December 1, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

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



on its sale to



for total consideration of

~\$180,000,000

### FT PARTNERS ADVISES



### Happay's ~\$180 million Sale to CRED

#### **Overview of Transaction**

- On December 1, 2021, CRED announced it has signed a definitive agreement to acquire Happay for ~\$180 million in a cash and stock deal
- The acquisition of Happay will enable CRED to launch its business segment leveraging Happay's expense management and corporate payments expertise
  - Over 6,000 companies use Happay to manage their business expenses across a suite of products including: travel expenses, employee tax benefits, branch petty cash, fleet expense management, and Happay's corporate cards
- This acquisition extends CRED's position as one of India's leading digital financial services providers

### Significance of Transaction

 This transaction enables CRED to expand its offerings to businesses via Happay's established expense management software and corporate payments offering already serving over 6,000 companies

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Happay
- This transaction highlights FT Partners' deep Payments and Financial Management Solutions domain expertise, as well as our 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



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### **FT PARTNERS ADVISES**



### **Transaction Commentary**



**Anshul Rai** 

Co-Founder & CEO, Happay "The next phase of our growth will come from building scale, brand, and distribution. The CRED team's experience in this regard is unparalleled, and we're excited to learn and grow together."





"Happay's product strength, customer experience, and vision align with our intent at Cred to reward responsible financial behaviour and we're excited to partner them in their journey towards leading the category."



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### **Happay Overview**

### **Company Overview**

Headquarters:

CEO:

**?** happay

Anshul Rai

Karnataka, India

Founded:

2012

### India's most favored spend management solution

- Founded in 2012, Happay is one of India's leading spend management solutions
- Happay is the solution with one integrated platform managing 100% of business spends
  - Happay's world-class product suite extends across 8 features: travel and expense, branch petty cash, selfbooking tool, corporate card and CTA ("Central Travel Account"), invoice, physical and virtual cards, FleetXpress, and employee tax benefits
- Happay serves over 6,000 domestic and multinational businesses amassing a total of 1 million users across 40+ verticals who spend c.\$1 billion annually

### **Selected Merchant Customers**

















# Unified platform for business expenses, payments and travel



Budgeting



Workflows



Policies



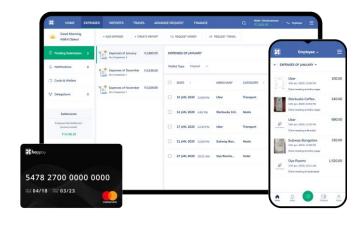
Controls



Visibility



**Analytics** 













Self-Booking Tool



FleetXpress



Corp Card + CTA



Employee Tax Benefit

#### **FT PARTNERS ADVISES**



### **CRED Overview**

### **Company Overview**

Founder & CEO:

Headquarters:



Kunal Shah

Mumbai, India

Founded: CRED 2018

- CRED is a members-only payments and credit card management platform for qualified users across India and beyond
  - While the Company's core offering revolves around rewarding members for paying bills on time with offers for partner brands, CRED has also added rent payment capabilities and short-term credit lines, among other products
- The platform helps manage multiple cards from several different partner issuers, with members enjoying seamless bill payment experiences, credit score analytics, reminders and automation tools, and transaction monitoring
- The Company has amassed a member base of more than 7.5 million cardholders, all of whom are required to have a credit score of at least 750

Selected Financing History		
Date	Size (\$ mm)	Selected Investor(s)
10/19/21	\$251	Tiger Global; Falcon Edge Capital; Marshall Wace; Steadfast Capital; DST Global; Insight Partners; Coatue; Other Private Investors
04/06/21	215	Falcon Edge Capital; Coatue; Insight Partners; DST Global; RTP Global; Tiger Global; Greenoaks Capital; Dragoneer; Sofina
12/01/20	81	DST Global; Ribbit Capital; Sequoia Capital; Tiger Global; General Catalyst; Coatue; Sofina
08/26/19	120	Sequoia Capital India; Ribbit Capital; Gemeni Investments; Tiger Global; Hillhouse Capital Group; Other Private Investors

#### **Products & Services Overview**



#### Selected Features



CRED Cash is a flexible, pre-approved credit line launched in 2020 alongside regulated partners



CRED Pay enables users to transact using reward tokens and enjoy a seamless checkout experience



**CRED Store** is a member-exclusive eCommerce shop featuring curated products and experiences at discounted prices



**CRED Credit Score Check** is an instant credit score check based on credit information from Experian and CRIF, which is then displayed in-app for users to track their progress



CRED Mint is a P2P lending offering rolled out in Aug. 2021 that allows users to lend to one another at an interest rate of up to 9% annually

