

November 1, 2018

# 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, Financial  
and IPO Advisor to

stone<sup>co.</sup>

in its

**\$1,400,000,000**

**Initial Public Offering**

**&**

**concurrent private placement with**



for total consideration of

**\$100,000,000**

## IPO Overview

### Key IPO Statistics

CEO:	Thiago dos Santos Piau
Headquarters:	São Paulo, Brazil
Founded:	2014
Employees:	3,171
<hr style="border-top: 1px dashed #008000;"/>	
Prospectus File Date:	October 16, 2018
Ticker:	Nasdaq: STNE
Proceeds:	\$1,400,000,000*
Shares:	58,333,333
Initial Filing Range:	\$21.00 – 23.00
Listing Date:	October 25, 2018
Offer Price:	\$24.00

### Use of Proceeds

The Company intends to use the offering proceeds to fund future opportunistic mergers, acquisitions or investments in complementary businesses, products or technologies, to maintain liquidity and fund its working capital solutions offering.

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION

FORM F-1

StoneCo

stone<sup>co.</sup>

(NASDAQ: STNE)

Thiago dos Santos Piau

Chief Executive Officer

Rua Fidêncio Ramos, 308

São Paulo, 04551-010, Brazil

**\$1,400,000,000**

IPO Advisor:



Underwriters:



J.P.Morgan



# FT Partners Advises Stone on its IPO

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stone<sup>co.</sup>

## Stone's Initial Public Offering

### Overview of Transaction

- On October 25, 2018, StoneCo Ltd. (Nasdaq: STNE) priced its IPO at \$24 per share, raising approximately \$1.4 billion
  - High-profile new and existing investors participating in the IPO include Berkshire Hathaway, T. Rowe Price, Madrone Capital Partners, and Ant Financial
- Due to strong demand, the deal priced above the initial \$21 - \$23 filing range
- Stone is a leading provider of FinTech solutions that empower merchants and integrated partners to conduct electronic commerce seamlessly across in-store, online, and mobile channels in Brazil
  - Founded in only 2014, São Paulo-based Stone has quickly grown to serve over 230,000 active clients with a focus on SMBs
  - Within the first half of 2018, the Company processed over \$9 billion of transactions and posted revenue of \$171 million and net income of \$24 million

### Significance of Transaction

- Stone's IPO is among the largest FinTech IPOs ever
- Demonstrates strong investor appetite for high growth FinTech companies globally
- Further supports FT Partners' continued success advising leading FinTech companies

### FT Partners' Role

- FT Partners served as exclusive IPO Advisor to Stone on this transaction
- FT Partners also advised Stone on its \$145 million Series G financing in September 2017 as well as its \$100 million private placement with Ant Financial, which occurred concurrently with the IPO
- FT Partners leveraged its deep industry knowledge, extensive transaction expertise, and broad scope of relationships to achieve a highly favorable outcome for Stone

### Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as  
exclusive IPO Advisor to*

stone<sup>co.</sup>

*in its*

**\$1,400,000,000**

**Initial Public Offering**

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

# FT Partners Advises Stone on its IPO

FT PARTNERS ADVISES

stone<sup>co.</sup>

## Stone's \$100 million Private Placement with Ant Financial

### Overview of Transaction

- On October 22, 2018, StoneCo Ltd. (Nasdaq: STNE) entered into an agreement to sell \$100 million of Class A common shares to Ant Financial at its IPO price
  - The Class A common shares issued in the Ant Financial placement will be subject to a 180-day lock-up agreement, which is similar to the lock-up agreements entered into by Stone's directors, executive officers and existing shareholders
- Stone is a leading provider of FinTech solutions that empower merchants and integrated partners to conduct electronic commerce seamlessly across in-store, online, and mobile channels in Brazil
  - Founded in only 2014, São Paulo-based Stone has quickly grown to serve over 230,000 active clients with a focus on SMBs
  - Within the first half of 2018, the Company processed over \$9 billion of transactions and posted revenue of \$171 million and net income of \$24 million

### Significance of Transaction

- Ant Financial's investment adds a high-profile, strategic name to the list of highly-regarded, long-term investors that participated in Stone's IPO, underscoring confidence in the potential growth of electronic payments in Brazil

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Stone on the private placement in addition to serving as Stone's IPO Advisor
- FT Partners also advised Stone on its \$145 million Series G financing round in September 2017
- FT Partners leveraged its deep industry knowledge, extensive transaction expertise, and broad scope of relationships to achieve a highly favorable outcome for Stone

### Financial Technology Partners LP FTP Securities LLC

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

stone<sup>co.</sup>

*in its private placement at the IPO price with*



*for total consideration of*

**\$100,000,000**



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# FT Partners Advises Stone on its IPO

## Stone's Initial Public Offering

**stone<sup>co.</sup>**



Nasdaq: STNE

October 25, 2018

\$24 per share

\$1,400,000,000  
Raised

Stone Team



FT Partners Team



## Stone Overview

### Company Overview



**CEO:** Thiago dos Santos Piau

**Headquarters:** Sao Paulo, Brazil

**Launched:** 2014

**Employees:** 3,171

**Stone is a leading payment processor, offering solutions across all types of merchants in Brazil with a focus on SMBs**

- The Company offers in-store, mobile and online payment solutions across a broad range of industries
- Licensed by Visa and MasterCard, Stone captures, processes and authorizes credit card transactions for merchants

**Stone is competing in Brazil with next-gen technology and a client-centric approach**

- The Company has become a leading independent acquirer and the #4 overall player in the market
- Stone's unique distribution model allows the Company to reach smaller and medium sized cities and businesses with direct sales teams
- Proprietary technology enables total control and reconciliation through an intuitive payment portal accessible by computer or mobile device
- Integrated customer-centric approach improves merchant sales and customer satisfaction

### Launched in 2014 By:



**André Street**  
Co-Founder and  
Chairman

- Mr. Street founded his first company at the age of 15 and subsequently developed and sold several companies such as Braspag, Netcredit, Pagafacil MOIP and SieveGroup
- Mr. Street is an experienced Venture Capitalist / investor in Brazil and is also the founder of Arpex Capital
- He serves on the Board of Directors for B2W, the largest publicly trading eCommerce company in Brazil



**Eduardo Pontes**  
Co-Founder and  
Vice Chairman

- Along with Mr. Street, Mr. Pontes is a founding partner of Arpex Capital and while at Arpex he founded Mundipagg, a Stone subsidiary
- In 2005, he also founded Braspag and served as its CEO until 2009
- Mr. Pontes also helped to found Netcredit and has served on the board of Site Blindado and MOIP Pagamentos

### Features:

#### Advanced, Cloud-Based Technology Platform

Omni-channel payment & financing solutions with a broad range of advanced features and functionality

#### Differentiated Hyper-Local & Integrated Distribution

Sales teams and support personnel locally placed in targeted areas to penetrate and serve high-growth markets more effectively

#### White-Glove, On-Demand Customer Service

Customer service that combines human connection, proximity with green angels support team and proprietary technology



*Stone is competing in Brazil with next-gen technology and a client-centric approach*



## Stone Product and Services Overview

### Connect Effectively

- eCommerce Gateway
- PSP Platform
- POS Capture
- POS Gateway



- Solutions allow clients to connect effectively by integrating and connecting to Stone's cloud-based technology platform using APIs
- Solutions provide gateway services to encrypt, route, and decrypt transactions, and PSP solutions to onboard merchants and connect integrated partners

### Get Paid

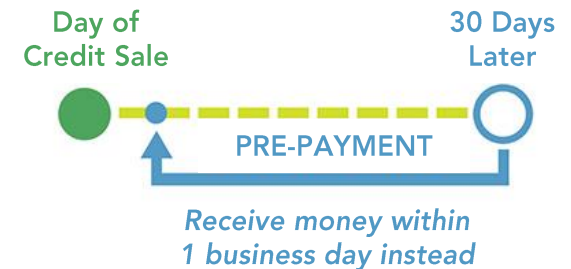
- Omni-Channel Acquiring & Processing
- Billing Solutions
- Multi-Pay / Split Pay / Social Commerce
- Digital Banking



- Stone's payment collection solutions are streamlined by accepting numerous forms of electronic payments and alternative payment methods
- Provides digital product enhancements to improve consumers' experience such as split & multi-payment processing, recurring payments for subscriptions, and one-click buy functionality

### Grow Your Business

- Data Reconciliation
- ERP Software
- Merchant Portal
- Working Capital Solutions



- Stone automates and streamlines business processes at the point-of-sale and digital checkout helping clients run businesses more effectively and in a more integrated manner with ERP software, reconciliation, and reporting tools
- Additionally, Stone helps clients manage working capital needs by offering prepayment financing options



## Management Team

**Thiago dos Santos Piau**  
Chief Executive Officer



- Mr. Piau has been CEO of Stone since 2017 and was previously COO and CFO of Stone
- He is a partner at ACP Investment – Arpex Capital and in 2011, he founded Paggtaxi, a company that facilitated the payments of taxi rides through a mobile app and credit card machines
- Mr. Piau studied mechanical engineering at Universidade Federal do Rio de Janeiro

**Augusto Barbosa Estellita Lins**  
President



- President of Stone since 2018, Mr. Lins is responsible for the Company's overall strategy, operations and procedures, the development and consolidation of distribution channels and marketing strategies
- Prior to joining Stone he served as Commercial Director at Redecard, served as Director in different capacities at Itaú Unibanco, Hipercard Banco Múltiplo and Cartão Unibanco as well as Corporate Financing Director at ING Bank

