

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



on its Series C financing round led by



for a total amount of

\$100,000,000+

FT Partners Advises Tide on its Series C Financing Round

FT PARTNERS ADVISES

tide.

Tide \$100+ million Series C Financing

Overview of Transaction

- On July 12, 2021, Tide announced a \$100+ million Series C financing round
- The oversubscribed round is led by funds advised by Apax Digital (growth equity team of Apax Partners) as well as participation from existing investors Anthemis, Augmentum, Jigsaw, Local Globe / Latitude, SBI, and SpeedInvest
- Tide is the emerging leader in SME challenger banking in the UK, serving around 6% of UK businesses
 - Since launching in 2017, Tide has experienced rapid and sustained growth
 - The business more than doubled its user base in the UK in 2020
 - Now Tide holds over 350,000 members, over 400,000 business accounts and a proposition ranging from business banking to payments and accounting software
- Tide, in partnership with ClearBank, has also been awarded a total of nearly \$120 million in grants from the RBS Alternative Remedies Package

Significance of Transaction

- The new funding puts Tide in a position to continue to develop its business financial platform, expand its market share, as well as expand globally
- Earlier this year, Tide announced that it was expanding into India, with a full launch of the platform planned for 2022

FT Partners' Role

- FT Partners served as the exclusive strategic and financial advisor to Tide on this transaction
- The Tide transaction underscores FT Partners' deep Payments and Banking expertise, and successful track record of executing deals in Europe

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Transaction Commentary



Oliver Prill

CEO, Tide

"Partnering with Apax Digital validates Tide's potential to continue our growth trajectory and gain traction in global markets.

"Tide's growth story to date has been hugely exciting, creating a diverse platform that serves small business owners, as well as generating significant market share. As we embark on taking Tide international, we couldn't have a better set of investors to support us. We look forward to working with Apax Digital to realise our ambition of becoming a leading global business financial platform."





"Small businesses are a key pillar of the economy. Yet, for years, they have been underserved by both financial services and software providers. Tide's cutting-edge platform is empowering SMEs by providing frictionless, easy-to-use software for their financial needs. We are thrilled to partner with Oliver and the Tide team in their mission to simplify the lives of millions of small businesses globally."



Mark Beith

Partner, Apax Digital



Niccolò Ferragamo

Principal, Apax Digital

FT Partners Advises Tide on its Series C Financing Round

Oliver Prill

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Tide Overview

Company Overview

CFO:

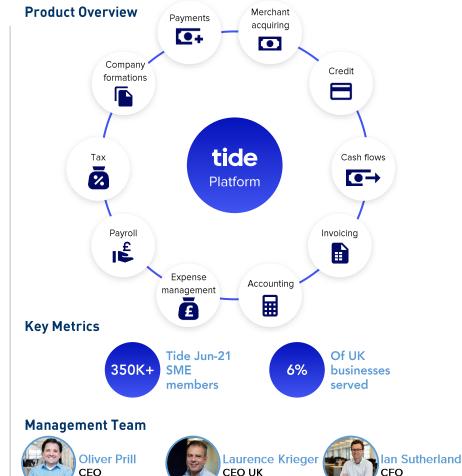


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Headquarters:	London, UK
Founded / Launched:	2015 / 2017

- Tide is UK's leading SME digital financial platform
- Tide is helping SMEs save time and money by connecting the full value chain of financial and admin functions into one seamless API-based platform
- Its impressive growth has been driven by its easy to use end-toend digital platform, focus on providing its members with a comprehensive suite of products, including a business current account, automated invoicing, team cards, expense management, and accounting integrations (including Xero, Quickbooks and Sage)

	Selected Equity	Financing	History
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Transaction / Date	Amount (\$ mm)	Key Investors
Series C (Jul- 21)	\$100	Apax Digital
Series B (Oct-19 – Mar- 20)	83	SBI, Augmentum, Anthemis + Existing Investor Participation
Series A (Jun-17)	15	Anthemis, Creandum, Passion Capital, LocalGlobe
Seed (Jul-16)	2	Passion Capital, LocalGlobe + Angel Participation



Liza Haskell

Guy Duncan

СТО

Gurjodhpal

Singh CEO India

Strong Presence Across EMEA

FT Partners has advised on a number of landmark transactions across EMEA

















































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, and representing numerous FinTech "Unicorns" above \$1 billion valuations

