

# FT PARTNERS FINTECH INDUSTRY RESEARCH

October 27, 2021



**Pismo Raises \$108 million in Series B Financing  
Led by SoftBank, Amazon and Accel**



# Pismo Raises \$108 million in Series B Financing



## Transaction Summary

### Transaction Summary

- On October 19, 2021, Pismo, a São Paulo-based cloud-native core banking and payments platform, announced that it has raised \$108 million in Series B financing led by SoftBank Latin America Fund, Amazon, and Accel
  - New investors B3, Falabella Ventures and PruVen participated in the round as well as existing investors Headline and Redpoint events
- Pismo's platform enables banks, FinTech companies and other financial institutions to launch products for cards, payments, digital banking, digital wallets, and marketplaces
  - Its customers include Banco Itaú, BTG, Cora, N26 and Falabella
- The funding follows a period of growth for Pismo, as the Company now handles over 4 billion API calls every month and hosts over 25 million accounts that transact over \$3 billion per month
  - At the beginning of 2021, Pismo was processing less than \$1 billion per month and at the end of 2020 the Company had less than 10 million accounts <sup>(1)</sup>
- Pismo will use the capital to accelerate international expansion and expand its engineering team
  - The Company is adding offices in Austin, Texas, Bristol, UK, and Singapore
- According to the Company, several investors will appoint members to join Pismo's board of directors

### Transaction Commentary

*"With the wildest product coverage in the market and cutting-edge technology adopted at scale, Pismo is now ready for a new phase of growth. On the back of this funding round, we will build further on the momentum and scale we already have in LATAM and accelerate international expansion. We have enabled our clients to launch and manage some of the most innovative products in the market, and we are just getting started."*



**Ricardo Josua**  
Co-Founder and CEO



*"We are very excited to invest in Pismo. We believe they have a very talented team uniquely positioned to reinvent the technology behind banking, payments, FinTech, and commercial transactions. The founders are outstanding and have great ambitions to make Pismo a truly global company."*



**Alex Szapiro**  
Head of Brazil and Operating Partner



*"We believe Pismo is the foundational FinTech platform for LATAM, and now with a new influx of funding, the rest of the world. LATAM is in the early innings of its unprecedented FinTech revolution and we're thrilled to support Pismo in enabling more innovative services and greater financial inclusion in the region, as well as taking its core banking and payments capabilities far and wide."*



**Ethan Choi**  
Partner



# Pismo Raises \$108 million in Series B Financing

FT PARTNERS RESEARCH



## Pismo Overview

### Company Overview



Co-Founder and CEO: Ricardo Josua

Headquarters: São Paulo, Brazil

Founded: 2016

- Pismo provides an all-in-one processing platform for banking, payments and financial markets infrastructure
- The Company's cloud-native microservices platform allows companies to launch quickly and scale new products or services faster while maintaining quality
  - Solutions include card issuing, digital banking, digital wallet, and digital marketplace software services for banks, FinTech companies, and financial institutions
- The Company reports that the platform handles 4.2 billion monthly API calls and \$3.1 billion in monthly transactions for more than 25 million accounts

### Selected Customers



N26



### Products & Services Overview

**Digital Banking:** Banking APIs help build several digital products including savings accounts; deposit accounts; fixed-income investment services; native debit, pre-paid, and credit cards; and overdrafts



**Digital Wallets:** Customers can create their own digital wallets with a fully integrated card and deposit account wallet



**Card Issuing:** Leverage bank partnerships and direct integrations with card networks for the instant issuance of credit, debit, prepaid, white-label, and private label cards



**Marketplaces:** The platform can create marketplaces with seller registration, an integrated payment gateway, cash advances, and seller conditional settlement



### Selected Financing History

Date	Amount (\$ in mm)	Lead Investor(s)
10/19/21	\$108	amazon, SoftBank, Accel
02/07/17	na	Redpoint ventures

