December 3, 2020

# Forter Raises $125 million in Series E Financing Led by Bessemer Venture Partners

*The Only Investment Bank Focused Exclusively on FinTech*

San Francisco • New York • London

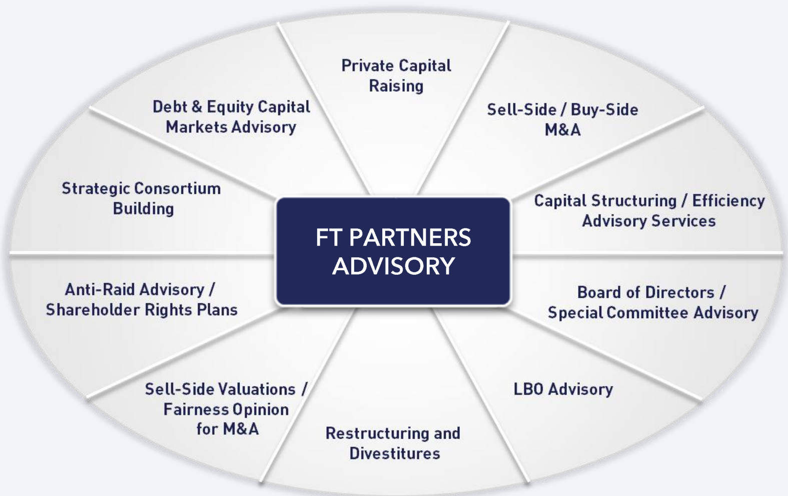
FINANCIAL TECHNOLOGY PARTNERS

# FT Partners – Focused Exclusively on FinTech

## Overview of FT Partners

- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. Our unique insight into FinTech is a direct result of executing hundreds of transactions in the sector combined with over 19 years of exclusive focus on Financial Technology

### FT Partners' Advisory Capabilities




### FT Partners' FinTech Industry Research


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

The Information

**Named Silicon Valley's #1 FinTech Banker (2016) and ranked #2 Overall by *The Information***

Institutional Investor

**Ranked #1 Most Influential Person in all of FinTech in *Institutional Investors* "FinTech Finance 40"**

THE M&A ADVISOR

**Numerous Awards for Transaction Excellence including "Deal of the Decade"**





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# Forter Raises $125 million in Series E Financing

## Transaction Overview

### Transaction Summary

- **On November 19, 2020, Forter, a provider of e-commerce fraud prevention solutions, announced it has raised $125 million in Series E funding**
  - Bessemer Venture Partners, Felix Capital and Itai Tsiddon led the round, along with participation from Sequoia Capital, NewView Capital, Scale Venture Partners, March Capital Partners and Commerce Ventures
  - The round brings Forter's valuation to over $1.3 billion
- **The funding will allow Forter to accelerate its vision of establishing an ecosystem of trust across online merchants, banks and payment providers to block fraud**
- **The Company will continue to expand its suite of solutions and global data network, which has doubled in size over the last 12 months to more than $200 billion in annual online transactions protecting over 800 million shoppers**
- **Forter's real-time, fully automated fraud prevention platform is used by merchants from various commerce verticals including Sephora, OnePlus, Suning, ASOS, Hugo Boss and Adobe**

### Management and Investor Commentary

*"We set out to create a global coalition of merchants, banks and payment providers that fight fraud together. We continue on our mission to expand the online network of trust and will continue investing in our platform in collaboration with our customers and partners…This year we have doubled our team across eight global offices, doubled our revenue and enjoyed our first cash flow positive quarter. The market traction we have experienced allows us to invest even more into our platform and drive more significant impact for our customers and partners. We will remain an independent company as we continue to grow our footprint across the commerce ecosystem."*

FORTER

***Michael Reitblat***
***CEO & Co-Founder***

*"Companies that can allow global organizations to safely embrace and accelerate their digital transformation and increase the lifetime value of their online consumers are invaluable as e-commerce continues to climb…Forter has turned fraud prevention into a business enabler by uniting the entire digital economy ecosystem to fight fraud together and let people shop safely."*

Bessemer Venture Partners

***Elliott Robinson***
***Partner***

Source: *Company press release*

# Forter Raises $125 million in Series E Financing

## Forter Overview

### Company Overview

| | |
|---|---|
| **CEO:** | Michael Reitblat |
| **Headquarters:** | New York, NY |
| **Founded:** | 2013 |

