

FT PARTNERS FINTECH INDUSTRY RESEARCH

September 25, 2019



Stripe Raises \$250 million in Financing

ANDREESSEN
HOROWITZ

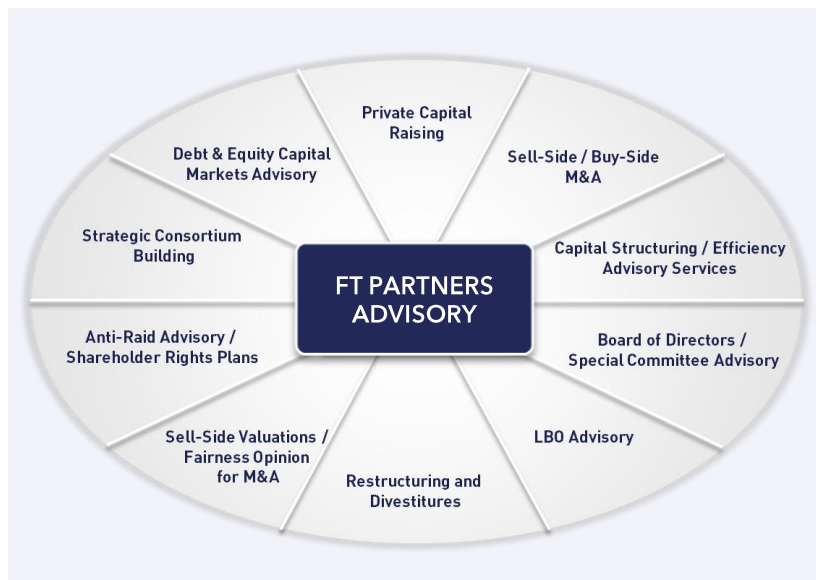
SEQUOIA 

GENERAL  CATALYST

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

In-Depth Industry Research Reports

Proprietary FinTech Infographics

Monthly FinTech Market Analysis

FinTech M&A / Financing Transaction Profiles



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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Stripe Raises \$250 million in Financing

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stripe

Transaction Summary

Transaction Summary

- On September 19, 2019, Stripe announced that it is raising **\$250 million** in financing
 - Investors include General Catalyst, Sequoia, and Andreessen Horowitz
 - According to TechCrunch, no strategic investors are involved in the round ⁽¹⁾
- This funding round values Stripe at **\$35 billion**, pre-money, according to the Company
 - Stripe is one of the most highly valued startups in the world
- This new round of funding will help Stripe to accelerate its growth in three key areas: accelerating international expansion; growing its product suite; and extending its enterprise capabilities
- Stripe recently launched in **8 additional countries**, and will be expanding to more in the coming months to bring the total to **40 countries** served
 - The new countries include Estonia, Greece, Latvia, Lithuania, Poland, Portugal, Slovakia, and Slovenia
- Stripe also recently announced the launch of two new products: Stripe Capital and Stripe Corporate Card
- Will Gaybrick, CFO and Chief Product Officer, and John Collison, Stripe President and Co-Founder, noted Stripe currently has no plans to go public ⁽¹⁾

Transaction Commentary

"Even now, in 2019, less than eight percent of commerce happens online. We're investing now to build the infrastructure that'll power internet commerce in 2030 and beyond. If we get it right, we can help the internet fulfill its potential as an engine for global economic progress."

stripe

John Collison
President & Co-Founder



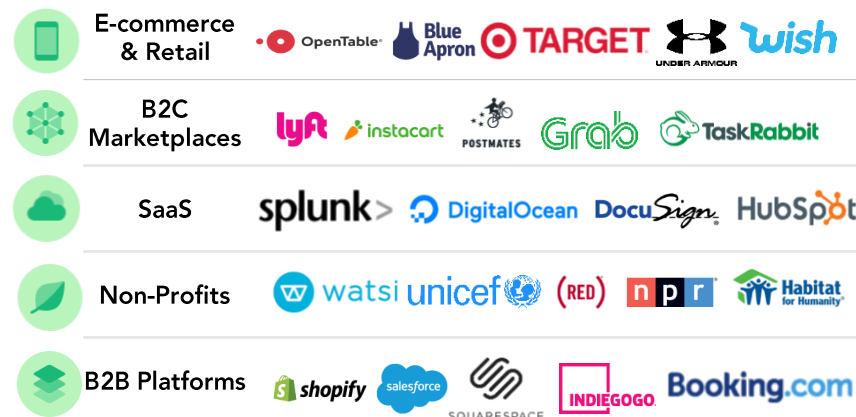
"Stripe is more than ever a bet on the internet as an economic engine." ⁽²⁾

