

February 17, 2015
Financial Technology Partners LP
FTP Securities LLC
Transaction Profile:



raises

\$100,000,000

in Series B Financing led by



Courtesy of:



The Only Investment Bank
Focused Exclusively on Financial Technology

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WorldRemit Raises \$100 mm in Series B Financing

Transaction Summary & WorldRemit Overview

WorldRemit's \$100 million capital raise follows competitor TransferWise's January 25, 2015 \$58 million Series C capital raise led by Andreessen Horowitz, which valued the Company at "close to \$1 billion" (1)

Transaction Summary

- On February 18, 2015, WorldRemit announced that it had raised \$100 million in Series B financing led by Technology Crossover Ventures
 - Existing investor Accel Partners also participated in the round
- WorldRemit will use the capital to expand its services internationally, specifically as it looks to establish partnerships with mobile money wallets in Africa, Asia and Latin America
 - The Company also recently increased its presence in the United States where it opened an office in Denver, Colorado, the home turf of Western Union
- The \$100 million financing brings WorldRemit's total funding to \$140 million; the round values the Company "north of \$500 million" according to TechCrunch

Remittance Industry Overview

- The World Bank estimates that \$646 billion will be sent between family and friends in 2015 and over \$700 billion in 2016
- The United States is the largest remittance sending market, accounting for over 10% of global remittances
 - Saudi Arabia is the second largest sending market
 - India is the largest receiving market followed by China, the Philippines and Mexico
- Current major players include Western Union, MoneyGram, Ria (Euronet) and Xoom
- In addition to WorldRemit, newer / disruptive players include TransferWise, Azimo, Remitly and TRANSFAST, among others

WorldRemit Overview



CEO: Ismail Ahmed
Headquarters: London, UK
Founded: 2009
Employees:

- WorldRemit is an online money transfer service that enables people to send money to friends and family abroad through a computer, smartphone or tablet
- The Company offers a convenient and low-cost alternative to traditional money transfer companies; money can be received as a bank deposit, cash pick-up, Mobile Money or mobile airtime top-up
- WorldRemit processes 250,000 transactions per month; the company generated 2014 revenue of \$25 million, growing from \$9.3 million in 2013, and expects a similar growth rate in 2015 (2)
- Services are available to senders in 50 countries and transactions can be received in more than 110 destinations worldwide

Previous Equity Financings

| Date | Size (\$ mm) | Lead Investors |
|----------|--------------|----------------|
| 03/12/14 | \$40 | ACCEL PARTNERS |

WorldRemit Raises \$100 mm in Series B Financing

WorldRemit Overview

Why Customers Choose WorldRemit



Low Cost

Low fees displayed up-front.
Guaranteed exchange rates.



Fast

Instant transfer to many countries.
Send and receive notifications by SMS
and email.



Simple

24/7 service – no agents to visit.
Available on computer, smartphone
and tablet.



Trusted

Industry-leading payment security.
Rated 'Excellent' by our customers on
Trustpilot.

