

FT PARTNERS FINTECH INDUSTRY RESEARCH

June 2, 2022

FINTECH CEO INTERVIEW:



with Co-Founder & CEO: Karl MacGregor

Account-to-Account Payments



Vyne Overview

Company Overview



Co-Founder & CEO Karl MacGregor

Headquarters: London, UK

Founded: 2019

- Vyne is a London-based account-to-account (A2A) payments provider
- The Company's aim is to improve customer experience by eliminating the middle-men and providing fast, safe and seamless payments
- Vyne's end-to-end solution and seamless user-experience also allows merchants to grow their business, increase conversion, reduce cost and simplify payments

Selected Financing History

Date	Amount (\$ in mm)	Selected Investor(s)
09/23/21	\$10	Entrée Capital; Founder Collective; Hearst Ventures; Partech Partners; Seedcamp; Triplepoint Capital; Venrex Investment Management
10/27/20	4	Entrée Capital; Founder Collective
12/02/19	1	Seedcamp; Venrex Investment Management; Triplepoint Capital

Use Cases



e-Commerce Payments

Checkout experience in as little as three clicks

- Instant settlement
- Automated refunds
- Seamless reconciliation

Account Top-Ups

Quick, secure, easy way to top-up and withdraw from their account

- Pay-by-link
- Instant settlement
- Strong customer authentication



Recurring Payments

Funds that arrive instantly on a daily, weekly, monthly, bi-annual or annual basis

- Pay-by-link
- Seamless reconciliation

POS Retail

Using a QR code, customers can pay instantly in person or offline.

- Point of Sale device
- Unattended terminal
- In-app ordering



Invoicing and Billing

- Embedded link in SMS, Email or Chat
- App-based request for payment
- Static and dynamic QR codes



Interview with Vyne



Karl MacGregor

Co-Founder & CEO

"I became increasingly aware that traditional payment methods are outdated, and that a new approach was needed to meet both consumer and merchant needs."

Can you tell us about your professional background and how it led you to your entrepreneurial path?

Before founding Vyne in 2019, I built up over two decades of experience in the payments and e-commerce industries. My first role in the sector was at Barclaycard, and I then went on to form digital strategies at several other companies including Ladbrokes and Worldpay.

After building my expertise in payments over such a period of time I became increasingly aware that traditional payment methods are outdated, and that a new approach was needed to meet both consumer and merchant needs. That's what led me to founding Vyne, along with my Co-Founders, Damien Cahill, Adam Rowland and Nick Daniel. We're on a mission to perfect payments.



Interview with Vyne (cont.)



CEO Interview – Karl MacGregor

“Today’s fast-paced modern world requires faster, safer and seamless payments. I was inspired to found Vyne to provide both merchants and consumers with a solution that provides exactly that.”

What inspired you to found Vyne? What problems are you looking to solve? Who are your typical customers?

The digital world is constantly evolving, but existing payments and banking solutions remain unchanged – and stacked against merchants and consumers. Today’s fast-paced modern world requires faster, safer and seamless payments. I was inspired to found Vyne to provide both merchants and consumers with a solution that provides exactly that.

There are several problems with the current payments ecosystem. First, traditional card payments can be frustratingly slow, often taking several days to settle. At Vyne, we look to solve this by enabling consumers and merchants with immediate access to funds. We offer instant settlement, real-time refunds and payouts which, in turn, improves cash flow.

A second issue is security. We recently released a report in which 68% of consumers said if they could build their ideal payment method, guaranteeing the highest level of security would be very important to them. We’ve built that. Each and every payment made through Vyne is automatically Strong Customer Authentication (SCA) compliant. This significantly reduces the chance of fraud for both merchants and customers and eliminates chargebacks, all while increasing conversion. Vyne enables consumers to make payments directly from their own verified mobile banking app, with biometric authentication carried out quickly and seamlessly, reducing friction and improving the customer experience.

Third, traditional payment methods can be costly for merchants. Businesses that accept payments are held hostage by ever-increasing processor and card scheme fees. Vyne enables companies to avoid these costs by bypassing the card networks entirely. This also removes the need for multiple gateways and eliminates interchange fees, helping businesses reduce operational costs and increase profit margins.

