

Understanding the Impact of COVID-19 on FinTech

April 2020

Featuring:  **OpenExchange**

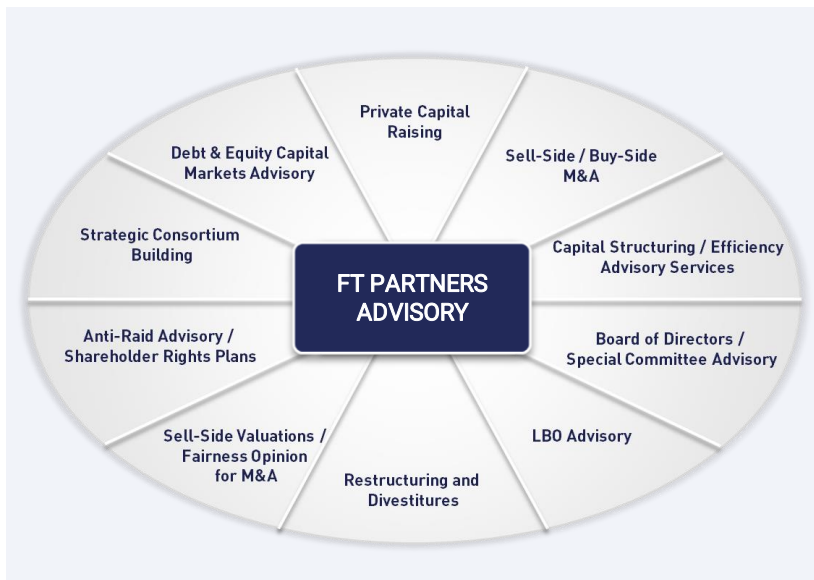
CEO Interview

Overview of FT Partners

FINANCIAL
TECHNOLOGY
PARTNERS

- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- 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 18 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

FINTECH RESEARCH & INSIGHTS

- In-Depth Industry Research Reports
- Proprietary FinTech Infographics
- Monthly FinTech Market Analysis
- FinTech M&A / Financing Transaction Profiles

The Only Investment Bank Focused Exclusively on FinTech

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TABLE OF CONTENTS

- I.** Executive Summary
- II.** Public Markets Overview
- III.** Economic Indicators
- IV.** Impact on Financial Services
- V.** OpenExchange CEO Interview
- VI.** PE / VC Activity
- VII.** Market Participant Commentary
- VIII.** Recent Private FinTech Company Financing Activity
- IX.** COVID-19 Stimulus Bill Overview
- X.** Overview of FT Partners

I. Executive Summary

April 2020

The rapid decline in both economic activity and the broad stock market averages along with the lingering uncertainty around the timing of the return to “normal” economic activity will undoubtedly negatively impact FinTech financing and M&A activity

- The **decline in the stock market** from its 52-week high into a bear market (down 20%), was **the fastest ever at just 22 days**
- **Public companies have started to reduce guidance and / or pull full-year guidance**, with many more to follow in conjunction with reporting 1Q20 results
- **Estimates are not very reliable right now** as many analysts have not yet adjusted their forecasts

Relative to many other areas of the economy, FinTech should hold up well as many FinTech businesses operate in a largely digital environment or are helping financial institutions and enterprises improve their operations by providing mission critical services; moreover, the secular trends driving growth in FinTech businesses are likely to remain intact (and perhaps accelerate) as the coronavirus impact recedes

- In past downturns (the Dot Com Bubble and the Great Financial Crisis), **FinTech stocks were relative outperformers** as investors were attracted to key secular drivers (such as the transition from cash to electronic payments) and the relatively capital light, recurring revenue business models of many FinTech companies
- Equilibrium has yet to return to the market, leaving many buyers, sellers, investors, and lenders in a “wait and see” mode

We are seeing mixed reactions from investors – some are hunkered down and are focused solely on existing portfolio companies, while others are signaling an aggressive posture in looking for new opportunities; broadly, we are finding that investors are open to looking at new opportunities and many investors have significant capital that they will need to put to work

- Venture capital and private equity “dry powder” stood at \$1.45 trillion at the end of 2019, according to Preqin, **representing the highest amount ever recorded** and over 2x the amount from five years ago
- A potentially **less competitive M&A and investing environment** could be attractive for investors who are willing to push forward on deal activity
- Quarantines will undoubtedly present challenges in performing due diligence on new opportunities
- Some investors regret not becoming more aggressive during the Great Financial Crisis and may view the current downturn as an opportunity

We have already seen M&A activity slow across the sector, but some companies may view the current environment as a buying opportunity and accelerate plans to seek out new solutions / capabilities; there may be an increase in stock deals since only “relative value” needs to be determined and no cash has to change hands in a stock-for-stock deal

The Federal Reserve and the U.S. government are providing unprecedented levels of support to the economy; the Coronavirus Aid, Relief, and Economic Security (CARES) Act, which was recently signed, provides approximately \$2 trillion to alleviate the damaging effects of the coronavirus pandemic and the Federal Reserve has followed with additional substantial support

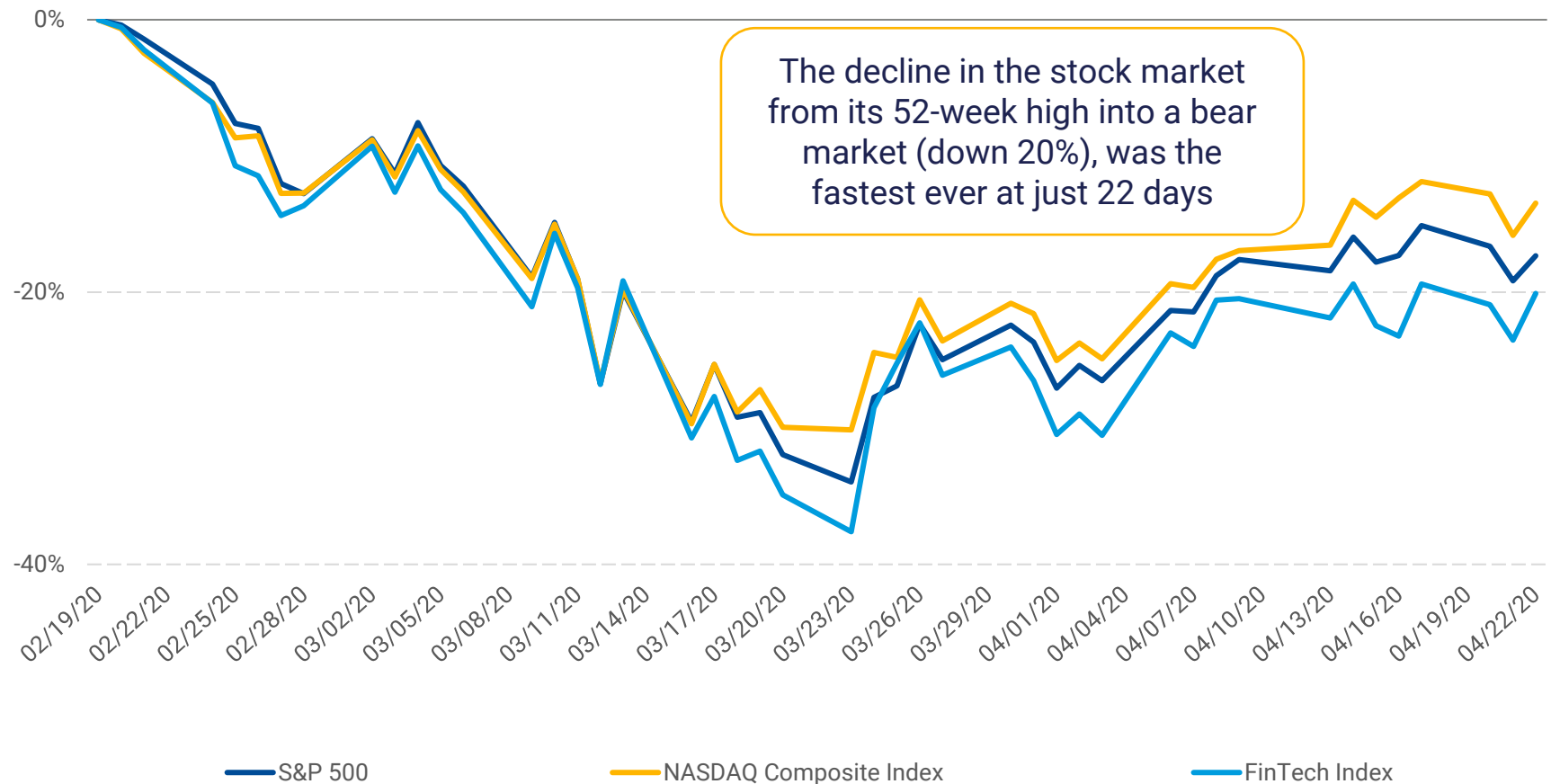
- The CARES Act provides direct payments to consumers, expanded unemployment benefits, and substantial support for small and large businesses, among other solutions
- If the economic shutdown expands beyond the next couple of months, the government will likely need to provide additional support beyond the initial provisions of the CARES Act

II. Public Market Overview

April 2020

Stock Market Performance

Since February 19, 2020, the S&P 500 and the NASDAQ Composite Index have declined by 17% and 14%, respectively, while FinTech stocks (as measured by our market-cap weighted index of 17 large cap FinTech companies) have declined by slightly more ... ⁽¹⁾

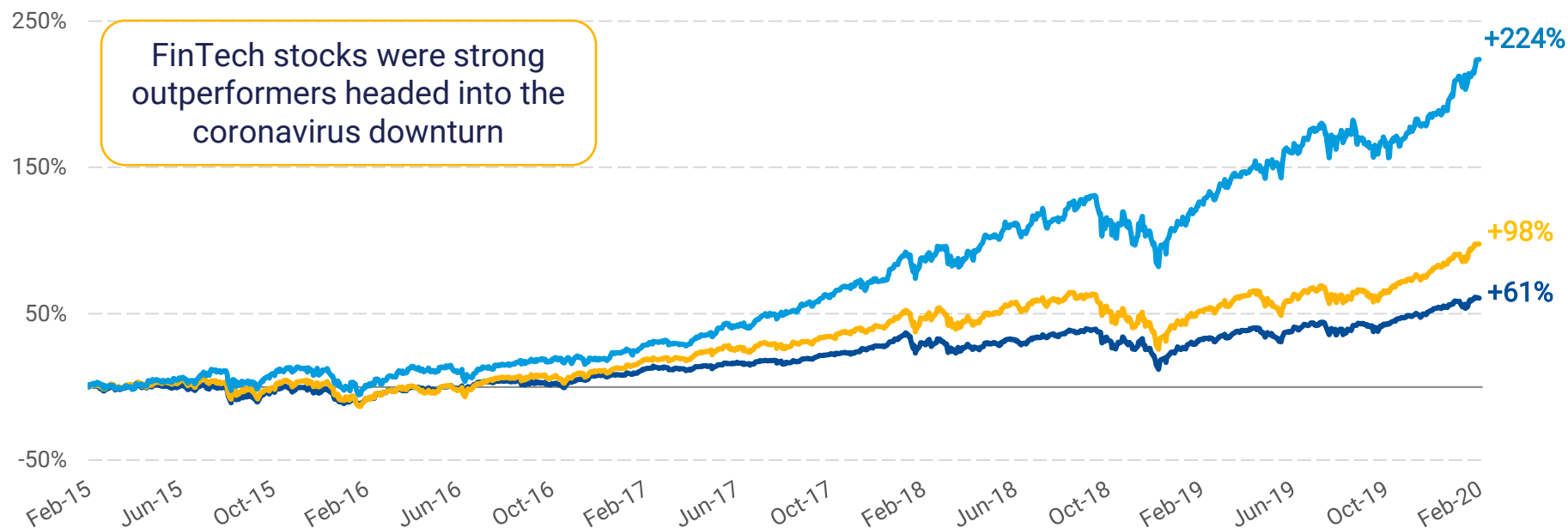


Source: CapIQ as of 04/22/20

(1) FinTech Index: Visa, PayPal, Mastercard, Square, Adyen, Stone, Fiserv, FIS, Global Payments, WEX, Fleetcor, Charles Schwab, Verisk, Intuit, Shopify, EverQuote, Guidewire

Stock Market Performance (cont.)

... but over the previous five years, our FinTech Index increased by over 220%, compared to 61% and 98% for the S&P 500 and NASDAQ Composite Index, respectively



Returns Through 02/18/2020

— S&P 500

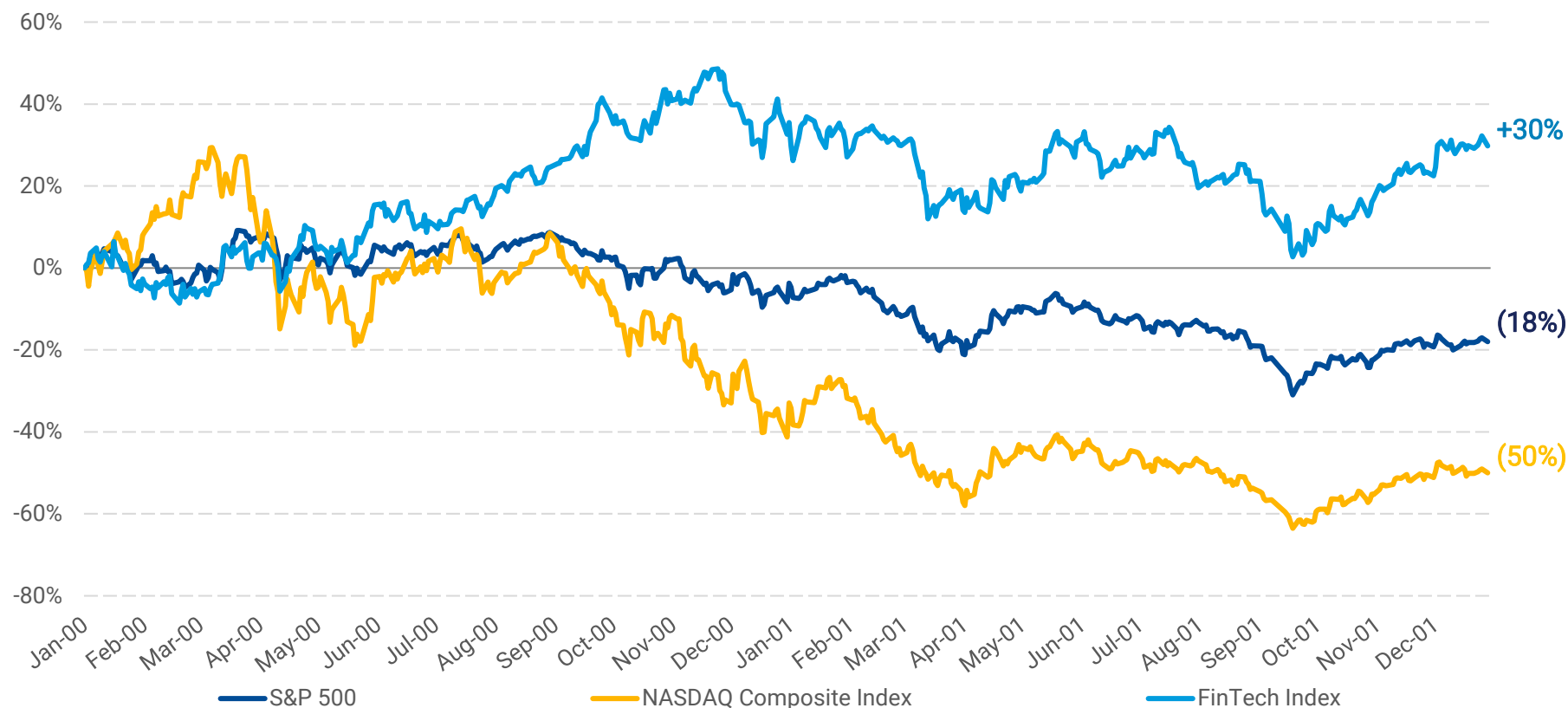
— NASDAQ Composite Index

— FinTech Index

3-Month Return	8%	14%	17%
1-Year Return	21%	30%	44%
3-Year Return	42%	66%	151%

Stock Market Performance (cont.)

In prior downturns, FinTech companies have outperformed given the recurring nature of their revenues and the secular trends driving their businesses; from January 2000 through December 2001 – during the busting of the Dot Com Bubble – the S&P 500 and NASDAQ Composite Index declined by 18% and 50%, respectively, while an index of prominent FinTech company stocks *increased* by 30% ⁽¹⁾



Source: CapIQ

(1) FinTech Index differs from previous pages as many constituents were not public in 2000. Index constituents: Fiserv, Alliance Data Systems, ADP, Paychex, Total System Services, Global Payments, First Data, Bisys, Ceridian, Certegy, CheckFree, DST Systems, National Processing, Sungard

Stock Market Performance (cont.)

FinTech stocks were relatively resilient through the 2008 / 2009 Great Financial Crisis – the S&P 500 and NASDAQ Composite Index declined by 23% and 13%, respectively, from January 2008 through December 2009, compared to a *gain* of over 13% for our index of 12 public FinTech companies ⁽¹⁾

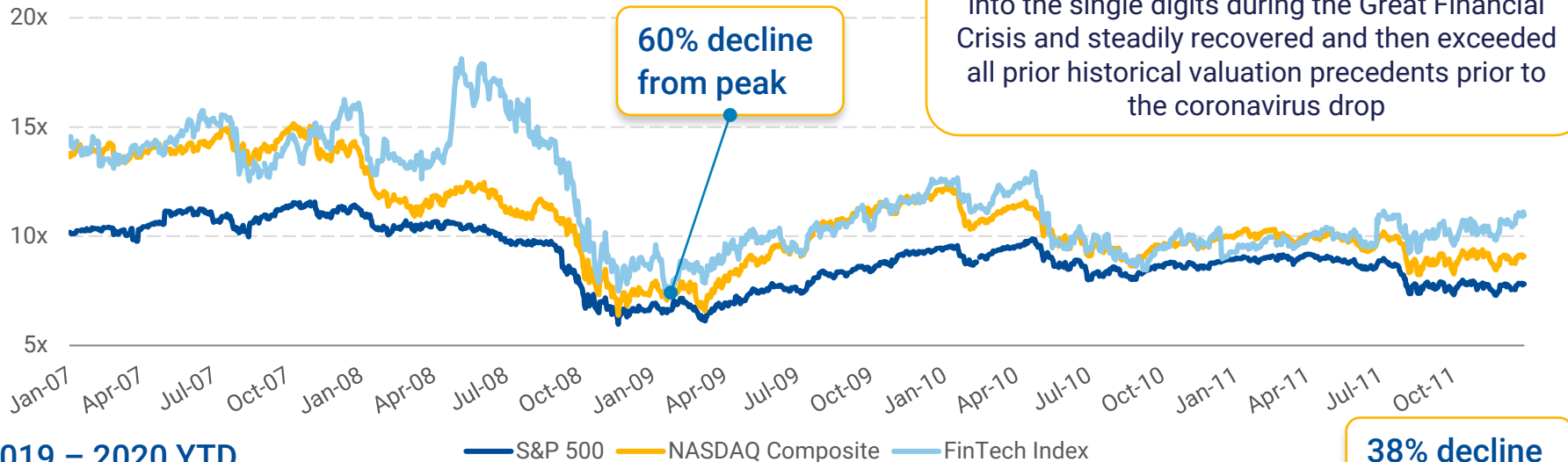


Source: CapIQ

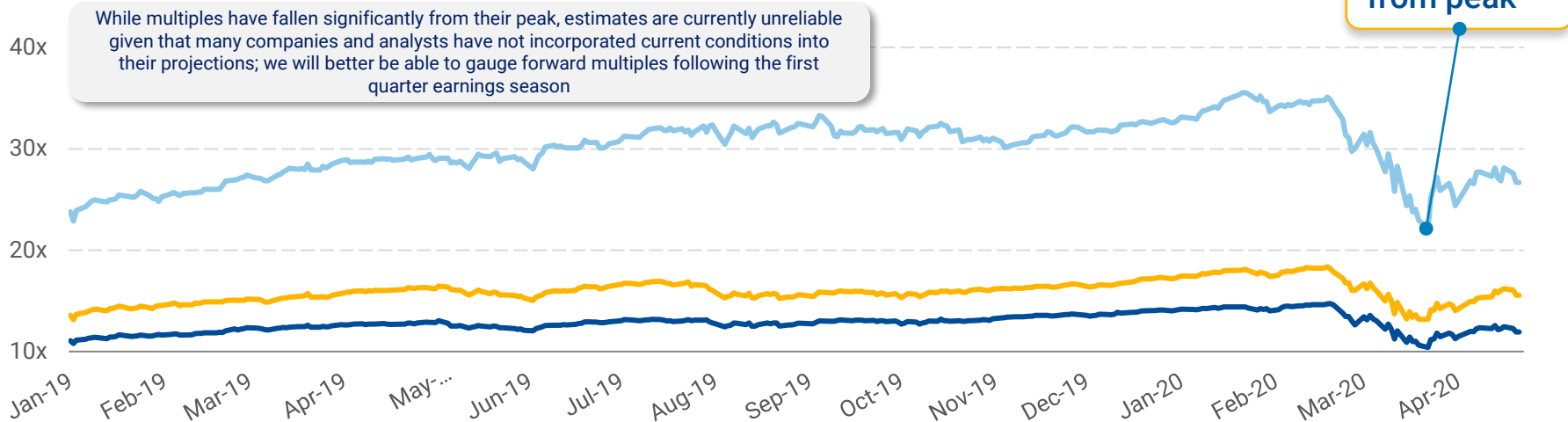
(1) FinTech Index differs from previous pages as many constituents were not public in 2008. Index constituents: Visa, Mastercard, Western Union, Total System Services, Global Payments, CyberSource, WEX, Euronet, Heartland Payments, ACI Worldwide, MoneyGram, Online Resources

Public Market Valuation Trends – EV / LTM EBITDA

Great Financial Crisis



2019 – 2020 YTD



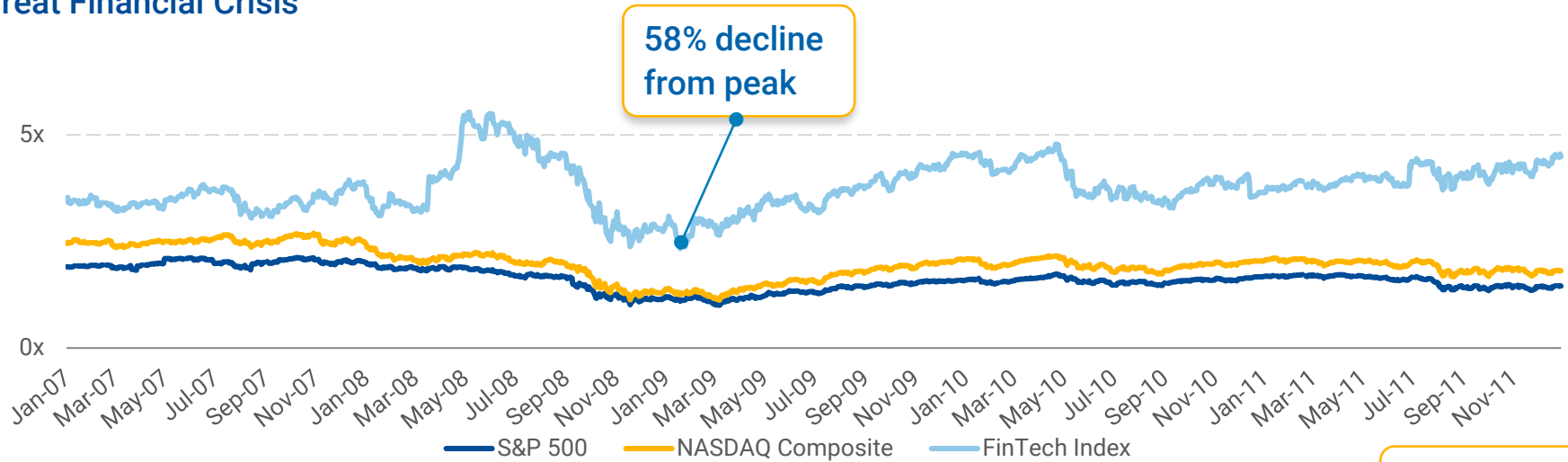
Source: CapIQ as of 04/22/20.

2008 Index constituents: Visa, Mastercard, Western Union, Total System Services, Global Payments, CyberSource, WEX, Euronet, Heartland Payments, ACI Worldwide, MoneyGram, Online Resources

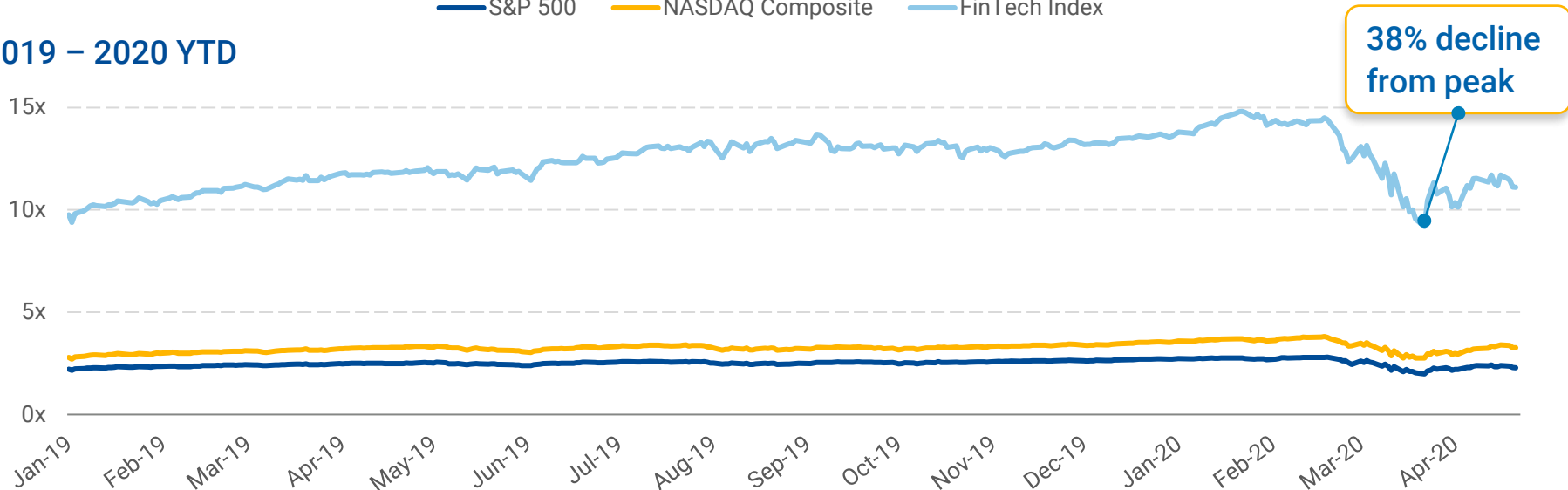
2020 Index constituents: Visa, PayPal, Mastercard, Square, Adyen, Stone, Fiserv, FIS, Global Payments, WEX, Fleetcor, Charles Schwab, Verisk, Intuit, Shopify, EverQuote, Guidewire

Public Market Valuation Trends – EV / LTM Revenue

Great Financial Crisis



2019 – 2020 YTD



Source: CapIQ as of 04/22/20.

