

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 16, 2020



SpotOn Raises \$50 million in Series B Financing

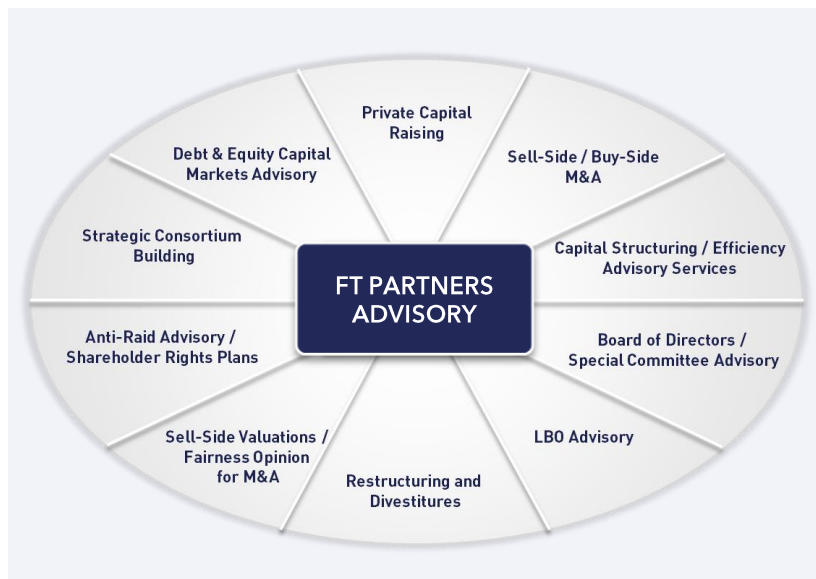
(01. A)



Overview of FT Partners

- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. Our unique insight into FinTech is a direct result of executing hundreds of transactions in the sector combined with over 18 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

FINTECH RESEARCH & INSIGHTS

- In-Depth Industry Research Reports
- Proprietary FinTech Infographics
- Monthly FinTech Market Analysis
- FinTech M&A / Financing Transaction Profiles



The Information

Named Silicon Valley's #1 FinTech Banker (2016) and ranked #2 Overall by The Information



Ranked #1 Most Influential Person in all of FinTech in Institutional Investors "FinTech Finance 40"



THE M&A ADVISOR

Numerous Awards for Transaction Excellence including "Deal of the Decade"

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SpotOn Raises \$50 million in Series B Financing



Transaction Summary

Transaction Summary

- On March 11, 2020, SpotOn announced that it has raised \$50 million in Series B financing
 - Investors include 01 Advisors and returning investors Dragoneer Investment Group, Franklin Templeton, and EPIQ Capital Group
 - 01Advisors was founded by Twitter's former CEO Dick Costolo, Former COO Adam Bain and former Corporate Development and Investor Relations executive David Rivinus
- Dragoneer and Franklin Templeton led the Company's \$40 million Series A round in June 2019
- In the last 12 months, SpotOn has increased its revenue by over 150%
- The Company has added over 5,000 new clients in 2020 already, and expects to add 30,000 clients in total this year
- SpotOn will use the financing to continue investing in product development for specific verticals
 - This strategy builds upon the success that SpotOn has seen in the food and beverage industry
 - SpotOn aims to enhance its restaurant vertical solutions by utilizing the expertise of world-class restaurateurs and tripling the development team focused on those products
 - SpotOn also aims to expand both within the U.S. and internationally
- SpotOn currently employs over 850 people and is aggressively hiring

Financing History

"Businesses need help navigating the digital shift in commerce, whether that's utilizing new payment methods, leveraging actionable data or taking advantage of new mediums to communicate with their customers. Business owners are rapidly selecting SpotOn as their go-to technology partner, and we're excited to continue building SpotOn into a household name within the business community and beyond."



Zach Hyman
Co-Founder



"There are companies that build great products, and there are companies that build great sales teams, but it's rare to find an organization that can do both. SpotOn has proven an unwavering commitment to building products that matter and getting them into the hands of businesses nationwide."

