

February 14, 2022

# FT PARTNERS TRANSACTION ANNOUNCEMENT

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively  
on FinTech

San Francisco • New York • London

**FT Partners is Pleased to Announce  
its Role as Exclusive Financial and  
Strategic Advisor to**

The logo for Payrix, featuring a stylized purple bracket-like symbol followed by the word "Payrix" in a black, sans-serif font.

**on its sale to**

The logo for FIS, featuring the letters "FIS" in a green, stylized font. Above the "F" are five small green dots of increasing size from left to right.

## Payrix's Sale to FIS



### Overview of Transaction

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

### Significance of Transaction

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

### FT Partners' Role

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

#### Financial Technology Partners LP FTP Securities LLC

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



*on its sale to*



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## Payrix Overview

### Company Overview



CEO: Eric Frazier

Headquarters: Atlanta, GA

Founded: 2015

- Payrix enables vertically-focused SaaS companies to embed and manage payments natively within their software, securing additional recurring revenue and creating a better user experience
- The Company provides the tools to create a seamless, embedded user experience, and offers clients the choice of payment facilitation-as-a-service (PFaaS) or a full payment infrastructure (payment IaaS) product based on business appetite
- Payrix’s cloud built, API-first platform is highly flexible, customizable and scalable
- Payrix AUS was launched in October 2020 after the acquisition of Brisbane-based payments service company, IntegraPay

### Selected Customers



### Products and Services Overview



Fully white-label  
Optimized monetization  
Easy, unified user-experience

Complete tech solution  
End-to-end brand experience  
Control is directly in customer’s hands

#### Benefits to Customers



#### Maximize Revenue

With the ability to make data-driven decisions, Payrix customers can optimize payments and generate more recurring revenue



#### Create Seamless Experiences

From customer onboarding to payouts, all the technology customers need to seamlessly manage, customize and scale payments from end-to-end



#### Drive Strategic Growth

Customers can start building total value by utilizing Payrix’s payment technology to process payments within their own platforms or applications

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

## The Experts in FinTech M&A

[ ] Payrix

### Sale to Strategics

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
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 sale to  
exclusive strategic and financial advisor to

**Divvy**

on its sale to

**bill.com**

for total consideration of

**~\$2,500,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**GreenSky**

on its sale to

**Goldman Sachs**

for total consideration of

**~\$2,240,000,000**

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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**acima**

on its sale to

**ABC**

for total consideration of

**\$1,650,000,000**

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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**square trade**

on 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 sale to  
exclusive strategic and financial advisor to

**MERCURY**

Investment by

**SILVERLAKE**

for a value up to

**\$900,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**TRANSFIRST**

in its sale to

Vista Equity Partners from  
**WCAS**

for a value up to

**\$1,500,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**square trade**

in its recapitalization by

Bain Capital Private Equity

of approximately

**\$238,000,000**

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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**Truebill**

on its sale to

**ROCKET**

for total consideration of

**\$1,275,000,000**

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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**CAYAN**

in the 100% cash sale to

**TSYS**

for total consideration of approximately

**\$1,050,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**Finicity**

on its sale to

**mastercard**

for total consideration of up to

**~\$1,000,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**Currencycloud**

on its sale to

**VISA**

for total consideration of

**~\$1,000,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**Cambridge**

on its sale to

**FLETCOR**

for total consideration of

**C\$900,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
The Only Investment Bank  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**vesta**

on its growth equity investment from

**WYNN**

for a total amount of

**\$125,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
The Only Investment Bank  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**optimalblue**

in its sale to

**GTCR**

for a total amount of

**\$125,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
The Only Investment Bank  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**CAYAN**

in its Significant Growth Recapitalization by

**PARthenon CAPITAL PARTNERS**

for a total amount of

**\$125,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
The Only Investment Bank  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**BillingTree**

on its sale to

**REPAY**

Realtime Electronic Payments

for total consideration of

**\$503,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
The Only Investment Bank  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**SHOPKEEP**

on its sale to

**lightspeed**

for total consideration of

**\$440,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**wave**

on its sale to

**H&R BLOCK**

for total consideration of

**\$405,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**JetPay**

on its sale to

**NCR**

for total consideration of approximately

**\$184,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**Kabbage**

on its proposed sale to

**AMERICAN EXPRESS**

for a total consideration of approximately

**\$184,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**riskconnect**

on its sale to

**THOMA BRAVO**

for a total consideration of approximately

**\$184,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**exegy**

on its sale to

**MARLIN EQUITY PARTNERS**

for a total consideration of approximately

**\$184,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
The Only Investment Bank  
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Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its sale to  
exclusive strategic and financial advisor to

