

FT PARTNERS FINTECH INDUSTRY RESEARCH

December 18, 2019



Nuvei Raises \$270 million in Financing from Novacap and CDPQ



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 17 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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Nuvei Raises \$270 million in Financing

Transaction Overview

Transaction Summary

- On December 11, 2019, Nuvei announced that it has raised \$270 million (CAD\$358 million) in financing
 - Existing shareholders Novacap and Caisse de dépôt et placement du Québec (CDPQ) led the round
- This financing round values the Company at \$2 billion (CAD\$2.65 billion)
- Nuvei intends to use the financing to further strengthen its organic and inorganic growth plans

Selected FinTech Acquisitions by Nuvei

Date	Target	Amount (\$ in mm)	Transaction Description
05/22/19	SafeCharge	\$889	Grows European presence, builds out technology
03/10/14	CAPITAL	na	Expands direct sales channels in strategic markets
03/31/11	ANP	na	Adds over 2,000 merchants to the portfolio
01/05/10	POS Card Systems	na	Expands sales channel
01/05/10	National Credit Card Processing	na	Expands sales channel
06/30/09	Tangerine Forward Banking	na	Acquisition of an electronic payment solutions provider to SMEs
08/08/07	Cardex Corporation	na	Continues growth strategy in North America

Management and Investor Commentary

"I'd like to thank our partners for helping us continue to expand the breadth and reach of our FinTech solutions around the world. It further reinforces our strategy of growing organically and through complementary M&A activities, including technology partnerships, that will make a significant impact to the markets and businesses in which we operate."



Philip Fayer
Chairman and CEO



"We are extremely thankful for our LPs' continued trust and support. This encourages us to continue our efforts to become even more performant at creating meaningful partnerships with entrepreneurs and management to build world-class companies."



Pascal Tremblay
President



"Our partnership continues ahead to support the global expansion of a leading Quebec tech firm. Since this initial investment, CDPQ and its partners are proud to have sustained Nuvei's growth, especially through the transformational acquisition of SafeCharge, and to have supported the emergence of a world-class, global player in its field."



Charles Émond
Executive Vice President



Nuvei Raises \$270 million in Financing

Nuvei Overview



Company Overview



CEO: Philip Fayer
Headquarters: Montreal, Quebec, Canada
Founded: 2003

- Nuvei is a provider of payment processing services intended to deliver safer and smarter transactions
- The Company's solutions enable small and mid-sized retail businesses, mail order/telephone order merchants, e-commerce businesses, chain stores, franchises, restaurants, and dealerships to benefit from improved revenues and performance
 - Services include credit and debit card processing, electronic check conversion, merchant cash-advance programs, loyalty/gift card programs, and terminal management systems
- Previously known as Pivotal Payments, the Company rebranded to Nuvei in October 2018
- In 2017, the Company received a strategic investment from Novacap and Caisse de dépôt et placement du Québec (CDPQ), which valued the Company at approximately C\$525 million – [FT Partners advised Nuvei on this transaction](#)

Management Team



Philip Fayer
Chairman & Chief
Executive Officer



David Schwartz
Chief Financial
Officer



Mark Pyke
President



Keith Birdsong
Chief Technology
Officer

Products & Services

Solutions

In-Store Payments – Enables partners to accept virtually every type of payment

Online Payments – Plug and play for third-party shopping carts

Mobile Payments – Fully supported mobile processing solutions including end-to-end encryption technology to ensure security

Global Acquiring – Access a global acquiring network in the U.S., Canada, Europe, Australia, and New Zealand

Integrated Solutions – Proprietary API allows third-party developers to easily integrate their systems to its terminal application

Services

Payment Gateway – Allows users to reach customers on any device, at any time, from any location

Security & Risk Management – Provides merchants with the highest level of card processing security available

Recurring & Subscription Billing – Makes it simple to manage recurring payments, subscription billing and other payment plans

Multi-Currency Pricing – Enables users to sell products and services in foreign currencies and to receive payment in their own currency

Apple Pay & Google Pay – In-app, mobile and browser transaction billing to reduce checkout friction

ACH Payment Processing – Enables clients to pay by eCheck, online or by phone, easily and conveniently

