

# FT PARTNERS FINTECH INDUSTRY RESEARCH

November 13, 2019



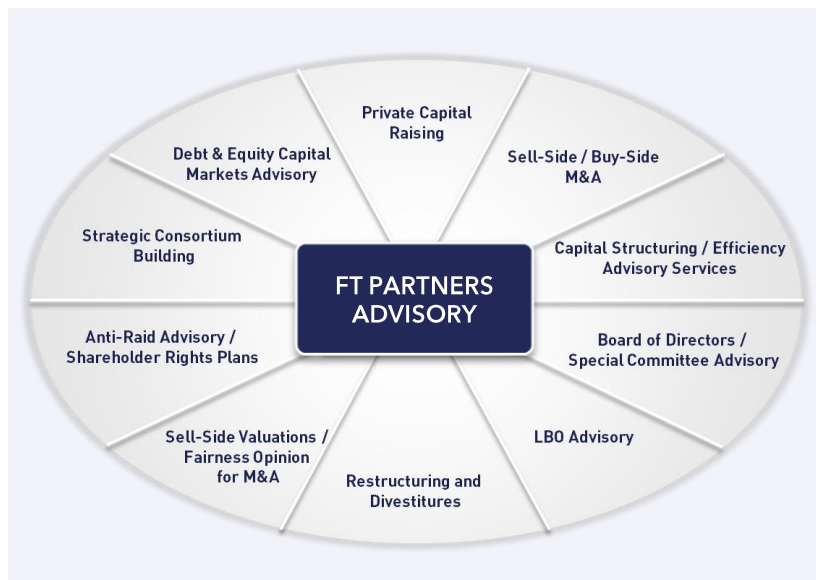
**Silvergate Bank Completes its IPO,  
Raising Approximately \$40 million**

**NYSE: SI**

## 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 17 years of exclusive focus on Financial Technology

### FT Partners' Advisory Capabilities



### FT Partners' FinTech Industry Research



**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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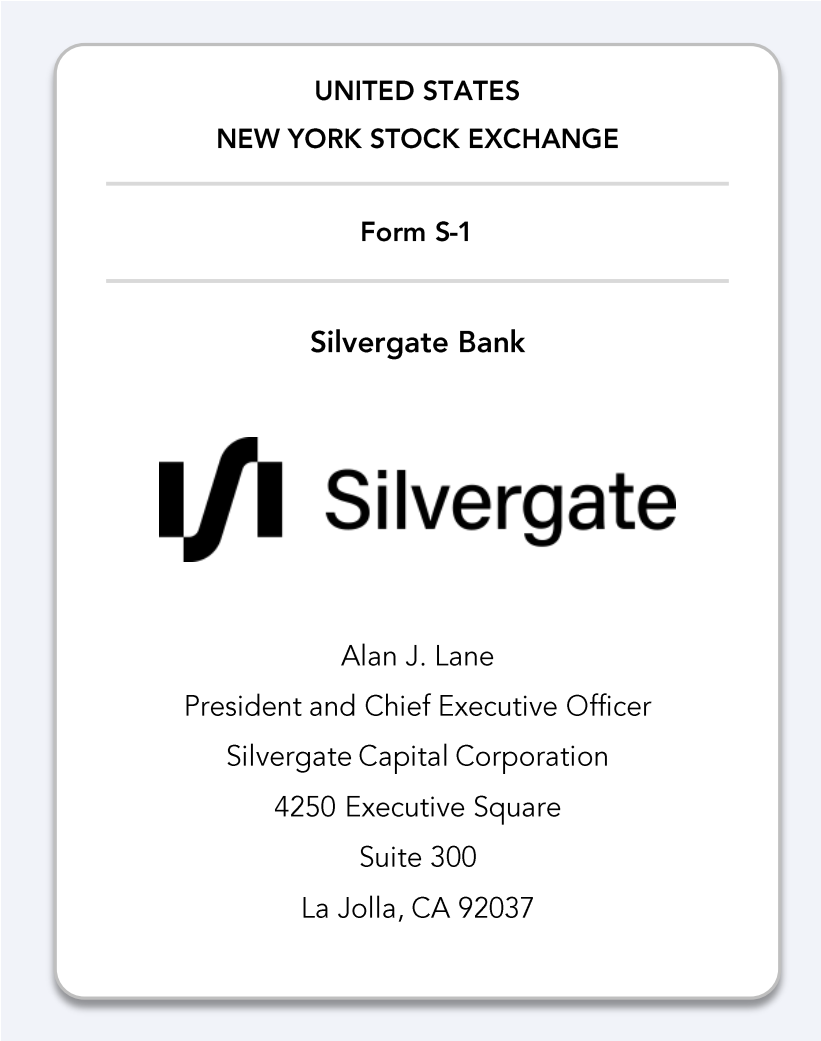
## IPO Overview

### Key IPO Statistics

CEO:	Alan Lane
Headquarters:	La Jolla, CA, United States
Founded:	1988
Employees:	209
<hr/>	
Prospectus File Date:	November 16, 2018
Ticker:	NYSE: SI
Gross Proceeds:	\$40,000,000
Shares:	3,333,333
Filing Range:	\$13 - 15
Listing Date:	November 7, 2019
Offer Price:	\$12.00

### Use of Proceeds

Silvergate will use the net proceeds to fund organic growth for corporate purposes such as repayment of long-term debt, future acquisitions and other growth initiatives.



