

August 31, 2015

Financial Technology Partners

FT Partners Research – Transaction Profile



Secures

\$50,000,000

in Series E Financing from



Courtesy of:



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

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Payoneer Secures \$50 mm in Series E Financing

Transaction Overview and Commentary

Transaction Overview



- On August 12, 2015, Payoneer announced it has secured \$50 mm in Series E financing led by Wellington Management; existing investor Susquehanna Growth Equity also participated in the round
 - The shares were purchased from Payoneer's existing investors
 - All major shareholders retained the majority of their holdings; the ownership structure of the Company was not affected
- Susquehanna Growth Equity led Payoneer's \$25 mm Series D round on March 5, 2014
- The funding demonstrates the viability of Payoneer's business model and enables it to ensure further growth opportunities against its key competitors
- This round of funding brings the total amount raised to date by the Company to over \$88 mm

Commentary

"We have seen strong interest by many top-tier investors who believe in our vision to transform cross-border commerce by connecting business worldwide on an innovative financial platform/ Equally satisfying is that Susquehanna Growth Equity, which has been represented on our board for over a year, increased its holdings based on its conviction that Payoneer enables digital companies in many of today's fastest-growing segments, including e-commerce and the sharing economy, to accelerate their global business expansion"

- Scott Galit, CEO, Payoneer

"Payoneer continues to show tremendous momentum and revenue growth. Payoneer has established a unique global brand and is trusted by businesses worldwide that rely on Payoneer to send and receive billions of dollars across borders each year. We are excited to help Payoneer achieve its goal to reduce friction in cross-border trade by simplifying cross-border payments."

- Amir Goldman, Managing Director, Susquehanna Growth Equity Board Member, Payoneer



Payoneer Secures \$50 mm in Series E Financing

Transaction and Payoneer Overview

Payoneer enables businesses and professionals from more than 200 countries to seamlessly pay and receive cross-border payments

Payoneer Overview



CEO: Scott Galit
Headquarters: New York, NY
Founded: 2005

- Payoneer provides a platform that enables seamless, cross-border payments for companies of all sizes in more than 200 countries
- Provides multiple methods to transfer payments including via a prepaid debit MasterCard, deposits to local banks worldwide and payments to local e-wallets; payouts in 150 currencies
- Key selected clients include Google, Airbnb, Elance-oDesk and Getty Images

Previous Financings

Date	Size (\$ mm)	Investors
09/09/15	\$1	nyca
06/09/15	na	中国平安 创新 PING AN VENTURES
03/05/14	25	SIG Carmel Ventures Carmel Ventures greylockpartners. Investment Partners
07/24/08	8	greylockpartners. Carmel Ventures crossbar capital
03/26/07	4	greylockpartners. crossbar capital

Product Overview



Prepaid MasterCard Card – Payouts available for use within 2 hours; payees can make purchases online, in stores and at ATMs worldwide



Branded Cards – Company-branded Prepaid MasterCard card for payouts to beneficiaries



Global Bank Transfers – Easily send funds to over 200 countries in more than 100 currencies; supported methods includes ACH, international wire transfers and local bank transfers



US / EU Payment Service – Receive ACH transfers from US companies and SEPA transfers from EU companies, directly to Payoneer accounts



Transfer Funds to Payoneer Accounts – Payoneer's account-to-account transfer service enables the ability to instantly send and receive funds to any other account holder

Payoneer Secures \$50 mm in Series E Financing

Payoneer Services – Airbnb Case Study

- *Airbnb is a community marketplace for people to list, discover and book accommodations around the world*
- *Lessors are paid for renting out their accommodation using the Payoneer platform*



Renter /
Lessee



Renter / Lessee pays
Airbnb for the
accommodation



Airbnb releases
payouts 24 hours after
the check-in date;
Payoneer typically
delivers funds to the
account within 1-3
hours



When
approved,
Payoneer
will send a
card within
4-15
business
days



User / Lessor

- Once activated Payoneer allows the user to receive payouts directly to the Prepaid Debit MasterCard
- Payments will be loaded in USD and users can view their balance on Payoneer's website