**Marcelo Bastianello Baldin**  
Vice President, Finance



- Mr. Baldin has served as Vice President, Finance since 2018
- Prior to joining Stone, he served in various roles at PricewaterhouseCoopers for more than a decade, where he was most recently a partner responsible for the financial risk management practice
- He received his bachelor's degree in Business Administration from Fundação Getúlio Vargas in and a master of science degree in quantitative finance from the London Business School

**Rafael Martins Pereira**  
Investor Relations  
Executive Officer



- Investor Relations Executive Officer since 2018, Mr. Martins previously served as analyst and financial advisor for 3G Capital Group from 2012 to 2016 and was also previously an investment banking analyst at Goldman Sachs
- Mr. Martins received a law degree from Universidade de São Paulo in 2008 and a bachelor's degree in Business Administration from Fundação Getúlio Vargas in 2010

**Felipe Salvini Bourrus**  
Chief Technology Officer



- Mr. Bourrus has served as CTO since 2018
- Prior to joining Stone, he was an executive director of B2W Companhia Digital S.A. from 2015 to 2018 and founded Sieve Group Brasil Tecnologia S.A. in 2010, serving as the Company's CTO
- He was previously also a developer at Ponto de Referência, CarrierWeb and Cortex Intelligence and founded MeuTelefone (Voip) and MeuServidor

**Vinícius do Nascimento Carrasco**  
Chief Economist & Regulatory  
Affairs Executive Officer



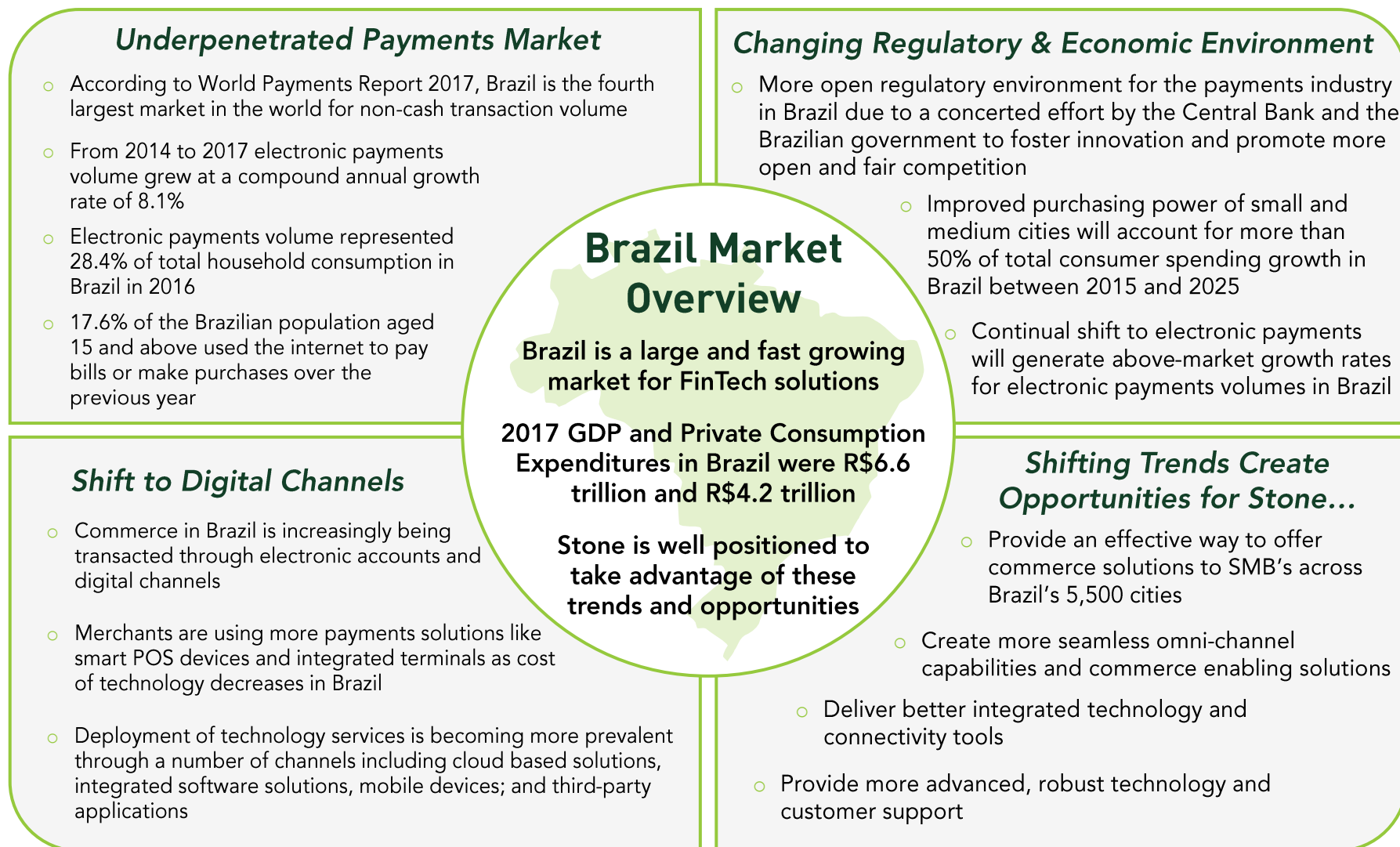
- Chief Economist & Regulatory Affairs Executive Officer since 2018, Mr. Carrasco previously served as Planning and Research Executive Officer at BNDES, having conducted, along with the Brazilian Central Bank and the Ministry of Finance, the credit reform that led to the creation of the Long Term Interest Rate (TLP)
- He has also published several papers in his field of expertise and has acted as contributor to the American Economic Review and many other publications

**Lia Machado de Matos**  
Chief Strategy Officer



- Chief Strategy Officer since 2016, Mrs. Matos is responsible for designing the Company's strategy and leading the implementation of key strategic projects, such as the development of the Hub Strategy in 2015 and for the migration process subsequent to the Elavon acquisition in 2016
- Previously served as a Family Office Director for Varbra and held several positions at McKinsey & Company in Brazil

## Industry Overview





## Stone's Strengths and Competitive Advantages

*Stone's competitive strengths allow the Company to disrupt legacy practices, older technologies, and incumbent players in the Brazilian market, launch additional technology and financial services solutions and position the Company to continue to grow and expand its addressable market*



### Unique Culture

*Collective culture built across five themes found in all employees*

1. *The Reason* – Fundamental belief that clients drive everything the Company does
2. *Own It* – All employees have an owner mindset of their work product
3. *No Bullshit* – Respectful debate of ideas leads to correct choices
4. *Team Play* – Collaborative environment where ideas can take shape
5. *Live the Ride* – Passion and enthusiasm for the mission

### Stone Business Model

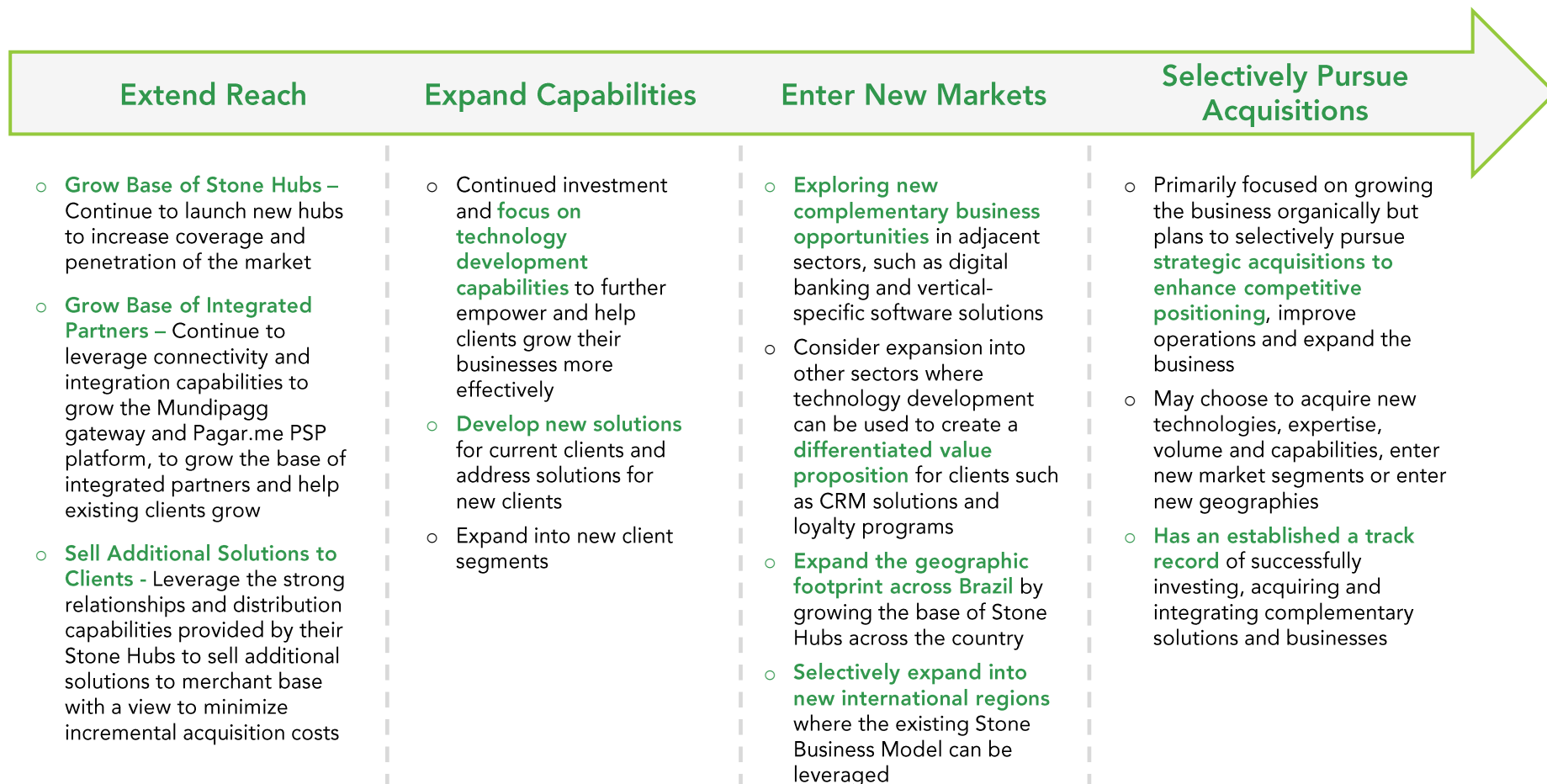
- ✓ Proactively interacting with clients to better understand their needs
- ✓ Vertical integration of services allows greater control and consistent product delivery
- ✓ Ability to leverage hyper-local Stone Hubs to acquire customers at low marginal cost
- ✓ Can quickly react to competitive pressures through targeted localized approach and develop customized solutions to meet the changing demands of the market
- ✓ The combined benefits of the Stone Model enable high-quality integrated relationships between Stone and clients

