# FT PARTNERS FINTECH INDUSTRY RESEARCH

November 19, 2021



# Quantum FinTech Acquisition Corp. (NYSE: QFTA) Merges with TradeStation for an Enterprise Value of \$1.4 billion





The Only Investment Bank Focused Exclusively on FinTech

# TradeStation®

#### **Transaction Overview**

#### **Transaction Summary**

- On November 4, 2021, TradeStation announced a definitive business combination agreement with Quantum FinTech Acquisition Corp. (NYSE: QFTA), a special purpose acquisition company (SPAC)
  - Upon closing of the transaction, TradeStation will become a public company and trade on NYSE under a new ticker symbol "TRDE"
- The transaction reflects a pro-forma implied enterprise value of \$1.4 billion upon consummation for TradeStation
  - The transaction is expected to result in \$316 million of cash prior to payment of expenses, consisting of the contribution of approximately \$201 million of cash held in Quantum FinTech's trust account, and \$115 million of additional capital through a private placement of common stock by Quantum FinTech
- The net proceeds from the transaction are expected to be used to help finance the Company's plans to accelerate account and revenue growth through increased brand awareness and performance-based marketing spend, as well as for product development and other initiatives
- TradeStation is an online multi-asset trading platform and selfclearing online broker for the equities, options, futures, and cryptocurrency self-directed investor markets
- The transaction is expected to close in the first half of 2022
  - The boards of directors for both TradeStation and Quantum FinTech have approved the transaction
  - The transaction is subject to the satisfaction of customary closing conditions
  - Upon closing of the transaction, TradeStation's management team will continue to lead the Company

#### **Transaction Commentary**

"This transaction is an exciting new chapter in the ongoing story of TradeStation as an innovator that supports traders and investors seeking to claim their financial edge. In recent years our appeal has grown from seasoned active traders to include a new generation of traders and investors who are drawn to TradeStation's powerful analytics and orderentry tools to help them identify opportunities, plot and test trading strategies and execute those strategies on a trusted, reliable and versatile platform. Throughout TradeStation's history, we have grown by providing our clients with a multi-asset trading platform, innovative new products and rich educational content that builds confidence among seasoned and first-time investors alike."



**John Bartleman** President and CEO



"TradeStation owns its core trading platform technology, and it executes and clears its customer trades across all of the major asset classes it offers. This high level of control over both its technology and operations gives TradeStation valuable agility and flexibility in how it runs and grows its business, as well as the ability to scale efficiently."



John Schaible Chairman and CEO



#### FT PARTNERS RESEARCH

#### Sources and Uses



Sources and Uses		
Sources	\$ mm	%
Cash held in trust	\$201	13%
Third-Party PIPE	65	4
Monex PIPE	50	3
TradeStation Rollover Equity (Monex)	1,298	80
Total	\$1,614	100%
Uses	\$ mm	%
Cash to balance sheet	\$271	17%
Estimated transaction expenses	45	3
TradeStation Shareholder Rollover (Monex)	1,298	80
Total	\$1,614	100%

#### **Structure**

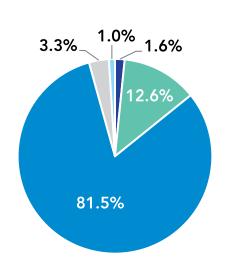
- TradeStation to merge with Quantum FinTech Acquisition Corp.
  - Quantum to become a wholly owned subsidiary
  - TradeStation to become a publicly traded company
- \$115 mm PIPE committed by Monex and entities associated with Quantum
- Use of proceeds:
  - o \$80-100 mm to Marketing and Headcount
  - o \$160-200 mm Liquidity

#### **Pro Forma Valuation**

Capitalization	Amount (\$ mm)
Pro Forma Equity Value	\$1,654
New Cash on Balance Sheet	(271)
Net Debt	45
Pro Forma Enterprise Value	\$1,428

#### Pro Forma Ownership

- Quantum Sponsor Shares
- Quantum SPAC Shareholders
- TradeStation Shareholder (Monex)
- PIPE Lead Investor
- Additional PIPE Investors



