

# FT PARTNERS FINTECH INDUSTRY RESEARCH

August 31, 2021



**Featuring:**  
Selected Profiles of  
Other Cross-Border  
Payments Companies

 **Remitly**

## Zepz Raises \$292 million in Series E Financing



**TCV**

**Accel**

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank Focused Exclusively on FinTech*

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# Zepz Raises \$292 million in Series E Financing



## Transaction Overview

### Transaction Summary

- On August 23, 2021, Zepz (formerly WorldRemit) announced that it has raised \$292 million in Series E financing at a valuation of \$5 billion
  - The round included participation from new equity investor Farallon Capital among others, in addition to returning investors TCV, Leapfrog Investments, and Accel
- The fundraise comes a year after the Company's acquisition of Sendwave for \$500 million in August 2020, and brings its total equity financing raised to over \$600 million
  - Zepz has broadened its platform significantly in recent months and now operates two distinct brands: Sendwave and WorldRemit
- Zepz plans to use the new capital to invest in its technology, platform, and customer proposition, and to expand into new markets
  - The Company already has strong customer retention, with the average customer transacting 4x per month on the platform, and plans to further introduce value-added services to its users in order to drive further engagement and retention
- Zepz reaches over 5,000 money transfer corridors, and the Company enabled over 4.5 million monthly transactions on its platform in 2020, generating nearly \$10 billion in Gross Send Volumes and \$338 million in revenue

### Transaction Commentary

"Today's announced raise is another important step in the execution of our strategy. Following the acquisition of Sendwave we have made significant progress with the integration of the different businesses and are retaining both the Sendwave and WorldRemit brands. In that context we are proud to announce the rebranding of our holding Company to Zepz. The additional funds raised enable us to accelerate investment to prosecute our very sizeable growth opportunity whilst further strengthening our high-quality investor base and our mission to provide fair, fast, flexible payments for our customers."



Breon Corcoran  
CEO



### Selected Financing History

Date	Amount (\$ in mm)	Lead Investor(s)
08/23/21	\$292	 FARALLON  LEAPFROG TCV Accel
06/03/19	175	 LEAPFROG TCV Accel
12/07/17	40	 LEAPFROG TCV Accel
02/18/15	100	TCV Accel
03/12/14	40	Accel

# Zepz Raises \$292 million in Series E Financing



## Zepz Overview

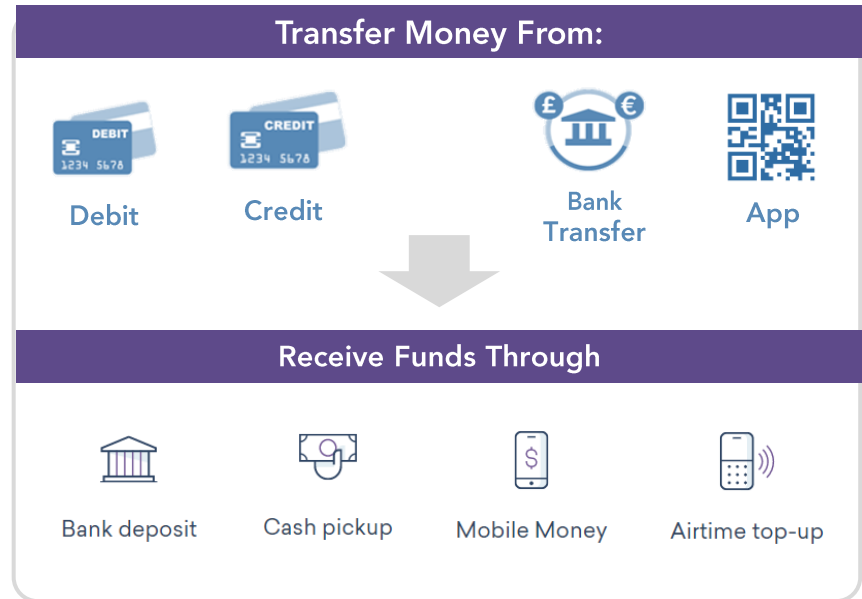
### Company Overview



CEO: Breon Corcoran  
Headquarters: London, UK  
Founded: 2010

- Zepz, formerly WorldRemit, is a digital cross-border payments platform that enables individuals to transfer funds to friends and family via a variety of offline and online channels
- For senders, Zepz provides an entirely digital experience, and for those receiving money, the Company offers a wide range of options including bank deposits, cash collections, mobile airtime top-ups and mobile money
- Zepz powers two leading payments brands: WorldRemit and Sendwave
  - WorldRemit acquired Sendwave for approximately \$500 million in August 2020; see FT Partners' profile on this transaction [here](#)
- Both WorldRemit and Sendwave offer a fast and flexible user experience, with 85% of transactions settled in minutes
- The Company's brands served over 11 million senders and recipients in 2020