stripe

Will Gaybrick
CFO & Chief Product Officer



Selected Clients



Source: Company press release, FT Partners' Proprietary Transaction Database

(1) TechCrunch: "Payments giant Stripe is raising another \$250M at a \$35B pre-money valuation"

(2) WSJ: "Fintech Company Stripe Joins Silicon Valley Elite with \$35 Billion Valuation"

Stripe Raises \$250 million in Financing

Company Overview



Headquarters: San Francisco, CA

Founded: 2010

- Stripe, now one of the most valuable private companies in the world, describes itself as a technology company that builds economic infrastructure for the internet
- The Company offers a cloud-based payments platform along with additional applications to manage revenue, prevent fraud, and expand internationally
- Stripe's customer base spans a wide variety of industries including E-commerce & Retail, B2B platforms, Software as a Service companies, B2C marketplaces, and Non-Profits & Fundraising
- Stripe processes hundreds of billions of dollars per year while serving millions of businesses
 - Stripe currently serves businesses in 100+ countries and accepts over 135 currencies
 - The Company employs more than 1,700 employees in 14 global offices
- Stripe recently launched new products, Stripe Capital and Stripe Corporate Card, which use the data it collects from payments it processes to determine creditworthiness

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Management Team



Patrick Collison
Co-Founder & CEO



John Collison
President & Co-Founder



Claire Hughes Johnson
COO



William Gaybrick
CFO, CPO, Head of Payments



Dan Myers
Head of Business Operations



William Alvarado
CBO



David Singleton
CTO



James Allgrove
Head of Growth, US East Coast



Jordan Angelos
Head of Corporate Development



Kelly Sims
Head of Communications



Stacie Faggioli
Head of Corporate Finance



Tanya Khakbaz
Head of Product Marketing

Stripe Raises \$250 million in Financing

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Products

Business Models



Billing: Stripe Billing is a set of tools that enable customers to build and scale their recurring business model



Connect: Stripe Connect enables marketplaces and platforms to accept money and pay out to third parties

Financial Services



Corporate Card: The Stripe Corporate Card allows businesses to instantly provision cards, manage their spending in real-time, and get automatic credit increases as the business grows



Capital: Stripe Capital provides access to fast, flexible financing to online businesses, with eligibility solely based on their history with Stripe

Accept Payments



Payments: Scalable developer-centric global payments platform that allows businesses to bill their customers, set up a marketplace, or simply accept payments



Terminal: Stripe Terminal enables customers to unify online and offline channels with flexible developer tools, pre-certified card readers, and cloud-based hardware management



Radar: Radar helps detect and block fraud for any type of business using machine learning that trains on data across millions of companies

Move Money



Payouts: Connect Payouts helps businesses send mass payouts to sellers, freelancers, or service providers around the world



Issuing: Stripe Issuing is an end-to-end platform for quickly creating, distributing, and managing physical and virtual cards

Business Operations



Atlas: Stripe Atlas is an easy-to-use platform for starting a company, removing lengthy paperwork, bank visits, legal complexity, several fees, and non-obvious decisions



Sigma: Stripe Sigma allows businesses to quickly analyze their Stripe data through SQL queries, creating custom reports inside the dashboard