Send Money Online from Bank Account or Card



Debit card



Credit card



Bank transfer



Bank deposit



Cash pickup



Mobile Money



Airtime top-up

Money is deposited
directly to the recipient's
account

Cash is available at
collection locations within
minutes

Money is added instantly
to mobile money wallets

Mobile airtime is topped-
up instantly



WorldRemit Raises \$100 mm in Series B Financing

Selected Money Transfer Transactions

| Announced Date | Transaction Overview | Company | Selected Buyers / Investors | Amount (\$MM) | FinTech Database |
|----------------|---|-----------------------------|---|---------------|-------------------------|
| 02/18/15 | WorldRemit Secures \$100 mm in Series B Financing | WorldRemit | Technology Crossover Ventures; Accel Partners | 100 | Details |
| 01/25/15 | TransferWise Secures \$58 mm in Series C Financing Led by Andreessen Horowitz | TransferWise | IA Ventures; Andreessen Horowitz; Seedcamp; Valar Ventures; Index Ventures; Undisclosed Investor(s) | 58 | Details |
| 01/13/15 | peerTransfer Secures \$22 mm in Financing Led by Bain Capital Ventures | peerTransfer | Bain Capital Ventures; Spark Capital; QED Investors; Devonshire Investors; Accel Partners | 22 | Details |
| 10/06/14 | Transnetwork has Agreed to Acquire Citi Remesas | Citi Remesas | Transnetwork | na | Details |
| 09/09/14 | MoneyGram Acquires Nexxo | Nexxo Financial Corporation | MoneyGram International Inc. | na | Details |
| 09/02/14 | MoneyGram Acquires MTI Money Transfer Limited | MTI Money Transfer | MoneyGram International Inc. | na | Details |
| 08/29/14 | Bridgepoint Acquires Moneycorp for Approximately \$351.6 mm | Moneycorp | Bridgepoint Capital Limited | 352 | Details |
| 06/23/14 | Ebury Secures \$30 mm in Financing from Greylock Partners | Ebury Partners | Greylock Partners | 30 | Details |
| 06/09/14 | TransferWise Secures \$25mm in Financing | TransferWise | IA Ventures; Index Ventures; Valar Ventures; KimaVentures; Undisclosed Investor(s); Tag Venture Partners | 25 | Details |
| 06/05/14 | Fastacash Secures \$4mm in Financing | Fastacash | Golden Oriole Investments; Jungle Ventures; SPRING SEEDS Capital; Funding the Future; Undisclosed Investor(s) | 4 | Details |
| 05/19/14 | Pangea Secures Financing | Pangea Payments | BW Capital Partners; Chicago Venture Partners; Jump Capital; OCA Ventures | na | Details |
| 04/15/14 | Currency Cloud Secures \$10mm in Series B Financing | The Currency Cloud | Anthemis Group; Atlas Ventures; Notion Capital; SVB Silicon Valley Bank; XAnge Private Equity | 10 | Details |
| 03/12/14 | WorldRemit Secures \$40 mm in Financing from Accel Partners | WorldRemit | Accel Partners | 40 | Details |
| 03/11/14 | Azimo Secures \$10 mm in Financing Led by Greycroft Partners | Azimo | Greycroft Partners; Frontier Investments; RI Digital; e.ventures; TA Venture; KRW Schindler | 10 | Details |
| 03/10/14 | Euronet Worldwide has Agreed to Acquire HiFX for \$242 mm | HiFX Plc | Euronet Worldwide, Inc. | 242 | Details |
| 01/30/14 | Quippi Secures \$2 mm in Financing from Avalon Ventures | Quippi | Avalon Ventures | 2 | Details |
| 01/06/14 | Remitly Secures \$5.5 mm in Financing Led by QED Investors | Remitly | QED Investors; Trilogy Equity Partners; Founder?s Co-op; TomorrowVentures; Bezos Expeditions | 6 | Details |
| 12/27/13 | peerTransfer Secures \$6.2 mm in Financing Led by Devonshire Investors | peerTransfer | Maveron; Spark Capital; QED Investors; Devonshire Investors | 6 | Details |
| 11/25/13 | Kwanji Secures Financing from Mercia Fund Management | Kwanji | Mercia Fund Managment | na | Details |
| 11/11/13 | World First Secures Financing Led by FTV Capital | World First | FTV Capital; Industry Ventures, LLC; StepStone Group | na | Details |
| 11/01/13 | CurrencyFair Secures \$2.5 mm in Financing from Frontline Ventures | CurrencyFair | Frontline Ventures; Undisclosed Investor(s) | 3 | Details |
| 10/23/13 | TransferGo Secures \$0.25 mm in Financing from Practica Seed Capital Fund | TransferGo | Practica Seed Capital Fund | <1 | Details |



WorldRemit Raises \$100 mm in Series B Financing

Selected Money Transfer Transactions (cont.)