### **FT PARTNERS ADVISES**



### Leading Advisor to Financial Management Solution Providers





































### **FT PARTNERS ADVISES**



## Track Record of Success in Emerging Markets

### FT Partners has advised on a number of transactions across Emerging Markets































#### FT PARTNERS ADVISES

# **ha**ppay

### Leading Advisor on \$100 million+ Capital Raises

















































FTP Securities LLC

on its Series C financing led by Viking Goldman Sachs

with participation from

\$180,000,000



### **FT PARTNERS ADVISES**



### 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

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



on its Series E financing led by



for a total amount of

\$800,000,000

at a valuation of

~\$33,000,000,000



## 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



on its financing led by



with participation from









**TCV** 

for total consideration of

\$800,000,000 \$6,500,000,000

FINANCIAL TECHNOLOGY PARTNERS

### FT PARTNERS ADVISES



### FT Partners Advises Divvy on its 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



### FT PARTNERS ADVISES



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

#### Overview of Transaction

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

#### Significance of Transaction

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

#### FT Partners' Role

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

### Financial Technology Partners LP FTP Securities LLC

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



in the merger of



&



valued in excess of

\$1,000,000,000



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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



# **ha**ppay

### FT Partners Advises Mambu on its Series D Financing

#### **Overview of Transaction**

- On January 7, 2021, Mambu announced it has raised \$135 million of new capital in its Series D financing at a valuation of ~\$2 billion. The investment is led by TCV with participation from existing investors, including Acton Capital Partners, Bessemer Venture Partners, Runa Capital, as well as new investors Arena Holding and Tiger Global
- Mambu is a SaaS cloud banking platform empowering its customers to easily
  and flexibly build and expand their banking products. Mambu is the originator
  of the composable banking approach, which prioritizes rapid, flexible assembly
  of independent, best-for-purpose systems
- Since launching in May 2011, Mambu has grown its client portfolio to more than 160 banks, FinTech providers, and corporates across more than 50 countries

### **Significance of Transaction**

- The transaction values Mambu at ~\$2 billion, underscoring the company's leadership position in redefining the global core banking technology market
- With this new round of financing, Mambu will continue to accelerate its rapid growth by deepening its footprint in the more than 50 countries in which it already operates and continuing to expand both the breadth and depth of its platform

#### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Mambu
- This transaction highlights FT Partners' deep domain expertise in a broad range
  of Banking Tech companies, as well as its 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 Series D financing led by

TCV

with participation from new investors

ARENA TIGERGLOBAL

for a total primary amount of

\$135,000,000
at a valuation of

~\$2,000,000,000



### **FT PARTNERS ADVISES**



### FT Partners' Recent Awards and Recognition

## **Bloomberg**

### **Bloomberg**

- o FT Partners' Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- View the 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

# Institutional Investor





### The FinTech Finance 40:

Steve McLaughlin ranked #1 in 2017 and 2018





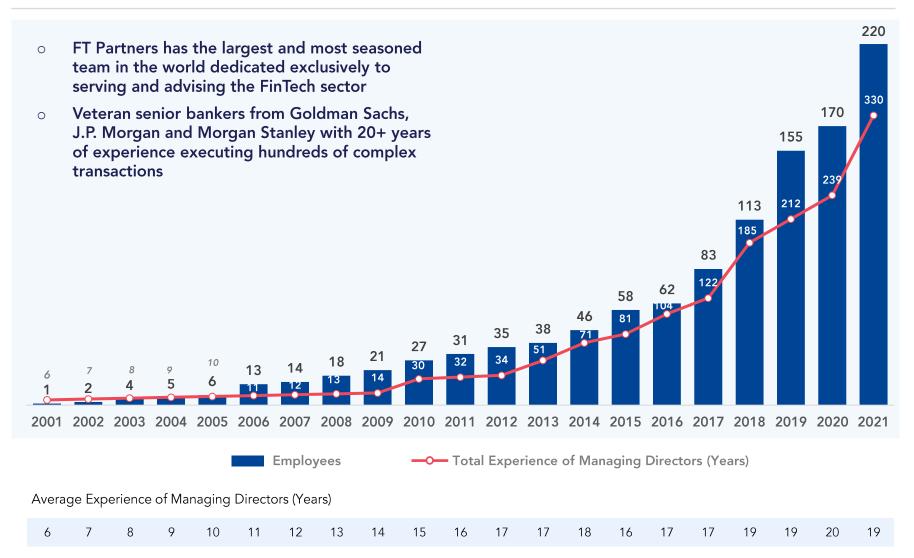
### The Information's "Silicon Valley's Most Popular Dealmakers"

- 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



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