Source: Company website, prospectus

## Company Overview



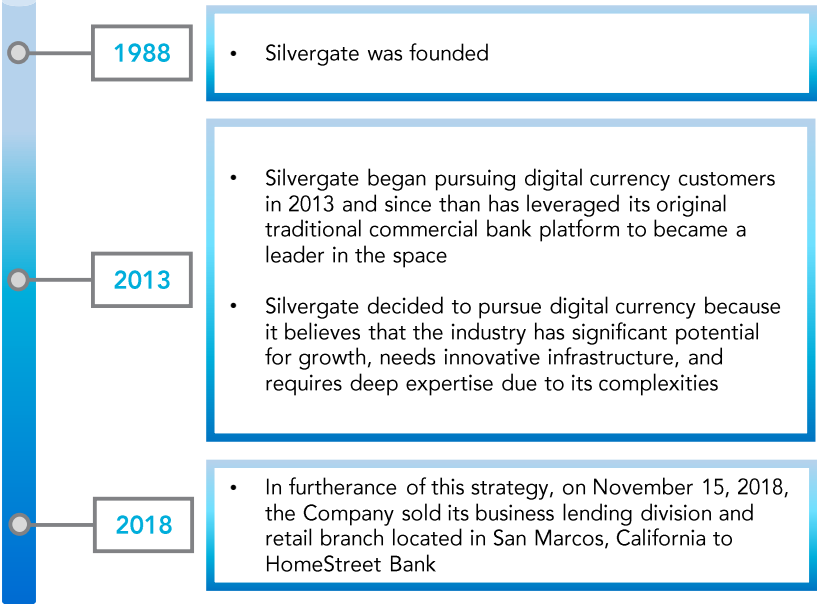
### Company Overview



**CEO:** Alan Lane  
**Headquarters:** La Jolla, CA, United States  
**Founded:** 1988

- Silvergate Capital Corporation is the holding company for the wholly-owned subsidiary, Silvergate Bank, a leading provider of innovative financial infrastructure solutions and services to participants in the digital currency industry
- Silvergate has developed its own crypto infrastructure called the Silvergate Exchange Network (SEN)
  - SEN is a network of digital currency exchanges and digital currency investors that enables the efficient movement of U.S. dollars between SEN participants 24 hours a day, 7 days a week, 365 days a year
  - Silvergate Bank offers noninterest bearing deposits associated with clients in the digital currency industry
    - Silvergate also offers cash management solutions allowing customers to send, receive and manage payments using the SEN, wire transfers, and ACH transactions
- As of Q1 2019, Silvergate has 617 digital currency customers with \$1.3 billion noninterest bearing deposits
  - Silvergate Bank increased its number of digital bank currency customers by 122% from 244 customers in 2017 to 542 in 2018

### Business History



### Selected Financing History

Date	Size (\$ in mm)	Investors
March 2019	na	WITTER FAMILY OFFICES 
February 2018	\$114 Private Placement	DIGITAL CURRENCY GROUP 

## Management Team

### Alan Lane

Chief Executive Officer



- Mr. Lane is Director and Chief Executive Officer of the Bank and is Director, Chief Executive Officer and President of the Company
- He formerly held the positions of Director, President and COO of Southwest Community Bancorp, Vice-Chairman and CEO of Financial Data Solutions, and Director and CEO of Business Bancorp

### Dennis Frank

Chairman of the Board



- Mr. Frank has been Chairman of the Board of both the Bank and the Company since November 1996 and served as CEO of the Company from November 1996 until December 2017
- He also served as Chief Executive Officer of the Bank from November 1996 until July 2007 as well as President of DSF Management Corporation, Houston, Texas, a private investment company

### Derek Eisele

Vice Chairman, Executive Vice President



- Mr. Eisele has served as an executive officer and director of the Bank and the Company since 1996
- Derek is also the Vice Chairman of both organizations and is President and Chief Credit Officer of the Bank

### Regan Lauer

Chief Financial Officer



- Mrs. Lauer joined the Bank in 2013 as its Corporate Controller and Senior Vice President and was named Chief Financial Officer of the Company and the Bank in July 2016 and Executive Vice President of the Company and the Bank in 2017

### Kathleen Fraher

Chief Administrative Officer



- Ms. Fraher joined the Bank in 2006 and became Executive Vice President and Chief Operating Officer of the Company and the Bank in 2018
- She was named Senior Vice President / Enterprise Risk Manager in 2013, Executive Vice President in 2015, Chief Administrative Officer in 2016, and Executive Vice President and Chief Administrative Officer of the Company in 2018

### Paul Simmons

Chief Credit Officer



- Mr. Simmons joined the Bank in 2018 as Executive Vice President and Chief Credit Officer and as Executive Vice President of the Company
- Paul has 30 years of industry experience with firms including Citigroup, GE Capital, Apollo Real Estate Advisors, Zions Bancorporation, Hankey Group, and Banc of California

## Industry Overview

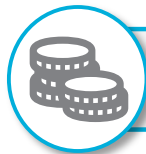
### Digital Currencies Industry



- Silvergate estimates that the fiat currency deposits related to digital currencies is approximately **\$30 to \$40 billion**
- Adoption of digital currencies have significantly expanded since bitcoin was created in 2009
  - Digital currencies are now recognized as a new asset class, a store of value, a valid form of currencies, and a worldwide medium of exchange
  - Investor interest has grown substantially as the uses of digital currencies become better understood and widely accepted
- The digital currency market consists of many individual digital currencies but it is currently concentrated among the five largest digital currencies by market capitalization
  - The market value of the five largest digital currencies as of march 7, 2019 was **\$103.4 billion**, equal to approximately **0.30%** of the global money supply
  - The five largest digital currencies include: Bitcoin (**\$97 bn**), Ripple (**\$30 bn**), Ethereum (**\$17 bn**), Bitcoin Cash (**\$5 bn**), and EOS (**\$3 bn**) <sup>(1)(2)</sup>
- There are over **300** institutional investment funds with aggregated estimated AUM of between **\$7.5 billion to \$10 billion** focused on digital currencies and over **\$8.3 billion** has been invested in digital currency-related projects, excluding ICOs, since December 31, 2013
  - Approximately **\$1.3 billion** in funding was raised in the digital currency and blockchain market in the 12 months ended June 30, 2018



## Competitive Strengths



### Digital Currency-Focused Strategy

Leading provider of unique financial infrastructure solutions and services for the digital currency industry



### Customer Base

Have attracted 617 digital currency customers, many of the most notable companies in the industry



### SEN Network Effects

SEN's power grows with each new participant, attracting more customers and increasing customer retention and transaction activity



### API Integration

Internally-developed, cloud-based API enables customers to build directly into their technology infrastructure



