

FT PARTNERS FINTECH INDUSTRY RESEARCH

September 22, 2021



TRUELAYER

**TrueLayer Raises \$130 million in Financing
from Tiger Global and Stripe**

TIGERGLOBAL **stripe**

TrueLayer Raises \$130 million in Financing



Transaction Summary

Transaction Summary

- On September 21, 2021, Open Banking and payments provider TrueLayer announced that it has raised \$130 million in financing from Tiger Global and Stripe
 - These new investors will help TrueLayer accelerate the mainstream adoption of Open Banking payments
 - According to the Company, the round values TrueLayer at over \$1 billion
 - This round brings TrueLayer's total financing to date to over \$270 million
- TrueLayer will use the new funding to expand Open Banking payments to new businesses and to "supercharge" mainstream adoption through industries like ecommerce and subscriptions
 - The Company will continue to innovate on top of Open Banking infrastructure, growing its engineering and product teams and creating more solutions like PayDirect to meet the increasingly complex needs of its customers – from payouts, refunds and variable recurring payments, to affordability checks and verification
- In 2021 so far, TrueLayer has processed billions of pounds in payments and experienced 400% growth in monthly volume and 800% growth in monthly value, and the Company continued to expand across Europe, doubling its customer base
 - Many of Europe's fastest-growing FinTech players like Revolut and Freertrade use TrueLayer
 - 50% of Open Banking traffic in the UK, Ireland, and Spain flows through TrueLayer's platform

Transaction Commentary

"With this fundraise, I'm delighted to welcome two new investors to the TrueLayer family. Firstly, Tiger Global – a team with an incredible track record backing firms like Flipkart, Nubank and Square that are creating the platforms, distribution networks and services of tomorrow.

I'm also incredibly proud to have a new partner like Stripe, a company we have long admired for its developer experience and focus on solving real world problems that deliver significant value to its customers.

I'm looking forward to collaborating closely with both firms, and with our team, customers and partners – to deliver on our mission of opening up finance."



Francesco Simoneschi
CEO & Co-Founder



TrueLayer Raises \$130 million in Financing



TrueLayer Overview

Company Overview



TRUELAYER

CEO & Co-Founder: Francesco Simoneschi

Headquarters: London, UK

Founded: 2016

- TrueLayer provides financial connectivity through open APIs, with an Open Banking platform that empowers engineers, innovators and enterprises across sectors to create smarter financial services
- TrueLayer is building a new global payments network, making instant and recurring payments available everywhere, in a few lines of code
- Use cases include funding accounts directly from an app, account aggregation, account verification, and more

Selected Financing History

Date	Amount (\$ mm)	Selected Investors
09/21/21	\$130	Tiger Global; Stripe
04/08/21	70	Addition; Anthemis Group; Connect Ventures; Mouro Capital; Northzone; Temasek; Visionaries Club; Undisclosed Investors
09/21/20	25	Anthemis Group; Tencent; Temasek; Northzone Ventures; Connect Ventures; Visa
06/04/19	35	Tencent; Temasek; Anthemis Group; Northzone Ventures; Connect Ventures; Visa
07/19/18	8	Northzone Ventures; Anthemis Group; Connect Ventures
06/21/17	3	Anthemis Group; Connect Ventures

Products / Services Overview

Payments



PayDirect

PayDirect provides customers with an effortless way to sign up to brands' services, initiate payments, and withdraw funds



Payments API

Initiates payments within an app using open banking PIS without the inconveniences of cards, fraud, or chargebacks



Payouts

Fully automated instant payouts make withdrawing funds, sending refunds or paying out recipients effortless

Financial Data



Data API

Connects apps to any bank account with real-time access to account, balance, transaction, and identity data using open banking AIS



Verification API

Simplifies customer onboarding by verifying customer account details and ownership in seconds using their bank app

