

Q1 2020 QUARTERLY FINTECH INSIGHTS

Global Financing and M&A Statistics



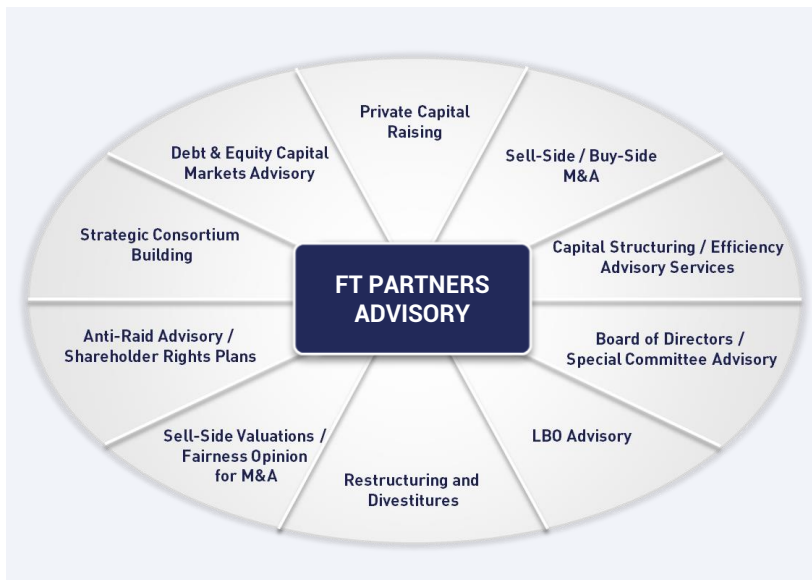
FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH

FINANCIAL
TECHNOLOGY
PARTNERS

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



The Only Investment Bank Focused Exclusively on FinTech

Steve McLaughlin | Founder, CEO, Managing Partner

Contact: steve.mclaughlin@ftpartners.com | 415-992-8880



SUBSCRIBE

Overview of FT Partners

FT Partners maintains the most comprehensive proprietary database of FinTech companies and transactions

Proprietary FinTech Database



FT Partners FinTech Transaction Database

Announced Date	Type	Quick Summary (click for more information)	Company	Selected Buyer / Investors	FinTech Sector(s)	Amount (\$MM)
01/25/2017	Financing	Corvus Secures Approximately \$1.8	Corvus	Localglobe	Insurance	1.8
01/24/2017	Financing	Alpaca Secures \$1.8 mm in Financing	Alpaca	D4V; Mitsubishi UFJ Capital; Monex Ventures	Securities / Cap Mkts / Wealth Management	1.8
01/24/2017	Financing	Habitat Secures Approximately \$6.8	Habitat	Mosaic Ventures; Robot Capital	Banking / Lending	6.8
01/23/2017	Financing	AutoFi Secures Financing from Ford Motor Co.	AutoFi	Ford Motor Credit Company	Banking / Lending	
01/20/2017	M&A	Edenred has Agreed to Acquire an Additional 17% Stake in Union Tank Ecosystem for Approximately \$88.6 mm	Edenred	Union Tank Ecosystem	Payments / Loyalty / eCommerce	88.6

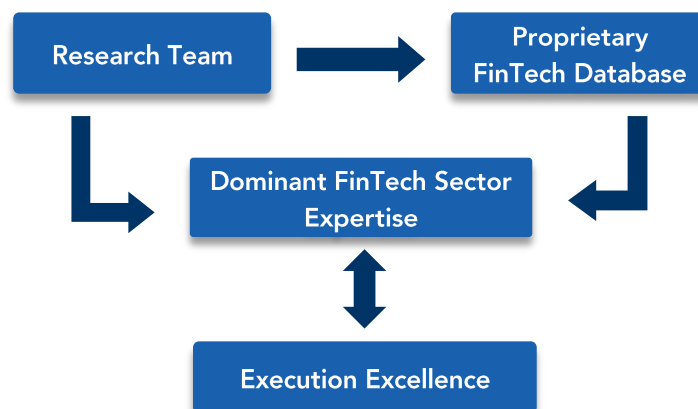
33,500+ FinTech Companies

11,500+ PE / VC Firms

15,000+ Financings

12,500+ M&A Deals

Unparalleled FinTech Domain Expertise



Collection, Categorization and Clarification of FT Partners' Proprietary FinTech Data

Financings

- Financing data in this report (unless otherwise noted) includes publicly announced equity capital raises for private FinTech companies across the world
 - IPOs, lending capital, debt, and other public company spin-offs and secondary transactions are all excluded from the financing data

M&A

- FinTech M&A data includes the sale of FinTech companies and also non-FinTech acquisitions made by FinTech companies
 - Certain pages in this report designate when only looking at M&A deals with FinTech “targets”

FinTech Sectors

- FT Partners classifies and breaks out FinTech companies into 7 primary sectors – for more details on what is included in each sector see pages 56 - 77
 - The 7 sectors are: 1) Payments, 2) Banking / Lending / Real Estate Tech, 3) Wealth & Capital Markets Tech, 4) InsurTech, 5) Healthcare FinTech, 6) Financial Management Solutions (“FMS”), & 7) Financial BPO

Data Collection

- FT Partners' data, analytics and insights on FinTech stem from our deep domain knowledge and the Firm's proprietary database, which has been meticulously and methodically compiled. The FT Partners Research Team assembles and curates this information through primary research and it represents years of focus and diligence. We believe this report provides the most complete set of global FinTech transactions, trends and insights available.

Table of Contents

1.	Q1 2020 Highlights	6
2.	FinTech Financing	9
3.	FinTech M&A	27
4.	FinTech IPOs	37
5.	Appendix	
i.	History of FinTech & Sector Definitions	44
ii.	Published Transaction Profiles	78
iii.	Overview of FT Partners	83

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 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. © 2020



1. Q1 2020 HIGHLIGHTS

FinTech Insights | Financing and M&A Statistics

Q1 2020 *in Review*

Financing

Approximately

\$10.6 billion

in Financing volume

&

403

transactions

Financing volume in Q1 2020 was lower than the prior 3 quarters, but higher than Q1 2019; while financing deal count was the lowest since Q2 2017

M&A

Approximately

\$86.5 billion

in M&A volume

&

243

transactions

M&A volume in Q1 2020 was the highest since Q1 2019 (~\$113 billion), which included some of the largest FinTech deals ever; M&A deal count was in line with the last four quarters

Executive Summary - Financing

Financing

- FinTech financing volume in Q1 2020 of **\$10.6 billion** was lower than the last three quarters, but higher than Q1 2019 (**\$10.1 billion**)
- While the fallout from the COVID-19 pandemic is sure to slow fundraising activity, the full impact on the FinTech sector and fundraising activity in 2020 remains to be seen
- Overall, the number of financings in Q1 2020 of **403** was the lowest since Q4 2018 (**394**)
 - In comparison, the number of financings in Q3 2019 were at the highest quarterly level ever at **520** deals
- Despite a lower number of deals, there were **18** financing rounds of **\$100 million** or more, with **14** announced in the January-to-February timeframe
- **16 VC** or **strategic investors** have made **3 or more** new FinTech investments so far this year
- The **Banking & Lending** sector remains the most active within FinTech, boosted by large rounds for **Real Estate Tech** companies, China-based **Beike** and Brazil-based **Loft**, as well as significant fundraises by **Challenger Banks**, most prominently **Revolut's** \$500 million Series D round

M&A

- FinTech M&A volume in Q1 2020 reached **\$86.5 billion**, which is the highest level since the record-breaking Q1 2019 (**~\$113 billion**), which included the two largest FinTech deals ever
- The high level of M&A volume in 2020 so far can primarily be attributed to two large transactions:
 - Aon agreed to acquire Willis Towers Watson for **\$36 billion**
 - Morgan Stanley agreed to acquire E*TRADE for **\$13 billion**
- In total, there were **ten \$1 billion+** deals in Q1 2020, which is more than in any quarter of 2019
 - *Other significant deals in Q1 2020 included several strategic transactions:*
 - Worldline's **\$8.6 billion** acquisition of Ingenico
 - Intuit's **\$7.1 billion** acquisition of Credit Karma
 - Visa's **\$5.3 billion** acquisition of Plaid
 - **60%** of all FinTech M&A deals so far in 2020 have been acquisitions of North American-based companies, while nearly **30%** were acquisitions of European-based targets



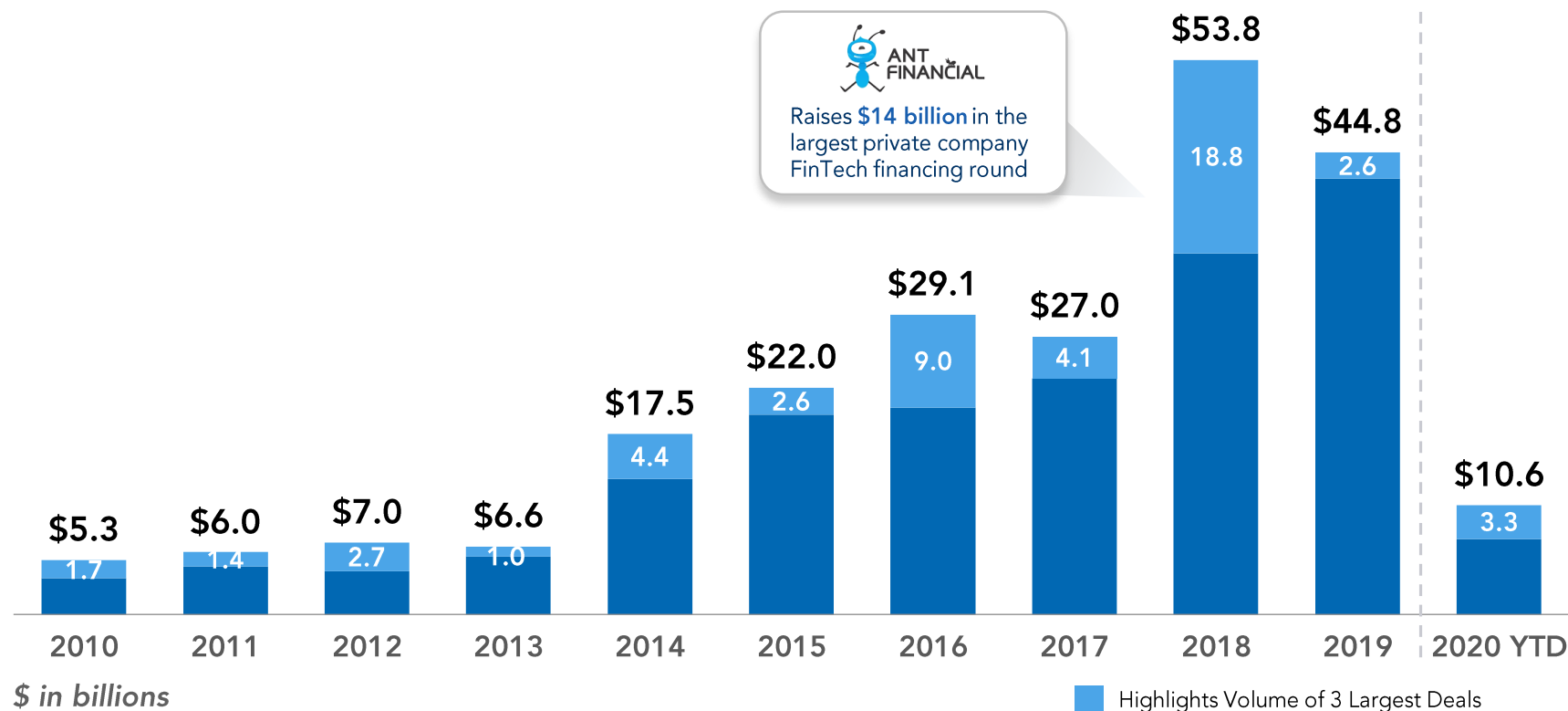
2. FINTECH FINANCING

FinTech Insights | Financing and M&A Statistics

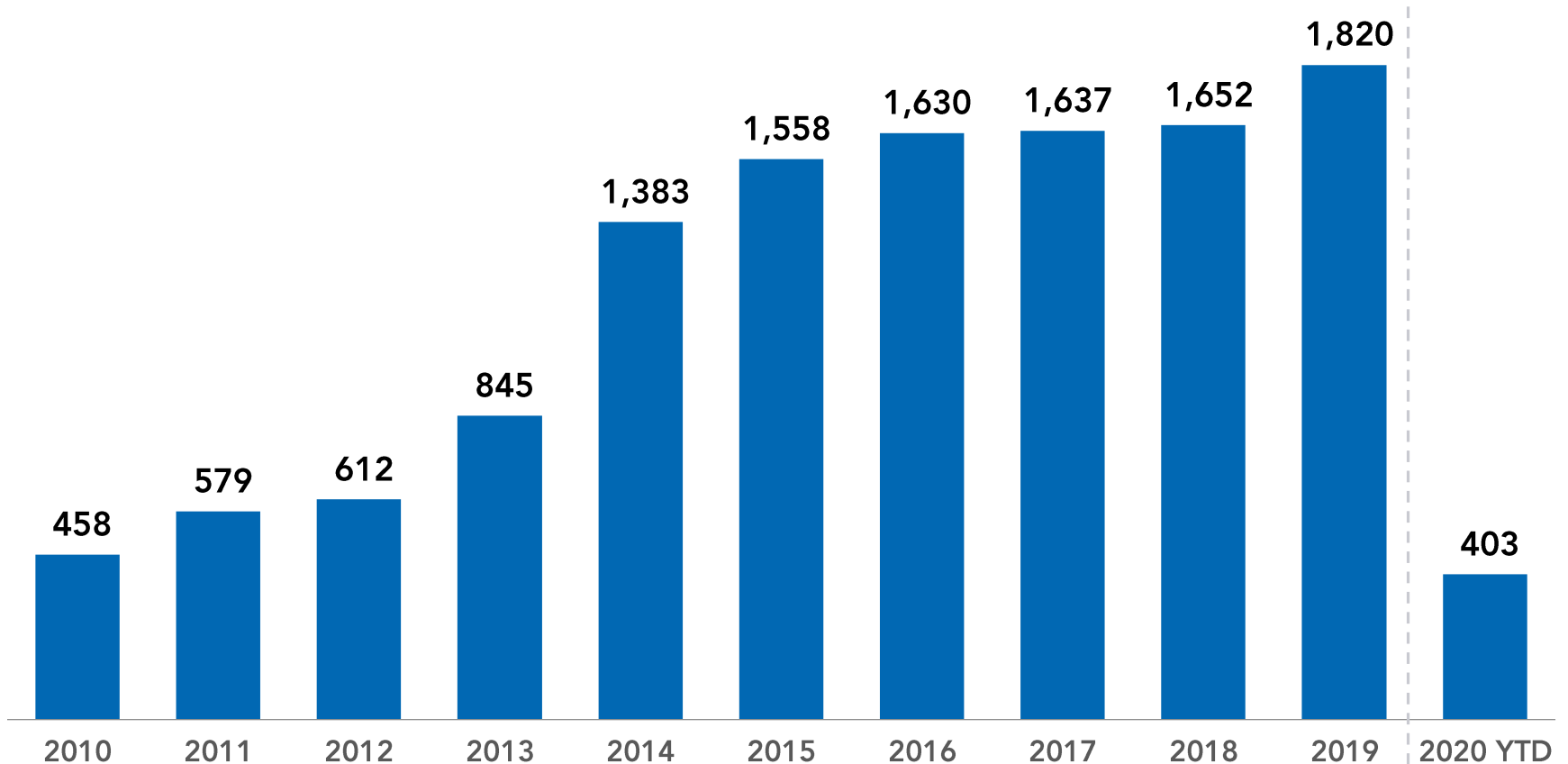
FinTech Financing Statistics

Global FinTech Financing Volume by Year

FinTech financing volume in the first quarter of 2020 was relatively in line with the last six quarters, albeit on the lower end of the average. Going forward financing volume may clearly be impacted by COVID-19.