Company	Amount Raised	Selected Prominent Investors in FT Partners Led Rounds
GreenSky .	\$1,560,000,000 *	- Accel Temasek VISA PIMCO
stone ^{co.}	1,545,000,000 *	/
∑avid xchange	956,000,000 *	RCP REVERENCE CAPITAL PARTNERS DST FINANCIAL GREENSPRING ASSOCIATES TPG
mollie	800,000,000	NSICHT Great Hill
MERCURY®	420,000,000	ICONIO Premji Invest — PARTNERS — PARTNERS
Remitly	374,000,000 *	■ BainCapital ION © CDPQ 5 Scotiabank®
bblo	370,000,000 *	PRIVATE EQUITY CROSSOVER PARTNERS
Next	333,000,000 *	BainCapital Capital khosla ventures
OakNorth	270,000,000	VENTURES LONG TIME CALITAL
feedzai	267,500,000 *	NVCa KeyBank OED ING 🌬
Liquidnet 🕶	250,000,000	INVESTORS
square trade protection plans	238,000,000	BBVA ◆Santander BV WELLINGTON 乾源资本 YUAN GAPITAL
checkout.com	230,000,000	InnoVentures Battery Ventures MANAGEMENT THIEL
Forge	220,000,000 *	ADAMS STREET Flavon PayPol
:TRUMID:	200,000,000	Elavori
Clearcover	200,000,000	Redpoint PayU a G edisonpartners
((() cloudwalk	190,000,000	NEUBERGER BERMAN KKR DRAGONEER Munich RE
dailypay.	175,000,000	CARRICK Converting more than capital ELDRIDGE edbi
\ * Divvy	165,000,000	coatue mastercard 8/C nabventures
Better	160,000,000	QUESTMARK PARTNERS VALOR generation
žebra	150,000,000	EQUITY PARTNERS
O MAMBU	135,000,000 **	PARTHENON SUMMIT PARTNERS

^{*} Total includes multiple financing rounds

^{**} Primary amount

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Leading Advisor Across the Banking and Lending Tech Sector











































FT Partners Advises MoneyLion on its Merger with Fusion Acquisition Corp.



Overview of Transaction

- On February 12, 2021, MoneyLion Inc. ("MoneyLion") and Fusion Acquisition Corp. (NYSE: FUSE) ("Fusion") announced that they have entered into a definitive agreement which would result in MoneyLion becoming a publicly listed company via a merger
- Upon closing of the transaction, Fusion will be renamed MoneyLion Inc., and is expected to remain listed on the New York Stock Exchange
 - The combined Company will have an estimated post-transaction enterprise value of \$2.4 billion with an estimated equity value of \$2.9 billion from the contribution of up to \$526 million in cash proceeds from the transaction, net of debt paydown and expenses
 - Proceeds will consist of up to \$350 million of cash held in Fusion's trust account and an additional \$250 million fully committed private investment at \$10.00 per share led by funds and accounts managed by BlackRock, certain funds managed by affiliates of Apollo Global Management, Inc., and leading global technology and growth equity investors
- MoneyLion is a mobile banking and financial membership platform that empowers people to take control of their finances
 - Since its launch in 2013, MoneyLion has engaged with 7.5 million hard-working Americans and has earned its members' trust by building a full-service digital platform to deliver mobile banking, lending, and investment solutions

Significance of Transaction

- MoneyLion shareholders will hold approximately 76% of the equity of the combined Company by rolling their existing holdings in MoneyLion
- The net proceeds raised from the transaction will be used to support MoneyLion's working capital and scale its proven platform and suite of products

FT Partners' Role

- FT Partners served as financial advisor to MoneyLion
 - FT Partners previously advised MoneyLion on its on its \$100 million Series C
 financing in 2019 and its \$82 million Series B financing in 2018
- 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 Payoneer, Porch, Open Lending, CardConnect and REPAY

Financial Technology Partners LP

is pleased to announce its role as financial advisor to



MoneyLion

on its merger with



(NYSE: FUSE)

post-transaction equity value

\$2,900,000,000



FT Partners Advises Divvy on its Sale to Bill.com

Overview of Transaction

- On May 6, 2021, Bill.com (NYSE:BILL) announced it has entered into a definitive agreement to acquire Divvy in a stock and cash transaction valued at approximately \$2.5 billion
 - Bill.com will acquire Divvy for \$625 million in cash and approximately \$1.875 billion of Bill.com Common Stock, subject to customary adjustments for transactions of this nature
- Divvy modernizes finance for business by combining expense management software and smart corporate cards into a single platform
- Bill.com is a leading provider of cloud-based software that simplifies, digitizes, and automates complex back-office financial operations for small and midsize businesses (SMBs)

Significance of Transaction

- The combination will expand the market opportunity for both companies
- Bill.com can offer expense management and budgeting software combined with smart corporate cards to its more-than 115,000 customer base and its network of 2.5 million members
- Divvy will be able to offer automated payable, receivables, and workflow capabilities to the more-than 7,500 active customers that it serves

