

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

# thunes

smart. transfer. solutions.

on its growth financing led by

INSIGHT PARTNERS

for a total amount of

\$60,000,000

## FT Partners Advises Thunes on its Financing

### FT PARTNERS ADVISES



### Thunes' \$60 million Growth Financing

#### Overview of Transaction

- On May 18, 2021, Thunes announced it has raised \$60 million in growth financing led by Insight Partners with participation from existing investors
- Established in 2016 and headquartered in Singapore, Thunes is a B2B
  payments company enabling global banks, money transfer operators,
  platforms and many other businesses to make payments to bank accounts,
  mobile wallets and cash pick-up providers around the world
  - Thunes' platform currently connects more than 260 customers and network partners from across 110 countries to send and receive money globally
  - Customers that have joined Thunes' global network include Grab,
     PayPal, M-Pesa, Commercial Bank of Dubai, Western Union, Remitly,
     and NTUC Income

### Significance of Transaction

- In supporting Thunes, Insight Partners will provide financial and operational resources to promote the Company's rapid and sustained growth
- The current investment round brings the Company's total funding to \$130 million in less than two years, with \$120 million raised in the last six months

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Thunes
- This transaction highlights FT Partners' deep domain expertise within the Payments sector, 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 exclusive role as strategic and financial advisor to



smart, transfer, solutions.

on its growth financing led by



**PARTNERS** 

for a total amount of

\$60,000,000



### FT Partners Advises Thunes on its Financing

# thunes

FT PARTNERS ADVISES

### Thunes Overview

# thunes

Co-Founder & CEO:

Headquarters:

Peter De Caluwe Singapore

Founded: 2016

- Thunes is a B2B company that powers payments for many of the world's fastest-growing businesses
- Corporates and financial institutions are able to move funds seamlessly, securely and cost-effectively with Thunes' wellestablished, reliable and far-reaching network
- Thunes is used by global banks, money transfer operators, platforms and many other businesses to make payments to bank accounts, mobile wallets and cash pick-up providers around the world
  - The Company's platform currently empowers more than 260 customers and network partners from across 110 countries to send and receive money globally

### **Global Network Coverage**



### **Products & Services Overview**



### **Business Payments**

- Facilitates cross-border trade
- Improves transparency and predictability of process timing and pricing
- Technology allows for secure transfers



### **Mass Payouts**

- End-to-end mass payout processing
- Access Thunes' entire payments ecosystem through a single API connection
- Full integration support with access to monitoring and reporting tools



### **Remittance Processing**

- Provides full visibility over FX rates and fees
- Reduces operational inefficiencies that arise from managing multiple partners
- Gives customers instant payment in local currency



### **Virtual Accounts**

- Issues unlimited virtual accounts through a simplified process
- Reduces challenges associated with opening bank accounts in different countries
- Allows for expansion into emerging markets across the globe





### Significant Experience Advising Large Financing Rounds and "Unicorns"

FT Partners has a history of advising on some of the largest financing transactions in the FinTech space in EMEA, and representing numerous FinTech "Unicorns" above \$1 billion valuations

Company	Amount Raised (\$)	Selected Prominent Investors in FT Partners Led Rounds
bblo	~370,000,000 (1)	VISA PayPal J.P.Morgan
<b>OakNorth</b>	270,000,000	CITI VENTURES 6/ SAPPHIRE
	230,000,000	GROWTH ELDRIDGE BNP PARIBAS
<b>ॐ</b> MAMBU	135,000,000 <sup>(2)</sup>	Accel INSIGHT TIGERGLOBAL
<b>⊘</b> moneyfarm	104,000,000 (1)	anthemis TCV DST eurazeo
<b>Fawry</b>	100,000,000	Bessemer Venture Partners Capital ACCOMPLICE
Currencycloud	80,000,000	WELLINGTON MANAGEMENT®  Allianz
GOCARDLESS	75,500,000	actis ACTON #GIC ARENA
Interswitch	na <sup>(3)</sup>	SCB SB Investment Posteitaliane  ADAMS STREET PARTNERS  POSTEITAIN BLOSSOM