Stripe Raises \$250 million in Financing

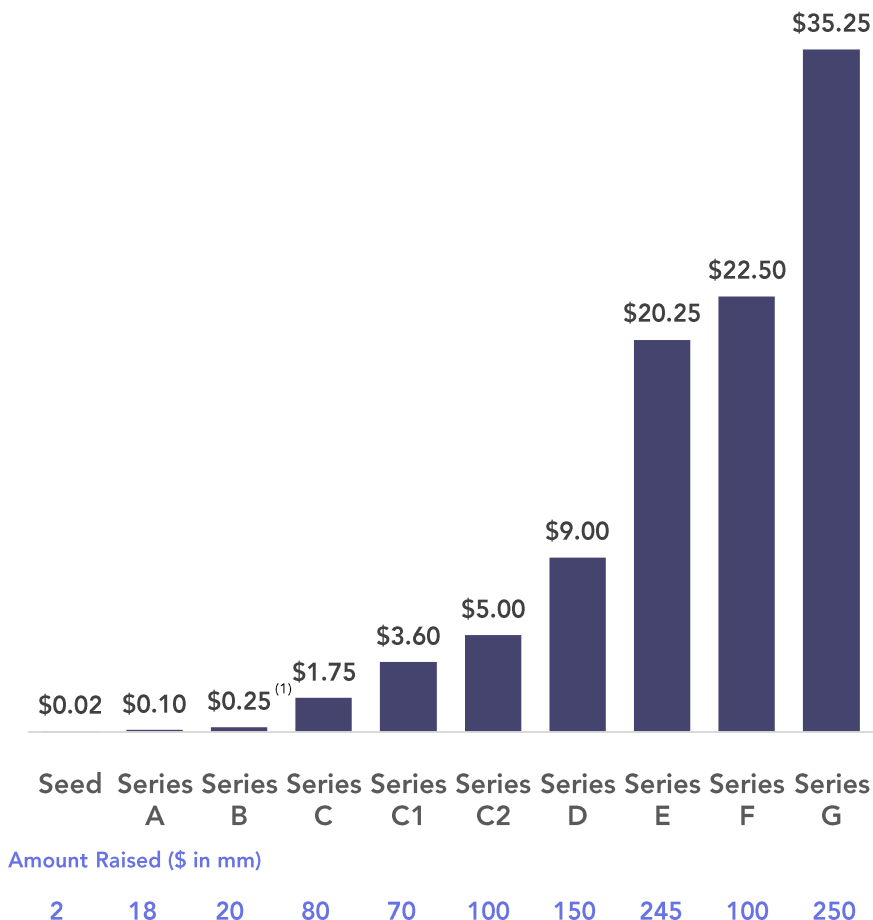
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Selected Financing History

Post-Money Valuations

(\$ in bn)



| Date | Size (\$ mm) | Investor(s) | Post-Money Valuation (\$ mm) |
|----------|--------------|---------------------------------------------------------------------------------------------------------------|------------------------------|
| 09/19/19 | \$250 | SEQUOIA ANDREESSEN HOROWITZ GENERAL CATALYST | \$35,250 |
| 01/29/19 | 100 | TIGERGLOBAL | 22,500 |
| 09/26/18 | 245 | TIGERGLOBAL ANDREESSEN HOROWITZ khosla ventures THRIVE CAPITAL DST SEQUOIA GENERAL CATALYST | 20,250 |
| 11/25/16 | 150 | capitalG GENERAL CATALYST | 9,000 |
| 10/04/16 | na | SEQUOIA SUMITOMO MITSUI CARD | na |
| 07/28/15 | 100 | VISA | 5,000 |
| 12/02/14 | 70 | THRIVE CAPITAL GENERAL CATALYST khosla ventures SEQUOIA FOUNDERS FUND | 3,600 |
| 01/22/14 | 80 | SEQUOIA khosla ventures ALLEN & COMPANY FOUNDERS FUND | 1,750 |
| 07/09/12 | 20 | SEQUOIA Redpoint VENTURES GENERAL CATALYST | 250-500 ⁽¹⁾ |
| 02/10/12 | 18 | SEQUOIA | 100 |
| 03/29/11 | 2 | ANDREESSEN HOROWITZ SEQUOIA SVAngel | 20 |
| 08/02/10 | na | Y Combinator | na |

Source: FT Partners' Proprietary Transaction Database, Bloomberg, PitchBook, Capital IQ, Company Website
 (1) Estimated valuation is \$250-500 mm

