

# FT PARTNERS FINTECH INDUSTRY RESEARCH

March 3, 2022



## Zip Acquires Sezzle for ~\$355 million



# Zip Acquires Sezzle

## Transaction Overview



### Transaction Summary

- On February 27, 2022, Sezzle (ASX: SZL) announced that it has entered into a definitive agreement to be acquired by Zip (ASX: Z1P) in an all-stock transaction which values the Company at ~\$355 million
  - Under the terms of the agreement, Sezzle shareholders will receive 0.98 Zip shares for every share of Sezzle common stock, representing a 22% premium based on spot prices as of February 25, 2022
- Zip simultaneously announced a fully underwritten ~\$107 million institutional placement and a ~\$36 million share purchase plan for eligible New Zealand and Australia-based investors
- Sezzle provides an alternative payment platform offering interest-free installment plans at select online stores
  - This deal follows several recent notable transactions in the Buy Now Pay Later space including [Square's \\$29 billion acquisition of Afterpay](#), [PayPal's \\$2.7 billion acquisition of Paidy](#), [Scalapay's \\$497 million Series B financing](#), [Zilch's \\$110 million financing](#), and [Addi's \\$80 million financing](#) – for more details on the BNPL market, please see FT Partners' Buy Now Pay Later Report [here](#)
- The acquisition presents clear potential for synergies and cross-sell opportunities, and will deliver scale to support Zip's growth
  - Zip will leverage Sezzle's geographic presence to accelerate its capabilities in the US
- The transaction is expected to close in Q3 2022, subject to regulatory and shareholder approval
  - Upon closing, Sezzle CEO Charlie Youakim will become President and CEO of the Americas; Sezzle President Paul Paradis will join the US leadership team as well
  - Zip shareholders will own approximately 78% of the combined group and Sezzle shareholders will own the remaining 22%

### Transaction Commentary

"We are extremely excited about the opportunity to create a leader in the financial services industry by combining with Zip and its management team led by Larry and Pete. Paul and I believe it will be a great cultural fit for both our organizations and we're excited to be part of Zip's next chapter. I believe the transaction will position us to win in the U.S. and globally."



**Charlie Youakim**  
Co-Founder, Chairman & CEO



"We are delighted to be bringing Zip and Sezzle together under a transformational transaction that is expected to deliver immediate scale and enhanced growth, which will support our path to profitability. Combining with Sezzle positions us as a leading global BNPL provider and prioritizes our ability to win in the important U.S. market. Pete and I have known Charlie and Paul (co-founders of Sezzle) for some time, and we've been impressed by what the Sezzle team has achieved. Their responsible lending, their Sezzle Up credit builder program, as well as their B Corp certification is to be admired. We're excited to welcome the entire Sezzle team on our journey, as we continue our mission towards being the first payment choice, everywhere and every day."



**Larry Diamond**  
Co-Founder and Global CEO



# Zip Acquires Sezzle

## Transaction Overview (cont.)



### Implied Transaction Multiples



#### Transaction Value

~\$355 mm <sup>(1)</sup>

**\$1.8 billion**

2021 Total Transaction  
Volume (TTV)

**0.2x**

EV / 2021 TTV

**\$115.3 million**

2021 Revenue

**3.1x**

EV / 2021 Revenue

**\$58.0 million**

2021 Gross Profit

**6.1x**

EV / 2021 Gross Profit

### Sezzle Key Stats

#### Scale

**3.4 million**

Active Customers

#### Reach

**47,000**

Active Merchants

#### Stickiness

**~93%**

Repeat Usage

#### Growth

**+95%**

YoY Revenue Growth

### Strategic Rationale

1

Enhances Zip's product offering and geographical expansion in the US

2

Gives Zip customers access to Sezzle's US merchant network and allows Sezzle customers access to BNPL anywhere

3

Combines highly complementary SMB and enterprise merchant networks across a variety of verticals

4

Enables potential cost synergies and opportunities for improved unit economics, supporting Zip's path to profitability

5

Path to deliver near-term financial benefits including accretion and balance sheet support

# Zip Acquires Sezzle

## Sezzle Overview

FT PARTNERS RESEARCH



### Company Overview



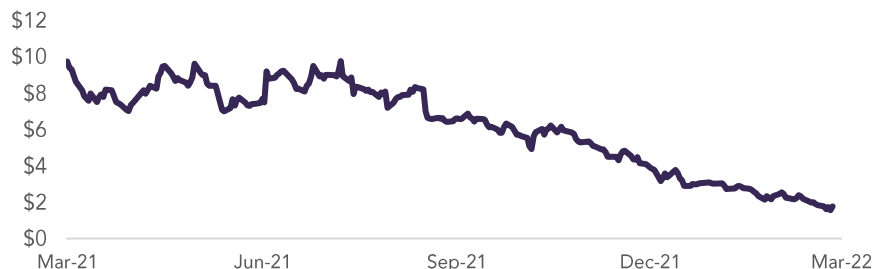
CEO: Charlie Youakim

Headquarters: Minneapolis, MN

Founded: 2016

- Sezzle (ASX:SZL) provides an alternative payment platform offering interest-free installment plans at select online stores
- The Company's 'Buy Now, Pay Later' product enables millions of shoppers across the United States and Canada to take control of their spending, be more responsible, and gain access to financial freedom
- The Sezzle platform has over 3.1 million global customers and over 47,000 participating merchants
- In August 2020, Sezzle reincorporated as a Public Benefit Corporation, making it the first Buy Now, Pay Later corporation with such a status
- Sezzle offers short duration, long duration and credit builder products at the check-out and in-store via SMB and enterprise partnerships