### Robust Risk Management and Compliance Framework

Heavily invested in risk management and compliance infrastructure



### Culture of Innovation

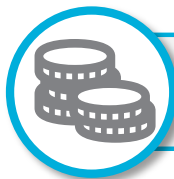
CEO Alan lane has developed a culture driven by innovation and focused on making a long-term impact on the industry



## Growth Strategies



Focus on customers that have experienced growth as the digital currency industry has rapidly expanded



Broaden digital currency-related customer base by further extending the array of services



Enhance SEN functionality in order to monetize the SEN and increase the value of the platform as it matures



Develop new solutions and services for customers such as: Stablecoin Transaction Flows and Collateral, Custodian Services, and more



Capitalize on unique market insights using status as a sought-after partner within the digital currency industry





## Primary Customers

Overview

Typical Uses

Key Metric

Number of Customers

Total Deposits

Selected Customers

### Digital Currency Exchanges

Exchanges where digital currencies are bought and sold

- SEN to facilitate fiat trades
- API for fast transfers
- Cash management
- Deposit accounts for investor and operating funds

*Silvergate’s customers include the 5 largest U.S. domiciled digital currency exchanges*

37

\$618.5 million



### Institutional Investors

Hedge funds, venture capital funds, private equity funds, family offices, etc.

- SEN to transfer fiat to digital currency exchanges and traditional bank accounts
- Cash management
- Deposit accounts for investor funds

*Silvergate’s customers have transferred approximately \$9 billion in fiat quarterly since January 1, 2018*

363

\$577.5 million



### Other Customers

Companies developing new protocols, platforms and applications, and mining operations

- SEN to facilitate fiat trades
- Cash management
- Deposit accounts for operating funds

*Silvergate’s customers have raised more than \$1 billion through private placements*

142

\$273.9 million



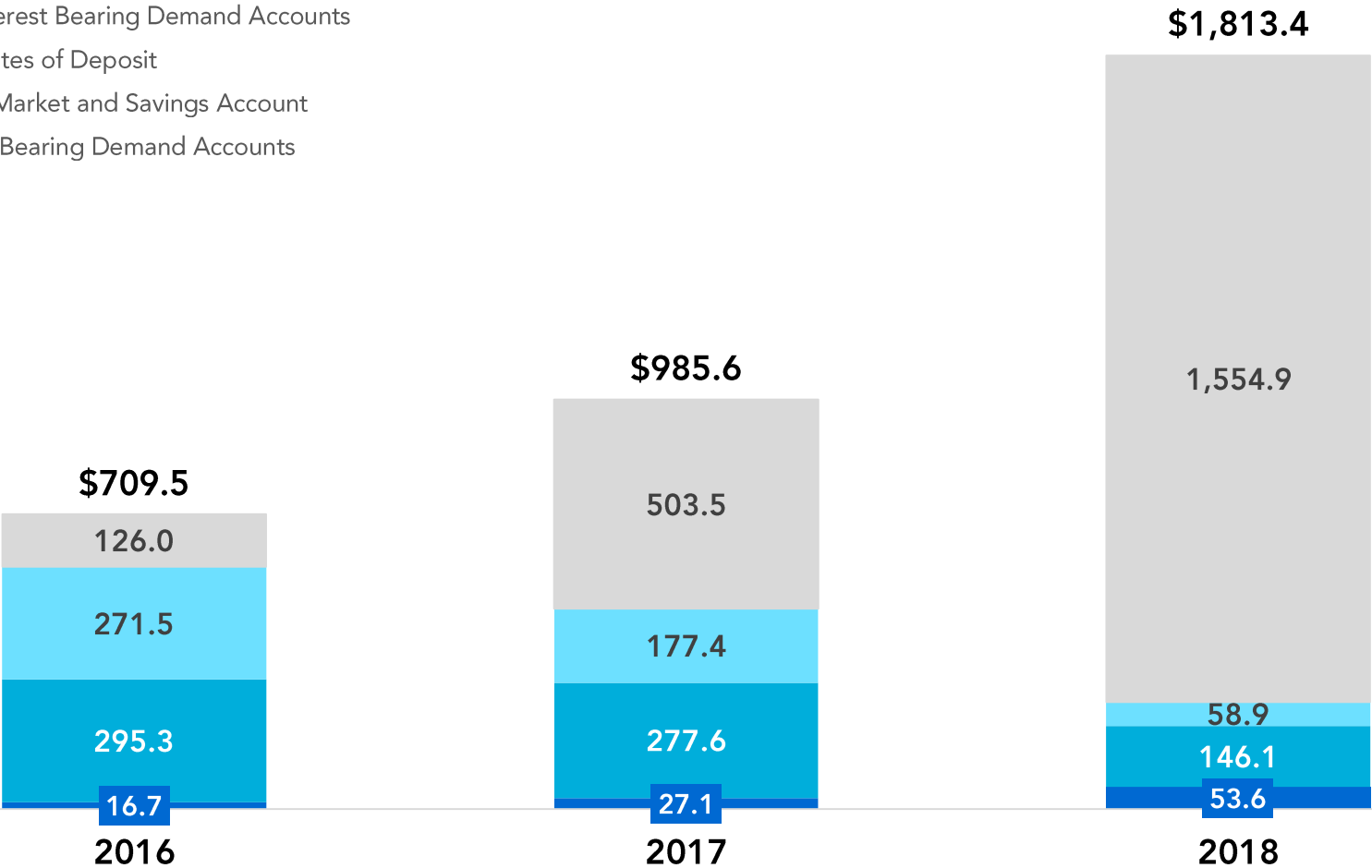


## Key Metrics

### Total Deposits – Average Balance

\$ in millions

- Non-Interest Bearing Demand Accounts
- Certificates of Deposit
- Money Market and Savings Account
- Interest Bearing Demand Accounts