(01. A)

Dick Costolo
Managing Partner & Co-Founder



SpotOn Raises \$50 million in Series B Financing

FT PARTNERS RESEARCH

SpotOn Overview



Company Overview



Co-Founders: Matt Hyman; Zach Hyman; Doron Friedman
Headquarters: San Francisco, CA
Founded: 2017

- SpotOn is a payments and software company that brings together payment processing and a robust software solution, giving merchants richer data and tools that empower them to market more effectively to their customers
- The SpotOn platform offers comprehensive tools for SMBs including payments, marketing, reviews, analytics and loyalty
- The Company currently services close to 100,000 businesses across the United States
- Co-founders Matt and Zach Hyman previously founded Central Payment, which was acquired by TSYS in a series of transactions advised by FT Partners – more details [here](#)

Selected Merchants



Source: Company website

Products & Services Overview

Point-of-Sale Systems



SpotOn Restaurant
Unlock the potential of the restaurant with lightning-fast POS with integrated features



SpotOn Poynt
Collect customer contact information and accept payments with the flexible hybrid POS terminal



SpotOn Register
Accept nearly any form of payment and collect customer contact information at the point-of-sale



Other Point of Sale
SpotOn Mobile card reader, virtual terminal for online payments, and conversion of existing POS system

Products



Marketing

Grow customer email list and stay in touch with customers

Reviews

Compiles business reviews and sends alerts for every new review

Appointments

Book more appointments, eliminate double-bookings, and reduce no-shows

Loyalty

Turn new customers into loyal regulars with digital loyalty program

Website

Get a custom website built by a SpotOn website specialist

Payroll

Streamline how the business processes payroll with powerful Gusto integration

SpotOn Raises \$50 million in Series B Financing



Dragoneer Investment Group Overview

Overview



Marc Stad
Founder & Partner



Christian Jensen
Co-Head of Private Investments



Pat Robertson
Partner



Daniel Gillespie
Partner



Taylor Gilland
Investor



Geordie Keelan
Investor

Locations

- San Francisco, CA

About

- Dragoneer is a long-only private investment firm founded in 2013 with ~\$7 billion in AUM
- Comfortable investing across a wide variety of technology verticals and company stages
- Will participate in Series A transactions, but also participates in large late-stage financings in high-growth companies
- Primarily invests in internet retail and e-commerce, but also invests in FinTech companies that leverage data and analytics

Investment Preferences

Investment Criteria

| | |
|--------------------------|---------------|
| AUM: | \$7,000 mm |
| Fund Raised: | NA |
| Investment Range: | \$50 – 500 mm |
| Revenue: | NA |
| EBITDA: | NA |

General Preferences ¹

| | |
|--------------------------|--|
| Control: | Minority |
| Geography: | North America, Europe, Latin America, Asia |
| Transaction Type: | Venture, Growth, Secondary |
| Industry Focus: | Software, Internet, Consumer, Business Services, E-Commerce, Mobile, FinTech |

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

| Date | Company | Deal Amt. ³ | Board Rep. | Sector |
|-------|--|------------------------|------------------|---------|
| 03/20 | SpotOn (Series B) | \$50 | NA | Pymts |
| 02/20 | Innovaccer (Series C) | 70 | NA | HCIT |
| 01/20 | INDwealth (Series C) | 12 | NA | CapMkts |
| 12/19 | Duck Creek Technologies (Growth) | 120 | NA | Ins |
| 12/19 | Chime (Series E) | 500 | NA | Bnkg |
| 10/19 | Robinhood (Series E) | 373 | NA | CapMkts |
| 09/19 | CRED (Series B) | 120 | NA | Bnkg |
| 09/19 | QuintoAndar (Series D) | 250 | NA | Bnkg |
| 08/19 | LISI (Buyout) | NA | NA | Ins |
| 08/19 | Klarna (Later Stage VC) | 460 | NA | Pymts |
| 07/19 | Compass (Series G) | 370 | NA | Bnkg |
| 07/19 | Nubank (Series F) | 400 | Christian Jensen | Bnkg |
| 07/19 | Gusto (Series D) | 200 | NA | FMS |
| 06/19 | Atlantic Risk Specialists (Buyout) | NA | NA | Ins |
| 05/19 | SpotOn (Early Stage VC) | 40 | NA | Pymts |
| 04/19 | UiPath (Series D) | 568 | NA | FMS |
| 03/19 | Chime (Series D) | 200 | NA | Bnkg |
| 03/19 | The Flood Insurance Agency (Buyout) | NA | NA | Ins |
| 01/19 | ServiceTitan (Series D) | 165 | NA | FMS |
| 10/18 | COMS Interactive (Buyout) | NA | NA | HCIT |
| 07/18 | Gusto (Series C) | 140 | NA | FMS |