### Deep Expertise and Track Record

- ✓ Founders and several members of management have experience in developing and delivering disruptive financial solutions
- ✓ The board of directors is comprised of seasoned veterans with a range of operating, financial and regulatory experience
- ✓ Investors have been key strategic partners of the Company and continue to demonstrate belief in the firm by increasing investment over time

## Stone's Growth Strategy

*Stone remains focused on delivering powerful innovative technology to help its clients conduct commerce and run operations more effectively*



# FT Partners Advises Stone on its IPO

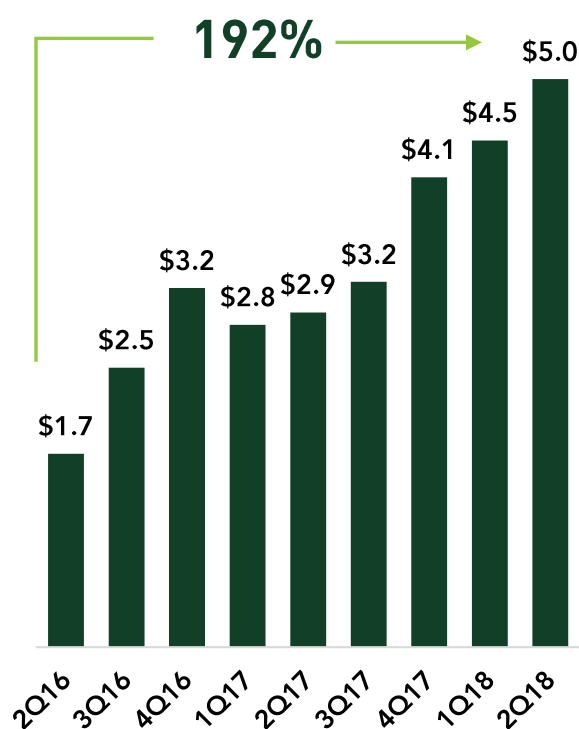
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## Stone's Key Metrics

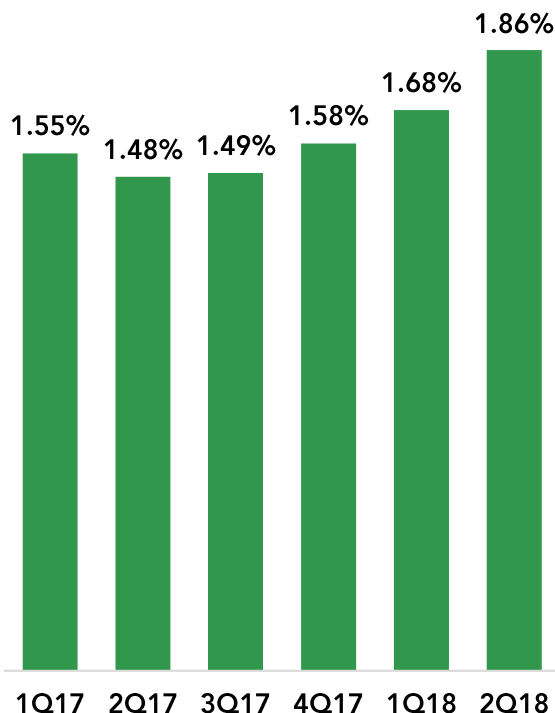
### TPV (\$ in billions)

**TPV:** "Total Payment Volume" which is the value of payments successfully processed through the integrated platform, net of cancellations and chargebacks



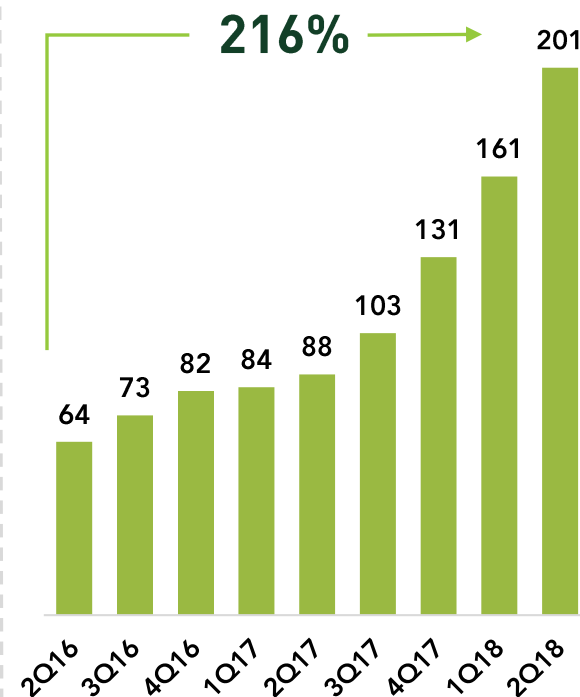
### Consolidated Take Rate (% of TPV)

**Take Rate:** The sum of net revenue from transaction activities and other services, net revenue from subscription services and equipment rental and financial income, divided by the TPV



### Active Clients (in thousands)

**Active Clients:** A merchant that has completed at least one electronic payment transaction with Stone within the preceding 90 days



# FT Partners Advises Stone on its IPO

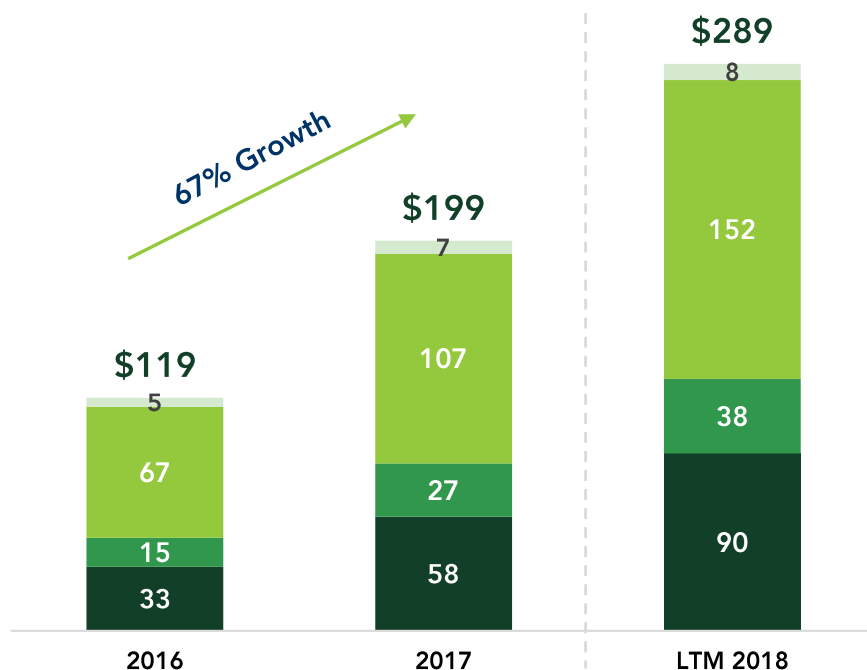
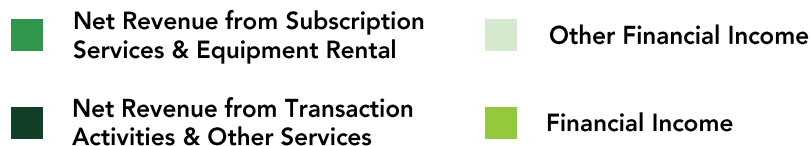
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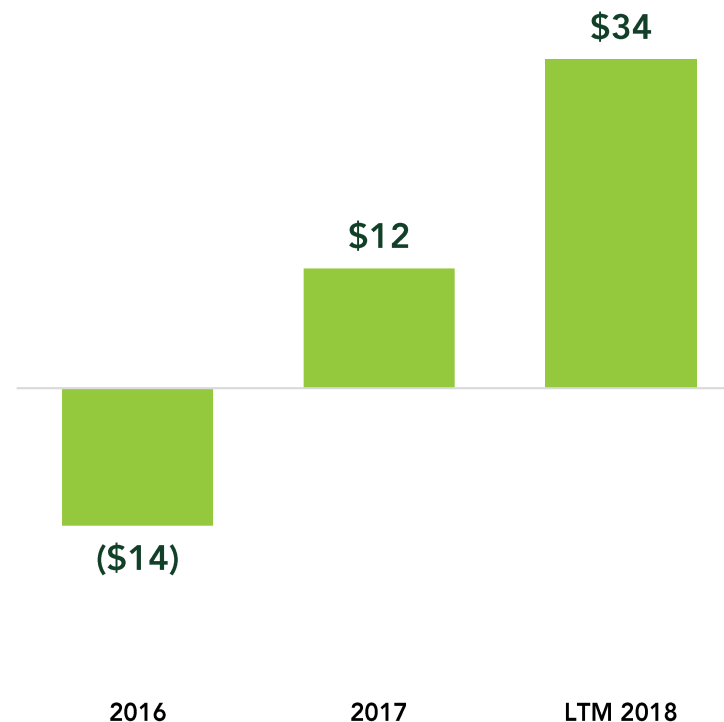
## Stone's Financial Overview