**IMAGINE Software**

on its sale to

**FP FRANCISCO PARTNERS**

for a total consideration of approximately

**\$184,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
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## FT Partners Advises Bolt on its \$355 million Financing

[ ] Payrix

### Overview of Transaction

- On January 14, 2022, Bolt announced it has raised \$355 million in Series E funding led by funds and accounts managed by BlackRock
  - New investors Schonfeld, Invus Opportunities, H.I.G. Growth, and CE Innovation Capital, in addition to return investors Activant Capital and Moore Strategic Ventures, also participated
- Bolt strengthens retailers' relationships with their customers by unlocking secure, logged-in, lightning-fast checkouts
- The Company's rapidly-growing network of one-click-checkout-ready shoppers visits Bolt merchants as if they are return customers.
- In 2021, Bolt signed several key partnerships including BigCommerce and Adobe Magento; on the international front, the company got a head start in November after securing agreements with both Benefit Cosmetics and PrestaShop
- Bolt also made its first-ever acquisition of Tipser, a Swedish-based technology company enabling direct checkout on any digital surface.

### Significance of Transaction

- Including the Series E, Bolt has raised nearly \$1 billion to date and the Company's valuation is nearly double what it was at the Series D
- The oversubscribed financing validates the massive potential of a network that has grown to more than ten million shoppers, with an additional 50 million shoppers queued up to be added based on existing commitments and partnerships
- This capital will enable Bolt to accelerate the pace of its product innovation and continue recruiting top talent

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Bolt
  - FT Partners previously advised Bolt on its [~\\$393 million financing](#) in October 2021
- This transaction underscores FT Partners' deep payments and e-commerce domain expertise and successful track record of driving optimal outcomes for high growth FinTech companies globally

### Financial Technology Partners LP FTP Securities LLC

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



*on its Series E financing led by funds and  
accounts managed by*

**BlackRock**

*with participation from*



*for a total amount of*

**\$355,000,000**

*at a valuation of*

**\$11,000,000,000**



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## FT Partners Advises Mollie on its \$800 million Financing

[ ] Payrix

### Overview of Transaction

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

### Significance of Transaction

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

### FT Partners' Role

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

### Financial Technology Partners LP FTP Securities LLC

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

**mollie**

*on its financing led by*

**Blackstone**

*with participation from*

**ALKEON**  
CAPITAL MANAGEMENT

**EQT**

**GENERAL**  
ATLANTIC

**HMI**  
CAPITAL

**TCV**

*for total consideration of*

**\$800,000,000**

*at a valuation of*

**\$6,500,000,000**

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## FT Partners Advises SpotOn on its Series E Financing



### Overview of Transaction

- On September 13, 2021, SpotOn announced that it has raised \$300 million in its Series E financing round led by Andreessen Horowitz
  - This round included participation from current investors, including DST Global, 01 Advisors, Dragoner Investment Group, Franklin Templeton, and Mubadala Investment Company, as well as new investors Wellington Management and Coatue Management
  - The round values SpotOn at \$3.15 billion, up from \$1.875 billion in its Series D only four months ago
- SpotOn, founded in 2017 and based in San Francisco, is one of the fastest-growing software and payments companies with comprehensive solutions for restaurants and retail businesses
- Known for its rapid innovation and customer service, SpotOn offers an end-to-end, integrated platform, acting as the foundation of its clients' operations

### Significance of Transaction

- SpotOn plans to use the funding to acquire Appetize, a leading digital and mobile commerce platform for enterprise businesses such as sports and entertainment venues, theme parks, campuses, and more
  - The acquisition leverages SpotOn's SMB expertise and Appetize's enterprise acumen to focus on a broader market that is beneficial for all clients
  - Appetize enhances SpotOn's ability to address the middle market through the combination of SpotOn's superb field sales coverage across the country and Appetize's enterprise product platform