| Announced Date | Transaction Overview | Company | Selected Buyers / Investors | Amount (\$MM) | FinTech Database |
|----------------|---|--------------------------------|---|---------------|-------------------------|
| 10/07/13 | Fastacash Secures \$3 mm in Financing | Fastacash | Jungle Ventures; SPRING SEEDS Capital; Funding the Future | 3 | Details |
| 09/29/13 | Azimo Secures \$1 mm in Financing | Azimo | BlueYield; Undisclosed Investor(s) | 1 | Details |
| 09/23/13 | OzForex Raises Approximately \$414.2 mm in its Initial Public Offering | OzForex | Undisclosed Investor(s) | 414 | Details |
| 09/19/13 | MoneyGram Acquires Advanced Chrono Cash Services | Advanced Chrono Cash Services | MoneyGram International Inc. | na | Details |
| 09/19/13 | MoneyGram has Agreed to Acquire MoneyGlobe Payment Institution | MoneyGlobe Payment Institution | MoneyGram International Inc. | na | Details |
| 09/18/13 | Ebury Partners Secures Approximately \$5.6 mm in Financing Led by Envestors | Ebury Partners | Envestors; Undisclosed Investor(s) | 6 | Details |
| 08/19/13 | CVC Capital Partners Acquires Skril for Approximately \$800 mm | Skril | CVC Capital Partners | 800 | Details |
| 06/25/13 | peerTransfer Secures \$6.4mm in Financing | peerTransfer | Kibo Ventures; FJME; Spark Capital; Maveron; QED Investors | 6 | Details |
| 05/29/13 | Earthport Secures \$10 mm in Financing from IFC | Earthport plc | International Finance Corporation | 10 | Details |
| 05/20/13 | Pangea Secures \$1 mm in Financing | Pangea Payments | Accelerator Fund (I2A); FireStarter Fund; OCA Ventures; Origin Ventures | 1 | Details |
| 05/14/13 | TransferWise Secures \$6 mm in Financing Led by Valar Ventures | TransferWise | Valar Ventures | 6 | Details |
| 05/13/13 | Akimbo Secures \$0.85 mm in Financing | Akimbo Financial | Undisclosed Investor(s) | 1 | Details |
| 02/15/13 | Xoom Announces Pricing of its Initial Public Offering | Xoom Corporation | Undisclosed Investor(s) | 101 | Details |
| 01/18/13 | Azimo Secures \$0.48 mm in Financing | Azimo | Undisclosed Investor(s) | 1 | Details |
| 01/11/13 | Xoom Files IPO for \$50 mm in Common Stock | Xoom Corporation | Undisclosed Investor(s) | 50 | Details |
| 01/08/13 | Euronet Worldwide Acquires Pure Commerce | Pure Commerce | Euronet Worldwide, Inc. | na | Details |
| 12/31/12 | Fastacash Secures \$1.5 mm in Financing Led by Funding the Future | Fastacash | Funding the Future | 2 | Details |
| 12/31/12 | Remitly Secures \$2.6 mm in Financing Led by Trilogy Equity | Remitly | Trilogy Equity Partners; Bezos Expeditions; TomorrowVentures | 3 | Details |
| 12/21/12 | TransferGo Secures \$0.19 mm in Financing from Practica Seed Capital Fund | TransferGo | Practica Seed Capital Fund | <1 | Details |
| 12/01/12 | KlickEx Secures \$0.75 mm in Financing | Klickex | Undisclosed Investor(s) | 1 | Details |
| 08/21/12 | Exponent Private Equity Acquires Fintrax for Approximately \$211.2 mm | Fintrax | Exponent Private Equity | 211 | Details |
| 07/18/12 | Boom Financial Secures \$17 mm in Financing from Digicel Group | Boom Financial | Digicel Group; RRE Ventures | 17 | Details |



WorldRemit Raises \$100 mm in Series B Financing

Selected Money Transfer Transactions (cont.)