(\$ in mm)

### Total Revenue



### Adjusted Net Income\*



Source: Company filings; LTM represents 2018 through June 30, 2018

Note: R\$1 = USD\$0.27

\* Adjusted Net Income is defined as profit adjusted for non-cash expenses related to share-based compensation and fair-value adjustment on intangible assets / property, and other non-recurring items and tax effects of the adjustments

# FT Partners – Focused Exclusively on FinTech

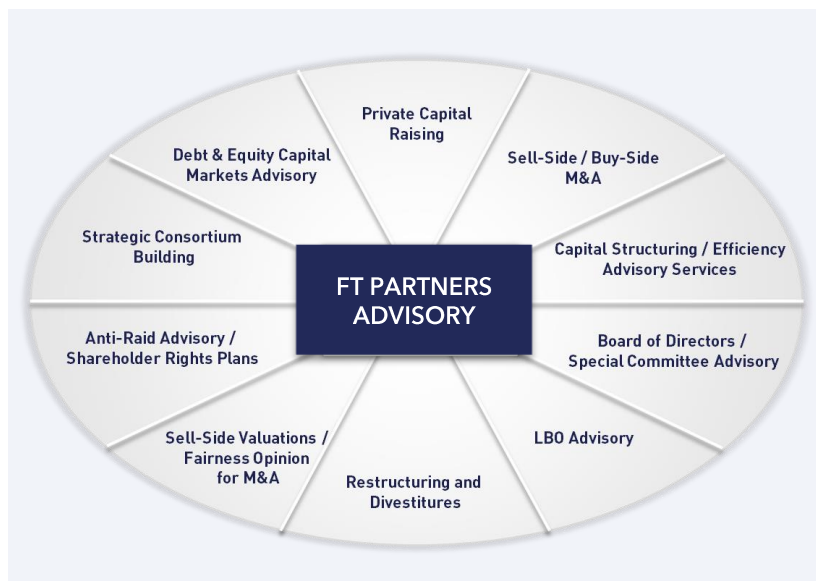
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## Overview of FT Partners

- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. Our unique insight into FinTech is a direct result of executing hundreds of transactions in the sector combined with over 15 years of exclusive focus on Financial Technology

### FT Partners' Advisory Capabilities



### FT Partners' FinTech Industry Research

FINTECH RESEARCH & INSIGHTS

- In-Depth Industry Research Reports
- Proprietary FinTech Infographics
- Monthly FinTech Market Analysis
- FinTech M&A / Financing Transaction Profiles



**The Information**

**Named Silicon Valley's #1 FinTech Banker (2016) and ranked #2 Overall by The Information**



**Ranked #1 Most Influential Person in all of FinTech in Institutional Investors "FinTech Finance 40"**



**THE M&A ADVISOR**

**Numerous Awards for Transaction Excellence including "Deal of the Decade"**

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## FT Partners Has Advised on Two of the Largest US-listed FinTech IPOs

*FT Partners has advised on **two** of the **four** largest FinTech IPOs in the last four years*

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its role as  
IPO Advisor to



in its

**\$1,400,000,000**

**Initial Public Offering**



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in its

**\$1,010,000,000**

**Initial Public Offering**

for a total enterprise value of

**\$4,500,000,000**



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IPO Date	Company	Amount Raised (\$ in mm)	Research Profile
10/14/15	First Data®	\$2,560	<a href="#">VIEW</a>
01/23/18	pagseguro uol	2,265	<a href="#">VIEW</a>
10/25/18	stoneco.	1,400	
05/24/18	GreenSky®	1,010	<a href="#">VIEW</a>
10/17/17	趣店 Qudian.com	900	<a href="#">VIEW</a>
12/10/14	LendingClub	870	<a href="#">VIEW</a>
06/24/15	TransUnion®	665	<a href="#">VIEW</a>
04/26/18	DocuSign®	629	<a href="#">VIEW</a>
04/26/18	CERIDIAN	462	<a href="#">VIEW</a>
05/19/15	BLACK KNIGHT® FINANCIAL SERVICES	441	<a href="#">VIEW</a>

Source: FT Partners' Proprietary Transaction Database

Note: Chart represents largest FinTech IPOs by amount raised for the last four years



## Introduction to FT Partners' IPO Advisory Service

FINANCIAL  
TECHNOLOGY  
PARTNERS

Involvement of FT Partners as IPO Advisor will save clients' management teams considerable time and energy throughout the IPO process

FT Partners brings efficiency to all aspects of the process including internal preparation, underwriter management and transaction execution

### Overview of IPO Phases and Key Work Product

#### Initial Internal Planning

- Timeline and work streams
- Preliminary transaction parameters
- Assistance with financial forecast
- External advisor selection

#### Core Preparation

- Positioning, analyst presentation
- Prospectus drafting
- Valuation
- Underwriter prep, analysis and candidate selection
- Advisor organizational meeting materials
- RFP package

#### Underwriter Selection

- Underwriter teach-ins and research analyst meetings
- Underwriter selection and syndicate structuring
- Fee negotiations

#### Marketing & Execution

- Prospectus drafting and roadshow presentation
- Ongoing valuation discussions
- Research analyst monitoring
- Prepare for follow-on offerings

### Key Benefits of FT Partners' Involvement

- ✓ *Independent advice*
- ✓ *Significant preparation*
- ✓ *Leverage for management*
- ✓ *Assistance in negotiating with underwriters*
- ✓ *Confidentiality*

***FT Partners' involvement can be customized to fit the particular needs of a client throughout IPO preparation and execution***

# FT Partners – Focused Exclusively on FinTech

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stone<sup>co.</sup>

## Significant IPO and IPO Advisory Experience

FT Partners team has significant experience as both IPO Underwriters and as IPO Advisors – provides valuable perspective on overall process

Experience as both direct IPO underwriter as well as in IPO Advisory role

### IPO Advisory Experience



- ✓ Deep experience helping companies in IPO Advisory capacity
- ✓ Numerous success stories and unique value proposition across several types of stories

### IPO Underwriting Experience \*

#### FinTech



#### Non-FinTech



- ✓ Understand the process from an underwriter perspective
- ✓ Can more fully appreciate value-add of advisory service having been on the other side

\* Includes experience from FT Partners' employees prior to joining the Firm

## FT Partners Advises GreenSky on its Initial Public Offering

### Overview of Transaction

- On May 23, 2018, GreenSky (Nasdaq: GSKY) priced its IPO at \$23 per share, raising approximately \$1.01 billion
- Due to strong demand, the deal priced at the high end of the initial \$21 - \$23 filing range and the number of shares was increased by 3.9 million, or 11%
- GreenSky will use the IPO proceeds to purchase Holdco units and Class A common stock from its CEO and other officers as well as early equity investors
- GreenSky is a leading FinTech company that powers commerce at the point of sale; the Company's technology platform facilitates merchants sales, while reducing the friction, and improving the economics, associated with a consumer making a purchase and a bank extending financing for that purchase
  - GreenSky has approximately 12,000 active merchants on its platform and the Company has enabled 1.7 million consumers to finance over \$12 billion of transactions since its inception through March 31, 2018

### Significance of Transaction

- GreenSky's IPO is the largest U.S. Technology IPO of 2018 and is also the largest U.S. FinTech IPO in over two years<sup>1</sup>
- This transaction further supports FT Partners' continued success advising leading FinTech growth companies and also highlights the long-term nature of many of the Firm's advisory relationships

### FT Partners' Role

- FT Partners served as IPO Advisor to GreenSky on this transaction
- FT Partners previously advised GreenSky on its [\\$300 million investment by TPG, Iconiq, Wellington, and DST in 2014](#), its [\\$2 billion loan purchase agreement and \\$50 million investment by Fifth Third Bank in 2016](#), and its [\\$200 million investment by PIMCO in 2017](#)
- FT Partners has leveraged its deep industry knowledge, extensive transaction expertise, and broad scope of relationships to consistently achieve favorable outcomes for GreenSky

### Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as  
IPO Advisor to*



*in its*

**\$1,010,000,000**  
**Initial Public Offering**

*for a total enterprise value of*

**\$4,500,000,000**



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(1) Excludes ADRs and foreign issuers

