

FT PARTNERS FINTECH INDUSTRY RESEARCH

July 31, 2020

FinTech Executive Interview:

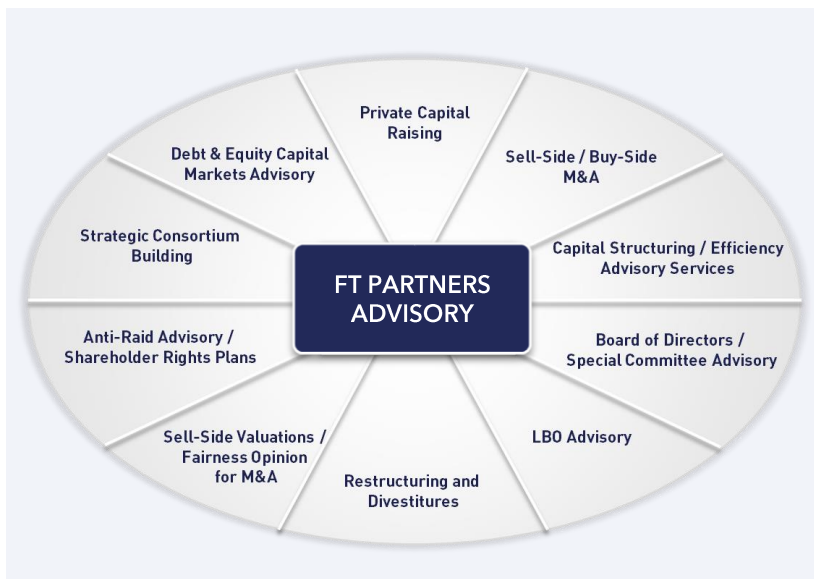


with Co-Founder and Chief Strategy Officer Jörg Wiemer

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 18 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research



The Information

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



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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TIS Overview

Company Overview



CEO: Erik Masing

Headquarters: Walldorf, Germany; Boston, MA (US)

Founded: 2010

- TIS provides a scalable and fully ERP-integrated cloud platform to replace corporates' fragmented payment solutions with one unified, transparent and audit proof cash management platform
 - Integration into all globally relevant banks and payment systems
 - End-to-end data processing with full ERP integration
 - Fast roll-out & implementation

Selected Financing History

Date	Size (\$ in mm)	Investors
May 2020	\$20	Aquiline Technology Growth; 83North
Nov. 2017	12	83North; Zobito; Target Partners
May 2014	6	Zobito; Target Partners
May 2011	4	Target Partners

Management



Erik Masing
CEO



Jörg Wiemer
Co-Founder & CSO



Erol Bozak
Co-Founder & CPO

Products



Bank Account Manager

Provides accurate overview of account details & banking relationships worldwide



Bank Transaction Manager

Controls and manages all transactions through cloud-based software which automatically collects & transfers ERP data



Bank Statement Manager

Collects bank account statements from banks worldwide and automatically converts and formats into the ERP system



Business Discovery Manager

Creates transparency by automating evaluations of cash flows & positions as well as real-time bank, customer and supplier reports



Sanction Screening

Verifies business relationships with a single screening tool that uses sanction list data linked to payments processes & ERP systems

Key Metrics

150+
customers

80
countries

10k+ bank
connections

\$3tn+ payment
volume



Interview with Jörg Wiemer



Jörg Wiemer

Co-Founder and Chief Strategy Officer

"Today SaaS (Software-as-a-Service) is completely changing corporate payments, cash management and decision making, which was exactly what we envisioned ten years ago."

Please describe your background and how this led to the founding of TIS.

Three major roles have defined my career path: Banker, Treasurer, FinTech Founder. One thing that remains unchanged is my passion for innovation excellence.

I started my career with Deutsche Bank, then moved to a German mid cap as Head of Finance and Investor Relations. After that, I spent eight years with SAP as SVP and Head of Treasury, before founding Treasury Intelligence Solutions (TIS) in 2010.

When I was Head of Treasury, I wanted to make smarter decisions through increased cash visibility and cash flow transparency. I wanted to have one multi-bank/bank-agnostic solution which would allow my global treasury teams to manage all the accounts, transactions and balances. Unfortunately, such needs from treasury would kick-off lengthy and costly internal IT projects. In the end, my team was forced to use multiple Electronic Banking tools. This was a far cry from a single platform where information would be visible and allow for better decisions. At that time, no such a provider existed in the market. Erol Bozak and I seized the opportunity and founded TIS, because we knew such a solution would be extremely valuable for corporate treasurers and financial leaders.

