FT PARTNERS FINTECH INDUSTRY RESEARCH

December 6, 2021

slice

Slice Raises \$220 million in Series B Financing Led by Tiger Global and Insight Partners

TIGERGLOBAL





The Only Investment Bank Focused Exclusively on FinTech

Slice Raises \$220 million in Series B Financing

FT PARTNERS RESEARCH

slice

Transaction Summary

Transaction Summary

- On November 28, 2021, Slice, an India-based credit card challenger, announced it has raised \$220 million in Series B equity financing
 - The round was led by Tiger Global and Insight Partners, with additional participation from Sunley House Capital, Moore Strategic Ventures, and Anfa, alongside existing investors Gunosy, Blume Ventures, and 8i
- According to TechCrunch, the round values Slice at over \$1 billion, representing a 5x increase from its \$200 million valuation just six months ago (1)
- Slice allows its users to divide monthly bills into three installments, manage expenses via its Passbook product, and share bills with friends within the app
 - The Company currently serves over 5 million customers throughout India and is accepted at nearly all merchants across India that take Visa payments
 - Slice is currently operating at an annual revenue run rate of more than \$60 million, issuing over 200,000 credit cards monthly ⁽¹⁾
 - With a waitlist of over 1 million users, Slice is currently the third largest card issuer in India, according to TechCrunch (1)
- Slice will use its latest capital injection to fund product development, with plans to launch support for UPI, an Indian payments rail (1)
- The Company also plans to use the funds for hiring efforts, specifically targeting engineers, data scientists and designers (2)

Transaction Commentary

"Slice targets an underpenetrated market in India and seamlessly allows users to make online payments, pay bills and more. There is a large opportunity in the credit and payment space in India, and slice is well-positioned to become the leader in the industry. We look forward to this partnership with slice as they continue to scale up and grow." (1)



Deven Parekh Managing Director



"Slice has built a product that customers love, which we expect will result in continued growth and market share gains. We are excited to partner with Rajan and the team as they expand access to credit and deliver best-in-class customer experience." (1)

TIGERGLOBAL

Alex Cook Partner



Slice Raises \$220 million in Series B Financing

FT PARTNERS RESEARCH

slice

Slice Overview

Company Overview



Co-Founder and CEO: Rajan Bajaj

Headquarters: Bengaluru, India

Founded: 2016

- Slice is a leading card issuer in India that tailors its services towards younger demographics
- The Company has several features that separate its card offering from traditional card issuers
 - Consumers can receive up to 2% cashback on every transaction
 - Members can convert monthly bills into three installments with no interest
 - Users are not required to have a credit score to apply

Selected Financing History

	Date	Amount (\$ in mm)	Selected Investor(s)
	11/28/21	\$220	Tiger Global; Insight Partners; Sunley House Capital Management; Moore Strategic Ventures; Gunosy Capital; Blume Ventures; Anfa; 8i Ventures
	06/28/21	20	Gunosy Capital; Blume Ventures
	06/25/20	6	Gunosy Capital; Emphasis Ventures; Better Capital PCC; DAS Capital Group

Products & Services Overview

Credit Card

Up to 2% cashback on every transaction

Bill Pay

Split bills into 3 separate payments that can be paid over 3 months



Slice Spark

New deals and rewards offered to members every week

Passbook

Manage expenses through a simple UI in the mobile app

Key Metrics

\$60 million

Run Rate Revenue (1)

slice

200k+ Cards Issued Each Month (1) 5 mm+ Users

27

Median Age of Slice Customers ⁽¹⁾

Selected FT Partners' Research - Click to View



Brazil's Emerging FinTech Ecosystem



SpotOn's \$300 million Series E Financing



Prepaid Raises \$96 million in Financing



Buy Now Pay Later



Revolut's \$800 million Financing



Chipper Cash Raises \$150 million in Series C Extension



FinTech in Africa
Gaining Momentum



CloudWalk's \$150 million Series C Financing



PayU Acquires BillDesk for \$4.7 billion



Bolt's \$393 million Growth Financing



Mollie's \$800 million Growth Financing



Global Payments Acquires MineralTree for \$500 million

VIEW MORE FT PARTNERS RESEARCH

Track Record of Success in Emerging Markets

FT Partners has advised on a number of transactions across Emerging Markets































Ground-Breaking Payments Transactions Pioneered by FT Partners













Landmark capital raise for one of the most valuable private FinTech companies in the world



Largest capital raise for a European payment processor



Highly successful outcome

following long-term advisory

relationship through initial

recap, rebranding and

multiple acquisitions

Landmark transaction following successful sale of CardConnect to a SPAC only a year earlier



First large-scale transaction for an integrated merchant acquirer

Largest U.S. strategic merchant acquiring acquisition in over the last decade



Largest FinTech Series A financing round in Europe

Significant strategic investment for one of the most valuable FinTech companies in Africa



Merger of a pioneer and category leader in premium payment cards with a SPAC.



