

May 12, 2016

Financial Technology Partners

FT Partners Research – Transaction Profile



STELLA POINT
CAPITAL

acquires



from

LINDSAY GOLDBERG

Courtesy of:



***The Only Investment Bank
Focused Exclusively on Financial Technology***

www.ftpartners.com



Financial Technology Partners LP
555 Mission St., 23rd Floor
San Francisco, CA 94105
Tel: 415.512.8700

Steve McLaughlin
Managing Partner
Tel: 415.992.8880

steve.mclaughlin@ftpartners.com

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Stella Point Capital Acquires Intermex Wire Transfer

Transaction Summary

For more details on the money transfer space and other similar acquisitions, please view FT Partners' in-depth research report on [Global Money Transfer](#)



Transaction Summary

- On May 12, 2016, Lindsay Goldberg announced an agreement to sell Intermex Wire Transfer to Stella Point Capital and management
 - The transaction was signed in February 2016
 - The terms of the transaction were not disclosed
- Lindsay Goldberg acquired a majority share in Intermex in 2006 to help accelerate growth in the Latin American markets
 - The Company is now a national provider of money transfer to 16 Latin American countries with over 30,000 payer locations
- The acquisition will close following regulatory approval

Transaction Commentary (Seller)

"We have enjoyed our ten year partnership with founder John Rincon and the strong management team led by Chairman and CEO Bob Lisy," said Lindsay Goldberg Partner John Werwaiss. "During our partnership with management, the flexibility provided by our longterm patient capital allowed the business to expand from a regional provider of money transfer services primarily to Mexico to a national provider with approximately \$4 billion of annual remittance volume to 16 Latin American countries from 45 states. We wish the team great success in the years to come."

LINDSAY GOLDBERG

John Werwaiss
Partner



Transaction Commentary

"Over the past ten years, Intermex has achieved tremendous growth as it expanded its money remittance services beyond the Southeastern U.S. and into Western and Northern U.S. territories, including states where there is significant demand for Latin American money transfers. We believe Intermex is well-positioned for long-term growth as there are many opportunities to further penetrate into current markets and we look forward to working with its talented team of senior executives to support their continued success through multiple initiatives as they grow organically."



STELLA POINT
CAPITAL

Adam Godfrey
Managing Partner



Justin Wender
Managing Partner



"We have known the Stella Point team for many years and are pleased to partner with them to build upon our momentum and further accelerate growth. We remain focused on our growth strategy and are committed to delivering superior customer service to an even broader range of customers seeking money transfers between the U.S. and Latin America. Stella Point has a strong track record of investing and is an ideal partner to help us capitalize on the opportunities that lie ahead."



Robert Lisy
CEO, President
Intermex



Stella Point Capital Acquires Intermex Wire Transfer

Intermex Overview



Company Overview

CEO: Robert Lisy
Headquarters: Miami, FL
Founded: 1994

- Intermex is a leading processor of money transfer services that serves the U.S. to Latin America corridor
- Intermex provides a state-of-the-art system with a network of more than 30,000 payer locations



The Company provides its services in 45 states and in 16 Latin American countries



Computer and telephone-based options are available for wire transfers

- Along with complying with all federal and state regulations governing the money transmitter industry, Intermex is actively involved in preventing money laundering and terrorist financing
- Intermex offers a variety of services including wire transfers, money order, and check cashing

Products & Services Overview



Wire Transfer



The Company's network focuses on bringing loved ones closer together to enable easy money pickup



Intermex offers reliable service



Each individual wire is personal



Money Order



Clients can send up to \$500 in a single order, with two years to deposit



Check Cashing



Intermex is licensed to cash checks in the states of California, Florida, Georgia, Utah and Virginia

Management



Robert Lisy
President, CEO



Jose A. Perez-Villarreal
CAO, CCO



William M. Velez
Chief Information Officer



Jesus Torres
Director of Compliance and Licensing

Stella Point Capital Acquires Intermex Wire Transfer

Stella Point Capital

Selected Contact(s)



STELLA POINT
CAPITAL



Justin Wender
Co-Founder,
Managing Partner



Adam Godfrey
Co-Founder,
Managing Partner



Duane Greenly
Management
Partner



Howard Weiss
CFO

Location(s)

