

June 5, 2023

# FT PARTNERS FINTECH INDUSTRY RESEARCH

## FinTech CEO Interview:



**Shawn Douglass**  
Co-Founder & CEO

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on FinTech*

San Francisco • New York • London

Amberdata Overview



Company Overview



Co-Founder & CEO:	Shawn Douglass
Headquarters:	Miami, FL
Founded:	2017

- Amberdata delivers comprehensive digital asset data and insights into blockchain networks, digital assets markets, and decentralized finance, empowering financial institutions with critical data for research, trading, risk, analytics, reporting, and compliance
- Amberdata unifies blockchain-network and cryptocurrency-market data, metrics, and reference rates covering spot and derivatives products into a single integration point, massively accelerating time to market for firms active in the asset class
- The Company delivers data via an institutional-grade API or via dashboard

Selected Transaction History

Date	Size (\$ mm)	Type	Selected Investor(s) / Acquisition Target
10/25/22	na	Acquisition	Genesis Volatility
05/04/22	\$30	Series B Financing	Knollwood Investment Advisory; Susquehanna International Group; Nasdaq Ventures; NAB Ventures; Chicago Trading Company; Nexo; Coinbase; Citigroup; Franklin Templeton; Hummer Winblad Venture Partners; Rovia Kruptos Assets; BOLDstart Ventures; Innovius Capital
09/14/21	15	Series A Financing	Citigroup; Hummer Winblad Venture Partners; Franklin Resources; Rovia Kruptos Assets; Galaxy Digital; Undisclosed Investors
10/30/19	na	Early-Stage Financing	Fenbushi Capital; Rising Tide Fund; Hummer Winblad Venture Partners; Distribution Finance Capital

Products and Services



Blockchain Network Data

Fundamental network activities and metrics across the major networks such as real-time and historical wallet balances, mempools, and gas fees drawn from on-chain activity



Crypto Options Analytics

AD Derivatives provides comprehensive spot, volatility, and derivatives data history, together with a robust set of analytics and tools that allow traders to identify opportunities, manage risk and build better strategies



Centralized Market Data

Market data drawn from a broad range of centralized markets and OTC desks that can power research, trading, risk management, and compliance functions



DeFi Data

Data on DeFi trading and lending strategies for 75+ protocols



Price Feed

Pricing data through first-party oracles in partnership with API3, Flux, and Pyth Network

Key Metrics

100+	12	5,000+	67
Exchanges	Blockchains	Traded Pairs	Indicators & Signals



**Shawn Douglass**  
Co-Founder & CEO

### *Bio:*

Shawn Douglass is a business and technology executive with over 20 years of experience in the industry. Mr. Douglass is Co-Founder and CEO of Amberdata, a leading provider of digital asset data infrastructure and market intelligence to financial institutions. Prior to founding Amberdata, Mr. Douglass served as President of Software and CTO at Unified, building and operating the Company's SaaS offerings in cross-platform data management and analytics, while assisting in raising \$64 million in venture funding. He also served as CTO at ServiceMesh (acquired by CSC for \$282 million) and drove strategy and vision for the ServiceMesh Agility Platform. Prior to ServiceMesh, he was Managing Director at EMC Ventures, where he led strategic investments in cloud, security, big data / analytics. He has held roles as Board Member, Operating Executive, Technologist, Advisor, Venture Investor, and derivatives trader. Mr. Douglass is a graduate of Harvard Business School.



Shawn Douglass | Co-Founder & CEO

***"There was no data provider to meet these needs which lead us to found Amberdata, defining the category of comprehensive digital asset data infrastructure."***

### ***What is your background and what led you to found Amberdata?***

Prior to founding Amberdata, I served as the President of Software and CTO at Unified, building and operating the Company's rapidly expanding SaaS business, a cross-platform, analytics, programmatic execution, and reporting platform running \$1 billion in annual advertising spend. Previously, I was the CTO at ServiceMesh (acquired by CSC) and drove the strategy and vision of the Platform. Prior to that, I was a Managing Director at EMC Ventures where I led strategic investments in cloud, security, big data and analytics. I have also been involved in quantitative finance, derivatives, and algorithmic trading since the early 2000s and am a graduate of Harvard Business School.