# Pismo Raises \$108 million in Series B Financing

FT PARTNERS RESEARCH

## Open Banking / Embedded Finance Landscape – Selected Companies



**Aggregation / Interconnectivity Infrastructure**

PLAID Finicity ENVESTNET Yodlee  
tink YAPILY flinks token  
TRUELAYER SALTEDGE fincap connect Enfuze  
Neonomics finAPI belvo ndgt  
QUANTO stitch YOLT akoya  
fintecsystms Konsentus FINQ Nordigen  
aia BASIQ ecospend Prometeo

**Analytics / Intelligence Based Interconnectivity**

MX bud intuit Moven  
STRANDS meniga HARVEST MONEYTHOR  
personetics segmint optipay monotto

**BaaS Providers**

**Sponsor Banks** cross river The Bancorp  
CELTICBANK Stride BANK  
MetaBank WebBank  
treezor green dot  
Solarisbank  
SuttonBank EVOLVE  
BIRLEŞİK ÖDEME  
Clear.Bank Lincoln SAVINGS BANK

**Tech Providers** Railsbank Q2  
BOND moov  
unit Synapse M2P  
Bankable arcus  
stripe WISE Rapyd  
Treasury FitBank  
cross river DEPOSIT SOLUTIONS  
synctera RIZE  
Productfy TREASURY PRIME  
weavr BAANX

**Corporate Open Banking Solutions**

FINLYNC FISPAN MODERN TREASURY

**Nextgen Core Account Processors**

MAMBU mbanq 10x pismo Finxact  
TEMENOS technisys E6 five°degrees  
NYMBUS Thought Machine avaloq leveris

**Mobile / Digital Banking Software**

Alkami raisin. DB CREALOGIX  
Q2 APITURE ACCESS SOFTEK, INC. BACKBASE

**Account Opening / Onboarding**

MANTL ncino alloy fenergo

**Account Switching**

ClickSWITCH  
pinwheel atomic Strive

**Lending Enablement**

Kabbage aptic biz2credit iwoca  
ncino finvoice PointServ TRADE LEDGER  
AMOUNT NOVA CREDIT FUNDATION  
ZEST MIRADOR LENDINGFRONT ezbob

**PFM / Credit Monitoring**

credit karma ClearScore credit sesame APEXEDGE  
dave minna technologies Albert brigit digit  
array Truebill Bankin' CURVE TRIM  
CREDIT KUDOS YOLT moneyhub aire

**Consumer Focused Bank-to-Bank Payments**

PayPal Klarna Trustly zimpler zelle

**Bank-to-Bank Payments Infrastructure**

Payoneer Railsbank Modulr  
Currencies Direct TRUELAYER transpay NIUM  
Currencycloud aia DWOLLA Banked :  
Rapyd volt matchmove Sila ARCA VISA Direct  
token veem novopayment NUAPAY Apto

**API-Based Payment Facilitators**

PAYRIX FINIX Infiniccept stripe  
Volanté Amoryllis Connect

**Card Issuance Processing**

MARQETA GALILEO Rapyd NIUM  
deserve Railsbank GPS  
solarisBank Bankable Contis BAYI

**Card Link Infrastructure**

cardlytics augeo FIDEL

**Card Functionality**

ondot CURVE Verrency  
FIRST PERFORMANCE GLOBAL ISSUERDIRECT

**Mortgage Enablement**

blend ROSTIFY Stavvy brace  
doma PointServ Valon SAVVY Matic  
VantagePoint scratch Qualia JetClosing

**Embedded Investment / Brokerage Solutions**

DriveWealth APEX Clearing CLEAR STREET  
Alpaca tradier

**Embedded Insurance Solutions**

SURE trov boost REIN Salty Slice Trellis Tint

## FT Partners Research – Open Banking

### Open Banking: Rearchitecting the Financial Landscape



Click pictures to view report

The proliferation of Open Banking standards could have a transformative impact on financial services in the coming years. Open Banking – a framework wherein banks open up their APIs and enable third parties to access customers' financial data in order to provide new services – provides greater transparency to consumers, while also lowering the barriers to entry for new players. This should encourage heightened levels of innovation and competition in financial services, while also enabling banks to partner with and provide services to FinTech companies, rather than competing directly with them. Open Banking principles have also enabled the rise of Embedded Finance, which empowers any company to offer financial products directly to their customers in their core platforms or apps.