- New York, NY

About

- Founded in 2013 by Justin Wender and Adam Godfrey
- Since 1990, members of the Stella Point Capital team has invested over \$2 bn of capital in more than 35 investments
- Prefer to partner with companies with developed products and services that provide competitive advantages in their markets
- Specialized interest in financial technology, business analytics, and human capital management
- Seeks to partner with innovative businesses that perform critical, non-core services and that are domiciled in the United States, with some international operations
- Prefers to invest in companies with \$50 – 500 mm enterprise value

**FINANCIAL
TECHNOLOGY
PARTNERS**

Investment Preferences

Investment Criteria

Fund Size:	NA
Fund Raised:	NA
Investment Range:	≥\$20 mm
Revenue:	NA
EBITDA:	NA

General Preferences¹

Control:	<i>Majority, Minority</i>
Geography:	North America
Transaction Type:	Growth, <i>Buyout</i>
Industry Focus:	Technology, Industrial, Consumer, Business Services

Select Recent Investments / Exits

FinTech / Financial Services Investments²

Date	Company	Deal Amt. ³	Board Rep.	Sector
07/14	First American Payment (<i>Buyout</i>)	\$600	NA	Pymts

Source: FT Partners Proprietary Transaction Database, PitchBook, company website.

1) Italics indicate preferred control / geography.

2) * denotes M&A exit; ** denotes IPO exit.

3) Deal Amount in mm.

Stella Point Capital Acquires Intermex Wire Transfer

Lindsay Goldberg

Selected Contact(s)

LINDSAY GOLDBERG



Alan Goldberg
Co-Founder &
Managing Partner



Robert Lindsay
Co-Founder &
Managing Partner



John Werwaiss
Partner



Robert Roriston
Partner

Location(s)

- New York, NY

About

- Founded in 2001 by Alan Goldberg and Robert Lindsay
- Has invested in over 150 companies since inception, with an aggregate enterprise value of over \$21bn
- Invests in a wide variety of industries primarily across North America, but particularly interested in traditional financial services platforms
- Does not utilize traditional investment horizons, with the ability to deploy capital for up to 10 years
- Partners with portfolio companies' existing management teams through strategic acquisitions, product extensions and geographic expansion

Investment Preferences

Investment Criteria

Fund Size:	\$4,700 mm
Fund Raised:	2008
Investment Range:	NA
Revenue:	NA
EBITDA:	NA

General Preferences¹

Control:	Majority
Geography:	North America, Western Europe
Transaction Type:	Growth, Buyout, Secondary
Industry Focus:	NA

Select Recent Investments / Exits

FinTech / Financial Services Investments²

Date	Company	Deal Amt.	Board Rep.	Sector
04/11	eSecuritel (Secondary)	NA	Alan Goldberg	Ins
09/10	Aviv REIT (Omega)*	NA	Alan Goldberg	CapMkts
03/08	Duff Capital Advisors (PE Growth)	\$500	NA	CapMkts
01/07	Federal Way (PE Growth)	NA	Alan Goldberg	CapMkts
01/07	Investment Risk Management (MBO)	NA	NA	CapMkts
07/06	Intermex Wire Transfer (MBO)	150	NA	Pymts
12/05	Alliant Insurance (Blackstone)*	NA	NA	Ins
04/03	First American Payment Systems (OTPP)*	NA	NA	Pymts

Other Notable Technology Investments²

Date	Company	Deal Amt.	Board Rep.	Sector
06/15	A-T Solutions (Secondary)*	NA	Russell Triedman	Defense
03/15	ECS Federal (PE Growth)	NA	Russell Triedman	Gov
09/07	Rosetta (Publicis Groupe)*	\$250	NA	Media
07/07	Brightstar (Softbank)*	283	Alan Goldberg	Mobile

Overview of FT Partners















Selected International Payments Transactions (2009 to Present)

Selected FT Partners Deals Noted	Seller	Buyer / Investor(s)	Announce Date	Transaction Value (\$ in mm)
			04/26/16	\$39
			03/29/16	65
			08/11/15	310+
			06/15/15	20
			02/18/15	100
			01/25/15	58
			08/29/14	351
			05/10/14	244
		Sale / IPO	09/23/13	480
			07/05/11	971
			05/07/09	371