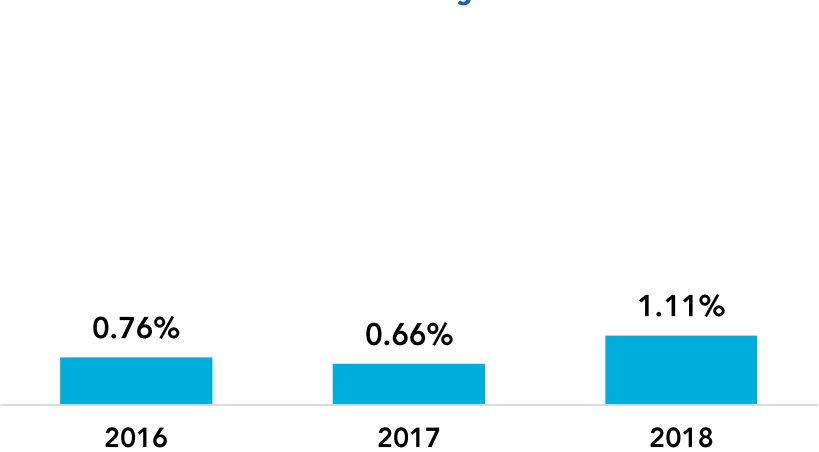


Source: Company prospectus

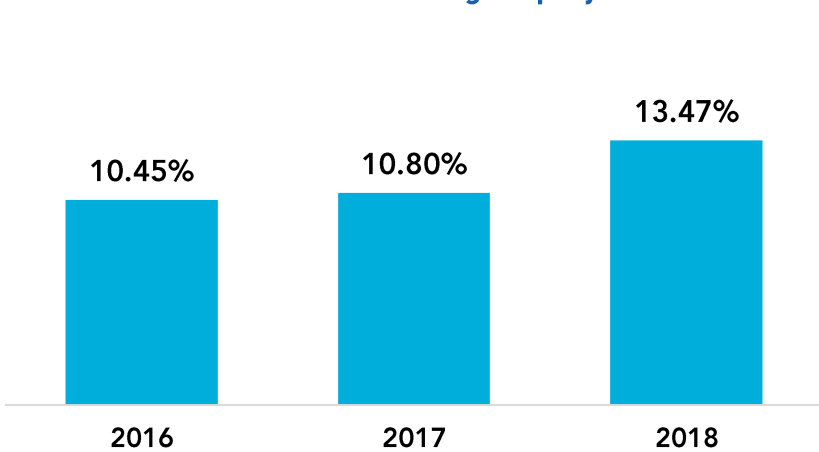


## Financial Overview

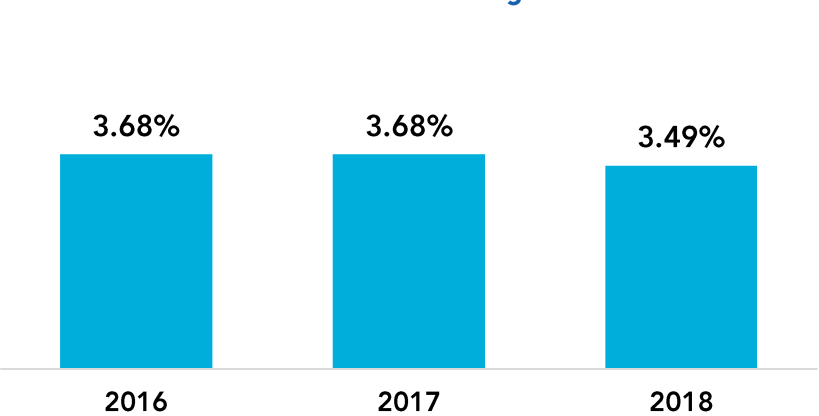
Return on Average Assets



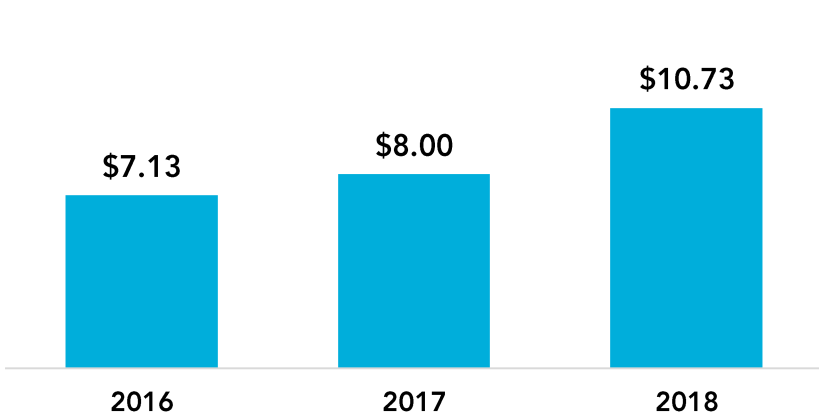
Return on Average Equity



Net Interest Margin



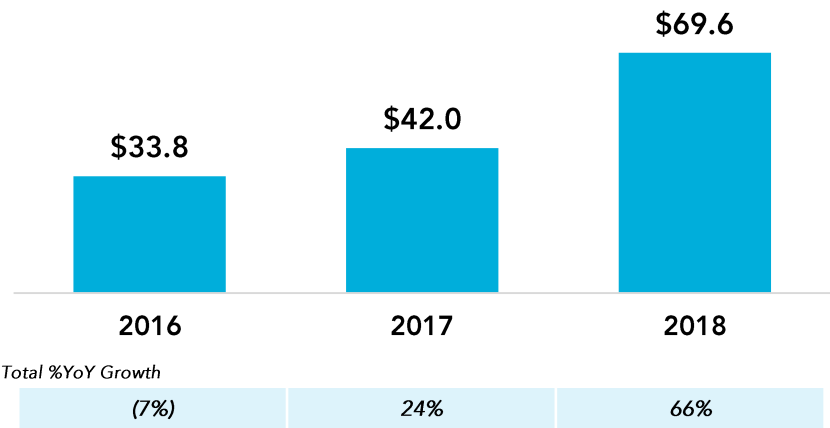
Book Value Per Share



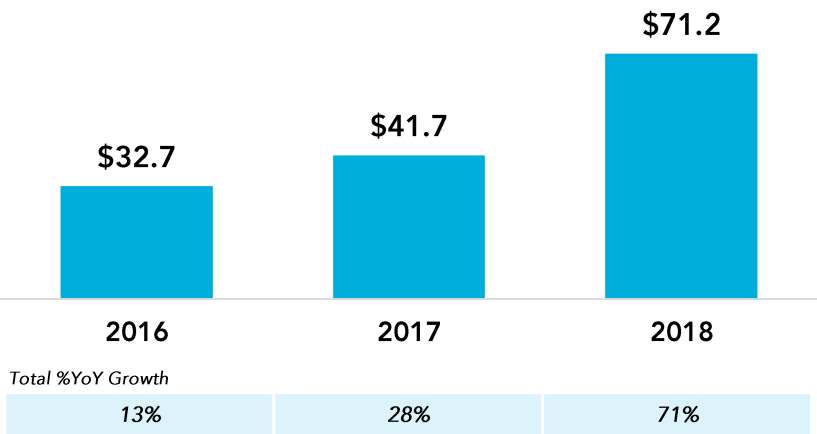


## Financial Overview (cont.)

**Net Interest Income** (\$ in mm)  
*(Before provision for loan losses)*



**Net Interest Income** (\$ in mm)  
*(After provision for loan losses)*



**Income Before Income Taxes** (\$ in mm)



**Net Income** (\$ in mm)



Source: Company prospectus

# Silvergate Bank Completes its IPO

FT PARTNERS RESEARCH



## Publicly Traded Comparables

Company Name	Price 11/12/19	% MTD Change	% LTM High	Market Value (\$ mm)	Multiples			Growth Rates			Book Value			ROE	P / E / G CY 19E
					Price / Earnings			Revenue		EPS	P / B		P / TBV		
					LTM	CY 19E	CY 20E	CY 19E	CY 20E	LT	P / B	P / TBV			
SPECIALTY BANKS															
American Express	\$ 120.89	1 %	93 %	\$ 99,229	19.7 x	14.8 x	13.4 x	8 %	8 %	12 %	4.3 x	4.3 x	32 %	1.3 x	
Capital One	97.21	2	98	45,415	10.4	8.2	8.1	2	5	8	0.8	1.2	10	1.1	
Discover Financial Services	84.45	3	91	26,472	11.3	9.3	8.8	7	5	9	2.3	2.5	26	1.1	
Synchrony Financial	36.89	3	99	24,196	7.9	8.7	8.1	1	(1)	10	1.6	1.9	26	0.9	
Alliance Data Systems	108.76	8	52	5,010	8.2	6.5	5.2	(28)	3	13	3.3	13.0	38	0.5	
Tinkoff	19.22	1	90	3,430	0.1	6.8	5.6	43	26	30	4.0	4.4	69	0.2	
Meta Financial	33.41	5	93	1,268	20.7	11.3	9.5	38	7	na	1.5	2.7	13	na	
Bancorp Bank	11.44	4	97	654	13.9	10.7	9.9	18	9	na	1.4	1.4	12	na	
Silvergate Bank	13.55	4	99	253	10.0	na	na	na	na	na	1.2	1.2	15	na	
Komplett Bank	1.22	0	80	230	7.9	6.6	5.2	9	9	na	1.1	1.2	19	na	
Median		3 %	93 %		10.2 x	8.7 x	8.1 x	8 %	7 %	11 %	1.6 x	2.2 x		1.0 x	
Mean		3	89		11.0	9.2	8.2	11	8	13	2.1	3.4		0.8	

Source: Capital IQ

Note: nm signifies negative value or value of >99; Silvergate uses the midpoint of the pricing range

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



Global Money Transfer



Transaction Security



Klarna: Company and Financial Overview



Remitly's \$220 million Series E Equity and Debt Financing



REPAY's Merger With Thunder Bridge



Marqeta's \$260 million Series E Financing



Checkout.com's \$230 million Series A Financing



Fawry's \$100 million Combined Offering



Stripe Raises \$250 million in Financing



REPAY Acquires TriSource Solutions for up to \$65 million



Rapyd Raises \$100 million in Series C Financing



TransferWise Company and Financial Overview

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## Selected Transactions - Superior Industry Knowledge and Execution History