Today SaaS (Software-as-a-Service) is completely changing corporate payments, cash management and decision making, which was exactly what we envisioned ten years ago. We are thrilled that our vision has become the new reality and that we have been part of that driving force.



Exclusive Interview – Jörg Wiemer

“The market opportunity for TIS is as large as the corporate payments market itself - vast. In other words, any company with a ‘complex’ payment structure can profit from working with TIS.”

What types of customers does TIS serve and describe the pain points the Company is trying to help them solve?

The typical TIS customer is a large or medium sized corporate with operations in multiple countries all over the world. The client usually maintains various local legal entities and has relationships with multiple financial institutions. Accounts are, in turn, opened with banks in different countries for both domestic and international payments as well as for cash and liquidity management. Such organizations also have multiple enterprise resource planning systems (ERPs) where payments are initiated and cashflow data is stored. Most often different versions of these systems have been rolled out across the company over the years and/or they have been added through acquisitions.

TIS' services are primarily focused on the treasurer and CFO as they are the process owners of payments and cashflow management. The solution also serves accounting departments by facilitating supplier payments and HR departments looking to automate their payment flows.

The benefits of a bank-agnostic (yet multi-bank) solution with SaaS capabilities are highly valued and is the core of the TIS offering. Customers can achieve efficiency even if they have a less streamlined and decentralized payments and banking network. Our solution is modular and intuitive to use. We have a quick and frictionless onboarding experience and can get clients up and running two times faster than our competitors.

How do you size your market opportunity?

The market opportunity for TIS is as large as the corporate payments market itself - vast. In other words, any company with a "complex" payment structure can profit from working with TIS. Regardless of whether or not corporates wish to maintain, change, or streamline their current banking or ERP structure, they are part of our target market. This is the case as long as TIS can add value in terms of lower cost, less friction and higher efficiency.



Interview with Jörg Wiemer (cont.)



Exclusive Interview – Jörg Wiemer

“What differentiates TIS from many competitors - both in Europe and the U.S. - has been and will be our solutions, that are based on a deep understanding of the market the customer’s needs and our continually updated vision for the future.”

What differentiates TIS from the competition both in Europe and the US?

What differentiates TIS from many competitors - both in Europe and the U.S. - has been and will be our solutions, that are based on a deep understanding of the market the customer’s needs and our continually updated vision for the future. We firmly believed in cloud and SaaS as opposed to our main competitors who took a very different route, investing in on-premise solutions. If we look at today’s market, cloud and SaaS have become the standard.

For the next ten years, we envision that “best-of-breed” enabled by API will be the future. This means, customers can pick and choose the best, most pertinent product or service from a variety of providers that work best for their individual needs. Vendors will ensure seamless integration of independent products and services and enable data sync via APIs. This is a new approach to customization and flexibility while providing the best solutions to meet client’s individual needs and expectations. No more one-stop shopping in financial services. We believe players who offer a more open & flexible, data-driven platform and ecosystem will be the most successful. With over 10 years of experience and expertise from building a cloud-based platform and bank and ERP connectivity, TIS has a clear head start in this new approach.

TIS interfaces with a number of payment processors. Do you see yourself ever competing with them or does the business always intend to be a platform play that can connect with anyone in the ecosystem?

We do compete with other payment processors who serve clients in the same space. However, our vision of ‘best-of-breed’ enabled by API means that we do not exclude any opportunities to grow the TIS platform into a scalable ecosystem. This will happen by pursuing different connectivity strategies with other vendors. The most important goal is to generate value for end customers by enabling a broader ecosystem.



Exclusive Interview – Jörg Wiemer

“For the past five years TIS maintained a 50% compound annual growth rate (CAGR). For the next four years we are aiming for a minimum of 40% CAGR.”

Please describe the revenue model and the economics of your business.

When the client wins, so do we! Our yearly service fee is calculated based on the value that TIS derives for the client. This can be measured in terms of actual dollars saved on IT costs, bank fees or staff wages. In addition, TIS offers a measurable increase in cash visibility and transaction transparency coupled with a reduction of complexity and risk. This business model brings high quality, recurring software revenue. Because our clients understand the value of our offering, they usually commit to long term contracts. For TIS, such commitments mean stable income and a "sticky" customer base with low churn. Existing customers appreciate our high level of quality and service making them repeat buyers, in turn, producing more revenue through up-sell and cross-sell opportunities.

Can you share any growth metrics with us?

For the past five years TIS maintained a 50% compound annual growth rate (CAGR). For the next four years we are aiming for a minimum of 40% CAGR.

You just raised an additional \$20 million in financing led by Aquiline – how do you plan to use the funding?