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Divvy and its Board of Directors
- FT Partners previously advised Divvy on its \$165 million Series D financing in January 2021, demonstrating FT Partners' long-term commitment to its clients, and the repeat nature of many of FT Partners' advisory engagements
- This transaction underscores FT Partners' deep payments and software domain expertise, as well as our successful track record generating highly favorable outcomes for high-growth, unicorn 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



for total consideration of

~\$2,500,000,000



FT Partners Advises Upgrade on its Series D Financing

Overview of Transaction

- On June 17, 2020, Upgrade announced it has raised Series D financing led by Santander InnoVentures, with participation from existing investors including Union Square Ventures, Ribbit Capital, Vy Capital and Silicon Valley Bank and new investors Ventura Capital and Uncorrelated Ventures
 - The round values the Company at more than \$1 billion, which represents a 2x increase over the prior round valuation
- Upgrade is a neobank that offers affordable and responsible credit to mainstream consumers through cards and personal loans, along with free credit monitoring and education tools that help consumers better understand their finances
- Since Upgrade launched in 2017, more than 10 million consumers have applied for an Upgrade card or loan and the Company has delivered over \$3 billion in credit, growing at a triple digit annual rate
- Upgrade is cash flow positive with an annual revenue run rate of \$100 million
- Later this year, Upgrade plans to launch the Upgrade Account, an online checking account with generous debit rewards and an easier path to Upgrade's credit product

Significance of Transaction

- The investment will fuel the rapid growth of the Upgrade Card, an innovative credit card that brings the low cost of responsible credit of installment lending to millions of retail locations in the U.S.
- Upgrade will also use the investment for the upcoming launch of Upgrade Account, a mobile banking product offering exceptional value to mainstream consumers

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Upgrade
- This transaction highlights FT Partners' deep domain expertise with neobanks and the direct-to-consumer sector, 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 Series D financing led by



at a valuation of

\$1,000,000,000+



FT Partners - Focused Exclusively on FinTech

FT Partners Advises Wave on its Sale to H&R Block



Overview of Transaction

- On June 11, 2019, H&R Block, Inc. (NYSE: HRB) announced that it has agreed to acquire Wave Financial Inc. for \$405 million in cash
- Headquartered in Toronto, Ontario, Wave provides award-winning accounting, invoicing, payroll, and payments software solutions, as well as bookkeeping services, built into a comprehensive platform
 - Wave has a low-cost customer acquisition model and currently serves over 400,00 monthly active global small businesses
- H&R Block is a global consumer tax services company, providing tax return
 preparation services through 11,000 company-owned and franchise retail tax
 offices worldwide as well as tax software for DIY consumers

Significance of Transaction

- This transaction will expand H&R Block's product and client portfolio as well as enhance its position in the small business space
- H&R Block estimates that the transaction will generate \$40 to \$45 million of revenue for fiscal 2020
- Following the closing of the transaction, Wave will maintain its leadership team, including Kirk Simpson, operating independently within H&R Block from its headquarters in Toronto, Ontario.

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Wave
- FT Partners also previously advised Wave on its \$10 million Series C financing
- This transaction underscores FT Partners' expertise in sell-side advisory across a broad range of SaaS, financial management, and payments companies that target small businesses

Financial Technology Partners LP FTP Securities LLC

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



on its sale to



for total consideration of approximately

\$405,000,000



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FT Partners Advises OakNorth on its Secondary Sale

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Overview of Transaction

- In September and October 2020, existing shareholder Indiabulls Housing Finance Limited ("Indiabulls") sold down a stake in OakNorth for more than \$270 million
 - Indiabulls, an Indian mortgage lender which acquired a 40% stake in OakNorth in 2015 and partially exited it in 2018, has now sold a large portion of its remaining stake
- With offices around the world, OakNorth is the next-generation artificial intelligence software business that combines a deep understanding of credit, dynamic data sets, cloud-computing and state of the art machine learning, to enable the commercial bank of the future
- OakNorth's Credit Intelligence Suite was first proven within OakNorth Bank, a UK bank launched in September 2015, which has lent over \$5bn to British businesses, achieving performance metrics which place it amongst the top 1% of banks globally – an RORE of 22.3%, an efficiency ratio of 29.8%, an NPS of 82, and no credit losses to date
- The OakNorth Credit Intelligence Suite helps banks better understand their loan books and borrowers, and effectively stress test their portfolios. The result is more effective, better equipped Relationship, Risk and Transaction Managers, superior credit outcomes, improved efficiency, reduced risk, enhanced regulatory compliance and greater customer delight

Significance of Transaction

 The transaction further validates the OakNorth proposition and the growth potential of its technology in helping to close the estimated \$1.3 - \$1.5trn mid-market business funding gap