Global Number of Financing Transactions

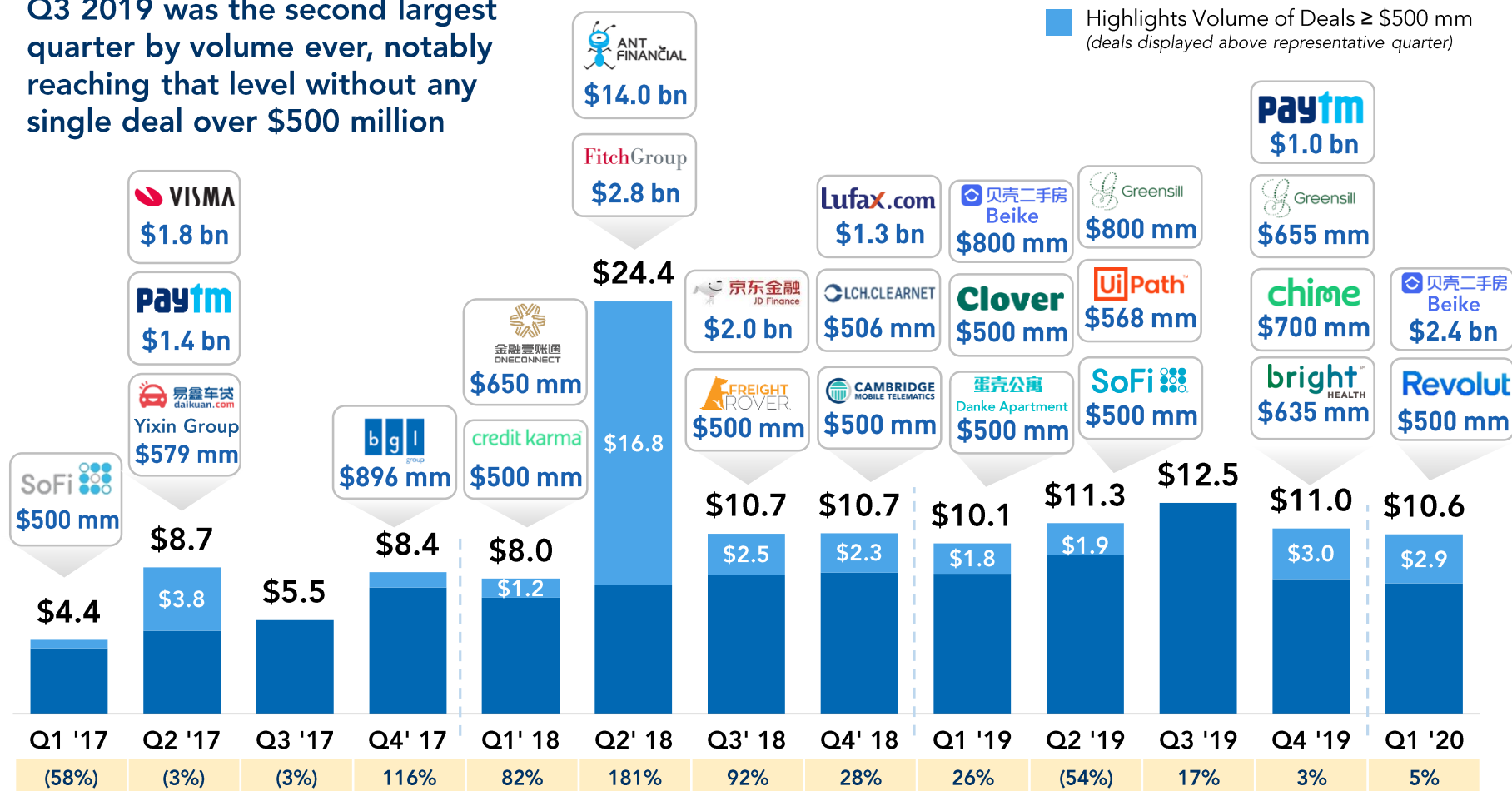


Q1 2020 FINTECH INSIGHTS

FinTech Financing Statistics (cont.)

Global FinTech Financing Volume by Quarter: Q1'17 – Q1'20

Q3 2019 was the second largest quarter by volume ever, notably reaching that level without any single deal over \$500 million



\$ in billions

Y-o-Y Growth

Source: FT Partners' Proprietary Transaction Database

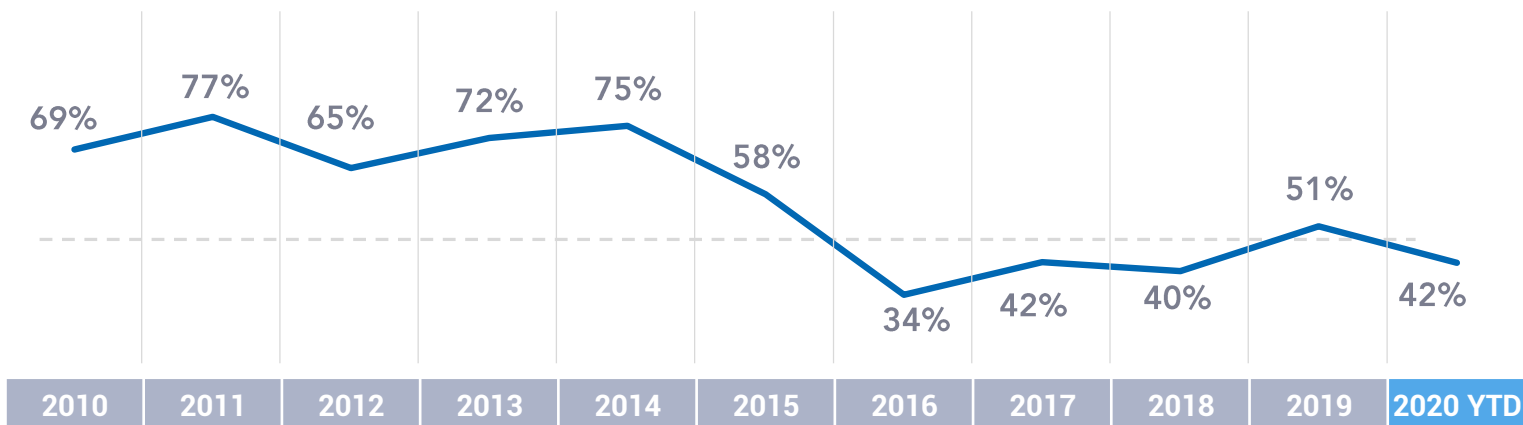
FinTech Financing Statistics (cont.)

Global FinTech Financing: North America vs. International

In the last few years, over half of the FinTech financing activity has occurred outside of North America.

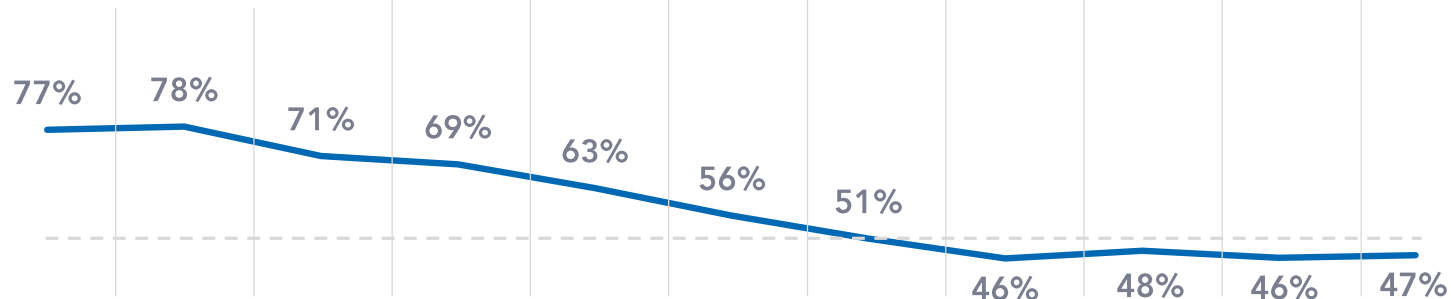
VOLUME

% of Total
Financing
Volume in North
America



DEAL COUNT

% of Total
Financing Deal
Count in North
America



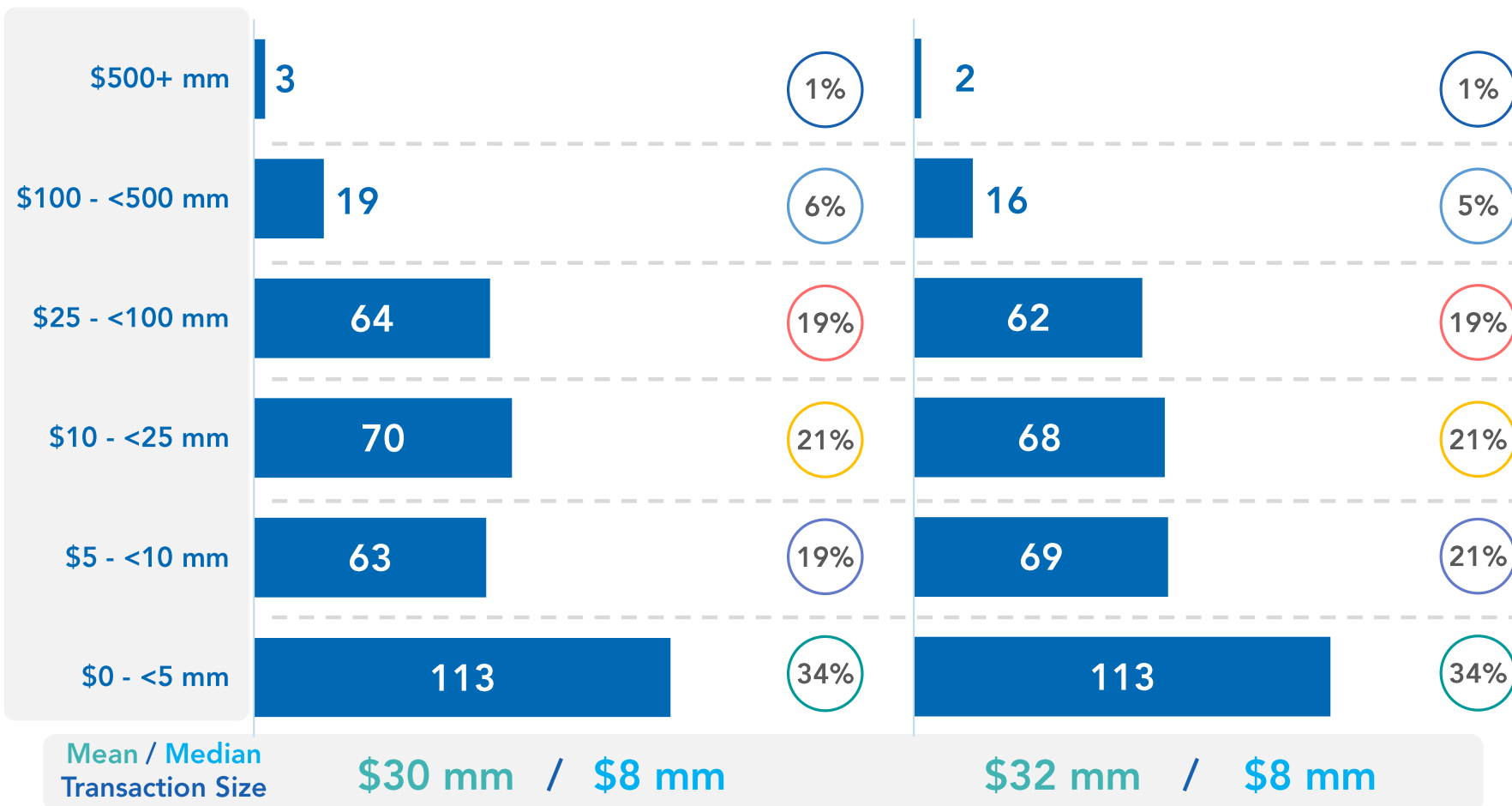
Q1 2020 FINTECH INSIGHTS

FinTech Financing Statistics (cont.)

Number of Global Financings by Size

Q1 2019

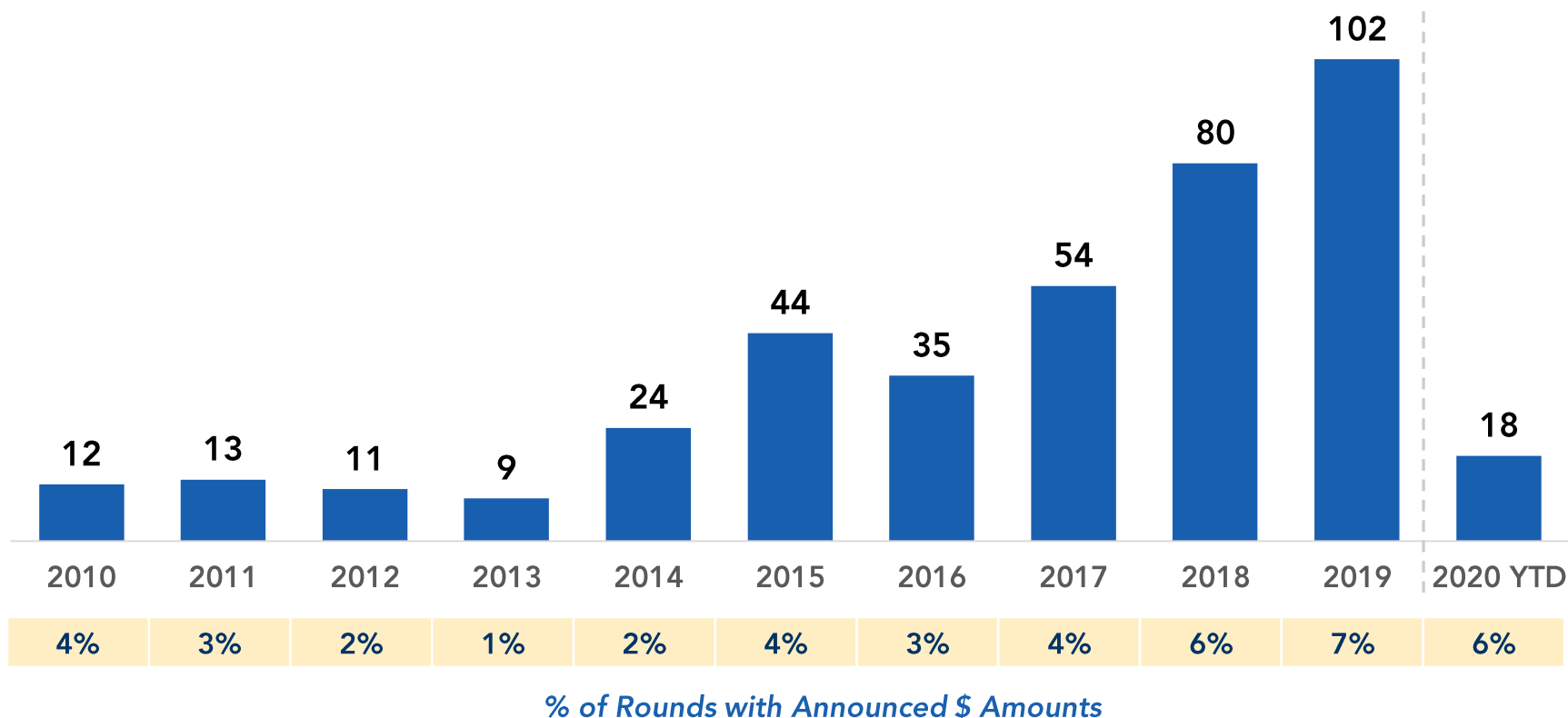
Q1 2020















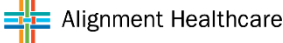

















FinTech Financing Statistics (cont.)

Number of \$100 million+ Financing Rounds

The number of \$100 million+ financing rounds per year has increased dramatically in the last decade



Selected Large FinTech Financing Transactions – North America

Announce Date	Company	Selected Investor(s)	Amount (\$ in mm)	FinTech Sector	Target: City, State / Province
02/14/20		Bessemer Venture Partners; TPG; Greenoaks Capital Management; Tiger Global; Durable Capital Partners; TCV; T. Rowe Price; G Squared; Light Street Capital; Alta Park Capital	\$400	 Payments	Boston, MA, USA
03/16/20		Intercontinental Exchange; PayU; The Boston Consulting Group; Goldfinch Partners; CMT Digital; M12; Pantera Capital	300	 Wealth & Cap. Markets Tech	Atlanta, GA, USA
01/17/20		"Led by one of the largest asset managers in the world"	260*	 Fin. Mgmt. Solutions	Charlotte, NC, USA
01/14/20		Undisclosed Investors	240^	 Fin. Mgmt. Solutions	San Francisco, CA, USA
01/21/20		MSCI	190	 Wealth & Cap. Markets Tech	Hoboken, NJ, USA
03/23/20		Ping An Ventures; WestCap Investment Partners; BlackRock; Goldman Sachs; Affiliated Managers Group Inc.; BNY Mellon; Hamilton Lane; UBS; The Blackstone Group	146	 Wealth & Cap. Markets Tech	New York, NY, USA
03/04/20	 Alignment Healthcare	Fidelity Management & Research Company; T. Rowe Price; Durable Capital Partners	135	 FinTech Healthcare	Orange, CA, USA
01/07/20		ICONIQ Capital; Susquehanna Growth Equity; Citi Ventures	125	 Fin. Mgmt. Solutions	Houston, TX, USA
01/26/20		SoftBank; Undisclosed Investors	125	 Banking / Lending Tech	Mexico City, MX
02/13/20		Tiger Management; Adage Capital Management; Temasek; Goldman Sachs	120	 Payments	Boston, MA, USA
01/30/20		KKR TMT Growth; Norwest Venture Partners; Revolution Growth; Susa Ventures; AXA Venture Partners; MassMutual Ventures; Transamerica Ventures	100	 InsurTech	New York, NY, USA
02/24/20		SoftBank Vision Fund 2	100	 Fin. Mgmt. Solutions	New York, NY, USA
03/26/20		Khosla Ventures; Kleiner Perkins; Top Tier Capital Partners; B Capital Group	75	 Payments	San Francisco, CA, USA
02/25/20		Undisclosed Investors	70	 Payments	Portland, OR, USA
02/06/20		Morpheus Ventures; Alpha Edison; PSP Growth	65	 Real Estate Tech	San Francisco, CA, USA