Successful international IPO for a leading payments company in Brazil

Landmark strategic sale following successful Series E financing in the prior year

Merger of a global payment and commerce-enabling platform with a SPAC

FT Partners Advises Happay on its ~\$180 million Sale to CRED

Overview of Transaction

- On December 1, 2021, CRED announced it has signed a definitive agreement to acquire Happay for ~\$180 million in a cash and stock deal
- The acquisition of Happay will enable CRED to launch its business segment leveraging Happay's expense management and corporate payments expertise
 - Over 6,000 companies use Happay to manage their business expenses across a suite of products including: travel expenses, employee tax benefits, branch petty cash, fleet expense management, and Happay's corporate cards
- This acquisition extends CRED's position as one of India's leading digital financial services providers

Significance of Transaction

 This transaction enables CRED to expand its offerings to businesses via Happay's established expense management software and corporate card offering already serving over 6,000 companies

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Happay
- This transaction highlights FT Partners' deep Payments and Financial Management Solutions domain expertise, as well as our 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 sale to



for total consideration of

~\$180,000,000



FT Partners Advises Revolut on its \$800 million Series E Financing

Overview of Transaction

- On July 15, 2021, Revolut announced that it has raised \$800 million in financing from Softbank and Tiger Global, valuing the business at ~\$33 billion
- SoftBank and Tiger Global join existing investors including Balderton Capital, DST, Ribbit Capital, TCV and TSG Consumer Partners
- Revolut is building the world's first truly global financial superapp to help people get more from their money
 - In 2015, Revolut launched in the UK offering money transfer and exchange; Today, more than 16 million customers around the world use dozens of Revolut's innovative products to make more than 150 million transactions a month

Significance of Transaction

- The investment will enable the Company to further its growth plans, in particular
 its ongoing product innovation aimed at meeting customers' everyday financial
 needs and aspirations, from quick and easy global transfers, to managing
 everything from savings to insurance to democratizing wealth and trading
- It will also support the expansion of Revolut's offering to US customers and its entry to India and other international markets
- Revolut is now the most valuable financial superapp and the 4th most valuable private FinTech company globally

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Revolut
- This transaction underscores FT Partners' deep expertise in the Consumer FinTech and Banking Tech space, as well as our successful track record generating highly favorable outcomes for high-growth, unicorn FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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

Revolut

on its Series E financing led by



for a total amount of

\$800,000,000

at a valuation of

~\$33,000,000,000



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 strategic and financial advisor to



on its financing led by



with participation from









TCV

for total consideration of

\$800,000,000 at a valuation of

\$6,500,000,000

FINANCIAL TECHNOLOGY PARTNERS

FT Partners Advises Divvy on its Sale to Bill.com

Overview of Transaction

- On May 6, 2021, Bill.com (NYSE:BILL) announced it has entered into a definitive agreement to acquire Divvy in a stock and cash transaction valued at approximately \$2.5 billion
 - Bill.com will acquire Divvy for \$625 million in cash and approximately \$1.875 billion of Bill.com Common Stock, subject to customary adjustments for transactions of this nature
- Divvy modernizes finance for business by combining expense management software and smart corporate cards into a single platform
- Bill.com is a leading provider of cloud-based software that simplifies, digitizes, and automates complex back-office financial operations for small and midsize businesses (SMBs)

Significance of Transaction

- The combination will expand the market opportunity for both companies
- Bill.com can offer expense management and budgeting software combined with smart corporate cards to its more-than 115,000 customer base and its network of 2.5 million members
- Divvy will be able to offer automated payable, receivables, and workflow capabilities to the more-than 7,500 active customers that it serves

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Divvy and its Board of Directors
- FT Partners previously advised Divvy on its \$165 million Series D financing in January 2021, demonstrating FT Partners' long-term commitment to its clients, and the repeat nature of many of FT Partners' advisory engagements
- This transaction underscores FT Partners' deep payments and software domain expertise, as well as our successful track record generating highly favorable outcomes for high-growth, unicorn 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 sale to



for total consideration of

~\$2,500,000,000



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 (~\$960 million), 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 <u>Series E financing</u> 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