### Stock Performance (ASX:SZL)



Sources: Company website, Company press release; Capital IQ as of 2/28/22

### Products & Services Overview

Sezzle unlocks access to millions of shoppers and increases merchant partners' sales without risk



Sezzle allows shoppers to split their purchases into four, interest-free payments paid over the course of six weeks



Sezzle increases shoppers' purchasing power and offers them a built-in way to budget their spending



### Benefits of Sezzle

#### Pay over time

4 interest-free payments scheduled over a 6-week period

#### No credit impact

Instant approval decisioning process with zero impact on the customer's credit score

#### No interest, ever

No additional fees as long as installments are paid in time

### Selected Merchant Customers

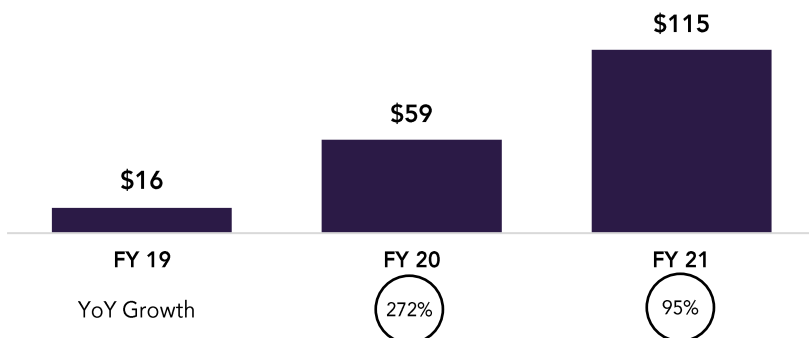


# Zip Acquires Sezzle



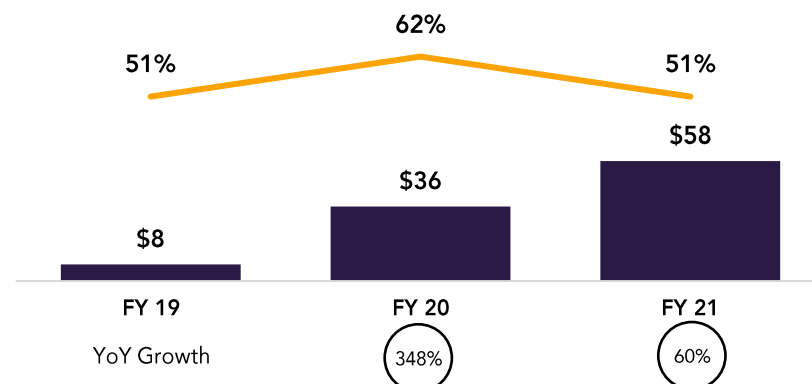
## Sezzle Financial Overview

**Revenue**  
\$ in millions



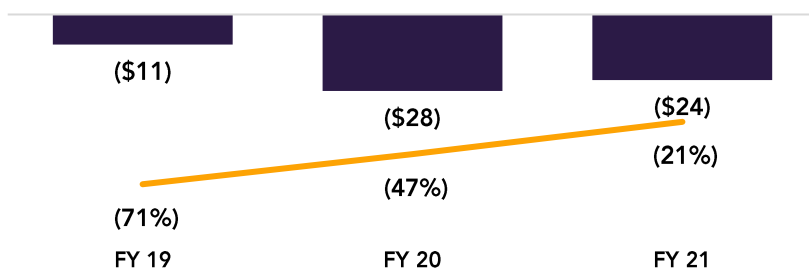
**Gross Profit / % Margin**  
\$ in millions