Source: FT Partners' Proprietary Transaction Database

Note: Target companies are based in the U.S., Canada or Mexico

* AvidXchange has raised an additional \$128 million from new investors post-Q1 2020 for a total of \$388 million




























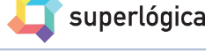

















^ Includes an unspecified amount of debt financing

Selected Large FinTech Financing Transactions – Europe

Announce Date	Company	Selected Investor(s)	Amount (\$ in mm)	FinTech Sector	Target Country
02/24/20	Revolut	TCV; DST Global; Index Ventures; Balderton Capital; GP Bullhound, Investment Arm; Lakestar; Undisclosed Investors	\$500	 Banking / Lending Tech	 UK
01/30/20	Klarna.	Commonwealth Bank of Australia	200	 Payments	 Sweden
01/20/20	qonto	Tencent; DST Global; Valar Ventures; Alven Capital	115	 Banking / Lending Tech	 France
01/20/20	tink	Dawn Capital; HMI Capital; Insight Partners; Poste Italiane; Heartcore; ABN AMRO Ventures; Opera Tech Ventures	100	 Banking / Lending Tech	 Sweden
03/02/20	Thought Machine	Draper Esprit; Lloyds Banking Group plc; IQ Capital Partners; Backed VC; Playfair Capital	83	 Banking / Lending Tech	 UK
01/27/20	Currencycloud	Visa; BNP Paribas; Siam Commercial Bank; International Finance Corporation; SBI Holdings; Sapphire Ventures; Notion Capital; GV; Accomplix; Anthemis Group	80	 Payments	 UK
03/06/20	TANDEM	Qatar Investment Authority	78	 Banking / Lending Tech	 UK
02/10/20	STARLING BANK	Merian Global Investors; Merian Chrysalis Investment Company; JTC Group	77	 Banking / Lending Tech	 UK
01/21/20	Personio	Accel; Lightspeed Venture Partners; Global Founders Capital; Index Ventures; Northzone Ventures; Picus Capital	75	 Fin. Mgmt. Solutions	 Germany
01/03/20	ReceiptBank	Insight Partners; Augmentum; Kennet Partners; CIBC	73	 Fin. Mgmt. Solutions	 UK
01/15/20	Lydia	Tencent; CNP Assurances; XAnge Private Equity; NewAlpha Asset Management	45	 Payments	 France
01/22/20	liberis	FTV Capital; Blenheim Chalcot	42	 Banking / Lending Tech	 UK
01/22/20	DEMICA	Simcah Management	30	 Fin. Mgmt. Solutions	 UK
02/27/20	TRACTABLE	Georgian Partners; Insight Partners; Ignition Partners	25	 InsurTech	 UK
03/17/20	PENTA	RTP Global; ABN AMRO Ventures; Finleap; VR Ventures Management; Holtzbrinck Ventures	21	 Banking / Lending Tech	 Germany

Source: FT Partners' Proprietary Transaction Database
Note: All transaction amounts converted to U.S. dollars

Selected Large FinTech Financing Transactions – International ex Europe





































Announce Date	Company	Selected Investor(s)	Amount (\$ in mm)	FinTech Sector	Target Country
03/04/20	 贝壳二手房 Beike	Hillhouse Capital Group; Sequoia Capital China; SoftBank; Tencent	\$2,400	 Real Estate Tech	 China
01/03/20		Andreessen Horowitz; Vulcan Capital; QED Investors; Fifth Wall Ventures; Thrive Capital; Valor Capital Group; Monashees Capital	175	 Real Estate Tech	 Brazil
03/24/20	 XINJA HOW MONEY SHOULD BE	Dubai World	95	 Banking / Lending Tech	 Australia
01/03/20	 YunZhangFang YunZhangFang.com	Vitruvian Partners; YZF Luxembourg; Undisclosed Investors	85	 Fin. Mgmt. Solutions	 China
01/21/20		A91 Partners; Faering Capital; TVS Capital Funds	84	 InsurTech	 India
02/23/20		Coatue Management; Ribbit Capital; Steadview Capital Management; Insight Partners; Amplo	75	 Payments	 India
01/28/20		Aquiline Technology Growth; RTP Global; Sequoia Capital; Vivriti Capital; Credit Saison; Prime Venture Partners; MegaDelta	70	 Banking / Lending Tech	 India
01/07/20		Warburg Pincus; Creation Investments	70	 Banking / Lending Tech	 India
02/26/20		PhonePe Pvt Ltd; Flipkart	60	 Payments	 India
03/16/20		Warburg Pincus	59	 Fin. Mgmt. Solutions	 Brazil
02/26/20		Goldman Sachs; Odey Asset Management; LeapFrog Investments	55	 Banking / Lending Tech	 South Africa
03/19/20		LGT Lightstone Aspada	50	 Banking / Lending Tech	 India
01/20/20		Undisclosed Investors	48	 Banking / Lending Tech	 Australia
03/20/20		Norwest Venture Partners; Kedaara Capital; Sarva Capital	46	 Banking / Lending Tech	 India
03/31/20		Greenspring Associates; Goodwater Capital; Greyhound Capital; Altos Ventures; Partech Partners; Broadhaven Capital Partners; Tekton Ventures; JAFco Co; Undisclosed Investors	45	 Banking / Lending Tech	 Japan

Source: FT Partners' Proprietary Transaction Database

Note: All transaction amounts converted to U.S. dollars; This page excludes European deals as those are shown on the prior page

Most Active FinTech Investors

Venture Capital: New Investments in Q1 2020

Company Name	# of New FinTech Investments in 2020	New FinTech Investments in 2020
SEQUOIA 	4	 samya.ai  fampay  LeapFinance 
8⁰⁰ EIGHT ROADS™	4	 Oclear  SteelEye  Conquest PLANNING 
Speedinvest	4	 ready2order  cobee  primer 
Ribbit Capital	3	 LIGHTNING LABS  Fenbeitong 
 coatue	3	 persona  boost insurance 
 COLLABORATIVE Fund	3	 TAXbit  inboxhealth. 
 DIGITAL CURRENCY GROUP	3	 zabo  TRANSPARENT SYSTEMS 
 e.bricks ventures	3	 acesso digital  AVENUE 
 MTECH CAPITAL	3	 INSURIFY  CyberCube 

Ranked by number of new investments in Q1 2020
































Source: FT Partners' Proprietary Transaction Database

Note: # of Investments as of 03/31/20; # of investments excludes multiple rounds in the same company during 2020 and excludes follow-on investments; This list excludes accelerators; Sequoia Capital's investments include investments made by Sequoia Capital China, India or Israel

Q1 2020 FINTECH INSIGHTS

Most Active FinTech Investors (cont.)

Strategic & Corporate Venture Capital: New Investments in Q1 2020

Company Name	# of New FinTech Investments in 2020	New FinTech Investments in 2020
 mastercard	4	 DIGIASIA  BIOS  Pine Labs  TrustStamp  ENVEIL <small>ENCRYPTED VEIL</small>
 VISA	4	 Currencycloud  Flutterwave  VERY GOOD SECURITY  Charge After
 Goldman Sachs	3	 MEMX  iCapital <small>Members Exchange NETWORK</small>  flywire
 citi VENTURES	3	 roofstock  CONTOUR  Aiera
 ING	3	 HQLA  Eigen Technologies  KATANA
 coinbase Ventures	3	 CM  EVENTUS <small>COINMETRICS SYSTEMS</small>  Authereum
 Standard Chartered	3	 CONTOUR  24X  Linklogis

Ranked by number of new investments in Q1 2020

Source: FT Partners' Proprietary Transaction Database







Note: # of Investments as of 03/31/20; # of investments excludes multiple rounds in the same company during 2020 and excludes follow-on investments; This list includes direct strategic investments as well as investments made by any corporate venture capital subsidiary, excluding accelerators

Q1 2020 FINTECH INSIGHTS









Most Active FinTech Investors (cont.)

Total Investments (including follow-ons) in Q1 2020

Venture Capital

Company Name	Total	New	Follow-On
SEQUOIA 	10	5	5
Accel	7	2	5
 Index Ventures	7	1	6
8[∞] EIGHT ROADS™	6	4	2
 GREYCROFT	6	2	4
 BainCapital VENTURES	6	1	5
Speedinvest	5	4	1
Ribbit Capital	5	3	2
 Lightspeed	5	2	3
 INSIGHT PARTNERS	5	0	5

Strategic & Corporate Venture Capital

Company Name	Total	New	Follow-On
 Goldman Sachs	6	3	3
 mastercard.	4	4	0
VISA	4	4	0
 citi VENTURES	4	3	1
ING 	4	3	1
 MassMutual VENTURES	4	1	3
coinbase Ventures	3	3	0
 Standard Chartered	3	3	0
 ABN-AMRO	3	2	1
 AMERICAN FAMILY VENTURES	3	2	1
Tencent 腾讯	3	2	1








Ranked by total number of investments in Q1 2020 (including follow-ons)

Source: FT Partners' Proprietary Transaction Database

Note: # of Investments as of 03/31/20; # of investments excludes multiple rounds in the same company during 2020; This list excludes accelerators; Sequoia Capital's investments include investments made by Sequoia Capital China, India and Israel; The strategic / corporate venture capital list includes direct strategic investments as well as investments made by any corporate venture capital subsidiary, excluding accelerators

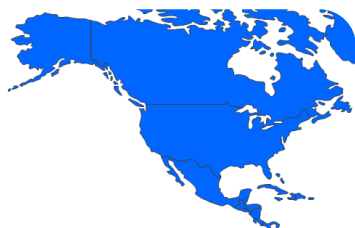
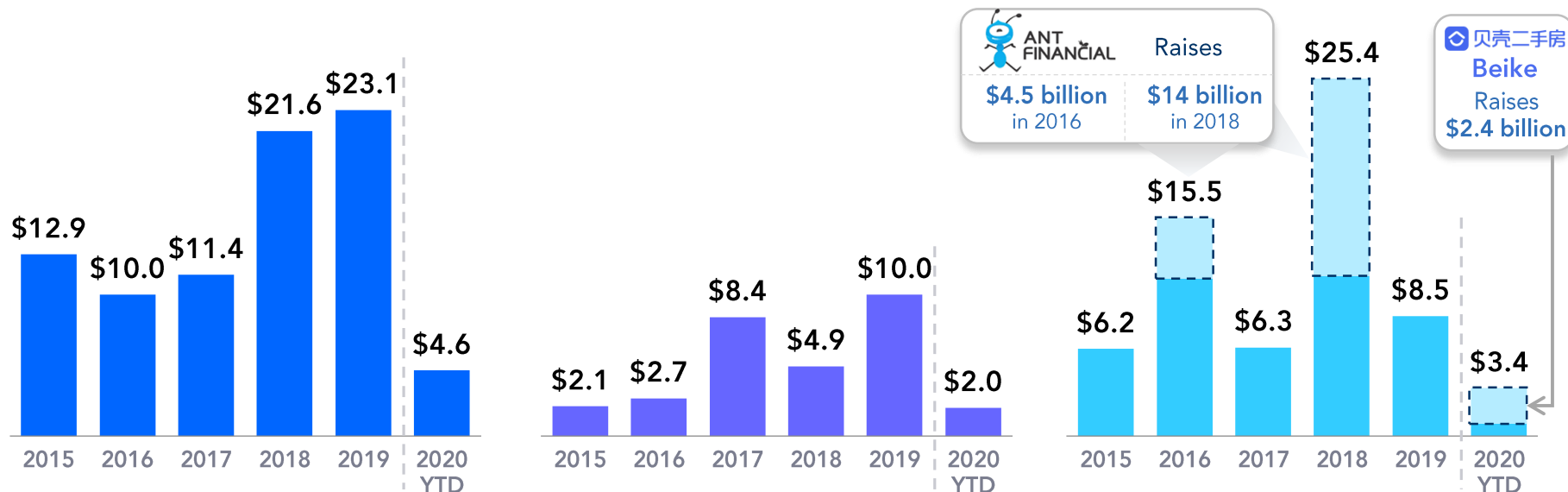
Q1 2020 FINTECH INSIGHTS

Q1 2020 FinTech Financing Activity By Region

	Region / Continent	Number of Deals	% of Total # of Deals	Financing Volume (\$ in mm)	% of Total \$ Volume
	NORTH AMERICA	192	47%	\$4,640	44%
	EUROPE	115	29%	\$1,996	19%
	ASIA	68	17%	\$3,397	32%
	OCEANIA	10	3%	\$221	2%
	SOUTH AMERICA	7	2%	\$249	2%
	AFRICA	6	1%	\$90	1%
	MIDDLE EAST	5	1%	\$27	<1%

FinTech Financing Activity By Region – Dollar Volume

Financing volume in both Europe and North America is trending lower than prior years after reaching record levels in 2019. Majority of financing volume in 2020 so far in Asia is from one mega round for real estate tech company, Beike.



NORTH AMERICA



EUROPE



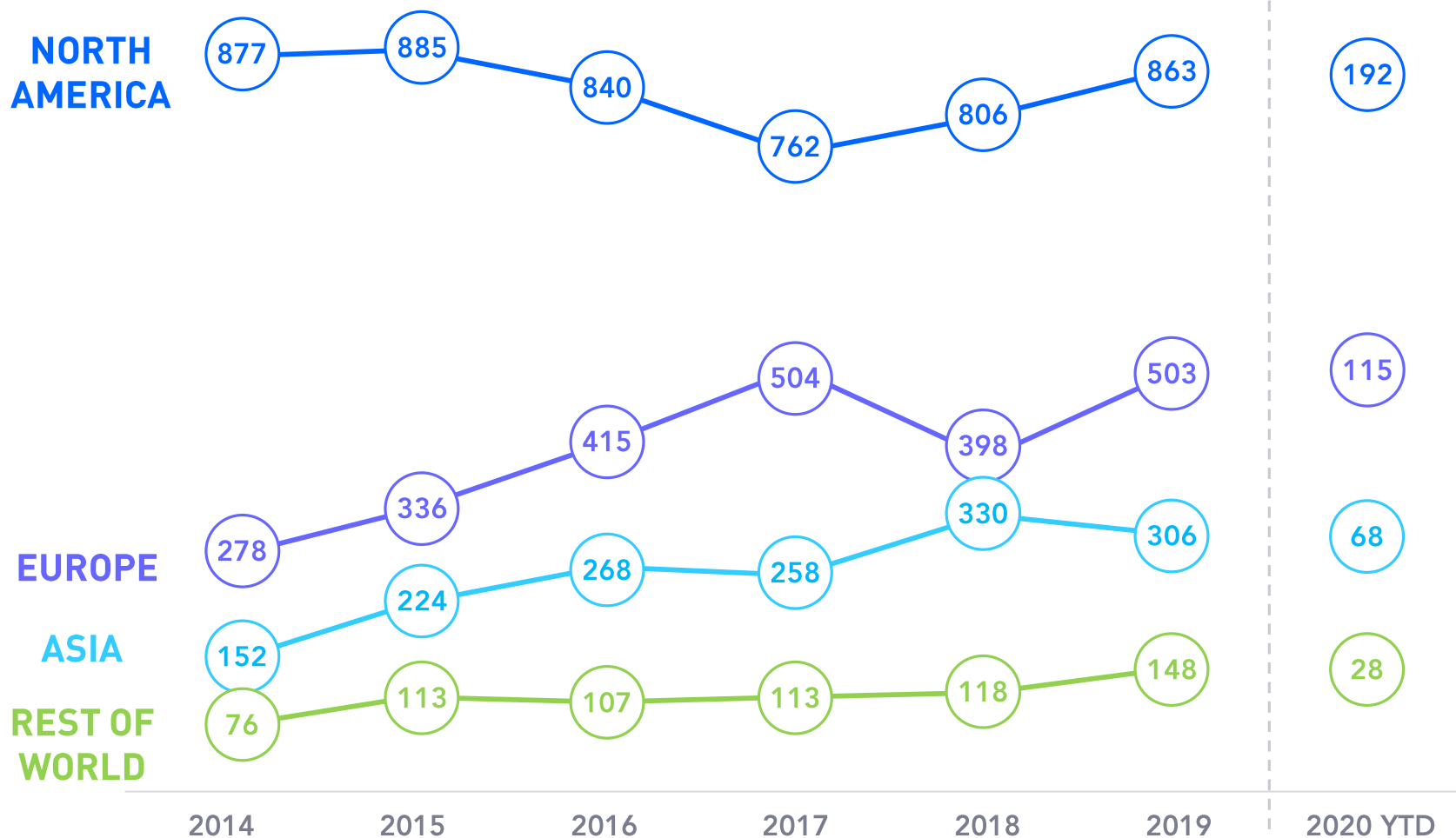
ASIA

\$ in billions

Source: FT Partners' Proprietary Transaction Database
Note: \$ volumes by region only include transactions with announced amounts





