We plan to use the new funding to further accelerate product development and to scale operations in Europe and in the U.S., in order to meet growing international demand.

How do you see the Company evolving over the next 5+ years? What is on the agenda in terms of new products / capabilities / geographies, etc.?

In the next 5+ years, the new world of payments will be even more customer centric than it is today. TIS will move from offering only products and services we develop ourselves to an expanded platform where TIS provides "best of breed" via API to our clients. We also want our platform to be part of various (payment) ecosystems allowing TIS to offer services on the platforms of others. These changes will allow TIS to expand both our customer as well as our geographic base.

Financial Management Solutions Sector

FT Partners has the experience and capabilities to generate outstanding outcomes for a wide breadth of companies that provide Financial Management Solutions



FT Partners' Superior Industry Knowledge and Execution History

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>BainCapital & Great Hill VENTURES PARTNERS in the merger of</p> <p>CHROMERIVER & certify ✓ valued in excess of</p> <p>\$1,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as exclusive strategic and financial advisor to</p> <p>avidexchange on its growth financing with new investors</p> <p>NEUBERGER BERMAN LONE PINE CAPITAL SCHONFELD for a total amount of</p> <p>\$388,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>ContaAzul in its Series D financing led by TIGERGLOBAL with participation from ENDEAVOR CATALYST for total consideration of approximately</p> <p>\$ 30,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>feedzai in its Series C financing for a total consideration of</p> <p>\$ 50,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>billtrust in its minority financing led by RIVERWOOD CAPITAL for total consideration of</p> <p>\$ 50,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>wave on its sale to</p> <p>H&R BLOCK for total consideration of</p> <p>\$405,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>avidexchange in its Series E minority financing from Bain Capital Ventures FOUNDRY nyca KeyBank TPG PIVOT for total consideration of</p> <p>\$ 253,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as financial advisor to</p> <p>KUBRA in its 80% majority sale to</p> <p>HEARST corporation</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic to</p> <p>BROWZ in its growth financing for total consideration of</p> <p>\$ 10,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>ShareholderInSite in its sale to</p> <p>IPREO</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>riskconnect. Integrated Risk Management Solutions in its sale to</p> <p>THOMA BRAVO</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as financial advisor to</p> <p>taulia in its investment from QUESTMARK PARTNERS ZOUK BBVA edbi for total consideration of approximately</p> <p>\$ 65,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>CHROMERIVER in its Series D investment from Great Hill PARTNERS for total consideration of approximately</p> <p>\$ 100,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>Confirmation.com in its minority financing from Great Hill PARTNERS</p> <p>\$ 60,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>billtrust in its strategic financing from VISA</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>BROWZ THE RIGHT FIT in its merger with Avetta</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>wave in its Series D investment from SC cre OMERS Ventures for approximately</p> <p>\$ 10,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>avidexchange in its Series F minority financing from mastercard TEMASEK THIEL</p> <p>\$ 300,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

FT Partners Advises AvidXchange on its \$388 million Growth Financing

Overview of Transaction

- On April 23, 2020, AvidXchange announced it has raised \$128 million in additional equity financing in an oversubscribed round, which brings it to a total of \$388 million, after raising \$260 million in January of this year
- Participating investors include a number of the foremost capital management firms, including new investors Neuberger Berman, on behalf of clients, Lone Pine Capital, and Schonfeld Strategic Advisors, along with existing investors
- AvidXchange is a best-in-class business-to-business payments company that is revolutionizing how companies pay their bills by automating the invoice and payment processes for middle market companies
 - The Company focuses on serving mid-market clients and spans multiple industries including Real Estate, Financial Services, Home Owners Associations (HOA), Healthcare Facilities / Social Services, and Construction

Significance of Transaction

- The new capital will fuel AvidXchange's continued growth and innovation, allowing the Company to invest in its solutions for both buyers and suppliers while reaching more customers in the middle market
- The transaction firmly positions the Company for its next phase of growth

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to AvidXchange
- FT Partners has been AvidXchange's advisor since 2009, working with the Company on multiple capital raises, as well as a number of acquisitions
- Transaction underscores the long-term nature of many of FT Partners' relationships, as well as our deep expertise in advising leading Financial Management Solution providers

Financial Technology Partners LP FTP Securities LLC

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



*on its growth financing
with new investors*



for a total amount of

\$ 388,000,000

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TECHNOLOGY
PARTNERS

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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 Billtrust on its Minority Financing