TrueLayer Raises \$130 million in Financing

FT PARTNERS RESEARCH



TRUELAYER

Open Banking / Embedded Finance Landscape – Selected Companies

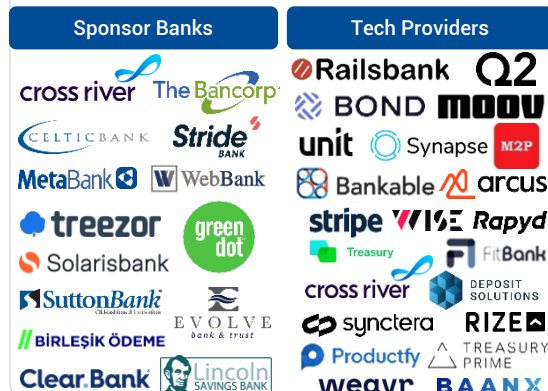
Aggregation / Interconnectivity Infrastructure



Analytics / Intelligence Based Interconnectivity



BaaS Providers



Corporate Open Banking Solutions



Nextgen Core Account Processors



Mobile / Digital Banking Software



Account Opening / Onboarding



Account Switching



Lending Enablement



PFM / Credit Monitoring



Consumer Focused Bank-to-Bank Payments



Bank-to-Bank Payments Infrastructure



API-Based Payment Facilitators



Card Issuance Processing



Card Link Infrastructure



Card Functionality



Mortgage Enablement



Embedded Investment / Brokerage Solutions



Embedded Insurance Solutions

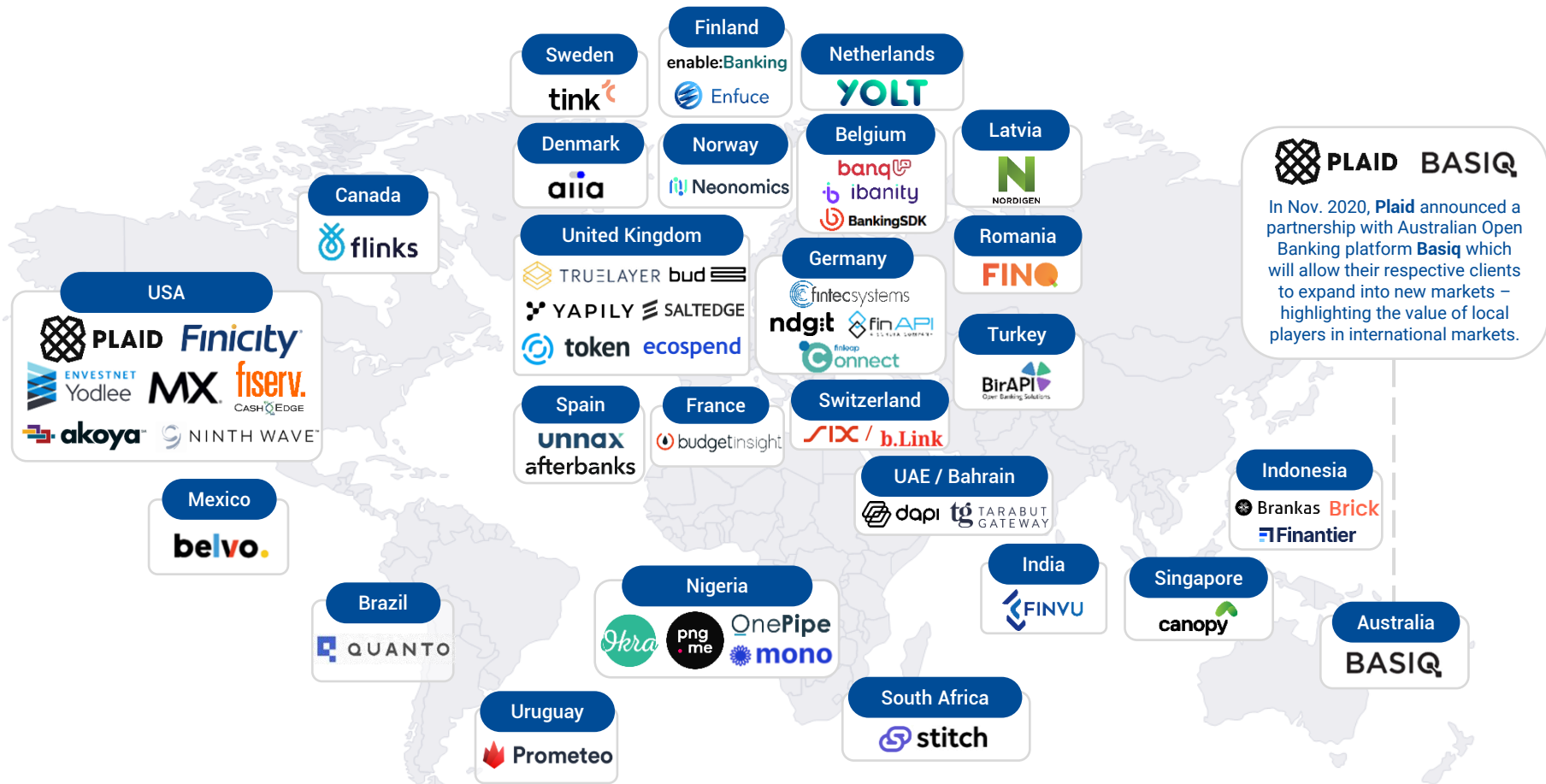


TrueLayer Raises \$130 million in Financing



Selected Aggregation-focused Open Banking Players by Geography

A number of global account aggregation and connectivity infrastructure providers have launched in recent years, seeking to become the “Plaid / Finicity” of their respective geographies. Due to varying degrees of banking system complexity, regulations, and industry concentration among markets, different countries often have different needs for Open Banking, creating demand for local players in many markets.



FT Partners Research – Open Banking

Open Banking: Rearchitecting the Financial Landscape



Click pictures to view report

The proliferation of Open Banking standards could have a transformative impact on financial services in the coming years. Open Banking – a framework wherein banks open up their APIs and enable third parties to access customers' financial data in order to provide new services – provides greater transparency to consumers, while also lowering the barriers to entry for new players. This should encourage heightened levels of innovation and competition in financial services, while also enabling banks to partner with and provide services to FinTech companies, rather than competing directly with them. Open Banking principles have also enabled the rise of Embedded Finance, which empowers any company to offer financial products directly to their customers in their core platforms or apps.