- Forter specializes in e-commerce fraud prevention
- The Company's identity-based fraud prevention solutions detect fraudulent activity in real-time, throughout all online consumer experiences
- Forter's platform is powered by its rapidly growing Global Data Network, underpinned by predictive fraud research and modelling, and the ability for customers to tailor the platform for their specific needs
- The Company processes over $200 billion in online commerce transactions and protects over 800 million consumers globally from credit card fraud, account takeover, identity theft, and more

### Selected Financing History

| Date | Size ($ in mm) | Investors |
|---|---|---|
| Nov. 2020 | $125 | Bessemer Venture Partners; Felix Capital; Sequoia Capital; NewView Capital; Scale Venture Partners; March Capital Partners; Commerce Ventures |
| Sep. 2018 | 50 | March Capital Partners; Salesforce Ventures; Sequoia Capital; NEA; Scale Venture Partners |
| Apr. 2016 | 32 | Sequoia Capital; NEA; Scale Venture Partners |
| Nov. 2014 | 15 | Sequoia Capital; NEA; |
| Mar. 2014 | 3 | Sequoia Capital |

### Products Overview

**Payment Protection**
Accept more transactions, block fraud and ensure PSD2 compliance

**Account Protection**
Protect from account takeover and account opening fraud

**PSD2 Solution**
Minimize friction and maximize conversions with full PSD2 compliance

**Smart Routing**
Increase approvals through decline recovery, processor routing and more

**Policy Abuse Prevention**
Identify and block abusers from returns, promotion and reseller abuse

**PSP Fraud Protection**
Maximize approvals and reduce fraud for your merchant portfolio

### Selected Partners

*Source: Company website; FT Partners' Proprietary Transaction Database*

# Forter Raises $125 million in Series E Financing

## Selected Fraud Management Landscape

FORTER

### Fraud Decisioning / Scoring (Merchant-Focused)

Socure, sift, CyberSource A Visa Solution, FEATURE SPACE, Accertify Focused on Fraud Prevention, feedzai, Fraugster, arvato BERTELSMANN, giact, Ravelin, Bolt, cardinal A Visa Solution, simility, PRECOGNITIVE, callsign, Kount, ThreatMetrix, EverCompliant More Intelligence. Less Risk., id:analytics, 41STPARAMETER

### Fraud Decisioning / Scoring (Bank-Focused)

Socure, Brighterion mastercard, FEATURE SPACE, Alloy, feedzai, simility, callsign, IdentityMind, DATAVISOR, ThreatMetrix, Early Warning, VISA, giact

### Biometrics & Behavioral Analytics

BehavioSec Continuous Authentication., callsign, Q5id, NICE ACTIMIZE GUARDIAN ANALYTICS, BIOCATCH Less Friction. Less Fraud., IDEMIA augmented identity, buguroo, NuData Security mastercard, SECUREDTOUCH, LoginID, TrustStamp, ValidSoft SECURING TRANSACTIONS

### Fraud / Chargeback Guarantee

SIGNIFYD, FORTER, vesta, ethoca, VERIFI, Radial a bpost company, riskified

### Chargeback Management

CHARGEBACKS911 FROM DEFENSE TO OFFENSE, CHARGEBACK GURUS, Chargeback, CHARGEBACK360, chargehound

## Selected Digital Identity & Authentication Landscape

FORTER

### Digital Identity

- ARIADNEXT
- ForgeRock
- Trulioo
- arvato BERTELSMANN
- TransUnion
- IdentityMind
- experian
- WebID Your True Identity Company
- Entersekt
- IDnow
- Trusteer an IBM Company

### Document-Focused

- acuant
- onfido
- jumio
- ARIADNEXT
- Mitek
- SIGNICAT
- IDology
- IDmission empowering identity
- INTELLICHECK
- ubble
- Entersekt
- IDnow
- BLOCKSCORE
- AU10TIX
- authenteq

### Digital Data Attributes

- ARKOWL
- EKATA
- digital element
- MAXMIND
- emailage A LexisNexis® Risk Solutions Company

### Mobile Identity & Device

- boku
- prove Formerly Payfone
- Zumigo Mobile in Context
- InAuth
- TeleSign
- TRUSTID A Neustar Company
- iovation
- pindrop

### Digital Signature

- ARIADNEXT
- eOriginal
- SIGNICAT
- Signaturit
- DocuSign
- OneSpan Be bold. Be secure.
- scrive
- IDnow
- HELLOSIGN a Dropbox Company