2008 Index constituents: Visa, Mastercard, Western Union, Total System Services, Global Payments, CyberSource, WEX, Euronet, Heartland Payments, ACI Worldwide, MoneyGram, Online Resources





2020 Index constituents: Visa, PayPal, Mastercard, Square, Adyen, Stone, Fiserv, FIS, Global Payments, WEX, Fleetcor, Charles Schwab, Verisk, Intuit, Shopify, EverQuote, Guidewire

Individual FinTech Stock Impact





Most FinTech stocks have declined roughly in line with the overall market since mid-February, though some sectors and specific companies have outperformed or underperformed based on the expected impact of the pandemic and resulting economic downturn

- Out of a sample of roughly 200 FinTech stocks, just seven have increased since February 19, one of which (GAIN Capital) is being acquired
- The top performing FinTech stocks have primarily been Exchanges or Capital Markets-focused FinTech firms, which are benefiting from market volatility, as well as Healthcare-focused companies and firms providing financial services to Government clients
- Many of the worst-performing FinTech stocks have been in Lending-related businesses where investors are concerned about rising defaults or have exposure to areas of the economy likely to be significantly impacted by the downturn

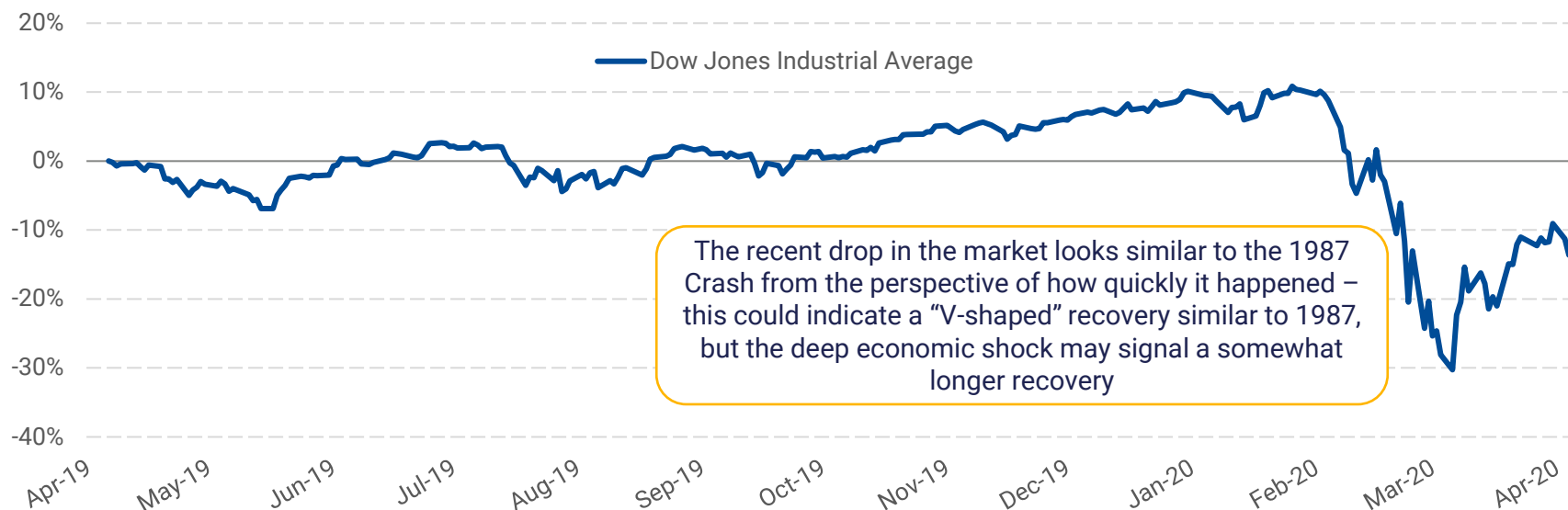
Selected Top Performing FinTech Stocks

	Returns 02/19/20 – 04/22/20	Returns Prior 12 Months ⁽¹⁾
 VIRTU FINANCIAL	34.8%	(29.4%)
 MarketAxess	24.2%	51.3%
 NICO	20.1%	18.7%
 SGX	10.8%	17.5%

Selected Bottom Performing FinTech Stocks

	Returns 02/19/20 – 04/22/20	Returns Prior 12 Months ⁽¹⁾
 OWEN	(73.4%)	(38.2%)
 EVERI	(72.9%)	75.6%
 ondeck	(72.4%)	(30.4%)
 AllianceData	(63.8%)	(42.0%)

Comparison of Market Downturns: 1929, 1987, 2000-01, 2008, and 2020



	1929	1987	2000	2008	2020
Largest DJIA Intra-Day Drop	(11.7%) on 10/29/29	(22.6%) on 10/19/87	(5.7%) on 04/14/00	(7.0%) on 10/15/08	(12.9%) on 03/16/20
DJIA Drop from 52-Week High	(39.6%)	(36.1%)	(12.1%)	(26.8%)	(37.1%)
Decline in DJIA P/E Multiples from 52-Week High ⁽¹⁾	na	na	(68.9%)	(36.6%)	(27.2%)
# of Days for S&P 500 to Reach Bear Market ⁽²⁾	na	55	353	272	22
# of Months Bear Market Lasted	na	3	30	17	TBD

Source: CapIQ as of 04/22/20.

(1) Percent drop of Forward P/E multiples from 52-Week High

(2) Source: Yahoo Finance; # of days calculated based on when 20% drop was reached

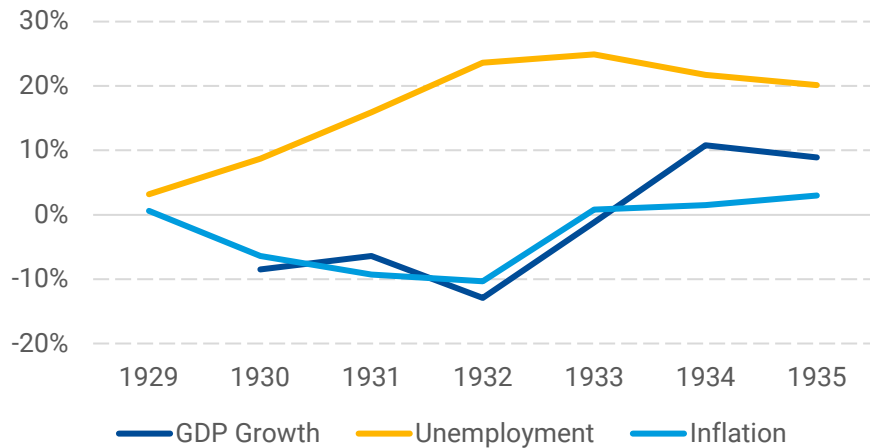
III. Economic Indicators



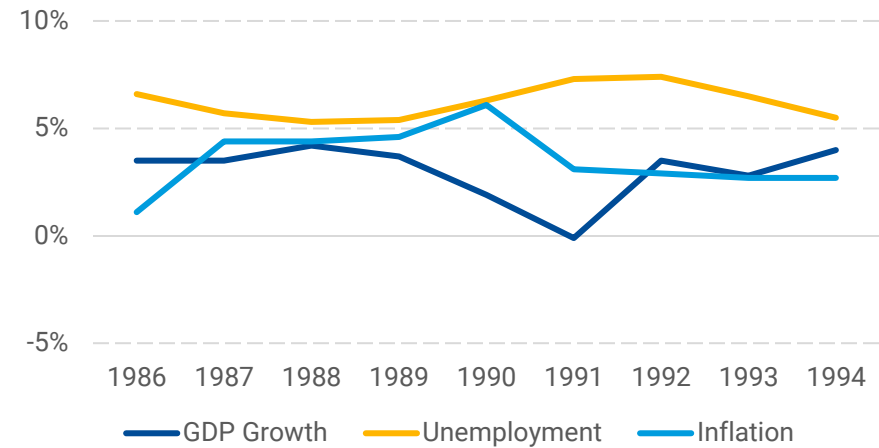
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U.S. Macroeconomic Indicators in Previous Downturns

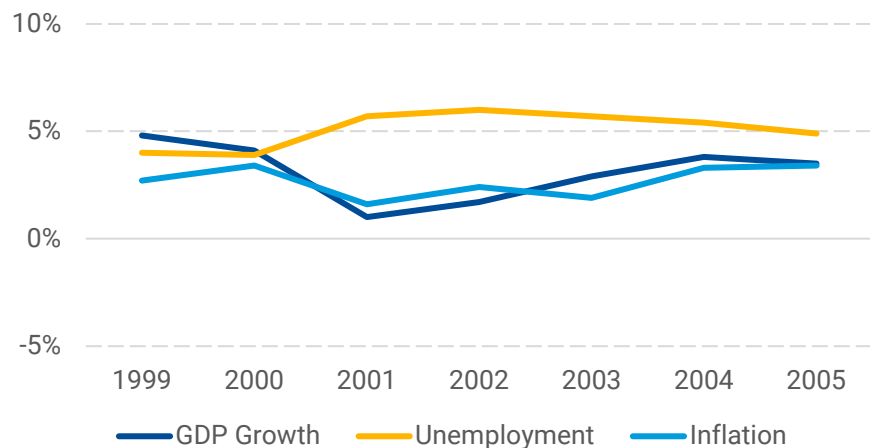
Great Depression (1929 – 1935)



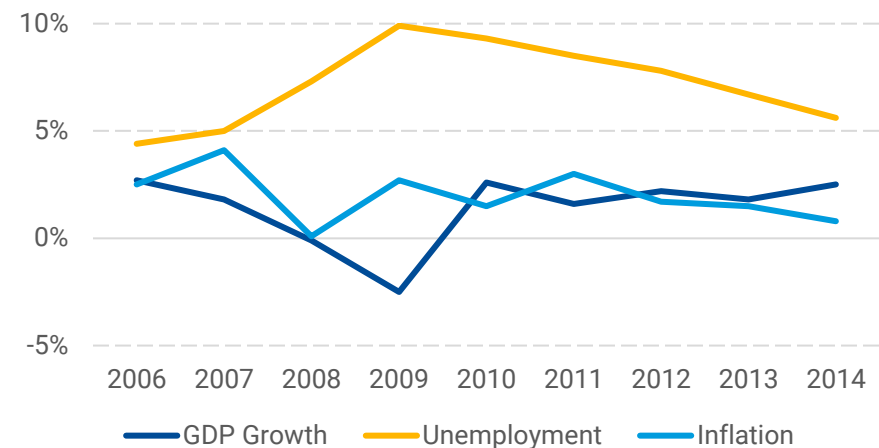
1987 Crash and S&L Crisis (1986 – 1994)



Dot Com Bubble (1999 – 2004)

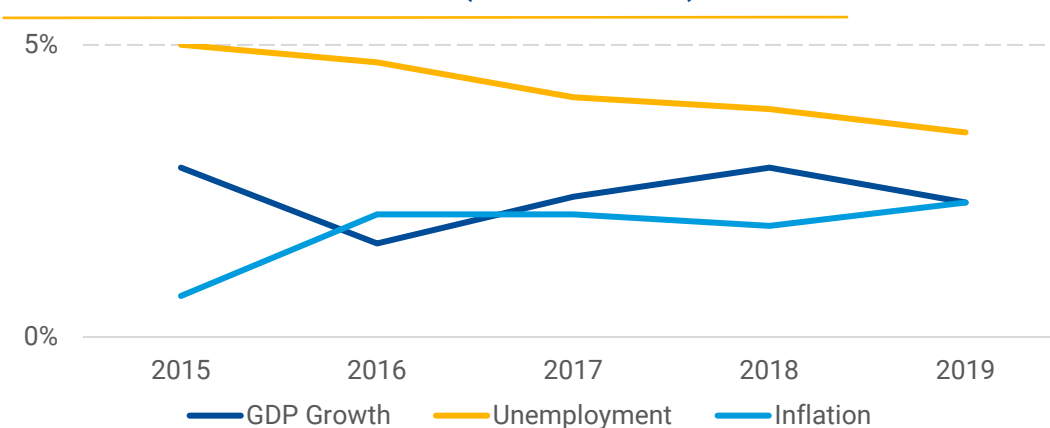


Great Financial Crisis (2006 – 2014)



Current U.S. Macroeconomic Indicators Compared to Prior Downturns

Current Environment (2015 – 2019)



While the 2020 annual unemployment rate is still yet to be determined, initial jobless claims increased from 282,000 for the week ending March 14, 2020, to **3.3 million** the week of March 21 – the highest figure on record until the following week, when claims more than doubled to **6.9 million**. More than **16 million** initial jobless claims were filed in the following three weeks, bringing the total to over **26 million** in just five weeks.

In previous recessions, unemployment remained high for several years, but this is unlikely to be the case this time around assuming the U.S. economy opens back up in the coming months and the government stimulus provides support. A return to relatively normal employment levels, coupled with strong economic conditions prior to the pandemic, should allow for a relatively rapid recovery.

	1929 - 1935	1986 – 1994	1999 – 2004	2006 - 2014	2019
Peak Unemployment ⁽¹⁾	24.9% in 1933	7.8% in Jun. 1992	6.3% in Jun. 2003	10.0% in Oct. 2009	TBD
Months until Pre-Recession Unemployment Levels ⁽²⁾	na	26	24	71	TBD
Lowest GDP Growth (Quarter) ⁽¹⁾	(12.9%) in 1932	(1.0%) in Q1 1991	0.2% in Q4 2001	(3.9%) in Q2 2009	TBD
Quarters with Negative GDP Growth	~16 ⁽¹⁾	3	0	4	TBD

Source: BLS/BEA/Federal Reserve Data

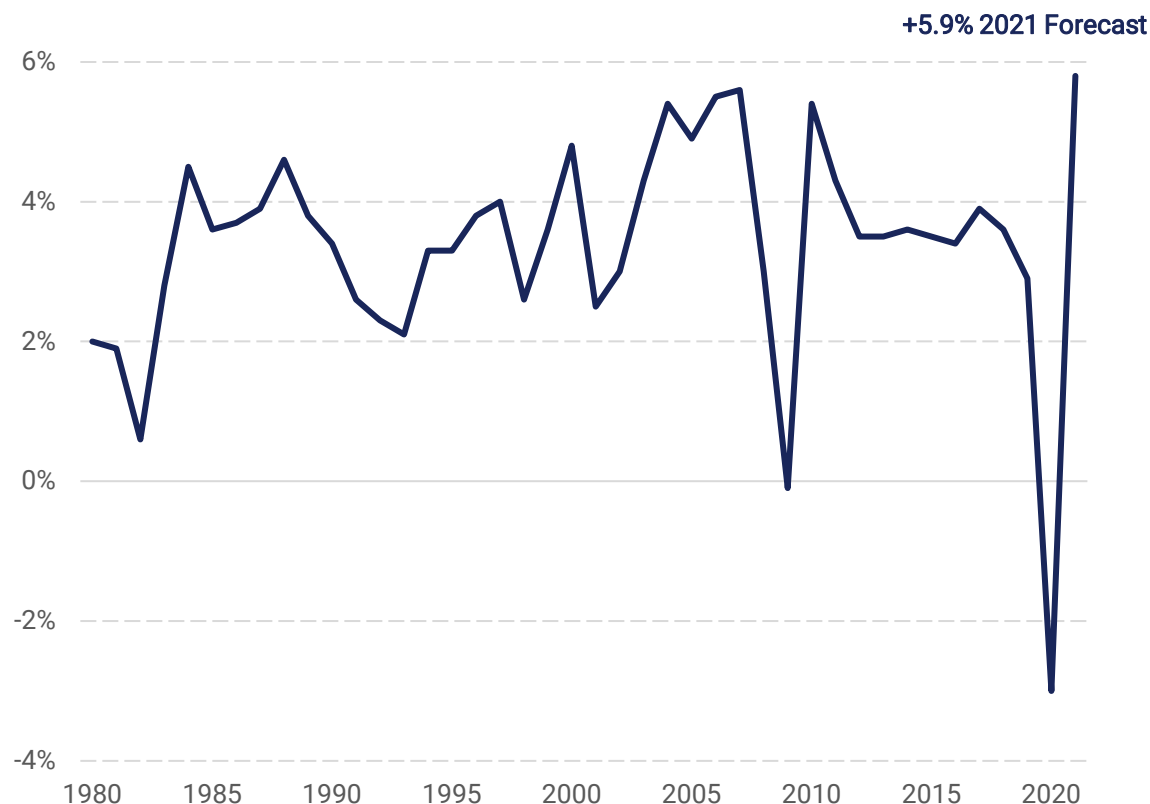
(1) Quarterly data not available for 1929-1935, annual data used instead. 1929-1935 had four full years of GDP declines

(2) Months from peak unemployment levels to pre-recession levels

The IMF's April 2020 World Economic Outlook forecasts a 3% decline in global GDP for 2020, compared to a January projection of 3.3% growth, and a 5.9% decline in U.S. GDP in 2020

Global Economic Growth Since 1980 ⁽¹⁾

Includes IMF Forecasts for 2020 and 2021, data compiled by Knoema



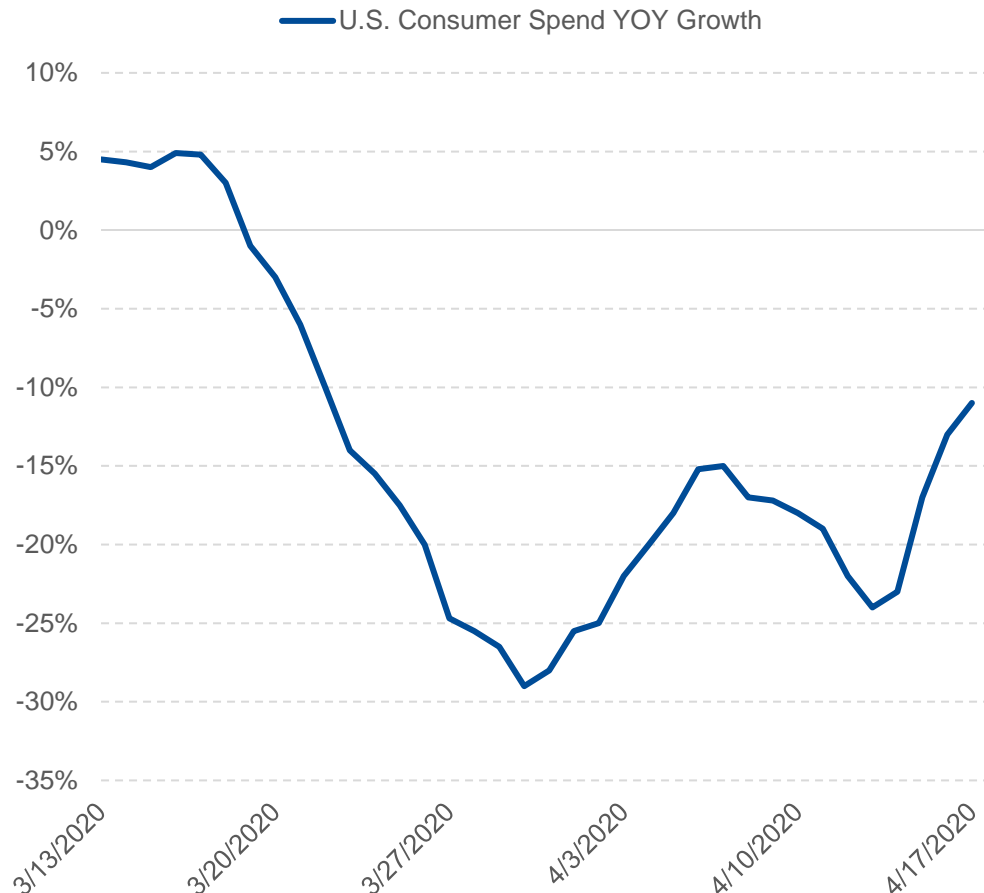
About Knoema

knoema

- **Knoema** is the most comprehensive source of global decision-making data, with tools that allow individuals and organizations to discover, visualize, model, and present their data and the world's data to facilitate better decisions and better outcomes
- The Company offers access to a repository of data from around 1400 public sources and over 200 private sources, including many top alternative data providers
- Knoema has published a significant amount of [COVID-related data and insights](#) with participation from many alternative data vendors as well as public sources, and provided this data to FT Partners for this report

Facteus' U.S. Consumer Spend Index shows massive declines in U.S. consumer daily spending beginning in late March relative to spending levels in 2019, with a modest recovery in mid-April driven by stimulus checks

Daily Consumer Spending Index:



About Facteus

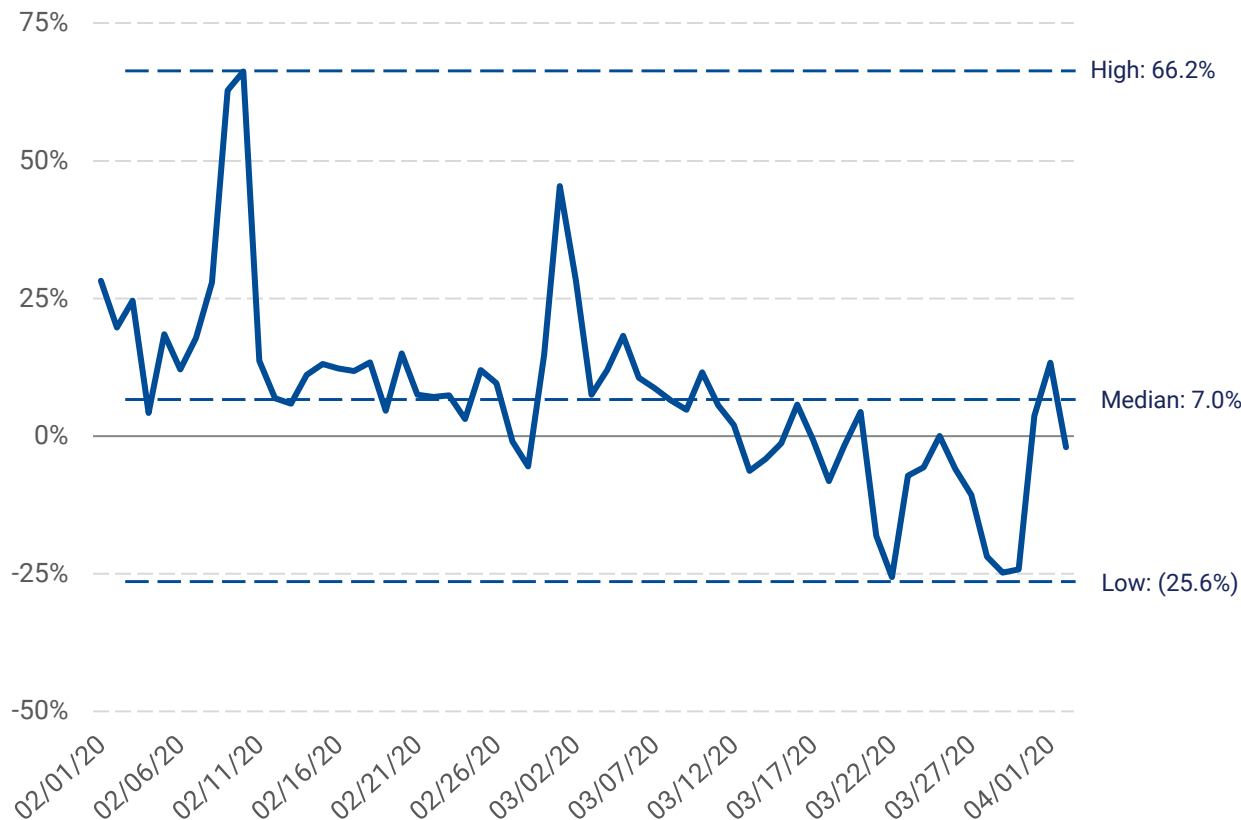


- **Facteus** is a leading provider of actionable insights from financial data; the Company's data products have been gathered directly from over 500 financial institutions, payment companies, FinTechs, and debit card programs
- The Company recently launched the [Facteus Insight Report on Consumer Spending and Transactions](#) (FIRST), which provides a critical lens into consumer behaviors and economic trends derived from financial transaction data covering more than 1,600 companies and 430 publicly traded stock tickers
- Facteus' newest product, [Enlightmint](#), is composed of key business metrics informed by empirical card transactions and contains one of the largest consumer transaction panels, with the broadest demographic and geographic coverage available

Local Business Impact in the U.S.

According to Womply, small businesses in the U.S. experienced year-over-year growth in average daily revenue until mid-March 2020, when average revenue began to tumble around the weekend of Friday, March 13; clearly the economic shutdown is hitting small, local businesses very hard

U.S. Local Businesses' Daily Average Revenue: YoY Variance



About Womply

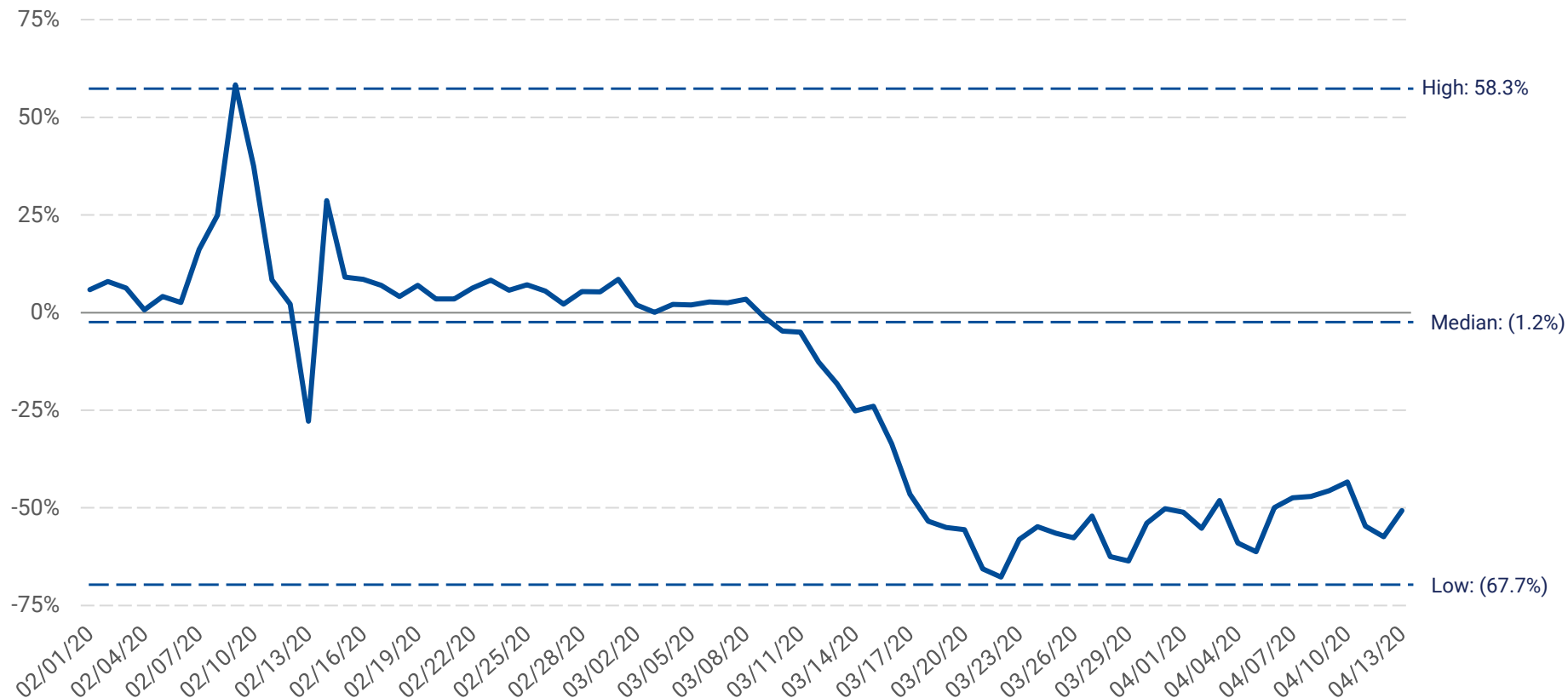
WOMPLYTM

- Womply is a leading provider of data and software to local businesses and the top software partner to the payments industry
- The Company's AI-powered data platform powers its CRM and marketing software, serving more than 450,000 small businesses across America
- In addition, Womply's data platform helps innovative developers create more powerful software for businesses and consumers alike

Local Business Impact in the U.S. (cont.)