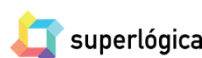
Q1 2020 FINTECH INSIGHTS

FinTech Financing Activity By Region – Number of Financings



Q1 2020 FINTECH INSIGHTS

Most Active Countries By Number of Financings in Q1 2020

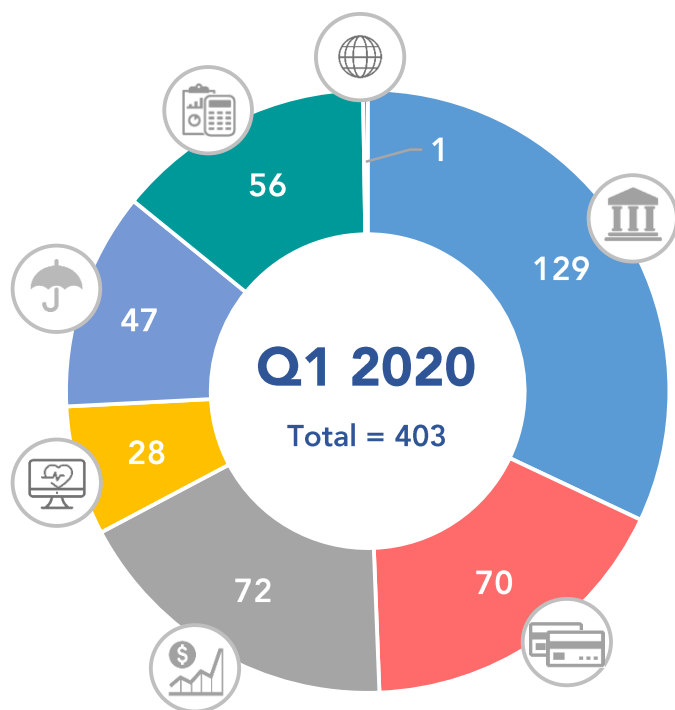
Country	# of Financings	# of Financings % of Total	Dollar Volume (\$ in mm)	Dollar Volume % of Total	Largest Rounds Raised in Q1 2020
 USA	180	45%	\$4,449	42%	  
 UK	61	15%	1,213	11%	 Thought Machine 
 India	40	10%	655	6%	 BharatPe 
 France	11	3%	232	2%	  
 Germany	11	3%	146	1%	 PENTA 
 Australia	11	3%	221	2%	  
 Singapore	9	2%	33	<1%	  
 China	8	2%	2,585	24%	  
 Canada	8	2%	55	1%	  
 Brazil	7	2%	249	2%	  

Source: FT Partners' Proprietary Transaction Database
Note: \$ volumes by region only include transactions with announced amounts

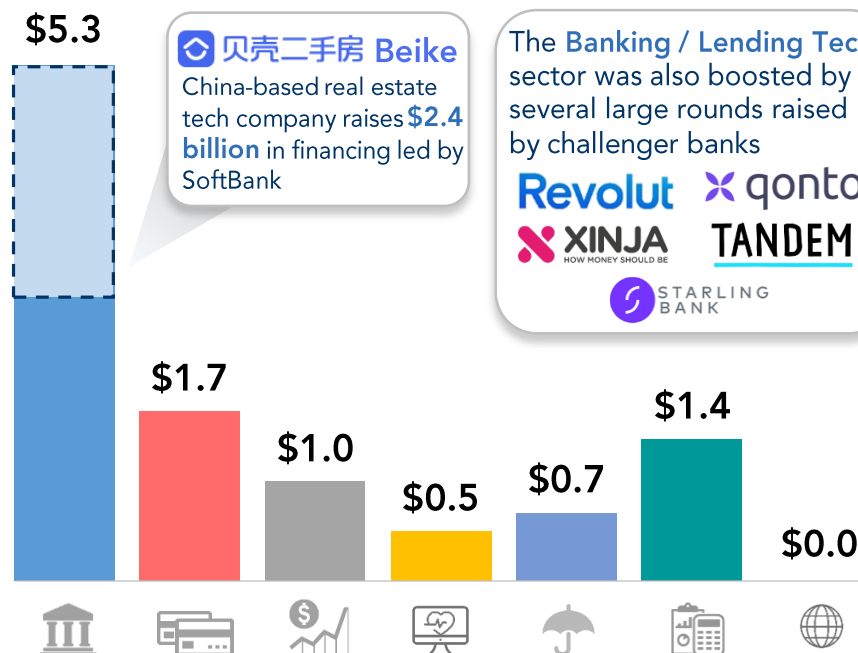
Sector Breakdowns: Financing

Q1 2020 Global FinTech Financing by Sector

Number of Financing Transactions



Financing Volume (\$ in billions)



KEY

- Banking / Lending Tech
- Payments
- Wealth & Capital Markets Tech
- Healthcare FinTech
- InsurTech
- FMS
- Financial BPO

Source: FT Partners' Proprietary Transaction Database

Note: This report's Insurance sector data differs from FT Partners' standalone InsurTech Insights / Almanac data because the standalone report includes selected health insurance transaction data which is categorized in the healthcare sector in this report



3. FINTECH M&A

FinTech Insights | Financing and M&A Statistics

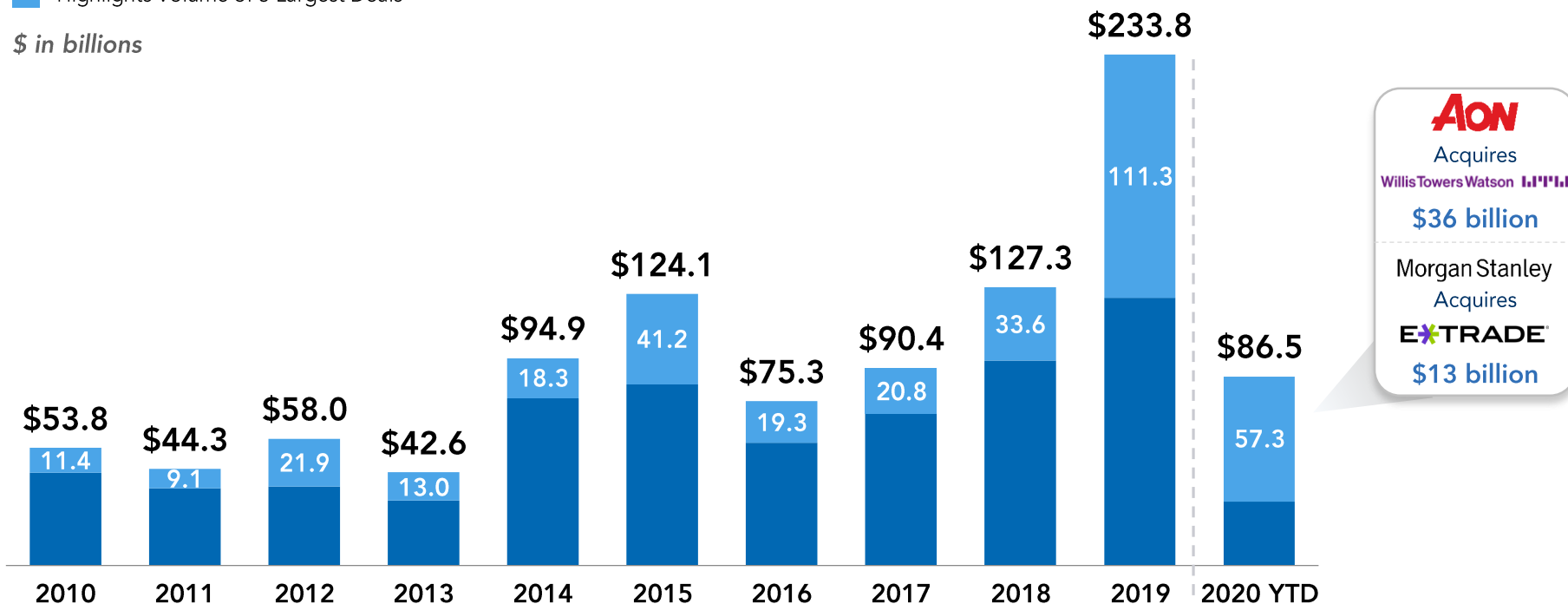
FinTech M&A Statistics

Global FinTech M&A Volume

The high level of M&A volume in 2020 so far can primarily be attributed to two large transactions. In total, there were ten \$1 billion+ deals in Q1 2020, more than were in any quarter in 2019.

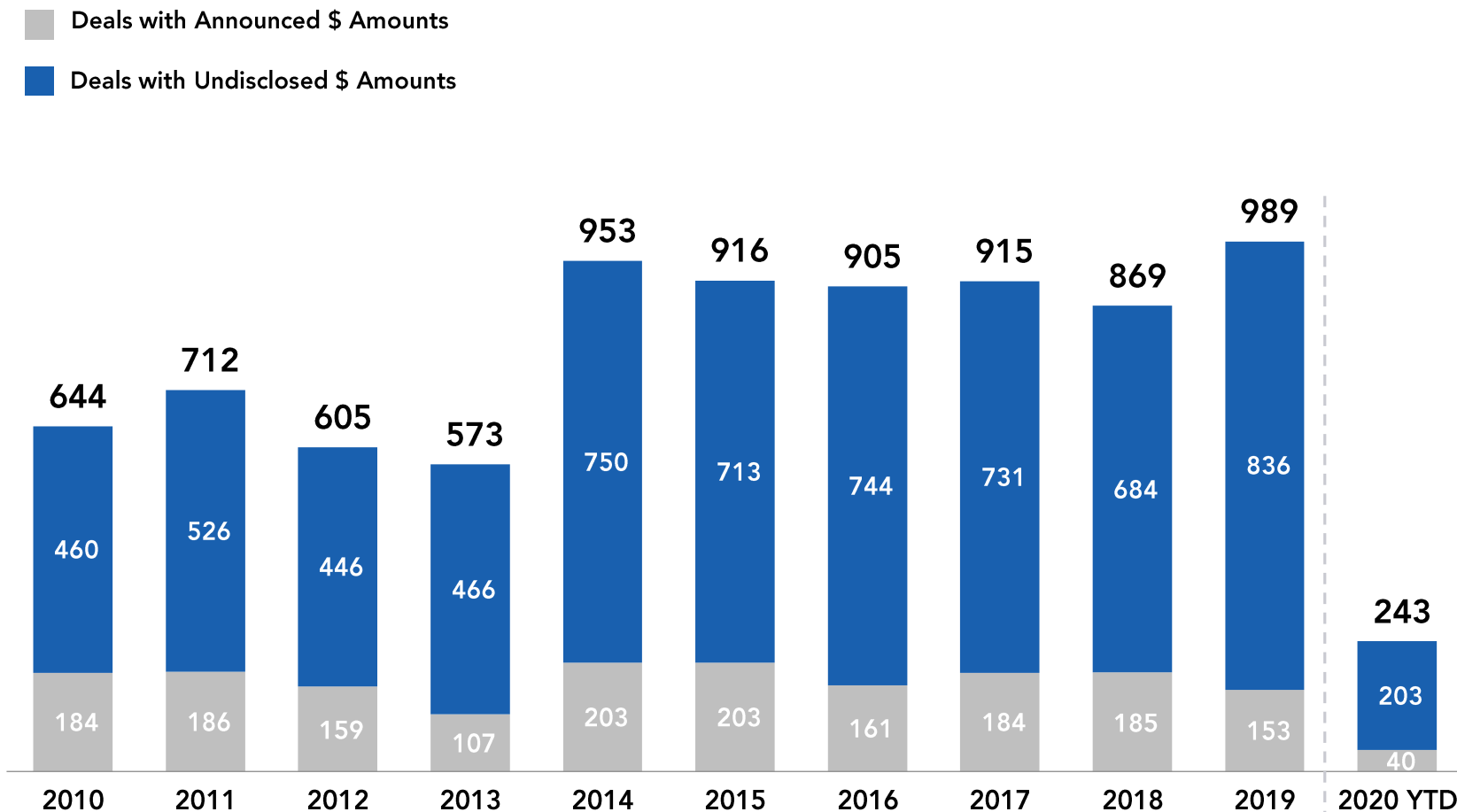
■ Highlights Volume of 3 Largest Deals

\$ in billions



FinTech M&A Statistics (cont.)

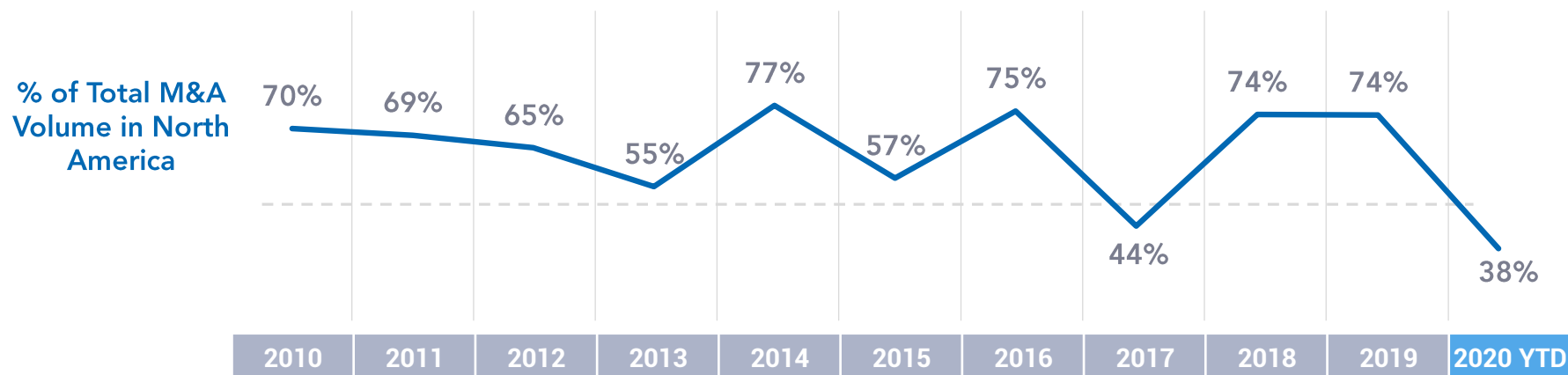
Global FinTech M&A Deal Count



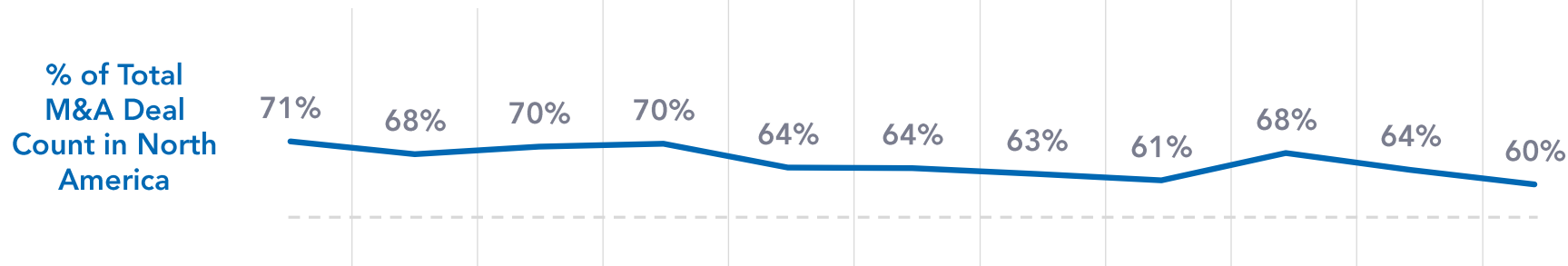
FinTech M&A Statistics (cont.)

Global FinTech M&A: North America vs. International

VOLUME

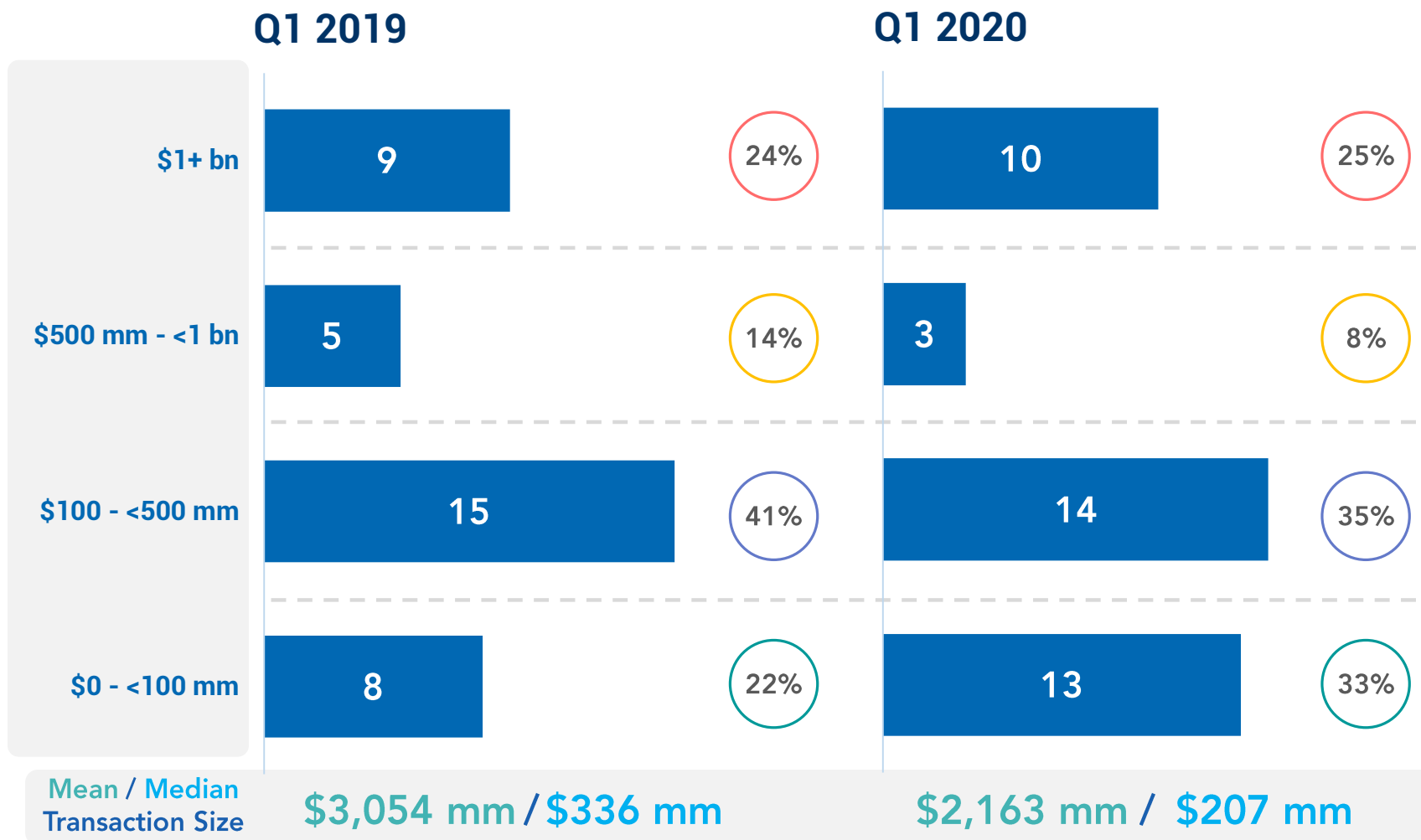


DEAL COUNT

















































FinTech M&A Statistics (cont.)