My co-founders and I were early crypto adopters and believed that over time institutional adoption was inevitable. We started to think about the insights and data that financial institutions would need for research, trading, risk, analytics, reporting, and compliance to enter and succeed in the digital asset class. We knew they would need comprehensive, real-time and historical blockchain, DeFi and market data. This would mean each institution would need to build and maintain a massive data infrastructure connecting to multiple trading venues and blockchains with constantly changing APIs. It would also mean they'd need to gain the expertise to turn the raw data into actionable information and deliver it with the reliability received with traditional asset classes. It was clear to us that this was an impediment to institutional participation, and it wouldn't make sense for every institution to build this type of data infrastructure. There was no data provider to meet these needs which lead us to found Amberdata, defining the category of comprehensive digital asset data infrastructure.





Shawn Douglass | Co-Founder & CEO

***"We have built and maintain an institutional grade infrastructure to deliver digital asset data, market intelligence and risk analytics so that financial institutions can concentrate on their core business."***

***What is the core product, whom does it serve and where is your business now on its corporate journey?***

We have built and maintain an institutional grade infrastructure to deliver digital asset data, market intelligence and risk analytics so that financial institutions can concentrate on their core business. We deliver comprehensive data and insights into blockchain networks, crypto markets, and decentralized finance, empowering financial institutions to apply traditional finance methods to digital assets. We eliminate the infrastructure setup, integration challenges and maintenance headaches to access digital asset data, reducing cost and time to market for entering the digital asset class.

Amberdata is focused on selling digital asset data, market intelligence and risk analytics applications to the 40,000 financial institutions that pay for market data today. These include large banks, prime brokerages, trading desks, research firms, accounting firms, as well as risk and compliance teams.

Amberdata's products are in production. We are a revenue-producing growth stage company, with profitability planned within the next two years. At this stage, while we continue to invest in product, most of our investment is in sales and marketing, fueling global market expansion to achieve our goal of becoming the undisputed leader in institutional-grade digital asset data.

***What pain points do you address and what use cases do different client segments use Amberdata for?***

Amberdata eliminates the infrastructure setup, integration challenges and maintenance headaches required to access digital asset data. Amberdata's highly available, massively scalable infrastructure provides institutional grade connectivity, so institutions can concentrate on their core business.

*Continued on next page*



**Shawn Douglass | Co-Founder & CEO**

***"Amberdata's deep expertise has allowed us to build proprietary data sets, market intelligence and risk analytics applications. Our expertise makes Amberdata the trusted provider to leading financial institutions entering the digital asset class."***

*Continued from prior page*

Amberdata provides comprehensive historical and real-time fundamental (on-chain) and market data, eliminating the need to source and integrate data from multiple vendors. Unlike competitive solutions, our data is granular and unopinionated, so customers can make their own decisions on digital assets.

Large financial institutions do not have the expertise to extract and build usable data sets. Amberdata's deep expertise has allowed us to build proprietary data sets, market intelligence and risk analytics applications. Our expertise makes Amberdata the trusted provider to leading financial institutions entering the digital asset class.

Financial institutions (both traditional and crypto native) leverage Amberdata to get the comprehensive digital asset data needed to support the full trading lifecycle. For the front-office, Amberdata provides the digital asset data needed to support trading, research, and portfolio management with the reliability and performance institutions receive with other asset classes. For the middle-office, Amberdata brings risk and treasury departments the comprehensive data needed to mitigate risk and manage the balance sheet. In the back-office, Amberdata provides critical data for compliance and accounting.

Amberdata also supports FinTech firms who are building solutions for financial institutions. These firms are enhancing existing products or building new ones for the digital asset class. Whether they are building research dashboards, institutional crypto custody, or tax solutions, they need digital asset market and on-chain data from numerous exchanges and blockchains.