<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> in its 100% cash sale to <b>TSYS</b> for total consideration of approximately <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 exclusive role as sole strategic and financial advisor to</p> <p><b>Davidxchange</b> in its Series F minority financing from <b>mastercard</b> <b>TEMASEK</b> <b>THIEL</b> for total consideration of approximately <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>CHROMERIVER</b> in its Series D investment from <b>Great Hill PARTNERS</b> for total consideration of approximately <b>\$ 100,000,000</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>Davidxchange</b> in its acquisition of <b>STRONGROOM</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>feedzai</b> in its Series C financing for a total consideration of <b>\$ 50,000,000</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>wave</b> in its financing, including investment from <b>SC</b> <b>REV</b> <b>OMERS</b> Ventures for approximately <b>\$ 10,000,000</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 advisor to</p> <p><b>BROWZ</b> in its growth financing for total consideration of <b>\$ 10,000,000</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>INSURANCE TECHNOLOGIES</b> in its sale to <b>MOELIS CAPITAL PARTNERS</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 IPO Advisor to</p> <p><b>GreenSky</b> in its <b>\$1,010,000,000</b> <b>Initial Public Offering</b> for a total enterprise value of <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 exclusive role as financial advisor to</p> <p><b>taulia</b> in its investment from <b>QUESTMARK PARTNERS</b> <b>zouk</b> <b>BBVA</b> <b>edbi</b> for total consideration of approximately <b>\$ 65,000,000</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>KUBRA</b> in its 80% majority sale to <b>HEARST corporation</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>ShareholderInSite</b> in its sale to <b>IPREO</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>Performant</b> in its debt financing led by <b>MADISON CAPITAL FUNDING</b> Totaling approximately <b>\$ 148,000,000</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> in its acquisition of <b>iPay Technologies</b> for total consideration of approximately <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>MERCURY</b> in its cash sale to <b>vantiv</b> for total consideration of <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 exclusive role as strategic and financial advisor to</p> <p><b>CUSTOM HOUSE</b> in its sale to <b>WESTERN UNION</b> for total cash consideration of approximately <b>\$ 370,000,000</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>YAPSTONE</b> POWERING PAYMENTS in its Series C financing led by <b>Premji Invest</b> for total consideration of approximately <b>\$ 71,000,000</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>ATB</b> Automated Trading Tools, LLC in its sale to <b>citi</b> for cash and stock consideration of approximately <b>\$ 680,000,000</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>FLEET ONE</b> in its cash sale to <b>wex</b> for total consideration of approximately <b>\$ 369,000,000</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>R1</b> in its <b>\$138,000,000</b> <b>Initial Public Offering</b> valuing the equity at approximately <b>\$ 1,200,000,000</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 strategic and financial advisor to</p> <p><b>Heartland</b> in its sale to <b>globalpayments</b> for total consideration of <b>\$ 4,500,000,000</b></p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>