Report features:

- An overview of trends related to Open Banking, Banking-as-a-Service, and Embedded Finance globally
- A detailed landscape of FinTech companies in the Open Banking and Embedded Finance space
- Proprietary list of financing and M&A transactions in the space
- Exclusive interviews with CEOs and executives of more than 20 high-profile Open Banking-related companies
- Detailed profiles of over 60 companies in the space

The report features an interview with the CEO of TrueLayer

Selected FT Partners Research – *Click to View*

July 15, 2021

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FT Partners is Pleased to Announce
its Role as Exclusive Strategic and
Financial Advisor to

Revolut

on its Series E financing led by

SoftBank
TIGERGLOBAL

for a total amount of
\$800,000,000
at a valuation of
~\$33,000,000,000

Revolut's \$800 million Series E
Financing

September 9, 2021

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its Role as Exclusive Financial &
Strategic Advisor to

Varo

on its E Round financing led by

LONG PINE CAPITAL
with participation from

BlackRock

for a total amount of
\$510,000,000

Varo's \$510 million Financing

August 6, 2021

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FT Partners is Pleased to Announce
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bigpay

on its Series A financing led by

SK

for a total amount up to
\$100,000,000

BigPay's \$100 million Series A
Financing

August 11, 2021

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FT Partners is Pleased to Announce
its Role as Exclusive Strategic and
Financial Advisor to

upgrade

on its Series E financing led by

KOD

for a total amount of
\$105,000,000
at a valuation of
\$3,325,000,000

Upgrade's \$105 million
Series E Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 13, 2021

OCTANE

Octane Lending Raises \$52 million in
Series D Financing Led by Progressive
Investment Company

PROGRESSIVE

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Octane Raises \$52 million in
Series D Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 6, 2021