Nuvei Raises \$270 million in Financing

Caisse de dépôt et placement du Québec (CDPQ) Overview

Overview



**Caisse de dépôt et placement
du Québec**



Michael Sabia
President & CEO



Charles Émond
Executive VP,
Private Equity and
Strategic Planning



Jean Potvin
Managing Director,
Funds, Private
Equity



**Stephanie
Desrosiers**
Managing Director,
Strategy &
Execution

Locations

- Quebec City, Quebec (HQ)
- Montreal, Quebec
- New York, NY
- Paris, France
- Dongcheng, China
- Mumbai, India

About

- Founded in 1965 by the Quebec government to manage the funds of the Quebec Pension Plan
- Employs a wide investment mandate with strategies including private and public equities, fixed-income and real estate
- Manages more than \$300 bn in total assets and has invested in nearly 4,000 companies
- Participates and leads transactions across all stages of company development, from late-stage venture to large buyout

Investment Preferences

Investment Criteria

AUM:	\$309,500 mm
Fund Raised:	NA
Investment Range:	\$75 – 150mm (Growth), \$750mm+ (Buyout)
Revenue:	NA
EBITDA:	NA

General Preferences ¹

Control:	Minority, Majority
Geography:	Global
Transaction Type:	Venture, Growth, Buyout/LBO, PIPE, Secondary
Industry Focus:	Agnostic

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
12/19	Nuvei (Growth)	\$270	NA	Pymts
10/19	Constellation Insurance Holdings (Platform Creation)	500	NA	Ins
09/19	Element AI (Series B)	151	NA	Ins
07/19	AlayaCare (Secondary - Private)	14	NA	HCIT
07/19	AlayaCare (Later VC)	25	NA	HCIT
06/19	Dialogue (Series B)	30	NA	HCIT
11/18	Plusgrade (Growth)	152	NA	FMS
12/17	Innocap (Buyout)	NA	NA	CapMkts
12/17	Hyperion Insurance Group (Minority)	400	NA	Ins
10/17	LightSpeed POS (Later VC)**	166	NA	Pymts
09/17	Nuvei (Growth)	NA	NA	Pymts
06/17	AvidXchange (Growth)	300	NA	FMS
09/16	Sedgwick Claims Management Services (Growth)	500	NA	Ins
09/15	LightSpeed POS (Growth)**	61	NA	Pymts
05/12	CGI Group (Late Stage)	1,000	NA	BPO

1) *Italics indicate preferred control / geography.*

2) * denotes M&A exit; ** denotes IPO exit.

3) Deal Amount in mm.

Nuvei Raises \$270 million in Financing

Novacap Overview

Overview

NOVACAP 



Pascal Tremblay
President,
Managing Partner



Francois LaFlamme
Senior Partner



Michel Cote
Senior Partner



Ted Mocarski
Senior Partner



David Lewin
Partner



David Brassard
Vice President

Locations

- Quebec City, Quebec (HQ)
- Toronto, Canada

About

- Founded in 1981, Novacap is a buyout and growth equity firm based in Montreal with \$1.6 billion in AUM
- Novacap considers almost all industries as well as having a specialized group focused solely on TMT
- Employs a strict value-add approach with each of its portfolio companies in everything from global market expansion and building a strong management team to maximizing operations and growth
- The investment team commits to long term capital support in order to fully realize maximum growth potential for portfolio companies

Investment Preferences

Investment Criteria

Fund Size:	\$840mm
Fund Raised:	2017
Investment Range:	\$25 – 120mm
Revenue:	NA
EBITDA:	\$8mm+

General Preferences ¹

Control:	Majority, Minority
Geography:	North America
Transaction Type:	Growth, Buyout
Industry Focus:	Technology, Media, Telecommunication, Consumer Services, Healthcare Services, Logistics, Chemicals, Energy, Software, Retail, Restaurants, IT Services

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
12/19	Nuvei (Growth)	\$270	NA	Pymts
09/17	Nuvei (Growth)	NA	NA	Pymts
07/16	Firmex (BDC Capital, VERTU Capital)*	NA	NA	BPO
10/05	Tenrox (Early)	4	NA	FMS

Other Notable Investments ²

Date	Company	Deal Amt. ³	Board Rep.	Sector
01/19	EmeraldCube Solutions (LBO)	NA	NA	Software
11/18	Clario (LBO)	NA	NA	Software
06/18	Horizon Telecom (LBO)	NA	NA	TMT
02/18	Mailhot Industries (LBO)	NA	NA	Energy
04/17	Core Services (MBO)	NA	NA	IT
06/16	Syntax Systems (Growth)	NA	NA	Cloud Platform
02/16	Intelerad Medical Systems (Growth)	NA	Pascal Tremblay	HCIT
12/15	Host.net (Secondary)	NA	Samuel Nasso Stephane Tremblay	Cloud Platform
11/15	Onstream Pipeline Inspection Services (Growth)	NA	David Lewin Pascal Tremblay	Comm Services
09/15	Smyth Companies (Growth)	NA	NA	Design

1) *Italics* indicate preferred control / geography.