■ Gross Profit  
— Gross Margin

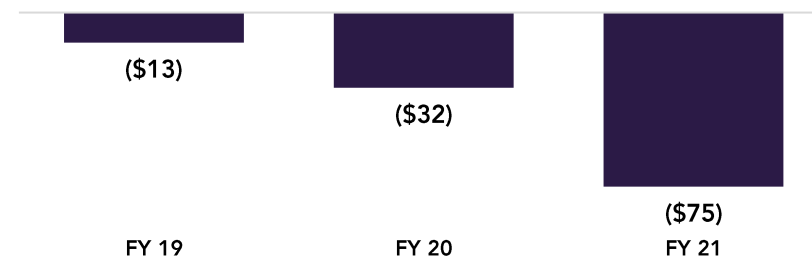


**EBITDA / % Margin**  
\$ in millions

■ EBITDA  
— EBITDA Margin



**Net Income**  
\$ in millions



# Zip Acquires Sezzle

FT PARTNERS RESEARCH



## Zip Overview

### Company Overview



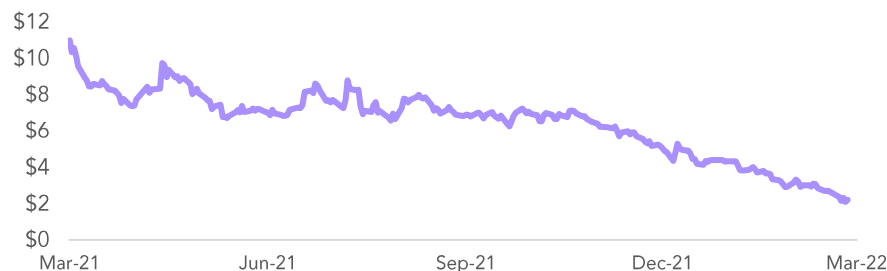
CEO: Larry Diamond

Headquarters: Sydney, Australia

Founded: 2013

- Zip Co (ASX:Z1P) offers interest free payment solutions through its digital wallet called Zip Pay, Zip Money, and a physical card
  - These accounts can be used with retail partners online and in-store anywhere Zip is accepted
  - Over 9.9 million customers choose to pay with Zip and the service is available at over more than 81,000 retailers
  - Zip also supports and integrates with many leading eCommerce and POS platforms including Shopify, BigCommerce, Magento, WooCommerce and others
- Zip's services are enabled by its partnership with WebBank

### Stock Performance (ASX: Z1P)



### Products & Services Overview



- Purchases under \$1,000
- 0% interest free period always
- \$0 establishment fee
- Minimum repayments from \$40/month
- \$6/month account fee waived if no balance



- Purchases over \$1,000
- 0% interest for 3 months
- \$0-99 establishment fee
- Minimum repayments from \$40/month
- \$6/month account fee waived if no balance



- First personal finance app in Australia to offer the users the ability to manage their money through linking their bank accounts



- Business Trade
- Purchase between \$1,000-\$3,000
- Peace of mind with an account that covers everyday and unexpected spending



- Business Trade Plus
- Purchase between \$3,000-\$150,000
- Larger items, equipment, inventory, wages and more