# **7** TradeStation®

#### **TradeStation Overview**

#### **Company Overview**



President & CEO: John Bartleman

Headquarters: Plantation, FL

Founded: 1982

- TradeStation operates as an online broker-dealer and futures commission merchant, an introducing broker, and a trading technology company
  - The Company's primary offering is its electronic trading platform for self-directed, active, semi-professional traders and certain segments of the institutional buy side trader market
- The Company's API technology creates services from third-party FinTech platforms where customers have become comfortable
  - The API platform can also be used by other brokers, as well as by cryptocurrency exchanges, to give customers access to TradeStation's robust execution and clearing services across multiple asset classes
  - More than 70 third-party platforms have been connected to TradeStation's brokerage environment through its API technology

#### **Products & Services Overview**

#### **Trading Products**

 TradeStation provides trading access to stocks, ETFs, options, futures, futures options, crypto, IPOs, mutual funds, and bonds



#### **TradeStation 10 Desktop Platform**

 Advanced stocks, futures, and options trading platform with powerful tools to help traders test, optimize, monitor, and automate custom trading strategies

#### **TradeStation Mobile App**

Stocks, futures, options, and cypto trading on-the-go







#### TradingView (API Integration)

 Stocks, ETFs, futures, and crypto trading by accessing TradeStation directly from the TradingView community

# **TradeStation Management Team**





John Bartleman CEO and President Prior: Franklin Templeton



**Takashi Oyagi Chief Strategic Officer**Prior: Goldman Sachs



**Greg Vance CFO and Treasurer**Prior: Fidelity National Information Systems



**Sarah Potter Chief Education Officer**Prior: SheCanTrade



Hans Stimming Chief Growth Officer Prior: TradeStation only



Marc Stone Chief Legal Officer Prior: Bilzin Sumberg



Peter Korotkiy Chief Brokerage Officer Prior: E\*Trade



Michael Fisch Chief Technology Officer Prior: Fidelity National Information Systems

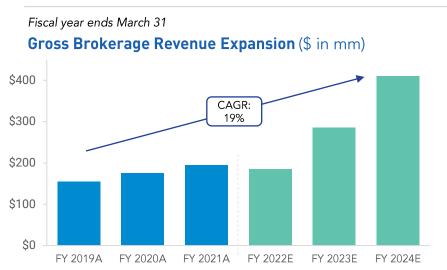
# **7** TradeStation®

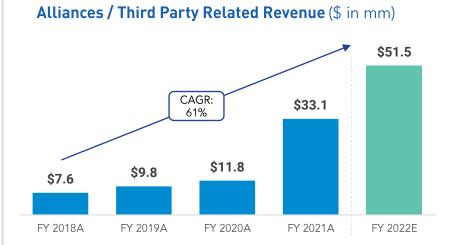
# **Business Segments and Growth Strategies**

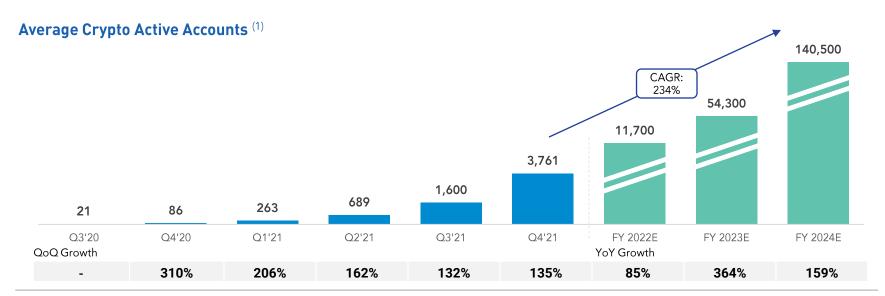
Business Offering		
<b>Brokerage Business</b>	Crypto	70+ Strategic Alliances
<ul> <li>Self clearing of stocks, options and futures</li> <li>Award winning trading and analysis tools</li> <li>Robust middle and back-office brokerage technology platform that provides operating leverage</li> <li>Track record of sustaining heavy volume with material disruption</li> </ul>	<ul> <li>Bitcoin, Bitcoin Cash, Ethereum, Litecoin, USDC Stable Coin</li> <li>Multiple liquidity sources aggregated into one feed</li> <li>Transparent pricing</li> <li>Powerful trading tools</li> </ul>	■ VectorVest  Account Opening API  Account Funding API  Customer Self-Service API
Growth Initiatives		
Further Simplify User Experience	Native Integration with TradeStation Apps  7	Potential New Target Industries:
AI-Based Insights & Education	Support for IRA Accounts	Wealth Management Platforms
Peer-to-Peer Community	New Cryptocurrencies	Banks and Neo Banks
Fractional Shares	Further Expansion to Non-U.S. Customers	Payments Platforms
Debit Cards	3	