Number of Global M&A Deals by Size































































Q1 2020 FINTECH INSIGHTS

Selected Large FinTech M&A Deals – North America





























































Announce Date	Target	Acquirer(s)	Amount (\$ in mm)	FinTech Sector	Target: City, State / Province
02/20/20	 E*TRADE	Morgan Stanley	\$13,000	 Wealth & Cap. Markets Tech	Arlington, VA
02/24/20	 credit karma	 intuit	7,100	 Banking / Lending Tech	San Francisco, CA
01/13/20	 PLAID	 VISA	5,300	 Banking / Lending Tech	San Francisco, CA
02/18/20	 CardWorks	 ally	2,650	 Banking / Lending Tech	Woodbury, NY
01/06/20	 OpenLending	Nebula Acquisition Corporation	1,330	 Banking / Lending Tech	Austin, TX
01/23/20	 rdr	 MOODY'S	700	 Fin. Mgmt. Solutions	King of Prussia, PA
02/11/20	 RentPath <small>TAKE THE MOST POWERFUL PATH.</small>	 CoStar Group	588	 Real Estate Tech	Atlanta, GA
01/13/20	 id:analytics.	 LexisNexis [®] RISK SOLUTIONS  RELX	375	 Fin. Mgmt. Solutions	San Diego, CA
02/27/20	 GAIN CAPITAL	 INTL · FCStone	236	 Wealth & Cap. Markets Tech	Bedminster, NJ
02/18/20	 RADIUS BANK	 LendingClub	185	 Banking / Lending Tech	Boston, MA
02/20/20	 Ultimate SOFTWARE	 KRONOS	na	 Fin. Mgmt. Solutions	Weston, FL
02/03/20	 emailage [®] <small>The Email Risk Score Company</small>	 LexisNexis [®] RISK SOLUTIONS  RELX	na	 Fin. Mgmt. Solutions	Chandler, AZ
01/22/20	 clearpool	 BMO 	na	 Wealth & Cap. Markets Tech	New York, NY
03/31/20	 IdentityMind	 acuant	na	 Payments	Palo Alto, CA
02/13/20	 docuTech.	 First American	na	 Banking / Lending Tech	Idaho Falls, ID

Source: FT Partners' Proprietary Transaction Database
Note: Target companies are based in the U.S. or Canada

Selected Large FinTech M&A Deals - Europe

Announce Date	Target	Acquirer(s)	Amount (\$ in mm)	FinTech Sector	Target Country
03/09/20	WillisTowersWatson 		\$35,700	 InsurTech	 UK
02/03/20	ingenico GROUP 		8,600	 Payments	 France
01/16/20	 Global Blue	FAR POINT 	2,600	 Payments	 Switzerland
01/21/20	 UBS Fondcenter	clearstream  DEUTSCHE BÖRSE GROUP	786	 Wealth & Cap. Markets Tech	 Switzerland
03/11/20	 Polskie ePłatności	nets: 	460	 Payments	 Poland
03/23/20	 iGraal	 Global Savings Group	137	 Payments	 France
01/07/20	 GASTROFIX	 lightspeed	101	 Payments	 Germany
01/08/20	netrisk.hu 	TA ASSOCIATES 	80	 InsurTech	 Hungary
03/13/20	 mercury	 Santander	66	 Banking / Lending Tech	 Spain
03/30/20	 STRANDS	 CRIF	na	 Banking / Lending Tech	 Spain
03/09/20	ControlExpert 	Allianz 	na	 InsurTech	 Germany
03/11/20	neyber 	SALARY FINANCE 	na	 Banking / Lending Tech	 UK
03/16/20	Xactium 	riskconnect. 	na	 Fin. Mgmt. Solutions	 UK
02/12/20	WEALTHTIME® 	AnaCap  Financial Partners LLP	na	 Wealth & Cap. Markets Tech	 UK
02/04/20	earthport FX 	foreigncurrencydirect 	na	 Payments	 UK

Selected Large FinTech M&A Deals – International ex Europe

Announce Date	Target	Acquirer(s)	Amount (\$ in mm)	FinTech Sector	Target Country
01/24/20	 Op+al eNett Redefining payments	 WEX	\$1,700	 Payments	 Australia
01/27/20	 KSNET	 payletter. STONEBRIDGE	237	 Payments	 South Korea
01/23/20	 ScientificBeta An EDHEC Risk Institute Venture	 SGX	223	 Wealth & Cap. Markets Tech	 Singapore
01/10/20	 PaySense	 PayU	185	 Banking / Lending Tech	 India
02/28/20	 superdigital	 Santander	60	 Payments	 Brazil
01/08/20	 MINT UAE Payroll Card Portfolio TSXV:MIT • OTCQB: MITJF	 Edenred	na	 Payments	 UAE
01/24/20	 ORIGAMI	 MERCARI	na	 Payments	 Japan
02/11/20	 aimbrain simply smarter authentication	 BIOCATCH Less Friction. Less Fraud.	na	 Banking / Lending Tech	 Israel
02/25/20	 FinBit.io	 ENVESTNET YODLEE	na	 Fin. Mgmt. Solutions	 India
03/09/20	 earnd	 Greensill	na	 Banking / Lending Tech	 Australia
02/04/20	 bento	 Grab	na	 Wealth & Cap. Markets Tech	 Singapore
01/14/20	 BIT TRADE	 kraken	na	 Payments	 Australia
02/19/20	 CreditGuard A SafeCharge company	 MAX	na	 Payments	 Israel
02/12/20	 Quickbima.com	 easy policy	na	 InsurTech	 India
03/17/20	 PolicyPal	 AMTD 尚乘	na	 InsurTech	 Singapore

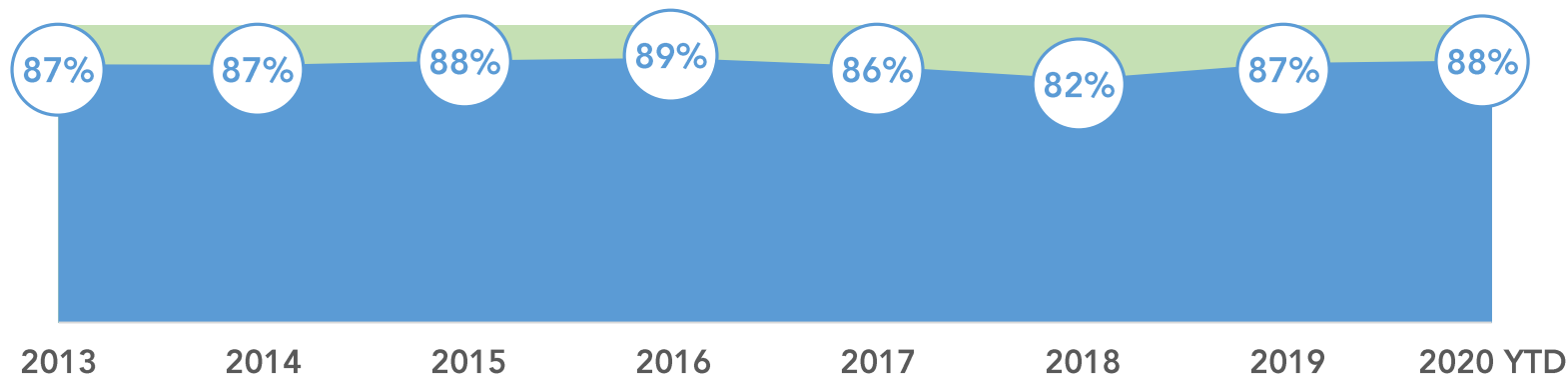
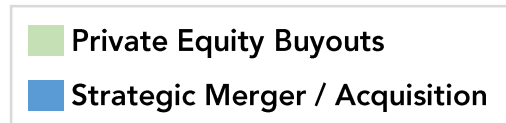
Source: FT Partners' Proprietary Transaction Database

Note: Target Company must be based internationally; European Targets are excluded from this list as they are shown on the prior page

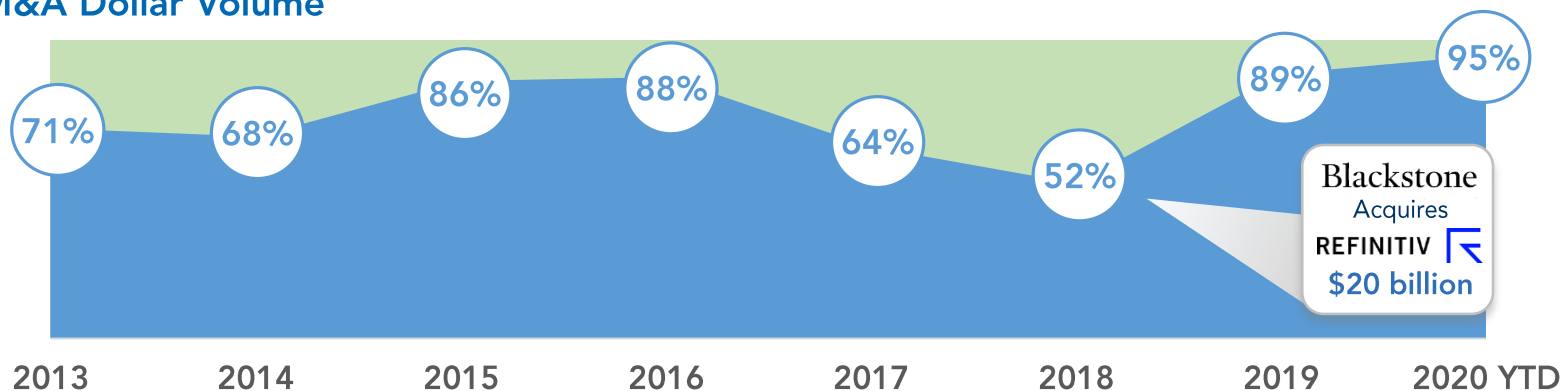
Strategic M&A vs. Private Equity Buyouts

So far in 2020, 88% of FinTech acquisitions were conducted by strategic buyers. Strategic acquisitions have represented 95% of the total dollar volume this year. In 2018, the dollar volume was skewed by Blackstone's \$20 billion buyout of Refinitiv.

M&A Deal Count



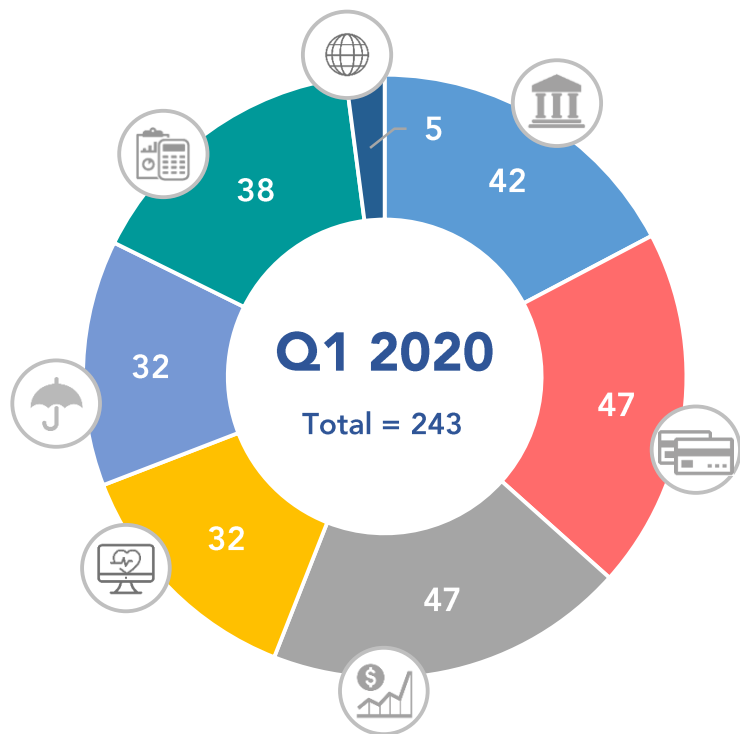
M&A Dollar Volume



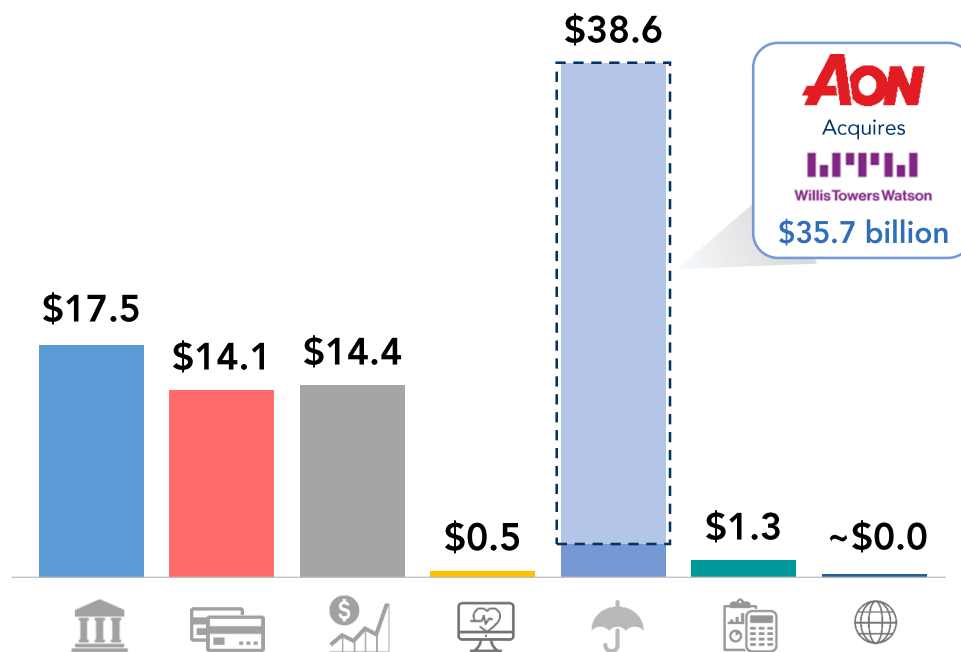
Sector Breakdowns: M&A

Q1 2020 Global FinTech M&A by Sector

Number of M&A Transactions ⁽¹⁾



M&A Volume (\$ in billions)



KEY

- | | | |
|---|--|--|
| ■ Banking / Lending Tech | ■ Wealth & Capital Markets Tech | ■ InsurTech |
| ■ Payments | ■ Healthcare FinTech | ■ FMS |
| | | ■ Financial BPO |

Source: FT Partners' Proprietary Transaction Database

Note: This report's Insurance sector data differs from FT Partners' standalone InsurTech Insights / Almanac data because the standalone report includes selected health insurance transaction data which is categorized in the healthcare sector in this report