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Interview with Vyne (cont.)



CEO Interview – Karl MacGregor

“Account-to-account payments eliminate middlemen, while improving the consumer experience. Our innovative open banking powered solution enables merchants to boost conversions, reduce costs, and drive revenue.”

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Finally, Vyne’s seamless payment experience helps merchants improve conversion by offering a frictionless UX via different channels, including online and in-store checkout, payment links, and QR codes for static or dynamic payment content.

Our typical customers are eCommerce merchants – we work with big and small merchants across a diverse range of verticals including retail, e-gaming, travel, and financial services, to empower them to access faster, transparent, open, and fair payments.

What makes Account-to-Account payments so special and how is your offering and technology different from your peers in this space?

Account-to-account payments eliminate middlemen, while improving the consumer experience. Our innovative open banking powered solution enables merchants to boost conversions, reduce costs, and drive revenue. We have created a platform that is completely channel-agnostic and provides an end-to-end digital experience to businesses – whether it’s on a phone, browser, or in-store.

At Vyne, the way we differentiate ourselves from competitors is by grounding everything we do in three key principles – making payments faster, simpler and cost effective.

Faster: Account to account payments happen in real time, meaning customers can avail faster, instant payment settlements that will lead to an immediate boost in cash flow.

Simpler: We offer simpler and hassle-free technology integration to improve customer experience and drive lifetime value. Payments at Vyne can be done by consumers in three clicks, and merchants can engage customers through more digital channels such as QR codes and pay-by-link, which can be sent by email, SMS or in person.

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Interview with Vyne (cont.)



CEO Interview – Karl MacGregor

“Once referred, our simple integration process allows merchants to offer checkouts in three clicks or less and enable instant settlement.”

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Cost effective: Our account-to-account payment solutions enable merchants to save money through significantly lower transaction fees.

We have deep experience in payments that ensures greater experiences for our users. With our cutting-edge payment solutions, our partners can offer a seamless digital payment experience. Other providers in the market provide open banking enabled solutions, but Vyne goes the extra mile to ensure success. This means that we offer the whole package a client or partner needs while providing the expertise and support needed to grow. We collect payments, provide real-time notification of settled funds, allow refunds and payouts, and offer enhanced reporting, all whilst delivering the best possible journey for customers and consumers.

How were you able to scale rapidly and onboard so many merchants onto your platform? Do you have any partnerships that have catalysed this growth?

We partner with payment platforms and Industry Solution Vendors to enable account-to-account transactions for their customers. These partnerships empower merchants with a level of payment functionality that can drive real, measurable growth.

Most recently, we partnered with Gr4vy, a leading cloud-native payment orchestration platform (POP). We enable Gr4vy’s merchant partners access to account-to-account payment processing solutions. Once referred, our simple integration process allows merchants to offer checkouts in three clicks or less and enable instant settlement.

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Interview with Vyne (cont.)



CEO Interview – Karl MacGregor

“Open Banking is poised to be a big market in the coming years, as the payments landscape undergoes a period of significant change. In fact, around 40 million people will be able to access open banking services by 2025.”

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Another example is our partnership with payment orchestration leader, Cellpoint Digital. Through CellPoint Digital’s Velocity Payment Orchestration Platform, merchants can easily incorporate Vyne into their payment ecosystem, providing all the speed and convenience of instant payments without the need for a direct integration with an open banking provider. By partnering with Vyne and harnessing our open banking technology, CellPoint Digital’s merchants can access improved payment experiences too.

We are looking forward to partnering with more leading companies in the near future and have several exciting announcements in the pipeline.

In 2021, you raised the largest seed funding round in the UK open banking market to date of \$15.5 million, how did you go about raising such a large check in Vyne’s early stages and what has the funding helped you achieve?

The funding came from Hearst Ventures, Entrée Capital, Triplepoint, Seedcamp, Venrex, Founder Collective and Partech. Alex Chesterman, founder of Zoopla and CEO of Cazoo, Charlie Dellingpole, CEO and founder of ComplyAdvantage and Will Neale, founder of Grabyo, also participated.

The size of the funding round was down to a few factors. First, our early traction – at that time, we were already processing millions of pounds in transactions in the U.K. each month, and were growing rapidly.