Overview of Transaction

- On May 25, 2017 Billtrust announced it has raised \$50 million in a minority financing round from Riverwood Capital
 - Riverwood joins existing investors, Edison Partners, Goldman Sachs and Bain Capital Ventures
- As part of this financing, Francisco Alvarez-Demalde of Riverwood joined Billtrust's Board of Directors
- Billtrust is the pioneer of payment cycle management, helping clients automate and accelerate their accounts receivable (AR) processes to increase cash flow, improve operational efficiency and increase customer satisfaction
- Riverwood Capital is a private equity firm that invests in high growth technology companies

Significance of Transaction

- The transaction will further help Billtrust expand as the leading independent provider of payment cycle management solutions
- Firmly positions the Company to continue to grow its core business (Quantum Payment Cycle Management) with expanded services as well as pursue opportunistic acquisitions and continue global expansion

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Billtrust and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience and broad industry relationships to help achieve a highly favorable outcome for the Company
- Transaction demonstrates FT Partners' continued leadership in the Financial Management Solutions space

Financial Technology Partners LP FTP Securities LLC

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



in its minority financing led by



for a total consideration of

\$ 50,000,000



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FT Partners Advises KUBRA on its Sale to Hearst

Overview of Transaction

- On September 3, 2014, KUBRA announced its 80% sale to the Hearst Corporation ("Hearst")
- Backed by Clairvest, KUBRA provides billing and payment solutions to customers across multiple industry verticals via electronic and physical channels
- The Company has grown to be a leader in the emerging Customer Interaction Management industry

Significance of Transaction

- The acquisition increases Hearst's presence in both the billing and payments space (already owning CDS Global), while strengthening its foothold in the utilities vertical
- CDS Global provides customer relationship management solutions to publishers, direct marketing firms, etc.
- Clairvest realized proceeds equal to 13.5x invested capital and an internal rate of return ("IRR") of over 40% over eight years

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to KUBRA and its Board of Directors
- FT Partners leveraged its deep knowledge, extensive experience (understanding all the unique aspects of the Company's billing, payments, outsourcing, customer interaction and electronic commerce businesses) and broad industry relationships to help achieve a highly favorable outcome for stakeholders
- Successfully helped find a unique acquirer
- Transaction demonstrates FT Partners' continued success advising top-tier financial technology companies

Financial Technology Partners LP FTP Securities LLC

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



in its 80% majority sale to

H E A R S T *corporation*



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FT Partners’ Recent Awards and Recognition

Bloomberg

Bloomberg

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



M&A Advisor Awards

- Technology Deal of the Year (2019)
- Cross Border Deal of the Year and Corporate / Strategic Deal of the Year (2018)
- Investment Banker of the Year (2017) – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Investment Banking Firm of the Year (2016) – FT Partners



LendIt FinTech Industry Awards 2018:

- FT Partners wins Top Investment Bank in FinTech

Institutional Investor



The FinTech Finance 40:

- Steve McLaughlin ranked #1 in 2017 and 2018

The Information

A screenshot of a list titled "Silicon Valley's Most Popular Dealmakers" from The Information. The list includes names, titles, and companies.