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to OakNorth and to Indiabulls
- This transaction highlights FT Partners' deep domain expertise in the Banking Tech space, and its successful track record generating highly favorable outcomes for all stakeholders

FIP Securities LLC

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



and to



on the sale of a minority stake for

\$270,000,000+



FT Partners Advises DailyPay on its \$175 million Series D Financing

Overview of Transaction

- On May 18, 2021, DailyPay announced that it had raised \$175 million of capital
 in its Series D equity financing, as part of a total capital raise of \$500 million,
 including \$325 million of debt
- The Series D investment was led by Carrick Capital Partners with participation from existing investors
- Headquartered in New York, DailyPay is the recognized gold-standard in ondemand pay, with 80% of Fortune 200 companies that offer on-demand pay partnered with DailyPay

Significance of Transaction

- The Payroll industry is undergoing an "on-demand" revolution, as employers and employees focus more on financial wellness than ever before
- DailyPay intends to invest its newly raised capital in new market opportunities for its technology platform, in addition to extending its market leadership position in on-demand pay amongst the largest employers in the world
- "Since 2016, we have partnered with world-class employers to enable their employees to access or save their pay as they earn it...We are now expanding our platform to change the relationship between merchants and their shoppers, as well as financial institutions and their customers. This platform enables us to create a new financial system by rewriting the invisible rules of money." Jason Lee, CEO & Founder

FT Partners' Role

- FT Partners served as the exclusive financial and strategic advisor to DailyPay
- This transaction highlights FT Partners' deep domain expertise across a wide range of FinTech verticals, as well as its successful track record generating highly favorable outcomes for high-growth companies

FTP Securities LLC

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



on its Series D financing led by



for a total amount of

\$175,000,000



FT Partners Advises Mambu on its \$135 million Series D Financing

Overview of Transaction

- On January 7, 2021, Mambu announced it has raised \$135 million of new capital in its Series D financing at a valuation of ~\$2 billion. The investment is led by TCV with participation from existing investors, including Acton Capital Partners, Bessemer Venture Partners, Runa Capital, as well as new investors Arena Holding and Tiger Global
- Mambu is a SaaS cloud banking platform empowering its customers to easily
 and flexibly build and expand their banking products. Mambu is the originator
 of the composable banking approach, which prioritizes rapid, flexible assembly
 of independent, best-for-purpose systems
- Since launching in May 2011, Mambu has grown its client portfolio to more than 160 banks, FinTech providers, and corporates across more than 50 countries

Significance of Transaction

- The transaction values Mambu at ~\$2 billion, underscoring the company's leadership position in redefining the global core banking technology market
- With this new round of financing, Mambu will continue to accelerate its rapid growth by deepening its footprint in the more than 50 countries in which it already operates and continuing to expand both the breadth and depth of its platform

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Mambu
- This transaction highlights FT Partners' deep domain expertise in a broad range of Banking Tech companies, as well as its successful track record generating highly favorable outcomes for high-growth, unicorn 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 D financing led by

TCV

with participation from new investors

ARENA TIGERGLOBAL

for a total primary amount of

\$135,000,000 at a valuation of

~\$2,000,000,000



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Deserve's \$50 million Financing Led by a Group of Marquee Investors

Overview of Transaction

- On June 24, 2021, Deserve announced it has raised \$50 million in financing led by Mission Holdings, Mastercard (NYSE: MA), and Ally Ventures, with participation from Goldman Sachs, Sallie Mae, and other existing investors
- Deserve is powering the future of FinTech through digital-first, mobilecentric, highly configurable API and SDK based credit card solutions
 - Deserve partners with financial institutions, FinTechs, modern consumer brands, universities and associations to develop, deploy, and power white label and co-branded credit card programs
- Deserve's modern platform also provides partners the capability to offer an embedded and seamless credit card experience to customers and members

Significance of Transaction

- Deserve is the first credit card-as-a-service platform to leverage
 Mastercard's Digital First Program for instant issuance/provisioning for credit
- With the new funding, Deserve will be able to accelerate its mission to modernize the credit card stack, and enable the industry to launch and scale credit card programs quickly via modern APIs

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Deserve
- FT Partners previously advised Deserve on its \$50 million financing led by Goldman Sachs in 2019 and its \$17 million financing led by Sallie Mae in 2018
- This transaction underscores FT Partners' deep Banking Tech domain expertise and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

Financial Technology Partners LP

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



on its financing led by







with participation from



Other existing

for total consideration of

\$50,000,000



FT Partners' Recent Awards and Recognition

Bloomberg

Bloomberg

- o FT Partners' Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- o 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:

o FT Partners wins Top Investment Bank in FinTech

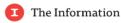
Institutional Investor





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

FT Partners – Focused Exclusively on FinTech

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tide

The Largest FinTech Advisory Practice in the World



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