Source: Company website, PitchBook

1) Italics indicate preferred control / geography

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

3) Deal Amount in mm

SpotOn Raises \$50 million in Series B Financing



Franklin Templeton Overview

Overview



James Cross
Analyst, Portfolio
Manager, Venture
Team Leader



Brad Carris
VP, Portfolio
Manager, Franklin
Templeton
Investments



Anthony Hardy
Equity Investor -
FinTech



Ryan Biggs
Equity Investor - AI

Locations

- San Mateo, CA

About

- Founded in 1947, Franklin Templeton is a global asset management firm with nearly \$700 billion in assets under management
- In February 2020, Franklin Templeton announced that it had agreed to acquire Legg Mason, which will create a combined entity with around \$1.5 trillion in AUM
- Franklin Templeton also has a crossover / venture platform that invests primarily in FinTech opportunities

Investment Preferences

Investment Criteria

| | |
|--------------------------|-----------|
| Fund Size: | NA |
| Fund Raised: | NA |
| Investment Range: | < \$75 mm |
| Revenue: | NA |
| EBITDA: | NA |

General Preferences ¹

| | |
|--------------------------|---|
| Control: | Minority |
| Geography: | North America |
| Transaction Type: | Venture, Growth, Pre-IPO, IPO |
| Industry Focus: | FinTech, Technology, AI, Financial Services |

Selected Recent Investments / Exits

FinTech / Financial Services Investments ²

| Date | Company | Deal Amt. ³ | Board Rep. | Sector |
|-------|---|------------------------|------------------|---------|
| 03/20 | SpotOn (Series B) | \$50 | NA | Pymts |
| 02/20 | Aiera (Early Stage) | 7 | NA | CapMkts |
| 12/19 | Proof of Impact (Early Stage) | NA | NA | CapMkts |
| 11/19 | Embark Group (Growth) | NA | NA | CapMkts |
| 08/19 | RebelBank (Growth) | 42 | NA | Bankg |
| 07/19 | Bambu (Series B) | 10 | NA | CapMkts |
| 06/19 | SpotOn (Early Stage) | 40 | NA | Pymts |
| 04/19 | Weel (Series B) | 30 | NA | Bankg |
| 04/19 | Bill.com (Growth)** | 88 | NA | FMS |
| 04/19 | Vestwell (Series B) | 30 | NA | CapMkts |
| 03/19 | Capital Markets Gateway (Series A) | 7.5 | NA | CapMkts |
| 11/18 | Axoni (Series B) | 36 | NA | CapMkts |
| 10/18 | Benefit Street Partners (M&A) | 683 | NA | CapMkts |
| 07/18 | Optoro (Series E) | 75 | Robert Stevenson | FMS |
| 07/18 | Bambu (Series A) | 3 | NA | CapMkts |
| 05/18 | Edinburgh Partners (M&A) | NA | NA | CapMkts |
| 03/18 | Random Forest Capital (M&A) | NA | NA | CapMkts |
| 12/17 | BondLink (Series A) | 13 | Robert Stevenson | BPO |

Selected FT Partners' Research – *Click to View*



Global Money Transfer



Transaction Security



Klarna: Company and Financial Overview



Remitly's \$220 million Series E Equity and Debt Financing



Interswitch's Strategic Minority Financing From Visa



Opal's \$1.7 billion Combined Sale with eNett to Wex



Currencycloud's \$80 million Series E Financing



Fawry's \$100 million IPO



Far Point Merges with Global Blue Valued at \$2.6 billion



Worldline Acquires Ingenico Group for Approximately \$8.6 billion



Toast Raises \$400 million in Series F Financing



Nexi Acquires Intesa Sanpaolo's Merchant Acquiring Business

[VIEW MORE FT PARTNERS RESEARCH](#)

Timeline of Selected FT Partners Payments Processing Transactions

FT Partners has a history of executing on many of the most ground-breaking Payments transactions in the last 15+ years