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to SpotOn
  - FT Partners previously advised SpotOn on its [\\$150 million Series D financing](#) in May 2021
- This transaction highlights FT Partners' deep domain expertise across Payments and software businesses, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

### Financial Technology Partners LP FTP Securities LLC

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



*on its Series E financing led by*

**andreessen.  
horowitz**

*for a total amount of*

**\$300,000,000**

*at a valuation of*

**\$3,150,000,000**



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## FT Partners Advises CloudWalk on its \$150 million Series C Financing



### Overview of Transaction

- On November 17, 2021, CloudWalk announced that it had raised \$150 million of capital in its Series C financing
- The investment was led by existing investor Coatue Management with participation from DST Global, A-Star, The Hive Brazil, Plug and Play Ventures, Valor Capital Group, angel investor Gokul Rajaram and American football players Larry Fitzgerald and Kelvin Beachum
- Headquartered in São Paulo, Brazil, CloudWalk is a global payments company born with the mission to revolutionize the payment ecosystem for small and medium business merchants and their customers through the most innovative technologies such as artificial intelligence and blockchain
- CloudWalk provides merchant acquiring services, data processing services, and sells Point-of-Sale solutions to the Company's ~150,000 active merchants located in 4,300+ cities and towns across the country

### Significance of Transaction

- The funds raised in the Series C will be used to further accelerate CloudWalk's growth by fueling ongoing innovation of its existing product portfolio, development of new cutting-edge solutions – including improvements to leverage the blockchain – and hiring best-in-class global technology talent

### FT Partners' Role

- FT Partners served as the exclusive financial and strategic advisor to CloudWalk
  - FT Partners previously advised CloudWalk on its \$190 million [Series B financing](#) in May 2021
- This transaction highlights FT Partners' deep domain expertise in the Payments sector, as well as its successful track record generating highly favorable outcomes for high-growth, Brazilian FinTech companies

#### Financial Technology Partners LP FTP Securities LLC

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



**cloudwalk**

*on its Series C financing led by*

**COATUE**

*for a total consideration of*

**\$150,000,000**

*at a valuation of*

**~\$2,150,000,000**



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## FT Partners Advises CompoSecure on its Merger with Roman DBDR



### Overview of Transaction

- On April 19, 2021, CompoSecure, L.L.C. ("CompoSecure"), and Roman DBDR Tech Acquisition Corp. (NASDAQ: DBDR) ("Roman DBDR"), a special purpose acquisition company, announced they had entered a definitive merger agreement
  - The transaction reflects a post-transaction enterprise value for the combined Company of ~\$1.2 billion
  - The transaction included \$175 million in private placement financing<sup>(1)</sup> led by funds and accounts managed by BlackRock and Highbridge Capital Management, among others
- On December 23, 2021, Roman DBDR shareholders voted to approve the transaction, and on December 28, 2021, CompoSecure's stock began trading on Nasdaq under the symbol "CMPO"

### Significance of Transaction

- CompoSecure is a world-class platform for next generation payment technology, security, and cryptocurrency solutions
  - CompoSecure provides some of the world's largest financial institutions with innovative products that elevate their customers' experiences
- CompoSecure has a rare blend of technologies, expertise and team, that when combined with Roman DBDR's Silicon Valley entrepreneurship, create a springboard to launch CompoSecure into the Digital Asset revolution and become a premier platform in the massive and rapidly expanding cryptocurrency and broader Digital Asset markets

### FT Partners' Role

- Financial Technology Partners and FTP Securities ("FT Partners") served as strategic and financial advisor to CompoSecure
- This transaction builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners clients including [Porch](#), [Open Lending](#), [REPAY](#), [Payoneer](#) and [Forge](#)

### Financial Technology Partners LP FTP Securities LLC

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



*on its merger with*



**(NASDAQ: DBDR)**

*post-transaction enterprise value*

# \$1,206,400,000



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## FT Partners Advises Currencycloud on its Sale to Visa