### Selected Merchant Customers



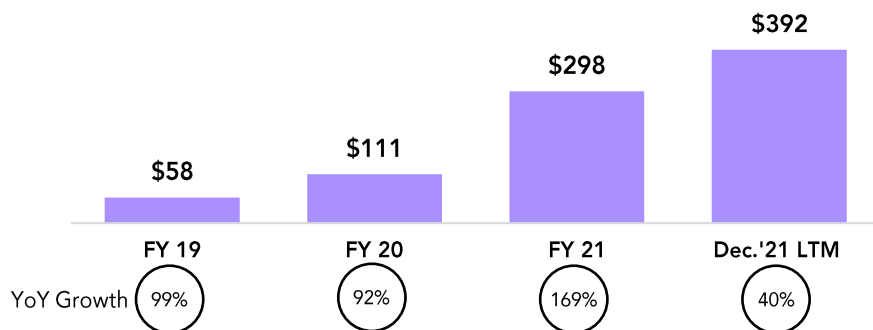
# Zip Acquires Sezzle

FT PARTNERS RESEARCH

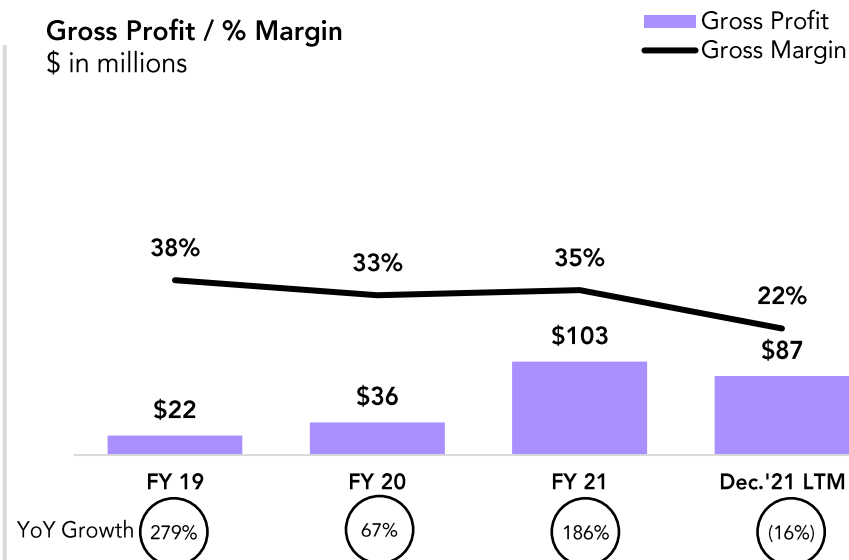


## Zip Financial Overview

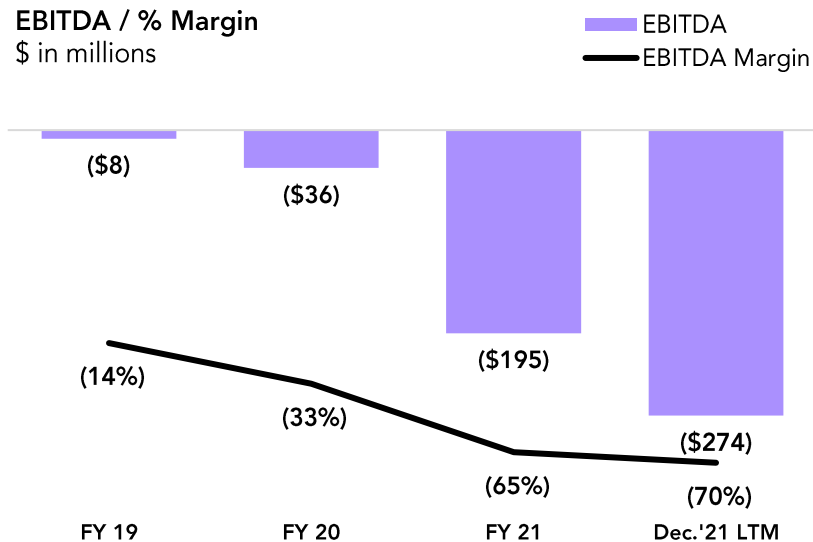
**Revenue**  
\$ in millions



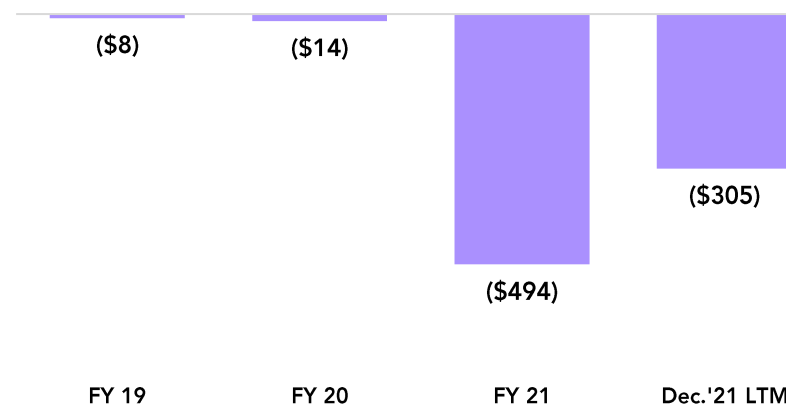
**Gross Profit / % Margin**  
\$ in millions



**EBITDA / % Margin**  
\$ in millions



**Net Income**  
\$ in millions



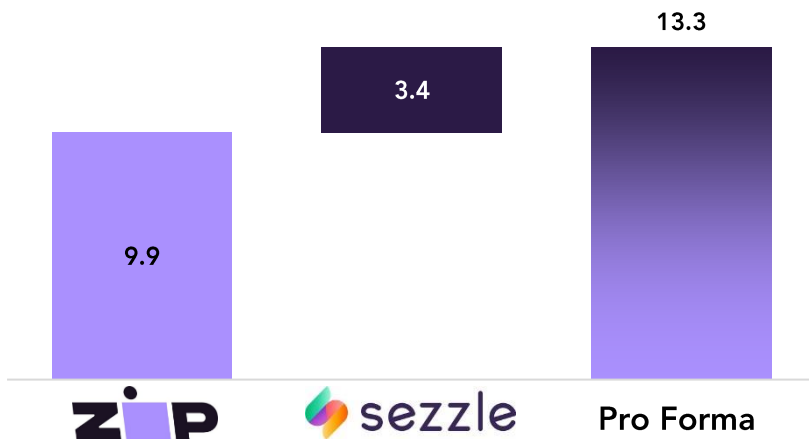
# Zip Acquires Sezzle

FT PARTNERS RESEARCH

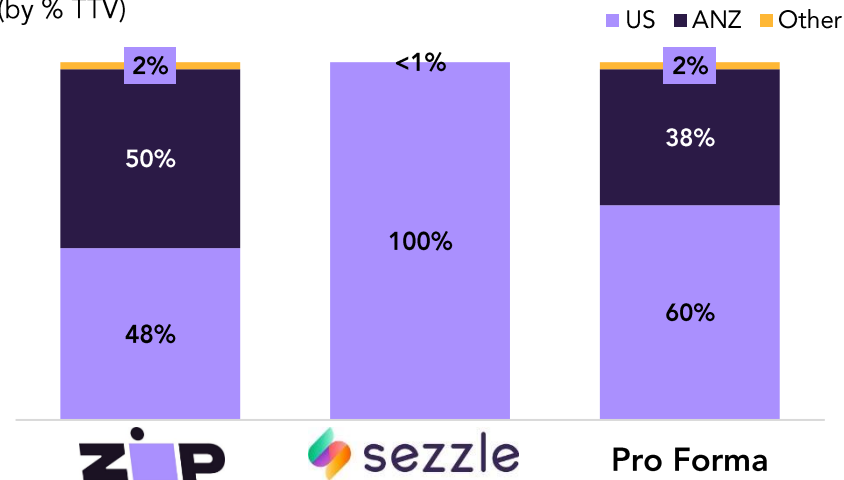


## Pro-Forma Metrics

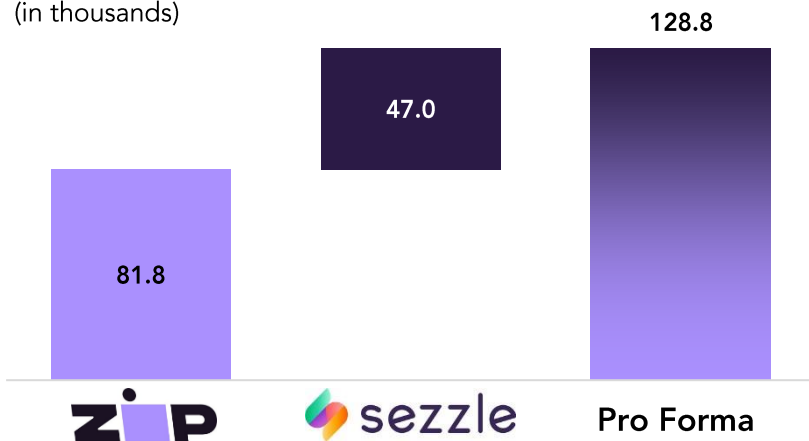
Global Customers  
(in millions)