1) Includes deals with and without announced \$ amounts



































4. FINTECH IPOs

FinTech Insights | Financing and M&A Statistics

Q1 2020 FINTECH INSIGHTS

Selected Recent U.S. FinTech IPOs

Filing Date	IPO Date	Company	Exchange / Ticker	Amount Raised	IPO Price	Current Price	Current Market Cap	Total Return	FinTech Sector	Target Country
09/04/19	02/11/20	 慧择 huize.com	Nasdaq: HUIZ	\$55 mm	\$10.50	\$6.40	\$328 mm	(39%)	InsurTech	 China
10/18/19	01/17/20	 velocity mortgage capital	NYSE: VEL	94	13.00	3.15	60	(76%)	Banking / Lending Tech	 USA
10/28/19	01/16/20	 蛋壳公寓 Danke Apartment	NYSE: DNK	130	13.50	7.35	1,342	(46%)	Real Estate Tech	 China
11/15/19	12/12/19	 bill.com	NYSE: BILL	223	22.00	37.99	2,693	73%	Fin. Mgmt Solutions	 USA
11/13/19	12/12/19	 金融壹账通 ONECONNECT	NYSE: OCFT	312	10.00	10.00	3,353	0%	Banking / Lending Tech	 China
11/15/19	12/11/19	 xp investimentos	Nasdaq: XP	1,958	27.00	25.45	14,043	(6%)	Wealth & Cap. Markets Tech	 Brazil
10/28/19	11/21/19	 canaan	Nasdaq: CAN	90	9.00	4.44	696	(51%)	Blockchain	 China
11/16/18	11/06/19	 Silvergate	NYSE: SI	40	12.00	10.00	196	(17%)	Banking / Blockchain	 USA
10/08/19	11/01/19	 房多多 angop.com	Nasdaq: DUO	78	13.00	10.01	735	(23%)	Real Estate Tech	 China
07/17/19	09/26/19	 OPOR TUN	Nasdaq: OPRT	94	15.00	6.48	173	(57%)	Banking / Lending Tech	 USA
08/23/19	09/19/19	 PingIdentity	NYSE: PING	188	15.00	24.99	1,989	67%	Fin. Mgmt Solutions	 USA
08/08/19	08/15/19	 9F玖富 9Fbank.com	Nasdaq: JFU	85	9.50	7.04	1,478	(26%)	Banking / Lending Tech	 China
06/27/19	07/24/19	 HealthCatalyst	Nasdaq: HCAT	182	26.00	25.08	917	(4%)	Healthcare FinTech	 USA
06/21/19	07/18/19	 Phreesia	NYSE: PHR	167	18.00	19.89	711	11%	Healthcare FinTech	 USA
06/24/19	07/18/19	 ASSETMARK	NYSE: AMK	316	22.00	21.53	1,559	(2%)	Wealth & Cap. Markets Tech	 USA
03/22/19	06/28/19	 CHANGE HEALTHCARE	Nasdaq: CHNG	557	13.00	9.85	3,191	(24%)	Healthcare FinTech	 USA
03/15/19	04/17/19	 PALOMAR	Nasdaq: PLMR	84	15.00	55.24	1,296	268%	InsurTech	 USA

Source: FT Partners' Proprietary Transaction Database, Capital IQ
Note: Prices updated as of 4/16/20; List does not include IPOs that raise less than \$30 mm

Q1 2020 FINTECH INSIGHTS

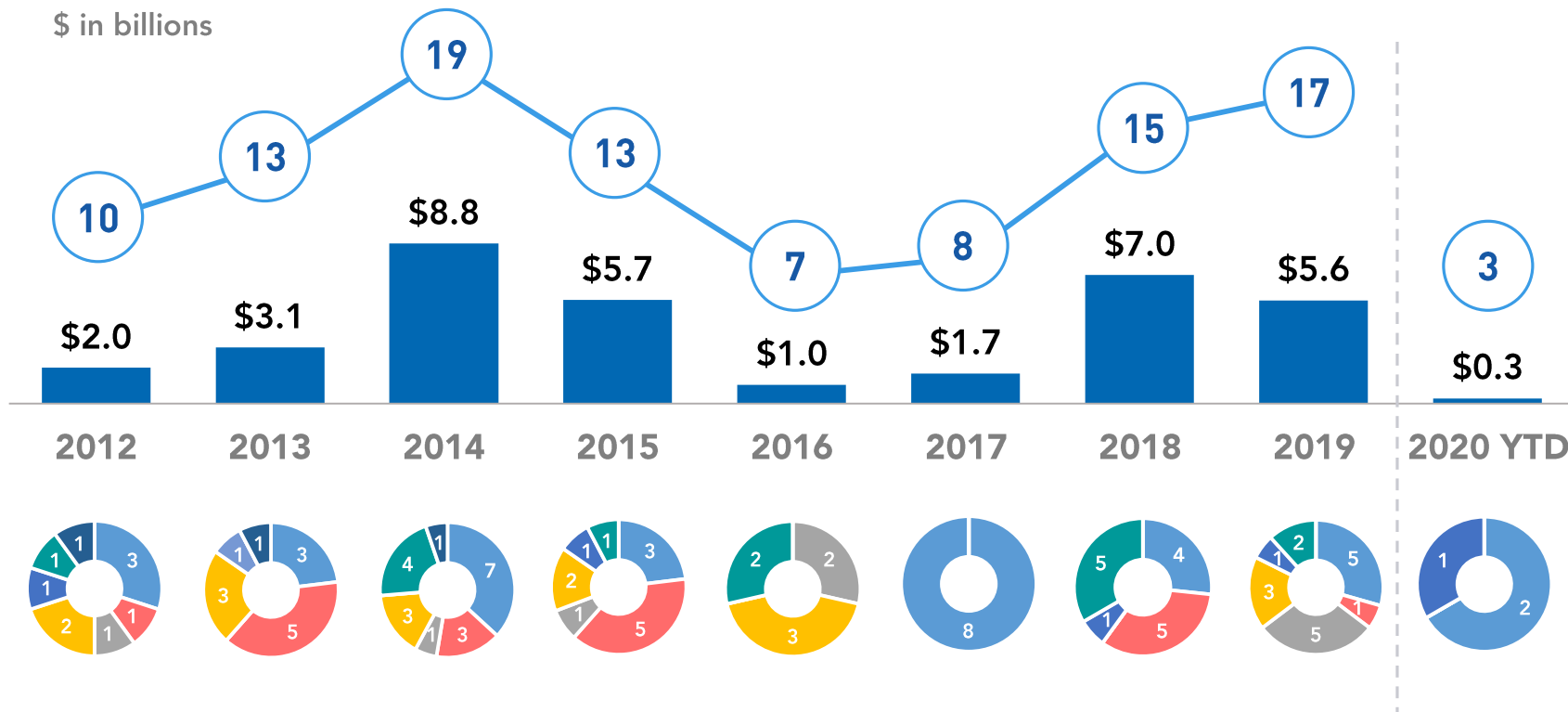
Volume and Number of U.S. FinTech IPOs



U.S. FinTech IPOs

Amount Raised / Number of IPOs & Sector Breakdown by Number

\$ in billions



KEY

Banking /
Lending Tech

Payments

Wealth & Capital
Markets Tech

Healthcare FinTech





























InsurTech

FMS

Financial BPO

Q1 2020 FINTECH INSIGHTS

Selected Recent International FinTech IPOs

Filing Date	IPO Date	Company	Exchange / Ticker	Amount Raised	IPO Price	Current Price	Current Market Cap	Total Return	FinTech Sector	Target Country
11/29/19	03/06/20	 SBI card	BSE: 543066	₹103,000 mm	₹755	₹532.20	₹496,188 mm	(30%)	Payments	 India
11/07/19	12/16/19	 自動で経営を軽くする	TSE: 4478	¥34,953	¥2,000	¥3530.00	¥145,453	77%	Fin. Mgmt. Solutions	 Japan
11/18/19	12/06/19	 tyro	ASX: TYR	A\$287	A\$2.75	A\$2.75	A\$1,366	0%	Payments	 Australia
07/26/19	08/15/19	 FINEOS	ASX: FCL	A\$211	A\$2.50	A\$3.28	A\$543	31%	InsurTech	 Ireland
07/28/19	08/08/19	 fawry	CASE: FWRY	EGP 1,640	EGP 6.46	EGP 9.58	EGP 6,776	48%	Payments	 Egypt
06/24/19	07/30/19	 sezzle	ASX: SZL	A\$44	A\$1.22	A\$1.34	A\$167	9%	Banking / Lending Tech	 USA
07/14/19	07/29/19	 TEL-AVIV STOCK EXCHANGE	TASE: TASE	ILS 225	ILS 7.10	ILS 11.99	ILS 1,199	69%	Wealth & Capital Markets Tech	 Israel
06/11/19	06/25/19	 ARGENTEX	AIM: AGFX	£46	£1.06	£1.39	£158	31%	Payments	 UK
05/16/19	06/11/19	 prosipa	ASX: PGL	A\$110	A\$3.78	A\$0.99	A\$160	(74%)	Banking / Lending Tech	 Australia
04/09/19	05/15/19	 Finablr	LSE: FIN	£306	£1.75	£0.11	£96	(94%)	Payments	 UAE
02/21/18	04/30/19	 BANCO inter	BOVESPA: BIDI4	R\$656	R\$18.50	R\$9.10	B\$6,433	(51%)	Banking / Lending Tech	 Brazil
03/26/19	04/12/19	 nexi	BIT: NEXI	€2,010	€9	€12.98	€8,826	44%	Payments	 Italy
03/21/19	04/10/19	 Network International Payment Solutions	LSE: NETW	£1,087	£4.35	£4.00	£2,485	(8%)	Payments	 UAE
02/06/19	03/07/19	 lightspeed	TSX: LSPD	C\$240	C\$16	C\$20.49	C\$1,328	28%	Payments	 Canada

Source: FT Partners' Proprietary Transaction Database, Capital IQ, Thomson Reuters
Note: Prices updated as of 4/16/20; List does not include IPOs that raise less than \$30 mm

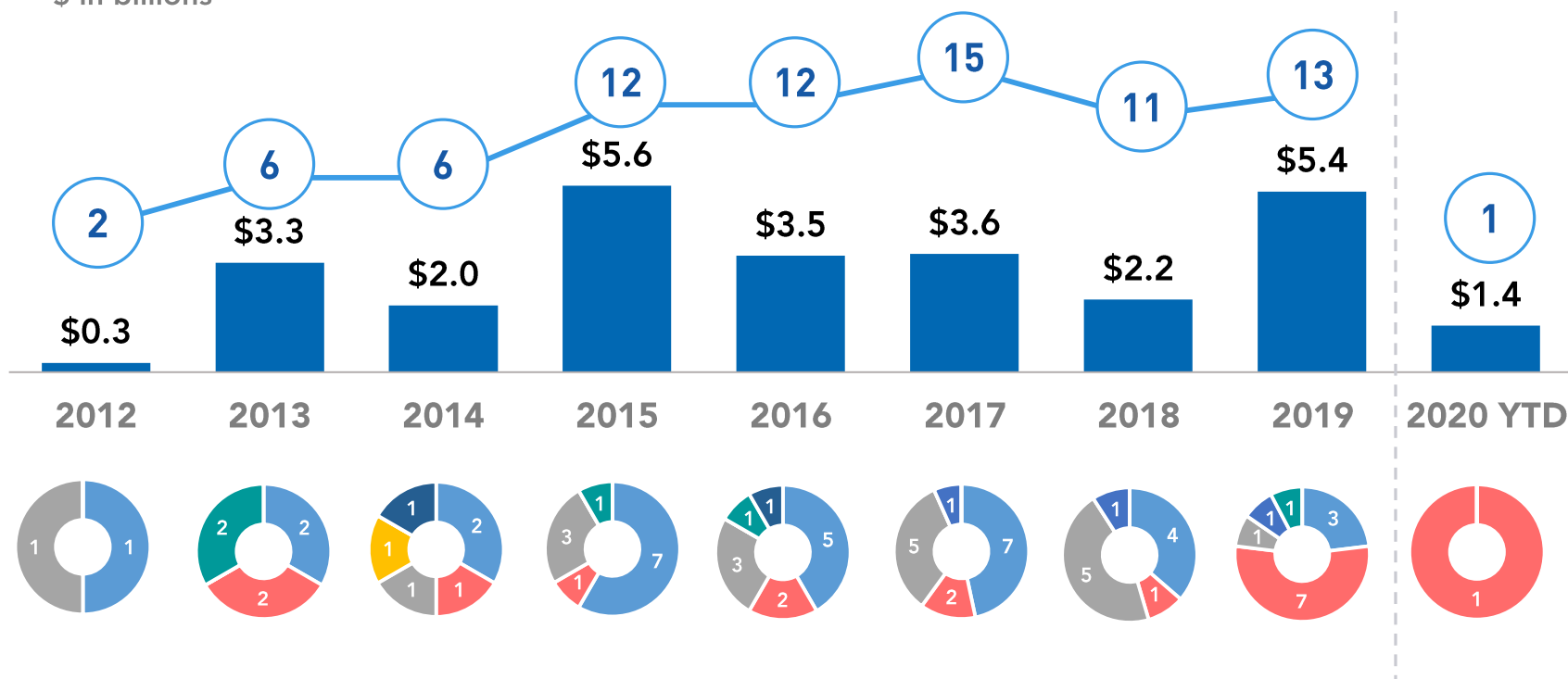
Volume and Number of International FinTech IPOs



International FinTech IPOs

Amount Raised / Number of IPOs & Sector Breakdown by Number

\$ in billions



KEY

Banking / Lending Tech

Payments

Wealth & Capital Markets Tech

Healthcare FinTech



























InsurTech

FMS

Financial BPO

Q1 2020 FINTECH INSIGHTS

Selected Well-Funded Private FinTech Companies in the U.S.

Last Funding Date	Company	Total Financing Amount (\$ in mm)	Last Funding Date	Company	Total Financing Amount (\$ in mm)
05/29/19	 SoFi	\$2,415	04/03/19	 affirm	\$752
04/16/20	 stripe	1,676	01/14/20	 TRADESHIFT	714
07/30/19	 COMPASS	1,523	09/29/15	 AVANT	654
03/20/19	 Opendoor	1,345	05/06/15	 zenefits	584
08/14/18	 OSCAR	1,268	06/29/18	 Dataminr	571
12/17/19	 bright SM HEALTH	1,075	10/29/19	 vacasa	526
04/30/19	 UiPath TM	1,016	09/09/19	 Root Insurance Co	523
02/14/20	 toast	896	10/30/18	 coinbase	516
03/28/18	 credit karma	868	07/24/19	 gusto	516
07/22/19	 robinhood	862	12/19/18	 CAMBRIDGE MOBILE TELEMATICS	500
01/29/19	 Clover	838	09/27/18	 FREIGHT ROVER	500
01/17/20	 avidxchange	828	12/20/18	 fair	491
12/06/19	 chime	805	08/03/17	 Kabbage [®]	489



5. APPENDIX

FinTech Insights | Financing and M&A Statistics



i.

APPENDIX: HISTORY OF FINTECH & SECTOR DEFINITIONS

FinTech Insights | Financing and M&A Statistics

What is FinTech?

As the leading FinTech-focused investment bank, FT Partners strives to define the FinTech industry in its entirety in order to comprehensively cover all trends of innovation

At its core, FinTech represents the intersection of financial services and technology. This includes technology solutions that enable and improve the creation, implementation, distribution and management of all financial products and services as well as technology solutions that enhance internal financial-related processes for all organizations (not just financial service organizations). FinTech also includes new innovative and disruptive financial services companies since they tend to focus on online and mobile distribution channels and rely heavily on technology in order to scale.

We believe it is important to note that FinTech encompasses more than just new, disruptive technology or business models, which is what most people likely think of when they hear the term FinTech. FinTech also covers all of the traditional technology deployed across financial institutions. In fact, FinTech can date its roots back to the 1950's when banks and insurance companies first began to utilize mainframe computers in their back office operations. And one could even argue that the first stock ticker machine unveiled in 1867 was the first example of FinTech! Stock tickers enabled the latest stock price information to be disseminated around the country all at the same time. Stock tickers were used well into the 1960's until electronic stock quotes came on the scene. And prior to mainframe computers, punch cards were leveraged in what could be considered an early form of technological innovation within financial services.

1867



An American Telegraph Co. engineer invented the Stock Ticker, a machine utilizing the telegraph to deliver stock price information ⁽¹⁾

1969

Instinet»
A Nomura Company

Founded as Institutional Networks, the Company launched the first automated system for U.S. institutions to trade stocks directly with each other (Electronic Communication Network)

A Brief History of FinTech

Origins of Some Key FinTech Stalwarts

A handful of FinTech companies that are still independent today can date their origins back many decades (or even longer), including payroll processor **ADP**, bank technology provider **Fiserv** and money transmitter **Western Union**. **ADP** was founded in 1949 and became a pioneer in selling outsourced financial solutions. In the 1950's, **ADP** began leveraging computing power to automate payroll processing for businesses. **Fiserv's** origins date back to the mid 1960's as the processing department of Midland National Bank of Milwaukee. **Western Union** likely takes the cake as the oldest standalone FinTech company today with its founding as the New York and Mississippi Value Printing Telegraph Company in 1851. The Company first introduced its core money transfer services in 1871.



- In **1950** Diners Club became the first multipurpose charge card



- **1958:** Visa began as Bank of America's consumer credit card program



- Mastercard dates back to **1966** with the creation of the Interbank Card Association (ICA) by a group of banks

In addition to the deployment of mainframe computers, key FinTech innovations include credit and debit cards, ATM machines, electronic and online stock trading, online banking, account aggregation, and more recently, Bitcoin and blockchain technologies. The first form of credit cards began as single-use charge cards in the early 1900's, which could only be used at specific retail stores and later gas stations. **The Diners Club** charge card was started in 1950 as a payment card that could initially be used at multiple restaurants in Manhattan and later at hotels, retail stores and other merchants across multiple geographies. General-purpose credit cards, which are the most popular types of payment cards today, first began to appear in the late 1950's while the formations of **Visa** and **MasterCard** date their roots back to the mid 1960's as solutions for the regionally fragmented banking industry.