U.S. restaurants, bars and hotels have been especially hard-hit, as social distancing measures and shelter-in-place orders have drastically cut traffic

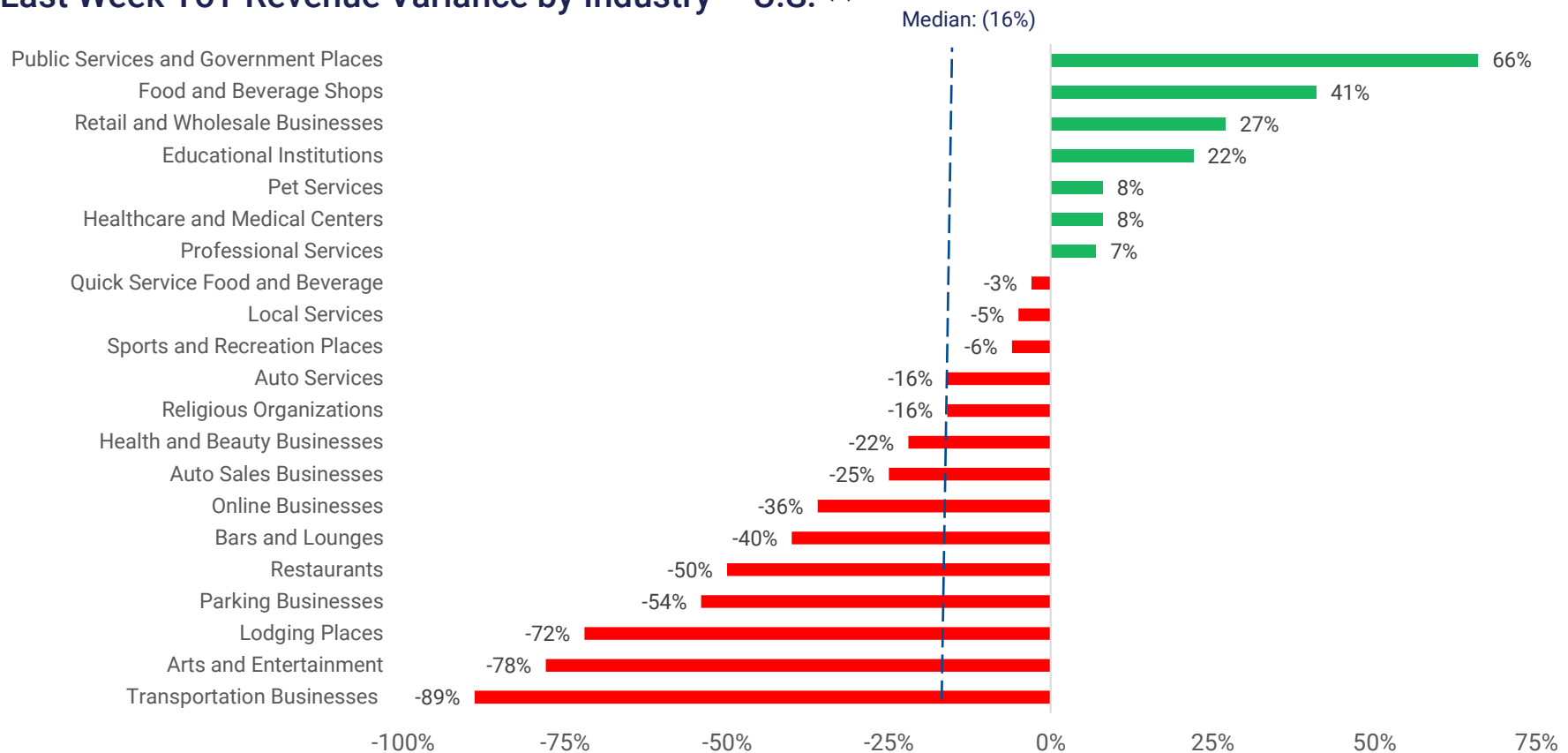
U.S. Local Restaurants' Daily Average Revenue: YoY Variance



Local Business Impact in the U.S. (cont.)

Grocery has been one of the few verticals that has seen sales grow in recent weeks, as consumers have stocked up on food and groceries in order to self-quarantine

Last Week YoY Revenue Variance by Industry – U.S. ⁽¹⁾



Source: [Womply](#)

(1) Average revenue for the week of April 13, 2020 compared to the same week in 2019

Local Business Impact in the U.S. (cont.)

COVID-19 Impact on Businesses by Type

- According to Signifyd's E-commerce Pulse Report, e-commerce sales were up 8% week-over-week for the week ended April 13, contributing to a nearly 50% rise since the end of February ⁽¹⁾
 - Leisure & Outdoor e-commerce sales were up 3% for the week and 112% for the period since Feb 25
 - Alcohol, Tobacco, E-cigarettes and Cannabis have seen an increase in sales every week since the WHO announced the global pandemic, and a total increase of 77%
 - Luxury goods sales were up 35% and Beauty & Cosmetics increased 32% for the week of April 13, representing the largest sales increase for the week
 - Auto Parts and Tires sales increased 11% for the week and 21% overall
 - Grocery sales have stabilized weekly but are up 32% since February
- Meanwhile, Thanx reports that restaurant sales have stabilized at 59% below pre-crisis averages ⁽²⁾
 - QSR is 47% below the pre-crisis average
 - Casual dining is 61% below the pre-crisis average
 - Coffee/snack is down 86% from the pre-crisis average
 - Fine dining is down 98% from the pre-crisis average

About Signifyd



- Signifyd provides Revenue Optimization and Fraud Management, leveraging the Signifyd Commerce Network (10K+ merchants globally) to help merchants maximize conversion (4-6% average lift), automate customer experience (faster order processing, no manual investigation) and eliminate fraud and customer abuse (no chargebacks)
- They guarantee decisions and pay for fraud on approved transactions
- In 2019, Signifyd was rated as the market leader by industry analysts and merchants alike, and is the only solution to be natively integrated into Cybersource (VISA) and Accertify (Amex)

About Thanx



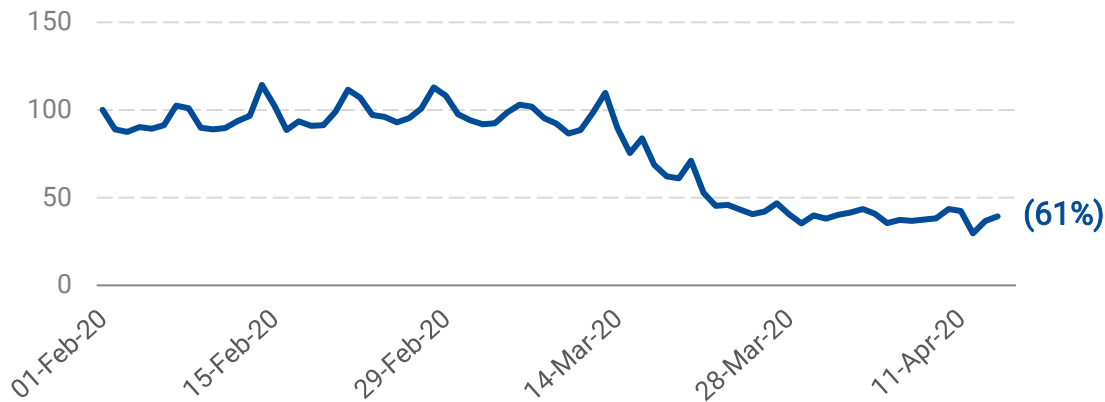
- Thanx is a CRM and digital engagement platform that helps modernize and personalize guest interactions to drive incremental revenue
- Merchants analyze purchasing activity without additional hardware or point-of-sale integration
- Consumers pay as usual and automatically receive personalized rewards on their phones

(1) Signifyd COVID-19 Weekly Pulse Report for Ecommerce

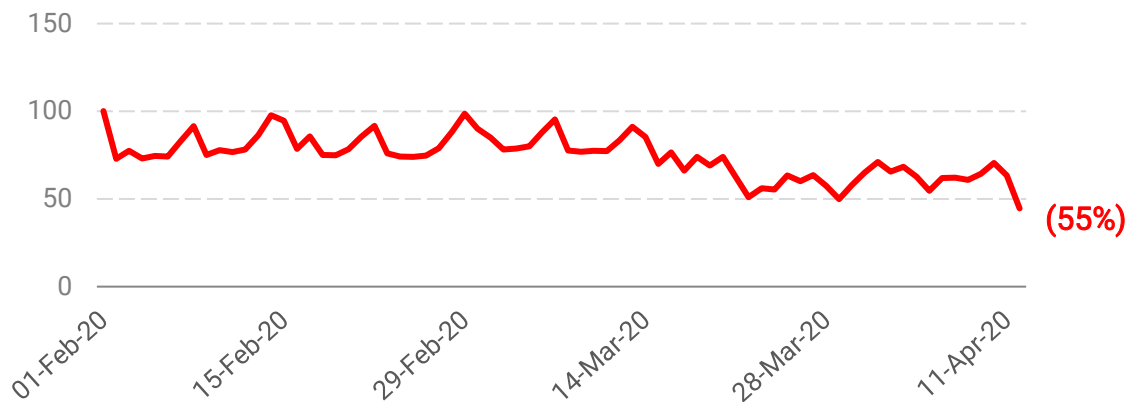
(2) Thanx: Impact of Coronavirus on Restaurants

Feedzai's anonymized data from a large gas retailer and a large U.S. card issuer shows daily sales volumes declining drastically beginning in mid-March

Daily Transaction Volumes, Large Petrol Retailer ⁽¹⁾



Daily Transaction Volumes, Large U.S. Issuer ⁽¹⁾



About Feedzai

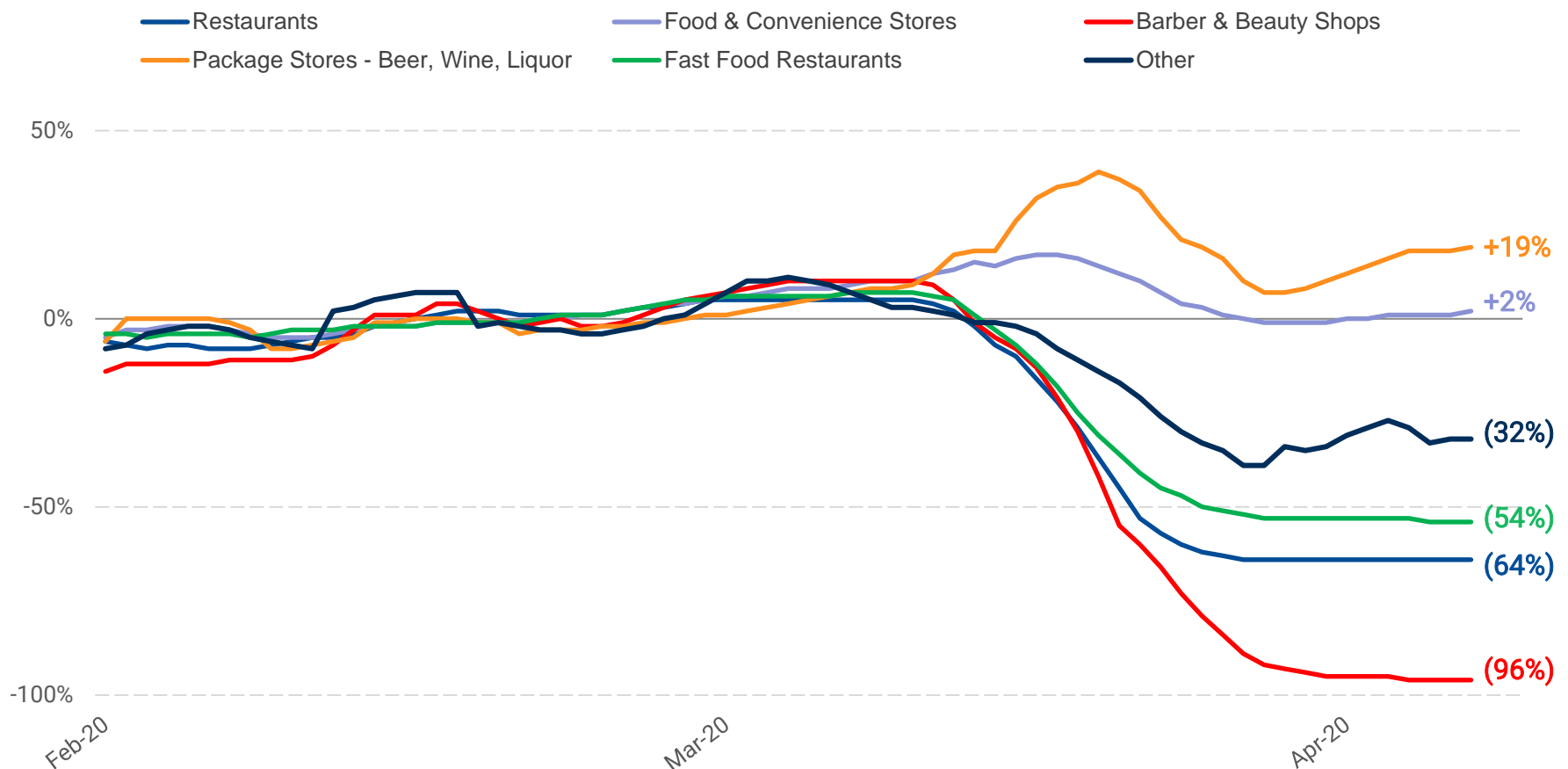


- Feedzai is the market leader in fighting fraud with AI, allowing many of the world's largest banks, processors and retailers to safeguard trillions of dollars and manage risk, while improving customer experience
 - Feedzai was founded and developed by data scientists and aerospace engineers, and its advanced risk management platform is powered by big data and machine learning
- Feedzai has provided this proprietary, anonymized data, which is from a large U.S. acquirer, to FT Partners for this report

U.S. Business Impact (cont.)

According to Feedzai's data from a large U.S. acquirer, package stores and food & convenience stores have seen their sales grow relative to January and February averages, while barber & beauty shops have been hardest hit

Daily Sales Variation From Average by Industry ⁽¹⁾



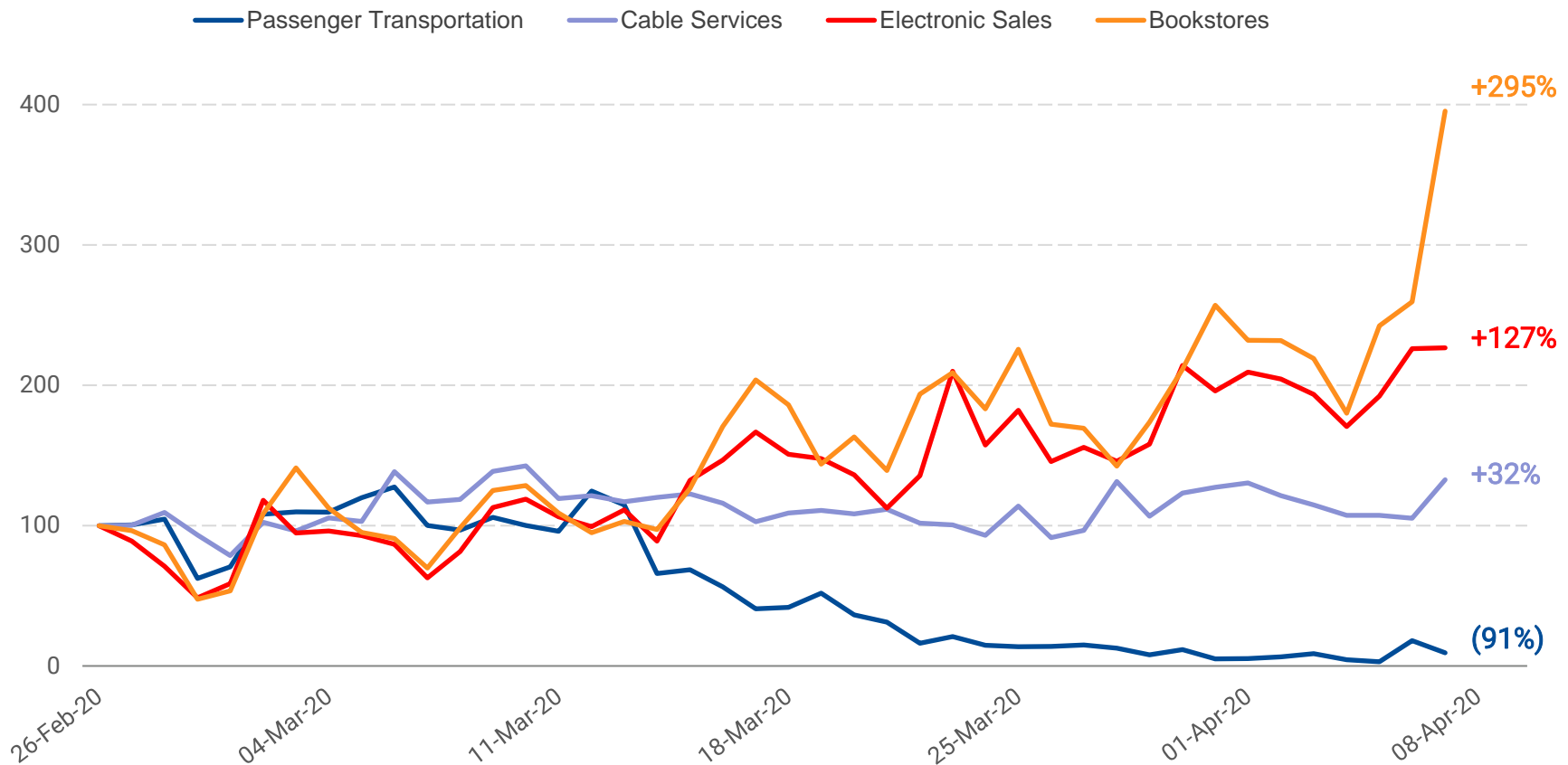
Source: Feedzai (see more about Feedzai on page 24)

(1) Represents variation towards average from Jan-Feb. smoothed with a 7-day window. Data is anonymized.

Global Business Impact

According to Feedzai's data from a European e-commerce acquirer, cable services, electronics and book sales have all increased steadily since late February, while travel and transportation-related sales have cratered

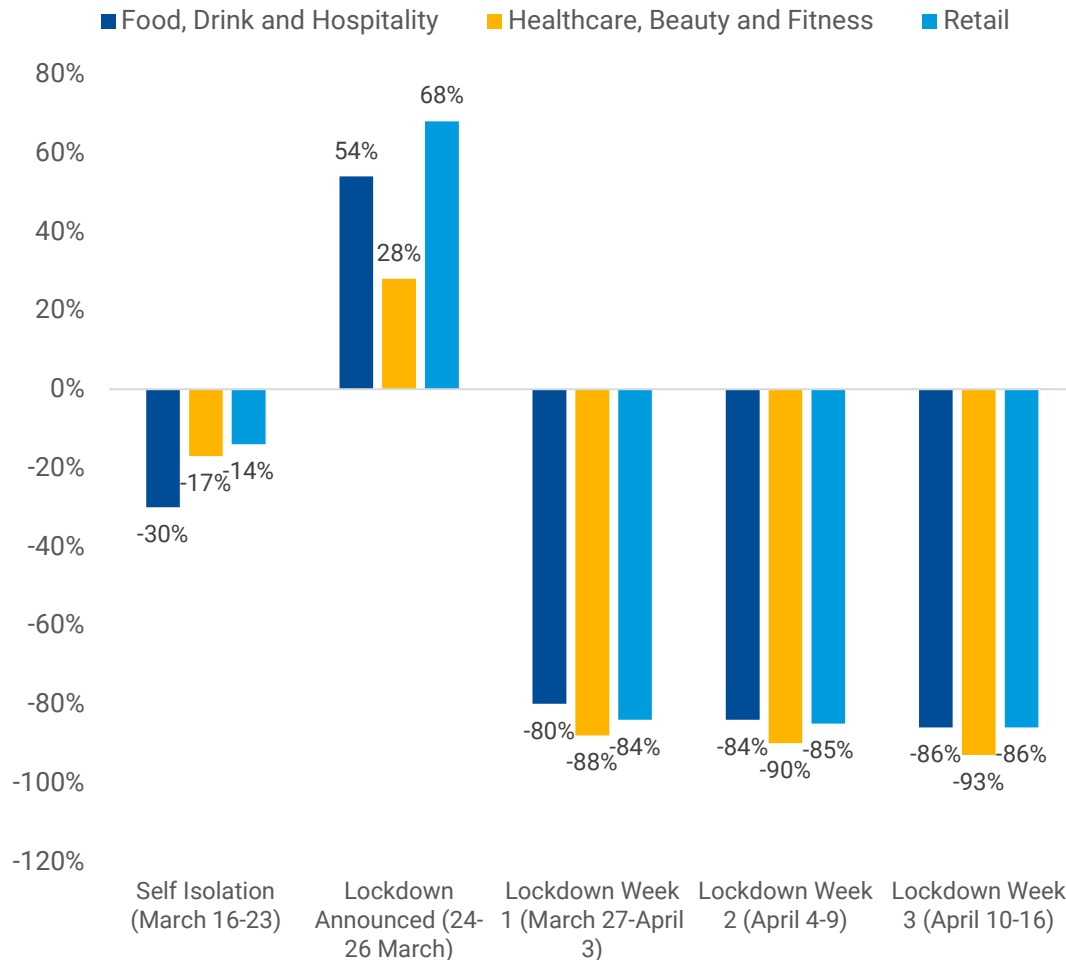
Daily Transaction Volumes by Industry, European E-Commerce Acquirer ⁽¹⁾



Source: Feedzai

(1) Data is indexed to 100 at the first day in order to anonymize

Impact of COVID-19 on Small Businesses ⁽¹⁾



Small Business Merchant Data

Yoco, a leading mPOS player in South Africa, produced a study regarding the COVID-19 impact on its consumer base, which primarily consists of small businesses in South Africa. Research shows that there was a massive spike in retail activity in the days leading up to the lockdown, followed by a collapse in activity in the days that followed. Food, drink and hospitality as well as healthcare, beauty and fitness volumes dropped off upon lockdown but have stabilized in recent weeks.

About Yoco

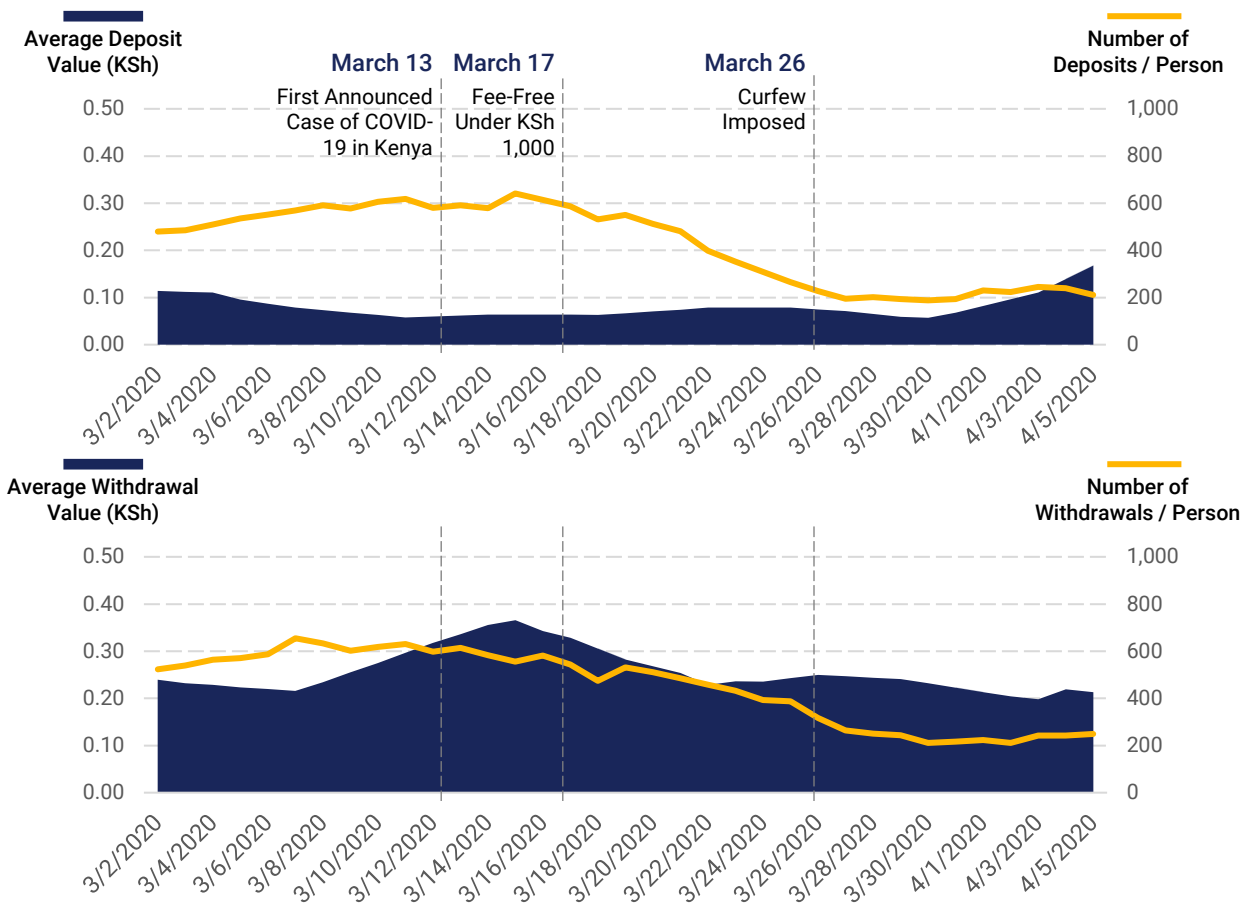


- Yoco, headquartered in Cape Town, is South Africa's largest mPOS player, serving over 80,000 merchants in South Africa and processing about \$500m in transactions annually

Cash Deposit and Withdrawal Impact - Kenya

Initial reaction to the pandemic led to a mobile money cash-out spike in Kenya in the first half of March in anticipation of agent locations being less accessible. Since a national curfew was imposed on March 26, there has been a decline in deposit frequency and an increase in average deposit value.

7-Day Rolling Cash-In / Out, Kenya ⁽¹⁾



About Caribou Data



- **Caribou Data** provides insights into digital market activity and consumer behavior in emerging markets. By sourcing data directly from mobile devices, Caribou Data provides clients with a 360-degree picture of how consumers get online, communicate, use apps, consume content, make financial transactions, and more
- The Company's financial data includes insights into mobile money, OTT FinTechs, and banking, including P2P transfer, CICO, bill pay, and more, allowing it to develop detailed analyses on market activity and consumer spending patterns
- Caribou Data has provided this proprietary data to FT Partners on a one-off basis for solely for this report; FT Partners does not have access to Caribou Data's platform

Individual Merchant Performance

Merchant Performance Data

7Park Data's Merchant Monitor report provides weekly insights that ranks merchants based on online order growth across sectors. The report uses e-mail receipt data to identify the Top 20 and Bottom 20 (Top 10 and Bottom 10 featured) merchants based on year-on-year growth rates of the prior week

About 7Park Data



- **7Park Data** is a provider of data analytics software and leading performance indicators to Institutional Investment Firms and Fortune 500 companies
- Leveraging machine learning, entity extraction and linking, and predictive models, they transform unstructured information into contextualized, actionable business insights

Top 10 Performing Merchants

Merchant	Sector	1-Week (3/29-4/04)	1Q20 Final
1. Kiehl's	Health/Beauty	952%	54%
2. Wegmans	Grocery/Specialty Foods	839%	434%
3. Sally Beauty	Health/Beauty	795%	49%
4. My Pillow	Housewares	774%	78%
5. Peloton	CE	760%	104%
6. NordicTrack	CE	748%	62%
7. Total Wine	Grocery/Specialty Foods	701%	145%
8. Ace Hardware	Home Improvement	698%	107%
9. Academy Sports	Sporting Goods	596%	121%
10. PetSmart	Pet	553%	84%

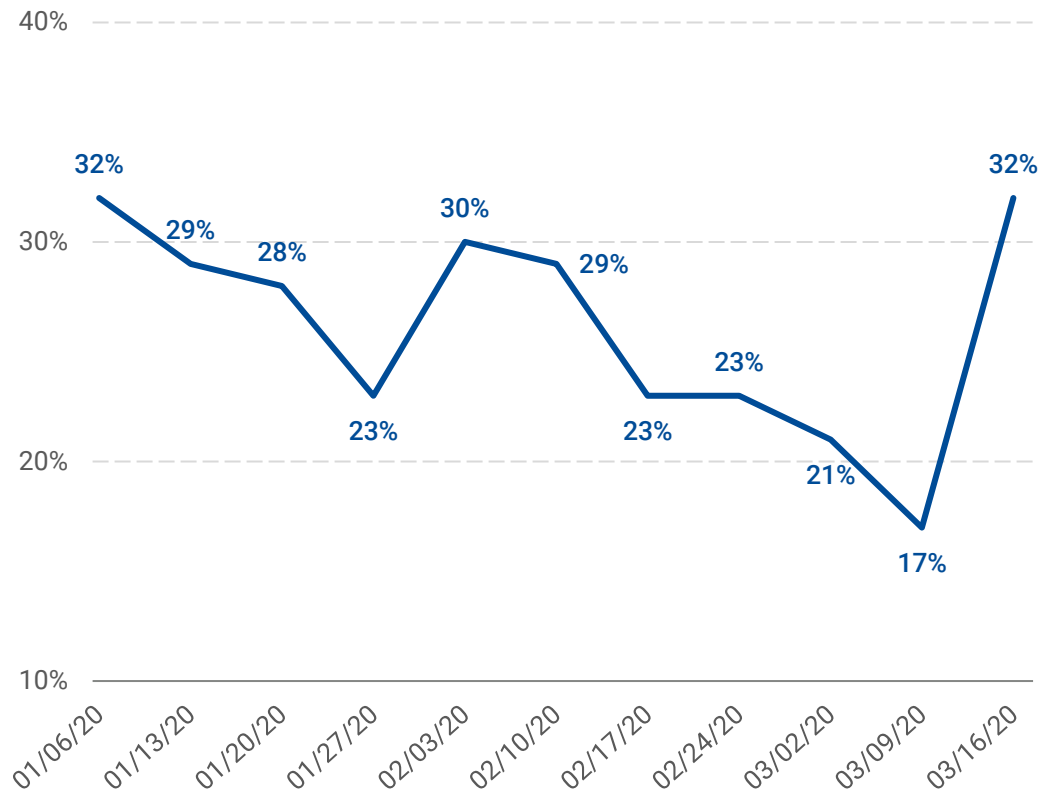
Bottom 10 Performing Merchants

Merchant	Sector	1-Week (3/29-4/04)	1Q20 Final
1. AMC Theatres	Tickets	-100%	-22%
2. Curb	Ride Sharing	-98%	-1%
3. StubHub	Tickets	-98%	-29%
4. Ticketmaster	Tickets	-98%	-8%
5. VIA	Ride Sharing	-97%	-47%
6. Vivid Seats	Tickets	-97%	-32%
7. Live Nation	Tickets	-97%	-9%
8. TicketWeb	Tickets	-94%	-25%
9. Orbitz	OTA	-93%	-24%
10. National Car Rental	Transport	-91%	-10%

U.S. Meal Delivery Sales Data

In addition to food and beverage shops, meal delivery companies have seen sales increase recently, according to Second Measure data, as social distancing measures have forced people to eat all of their meals at home

Year-on-Year Growth in U.S. Meal Delivery Sales, Weekly ⁽¹⁾



Source: Second Measure

(1) Denotes year-on-year changes in U.S. consumer meal delivery sales for UberEATS, GRUB, Postmates, DoorDash and Waitr. Data includes aggregated debit and credit card purchases from a panel of millions of U.S. consumers.