FT Partners – Focused Exclusively on FinTech

FT PARTNERS RESEARCH

Ground-Breaking Payments Transactions Pioneered by FT Partners



FT Partners Advises Heartland Payment Systems on its \$4,500,000,000 Sale

Overview of Transaction

- FT Partners served as strategic and financial advisor to Heartland Payment Systems (NYSE: HPY) in its landmark \$4.5 billion sale to Global Payments (NYSE: GPN) for a combination of cash and stock
- Global Payments acquired Heartland for \$100 per share, representing a total transaction value of approximately \$4.5 billion at the closing of the deal
- Consideration for the transaction consisted of 0.6687 shares of Global Payments stock and \$53.28 for each share of Heartland stock at closing
- This transaction creates the leading global provider of integrated payments technology solutions
- This deal represents the largest U.S. strategic merchant acquiring acquisition in over a decade
- Also represents the single largest U.S. strategic payment processing deal in the last 8 years
- This transaction underscores FT Partners' continued leadership position as "advisor of choice" to the highest-quality companies in the FinTech space

Financial Technology Partners LP FTP Securities LLC

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

Heartland

in its sale to



for total consideration of

\$ 4,500,000,000

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FT Partners Advises Stone on its Initial Public Offering

Overview of Transaction

- On October 25, 2018, StoneCo Ltd. (Nasdaq: STNE) priced its IPO at \$24 per share, raising approximately \$1.4 billion
 - High-profile new and existing investors participating in the IPO include Berkshire Hathaway, T. Rowe Price, Madrone Capital Partners, and Ant Financial
- Due to strong demand, the deal priced above the initial \$21 - \$23 filing range
- Stone is a leading provider of FinTech solutions that empower merchants and integrated partners to conduct electronic commerce seamlessly across in-store, online, and mobile channels in Brazil
 - Founded in only 2014, São Paulo-based Stone has quickly grown to serve over 230,000 active clients with a focus on SMBs
 - Within the first half of 2018, the Company processed over \$9 billion of transactions and posted revenue of \$171 million and net income of \$24 million

Significance of Transaction

- Stone's IPO is among the largest FinTech IPOs ever
- Demonstrates strong investor appetite for high growth FinTech companies globally
- Further supports FT Partners' continued success advising leading FinTech companies

FT Partners' Role

- FT Partners served as exclusive IPO Advisor to Stone on this transaction
- FT Partners also advised Stone on its \$145 million Series G financing in September 2017 as well as its \$100 million private placement with Ant Financial, which occurred concurrently with the IPO
- FT Partners leveraged its deep industry knowledge, extensive transaction expertise, and broad scope of relationships to achieve a highly favorable outcome for Stone

Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as
exclusive IPO Advisor to*

stone^{co.}

in its

\$1,400,000,000

Initial Public Offering

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FT Partners Advises Cayan on its Sale to TSYS

Overview of Transaction

- On December 18, 2017, TSYS announced it has entered into an agreement to acquire Cayan in an all cash transaction valued at approximately \$1.05 billion
 - The transaction is expected to close in Q1 2018
- Cayan, a portfolio company of Parthenon Capital Partners, provides technology led acquiring services to more than 70,000 merchants and 100+ integrated partners in the U.S.
 - The Company's flagship Genius platform delivers a seamless and scalable unified commerce experience across channels
- TSYS (NYSE: TSS) is a leading global payments provider, offering innovative and secure solutions across the payments spectrum — from issuer processing and merchant acquiring to prepaid program management

Significance of Transaction

- The acquisition strategically complements TSYS' merchant goals to become a leading payment provider to small and medium size businesses in the U.S.
- The addition of Cayan's unified commerce solutions elevates TSYS' competitive position to jointly offer a broader set of value-add products and services to partners and merchants

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Cayan and its Board of Directors
- FT Partners also advised Cayan on its [recapitalization by Parthenon Capital Partners](#) along with numerous acquisitions made by the Company
- This transaction highlights FT Partners' continued success advising prominent companies in the Payments and Merchant Acquiring space and its leadership position as the "advisor of choice" to the highest quality FinTech Companies

Financial Technology Partners LP FTP Securities LLC

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

CAYANTM

in its 100% cash sale to

TSYS[®]

for total consideration of approximately

\$ 1,050,000,000



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FT Partners Advises Interswitch on its Strategic Minority Investment by Visa