### Products and Services Overview



### Key Brands



- Online money transfer platform that allows consumers to send money to over 130 countries



- App-based, Africa and Asia focused remittance platform

## Selected Profiles of Cross-Border Payments Companies



# Zepz Raises \$292 million in Series E Financing



## Viamerica Overview

### Company Overview



Exec. Chairman & Co-Founder:	Joseph Argilagos
CEO & Co-Founder:	Paul Dwyer
Headquarters:	Bethesda, MD
Founded:	1999

- **Viamerica is a licensed transmitter offering international money transfer, bill payment, check processing, and top-up services at thousands of agent locations across the US**
  - The Company offers cash payout or direct deposits in 30+ countries at over 100,000 payout locations
- **Viamerica offers a full set of solutions for digital partners, agents, and payers**
  - These solutions include ViaNex, ViaConnect, ViaPay, ViaSafe, ViaCheck, ViaCash, and ViaModal
- **Viamerica maintains a strong presence in 30+ corridors and continues to expand its international footprint**
  - Key regions served include Latin America, India, Africa and the Philippines
- **Viamerica was named as a top money transfer method by Consumer Reports and recognized for digital transformation by Digital Edge 50 Awards**

### 2020 Key Metrics

100K+	3,200+	50
Points of Payment	Total Agents	States Viamerica is Licensed
30+	35	15
Corridors Served	International Banking Partners	U.S. Banking Partners

### Products & Services

#### Digital Partners



A fully co-brandable mobile/web app that enables marketing partners to launch a fully compliant US money transfer service powered by Viamerica



A full set of APIs that can plug into the Viamerica network of agents, partners and service providers, compliance and money transfer

#### Agents



Simply deposit cash in the ViaSafe in the store. The safe counts and credits cash deposits to the account immediately



With ViaCheck, scanned check are automatically deposited. Use the built-in tools to verify checks and reduce risk



With this desktop point of sale terminal, a customer can easily implement remittance, bill pay, mobile top up and PINless long distance

#### Payers



Offers simple APIs that allow you to withdraw and payout from the network with built-in compliance so transactions are quick and easy

# Zepz Raises \$292 million in Series E Financing

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## Wise Overview

### Company Overview



**CEO & Co-Founder:** Kristo Käärmann  
**Headquarters:** London, UK  
**Founded:** 2010

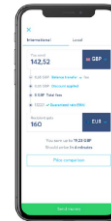
- **Wise (LON: WISE) provides cross-border payments and infrastructure platform for consumers, businesses, and partners**
  - Founded as a way to facilitate two-way consumer payments between the UK and the Eurozone, the Company has since expanded across continents and verticals, powering payments across the financial ecosystem
- **Wise deploys a suite of digital-first products, all geared around lower prices, faster speed, convenience, and transparency**
  - The Company has four key products: Wise Transfer, Wise Account, Wise Business, and Wise Platform
- **The Company changed its name to Wise from TransferWise in February 2021, reflecting its effort to become more of a neobank and infrastructure player rather than just a cross-border payments platform**
- **On July 7, 2021, Wise completed a Direct Public Offering on the London Stock Exchange**

### FY 2021 Key Metrics

<b>6 mm</b> Active Customers	<b>£54.4 bn</b> Total Volume	<b>£9,100</b> Volume Per Customer
<b>0.77%</b> Total Take Rate	<b>£421 mm</b> 2021 Revenue FYE March	<b>40</b> Countries

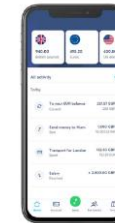
### Solutions Overview

#### B2C



#### Wise | Transfer

Cheap, cross-border money transfers



#### Wise | Account

Add, Receive, Hold, Spend, and Invest Money, all via Wise's free international account

#### B2B



#### Wise | Business

All the benefits of Wise but tailored to business customers and complemented with business-specific functionalities like invoicing and accounting



#### Wise | Platform

Allows banks and enterprise partners to integrate Wise's capabilities into their own services and applications