About Second Measure

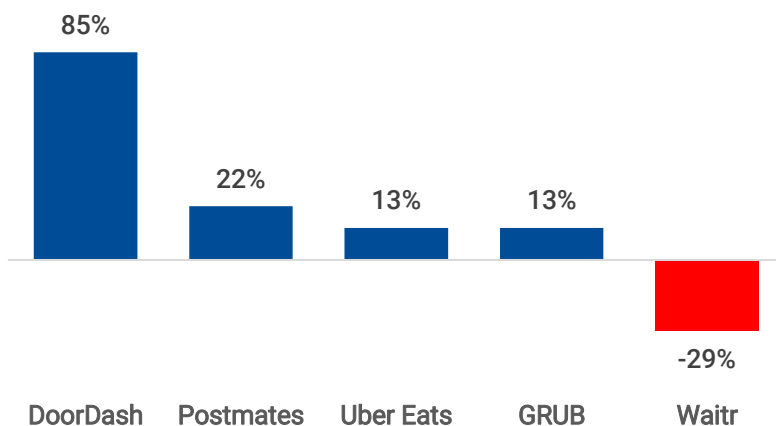


Second Measure

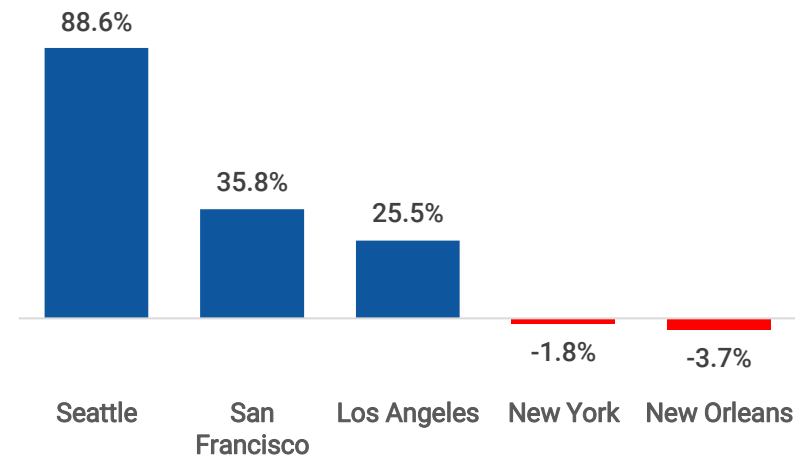
- **Second Measure** analyzes billions of credit card, debit card, and bank transactions to give investors a view of how companies are performing
- Second Measure leverages transaction data from billions of anonymized purchases by U.S. consumers, allowing the Company to provide real-time insights into consumer spending and business performance
 - The Company uses its proprietary technology to cleanse and enrich the data to provide market insights
- Second Measure has provided this proprietary data to FT Partners on a one-off basis solely for this report; FT Partners does not have access to Second Measure's platform

U.S. Meal Delivery Sales Data (cont.)

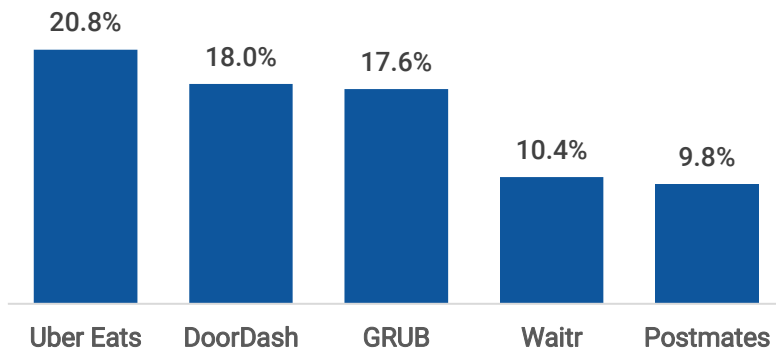
U.S. Meal Delivery Sales Growth – Feb. 2020 ⁽¹⁾



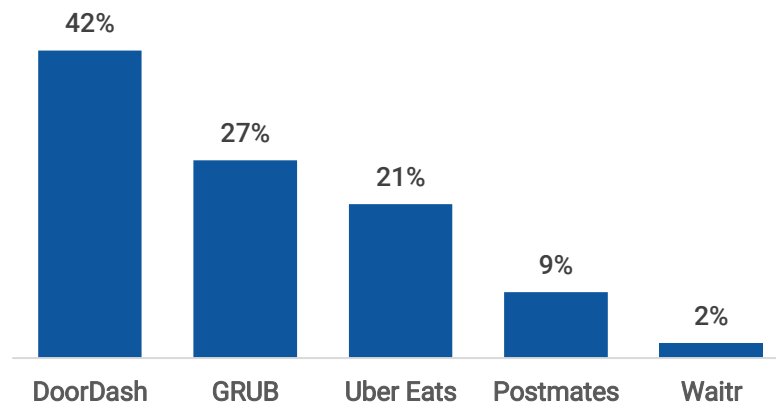
Sales Growth by Geography, Week of March 16 ⁽¹⁾



Sales per Customer Growth, Week of March 16 ⁽¹⁾



Share of U.S. Meal Delivery Sales, Week of March 16



Source: Second Measure. Data includes aggregated debit and credit card purchases from a panel of millions of U.S. consumers.

(1) Denotes year-on-year changes in U.S. consumer meal delivery sales for UberEATS, GRUB, Postmates, DoorDash and Waitr. Geographical data represents the aggregate of all five companies in each metro area.

According to leading distributed spend management platform Teampay, corporate spend volume remained steady in March relative to February, but there was a shift to virtual spending

Key Insights from Teampay

- While overall spend volume did not change from February, there has been a massive shift to virtual spending
 - Physical card spending **dropped 58%** in March vs. February, while total spending did not change
- Companies are reducing spend in office supplies, but supporting home offices for employees
 - **19.5% decrease** in amount spent on office supplies from February to March
 - Computer software and hardware spending **increased 42.7%** in March vs. February
 - Business supplies overall **increased 155%** from February to March
 - **460.6% increase** in purchases categorized as “morale boosting” in March - categories such as employee experience, team meals, holiday events, and team gifts
- Events budgets are being eliminated or reallocated
 - **31% decrease** in event-related transactions in the first 3 weeks of March vs. the previous 3 weeks
 - **81% decrease** in spend on airfare and **48% decrease in hotels** between February and March
 - Digital advertising on publishers like Facebook and LinkedIn **increased 117%** from February to March

About Teampay

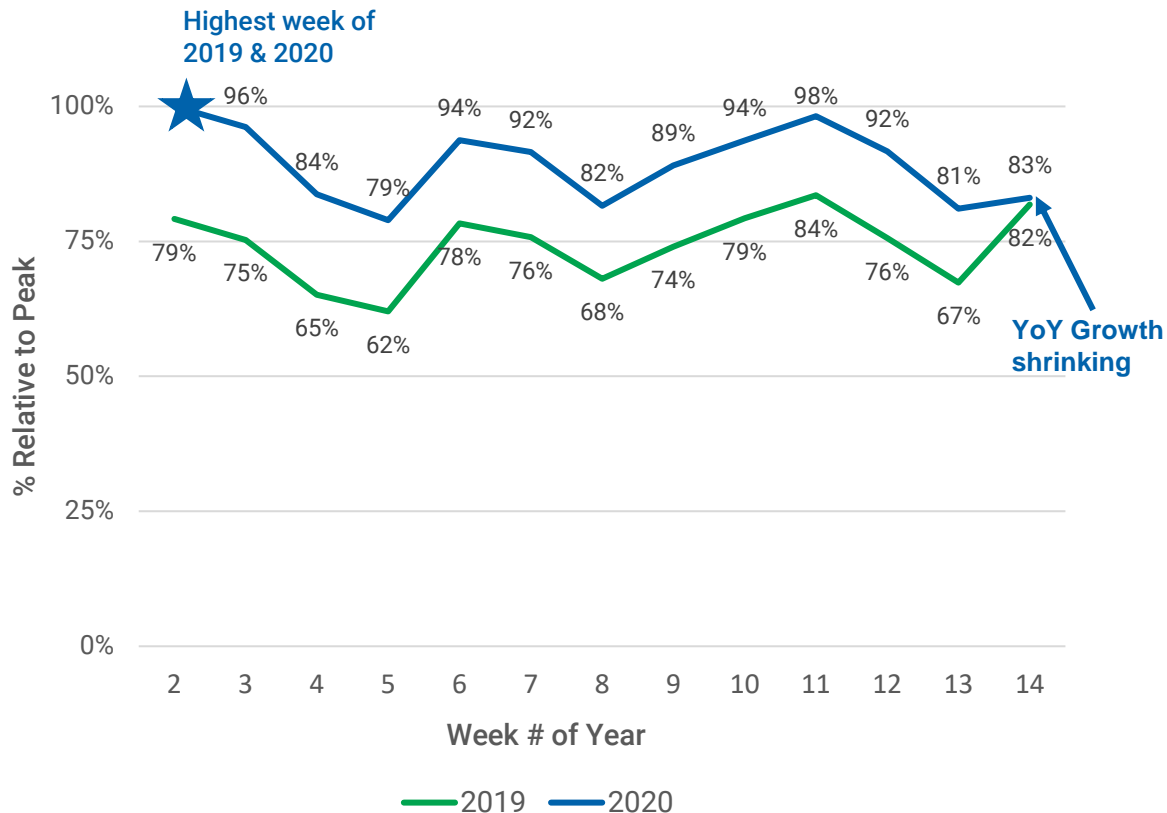


- **Teampay** is a leading distributed spend management platform, allowing companies to request, approve and track expenditures in real-time
- The Company's SaaS product delivers a user-friendly workflow that aligns spenders and finance, collects critical data, integrates it into legacy systems, and provides safe, intelligent payments
- Teampay has provided this data and commentary to FT Partners on a one-off basis solely for this report

U.S. Corporate Spending Impact (cont.)

According to data from AvidXchange, the middle market has shown resilience in overall Electronic Payment Spending, but in recent weeks has lost the YoY gap in growth that was present earlier in the year

AvidXchange Middle Market ePayment Index



About AvidXchange

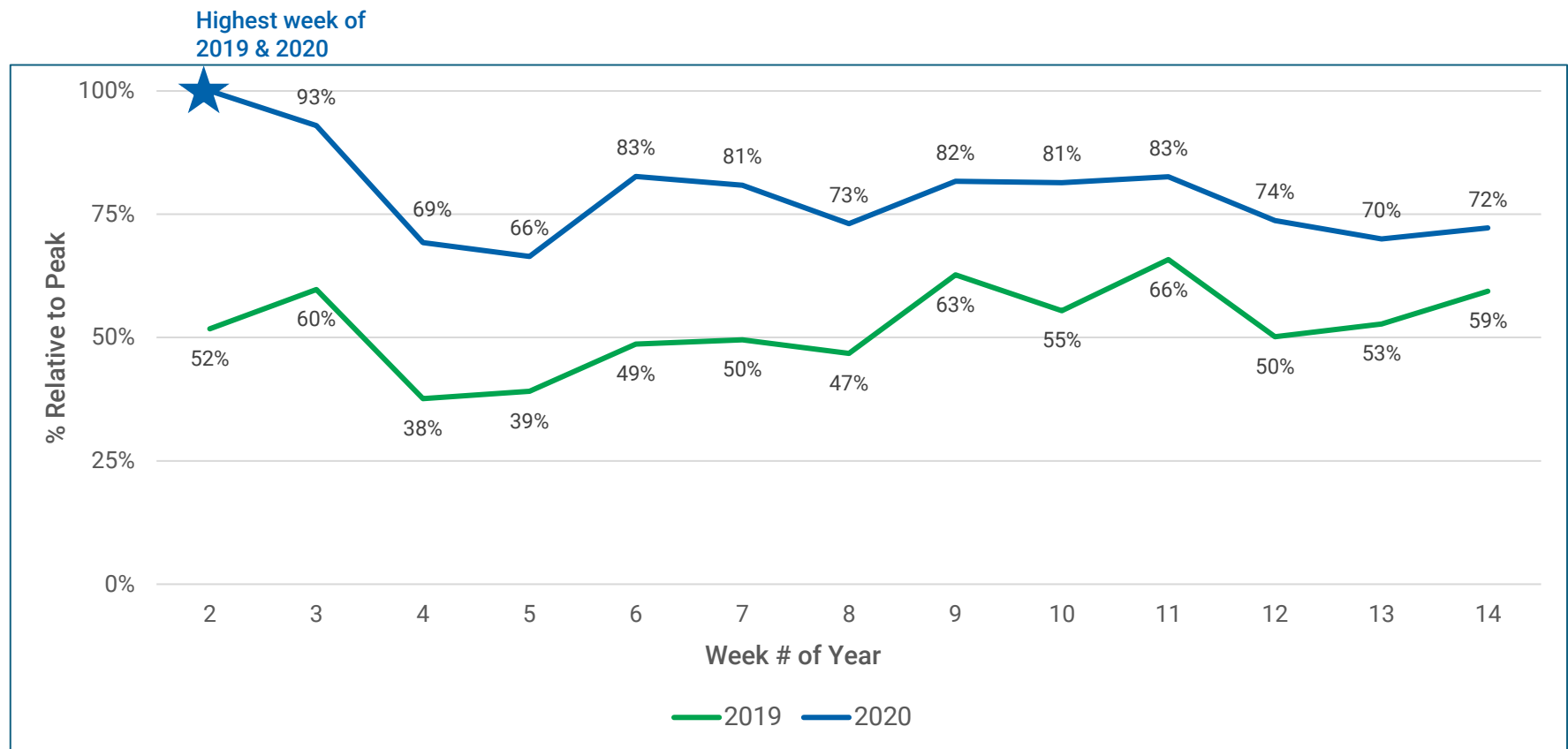


- AvidXchange is the industry leader in automating invoice and payment processes for mid-market businesses
- Founded in 2000, the Company processes over \$140 billion transactions annually across its network of more than 600,000 suppliers, transforming the way 6,000 customers in North America pay their bills
- AvidXchange is one of the fastest growing technology companies in the U.S. with 1,500 employees supporting customers across seven office locations

U.S. Corporate Spending Impact (cont.)

According to AvidXchange, Middle Market ePayment spending for maintenance, repair and operations purchases are up solidly year-on-year, though ePayment volumes have been relatively flat in recent weeks

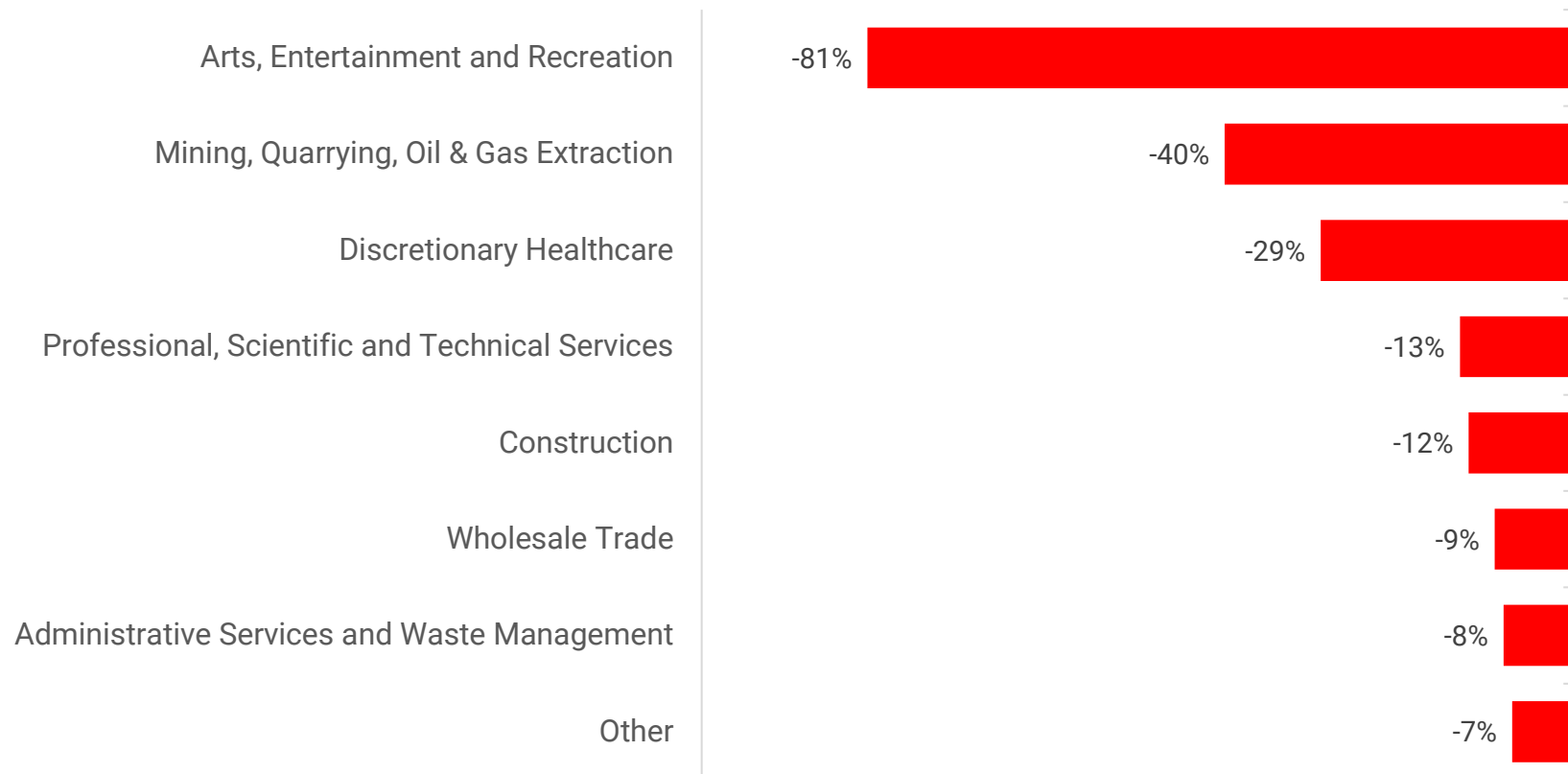
AvidXchange Middle Market ePayment Index – Maintenance, Repair and Operations Spending



U.S. Corporate Spending Impact (cont.)

AvidXchange's Middle Market ePayment Index provides a breakdown of Middle Market ePayment spend by sector, comparing spend in the 12th – 14th weeks of 2020 compared to the 2nd – 11th weeks. Notably, discretionary healthcare spend has declined in recent weeks as the industry focuses on COVID-19.

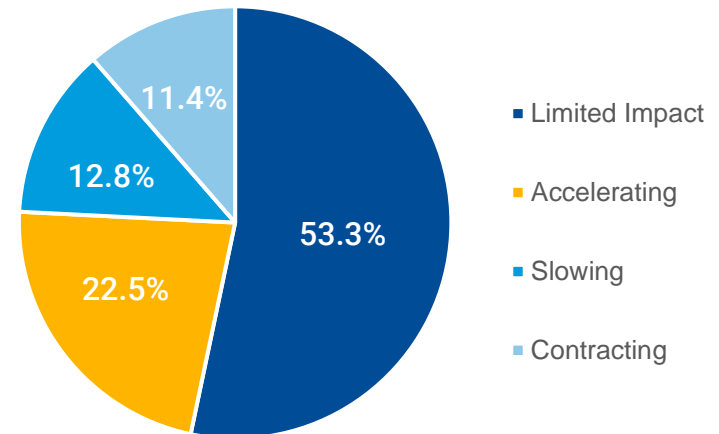
AvidXchange Middle Market ePayment Index – Sector Data ⁽¹⁾



Zuora's COVID-19 Subscription Impact Report found that 53% of subscription-based companies have not seen a significant impact to their subscriber acquisition rates

COVID-19 Impact on Subscription Businesses:

- **Accelerating:** OTT Video Streaming, Digital News & Media, E-Learning, Communications Software
 - OTT Video Streaming companies grew 7x in March 2020 compared to the growth rate over the previous 12 months
 - Subscription growth rate for Digital News & Media grew 3x
 - E-Learning subscriptions grew 2.9x during this period
 - Telcos & Utilities grew 1.75x, and Communications Software grew 1.4x compared to the previous 12 months
- **Slowing:** Consumer IoT, Business IoT Services, Software for Small Businesses, Memberships
 - Business IoT services subscription growth rate in March 2020 was only half the rate of the previous 12 months
 - Consumer IoT growth in March 2020 was one-third of the rate compared to the previous year
- **Contracting:** Travel & Hospitality, Sports Related Services
 - The subscription growth rate for services related to travel & hospitality fell meaningfully in March 2020 – with travel paused, subscriptions such as hotel memberships and flight-related services are seeing a halt in sign-ups and an increase in churn
 - OTT sports streaming services have experienced a large decline in sign-ups due to the suspension of professional and amateur sports globally – these companies are also challenged to retain customers
- **Limited Impact:** B2B & B2C Software, Information Services



About Zuora

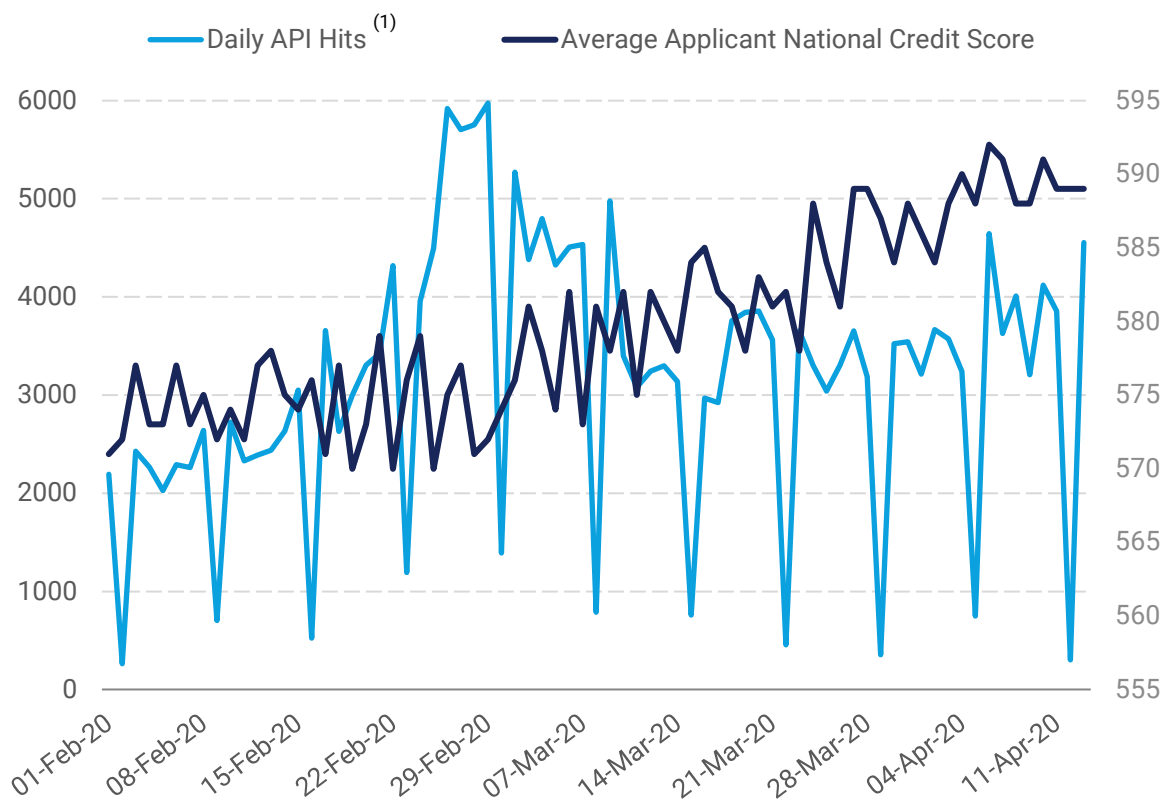
zuora

- Zuora is an enterprise software company that creates and provides software for businesses to launch and manage their subscription-based services
- Zuora's applications are designed to automate recurring billing, collections, quoting, revenue recognition, and subscription metrics

Lending and Credit Impact – Auto Loan Applications

According to TruDecision's data, while auto loan application volume declined from mid-February peaks, it remained relatively strong overall and has started growing again. Dealers and lenders are using technology to continue to sell and fund auto transactions, even though most retail locations are closed. In addition, the average credit score of applicants has risen, as people under financial pressure are less likely to apply for new loans.