Overview of Transaction

- On November 12, 2019, Interswitch, an Africa-focused integrated digital payments company, and Visa (NYSE: V), announced a strategic partnership that will further advance the digital payments ecosystem across Africa
- As part of the agreement, Visa will acquire a significant minority equity stake in Interswitch at a total company valuation of \$1 billion
- Headquartered in Lagos, Nigeria, Interswitch is a leading tech-driven company focused on the digitization of payments in Nigeria and other African countries
- Founded in 2002, Interswitch disrupted the traditional cash-based payments value chain in Nigeria by introducing electronic payments processing and switching services
- Today, Interswitch is a leading player in Nigeria's developing financial ecosystem with omni-channel capabilities across the payments value chain, processing over 500 million transactions per month in May 2019
- In addition to its switching and processing services, Interswitch owns Verve, the largest domestic debit card scheme in Africa with more than 19 million cards activated on its network as of May 2019; Interswitch also operates Quickteller, a leading multichannel consumer payments platform, driving financial inclusion across Nigeria

Significance of Transaction

- The investment makes Interswitch one of the most valuable FinTech companies in Africa
- The partnership will create an instant acceptance network across Africa to benefit consumers and merchants and facilitate greater connectivity for communities

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Interswitch
- This transaction underscores FT Partners' unparalleled domain expertise in the Payments space and successful track record of executing deals in emerging markets

Financial Technology Partners LP FTP Securities LLC

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

Interswitch 

on its strategic minority investment from

VISA

for a total enterprise value of

\$1,000,000,000



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FT Partners Advises Central Payment on the Sale of its Remaining Stake

Overview of Transaction

- In April 2018, Central Payment completed a sale of its remaining 15% equity stake to TSYS at a valuation of \$840 mm ⁽¹⁾
- Headquartered in San Rafael, CA, Central Payment is one of the fastest growing payment processors in the country
 - Through Central Payment's innovative approach, the Company provides processing services to over 70,000 businesses across several electronic transaction categories and industries
- TSYS provides electronic payment processing and other services to card-issuing and merchant acquiring institutions worldwide
- FT Partners also represented Central Payment on its initial 60% strategic growth investment with TSYS in [2012](#) and its subsequent recap in 2014 and [2017](#)

Significance of Transaction

- The transaction provides TSYS with a high-growth and very successful independent agent channel, which supports ongoing growth in its merchant acquiring business
- Additionally, the transaction reiterates Central Payment's ability to leverage TSYS' strategic relationships, processing capabilities and expertise in the sector to further scale the business and pursue additional growth opportunities

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Central Payment and its owners
- This transaction highlights FT Partners' continued dominance in the Payments and Merchant Acquiring space and its leadership position as the "advisor of choice" to the highest quality FinTech Companies

Financial Technology Partners LP FTP Securities LLC

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

CentralPayment[®]

in the sale of its remaining stake to

TSYS[®]

for a total valuation of

\$ 840,000,000

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FT Partners Advises CardConnect on its \$750,000,000 Sale to First Data

Overview of Transaction

- On May 29, 2017, CardConnect (NASDAQ: CCN) announced that it has entered into a definitive agreement to be acquired by First Data (NYSE: FDC) for \$15.00 per share in cash, for an aggregate transaction value of approximately \$750 million
 - The transaction is expected to close in 3Q17, subject to customary closing conditions
- Headquartered in King of Prussia, PA, CardConnect is an innovative provider of payment processing and technology solutions
 - CardConnect processes approximately \$26 billion of volume annually from 67,000 merchant customers
- First Data is a global leader in commerce-enabling technology and solutions
- FT Partners also represented [CardConnect on its sale to FinTech Acquisition Corp for \\$438 million](#), which closed in July 2016

Significance of Transaction

- The CardConnect transaction is consistent with First Data's strategy of integrating and scaling innovative technologies across its distribution footprint; CardConnect is one of First Data's largest distribution partners
- CardConnect brings First Data innovative partner management technology, accelerates the Company's integrated solutions initiative and provides it with an ERP-integrated payment solution set

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to CardConnect and its board of directors
- This transaction highlights FT Partners' continued success advising prominent companies in the Payments and Merchant Acquiring space and its leadership position as the "advisor of choice" to the highest quality FinTech Companies

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

cardconnect.

in its sale to

First Data.

for total consideration of approximately

\$ 750,000,000



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FT Partners Advises REPAY on its Merger with Thunder Bridge

