FT PARTNERS FINTECH INDUSTRY RESEARCH

June 20, 2021

$\Lambda MBER$

Amber Group Raises \$100 million in Series B Financing Led by China Renaissance Capital Investment





The Only Investment Bank Focused Exclusively on FinTech

VMBES

Transaction Summary

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- On June 20, 2021, Amber Group, an integrated crypto finance service provider, announced it has raised \$100 million in Series B financing led by China Renaissance Capital Investment with participation from new investors including Tiger Global and DCM Ventures
 - Existing investors including Coinbase Ventures, Pantera
 Capital, and Blockchain.com also participated in the round
- According to TechCrunch, the round values the Company at \$1 billion pre-money (1)
- Amber's platform provides market-leading interest rate products, yield enhancement and risk management tools, and a suite of financial services to both institutions and retail investors
- According to Amber's CEO, the Company has been profitable since inception and currently has annual recurring revenue (ARR) of around \$500 million (based on revenues from January through April

Selected Financing History

Date	Size (\$ mm)	Investor(s)	
06/20/21	\$100	Arena Holdings, A&T Capital, China Renaissance, DCM Ventures, Gobi Ventures, Tiger Global Management, Tiger Brokers	
12/11/19	28	Blockchain Ventures, Coinbase Ventures, Pantera Capital, Fenbushi Capital, Polychain Capital	
10/10/18	NA	Dragonfly Capital Partners, Plum Ventures	

Transaction Commentary

"We've had record months over the past quarter across both client flow and on-exchange market-making volumes. Our cumulative trading volumes have doubled from \$250 billion since the beginning of the year to over \$500 billion." (2)

"Many of the new investors which came in this round provide great breadth in terms of perspective, having seen many high-growth companies in fast evolving industries go from 0 to 1, and 1 to 100. From an employer branding perspective, we are trying to attract global talents, and many of those are potentially new to crypto. For them, seeing these more traditional and familiar names backing Amber helps make them more interested in joining Amber potentially" (1)

"Whilst the drop in [crypto] prices means that our AUM [assets under management] measured in dollar terms decline, in terms of the number of coins for BTC, ETH and stablecoins, they are all still growing healthily. Meanwhile, our trading business is also still flourishing with the uptick in volatility." (1)

VMBES

Michael Wu Chief Executive Officer



Amber Overview

VMBES

Company Overview

VMBES

CEO:	Michael Wu
Headquarters:	Hong Kong
Founded:	2017

- Amber Al Group develops and operates a cryptocurrency trading platform
- The Company's systems combine sophisticated quantitative research with advanced technology, providing traders with a platform that allows them to trade and provide liquidity in cryptocurrencies and derivatives
- Amber now serves both institutional and individual investors, offering algorithmic trading, electronic marketmaking, high-frequency trading, OTC trading, borrowing and lending, and derivatives, among other products
- Amber trades digital assets using its own assets and client money – managing around \$1.5 billion of trading capital
- The Company is one of many emerging companies building financial services for professional crypto traders and investors

Solutions Overview



Asset Management

- Earn attractive fixed rates on major cryptocurrencies and USD-stablecoins including BTC, ETH, USDT and USDC
- Use interest-bearing assets as margin to hedge portfolio assets or capture upside in volatile markets



Liquidity Solutions

- For exchanges creating consistent and predictable market liquidity in both cash and derivative instruments
- Provides depth for clients in major cryptocurrencies through a systematic and high-touch offering
- The Company's single-dealer platform offers an efficient, reliable, and cost-effective way for clients to execute large block trades without hidden fees



Structured Products

- Structured product offering help clients manage risk, gain exposure and hedge their portfolios in different market scenarios
- Able to provide loans in large sizes across flexible tenors to miners, pools, funds, and other market participants to optimize their balance sheet and working capital



Amber App

- Amber App is designed to help retail investors achieve optimal investment returns through market-leading interest rate products, yield enhancement, and risk management tools
- The app is designed to be a centralized application to manage a crypto portfolio

Selected FT Partners Research - Click to View



Circle's \$25 million Financing



Imagine Software's Sale to Francisco Partners



Trumid's \$200 million Financing



Forge's \$150 million Financing



Robinhood Raises \$3.4 billion in Financing



Blockchain.com Raises \$300 million in Series C Financing



GalaxyDigital Acquires BitGo for \$1.2 billion



Wealthsimple Raises ~\$610 million in Financing

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Selected FT Partners Capital Markets / WealthTech Transactions

M&A Transactions



















































FT Partners has advised on some of the most prominent and groundbreaking transactions in the Securities / Capital Markets / Wealth Technology sectors

FT Partners Advises Trumid on its \$200 million Growth Capital Investment

Overview of Transaction

- On August 12, 2020, Trumid announced the completion of a \$200 million growth capital investment at a valuation of over \$1 billion led by Dragoneer Investment Group, with participation from new investors including TPG Capital, and funds and accounts managed by BlackRock and T. Rowe Price Associates. Inc
- Trumid is a US corporate bond trading platform that brings trading efficiency and connectivity to credit professionals
 - The Company has differentiated itself by collaborating with market participants to create innovative trading solutions
 - Since its launch one year ago, Trumid's Attributed Trading (AT)
 protocol has established a dominant position in dealer streaming and
 bilateral dealer-client trading
 - Trumid has experienced extraordinary growth in activity across its trading platform, with volumes up nearly 500% in 2020 from its network that has grown to over 500 institutions worldwide

