

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



# on its Series D financing led by



HARBERT GROWTH PARTNERS

# with participation from new and existing investors











for a total amount of

\$23,000,000

# FT Partners Advises Payzer on its Financing

# Payzer's Series D Financing



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#### **Overview of Transaction**

- On June 23, 2021, Payzer announced that it had raised \$23 million of capital in Series D financing
- The investment was led by new investor Harbert Growth Partners. Existing and new investors including Grotech Ventures, Route 66 Ventures, Ferguson Ventures, IDEA Fund Partners, and Alerion Ventures also participated.
- Headquartered in Charlotte, NC, Payzer provides cloud-based business and financial management software for HVAC, plumbing, electrical, roofing, and other specialty trade markets.
  - Payzer's mobile-based, all-in-one solution automates workflows and optimizes performance across all aspects of a contractor's business
  - Payzer continues to enhance advantages across its product platform,
     best-in-class customer experience, and go-to-market approach

#### Significance of Transaction

- This commitment from new and existing investors recognizes Payzer's strong momentum since its inception, and will be used to support the Company's rapid and aud sustained growth
- Payzer will further accelerate development of its leading SaaS FinTech platform and expand its go-to-market reach across HVAC, plumbing, electrical, roofing, and other specialty trade markets

#### FT Partners' Role

- FT Partners served as the exclusive financial and strategic advisor to Payzer
- This transaction highlights FT Partners' domain expertise in advising highgrowth SaaS FinTech clients that offer software and integrated payments and financial services

# FTP Securities LLC

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



on its Series D financing led by



HARBERT GROWTH PARTNERS

with participation from new and existing investors











for a total amount of

\$23,000,000



# FT Partners Advises Payzer on its Financing

# FT PARTNERS ADVISES



# **Payzer Overview**

#### **Company Overview**



CEO:	Joe Giordano
Headquarters:	Charlotte, NC
Employees:	100+

- Payzer is the proud maker of Pazyerware, the all-in-one software tool that provides end-to-end management for contractors
- Payzerware is trusted by thousands of contractors across the U.S. to allow them to run their business, grow sales, and simplify backoffice operations
- Payzerware offers features tailored specifically to individual contractor verticals and integrates with leading accounting software as well as financing providers to help contractors decrease outstandings, generate more revenue per job, and save time

#### **Selected Industry Verticals**



**HVAC** 









Roofing

Plumbing

Electrical F

**Pool Services** 

#### **Selected Payzerware Features**

### **Scheduling & Dispatch**



Simple, powerful scheduling which enables contractors to get to the right place at the right time, including realtime tracking of current location and professional notifications that keep customers informed

# 8

#### **Contractor CRM**

Provides comprehensive customer database and dashboard, keeping track of maintenance plans, equipment history, contacts, and more



#### **Payments**

Enables payment collection in the field or online, accepting the most widely used form of payments included card, check, and ACH



#### **Job Management**

Suite of features to track and manage jobs including invoicing, sales proposal generation, timekeeping, and flat rate price book



#### Loan Platform

Provides contractors with the tools to close more sales with integrated, paperless financing with credit decisions in one minute and multiple first and second look lenders

# FT Partners Advises Payzer on its Financing

#### **Harbert Growth Partners Overview**

# Proud Maker of Payzerware

FT PARTNERS ADVISES

#### **Company Overview**

- Harbert Management Corporation (HMC) was formed in 1993 to sponsor alternative asset investment funds
- Harbert Growth Partners (HGP), as a part of HMC, seeks to generate attractive returns through investing in and partnering with promising growth stage technology companies
- HGP's General Partners have deep relationships with early-stage investors, entrepreneurs, and professional services firms in HGP's target regions developed over the last 30 years that are difficult to replicate
- HGP currently holds 24 active investments within its portfolio, primarily centered around information and healthcare technology