TruDecision Daily API Hits and Average National Credit Score



Source: TruDecision

(1) TruDecision's Daily API hits - Model EACS V2.1 - U.S. Clients - all credit tiers

About TruDecision

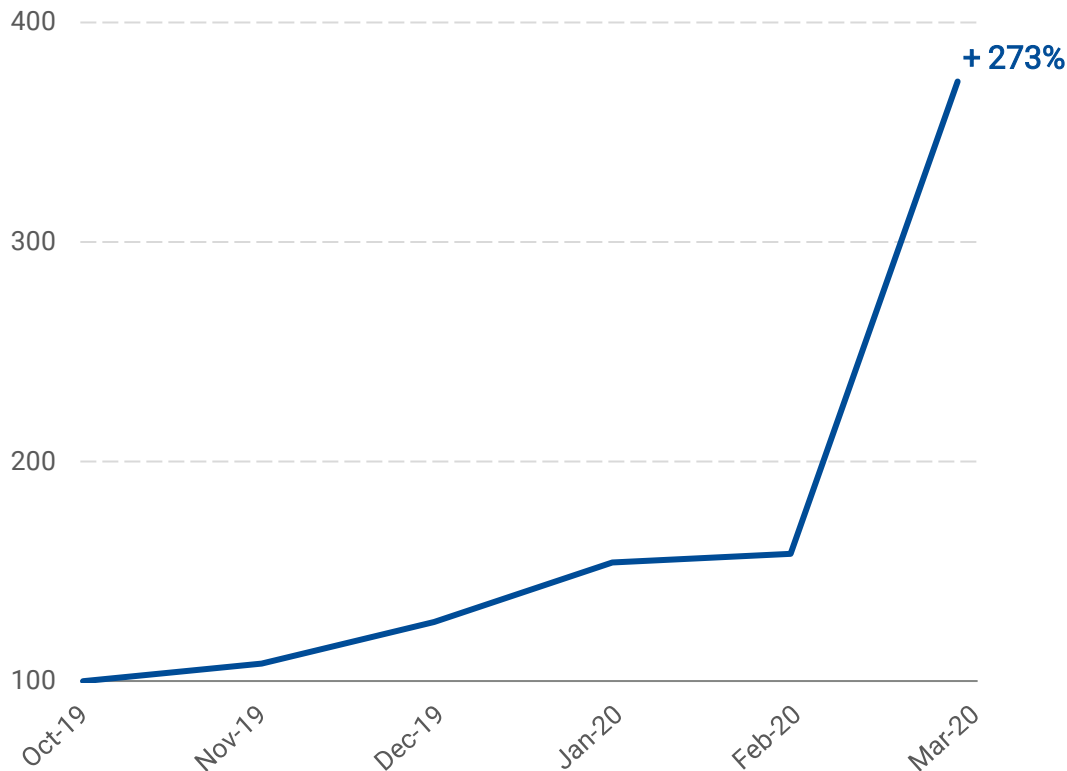


- Founded by industry veterans with decades of experience in auto finance, analytics and technology, **TruDecision** provides cutting edge FinTech solutions that create valuable efficiencies for automotive dealers and lenders
- TruDecision's robust technology platform uses artificial intelligence, machine learning and neural network models to perform powerful credit analytics on consumers in real time
- The Company's innovative analytic solutions and proprietary credit risk technology solve real problems for its dealer and lender partners, maximizing deal closures and profitability

Term Life Insurance Impact

Digital life insurance platform Fabric saw a 250% increase in term life policy sales from February to March, with similar growth in wills created and app downloads, indicating that the pandemic is leading more families to prioritize life insurance

Monthly Growth in Fabric Term Life Insurance Sales ⁽¹⁾



About Fabric



- Fabric is a digital life insurance platform where parents go to start their family's financial life, offering a one-stop shop where parents can create a will, organize their family's finances, and get affordable life insurance
- The proprietary data, engagement mechanics, and network effects generated by Fabric's free products - including the Fabric mobile app, Fabric Wills, and Fabric Vault - help unlock durable advantages, including lower acquisition costs, higher persistency, and online cross-sell opportunities
- Fabric is a digital MGA and is responsible for the full-stack of insurance responsibilities, including algorithmic underwriting (up to \$1M in coverage), human-assisted underwriting using RPA (for >\$1M coverage or more complex cases), and policy administration

IV. Impact on Financial Services

April 2020

In addition to broad liquidity concerns, the coronavirus pandemic will likely have a near-term net negative impact on many key verticals within financial services

Banks

- Lower rates will result in reduced spread income
 - The Federal Reserve cut the Federal Funds rate twice in March: from 1.75% to 1.25% on March 3, and from 1.25% to 0.25% on March 15
- Reduction in customer activity will lead to lower fee income
- Economic uncertainty will lead to higher delinquencies and loan losses
- Traditional banks may struggle to move offline processes online, inhibiting opportunities
- May be an opportunity for banks / lenders to benefit from administering SBA loans as part of the CARES Act (see page 72)

Lenders

- Lenders will likely increase credit provisioning and see higher loan losses due to high unemployment and reduction in economic activity
- Demand for loans, particularly mortgage refinancing activity, is likely elevated, but uncertainty about future economic conditions will result in much tighter credit and therefore, lower volumes

In addition to broad liquidity concerns, the coronavirus pandemic will likely have a near-term net negative impact on many key verticals within financial services

Mortgage Originators

- Demand for refinancing activity is strong due to lower interest rates, but the ability to close loans could be challenged by the lack of statewide digital recording infrastructure
- Average U.S. 30-year fixed-rate mortgage rate hit an all-time low of 3.29% in early March
- High near-term unemployment and economic concerns along with an inability to show homes in person will weigh on origination volumes

Real Estate Market

- High near-term unemployment and economic concerns along with an inability to show homes in person will weigh on new home purchases
- Delays in closings are likely, as many counties do not accept digital documents
- Home prices will be adversely impacted in the short term by less demand, as well as builders halting or reducing production, but longer-term supply-demand imbalance should not be as extreme as in 2008-09
- Real estate investments could suffer from reduction in rent payments
- Government intervention on evictions and mortgage/rent payments may help stabilize the market somewhat

In addition to broad liquidity concerns, the coronavirus pandemic will likely have a near-term net negative impact on many key verticals within financial services

Capital Markets

- Market volatility has benefited exchanges, trading platforms and other capital markets-related businesses, and has driven greater investor interest in specific asset classes
 - Commentary from TradingView: “Not only are we seeing a 53% increase in overall traffic trends across the globe, we've seen a 605% increase in oil products and oil futures, 547% spike in volatility product interest, 504% increase in Russian currency trade interest, 442% increase in index product interest, 364% increase in Brazilian index products, 298% spike in oil interest, and 120% spike in Gold interest”
 - **TradingView** is the largest active network for self-directed traders and investors with over 10M active monthly users from 50+ countries, and features a web-based all-in-one research and trading platform
- Valuations remain depressed for heavily affected sectors such as cruise lines, airlines and hotels
 - According to data from S3, over the past month of trading, Carnival, Royal Caribbean & Norwegian Cruise have seen the largest increase in short Interest as a percentage of float within the entire S&P 500 Index
 - **S3 Partners, LLC** is a market-leading integration software and data company that sits between any bank reporting portal and every client workflow, delivering security-level information to Excel, in any language and to any platform; clients use S3's technology and data to create better outcomes at every point in the investment process: Portfolio Management, Trading & Execution, Risk Management, and Treasury Operations

Investment Managers

- Lower assets under management will lead to reduced fees
- Double impact of market declines hurting assets along with fund outflows
- Volatility in markets may lead investors to more conservative (and less profitable) investment strategies

In addition to broad liquidity concerns, the coronavirus pandemic will likely have a near-term net negative impact on many key verticals within financial services

Payment Processors

- Spending will decline due to shutdown and high near-term unemployment
 - Visa and Mastercard withdrew 2020 guidance due to economic concerns
- Credit card lenders' loan losses and provisions likely to increase due to high unemployment and resulting higher default rates
- Processors with relatively more exposure to online sales likely to be better positioned
- Check processors are not seeing a decline in deposits at ATMs or checks coming into processing centers – for instance, CheckAlt Co-Chairman and CEO Shai Stern states that the company is seeing increased requests for assistance to handle the manual process of opening, batching, scanning, and processing mail
 - CheckAlt is reporting more check volumes coming to its 13-site processing network, including online bill pay checks

Insurance

- Claims costs likely to increase across select categories
- Premiums will be negatively impacted by unemployment
- Proposed legislation (PRIA) to provide potential loss-sharing program relating to losses from pandemics
- Many large auto insurers have given partial refunds or credits to customers, as fewer drivers are on the road due to stay-at-home orders and claims have declined

FinTech companies should be somewhat insulated from the impact of the recession relative to traditional financial services firms due to market and business model dynamics, though a challenging near-term financing environment will be an issue for firms that are not well-funded

FinTech

- FinTech companies are generally more resilient given less balance-sheet intensive models
- Most consumer-facing FinTech companies operate only in an online environment and can still conduct business despite social distancing
- B2B FinTech companies are helping financial institutions improve their workflows and online consumer experiences, work that should continue apace or potentially accelerate
- Many enterprise FinTech solutions - such as online payment systems, fraud and authentication solutions, and trading infrastructure - are mission critical
- Tech (and FinTech) companies generally have a better ability to manage remote workers and working from home for a lengthy period of time
- Coming out of the downturn, disaster recovery plans now and in the future will likely include heavy reliance on FinTech solutions, and FinTech companies will likely help in distributing SMB loans and stimulus payments
 - For instance, Lendio announced plans to hire as many as 200 full-time small business loan agents, as it expects loan demand to increase by over 300% driven by the CARES Act, while Kabbage announced that it had received over 37,000 requests for Paycheck Protection Program loans as of April 7
 - Challenger bank Chime announced a pilot program whereby it gives eligible customers cash advances before the government disburses their stimulus checks
 - CheckAlt is partnering with virtual ATM network application SPARE to provide a remote deposit capture tool that will assist the underbanked access funds from stimulus checks

V. Interview with Mark Loehr, CEO of OpenExchange

April 2020

OpenExchange Overview

Company Overview



CEO: Mark Loehr
Founded: 2009

- OpenExchange is the trusted video exchange for financial services
 - OpenExchange is the only provider that can deliver secure video for complex meetings, and its client base includes 100% of top investment banks with connectivity to 95% of buy side firms and thousands of corporates
- The Company video-enables vital daily communications with advanced one-to-one, one-to-many, and many-to-many video technologies, tools and services
 - OpenExchange network has grown to 50,000+ pre-connected endpoints across 2,600+ entities – all fully tested and validated by each IT and compliance team
 - On track to deliver 75 multi-track, global virtual conferences between March and June 2020
- OpenExchange bridges the worlds of real-time video conferencing and video live-streaming with searchable on-demand, branded video archives called showcases

Management Team



Mark Loehr
CEO



Allen Deary
CTO



Michael Kolowich
CCO



Kate Cornish Booth
CAO/COO



Jim Sheehan
CFO

Platform Overview

OE Connect



- Live video meetings support by seasoned specialists and a proprietary directory
- Connects conference rooms, desktops, and mobile devices globally regardless of the technology, complexity, or locations

OE Conference



- Only provider of digital conferences to financial services firms; the service allows their clients to host traditionally in-person conferences on a secure and branded platform for guests to watch live speakers, participate in panels and interact with other guests
- Allows clients to record conference events to generate collections of on-demand video assets

OE Livestream



- Flexible solution for creating, organizing, distributing, and tracking live and on-demand video and multimedia content
- Uses the Knovio smart media platform, an enterprise-grade video system used by 400,000 registered users

OE Learn



- Sophisticated live video streaming tools that create high-quality, multimedia-enhanced live viewing and webinar experiences
- Provider viewers a personalized learning portal that houses the content specific to their needs

OE TV



- The best of real time data analysis from Refinitiv, live earnings webcasts from the world's most important companies, breaking video notes from top independent analysts and provocative interviews with investment thought leaders from RealVision – updated continuously throughout each market day

Interview with Mark Loehr, CEO of OpenExchange



Mark Loehr

CEO

"We now have a database of over 50,000 connections that allows calls that used to take 30 minutes to test to now take 30 seconds."

What was your vision behind founding OpenExchange and how has the business evolved? What has been the secret to the Company's success?

My vision connected dots that started back on the trading desk with an IPC turret with 120 buttons to reach clients. It was built upon by my observation of the strength of client relationships that were built "cumulatively" over time and reinforced by my role as CEO of Wit Soundview in the dotcom era of how to use technology appropriately to grow a company. The first day I was introduced to OpenExchange I instantly imagined a world where buy-side, sell-side and companies would communicate in lightning speed – but this time using video. And after a much longer adoption curve than I anticipated, we are seeing that every day around the world.

The secret to our success was the decision to embrace the need for managed service. It was not enough to build an interop capability, but to recognize that CEOs and senior portfolio managers were not going to figure out how to connect a Cisco call with a Polycom or Skype call just because our technology made it possible. While the world was hoping our model would scale via technology, we had to guide clients into their meetings. So we hired some incredibly talented video specialists to support the process and meet the clients in their comfort level. But added to that was recognition that we needed to test and authenticate each connection to ensure security but to also be sure the call would go smoothly. We also understood that it was important to keep the connection data (not the personal data), so that for the next call the testing would not be required. We now have a database of over 50,000 connections that allows calls that used to take 30 minutes to test to now take 30 seconds.

Interview with Mark Loehr, CEO of OpenExchange (cont.)



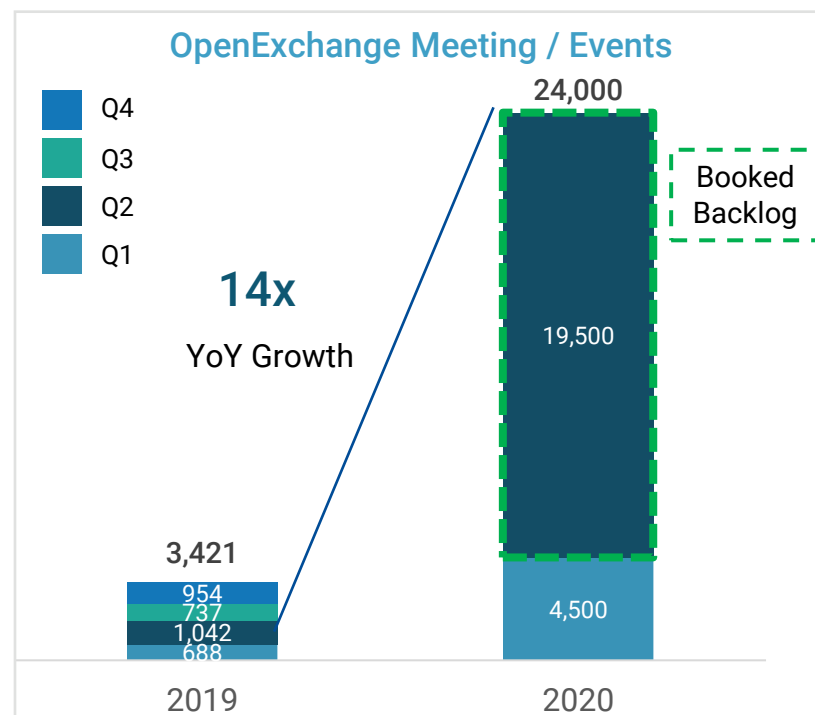
Exclusive CEO Interview – Mark Loehr

“We have now ramped up our staff so that while we typically handled 100 high value meetings a week in 2019, we are now handling 100 CEO status calls an hour.”

How has the spread of COVID-19 impacted your business? How have you been able to meet this new demand? Can you provide any real-time stats on what you are seeing today?

Just like the evolving story of the virus around the globe, we saw this story evolve for OpenExchange in waves. It started in Asia where we were asked to handle the first 100% virtual conference in mid-February, to Europe where that unfolded as flights and meetings were cancelled. The next big jump was when the entire world went WFH and not just every conference, but every single physical meeting was cancelled. It was complete chaos the week of March 11th when everyone struggled to connect from home and we were overwhelmed with over 100x our typical requests for meetings in a 24 hour period.

We have now ramped up our staff so that while we typically handled 100 high value meetings a week in 2019, we are now handling 100 CEO level calls an hour. That requires the full combination of interoperability, terrifically trained and mature video specialists and a technology process that can keep clients up to date with Uber-like experience.





Exclusive CEO Interview – Mark Loehr

“This is not a 3 month phenomenon. Between adoption curve, cost efficiency and business continuity – video communications will become a major part of every company’s DNA.”

From a management perspective, how are you rallying your employees to respond to the massive new demand you are seeing while they may also be dealing with challenges in their own lives?

This is clearly a challenging period for the entire world from many respects and very confusing. The core component keeping our team focused is that we are making a difference in helping people communicate. And while it may not be on the front lines of healthcare, there is a business world to try to keep moving forward. We see first-hand everyday the appreciation companies have for being able to communicate effectively with investors from home (even quarantined with the virus) and from investors to hear directly what companies are doing through this process and how they are planning for 2H20.

How has COVID impacted your clients? Have you seen any difference in reaction among sellside, buy-side, and corporates?

The biggest change has simply been that the adoption curve got lifted from 10% of meetings to 100% of meetings and clients are finding out – hey, this actually works and it works well. That is the first thing. The second is that video is a business continuity issue. It used to be the location of the data center, but now it is how do we effectively allow 400,000 employees to work securely and effectively from home all at the same time. Wow. Brand new concept. And finally, there is no turning back 100%. This is not a 3 month phenomenon. Between adoption curve, cost efficiency and business continuity – video communications will become a major part of every company’s DNA.



Exclusive CEO Interview – Mark Loehr

“If 10% of all meetings are recorded and/or streamed live around the world then the value of that content rises exponentially in that hour but also for some time ahead. A bit like the long tail concept for Amazon books.”

How do you think COVID will impact the broader trend of digitization? What will conferences of the future look like? If you can centralize all of that content and make it available to viewers in a personalized way, how can they change the way they work and information they have access to?

That is a great question and connects some dots that people have not figured out yet. So many physical meetings have amazing content, but it starts at 1pm and ends at 2pm. If 10% of all meetings are recorded and/or streamed live around the world then the value of that content rises exponentially in that hour but also for some time ahead. A bit like the long tail concept for Amazon books. My vision is that just like in the real world, there will be 3-4 major destinations for live and VOD financial content. Not highly produced content, but millions of authentically created sessions that can find their way to relevant audiences around the world in multiple languages.

Please explain the Knovio merger and what this brings to OpenExchange’s overall product offering.

Knovio is the livestreaming product for KnowledgeVision which was initially created to address video requirements for the learning arena. They built some great solutions but that is a tough market with tight budgets. But they had the beginnings of syncing content with video that we liked and then were early to adopt HLS livestreaming to replace Flash. And when they created a great looking video library that allowed for transcripts and search, we were hooked. We became a strong customer and then when we saw the market reaction to our combined offering, we recognized it just made sense to join forces. You probably know that the London Stock Exchange has been an early adopter of our livestream product and we are coordinating closely with them to support Virtual Annual General Meetings for listed clients this spring. Livestream and video destinations are where this world is headed, and this combination has given us true speed to market. But beyond that, the teams have fit like a glove and we could not have scaled to handle the volumes if these two sets of talented employees could not have combined hard work, innovative technology solutions and the best attributes of each company.



Exclusive CEO Interview – Mark Loehr

“You can’t force adoption curves. You can only be prepared when the inflection point occurs. I could see this 8 years ago but the world refused to give up on physical meetings.”

What do you know now that you wish you could have told yourself five years ago?

You can’t force adoption curves. You can only be prepared when the inflection point occurs. I could see this 8 years ago but the world refused to give up on physical meetings. But I guess if I knew that five years ago, I wouldn’t have kept the faith to keep pushing every day while keeping the cash burn low enough to get here. The other part of the equation is how supportive the investors have been. They did not panic when the revenues were slow to develop, but instead took heart that usage was growing 40-50% a year with some of the largest financial firms in the world. I am very grateful and respectful of their unwavering support.

What new products and services will OpenExchange be adding in the future?

Just one teaser out of many. Everyone wants transcripts and wants them now. In the same way we are gathering (appropriately and compliantly) connection information for clients around the world, we are imagining a process where we ask participants that want transcripts if they can record a preset 30 second audio file. It would gather key words relevant to that participant as well as voice patterns and so transcripts could get to 99% accuracy with named speakers in multiple languages at the close of the meeting. Stay tuned. And thanks for your interest in our story.

Examples of momentum for OpenExchange’s video conference solutions:

Global Investment Bank #1	3 Days 58 Corporates	250 1x1 & Group Meetings
Global Investment Bank #2	4 Days 57 Corporates	240 1x1 & Group Meetings 20 Complex Webinars
Global Investment Bank #3	3 Days 10 Countries	800 Meetings
Global Investment Bank #4	1 Day 22 Corporates	117 1x1 & Group Meetings

VI. PE / VC Activity



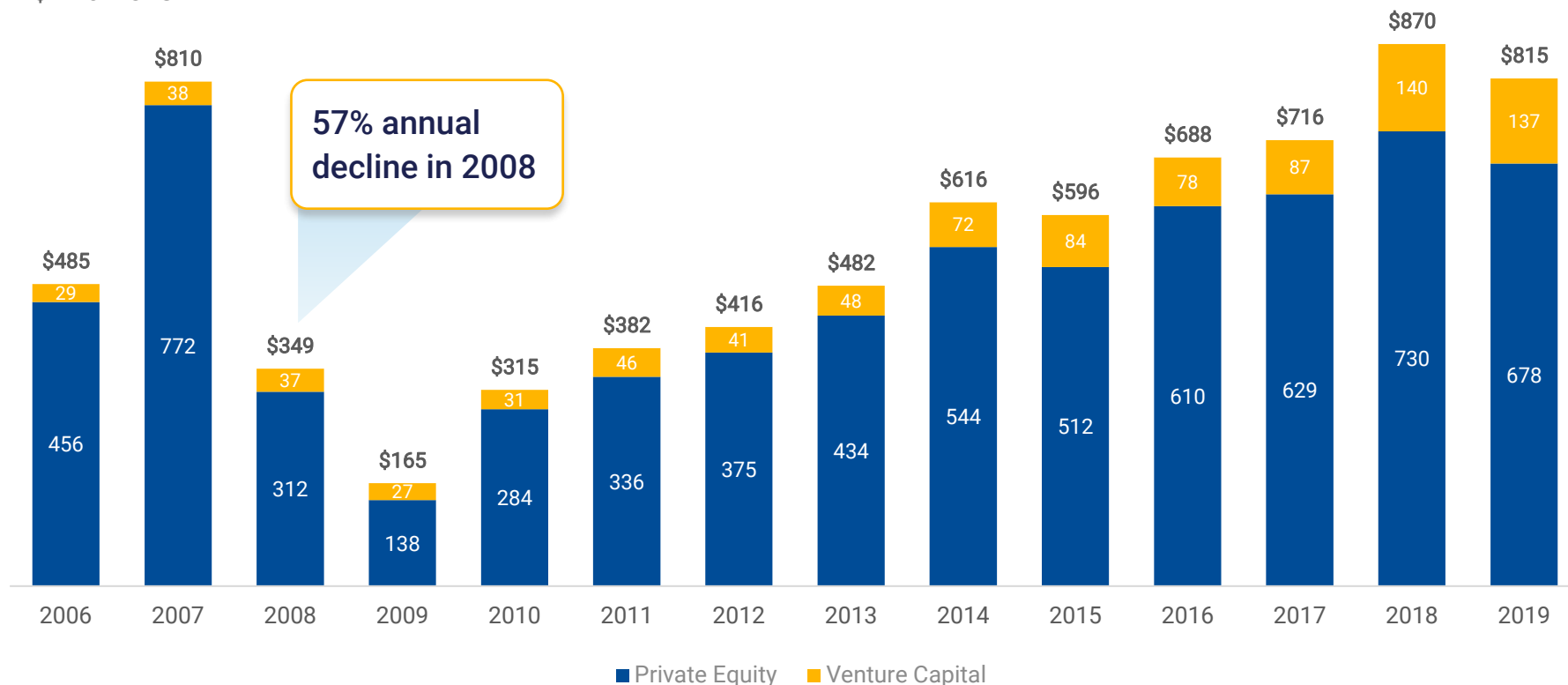
April 2020

PE and VC Activity Declined Rapidly in the Great Recession, Largely Due to Systemic Issues

The Great Financial Crisis was caused by systemic issues in the financial system, whereas the economy and financial system were largely strong entering the current crisis, which may prevent declines in deal volume of the magnitude seen in 2008-09

U.S. PE / VC Deal Volume

\$ in billions

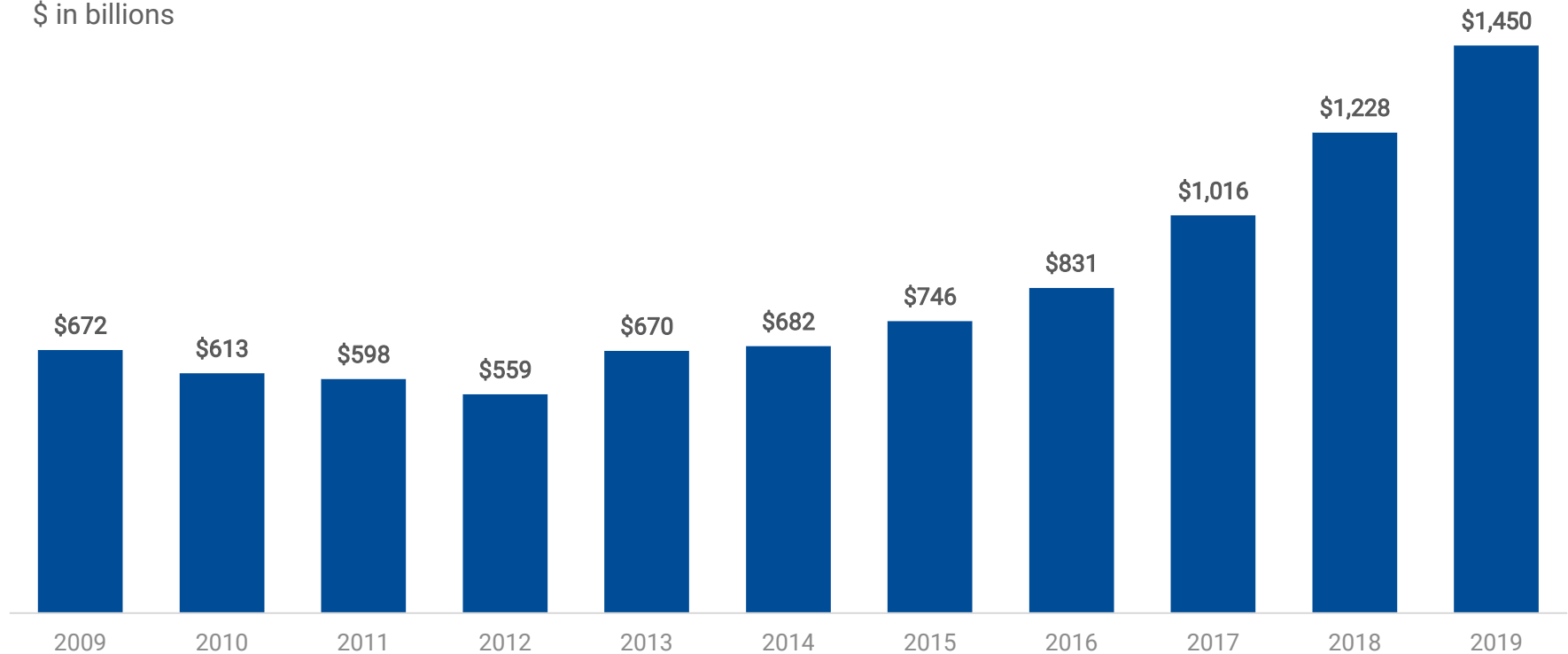


PE and VC Dry Powder is at Record Levels, Which Should Soften the Impact of the Recession

At the end of 2019, across private equity and venture capital there was a total of \$1.45 trillion in dry powder, the highest amount ever recorded and over twice the amount from five years prior

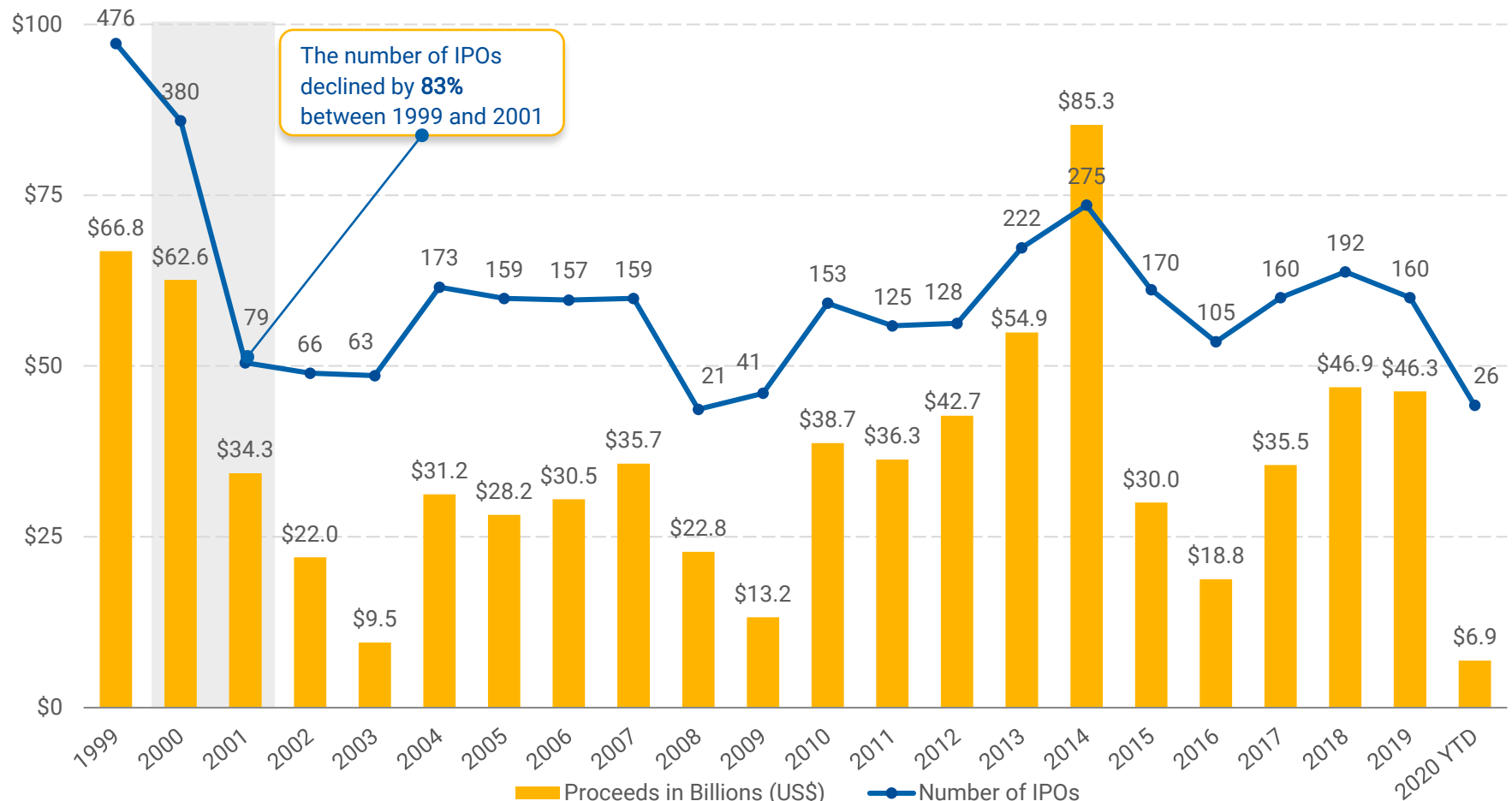
PE / VC Dry Powder

\$ in billions



IPO Activity is Likely to Decline Drastically as it did in Prior Recessions

IPO activity declined significantly in previous recessions and is likely to do so again in 2020, potentially leaving the private markets as the most palatable option for companies seeking capital