| Announced Date | Transaction Overview | Company | Selected Buyers / Investors | Amount (\$MM) | FinTech Database |
|----------------|---|---|--|---------------|-------------------------|
| 06/26/12 | DoughMain Acquires Allowance-Plus | Allowance Plus | DoughMain | na | Details |
| 06/12/12 | Shinsei Bank has Agreed to Acquire Lloyds Banking' Japan Remittance Business | Lloyds Banking' Japan Remittance Business | Shinsei Bank | na | Details |
| 05/24/12 | Silver Lake and Partners Group have Agreed to Acquire Global Blue for Approximately \$1.26 bn | Global Blue | Partners Group; Silver Lake | 1,259 | Details |
| 04/17/12 | TransferWise Secures \$1.3 mm in Financing Led by IA Ventures and Index Ventures | TransferWise | IA Ventures; Index Ventures | 1 | Details |
| 04/13/12 | Beamit Secures \$2.4 mm in Financing Led by Founder's Co-op | Remitly | Bezos Expeditions; Founder's Co-op; TomorrowVentures; TechStars | 2 | Details |
| 03/12/12 | Regalocard Secures 0.32 mm in Financing | RegaloCard | Undisclosed Investor(s) | <1 | Details |
| 02/29/12 | Mobile Transactions International Secures \$4 mm in Financing | Zoona | ACCION International; Omidyar Network; Mennonite Economic Development Associates | 4 | Details |
| 12/05/11 | Rev Worldwide Secures Financing from Omidyar Network | Rev Worldwide | Omidyar Network | na | Details |
| 11/22/11 | Xoom Secures \$25 mm in Financing | Xoom Corporation | Sequoia Capital; New Enterprise Associates; DAG Ventures; Northgate Capital | 25 | Details |
| 11/18/11 | MoneyGram Secures Financing in Secondary Offering | MoneyGram International Inc. | Undisclosed Investor(s) | na | Details |
| 11/01/11 | RBS Acquires Majority Stake in TTT Moneycorp | TTT Moneycorp | RBS Special Opportunities Fund LP | na | Details |
| 10/28/11 | Remitly Secures \$0.75 mm in Financing | Remitly | Undisclosed Investor(s) | 1 | Details |
| 09/01/11 | KlickEx Secures Approximately \$0.4 mm in Financing | Klickex | Undisclosed Investor(s) | <1 | Details |
| 08/15/11 | peerTransfer Secures \$7.5 mm in Financing Led by Spark Capital | peerTransfer | Boston Seed Capital; Spark Capital; Accel Partners; Maveron | 8 | Details |
| 07/22/11 | Tempo Financial Secures \$5 mm in Financing | Tempo Financial Holdings Corporation | Undisclosed Investor(s) | 5 | Details |
| 07/19/11 | CurrencyFair Secures \$0.82 mm in Financing | CurrencyFair | Enterprise Ireland | 1 | Details |
| 07/05/11 | Western Union Acquires Travelex Global Business Payments for Approximately \$975 mm in Cash | Travelex Group Business Payments | Western Union | 975 | Details |
| 05/20/11 | Azibo Group Acquires Tor Currency Exchange | TorFX | Azibo Group | na | Details |
| 03/08/11 | Thomas H. Lee Partners has Agreed to Recapitalize MoneyGram International | MoneyGram International Inc. | Thomas H. Lee Partners | na | Details |
| 01/26/11 | Banco do Brasil and Bradesco Acquires 10% Stake in CBSS for Approximately \$100 mm | Alelo | Banco Bradesco S.A.; Banco do Brasil | 100 | Details |
| 01/25/11 | Adaptive Payments Secures Financing from SHAZAM | Adaptive Payments | Shazam | 5 | Details |
| 12/31/10 | Western Union has Agreed to Acquire 70% Stake in Angelo Costa for \$132.5 mm | Angelo Costa | Western Union | 133 | Details |



WorldRemit Raises \$100 mm in Series B Financing

Selected Money Transfer Transactions (cont.)