# FT Partners – Focused Exclusively on FinTech

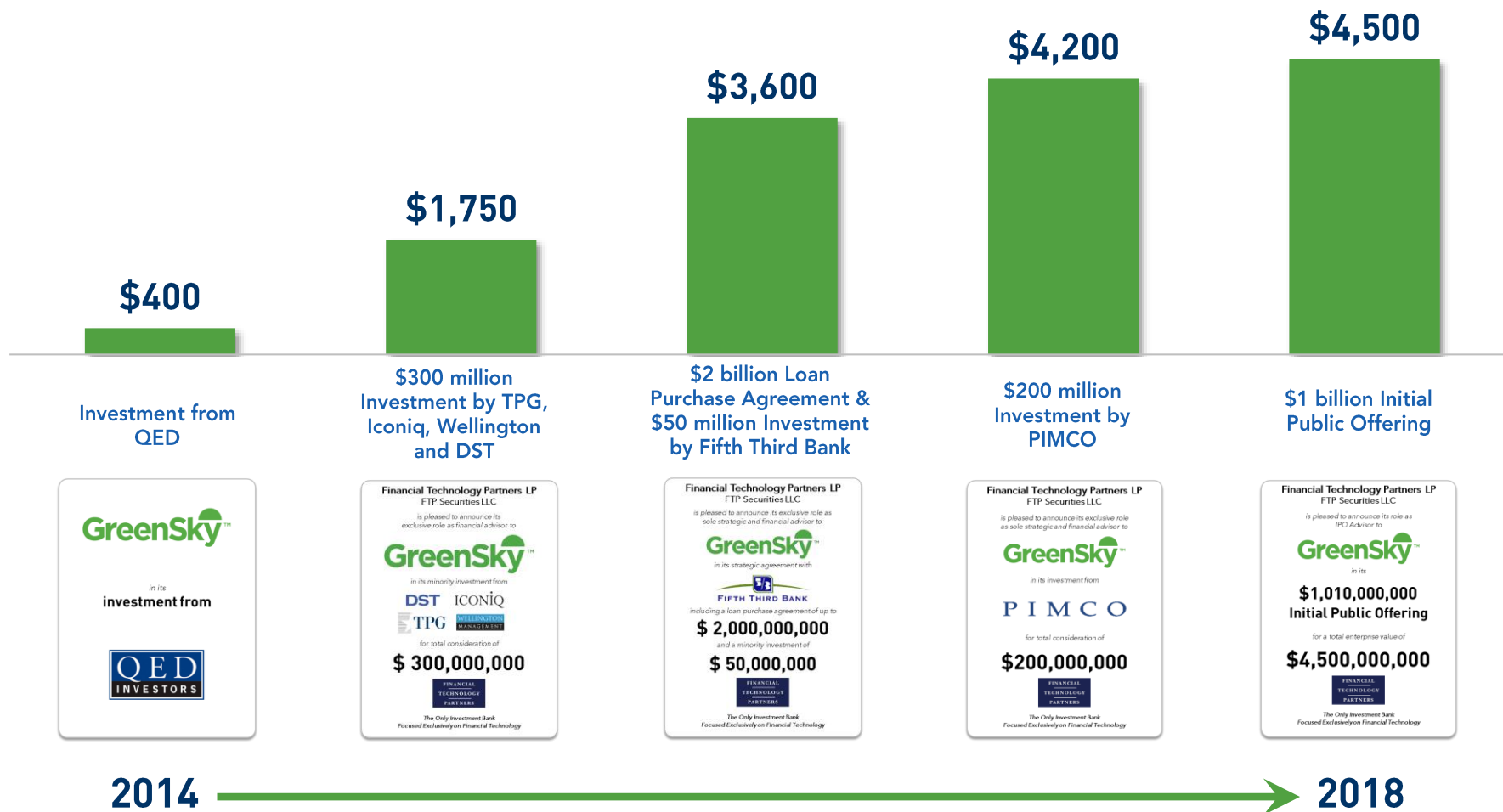
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## FT Partners' Long-Term Client Relationship with GreenSky

GreenSky's valuation grew over **11x** since  
FT Partners began working with the Company in 2014

(\$ in mm)



Enterprise value shown; public market valuation as of May 29, 2018

## FT Partners IPO Advisory Case Study: Envestnet

### Financial Technology Partners LP FTP Securities LLC

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Capital Markets & IPO Advisor to



in its

**\$69,000,000**

**Initial Public Offering**

valuing the equity at approximately

**\$ 300,000,000**



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### Overview of Transaction

- Envestnet completed an initial public offering of 7,705,825 shares at \$9.00 per share and began trading on the NYSE under the symbol ENV
- The net proceeds of the offering were be used for general corporate purposes, including selective strategic investments, acquisitions, alliances or other transactions
- Envestnet provides a comprehensive platform of wealth management solutions for professional investment advisors, including a range of fee-based investment products, analytic tools, reporting utilities, and other practice management applications

### Significance of Transaction

- Envestnet's IPO enhanced its ability to continue growing and better serve its financial advisor client base
- The offering represented one of several successful public offerings in the investment management and wealth management solutions space

### FT Partners' Role

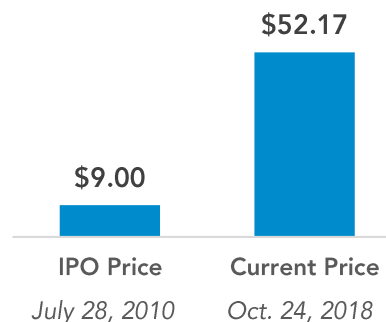
- FT Partners served as strategic, financial and IPO advisor to Envestnet and its Board of Directors
- FT Partners assisted in managing the entire IPO process, enabling management to focus on growing the business

### Financials

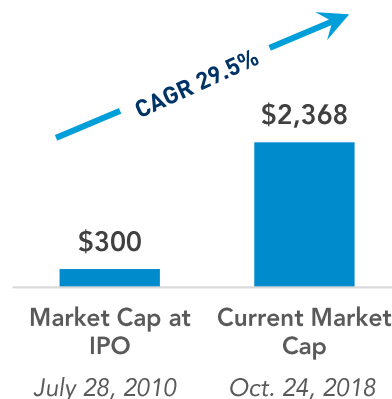
Total Offering Size	\$69 million
IPO Valuation	\$300 million
Current Market Cap <sup>(1)</sup>	\$2,368 million
2017 Revenue	\$684 million
2017 EBITDA	\$77 million

### Stock Price

▲ 480% Increase



### Market Cap



## FT Partners IPO Advisory Case Study: Ellie Mae

### Financial Technology Partners LP FTP Securities LLC

is pleased to announce its exclusive role as  
Capital Markets & IPO Advisor to

**EllieMae®**

in its

**\$45,000,000**

**Initial Public Offering**

valuing the equity at approximately

**\$ 146,000,000**



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### Overview of Transaction

- On April 14, 2011, Ellie Mae (the "Company") priced 7.5 million shares at \$6 per share in its initial public offering, implying a total offering size of \$45 million
- The Company began trading on the NYSE under the ticker ELLI
- Ellie Mae is a leading provider of enterprise level, on-demand automated solutions for the residential mortgage industry
- Ellie Mae sold 5 million shares in the offering with the remaining 2.5 million sold by existing stockholders
- Underwriters were granted the option to purchase up to an additional 1.125 million shares from selling stockholders to the extent they sold more than 7.5 million shares

### Significance of Transaction

- The IPO provided capital to fund future growth and enabled the Company to more effectively serve its user base
- In addition to returning capital to shareholders, proceeds of the transaction were used for general corporate purposes, acquisitions and / or investments in new technologies, solutions or businesses

### FT Partners' Role

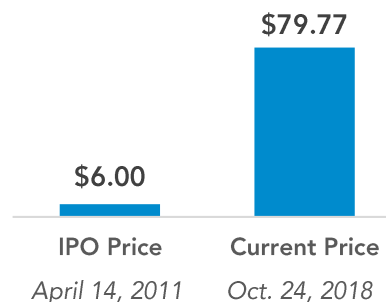
- FT Partners served as strategic, financial and IPO advisor to Ellie Mae and its Board of Directors
- FT Partners managed the entire IPO process, enabling management to focus on growing the business

### Financials

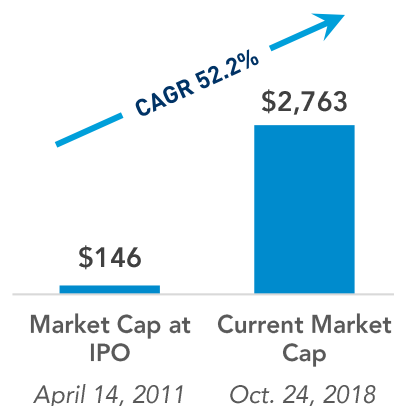
Total Offering Size	\$45 million
IPO Valuation	\$146 million
Current Market Cap <sup>(1)</sup>	\$2,763 million
2017 Revenue	\$417 million
2017 EBITDA	\$71 million

### Stock Price

▲ 1,230% Increase



### Market Cap





## FT Partners Represents Verifone as IPO Advisor

### Overview of Transaction

- On April 28, 2005 Verifone completed a \$177 mm offering consisting of 55% primary shares and 45% secondary shares and trades under the symbol "PAY"
  - GTCR Golder Rauner, LLC, a Chicago- based private equity firm with over \$6 bn in capital under management, is the majority shareholder in VeriFone with pre-IPO ownership of 68%
- Proceeds of the transaction were used to extinguish Verifone's \$72 mm second lien loan, provide for working capital needs and pay transaction related expenses
- Verifone started trading on the NYSE on April 29, 2005 under the ticker symbol "PAY"

### Significance of Transaction

- Verifone's IPO is one of the most notable financial technology transactions in 2005
- Verifone's IPO was the third best performing IPO in any sector in 2005, ending the year up 170% from the IPO price
- Award winning transaction recognized as Computer and IT Deal of the Year by the M&A Advisor