## Proven Success in the Bank Technology Space

### CRM / Strategic Pricing

Financial Technology Partners LP  
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is pleased to announce its role as  
exclusive strategic and financial advisor to



in its Series B financing led by



for total consideration of

**\$ 17,200,000**



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### Online Banking

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FTP Securities LLC

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



in its sale to



for approximately

**\$ 245,000,000**



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### Mortgage Technology

Financial Technology Partners LP  
FTP Securities LLC

is pleased to announce its exclusive role as  
financial advisor to



in its sale to



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### Product Related Data / Analytics

Financial Technology Partners LP  
FTP Securities LLC

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as sole strategic and financial advisor to



in its strategic minority financing  
from



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### Card-Issuing / Processing Platform

Financial Technology Partners LP  
FTP Securities LLC

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



in its Series E financing led by



with participation from new investors



LONE PINE CAPITAL

for total consideration of

**\$ 260,000,000**



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### Credit Lifecycle Management

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sole strategic and financial advisor to



a portfolio company of



in its sale to



a portfolio company of



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### Open Banking Platform for Savings Deposits

Financial Technology Partners LP  
FTP Securities LLC

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



in its minority investment in



with participation from  
new and existing investors

for total consideration of

**\$ 100,000,000**



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### Online Bill Payment

Financial Technology Partners LP  
FTP Securities LLC

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



in its acquisition of



for total consideration of approximately

**\$ 300,000,000**



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### SaaS-based Loan Origination

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sole strategic and financial advisor to



in its sale to



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### Deposit Automation

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sole strategic and financial advisor to



in its sale to



for approximately

**\$ 42,500,000**




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## 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 PIMCO
 MERCURY®	420,000,000	BainCapital PRIVATE EQUITY TPG Premji Invest
 GreenSky™	300,000,000	BainCapital VENTURES INSIGHT PARTNERS GREENSPRING ASSOCIATES
 avidxchange	300,000,000	CDPQ Great Hill PARTNERS
 MARQETA	260,000,000	capitalG CIBC Scotiabank®
 avidxchange	253,000,000	nyca QED INVESTORS khosla ventures
 NEXT INSURANCE	250,000,000	KeyBank WELLINGTON MANAGEMENT 乾源资本 YUAN CAPITAL
 Liquidnet	250,000,000	maveron Santander InnoVentures nabventures nab
 square trade protection plans	238,000,000	ADAMS STREET PARTNERS Elavon BV Battery Ventures THIEL
 checkout.com	230,000,000	Munich RE edbi
 GreenSky™	200,000,000	Redpoint mastercard COATUE edisonpartners
 better.com	160,000,000	QUESTMARK PARTNERS SUMMIT PARTNERS
 nmi	150,000,000	SILVERLAKE PARTHENON CAPITAL PARTNERS
 stone <sup>co.</sup>	145,000,000	
 ADDEPAR	140,000,000	
 Kabbage®	135,000,000	
 Remitly	135,000,000	
 Remitly	115,000,000	
 MoneyLion	100,000,000	
 POYNT	100,000,000	

## FT Partners Advises TCA on its Sale to E\*TRADE

### Overview of Transaction

- On October 19, 2017, Trust Company of America (“TCA”) announced its sale to E\*TRADE Financial Corporation (“E\*TRADE”) (Nasdaq: ETFC) for \$275 million in cash
- Headquartered in Denver, CO, TCA is a leading provider of technology solutions and custody services to independent RIAs, helping them scale operations, more effectively manage client relationships and focus on growing their practice
- E\*TRADE is a leading financial services company and a pioneer in the online brokerage industry, offering easy-to-use solutions for individual investors and stock plan participants
- The transaction is expected to close in the second quarter of 2018

### Significance of Transaction

- The acquisition will allow E\*TRADE to tap into the growing RIA segment in the industry and bolster its ability to attract and retain customers in need of higher-touch services
- Leverages E\*TRADE’s brand to accelerate growth at TCA
- Creates additional upside opportunities over time through cross-selling of margin lending, securities-based lending, options, etc.

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to TCA and its Board of Directors
- This transaction underscores FT Partners’ successful track record generating highly favorable outcomes for leading WealthTech companies

### Financial Technology Partners LP FTP Securities LLC

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



*in its sale to*

**E\*TRADE®**

*for a total consideration of*

**\$ 275,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*

## FT Partners Advises Marqeta on its \$260 million Series E Financing

### Overview of Transaction

- On May 21, 2019, Marqeta announced it has raised \$260 million in Series E financing led by Coatue Management
  - The round includes participation from several new investors including Vitruvian Partners, Spark Capital, Lone Pine Capital and Geodesic
- Founded in 2010, Marqeta is the leading global modern card issuer, powered by the most advanced issuer processor platform built in over two decades
- Marqeta's open APIs allow a new generation of businesses, such as Square, Affirm, DoorDash, Kabbage and Instacart, to build innovative payment programs and experiences to meet the unique needs of their customers

### Significance of Transaction

- Marqeta, which has doubled its revenue for three straight years and experienced dramatic increases in spending activity on its platform, is now valued at nearly \$2 billion
- The funding will be used to accelerate Marqeta's expansion plans, both domestically and in key global markets
  - With 300 employees, the Company recently expanded internationally, opening a European office headquartered in London

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Marqeta and its board of directors
- FT Partners previously advised Marqeta on its [\\$45 million financing led by ICONIQ](#) in 2018, its [strategic \\$25 million financing led by Visa](#) in 2017, and its [\\$25 million Series C financing](#) in 2015 -- over this time period, Marqeta's valuation has grown over 20x
- This transaction demonstrates the long-term nature of many of FT Partners' client relationships and highlights our deep domain expertise and transactional excellence across FinTech and the Payments sector

