

March 29, 2022

# 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  
Financial Advisor to

*zimpler*

on its investment led by

**NORDSTJERNAN**  
**GROWTH**

## Zimpler's Minority Investment

### Overview of Transaction

- On March 29, 2022 Zimpler announced it has received a minority investment from Nordstjernan Growth
- Zimpler is a Sweden-based full stack payment solution that gives merchant access to instant bank payments and payouts as well as compliance solutions
- Zimpler is building the next-gen global Account to Account ("A2A") payments platform, it is currently active in 7 countries and currently tackling multiple verticals
- Nordstjernan Growth is investing in Zimpler with the ambition to back an outstanding management team building a global payments company within account-to-account payments, across a vast number of markets and verticals
- Nordstjernan Growth will be a long-term partner, with the funds and ambition to deploy substantial further capital over time to support Zimpler growth agenda

### Significance of Transaction

- Through this investment, Zimpler plans to strengthen its position in existing geographies and boost its product and geo expansion initiatives

### FT Partners' Role

- FT Partners served as exclusive financial advisor to Zimpler
- This transaction underscores FT Partners' deep FinTech expertise and its continued success in providing advisory to top-tier FinTech companies

#### Financial Technology Partners LP FTP Securities LLC

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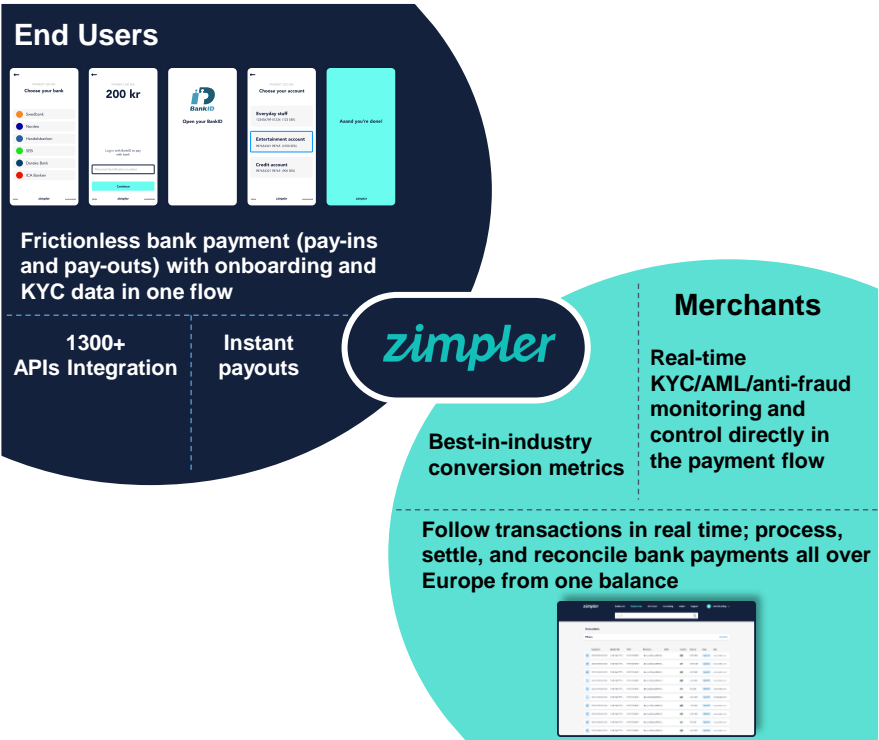
## Zimpler Overview

### Company Overview



CEO:	Johan Strand
Founded:	2012
Headquarters:	Stockholm, Sweden
Employees	120+
<ul style="list-style-type: none"><li>• Zimpler is a fast-growing FinTech company creating simpler and more secure transactions for companies and people around the world</li><li>• The Company started in Sweden and quickly became a key player in the Nordics, Germany as well as Estonia, and the Netherlands</li><li>• Zimpler offers instant account-to-account payment solutions used by merchants within various segments like travel, e-commerce or creator economy</li><li>• Earlier this year, the company went live with its new B2B account-to-account solution, designed to simplify in- and outgoing payments for merchants</li><li>• The Company is led by a highly experienced management team with strong expertise in the payment industry</li></ul>	