# **Segment Growth**



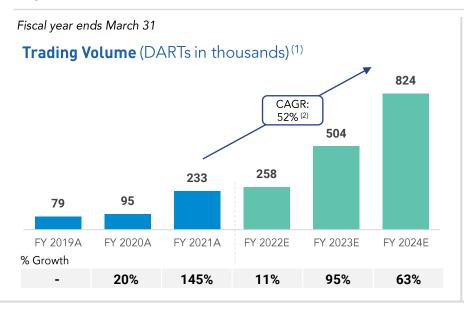


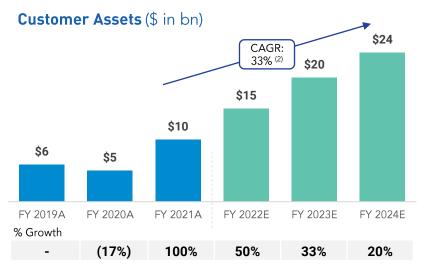


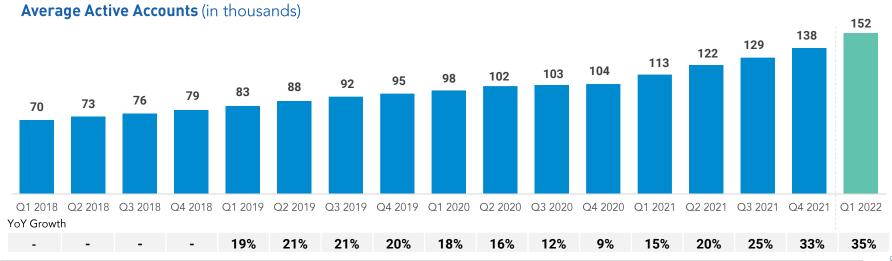


# **Key Metrics**









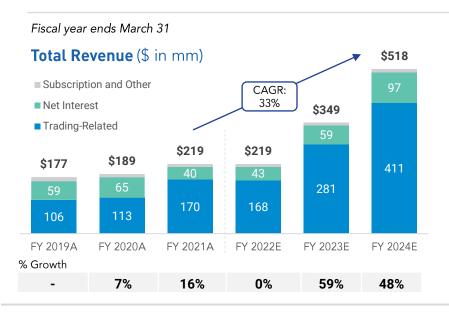
Source: Company Investor Presentation; Fiscal year ends March 31

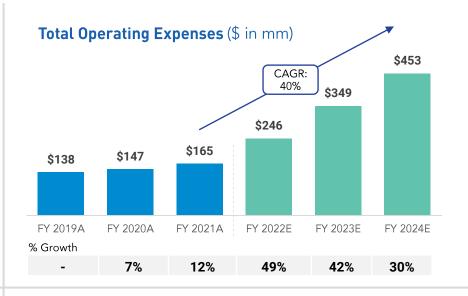
<sup>1)</sup> DARTs (Daily Average Revenue Trades): A revenue trade means one completed customer equities, options, futures or crypto trade, regardless of the number of shares, contracts or units included in such trade, and includes trades completed under the Company's "zero commission" plans. Each "side" of a futures trade is counted as one revenue trade.

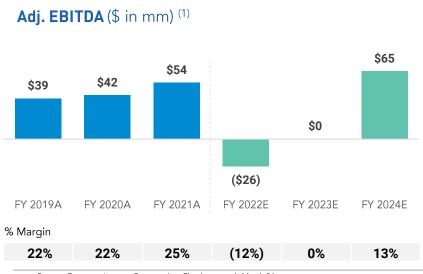
completed under the Company's "zero commission" plans. Each "side" of a futures trade is counted as one revenue trade. Partial fills of an equities order on the same day are aggregated to be counted as one reflects the compound annual growth rate from the actual results from the fiscal year ended March 31, 2021, to the estimated results for the fiscal year ended March 31, 2024.