### KYC/AML

- abrigo make big things happen.
- ARACHNYS
- SIMPLEKYC
- Alloy
- Clari5 by CustomerXPs
- trunarrative
- rdc Smarter Screening
- HAWK:AI
- VERAFIN A STEP AHEAD
- SILENT EIGHT
- LUCINITY
- fenergo
- BEAM
- NorthRow
- SPHONIC
- Comply Advantage
- RESISTANT.AI
- AYASDI

### Account Access Management

- Auth0
- idaptive
- SECURE KEY
- DUO
- PingIdentity
- okta
- mvine

### Background Checks

- Checkr
- GoodHire.
- Sterling
- evident
- HIRERIGHT
- Middesk
- kredifi
- First Advantage
- KarmaCheck

### Employment Verification

- empinfo
- i2 VERIFY
- truework

# FT Partners – Focused Exclusively on FinTech

## Selected FT Partners’ Research (click to view)


AvidXchange’s $388 million Financing


Billtrust’s $50 million Minority Financing


ContaAzul’s $30 million Series D Financing


Feedzai’s Series C Financing


Paddle Raises $68 million in Series C Financing


Tipalti Raises $150 million in Series E Financing


Unqork Raises $207 million in Series C Financing


South Mountain Merger Corp. Merges with Billtrust

VIEW MORE FT PARTNERS RESEARCH

# FT Partners – Focused Exclusively on FinTech

## FT Partners' Superior Industry Knowledge and Execution History

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as exclusive strategic and financial advisor to
BainCapital Ventures & Great Hill Partners
in the merger of
CHROME RIVER & certify
valued in excess of
**$1,000,000,000**
Financial Technology Partners
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as exclusive strategic and financial advisor to
avidxchange
on its growth financing with new investors
Neuberger Berman, Lone Pine Capital, Schonfeld
for a total amount of
**$388,000,000**
Financial Technology Partners
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
ContaAzul
in its Series D financing led by
TIGERGLOBAL
with participation from
Endeavor Catalyst
for total consideration of approximately
**$ 30,000,000**
Financial Technology Partners
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
feedzai
in its Series C financing
for a total consideration of
**$ 50,000,000**
Financial Technology Partners
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
billtrust
in its minority financing led by
Riverwood Capital
for total consideration of
**$ 50,000,000**
Financial Technology Partners
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Financial Technology Partners LP
FTP Securities LLC
pleased to announce its role as exclusive strategic and financial advisor to
wave
on its sale to
H&R BLOCK
for total consideration of
**$405,000,000**
Financial Technology Partners
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
avidxchange
in its Series E minority financing from
Bain Capital Ventures
Foundry Group, nyca, KeyBank, Fifth Third Bank, TPG, Pivot Investment Partners
for total consideration of
**$ 253,000,000**
Financial Technology Partners
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as financial advisor to
KUBRA
in its 80% majority sale to
HEARST corporation
Financial Technology Partners
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic to
BROWZ
in its growth financing for total consideration of
**$ 10,000,000**
Financial Technology Partners
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
ShareholderInSite
in its sale to
IPREO
Financial Technology Partners
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
riskonnect
Integrated Risk Management Solutions
in its sale to
THOMA BRAVO
Financial Technology Partners
The Only Investment Bank Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as financial advisor to
taulia
in its investment from
QuestMark Partners
zouk, BBVA, edbi
for total consideration of approximately
**$ 65,000,000**
Financial Technology Partners
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
CHROME RIVER
in its Series D investment from
Great Hill Partners
for total consideration of approximately
**$ 100,000,000**
Financial Technology Partners
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
Confirmation.com
in its minority financing from
Great Hill Partners
**$ 60,000,000**
Financial Technology Partners
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
billtrust
in its strategic financing from
VISA
Financial Technology Partners
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as exclusive strategic and financial advisor to
BROWZ
THE RIGHT FIT
in its merger with
Avetta
Financial Technology Partners
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
wave
in its Series D investment from
SC, crv, OMERS Ventures
for approximately
**$ 10,000,000**
Financial Technology Partners
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to
avidxchange
in its Series F minority financing from
mastercard
Caisse de dépôt et placement du Québec, TEMASEK
THIEL
**$ 300,000,000**
Financial Technology Partners
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# FT Partners – Focused Exclusively on FinTech