FT Partners has advised on several of the largest and most prominent transactions in the International Payment Specialists space

Overview of FT Partners

Leading Advisor in the Global Money Transfer Sector

Financial Technology Partners LP FTP Securities LLC	Financial Technology Partners LP FTP Securities LLC	Financial Technology Partners LP FTP Securities LLC	Financial Technology Partners LP FTP Securities LLC	Financial Technology Partners LP FTP Securities LLC
<p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p>  <p>in its growth financing led by</p>  <p>for total consideration of</p> <p>\$ 38,500,000</p>  <p>The Only Investment Bank Focused Exclusively on Financial Technology www.ftpartners.com</p>	<p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p>  <p>in its sale to</p>  <p>for a total consideration of</p> <p>\$310,000,000+</p>  <p>The Only Investment Bank Focused Exclusively on Financial Technology www.ftpartners.com</p>	<p>is pleased to announce its exclusive role as strategic and financial advisor to</p>  <p>in its Series B financing led by</p>  <p>for approximately</p> <p>\$ 20,000,000</p>  <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>is pleased to announce its role as exclusive Financial, Strategic and IPO Advisor to</p>  <p>in its</p> <p>Initial Public Offering</p> <p>valuing the equity at</p> <p>A\$480,000,000</p>  <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p>  <p>in its sale to</p>  <p>for a total cash consideration of</p> <p>US\$ 370,000,000</p>  <p>The Only Investment Bank Focused Exclusively on Financial Technology www.ftpartners.com</p>
<p><i>Largest independent consumer-centric mobile money transmitter in the United States</i></p>	<p><i>Leading, privately-owned, non-bank provider of non-cash foreign exchange and payments solutions to private and corporate clients</i></p>	<p><i>Global payment processing business providing internet and mobile-based inter-country consumer money transfer services</i></p>	<p><i>International payment specialist providing online international payment services for consumer and business clients</i></p>	<p><i>Leading independent provider of robust, multi-channel, international B2B payment solutions</i></p>