Square

Square (NYSE: SQ) Acquires Afterpay
(ASX: APT) for \$29 billion

afterpay

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Square Acquires Afterpay
for \$29 billion

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 19, 2021

chime

Chime Raises \$750 million in Series G Financing
Led by Sequoia Capital Global Equities

SEQUOIA

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Chime Raises \$750 million in
Series G Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

August 19, 2021

uallá

Ualá Raises \$350 million in Series D
Financing Led by SoftBank and Tencent

SoftBank **Tencent** 腾讯

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Uala Raises \$350 million in
Series D Financing























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Proven Track Record of Success Across the BankTech Sector



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, and representing numerous FinTech “Unicorns” above \$1 billion valuations

Company	Amount Raised	Selected Prominent Investors in FT Partners Led Rounds
 GreenSky™	\$1,560,000,000 *	Accel TEMASEK VISA PIMCO
 stone ^{co.}	1,545,000,000 *	RCP REVERENCE CAPITAL PARTNERS DST ANT FINANCIAL GREENSPRING ASSOCIATES TPG
 DavidXchange	956,000,000 *	ICONIQ Premji Invest SoftBank TIGERGLOBAL
 Revolut	800,000,000	BainCapital PRIVATE EQUITY ION CDPQ Scotiabank®
 mollie	800,000,000	BainCapital VENTURES capitalG CIBC khosla ventures
 Varo	510,000,000	LONE PINE CAPITAL
 SpotOn	425,000,000 *	nyca KeyBank QED INVESTORS ING Blackstone 乾源资本 YUAN CAPITAL
 MERCURY®	420,000,000	BBVA Santander InnoVentures BV Battery Ventures WELLINGTON MANAGEMENT THIEL
 Remitly	374,000,000 *	maveron ADAMS STREET PARTNERS Elavon PayPal
 ppro	370,000,000 *	KDT Redpoint PayU G/ edisonpartners
 NEXT	333,000,000 *	NEUBERGER BERMAN KKR CARRICK ELDRIDGE edbi nabventures nab
 OakNorth	270,000,000	coatue QUESTMARK PARTNERS VALOR EQUITY PARTNERS
 feedzai	267,500,000 *	SILVERLAKE PARTHENON CAPITAL PARTNERS SUMMIT PARTNERS
 Liquidnet	250,000,000	
 squaretrade ^{protection plans}	238,000,000	
 checkout.com	230,000,000	
 Forge	220,000,000 *	
 TRUMID	200,000,000	
 Clearcover	200,000,000	
 NIUM	200,000,000	
 cloudwalk	190,000,000	
 upgrade	185,000,000 *	

* Total includes multiple financing rounds

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

 SoftBank **TIGER**GLOBAL

for a total amount of

\$800,000,000

at a valuation of

~\$33,000,000,000

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FT Partners Advises Upgrade on its Series E Financing

Overview of Transaction

- On August 11, 2021, Upgrade announced it raised \$105 million in Series E financing led by Koch Disruptive Technologies (KDT), with participation from existing investors including BRV and Ventura Capital
 - The round values the Company at more than \$3.3 billion, which represents a 3x increase over the prior 2020 round
- Upgrade is a neobank that offers affordable and responsible credit to mainstream consumers through cards and personal loans, along with a rewards checking account that offers 2% cashback rewards to consumers on common everyday expenses and monthly subscriptions
- Upgrade has delivered over \$7 billion in affordable credit to consumers through cards and loans since inception in 2017, and is on track to deliver \$7 billion in 2021 alone
- In July, the Company launched the Upgrade Bitcoin Rewards Card, a credit card that pays rewards in bitcoin rather than cash, allowing consumers to enjoy the potential upside of bitcoin without putting their own money at risk

Significance of Transaction

- The investment will fuel the rapid growth of the Upgrade Card, an innovative credit card that brings the low cost of responsible credit of installment lending to millions of retail locations in the U.S.