### Financial Technology Partners LP FTP Securities LLC

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



*in its Series E financing led by*

## COATUE

*with participation from new investors*



*for total consideration of*

# \$260,000,000



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## FT Partners Advises Checkout.com on its \$230 million Series A Financing

### Overview of Transaction

- On May 2, 2019, Checkout.com announced it has raised \$230 million in Series A financing led by Insight Partners and DST Global with participation from GIC, Endeavor Catalyst, Blossom Capital and other strategic investors
- This is the first financing round for Checkout.com since its foundation in 2012
- Headquartered in London, UK, Checkout.com offers the world's most comprehensive cross-border payment solution for digital commerce
  - The Company specializes in accepting, acquiring and processing international and local payments and also provides fraud management tools, analytics and comprehensive reporting features for merchants
  - Checkout.com is a direct acquirer of all major card schemes, accepting international cards, local card schemes and many of the most popular global alternative payment methods
  - Checkout.com handles every step of the payment process on a proprietary technology platform, so merchants benefit from feature parity across regions, faster processing speeds, greater reliability, and full data visibility

### Significance of Transaction

- This financing will enable Checkout.com to continue its rapid growth in Europe, the US and the Middle East, with further expansion into Asia and Latin America
- This transaction is the largest ever Series A Financing round for a Technology or FinTech company in Europe

### FT Partners' Role

- FT Partners served as sole strategic and financial advisor to Checkout.com
- This transaction underscores FT Partners' unparalleled track record in the Payments space and highlights the Firm's strong capabilities in finding the best investors for our clients worldwide

### Financial Technology Partners LP FTP Securities LLC

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



*in its Series A Financing led by*



*with participation from*



*for total consideration of*

# \$230,000,000



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## FT Partners Advises PENSICO Trust Company in its Sale to Opus Bank

### Overview of Transaction

- On January 25, 2016, PENSICO Trust Company (“PENSICO”) announced its sale to Opus Bank (“Opus”) (NASDAQ: OPB) for approximately \$104 million (as adjusted) in a mix of cash and stock
- Backed by Panorama Point Partners, PENSICO is a leading custodian of self-directed IRA and alternative investments
- Opus is an FDIC insured California-chartered commercial bank with \$6.2 billion of total assets, \$5.0 billion of total loans, and \$4.9 billion in total deposits
- Following the transaction, PENSICO will operate as a subsidiary of Opus
- The transaction is expected to close in Q2 2016

### Significance of Transaction

- The acquisition positions Opus at the forefront of the alternative asset wealth services business
- PENSICO provides Opus with strong, recurring non-interest income based on assets under custody
- The transaction also presents additional potential revenue opportunities through Opus’ Merchant Bank, Commercial Bank, Retail Bank and Opus Financial Partners, Opus’ broker-dealer subsidiary

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to PENSICO and its Board of Directors
- Highlights FT Partners’ continued success advising a broad range of top-tier strategic investors across the financial technology landscape

### Financial Technology Partners LP FTP Securities LLC

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



**PENSICO**  
TRUST COMPANY

*in its sale to*



**OpusBank**  
BUILD YOUR MASTERPIECE®

*for total consideration of approximately*

**\$ 104,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

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## FT Partners Advises GPS on its £44 million Minority Financing

### Overview of Transaction

- On June 19, 2018, Global Processing Services (“GPS”) announced it has raised £44 million in funding led by Dunedin
  - This is the first external investment accepted by GPS
- Headquartered in Douglas, Isle of Man, with offices in London, UK, GPS is an award-winning proprietary API-based software platform powering leading next generation payments and banking innovators
- GPS is revolutionizing issuer processing by offering disruptive FinTech card programs and mobile first banks with high-speed, direct connectivity to networks and issuers while approving transactions and initiating payment / settlement instructions
  - GPS’ developer friendly platform provides market leading, customizable solutions for card programs requesting specific processing features for their customers
  - Strengths in flexibility, implementation and customer service enable GPS’ clients success with reliable processing and on demand support
- Dunedin is a UK private equity firm targeting buyouts and investments in market leading companies in the UK

### Significance of Transaction

- With this latest minority investment, GPS plans to build a world class sales team, additional data centers and continue to fuel international expansion
- The deal is the UK’s 3rd largest FinTech financing so far in 2018

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to GPS and its Board of Directors
- This transaction underscores FT Partners’ deep Payments domain expertise and 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  
sole strategic and financial advisor to*



*in its minority financing by*

**Dunedin**

*for total consideration of*

**£ 44,000,000**



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## FT Partners Advises Zafin on its Series B Financing

### Overview of Transaction

- On January 23, 2019, Zafin announced it has raised \$17.2 million in Series B financing led by Vistara Capital Partners, Beedie Capital and Accenture Ventures
- Headquartered in Toronto, Zafin is a global leader in financial services software that drives relationship pricing, bundling and rates management strategies for global financial institutions
  - The Company's technology platform is designed to modernize and augment legacy IT infrastructures that underpin the financial services industry
  - Its solutions enable banks to increase revenue generation, drive customer transparency and aid in regulatory compliance, ultimately enhancing the customer experience

### Significance of Transaction

- The new funding will be used to expand sales and marketing growth along with continued product innovation
- Following its strategic alliance with Accenture in December 2018, the two companies will continue to work together in the fields of open banking, core transformation, AI and machine learning

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Zafin
- FT Partners recently advised Zafin on its strategic alliance with and sale of select professional services assets to Accenture
- This transaction underscores FT Partners' versatility and expertise across the FinTech universe 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*



*in its Series B Financing led by*



*for total consideration of*

**\$17,200,000**



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## Award-Winning Investment Banking Franchise Focused on Superior Client Results