Selected FT Partners' Research – *Click to View*



Global Money Transfer



Transaction Security



Klarna: Company and Financial Overview



Remitly's \$220 million Series E Equity and Debt Financing



REPAY's Merger With Thunder Bridge



Marqeta's \$260 million Series E Financing



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



Fawry's \$100 million IPO



KKR Acquires Majority Stake in heidelpay



Finablr Completes its IPO Raising Approximately \$395 million



TouchBistro Raises C\$158 million in Series E Financing

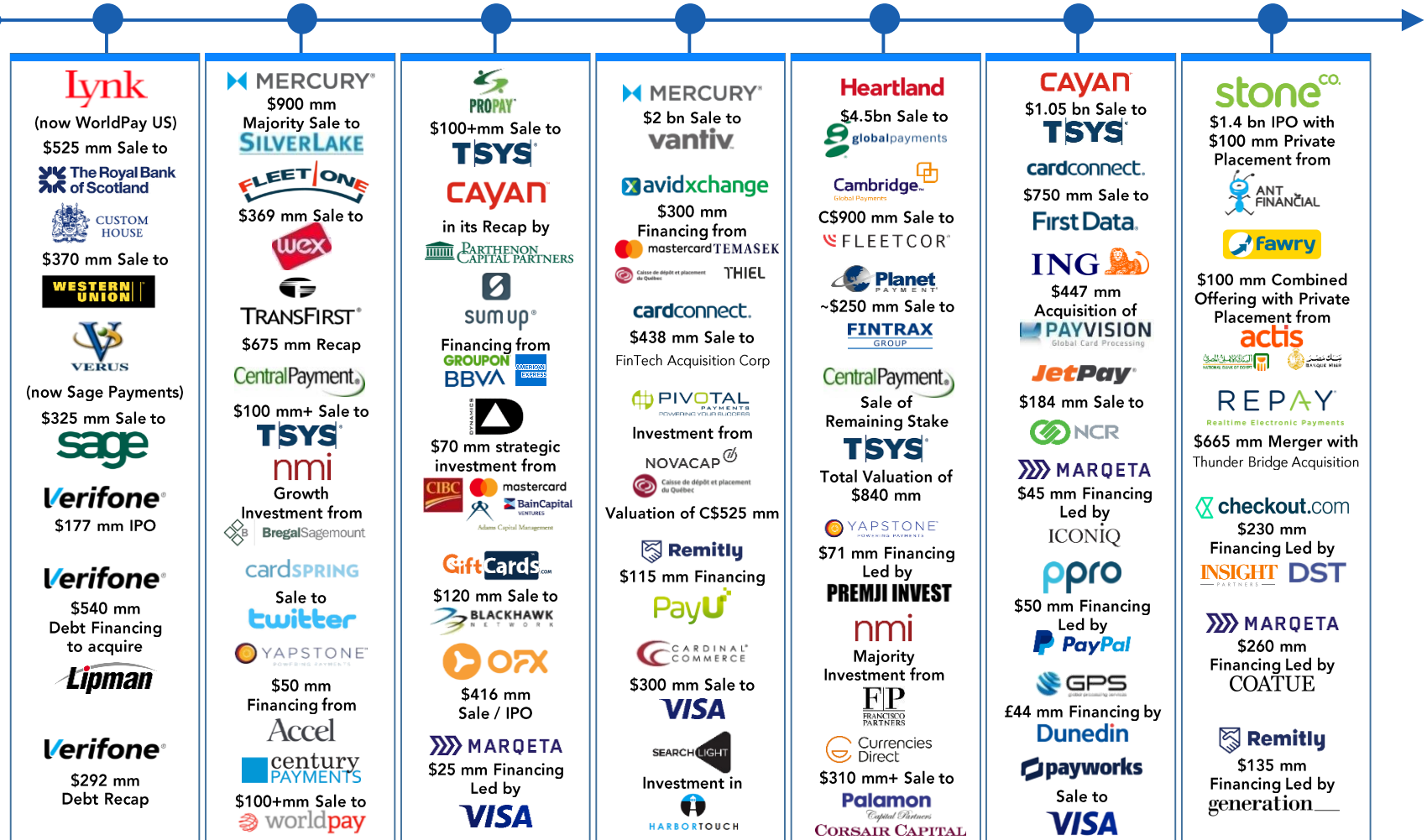


Nexi Completes its IPO

[VIEW MORE FT PARTNERS RESEARCH](#)