# Zepz Raises \$292 million in Series E Financing

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## Remitly Overview

### Company Overview



CEO / Co-Founder: Matt Oppenheimer

Headquarters: Seattle, WA

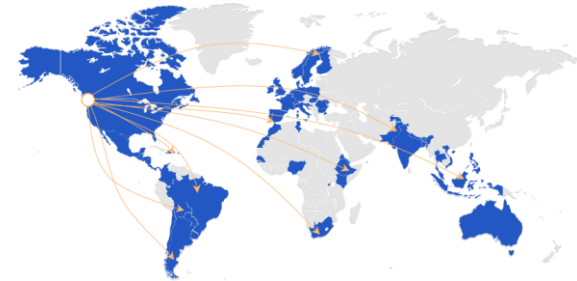
Founded: 2011

- Remitly provides consumer-centric, international mobile money transfer services
- Remitly has built a unique, end-to-end, full stack remittance company (compliance, fraud, disbursement partners, etc.) focused on the largest corridors around the globe
- The Company is headquartered in Seattle and has offices in London, Manila, Nicaragua and Poland
- Since the start of 2020, Remitly has increased its number of receivable countries from 49 to over 100, while also adding send functionality in Singapore
- On August 30, 2021, Remitly filed for its initial public offering on Nasdaq

### Selected Financing History

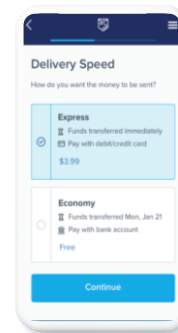
Announce Date	Size (\$ in mm)	Selected Investor(s)
05/11/21	na	Visa
07/29/20	\$85	PayU; Generation Investment Management; Owl Rock Capital; Stripes; DN Capital; Top Tier; Princeville Global; Threshold Ventures.
07/10/19	135	Generation; Owl Rock Capital; Princeville Global; Prudential Financial; Schroders; Top Tier
10/31/17	115	PayU; Stripes Group; DFJ; DN Capital

### Products & Services

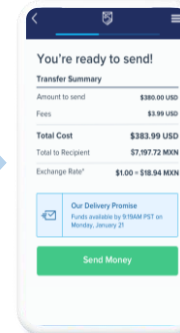


- **Best in Class Customer Experience:** Only provider with a “Perfect Delivery Promise” with an exact time of delivery
- **Trusted Brand:** Reliable and trusted brand drives trial and repeat usage
- **Expanding Network:** Strong relationships with top tier U.S. and global banks; proprietary cash out network (150,000 locations) and ability to do instant deposits

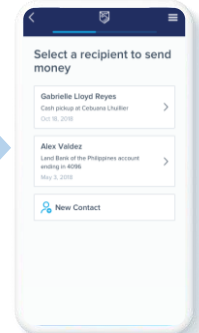
#### Multiple Cost Options



#### Superb Reliability



#### World-Class UI





## Selected FT Partners' Research – *Click to View*



**Brazil's Emerging FinTech Ecosystem**



**Buy Now Pay Later**



**FinTech in Africa Gaining Momentum**



**Payoneer's \$3.8 billion Merger with FTOC**



**Currencycloud's £700 million Sale to Visa**



**Revolut's \$800 million Financing**



**CompoSecure's \$1.2 billion Merger with Roman DBDR**



**Mollie's \$800 million Growth Financing**



**Marqeta Raises \$1.4 billion in its IPO**



**Square Acquires Afterpay for \$29 billion**



**Flywire Completes its IPO**



**Stripe Raises \$600 million in Series H Financing**

[VIEW MORE FT PARTNERS RESEARCH](#)



## Leading Advisor in the Cross Border Payments Industry

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**

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Merger of a global payment and commerce-enabling platform with a SPAC

Financial Technology Partners LP  
FTP Securities LLC

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



on its growth financing led by



for a total amount of

**\$85,000,000**

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank  
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Largest independent digital money transmitter in the U.S.

