

January 8, 2024

FT PARTNERS FINTECH INDUSTRY RESEARCH

FinTech CEO Interview:



Dimitri Dadiomov
Co-Founder & CEO

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
Focused Exclusively on FinTech*

San Francisco • New York • London

Modern Treasury Company Overview



Co-Founder & CEO:	Dimitri Dadiomov
Headquarters:	San Francisco, CA
Founded:	2018

- Modern Treasury develops payment operation platforms to automate the cycle of money movement for FinTech Companies
 - Includes ledgering, reporting, payment initiation, real-time payments, payouts and virtual accounts to enable businesses to monitor and reconcile payments without friction
- The Company provides a white-labelled centralized payment flow platform to orchestrate transparent transactions across businesses’ stack
- Modern Treasury’s proprietary and scalable platform is directly integrated through an Application Programming Interface (API) on a dashboard to unify data and accelerate workflows
 - Establishes in-product payment experiences over any bank rail, including wire, ACH, and FedNow
- Offers 30+ direct bank integrations in over 50+ currencies and 12+ payment rails

Selected Customers



Selected Products



- Reporting & Tracking**
Tracks returned payments
- Custom Payment Flows**
Automates flows of reconciliation and payouts

- One-time Payments**
Initiates payments via app using orders, scheduling and CSVs
- Live Updates**
Payment status updates with web-hooks and emails



- Digital Wallets**
Programmatically holds balances for users
- Financial Products**
Enables lending, insurance, and investing products

- Card Programs**
Powers issuing programs with a flexible ledger
- Custom Currencies**
Tracks any currency, points, and rewards



- Identity Checks**
Performs KYC and KYB checks at user onboarding
- Case Management Portal**
Centralized dashboard to investigate and review cases

- Transaction Monitoring**
Detects fraud and money laundering with machine learning
- Security & Control**
Controls access to compliance setup and offers audit logging



- Create & Manage FBOs**
For Benefit of (FBO)s account creation to manage funds on behalf of a customer

- Create & Assign Virtual Accounts**
Issues virtual accounts to users, invoices, and others via API

Modern Treasury CEO Interview



Dimitri Dadiomov
Co-Founder & CEO

What is your background and what was the inspiration behind founding Modern Treasury?

Before co-founding Modern Treasury, I was a Product Manager for the investor side of the LendingHome mortgage marketplace. Before that, I was an Entrepreneur in Residence at Foundation Capital.

While at LendingHome (now Kiavi) my co-founders and I realized there was a massive need for modern, scalable payment infrastructure to save thousands of companies whose dated payment systems hindered their ability to support and connect with their clients, users, and employees. We saw a need for a platform that would not only streamline payment processes but also empower businesses to navigate the complexities of modern financial transactions efficiently. For me, Modern Treasury enables a future where payments are not only seamless but also contribute to the growth and success of businesses in this rapidly evolving digital age.

How would you describe the core products that you offer today?

Modern Treasury provides the operating system for a new era of payments. Our products empower businesses to streamline their financial operations, unlock growth, enhance the customer experience, and drive efficiency in the movement of

money. We do this by enabling faster payments, automatic reconciliation, and real-time financial data.

For many companies, moving money is core to their business, but it's not their core business. Our platform streamlines payment operations, allowing companies to quickly implement solutions through a suite of APIs and bank integrations. Ultimately, Modern Treasury enables companies to move money at the speed of software, and track and reconcile it automatically.

What are the key use cases and verticals where you are seeing the most traction?

Modern Treasury has gained significant traction across many use cases and verticals. The key areas where we are seeing the most traction include:

Marketplaces: Marketplaces that treat payments as a strategic differentiator can drive increased Gross Merchandise Volume (GMV). Their consumers can appreciate the choice to pay using their preferred payment method. Their suppliers can enjoy being paid the correct amount on time for goods or services rendered. Modern Treasury accelerates payouts and drives transparency across the marketplace value chain, for sellers and buyers.

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"...my co-founders and I realized there was a massive need for modern, scalable payment infrastructure to save thousands of companies whose dated payment systems hindered their ability to support and connect with their clients, users, and employees."

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FinTechs: FinTech companies leverage our platform to launch new payment products and workflows using our robust APIs. With fast integrations, companies can move products to market faster. Our solutions are tailored to the dynamic needs of the FinTech industry, providing the flexibility required for rapid innovation.