Overview of Transaction

- On January 22, 2019, REPAY, together with its parent company Hawk Parent Holdings, announced it has entered into a definitive merger agreement with Thunder Bridge Acquisition Ltd. (NASDAQ: TBRG), a special purpose acquisition company ("SPAC")
- Under the terms of the agreement, Thunder Bridge will acquire REPAY, and the combined company will continue as a publicly-listed company with an implied enterprise value of approximately \$653 million
 - REPAY's management team will continue to lead the Company and its existing majority equity holder, Corsair Capital is expected to remain the Company's largest stockholder
- Headquartered in Atlanta, GA, REPAY is a leading provider of vertically-integrated payment solutions
 - REPAY's proprietary, integrated payment technology platform reduces the complexity of electronic payments for merchants, while enhancing the overall experience for consumers
- Thunder Bridge is a blank check company formed for the purpose of effecting a merger, or similar business combination with one or more businesses
 - In June 2018, Thunder Bridge completed a \$258 million IPO

Significance of Transaction

- As a publicly-listed company, REPAY will have access to capital to further support its acquisition strategy and invest in technology, while continuing to develop software integration partners

FT Partners' Role

- FT Partners served as sole strategic and financial advisor to REPAY
- This transaction underscores FT Partners' deep expertise in the Payments space and highlights our strong track record in consistently generating great outcomes for our clients and their shareholders

Financial Technology Partners LP FTP Securities LLC

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

REPAY[®]

Realtime Electronic Payments

in its merger with

Thunder Bridge Acquisition (NASDAQ: TBRG)

for a total implied enterprise value of

\$653,000,000

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FT Partners Advises Checkout.com on its \$230 million Series A Financing

Overview of Transaction

- On May 2, 2019, Checkout.com announced it has raised \$230 million in Series A financing led by Insight Partners and DST Global with participation from GIC, Endeavor Catalyst, Blossom Capital and other strategic investors
- This is the first financing round for Checkout.com since its foundation in 2012
- Headquartered in London, UK, Checkout.com offers the world's most comprehensive cross-border payment solution for digital commerce
 - The Company specializes in accepting, acquiring and processing international and local payments and also provides fraud management tools, analytics and comprehensive reporting features for merchants
 - Checkout.com is a direct acquirer of all major card schemes, accepting international cards, local card schemes and many of the most popular global alternative payment methods
 - Checkout.com handles every step of the payment process on a proprietary technology platform, so merchants benefit from feature parity across regions, faster processing speeds, greater reliability, and full data visibility

Significance of Transaction

- This financing will enable Checkout.com to continue its rapid growth in Europe, the US and the Middle East, with further expansion into Asia and Latin America
- This transaction is the largest ever Series A Financing round for a Technology or FinTech company in Europe

FT Partners' Role

- FT Partners served as sole strategic and financial advisor to Checkout.com
- This transaction underscores FT Partners' unparalleled track record in the Payments space and highlights the Firm's strong capabilities in finding the best investors for our clients worldwide

Financial Technology Partners LP FTP Securities LLC

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



in its Series A Financing led by



with participation from



for total consideration of

\$230,000,000



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FT Partners Advises Poynt on its Series C Financing

Overview of Transaction

- On November 13, 2018, Poynt announced its \$100 million Series C financing with participation from strategic partners Elavon and National Australia Bank (NAB)
 - This financing brings Poynt's total funding to \$133 million; existing investors include GV (Google Ventures), Matrix Partners, NYCA Partners, Oak HC/FT, Stanford-StartX Fund, and Webb Investment Network
- Headquartered in Palo Alto, CA, Poynt is a connected commerce platform empowering merchants with the technology to transform their businesses
 - Poynt has re-imagined the ubiquitous payment terminal into a connected, multi-purpose device that runs third party apps; as smart terminals become mainstream, Poynt OS is an open operating system that can power any smart payment terminal worldwide, creating a new app economy for merchants
- Elavon, wholly owned by U.S. Bank, is a leading provider of end-to-end payment processing solutions and services to more than 1.3 million customers in the U.S., Europe, Canada, Mexico, and Puerto Rico
- NAB is Australia's largest business bank with a large merchant customer base; NAB serves more than 9 million customers at more than 900 locations in Australia, New Zealand and around the world

Significance of Transaction

- This financing will enable Poynt to expand into new markets across Asia, Europe and South America, grow its talent base, and invest in product and partner development as the Company executes on its vision to become the operating system on smart terminals worldwide

FT Partners' Role

- FT Partners served as sole strategic and financial advisor to Poynt
- This transaction underscores FT Partners' unparalleled track record in the Payments space and highlights the Firm's strong capabilities in finding the right strategic investors for our clients worldwide

Financial Technology Partners LP FTP Securities LLC

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



*in its Series C Financing
with participation from*



for total consideration of

\$100,000,000



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Award-Winning Investment Banking Franchise Focused on Superior Client Results