Overview of FT Partners

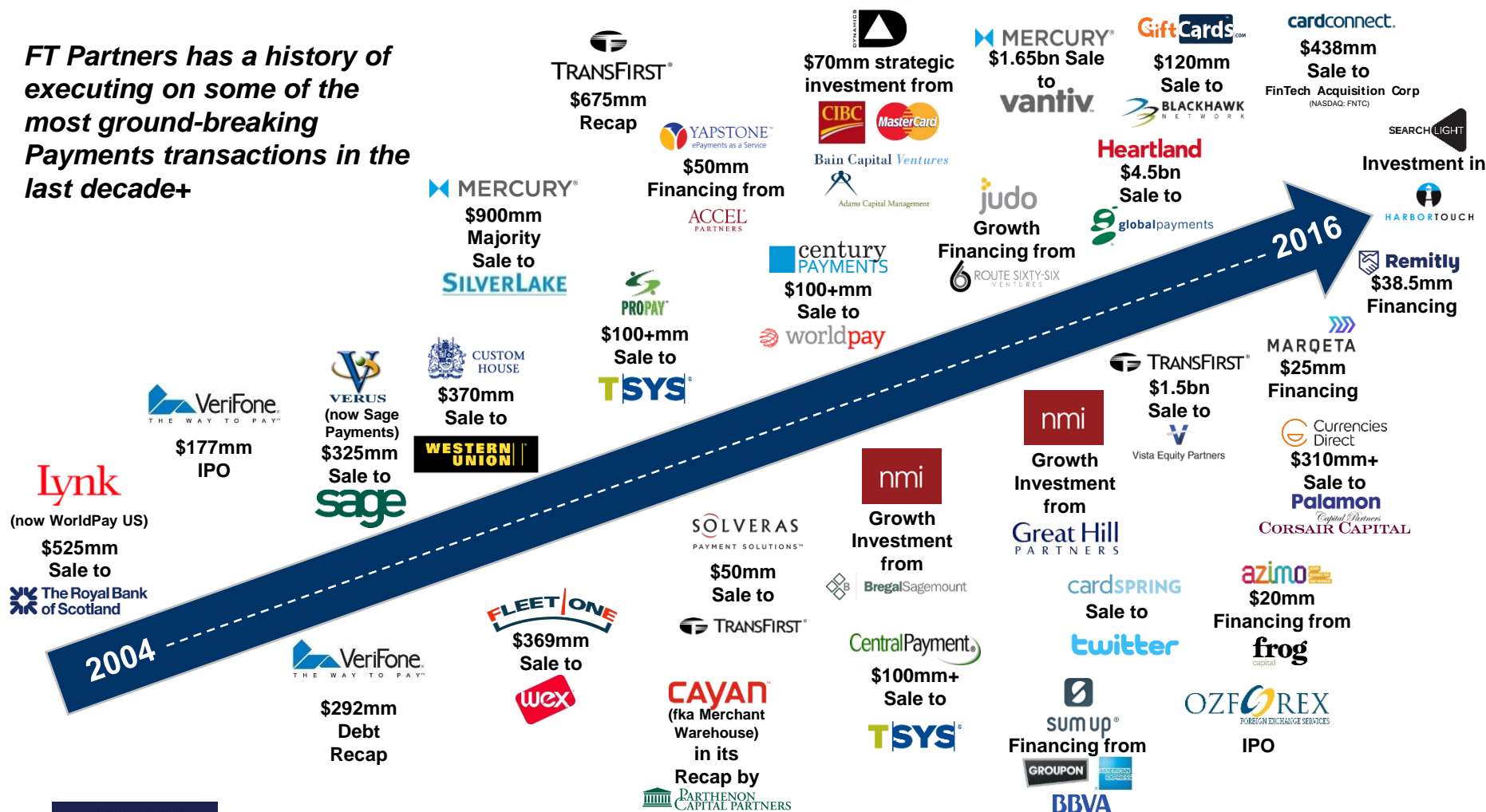
Proven Track Record of Success Across the Payments Sector

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p>Heartland</p> <p>in its sale to</p> <p>globalpayments</p> <p>for total consideration of</p> <p>\$ 4,300,000,000</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>MERCURY</p> <p>in its cash sale to</p> <p>vantiv</p> <p>for total consideration of approximately</p> <p>\$1,650,000,000</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>MERCURY</p> <p>in its approximately 60% majority sale to</p> <p>SILVERLAKE</p> <p>for aggregate consideration of approx.</p> <p>\$ 900,000,000</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>azimo</p> <p>in its Series B financing led by</p> <p>frog</p> <p>capital for approximately</p> <p>\$ 20,000,000</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>YAPSTONE</p> <p>POWERING PAYMENTS</p> <p>in its debt financing by</p> <p>BregalSagemount Comerica Bank</p> <p>totaling approximately</p> <p>\$ 60,000,000</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>OZFOREX</p> <p>FOREIGN EXCHANGE SERVICES</p> <p>in its</p> <p>Initial Public Offering</p> <p>valuing the equity at approximately</p> <p>A\$480,000,000</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 advisor to</p> <p>CIBC</p> <p>in its strategic investment in</p> <p>MasterCard</p> <p>with additional participation from</p> <p>Bain Capital Ventures</p> <p>\$70,000,000</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>VERUS</p> <p>in its sale to</p> <p>sage</p> <p>for cash consideration of approximately</p> <p>\$ 325,000,000</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>MARQETA</p> <p>in its Series C minority financing from</p> <p>COMMERZ VENTURES</p> <p>83NORTH CV</p> <p>for total consideration of approximately</p> <p>\$ 25,000,000</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>FLEET ONE</p> <p>in its cash sale to</p> <p>wex</p> <p>for total consideration of approximately</p> <p>\$ 369,000,000</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>NMI</p> <p>NETWORK MERCHANTS INC.</p> <p>in its growth investment by</p> <p>BregalSagemount</p> <p>for a total valuation of nearly</p> <p>\$ 200,000,000</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>Currencies Direct</p> <p>in its sale to</p> <p>Palamon</p> <p>CORSAIR CAPITAL</p> <p>for a total consideration of</p> <p>\$310,000,000+</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>TRANSFIRST</p> <p>in its cash sale to</p> <p>Vista Equity Partners</p> <p>from</p> <p>WCAS</p> <p>\$1,500,000,000</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>jack henry & ASSOCIATES INC.</p> <p>in its acquisition of</p> <p>iPayTechnologies</p> <p>for total consideration of approximately</p> <p>\$ 300,000,000</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>CUSTOM HOUSE</p> <p>in its sale to</p> <p>WESTERN UNION</p> <p>for total cash consideration of approximately</p> <p>\$ 370,000,000</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>VeriFone</p> <p>THE WAY TO PAY™</p> <p>in its</p> <p>\$177,000,000</p> <p>Initial Public Offering</p> <p>valuing the equity at approximately</p> <p>\$ 650,000,000</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>PROPAY</p> <p>in its sale to</p> <p>TSYS</p> <p>\$ 100,000,000+</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>lynk</p> <p>in its sale to</p> <p>The Royal Bank of Scotland</p> <p>for cash consideration of approximately</p> <p>\$ 525,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