| Announced Date | Transaction Overview | Company | Selected Buyers / Investors | Amount (\$MM) | FinTech Database |
|----------------|--|---------------------------------------|--|---------------|-------------------------|
| 11/23/10 | Monex Grupo Acquires Tempus | Tempus Consulting | Monex Grupo | na | Details |
| 11/22/10 | Accel Partners and The Carlyle Group Acquires Minority Stake in OzForex Group | OzForex | The Carlyle Group; Accel Partners | na | Details |
| 11/01/10 | Global Payment Technologies Secures Financing | Global Payment Technologies, Inc. | Undisclosed Investor(s) | na | Details |
| 10/28/10 | peerTransfer Secures Financing Led by from Spark Capital | peerTransfer | Spark Capital | na | Details |
| 10/14/10 | Earthport Secures Approximately \$12 mm in Financing | Earthport plc | Undisclosed Investor(s) | 12 | Details |
| 04/15/10 | Welsh, Carson, Anderson & Stowe has Agreed to Acquire Majority Stake in GlobalCollect | GlobalCollect | Welsh, Carson, Anderson & Stowe | na | Details |
| 04/09/10 | TransGlobal Payment Solutions Secures Financing Led by Enterprise Ventures | TransGlobal Payment Solutions Limited | EV Growth | na | Details |
| 03/23/10 | Xoom Secures \$32.2 mm in Financing | Xoom Corporation | C2 Capital; Glynn Capital Management; Undisclosed Investor(s) | 33 | Details |
| 02/18/10 | Earthport Secures \$6.5 mm in Financing | Earthport plc | Undisclosed Investor(s); HU Investments LLC | 7 | Details |
| 01/04/10 | RegaloCard Secures \$7 mm in Financing from Dublin Ventures and Kinsail | RegaloCard | Dublin Ventures; Kinsail Corporation | na | Details |
| 11/18/09 | Palladium Equity Partners Acquires Global Payments? DoEx- and Europhil-Branded Money Transfer Businesses | DoEx Dollar Express | Palladium Equity Partners | na | Details |
| 07/07/09 | Travelport and PSP International Form eNett | eNett International | PSP International; Travelport | na | Details |
| 05/07/09 | Western Union has Agreed to Acquire Custom House for \$370 mm in Cash | Custom House | Western Union | 370 | Details |
| 05/05/09 | Vocalink Secures \$89.6 mm in Financing | VocaLINK | Undisclosed Investor(s) | 90 | Details |
| 02/10/09 | Western Union has Agreed to Acquire FEXCO's Money Transfer Business for \$159.5 mm in Cash | FEXCO | Western Union | 160 | Details |
| 05/22/08 | State Street Global Markets Acquires SSISearch | SSISearch, Ltd. | State Street Global Markets, LLC | na | Details |
| 05/01/08 | Tempo Financial Holdings Secures Financing from Arsenal Capital Partners | Tempo Financial Holdings Corporation | Arsenal Capital Partners | na | Details |
| 04/25/08 | Nexxo Financial Secures Financing from Menlo Ventures, Split Rock Partners and Sutter Hill Ventures | Nexxo Financial Corporation | Menlo Ventures; Split Rock Partners; Sutter Hill Ventures | na | Details |
| 04/16/08 | Management Backed by Palladium Equity Partners and Other Co-Investors Acquires Remesas Quisqueyana | Remesas Quisqueyana, Inc | Adams Street Partners; Baird Private Equity Group; Palladium Equity Partners; Sewanee Ventures | na | Details |
| 03/25/08 | Global Payment Technologies Secures \$0.19 mm in Financing | Global Payment Technologies, Inc. | Global Payment Technologies' Angel Investors | <1 | Details |
| 02/12/08 | MoneyGram International Secures \$760 mm in Financing Led by Thomas H. Lee Partners and Goldman Sachs | MoneyGram International Inc. | Goldman Sachs Group, Merchant Banking Division; Thomas H. Lee Partners | 760 | Details |
| 01/10/08 | Nexxo Financial Secures \$7.5 mm in Financing from Menlo Ventures and Sutter Hill Ventures | Nexxo Financial Corporation | Menlo Ventures; Sutter Hill Ventures | 8 | Details |



WorldRemit Raises \$100 mm in Series B Financing

Selected Money Transfer Transactions (cont.)