Financial Technology Partners LP  
FTP Securities LLC

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



in its sale to



a portfolio company of



for total consideration of approximately

**\$ 250,000,000**

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Leading provider of international payment processing and multi-currency processing services

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its role as exclusive Financial, Strategic and IPO Advisor to



in its

**Initial Public Offering**

valuing the equity at approximately

**A\$ 480,000,000**

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

International payment specialist providing online international payment services for consumer and business clients

Financial Technology Partners LP  
FTP Securities LLC

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



in its sale to



for total consideration of

**C \$ 900,000,000**

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Leading provider of integrated, B2B cross-border payment services

Financial Technology Partners LP  
FTP Securities LLC

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



on its Series E Financing with new investors including



for a total amount of

**\$80,000,000**

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Comprehensive B2B cross-border infrastructure solution

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its role as financial advisor to



in its sale to



CORSAIR CAPITAL

for total consideration of

**\$ 310,000,000+**

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Leading, privately-owned, non-bank provider of non-cash foreign exchange and payments solutions to private and corporate clients

Financial Technology Partners LP  
FTP Securities LLC

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



in its sale of



to



for total consideration of

**A\$ 65,000,000**

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Leading provider of electronic payment transaction processing services, including DCC, MCP and payment card acceptance

Financial Technology Partners LP  
FTP Securities LLC

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



in its sale to



for total cash consideration of approximately

**\$ 370,000,000**

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Leading independent provider of robust, multi-channel, international B2B payment solutions

Financial Technology Partners LP  
FTP Securities LLC

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



on its financing led by



with participation from



for a total amount of

**\$31,000,000**

FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank  
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Fast-growing global payments network built for businesses

## FT Partners Advises Payoneer on its \$3.8 billion 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 multi-pronged 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 [acquisition of optile](#) 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 [Porch](#), [Open Lending](#), [CardConnect](#) and [REPAY](#)

### Financial Technology Partners LP FTP Securities LLC

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financial and capital markets advisor to*



*on its merger with*



(NASDAQ: FTOCU)

*post-transaction equity value*

# \$3,796,000,000



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## 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 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*

 SoftBank **TIGER**GLOBAL

*for a total amount of*

## \$800,000,000

*at a valuation of*

## ~\$33,000,000,000

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## FT Partners Advises Mollie on its \$800 million Financing

### Overview of Transaction

- On June 22, 2021, Mollie announced that it raised \$800 million in financing from global investors including Blackstone Growth (BXG), EQT Partners, General Atlantic, HMI Capital and Alkeon Capital Management
- TCV who led the Series B investment in September 2020 also participated in the funding round
- Mollie is one of the fastest growing and largest PSPs in Europe, serving more than 120,000 monthly active merchants across the continent
- In 2020, Mollie processed more than 10 billion Euros in transactions and is on track to handle more than 20 billion Euros during 2021
- Mollie's best-in-class products, simple and transparent pricing and excellent customer service, alongside its no lock-in contracts, have driven rapid growth both during the pandemic and the months following relaxation of lockdown restrictions across Europe
- Today, Mollie has around 480 employees and plans to hire 300 new team members in the next six-to-nine months

### Significance of Transaction

- The funding will fuel Mollie's continuous expansion within Europe and beyond, and support the investments in its technology platform and expansion of its product portfolio beyond payments into financial services for SMEs
- Mollie is now one of the top five most valuable FinTechs in Europe, and one of the top 20 most valuable FinTechs in the world

### FT Partners' Role

- FT Partners acted as exclusive financial and strategic advisor to Mollie
- This transaction underscores FT Partners' deep Payments domain expertise and successful track record of generating favorable outcomes for leading companies in the space

### Financial Technology Partners LP FTP Securities LLC

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

**mollie**

*on its financing led by*

**Blackstone**

*with participation from*

**ALKEON**  
CAPITAL MANAGEMENT

**EQT**

**GENERAL**  
ATLANTIC

**HMI**  
CAPITAL

**TCV**

*for total consideration of*

**\$800,000,000**

*at a valuation of*

**\$6,500,000,000**

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TECHNOLOGY  
PARTNERS**

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## FT Partners Advises Currencycloud on its £700 million Sale to Visa

### Overview of Transaction

- On July 22, 2021, Visa announced it has signed a definitive agreement to acquire Currencycloud for £700 million (~\$960 million), inclusive of cash and retention incentives
- Launched in 2012, Currencycloud is a comprehensive B2B cross-border infrastructure product that enables clients to build their own “platform” by offering different APIs across five modules – collect, convert, manage, pay, and Currencycloud spark
- Currencycloud is headquartered in London with offices in New York, Amsterdam, Cardiff & Singapore. Since 2012, the company has processed more than \$100 billion to over 180 countries

### Significance of Transaction

- Currencycloud will strengthen Visa’s existing foreign exchange capabilities by extending them to better serve financial institutions, FinTechs and partners while enabling new use cases and payment flows
- Currencycloud will accelerate the time-to-market and improve payment transparency for clients looking to offer flexible, digital-first, international payment services that provide better visibility and control to consumers and businesses around the world
- The addition of Currencycloud’s capabilities to Visa’s network will widen access to innovative international payment products that help businesses meet their cross-border needs