Geographic Mix <sup>(1)</sup>  
(by % TTV)



Global Merchants  
(in thousands)



Selected Merchants

SHEIN

Microsoft

FANATICS

TARGET

IKEA

Bass Pro Shops

FASHION NOVA MERCARI PURE HOCKEY

# Zip Acquires Sezzle

## Public Comparables

FT PARTNERS RESEARCH



Company Name	Price 02/28/22	% MTD Change	% LTM High	Market Value (\$ mm)	Enterprise Value (\$ mm)	Multiples						Growth Rates			Margins		P / E / G CY 22E	
						Price / Earnings		EV / EBITDA		EV / Revenue		Revenue		EPS	EBITDA			
						CY 22E	CY 23E	CY 22E	CY 23E	CY 22E	CY 23E	CY 22E	CY 23E	LT	CY 22E	CY 23E		
BUY NOW PAY LATER																		
Affirm	\$ 41.84	(38)%	24 %	\$ 12,690	\$ 14,194	nm	nm	nm	nm	8.9 x	6.2 x	42 %	44 %	na	nm	nm	na	
Zip	1.60	(33)	19	931	2,764	nm	nm	nm	59.0	4.8	3.6	49	35	na	nm	6	na	
FinAccel (Pending SPAC)	9.75	(1)	97	2,428	1,962	na	na	nm	nm	12.0	6.1	120	96	na	6	5	na	
Humm Group	0.64	2	77	316	823	9.3	na	14.3	9.9	2.3	na	10	na	na	16	na	na	
Net Protections	4.88	(54)	33	502	428	nm	85.7	15.3	12.4	2.5	2.2	na	13	na	16	17	na	
Sezzle	1.29	(29)	18	263	223	nm	nm	nm	nm	1.4	1.0	64	37	na	nm	nm	na	
Openpay	0.25	(34)	11	33	74	nm	nm	nm	nm	1.4	1.0	181	33	na	nm	nm	na	
Splitit	0.13	(15)	15	60	54	nm	nm	nm	5.3	2.8	1.4	75	95	na	nm	27	na	
Median		(31)%	21 %			9.3 x	85.7 x	14.8 x	11.2 x	2.6 x	2.2 x	64 %	37 %	na	16 %	12 %	na	
Mean		(25)	37			9.3	85.7	14.8	21.7	4.5	3.1	77	51	na	12	14	na	

## FT Partners Research – Buy Now Pay Later

### Buy Now Pay Later: Revolutionizing Traditional Credit With Convenience, Data & eCommerce



Click pictures to view report

The traditional credit industry is transforming as strong growth in eCommerce and technological innovation pave the way for the proliferation of alternative payment methods, including buy-now-pay-later (“BNPL”) options. BNPL payment methods increase consumers’ purchasing power and financial flexibility through installment payment plans typically offered at 0% APR. These options are seamlessly built into the checkout experience and help merchants increase conversion and average order values. While BNPL became popular as online “Pay in X” solutions, we are seeing a convergence between traditional point-of-sale financing and BNPL solutions as both move toward omnichannel and multi-product offerings.

#### Report features:

- An overview of recent developments and catalysts driving activity in the BNPL market
- A detailed landscape of companies in the BNPL space
- A proprietary list of financing and M&A transactions
- Exclusive interviews with CEOs and executives of 14 companies in the space
- Detailed profiles of 25+ BNPL providers

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

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

July 15, 2021

FT PARTNERS  
TRANSACTION ANNOUNCEMENT

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

**Revolut**

on its Series E financing led by

SoftBank  
TIGERGLOBAL

for a total amount of  
**\$800,000,000**  
at a valuation of  
**~\$33,000,000,000**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Revolut's \$800 million Series E Financing

September 9, 2021

FT PARTNERS  
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Role as Exclusive Financial & Strategic Advisor to

**Varo**

on its E Round financing led by

LONG FINE CAPITAL  
with participation from  
ELDRIDGE

for a total amount of  
**\$510,000,000**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Varo's \$510 million E Round Financing

December 20, 2021

FT PARTNERS  
TRANSACTION ANNOUNCEMENT

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

**Truebill**

on its sale to

**ROCKET**

for total consideration of  
**\$1,275,000,000**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Truebill's \$1.3 billion Sales to Rocket

November 16, 2021

FT PARTNERS  
TRANSACTION ANNOUNCEMENT

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

**upgrade**

on its Series F financing led by

COATUE  
DST GLOBAL

for a total amount of  
**\$280,000,000**  
at a valuation of  
**\$6,000,000,000**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Upgrade's \$280 million Series F Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

January 14, 2022

Featuring:  
in-depth S28  
Payments Landscape

**Brex**

Brex Raises \$300 million in Series D2 Financing Led by TCV and Greenoaks Capital Partners