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Upgrade
- FT Partners previously advised Upgrade on its [Series D financing](#) at a \$1 billion valuation in June 2020
- This transaction highlights FT Partners' deep domain expertise with neobanks and Consumer FinTech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

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on its Series E financing led by



for a total amount of

\$105,000,000

at a valuation of

\$3,325,000,000



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FT Partners Advises MoneyLion on its Merger with Fusion Acquisition Corp.

Overview of Transaction

- On February 12, 2021, MoneyLion Inc. ("MoneyLion") and Fusion Acquisition Corp. (NYSE: FUSE) ("Fusion") announced that they have entered into a definitive agreement which would result in MoneyLion becoming a publicly listed company via a merger
- Upon closing of the transaction, Fusion will be renamed MoneyLion Inc., and is expected to remain listed on the New York Stock Exchange
 - The combined Company will have an estimated post-transaction enterprise value of \$2.4 billion with an estimated equity value of \$2.9 billion from the contribution of up to \$526 million in cash proceeds from the transaction, net of debt paydown and expenses
 - Proceeds will consist of up to \$350 million of cash held in Fusion's trust account and an additional \$250 million fully committed private investment at \$10.00 per share led by funds and accounts managed by BlackRock, certain funds managed by affiliates of Apollo Global Management, Inc., and leading global technology and growth equity investors
- MoneyLion is a mobile banking and financial membership platform that empowers people to take control of their finances
 - Since its launch in 2013, MoneyLion has engaged with 7.5 million hard-working Americans and has earned its members' trust by building a full-service digital platform to deliver mobile banking, lending, and investment solutions

Significance of Transaction

- MoneyLion shareholders will hold approximately 76% of the equity of the combined Company by rolling their existing holdings in MoneyLion
- The net proceeds raised from the transaction will be used to support MoneyLion's working capital and scale its proven platform and suite of products

FT Partners' Role

- FT Partners served as financial advisor to MoneyLion
 - FT Partners previously advised MoneyLion on its on its [\\$100 million Series C financing](#) in 2019 and its \$82 million Series B financing in 2018
- This transaction builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients [Payoneer](#), [Porch](#), [Open Lending](#), [CardConnect](#) and [REPAY](#)

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



MoneyLion

on its merger with



Fusion

Acquisition Corp.

(NYSE: FUSE)

post-transaction equity value

\$2,900,000,000

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FT Partners Advises Finicity on its Sale to Mastercard

Overview of Transaction

- On June 23, 2020, Mastercard (NYSE: MA) announced it has entered into an agreement to acquire Finicity, a leading North American provider of real-time financial data access and insights
 - The acquisition is valued at up to ~\$1 billion in total consideration, which is comprised of \$825 million at close and up to \$160 million in earn-out consideration
- Finicity enables a secure and innovative financial data-sharing ecosystem through direct connectivity to thousands of North American financial institutions, including next generation open banking API connections with the largest banks in the US
 - Finicity helps power the programs of banks and FinTech companies, using approvals to securely access customer information to provide value-added services such as streamlined loan and mortgage processes, rapid account-based payment initiation and personal financial management solutions

Significance of Transaction

- The addition of Finicity's complementary technology and innovative team strengthens the existing Mastercard open banking platform to enable and safeguard a greater choice of financial services, reinforcing the Company's long-standing partnerships with and commitment to financial institutions and FinTech companies across the globe

FT Partners' Role

- FT Partners served as the exclusive strategic and financial advisor to Finicity and its board of directors
- This transaction highlights FT Partners' deep domain expertise across the FinTech sector and further supports FT Partners' role as the Advisor of Choice to the highest quality FinTech companies

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*is pleased to announce its role as
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Finicity[®]

on its sale to



for total consideration of up to

~\$1,000,000,000

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FT Partners Advises Varo on its \$510 million Financing