Shawn Douglass | Co-Founder & CEO

***“Amberdata is the only digital asset data provider offering comprehensive historical and real-time fundamental (on-chain), DeFi and market data, eliminating the need to source and integrate data from multiple vendors.”***

***How is your data differentiated from that available elsewhere in the market: what is your solutions’ unique selling point, and what is the long-term vision for what you’re building?***

Amberdata is the only digital asset data provider offering comprehensive historical and real-time fundamental (on-chain), DeFi and market data, eliminating the need to source and integrate data from multiple vendors. Unlike competitive solutions, our data is granular and unopinionated. Our deep expertise has allowed us to build proprietary datasets that are indexed, searchable and normalized to time series.

Amberdata will dominate the market for digital asset data, and market intelligence and risk analytics applications, providing our customers with a trusted lens into the entire crypto economy so they can be successful in the asset class.

***With many of your users already being sophisticated users of capital markets data in other domains, how does that impact product roadmap and development for your team?***

Amberdata has been building for institutional usage since day one. Institutional investors expect products that are accurate, robust, and easy to use. Amberdata takes great pride in our ability to exceed those expectations. The product roadmap is a balanced mix of our own vision for the Company, an eye towards our competitors, potential re-prioritizations based on significant market trends and the continuous feedback loop we have with our customers and prospects.



Shawn Douglass | Co-Founder & CEO

***“The acquisition enhanced Amberdata’s crypto options data and accelerated our DeFi options data and analytics. Amberdata provides the most comprehensive lens into DeFi.”***

### ***What drove your acquisition of Genesis Volatility (GVol), and how does it impact your offering?***

We believe, that like the traditional capital markets, crypto derivatives volume will exceed the spot markets. The main driver of the acquisition is the commitment to provide industry leading market intelligence to customers. The acquisition enhanced Amberdata’s crypto options data and accelerated our DeFi options data and analytics. Amberdata provides the most comprehensive lens into DeFi. GVol’s options analytics GUI is being enhanced with Amberdata’s fundamental (on-chain), DeFi and market data to build out comprehensive institutional-grade digital asset market intelligence and risk analytics applications. GVol also had a very active crypto options research function, which complimented our own.

### ***Can you give a few examples of tooling within your solution that provide a “wow moment” for users or prospective clients when they first encounter them?***

Wow moments are found when prospective clients are shown the following endpoints: address, liquidity pool, impermanent loss and mempool.

**Address:** The radical transparency of crypto data vs traditional financial data usually first becomes clear when a prospect discovers that they can use Amberdata’s address endpoint to investigate any wallet address they are interested in (e.g., the largest ETH wallet etc). They see every transaction, all fees and transfers and current and past balances to name a few of the data points available.

**Liquidity Pool:** For anyone looking to provide liquidity, having a lens into the different pools for the first time is eye opening. We can show them the current and historical composition of the pool (the amount of each token in the pool), LP token price and all trade data. Critical information when building out a liquidity provider strategy.

*Continued on next page*





Shawn Douglass | Co-Founder & CEO

***"In the future, as digital assets become pervasive and widely adopted, the total market size and applications are unimaginable today, but could represent trillions of dollars in new businesses being created as every individual and business around the world adopts this technology."***

*Continued from prior page*

**Impermanent Loss:** This feature solved the very difficult problem of identifying and calculating impermanent loss. You can focus on any timeframe and see token values, fees earned (by token and in aggregate, both claimed and unclaimed), the impermanent loss and overall return.

**Mempool Data:** This is another view that is not seen on the traditional trading side. A mempool is a hub of pending transactions that have not yet been selected by miners or validators to be included in a block. A popular form of mempool analysis is to investigate the "time-in-flight", or how long a transaction stays in the mempool before being validated within a block. Analysis of time-in-flight data can help users investigate transaction times and gas fees, compare metrics between different exchanges, and even assist with an arbitrage trade.

***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?***

In the future, as digital assets become pervasive and widely adopted, the total market size and applications are unimaginable today, but could represent trillions of dollars in new businesses being created as every individual and business around the world adopts this technology. Amberdata plans to lead the market for digital asset data, and market intelligence and risk analytics applications, providing our customers with a trusted lens into the entire crypto economy so they can be successful in the asset class. We will be fundamental infrastructure for any application built to leverage digital assets and blockchain.