**2018** Top Investment Bank in FinTech



Institutional Investor  
Annual Ranking

**2018** Steve McLaughlin Ranked #1 for the Second Year in a Row on Institutional Investor's FinTech 40 List

**2017** Ranked #1 on Institutional Investor's FinTech 40 List

**2015 & 2016** Ranked Top 5 on Institutional Investor's FinTech 35 List

**2006 – 2008** 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

**2018** Corporate / Strategic Deal of the Year

**2018** Cross Border Deal of the Year

**2017** Investment Banker of the Year

**2016** Investment Banking Firm of the Year

**2016** Cross Border Deal of the Year

**2015** Dealmaker of the Year

**2015** Technology Deal of the Year

**2014** Equity Financing Deal of the Year

**2014** Professional Services Deal of the Year, \$100 mm+

**2012** Dealmaker of the Year

**2012** Professional Services Deal of the Year, \$100 mm+

**2011** Boutique Investment Bank of the Year

**2011** Deal of the Decade

**2010** Upper Middle Market Deal of the Year, \$500 mm+

**2010** IT Services Deal of the Year, Below \$500 mm

**2010** Cross-Border Deal of the Year, Below \$500 mm

**2007** Dealmaker of the Year – Steve McLaughlin

**2007** Business to Business Services Deal of the Year

**2007** Computer & Information Tech Deal of the Year, \$100 mm+

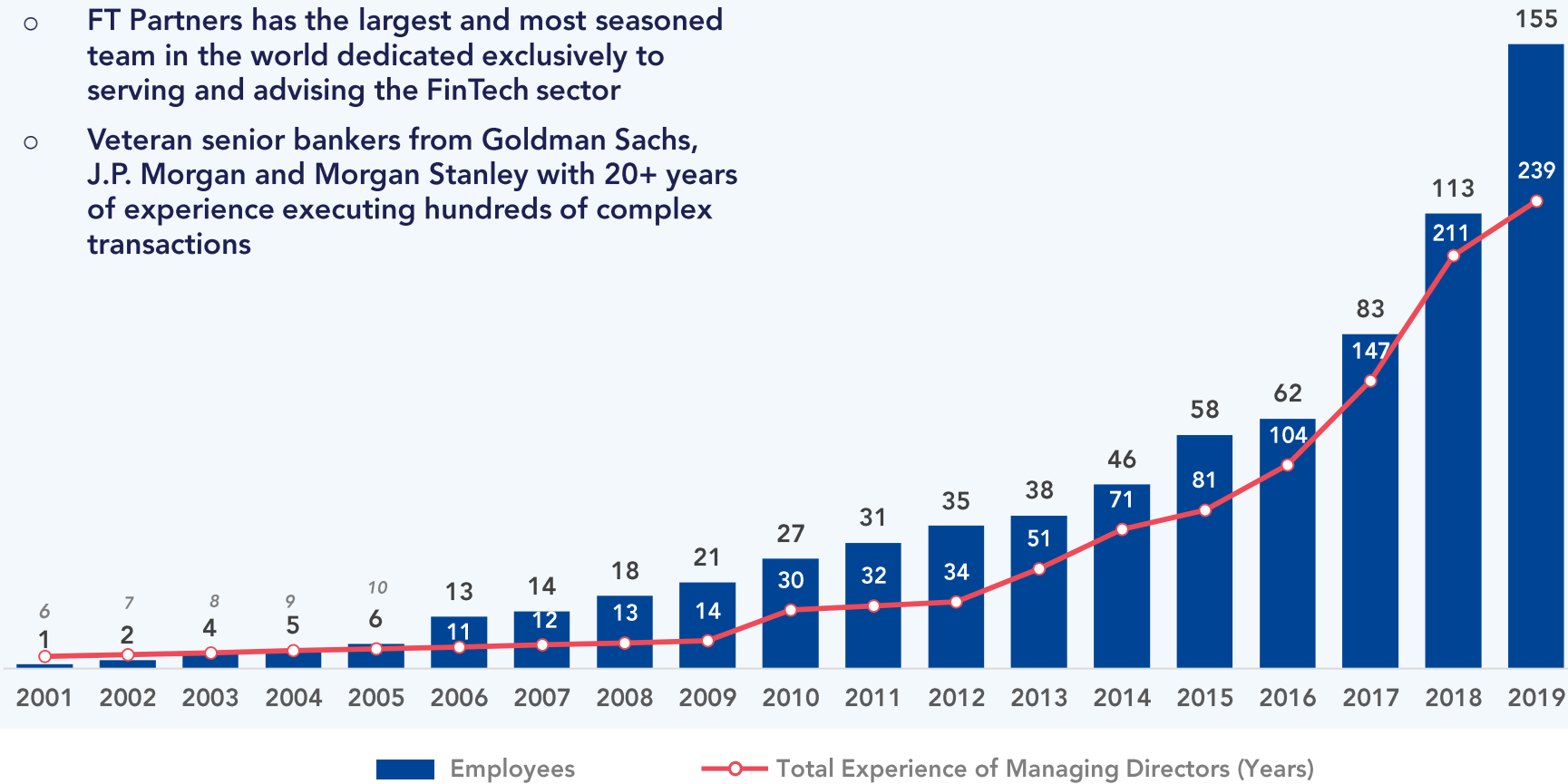
**2007** Financial Services Deal of the Year, \$100 mm+

**2004** Investment Bank of the Year



## 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)



## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> <i>Founder, CEO and Managing Partner</i>		<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>24</b>
<b>Mohit Agnihotri</b> <i>Managing Director</i>	J.P.Morgan	<ul style="list-style-type: none"> <li>Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan</li> <li>Wharton M.B.A.</li> </ul>	<b>17</b>
<b>Kate Crespo</b> <i>Managing Director</i>	RAYMOND JAMES®	<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>17</b>
<b>Larry Furlong</b> <i>Managing Director</i>		<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>23</b>
<b>Osman Khan</b> <i>Managing Director</i>		<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> </ul>	<b>22</b>
<b>Andrew McLaughlin</b> <i>Managing Director</i>	Deloitte.	<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>13</b>
<b>Mike Nelson</b> <i>Managing Director</i>		<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>19</b>
<b>Timm Schipporeit</b> <i>Managing Director</i>		<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>16</b>
<b>Greg Smith</b> <i>Managing Director</i>		<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>23</b>
<b>Tim Wolfe</b> <i>Managing Director</i>		<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>17</b>