Second, Open Banking is poised to be a big market in the coming years, as the payments landscape undergoes a period of significant change. In fact, around 40 million people will be able to access open banking services by 2025. Finally, myself and my fellow Co-Founders all have extensive professional experience in the payments industry. This expertise has enabled us to clearly communicate the value of open banking to investors.

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Interview with Vyne (cont.)



CEO Interview – Karl MacGregor

“We are a startup that is staying true to our values and maintaining our agile culture as we grow. We have an open culture that inspires our employees to be their best professional and personal selves. We're big thinkers, critical movers and experts in payments.”

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The caliber of the seed funding round is testament to not only our team's hard work, but also the opportunity open banking presents to overhaul the traditional banking and payment infrastructure that merchants and consumers have been beholden to for decades. The investment has further propelled Vyne in our mission to make account-to-account payments the best way to pay and get paid around the world. We have used the funding to elevate our growth trajectory and bring new use cases to market.

Can you tell us about the culture within Vyne?

We are a startup that is staying true to our values and maintaining our agile culture as we grow. We have an open culture that inspires our employees to be their best professional and personal selves. We're big thinkers, critical movers and experts in payments. We always operate with trust, humility and humour, and our team can expect all the flexibility, tools and support they need to thrive. We believe that trust is at the core of what we do - we build trust through expertise, we trust our team to deliver, and we trust ourselves to execute. We're challenging the payment status quo and we're not afraid to say it. We voice our opinions, respectfully, and never rest on our laurels.

What advice would you give to young entrepreneurs?

For all the young entrepreneurs out there, I suggest finding work in your passion and truly believing in it. Be resilient, take risks, and challenge yourself every day. One of the most important things an entrepreneur can do is build a great team. No one succeeds in business alone, and those who try will always lose against a great team. When building your team, hire for character and values. It is possible to train someone on skills, but you cannot change their values once they have joined the company. These are some of the things that have helped me build Vyne into what it is today.

FinTech CEO Interview: Vyne

FT PARTNERS RESEARCH

Ground-Breaking Payments Transactions Pioneered by FT Partners



Financial Technology Partners LP
FTP Securities LLC

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

mollie
on its financing led by
Blackstone
with participation from
ASTOR CAPITAL MANAGEMENT **IERT** **GLOBAL ATLANTIC** **HHM** **TCV**

for total consideration of
\$800,000,000
at a valuation of
\$6,500,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank
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Largest capital raise for a European payment processor

Financial Technology Partners LP
FTP Securities LLC

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

cardconnect.
in its sale to
First Data

for total consideration of approximately
\$ 750,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Landmark transaction following successful sale of CardConnect to a SPAC only a year earlier

Financial Technology Partners LP
FTP Securities LLC

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

Heartland
in its sale to
globalpayments

for total consideration of
\$ 4,500,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank
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Largest U.S. strategic merchant acquiring acquisition in over the last decade

Financial Technology Partners LP
FTP Securities LLC

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

checkout.com
in its Series A Financing led by
INSIGHT PARTNERS **DST**
with participation from
GIC **SENECA** **VENTURE** **BLOOM**

for total consideration of
\$230,000,000

FINANCIAL TECHNOLOGY PARTNERS
The Only Investment Bank
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Largest FinTech Series A financing round in Europe

Financial Technology Partners LP
FTP Securities LLC

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

Interswitch
on its strategic minority investment from
VISA

for a total enterprise value of
\$1,000,000,000

FINANCIAL TECHNOLOGY PARTNERS
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Significant strategic investment for one of the most valuable FinTech companies in Africa

Financial Technology Partners LP
FTP Securities LLC

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

CompoSecure.
on its proposed merger with
ROMAN
PRSA
(NASDAQ: DBDR)
post-transaction enterprise value
\$1,206,400,000

FINANCIAL TECHNOLOGY PARTNERS
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Merger of a pioneer and category leader in premium payment cards with a SPAC

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive IPO Advisor to

stone^{co.}
in its
\$1,400,000,000
Initial Public Offering

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Successful international IPO for a leading payments company in Brazil