Overview of Transaction

- On September 9th, 2021, Varo announced that it had raised \$510 million of capital in its E Round equity financing
- The E Round investment was led by Lone Pine Capital with participation from existing investors and new investors including Declaration Partners, Eldridge, Marshall Wace, Berkshire Partners / Stockbridge, and funds and accounts managed by BlackRock
- Headquartered in San Francisco, Varo is on a mission to make financial inclusion and opportunity a reality for all - by empowering people with the products and support they need to create healthy financial habits and be in control of their finances

Significance of Transaction

- The investment will be used to further accelerate Varo's rapid customer growth and support additional investment in product and technology innovation
- In the last 13 months since obtaining its bank charter, Varo doubled its opened accounts to four million
- In addition, the company has experienced record revenue growth, unlocked new cost efficiencies, and expanded its suite of innovative financial products to include Varo Advance, a short-term line of credit, Varo Perks cashback rewards, and the forthcoming Varo Believe credit building credit card program

FT Partners' Role

- FT Partners served as the exclusive financial and strategic advisor to Varo
- This transaction highlights FT Partners' deep domain expertise with neobanks, Banking Tech, and Consumer FinTech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies

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*FT Partners is Pleased to Announce its Role as
Exclusive Financial & Strategic Advisor to*

Varo

on its E Round financing led by

LONE PINE CAPITAL®



with participation from



for a total amount of

\$510,000,000

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FT Partners Advises Mambu on its Series D Financing

Overview of Transaction

- On January 7, 2021, Mambu announced it has raised \$135 million of new capital in its Series D financing at a valuation of ~\$2 billion. The investment is led by TCV with participation from existing investors, including Acton Capital Partners, Bessemer Venture Partners, Runa Capital, as well as new investors Arena Holding and Tiger Global
- Mambu is a SaaS cloud banking platform empowering its customers to easily and flexibly build and expand their banking products. Mambu is the originator of the composable banking approach, which prioritizes rapid, flexible assembly of independent, best-for-purpose systems
- Since launching in May 2011, Mambu has grown its client portfolio to more than 160 banks, FinTech providers, and corporates across more than 50 countries

Significance of Transaction

- The transaction values Mambu at ~\$2 billion, underscoring the company's leadership position in redefining the global core banking technology market
- With this new round of financing, Mambu will continue to accelerate its rapid growth by deepening its footprint in the more than 50 countries in which it already operates and continuing to expand both the breadth and depth of its platform

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Mambu
- This transaction highlights FT Partners' deep domain expertise in a broad range of Banking Tech companies, as well as its successful track record generating highly favorable outcomes for high-growth, unicorn FinTech companies globally

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



on its Series D financing led by

TCV

with participation from new investors

ARENA TIGERGLOBAL

for a total primary amount of

\$135,000,000

at a valuation of

~\$2,000,000,000



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FT Partners Advises Amount on its Series C Financing

Overview of Transaction

- On December 2, 2020, Amount announced it has raised \$81 million in Series C financing led by Goldman Sachs Growth with participation from existing investors including August Capital, Invus Opportunities and Hanaco Ventures
- Amount delivers technology solutions for financial institutions to create and enhance their digital consumer experiences
 - Solutions include omnichannel retail banking and a robust point-of-sale financing product suite alongside platform features like fraud prevention, verification, decisioning engines, and account management to enhance its clients' existing products and services
- Leading financial institutions including Banco Popular, HSBC, Regions Bank and TD Bank partner with Amount to drive growth and simplify their transition to digital financial services
 - Amount's clients collectively manage nearly \$2 trillion in US assets and service more than 50 million US customers

Significance of Transaction

- The latest round brings Amount's total capital raised in 2020 to nearly \$140 million and follows its Series B round, led by QED Investors, from earlier this year
- The new funding will allow for further investments in platform research and development, as well as for accelerating the Company's go-to-market strategy

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Amount
- This transaction underscores FT Partners' expertise across the Banking Tech landscape and highlights its position as the "Advisor of Choice" to leading FinTech companies

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AMOUNT

on its Series C financing led by



for a total amount of

\$81,000,000



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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