2018 Top Investment Bank in FinTech



Institutional Investor
Annual Ranking

2018 Steve McLaughlin Ranked #1 for the Second Year in a Row on Institutional Investor's FinTech 40 List

2017 Ranked #1 on Institutional Investor's FinTech 40 List

2015 & 2016 Ranked Top 5 on Institutional Investor's FinTech 35 List

2006 – 2008 Consecutively Ranked (2006, 2007 and 2008) among the Top Bankers on Institutional Investor's "Online Finance 40"



The Information

2016 Ranked #2 Top Technology Investment Banker on The Information's "Silicon Valley's Most Popular Dealmakers"



M&A Advisor
Awards

2019 Technology Deal of the Year

2018 Corporate / Strategic Deal of the Year

2018 Cross Border Deal of the Year

2017 Investment Banker of the Year

2016 Investment Banking Firm of the Year

2016 Cross Border Deal of the Year

2015 Dealmaker of the Year

2015 Technology Deal of the Year

2014 Equity Financing Deal of the Year

2014 Professional Services Deal of the Year, \$100 mm+

2012 Dealmaker of the Year

2012 Professional Services Deal of the Year, \$100 mm+

2011 Boutique Investment Bank of the Year

2011 Deal of the Decade

2010 Upper Middle Market Deal of the Year, \$500 mm+

2010 IT Services Deal of the Year, Below \$500 mm

2010 Cross-Border Deal of the Year, Below \$500 mm

2007 Dealmaker of the Year – Steve McLaughlin

2007 Business to Business Services Deal of the Year

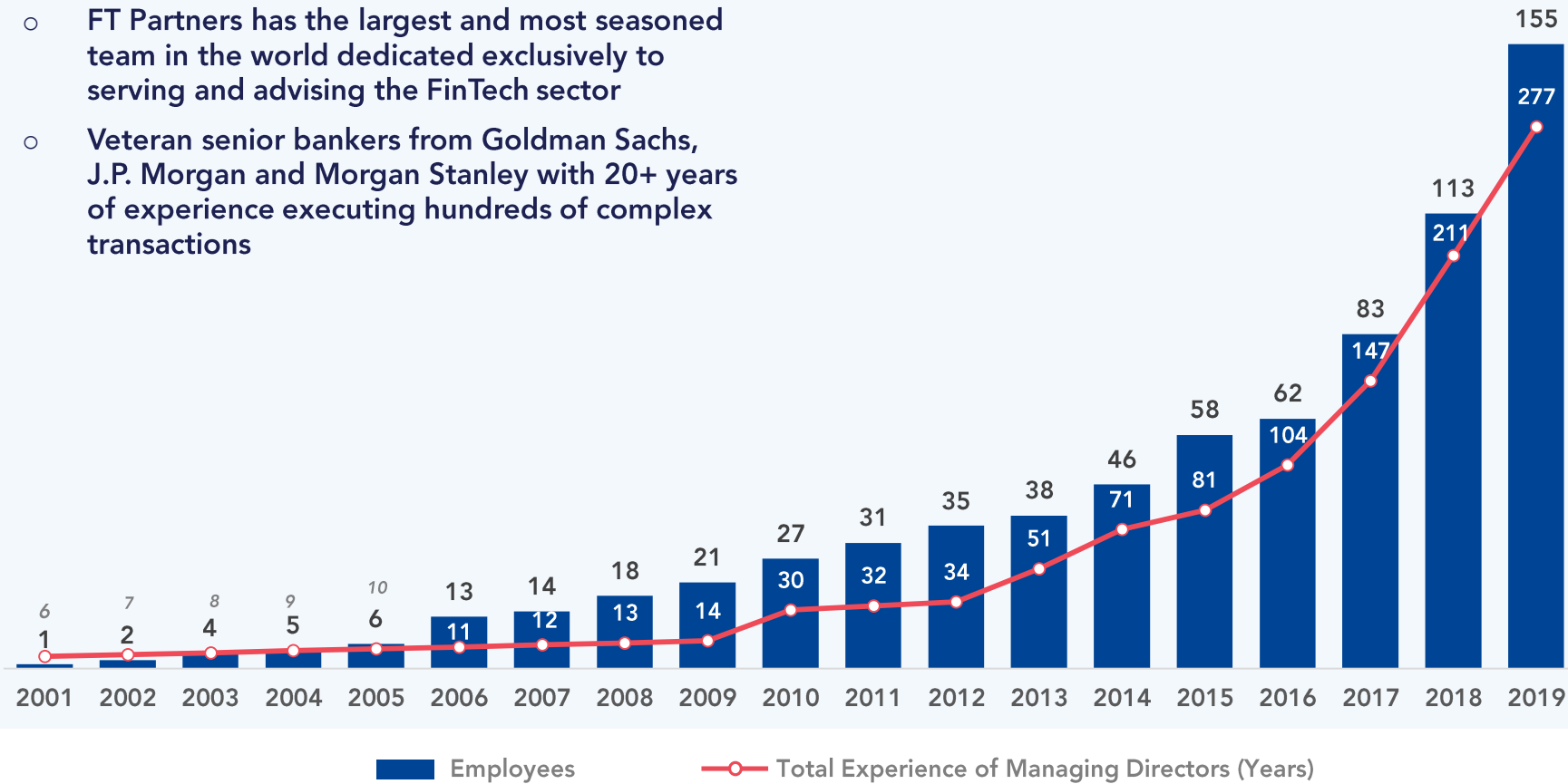
2007 Computer & Information Tech Deal of the Year, \$100 mm+