VII. Market Participant Commentary

April 2020

We are hearing mixed commentary from investors

For most investors who spend time in the venture and growth space, the feedback is mixed; some remain open for new investments, while others are putting a pause on deals for the next few weeks

- Most are focused on their existing portfolio companies and cash runway
- Investors are rethinking valuations, so many opportunities will likely face pricing pressure or structured terms

For private equity firms, supporting portfolio companies has been top of mind, with firms spending most of their time evaluating and projecting new operating cases

- Most PE firms are willing to engage, but are being patient and less likely to move to investment quickly – though some investors will only engage if there is significant dislocation in terms of value, or a tuck-in opportunity that becomes available

Credit-oriented investors have been getting many inbounds, particularly those who can provide transitional capital, but commentary has been mixed in terms of cost of capital

Public market investors generally have turned to their public book and are not pursuing private opportunities at this time, as they are deploying into cheaper liquid public opportunities

Public FinTech Companies – Square



Date	Comments
03/24/20	<ul style="list-style-type: none"> Square revises guidance for Q1 net revenue to \$1.30 billion - 1.34 billion vs. prior view of \$1.34 Bn - 1.36 Bn as the spread of COVID-19 triggers a slowdown in gross processing volume for its seller ecosystem Gross Profit for Q1 revised down to a range of \$515 mm - 525 mm from \$550 mm - 560 mm Over the trailing 10-day period, Seller GPV declined by ~5% year-on-year, with greater declines in recent days Revised ranges assume further deceleration in overall GPV through the last week of March, beyond the levels seen in recent days Impact on Cash App ecosystem gross profit was less pronounced than for the Seller ecosystem Withdraws guidance for the year Expects Q1 2020 net income (loss) per share, adjusted EBITDA and adjusted EPS below its most recent guidance ranges provided on March 5 In January and February, Seller ecosystem gross profit grew 32% y/y and Cash App ecosystem gross profit rose 118% y/y
03/19/20	<ul style="list-style-type: none"> BTIG analyst Mark Palmer upgrades Square to Neutral from Sell, saying the stock is fairly valued after falling 54% in less than a month Removes \$37 priced target after stock achieved that level
03/17/20	<ul style="list-style-type: none"> Cowen analyst George Mihalos raises stock to Outperform from Market Perform with a \$70 price target Atlantic Equity analyst Kunaal Malde upgrades Square to Neutral from Underweight with a price target of \$44

Stock Performance: (NYSE: SQ) ⁽¹⁾



Public FinTech Companies – Mastercard



Date	Comments
03/24/20	<ul style="list-style-type: none"> Mastercard suspends annual outlook in response to COVID-19, even as “long term fundamentals of our business look strong” Notes the deterioration in cross-border, switched volume and switched transaction metrics, despite service line revenues holding up “reasonably well” Sees Q1 net revenue growth in low single digits (2% negative currency headwind) vs. prior forecast in late Feb. of net revenue growth of 9-10% (2-3 percentage points lower than discussed on Jan. 29 earnings call) Expenses are seen growing in low to mid single digits and the co. is taking actions to evaluate travel and entertainment expenses, advertising and marketing Given the first two months of the quarter likely saw cross-border volume growth of ~15%, this would imply March cross-border volumes are down ~50% ⁽¹⁾ Autonomous Research revised 2020 top line growth forecast down to (2.9%) compared to growth of 5.3% (including estimated COVID-19 impact) in March update and 14.9% in February update (after Mastercard’s initial guidance) ⁽¹⁾
03/11/20	<ul style="list-style-type: none"> Mastercard CFO Sachin Mehra says cross-border activity has slowed further as COVID-19 spread beyond the Asia-Pacific Region, KBW analyst Sanjay Sakhrani writes in a note to clients Mehra says most of the slowdown was from cross-border travel, and e-commerce slowed to a lesser extent Sakhrani expects MA managing expenses prudently “can help buffer some of the impacts over the near term.”

Stock Performance: (NYSE: MA) ⁽²⁾



Source: Company Press Releases, Company Website

(1) Autonomous Research

(2) CapIQ as of 04/22/2020

Public FinTech Companies – Visa



Date	Comments
03/02/20	<ul style="list-style-type: none"> • Visa reduces Q2 revenue guidance because of a sharp slowdown in its cross-border business due to lower travel-related spending because of the coronavirus outbreak • Expects Q2 net revenue growth 2.5 - 3.5 percentage points lower than it issued on its Jan. 30, 2020 earnings call • "Cross-border growth rates have deteriorated week by week since the coronavirus outbreak in China, and trends through Feb. 28, 2020 do not yet fully reflect the impact of the coronavirus spreading outside of Asia. As such, we anticipate that this deteriorating trend has not bottomed out yet," the company said in an SEC filing • Visa plans to update its outlook for future quarters and fiscal full year 2020 on its Q2 earnings call in April • The Company later said on 03/04/20 that cost cuts could help counter the impact



Public FinTech Companies – Adyen



Date	Comments
03/25/20	<ul style="list-style-type: none"> Morgan Stanley notes that, although digital payments could speed up as a consequence of COVID-19, there's still downside to numbers in the near term; however, it looks at Adyen on any pullbacks as the winner
03/18/20	<ul style="list-style-type: none"> JPMorgan notes that Adyen has ~27% processed volume exposure to airlines and travel-related sectors. However, it only acts as a gateway for airlines and does not take the acquiring risk. Thus, Adyen has a much lower exposure to airline/travel-related sectors on a net revenue basis (indicated closer to 10% than 20%). This travel part of revenue is likely to collapse, and in the near term could disappear with virtually no revenue in March and 2Q Given the social distancing measures introduced and shutdown imposed, Adyen will likely see a slowdown in non-airline/travel-related verticals as well (most notably POS and quick service restaurants), yet partially offset by higher online/e-commerce volumes JPMorgan lowers estimates for processed volume for 2020 by 4.3%, maintains estimates for net take rates and accordingly lowers net revenue estimates for 2020/21 by 4.2%/4.1%, respectively. It also maintains operating cost estimates; thus, the cut to net revenue numbers translates to 7.3%/7.1% cut to EBITDA estimates for 2020/21. Revised net income and EPS estimates for 2020/21 stand 7.9%/7.7% lower compared to prior estimates
03/06/20	<ul style="list-style-type: none"> Barclays reports that, when asked about Mastercard lowering its outlook due to lower cross-border volumes, Adyen clearly indicated this is a disproportionate effect to MasterCard as Adyen, whose pricing structure is interchange pass through, does not benefit to the same extent as MasterCard from cross-border volumes

Stock Performance: (ENXTAM:ADYEN) ⁽¹⁾



Source: Company Press Releases, Company Website, Broker reports

(1) CapIQ as of 04/22/2020



Date	Comments
03/06/20	<ul style="list-style-type: none"> Given Nexi's geographic exposure to Italy, which has been impacted by COVID-19 the most significantly among European countries, Barclays notes how the company will likely see some impacts on transaction volume; much of the Italian payments volume for Nexi is generated in-store (>80%) Barclays notes that, although travel and tourism accounts for 13% of Italy's GDP and is the sector that is seeing the most disruption from COVID-19, Nexi's volume and revenue exposure by industry remains unknown. On the other hand, the Italian market is dominated by SMEs that make up 96% of businesses, which could be encouraging as Nexi's volume is not reliant on one large customer The Company indicates that it has seen no material impact from COVID-19 currently. 50% of Nexi revenue is linked to volumes and despite seeing lower volumes at restaurants and other sectors linked to travel and tourism, these have been more than offset by stronger volumes in groceries and other staple sectors. Nexi also does not have any direct acquiring relationships with airlines as deemed too risky by the company Nexi indicated that it sees no risk to the current guidance of 5-7% revenue growth, but it would anticipate variable costs to come down if the situation were to significantly worsen to the point it did impact revenues

Stock Performance: (BIT:NEXI) ⁽¹⁾





Date	Comments
03/19/20	<ul style="list-style-type: none"> UBS notes that near term impacts from COVID-19 remain highly unpredictable and potential scenarios remain wide. From a higher level view, however, Afterpay's strong equity funding and naturally high receivables turnover mean near-term funding risks are likely low; stock upgraded to Neutral with a A\$13.20 target price UBS also notes that with higher customer defaults it sees an impairment to longer-term outlook, given such customers cannot use the platform again. It lowers longer-term customer assumptions to 18.0 million by FY25E (compared to 22.5 mm previously), while medium-term net transaction margin estimate increases from 2.10% to 2.20% given a more favorable geographic mix New UBS forecasts assume flat FY21E active customers and flat underlying sales, while an 'extreme scenario' assumes a ~10% reduction in active customers in FY21E, and underlying sales of \$8.8 billion In his letter to shareholders, Afterpay advises that it has not seen a material impact on business activity and timing of instalment repayments or transaction losses to date, despite the significant challenges as a result of COVID-19 evidenced by the volatility in its share price
03/18/20	<ul style="list-style-type: none"> Afterpay also noted that the majority of its underlying sales (>75%) are generated from online transactions, and reiterated its support to merchants who are rapidly looking to increase their online exposure in the current environment and that it will redirect a portion of its existing budgeted marketing spend for this purpose

Stock Performance: (ASX:APT) ⁽¹⁾





Date	Comments
03/18/20	<ul style="list-style-type: none"> Ingenico has indicated that it has roughly 40% exposure to airline and travel-related companies within its Global Online business, which comprised roughly 5% of Ingenico's total group net revenue in 2019 JPMorgan believes that Ingenico will be impacted by the slowdown in sales at merchants driven by the lockdown imposed by several European countries, and notes Ingenico's overall sales declined by 4.8% in 2009, when it was primarily a terminals company JPMorgan lowers estimates for Ingenico's sales in 2020/21 by 6.3%/6.5%, while forecasts Ingenico's Retail business to grow by 5.8% y/y and its terminals business to decline by 3.3% y/y in 2020. This translates to 1.3% growth in 2020. Revised adjusted EBITDA and adjusted EPS estimates for 2020/21 stand 16.0%/8.1% and 28.5%/18.1%, respectively, lower compared to previous estimates

Stock Performance: (ENXTPA:ING) ⁽¹⁾



VIII. Recent Private FinTech Company Financing Activity

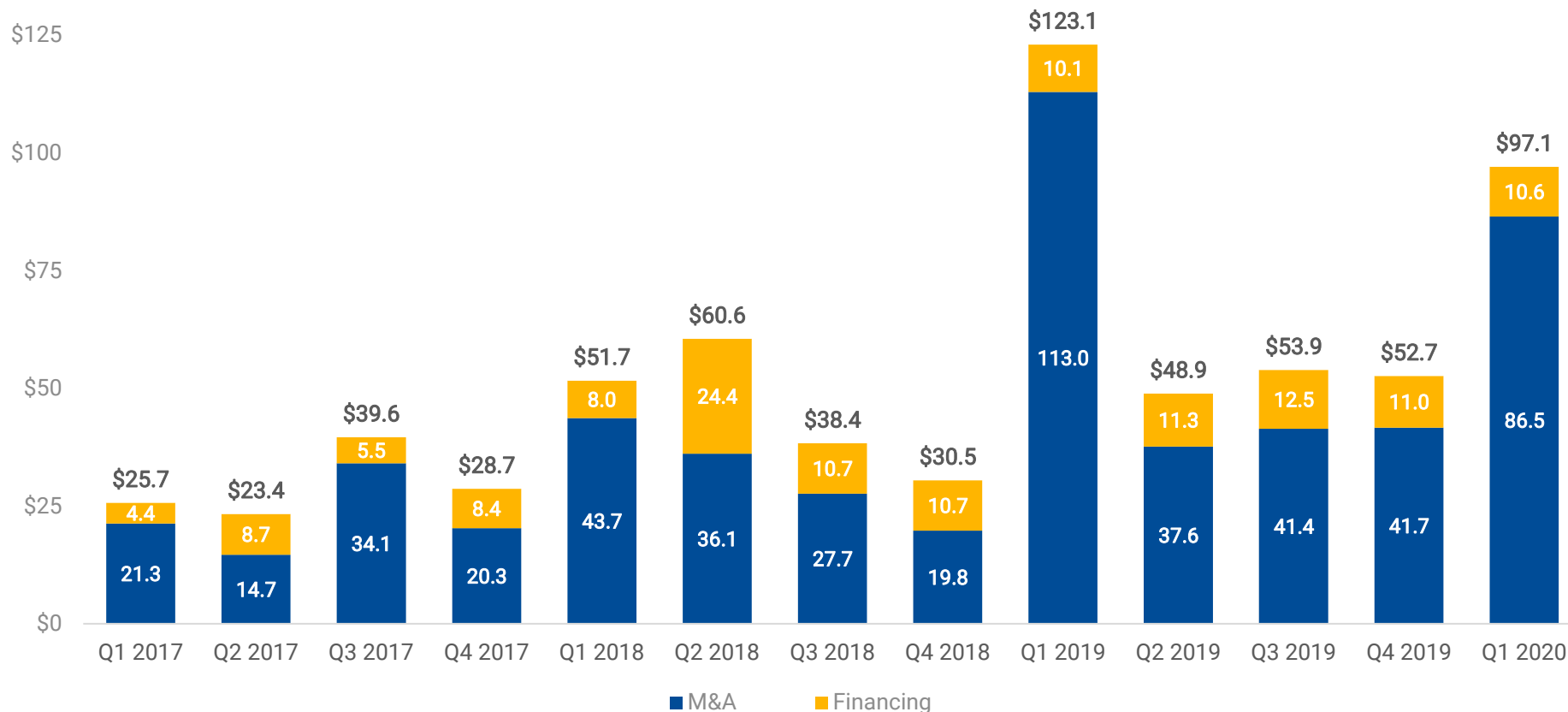
April 2020

FinTech Transaction Activity by Time Period

FinTech transaction activity was very strong in 2019 and Q1 2020, but will likely decline significantly for at least the next two quarters, though figures for April 2020 may be inflated by deals that were already in place prior to the pandemic

FinTech Transaction Volume by Quarter

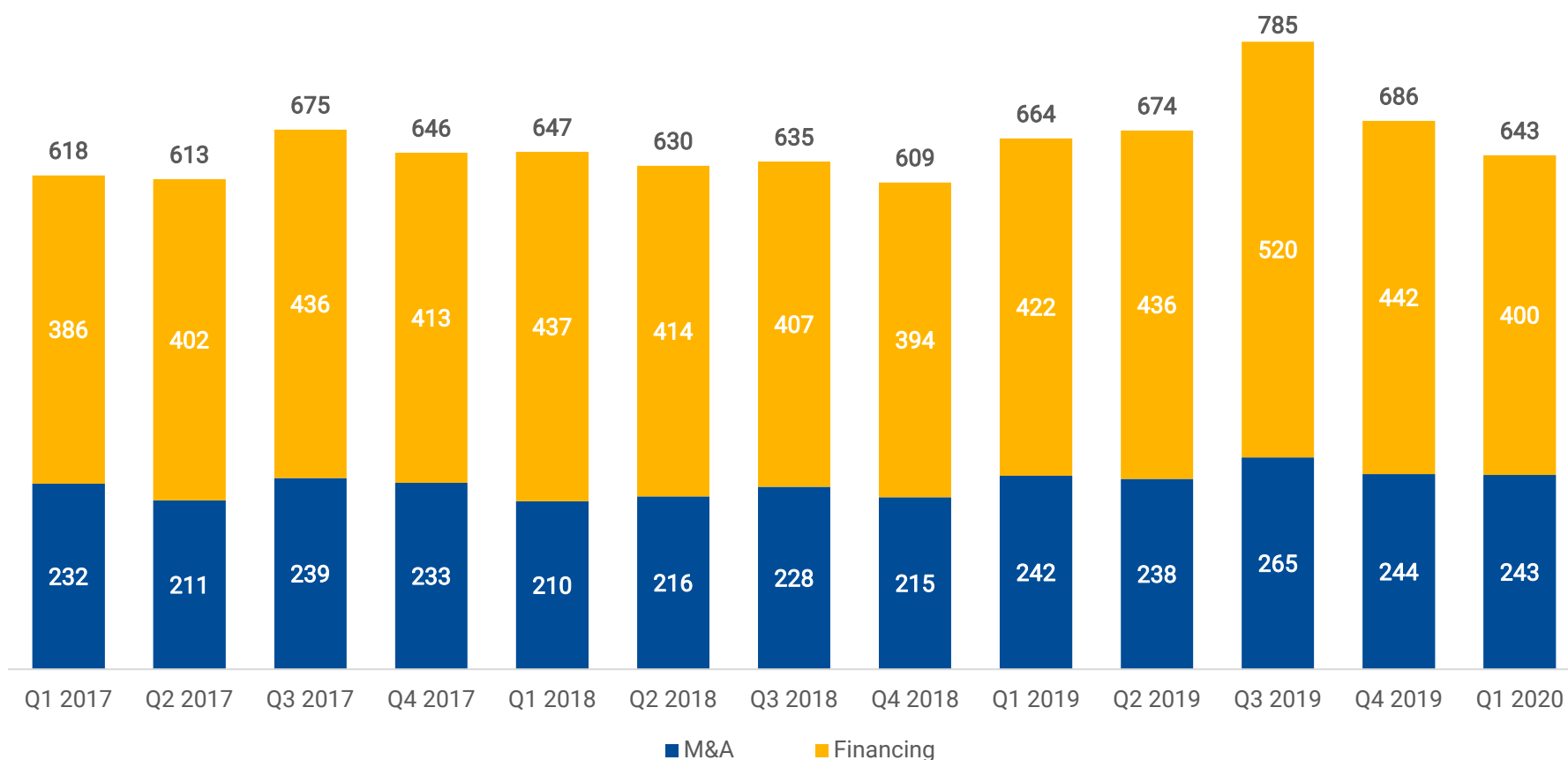
\$ in billions



FinTech Transaction Activity by Time Period (cont.)

FinTech transaction activity was very strong in 2019 and Q1 2020, but will likely decline significantly for at least the next two quarters, though figures for April 2020 may be inflated by deals that were already in place prior to the pandemic

The Number of FinTech Transactions by Quarter

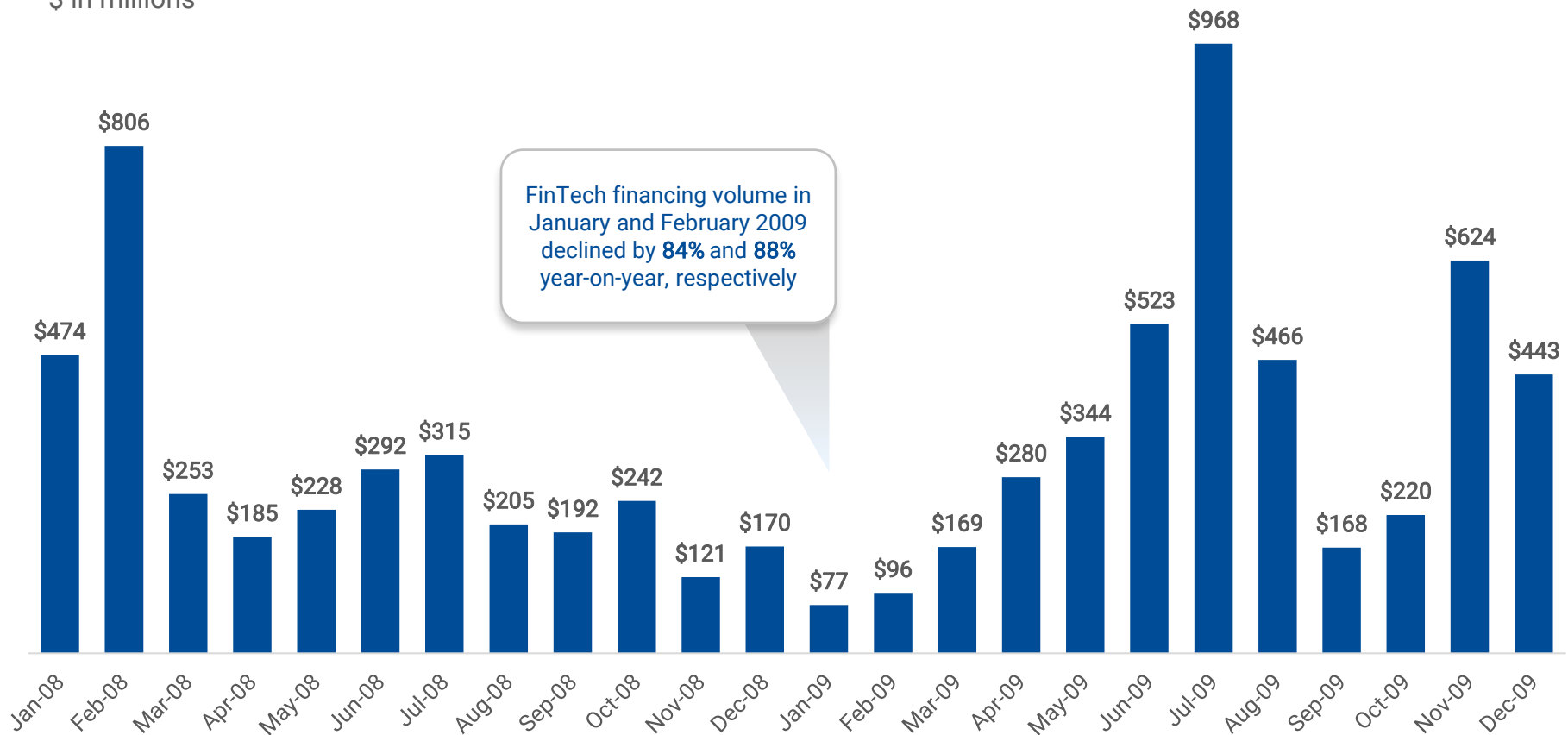


FinTech Transaction Activity by Time Period (cont.)

FinTech financing volume declined precipitously during the recession in 2008 and 2009; while this downturn is likely to be shorter-lived, the near-term declines could look similar to 2009

FinTech Financing Volume by Month, 2008 – 2009 ⁽¹⁾

\$ in millions



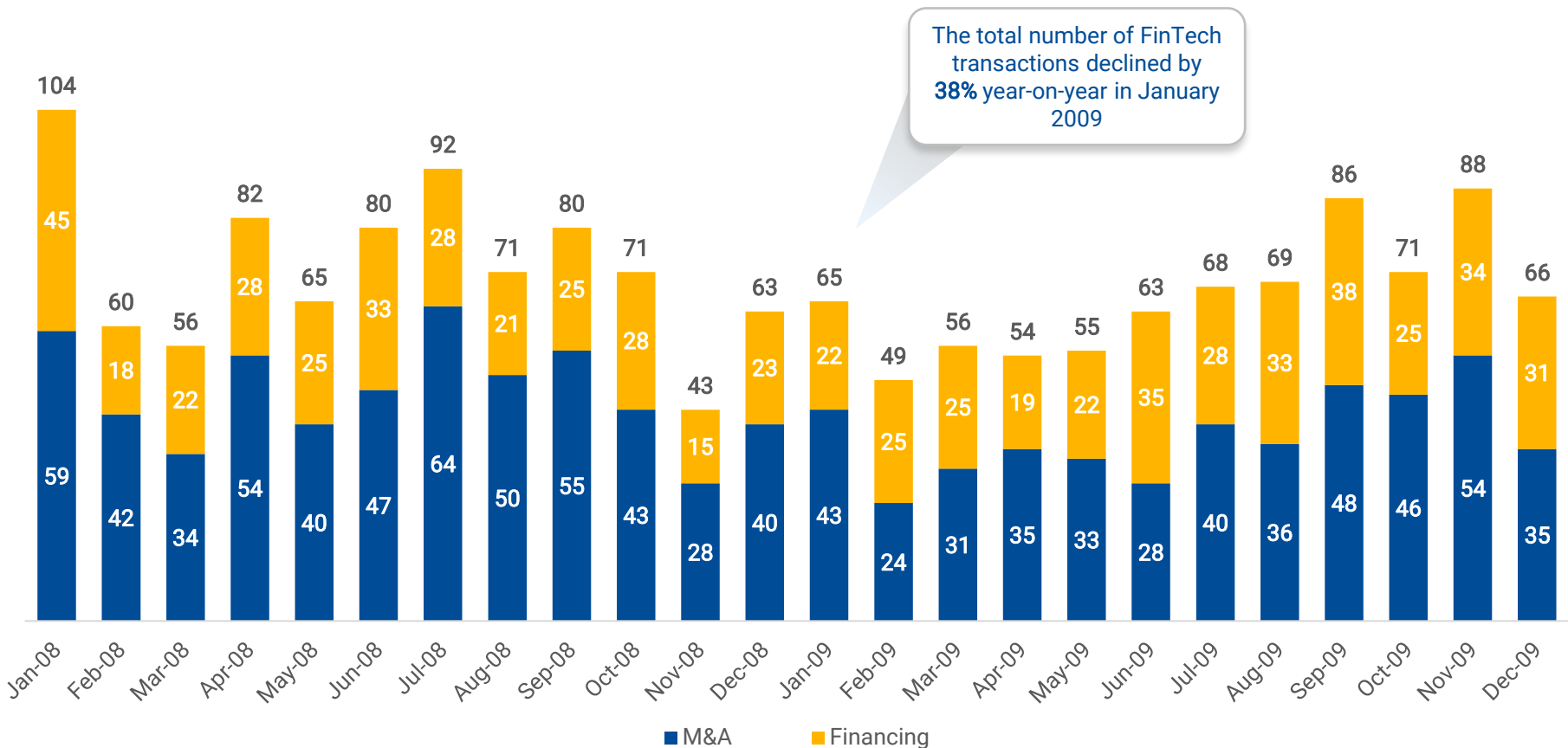
Source: FT Partners' Proprietary Transaction Database

(1) June 2008 excludes Merrill Lynch's \$4.5 billion sale of its stake in Bloomberg as it was a secondary transaction

FinTech Transaction Activity by Time Period (cont.)