User / Lessor



Submit user information to Payoneer

- Payoneer will approve details or ask for additional information by email within 2 days





Payoneer Secures \$50 mm in Series E Financing

Susquehanna Growth Equity Overview

Overview



Scott Feldman
Managing Director



Amir Goldman
Managing Director



Jonathan Klahr
Managing Director



Martin Angert
Director

Location(s)

- Bala Cynwyd, PA (HQ)
- Ra'anana, Israel

About

- Susquehanna Growth Equity was founded in 2006 as an affiliate of Susquehanna International Group (SIG), a global trading, research and technology company
- SIG is privately held and provides a solid source of financing for Susquehanna Growth Equity portfolio companies
- Carefully evaluates and selects each investment making only 2 – 4 high-value investments per year
- Wants to take a supporting role as board member of portfolio company but does not look to lead company decision making

Investment Preferences

Investment Criteria

Fund Size:	\$180 mm
Fund Raised:	2009
Investment Range:	\$5–50 mm
Revenue:	\$5–100 mm

General Preferences ⁽¹⁾

Control:	<i>Minority</i> , Majority
Geography:	North America, Europe, Israel
Transaction Type:	Venture, Growth, Buyout, Divestiture, Recapitalization
Industry Focus:	Software & Saas, Financial Technology, Healthcare Technology, Internet & e-Commerce, Information Services

Select Recent Investments / Exits

FinTech / Financial Services Investments ⁽²⁾

Date	Company	Deal Amt. ⁽³⁾	Board Rep.	Sector
08/15	Payoneer (<i>Series E</i>)	\$50	Amir Goldman	Pymts
09/14	Credit Karma (<i>Later-Stage VC</i>)	75	Scott Feldman	Bnkg
01/14	Skybox Security (<i>Later-Stage VC</i>)	6	Jonathan Klahr	FMS
10/14	Paysimple (<i>Series C</i>)	8	Amir Goldman	Pymts
07/11	The Logic Group (BarclayCard)*	7	Jonathan Klahr	Pymts
04/11	ETF Securities (<i>Secondary</i>)	70	na	CapMkts
07/09	TradeHelm (<i>PE Growth</i>)	5	na	CapMkts
06/09	Ballista (ICE)*	na	na	CapMkts
07/08	Derivix (FlexTrade)*	18	na	CapMkts
06/08	Plimus (Great Hill)*	18	Amir Goldman, Jonathan Klahr	Pymts
05/07	ESP (ITG)*	na	Amir Goldman	CapMkts
01/07	CashEdge (Fiserv)*	na	Amir Goldman	Bnkg

Other Notable Technology Investments ⁽²⁾

Date	Company	Deal Amt. ⁽³⁾	Board Rep.	Sector
07/15	Outbrain (<i>Series G</i>)	\$50	Jonathan Klahr	Internet
01/15	Clearleap (<i>Series C</i>)	25	Scott Feldman	Software
12/14	CallApp (<i>Early-Stage VC</i>)	4	Jonathan Klahr	Mobile

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Source: Company website, Pitchbook, Capital IQ.

(1) *Italics indicate preferred control / geography.*

(2) * denotes M&A exit; ** denotes IPO exit.

(3) Deal Amount in mm.



Payoneer Secures \$50 mm in Series E Financing

Wellington Management Overview

Overview



Nicholas Adams
Partner



Cheryl Duckworth
Partner

Selected Location(s)

- Boston, MA (HQ)
- San Francisco, CA
- Hong Kong, China
- Tokyo, Japan
- Chicago, IL
- Beijing, China
- London, UK
- Luxembourg

About

- Founded in 1928 as the first balanced mutual fund in the U.S., Wellington Management currently manages ~\$950 bn in total assets across more than 50 countries
- Implements more than 200 investment strategies including fixed income and public equity funds spanning various sector
- Likes to directly invest in large late-stage, pre-IPO growth private placements
- Has invested in some of the fastest-growing companies in the world, including Uber, Airbnb, Oscar and Lending Club