### Value Proposition



### Key Stats

**+176%**  
Volume growth in  
2021

**SEK 10Bn**  
Volumes per year

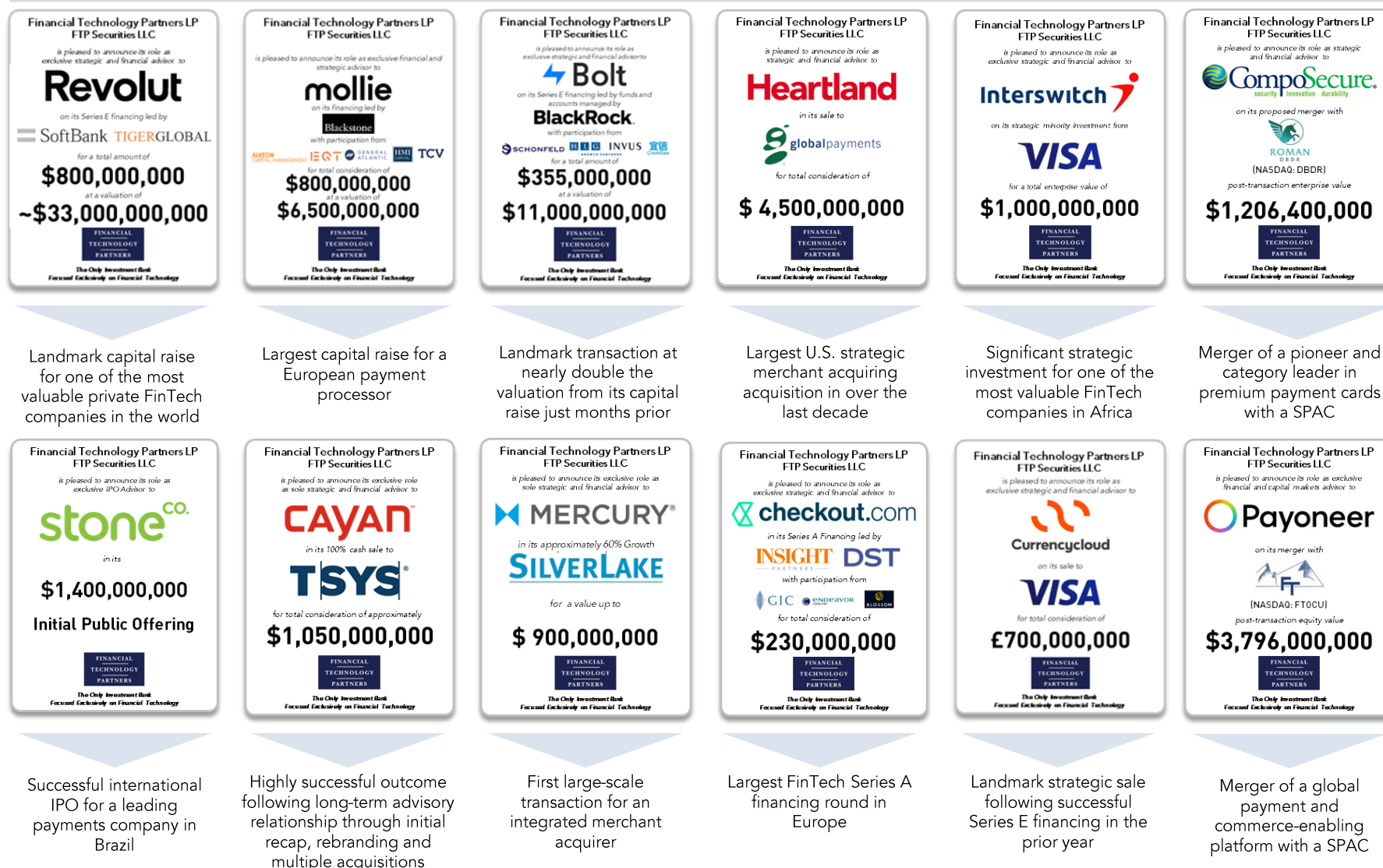
**+175%**  
Revenue growth  
in 2021

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES

**zimpler**

## Ground-Breaking Payments Transactions Pioneered by FT Partners



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

### Overview of Transaction

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

### Significance of Transaction

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

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Bolt
  - FT Partners previously advised Bolt on its [~\\$393 million financing](#) in October 2021
- This transaction underscores FT Partners' deep payments and e-commerce domain expertise and successful track record of driving optimal outcomes for high growth FinTech companies globally

### Financial Technology Partners LP FTP Securities LLC

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



*on its Series E financing led by funds and  
accounts managed by*

**BlackRock**

*with participation from*



*for a total amount of*

**\$355,000,000**

*at a valuation of*

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



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## FT Partners Advises Mollie on its \$800 million Financing

### Overview of Transaction

- On June 22, 2021, Mollie announced that it raised \$800 million in financing from global investors including Blackstone Growth (BXG), EQT Partners, General Atlantic, HMI Capital and Alkeon Capital Management
- TCV who led the Series B investment in September 2020 also participated in the funding round
- Mollie is one of the fastest growing and largest PSPs in Europe, serving more than 120,000 monthly active merchants across the continent
- In 2020, Mollie processed more than 10 billion Euros in transactions and is on track to handle more than 20 billion Euros during 2021
- Mollie's best-in-class products, simple and transparent pricing and excellent customer service, alongside its no lock-in contracts, have driven rapid growth both during the pandemic and the months following relaxation of lockdown restrictions across Europe