Significance of Transaction

 The growth capital from this financing will support broadening of Trumid's trading protocols and expansion into adjacent products and geographies

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Trumid
- This transaction highlights FT Partners' deep domain expertise within Capital Markets Tech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

FTP Securities LLC

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



on its financing led by



with participation from



& funds and accounts managed by

BLACKROCK T.RowePrice®

for a total amount of

\$200,000,000



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FT Partners Advises Addepar on its Series D Financing

Overview of Transaction

- On June 8, 2017, Addepar announced it has raised \$140 million in Series D financing co-led by Harald McPike, the founder of QuantRes, along with Valor Equity Partners and 8VC
- Headquartered in Mountain View, CA, Addepar is a leading provider of portfolio management and reporting software and services that seeks to become the infrastructure that will connect all aspects of global finance
- Harald McPike is the founder of QuantRes, a quantitative trading firm, and a global private investor with a focus on the financial and technology sectors
- Valor Equity Partners is an operational growth investment firm that does both minority and majority investments in high growth companies at various stages of development
- 8VC is a venture capital firm that makes seed to later stage investments with a focus on the technology industry

Significance of Transaction

- The financing capitalizes on Addepar's unprecedented growth from \$300 billion to over \$650 billion assets on platform in less than 18 months as top wealth managers embraced Addepar's category-defining client reporting software
- With the new capital, Addepar will continue investing significantly in R&D, expanding its product, platform and tech-enabled services to unlock more value for its clients while also serving a wider range of wealth and asset management firms

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Addepar
- Transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies as well as its deep domain expertise and experience in the WealthTech space

Financial Technology Partners LP

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



in its Series D financing co-led by



Harald McPike

for total consideration of

\$ 140,000,000



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FT Partners Advises Circle on its \$25 million Financing

Overview of Transaction

- On July 30, 2020, Circle announced it has raised \$25 million in financing from
 Digital Currency Group as part of a strategic partnership with Genesis aimed at
 enhancing Circle's new suite of products for businesses and developers with
 USDC-based yield and lending services
 - Digital Currency Group is the parent company of Genesis
- Circle is a global FinTech firm that enables businesses of all sizes to harness the power of digital currencies and blockchains for payments, commerce and financial applications
 - Circle is the pioneer of USDC, the fastest growing, regulated digital currency backed by the US Dollar
 - In Q2 2020, Circle launched its new suite of Platform Services, providing businesses with a comprehensive suite of products and APIs for integrating and implementing stablecoins for payments, global commerce, and financial applications

Significance of Transaction

- Through the partnership, Circle and Genesis will offer market solutions for businesses and developers who are seeking to generate strong positive yield from their own or customer USDC holdings
- The partnership will also provide access to USDC-based credit for businesses and merchants that are using USDC for treasury operations and business payments
 - Circle and Genesis have established a leadership position providing core infrastructure supporting a new global financial system

FT Partners' Role

- FT Partners served as exclusive financial advisor to Circle
- This transaction highlights FT Partners' deep domain expertise in the digital asset and and blockchain sectors, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

Financial Technology Partners LP

is pleased to announce its role as exclusive financial advisor to



on its financing from

DIGITAL CURRENCY GROUP

for a total amount of

\$25,000,000



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FT Partners Advises Forge on its Merger with SharesPost

Overview of Transaction

- On May 12, 2020, Forge announced its merger with SharesPost
- SharesPost is a private market alternative trading system focused on enabling retail and institutional investors and company employees to access liquidity
 - Founded in 2009, SharesPost built the first private equity marketplace, which strove to connect buyers and sellers of private securities through its proprietary trading platform
- Forge's digital platform streamlines liquidity for hundreds of unicorn issuers and thousands of institutional and retail investors from around the world
 - Leveraging its robust technology, operations and trust infrastructure,
 Forge delivers a suite of services that includes trading, custody, data
 and company solutions

Significance of Transaction

- Together, the two companies will create one of the largest global private securities marketplaces, bringing liquidity and transparency at scale to pre-IPO companies and investors
- Combined, the two will have facilitated thousands of transactions with more than \$6 billion in private market transaction volume, for hundreds of unique issuers and over 1 million customers
- The deal will provide Forge with deeper insight on private company trends, as well as bid, offer, and pricing data that provides transparency to clients and partners to better understand and engage in the private markets

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Forge
- FT Partners previously advised Forge on its \$70 million Series B financing
- This transaction underscores FT Partners' deep alternative marketplace domain expertise and its continued success in providing buy-side advisory to top-tier FinTech companies

Financial Technology Partners LP

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



on its merger with





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FT Partners' Recent Awards and Recognition

Bloomberg

Bloomberg

- o 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)
- o 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
- o Investment Banking Firm of the Year (2016) FT Partners



LendIt FinTech Industry Awards 2018:

o FT Partners wins Top Investment Bank in FinTech

Institutional Investor





The FinTech Finance 40:

Steve McLaughlin ranked #1 in 2017 and 2018





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

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

The Largest FinTech Advisory Practice in the World

