

December 15, 2014
Financial Technology Partners LP
FTP Securities LLC
Transaction Profile:



raises

\$250,000,000

in financing led by



Courtesy of:



The Only Investment Bank
Focused Exclusively on Financial Technology

www.ftpartners.com



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Adyen Raises \$250 million in Financing

Transaction Summary & Adyen Overview

“Adyen is at the forefront of a rapidly globalizing payments market with tremendous growth potential. In addition to exponential growth in e-commerce, we are also seeing a rise in consumer demand for integrated experiences across in-store and online shopping. Considering the inherent opportunities in both of these trends, we believe that Adyen is well-positioned to extend its position as the leading global payments solution in the years to come.”

- Jonathan Korngold,
Managing Director,
General Atlantic

Transaction Summary

- On December 16, 2014, Adyen announced that it closed \$250 million in financing led by General Atlantic
 - Temasek, Index Ventures and existing investor Felicis Ventures also participated in the round
- The additional capital will be used by Adyen to further accelerate growth, continue its international expansion and fuel global adoption of its platform, with emphasis in the North American and Asia Pacific markets
 - This funding will allow the company to continue to build innovative tools to help its customers capitalize on the vast omni-channel opportunity

Previous Equity Financing

Date	Size (\$ mm)	Lead Investors
06/06/14	16	 Felicis Ventures

Adyen Overview

- CEO:** Pieter van der Does
Headquarters: Amsterdam, Netherlands
Founded: 2006
Employees: 190
- Adyen offers a global, omni-channel payment platform that enables businesses to accept any type of payment, anywhere in the world, across any payment channel
 - The Company serves more than 3,500 customers globally, including four of the five largest US internet companies
 - Serves Facebook, Spotify and Airbnb
 - Enables merchants to accept payments from nearly every country in 187 currencies
 - Accepts more than 250 payment methods, including Apple Pay, Alipay in China, Boletos in Brazil and Qiwi in Russia
 - This year, the Company has experienced a 100% annual increase in payment transaction volume and revenue
 - The Company's only prior round of financing occurred on June 6, 2014, when it raised \$16 mm from Felicis Ventures



Adyen Raises \$250 million in Financing

Omni-Channel Payment Solutions

Online Payments

- **Hosted Payment Pages:** Enables customized ready-to-use payment pages with all transactions routed through Adyen's server; allows its clients to have over 250 local and international payment methods for their customers to choose from when checking out
- **Direct API:** Businesses can use their own payment pages through direct application programming interface (API) integration
- **Encryption:** Solution enables businesses to accept payments on their own payment pages while payment data is encrypted in the shoppers' browsers

Mobile Payments

- **Flexible Skin Technology:** For customers who use the 'ready-to-use' payment pages, Adyen's flexible skin technology allows them to fully adapt payment pages to their desired look and feel
- **One-Click Checkout:** During checkout, shoppers can choose to have their payment details remembered and stored for websites and apps in Adyen's secure platform
- **Local Payment Methods for Mobile:** Adyen can add mobile alternative payment methods such as Boleto and iDEAL; by connecting to Adyen's service, customers can add new payment methods easily as they become available for mobile

Point-of-Sale Payments

- **Countertop Terminals:** Adyen provides "traditional" countertop payment processing solutions
- **Mobile Point-of-Sale:** The Adyen Shuttle enables customers to pay using an mPOS solution
- **In-store Kiosks and Unattended Terminals:** Merchants can convert their existing e-commerce solution into an in-store kiosk with an integrated payment terminal

Adyen Raises \$250 million in Financing

Management Overview

Pieter van der Does
Co-Founder,
Chief Executive Officer



- Co-founded Adyen in 2006 and currently serves as the Company's CEO
- Since launching Adyen, the business has grown from a startup into a global operation with over 3,500 customers, averaging double-digit annual growth since 2007