## Leading Advisor in the Fraud & Risk Sector

### Largest Authentication Network in the World

Financial Technology Partners LP
FTP Securities LLC

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

CARDINAL COMMERCE

*in its sale to*

VISA

*for total consideration of*

**$300,000,000**

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### Digital Identity Verification

Financial Technology Partners LP
FTP Securities LLC

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

SIGNICAT

*in its sale to*

NORDIC CAPITAL

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### Digital Identity Verification

Financial Technology Partners LP
FTP Securities LLC

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

IdentityMind

*on its sale to*

acuant

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### Alternative Data Credit Reporting

Financial Technology Partners LP
FTP Securities LLC

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

DATAX

*in its sale to*

EQUIFAX

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### Digital Identity Verification

Financial Technology Partners LP
FTP Securities LLC

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

emailage
The Email Risk Score Company

*on its sale to*

LexisNexis
RISK SOLUTIONS

*a division of*

RELX

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### Alternative Data Credit Scoring

Financial Technology Partners LP
FTP Securities LLC

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

L2C inc

*in its sale to*

TransUnion

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### AI-Powered Fraud Prevention Solutions

Financial Technology Partners LP
FTP Securities LLC

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

feedzai

*in its Series C financing*

*for a total consideration of*

**$ 50,000,000**

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### Integrated Risk Management Solutions

Financial Technology Partners LP
FTP Securities LLC

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

riskonnect
Integrated Risk Management Solutions™

*in its sale to*

THOMA BRAVO

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# FT Partners – Focused Exclusively on FinTech



## FT Partners Advises IdentityMind on its Sale to Acuant

### Overview of Transaction

- On March 31, 2020, Acuant announced it has acquired IdentityMind, a global provider of trusted digital identities and risk management solutions
  - In 2019, IdentityMind announced a strategic partnership with Acuant
- Founded in 2013 and based in the Palo Alto, CA, IdentityMind is a SaaS platform for online risk management and compliance automation that helps companies to reduce client onboarding fraud, transaction fraud and improve AML, sanctions screening and KYC
  - By continuously building, validating and risk scoring digital identities through its eDNA™ technology, IdentityMind ensures global business safety and compliance from customer onboarding and throughout the customer lifecycle
- Acuant provides identity verification solutions, including government-issued identity document and chip authentication and biometric facial recognition, for businesses in all industries

### Significance of Transaction

- Expanding its reach across the digital identity lifecycle, Acuant will combine its award-winning Trusted Identity Platform for identity proofing and verification with IdentityMind's Digital Identity Platform for identity creation, risk scoring, transaction monitoring and regulatory compliance (KYC and AML)
- The combination results in an advanced orchestration hub that provides accurate risk decisioning, allowing businesses to move faster and deliver the best user experience across all channels

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to IdentityMind
- The transaction underscores FT Partners' successful track record in the Fraud & Risk Management space

Financial Technology Partners LP
FTP Securities LLC

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

IdentityMind

*on its sale to*

acuant

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# FT Partners – Focused Exclusively on FinTech



## FT Partners Advises CardinalCommerce on its Strategic Sale to Visa

### Overview of Transaction

- On December 1, 2016, CardinalCommerce announced its strategic sale to Visa in one of the largest payments deals of the year
- Headquartered in Cleveland, Ohio, CardinalCommerce is a pioneer and global leader in enabling authenticated payment transactions in the card-not-present payments industry and is the largest authentication network in the world
- Founded in 1999, CardinalCommerce's products are used globally: across 6 continents (Africa, Asia, Australia, Europe, North America and South America), in more than 200 countries and used with more than 180 different currencies

### Significance of Transaction

- The acquisition will help accelerate the growth of Visa's digital commerce by enabling more secure, seamless payments, through browsers, mobile apps and connected devices
- As Visa plans to integrate tokenization into Visa Checkout over the next 18 months, the addition of CardinalCommerce will allow a more seamless integration of 3-D Secure and delivery of these new fraud mitigation capabilities to merchants

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to CardinalCommerce and its Board of Directors
- This transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies

Financial Technology Partners LP
FTP Securities LLC

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

CARDINAL® COMMERCE

*in its sale to*

VISA

*for total consideration of approximately*

**$ 300,000,000**

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# FT Partners Advises Feedzai on its Series C Financing