Timeline of Selected FT Partners Payments Processing Transactions

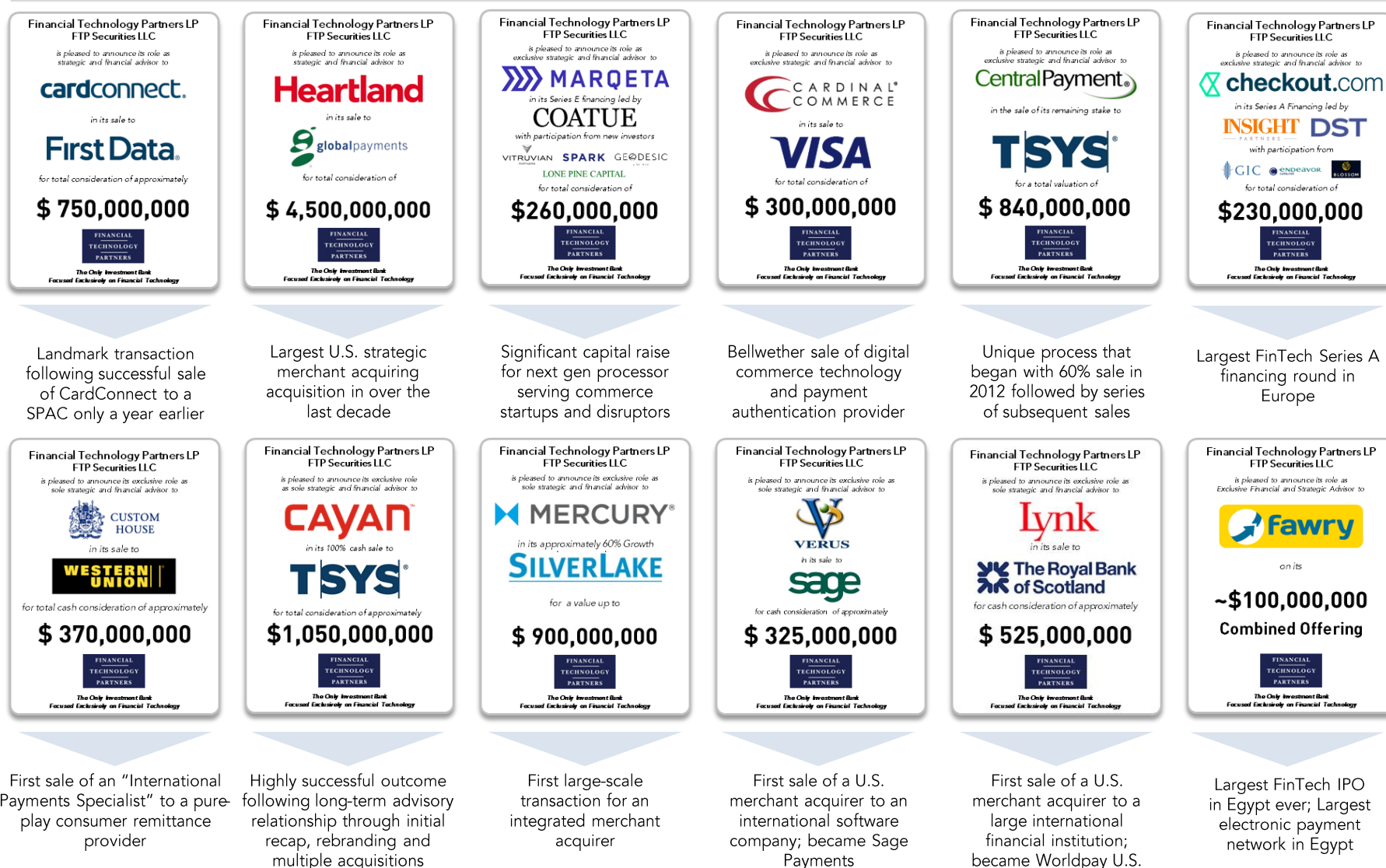
FT Partners has a history of executing on many of the most ground-breaking Payments transactions in the last 15+ years