TCV GREENOAKS  
CAPITAL PARTNERS

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Brex Raises \$300 million in Series D2 Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

January 10, 2022

**one card**

OneCard Raises \$76 million in Financing Led by QED Investors

QED INVESTORS

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

OneCard Raises \$76 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

January 14, 2022

**qonto**

Qonto Raises ~\$552 million in Series D Financing Led by Tiger Global and TCV

TIGERGLOBAL TCV

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Qonto Raises ~\$552 million in Series D Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

February 24, 2022

Featuring an Exclusive Interview with CEO Simon Menon from November 2021

**scalapay**

Scalapay Raises ~\$497 million in Series B Financing Led by Tencent and Willoughby Capital

Tencent 腾讯 WILLOUGHBY CAPITAL

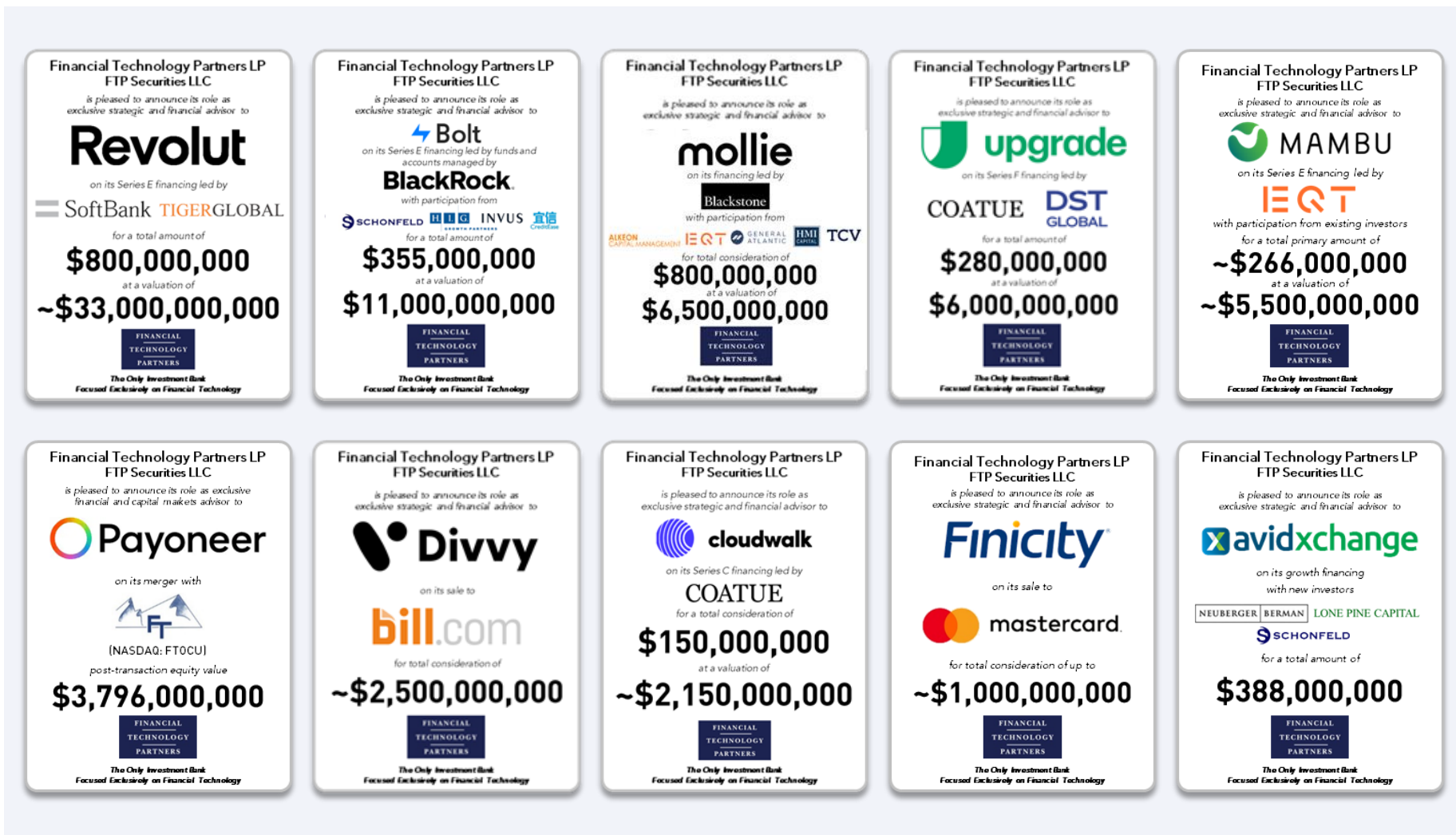
The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Scalapay Raises ~\$497 million in Series B Financing

[VIEW MORE FT PARTNERS RESEARCH](#)

## Leading Advisor to High-Growth FinTech Companies



# FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

## Leading Advisor Across the Banking and Lending Tech Sector



## FT Partners Advises Bolt on its \$355 million Financing

### Overview of Transaction

- On January 14, 2022, Bolt announced it has raised \$355 million in Series E funding led by funds and accounts managed by BlackRock
  - New investors Schonfeld, Invus Opportunities, H.I.G. Growth, and CE Innovation Capital, in addition to return investors Activant Capital and Moore Strategic Ventures, also participated
- Bolt strengthens retailers' relationships with their customers by unlocking secure, logged-in, lightning-fast checkouts
- The Company's rapidly-growing network of one-click-checkout-ready shoppers visits Bolt merchants as if they are return customers.
- In 2021, Bolt signed several key partnerships including BigCommerce and Adobe Magento; on the international front, the company got a head start in November after securing agreements with both Benefit Cosmetics and PrestaShop
- Bolt also made its first-ever acquisition of Tipser, a Swedish-based technology company enabling direct checkout on any digital surface.