#### Report features:

- An overview of trends related to Open Banking, Banking-as-a-Service, and Embedded Finance globally
- A detailed landscape of FinTech companies in the Open Banking and Embedded Finance space
- Proprietary list of financing and M&A transactions in the space
- Exclusive interviews with CEOs and executives of more than 20 high-profile Open Banking-related companies
- Detailed profiles of over 60 companies in the space



# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

## Selected FT Partners Research – *Click to View*

July 15, 2021

FT PARTNERS  
TRANSACTION ANNOUNCEMENT

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

**Revolut**

on its Series E financing led by

SoftBank  
TIGERGLOBAL

for a total amount of  
**\$800,000,000**  
at a valuation of  
**~\$33,000,000,000**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Revolut's \$800 million Series E Financing

September 9, 2021

FT PARTNERS  
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Role as Exclusive Financial & Strategic Advisor to

**Varo**

on its E Round financing led by

LONG PINE CAPITAL  
with participation from  
ELDRIDGE

for a total amount of  
**\$510,000,000**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Varo's \$510 million E Round Financing

August 6, 2021

FT PARTNERS  
TRANSACTION ANNOUNCEMENT

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

**bigpay**

on its Series A financing led by

SK

for a total amount up to  
**\$100,000,000**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

BigPay's \$100 million Series A Financing

August 11, 2021

FT PARTNERS  
TRANSACTION ANNOUNCEMENT

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

**upgrade**

on its Series E financing led by

KDOT

for a total amount of  
**\$105,000,000**  
at a valuation of  
**\$3,325,000,000**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Upgrade's \$105 million Series E Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

September 22, 2021

**TRUELAYER**

TrueLayer Raises \$130 million in Financing from Tiger Global and Stripe

TIGERGLOBAL stripe

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

TrueLayer Raises \$130 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

October 22, 2021

**Nerdwallet.**

NerdWallet Files for its IPO (NASDAQ: NRDS)

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

NerdWallet Files for its IPO

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 19, 2021

**chime**

Chime Raises \$750 million in Series G Financing Led by Sequoia Capital Global Equities

SEQUOIA

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Chime Raises \$750 million in Series G Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

September 9, 2021

**PayPal**

PayPal (NASDAQ: PYPL) Acquires Paidy for ¥300 billion (~\$2.7 billion)

**paidy**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

PayPal Acquires Paidy

[VIEW MORE FT PARTNERS RESEARCH](#)

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

## Proven Track Record of Success Across the BankTech Sector



## FT Partners Advises Revolut on its \$800 million Series E Financing

### Overview of Transaction

- On July 15, 2021, Revolut announced that it has raised \$800 million in financing from Softbank and Tiger Global, valuing the business at ~\$33 billion
- SoftBank and Tiger Global join existing investors including Balderton Capital, DST, Ribbit Capital, TCV and TSG Consumer Partners
- Revolut is building the world's first truly global financial superapp to help people get more from their money
  - In 2015, Revolut launched in the UK offering money transfer and exchange; Today, more than 16 million customers around the world use dozens of Revolut's innovative products to make more than 150 million transactions a month

### Significance of Transaction

- The investment will enable the Company to further its growth plans, in particular its ongoing product innovation aimed at meeting customers' everyday financial needs and aspirations, from quick and easy global transfers, to managing everything from savings to insurance to democratizing wealth and trading
- It will also support the expansion of Revolut's offering to US customers and its entry to India and other international markets
- Revolut is now the most valuable financial superapp and the 4<sup>th</sup> most valuable private FinTech company globally