## 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><b>Forge</b></p> <p>on its merger with</p> <p><b>MOTIVE CAPITAL CORP</b> (NYSE: MOTV)</p> <p>for total consideration of</p> <p><b>\$2,000,000,000</b></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><b>BLACKROCK</b></p> <p>in its 100% acquisition of</p> <p><b>FutureAdvisor</b></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><b>SAY</b></p> <p>on its sale to</p> <p><b>Robinhood</b></p> <p>for approximately</p> <p><b>\$140,000,000</b></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><b>TRUST COMPANY OF AMERICA</b></p> <p>in its sale to</p> <p><b>ETRADE</b></p> <p>for total consideration of</p> <p><b>\$ 275,000,000</b></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><b>clearpool</b></p> <p>on its sale to</p> <p><b>BMO Bank of Montreal</b></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><b>ATD</b></p> <p>in its sale to</p> <p><b>citi</b></p> <p>for cash and stock consideration of approximately</p> <p><b>\$ 680,000,000</b></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><b>INSTINET</b></p> <p>in the sale of its stake in</p> <p><b>CHI X EUROPE</b></p> <p>to</p> <p><b>BATS</b></p> <p>for total consideration of approximately</p> <p><b>\$ 305,000,000</b></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><b>riskalyze</b></p> <p>on its recapitalization by</p> <p><b>Hg</b></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><b>acorns</b></p> <p>on its acquisition of</p> <p><b>gohenry</b></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><b>IMAGINE Software</b></p> <p>on its sale to</p> <p><b>FP</b> FRANCISCO 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><b>THE MARKETS.com</b></p> <p>in its sale to</p> <p><b>Capital IQ</b> A Division of Standard &amp; Poor's</p> <p>for total consideration of approximately</p> <p><b>\$ 300,000,000</b></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><b>WOMBAT</b> FINANCIAL SOFTWARE</p> <p>in its sale to</p> <p><b>NYSE Euronext</b></p> <p>for total consideration of approximately</p> <p><b>\$ 225,000,000</b></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><b>TRUMID</b></p> <p>on its financing led by</p> <p><b>DRACONER</b> with participation from</p> <p><b>TPG</b></p> <p>&amp; funds and accounts managed by</p> <p><b>BLACKROCK</b> <b>TROWPRICE</b></p> <p>for a total amount of</p> <p><b>\$200,000,000</b></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><b>AlphaSense</b></p> <p>on its Series C financing led by</p> <p><b>Viking</b> <b>Goldman Sachs</b></p> <p>for a total amount of</p> <p><b>\$180,000,000</b></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><b>ADDEPAR</b></p> <p>in its Series D financing co-led by</p> <p><b>VALOR 8VC</b></p> <p><b>Harald McPike</b></p> <p>for total consideration of</p> <p><b>\$ 140,000,000</b></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><b>CAIS</b></p> <p>on its Series C financing from</p> <p><b>APOLLO</b></p> <p>for a total amount of</p> <p><b>\$225,000,000</b></p> <p>at a valuation of</p> <p><b>\$1,000,000,000+</b></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><b>OpenExchange</b></p> <p>on its Series D financing led by</p> <p><b>Kingfisher Investment</b></p> <p><b>STONEBRIDGE</b></p> <p>for a total amount of</p> <p><b>\$23,000,000</b></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 Capital Markets &amp; IPO Advisor to</p> <p><b>ENVESTNET</b></p> <p>in its</p> <p><b>\$69,000,000</b></p> <p><b>Initial Public Offering</b></p> <p>valuing the equity at approximately</p> <p><b>\$ 300,000,000</b></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><b>Liquidnet</b></p> <p>in its financing for approximately</p> <p><b>\$ 250,000,000</b></p> <p>valued at approximately</p> <p><b>\$ 1,800,000,000</b></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><b>abra</b></p> <p>on its Series C financing led by</p> <p><b>IGNIA</b> <b>BLOCKCHAIN CAPITAL</b></p> <p>for a total amount of</p> <p><b>\$55,000,000</b></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><b>TradingsScreen</b> SIMPLIFYING GLOBAL MARKETS*</p> <p>in its minority recapitalization for</p> <p><b>\$ 110,000,000</b></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><b>nutmeg</b></p> <p>in its Series E financing from</p> <p><b>Goldman Sachs</b> <b>CONVOY</b></p> <p>for total consideration of</p> <p><b>£45,000,000</b></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><b>moneyfarm</b></p> <p>on its Series C Financing led by</p> <p><b>Posteitaliane</b></p> <p>with participation from</p> <p><b>Allianz</b></p> <p>for total consideration of</p> <p><b>£36,000,000</b></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><b>Forge</b></p> <p>on its financing with participation from</p> <p><b>TEMASEK</b> <b>LUN PARTNERS GROUP</b></p> <p>for a total amount of</p> <p><b>\$150,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