<sup>(1)</sup> Total includes multiple financing rounds

<sup>(2)</sup> Primary amount

<sup>(3)</sup> Raised financing at a \$1 billion valuation

#### FT PARTNERS ADVISES



### **Strong Presence Across EMEA**

### FT Partners has advised on a number of landmark transactions across EMEA



















































#### FT PARTNERS ADVISES

# thunes

### Leading Advisor in the Cross-Border Payments Industry



Largest independent digital money transmitter in the U.S.



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



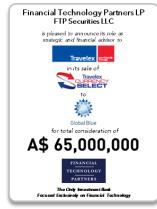
Leading provider of international payment processing and multi-currency processing services



Comprehensive B2B crossborder infrastructure solution with 85 different APIs across four modules – collect, convert, manage and pay



Leading global platform enabling corporates and financial institutions from over 100 countries to move funds seamlessly and securely



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



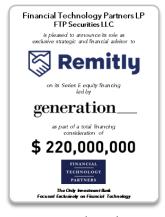
Leading independent provider of robust, multi-channel, international B2B payment solutions



Leading provider of integrated, B2B cross-border payment services



Ireland-based crossborder payments platform



Largest independent digital money transmitter in the U.S.

#### **FT PARTNERS ADVISES**

### 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

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



on its strategic minority investment from



for a total enterprise value of

\$1,000,000,000



#### **FT PARTNERS ADVISES**

# thunes

### FT Partners Advises PPRO on its \$270 million Growth Financing

### **Overview of Transaction**

- On March 25, 2021, PPRO announced new investment of \$90 million from JPMorgan Chase & Co. and Eldridge Industries
- The latest financing follows \$180 million in financing, announced January 19, 2021, from global investors including Eurazeo Growth, Sprints, Wellington and one of the world's largest asset managers, bringing the round to a total of \$270 million
- PPRO is the most trusted infrastructure provider in the cross-border payments space, powering international growth for payment service providers and platforms such as Citi, Elavon, Mastercard PGS, Mollie, PayPal, Worldpay and others
  - PPRO's local payments platform and expert services help its customers get the industry's best conversion rates in markets around the world by allowing online shoppers to pay with their preferred payment method
  - PPRO doubled its year-on-year transaction volumes in Q4 2020 and expanded its global team by 60% in the last twelve months
- JPMorgan relies on PPRO's infrastructure to accept payments from consumers all
  over the world; beyond offering access to a comprehensive payments portfolio,
  PPRO's technology and value-added services help it deliver the industry's best
  conversion rates to its global customers

### Significance of Transaction

- JP Morgan's significant investment is a testament to the unique value of PPRO's offering and validates PPRO's reputation as the most trusted provider of local payments infrastructure
- The Company will continue to focus on delivering and scaling its high-quality integrations to local payment methods across Europe, APAC and the Americas

#### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to PPRO and its Board of Directors
- FT Partners previously advised PPRO on its \$\frac{\$180 \text{ million financing}}{\$180 \text{ million financing}}\$ in 2021, \$\frac{\$50 \text{ million financing}}{\$180 \text{ million financing}}\$ in 2018, and its acquisition of allpage in 2019
- This transaction underscores FT Partners' deep Payments domain expertise and successful track record of executing deals across developed and emerging markets

### Financial Technology Partners LP FTP Securities LLC

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



on its extension growth financing by

J.P. Morgan



ELDRIDGE

for a total amount of

\$90,000,000



#### **FT PARTNERS ADVISES**



### 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 inancing 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

# 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



#### **FT PARTNERS ADVISES**

# thunes

### FT Partners Advises Remitly on its \$85 million Growth Financing

#### Overview of Transaction

- On July 29, 2019, Remitly announced it has raised \$85 million in new growth financing led by PayU
  - This financing round values Remitly at \$1.5 billion, a substantial increase from the prior round
  - Generation Investment Management, Owl Rock Capital, Stripes, DN Capital, Top Tier, Princeville Global, and Threshold Ventures also participated in the round
- 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
- PayU is the payments and FinTech business of Prosus, a global consumer internet group and one of the largest technology investors in the world