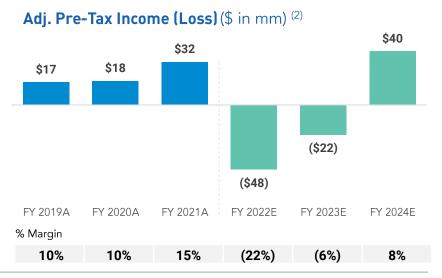
#### Financial Overview











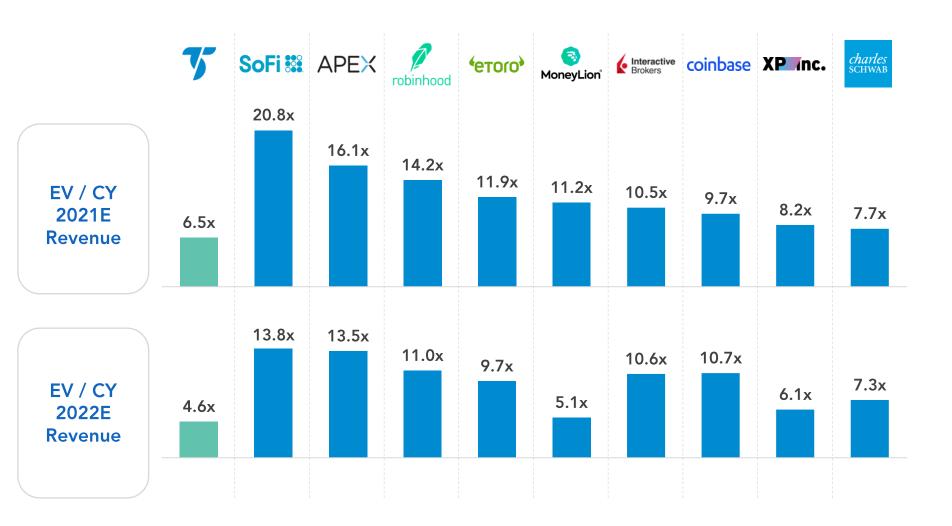
Source: Company Investor Presentation; Fiscal year ends March 31

Adjusted EBITDA represents net income (loss) attributable to the Company before net interest expense, income tax provision (benefit), depreciation and amortization, and excludes certain other expenses or items, including swap fair value gains (losses), severance expenses, write offs, certain contractual settlements and cryptocurrency timing gains and losses.

Adjusted Pre-tax Income (loss) represents net income (loss), attributable to the Company before income tax provision (benefit), and certain expenses and other items, including swap fair value gains (losses), severance expenses, write offs, certain contractual settlements and cryptocurrency timing gains and losses.