- Today, Mollie has around 480 employees and plans to hire 300 new team members in the next six-to-nine months

### Significance of Transaction

- The funding will fuel Mollie's continuous expansion within Europe and beyond, and support the investments in its technology platform and expansion of its product portfolio beyond payments into financial services for SMEs
- Mollie is now one of the top five most valuable FinTechs in Europe, and one of the top 20 most valuable FinTechs in the world

### FT Partners' Role

- FT Partners acted as exclusive financial and strategic advisor to Mollie
- This transaction underscores FT Partners' deep Payments domain expertise and successful track record of generating favorable outcomes for leading companies in the space

### Financial Technology Partners LP FTP Securities LLC

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

**mollie**

*on its financing led by*

**Blackstone**

*with participation from*

**ALKEON**  
CAPITAL MANAGEMENT

**EQT**

**GENERAL**  
ATLANTIC

**HMI**  
CAPITAL

**TCV**

*for total consideration of*

**\$800,000,000**

*at a valuation of*

**\$6,500,000,000**

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TECHNOLOGY  
PARTNERS**

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## FT Partners Advises SpotOn on its Series E Financing

### Overview of Transaction

- On September 13, 2021, SpotOn announced that it has raised \$300 million in its Series E financing round led by Andreessen Horowitz
  - This round included participation from current investors, including DST Global, 01 Advisors, Dragoner Investment Group, Franklin Templeton, and Mubadala Investment Company, as well as new investors Wellington Management and Coatue Management
  - The round values SpotOn at \$3.15 billion, up from \$1.875 billion in its Series D only four months ago
- SpotOn, founded in 2017 and based in San Francisco, is one of the fastest-growing software and payments companies with comprehensive solutions for restaurants and retail businesses
- Known for its rapid innovation and customer service, SpotOn offers an end-to-end, integrated platform, acting as the foundation of its clients' operations