2007 Financial Services Deal of the Year, \$100 mm+

2004 Investment Bank of the Year

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)



The FT Partners Senior Banker Team

| Name / Position | Prior Background | Experience / Education | Years of Experience |
|--|---|--|---------------------|
| Steve McLaughlin Founder, CEO and Managing Partner |  | <ul style="list-style-type: none"> Formerly with Goldman Sachs 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. | 25 |
| Mohit Agnihotri Managing Director | J.P.Morgan | <ul style="list-style-type: none"> Formerly Managing Director and Global Head of Payments Investment Banking at J.P. Morgan Wharton M.B.A. | 18 |
| Kate Crespo Managing Director | RAYMOND JAMES® | <ul style="list-style-type: none"> Formerly with Raymond James' Technology & Services investment banking 14+ years of FinTech transaction execution experience Dartmouth M.B.A. | 18 |
| Larry Furlong Managing Director |  | <ul style="list-style-type: none"> Formerly with Goldman Sachs in New York, London and Los Angeles from 1995-2004 Wharton M.B.A. | 24 |
| Osman Khan Managing Director |  | <ul style="list-style-type: none"> Formerly Managing Director and Head of FIG M&A at Alvarez & Marsal 15+ years FIG deal, consulting and assurance experience at PwC 40 Under 40 M&A Advisor Award Winner in 2013 | 23 |
| Randall Little Managing Director | J.P.Morgan | <ul style="list-style-type: none"> 12 years as FIG / Capital Markets FinTech investment banker at J.P. Morgan 10 years as financial services technology consultant at Sun Microsystems and Ernst & Young NYU Stern M.B.A. (MBA w/Distinction) | 23 |
| Andrew McLaughlin Managing Director | Deloitte. | <ul style="list-style-type: none"> 20+ years experience executing / implementing financial and operational strategy Formerly with Deloitte Consulting | 14 |
| Amar Mehta Managing Director | J.P.Morgan | <ul style="list-style-type: none"> Formerly with J.P. Morgan's Technology (FinTech & Technology Services) team in New York 7+ years of FinTech transaction execution experience MBA from IIM-K (India), Bachelor's in Computer Engineering from NTU (Singapore) | 15 |
| Mike Nelson Managing Director |  | <ul style="list-style-type: none"> Formerly head of FinTech M&A at SunTrust Robinson Humphrey Kellogg M.B.A. | 20 |
| Timm Schipporeit Managing Director |  | <ul style="list-style-type: none"> Formerly with Morgan Stanley as Senior Executive Director of European Technology Investment Banking Team in London Formerly a Venture and Growth Investor focused on FinTech at Index Ventures | 17 |
| Greg Smith Managing Director |  | <ul style="list-style-type: none"> Formerly award winning Equity Research Analyst at Merrill Lynch, J.P. Morgan and Hambrecht & Quist 20+ years of experience covering FinTech as both an Analyst and Investment Banker | 24 |
| Tim Wolfe Managing Director |  | <ul style="list-style-type: none"> Formerly with Goldman Sachs from 2000-2002 40 Under 40 M&A Advisor Award Winner 2013 Harvard M.B.A. | 18 |