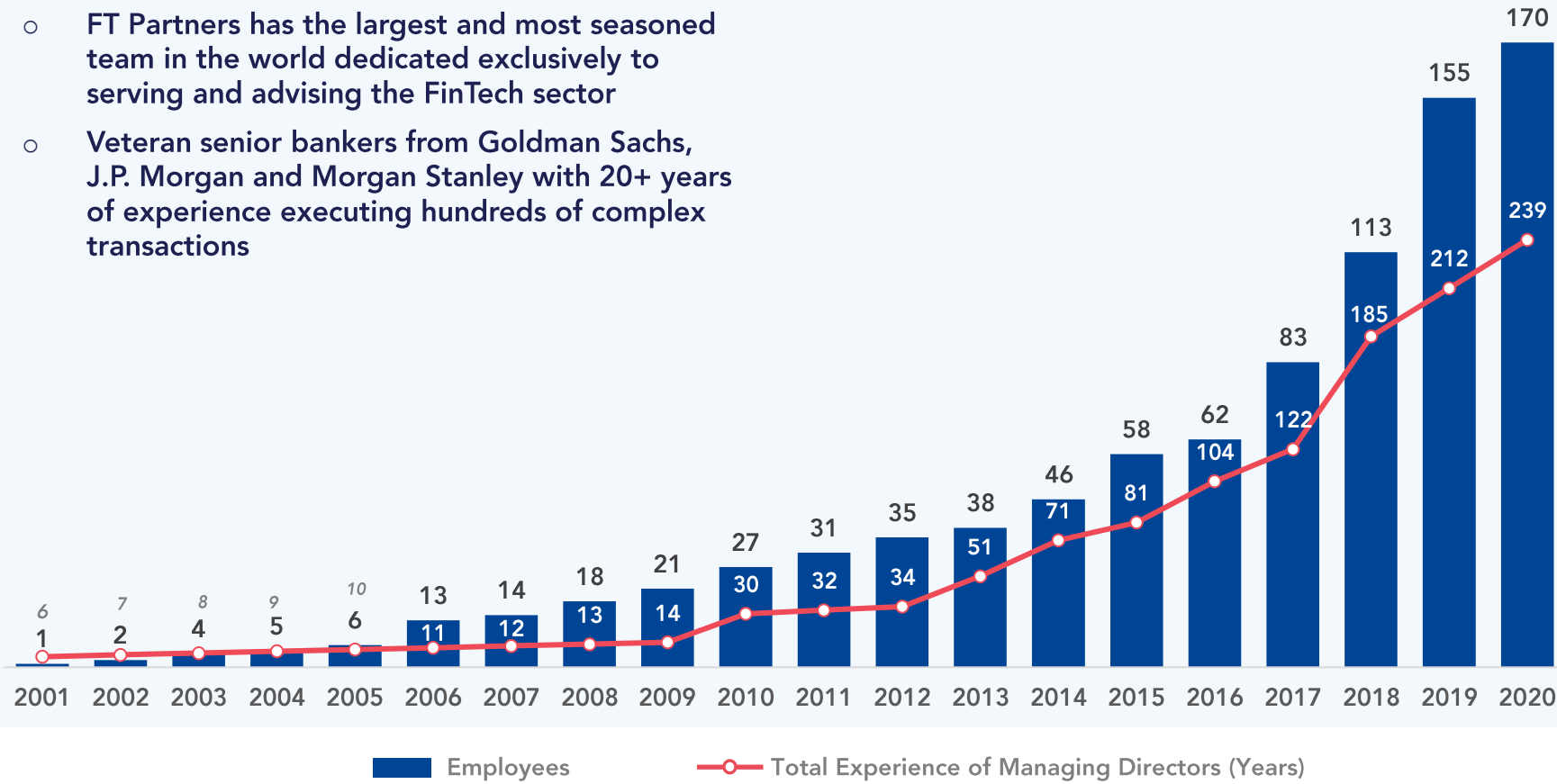
Name	Title	Company
Sam Smith	Managing Director	Golden Gate
Steve McLaughlin	Managing Partner	FT Partners
Michael Hedges	Managing Director	Golden Gate
Russ Winters	Managing Director	Golden Gate
Paul Rosen	Managing Director	Golden Gate
Quincy Smith	Partner	Golden Gate

The Information’s “Silicon Valley’s Most Popular Dealmakers”

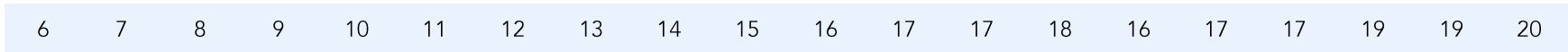
- Ranked as the #2 top Technology Investment Banker by The Information subscribers (2016)
- Only FinTech focused investment banking firm and banker on the list

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)



The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs in New York and San Francisco from 1995-2002 Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	25
Mohit Agnihotri <i>Managing Director</i>	J.P.Morgan	<ul style="list-style-type: none"> Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan Wharton M.B.A 	18
Kate Crespo <i>Managing Director</i>	RAYMOND JAMES®	<ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 14+ years of FinTech transaction execution experience Dartmouth M.B.A. 	18
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004 Wharton M.B.A. 	24
Osman Khan <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly Managing Director and Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 	23
Randall Little <i>Managing Director</i>	J.P.Morgan	<ul style="list-style-type: none"> 12 years as FIG / Capital Markets FinTech investment banker at J.P. Morgan 10 years as financial services technology consultant at Sun Microsystems and Ernst & Young NYU Stern M.B.A. (MBA w/Distinction) 	23
Andrew McLaughlin <i>Managing Director</i>	Deloitte.	<ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting 	14
Amar Mehta <i>Managing Director</i>	J.P.Morgan	<ul style="list-style-type: none"> Formerly with J.P. Morgan's Technology (FinTech & Technology Services) team in New York 7+ years of FinTech transaction execution experience MBA from IIM-K (India), Bachelor's in Computer Engineering from NTU (Singapore) 	15
Mike Nelson <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey Kellogg M.B.A. 	20
Timm Schipporeit <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures 	17
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch, J.P. Morgan and Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker 	24
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman Sachs from 2000-2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	18