### Significance of Transaction

- SpotOn plans to use the funding to acquire Appetize, a leading digital and mobile commerce platform for enterprise businesses such as sports and entertainment venues, theme parks, campuses, and more
  - The acquisition leverages SpotOn's SMB expertise and Appetize's enterprise acumen to focus on a broader market that is beneficial for all clients
  - Appetize enhances SpotOn's ability to address the middle market through the combination of SpotOn's superb field sales coverage across the country and Appetize's enterprise product platform

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to SpotOn
  - FT Partners previously advised SpotOn on its [\\$150 million Series D financing](#) in May 2021
- This transaction highlights FT Partners' deep domain expertise across Payments and software businesses, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

### Financial Technology Partners LP FTP Securities LLC

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



*on its Series E financing led by*

**andreessen.  
horowitz**

*for a total amount of*

**\$300,000,000**

*at a valuation of*

**\$3,150,000,000**



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## FT Partners Advises CloudWalk on its \$150 million Series C Financing

### Overview of Transaction

- On November 17, 2021, CloudWalk announced that it had raised \$150 million of capital in its Series C financing
- The investment was led by existing investor Coatue Management with participation from DST Global, A-Star, The Hive Brazil, Plug and Play Ventures, Valor Capital Group, angel investor Gokul Rajaram and American football players Larry Fitzgerald and Kelvin Beachum
- Headquartered in São Paulo, Brazil, CloudWalk is a global payments company born with the mission to revolutionize the payment ecosystem for small and medium business merchants and their customers through the most innovative technologies such as artificial intelligence and blockchain
- CloudWalk provides merchant acquiring services, data processing services, and sells Point-of-Sale solutions to the Company's ~150,000 active merchants located in 4,300+ cities and towns across the country

### Significance of Transaction

- The funds raised in the Series C will be used to further accelerate CloudWalk's growth by fueling ongoing innovation of its existing product portfolio, development of new cutting-edge solutions – including improvements to leverage the blockchain – and hiring best-in-class global technology talent

### FT Partners' Role

- FT Partners served as the exclusive financial and strategic advisor to CloudWalk
  - FT Partners previously advised CloudWalk on its \$190 million [Series B financing](#) in May 2021
- This transaction highlights FT Partners' deep domain expertise in the Payments sector, as well as its successful track record generating highly favorable outcomes for high-growth, Brazilian FinTech companies

#### Financial Technology Partners LP FTP Securities LLC

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



**cloudwalk**

*on its Series C financing led by*

**COATUE**

*for a total consideration of*

**\$150,000,000**

*at a valuation of*

**~\$2,150,000,000**



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## FT Partners Advises Currencycloud on its Sale to Visa

### Overview of Transaction

- On July 22, 2021, Visa announced it has signed a definitive agreement to acquire Currencycloud for £700 million (~\$1 billion), inclusive of cash and retention incentives
- Launched in 2012, Currencycloud is a comprehensive B2B cross-border infrastructure product that enables clients to build their own “platform” by offering different APIs across five modules– collect, convert, manage, pay, and Currencycloud spark
- Currencycloud is headquartered in London with offices in New York, Amsterdam, Cardiff & Singapore. Since 2012, the company has processed more than \$100 billion to over 180 countries

### Significance of Transaction

- Currencycloud will strengthen Visa’s existing foreign exchange capabilities by extending them to better serve financial institutions, FinTechs and partners while enabling new use cases and payment flows
- Currencycloud will accelerate the time-to-market and improve payment transparency for clients looking to offer flexible, digital-first, international payment services that provide better visibility and control to consumers and businesses around the world
- The addition of Currencycloud’s capabilities to Visa’s network will widen access to innovative international payment products that help businesses meet their cross-border needs

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Currencycloud
- FT Partners previously advised Currencycloud on its \$80 million [Series E financing](#) in 2020
- This transaction underscores FT Partners’ deep domain expertise and unrivaled track record in the FX / Cross Border Payments space