2) * denotes M&A exit; ** denotes IPO exit.

3) Deal Amount in mm.

Selected FT Partners' Research – *Click to View*



Global Money Transfer



Transaction Security



Klarna: Company and Financial Overview



Ebury's £350 million Majority Investment from Santander



Interswitch's Strategic Minority Financing From Visa



Marqeta's \$260 million Series E Financing



Checkout.com's \$230 million Series A Financing



Fawry's \$100 million IPO



PayPal Acquires Honey for \$4 billion



Paytm Raises \$1 billion in Series G Financing



Tyro Payments Files for its IPO



EML Acquires Prepaid Financial Services

[VIEW MORE FT PARTNERS RESEARCH](#)

Timeline of Selected FT Partners Payments Processing Transactions

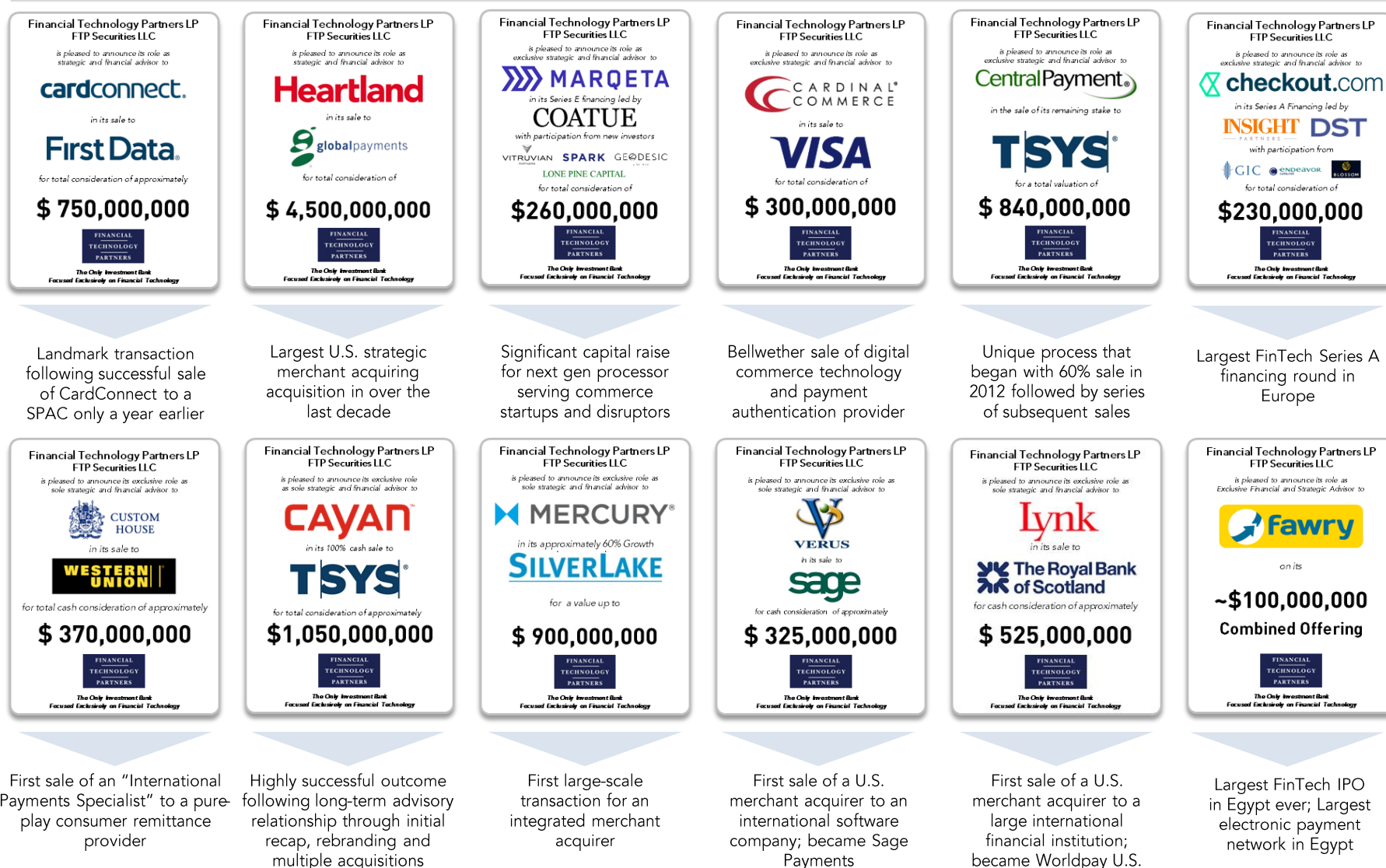
FT Partners has a history of executing on many of the most ground-breaking Payments transactions in the last 15+ years



FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Ground-Breaking Payments Transactions Pioneered by FT Partners



FT Partners Advises Pivotal Payments on its Strategic Investment

Overview of Transaction

- On September 26, 2017, Pivotal Payments announced that it has received a strategic investment from Novacap and Caisse de Depot et Placement du Quebec (CDPQ) which values the Company at approximately C\$525 million
- Founded in 2003 and headquartered in Montreal, Canada, Pivotal Payments is a leading provider of technology-driven, end-to-end payment processing solutions
 - With operations throughout North America and Europe, Pivotal serves more than 50,000 merchants and enables over \$14 billion in transactions on its various platforms every year
- Novacap is a leading Canadian private equity firm with \$2.26 billion of assets under management
- Caisse de dépôt et placement du Québec (CDPQ) is a long-term institutional investor that manages funds primarily for public and parapublic pension and insurance plans

Significance of Transaction

- The new shareholders, who have extensive expertise in international business expansion, will enable Pivotal to pursue its plan to acquire new payment and FinTech solutions and expand into new markets
- Pivotal Payments represents the second transaction completed between FT Partners and CDPQ in 2017 and represents CDPQ's ongoing investment in tech-enabled businesses

FT Partners' Role

- FT Partners has served as the exclusive strategic and financial advisor to Pivotal Payments and its board of directors for over eight years, advising the Company through several acquisitions and other financial processes
- This transaction further supports FT Partners' continued success advising prominent companies in the Payments and Merchant Acquiring space and highlights the long-term nature of many of the Firm's advisory relationships

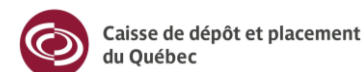
Financial Technology Partners LP FTP Securities LLC

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



in its strategic investment from

NOVACAP 



valuing the company at approximately

C \$525,000,000



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FT Partners Advises Heartland Payment Systems on its \$4,500,000,000 Sale

Overview of Transaction

- FT Partners served as strategic and financial advisor to Heartland Payment Systems (NYSE: HPY) in its landmark \$4.5 billion sale to Global Payments (NYSE: GPN) for a combination of cash and stock
- Global Payments acquired Heartland for \$100 per share, representing a total transaction value of approximately \$4.5 billion at the closing of the deal
- Consideration for the transaction consisted of 0.6687 shares of Global Payments stock and \$53.28 for each share of Heartland stock at closing
- This transaction creates the leading global provider of integrated payments technology solutions
- This deal represents the largest U.S. strategic merchant acquiring acquisition in over a decade
- Also represents the single largest U.S. strategic payment processing deal in the last 8 years
- This transaction underscores FT Partners' continued leadership position as "advisor of choice" to the highest-quality companies in the FinTech space

Financial Technology Partners LP FTP Securities LLC

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

Heartland

in its sale to



for total consideration of

\$ 4,500,000,000



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FT Partners Advises Stone on its Initial Public Offering

Overview of Transaction

- On October 25, 2018, StoneCo Ltd. (Nasdaq: STNE) priced its IPO at \$24 per share, raising approximately \$1.4 billion
 - High-profile new and existing investors participating in the IPO include Berkshire Hathaway, T. Rowe Price, Madrone Capital Partners, and Ant Financial
- Due to strong demand, the deal priced above the initial \$21 - \$23 filing range
- Stone is a leading provider of FinTech solutions that empower merchants and integrated partners to conduct electronic commerce seamlessly across in-store, online, and mobile channels in Brazil
 - Founded in only 2014, São Paulo-based Stone has quickly grown to serve over 230,000 active clients with a focus on SMBs
 - Within the first half of 2018, the Company processed over \$9 billion of transactions and posted revenue of \$171 million and net income of \$24 million