## Overview of Transaction

- On October 17, 2017 Feedzai announced it has raised $50 million in its Series C financing round from an undisclosed investor with participation from existing investor Sapphire Ventures
- This new funding brings the total venture capital raised to $82 million from nine major investors including Oak HC/FT, Capital One Growth Ventures, Citi Ventures and more.
- Founded in 2009 and headquartered in San Mateo, CA, Feedzai is a leader in using artificial intelligence to empower enterprises to manage risk and fight fraud in real-time
  - Feedzai's machine learning technology and its omnichannel fraud prevention solutions serve customers that transact in virtually every country in the world, across numerous use cases for leading banks and merchants

## Significance of Transaction

- Feedzai will use the capital to continue its rapid growth trajectory
- The Company is on track to more than double its headcount this year from where it was at the end of 2016, planning to reach 300 employees by the end of 2017
- Additionally, Feedzai has added key sales leaders worldwide, including hiring former Box SVP Jim Priestley as Chief Revenue Officer

## FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Feedzai and its Board of Directors
- FT Partners also represented Feedzai on its [$17.5 million Series B financing] from Oak HC/FT, Sapphire Ventures and Espirito Ventures
- This transaction demonstrates FT Partners' continued leadership role advising world-class FinTech companies

Financial Technology Partners LP
FTP Securities LLC

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

feedzai

*in its Series C financing*

*for a total consideration of*

**$ 50,000,000**

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# FT Partners Advises Emailage on its Sale to RELX

## Overview of Transaction

- On February 3, 2020, RELX announced it has entered into an agreement to acquire Emailage Corp ("Emailage"), a global provider of fraud prevention and risk management solutions
  - Emailage will become a part of the Business Services group of LexisNexis Risk Solutions
- Founded in 2012 and based in the Phoenix metro area with offices across the globe, Emailage helps organizations reduce online fraud by building multi-dimensional profiles associated with customer email addresses to render predictive risk scores
- RELX (LSE:REL) is a global provider of information-based analytics and decision tools for professional and business customers, headquartered in London, United Kingdom with offices in about 40 countries

## Significance of Transaction

- Emailage expands RELX's digital identity intelligence and fraud prevention capabilities, providing customers around the world with a more comprehensive view into consumers for predictive risk assessment
- Emailage's long-standing contributory network database will enhance the LexisNexis® Digital Identity Network®, which analyses an average of 39.9 billion transactions annually to provide organizations with actionable insight into the world's rapidly changing threat landscape

## FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Emailage
- The transaction is one of the largest in the sector and underscores FT Partners' successful track record in generating highly favorable outcomes for Fraud & Risk Management companies worldwide

Financial Technology Partners LP
FTP Securities LLC

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

emailage®
The Email Risk Score Company

*on its sale to*

LexisNexis®
RISK SOLUTIONS

*a division of*

RELX

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# FT Partners Advises Signicat on its Sale to Nordic Capital

### Overview of Transaction

- On April 11, 2019, Signicat announced its sale to Nordic Capital
  - Signicat was acquired from Secure Identity Holding[1] and other shareholders
  - Viking Venture, Signicat's other major shareholder, will re-invest all proceeds and continue as a minority owner, together with employee shareholders and with Nordic Capital as the majority owner
- Headquartered in Trondheim, Norway, Signicat is a SaaS verified digital identity hub, which enables its enterprise customers to seamlessly onboard and authenticate end-users as well as sign and store their documents
  - Signicat provides a single integration point providing customers access to the widest available pool of electronic IDs (eIDs), registry lookups, and ID document scanning solutions via a single interface
- Nordic Capital is a leading private equity firm based in Sweden with offices across the Nordics and Europe, which invests in large and middle-market companies globally with a primary focus in Northern Europe and the DACH region
- Viking Venture is a Norwegian venture capital firm that invests in growth companies in the technology sector
- This transaction is comprised of both primary and secondary capital from Nordic Capital, as well as reinvestment from Viking Venture and current management

### Significance of Transaction

- This transaction will enable Signicat to expand into new markets across Europe, North America and globally through hiring and establishing local offices, entering into partnerships with digital identity players, and by supporting existing customers to expand into new geographies
- This transaction will also support Signicat's development of its proprietary platform and widen its product capabilities

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Signicat
- This transaction underscores FT Partners' expertise in sell-side advisory across a broad range of SaaS-based companies in the fraud and identity management space