### Financial Technology Partners LP FTP Securities LLC

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



**Currencycloud**

*on its sale to*

**VISA**

*for total consideration of*

**~\$1,000,000,000**



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## FT Partners Advises BillingTree on its \$503 million Sale to REPAY

### Overview of Transaction

- On May 10, 2021, Repay Holdings Corporation (NASDAQ: RPAY) ("REPAY"), a leading provider of vertically-integrated payment solutions, announced it has signed a definitive agreement to acquire BillingTree for approximately \$503 million
  - The acquisition will be financed with approximately \$275 million in cash from REPAY's balance sheet and \$228 million in newly issued shares of REPAY Class A common stock
  - The transaction is subject to certain customary closing conditions and is expected to close by the end of the second quarter of 2021
- BillingTree, founded in 2003 and headquartered in Scottsdale, AZ, is a leading provider of omni-channel payment solutions that help organizations get paid faster and more efficiently

### Significance of Transaction

- The acquisition brings together two leading providers of integrated payment solutions, further expanding REPAY's position in Healthcare, Credit Unions, Accounts Receivable Management (ARM) and Energy
- The addition of BillingTree's 1,650+ clients and over 50 ISV Partners enhances REPAY's scale and client diversification
- BillingTree's existing Healthcare, Credit Union, ARM, and Energy verticals provide access to an estimated annual payment volume opportunity of over \$700 billion
- The scale, capabilities, and infrastructure of the combined platform presents significant opportunities for cost savings and increased efficiencies

### FT Partners' Role

- Financial Technology Partners and FTP Securities ("FT Partners") served as strategic and financial advisor to BillingTree
- This transaction underscores FT Partners' deep domain expertise in Payments, as well as our successful track record in generating highly favorable, category-defining outcomes for our clients

### Financial Technology Partners LP FTP Securities LLC

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



*on its sale to*

REPAY®

Realtime Electronic Payments

*for total consideration of*

**\$503,000,000**



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## FT Partners Advises Blackstone on its Investment in Currencies Direct

### Overview of Transaction

- On March 8, 2022, Blackstone announced it has agreed to make a £140 million strategic investment in Currencies Direct
- Currencies Direct is a leading global provider of digital foreign exchange and international payment services to private clients and small and medium sized enterprises
- Blackstone will join the Currencies Direct Board of Directors. Palamon and Corsair will retain their majority co-controlling stake in the Company and will partner with Blackstone to accelerate Currencies Direct's organic growth ambitions and target M&A opportunities across B2B, B2B2C and B2C platforms globally

### Significance of Transaction

- Through this investment, Blackstone will accelerate Currencies Direct's organic growth ambitions and target M&A opportunities across B2B, B2B2C and B2C platforms globally

### FT Partners' Role

- FT Partners served as financial advisor to Blackstone
- FT Partners previously advised [Currencies Direct on its sale to Palamon Capital Partners and Corsair Capital in 2015](#)
- This transaction underscores FT Partners' deep FinTech expertise and its continued success in providing buy side advisory to top-tier financial sponsors

### Financial Technology Partners LP FTP Securities LLC

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

**Blackstone**

*on its Proposed Investment in*

 **Currencies  
Direct**

*for total consideration of*

**£140,000,000**

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## FT Partners Advises Payrix on its Sale to FIS

### Overview of Transaction

- On February 14, 2022, FIS (NYSE: FIS) announced it has agreed to acquire Payrix from an investor group led by Blue Star Innovation Partners and Providence Strategic Growth
- Founded in 2015, Payrix is an innovative FinTech company that specializes in servicing software as a service (SaaS) companies who want to embed payments into their offerings and enhance the payments experience
  - The Company provides the tools to create a seamless, embedded user experience and offers clients the choice of payment facilitation-as-a-service (PFaaS) or a full payment infrastructure (payment IaaS) product based on business appetite
- FIS is a leading provider of technology solutions for merchants, banks and capital markets firms globally