Significance of Transaction

- Stone's IPO is among the largest FinTech IPOs ever
- Demonstrates strong investor appetite for high growth FinTech companies globally
- Further supports FT Partners' continued success advising leading FinTech companies

FT Partners' Role

- FT Partners served as exclusive IPO Advisor to Stone on this transaction
- FT Partners also advised Stone on its \$145 million Series G financing in September 2017 as well as its \$100 million private placement with Ant Financial, which occurred concurrently with the IPO
- FT Partners leveraged its deep industry knowledge, extensive transaction expertise, and broad scope of relationships to achieve a highly favorable outcome for Stone

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as
exclusive IPO Advisor to*

stone^{co.}

in its

\$1,400,000,000

Initial Public Offering

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FT Partners Advises Cayan on its Sale to TSYS

Overview of Transaction

- On December 18, 2017, TSYS announced it has entered into an agreement to acquire Cayan in an all cash transaction valued at approximately \$1.05 billion
 - The transaction is expected to close in Q1 2018
- Cayan, a portfolio company of Parthenon Capital Partners, provides technology led acquiring services to more than 70,000 merchants and 100+ integrated partners in the U.S.
 - The Company's flagship Genius platform delivers a seamless and scalable unified commerce experience across channels
- TSYS (NYSE: TSS) is a leading global payments provider, offering innovative and secure solutions across the payments spectrum — from issuer processing and merchant acquiring to prepaid program management

Significance of Transaction

- The acquisition strategically complements TSYS' merchant goals to become a leading payment provider to small and medium size businesses in the U.S.
- The addition of Cayan's unified commerce solutions elevates TSYS' competitive position to jointly offer a broader set of value-add products and services to partners and merchants

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Cayan and its Board of Directors
- FT Partners also advised Cayan on its [recapitalization by Parthenon Capital Partners](#) along with numerous acquisitions made by the Company
- This transaction highlights FT Partners' continued success advising prominent companies in the Payments and Merchant Acquiring space and its 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 role as exclusive
strategic and financial advisor to*

CAYANTM

in its 100% cash sale to

TSYS[®]

for total consideration of approximately

\$ 1,050,000,000



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FT Partners Advises Interswitch on its Strategic Minority Investment by Visa

Overview of Transaction

- On November 12, 2019, Interswitch, an Africa-focused integrated digital payments company, and Visa (NYSE: V), announced a strategic partnership that will further advance the digital payments ecosystem across Africa
- As part of the agreement, Visa will acquire a significant minority equity stake in Interswitch at a total company valuation of \$1 billion
- Headquartered in Lagos, Nigeria, Interswitch is a leading tech-driven company focused on the digitization of payments in Nigeria and other African countries
- Founded in 2002, Interswitch disrupted the traditional cash-based payments value chain in Nigeria by introducing electronic payments processing and switching services
- Today, Interswitch is a leading player in Nigeria's developing financial ecosystem with omni-channel capabilities across the payments value chain, processing over 500 million transactions per month in May 2019
- In addition to its switching and processing services, Interswitch owns Verve, the largest domestic debit card scheme in Africa with more than 19 million cards activated on its network as of May 2019; Interswitch also operates Quickteller, a leading multichannel consumer payments platform, driving financial inclusion across Nigeria

Significance of Transaction

- The investment makes Interswitch one of the most valuable FinTech companies in Africa
- The partnership will create an instant acceptance network across Africa to benefit consumers and merchants and facilitate greater connectivity for communities

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Interswitch
- This transaction underscores FT Partners' unparalleled domain expertise in the Payments space and successful track record of executing deals in emerging markets

Financial Technology Partners LP FTP Securities LLC

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

Interswitch 

on its strategic minority investment from

VISA

for a total enterprise value of

\$1,000,000,000



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FT Partners Advises CardConnect on its \$750,000,000 Sale to First Data

