As an early-stage company it's a climb to get traction and you "get in where you fit in." Earlier we would work with smaller ISVs but as those platforms have scaled and we've matured and taken on investments from elite FinTech Investors we've been proving ourselves to the market. We now are focused on the mid-market and have demonstrated we can

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Payabli CEO Interview (cont.)

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adequately sell into the enterprise as well.

We strongly believe that most companies should not become Payment Facilitators as the “juice is not worth the squeeze” so to speak. That said, we recognize that as our platforms scale, if one of our clients becomes the next Toast or Airbnb then there could be a day where they make the strategic decision to become their own Payfac or Wholesale ISO and fully run the Payment Operations. We’ve designed our Pay Ops product to allow our customers to graduate into a full-fledged Payfac without having to build the critical tooling [Boarding, Underwriting, Risk, Billing, Residual Managements, etc.] to manage a Payfac. We see this as a key differentiator with our offering and one that has opened up the doors to large opportunities like this Bank Customer we’ve sold.

Embedding payments into software platforms makes obvious sense, but what about other FinTech solutions like lending, payroll, and even banking? Do you plan to expand into these areas over time?

Today we’re singularly focused on the 3Ps: Pay In, Pay Out and Pay Ops. We’re confident that having a world-class product focused on these three vectors provides immense value and naturally lend themselves to other FinTech solutions like Lending, Payroll, and Banking. Over the next two years we will introduce other FinTech programs but for now we see a lot of blue ocean in our core offering and prefer to focus here as opposed to diluting ourselves with half-baked products.

We’ve designed our Pay Ops product to allow our customers to graduate into a full-fledged Payfac without having to build the critical tooling...to manage a Payfac. We see this as a key differentiator...”

How would you describe your company culture? How do you maintain that culture when growing so quickly?

Culture is very important to both Will and I and we’ve invested heavily in nurturing a strong culture. I’d describe our culture in a few ways.

First, we’re extremely mission and values driven. We have 8 core values that we’re consistently promoting to our team and celebrating when we see team members embodying them. We also have a “Why? Statement” of why Payabli exists which is to empower the Entrepreneurial Economy. We see Payabli as critical in helping not only Founders of Vertical SaaS companies unlock new revenue but also the Entrepreneurs using those SaaS Platforms to run their business performing critical functions like accepting payments from customers and paying vendors and team members.

In addition to being values-driven, we’re a very tight knit and cohesive group. The majority of our team members have been referred organically by other team members having worked together in the past. So many of us have worked with each other at Payabli or at other companies for over 10 years. As such we have a lot of trust and love amongst the team and it’s palpable. Our team is extremely dedicated and hardworking and a lot of that has to do with the trust and support we’ve built. We all know we’re in the trenches together and have an opportunity to build a category defining business together!

Lastly, we just so happen to have a lot of Hispanic, specifically Cuban Team members. Both Founders are of Hispanic ethnicities Jo being Cuban American and Will being Nicaraguan-Spanish American. It’s very common to hear Spanish being spoken at Payabli and the Latino culture has infused within our company where we even have non-Hispanic team members taking Spanish Classes and embracing Latin culture.



Payabli CEO Interview (cont.)

You raised your \$20 million Series A last year. How are you using the proceeds and how do you think about future funding plans?

When we raised our Series A with QED, we had 2 years of runway and were not intending to raise. We decided to raise because we were receiving significant investor interest, were coming off a very strong Q1 where we effectively doubled revenue in 1 quarter and saw some very clear ways to further fuel growth and product development. The primary use of the funds have been across three areas:

1. **Engineering & Product Development:** We had been a very lean team and while we were a high output team we needed to shore up our Engineering Leadership and wanted to bring in more Senior Engineers to help continue to innovate while maintaining scalability and reliability.
2. **Customer Acquisition:** As mentioned previously we had grown predominantly through cold-outbound and referrals. We wanted to invest in our Marketing Engine, bring in new AEs to help sign more partners, and add a Support and Opps team to manage our growing portfolio.
3. **TMV Activation:** The industry has generally taken an "If you build it, they will come" approach to embedded payments. We think the biggest challenge all companies have had is not in signing or integrating Software platforms but once the integration is in place ramping the volume. We see a huge opportunity with providing solutions, strategies and services to help our partners go-to-to market successfully and ramp volume more swiftly. From adding Solutions Engineers, and investing in AI optimized Technical Documentation, to helping craft custom marketing programs for our clients and subsidizing marketing initiatives this is an area we're very excited about and see as a key differentiator.