## FT Partners Advises Revolut on its \$1.25 billion Series E Financing

### Overview of Transaction

- On July 15, 2021, Revolut announced that it has raised \$1.25 billion 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 4<sup>th</sup> 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  TIGERGLOBAL

*for a total amount of*

## \$1,250,000,000

*at a valuation of*

## ~\$33,000,000,000

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## 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 <sup>(1)</sup>
  - 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*

APOLLO



MOTIVE PARTNERS



FRANKLIN  
TEMPLETON

*for total consideration of*

## \$225,000,000

*at a valuation of*

## \$1,000,000,000+

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*



## FT Partners Advises Trumid on its \$200 million Growth Capital Investment

### Overview of Transaction

- On August 12, 2020, Trumid announced the completion of a \$200 million growth capital investment at a valuation of over \$1 billion led by Dragoneer Investment Group, with participation from new investors including TPG Capital, and funds and accounts managed by BlackRock and T. Rowe Price Associates, Inc
- Trumid is a US corporate bond trading platform that brings trading efficiency and connectivity to credit professionals
- The Company has differentiated itself by collaborating with market participants to create innovative trading solutions
  - Since its launch one year ago, Trumid's Attributed Trading (AT) protocol has established a dominant position in dealer streaming and bilateral dealer-client trading
- Trumid has experienced extraordinary growth in activity across its trading platform, with volumes up nearly 500% in 2020 from its network that has grown to over 500 institutions worldwide

### Significance of Transaction

- The growth capital from this financing will support broadening of Trumid's trading protocols and expansion into adjacent products and geographies

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Trumid
- 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  
exclusive strategic and financial advisor to*

**TRUMID**

*on its financing led by*



*with participation from*



*& funds and accounts managed by*

**BLACKROCK** **T.RowePrice®**

*for a total amount of*

**\$200,000,000**

**FINANCIAL  
TECHNOLOGY  
PARTNERS**

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## 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

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## 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**

**FINANCIAL  
TECHNOLOGY  
PARTNERS**

*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

## FT Partners' Disclaimer

---

*Disclaimer: These materials may not be relied upon by any person or entity for any purpose except as expressly permitted by Financial Technology Partners LP and its subsidiaries (including but not limited to FTP Securities LLC and FinTech Partners Ltd, collectively "FT Partners") in a written agreement with FT Partners. These materials are based on information provided by or on behalf of a third party or from public sources. FT Partners has relied on such information being complete and accurate in all material aspects and assumes no responsibility for independent investigation or verification. We assume any estimates or forecasts relied upon reflect the best currently available estimates and good faith judgments of the providing party. The findings in this report may contain predictions regarding particular industries or sectors which are subject to inherent risks and uncertainties.*

*These materials may not be reproduced, disseminated, quoted, or referred to, in whole or in part, without the prior written consent of FT Partners. We assume no obligation to update or otherwise revise these materials. We take no responsibility for the use of materials by persons other than our clients. These materials should be read in conjunction with and are subject to any other materials provided.*

*These materials do not constitute an offer or solicitation to purchase securities, nor do they constitute a commitment by FT Partners to arrange financing for any transaction or to purchase any security. These materials do not constitute legal, regulatory, accounting or tax advice. We recommend the recipient seek any such advice from a third-party qualified professional. FT Partners provides financing and strategic advisory services to a wide range of entities from which conflicting interests or duties, or a perception thereof, may arise. This report does not represent investment advice, nor does it provide an opinion regarding the fairness of any transaction.*

*This research is a macro analysis of industries and sectors. It does not attempt to predict the performance of specific public securities. Any investment topic being discussed is not a recommendation of any security in isolation.*