- Founded in **1851**
- First money transfer service introduced in **1871**



- Founded in **1949** as Automatic Payrolls, Inc.
- In **1957** the Company switched from manual to automated accounting



- **1984:** First Data Processing and Sunshine State Systems merge creating the Fiserv we know today

A Brief History of FinTech (cont.)

1970's – 1980's



ATM machines first appeared in the late 1960's followed by more widespread deployment in the 1970's. The initial ATM "cards" could only be used to get cash at machines along with a PIN, but these cards then evolved into debit cards that could be used anywhere credit cards were accepted. Debit card usage really began to gain steam in the later 1990's and has been a key contributor to the ongoing decline in check volume.

As mentioned, electronic stock quotes first became available in the 1960's followed by full electronic trading for professionals in the 1970's. The ability for consumers to buy and sell stocks online began in the 1980's and then became widespread along with ubiquitous internet access. The first online trading systems required proprietary software and a direct dial-up connection via a modem to a private network. **Charles Schwab** first offered online trading in 1984 through a product appropriately called The Equalizer. Internet-based online trading first became available in the mid 1990's through a firm called **K. Aufhauser & Co.**, which was later acquired by what is today, **TD Ameritrade**.

Similar to online stock trading, online banking (then known as "home banking") first became available in the 1980's through dial-up connections with internet-based banking first appearing in 1994 as the **Stanford Credit Union** created the first online banking website.

On May 1, 1975, "May Day", the SEC eliminates the practice of fixed brokerage commission leading to the creation of discount stock brokers



- **1984:** launched The Equalizer, a DOS-based tech trading solution



- **1988** Offered the first touch-tone phone trading
- **1995:** Acquired K. Aufhauser & Co. which had executed the first online trade in **1994**



- **1959:** Founded by Stanford University employees
- **1994:** Launch of first online banking website

A Brief History of FinTech (cont.)

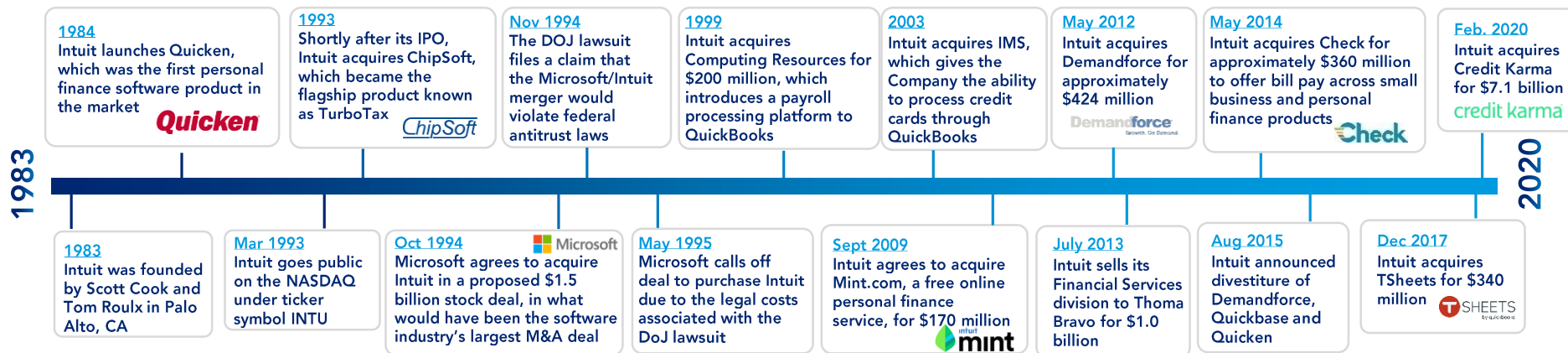
Case Study: Intuit



Intuit is an early FinTech software pioneer that has thrived on a standalone basis. The Company was founded in **1983** by Scott Cook and Tom Proulx with the vision of providing software to help consumers manage their finances. Intuit's original **Quicken** product launched in 1984 and established the **Personal Financial Management (PFM)** space.

Today, the PFM category includes not only **Quicken** (which is now independent of Intuit) and Intuit's **Mint** app (which the Company acquired in 2009), but also a number of newer companies such as **Credit Karma** and **Credit Sesame**. Intuit's initial focus was on consumers, until 1992 when the Company launched **QuickBooks**, its now-ubiquitous small business accounting platform. Intuit went public in 1993 on NASDAQ under the ticker symbol INTU, and shortly thereafter acquired **ChipSoft**, which helped establish the foundation for the Company's flagship **TurboTax** product. In 1994, **Microsoft** attempted to acquire Intuit for **\$1.5 billion**, but the deal was eventually called off due to antitrust concerns.

Over time, Intuit has expanded its tax product into a software solution for tax preparation professionals and added a number of services for small businesses including payroll and payment processing. Today, Intuit has a market cap of **~\$60 billion**, employs 9,000 people across 9 countries, and reported revenue of \$6 billion and adjusted net income of \$2 billion during fiscal 2018.



A Brief History of FinTech (cont.)

1990's...Rise of Online-Only Financial Services

Stock Trading

1982 **E*TRADE**
1983 **AMERITRADE**
1998 **DATEK**

Lending

1996 **eloan**

Payments

1998 **PayPal**

Banking

1990 **telebank**
1996 **Net.B@nk**
1999 **WINGSPAN BANK.COM**

Credit Cards

1996 **NextCard**

Insurance

1998 **esurance**

As internet access became more widespread in the late 1990's and early 2000's, a number of new online-only financial services providers emerged including: **E*Trade**, **Ameritrade** and **Datek** in online trading; **Wingspan Bank** (later bought by **Bank One**, now **J.P. Morgan Chase**), **NetBank** and **Telebank** (both bought by **E*Trade**) all standalone online banks; **E-Loan** (later acquired by **Banco Popular**) in lending; **NextCard** (which was wound down) in credit cards; **esurance** (later acquired by **Allstate**) in insurance; and **PayPal** in payments.

With the widespread adoption of online financial services, account aggregation was spawned in the late 1990's. Account aggregation technology enabled consumers to see all of their financial accounts across providers in a single place. The initial technology often relied on "screen scraping" directly off a website when logged in as a user. While screen scraping is still used selectively today, much of account aggregation is conducted through direct data feeds. Early pioneers in account aggregation include **ByAllAccounts** (later acquired by **Morningstar**) and **Vertical One**, which was acquired by **Yodlee**, also an early pioneer, in 2001. More recently, improvements in account aggregation technology have led to the development of more advanced PFM tools.



- Founded in **1999** and acquired by Morningstar in **2014**



- Founded in **1999**
- **2001**: Acquired Vertical One
- **2015**: Acquired by Envestnet for approximately \$600 million



- Launched in **2006**, quickly became a big player in the new wave of PFM
- Acquired by Intuit in **2009**

A Brief History of FinTech (cont.)

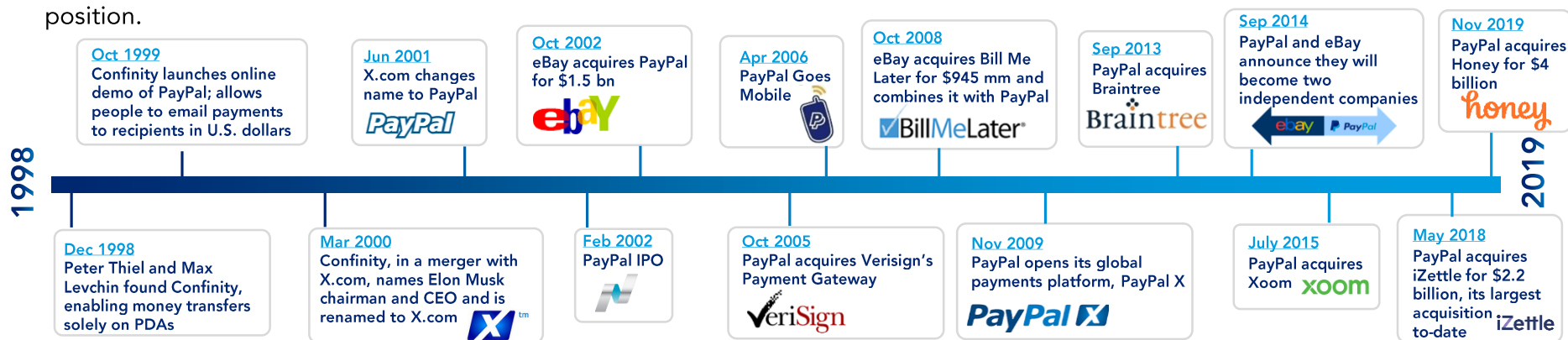
Case Study: PayPal



PayPal is one of the greatest FinTech success stories. From its initial beginnings in **1998** as a way to transfer money from Palm Pilot to Palm Pilot, the Company has grown into a global giant with a market capitalization of nearly **\$100 billion**. PayPal's value today makes eBay's acquisition of the company in **2002** for **\$1.5 billion** look like the deal of the century.

PayPal's person-to-person payments service was launched in **1999**, just as eBay's popularity was hitting a key inflection point. While eBay was proving to be a great way for sellers to find buyers, buyers were finding it difficult to pay mom and pop sellers that did not accept credit cards. Other payment forms such as checks and money orders were ill-suited and introduced new risks including long lag times. eBay was clearly lacking a real-time, reliable payment solution, a problem that PayPal's solution was ideal for solving.

Amazingly, PayPal has grown its business with relatively little traditional sales or marketing efforts. The Company obviously benefited as the perfect payment solution for eBay, but then a network effect took hold and once millions of consumers had PayPal accounts it became logical for businesses to accept PayPal. PayPal has also thrived despite a number of early regulatory challenges, fraud issues and lawsuits as well as repeated efforts from deep-pocketed incumbents in the payments value chain trying to unseat its market position.



A Brief History of FinTech (cont.)

Early 2000's

Following the dot com bust in the early 2000's, the Payments sector became a major focal point for the FinTech industry. At the time, investor appetite for new online financial services businesses had dried up while the migration in payments away from cash and checks to credit and debit cards was gaining full steam. Payment processors, despite their relatively low-tech processing of card payments, came into investor favor given the recurring nature of their transaction processing and the built-in growth from the ongoing transition toward card-based payments. Card-based processors such as **First Data**, **TSYS**, **Global Payments** and **Concord EFS** (later acquired by **First Data**) became Wall Street darlings.

SUNGARD®

- **1982:** Spun off of the computer services division of Sun Oil Company
- **2015:** Acquired by FIS valued at \$9.1 bn

CheckFree®

- Founded in **1981** and acquired by Fiserv in **2007**



- **1983:** Spun out of Columbus Bank & Trust as a publicly-traded payments company
- Acquired by Global Payments for \$25 bn in **2019**



- Founded in **1971**
- **1976:** Became first processor of Visa & Mastercard bank-issued credit cards
- After initial IPO in **1992**, and its subsequent sale to KKR in **2007**, IPO in **2015** is the largest U.S. IPO that year
- Acquired by Fiserv for **\$41 bn** in **2019**



- **1967:** Founded as National Data Corporation
- **2000:** Changed name to Global Payments
- **2001:** Began trading on NYSE

During the period in the 2000's following the dot com bust and prior to the financial crisis, a number of traditional financial transaction processing businesses, in addition to the payment processors, also became more desirable to Wall Street given their recurring revenues and predictable growth. Examples of this included **SunGard** in the brokerage and investment management industry, **Fiserv** in the core bank processing market and **CheckFree** in online bill payment processing. During this same time period, offshoring (primarily to India) of initially IT and then a number of business processes (such as customer service and numerous back office functions) became more commonplace as a cost savings tool for financial services organizations. This trend resulted in the establishment of a number of offshore IT and business process outsourcing companies focused on financial services including **Cognizant**, **WNS**, **EXL** and **Genpact**.

A Brief History of FinTech (cont.)

Post 2008 Financial Crisis...

Founded:

2011	SoFi	<ul style="list-style-type: none"> • Online platform for loans, investing and insurance • Valued at \$4.8 bn as of May 2019 ⁽¹⁾
2011	stripe	<ul style="list-style-type: none"> • Online payment platform • Valued at \$35.9 bn in April 2020
2010	loanDepot	<ul style="list-style-type: none"> • Online consumer direct mortgage origination
2009	Square	<ul style="list-style-type: none"> • POS and payment processing (NYSE: SQ) • \$26.6 bn Market Cap as of April 2020
2007	credit karma	<ul style="list-style-type: none"> • Personal financial management platform • Acquired by Intuit for \$7.1 billion in Feb. 2020
2006	adyen	<ul style="list-style-type: none"> • Online payment platform (ENXTAM: ADYEN) • \$26.1 bn Market Cap as of April 2020
2006	GreenSky	<ul style="list-style-type: none"> • POS Financing (Nasdaq: GSKY) • \$586 mm Market Cap as of April 2020
2006	LendingClub	<ul style="list-style-type: none"> • P2P Lending Marketplace (NYSE: LC) • \$540 mm Market Cap as of April 2020

The financial crisis decimated the financial services industry, but ironically, the extreme pressures on financial services companies ushered in a heightened focus on FinTech as well as a stronger appetite for alternative, non-bank financial solutions. Out of the financial crisis, a number of multi-billion FinTech unicorns were born including **Square**, **Stripe**, **Sofi**, **Adyen**, **GreenSky**, **LendingClub**, **Credit Karma** and **LoanDepot**. As banks became hamstrung with regulatory challenges and risk aversion, the door opened wider than ever before for new entrants.

In January 2009, the first bitcoins were issued bringing in a new era of cryptocurrencies to the world of FinTech. In 2017, consumer interest in cryptocurrencies exploded, driving the prices of almost all cryptocurrencies up dramatically. Interest among financial services companies in leveraging the underlying blockchain technology that cryptocurrencies are built on remains high, but the jury is still out on whether or not blockchain technology (and cryptocurrencies for that matter) will gain widespread adoption, as real-world implementations remain limited to-date.

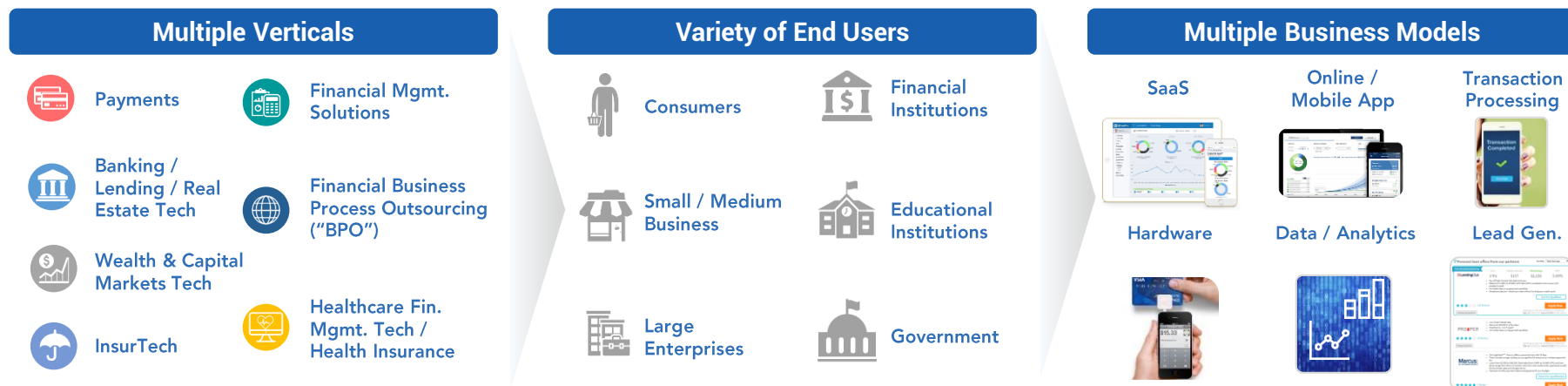
Price of Bitcoin ⁽²⁾



A Brief History of FinTech (cont.)

Current State of FinTech

Today, FinTech is as popular as ever and pervasive across not only all areas of financial services, but also across all financial processes of businesses, governments and educational institutions. Financial institutions are as reliant as ever on technology to run their businesses while the financial processes of all organizations are increasingly moving to the cloud and becoming more reliant on software. New technologies around data analysis and artificial intelligence are enabling substantial improvements in existing products as well as the launch of new products while technology is also enabling the launch of entirely new financial services companies across all sectors including **Payments, Banking, Lending, Insurance** and **Wealth Management**, among other areas. In addition, a number of important FinTech sub-verticals have emerged including **Healthcare Financial Management Tech, Real Estate Tech, RegTech, Security & Authentication** and **Bitcoin / Blockchain**. Before long, there may no longer be a distinction between financial services and FinTech as it has become nearly impossible to operate in financial services without a heavy dependence on technology!