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Revolut
- This transaction underscores FT Partners' deep expertise in the Consumer FinTech and Banking Tech space, 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*

# Revolut

*on its Series E financing led by*

 SoftBank **TIGER**GLOBAL

*for a total amount of*

## \$800,000,000

*at a valuation of*

## ~\$33,000,000,000

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*



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

### Overview of Transaction

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

### Significance of Transaction

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

### FT Partners' Role

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

### Financial Technology Partners LP FTP Securities LLC

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

# mollie

*on its financing led by*

**Blackstone**

*with participation from*

**ALKEON**  
CAPITAL MANAGEMENT

**EQT**

**GENERAL  
ATLANTIC**

**HMI  
CAPITAL**

**TCV**

*for total consideration of*

# \$800,000,000

*at a valuation of*

# \$6,500,000,000

**FINANCIAL  
TECHNOLOGY  
PARTNERS**

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Upgrade on its Series E Financing

### Overview of Transaction

- On August 11, 2021, Upgrade announced it raised \$105 million in Series E financing led by Koch Disruptive Technologies (KDT), with participation from existing investors including BRV and Ventura Capital
  - The round values the Company at more than \$3.3 billion, which represents a 3x increase over the prior 2020 round
- Upgrade is a neobank that offers affordable and responsible credit to mainstream consumers through cards and personal loans, along with a rewards checking account that offers 2% cashback rewards to consumers on common everyday expenses and monthly subscriptions
- Upgrade has delivered over \$7 billion in affordable credit to consumers through cards and loans since inception in 2017, and is on track to deliver \$7 billion in 2021 alone
- In July, the Company launched the Upgrade Bitcoin Rewards Card, a credit card that pays rewards in bitcoin rather than cash, allowing consumers to enjoy the potential upside of bitcoin without putting their own money at risk

### 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.

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Upgrade
- FT Partners previously advised Upgrade on its [Series D financing](#) at a \$1 billion valuation in June 2020
- This transaction highlights FT Partners' deep domain expertise with neobanks and Consumer FinTech, 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*



*for a total amount of*

**\$105,000,000**

*at a valuation of*

**\$3,325,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Finicity on its Sale to Mastercard

### Overview of Transaction

- On June 23, 2020, Mastercard (NYSE: MA) announced it has entered into an agreement to acquire Finicity, a leading North American provider of real-time financial data access and insights
  - The acquisition is valued at up to ~\$1 billion in total consideration, which is comprised of \$825 million at close and up to \$160 million in earn-out consideration
- Finicity enables a secure and innovative financial data-sharing ecosystem through direct connectivity to thousands of North American financial institutions, including next generation open banking API connections with the largest banks in the US
  - Finicity helps power the programs of banks and FinTech companies, using approvals to securely access customer information to provide value-added services such as streamlined loan and mortgage processes, rapid account-based payment initiation and personal financial management solutions

### Significance of Transaction

- The addition of Finicity's complementary technology and innovative team strengthens the existing Mastercard open banking platform to enable and safeguard a greater choice of financial services, reinforcing the Company's long-standing partnerships with and commitment to financial institutions and FinTech companies across the globe

### FT Partners' Role

- FT Partners served as the exclusive strategic and financial advisor to Finicity and its board of directors
- This transaction highlights FT Partners' deep domain expertise across the FinTech sector and further supports FT Partners' role as the Advisor of Choice to the highest quality FinTech companies

#### Financial Technology Partners LP FTP Securities LLC

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

**Finicity**<sup>®</sup>

*on its sale to*



*for total consideration of up to*

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

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Varo on its \$510 million Financing