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Investment Preferences

General Preferences ⁽¹⁾

Control:	Minority
Geography:	North America, Europe, Asia / Pac
Transaction Type:	Venture, Growth, PIPE
Industry Focus:	Agnostic

Select Recent Investments / Exits

FinTech / Financial Services Investments ⁽²⁾

Date	Company	Deal Amt. ⁽³⁾	Board Rep.	Sector
08/15	Payoneer (<i>Series E</i>)	\$50	na	Pymts
06/15	TabbedOut (<i>Series C</i>)	22	na	Pymts
05/15	DocuSign (<i>Series F</i>)	278	na	FMS
04/15	Oscar Health (<i>Series B</i>)	145	na	Ins
03/15	Zuora (<i>Series F</i>)	115	na	FMS
02/15	nCino (<i>Series B</i>)	29	na	Bnkg
02/15	SoFi (<i>Series E</i>)	213	na	Bnkg
01/15	Coupang (<i>Later-Stage VC</i>)	300	na	Pymts
12/14	Redfin (<i>Series G</i>)	71	na	Bnkg
11/14	Powa (<i>Series C</i>)	80	na	Pymts
09/14	Mozido (<i>Series B</i>)	185	na	Pymts
05/14	Malauzai (<i>Series C</i>)	6	na	Bnkg
04/14	Lending Club (<i>Series D</i>)**	115	na	Bnkg
09/09	Ironshore (Fosun)*	300	na	Ins

Other Technology Investments ⁽²⁾

Date	Company	Deal Amt. ⁽³⁾	Board Rep.	Sector
06/15	Airbnb (<i>Series E</i>)	\$1,500	na	Online
05/15	Pinterest (<i>Series G</i>)	533	na	Online
03/15	Dataminr (<i>Series D</i>)	130	na	Data
06/14	Uber (<i>Series D</i>)	1,188	na	Mobile

Source: Company website, Pitchbook, Capital IQ.

(1) Italics indicate preferred control / geography.

(2) * denotes M&A exit; ** denotes IPO exit.

(3) Deal Amount in mm.

Overview of FT Partners

FT Partners Advises on \$310,000,000+ Sale of Currencies Direct

Transaction Overview and Rationale

Overview of Transaction

- On August 11, 2015 Currencies Direct Holdings Ltd (“CDH” or the “Company”) announced its sale for \$310+mm to a buyer consortium formed by Corsair Capital and Palamon Capital Partners
 - Prior to the transaction, CDH was owned by the Azibo Group
- Headquartered in London, CDH is a leading, privately-owned, non-bank provider of non-cash foreign exchange and payments solutions to private and corporate clients
 - Comprehensive international payment offering is available to clients both online and offline
- Corsair Capital and Palamon Capital Partners are leading, global private equity firms focused on financial services and European growth services, respectively
- The transaction is expected to close by the end of calendar year 2015 and is subject to applicable regulatory approvals and other conditions

Significance of Transaction

- Enables CDH to continue to accelerate its growth strategy in the international payments market
- Combined resources and expertise of CDH and the buyer consortium group position the Company extraordinarily well to further its leadership in the marketplace

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Currencies Direct and its Board
- Developed extensive marketing materials and financial analyses to highlight the unique aspects of the business, and led all aspects of transaction execution
- Transaction highlights FT Partners’ continued success advising leading companies and generating highly successful outcomes in the international payments space

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



CORSAIR CAPITAL

for a total consideration of

\$310,000,000+



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Overview of FT Partners

FT Partners Advises Azimo on its \$20mm Series B Investment

Transaction Overview and Rationale

Overview of Transaction

- On June 15, 2015, Azimo announced the completion of its \$20 mm Series B financing led by Frog Capital
- Azimo is a world leader in online and smartphone-based money transfers – providing a fast, secure and low-cost alternative to legacy high street remittance services
- The Company, headquartered in London with additional offices in Poland, has the most comprehensive network of any digital player, sending money to over 200 countries, reaching 5 billion people with more than 80 different currencies
- Frog Capital is a leading growth capital investor focused on technology-led business in Europe