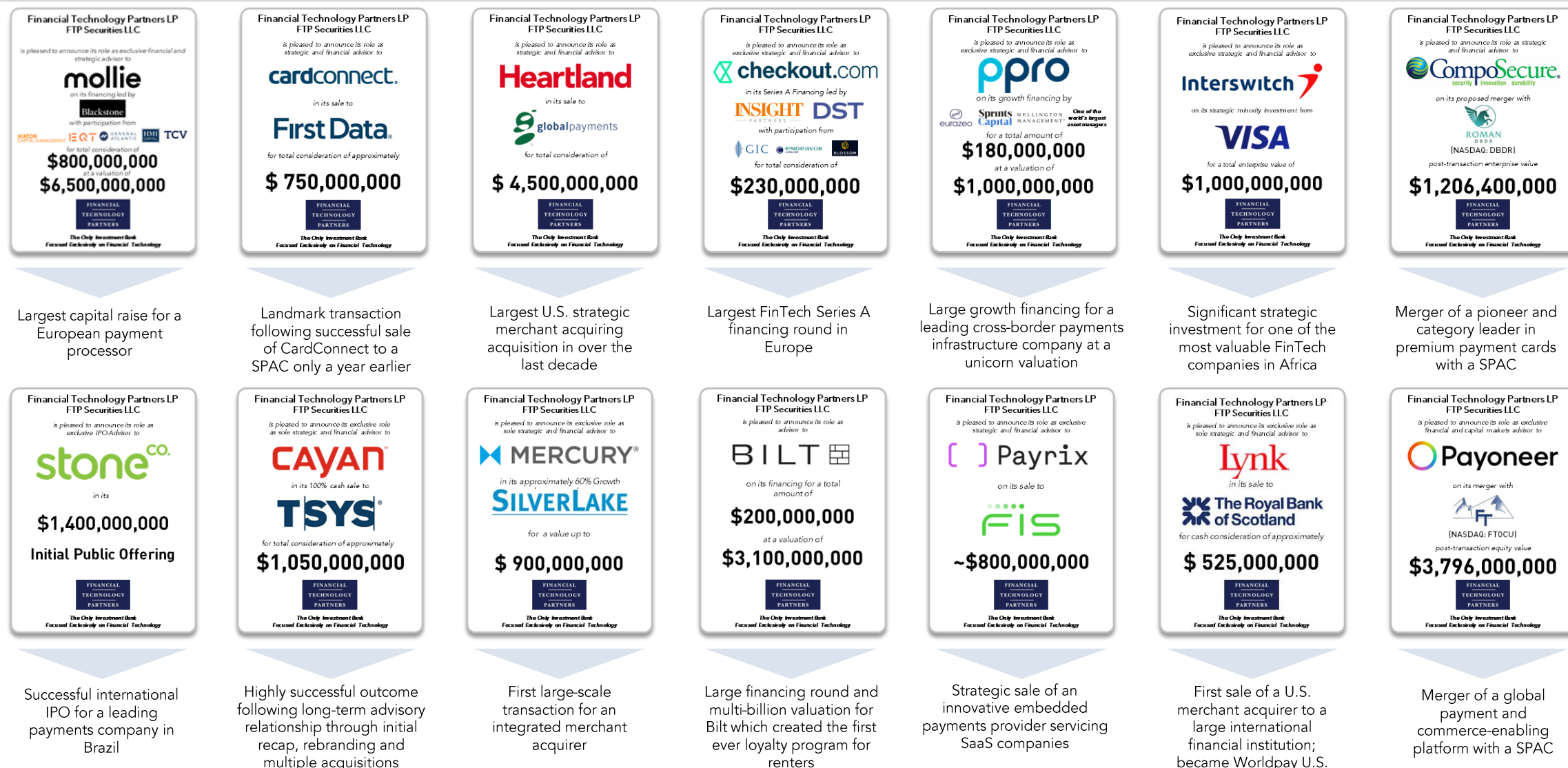
"We think the biggest challenge all companies have had is not in signing or integrating Software platforms but once the integration is in place ramping the volume. We see a huge opportunity with providing solutions, strategies and services to help our partners go-to-to market successfully and ramp volume more swiftly."