# **Valuation Across Company Comparables**





# **Valuation Across Company Comparables (cont.)**



				Market	Enterprise			Multi	iples			Gre	owth Ra	tes	Mar	gins	
	Price	% MTD	% LTM	Value	Value	Price / E	arnings	EV / E	BITDA	EV / Re	venue	Reve	nue	EPS	EBI"	TDA	P/E/G
Company Name	11/18/21	Change	High	(\$ mm)	(\$ mm)	CY 21E	CY 22E	CY 21E	CY 22E	CY 21E	CY 22E	CY 21E	CY 22E	LT	CY 21E	CY 22E	CY 21E
US ONLINE BROKERS AND TRADING PI	LATFORMS																
Charles Schwab	\$ 81.72	(0)%	97 %	\$ 155,653	\$ 140,815	25.2 x	22.5 x	14.5 x	13.3 x	7.7 x	7.3 x	58 %	6 %	26 %	52 %	54 %	1.0 x
Coinbase	323.57	(2)	75	82,756	80,339	23.3	41.3	21.3	25.5	9.7	10.7	nm	(3)	77	51	44	0.3
Interactive Brokers Group	74.65	0	93	31,659	36,546	22.5	24.2	na	na	10.5	10.6	24	(1)	na	na	na	na
XP Inc.	29.15	(16)	55	16,297	21,105	27.1	21.1	29.8	22.6	8.2	6.1	58	36	37	32	31	0.7
Robinhood	30.53	(12)	36	27,155	20,792	nm	nm	nm	63.1	14.2	11.0	88	26	70	3	15	na
SoFi	20.57	(9)	73	17,775	20,751	nm	nm	nm	81.7	20.8	13.8	58	53	47	3	17	na
eToro (Pending SPAC)	10.44	(5)	66	13,414	12,618	nm	58.0	10.6	2.2	11.9	9.7	68	17	na	4	18	na
Apex Clearing (Pending SPAC)	9.92	(O)	85	5,594	4,606	na	na	na	na	16.1	13.5	23	19	na	na	na	na
Acorns (Pending SPAC)	9.96	(0)	97	2,142	1,594	na	na	nm	nm	12.7	7.7	77	64	na	nm	nm	na
TradeStation (Pending SPAC)	9.90	1	97	1,637	1,412	na	na	nm	nm	6.5	4.6	7	41	na	1	nm	na
MoneyLion	5.19	(13)	40	1,338	1,210	nm	nm	nm	nm	11.2	5.1	na	88	na	nm	nm	na
Median Mean		(2)% (5)	75 % 74			24.2 x 24.5	24.2 x 33.4	17.9 x 19.1	24.0 x 34.7	11.2 x 11.8	9.7 x 9.1	58 % 51	26 % 31	47 % 51	4 % 21	25 % 30	0.7 x 0.7

# **FinTech SPAC Transaction Activity Tracker**



In the last year there has been a surge of SPAC transaction activity in the FinTech sector, or mergers between FinTech companies and Special Purpose Acquisition Companies ("SPACs"). These transactions allow the target FinTech companies to go public through a reverse merger structure.

# of FinTech SPAC **Transactions** 

2021 YTD: (38)

2020: (15)

2019:

2018:

2017:

Announce Date	Target Company	SPAC	Announced Deal Value	Deal Status	Exchange / Ticker	FinTech Sector	Target Country	Research Profile	
11/10/21	presto	Ventoux CCM Acquisition Corp.	\$817 mm	Announced		Payments	USA	VIEW	
11/04/21	TradeStation®	QUANTUM FINTECH ACQUISITION CORP.	1,428	Announced	NYSE: TRDE	Wealth & Cap. Markets Tech	USA		
10/12/21	TRADEZERO	DUNE	556	Announced	NYSE: TRAD	Wealth & Cap. Markets Tech	Bahamas		
09/15/21	<b>△</b> PAGAYA	EJF Agenta a Copy	8,500	Announced		Banking / Lending Tech	USA USA	VIEW	
09/13/21	<b>f</b> Forge	MOTIVE CAPITAL CORP	2,000	Announced		Wealth & Cap. Markets Tech	USA	VIEW	
08/18/21	<b>Aspiration</b>	INTERPRIVATE III	1,943	Announced	NYSE: ASP	Banking / Lending Tech	USA	VIEW	
08/04/21	<b>☆</b> PICO	FATHENA	1,400	Announced		Wealth & Cap. Markets Tech	USA		
08/02/21	fin <b>Accel</b>	VPC Impact Acquisition Holdings II	2,019	Announced		Banking / Lending Tech	Indonesia		
07/29/21	♠ vacasa	TPG	4,500	Announced	NYSE: VCSA	Real Estate Tech	USA		
07/23/21	PropertyGuru	Bridgetown 2 Holdings	1,350	Announced		Real Estate Tech	Singapore		
07/21/21	Olive.com	M:D:H MD:Azgymtz*Cerr	959	Announced	NYSE: OLV	InsurTech	USA		
07/21/21	CORE SCIENTIFIC®	<b>E</b> SXPDI	4,341	Announced		Blockchain / Crypto	USA		
07/19/21	kin.	Omnichannel Acquisition Corp.	1,030	Announced	NYSE: KI	InsurTech	USA	VIEW	
07/12/21	RECOVERY BISCOVERY	LIONHEART ACQUISMON CORP	32,634	Announced	Nasdaq: MSPR	Healthcare FinTech	USA	VIEW	
07/09/21	₹ Bullish	Far Peak Acquisition Corp	2,500	Announced		WealthTech / Crypto	Hong Kong	VIEW	
07/08/21	CIRCLE	CONCORD	4,500	Announced		Payments / Crypto	USA		