FinTech transaction activity declined precipitously during the recession in 2008 and 2009; while this downturn is likely to be shorter-lived, the near-term declines could look similar to 2009

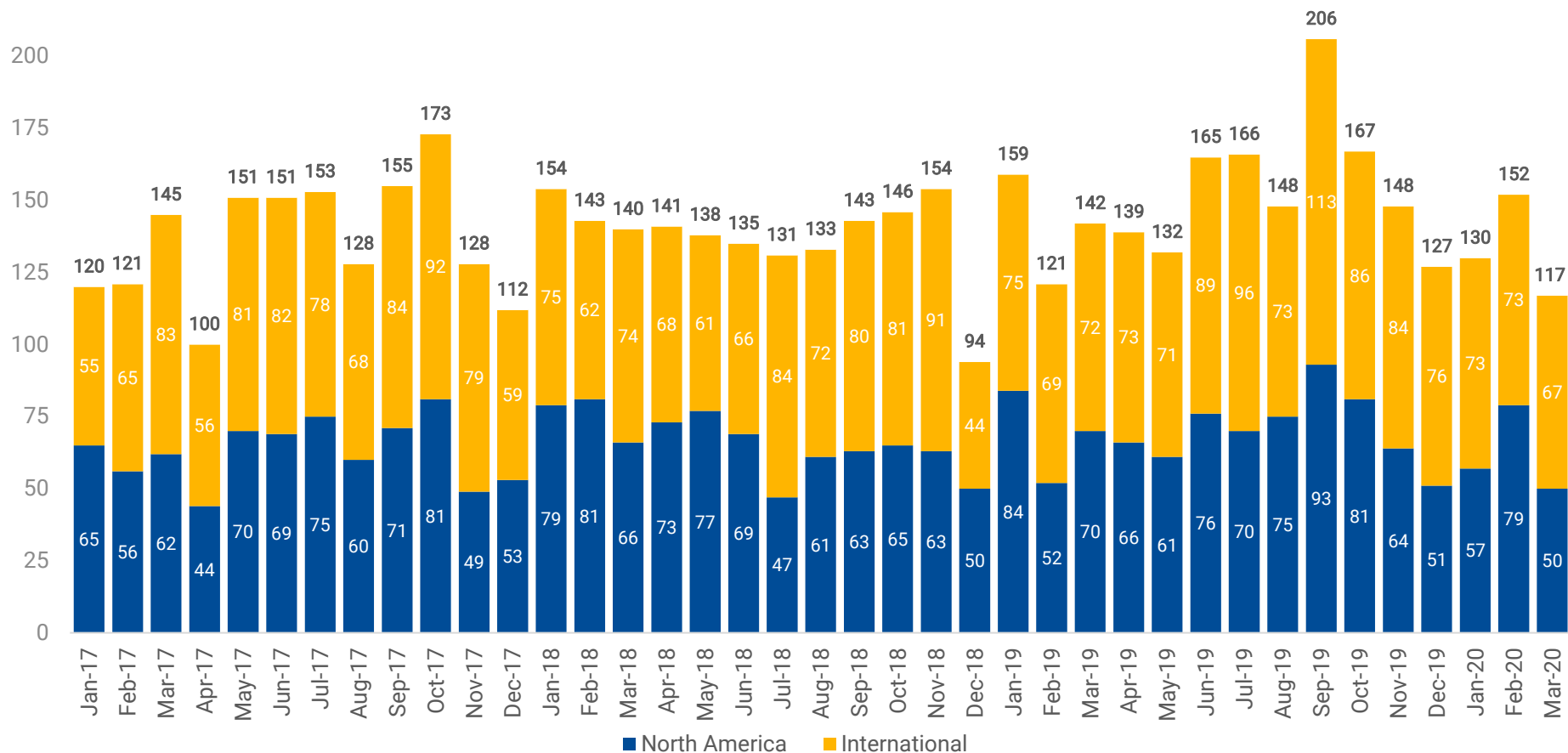
The Number of FinTech Transactions by Month, 2008 – 2009



FinTech Transaction Activity by Geography

FinTech transaction activity has been strong across geographies in recent years, and will likely decline across geographies in the near-term, with the timing of recoveries depending on the duration of social distancing measures and resulting economic impacts in each market

Total FinTech Financing Transactions by Month, 2017 to present

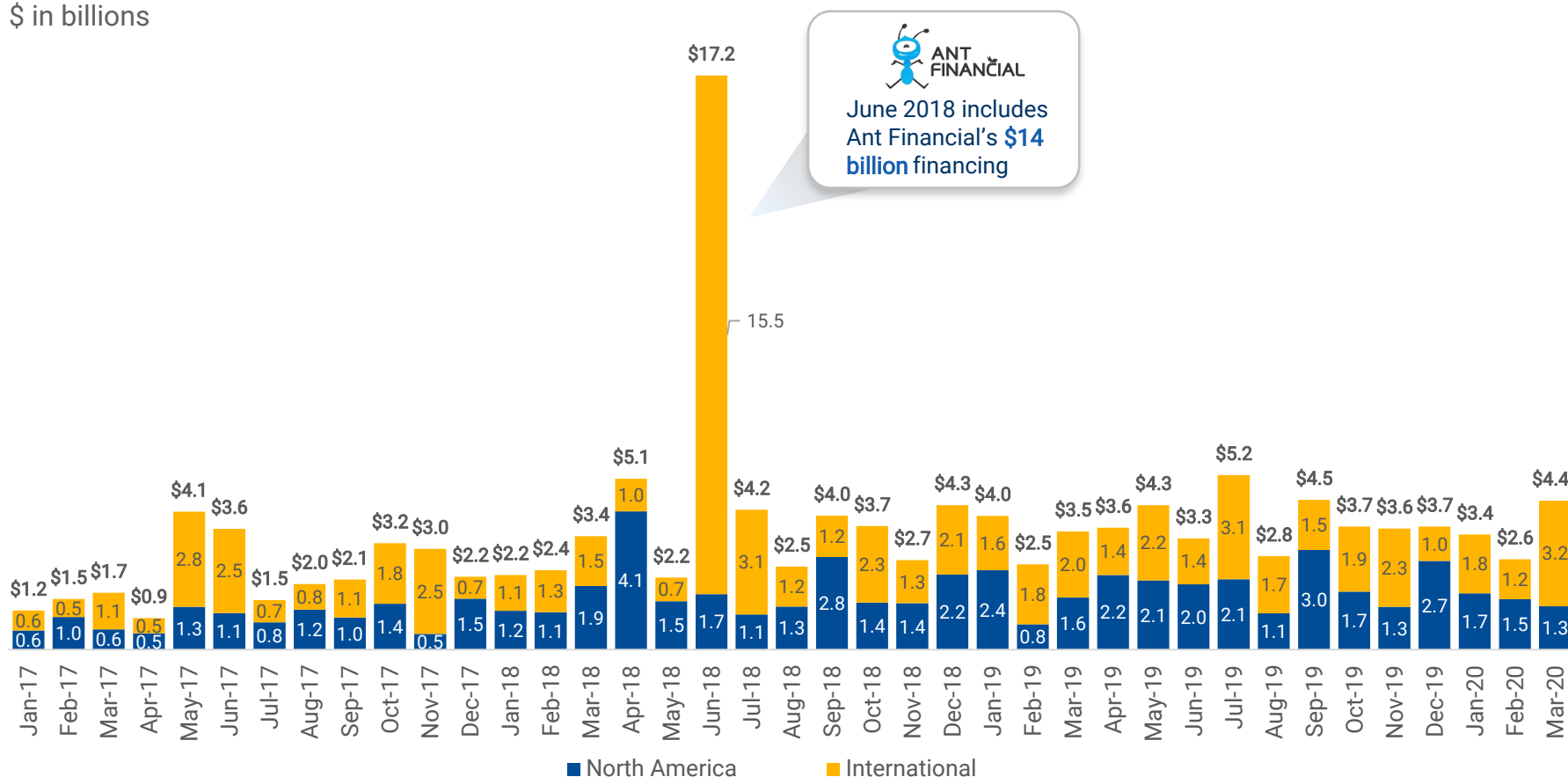


FinTech Transaction Activity by Geography (cont.)

FinTech transaction activity has been strong across geographies in recent years, and will likely decline equally across geographies in the near-term, with the timing of recoveries depending on the duration of social distancing measures and resulting economic impacts in each market

Monthly FinTech Financing Volume

\$ in billions



Recent FinTech Financing Rounds with New Investors

Despite the overall downturn in the market, in recent weeks there have still been a number of large FinTech capital raises with participation from new investors



Raises \$160 million in Series D Financing

New investors: ANZi Ventures, Salesforce Ventures



Raises \$146 million in Series D Financing

New investors: Ping An, Hamilton Lane, Goldman Sachs, WestCap Group, Affiliated Managers Group



Raises \$128 million in additional Growth Financing for a total of \$388 million

New Investors: Lone Pine Capital, Neuberger Berman, Schonfeld Strategic Advisors



Raises \$145 million in Series C Financing

New investors: Bain Capital, Industry Ventures



Raises \$125 million in Series C Financing

New investors: Sapphire Ventures, Recruit Strategic Partners, Alkeon Capital Management



Raises \$100 million in Financing

New Investors: TPG Growth



Raises \$67 million in Series B Financing

New investors: Accel, Founders Fund



Raises \$65 million in Series C Financing


















New investor: Index Ventures
















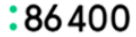



Raises \$54 million in Series C Financing

New Investor: Temasek

















Selected Recent FinTech Financing Transactions

Announce Date	Company	Selected Investor(s)	Amount (\$ in mm)	FinTech Sector	Target Country
04/22/20	 avidxchange™	Lone Pine Capital; Schonfeld Strategic Advisors; Pivot Investment Partners; Mastercard; Sixth Street Partners; Neuberger Berman	\$388	Financial Management Solutions	USA
04/20/20	 alan	Temasek; Index Ventures	54	InsurTech	France
04/17/20	 stripe	Andreessen Horowitz; General Catalyst; Sequoia Capital; GV	600	Payments	USA
04/17/20	 TRADE REPUBLIC	Accel; Founders Fund	68	Securities	Germany
04/16/20	 previsio	ReefKnot Investments; MasterCard; Bessemer Venture Partners; Hambro Perks; Augmentum	11	Financial Management Solutions	UK
04/16/20	 taxfix	Index Ventures; Valar Ventures; Creandum; Redalpine Venture Partner	65	Financial Management Solutions	Germany
04/16/20	 CRYPTO FINANCE	Lingfeng Capital; QBN Capital; Undisclosed Investors	15	Payments	Switzerland
04/16/20	 NOBROKER	General Atlantic	30	Banking / Lending Tech	India
04/16/20	 Parsyl	Ascot Group; GLP	15	InsurTech	USA
04/16/20	 everee	Origin Ventures; Signal Peak Ventures	10	Financial Management Solutions	USA
04/16/20	 greenbits	Tiger Global; Casa Verde Capital; DNS Capital; Undisclosed Investors	23	Payments	USA
04/15/20	 CREDIT KUDOS	AlbionVC; Ascension Health Ventures; Entrepreneur First; Fair by Design Fund; Plug and Play Ventures; TriplePoint	6	Banking / Lending Tech	UK
04/15/20	 onfido	TPG Growth	100	Financial Management Solutions	UK
04/15/20	 SETU	Falcon Edge Capital; Lightspeed Venture Partners; Lightspeed India Partners; Bharat Inclusion Initiative	15	Financial Management Solutions	India
04/15/20	 Airwallex	ANZ; Salesforce Ventures; DST Global; Tencent; Sequoia Capital China; Hillhouse Capital Group; Horizons Ventures; Hedosophia	160	Payments	Australia
04/15/20	 BIOCATCH	Bain Capital Tech Opportunities; Industry Ventures; American Express Ventures; CreditEase; Maverick Ventures; OurCrowd	145	Financial Management Solutions	Israel
04/14/20	 savi	Nyca Partners	6	Banking / Lending Tech	USA














Selected Recent FinTech Financing Transactions (cont.)

Announce Date	Company	Selected Investor(s)	Amount (\$ in mm)	FinTech Sector	Target Country
04/14/20	 AtomicLoans	Initialized Capital; Morgan Creek Digital; ConsenSys	\$3	Banking / Lending Tech	Canada
04/13/20	 CAPITAL FLOAT	Ribbit Capital; SAIF Partners; Amazon; Sequoia Capital India	15	Banking / Lending Tech	India
04/10/20	 wellpay	TTCER Partners; 8VC; Advisors.fund; Montage Ventures; Mubadala Ventures	4	Healthcare	USA
04/10/20	 acreditrader	Revel Partners; RZC Investments	5	Wealth / Capital Markets Tech	USA
04/09/20	 paidy	Itochu Corporation	48	Payments	Japan
04/09/20	 NEOSURANCE	Net Insurance; Luiss Alumni 4 Growth	1	InsurTech	Italy
04/09/20	 honcho	InsurTech Gateway; Finance Durham Fund; North East Development Capital Fund	2	InsurTech	UK
04/08/20	 bitpanda	Speedinvest	na	Payments	Austria
04/08/20	 Ddsdaq	Efftronics Asia; Draper Dragon	2	Wealth / Capital Markets Tech	USA
04/08/20	 SourceDay	ATX Venture Partners; Baird Capital; Draper Associates; Silverton Partners	13	Financial Management Solutions	USA
04/08/20	 Railsbank	Visa; Global Brain	na	Banking / Lending Tech	UK
04/08/20	 Sila	Mucker Capital; Oregon Venture Fund; Madrona Venture Group; 99 Tartans	8	Payments	USA
04/08/20	 neat	MassMutual Ventures Southeast Asia; Pacific Century Group; Visa	11	Banking / Lending Tech	Hong Kong
04/08/20	 :86400	Morgan Stanley	21	Banking / Lending Tech	Australia
04/07/20	 PODIUM	Y Combinator Continuity; Alkeon Capital Management; GV; Accel; Sapphire Ventures; IVP; Recruit Strategic Partners; Summit Partners	125	Payments	USA
04/07/20	 ARTURO	Crosslink Capital; IAG Firemark Ventures	8	InsurTech	USA
04/06/20	 XPENSIONS	HPE Growth Capital; Cinco Capital; Armada Investment	27	Wealth / Capital Markets Tech	Germany















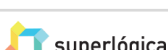

Selected Recent FinTech Financing Transactions (cont.)

Announce Date	Company	Selected Investor(s)	Amount (\$ in mm)	FinTech Sector	Target Country
04/06/20	 recko	Prime Ventures; Vertex Ventures	\$6	Payments	India
04/06/20	 YAPILY	Lakestar; Holtzbrinck Ventures; Localglobe	13	Banking / Lending Tech	UK
04/03/20	 LUNAR	SEED Capital; Greyhound Capital; Socii Capital; Augustinus Foundation	22	Banking / Lending Tech	Denmark
04/02/20	 SitusAMC	PSPIB	na	Banking / Lending Tech	USA
04/02/20	 livly	OCA Ventures; Founder Equity; Geolo Investments	8	Banking / Lending Tech	USA
04/01/20	 Olive	General Catalyst; Oak HC/FT; Drive Capital; Ascension Health Ventures	51	Healthcare	USA
04/01/20	 PLUM	SoftBank; Elliott Management; Resolute Capital Partners	2	Banking / Lending Tech	USA
04/01/20	 InvestSuite	Undisclosed Investors	2	Wealth / Capital Markets Tech	Belgium
03/31/20	 JUSPAY	Wellington Management; Vostok Emerging Finance; Accel	22	Payments	India
03/31/20	 LOADSURE	InsurTech Gateway	1	InsurTech	USA
03/31/20	 PatientPay	Mosaik Partners	6	Healthcare	USA
03/31/20	 Shopmatic	MatchMove	na	Payments	Singapore
03/31/20	 Kyash	Greenspring Associates; Goodwater Capital; Greyhound Capital; Altos Ventures; Partech Partners; Broadhaven Capital Partners; Tekton Ventures; JAFCO Co	45	Banking / Lending Tech	Japan
03/31/20	 RoadSync	Companyon Ventures; Base10 Partners; Hyde Park Venture Partners	6	Payments	USA
03/30/20	 air doctor	The Phoenix Insurance Company; Kamet	8	Healthcare	Israel
03/27/20	 phyre	Bulgarian American Credit Bank; New Vision 3	1	Payments	Bulgaria

Selected Recent FinTech Financing Transactions (cont.)

Announce Date	Company	Selected Investor(s)	Amount (\$ in mm)	FinTech Sector	Target Country
03/27/20	 PAYNETICS	Bulgarian American Credit Bank; New Vision 3	\$3	Payments	Bulgaria
03/27/20	 RUPIFI	Cloud Capital; Better Capital	na	Banking / Lending Tech	India
03/27/20	 LANISTAR	Undisclosed Investors	2	Banking / Lending Tech	UK
03/26/20	 COINMETRICS	Coinbase Ventures; Highland Capital Partners; Fidelity Investments; Castle Island Ventures; Communitas Capital Partners; Collaborative Fund; Avon Ventures; Raptor Group; Digital Currency Group	6	Wealth / Capital Markets Tech	USA
03/26/20	Fast	Susa Ventures; Index Ventures; Stripe	20	Payments	USA
03/26/20	PLASTIQ	Khosla Ventures; Kleiner Perkins; Top Tier Capital Partners; B Capital Group	75	Payments	USA
03/24/20	 CoinDCX	Bain Capital Ventures; Polychain Capital; BitMEX Ventures	3	Wealth / Capital Markets Tech	India
03/24/20	 Arkose Labs	M12; US Venture Partners; PayPal	22	Financial Management Solutions	USA
03/24/20	 XINJA <small>HOW MONEY SHOULD BE</small>	Dubai World	95	Banking / Lending Tech	Australia
03/23/20	F R A N K .	Undisclosed Investors	5	Banking / Lending Tech	USA
03/23/20	 enable	Sierra Ventures; Menlo Ventures	13	Financial Management Solutions	USA
03/23/20	 iCapital <small>NETWORK</small>	Ping An Ventures; WestCap Investment Partners; BlackRock; Goldman Sachs; Affiliated Managers Group Inc.; BNY Mellon; Hamilton Lane; UBS; The Blackstone Group	146	Wealth / Capital Markets Tech	USA
03/20/20	 VERITAS <small>FINANCE</small>	Norwest Venture Partners; Kedaara Capital; Sarva Capital	46	Banking / Lending Tech	India
03/19/20	 KINGSCROWD	Undisclosed Investors	1	Wealth / Capital Markets Tech	USA
03/19/20	 billion	Rising Tide Mobile Entertainment; Mencey Capital; Fidelity National Information Services; Undisclosed Investors	6	Payments	Poland
03/19/20	 hi marley	Undisclosed Investors	8	InsurTech	USA

Selected Recent FinTech Financing Transactions (cont.)

Announce Date	Company	Selected Investor(s)	Amount (\$ in mm)	FinTech Sector	Target Country
03/19/20	 ADDEPAR	WestCap Investment Partners; Undisclosed Investors	\$40	Wealth / Capital Markets Tech	USA
03/19/20	 vivriti CAPITAL	LGT Lightstone Aspada	50	Banking / Lending Tech	India
03/18/20	 boro	LexinFintech	12	Banking / Lending Tech	USA
03/17/20	 KhataBook	Undisclosed Investors	na	Financial Management Solutions	India
03/17/20	 Swipii	Par Equity	1	Payments	UK
03/17/20	 Fintso	Undisclosed Investors	3	Wealth / Capital Markets Tech	India
03/17/20	 Apsiyon	Earlybird Digital East Fund; Undisclosed Investors	5	Real Estate Tech	Turkey
03/17/20	 SmartCoin	LGT Lightstone Aspada; Unicorn India Ventures; Accion Venture Lab	7	Banking / Lending Tech	India
03/17/20	 one	Core Innovation Capital; Foundation Capital; Obvious Ventures	17	Banking / Lending Tech	USA
03/17/20	 PENTA	RTP Global; ABN AMRO Ventures; Finleap; VR Ventures Management; Holtzbrinck Ventures	21	Banking / Lending Tech	Germany
03/16/20	 CONSERVICE	Advent International	na	Financial BPO	USA
03/16/20	 payhawk	Earlybird Digital East Fund; Tiny VC; Undisclosed Investors	3	Banking / Lending Tech	UK
03/16/20	 smeFinance	Citadele Bank	11	Banking / Lending Tech	Lithuania
03/16/20	 同城票据网 www.tcpjw.com	DCM; Huagai Capital; Matrix Partners China	21	Financial Management Solutions	China
03/16/20	 superlógica	Warburg Pincus	59	Financial Management Solutions	Brazil
03/16/20	 bakkt	Intercontinental Exchange; PayU; The Boston Consulting Group; Goldfinch Partners; CMT Digital; M12; Pantera Capital	300	Crypto / Blockchain	USA

IX. Coronavirus Stimulus Bill Overview

April 2020

Overview of the Coronavirus Stimulus Bill

The Coronavirus Aid, Relief, and Economic Security Act (CARES) provides approximately \$2 trillion to alleviate the damaging effects of the coronavirus pandemic to the US economy and population

Some key highlights from the bill are listed below:

Approx. % of Total Spending	Category	Description
8%	State / Local	\$150 billion Coronavirus Relief Fund for state, local and tribal governments
2%	Schools	\$30 billion for an Education Stabilization Fund for states, school districts and institutions of higher education for costs related to COVID-19
2%	Disaster Relief / Response	\$45 billion for the Disaster Relief Fund for imminent needs of state, local, tribal and territorial governments across the United States to protect the population and help areas recover from COVID-19
>1%	National Guard	\$1.4 billion for deployments of the National Guard – the funds will support 20,000 members of the National Guard for use under the direction of the governors of each state for the next six months
>1%	CDC	\$4.3 billion for the Centers for Disease Control and Prevention to help federal, state and local public health agencies prevent, prepare for, and respond to COVID-19
1%	Transit Systems	\$25 billion for transit systems distributed by existing state organizations
>1%	Elections	\$400 million in election security grants for the upcoming 2020 election
13%	Unemployment	\$260 billion investment to increase unemployment insurance from 3 to 4 months, and to provide temporary unemployment payments of \$600 per week, in addition to the regular state and federal benefits
25%	Big Business	Creates a \$500 billion lending fund for businesses, cities and states
18%	Small Business	\$350 billion for small business loans
TBD	Direct Payments	Provides a \$1,200 direct payment to many Americans and \$500 for each dependent child

Direct Payments One-time payment to lower and middle-income Americans based on gross income as reported in latest tax return, 2018 or 2019

Individuals – \$1,200

- Full payment for individuals making \$75,000 or less
- Lower, scaled payments for individuals making \$99,000 or less
- No payment for individuals making over \$99,000

Married Couples – \$2,400

- Full payment for couples making \$150,000 or less
- Lower, scaled payments for couples making \$198,000 or less
- No payment for couples making over \$198,000

Additional Per Child Under 17 years – \$500

- Money is expected to go out by April 6, 2020 through direct deposits for people that had a tax refund in the last two years and through checks for everyone else

Unemployment Expands unemployment timing and payment amounts

- Unemployment benefits expand from 3 to 4 months
- Temporary additional payments of \$600 per week
- Part-time, self-employed and gig economy workers now have access to unemployment benefits

Small Businesses Provides relief to small businesses through loans and grants

Paycheck Protection Program (PPP): \$350 billion for small business loans of up to \$10 million

- Businesses and non-profits with 500 or fewer employees are eligible for loans
- Self-employed and gig workers can also qualify
- Priority for loans will be given to women-owned businesses, new businesses and businesses run by anyone “socially and economically disadvantaged” ⁽¹⁾
- Loans will be provided through banks, credit unions, and other lenders – including FinTech lenders - and guaranteed by the Small Business Administration (SBA) – applications should be submitted through lenders who are partnered with the SBA ⁽²⁾
- Restrictions placed on VC- and PE-backed firms have led to lobbying for amendments to the bill

Included in the \$350 billion is \$10 billion for SBA emergency grants of up to \$10,000 for immediate relief for businesses’ operating costs

Also included is \$17 billion for the SBA to cover 6 months of payments for small businesses with existing SBA loans

- Rent, mortgage and utility costs are now eligible for SBA loan forgiveness

Provides broader access to bankruptcy relief for small businesses

- Chapter 11 bankruptcy is now available to small businesses carrying debt of up to \$7.5 million - an increase from the previous limit of \$2.7 million ⁽³⁾

A separate \$500 billion fund was created for bailing out large businesses affected by the pandemic, such as airlines, with emergency loans

- The fund will be overseen by Treasury Secretary Steve Mnuchin, a congressional oversight committee and an Inspector General

Actions by the Federal Reserve

On April 9, 2020, the Federal Reserve announced it will provide up to \$2.3 trillion in loans for further support of the economy

Provide \$600 billion in loans for small and medium businesses through the Main Street Lending Program

- 4-year loans for companies with 10,000 workers or less, or with annual revenue of less than \$2.5 billion
- Principal and interest payments will be deferred for one year
- Funds will be disbursed through the top banks in the U.S.
- The Treasury is providing \$75 billion to the facility from funds designated by the CARES Act

Supply financing to the financial institutions that are originating PPP loans

- Called the Paycheck Protection Program Liquidity Facility (PPPLF), the Fed will supply liquidity to the participating financial institutions through term financing backed by PPP loans

Support the flow of credit to household and businesses through expanding the size and scope of three programs:

- Primary and Secondary Market Corporate Credit Facilities (PMCCF and SMCCF) and the Term Asset-Backed Securities Loan Facility (TALF) will now support up to \$850 billion in credit backed by \$80 billion in credit protection by the Treasury
- Broadens the range of assets that are eligible for collateral through TALF, which supports the issuance of asset-backed securities that fund lending for student loans, auto loans, credit card loans and more

Provide \$500 billion to establish the Municipal Liquidity Facility which will offer loans to states and local governments to help them manage cash flow strain caused by the pandemic

- The Fed will also buy short-term debt from states, Washington D.C., counties with 2 million or more residents, and cities with over a million people
- The Treasury is providing \$35 billion of credit protection to the Federal Reserve using funds from the CARES Act

The Role of FinTech Companies

Several FinTech companies have already played a key role in supporting consumers and small businesses

Consumer-Focused

Personal Finance companies are finding ways to support customers as they face new difficulties ⁽¹⁾

- **Propel**, a Brooklyn-based startup that aims to help low-income Americans improve their financial health, has partnered with nonprofit **GiveDirectly** to enable its customers to receive \$1,000 donations on their prepaid cards
- **Chime**, a San Francisco-based Challenger Bank, offered eligible users advances on their \$1,200 government stimulus checks
- **Even**, which enables customers to access earned wages early and provides budgeting tools, has recently allowed users to take money out every day if their employer permits it
- Challenger Banks across the world have also experience increases in downloads as traditional banks have had to close their branches (see FT Partners report on [*The Rise of Challenger Banks*](#))

Small Business-Focused

As Traditional Banks experienced hardships issuing PPP loans, Alternative Lenders proved resilient

- At the launch of the \$349 billion loan program for small business, many traditional banks weren't prepared to issue loans
- Meanwhile, several more agile SMB lenders were quick to provide small businesses with PPP loans, such as **Kabbage**, which was among the first FinTech lenders to step up in ensuring SMBs could access these loans ⁽²⁾

(1) Forbes: "Fintech Apps Offer Financial First Aid For Hardest-Hit Consumers"

(2) Forbes: "Kabbage Teams With SBA Banks To Issue PPP Loans"

X. Overview of FT Partners



April 2020

FT Partners – Focused Exclusively on FinTech

FINANCIAL
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FT Partners' Geopolitical Impacts and Imperatives of COVID-19 Video Panel

Geopolitical Impacts and Imperatives Of COVID-19

On April 16, 2020, FT Partners hosted a strategic panel covering the COVID-19 pandemic. This session provided insights into the Geopolitical Impacts and Imperatives of COVID-19. Panelists Marko Papic (Chief Geopolitical Strategist, Clocktower Group) and R.P. Eddy (CEO, Ergo) joined us to provide a geopolitical analysis of the COVID-19 crisis and discuss the effects that policy, national leadership, and stimulus will have on markets in the coming weeks and months.



Steve McLaughlin

Founder & CEO of FT Partners



Greg Smith

Moderator, FT Partners



Marko Papic

Clocktower Group



R.P. Eddy

Ergo

To watch a replay of the video conference: <https://www.ftpartners.com/webinar/geo-impact-covid-19>

FT Partners – Focused Exclusively on FinTech

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FT Partners' EMEA Perspective on Venture Capital Video Conference

EMEA Perspective on Venture Capital Amidst COVID-19

On April 9, 2020, FT Partners hosted a world-class panel of venture investors and leaders in the FinTech community to discuss the impacts of the COVID-19 pandemic on the EMEA region



Steve McLaughlin
Founder & CEO of FT Partners
Moderator



Stefan Klestil
of Speedinvest



Sean Park
of Anthemis



John Doran
of TCV



Rob Moffat
of Balderton Capital



Aaron Goldman
of General Atlantic

To watch a replay of the video conference: <https://www.ftpartners.com/webinar/emea-vc-covid-19/>

FT Partners – Focused Exclusively on FinTech

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FT Partners' Venture Capital Panel Discussion

Venture Capital in the Middle of COVID-19

On April 2, 2020, FT Partners hosted a world-class panel of venture investors and leaders in the FinTech community to discuss the global impacts of the COVID-19 pandemic



Steve McLaughlin
Founder & CEO of FT Partners
Moderator



Tom Stafford
of DST



Nigel Morris
of QED Investors



Patricia Kemp
of Oak HC/FT



Matt Harris
of Bain Capital Ventures



Hans Morris
of Nyca Partners

To listen to a recording of the call : <https://www.ftpartners.com/webinar/vc-covid-19>

The Rise of Challenger Banks Are the Apps Taking Over?