Financial Technology Partners LP
FTP Securities LLC

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

CAYAN
in its 100% cash sale to
TSYS

for total consideration of approximately
\$1,050,000,000

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Highly successful outcome following long-term advisory relationship through initial recap, rebranding and multiple acquisitions

Financial Technology Partners LP
FTP Securities LLC

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

MERCURY
in its approximately 60% Growth
SILVERLAKE
for a value up to
\$ 900,000,000

FINANCIAL TECHNOLOGY PARTNERS
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First large-scale transaction for an integrated merchant acquirer

Financial Technology Partners LP
FTP Securities LLC

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

VERUS
in its sale to
sage

for cash consideration of approximately
\$ 325,000,000

FINANCIAL TECHNOLOGY PARTNERS
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First sale of a U.S. merchant acquirer to an international software company; became Sage Payments

Financial Technology Partners LP
FTP Securities LLC

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

lynk
in its sale to
The Royal Bank of Scotland

for cash consideration of approximately
\$ 525,000,000

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First sale of a U.S. merchant acquirer to a large international financial institution; became Worldpay U.S.

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive financial and capital markets advisor to

Payoneer
on its merger with
FT
(NASDAQ: FTOCU)
post-transaction equity value
\$3,796,000,000

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Merger of a global payment and commerce-enabling platform with a SPAC

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 Mollie on its \$800 million 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

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as
exclusive 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 Advises Finicity on its \$1 billion Sale to Mastercard

Overview of Transaction

- On June 23, 2020, Mastercard (NYSE: MA) announced it has entered into an agreement to acquire Finicity, a leading North American provider of real-time financial data access and insights
 - The acquisition is valued at up to ~\$1 billion in total consideration, which is comprised of \$825 million at close and up to \$160 million in earn-out consideration
- Finicity enables a secure and innovative financial data-sharing ecosystem through direct connectivity to thousands of North American financial institutions, including next generation open banking API connections with the largest banks in the US
 - Finicity helps power the programs of banks and FinTech companies, using approvals to securely access customer information to provide value-added services such as streamlined loan and mortgage processes, rapid account-based payment initiation and personal financial management solutions

Significance of Transaction

- The addition of Finicity's complementary technology and innovative team strengthens the existing Mastercard open banking platform to enable and safeguard a greater choice of financial services, reinforcing the Company's long-standing partnerships with and commitment to financial institutions and FinTech companies across the globe

FT Partners' Role

- FT Partners served as the exclusive strategic and financial advisor to Finicity and its board of directors
- This transaction highlights FT Partners' deep domain expertise across the FinTech sector and further supports FT Partners' role as the Advisor of Choice to the highest quality FinTech companies

Financial Technology Partners LP FTP Securities LLC

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

Finicity[®]

on its sale to

 **mastercard.**

for total consideration of up to

~\$1,000,000,000

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FT Partners Advises Cross River on its \$620 million Financing

Overview of Transaction

- On March 30, 2022, Cross River announced its \$620 million Series D financing round led by Eldridge and Andreessen Horowitz
 - Cross River provides essential infrastructure enabling strategic partners to offer leading embedded payments, cards, lending and crypto solutions to customers
 - T. Rowe Price, Whale Rock, Hanaco and other investors also participated in the round
- Cross River is a leading technology infrastructure provider enabling the delivery of innovative financial solutions to millions of consumers and business
 - Built on its proprietary real-time banking core, Cross River provides essential services to the fastest growing fintech platforms
 - Cross River is the technology supporting many of the largest FinTech companies in the world such as Affirm, Coinbase, Rocket Loans, Stripe, Upgrade and Upstart

Significance of Transaction

- The capital infusion will accelerate Cross River's tech-focused growth strategy by building out embedded financial solutions, bolstering strategic partnerships and continuing plans for international expansion

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Cross River
- This transaction highlights FT Partners' industry-leading expertise across the Banking Tech space and its successful track record generating highly favorable outcomes for FinTech companies globally

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*is pleased to announce its role as
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on its Series D financing led by



with participation from



for a total amount of

\$620,000,000



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FT Partners Advises Mambu on its Series E Financing