Significance of Transaction

- This investment signifies the ongoing disruption of the \$600 bn global remittance market in which Azimo generated a five-fold increase in the number of facilitated money transfers from the year prior
- Azimo will use the proceeds from the investment to continue its Pan-European growth and to target new markets in North America and Asia

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Azimo and its Board of Directors
- Azimo's capital raise demonstrates FT Partners' continued ability to establish strong relationships with top international financial technology firms and assist them in achieving their long-term strategic goals
- This transaction also builds upon FT Partners' expertise in money transfer, having advised several clients previously in the space

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in its Series B financing led by



for approximately

\$ 20,000,000



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Overview of FT Partners

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

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
 - Stock closed first day of trading up ~30%
- OzForex is an online, global payments provider that offers individuals and SMBs a platform to purchase foreign currency to facilitate international transactions
- 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 (one of the largest IPOs of an Australian company)
 - 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

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sole financial, strategic and IPO advisor to*



in its

Initial Public Offering

valuing the equity at

A\$ 480,000,000

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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

**WESTERN
UNION**

for cash consideration of approximately

\$ 370,000,000

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Overview of FT Partners

FT Partners is the Leader in Financial Technology Investment Banking

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as 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</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>MERCURY® in its approximately 60% majority sale to</p> <p>SILVERLAKE for aggregate consideration of approx. \$ 900,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>Currencies Direct in its sale to</p> <p>Palamon Capital Partners CORSAIR CAPITAL for a total consideration of \$310,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>KUBRA in its 80% majority sale to</p> <p>HEARST corporation</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>YAPSTONE POWERING PAYMENTS in its debt financing by</p> <p>BregalSagemount Comerica Bank totaling approximately \$ 60,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>OZFOREX FOREIGN EXCHANGE SERVICES in its Initial Public Offering valuing the equity at approximately A\$480,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as advisor to</p> <p>CIBC in its strategic investment in</p> <p>Medici with additional participation from Bain Capital Ventures</p> <p>\$70,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>VERUS in its sale to sage for cash consideration of approximately \$ 325,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>CentralPayment in its Strategic Investment by TSYS \$ 100,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>FLEET ONE in its cash sale to wex for total consideration of approximately \$ 369,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>nmi in its growth investment by BregalSagemount for a total valuation of nearly \$ 200,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>century PAYMENTS in its sale to WorldPay a portfolio company of Advent International BainCapital</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 strategic and financial advisor to</p> <p>TRANSFIRST in its cash sale to Vista Equity Partners from WCAS \$1,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole debt capital advisor to</p> <p>jack henry & ASSOCIATES INC. in its acquisition of iPay Technologies for total consideration of approximately \$ 300,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole debt capital advisor to</p> <p>cardsPRING in its sale to twitter</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>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</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>PROPAY in its sale to TSYS \$ 100,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>lynk in its sale to The Royal Bank of Scotland for cash consideration of approximately \$ 525,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

Overview of FT Partners

Award-Winning Investment Banking Franchise Focused on Financial Technology

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



- 2014 ■ **Equity Financing Deal of the Year**
■ Professional Services Deal of the Year, Above \$100mm
- 2012 ■ **Dealmaker of the Year**
■ Professional Services Deal of the Year, Above \$100 mm
- 2011 ■ **Boutique Investment Bank of the Year**
■ Deal of the Decade
■ *10 Deal of the Year Nominations Across 9 Categories*
- 2010 ■ **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 ■ **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



- 2006-2008 ■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology



**Middle Market
Financing Awards**

- 2008 ■ **Equity Financing Dealmaker of the Year – Steve McLaughlin**
■ **Information Technology Deal of the Year**
■ **Financial Services Deal of the Year**
- 2006 ■ **Financing Professional of the Year – Steve McLaughlin**
■ *Financing Deal of the Year - Equity*
■ *Financing Deal of the Year - Debt*

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Note: Awards won highlighted in **bold**, italics denote categories where Financial Technology Partners was a finalist.