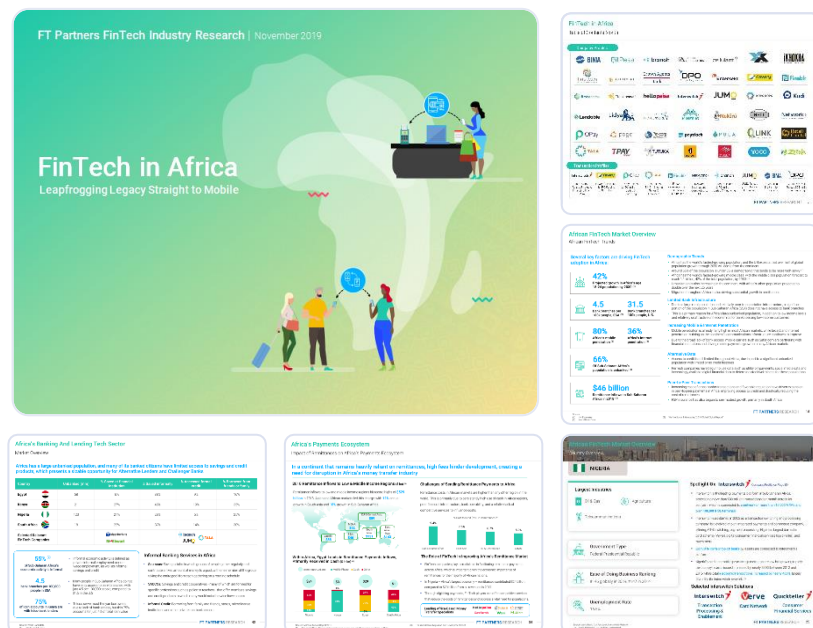
Click pictures to view report

The banking sector is experiencing a major shift globally, as Challenger Banks are becoming increasingly formidable competitors to traditional banks and have begun to capture significant market share. Furthermore, the lines between banks and other consumer financial services providers are blurring, with several alternative lenders and robo-advisors beginning to offer banking products to their customers. E-commerce / internet giants are also jumping into the fray with Google and Amazon, among others, beginning to offer banking products. In response to the emergence of Challenger Banks, a number of incumbent banks have launched their own FinTech brands, and traditional financial institutions will likely turn to FinTech solution providers in order to defend their turfs.

Highlights of the report include:

- An overview of trends in the Challenger Banking space as well as the broader banking ecosystem
- A detailed landscape of Challenger Banks globally
- Proprietary list of financing and M&A transactions in the space
- Interviews with 17 Challenger Bank executives
- Detailed profiles of 41 global Challenger Banks

FinTech in Africa Leapfrogging Legacy Straight to Mobile



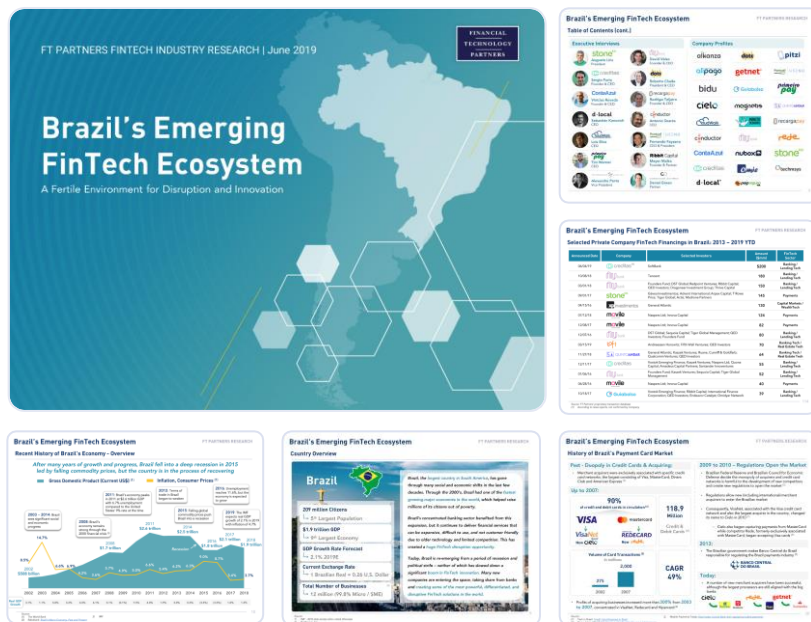
Click pictures to view report

FT Partners' [FinTech in Africa report](#) provides an in-depth look at the FinTech ecosystem spreading across Africa. As mobile proliferation and internet penetration continue to accelerate, financial services in many African markets are bypassing traditional banking infrastructure in favor of tech-enabled solutions such as mobile payments, mobile banking and digital lending. With a large, rapidly-growing population and several of the world's fastest-growing economies, Africa represents a large and attractive market opportunity for FinTech companies given its relatively underdeveloped financial services ecosystem.

Highlights of the report include:

- An overview of trends in the FinTech markets in Egypt and Sub-Saharan Africa, particularly Kenya, Nigeria, and South Africa
- A detailed landscape of FinTech players in Africa and company profiles
- Proprietary list of financing and M&A transactions in the space
- Overview of selected active FinTech investors in Africa

Brazil's Emerging FinTech Ecosystem A Fertile Environment for Disruption and Innovation



Click pictures to view report

[FT Partners' report](#) provides an in-depth look at the FinTech ecosystem in Brazil. Brazil is in the midst of a FinTech revolution as the confluence of a number of forces has created a very fertile environment for innovation and disruption across various financial, technology and business services. With the world's fifth largest population, the ninth largest economy and a government encouraging greater competition for a highly concentrated banking ecosystem, Brazil represents a very attractive market and a huge growth opportunity for technology-driven financial solutions across Payments, Banking, Lending, Insurance, Wealth Management, and other sectors.

Highlights of the report include:

- Social, economic and FinTech trends in Brazil
- Regulatory environment in Brazil and recent updates
- Brazilian Payments, Banking, Lending, InsurTech, Financial Management Solutions, and WealthTech sector overviews
- 14 exclusive interviews with FinTech executives, entrepreneurs and investors in Brazil
- A detailed market landscape of FinTech companies operating in Brazil
- Individual profiles of 26 companies playing a significant role in the Brazilian FinTech universe
- Highlights of active investors in the space and recent financing transactions

Beyond the Credit Score: What's Next in Consumer Credit Management



Click pictures to view report

[FT Partners' report](#) provides an in-depth look at the consumer credit space. Today, while many companies offer free credit scores, few offer free credit monitoring, and even fewer offer key insights about what impacts consumers' credit worthiness. After getting access to their credit scores, consumers are often at a loss of what to do and are largely left on their own to make important credit decisions. This contrasts with the asset side of consumers' balance sheets where financial advisors and, increasingly, robo advisors are using data and analytics to alleviate consumers of the burden of making investment decisions for their specific goals. Consequently, we expect financial service providers to move beyond offering free access to credit information and move towards providing complete credit lifecycle management solutions.

Additional highlights of the report include:

- History of the free credit score and new trends in the credit and PFM space
- Consumer FinTech landscape including multiple sub-categories
- Exclusive interviews of executives in the space
- Proprietary list of financing and M&A transactions
- Detailed company profiles of both private and public players

Auto FinTech: The Emerging FinTech Ecosystem Surrounding the Auto Industry



Click pictures to view report

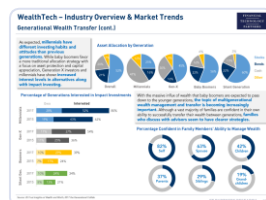
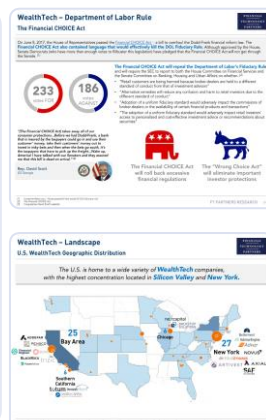
FT Partners' 200+ page report provides an in-depth look at the FinTech ecosystem surrounding the auto industry:

As the automotive industry continues to innovate, consumers and businesses will expect the financial services and processes surrounding this massive industry to modernize and adapt as well. Similarly, as new advances change the way consumers and businesses use cars, both traditional financial services and FinTech companies can distinguish themselves by offering new, innovative solutions.

The report includes:

- Trends regarding the transformation of the auto industry and innovations in auto lending, insurance and payments
- The activity among traditional players in the space such as partnerships, investments and acquisitions
- Proprietary financing and M&A transactions in the space
- A detailed industry landscape of Auto FinTech players and company profiles

WEALTHTECH The Digitization of Wealth Management



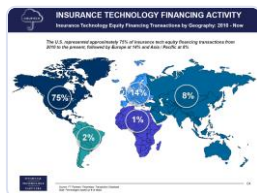
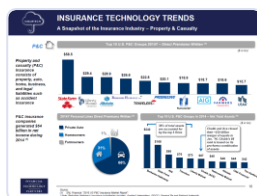
Click pictures to view report

FT Partners' 180+ page report is an in-depth examination of the dramatic changes sweeping across the wealth management industry. The traditional investment management and registered investment advisor ("RIA") industries are facing numerous threats, and while firms in the industry recognize the need to respond, technology-driven innovation is not a core expertise of most RIAs and investment managers. Consequently, there has been a groundswell of FinTech companies bringing digital capabilities to the traditional wealth management industries. Collectively, we label this segment of FinTech as WealthTech.

Additional highlights of the report include:

- Visual WealthTech industry landscape including multiple sub-categories
- Exclusive interviews of CEOs at notable disruptive companies
- Proprietary list of financing and M&A transactions in the space
- Detailed company profiles of both private and public players

Prepare for the InsurTech Wave: Overview of Key InsurTech Trends



Click pictures to view report

FT Partners' 269-page report provides an in-depth look at the major waves of innovation and disruption that are beginning to radically alter the insurance industry.

Additional highlights of the report include:

- An analysis of specific trends across: Insurance Distribution, Sales, Marketing and Engagement, Data and Analytics and Insurance Administration
- The responses of incumbents to date including the innovations, investments, partnerships and acquisitions being made to stay ahead of the game
- Proprietary InsurTech financing and M&A statistics and a comprehensive list of transactions in the space
- A detailed industry landscape of InsurTech providers as well as other innovative, tangential companies and profiles of 54 companies operating in the InsurTech ecosystem

Global Money Transfer: Emerging Trends and Challenges



Click picture to view report

[FT Partners' 200+ page report](#) provides an in-depth look at the Global Money Transfer space. The report focused on key trends within two distinct industry segments:

- 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

Additional highlights of the report include:

- CEO Interviews
- Public Company Comparables
- Profiles of selected companies in the space
- Financing and M&A transactions as well as selected detailed profiles of significant deals

FT Partners Advises AvidXchange on its \$388 million Growth Financing

Overview of Transaction

- On April 23, 2020, AvidXchange announced it has raised \$128 million in additional equity financing in an oversubscribed round, which brings it to a total of \$388 million, after raising \$260 million in January of this year
- Participating investors include a number of the foremost capital management firms, including new investors Neuberger Berman, on behalf of clients, Lone Pine Capital, and Schonfeld Strategic Advisors, along with existing investors
- AvidXchange is a best-in-class business-to-business payments company that is revolutionizing how companies pay their bills by automating the invoice and payment processes for middle market companies
 - The Company focuses on serving mid-market clients and spans multiple industries including Real Estate, Financial Services, Home Owners Associations (HOA), Healthcare Facilities / Social Services, and Construction

Significance of Transaction

- The new capital will fuel AvidXchange's continued growth and innovation, allowing the Company to invest in its solutions for both buyers and suppliers while reaching more customers in the middle market
- The transaction firmly positions the Company for its next phase of growth

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to AvidXchange
- FT Partners has been AvidXchange's advisor since 2009, working with the Company on multiple capital raises, as well as a number of acquisitions
- Transaction underscores the long-term nature of many of FT Partners' relationships, as well as our deep expertise in advising leading Financial Management Solution providers

Financial Technology Partners LP FTP Securities LLC

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



*on its growth financing
with new investors*



for a total amount of

\$ 388,000,000



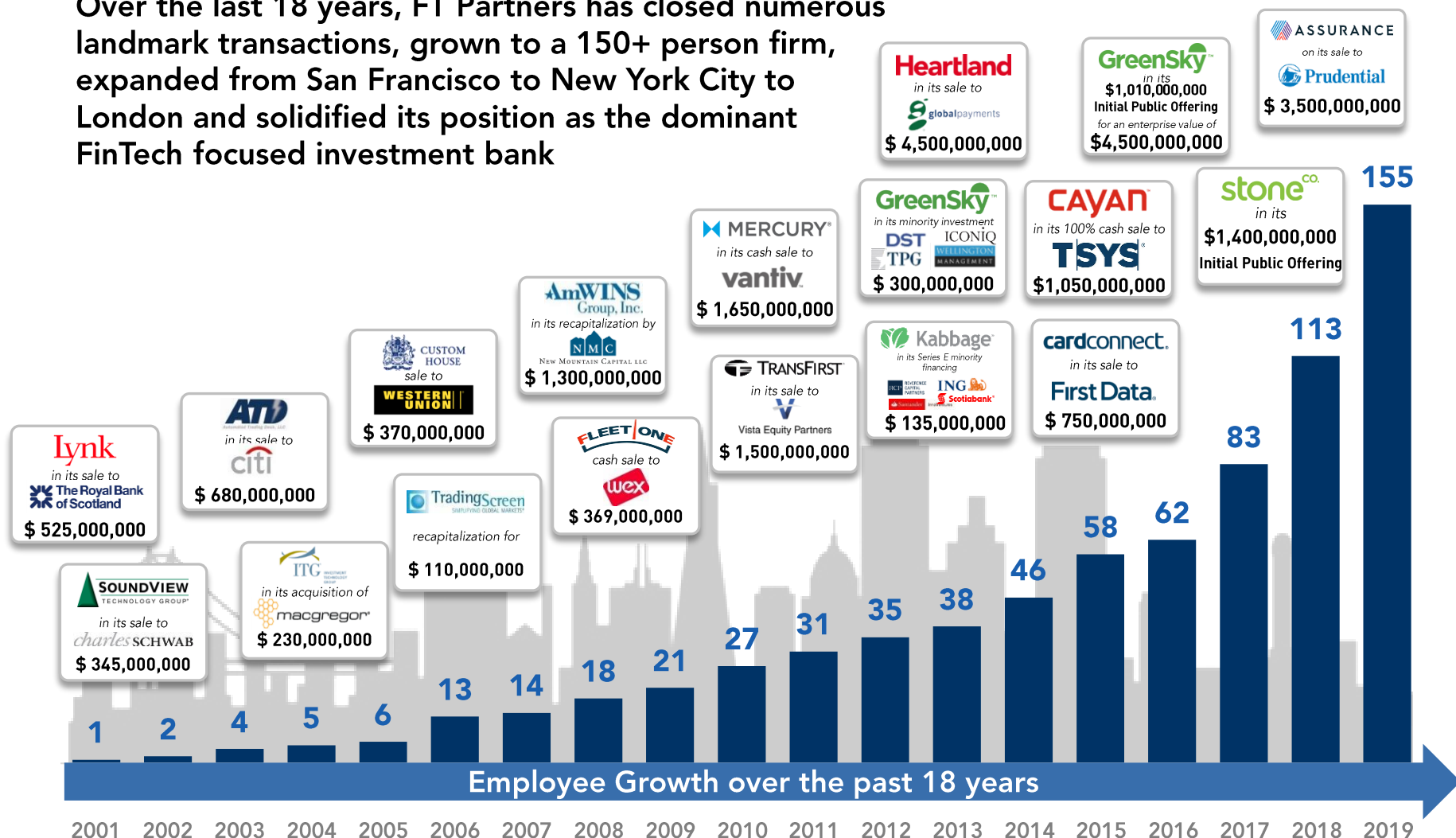
*The Only Investment Bank
Focused Exclusively on Financial Technology*

FT Partners – Focused Exclusively on FinTech

FINANCIAL
TECHNOLOGY
PARTNERS

Overview of FT Partners – 18 Years in Business

Over the last 18 years, FT Partners has closed numerous landmark transactions, grown to a 150+ person firm, expanded from San Francisco to New York City to London and solidified its position as the dominant FinTech focused investment bank



FT Partners – Focused Exclusively on FinTech

FT Partners is the Advisor of Choice for Leading FinTech Companies

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FinTech Unicorns / Multi-Billion Dollar Deals

Financial Technology Partners LP
FTP Securities LLC

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

Heartland

in its sale to

globalpayments

for total consideration of

\$ 4,500,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as
IPO Advisor to

GreenSky

in its

**\$1,010,000,000
Initial Public Offering**

for a total enterprise value of

\$4,500,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

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Financial Technology Partners LP
FTP Securities LLC

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

ASSURANCE

on its sale to

Prudential

for total consideration of up to

\$ 3,500,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its
exclusive role as advisor to

BLACKROCK

in its 100% acquisition of

FutureAdvisor

FINANCIAL
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PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

ally

in its acquisition of

BlueYield

FINANCIAL
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PARTNERS

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Financial Technology Partners LP
FTP Securities LLC

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

NOMURA
subsidiary

INSTINET

in the sale of its stake in
CHIX EUROPE

to
BATS
Listing Markets Refco

for total consideration of approximately

\$ 305,000,000

FINANCIAL
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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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Financial Technology Partners LP
FTP Securities LLC

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

**square
trade**

in its sale to

Allstate

for total consideration of

\$ 1,400,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

CAYAN

in its sale to

TSYS

for total consideration of approximately

\$1,050,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to

capitalG

in its lead investment in

credit karma

with additional participation from

TIGER **SIG** **Ribbit Capital**

for approximately

\$ 85,000,000

FINANCIAL
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PARTNERS

The Only Investment Bank
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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to

CIBC

in its strategic investment in

Delta

with additional participation from

MasterCard **Bain Capital Ventures** **Advent Capital Management**

for total consideration of approximately

\$ 70,000,000

FINANCIAL
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PARTNERS

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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
sole debt capital advisor to

**jack henry
& ASSOCIATES INC.**

in its acquisition of

iPay Technologies

for total consideration of approximately

\$ 300,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

MERCURY

in its cash sale to

vantiv

for total consideration of

\$ 1,650,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
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Financial Technology Partners LP
FTP Securities LLC

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

avidxchange

on its growth financing
with new investors

NEUBERGER BERMAN **LONE PINE CAPITAL**
SCHONFELD

for a total amount of

\$388,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as
exclusive IPO Advisor to

stone

in its

\$1,400,000,000

Initial Public Offering

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Large Corporate Clients

FT Partners – Focused Exclusively on FinTech

Sellside and Buyside Experience (Selected Examples)

FINANCIAL
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FT Partners has the strongest M&A track record in the FinTech space

Sellside M&A

Buyside M&A

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



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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as
strategic and financial advisor to

MERCURY
in its cash sale to

vantiv
for total consideration of

\$ 1,650,000,000



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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as
strategic and financial advisor to

TRANSFIRST
in its sale to

Vista Equity Partners
from
WCAS

\$ 1,500,000,000



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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its
exclusive role as advisor to

BLACKROCK
in its 100% acquisition of

FutureAdvisor



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as
strategic and financial advisor to

ING
in its acquisition of

PAYVISION
Global Card Processing

at a total valuation of approximately

\$ 447,000,000



The Only Investment Bank
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as
sole debt capital advisor to

Jack Henry & Associates Inc.
in its acquisition of

iPay Technologies
for total consideration of approximately

\$ 300,000,000



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

AmWINS
Group, Inc.
in its growth recapitalization by

NMC
NEW MOUNTAIN CAPITAL LLC
valued at approximately

\$ 1,300,000,000



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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as
exclusive strategic and financial advisor to

square
trade
in its sale to

Allstate
for total consideration of

\$ 1,400,000,000



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

ITG
INVESTMENT
TECHNOLOGY
GROUP
in its acquisition of

macgregor
for cash consideration of approximately

\$ 230,000,000



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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as
exclusive strategic and financial advisor to

Davidxchange
on its acquisition of

BankTEL



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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive
role as financial advisor to

Verifone
in its financing for the acquisition of

Lipman
for total consideration of approximately

\$ 540,000,000



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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as
strategic and financial advisor to

OpenLending
on its proposed merger with
Nebula Acquisition Corporation
(NASDAQ: NEBU)
sponsored by

TRUE WIND
for a total implied enterprise value of

\$1,330,000,000



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

Lyink
in its sale to

The Royal Bank of Scotland
for cash consideration of approximately

\$ 525,000,000



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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as
exclusive strategic and financial advisor to

ASSURANCE
on its sale to

Prudential
for total consideration of up to

\$ 3,500,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

ally
in its acquisition of

BlueYield



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Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive
role as financial advisor to

WorldFuel
in its acquisition of select assets of

MULTI SERVICE
for total consideration of approximately

\$ 137,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive
role as financial advisor to

CVC
Capital Partners
in its acquisition of

OANDA



The Only Investment Bank
Focused Exclusively on Financial Technology




















FT Partners – Focused Exclusively on FinTech

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Significant Experience Advising Large Financing Rounds and “Unicorns”

FT Partners has a history of advising on some of the largest financing transactions in the FinTech space

Representing numerous FinTech “Unicorns” above \$1 billion valuations

Company	Amount Raised
 GreenSky™	\$1,560,000,000 *
 stone ^{co.}	1,545,000,000 *
 DavidXchange	956,000,000 *
 MERCURY®	420,000,000
 MARQETA	355,000,000 *
 NEXT INSURANCE	333,000,000 *
 Remitly	289,000,000 *
 Liquidnet	250,000,000
 square trade protection plans	238,000,000
 checkout.com	230,000,000
 better.com	160,000,000
 nmi	150,000,000
 ADDEPAR	140,000,000
 Kabbage®	135,000,000
 BlueVine	102,500,000
 MoneyLion	100,000,000
 POYNT	100,000,000
 CHROME RIVER	100,000,000
 Fawry	100,000,000

Selected Prominent Investors in FT Partners Led Rounds








* Total includes multiple financing rounds

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Selected FT Partners' International / Cross-Border Experience

FT Partners' global presence offers capabilities reaching far beyond North America, as demonstrated by our numerous international clients and successful transactions with international firms & investors

Target	Buyer / Investor	International Aspect
		
		
		
		
	  	
		
		
		
	 	
	 	
		
		
		
	  	
	  	
	 	
		
	 	
	  	

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FT Partners' History of Success Working with Public Companies

FT Partners has a longstanding history working with public companies across the FinTech ecosystem

Public Clients

Heartland
in its sale to
globalpayments
\$ 4,500,000,000

Planet
PAYMENT
in its sale to
FINTRAX
GROUP
\$250,000,000

cardconnect.
in its sale to
First Data
\$ 750,000,000

jack henry
& ASSOCIATES INC.
in its acquisition of
iPay Technologies
\$ 300,000,000

ING
in its acquisition of
PAYVISION
Global Card Processing
\$ 447,000,000

JetPay
in its sale to
NCR
\$ 184,000,000

RDM
Transforming Payments
in its sale to
DELUXE
C\$ 129,000,000

BLACKROCK
in its acquisition of
FutureAdvisor

IPOs

stone CO.
in its
Initial Public Offering
\$1,400,000,000

GreenSky
in its
Initial Public Offering
for a total enterprise
value of
\$ 4,500,000,000

OFX
in its
Initial Public Offering
valuing the equity at
approximately
A\$ 480,000,000

fawry
in its
Combined Offering
\$100,000,000

Public Buyers

MERCURY
in its cash sale to
vantiv
\$ 1,650,000,000

CUSTOM
HOUSE
in its sale to
WESTERN UNION
\$ 370,000,000

ASSURANCE
on its sale to
Prudential
\$ 3,500,000,000

square
trade
in its sale to
Allstate
\$ 1,400,000,000

FLEET ONE
in its cash sale to
wex
\$ 369,000,000

CAYAN
in its 100% cash sale to
TSYS
\$ 1,050,000,000

Cambridge
Global Payments
in its sale to
FLEETCOR
C \$900,000,000

CARDINAL
COMMERCE
in its sale to
VISA
\$ 300,000,000

GiftCards COM
in its sale to
BLACKHAWK
NETWORK
\$ 120,000,000

CentralPayment
in the sale of its
remaining stake to
TSYS
\$ 840,000,000

TouchCommerce
in its sale to
NUANCE
\$ 215,000,000

wave
in its sale to
H&R BLOCK
\$ 405,000,000

FT Partners – Focused Exclusively on FinTech

FINANCIAL
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PARTNERS

FT Partners' Awards and Recognition



LendIt Industry Awards 2018:

- FT Partners wins Top Investment Bank in FinTech

**Institutional
Investor**



The FinTech Finance 40:

- Ranked #1 in 2017 and 2018 - Steve McLaughlin, FT Partners

The Information

Silicon Valley's Most Popular Dealmakers

Rank	Name	Firm
1	Steve McLaughlin	FT Partners
2	Paul Kline	FT Partners
3	Quincy Smith	FT Partners

The Information's "Silicon Valley's Most Popular Dealmakers"

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



M&A Advisor Awards

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

FT Partners – Focused Exclusively on FinTech

Award-Winning Investment Banking Franchise Focused on Superior Client Results

FINANCIAL
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PARTNERS



2018 Top Investment Bank in FinTech

Institutional Investor

Institutional Investor
Annual Ranking

2018 Steve McLaughlin ranked #1 for the second year in a row on Institutional Investor's FinTech 40 List

2017 Ranked #1 on Institutional Investor's FinTech 40 List

2015 & 2016 Ranked Top 5 on Institutional Investor's FinTech 35 List

2006 – 2008 Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"



The Information

2016 Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor
Awards

2019 Technology Deal of the Year

2018 Corporate / Strategic Deal of the Year

2018 Cross Border Deal of the Year

2017 Investment Banker of the Year

2016 Investment Banking Firm of the Year

2016 Cross Border Deal of the Year

2015 Dealmaker of the Year

2015 Technology Deal of the Year

2014 Equity Financing Deal of the Year

2014 Professional Services Deal of the Year, \$100 mm+

2012 Dealmaker of the Year

2012 Professional Services Deal of the Year, \$100 mm+

2011 Boutique Investment Bank of the Year

2011 Deal of the Decade

2010 Upper Middle Market Deal of the Year, \$500 mm+

2010 IT Services Deal of the Year, Below \$500 mm

2010 Cross-Border Deal of the Year, Below \$500 mm

2007 Dealmaker of the Year – Steve McLaughlin

2007 Business to Business Services Deal of the Year

2007 Computer & Information Tech Deal of the Year, \$100 mm+

2007 Financial Services Deal of the Year, \$100 mm+

2004 Investment Bank of the Year

FT Partners – Focused Exclusively on FinTech

FINANCIAL
TECHNOLOGY
PARTNERS

The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin Founder, CEO and Managing Partner		<ul style="list-style-type: none"> Formerly with Goldman Sachs in New York and San Francisco from 1995-2002 Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	25
Mohit Agnihotri Managing Director	J.P.Morgan	<ul style="list-style-type: none"> Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan Wharton M.B.A. 	18
Kate Crespo Managing Director	RAYMOND JAMES®	<ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 13+ years of FinTech transaction execution experience Dartmouth M.B.A. 	18
Larry Furlong Managing Director		<ul style="list-style-type: none"> Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004 Wharton M.B.A. 	24
Osman Khan Managing Director		<ul style="list-style-type: none"> Formerly Managing Director and Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 	23
Randall Little Managing Director	J.P.Morgan	<ul style="list-style-type: none"> 12 years as FIG / Capital Markets FinTech investment banker at J.P. Morgan 10 years as financial services technology consultant at Sun Microsystems and Ernst & Young NYU Stern M.B.A. (MBA w/Distinction) 	23
Andrew McLaughlin Managing Director	Deloitte.	<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	14
Amar Mehta Managing Director	J.P.Morgan	<ul style="list-style-type: none"> Formerly with J.P. Morgan's Technology (FinTech & Technology Services) team in New York 7+ years of FinTech transaction execution experience MBA from IIM-K (India), Bachelor's in Computer Engineering from NTU (Singapore) 	15
Mike Nelson Managing Director		<ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey Kellogg M.B.A. 	20
Timm Schipporeit Managing Director		<ul style="list-style-type: none"> Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	17
Greg Smith Managing Director		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch, J.P. Morgan and Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	24
Tim Wolfe Managing Director		<ul style="list-style-type: none"> Formerly with Goldman Sachs from 2000-2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	18