### Significance of Transaction

- The acquisition allows FIS to enhance embedded payments and finance experiences for small- and medium- sized businesses (SMBs) in any industry, accelerating the Company's fast-growing e-commerce business
- FIS will further capitalize on the fast-growing demand for embedded finance capabilities by combining Payrix's industry-leading automated underwriting and onboarding capabilities with Worldpay

### FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Payrix
- This transaction underscores FT Partners' deep payments domain expertise and successful track record of generating favorable outcomes for leading FinTech companies globally

### Financial Technology Partners LP FTP Securities LLC

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

[ ] **Payrix**

*on its sale to*

**FIS**

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## FT Partners Advises PPRO on its Acquisition of Alpha Fintech

### Overview of Transaction

- On March [8], 2022, PPRO announced it has signed a definitive agreement to acquire paytech company Alpha Fintech
- Alpha provides a next-generation omnichannel payment platform for Banks, Payment Service Providers, and other FinTechs, including New Zealand's BNZ and Southeast Asia's super app Grab
  - An enabler of rapid growth, in addition to merchant management and payment processing, Alpha's cloud-based platform allows the seamless orchestration of value-added payment services, including risk management, fraud prevention, data analytics, and more
- PPRO believes Alpha is fundamentally aligned to its strategy, roadmap and target customer profile. This acquisition will accelerate PPRO's technology delivery capabilities, and materially enhance its global positioning
  - Based on Alpha's existing customers being payment providers and traditional merchant acquiring customers, PPRO sees significant overlap in the go-to-market strategy of both companies

### Significance of Transaction

- The acquisition of Alpha strengthens PPRO's position as both a global payments technology leader and trusted partner to Payment Service Providers, Banks and FinTechs. Together with Alpha, PPRO will provide the core infrastructure that organisations need to build out and expand their payments platform

### FT Partners' Role

- FT Partners served as financial advisor to PPRO and its Board of Directors
- FT Partners previously advised PPRO on its [\\$50 million financing](#) in 2018, its [acquisition of allpage](#) in 2019, its [\\$50 million financing](#) in 2020 and its latest [\\$180 million financing](#) in 2021
- This transaction underscores FT Partners' deep Payments domain expertise and successful track record of executing deals across developed and emerging markets

## Financial Technology Partners LP FTP Securities LLC

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

ppro

*on its acquisition of*



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## FT Partners’ Recent Awards and Recognition

### Bloomberg

#### Bloomberg

- FT Partners’ Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- View the [full article](#) and watch the live [TV interview](#)



#### M&A Advisor Awards

- Technology Deal of the Year (2019)
- Cross Border Deal of the Year and Corporate / Strategic Deal of the Year (2018)
- Investment Banker of the Year (2017) – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Investment Banking Firm of the Year (2016) – FT Partners



#### LendIT FinTech Industry Awards 2018:

- FT Partners wins Top Investment Bank in FinTech

### Institutional Investor



#### The FinTech Finance 40:

- Steve McLaughlin ranked #1 in 2017 and 2018

### The Information

Silicon Valley's Most Popular Dealmakers

Name	Title	Company
Steve McLaughlin	Managing Director	FT Partners
Michael Hodes	Managing Director	Goldman Sachs
Paul Rosen	Managing Director	Wells Fargo
Quincy Smith	Partner	Goldman Sachs