| Announced Date | Transaction Overview | Company | Selected Buyers / Investors | Amount (\$MM) | FinTech Database |
|----------------|---|-----------------------------|---|---------------|-------------------------|
| 09/28/07 | Xoom Corporation Secures \$20.29 mm in Financing Led by DAG Ventures | Xoom Corporation | Volition Capital; DAG Ventures; Sequoia Capital; New Enterprise Associates | 20 | Details |
| 08/09/07 | Barclays Private Equity Along with Apax Partners Worldwide's Management Acquired Majority Stake in Global Refund for Approximately \$492 mm | Global Blue | Barclays Private Equity | 492 | Details |
| 07/23/07 | General Atlantic Acquires GlobalCollect | GlobalCollect | General Atlantic | na | Details |
| 05/23/07 | Earthport Secures \$2.46mm in Financing in Secondary Offering | Earthport plc | Undisclosed Investor(s) | 3 | Details |
| 05/08/07 | Trans-Fast Secures Financing from Greenhill Capital Partners | Trans-Fast Remittance, LLC | Greenhill Capital Partners | na | Details |
| 03/27/07 | Travelex Acquires Ruesch International | Ruesch International | Travelex | 440 | Details |
| 03/08/07 | Euronet Worldwide Secures \$159.36 mm in Financing | Euronet Worldwide, Inc. | Angelo, Gordon & Co.; Invesco AIM Management Group, Inc; UBS; William Blair & Company, LLC; Magnetar Capital, LLC; Capital Research & Management Company; R&G Financial Corporation | 159 | Details |
| 12/28/06 | RBS Acquires Stake in TTT Moneycorp | TTT Moneycorp | RBS Special Opportunities Fund LP | na | Details |
| 11/21/06 | Euronet Acquires RIA for \$450mm in Cash and Equity | RIA Envia, Inc. | Euronet Worldwide, Inc. | 450 | Details |
| 09/14/06 | Western Union Files for IPO | Western Union Co. | Undisclosed Investor(s) | na | Details |
| 06/19/06 | Xoom Secures \$15 mm in Financing Led by Fidelity Ventures | Xoom Corporation | Volition Capital; New Enterprise Associates; Sequoia Capital; SVB Capital | 15 | Details |
| 04/03/06 | Lindsay Goldberg Acquires Majority Stake in Intermex Wire Transfer | Intermex Wire Transfer | Lindsay Goldberg | na | Details |
| 03/28/06 | Investcorp Technology Partners Acquires Moneybookers | Skrill | InvestCorp | na | Details |
| 02/07/06 | Custom House Secures Financing from Great Hill Partners | Custom House | Great Hill Partners | na | Details |
| 11/01/05 | Management Backed by Waterland Private Equity Investments and Prime Technology Ventures Acquires GlobalCollect | GlobalCollect | Prime Technology Ventures | na | Details |
| 10/01/05 | Nexxo Financial Secures \$15 mm in Financing from Menlo Ventures, Stanford Management Company and Sutter Hill Ventures | Nexxo Financial Corporation | Menlo Ventures; Sutter Hill Ventures | 15 | Details |
| 09/13/05 | Emida Technologies Secures \$7.5 mm in Financing Led by GRP Partners, Stone Canyon Venture Partners and Richard L. Scott Investments | Emida Technologies, Inc. | GRP Partners; Richard L. Scott Investments | 8 | Details |
| 05/20/05 | Nexxar Group Secures \$8.5 mm in Financing from Key Venture Partners and FT Ventures | Nexxar Group | Key Venture Partners; FTV Capital | 9 | Details |
| 05/12/05 | First Data Acquires Vigo Remittance | Vigo Remittance | First Data | na | Details |
| 04/28/05 | Standard Chartered Acquires 6 % of Travelex | Travelex Group Limited | Standard Chartered PLC | na | Details |
| 02/28/05 | Apax Acquires Travelex for \$2.02 bn in Cash | Travelex Group Limited | Apax Partners Worldwide | 2,020 | Details |
| 02/28/05 | Apax Partners Acquires Remaing Stake in Travelex | Travelex Group Limited | Apax Partners Worldwide; Standard Chartered PLC | na | Details |



WorldRemit Raises \$100 mm in Series B Financing

Selected Money Transfer Transactions (cont.)

| Announced Date | Transaction Overview | Company | Selected Buyers / Investors | Amount (\$MM) | FinTech Database |
|----------------|--|-----------------------------------|--|---------------|-------------------------|
| 02/01/05 | American Cash Exchange Secures Financing | American Cash Exchange | Undisclosed Investor(s) | 5 | Details |
| 12/02/04 | Welsh, Carson, Anderson & Stowe Acquires Ruesch International | Ruesch International | Welsh, Carson, Anderson & Stowe | na | Details |
| 07/01/04 | Viad Spins-off MoneyGram International | MoneyGram International Inc. | Undisclosed Investor(s) | na | Details |
| 05/18/04 | EMIDA Secures \$5 mm in Financing from GRP Partners and Richard L. Scott Investments | Emida Technologies, Inc. | Richard L. Scott Investments; GRP Partners | 5 | Details |
| 03/18/04 | Global Payment Technologies Secures \$4 mm in Convertible Debt Financing from Laurus Funds | Global Payment Technologies, Inc. | Laurus Funds | 4 | Details |
| 11/12/03 | Vesta Corporation Secures \$20 mm from Oak Investment Partners | Vesta Corporation | Oak Investment Partners | 20 | Details |
| 10/01/03 | Xoom Secures \$0.8 mm in Financing | Xoom Corporation | Xoom Corporation's Angel Investors | 1 | Details |
| 08/12/03 | Global Payments Acquires DolEx Dollar Express | DolEx Dollar Express | Global Payments | 190 | Details |