FT Partners – Focused Exclusively on FinTech

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Ground-Breaking Payments Transactions Pioneered by FT Partners



FT Partners Advises Marqeta on its Series E Financing

Overview of Transaction

- On May 21, 2019, Marqeta announced it has raised \$260 million in Series E financing led by Coatue Management
 - The round includes participation from several new investors including Vitruvian Partners, Spark Capital, Lone Pine Capital and Geodesic
- Founded in 2010, Marqeta is the leading global modern card issuer, powered by the most advanced issuer processor platform built in over two decades
- Marqeta's open APIs allow a new generation of businesses, such as Square, Affirm, DoorDash, Kabbage and Instacart, to build innovative payment programs and experiences to meet the unique needs of their customers

Significance of Transaction

- Marqeta, which has doubled its revenue for three straight years and experienced dramatic increases in spending activity on its platform, is now valued at nearly \$2 billion
- The funding will be used to accelerate Marqeta's expansion plans, both domestically and in key global markets
 - With 300 employees, the Company recently expanded internationally, opening a European office headquartered in London

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Marqeta and its board of directors
- FT Partners previously advised Marqeta on its [\\$45 million financing led by ICONIQ](#) in 2018, its [strategic \\$25 million financing led by Visa](#) in 2017, and its [\\$25 million Series C financing](#) in 2015 -- over this time period, Marqeta's valuation has grown over 20x
- This transaction demonstrates the long-term nature of many of FT Partners' client relationships and highlights our deep domain expertise and transactional excellence across FinTech and the Payments sector

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 led by

COATUE

with participation from new investors



for total consideration of

\$260,000,000



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FT Partners Advises Checkout.com on its \$230 million Series A Financing

Overview of Transaction

- On May 2, 2019, Checkout.com announced it has raised \$230 million in Series A financing led by Insight Partners and DST Global with participation from GIC, Endeavor Catalyst, Blossom Capital and other strategic investors
- This is the first financing round for Checkout.com since its foundation in 2012
- Headquartered in London, UK, Checkout.com offers the world's most comprehensive cross-border payment solution for digital commerce
 - The Company specializes in accepting, acquiring and processing international and local payments and also provides fraud management tools, analytics and comprehensive reporting features for merchants
 - Checkout.com is a direct acquirer of all major card schemes, accepting international cards, local card schemes and many of the most popular global alternative payment methods
 - Checkout.com handles every step of the payment process on a proprietary technology platform, so merchants benefit from feature parity across regions, faster processing speeds, greater reliability, and full data visibility

Significance of Transaction

- This financing will enable Checkout.com to continue its rapid growth in Europe, the US and the Middle East, with further expansion into Asia and Latin America
- This transaction is the largest ever Series A Financing round for a Technology or FinTech company in Europe

FT Partners' Role

- FT Partners served as sole strategic and financial advisor to Checkout.com
- This transaction underscores FT Partners' unparalleled track record in the Payments space and highlights the Firm's strong capabilities in finding the best investors for our clients worldwide

Financial Technology Partners LP FTP Securities LLC

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



in its Series A Financing led by



with participation from



for total consideration of

\$230,000,000



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FT Partners Advises Remitly on its \$220 million Series E Equity and Debt Financing

Overview of Transaction

- On July 10, 2019, Remitly announced \$220 million in new financing, consisting of \$135 million in Series E equity and \$85 million in syndicated debt financing
 - The equity financing was led by Generation Investment Management
 - Other participants in the equity portion are Owl Rock Capital, Princeville Global, Prudential Financial, Schrodgers, and Top Tier, alongside Remitly's existing investors, including DN Capital, Naspers' PayU, and Stripes Group
 - Debt financing came from Goldman Sachs, Barclays, Silicon Valley Bank, and Bridge Bank
- Remitly is an independent digital remittance company that transfers over \$6 billion in annualized volume through its proprietary global money transfer network across Africa, Asia, Central Europe, Central and South America