#### The Information’s “Silicon Valley’s Most Popular Dealmakers”

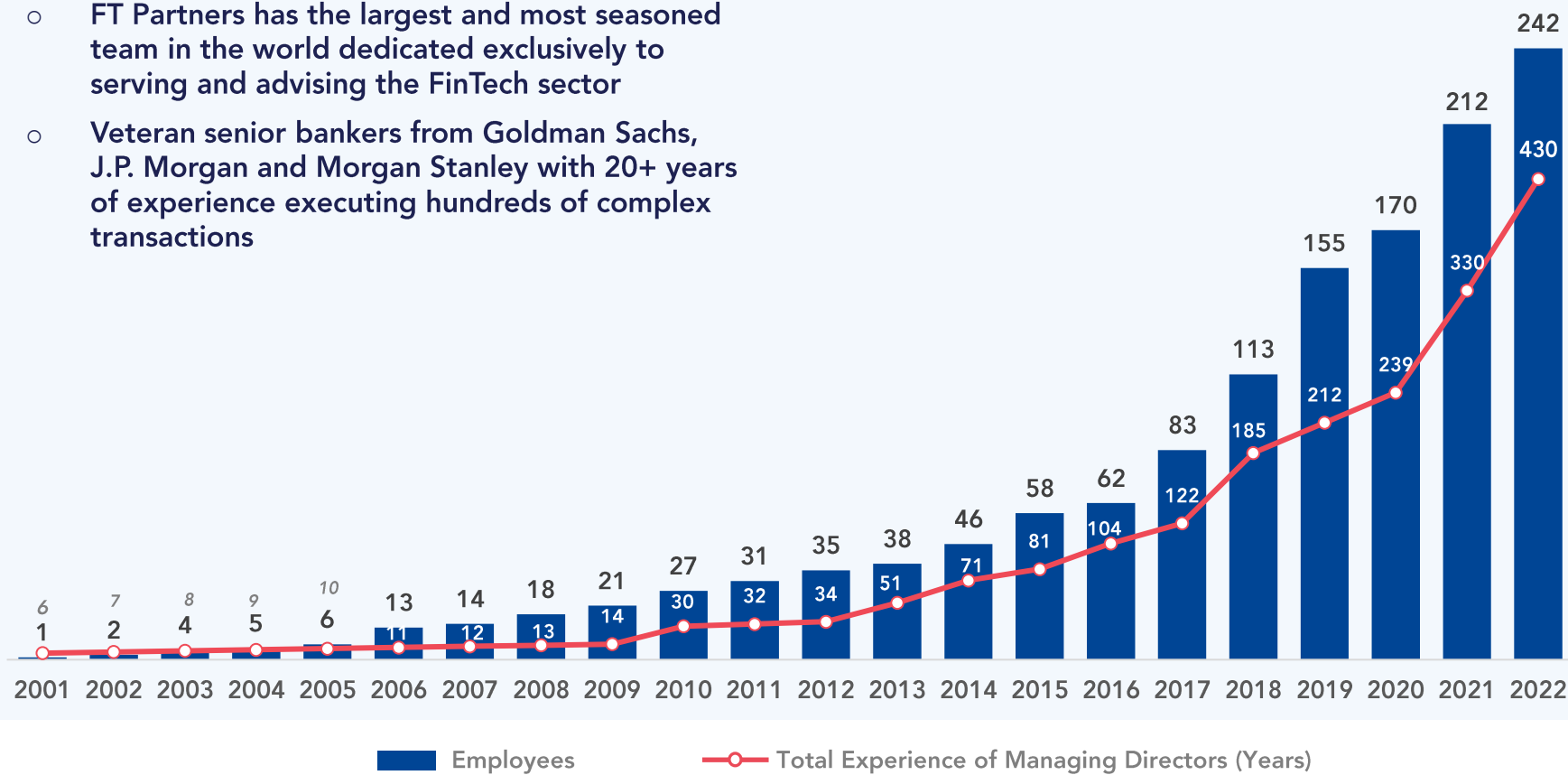
- Ranked as the #2 top Technology Investment Banker by The Information subscribers (2016)
- Only FinTech focused investment banking firm and banker on the list



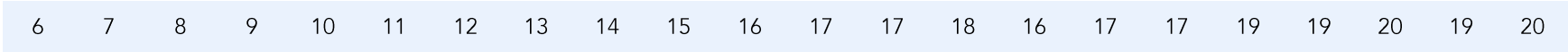
# FT Partners – Focused Exclusively on FinTech

## The Largest FinTech Advisory Practice in the World

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



Average Experience of Managing Directors (Years)



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