# FinTech SPAC Transaction Activity Tracker (cont.)



Announce Date	Target Company	SPAC	Announced Deal Value	Deal Status	Exchange / Ticker	FinTech Sector	Target Country	Research Profile
06/07/21	<b>Dave</b> °	VPC Impact Acquisition Holdings III	\$3,563 mm	Announced	NYSE: DAVE	Banking / Lending Tech	USA	VIEW
05/27/21	acorns	PIONEER	1,603	Announced		Wealth & Cap. Markets Tech	USA	VIEW
05/11/21	Better	AURORA ACQUISITION CORP.	6,732	Announced		Real Estate Tech	USA	VIEW
04/21/21	່ເກຣເg∙ <sub>Al</sub>	Catena Group	39	Closed	AIM: INSG	Wealth & Cap. Markets Tech	UK	
04/19/21	Composecure.	ROMAN	1,206	Announced		Payments	USA	VIEW
03/18/21	Offerpad.	SUPERNOVA	2,368	Closed	NYSE: OPAD	Real Estate Tech	USA	VIEW
03/16/21	<b>'</b> етого <b>'</b>	FINTECH ACQUISITION CORP. V	9,595	Announced		Wealth & Cap. Markets Tech	<b>≱</b> ∰ UK	VIEW
03/05/21	Cipher MINING	Good Works Acquisition Corp.	2,000	Closed	Nasdaq: CIFR	Blockchain / Crypto	USA	VIEW
03/04/21	hippo	Reinvent TECHNOLOGY PARTNERS	5,057	Closed	NYSE: HIPO	InsurTech	USA	VIEW
03/02/21	doma Formerly Known As:	© CAPITOL INVESTMENTV	3,000	Closed	NYSE: DOMA	InsurTech / Real Est. Tech	USA	VIEW
03/01/21	QOMPLX: Reimagining Complexity*	TAILWIND ACTION 1879	1,400	Announced	"QPLX"	Fin. Mgmt. Solutions	USA	
02/22/21	LoanMe*	NextPoint Acquisition Corp.	102 <sup>(1)</sup>	Closed	TSX: NPF.U	Banking / Lending Tech	USA	
02/22/21	<b>△LIBERTYTAX</b>	NextPoint Acquisition Corp.	<b>252</b> <sup>(1)</sup>	Closed	TSX: NPF.U	Banking / Lending Tech	USA	
02/22/21	APEX Clearing <sup>n</sup>	northern star Investment Corp. II	4,700	Announced	NYSE: APX	Wealth & Cap. Markets Tech	USA	VIEW
02/12/21	MoneyLion	Fusion Acquisition Corp.	2,900	Closed	NYSE: ML	Banking / Lending Tech	USA	VIEW
02/10/21	OppFi""	FG FUNDAMENTAL GLOBAL FG NEW AMERICA ACQUISITION CORP	909	Closed	NYSE: OPFI	Banking / Lending Tech	USA	VIEW
02/03/21	Payoneer	FTAC Olympus Acquisition Corp.	3,796	Closed	Nasdaq: PAYO	Payments	USA	VIEW
02/03/21	CCC	Dragoneer Growth  DRAGONEER Opportunities Corp.	7,049	Closed	NYSE: CCCS	InsurTech	USA	VIEW
01/25/21	🕏 Sunlight Financial	Spartan Acquisition Corp. II	1,267	Closed	NYSE: SUNL	Banking / Lending Tech	USA	VIEW

#### Selected FT Partners Research - Click to View



Abra's \$55 million Financing



Say's \$140 million Sale to Robinhood



Trumid's \$200 million Financing



Forge's \$2 billion SPAC Merger



**Stronghold Completes its IPO** 



Republic Raises \$150 million in Series B Financing



Celsius Network Raises \$400 million in Financing



DriveWealth Raises \$450 million in Series D Financing

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# Leading Advisor on FinTech IPOs and SPAC Mergers





