Overview of Transaction

- On May 29, 2017, CardConnect (NASDAQ: CCN) announced that it has entered into a definitive agreement to be acquired by First Data (NYSE: FDC) for \$15.00 per share in cash, for an aggregate transaction value of approximately \$750 million
 - The transaction is expected to close in 3Q17, subject to customary closing conditions
- Headquartered in King of Prussia, PA, CardConnect is an innovative provider of payment processing and technology solutions
 - CardConnect processes approximately \$26 billion of volume annually from 67,000 merchant customers
- First Data is a global leader in commerce-enabling technology and solutions
- FT Partners also represented [CardConnect on its sale to FinTech Acquisition Corp for \\$438 million](#), which closed in July 2016

Significance of Transaction

- The CardConnect transaction is consistent with First Data's strategy of integrating and scaling innovative technologies across its distribution footprint; CardConnect is one of First Data's largest distribution partners
- CardConnect brings First Data innovative partner management technology, accelerates the Company's integrated solutions initiative and provides it with an ERP-integrated payment solution set

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to CardConnect and its board of directors
- This transaction highlights FT Partners' continued success advising prominent companies in the Payments and Merchant Acquiring space and its 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 role as
strategic and financial advisor to*

cardconnect.

in its sale to

First Data.

for total consideration of approximately

\$ 750,000,000

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FT Partners Advises REPAY on its Merger with Thunder Bridge

Overview of Transaction

- On January 22, 2019, REPAY announced a definitive merger agreement with Thunder Bridge Acquisition Ltd. (NASDAQ: TBRG), a special purpose acquisition company ("SPAC")
- Upon completion and approval of the business combination on July 10, 2019, Thunder Bridge changed its name to Repay Holdings Corporation, and its common stock and warrants commenced trading on the Nasdaq Stock Market under "RPAY" and "RPAYW", respectively, on July 12, 2019
 - The company is valued at an implied enterprise value of ~\$665 million
- Under the terms of the agreement, REPAY's management team will continue to lead the Company and its existing majority equity holder, Corsair Capital, is expected to remain the Company's largest stockholder
- Headquartered in Atlanta, GA, REPAY is a leading provider of vertically-integrated payment solutions
 - REPAY's proprietary, integrated payment technology platform reduces the complexity of electronic payments for merchants, while enhancing the overall experience for consumers
- Thunder Bridge is a blank check company formed for the purpose of effecting a merger, or similar business combination with one or more businesses
 - In June 2018, Thunder Bridge completed a \$258 million IPO

Significance of Transaction

- As a publicly-listed company, REPAY now has access to capital to further support its acquisition strategy and invest in technology, while continuing to develop software integration partners

FT Partners' Role

- FT Partners served as sole strategic and financial advisor to REPAY
- This transaction underscores FT Partners' deep expertise in the Payments space and highlights our strong track record in consistently generating great outcomes for our clients and their shareholders
- This transaction builds on FT Partners' expertise in navigating the process to sell companies to SPACs; prior experience includes the sale of CardConnect

Financial Technology Partners LP FTP Securities LLC

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

REPAY[®]

Realtime Electronic Payments

in its merger with

**Thunder Bridge Acquisition
(NASDAQ: TBRG)**

for a total implied enterprise value of

\$665,000,000

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Award-Winning Investment Banking Franchise Focused on Superior Client Results



2018 Top Investment Bank in FinTech



Institutional Investor
Annual Ranking

2018 Steve McLaughlin Ranked #1 for the Second Year in a Row on Institutional Investor's FinTech 40 List

2017 Ranked #1 on Institutional Investor's FinTech 40 List

2015 & 2016 Ranked Top 5 on Institutional Investor's FinTech 35 List

2006 – 2008 Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"