### Significance of Transaction

- Including the Series E, Bolt has raised nearly \$1 billion to date and the Company's valuation is nearly double what it was at the Series D
- The oversubscribed financing validates the massive potential of a network that has grown to more than ten million shoppers, with an additional 50 million shoppers queued up to be added based on existing commitments and partnerships
- This capital will enable Bolt to accelerate the pace of its product innovation and continue recruiting top talent

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Bolt
  - FT Partners previously advised Bolt on its [~\\$393 million financing](#) in October 2021
- This transaction underscores FT Partners' deep payments and e-commerce domain expertise and successful track record of driving optimal 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 Series E financing led by funds and  
accounts managed by*

**BlackRock®**

*with participation from*



*for a total amount of*

**\$355,000,000**

*at a valuation of*

**\$11,000,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## 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

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## 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 strategic and financial 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

**FINANCIAL  
TECHNOLOGY  
PARTNERS**

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Upgrade on its Series F Financing

### Overview of Transaction

- On November 16, 2021, Upgrade announced it raised \$280 million in Series F financing led by Coatue Management and DST Global with participation from Dragonair Investment Group and existing investors
  - The round values the Company at more than \$6 billion, which represents a ~2x increase over the prior 2021 round
- Upgrade is a neobank that offers affordable and responsible credit to mainstream consumers through cards and personal loans, along with a rewards checking account that offers 2% cashback rewards to consumers on common everyday expenses and monthly subscriptions
- Upgrade has delivered over \$10 billion in affordable credit to mainstream consumers through cards and loans since inception in 2017, and is on track to deliver \$8 billion in 2021 alone
- Upgrade was recognized as the fastest growing company in the Americas by the Financial Times earlier this year, and Upgrade Card was recently recognized by Nilson Report as the fastest growing credit card in the US, marking the first time a FinTech company is listed among the top 50 US credit card issuers

### Significance of Transaction

- The investment will fuel the rapid growth of Upgrade Card, an innovative credit card that brings the low cost of responsible credit of installment lending to millions of retail locations in the U.S.

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Upgrade
- FT Partners previously advised Upgrade on its Series D financing led by Santander InnoVentures in 2020 and Series E financing led by KDT in August 2021 – over this time period, Upgrade's valuation has grown over ~6x
- This transaction highlights FT Partners' deep domain expertise with neobanks and Consumer FinTech, 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 Series F financing led by*

**COATUE** **DST**  
**GLOBAL**

*for a total amount of*

**\$280,000,000**

*at a valuation of*

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



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## 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**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Varo on its \$510 million E Round Financing

### Overview of Transaction

- On September 9, 2021, Varo announced that it had raised \$510 million of capital in its E Round equity financing
- The E Round investment was led by Lone Pine Capital with participation from existing investors and new investors including Declaration Partners, Eldridge, Marshall Wace, Berkshire Partners / Stockbridge, and funds and accounts managed by BlackRock
- Headquartered in San Francisco, Varo is on a mission to make financial inclusion and opportunity a reality for all - by empowering people with the products and support they need to create healthy financial habits and be in control of their finances

### Significance of Transaction

- The investment will be used to further accelerate Varo's rapid customer growth and support additional investment in product and technology innovation
- In the last 13 months since obtaining its bank charter, Varo doubled its opened accounts to four million
- In addition, the Company has experienced record revenue growth, unlocked new cost efficiencies, and expanded its suite of innovative financial products to include Varo Advance, a short-term line of credit, Varo Perks cashback rewards, and the forthcoming Varo Believe credit building credit card program

### FT Partners' Role

- FT Partners served as the exclusive financial and strategic advisor to Varo
- This transaction highlights FT Partners' deep domain expertise with neobanks, Banking Tech, and Consumer FinTech, as well as its 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*

**Varo**

*on its E Round financing led by*

**LONE PINE CAPITAL\*** 

*with participation from*

   
ELDRIDGE MARSHALL WACE

 STOCKBRIDGE INVESTORS **BlackRock.**

*for a total amount of*

**\$510,000,000**

**FINANCIAL  
TECHNOLOGY  
PARTNERS**

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Amount on its \$81 million Series C Financing

### Overview of Transaction

- On December 2, 2020, Amount announced it has raised \$81 million in Series C financing led by Goldman Sachs Growth with participation from existing investors including August Capital, Invus Opportunities and Hanaco Ventures
- Amount delivers technology solutions for financial institutions to create and enhance their digital consumer experiences
  - Solutions include omnichannel retail banking and a robust point-of-sale financing product suite alongside platform features like fraud prevention, verification, decisioning engines, and account management to enhance its clients' existing products and services
- Leading financial institutions including Banco Popular, HSBC, Regions Bank and TD Bank partner with Amount to drive growth and simplify their transition to digital financial services
  - Amount's clients collectively manage nearly \$2 trillion in US assets and service more than 50 million US customers