Lenders: We have integrated risk management and composable APIs to power any lending model. Lenders can use our ledger to manage customer pay-ins and merchant payouts, facilitate faster collections and disbursements, and unlock full visibility within their payment flows.

Healthcare: From insurance companies to care providers, healthcare companies of all kinds use Modern Treasury to process bank payments in-house, reduce overhead, and automate reconciliation. They can build embedded and automated payment experiences with our easy API, and programmatically reconcile at scale.

Real-time payments are coming on the scene in the U.S. Are you seeing demand for real-time payment solutions? How do you expect adoption to evolve over the next five years?

We do see increased demand for real-time payment solutions, particularly with the addition of the FedNow real-time solution this past summer, building on the existing growth of RTP. We are agnostic when it comes to payment rails because our API allows integrations with all of them. But there's been evidence that the newest rail has driven adoption of both, which is a net good for the end users and the broader ecosystem.

We see real-time payments building steadily over the next five years as the U.S. begins to catch up with other parts of the world with instant payments. Our most recent [State of Payment Operations](#) survey found that 60% of financial decision-makers – at companies with 500 to 4,999 employees – already use instant payment rails. In the next year approximately, another 28% plan to use one.

Customers, whether in the B2B space or B2C space, will demand real-time payment options. That will force companies to adjust. If payments happen in real-time, reconciliation of payments will also have to be real-time, 24/7. For many companies, reconciliation today is a long, manual process, which will have to change — if payments are taking place on weekends and nights, most companies just can't scale their workforce to accommodate those extended hours; they're going to have to rely on software and better payment operations solutions.

In five years, real-time payments will be an integral part of the modern financial ecosystem. Companies that prioritize real-time capabilities and invest in technologies that meet customer expectations will lead this transformative wave in U.S. payments.

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You initially built the business targeting FinTech companies. What opportunities are you finding with larger, non-FinTech organizations? What about geographic expansion?

All businesses, regardless of industry, require robust payment operations. Money movement is the lifeblood of any company, and practically all companies face huge pain points with payments. The State of Payment Operations 2023 report shows that 9 in 10 financial decision-makers face problems with payment operations, including that they take too long, result in too many errors and don't provide real-time insight into finances. A big chunk of them are still manual. We also found that those companies experienced employee frustration, financial risk and wasted time as a result of their payment operations shortfalls. This represents a lot of opportunity for us across many sectors.

We can tailor our solutions to address the specific needs of diverse industries, from healthcare and retail to manufacturing and beyond. Many organizations often face distinct regulatory challenges, which we can help them handle more efficiently than if they were on their own and help them ensure compliance and mitigate risk. Large entities with global operations require sophisticated payment solutions.

Who do you view as your competition?

We see our main competition as home-grown and legacy systems, which companies have long cobbled together to meet changing needs. A lot of innovation has happened in recent years in consumer payments, but that's not true for business-initiated payments, which haven't seen meaningful innovation in decades. It takes

work and commitment for companies to update and invest in new technology and new workflows, but companies know they need to do it not only to stay competitive but to help themselves grow bigger, and faster.

Our State of Payment Operations survey found that companies often use old-school, bloated tech stacks and manual reconciliation. On average, companies surveyed use 6.6 systems, including such things as bank portals, spreadsheets, treasury management tools, ERP systems, and more.

This all makes it hard for finance people to get a real-time view of finances, which means they lack real-time visibility into cash and limit their options in terms of what to do with the funds they have on hand. In today's high-interest rate environment, that means they may be missing out on opportunities to keep money to work at all times and earn interest.

The good news is that our survey, conducted by the Harris Poll, found that 93% of financial decision-makers said they were likely to invest in payment operations in the next 12-18 months. And we can make all of this much easier for companies to do.

"Money movement is the lifeblood of any company, and practically all companies face huge pain points with payments. The State of Payment Operations 2023 report shows that 9 in 10 financial decision-makers face problems with payment operations."

What lessons did you learn at LendingHome that you are applying to Modern Treasury?