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Currencycloud
- FT Partners previously advised Currencycloud on its \$80 million [Series E financing](#) in 2020
- This transaction underscores FT Partners’ deep domain expertise and unrivaled track record in the FX / Cross Border Payments space

### Financial Technology Partners LP FTP Securities LLC

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



*on its sale to*

**VISA**

*for total consideration of*

**£700,000,000**



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## FT Partners Advises BillingTree on its \$503 million Sale to REPAY

### Overview of Transaction

- On May 10, 2021, Repay Holdings Corporation (NASDAQ: RPAY) ("REPAY"), a leading provider of vertically-integrated payment solutions, announced it has signed a definitive agreement to acquire BillingTree for approximately \$503 million
  - The acquisition will be financed with approximately \$275 million in cash from REPAY's balance sheet and \$228 million in newly issued shares of REPAY Class A common stock
  - The transaction is subject to certain customary closing conditions and is expected to close by the end of the second quarter of 2021
- BillingTree, founded in 2003 and headquartered in Scottsdale, AZ, is a leading provider of omni-channel payment solutions that help organizations get paid faster and more efficiently

### Significance of Transaction

- The acquisition brings together two leading providers of integrated payment solutions, further expanding REPAY's position in Healthcare, Credit Unions, Accounts Receivable Management (ARM) and Energy
- The addition of BillingTree's 1,650+ clients and over 50 ISV Partners enhances REPAY's scale and client diversification
- BillingTree's existing Healthcare, Credit Union, ARM, and Energy verticals provide access to an estimated annual payment volume opportunity of over \$700 billion
- The scale, capabilities, and infrastructure of the combined platform presents significant opportunities for cost savings and increased efficiencies

### FT Partners' Role

- Financial Technology Partners and FTP Securities ("FT Partners") served as strategic and financial advisor to BillingTree
- This transaction underscores FT Partners' deep domain expertise in Payments, as well as our successful track record in generating highly favorable, category-defining outcomes for our clients

### Financial Technology Partners LP FTP Securities LLC

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



*on its sale to*

REPAY®

Realtime Electronic Payments

*for total consideration of*

**\$503,000,000**



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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**

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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 founding 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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Focused Exclusively on Financial Technology*

## FT Partners Advises Nium on its \$200 million Financing

### Overview of Transaction

- On July 27, 2021, Nium announced it has raised a US\$200+ million Series D round led by Riverwood Capital – a U.S.-based growth-stage investment firm. Temasek, Visa, Vertex Ventures, Atinum Group of Funds, Beacon Venture Capital, Rocket Capital Investment, and other notable angel investors, including DoorDash executive, Gokul Rajaram; Chief Product Officer at FIS, Vicky Bindra; and, Co-Founder of Tribe Capital, Arjun Sethi also contributed to the round
- Total funding raised, including this Series D round, stands at nearly USD\$300 million, propelling Nium’s current valuation above US\$1 billion and making it the first B2B payments unicorn from Southeast Asia
- Through a single API, Nium provides access to the world’s payment infrastructure, including technologies for pay-outs, pay-ins, card issuance, and banking-as-a-service. Once connected, Nium customers can send funds to more than 100 countries (most in real-time), pay out in more than 60 currencies, and issue cards in more than 40 countries. Foundational to Nium is its license portfolio, owning the most complete set of money transfer, card issuance and banking licenses in fintech, with services available in 11 jurisdictions.

### Significance of Transaction

- Nium will use the Series D funds to expand its payment network infrastructure, drive innovative product development, attract top industry talent, and acquire strategic technologies and companies
- With revenues split almost equally across EMEA and APAC, Nium will also use funds from this round to accelerate growth in the United States and Latin America

### FT Partners’ Role

- FT Partners served as exclusive financial and strategic advisor to Nium
- This transaction highlights FT Partners’ deep domain expertise in cross border payments infrastructure and BaaS vertical, as well as its successful track record 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 financing led by*



*with participation from new and existing investors*

*for a total amount of*

**\$200,000,000+**

*at a valuation of*

**\$1,000,000,000+**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners’ Recent Awards and Recognition

### Bloomberg

#### Bloomberg

- 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:

- FT Partners wins Top Investment Bank in FinTech

### Institutional Investor



#### The FinTech Finance 40:

- Steve McLaughlin ranked #1 in 2017 and 2018

### The Information

Silicon Valley's Most Popular Dealmakers

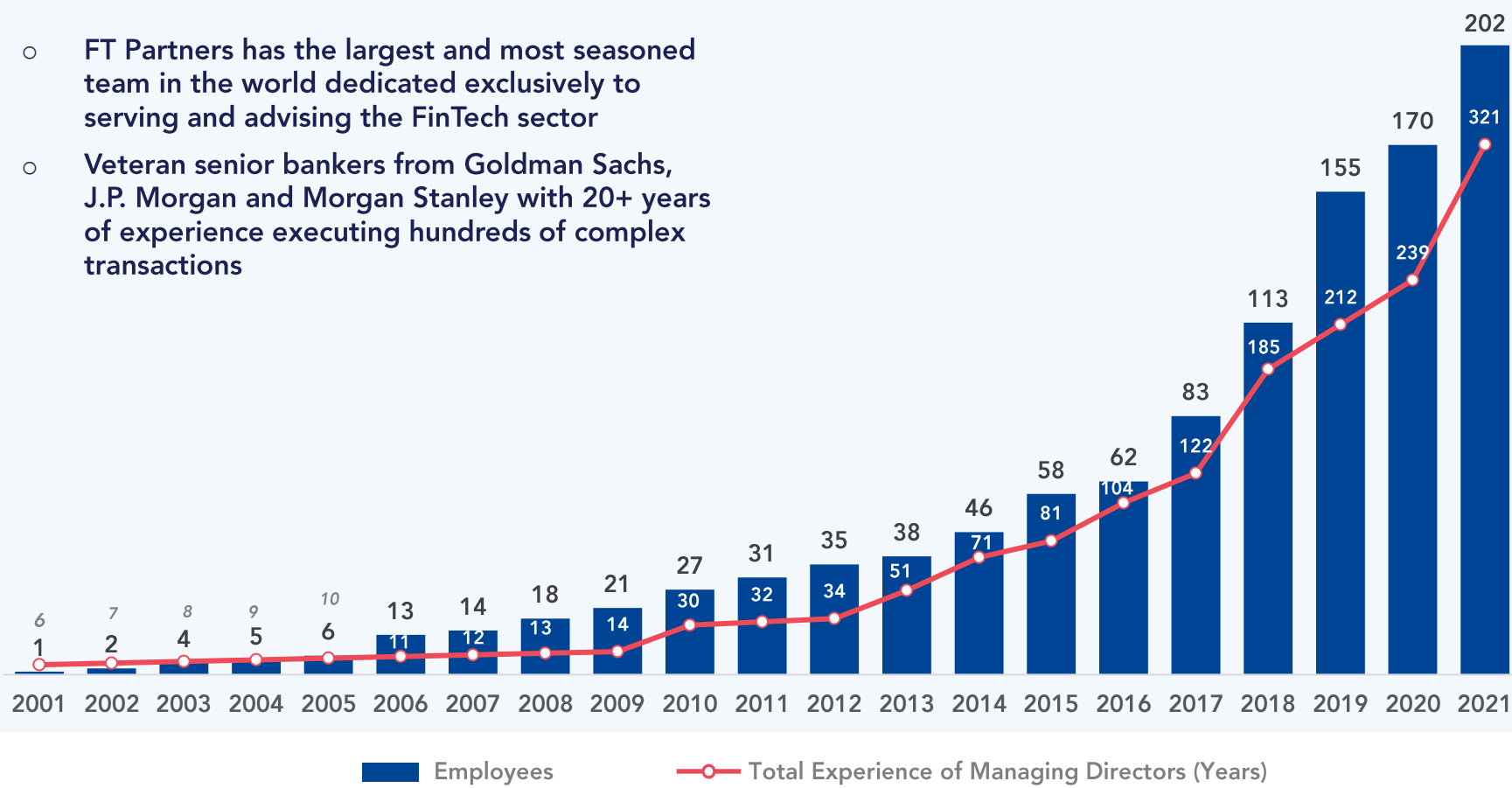
Name	Title	Company
Sam Smith	Managing Director	Golden Gate
Steve McLaughlin	Managing Partner	FT Partners
Michael Bishop	Managing Director	Golden Gate
Paul Winkler	Managing Director	FT Partners
Paul Kwan	Managing Director	Golden Gate
Quincy Smith	Partner	Golden Gate

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

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

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)