Significance of Transaction

- The investment is a signal of Remitly's strong momentum; over the past year, Remitly has expanded to 16 send and 44 receive countries, and the Company's annual revenue growth was nearly 100% for the past three years
- Remitly will use the latest round of financing to extend and deepen its presence internationally, bringing its money transfer services to many more countries

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Remitly and its board of directors on its \$135 million in Series E Equity financing
- FT Partners previously advised Remitly on its [\\$115 million Series D financing led by Naspers' PayU](#) in 2017 and its [\\$39 million Series C financing led by Stripes Group](#) in 2016
- This transaction demonstrates the long-term nature of many of FT Partners' client relationships and highlights our deep domain expertise and transactional experience across Payments and in the Money Transfer sector, in particular

Financial Technology Partners LP FTP Securities LLC

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



*on its Series E equity financing
led by*

generation_____

*as part of a total financing
consideration of*

\$220,000,000



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FT Partners Advises Fawry on its \$100 million Combined Offering

Overview of Transaction

- Headquartered in Cairo, Egypt, on August 8, 2019, Fawry priced its Combined Offering at EGP 6.46 per share on the Egyptian Stock Exchange, raising approximately \$100 million
- Demand was extremely high for this transaction, with the Combined Offering being oversubscribed more than 30x
- Fawry is Egypt's largest electronic payment network, processing more than 2 million transactions daily for more than 20 million customers
 - Fawry offers services including electronic cash payments, bill payments and B2B fund transfers, providing access to financial services to Egypt's large unbanked population
 - In 2018, the Company processed ~\$2 billion of transactions and posted revenue of ~\$36.7 million and an adjusted EBITDA of ~\$9.2 million

Significance of Transaction

- Fawry's Public Offering is the largest FinTech offering ever in Egypt
- High demand (30x oversubscription) demonstrates strong investor appetite for high growth FinTech companies in emerging markets

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Fawry on this transaction
- FT Partners also advised Fawry on its ~\$58 million local private placement to Actis, National Bank of Egypt and Banque Misr which occurred concurrently with the Public Offering
- This transaction further supports FT Partners' continued success in advising leading FinTech and Payments companies
- FT Partners leveraged its deep industry knowledge, extensive transaction expertise, and broad scope of relationships to achieve a highly favorable outcome for Fawry

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as
Exclusive Financial and Strategic Advisor to*



on its

~\$100,000,000

Combined Offering



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FT Partners Advises Poynt on its Series C Financing

Overview of Transaction

- On November 13, 2018, Poynt announced its \$100 million Series C financing with participation from strategic partners Elavon and National Australia Bank (NAB)
 - This financing brings Poynt's total funding to \$133 million; existing investors include GV (Google Ventures), Matrix Partners, NYCA Partners, Oak HC/FT, Stanford-StartX Fund, and Webb Investment Network
- Headquartered in Palo Alto, CA, Poynt is a connected commerce platform empowering merchants with the technology to transform their businesses
 - Poynt has re-imagined the ubiquitous payment terminal into a connected, multi-purpose device that runs third party apps; as smart terminals become mainstream, Poynt OS is an open operating system that can power any smart payment terminal worldwide, creating a new app economy for merchants
- Elavon, wholly owned by U.S. Bank, is a leading provider of end-to-end payment processing solutions and services to more than 1.3 million customers in the U.S., Europe, Canada, Mexico, and Puerto Rico
- NAB is Australia's largest business bank with a large merchant customer base; NAB serves more than 9 million customers at more than 900 locations in Australia, New Zealand and around the world

Significance of Transaction

- This financing will enable Poynt to expand into new markets across Asia, Europe and South America, grow its talent base, and invest in product and partner development as the Company executes on its vision to become the operating system on smart terminals worldwide

FT Partners' Role

- FT Partners served as sole strategic and financial advisor to Poynt
- This transaction underscores FT Partners' unparalleled track record in the Payments space and highlights the Firm's strong capabilities in finding the right strategic investors for our clients worldwide

Financial Technology Partners LP FTP Securities LLC

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



*in its Series C Financing
with participation from*



for total consideration of

\$100,000,000



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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