# Selected FT Partners Capital Markets / WealthTech Transactions

#### **M&A Transactions**

















































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

# FT Partners Advises Forge on its Merger with Motive Capital Corp.

#### **Overview of Transaction**

- On September 13, 2021, Forge announced its merger with Motive Capital Corp.
- Upon completion of the transaction, the combined company is expected to have a pro forma fully diluted equity value of approximately \$2.0 billion (1)
  - Expected gross proceeds are \$532.5 million, prior to the payment of transaction expenses and up to \$100 million of cash consideration
  - The combination is further supported by a \$50 million commitment under Motive Partners' Forward Purchase Agreement and a \$68.5 million PIPE anchored by ION Group's \$50 million commitment and contributions from Temasek and Adit Ventures
- Forge's digital platform streamlines liquidity for hundreds of unicorn issuers and thousands of institutional and retail investors from around the world
  - Leveraging its robust technology, operations and trust infrastructure,
     Forge delivers a suite of services that includes trading, custody, data and company solutions
- Since inception, Forge has completed more than \$10 billion in transactions in more than 400 private companies

#### **Significance of Transaction**

- The confidence demonstrated by Motive Capital Corp, and other investors is a testament to Forge's business model, management and market opportunity
- Motive Partners intends to be a long-term strategic partner to Forge, accelerating growth and innovation in a market with substantial tailwinds

#### FT Partners' Role

- FT Partners served as strategic and financial advisor to Forge
- FT Partners previously advised Forge on its \$150 million financing in May 2021, its merger with SharesPost in May 2020, its acquisition of IRA Services in October 2019, and its \$70 million Series B financing in July 2018
- This transaction highlights FT Partners' deep domain expertise within Capital Markets Tech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

# Financial Technology Partners LP

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



on its merger with



**MOTIVE CAPITAL CORP** 

(NYSE: MOTV)

for total consideration of

\$2,000,000,000



## 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



for a total amount of

\$800,000,000

at a valuation of

~\$33,000,000,000



# FT Partners Advises AlphaSense on its \$180 million Series C Financing

#### Overview of Transaction

- On September 30, 2021, AlphaSense announced it has raised \$180 million in a Series C financing round led by Viking Global Investors and Goldman Sachs Asset Management (GSAM) Growth Equity
  - Viking Global Investors is a global investment firm founded in 1999 that manages ~\$58bn of capital for investors
  - GSAM Growth Equity ("Goldman Sachs") has invested over \$13bn in companies led by visionary founders and CEOs
  - Alliance Bernstein, Bank of America, Barclays, Citi, Cowen, Morgan
     Stanley, Wells Fargo and other investors also participated in the round
- AlphaSense is a leading market intelligence and search platform with operations in the United States, Europe, and India
  - AlphaSense leverages Al and NLP to extract insights from an extensive universe of public and private content, enabling professionals to make critical decisions with confidence and speed
  - AlphaSense is trusted by a majority of S&P 500 companies including 70% of top asset management firms and 76% of top consultancies

#### Significance of Transaction

- The capital infusion will be used to further invest in product development, content expansion and customer support, and to drive organic growth as well as acquisitions
- Through international expansion, AlphaSense plans to continue investing in global and foreign-language content and expanding its customer service and engineering teams worldwide

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to AlphaSense
- FT Partners previously advised AlphaSense on its \$50 million Series B financing round in 2019 and its \$33 million growth financing round in 2016
- This transaction highlights FT Partners' industry-leading expertise within the Information Technology / Capital Markets space and its successful track record

#### Financial Technology Partners LP FTP Securities LLC

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



on its Series C financing led by



Goldman Sachs

with participation from









Morgan Stanley COWEN

for a total amount of

\$180,000,000



# FT Partners Advises Say Technologies on its \$140 million Sale to Robinhood

#### **Overview of Transaction**

- On August 10, 2021, Robinhood (NASDAQ:HOOD) announced it had agreed to acquire Say Technologies for approximately \$140 million
- Say is a mission-driven company that has built an innovative communication platform making it easier for investors to exercise their ownership rights
  - Say's proxy processing technology helps broker-dealers give their customers seamless access to their vote, and its Q&A platform lets everyday shareholders participate in events like earnings by asking and upvoting questions
- Robinhood is an online broker that offers commission-free investing in US securities and cryptocurrencies, fractional trading, and cash management
  - Robinhood's mission is to democratize finance and make investing accessible with education and information, fractional shares, IPO access, and more