Financial Technology Partners LP
FTP Securities LLC

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

SIGNICAT

*in its sale to*

NORDIC CAPITAL

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*(1) SIH is an SPV owned by Kantega's shareholders, established when Signicat spun out of Kantega through a demerger in 2007; Kantega is a Norwegian IT company providing bespoke software services*

# FT Partners – Focused Exclusively on FinTech

## FT Partners Advises DataX on its Sale to Equifax

### Overview of Transaction

- DataX has been acquired by Equifax
- Headquartered in Las Vegas, NV, DataX is one of the fastest growing alternative data credit reporting agencies, offering premier financial management solutions to businesses through a suite of advanced products focused on mitigating risk and improving profitability
- Equifax (NYSE:EFX) uses unique data, analytics and technology to help organizations and individuals make more informed business decisions
- Through the acquisition, DataX and its employees are now part of the Equifax Banking and Lending division

### Significance of Transaction

- DataX's data assets complement the Equifax core credit database adding alternative credit and payment data, analytics and identity solutions on underbanked consumers to the installment loan, rent-to-own and lease-to-own markets
- The acquisition of DataX also complements other unique Equifax data assets that help provide greater depth and reach to those seeking credit

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to DataX
- This transaction highlights FT Partners' versatility and expertise across the FinTech universe and exhibits its position 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*

DATAX

*in its sale to*

EQUIFAX

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# FT Partners – Focused Exclusively on FinTech

## FT Partners' Recent Awards and Recognition

### 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


### The FinTech Finance 40:

- Steve McLaughlin ranked #1 in 2017 and 2018


Silicon Valley's Most Popular Dealmakers

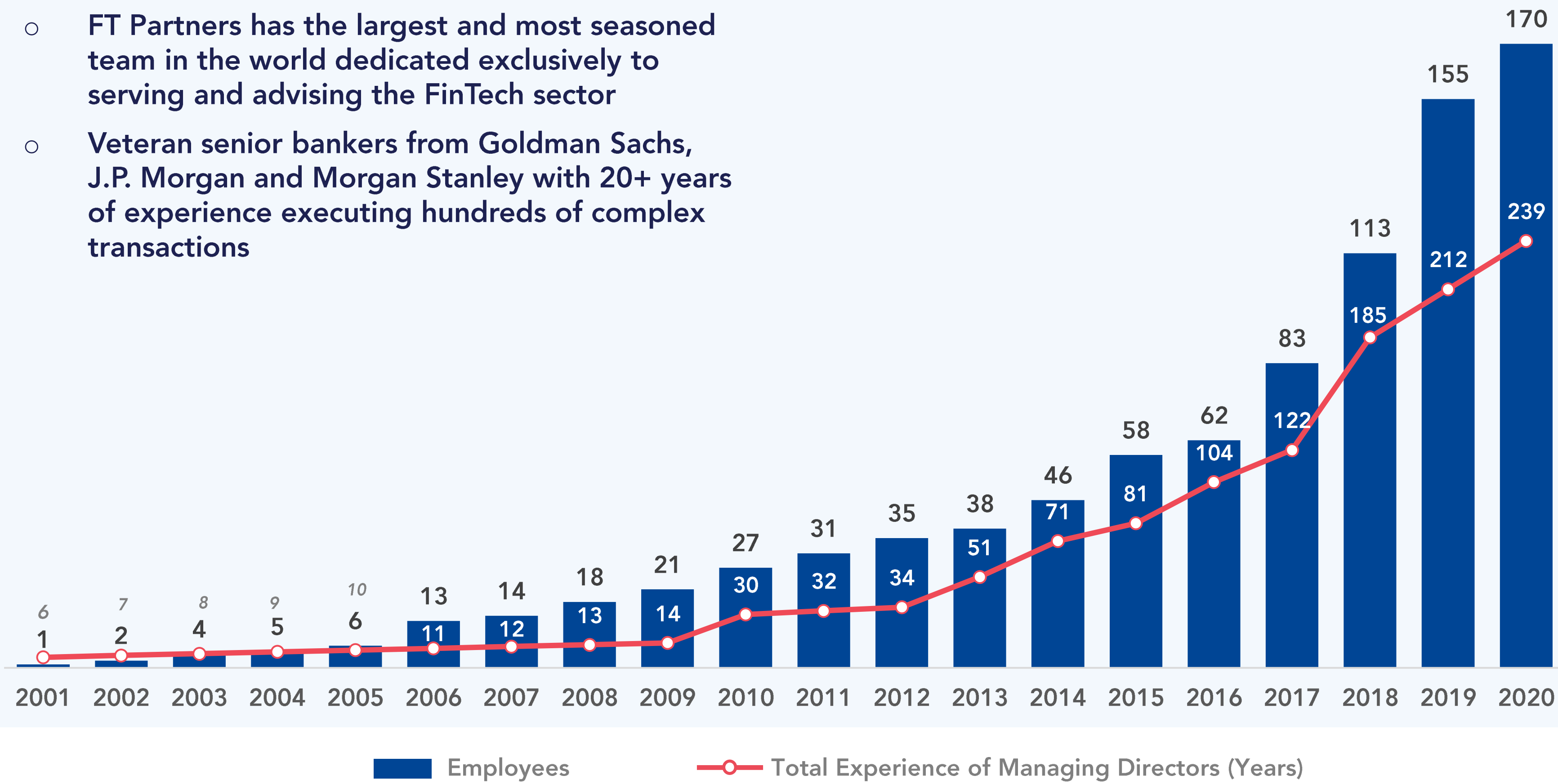
### The Information's "Silicon Valley's Most Popular Dealmakers"