Arnout Schuijff
Co-Founder,
Chief Technology Officer



- Co-founder and CTO at Adyen
- Co-founded Bibit, an international payment service provider, that was eventually acquired by the Royal Bank of Scotland in 2004

Ingo Uytdehaage
Chief Financial Officer



- Joined Adyen as the Company's CFO in 2011
- Before joining Adyen, Ingo held the position of Finance Director at KPN in The Hague

Roelant Prins
Chief Commerce Officer



- Joined Adyen in 2007 and currently serves as the Company's CCO
- Before joining Adyen, he managed the team responsible for corporate sales in the UK for the payments division within Royal Bank of Scotland Group

Adyen Raises \$250 million in Financing




















Selected Online / Payment Service Provider Transactions

Target	Buyer(s) / Investor(s)	Transaction Type	Date	Transaction Value (\$ in mm)
	Bain Capital <i>Ventures</i> 	Financing	12/08/14	70
		Financing	12/02/14	70
		Financing	10/27/14	40
		M&A	10/23/14	840
		M&A	10/13/14	na
		M&A	07/02/14	1,119
		M&A	05/12/14	1,650
NETWORK MERCHANTS INC <small>nmi.com</small>		Financing	05/06/14	na
		M&A	03/24/14	3,140

Sources: FT Partners' proprietary transaction database.

Adyen Raises \$250 million in Financing

Selected Online / Payment Service Provider Transactions (cont.)

Target	Buyer(s) / Investor(s)	Transaction Type	Date	Transaction Value (\$ in mm)
	  	Financing	01/22/14	80
		Financing	11/27/13	na
		Financing	09/18/13	na
		Financing	08/28/13	40
		M&A	08/19/13	800
		M&A	01/29/13	535
	 	Financing	01/24/13	na
		M&A	04/14/10	na

Overview of FT Partners

FT Partners is the Leader in Financial Technology Investment Banking

Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as advisor to



in its strategic investment in



with additional participation from



for total consideration of approximately

\$70,000,000



The Only Investment Bank
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its approximately 60% majority sale to



for aggregate consideration of approx.

\$ 700,000,000



The Only Investment Bank
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its 80% majority sale to




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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



In its sale to




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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



in its

Initial Public Offering


valuing the equity at approximately

A\$480,000,000




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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



\$ 100,000,000+



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



in its cash sale to



for total consideration of approximately

\$1,650,000,000



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



in its sale to



for cash consideration of approximately

\$ 325,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC
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in its Strategic Investment by



\$ 100,000,000+



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



in its cash sale to



for total consideration of approximately

\$ 369,000,000



The Only Investment Bank
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its growth investment by



for a total valuation of nearly

\$ 200,000,000



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in its sale to



a portfolio company of





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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its role as strategic and financial advisor to



in its sale to




from




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




in its acquisition of



for total consideration of approximately

\$ 300,000,000



The Only Investment Bank
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to



in its minority investment led by



For total consideration of approximately

\$ 50,000,000



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



in its

\$177,000,000

Initial Public Offering

valuing the equity at approximately

\$ 650,000,000



The Only Investment Bank
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Financial Technology Partners LP
FTP Securities LLC
is pleased to announce its exclusive role as sole strategic and financial advisor to



First In Secure Electronic Payments

in its debt financing co-led by

Bank of America Merrill Lynch
Deutsche Bank
GE Capital

totaling

\$ 675,000,000



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



in its sale to



for cash consideration of approximately

\$ 525,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

- 2014 ■ **Equity Financing Deal of the Year**
■ Professional Services Deal of the Year, Above \$100mm
- 2012 ■ **Dealmaker of the Year**
■ Professional Services Deal of the Year, Above \$100 mm
- 2011 ■ **Boutique Investment Bank of the Year**
■ Deal of the Decade
■ *10 Deal of the Year Nominations Across 9 Categories*
- 2010 ■ **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 ■ **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



- 2006-2008 ■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology



Middle Market Financing Awards

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