Overview of FT Partners

Recent Related FT Partners' Research – (click to view)



September 22, 2014

Financial Technology Partners LP
FTP Securities LLC

Global Money Transfer
Emerging Trends and Challenges



Courtesy of:

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TECHNOLOGY
PARTNERS**

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FT Partners' Research focuses on key trends in the Global Money Transfer Industry including:

- The emergence of "International Payment Specialists" as a distinct and fast growing industry segment attracting significant interest from strategic buyers and financial investors
- The disruption of the traditional "Consumer Remittance Providers" by new, emerging / fast growing entrants leading with mobile and other technology-based solutions

FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. Our unique insight into FinTech is a direct result of executing hundreds of transactions in the sector combined with over 13 years of exclusive focus on Financial Technology.

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Overview of FT Partners

FT Partners Advises OzForex on its A\$480,000,000 Sale & IPO

“FT Partners’ work in running our dual-track M&A and IPO process was flawless and I’d recommend them to any CEO in the financial technology space.

While headquartered half-way around the world, FT Partners was omnipresent in our global transaction process, both on the ground here in Australia and globally with 24x7 support.

Their entire team did a phenomenal job across the board.”

– Neil Helm, OzForex CEO

FINANCIAL
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PARTNERS

Transaction Overview and Rationale

Overview of Transaction

- OzForex Group (“OzForex”) completed its Sale & Initial Public Offering and began to trade on the Australian Stock Exchange (“ASX”) under the ticker symbol OFX on October 11, 2013
 - A\$439mm offering, valuing the equity at A\$480mm
 - Stock closed first day of trading up ~30%
- Prior to the offering, OzForex was owned by Accel Partners, The Carlyle Group, Macquarie Bank and other founder / private investors

Significance of Transaction

- Transaction was a sale of ~100% of the equity of the company to a “club” of institutional investors, followed by an IPO (the largest IPO of an Australian company in 2013 to date)
 - Highly innovative “club-deal” structure allowed for reduced risk and certainty for existing investors
- Investors given the ability to sell ~100% of their interests in the Company; certain investors chose to retain a small portion of their ownership

FT Partners’ Role

- FT Partners served as exclusive Financial, Strategic and IPO Advisor to OzForex and its Board of Directors
- FT Partners managed the very unique dual-track M&A / sale and IPO process, effectively achieving an “M&A” outcome for shareholders in the public markets (~100% liquidity)
- FT Partners’ advisory role simplified and expedited the “time-to-market” period due to the significant amount of up-front work completed prior to the engagement of potential M&A sale buyers and underwriters
- FT Partners helped the Company create significant value by developing an extraordinarily detailed and comprehensive set of presentation materials to showcase the OzForex story for all interested parties

Source: Company materials, prospectus.

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as
exclusive Financial, Strategic and IPO Advisor to*



in its

Initial Public Offering

valuing the equity at

A\$480,000,000



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

Overview of FT Partners

FT Partners Advises Custom House on its \$370 Million Sale to Western Union

Transaction Overview and Rationale

Overview of Transaction

- Custom House, Ltd. (“Custom House”) announced its sale to Western Union (NYSE: WU) for US\$370 million in cash
- Custom House is the largest independent, international B2B payments provider in the world
- Western Union is the world’s largest money transfer business
- Custom House was backed by Great Hill Partners, one of the leading private equity firms across the financial technology sector; transaction represents one of Great Hill Partners’ most successful exits to date

Significance of Transaction

- Transaction represents the one of the largest, independent private equity-backed payments transactions
- This acquisition allows Custom House to leverage its extensive online and offline international B2B payments solutions with Western Union’s global footprint, strong brand and balance sheet to rapidly build market share and penetrate new opportunities around the globe
- Custom House expected to provide a strong, diversified growth engine for Western Union outside of its core remittance business and will strengthen Western Union’s presence in the SME segment globally
- The acquisition of Custom House supports Western Union’s strategic plan by entering a new growth market and diversifying its product portfolio