- 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

## 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 |

# FT Partners – Focused Exclusively on FinTech



## The FT Partners Senior Banker Team

| Name / Position | Prior Background | Experience / Education | Years of Experience |
|---|---|---|---|
| **Steve McLaughlin**<br>*Founder, CEO and Managing Partner* | Goldman Sachs | • Formerly with Goldman Sachs in New York and San Francisco from 1995-2002<br>• Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)<br>• Wharton M.B.A. | ***25*** |
| **Mohit Agnihotri**<br>*Managing Director* | J.P.Morgan | • Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan<br>• Wharton M.B.A | ***18*** |
| **Kate Crespo**<br>*Managing Director* | RAYMOND JAMES® | • Formerly with Raymond James' Technology & Services investment banking<br>• 14+ years of FinTech transaction execution experience<br>• Dartmouth M.B.A. | ***18*** |
| **Larry Furlong**<br>*Managing Director* | Goldman Sachs | • Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004<br>• Wharton M.B.A. | ***24*** |
| **Osman Khan**<br>*Managing Director* | A&M<br>pwc | • Formerly Managing Director and Head of FIG M&A at Alvarez & Marsal<br>• 15+ years FIG deal, consulting and assurance experience at PwC<br>• 40 Under 40 M&A Advisor Award Winner in 2013 | ***23*** |
| **Randall Little**<br>*Managing Director* | J.P.Morgan | • 12 years as FIG / Capital Markets FinTech investment banker at J.P. Morgan<br>• 10 years as financial services technology consultant at Sun Microsystems and Ernst & Young<br>• NYU Stern M.B.A. (MBA w/Distinction) | ***23*** |
| **Andrew McLaughlin**<br>*Managing Director* | Deloitte. | • 20+ years experience executing / implementing financial and operational strategy<br>• Formerly with Deloitte Consulting | ***14*** |
| **Amar Mehta**<br>*Managing Director* | J.P.Morgan | • Formerly with J.P. Morgan's Technology (FinTech & Technology Services) team in New York<br>• 7+ years of FinTech transaction execution experience<br>• MBA from IIM-K (India), Bachelor's in Computer Engineering from NTU (Singapore) | ***15*** |
| **Mike Nelson**<br>*Managing Director* | SunTrust | • Formerly head of FinTech M&A at SunTrust Robinson Humphrey<br>• Kellogg M.B.A. | ***20*** |
| **Timm Schipporeit**<br>*Managing Director* | Morgan Stanley<br>Index Ventures | • Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London<br>• Formerly a Venture and Growth Investor focused on FinTech at Index Ventures | ***17*** |
| **Greg Smith**<br>*Managing Director* | Merrill Lynch<br>J.P.Morgan | • Formerly award winning Equity Research Analyst at Merrill Lynch, J.P. Morgan and Hambrecht & Quist<br>• 20+ years of experience covering FinTech as both an Analyst and Investment Banker | ***24*** |
| **Tim Wolfe**<br>*Managing Director* | Goldman Sachs | • Formerly with Goldman Sachs from 2000-2002<br>• 40 Under 40 M&A Advisor Award Winner 2013<br>• Harvard M.B.A. | ***18*** |