### Overview of Transaction

- On July 22, 2021, Visa announced it has signed a definitive agreement to acquire Currencycloud for £700 million (~\$1 billion), inclusive of cash and retention incentives
- Launched in 2012, Currencycloud is a comprehensive B2B cross-border infrastructure product that enables clients to build their own “platform” by offering different APIs across five modules– collect, convert, manage, pay, and Currencycloud spark
- Currencycloud is headquartered in London with offices in New York, Amsterdam, Cardiff & Singapore. Since 2012, the company has processed more than \$100 billion to over 180 countries

### Significance of Transaction

- Currencycloud will strengthen Visa’s existing foreign exchange capabilities by extending them to better serve financial institutions, FinTechs and partners while enabling new use cases and payment flows
- Currencycloud will accelerate the time-to-market and improve payment transparency for clients looking to offer flexible, digital-first, international payment services that provide better visibility and control to consumers and businesses around the world
- The addition of Currencycloud’s capabilities to Visa’s network will widen access to innovative international payment products that help businesses meet their cross-border needs

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Currencycloud
- FT Partners previously advised Currencycloud on its \$80 million [Series E financing](#) in 2020
- This transaction underscores FT Partners’ deep domain expertise and unrivaled track record in the FX / Cross Border Payments space

### Financial Technology Partners LP FTP Securities LLC

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



**Currencycloud**

*on its sale to*

**VISA**

*for total consideration of*

**~\$1,000,000,000**

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## FT Partners Advises BillingTree on its \$503 million Sale to REPAY



### Overview of Transaction

- On May 10, 2021, Repay Holdings Corporation (NASDAQ: RPAY) ("REPAY"), a leading provider of vertically-integrated payment solutions, announced it has signed a definitive agreement to acquire BillingTree for approximately \$503 million
  - The acquisition will be financed with approximately \$275 million in cash from REPAY's balance sheet and \$228 million in newly issued shares of REPAY Class A common stock
  - The transaction is subject to certain customary closing conditions and is expected to close by the end of the second quarter of 2021
- BillingTree, founded in 2003 and headquartered in Scottsdale, AZ, is a leading provider of omni-channel payment solutions that help organizations get paid faster and more efficiently

### Significance of Transaction

- The acquisition brings together two leading providers of integrated payment solutions, further expanding REPAY's position in Healthcare, Credit Unions, Accounts Receivable Management (ARM) and Energy
- The addition of BillingTree's 1,650+ clients and over 50 ISV Partners enhances REPAY's scale and client diversification
- BillingTree's existing Healthcare, Credit Union, ARM, and Energy verticals provide access to an estimated annual payment volume opportunity of over \$700 billion
- The scale, capabilities, and infrastructure of the combined platform presents significant opportunities for cost savings and increased efficiencies

### FT Partners' Role

- Financial Technology Partners and FTP Securities ("FT Partners") served as strategic and financial advisor to BillingTree
- This transaction underscores FT Partners' deep domain expertise in Payments, as well as our successful track record in generating highly favorable, category-defining outcomes for our clients

### Financial Technology Partners LP FTP Securities LLC

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



*on its sale to*

**REPAY**

**Realtime Electronic Payments**

*for total consideration of*

**\$503,000,000**



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## FT Partners’ Recent Awards and Recognition

### Bloomberg

#### Bloomberg

- FT Partners’ Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- View the [full article](#) and watch the live [TV interview](#)



#### M&A Advisor Awards

- Technology Deal of the Year (2019)
- 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



#### LendIt FinTech Industry Awards 2018:

- FT Partners wins Top Investment Bank in FinTech

### Institutional Investor



#### The FinTech Finance 40:

- Steve McLaughlin ranked #1 in 2017 and 2018

### The Information

Silicon Valley's Most Popular Dealmakers

| Name             | Title             | Company       |
|------------------|-------------------|---------------|
| Steve McLaughlin | Managing Director | FT Partners   |
| Michael Hedges   | Managing Director | Goldman Sachs |
| Paul Rosen       | Managing Director | Wells Fargo   |
| Quincy Smith     | Partner           | Goldman Sachs |