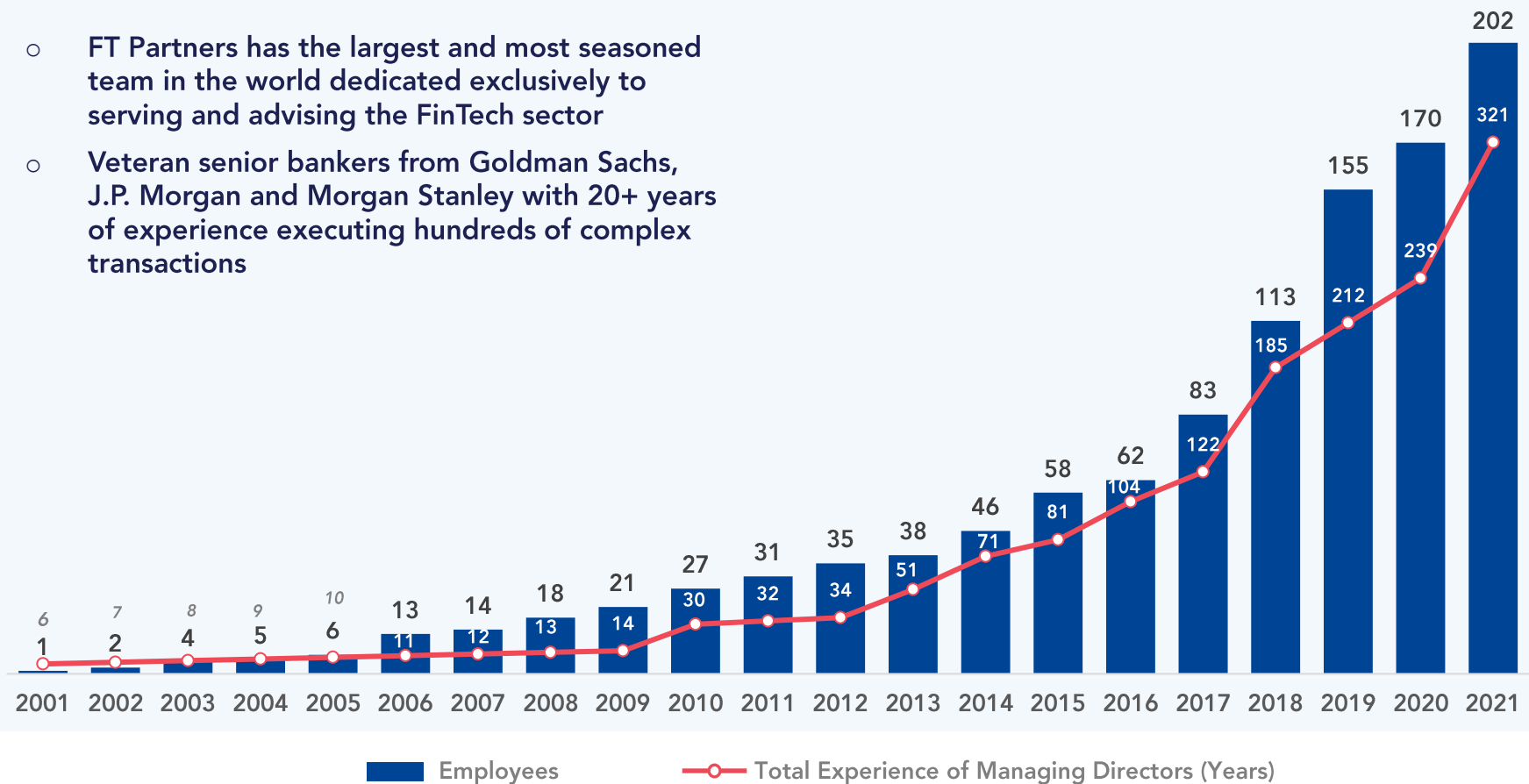
Name	Title	Company
Steve McLaughlin	Managing Director	FT Partners
Michael Bishop	Managing Director	Goldman Sachs
Paul Rosen	Managing Director	Wells Fargo
Quincy Smith	Partner	Credit Suisse

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

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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