### Significance of Transaction

- This latest round of funding will allow Remitly to continue to meet its
  customers' broad set of financial needs, and to provide affordable, convenient
  and secure solutions during this uncertain time and beyond
- Remitly has seen 200% new customer growth year-over-year, as customers who
  once relied on traditional remittance providers are rapidly shifting to digital
  solutions

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Remitly
- FT Partners previously advised Remitly on \$135 million in Series E Equity financing in 2019, 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 the Payments sector

# Financial Technology Partners LP

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



#### FT PARTNERS ADVISES

### FT Partners Advises Currencycloud on its \$80 million Series E Financing

#### Overview of Transaction

- On January 27, 2020, Currencycloud announced it has raised \$80 million in a Series E financing round with new investors including Visa, IFC, BNP Paribas, SBI Group, and Siam Commercial Bank
  - Existing investors Notion Capital, GV, Sapphire Ventures, Accomplice, Anthemis and others also participated in the round
- Launched in 2012, Currencycloud is a comprehensive B2B cross-border infrastructure solution with 85 different APIs across four modules - collect. convert, manage and pay
- Currencycloud is headquartered in London and regulated in Europe, the U.S. and Canada and has processed more than \$50 billion to over 180 countries
  - With innovative APIs and a full-stack technology platform, Currencycloud removes the complexity from international transactions and allows businesses to focus on their core operations
  - Currencycloud serves more than 400 institutional clients including the largest traditional banks, digital challenger banks, FinTech and FX firms and has recently added Visa, Bottomline, and Dwolla as customers

### Significance of Transaction

- The new capital will enable Currencycloud to strengthen its position as the market leader in embedded cross-border payments, by expanding its portfolio of emerging payment methods and developing its partner ecosystem
- The transaction demonstrates strong recognition for Currencycloud across the industry from payment leaders, traditional banks and technology investors

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Currencycloud
- This transaction underscores FT Partners' strong 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 Series E Financing with new investors including







for a total amount of

\$80,000,000



### **FT PARTNERS ADVISES**



### FT Partners Advises Veem on its \$31 million Financing

#### Overview of Transaction

- On September 16, 2020, Veem announced the closing of a \$31 million capital raise, led by Truist Ventures, the corporate venture capital division of Truist Financial Corporation (NYSE: TFC) the 6th largest commercial bank in the U.S.
  - Round participants include MUFG Innovation Partners Co. Ltd., the corporate venture arm of Mitsubishi UFG Banking Group, as well as AB Ventures, the venture arm of Arab Bank
  - Existing investors that participated in this round include GV (formerly Google Ventures), Goldman Sachs, Kleiner Perkins, Silicon Valley Bank, National Australia Bank Ventures and Trend Forward Capital
- International transfers are built on an outdated, 40-year-old system based on
  processes and technology that have left small businesses underserved and
  overcharged; with more than 225,000 customers and counting, sending and
  receiving money in more than 100 countries, Veem's proprietary technology
  combines the best of traditional systems with the flexibility and speed that
  blockchain technology and digital wallets can provide
- Through world-class integrations with QuickBooks, Xero and NetSuite, Veem has built a path for business owners and their accountants to collaborate and build a global network

### Significance of Transaction

This investment will go towards the development of a robust channel partner
program that will widen Veem's geographic footprint; as the company focuses on
its scaling efforts, Veem is also committed to further improving and expanding its
product suite and capabilities

#### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Veem and its Board of Directors
- This transaction underscores FT Partners' deep Payments domain expertise and successful track record of deals with cross-border and FX payments companies