### Overview of Transaction

- On September 9<sup>th</sup>, 2021, Varo announced that it had raised \$510 million of capital in its E Round equity financing
- The E Round investment was led by Lone Pine Capital with participation from existing investors and new investors including Declaration Partners, Eldridge, Marshall Wace, Berkshire Partners / Stockbridge, and funds and accounts managed by BlackRock
- Headquartered in San Francisco, Varo is on a mission to make financial inclusion and opportunity a reality for all - by empowering people with the products and support they need to create healthy financial habits and be in control of their finances

### Significance of Transaction

- The investment will be used to further accelerate Varo's rapid customer growth and support additional investment in product and technology innovation
- In the last 13 months since obtaining its bank charter, Varo doubled its opened accounts to four million
- In addition, the company has experienced record revenue growth, unlocked new cost efficiencies, and expanded its suite of innovative financial products to include Varo Advance, a short-term line of credit, Varo Perks cashback rewards, and the forthcoming Varo Believe credit building credit card program

### FT Partners' Role

- FT Partners served as the exclusive financial and strategic advisor to Varo
- This transaction highlights FT Partners' deep domain expertise with neobanks, Banking Tech, and Consumer FinTech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies

## Financial Technology Partners LP FTP Securities LLC

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

# Varo

*on its E Round financing led by*

LONE PINE CAPITAL\*



*with participation from*



*for a total amount of*

# \$510,000,000

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Mambu on its 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

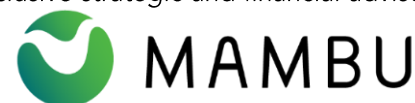
- The transaction values Mambu at ~\$2 billion, underscoring the company's leadership position in redefining the global core banking technology market
- With this new round of financing, Mambu will continue to accelerate its rapid growth by deepening its footprint in the more than 50 countries in which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

**A R E N A T I G E R G L O B A L**

*for a total primary amount of*

**\$135,000,000**

*at a valuation of*

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



*The Only Investment Bank  
Focused Exclusively on Financial Technology*



## FT Partners Advises Amount on its Series C Financing

### Overview of Transaction

- On December 2, 2020, Amount announced it has raised \$81 million in Series C financing led by Goldman Sachs Growth with participation from existing investors including August Capital, Invus Opportunities and Hanaco Ventures
- Amount delivers technology solutions for financial institutions to create and enhance their digital consumer experiences
  - Solutions include omnichannel retail banking and a robust point-of-sale financing product suite alongside platform features like fraud prevention, verification, decisioning engines, and account management to enhance its clients' existing products and services
- Leading financial institutions including Banco Popular, HSBC, Regions Bank and TD Bank partner with Amount to drive growth and simplify their transition to digital financial services
  - Amount's clients collectively manage nearly \$2 trillion in US assets and service more than 50 million US customers

### Significance of Transaction

- The latest round brings Amount's total capital raised in 2020 to nearly \$140 million and follows its Series B round, led by QED Investors, from earlier this year
- The new funding will allow for further investments in platform research and development, as well as for accelerating the Company's go-to-market strategy

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Amount
- This transaction underscores FT Partners' expertise across the Banking Tech landscape and highlights its position as the "Advisor of Choice" to leading FinTech companies

### Financial Technology Partners LP FTP Securities LLC

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



# AMOUNT

*on its Series C financing led by*



*for a total amount of*

# \$81,000,000



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## 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

A small chart titled "Silicon Valley's Most Popular Dealmakers" showing a list of names and their roles. Steve McLaughlin is at the top.