#### Significance of Transaction

- As part of Robinhood, Say will be able to further its goal of creating a new ecosystem of ownership and engagement to benefit all investors and companies
- Together the companies will find new ways to expand what it means to be an investor through new products and experiences that democratize shareholder access

#### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Say Technologies
- This transaction underscores FT Partners' deep Wealth & Capital Markets
  Tech domain expertise and successful track record of generating favorable
  outcomes for leading companies globally

# Financial Technology Partners LP

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



on its sale to



for approximately

\$140,000,000



# FT Partners Advises Abra on its Series C Financing

#### Overview of Transaction

- On September 15, 2021, Abra announced it has raised \$55 million in Series C financing led by IGNIA and Blockchain Capital with participation from new investors Kingsway Capital and Tiga Investments
- Additional participation in the round came from existing investors including Amex Ventures, Arbor Ventures, Lerer Hippeau, and Kenetic Advisors
- Founded by Bill Barhydt in 2014, Abra is the leading wealth management platform in the crypto space, allowing hundreds of thousands of users to earn yield on crypto assets, trade over 100 virtual currencies, and borrow against crypto holdings
  - Abra has processed over \$1 billion in crypto-backed loans and paid millions of dollars in interest to retail and institutional clients
  - Abra Earn offers users to earn competitive interest rates on crypto assets, including up to 8% interest on stablecoins, compounded daily
  - Abra's cross-border lending platform matches developed market investors with developing market borrowers to capitalize on a massive yield arbitrage opportunity

#### Significance of Transaction

- The investment will fuel Abra's rapid user base growth and support its continued commitment to expanding the product suite and capabilities
- Abra's Series C financing will allow the company's world-class development team to further expand its product suite for wealth management, trading, and payments, with a focus on offerings for high-net-worth clients and institutions

#### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Abra
- This transaction highlights FT Partners' industry-leading expertise within the burgeoning crypto space, as well as its successful track record of 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 C financing led by





for a total consideration of

\$55,000,000



# FT Partners Advises Nutmeg on its £45 million Series E Financing

#### Overview of Transaction

- On January 22, 2019, Nutmeg announced it has raised £45 million in its Series
   E financing round led by Goldman Sachs and Convoy
  - Goldman Sachs' Principal Strategic Investments Group is a new investor in the Nutmeg platform, while Convoy, a Hong Kong-based financial advisory firm, is investing for a second time
  - Convoy first invested in Nutmeg in November 2016
- Headquartered in London, Nutmeg is a digital wealth manager operating in the U.K. and Asia (Hong Kong / Taiwan)
  - Nutmeg provides bespoke automated advice and discretionary portfolio management with exposure to multiple asset classes, through its diversified ETF-based portfolios
  - Nutmeg serves more than 60,000 active investors and manages approximately £1.5 billion in assets under management

#### Significance of Transaction

- Nutmeg's Series E financing is the largest funding round by a European digital wealth manager to-date
- Demonstrates Goldman Sachs' continued focus on consumer facing FinTech following the launch of Marcus, its online savings account in the UK

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Nutmeg
- This transaction underscores FT Partners' strong domain expertise and successful track record in the WealthTech space

#### Financial Technology Partners LP FTP Securities LLC

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



in its Series E Financing from





for total consideration of

£45,000,000



## FT Partners Advises Forge on its Merger with SharesPost

#### Overview of Transaction

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

#### Significance of Transaction

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

#### FT Partners' Role

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

# Financial Technology Partners LP FTP Securities LLC

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



on its merger with



**SHARESPOST** 



## FT Partners' Recent Awards and Recognition

# **Bloomberg**

#### **Bloomberg**

- o FT Partners' Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- View the full article and watch the live TV interview



#### **M&A Advisor Awards**

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



### **LendIt FinTech Industry Awards 2018:**

o FT Partners wins Top Investment Bank in FinTech

# Institutional Investor





#### The FinTech Finance 40:

Steve McLaughlin ranked #1 in 2017 and 2018





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

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

# The Largest FinTech Advisory Practice in the World