### Significance of Transaction

- The latest round brings Amount's total capital raised in 2020 to nearly \$140 million and follows its Series B round, led by QED Investors, from earlier this year
- The new funding will allow for further investments in platform research and development, as well as for accelerating the Company's go-to-market strategy

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Amount
- This transaction underscores FT Partners' expertise across the Banking Tech landscape and highlights its position as the "Advisor of Choice" to leading FinTech companies

### Financial Technology Partners LP FTP Securities LLC

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



**AMOUNT**

*on its Series C financing led by*



*for a total amount of*

**\$81,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Happay on its ~\$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 card 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*



*on its sale to*



*for total consideration of*

**~\$180,000,000**



*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

A table titled "Silicon Valley's Most Popular Dealmakers" with columns for Name, Title, and Company. Steve McLaughlin is listed as the top dealmaker.

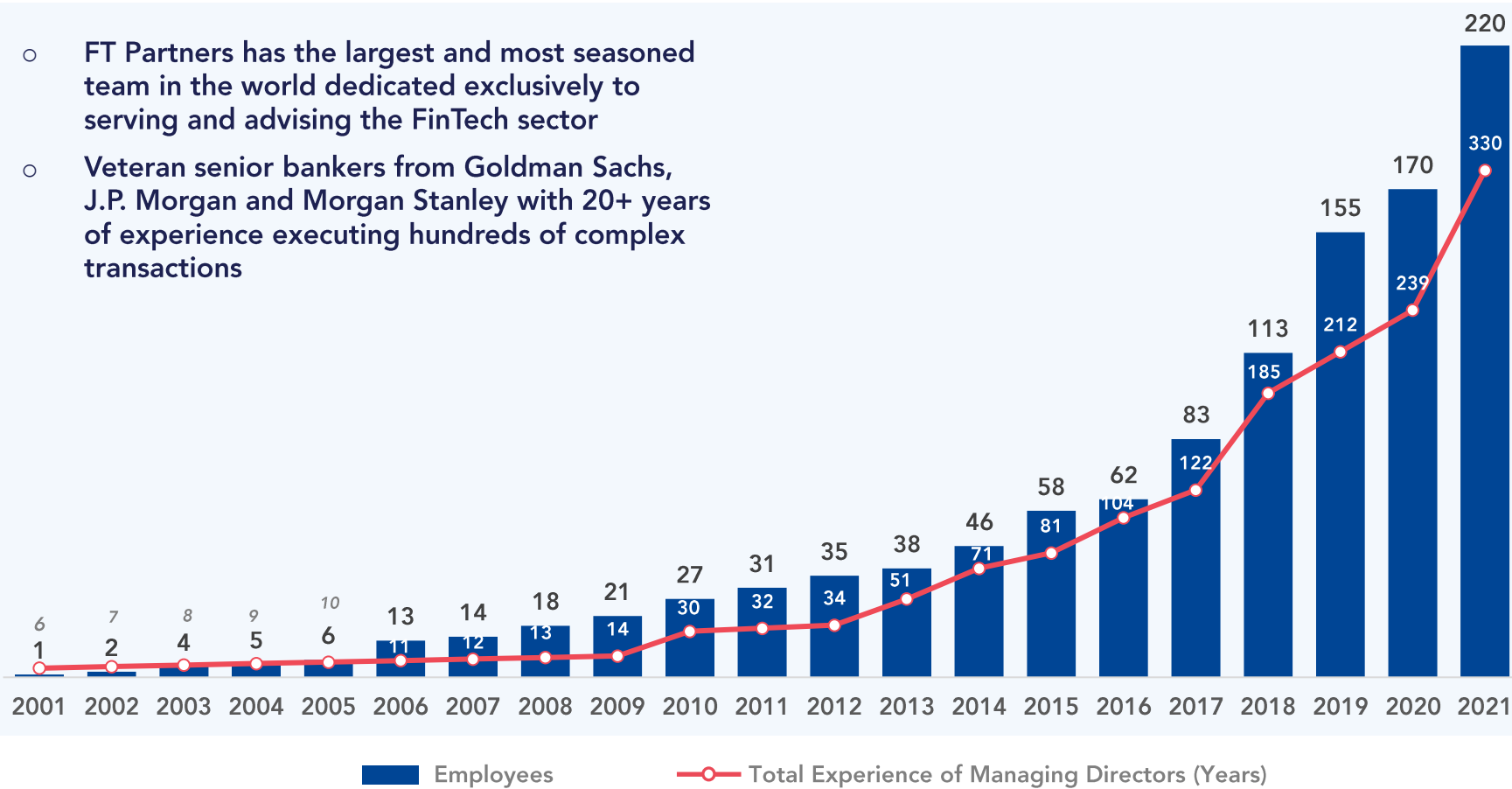
Silicon Valley's Most Popular Dealmakers		
Name	Title	Company
Steve McLaughlin	Managing Director	FT Partners
Mark H. Smith	Managing Director	FT Partners
Michael Hynes	Managing Director	FT Partners
Paul Rosen	Managing Director	FT Partners
Quincy Smith	Partner	FT Partners

#### 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)