What is the long-term vision for Payabli? Where do you see the Company in the next 5-10 years?

From a product perspective we want to be the AWS of Payments. We want developers to think of Payabli as the first stop to look when they want to build innovative financial technology products.

On the business front, we're currently experiencing dramatic growth having nearly 10X January '25 over January '24. We have a massive pipeline of customers we're taking live this year and are really just now hitting our stride with our sales motion being able to sell up-market. We believe we can be a category-leading Payments Infrastructure provider in the coming years. We want to be known for having the most innovative technology that supports the most complex and nuanced payments needs while maintaining excellent levels of customer support and trusted advisory. We want to be the de-facto leaders in the "need-to-pay" verticals we support.

Ground-Breaking Payments Transactions Pioneered by FT Partners



FT Partners Served as Financial Advisor to Mollie on its Financing

Overview of Transaction

- On June 22, 2021, Mollie announced that it raised \$800 million in financing from global investors including Blackstone Growth (BXG), EQT Partners, General Atlantic, HMI Capital and Alkeon Capital Management
- TCV who led the Series B investment in September 2020 also participated in the funding round
- Mollie is one of the fastest growing and largest PSPs in Europe, serving more than 120,000 monthly active merchants across the continent
- In 2020, Mollie processed more than 10 billion Euros in transactions and is on track to handle more than 20 billion Euros during 2021
- Mollie's best-in-class products, simple and transparent pricing and excellent customer service, alongside its no lock-in contracts, have driven rapid growth both during the pandemic and the months following relaxation of lockdown restrictions across Europe
- Today, Mollie has around 480 employees and plans to hire 300 new team members in the next six-to-nine months

Significance of Transaction

- The funding will fuel Mollie's continuous expansion within Europe and beyond, and support the investments in its technology platform and expansion of its product portfolio beyond payments into financial services for SMEs
- Mollie is now one of the top five most valuable FinTechs in Europe, and one of the top 20 most valuable FinTechs in the world

FT Partners' Role

- FT Partners acted as exclusive financial and strategic advisor to Mollie
- This transaction underscores FT Partners' deep Payments domain expertise and successful track record of generating favorable outcomes for leading companies in the space

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

mollie

on its financing led by

Blackstone

with participation from

ALKEON
CAPITAL MANAGEMENT

EQT

GENERAL
ATLANTIC

HMI
CAPITAL

TCV

for total consideration of

\$800,000,000

at a valuation of

\$6,500,000,000

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FT Partners Served as Financial Advisor to Payoneer's Merger with FTAC Olympus Acquisition Corporation

Overview of Transaction

- On February 3, 2021, Payoneer Inc. ("Payoneer") and FTAC Olympus Acquisition Corp. ("FTOC"), a special purpose acquisition company ("SPAC"), announced they have entered into a definitive agreement and plan of reorganization
- Upon closing of the reorganization, the newly created holding company will be renamed Payoneer Global Inc. and the combined company (the "Company") will operate as Payoneer, a U.S. publicly listed entity
 - Estimated post-transaction enterprise value of \$3.3 billion with up to \$563 million in cash, offering significant capital flexibility for continued organic and inorganic growth
 - Transaction includes commitments for \$300 million PIPE from investor group including existing investor Wellington Management, as well as funds and accounts managed by BlackRock, Dragoneer Investment Group, Fidelity Management & Research Company LLC, Franklin Templeton, certain funds managed by Millennium Management, funds and accounts advised by T. Rowe Price Associates, Inc., and Winslow Capital Management, LLC
- Payoneer is a global payment and commerce-enabling platform which powers growth for millions of digital businesses worldwide – Payoneer's mission is to democratize access to financial services and drive growth for digital businesses of all sizes from around the world