The Information

2016 Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor
Awards

2019 Technology Deal of the Year

2018 Corporate / Strategic Deal of the Year

2018 Cross Border Deal of the Year

2017 Investment Banker of the Year

2016 Investment Banking Firm of the Year

2016 Cross Border Deal of the Year

2015 Dealmaker of the Year

2015 Technology Deal of the Year

2014 Equity Financing Deal of the Year

2014 Professional Services Deal of the Year, \$100 mm+

2012 Dealmaker of the Year

2012 Professional Services Deal of the Year, \$100 mm+

2011 Boutique Investment Bank of the Year

2011 Deal of the Decade

2010 Upper Middle Market Deal of the Year, \$500 mm+

2010 IT Services Deal of the Year, Below \$500 mm

2010 Cross-Border Deal of the Year, Below \$500 mm

2007 Dealmaker of the Year – Steve McLaughlin

2007 Business to Business Services Deal of the Year

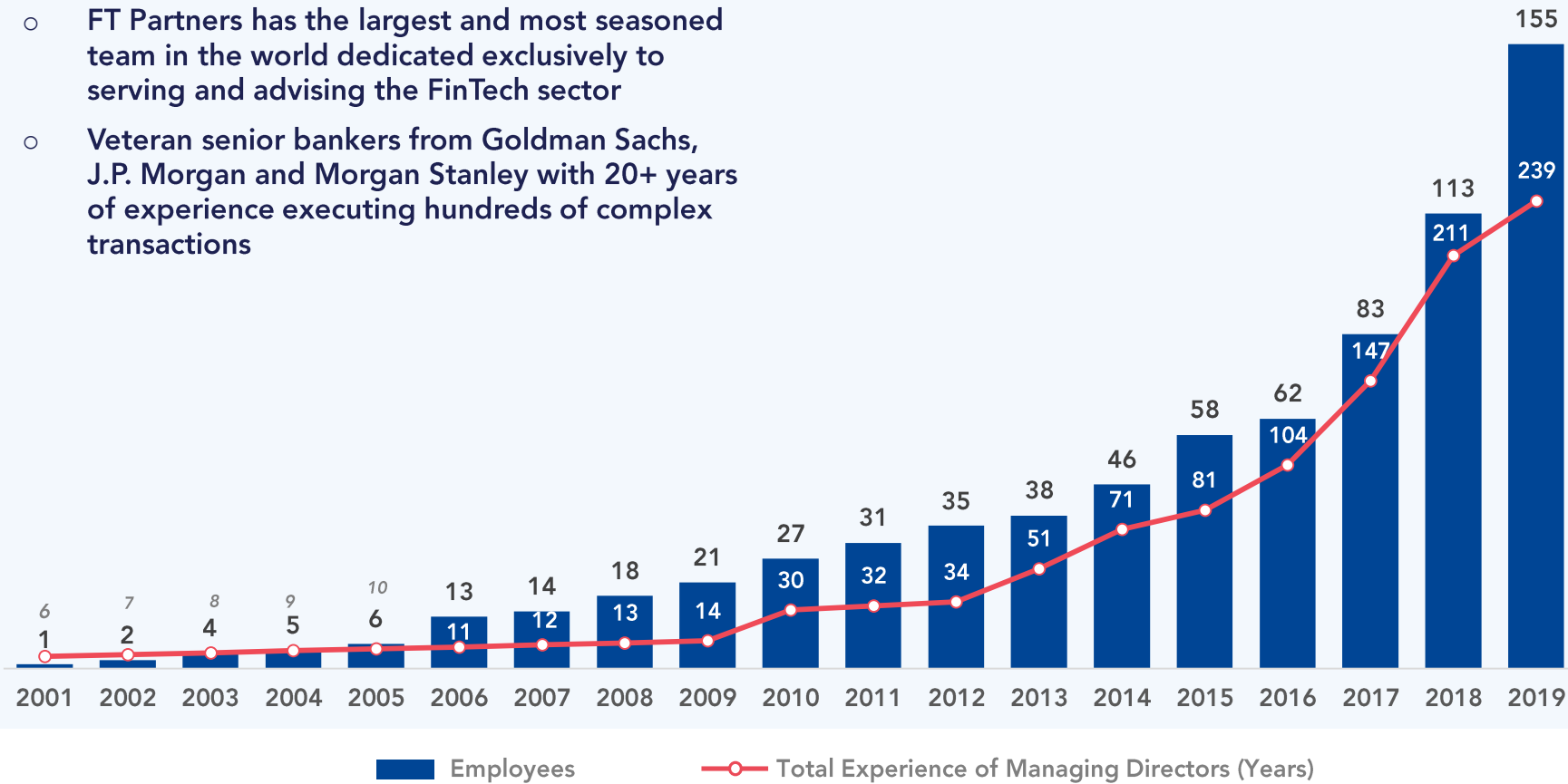
2007 Computer & Information Tech Deal of the Year, \$100 mm+

2007 Financial Services Deal of the Year, \$100 mm+

2004 Investment Bank of the Year

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 Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	24
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. 	17
Kate Crespo <i>Managing Director</i>	RAYMOND JAMES®	<ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 13+ years of FinTech transaction execution experience Dartmouth M.B.A. 	17
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. 	23
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 	22
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 	13
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. 	19
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 	16
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 	23
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. 	17