Every lesson we learned at LendingHome has informed Modern Treasury. My co-founders Matt Marcus, Sam Aarons, and I built and ran the payment operations system at LendingHome, facilitating the funding of over \$3 billion in mortgage loans. We experienced the pain of payment operations, the lack of one unified platform, the redundancy and difficulty, and we saw that every other company, especially those that move a lot of money, were having to build the same pieces we were, over and over. Small companies can handle payment operations. But small companies become big companies, hopefully, and everything gets more complicated. We learned that payments need to scale, seamlessly, as companies grow. We learned that regulations change, and companies benefit from products that can change to fill new needs. We also learned that technology involving the movement of money has to be secure and solid. There's no room for good enough in an operating system for payments.

By leveraging our experiences, we empower businesses with a platform that not only meets but exceeds the challenges associated with scaling payment operations in rapidly evolving business landscapes.

What key opportunities are out there that you have yet to tap? What is the long-term vision for the Company?

Long term, we see every payment beginning and ending in software. That opens up a whole new set of issues. How do companies support this software at an

engineering level? What happens with new banks, new payment rails, and other banking sector disruptions such as we saw earlier this year? How does the payment data spread across the company to the teams that need it to run finance, capital markets, or customer service? How does this all look different when real time payments start challenging the traditional month-close and end of day batching workflows?

These are all problems that most companies don't spend a lot of time thinking about, except when there's a crisis. And we are excited to build software that handles this elegantly. Because it's been too long that great software has been written for the payment ops world.

"By leveraging our experiences, we empower businesses with a platform that not only meets but exceeds the challenges associated with scaling payment operations in rapidly evolving business landscapes."

FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Ground-Breaking Payments Transactions Pioneered by FT Partners

 MODERN TREASURY

Financial Technology Partners LP
FTP Securities LLC

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

mollie

on its financing led by
Blackstone

with participation from
ASTOR CAPITAL, IEC, GENERAL, HMI, TCV

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

FINANCIAL TECHNOLOGY PARTNERS

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

Financial Technology Partners LP
FTP Securities LLC

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

cardconnect.

in its sale to

First Data

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

FINANCIAL TECHNOLOGY PARTNERS

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

Financial Technology Partners LP
FTP Securities LLC

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

Heartland

in its sale to

globalpayments

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

FINANCIAL TECHNOLOGY PARTNERS

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Largest U.S. strategic merchant acquiring acquisition in over the last decade

Financial Technology Partners LP
FTP Securities LLC

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

checkout.com

in its Series A Financing led by
INSIGHT DST

with participation from
GIC, SENECA, BLOOM

for total consideration of
\$230,000,000

FINANCIAL TECHNOLOGY PARTNERS

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

Financial Technology Partners LP
FTP Securities LLC

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

papro

on its growth financing by
Sprints Capital

One of the world's largest asset managers

for a total amount of
\$180,000,000
at a valuation of
\$1,000,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Large growth financing for a leading cross-border payments infrastructure company at a unicorn valuation

Financial Technology Partners LP
FTP Securities LLC

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

Interswitch

on its strategic minority investment from
VISA

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

FINANCIAL TECHNOLOGY PARTNERS

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

Financial Technology Partners LP
FTP Securities LLC

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

CompuSecure

on its proposed merger with
ROMAN

(NASDAQ: DBDR)

post-transaction enterprise value
\$1,206,400,000

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

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive IPO Advisor to

stone^{co.}

in its
\$1,400,000,000
Initial Public Offering

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Successful international IPO for a leading payments company in Brazil

Financial Technology Partners LP
FTP Securities LLC

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

CAYAN

in its 100% cash sale to
TSYS

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

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

Financial Technology Partners LP
FTP Securities LLC

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

MERCURY

in its approximately 60% Growth
SILVERLAKE

for a value up to
\$ 900,000,000

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First large-scale transaction for an integrated merchant acquirer

Financial Technology Partners LP
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is pleased to announce its role as sole strategic and financial advisor to

VERUS

in its sale to
sage

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

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

Financial Technology Partners LP
FTP Securities LLC

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

Payrix

on its sale to
FIS

~**\$800,000,000**

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Strategic sale of an innovative embedded payments provider servicing SaaS companies

Financial Technology Partners LP
FTP Securities LLC

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

lynk

in its sale to
The Royal Bank of Scotland

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

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

Financial Technology Partners LP
FTP Securities LLC

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

Payoneer

on its merger with
FT

(NASDAQ: FTOCU)

post-transaction equity value
\$3,796,000,000

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

FT Partners Advises Mollie on its Financing



Overview of Transaction

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

Significance of Transaction

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

FT Partners' Role

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

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

mollie

on its financing led by

Blackstone

with participation from

ALKEON
CAPITAL MANAGEMENT

EQT

GENERAL
ATLANTIC

HMI
CAPITAL

TCV

for total consideration of

\$800,000,000

at a valuation of

\$6,500,000,000

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FT Partners Advises PPRO on its \$180 million Financing