Overview of Transaction

- On December 9, 2021, Mambu announced it has raised approximately \$266 million of new capital in its Series E financing at a post-money valuation of \$5.5 billion
 - The investment was led by EQT with participation from existing investors, including Acton Capital Partners, Bessemer Venture Partners, Runa Capital, TCV, Tiger Global and Arena Holding
- Mambu is a SaaS cloud banking platform empowering its customers to easily and flexibly build and expand their banking products
 - Mambu is the originator of the composable banking approach, which prioritizes rapid, flexible assembly of independent, best-for-purpose systems
- Since launching in May 2011, Mambu has grown its client portfolio to more than 50 million end users that leverage Mambu's technology every day across more than 65 countries

Significance of Transaction

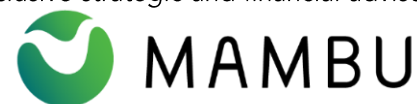
- The transaction values Mambu at \$5.5 billion, underscoring the Company's leadership position in redefining the global core banking technology market
- Mambu will use its fresh funding to further accelerate innovation in its next-generation platform, with the ambition of rolling out both new functional as well as technical capabilities

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Mambu
- FT Partners also previously advised Mambu on its \$135 million [Series D](#) financing
- This transaction highlights FT Partners' deep domain expertise in a broad range of Banking Tech companies, as well as its successful track record generating highly 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*



on its Series E financing led by



with participation from existing investors

for a total primary amount of

~\$266,000,000

at a valuation of

~\$5,500,000,000



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FT Partners Advises Zimpler on its Minority Investment

Overview of Transaction

- On March 29, 2022, Zimpler announced it has received a minority investment from Nordstjernan Growth
- Zimpler is a Sweden-based full stack payment solution that gives merchant access to instant bank payments and payouts as well as compliance solutions
- Zimpler is building the next-gen global Account to Account (“A2A”) payments platform, it is currently active in 7 countries and currently tackling multiple verticals
- Nordstjernan Growth is investing in Zimpler with the ambition to back an outstanding management team building a global payments company within account-to-account payments, across a vast number of markets and verticals
- Nordstjernan Growth will be a long-term partner, with the funds and ambition to deploy substantial further capital over time to support Zimpler growth agenda

Significance of Transaction

- Through this investment, Zimpler plans to strengthen its position in existing geographies and boost its product and geo expansion initiatives

FT Partners’ Role

- FT Partners served as the exclusive financial and strategic advisor to Zimpler
- This transaction underscores FT Partners' deep FinTech expertise and its continued success in providing advisory to top-tier FinTech companies

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

zimpler

on its investment led by

**NORDSTJERNAN
GROWTH**

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FT Partners’ Recent Awards and Recognition

Bloomberg

Bloomberg

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



M&A Advisor Awards

- Technology Deal of the Year (2019)
- Cross Border Deal of the Year and Corporate / Strategic Deal of the Year (2018)
- Investment Banker of the Year (2017) – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Investment Banking Firm of the Year (2016) – FT Partners



LendIt FinTech Industry Awards 2018:

- FT Partners wins Top Investment Bank in FinTech

Institutional Investor



The FinTech Finance 40:

- Steve McLaughlin ranked #1 in 2017 and 2018

The Information

A logo for "Silicon Valley's Most Popular Dealmakers" featuring a grid of names and titles.