### FT Partners' Role

- FT Partners is Verifone's ongoing lead provider of strategic, financial and M&A advice, globally (see write up in Institutional Investor magazine)
- FT Partners served as independent IPO Advisor to Verifone
  - FTP managed the entire IPO process prior to selection of underwriters and acted as "inside advisor" to Verifone's CEO and Board of Directors throughout the entire process
  - Prepared initial draft of S-1 and other required documentation
  - Created detailed projection model from scratch
  - Participated in underwriter selection process
  - Created detailed management presentations for meetings with potential underwriters
  - Prepared and coordinated due diligence sessions for underwriters
  - Offered capital markets, peer analysis, valuation and numerous other advisory services
- FT Partners' strong relationship with Verifone, deep industry knowledge and execution experience resulted in a highly efficient and successful IPO process for the Company
- FT Partners also advised Verifone on its \$292 mm recapitalization in 2004 and its \$15 mm acquisition of Go Software in 2005
- FT Partners was awarded Computer and Information Technology Deal of the Year by The M&A Advisor for its role in this transaction

### Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its exclusive role as  
Capital Markets & IPO Advisor to*

**Verifone®**

*in its*

**\$177,000,000**

**Initial Public Offering**

*valuing the equity at approximately*

**\$ 650,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively on Financial Technology*

# FT Partners Advises Stone on its IPO

FT PARTNERS ADVISES

## Proven Track Record of Success Across FinTech

stone<sup>co.</sup>

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p><b>Heartland</b></p> <p>in its sale to</p> <p><b>globalpayments</b></p> <p>for total consideration of</p> <p><b>\$ 4,500,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p><b>MERCURY</b></p> <p>in its cash sale to</p> <p><b>vantiv</b></p> <p>for total consideration of</p> <p><b>\$ 1,650,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as sole strategic and financial advisor to</p> <p><b>MERCURY</b></p> <p>in its approximately 60% Growth</p> <p><b>SILVERLAKE</b></p> <p>for a value up to</p> <p><b>\$ 900,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as sole strategic and financial advisor to</p> <p><b>AmWINS Group, Inc.</b></p> <p>in its growth recapitalization by</p> <p><b>NMC</b> NEW MOUNTAIN CAPITAL LLC</p> <p>valued at approximately</p> <p><b>\$ 1,300,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>SWIFT   FINANCIAL</b></p> <p>in its sale to</p> <p><b>PayPal</b></p> <p>for approximately</p> <p><b>\$ 200,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive Financial, Strategic and IPO Advisor to</p> <p><b>ORX</b></p> <p>in its</p> <p><b>Initial Public Offering</b></p> <p>valuing the equity at approximately</p> <p><b>A\$ 480,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as financial advisor to</p> <p><b>GreenSky</b></p> <p>in its minority investment from</p> <p><b>DST ICONIQ</b> <b>TPG WELLINGTON MANAGEMENT</b></p> <p>for total consideration of</p> <p><b>\$ 300,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>Cambridge Global Payments</b></p> <p>in its sale to</p> <p><b>FLEETCOR</b></p> <p>for total consideration of</p> <p><b>C \$ 900,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p><b>square trade</b></p> <p>in its sale to</p> <p><b>Allstate</b></p> <p>for total consideration of</p> <p><b>\$ 1,400,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>CAYAN</b></p> <p>in its 100% cash sale to</p> <p><b>TSYS</b></p> <p>for total consideration of approximately</p> <p><b>\$ 1,050,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as sole strategic and financial advisor to</p> <p><b>cardconnect.</b></p> <p>in its sale to</p> <p><b>First Data</b></p> <p>for total consideration of approximately</p> <p><b>\$ 750,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>avidexchange</b></p> <p>in its Series F minority financing from</p> <p><b>mastercard</b> <b>TEMASEK THIEL</b></p> <p>for total consideration of approximately</p> <p><b>\$ 300,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p><b>TRANSFIRST</b></p> <p>in its sale to</p> <p><b>Vista Equity Partners</b> from <b>WCAS</b></p> <p>for total consideration of approximately</p> <p><b>\$ 1,500,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole debt capital advisor to</p> <p><b>jack henry &amp; ASSOCIATES INC.</b></p> <p>in its acquisition of</p> <p><b>iPayTechnologies</b></p> <p>for total consideration of approximately</p> <p><b>\$ 300,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p><b>CentralPayment</b></p> <p>in the sale of its remaining stake to</p> <p><b>TSYS</b></p> <p>for a total valuation of</p> <p><b>\$ 840,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as Capital Markets &amp; IPO Advisor to</p> <p><b>Verifone</b></p> <p>in its</p> <p><b>\$177,000,000</b> <b>Initial Public Offering</b></p> <p>valuing the equity at approximately</p> <p><b>\$ 650,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>PROSPER</b></p> <p>in its loan purchase agreement with a consortium of institutional investors</p> <p>Affiliates of <b>NEW RESIDENTIAL</b> and <b>Jefferies</b></p> <p>for up to</p> <p><b>\$ 5,000,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>lynk</b></p> <p>in its sale to</p> <p><b>The Royal Bank of Scotland</b></p> <p>for cash consideration of approximately</p> <p><b>\$ 525,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>

# FT Partners – Focused Exclusively on FinTech

FT Partners Delivers Great Companies + High Returns to Investors

FT PARTNERS ADVISES

stone<sup>co.</sup>

*There are countless examples of investors in FT Partners-advised companies / transactions generating strong investment returns for investors*

*Only working with the best of FinTech*



**15x+** return for  
Parthenon



**13.5x** return for  
Clairvest

CLAIRVEST



**3.5x** return for  
Bain



Avid's valuation has grown nearly **70x** since FT Partners began working with the AvidXchange



Greater than **6x** since FT Partners began working with Mercury



Yapstone's valuation has grown nearly **75x** since FT Partners began working with the Company

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

stone<sup>co.</sup>

## FT Partners is the Advisor of Choice for Leading FinTech Companies

### FinTech Unicorns / Multi-Billion Dollar Deals

Financial Technology Partners LP  
FTP Securities LLC

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

**Heartland**

in its sale to

**globalpayments**

for total consideration of

**\$ 4,500,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

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

**liquidnet**

in its financing for approximately

**\$ 250,000,000**

valued at approximately

**\$ 1,800,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

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

**MERCURY**

in its cash sale to

**vantiv**

for total consideration of

**\$ 1,650,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its  
exclusive role as advisor to

**BLACKROCK**

in its 100% acquisition of

**FutureAdvisor**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

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

**ally**

in its acquisition of

**BlueYield**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

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

**NOMURA**  
subsidiary  
**INSTINET**

in the sale of its stake in

**CHIEUROPE**

to

**BATS**  
Listing Markets Refco

for total consideration of approximately

**\$ 305,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

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

**TRANSFIRST**

in its sale to

**Vista Equity Partners**

from

**WCAS**

**\$ 1,500,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

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

**square  
trade**

in its sale to

**Allstate**

for total consideration of

**\$ 1,400,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

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

**CAYAN**

in its sale to

**TSYS**

for total consideration of approximately

**\$ 1,050,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its role as advisor to

**capitalG**

in its lead investment in

**credit karma**

with additional participation from

**TIGER** **SIG** **Ribbit Capital**

for approximately

**\$ 85,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its role as advisor to

**CIBC**

in its strategic investment in

**Delta**

with additional participation from

**MasterCard** **Bain Capital Ventures** **Advent Capital Management**

for total consideration of approximately

**\$ 70,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its exclusive role as  
sole debt capital advisor to

**jack henry  
& ASSOCIATES INC.**

in its acquisition of

**iPay Technologies**

for total consideration of approximately

**\$ 300,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its exclusive  
role as financial advisor to

**GreenSky**

in its minority investment from

**DST ICONIQ**

**TPG** **TPG** **MANAGEMENT**

for total consideration of

**\$ 300,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

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

**square  
trade**

in its recapitalization by

**BainCapital** **BainCapital**

PRIVATE EQUITY VENTURES

of approximately

**\$ 238,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

Financial Technology Partners LP  
FTP Securities LLC

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

**avidxchange**

in its Series F minority financing from

**mastercard**

**TEMASEK**

**THIEL**

**\$ 300,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

stone<sup>co.</sup>

## 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

Representing numerous FinTech “Unicorns” above \$1 billion valuations

Company	Amount Raised	Selected Prominent Investors in FT Partners Led Rounds
stone <sup>co.</sup>	\$1,400,000,000	Accel DST VISA ANT FINANCIAL
GreenSky™	1,010,000,000	ICONIQ RCP REVERENCE CAPITAL PARTNERS TEMASEK
MERCURY®	420,000,000	BainCapital PRIVATE EQUITY TPG PIMCO
GreenSky™	300,000,000	BainCapital VENTURES CDPQ Great Hill PARTNERS
avidxchange	300,000,000	capitalG CIBC Scotiabank®
avidxchange	253,000,000	nyca QED INVESTORS Redpoint
liquidnet	250,000,000	KeyBank WELLINGTON MANAGEMENT ING BBVA
square trade protection plans	238,000,000	maveron Santander InnoVentures BV Battery Ventures
GreenSky™	200,000,000	ADAMS STREET PARTNERS khosla ventures THIEL edbi
nmi	150,000,000	mastercard PayU
stone <sup>co.</sup>	145,000,000	QUESTMARK PARTNERS SUMMIT PARTNERS
ADDEPAR	140,000,000	SILVERLAKE PARTHENON CAPITAL PARTNERS
Kabbage	135,000,000	
Remitly	115,000,000	
TradingScreen SIMPLIFYING GLOBAL MARKETS®	110,000,000	
stone <sup>co.</sup>	100,000,000	
CHROMERIVER	100,000,000	
NEXT INSURANCE	83,000,000	
YAPSTONE POWERING PAYMENTS	71,000,000	



# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

stone<sup>co.</sup>

## FT Partners' History of Success Working with Public Companies

### Public Clients

**Heartland**  
in its sale to  
**globalpayments**  
\$ 4,500,000,000

**Planet**  
PAYMENT  
in its sale to  
**FINTRAX**  
GROUP  
\$250,000,000

**cardconnect.**  
in its sale to  
**First Data**  
\$ 750,000,000

**jack henry**  
& ASSOCIATES INC.  
in its acquisition of  
**iPay Technologies**  
\$ 300,000,000

**ING**  
in its acquisition of  
**PAYVISION**  
Global Card Processing  
\$ 447,000,000

**JetPay**  
in its sale to  
**NCR**  
\$ 184,000,000

**RDM**  
Transforming Payments  
in its sale to  
**DELUXE**  
C\$ 129,000,000

**BLACKROCK**  
in its acquisition of  
**FutureAdvisor**

### IPOs

**GreenSky**  
in its  
Initial Public Offering  
for a total enterprise  
value of  
\$ 4,500,000,000

**OFX**  
in its  
Initial Public Offering  
valuing the equity at  
approximately  
A\$ 480,000,000

**ENVESTNET**  
in its  
Initial Public Offering  
valuing the equity at  
approximately  
\$ 300,000,000

**Verifone**  
in its  
Initial Public Offering  
valuing the equity at  
approximately  
\$ 650,000,000

### Public Buyers

**MERCURY**  
in its cash sale to  
**vantiv**  
\$ 1,650,000,000

**CUSTOM**  
HOUSE  
in its sale to  
**WESTERN UNION**  
\$ 370,000,000

**SWIFT** FINANCIAL  
in its sale to  
**PayPal**  
\$ 200,000,000

**square**  
trade  
in its sale to  
**Allstate**  
\$ 1,400,000,000

**FLEET ONE**  
in its cash sale to  
**wex**  
\$ 369,000,000

**CAYAN**  
in its 100% cash sale to  
**TSYS**  
\$ 1,050,000,000

**Cambridge**  
Global Payments  
in its sale to  
**FLEETCOR**  
C \$900,000,000

**CARDINAL**  
COMMERCE  
in its sale to  
**VISA**  
\$ 300,000,000

**GiftCards**  
in its sale to  
**BLACKHAWK**  
NETWORK  
\$ 120,000,000

**CentralPayment**  
in the sale of its  
remaining stake to  
**TSYS**  
\$ 840,000,000

**TouchCommerce**  
in its sale to  
**NUANCE**  
\$ 215,000,000

**AUTOMATIC**  
in its sale to  
**SiriusXM**  
SATELLITE RADIO  
\$ 115,000,000

*FT Partners has a longstanding history working with public companies  
across the FinTech ecosystem*



# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

stone<sup>co.</sup>

## Selected FT Partners International Deals – Companies and Investors

*FT Partners has advised clients on nearly every continent and regularly sources investors from across the globe*

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>recargapay</b></p> <p>in its Series B financing from</p> <p><b>theventure.city</b> IFC International Finance Corporation</p> <p>VENTECH</p> <p>for total consideration of approximately</p> <p><b>\$ 22,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p><b>payworks</b></p> <p>in its Series B financing with participation from</p> <p><b>COMMERZ VENTURES</b> &amp; <b>VISA</b></p> <p>for total consideration of approximately</p> <p><b>\$ 14,500,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive Financial, Strategic and IPO Advisor to</p> <p><b>OFX</b></p> <p>in its</p> <p><b>Initial Public Offering</b></p> <p>valuing the equity at approximately</p> <p><b>A\$ 480,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p><b>ING</b></p> <p>in its acquisition of</p> <p><b>PAYVISION</b> Global Card Processing</p> <p>at a total valuation of approximately</p> <p><b>\$ 447,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as strategic and financial advisor to</p> <p><b>VITRUVIAN</b></p> <p>in its minority investment in</p> <p><b>DEPOSIT SOLUTIONS</b></p> <p>with participation from new and existing investors</p> <p>for total consideration of</p> <p><b>\$100,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>PIVOTAL</b> POWERING YOUR BUSINESS</p> <p>in its strategic investment from</p> <p><b>NOVACAP</b> Caisse de dépôt et placement du Québec</p> <p>valuing the company at approximately</p> <p><b>C \$525,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>moneyfarm</b></p> <p>in its Series B Financing from</p> <p><b>Allianz</b> &amp; <b>ENDEAVOR</b> Fondazione di Sardegna</p> <p>for approximately</p> <p><b>€ 40,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>Currencies Direct</b></p> <p>in its sale to</p> <p><b>Palamon</b> Corsair Capital</p> <p>for total consideration of</p> <p><b>\$ 310,000,000+</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p><b>YAPSTONE</b> POWERING PAYMENTS</p> <p>in its Series C financing led by</p> <p><b>Premji Invest</b></p> <p>for total consideration of approximately</p> <p><b>\$ 71,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>Planet</b> PAYMENT</p> <p>in its sale to</p> <p><b>FINTRAX GROUP</b> a portfolio company of <b>euorozeo</b></p> <p>for total consideration of approximately</p> <p><b>\$250,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p><b>Travelers</b></p> <p>in its sale of</p> <p><b>CURRENCY SELECT</b></p> <p>to</p> <p><b>Global Blue</b></p> <p>for total consideration of</p> <p><b>A\$ 65,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as sole strategic and financial advisor to</p> <p><b>GPS</b> global processing services</p> <p>in its minority financing by</p> <p><b>Dunedin</b></p> <p>for total consideration of</p> <p><b>£44,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as sole strategic and financial advisor to</p> <p><b>PPRO</b></p> <p>in its financing led by</p> <p><b>PayPal</b></p> <p>with participation from</p> <p><b>citi VENTURES</b> &amp; <b>HPE Growth Capital</b></p> <p>for total consideration of</p> <p><b>\$ 50,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>Remitly</b></p> <p>in its Series D financing led by</p> <p><b>PayU</b></p> <p>with participation from</p> <p>for total consideration of up to</p> <p><b>\$115,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p><b>ContaAzul</b></p> <p>in its Series D financing led by</p> <p><b>TIGERGLOBAL</b></p> <p>with participation from</p> <p><b>ENDEAVOR CATALYST</b></p> <p>for total consideration of approximately</p> <p><b>\$ 30,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

stone<sup>co.</sup>

## Stone's \$145 million Series G Financing

### Overview of Transaction

- In September 2017, Stone raised \$145 million in its Series G financing
  - New investors Gávea Investimentos and Advent International participated, along other existing investors
- Stone is a leading provider of FinTech solutions that empower merchants and integrated partners to conduct electronic commerce seamlessly across in-store, online, and mobile channels in Brazil
  - Founded in only 2014, São Paulo-based Stone has quickly grown to serve over 230,000 active clients with a focus on SMBs
- Gávea Investimentos is an independent Brazilian investment management firm with approximately \$3 billion in AUM as of September 2018
- Founded in 1984, Advent International is one of the largest global private equity firms, with offices on four continents, focused on buyouts and growth equity investments

### Significance of Transaction

- The investment demonstrates Stone's leading position in Brazil's FinTech market and highlights strong investor appetite for leading FinTech companies globally

### FT Partners' Role

- FT Partners served as strategic and financial advisor to Stone on the financing
- FT Partners also served as Stone's advisor on its IPO and \$100 million private placement from Ant Financing in October 2018
- FT Partners leveraged its deep industry knowledge, extensive transaction expertise, and broad scope of relationships to achieve a highly favorable outcome for Stone

### Financial Technology Partners LP FTP Securities LLC

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

stone<sup>co.</sup>

*in its Series G financing with*

**Gávea**  
INVESTIMENTOS

**Advent International**  
GLOBAL PRIVATE EQUITY

*for total consideration of*

**\$145,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

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## FT Partners Advises ContaAzul on its Series D Financing

### Overview of Transaction

- On April 3, 2018, ContaAzul announced a new round of equity financing of approximately US\$ 30 million led by Tiger Global Management, a New York-based investment firm
- ContaAzul, founded in 2012, provides an innovative, modern and easy-to-use Cloud Accounting Platform tailored to the needs of Brazilian small businesses and their accountants
- With the transaction, Tiger Global – which first invested in ContaAzul in 2015 – is now expanding its stake in the company
- Endeavor Catalyst, an innovative co-investment fund that invests exclusively in entrepreneurs in the Endeavor Global network, also participated in the round

### Significance of Transaction

- The investment recognizes ContaAzul's strong momentum and will help the rapidly growing Company expand and broaden its product offerings and market presence
- The Company's growth strategy is focused on expanding its platform, aiming to improve collaboration between small businesses and their accountants, while also enhancing its connection capabilities with banks, apps, FinTech companies and government institutions

### FT Partners' Role

- FT Partners served as sole strategic and financial advisor to ContaAzul and its Board of Directors
- This transaction highlights FT Partners' expertise in the Brazilian FinTech environment and continued success advising top-tier FinTech companies

### Financial Technology Partners LP FTP Securities LLC

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

**ContaAzul**

*in its Series D financing led by*

**TIGERGLOBAL**

*with participation from*



*for total consideration of approximately*

**\$ 30,000,000**



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Focused Exclusively on Financial Technology*