Overview of Transaction

- On January 19, 2021, PPRO announced that it raised \$180 million in financing from global investors including Eurazeo Growth, Sprints, Wellington and one of the world's largest asset managers who had one of the biggest investments in the deal
- PPRO is the most trusted infrastructure provider in the cross-border payments space, powering international growth for payment service providers and platforms such as Citi, Elavon, Mastercard PGS, Mollie, PayPal, Worldpay and others
 - PPRO's local payments platform and expert services help its customers get the industry's best conversion rates in markets around the world by allowing online shoppers to pay with their preferred payment method
 - PPRO doubled its year-on-year transaction volumes in Q4-2020 and expanded its global team by 60% in the last twelve months
- The financing round highlights the exponential opportunities for cross-border e-commerce amidst Covid-19 pandemic with PPRO developing new strategic partnerships with local payment methods in high-growth APAC and LatAm markets
- PPRO has [recently entered](#) the Indonesian market and integrated with e-wallet leaders Doku and Ovo, tapping on Southeast Asia's largest e-commerce market

Significance of Transaction

- The funding will fuel PPRO's continued global expansion and support the innovative development of its payment technology and services
- The Company will continue to focus on delivering and scaling its high-quality integrations to local payment methods across Europe, APAC and the Americas

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to PPRO and its Board of Directors
- FT Partners previously advised PPRO on its [\\$50 million financing](#) in 2018, its [acquisition of allpago](#) in 2019 and its latest [\\$50 million financing](#) round in 2020
- This transaction underscores FT Partners' deep Payments domain expertise and successful track record of executing deals across developed and emerging markets

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

ppro

on its growth financing by



for a total amount of

\$180,000,000+

at a valuation of

\$1,000,000,000+

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FT Partners Advises Payrix on its Sale to FIS

Overview of Transaction

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

Significance of Transaction

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

FT Partners' Role

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

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

[] Payrix

on its sale to

FIS

for total consideration of

~\$800,000,000

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FT Partners Advises Thunes on its \$60 million Series C Financing



Overview of Transaction

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

Significance of Transaction

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

FT Partners' Role

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

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

Thunes.

on its Series C financing led by



MARSHALL WACE

with participation from



for a total amount of

\$60,000,000

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Overview of Transaction

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

Significance of Transaction

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

FT Partners' Role

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

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



on its investment from



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FT Partners Advises Thredd (formerly GPS) on its Strategic Financing From Visa



Overview of Transaction

- On October 19, 2020, Global Processing Services (“GPS”) (now known as Thredd) announced it has secured a strategic investment from Visa
- Headquartered in London, UK, GPS is a leading issuer processor positioned to support FinTech companies, digital banks and e-wallet providers on their growth journey, from the agility of a proof-of-concept to a fully scaled global offering
 - The Company’s solutions enable brands to provide hyper-personalized user experiences, placing flexibility and control in the hands of the cardholder
 - GPS has integrated with more than 40 issuing banks and operates programs for more than 180 clients across 60 countries, using over 150 currencies

Significance of Transaction

- This strategic investment will accelerate GPS’ global expansion, following its success in launching new and innovative FinTech companies and digital banks in Europe and South East Asia, including Revolut and Starling Bank

FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to GPS
- FT Partners also previously advised GPS on its [£44 million in financing led by Dunedin](#) in 2018
- This transaction demonstrates the long-term nature of many of FT Partners’ client relationships and highlights our deep Payments domain expertise and successful track record generating highly favorable outcomes for high growth FinTech companies

Financial Technology Partners LP FTP Securities LLC

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

thredd

on its strategic financing from

VISA

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FT Partners – Focused Exclusively on FinTech

Award-Winning Investment Bank Focused on Client Results



AvidXchange

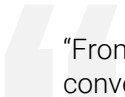


“We hired FT Partners back in 2009, and our Board feels that hiring FT Partners **was one of the most strategic decisions we could have made along this journey**. They have been tremendous partners for us, and we are delighted with them on every level.”

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

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