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

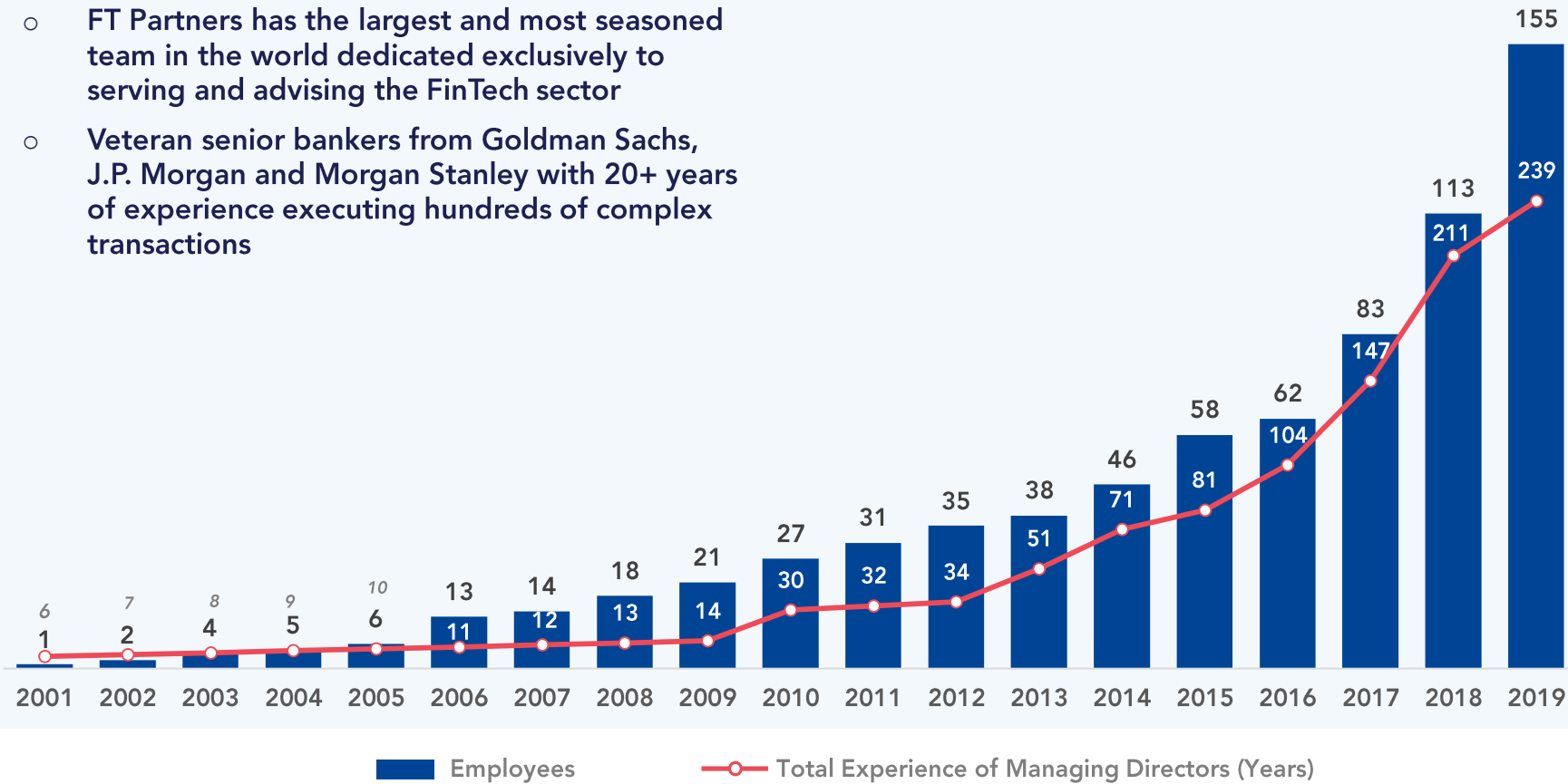
2007 Computer & Information Tech Deal of the Year, \$100 mm+

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

2004 Investment Bank of the Year

Platform of Choice for Clients and Bankers Alike

- 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 12+ 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 |