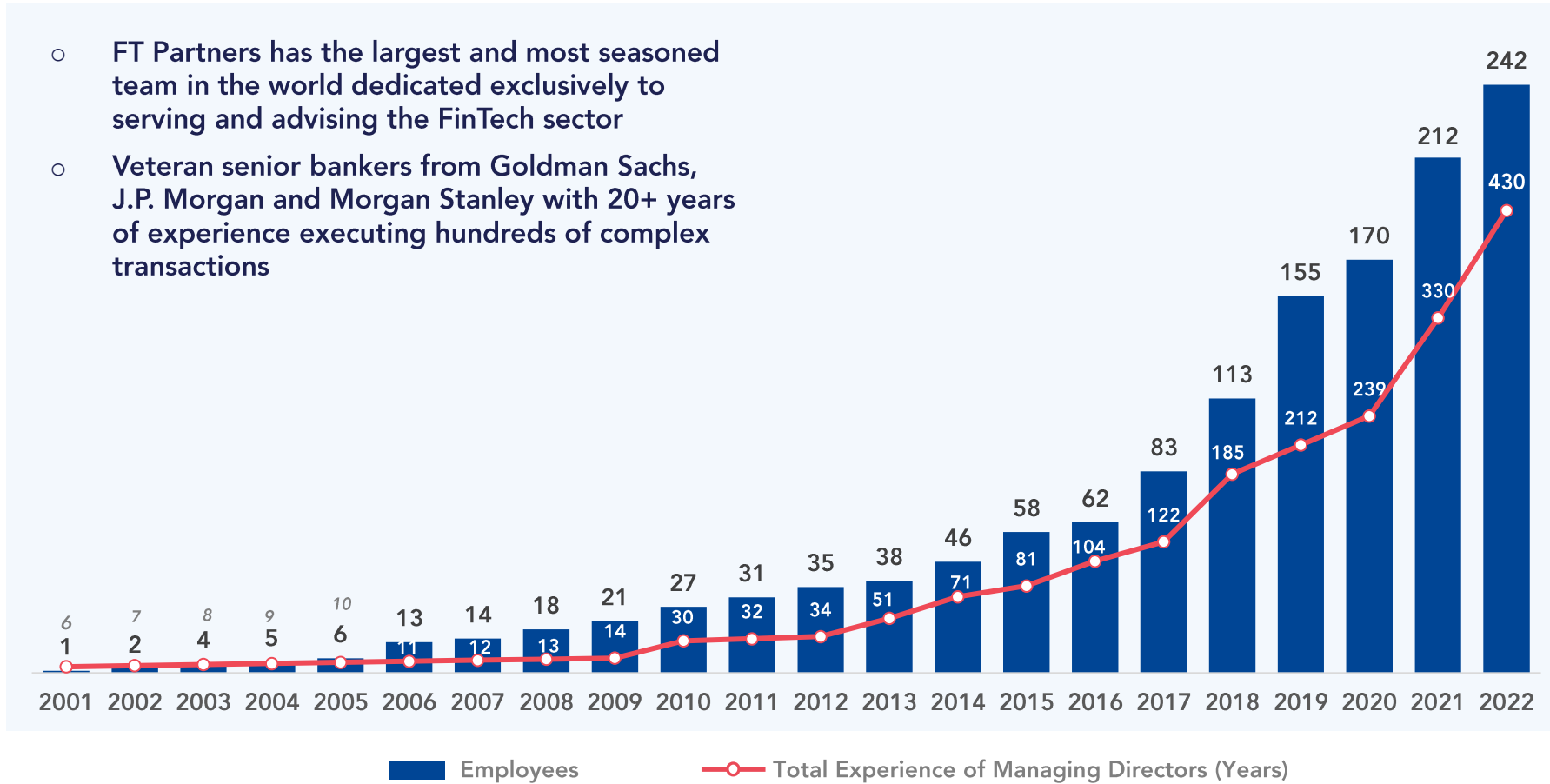
Silicon Valley's Most Popular Dealmakers		
Name	Title	Company
Steve McLaughlin	Managing Director	FT Partners
Michael Hodes	Managing Director	Goldman Sachs
Paul Rosen	Managing Director	Wells Fargo
Quincy Smith	Partner	Goldman Sachs

The Information’s “Silicon Valley’s Most Popular Dealmakers”

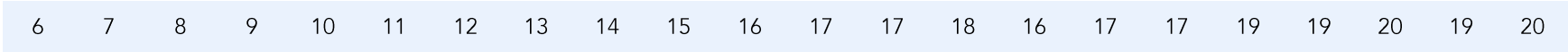
- Ranked as the #2 top Technology Investment Banker by The Information subscribers (2016)
- Only FinTech focused investment banking firm and banker on the list

The Largest FinTech Advisory Practice in the World

- FT Partners has the largest and most seasoned team in the world dedicated exclusively to serving and advising the FinTech sector
- Veteran senior bankers from Goldman Sachs, J.P. Morgan and Morgan Stanley with 20+ years of experience executing hundreds of complex transactions



Average Experience of Managing Directors (Years)



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