Significance of Transaction

- While creating significant liquidity for existing shareholders, Payoneer's Management team will continue to lead the merged Company as over 68% of existing Payoneer equity is expected to be rolled as part of the transaction
- The net proceeds raised from the transaction will be used to support Payoneer's multi-pronged growth strategy, including extending leadership with marketplace ecosystems, accelerating strategic and channel partnerships, ramping of developing products and services and pursuing targeted strategic M&A

FT Partners' Role

- FT Partners served as exclusive financial and capital markets advisor to Payoneer
 - FT Partners previously advised Payoneer on its [acquisition of optile](#) in 2019
- Builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients [Porch](#), [Open Lending](#), [CardConnect](#) and [REPAY](#)

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on its merger with



(NASDAQ: FTOCU)

post-transaction equity value

\$3,796,000,000

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FT Partners Served as Financial Advisor to CloudWalk on its \$150 million Series C Financing

Overview of Transaction

- On November 17, 2021, CloudWalk announced that it had raised \$150 million of capital in its Series C financing
- The investment was led by existing investor Coatue Management with participation from DST Global, A-Star, The Hive Brazil, Plug and Play Ventures, Valor Capital Group, angel investor Gokul Rajaram and American football players Larry Fitzgerald and Kelvin Beachum
- Headquartered in São Paulo, Brazil, CloudWalk is a global payments company born with the mission to revolutionize the payment ecosystem for small and medium business merchants and their customers through the most innovative technologies such as artificial intelligence and blockchain
- CloudWalk provides merchant acquiring services, data processing services, and sells Point-of-Sale solutions to the Company's ~150,000 active merchants located in 4,300+ cities and towns across the country

Significance of Transaction

- The funds raised in the Series C will be used to further accelerate CloudWalk's growth by fueling ongoing innovation of its existing product portfolio, development of new cutting-edge solutions – including improvements to leverage the blockchain – and hiring best-in-class global technology talent

FT Partners' Role

- FT Partners served as the exclusive financial and strategic advisor to CloudWalk
 - FT Partners previously advised CloudWalk on its \$190 million [Series B financing](#) in May 2021
- This transaction highlights FT Partners' deep domain expertise in the Payments sector, as well as its successful track record generating highly favorable outcomes for high-growth, Brazilian FinTech companies

Financial Technology Partners LP FTP Securities LLC

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



cloudwalk

on its Series C financing led by

COATUE

for a total consideration of

\$150,000,000

at a valuation of

~\$2,150,000,000

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FT Partners Served as Financial Advisor to Currencycloud on its Sale to Visa

Overview of Transaction

- On July 22, 2021, Visa announced it has signed a definitive agreement to acquire Currencycloud for £700 million (~\$1 billion), inclusive of cash and retention incentives
- Launched in 2012, Currencycloud is a comprehensive B2B cross-border infrastructure product that enables clients to build their own “platform” by offering different APIs across five modules – collect, convert, manage, pay, and Currencycloud spark
- Currencycloud is headquartered in London with offices in New York, Amsterdam, Cardiff & Singapore. Since 2012, the company has processed more than \$100 billion to over 180 countries

Significance of Transaction

- Currencycloud will strengthen Visa’s existing foreign exchange capabilities by extending them to better serve financial institutions, FinTechs and partners while enabling new use cases and payment flows
- Currencycloud will accelerate the time-to-market and improve payment transparency for clients looking to offer flexible, digital-first, international payment services that provide better visibility and control to consumers and businesses around the world
- The addition of Currencycloud’s capabilities to Visa’s network will widen access to innovative international payment products that help businesses meet their cross-border needs

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Currencycloud
- FT Partners previously advised Currencycloud on its \$80 million [Series E financing](#) in 2020
- This transaction underscores FT Partners’ deep domain expertise and unrivaled track record in the FX / Cross Border Payments space

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



Currencycloud

on its sale to

VISA

for total consideration of

~\$1,000,000,000

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FT Partners Served as Financial Advisor to Payrix on its Sale to FIS