Overview of FT Partners

Timeline of Selected FT Partners Payment Processing Transactions

FT Partners has a history of executing on some of the most ground-breaking Payments transactions in the last decade+



Overview of FT Partners

Award-Winning Investment Banking Franchise Focused on Superior Client Results

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor
Awards

2016	<ul style="list-style-type: none"> ■ Investment Banking Firm of the Year ■ Cross Border Deal of the Year
2015	<ul style="list-style-type: none"> ■ Dealmaker of the Year ■ Technology Deal of the Year
2014	<ul style="list-style-type: none"> ■ Equity Financing Deal of the Year ■ Professional Services Deal of the Year, Above \$100mm
2012	<ul style="list-style-type: none"> ■ Dealmaker of the Year ■ Professional Services Deal of the Year, Above \$100mm
2011	<ul style="list-style-type: none"> ■ Boutique Investment Bank of the Year ■ Deal of the Decade ■ <i>10 Deal of the Year Nominations Across 9 Categories</i>
2010	<ul style="list-style-type: none"> ■ Upper Middle Market Deal of the Year, Above \$500 mm ■ IT Services Deal of the Year, Below \$500mm ■ Cross-Border Deal of the Year, Below \$500mm
2007	<ul style="list-style-type: none"> ■ Dealmaker of the Year – Steve McLaughlin ■ Business to Business Services Deal of the Year ■ Computer and Information Technology Deal of the Year, Above \$100mm ■ Financial Services Deal of the Year, Above \$100mm



Institutional Investor
Annual Ranking

2015	■ Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List
2006-2008	■ Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology









Middle Market
Financing Awards

2008	<ul style="list-style-type: none"> ■ Equity Financing Dealmaker of the Year – Steve McLaughlin ■ Information Technology Deal of the Year ■ Financial Services Deal of the Year
2006	<ul style="list-style-type: none"> ■ Financing Professional of the Year – Steve McLaughlin ■ <i>Financing Deal of the Year - Equity</i> ■ <i>Financing Deal of the Year - Debt</i>

Note: **Bold** represents awards that FT Partners has won, *italics* represents nominations.

Overview of FT Partners

The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
Steve McLaughlin <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York and San Francisco from 1995-2002 Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share) Wharton M.B.A. 	21
Larry Furlong <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. in New York, London and Los Angeles beginning in 1995 Wharton M.B.A. 	21
Greg Smith <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Sterne Agee Recent coverage included V, MA, TSS, GPN, HPY DST, ENV, FISV, FIS, JKHY, WU & EEFT among others 	20
Steve Stout <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with J.P. Morgan and UBS Formerly Global Head of Strategy at First Data 	18
Tim Wolfe <i>Managing Director</i>		<ul style="list-style-type: none"> Formerly with Goldman, Sachs & Co. beginning in 2000 Started at FT Partners beginning in 2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. 	14
Andrew McLaughlin <i>Managing Director, Research & Business Development</i>		<ul style="list-style-type: none"> Leads FT Partners' Research and Business Development Team Formerly with Deloitte Consulting 	10