FT Partners’ Role

- Demonstrates FT Partners’ ability to consummate transactions with strong valuations, despite an incredibly challenging economic environment

Financial Technology Partners LP FTP Securities LLC

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



in its sale to



for cash consideration of approximately

\$370,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

Overview of FT Partners

Leader in Financial Technology Investment Banking

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| <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>MERCURY® in its cash sale to</p> <p>vantiv for total consideration of approximately \$1,650,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>MERCURY® in its approximately 60% majority sale to</p> <p>SILVERLAKE for aggregate consideration of approx. \$ 900,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>judo in its growth financing with</p> <p>ROUTE SIXTY-SIX VENTURES for total consideration of approximately £6,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>KUBRA in its 80% majority sale to</p> <p>HEARST corporation</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>cardsPRING in its sale to</p> <p>twitter</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>OZFOREX FOREIGN EXCHANGE SERVICES in its Initial Public Offering valuing the equity at approximately A\$480,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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 advisor to</p> <p>CIBC in its strategic investment in</p> <p>Delta with additional participation from</p> <p>MasterCard Bain Capital Ventures Alcan Global Services for approximately \$70,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>VERUS in its sale to</p> <p>sage for cash consideration of approximately \$ 325,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>CentralPayment® in its Strategic Investment by</p> <p>TSYS® \$ 100,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>FLEET ONE in its cash sale to</p> <p>wex for total consideration of approximately \$ 369,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>NMI NETWORK MERCHANTS INC. in its sale to</p> <p>BregalSagemount for a total valuation of nearly \$ 200,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>century PAYMENTS in its sale to</p> <p>WorldPay a portfolio company of</p> <p>Advent International BainCapital</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>TRANSFIRST® in its cash sale to</p> <p>Vista Equity Partners from</p> <p>WCAS \$1,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>jack henry & ASSOCIATES INC. in its acquisition of</p> <p>iPay Technologies for total consideration of approximately \$ 300,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>YAPSTONE™ ePayments as a Service in its minority investment led by</p> <p>ACCEL PARTNERS For total consideration of approximately \$ 50,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>VeriFone THE WAY TO PAY™ in its \$177,000,000 Initial Public Offering valuing the equity at approximately \$ 650,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>PROPAY™ in its sale to</p> <p>TSYS® \$ 100,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS 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>lynk in its sale to</p> <p>The Royal Bank of Scotland for cash consideration of approximately \$ 525,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p> |

Overview of FT Partners

Award-Winning Investment Banking Franchise Focused on Superior Client Results

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor Awards

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| 2014 | <ul style="list-style-type: none"> ■ Equity Financing Deal of the Year ■ Professional Services Deal of the Year, Above \$100mm |
| 2012 | <ul style="list-style-type: none"> ■ Dealmaker of the Year ■ Professional Services Deal of the Year, Above \$100 mm |
| 2011 | <ul style="list-style-type: none"> ■ Boutique Investment Bank of the Year ■ Deal of the Decade ■ <i>10 Deal of the Year Nominations Across 9 Categories</i> |
| 2010 | <ul style="list-style-type: none"> ■ Upper Middle Market Deal of the Year, Above \$500 mm ■ IT Services Deal of the Year, Below \$500mm ■ Cross-Border Deal of the Year, Below \$500mm |
| 2007 | <ul style="list-style-type: none"> ■ Dealmaker of the Year – Steve McLaughlin ■ Business to Business Services Deal of the Year ■ Computer and Information Technology Deal of the Year, Above \$100mm ■ Financial Services Deal of the Year, Above \$100mm |



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| 2006-2008 | <ul style="list-style-type: none"> ■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology |
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Middle Market Financing Awards

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| 2008 | <ul style="list-style-type: none"> ■ Equity Financing Dealmaker of the Year – Steve McLaughlin ■ Information Technology Deal of the Year ■ Financial Services Deal of the Year |
| 2006 | <ul style="list-style-type: none"> ■ Financing Professional of the Year – Steve McLaughlin ■ <i>Financing Deal of the Year - Equity</i> ■ <i>Financing Deal of the Year - Debt</i> |