#### 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

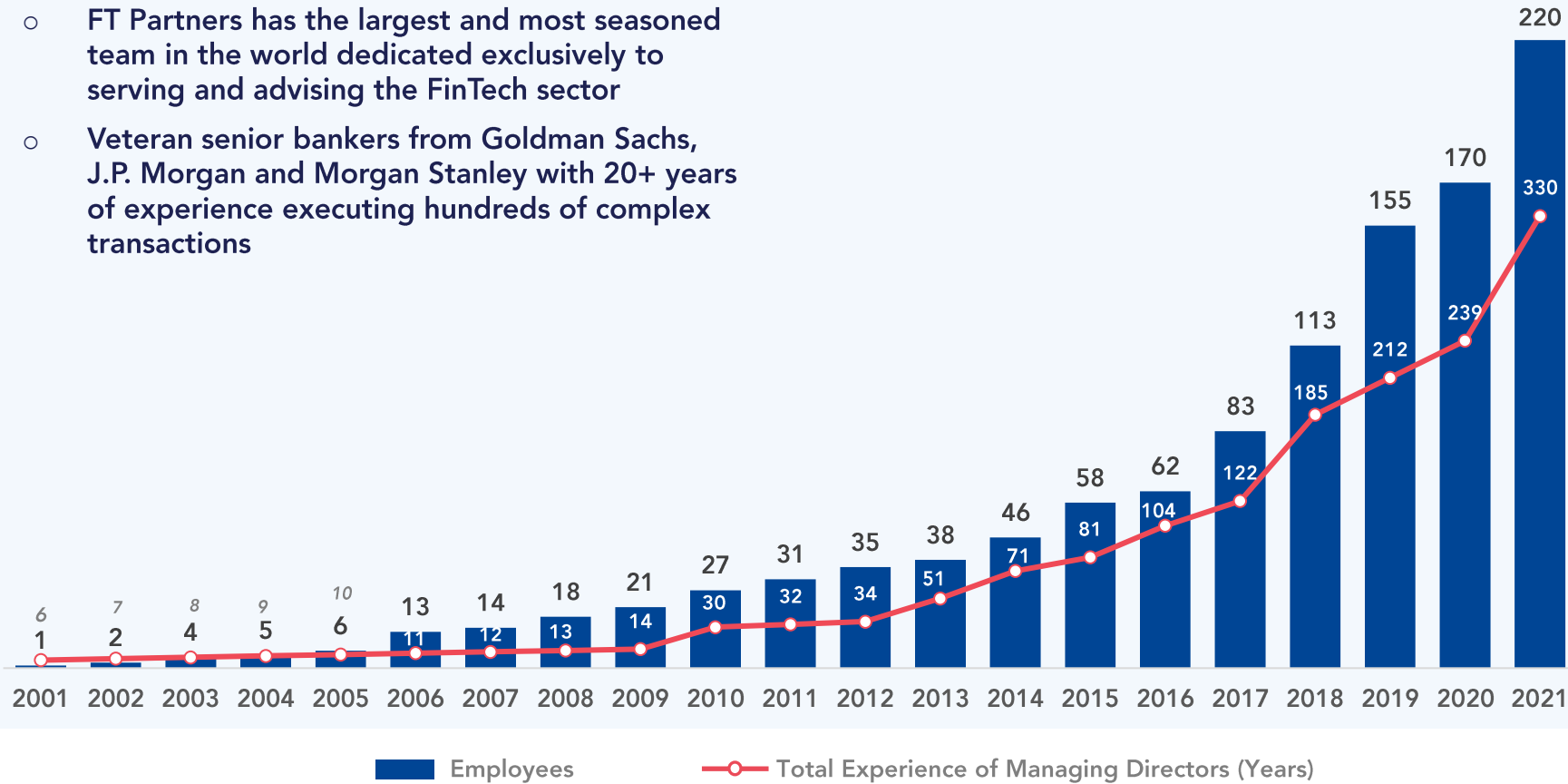
# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES



## The Largest FinTech Advisory Practice in the World

- FT Partners has the largest and most seasoned team in the world dedicated exclusively to serving and advising the FinTech sector
- Veteran senior bankers from Goldman Sachs, J.P. Morgan and Morgan Stanley with 20+ years of experience executing hundreds of complex transactions



Average Experience of Managing Directors (Years)



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