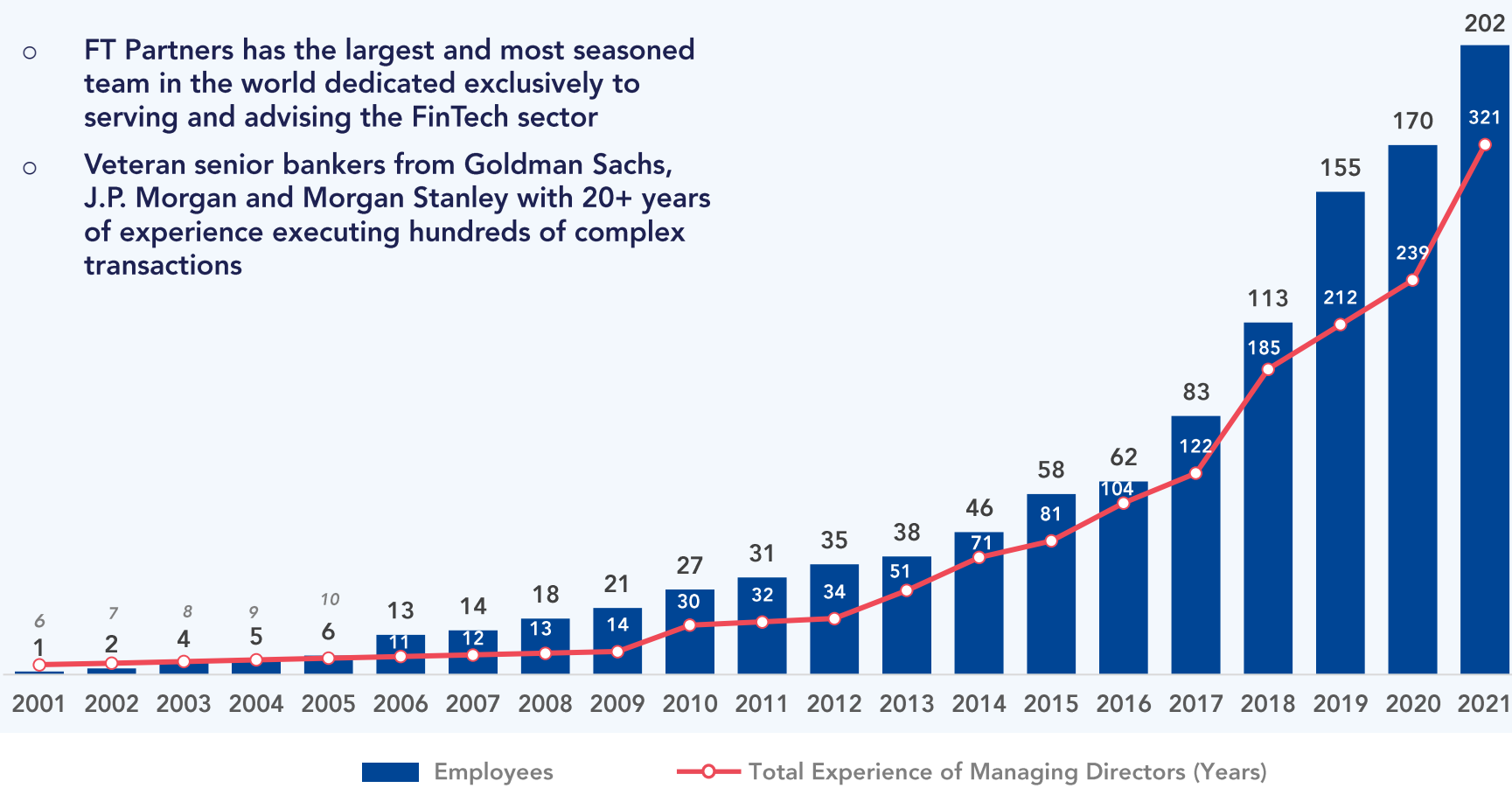
Name	Title	Company
Steve McLaughlin	Managing Director	FT Partners
Markus Heide	Managing Director	FT Partners
Paul Rosen	Managing Director	FT Partners
Quincy Smith	Partner	FT Partners

#### 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

## 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)

6	7	8	9	10	11	12	13	14	15	16	17	17	18	16	17	17	19	19	20	19
---	---	---	---	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----