#### **Select Investments**





















#### Wayne L. Hunter



Managing Partner, HGP

- Managing Partner of HGP and co-founder/head of HMC's growth equity investment strategy
- Previously led the HGP Funds' investments in and was a board member of exited portfolio investments MapAnything (sold to Salesforce), Unitrends (sold to Insight Venture Partners), and Yap (sold to Amazon)
- Prior to joining HGP, Mr. Hunter was founding Managing Director and Head of First Union/Wachovia's Technology Investment Banking Group

#### Case Study: MapAnything

- Wayne led HGP's growth equity investment in MapAnything's Series A round in 2015
- HGP proceeded to participate in MapAnything's subsequent Series B and Series C rounds
- As a board member from 2015 2019, he helped guide MapAnything through several new product and channel partner launches
- MapAnything was acquired by Salesforce in May 2019 and has since been integrated and rebranded as Salesforce Maps

#### **FT PARTNERS ADVISES**

# Proud Maker of Payzerware

# Leading Advisor to Financial Management Solution Providers



































# FT Partners Advises Payoneer on its Merger with FTOC





#### Overview of Transaction

- On February 3, 2021, Payoneer Inc. ("Payoneer") and FTAC Olympus Acquisition Corp. ("FTOC"), a special purpose acquisition company ("SPAC"), announced they have entered into a definitive agreement and plan of reorganization
- Upon closing of the reorganization, the newly created holding company will be renamed Payoneer Global Inc. and the combined company (the "Company") will operate as Payoneer, a U.S. publicly listed entity
  - Estimated post-transaction enterprise value of \$3.3 billion with up to \$563 million in cash, offering significant capital flexibility for continued organic and inorganic growth
  - Transaction includes commitments for \$300 million PIPE from investor group including existing investor Wellington Management, as well as funds and accounts managed by BlackRock, Dragoneer Investment Group, Fidelity Management & Research Company LLC, Franklin Templeton, certain funds managed by Millennium Management, funds and accounts advised by T. Rowe Price Associates, Inc., and Winslow Capital Management, LLC
- Payoneer is a global payment and commerce-enabling platform which powers growth for millions of digital businesses worldwide – Payoneer's mission is to democratize access to financial services and drive growth for digital businesses of all sizes from around the world

#### Significance of Transaction

- While creating significant liquidity for existing shareholders, Payoneer's Management team will continue to lead the merged Company as over 68% of existing Payoneer equity is expected to be rolled as part of the transaction
- The net proceeds raised from the transaction will be used to support Payoneer's multipronged growth strategy, including extending leadership with marketplace ecosystems, accelerating strategic and channel partnerships, ramping of developing products and services and pursuing targeted strategic M&A

#### FT Partners' Role

- FT Partners served as exclusive financial and capital markets advisor to Payoneer
  - FT Partners previously advised Payoneer on its <u>acquisition of optile</u> in 2019
- Builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients <u>Porch</u>, <u>Open Lending</u>, CardConnect and REPAY

#### Financial Technology Partners LP FTP Securities LLC

is pleased to announce its role as exclusive financial and capital markets advisor to



on its merger with



(NASDAQ: FTOCU)

post-transaction equity value

\$3,796,000,000



#### **FT PARTNERS ADVISES**



# FT Partners Advises Divvy on its \$2.5 billion Sale to Bill.com

#### Overview of Transaction

- On May 6, 2021, Bill.com (NYSE:BILL) announced it has entered into a definitive agreement to acquire Divvy in a stock and cash transaction valued at approximately \$2.5 billion
  - Bill.com will acquire Divvy for \$625 million in cash and approximately \$1.875 billion of Bill.com Common Stock, subject to customary adjustments for transactions of this nature
- Divvy modernizes finance for business by combining expense management software and smart corporate cards into a single platform
- Bill.com is a leading provider of cloud-based software that simplifies, digitizes, and automates complex back-office financial operations for small and midsize businesses (SMBs)

#### Significance of Transaction

- The combination will expand the market opportunity for both companies
- Bill.com can offer expense management and budgeting software combined with smart corporate cards to its more-than 115,000 customer base and its network of 2.5 million members
- Divvy will be able to offer automated payable, receivables, and workflow capabilities to the more-than 7,500 active customers that it serves

#### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Divvy and its Board of Directors
- FT Partners previously advised Divvy on its \$165 million Series D financing in January 2021, demonstrating FT Partners' long-term commitment to its clients, and the repeat nature of many of FT Partners' advisory engagements
- This transaction underscores FT Partners' deep payments and software domain expertise, 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



on its sale to



for total consideration of

~\$2,500,000,000



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# FT Partners Advises Porch on its Merger

#### Overview of Transaction

- On July 31, 2020, PropTech Acquisition Corporation ("PropTech"), a special purpose acquisition company ("SPAC") announced a definitive merger agreement with Porch.com, Inc. ("Porch")
- The business combination was completed on December 23, 2020, PropTech changed its name to Porch, and its common stock is scheduled to begin trading on the Nasdaq Stock Market under the ticker symbol "PRCH" on December 24, 2020
  - The deal represents a post-transaction equity value of \$1.079 billion
  - Transaction includes a \$150 million fully committed common stock private investment at \$10 per share led by Wellington Management Company, LLP
- Porch is a unique home services platform that provides leading ERP and CRM software to 11,000 inspection, moving and adjacent home services companies, gaining access to a proprietary and recurring sales funnel which captures a majority of homebuyers in the U.S. annually

#### Significance of Transaction

- While creating significant liquidity for existing shareholders, Porch's
   Management team will continue to lead the merged Company as over 92%
   of their existing equity is expected to be rolled as part of the transaction
- The net proceeds raised from the transaction will be used to support Porch's working capital, pay down debt and fund expansion through acquisitions

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Porch
- Builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients <u>Open Lending</u>, <u>CardConnect</u> and <u>REPAY</u>

#### Financial Technology Partners LP FTP Securities LLC

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



on its merger with



(NASDAQ: PTAC)

for a post-transaction equity value

\$1,079,000,000<sup>(1)</sup>



#### **FT PARTNERS ADVISES**



### FT Partners Advises on Chrome River's Merger with Certify

#### Overview of Transaction

- On March 5, 2019, Chrome River Technologies and Certify agreed to merge in a transaction valued at over \$1 billion
  - K1 Investment Management, which owns Certify, will hold a majority stake in the combined company
  - Existing shareholders, including the companies' founders and Chrome River investor Bain Capital Ventures, will retain minority stakes
- Chrome River is a leader in expense management, providing SaaS-based automation solutions for more than 1,000 organizations worldwide
- Certify is the world's largest independent provider of travel, expense and invoice management software serving more than 10,000 companies through its family of brands

#### Significance of Transaction

- The merger joins Chrome River to the existing Certify family of brands, which includes Nexonia, Tallie, Abacus, and Captio
  - The multi-brand strategy enables companies of all sizes and verticals to work with a single vendor, yet craft the solution that is best suited to their specific needs
- The companies will support all existing products and collaborate on accelerating investments in technology areas such as machine learning, artificial intelligence, analytics, and reporting, to provide customers with enhanced travel, expense, and invoice management capabilities

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Bain Capital Ventures and Great Hill Partners in this transaction
- FT Partners previously advised Chrome River on its \$100 million Series D
   Financing from Great Hill Partners in 2015
- This transaction underscores FT Partners' strong domain expertise and successful track record advising leading SaaS-based companies in the Financial Management Solutions space

# Financial Technology Partners LP FTP Securities LLC

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



in the merger of



&



valued in excess of

\$1,000,000,000



#### 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 <u>Series C financing</u>
- 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 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

NEUBERGER BERMAN LONE PINE CAPITAL



for a total amount of

\$ 388,000,000



#### FT PARTNERS ADVISES



# FT Partners' Recent Awards and Recognition

# **Bloomberg**

#### **Bloomberg**

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



#### **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

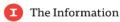
# Institutional Investor





#### The FinTech Finance 40:

Steve McLaughlin ranked #1 in 2017 and 2018





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

- 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

#### FT PARTNERS ADVISES



### The Largest FinTech Advisory Practice in the World



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