# 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



#### FT PARTNERS ADVISES



### FT Partners Advises GPS on its Strategic Financing From Visa

#### Overview of Transaction

- On October 19, 2020, Global Processing Services ("GPS") announced it has secured a strategic investment from Visa
- Headquartered in London, UK, GPS is a leading issuer processor positioned to support FinTech companies, digital banks and e-wallet providers on their growth journey, from the agility of a proof-of-concept to a fully scaled global offering
  - The Company's solutions enable brands to provide hyperpersonalized user experiences, placing flexibility and control in the hands of the cardholder
  - GPS has integrated with more than 40 issuing banks and operates programs for more than 180 clients across 60 countries, using over 150 currencies

### Significance of Transaction

• This strategic investment will accelerate GPS' global expansion, following its success in launching new and innovative FinTech companies and digital banks in Europe and South East Asia, including Revolut and Starling Bank

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to GPS
- FT Partners also previously advised GPS on its £44 million in financing led by Dunedin in 2018
- This transaction demonstrates the long-term nature of many of FT Partners' client relationships and highlights our deep Payments domain expertise and successful track record generating highly favorable outcomes for high growth FinTech companies

### Financial Technology Partners LP FTP Securities LLC

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



on its strategic financing from





### FT PARTNERS ADVISES



### FT Partners' Recent Awards and Recognition

### **Bloomberg**

### **Bloomberg**

- o 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:**

o FT Partners wins Top Investment Bank in FinTech

### Institutiona Investor





### The FinTech Finance 40:

Steve McLaughlin ranked #1 in 2017 and 2018





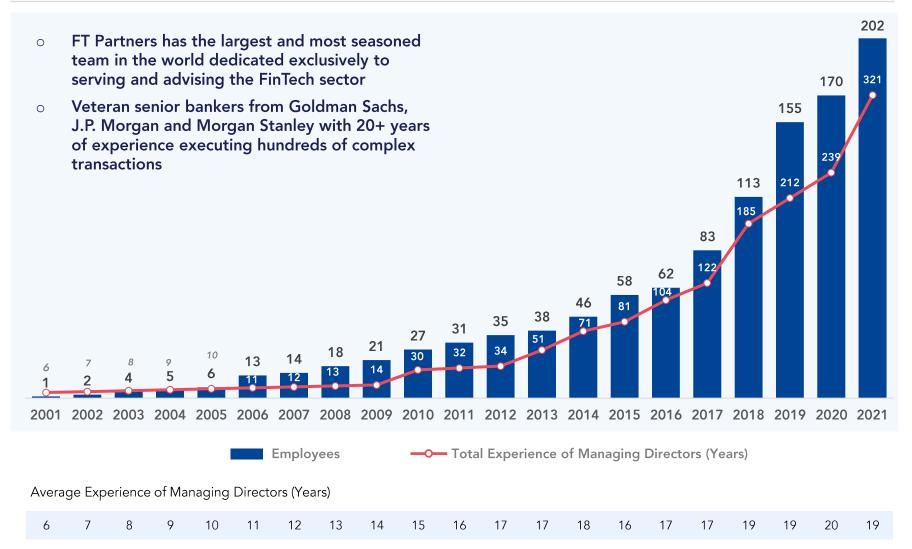
### The Information's "Silicon Valley's Most Popular Dealmakers"

- o 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



Highly proprietary information. Unauthorized distribution without prior consent from Financial Technology Partners LP, FTP Securities LLC or FinTech Partners Limited (together "FT Partners") is strictly prohibited. The information in this report relies upon a variety of public sources, the accuracy of which cannot be guaranteed. No persons or entities should use the information in decision making without independent investigation or professional advice. This communication 15 should not be regarded as an offer to sell or as a solicitation of an offer to buy any financial product or service, nor is it an official confirmation of any transaction, or representative of an official position or statement of Financial Technology Partners LP, FTP Securities LLC or any other related entity. FTP Securities LLC is a FINRA registered broker-dealer and FinTech Partners Limited is an FCA appointed representative. © 2021