## FT Partners Advises RecargaPay on its Series B Financing

### Overview of Transaction

- On February 22, 2018, RecargaPay announced it has raised \$22 million in Series B financing
  - New investors in the round include IFC, a member of the World Bank Group, TheVentureCity and Ventech
  - Notable entrepreneurs Fabrice Grinda and Martin Varsavsky, more than 100 angel investors through AngelList and FundersClub, as well as existing investors DN Capital and FJ Labs, also participated
- Headquartered in Sao Paulo, Brazil, RecargaPay is democratizing mobile payments for banked and unbanked consumers in Brazil
  - RecargaPay simplifies daily transactions such as mobile top ups, transport cards, bill payments, gift cards and much more
  - The Company has over 10 million mobile wallet users today and supports millions of monthly mobile transactions

### Significance of Transaction

- With this latest capital raise, RecargaPay will continue to grow its world-class team and focus on building out its products and technology

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to RecargaPay and its Board of Directors
- This transaction underscores FT Partners' 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  
sole strategic and financial advisor to*



*in its Series B financing from*



VENTECH

*for total consideration of*

**\$ 22,000,000**



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Focused Exclusively on Financial Technology*

## FT Partners Advises YellowPepper on its Financing from Visa

### Overview of Transaction

- On May 24, 2018, YellowPepper announced that Visa has made a strategic investment in the Company; the round also saw participation from current investors
- Headquartered in Miami, FL, YellowPepper is the mobile payments pioneer in Latin America with proprietary technology and partnerships with leading financial institutions and FinTech companies
  - YellowPepper provides a payment platform that gives consumers, merchants, issuers and processors the means to revolutionize the purchasing experience
- Visa Inc. (NYSE: V) is a leader in digital payments, connecting the world through its innovative, reliable and secure payment network - enabling individuals, businesses and economies to thrive
  - Its advanced global processing network, VisaNet, provides secure and reliable payments around the world, and is capable of handling more than 65,000 transaction messages a second

### Significance of Transaction

- The funds raised will enable YellowPepper to accelerate innovation in digital payments technology in the LatAm region
- YellowPepper and Visa are also expanding their partnership and preliminary efforts of this agreement will focus on growing opportunities for tokenized payments, increasing access to Visa APIs, and expanding the usage of push payments via Visa Direct

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to YellowPepper on this transaction
- This transaction demonstrates FT Partners' continued success advising leading mobile payments companies, as well as its position as the "go-to" investment bank for FinTech in high-growth markets globally

### Financial Technology Partners LP FTP Securities LLC

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



*in its Strategic Financing from*

**VISA** & **Current  
Investors**

*for approximately*

**\$12,500,000**



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Focused Exclusively on Financial Technology*

### Brazil's Emerging FinTech Ecosystem: A Fertile Environment for Disruption and Innovation



### Coming Soon...

Brazil is in the midst of a FinTech revolution as the confluence of a number of forces has created a very fertile environment for disruption and innovation in financial services. With the world's fifth largest population, the ninth largest economy and a government encouraging greater competition for a highly concentrated banking ecosystem, Brazil presents a huge growth opportunity for technology-driven financial solutions across payments, banking, lending, insurance, wealth management and other areas.

#### *The report will include:*

- An overview of trends in the Brazilian economy and FinTech market
- Exclusive CEO / Executive interviews of companies and investors in the space
- A detailed landscape of FinTech players in Brazil and company profiles
- Proprietary list of financing and M&A transactions in the space

**Please visit our [website](#) to sign up to receive the report as soon as it is available**



## FT Partners' Awards and Recognition



[Click to view](#)

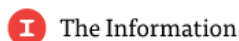
### LendIt Industry Awards 2018: FT Partners wins Top Investment Bank in FinTech



[Click to view](#)



### The 2017 FinTech Finance 40: Ranked #1 - Steve McLaughlin, FT Partners



Silicon Valley's Most Popular Dealmakers

Name	Title	Company
Ian Smith	Managing Director	Alloy by One
Steve McLaughlin	Managing Partner	FT Partners
Marshall Roslyn	Vice President	Goldman Sachs
Rash Wintrob	Vice Chairman	JP Morgan
Paul Kwan	Managing Director	Morgan Stanley
Quincy Smith	Partner	Credit Suisse

[Click to view](#)

### The Information's "Silicon Valley's Most Popular Dealmakers" (2016)

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



### M&A Advisor Awards

- Investment Banker of the Year (2017) – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Investment Banking Firm of the Year (2016) – FT Partners

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

Award-Winning Investment Banking Franchise Focused on Superior Client Results **stone<sup>co.</sup>**



2018

- 2018 Top Investment Bank in FinTech



Institutional Investor  
Annual Ranking

2017

2015 - 2016

2006 - 2008

- Ranked #1 Most Influential Executive on Institutional Investor's FinTech 40 List
- Steve McLaughlin Ranked Top 5 on Institutional Investor's FinTech 35 List
- Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"



The Information

2016

- Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor  
Awards

2015 - 2017

2010 - 2014

2004 - 2007

- Investment Banker of the Year – 2017
- Investment Banking Firm of the Year – 2016
- Cross Border Deal of the Year - 2016
- Dealmaker of the Year – 2015
- Technology Deal of the Year – 2015
- Equity Financing Deal of the Year - 2014
- Professional Services Deal of the Year, Above \$100 mm – 2014
- Dealmaker of the Year – 2012
- Professional Services Deal of the Year, Above \$100 mm – 2012
- Boutique Investment Bank of the Year – 2011
- Deal of the Decade – 2011
- Upper Middle Market Deal of the Year, Above \$500 mm – 2010
- IT Services Deal of the Year, Below \$500 mm – 2010
- Cross-Border Deal of the Year, Below \$500 mm – 2010
- Dealmaker of the Year – Steve McLaughlin – 2007
- Business to Business Services Deal of the Year - 2007
- Computer and Information Technology Deal of the Year, Above \$100 mm – 2007
- Financial Services Deal of the Year, Above \$100 mm – 2007
- Investment Bank of the Year – 2004



Middle Market  
Financing Awards

2006 - 2008

- Equity Financing Dealmaker of the Year – Steve McLaughlin – 2008
- Information Technology Deal of the Year – 2008
- Financial Services Deal of the Year – 2008
- Financing Professional of the Year – Steve McLaughlin – 2006

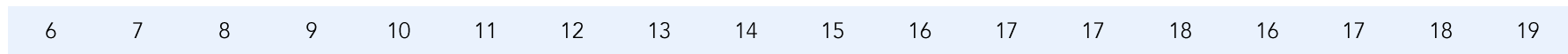
# FT Partners – Focused Exclusively on FinTech

## Platform of Choice for Clients and Bankers Alike

- FT Partners has the largest and most seasoned team in the world dedicated exclusively to serving and advising the FinTech sector
- Veteran senior bankers from Goldman Sachs, J.P. Morgan and Morgan Stanley with 20+ years of experience executing hundreds of complex transactions



Average Experience of Managing Directors (Years)



# FT Partners – Focused Exclusively on FinTech

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stone<sup>co.</sup>

## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> Founder, CEO and Managing Partner		<ul style="list-style-type: none"> <li>Formerly with Goldman Sachs in New York and San Francisco from 1995-2002</li> <li>Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	<b>23</b>
<b>Kate Crespo</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly with Raymond James' Technology &amp; Services investment banking</li> <li>12+ years of FinTech transaction execution experience</li> <li>Dartmouth M.B.A.</li> </ul>	<b>16</b>
<b>Larry Furlong</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004</li> <li>Wharton M.B.A.</li> </ul>	<b>22</b>
<b>Osman Khan</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly Managing Director and Head of FIG M&amp;A at Alvarez &amp; Marsal</li> <li>15+ years FIG deal, consulting and assurance experience at PwC</li> <li>40 Under 40 M&amp;A Advisor Award Winner in 2013</li> <li>LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA)</li> </ul>	<b>21</b>
<b>Andrew McLaughlin</b> Managing Director		<ul style="list-style-type: none"> <li>20+ years experience executing / implementing financial and operational strategy</li> <li>Formerly with Deloitte Consulting</li> </ul>	<b>12</b>
<b>Mike Nelson</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly head of FinTech M&amp;A at SunTrust Robinson Humphrey</li> <li>Kellogg M.B.A.</li> </ul>	<b>18</b>
<b>Timm Schipporeit</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London</li> <li>Formerly a Venture and Growth Investor focused on FinTech at Index Ventures</li> </ul>	<b>15</b>
<b>Greg Smith</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch, J.P. Morgan and Hambrecht &amp; Quist</li> <li>20+ years of experience covering FinTech as both an Analyst and Investment Banker</li> </ul>	<b>22</b>
<b>Steve Stout</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly Global Head of Strategy at First Data</li> <li>Formerly Led J.P. Morgan Payments Investment Banking Practice</li> <li>Former Equity Research Analyst on #1 ranked team at UBS</li> <li>Former Economist at the Federal Reserve Bank</li> </ul>	<b>20</b>
<b>Paul VanderMarck</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly Chief Product Officer at Risk Management Solutions, a global technology business in the catastrophic risk space</li> <li>25+ years of experience as an InsurTech operating executive</li> <li>Experienced advisor and investor in the InsurTech space</li> </ul>	<b>26</b>
<b>Tim Wolfe</b> Managing Director		<ul style="list-style-type: none"> <li>Formerly with Goldman Sachs from 2000-2002</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	<b>16</b>