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



on its sale to



for total consideration of

£700,000,000



FT Partners Advises Bolt on its ~\$393 million Growth Financing

Overview of Transaction

- On October 12, 2021, Bolt announced it has raised \$333mm in Series D funding and ~\$60mm in follow-on capital led by a London-based growth venture capital firm, for a total amount of ~\$393mm
 - New financial investors participating in the round include Untitled Investments and Willoughby Capital, and existing investors include General Atlantic, Activant, and Tribe Capital
 - New strategic investors include some of the largest eCommerce and Payments companies in the world
- 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.
- Hundreds of retailers including Forever 21, Badgley Mischka, and Burt's Bees Baby — leverage Bolt to offer their shoppers the seamless checkout experiences they've come to expect

Significance of Transaction

- Bolt has increased its valuation by ~18x from ~18 months ago
- The oversubscribed financing validates the massive potential of a network that has grown to more ten million shoppers, with an additional 50 million shoppers queued up to be added based on existing commitments and partnerships
- This additional capital will enable Bolt to accelerate the pace of its product innovation, to continue recruiting top talent with a specific focus on scaling its product and engineering organizations, to onboard more customers, and to expand its operations into Europe

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Bolt
- 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

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



on its growth financing led by a London-based growth equity firm with participation from









TRIBE

and some of the largest eCommerce and Payments companies in the world

for a total amount of

~\$393,000,000



FT Partners Advises CloudWalk on its 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 <u>Series B financing</u> 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

FTP Securities LLC

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



on its Series C financing led by

COATUE

for a total consideration of

\$150,000,000

at a valuation of

~\$2,150,000,000



FT Partners' Recent Awards and Recognition

Bloomberg

Bloomberg

- o FT Partners' Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- o View the full article and watch the live TV interview



M&A Advisor Awards

- Technology Deal of the Year (2019)
- o 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
- o Investment Banking Firm of the Year (2016) FT Partners



LendIt FinTech Industry Awards 2018:

o FT Partners wins Top Investment Bank in FinTech







The FinTech Finance 40:

Steve McLaughlin ranked #1 in 2017 and 2018

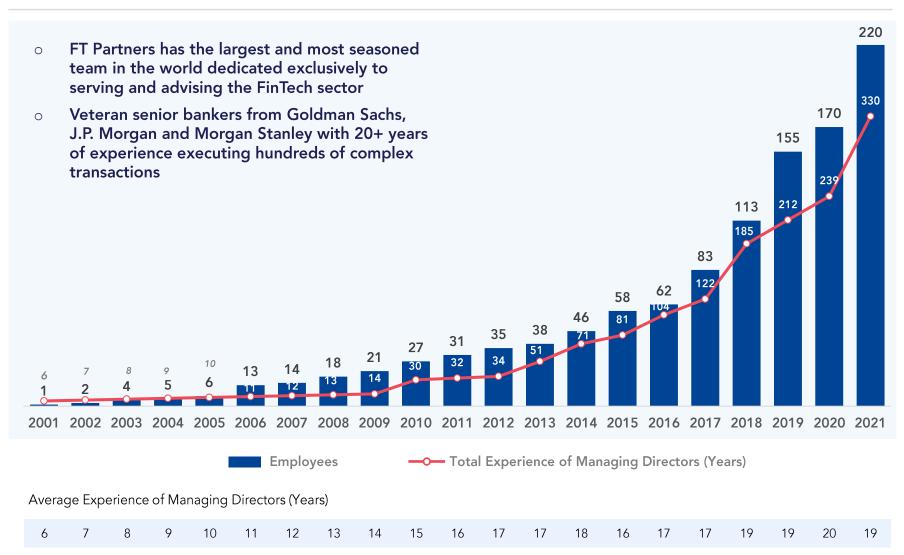




The Information's "Silicon Valley's Most Popular Dealmakers"

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

The Largest FinTech Advisory Practice in the World



Highly proprietary information. Unauthorized distribution without prior consent from Financial Technology Partners LP, FTP Securities LLC or FinTech Partners Limited (together "FT Partners") is strictly prohibited. The information in this report relies upon a variety of public sources, the accuracy of which cannot be guaranteed. No persons or entities should use the information in decision making without independent investigation or professional advice. This communication 15 should not be regarded as an offer to sell or as a solicitation of an offer to buy any financial product or service, nor is it an official confirmation of any transaction, or representative of an official position or statement of Financial Technology Partners LP, FTP Securities LLC or any other related entity. FTP Securities LLC is a FINRA registered broker-dealer and FinTech Partners Limited is an FCA appointed representative. © 2021