## March 30, 2015

# Financial Technology Partners LP **FTP Securities LLC**

## **Transaction Profile:**





for \$1,250,000,000

#### Courtesy of:



The Only Investment Bank Focused Exclusively on Financial Technology

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# DH Corp Acquires Fundtech for \$1,250,000,000



#### **Transaction Overview**

- On March 30, 2015, DH Corporation (TSX: DH) announced that it agreed to acquire Fundtech from GTCR for \$1.25 bn in cash
- The transaction is expected to close in the second guarter of 2015 upon the receipt of regulatory approvals and other customary conditions
- The deal is expected to be EPS accretive to DH within a year of closing
- The acquisition will be financed with a combination of subscription receipts and convertible debentures; the split between equity and debt is 76% and 24%, respectively
- This is DH's ninth and largest acquisition
- This acquisition follows DH's \$1.2 bn acquisition of Harland Financial Solutions, a provider of core banking solutions such as online and mobile banking, branch automation and commercial lending, mainly for credit unions and community banks

#### **Transaction Rationale**

- The combination of DH and Fundtech will establish a premier banking technology company
  - Following the acquisition expected to close later this year — the combined company will have pro forma adjusted 2014 revenue and EBITDA of \$1.3 bn and \$387 mm, respectively
  - DH is targeting a Debt to EBITDA ratio of less than 2.5x by the end of 2016
  - The merged entity would service 8 of the 10 world's top banks
  - DH will inherit over 1,200 Fundtech clients from around the globe; the combined entity will have more than 8.000 clients
- DH management believes that the estimated annual IT spend by financial institutions for the markets in which Fundtech participates is approximately \$5-\$6 bn
- Fundtech's strength as a payments 'hub' for banks will bolster DH's offerings
- DH will gain Fundtech's software platform and offerings such as global and domestic payment solutions, financial messaging and merchant services - these products will complement DH's existing lending, payment and integrated core platforms







# DH Corp Acquires Fundtech for \$1,250,000,000



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Mides software	and services	Solutions that

 Fundtech prov facilitate payments, cash management and settlement processes for banks of all sizes

**Fundtech Overview** 

- Payments systems include wire transfers, ACH origination, cross-border payments and remittance
- Operates world's largest SWIFT service bureau
- Provides financial supply chain applications including electronic invoice presentment and supply chain financing
- Provides Continuous Linked Settlement (CLS) systems to banks
- Fundtech has approximately 1,600 employees in 19 countries and a customer base of over 1.200 clients
- In September 2011, GTCR agreed to pay \$23.33 in cash for each Fundtech share in a transaction valued at \$390 mm with the intention of combining it with its portfolio company, Bankserv
  - GTCR-owned Bankserv completed its merger with Fundtech in November 2011 - the combined company provided a global payments hub to banks, creating a broader suite of cash management products and services

## **Products and Services**

# **Payments**

 Enables financial institutions and their business customers to manage and process payments and transfer funds in local and international environments

## Financial Messaging

 Provides a range of products, including connectivity to SWIFT and other interbank services, as well as solutions for sanction list filtering, message transformation, reconciliation and broker connectivity

## Cash Management

 Offers a solution that is multicurrency that can implement treasury management, payables, receivables, liquidity management, cash flow forecasting, financial supply chain management, ACH and electronic presentment

### Merchant Services

 Provides a suite of payment processing solutions to support multichannel payments acceptance. payment origination and deposit processing





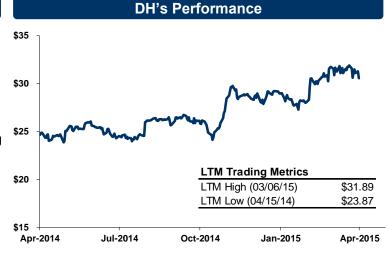
# DH Corp Acquires Fundtech for \$1,250,000,000



# FUnDlech DH Corporation Overview

#### **DH Overview**

- DH Corporation provides banking technology, lending processing and payment solutions to financial institutions worldwide
  - Banking Technology: Offers core banking solutions for financial institutions and credit unions
  - Lending Processing: Offers lending solutions for mortgages, student loans and equipment financing amongst others
  - Payment Solutions: Offers personal / business checking, debt consolidation, KYC and payment switching and authorization solutions
- As of March 31, 2015, the Company's market cap was \$3.3 bn and it generated 2014 revenue of \$900 mm



Selected	Acquisition	History
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Announce Date	Target	Value (\$ in mm)
07/23/13	Harland Financial Solutions	\$1,200
01/30/13	Compushare	na
05/03/12	Avista Solutions	40
03/24/11	Mortgagebot	232
12/23/10	ASSET	76
05/18/06	Filogix	213

DH's Solutions		
Lending	<ul> <li>Offers lending solutions for mortgages, student loans, equipment financing amongst others</li> </ul>	
Payments	<ul> <li>Offers item processing, card payment services, and checking processing</li> </ul>	
Core Banking	<ul> <li>Offers core banking solutions for financial institutions and credit unions; also provides enterprise content management</li> </ul>	
Channel Solutions	<ul> <li>Offers branch and self-service channel solutions</li> </ul>	
Optimization Solutions	<ul> <li>Offers optimization solutions for professional services, risk management, business intelligence and cloud services</li> </ul>	



# **Overview of FT Partners**

#### **Proven Track Record of Success**





















## **Overview of FT Partners**

### **Award-Winning Investment Banking Franchise Focused on Superior Client Results**

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor Awards 2014 ■ Equity Financing Deal of the Year

■ Professional Services Deal of the Year, Above \$100mm

Dealmaker of the Year

2012 - Professional Sorvices

■ Professional Services Deal of the Year, Above \$100 mm

■ Boutique Investment Bank of the Year

■ Deal of the Decade

■ 10 Deal of the Year Nominations Across 9 Categories

■ Upper Middle Market Deal of the Year, Above \$500 mm

■ IT Services Deal of the Year, Below \$500mm

■ Cross-Border Deal of the Year, Below \$500mm

■ Dealmaker of the Year - Steve McLaughlin

■ Business to Business Services Deal of the Year

■ Computer and Information Technology Deal of the Year, Above \$100mm

■ Financial Services Deal of the Year, Above \$100mm

Institutional Investor Annual Ranking

2006-2008

2011

2010

2007

■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology



**Financing Awards** 

2008

2006

- Equity Financing Dealmaker of the Year Steve McLaughlin
- Information Technology Deal of the Year
- Financial Services Deal of the Year

■ Financing Professional of the Year - Steve McLaughlin

- Financing Deal of the Year Equity
- Financing Deal of the Year Debt

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