Overview of Transaction

- On February 14, 2022, FIS (NYSE: FIS) announced it has agreed to acquire Payrix from an investor group led by Blue Star Innovation Partners and Providence Strategic Growth
- Founded in 2015, Payrix is an innovative FinTech company that specializes in servicing software as a service (SaaS) companies who want to embed payments into their offerings and enhance the payments experience
 - The Company provides the tools to create a seamless, embedded user experience and offers clients the choice of payment facilitation-as-a-service (PFaaS) or a full payment infrastructure (payment IaaS) product based on business appetite
- FIS is a leading provider of technology solutions for merchants, banks and capital markets firms globally

Significance of Transaction

- The acquisition allows FIS to enhance embedded payments and finance experiences for small- and medium- sized businesses (SMBs) in any industry, accelerating the Company's fast-growing e-commerce business
- FIS will further capitalize on the fast-growing demand for embedded finance capabilities by combining Payrix's industry-leading automated underwriting and onboarding capabilities with Worldpay

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Payrix
- This transaction underscores FT Partners' deep payments domain expertise and successful track record of generating favorable outcomes for leading FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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

[] Payrix

on its sale to

FIS

for total consideration of

~\$800,000,000

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FT Partners Served as Financial Advisor to Thunes on its \$60 million Series C Financing

Overview of Transaction

- On June 6, 2023, Thunes announced it raised a \$60 million Series C financing round as primary capital to fuel growth, led by Marshall Wace with participation from Bessemer Venture Partners and 01Fintech
- As Thunes continues its incredible growth trajectory in the \$150 trillion+ cross-border payments market, the highly successful, heavily oversubscribed Series C financing marks a significant up-round versus the Company's Series B+ financing in 2021
- Thunes is a global B2B payment infrastructure platform enabling businesses to instantly send and receive payments across 130 countries, even in some of the hardest to reach corners of the world
- The Company's extensive proprietary network supports 80 currencies across a multitude of payment methods from bank accounts to mobile wallets and cash pick up providers
- Thunes powers many of the world's fastest-growing businesses, from gig economy giants such as Uber and Deliveroo and Southeast Asia's superapp Grab, to global FinTech leaders such as Visa, Revolut, PayPal and Remitly

Significance of Transaction

- The primary capital injection at clean terms (no structure) will enable Thunes to further scale its capabilities, launch new solutions, deepen its presence in strategic markets, including China, Latin America, and the Middle East, and make the network even more robust, resilient and efficient
- The current investment round brings the Company's total funding to \$190 million and adds top investors Marshall Wace (\$55 billion+ AUM), Bessemer Venture Partners (\$20 billion+ AUM) and newly formed 01Fintech to an already strong shareholder base, all with a long-lasting commitment to support Thunes' global growth ambitions

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Thunes
- FT Partners previously advised Thunes on its [\\$60 million growth financing in May 2021](#)
- This transaction underscores FT Partners' deep expertise within the Payments sector, as well as our successful track record of generating favorable outcomes for high-growth FinTech companies globally

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

Thunes.

on its Series C financing led by



MARSHALL WACE

with participation from



for a total amount of

\$60,000,000

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FT Partners Served as Financial Advisor to TabaPay on its Investment From SoftBank

Overview of Transaction

- On March 1, 2022, TabaPay announced an Investment from the SoftBank Vision Fund 2
- Headquartered in Mountain View, CA, TabaPay, the leader in card payments processing for FinTech companies, helps clients easily move money in real time
 - Leading FinTechs use the TabaPay platform to process payments and payouts, domestically and cross-border; the platform is optimized for speed, cost, and risk, to support most payment use-cases through direct connections to 15 banking partners and 14 networks (card schemes and RTP)
 - Currently processing over 1 million transactions a day with a 2018-2021 CAGR of 111% and 153% in dollar volume, TabaPay expects this phase of hypergrowth to continue

Significance of Transaction

- This commitment from SoftBank confirms the value TabaPay brings to FinTech companies with instant money movement, and will be used to support the Company's rapid and sustained growth
- TabaPay will further accelerate development of its leading FinTech payment platform, commitment to new industry verticals, and allow for faster global expansion to meet client demand

FT Partners' Role

- FT Partners served as the exclusive financial and strategic advisor to TabaPay
- This transaction highlights FT Partners' deep domain expertise in the payments sector, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies

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on its investment from



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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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