FinTech Business Models

Example Business Models

- **Innovative / Disruptive Financial Service Providers**
We typically define innovative and disruptive financial services companies as FinTech since they tend to focus on online / mobile distribution channels and / or rely heavily on technology in order to scale. Examples include challenger banks, peer-to-peer lending, on-demand insurance and robo-advisors.
- **Financial-Focused Enterprise / SMB Software Solutions**
FinTech companies providing financial-focused software solutions include both solutions used primarily by financial institutions and also solutions that cater to financial processes within enterprises or SMBs, such as ERP, accounting, payroll and expense or benefits management platforms.
- **Financial Transaction Processing**
Financial transaction processors cut across all FinTech verticals and inherently rely heavily on software and technology in order to deliver their solutions. Examples include payment networks, merchant acquirers, stock exchanges and core bank processing solutions.
- **Data and Analytics**
Data and analytics are relied upon in many areas of financial services such as underwriting, credit scoring, pricing, compliance and risk management. Data and analytics companies themselves require significant computer processing power in order to collect / gather, analyze, store, manage and distribute data and produce analytics. Therefore, we consider data and analytics companies serving financial services companies or processes to be part of the FinTech ecosystem.
- **Hardware Exclusively Serving Financial Verticals**
Many areas of financial services require specific hardware technology including payment acceptance devices, ATM machines, check readers and trading turrets. We also consider telematics companies (which often use specific hardware such as on-board diagnostic devices in vehicles) to be FinTech companies, as long as their end customers are primarily financial institutions such as insurance carriers.
- **Outsourced Services Primarily Serving Financial Institutions or Financial Processes**
Outsourcing services in general tend to leverage technology to operate and scale. Examples of outsourced processes include customer service, collections, specialized IT development and management, accounting and financial reporting and regulatory and tax compliance.



PAYMENTS

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as
exclusive strategic and financial advisor to



in its

\$1,400,000,000

Initial Public Offering



The Only Investment Bank
Focused Exclusively on Financial Technology



BANKING / LENDING / REAL ESTATE TECH

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its exclusive role as
sole strategic and financial advisor to



in its loan purchase agreement with a
consortium of institutional investors

Partners of
Jefferies

THIRD POINT

for up to

\$ 5,000,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology



WEALTH & CAPITAL MARKETS TECH

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as exclusive
strategic and financial advisor to



in its Series D financing co-led by

VALOR 8VC

Harald McPike

for total consideration of

\$ 140,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology



INSURTECH

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as
exclusive strategic and financial advisor to



on its sale to



for total consideration of up to

\$ 3,500,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology



HEALTHCARE FIN. MGMT. TECH / HEALTH INSURANCE

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as
exclusive strategic and financial advisor to



in its proposed sale to



The Only Investment Bank
Focused Exclusively on Financial Technology



FINANCIAL MGMT. SOLUTIONS

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as
exclusive strategic and financial advisor to



on its sale to



for total consideration of

\$405,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology



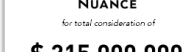
FINANCIAL BPO

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as
exclusive strategic and financial advisor to



in its sale to



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its exclusive role as
sole strategic and financial advisor to



in its 100% cash sale to

for total consideration of approximately

\$1,050,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as
exclusive strategic and financial advisor to



in its

\$1,010,000,000

Initial Public Offering



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as exclusive
strategic and financial advisor to



in its 100% acquisition of



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as
exclusive strategic and financial advisor to



in its sale to



for total consideration of

\$ 1,400,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its exclusive role as
sole strategic and financial advisor to



in its sale to



for a total consideration of

\$ 80,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its exclusive role as
sole strategic and financial advisor to



in its Series F minority financing from



for approximately

\$ 300,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its exclusive role as
sole strategic and financial advisor to



in its sale to



for approximately

\$ 91,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as
exclusive strategic and financial advisor to



on its Series E equity financing
led by

generation

as part of a total financing
consideration of

\$ 220,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as
exclusive strategic and financial advisor to



in its Series C financing with participation
from new strategic investors



along with participation from

\$ 100,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as exclusive
strategic and financial advisor to



in its sale to



for total consideration of

\$ 275,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its role as
exclusive strategic and financial advisor to



on its Series C financing from



for total consideration of

\$ 250,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its exclusive role as
Capital Markets & IPO Advisor to



in its

\$138,000,000

Initial Public Offering

valuing the equity at approximately

\$ 1,200,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its exclusive role as
sole strategic and financial advisor to



in its minority financing led by



for total consideration of

\$ 50,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

It is planned to announce its exclusive role as
financial advisor to



in its 80% majority
sale to



for total consideration of

\$ 50,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

Closer Look at Payments

PAYMENTS

As one of the most active verticals of FinTech, the Payments sector touches a number of different types of processes and end-users. The exchange of goods and services increasingly relies upon some form of electronic payment while specialized hardware, software and transaction processing solutions are required in order to accept, approve and settle electronic payments, whether to or from consumers, merchants, enterprises, financial institutions and governments - both online and offline.

- Among the largest FinTech companies are the pure-play payment networks, **Visa** and **MasterCard**, which play a pivotal role in facilitating payments between consumers, financial institutions and merchants. Merchant acquirers such as **First Data**, **Worldpay / Vantiv**, **Global Payments**, **TSYS** and **Square**, also play a key role in processing payments on behalf of merchants. Many of the large merchant acquirers also provide outsourced card processing solutions for card issuers.
- A number of large payment processors have evolved from the rapid growth in e-commerce including **PayPal** and **Adyen**. PayPal started as a provider of P2P (person-to-person) payments and found its killer app serving as the primary payment method for eBay. PayPal benefited from eBay's rapid growth, but then leveraged its large account base into a much broader payment acceptance business globally across online merchant of all shapes and sizes. Adyen has also grown quickly by providing cross-border payment acceptance for online merchants.
- **Square** has emerged in just the past few years as an increasingly dominant force in providing merchant acquiring and other services to small businesses. Similar to the way **PayPal** opened up card acceptance for small merchants online that previously had very options, Square has done the same thing with brick-and-mortar small businesses and is leveraging its market position and brand into broadening its capabilities, most recently offering the ability for consumers to purchase bitcoin with its **Square Cash** app.

Payment Networks



Payment Processors / Merchant Acquirers



Q1 2020 FINTECH INSIGHTS

Closer Look at Payments (cont.)

- Other specialized payment processors include consumer remittance providers such as **Western Union** and **MoneyGram**, which facilitate cross border payments between consumers as well as consumer-to-business payments. Along a similar line, the Payments sector includes cross border business payments and foreign currency providers such as **Currencies Direct** and **Cambridge Global Payments**, which was recently acquired by **FLEETCOR**.
- Globally, mobile wallets are beginning to gain significant traction as a way for consumers to pay, which is also leading to mobile wallets competing with traditional financial service institutions. **Alipay**, which was spun out of Chinese e-commerce giant **Alibaba**, is leading the charge both in China and globally as it has formed partnerships with other mobile wallets in a number of countries, thus expanding its footprint much faster than it could have on its own.
- The growth of e-commerce is resulting in a corresponding expansion of “card-not-present” transactions as well as the need for specialized transaction security and fraud prevention solution providers, which are also playing an increasing role in the Payments FinTech ecosystem. Key standalone providers in this rapidly growing Payments sub-category include **Feedzai**, **Emailage**, **Signifyd**, **Sift Science**, **IdentityMind** and **Kount**.
- The Payments sector also includes companies providing loyalty, rewards and online coupon solutions since reward points, air miles, coupons etc. essentially serve as their own unique digital currencies that must be processed (at the point of sale or online) in lieu of traditional payments. **Alliance Data's AirMiles** program in Canada and **Dotz** in Brazil represent examples of coalition loyalty programs that are widely used across their respective countries. **Groupon** is a well-known provider of discounts that fits in this category as well.

Consumer Remittance / Cross-border Payments



Mobile Wallets



Transaction Security / Fraud Prevention



Loyalty / Rewards



Closer Look at Payments (cont.)

- As mentioned, the Payments sector also includes specialized hardware involved in processing payments or handling cash. Key examples include point-of-sale system providers such as **VeriFone**, **Ingenico**, **Micros (Oracle)**, **NCR**, **Square** and **Poynt**, and non-bank ATM operators such as **Cardtronics** and **NoteMachine**.
- Finally, the Payments sector also includes companies providing payment services around crypto / virtual currencies such as **Bitpay**. However, crypto exchanges and crypto-trading focused companies such as **Gemini** and **Coinbase** (with its GDX exchange), fall under the Capital Markets Tech sector given the similarities to traditional securities exchanges and brokerage companies.

POS Systems / ATM Hardware & Related Processing



Crypto / Virtual Currencies



Payments Landscape

PAYMENTS

Merchant Services

ATM Processors

Dynamic Currency Conversion

Gateway / Ecommerce Solutions

Merchant Acquiring / ISO

Point of Sale Hardware / Software



- Countertop Terminal
- Integrated Software / VAR
- PC-Based Integrated Hardware
- Smartphone / Tablet-Based
- Terminal Deployment & Leasing

Walk-in Bill Pay

Networks / Associations

Telcos: Carrier Billing & NFC Infrstrc.

Transaction Security

Card-Based Payments Products

Pre-Paid

Examples

- Gift Cards
- Payroll Cards
- Mobile Top-Up
- Corporate Incentive
- Voucher

Post-Paid

Examples

- Fleet Cards
- Private Label Cards



Online / Mobile Payments

Online / Mobile Money Transfer

Person to Person Transfers

Virtual Currencies

BitCoin →

- Exchanges
- Financial Services
- Mining Hardware
- Payment Processors
- Platforms
- Wallets

Virtual Wallets (Cloud-Based & NFC)

E-Rewards / Loyalty

- Digital Coupons
- Card-Linked Offers
- Daily Deal Apps
- Retailer Web Services
- Branded / White-Label Marketing Solutions

International Money Transfer

B2B

C2B

P2P

Business-to-Business

Consumer-to-Business

Person-to-Person

Financial Institutions

ATM Manufacturing

Card Issuer Processing

Card Production

Check Printing

Closer Look at Banking and Lending Technology



BANKING / LENDING TECH

The Banking Tech sector covers a wide range of companies surrounding all lending and deposit-taking services typically offered by financial institutions. The main categories within the banking sector include Core Bank Processing and related / tangential technologies, Personal Financial Management / consumer-oriented tools and solutions, Alternative Lending and Real Estate / Mortgage Technology.

- Core Bank Processing comprises a number of areas including account processing, online and mobile banking solutions, as well as fraud / verification / security / AML / KYC / compliance solutions geared towards financial institutions. Examples of companies in this category include the large core bank processors **Fiserv**, **FIS**, **Jack Henry** and **Finastra** as well as point solution providers such as **Q2** (online banking apps), **Nomis** (pricing analysis) and **Mitek** (remote check capture).
- Consumer oriented tools and solutions include credit data providers (**Experian**, **TransUnion**, **Equifax**), Personal Financial Management solutions (**Credit Karma**, **Credit Sesame**) and new tech-enabled challenger banks (**MoneyLion**, **Varo**, **Money**, **Chime**, **Aspiration**, **N26**, **Tandem**).

Core Bank Processing & Related Services

Large Bank Processors



Online Banking



Remote Deposit Capture



Consumer Banking Solutions / Tools

Credit Data Providers



Personal Financial Management



Challenger Banks



Closer Look at Banking and Lending Technology (cont.)

- Alternative lenders offer new, non-bank sources of capital for consumers and businesses. Some alternative lenders have a broad focus (typically either consumer or SMB) while others target more narrow slices of the market such as student loans, solar loans, or in the case of **GreenSky**, home improvement loans. Examples of consumer-focused Alt Lenders include **LendingClub** and **Marlette** while examples of SMB-focused lenders include **BlueVine**, **Kabbage** and **OnDeck**.
- Real estate transactions typically require some type of lending whether through a consumer mortgage or a commercial real estate loan. Given the proximity of real estate to lending and other banking services, we include Real Estate Technology as a sub-segment of the Banking Tech sector. Real Estate Tech includes everything from online mortgage lenders (such as **LoanDepot**, **Better Mortgage** and **Quicken Loans**) to mortgage servicing solutions to commercial real estate management platforms to online tools, data and solutions that simplify and digitize the process of buying, selling and evaluating real estate and obtaining a mortgage (examples include **Blend Labs**, **Roostify**, **CloudVirga** and **StreamLoan**).

Alternative Lending



Real Estate Technology



Banking / Lending / Real Estate Technology Landscape



BANKING / LENDING / REAL ESTATE TECH

Banking Technology



Enterprise Banking Tech

Core Bank Processors

Online / Mobile Banking / CRM

Loan Origination / Servicing

AML / Compliance / Fraud Management
& ID Verification



Real Estate Tech

Mortgage Origination / Servicing

Online Real Estate Listing / Portals

Commercial Real Estate Software –
Escrow / Valuation



Consumer-Oriented Fin. Services

Credit Data / Protection

Personal Financial Management

Challenger Banks



Bank Payment Solutions

ATM Services

Card Issuing / Smart Card Solutions

Financial Services Focused Merchant
Acquirers

Alternative Lending



Consumer

Installment Based Loans

Solar / Home Improvement

Student

Payroll Advance / Short Term

Auto



Small / Medium Business

Installment-based Loans / Lines of Credit

Merchant Cash Advance

Revenue Financing

Invoice Factoring



Real Estate

Real Estate
Investing

Home
Loans

Commercial

Closer Look at Wealth & Capital Markets Technology

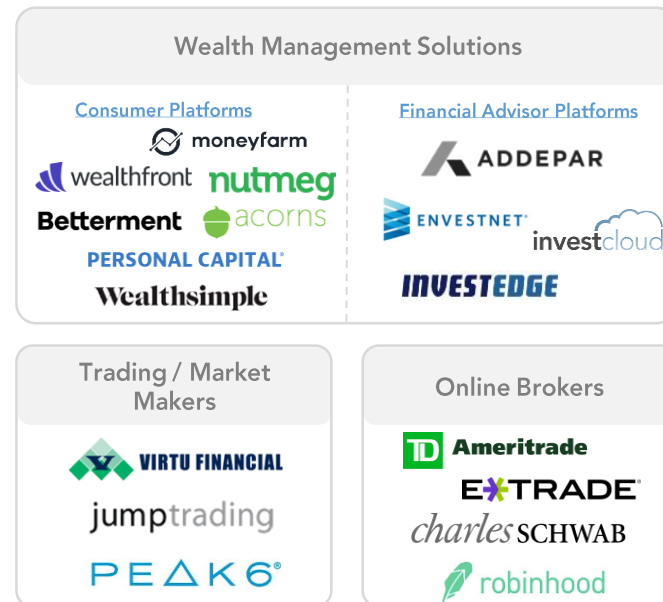


WEALTH & CAPITAL MARKETS TECH

The Capital Markets and WealthTech sector includes the wide-ranging front, middle and back-office technology used by exchanges, brokerages, investment managers, proprietary trading firms, financial advisors, institutions and individual investors to research, recommend and manage investments and conduct, record, clear and settle transactions across all asset classes. Broadly, the sector can be divided between capital markets focused activities (trading, capital raising, institutional investing) and wealth management activities (consumer direct or advisor focused investing and trading).

Key categories in the sector include Wealth Management Solutions, Online Brokers and Trading / Market Making Firms, Liquidity Pools, Data and Research, Back-middle Office Technology, and Trading Technology.

- Wealth Management Solutions include both consumer-focused providers (such as robo-advisors like **Betterment**, **Wealthfront**, **Moneyfarm** and **Nutmeg**) as well as numerous platforms and tools that enable financial advisors to conduct their business. Selected FinTech companies focused on financial advisors include **Addepar**, **Investnet**, **InvestEdge**, and **InvestCloud**.
- Online Brokers and Trading and Market Making Firms include consumer-focused online brokers such as **E*Trade**, **TD Ameritrade**, **Charles Schwab** and **Robinhood** as well as institutional trading firms such as **Virtu Financial**, **Jump Trading** and **PEAK6**.



Closer Look at Wealth & Capital Markets Technology (cont.)

- Liquidity Pools include any venues where securities are traded including traditional exchanges such as **Nasdaq**, the **New York Stock Exchange** and the **Chicago Mercantile Exchange** as well as electronic, alternative trading platforms such as **BATS** (now owned by the **CBOE**) and **IEX**. The Liquidity Pools sub-sector also includes firms that are providing greater access through a marketplace model to alternative investments such as hedge funds and direct private company investing. Selected examples in this group include **Forge** (fka: Equidate), **Artivist**, **iCapital**, **CAIS** and **Mercury Capital Advisors**.
- The Data, Analytics and Research category includes companies providing securities and company-related data along with analytics and research, all of which are used in the investment process. Selected companies in this sector include **Bloomberg**, **Refinitiv** (formerly Thomson Reuters' Financial & Risk business), **S&P Global**, **IHS Markit**, **FactSet**, and **AlphaSense**.
- Back-Middle Office Technology comprises of a number of solution providers primarily serving investment managers and the investor-relations functions of corporations. High profile companies in this sector include **SunGard** (now part of **FIS**), **SS&C**, **State Street** and **Bank of New York**.
- Trading Technology covers a broad set of companies primarily providing software used by institutional investors in managing and completing trades or software and platforms used by trading venues. Selected Trading Technology companies include **ION**, and **Itiviti** along with the larger diversified providers such as **Bloomberg** and **Refinitiv**.

Liquidity Pools / Alternative Investments



Data / Analytics / Research



Back-Middle Office Technology



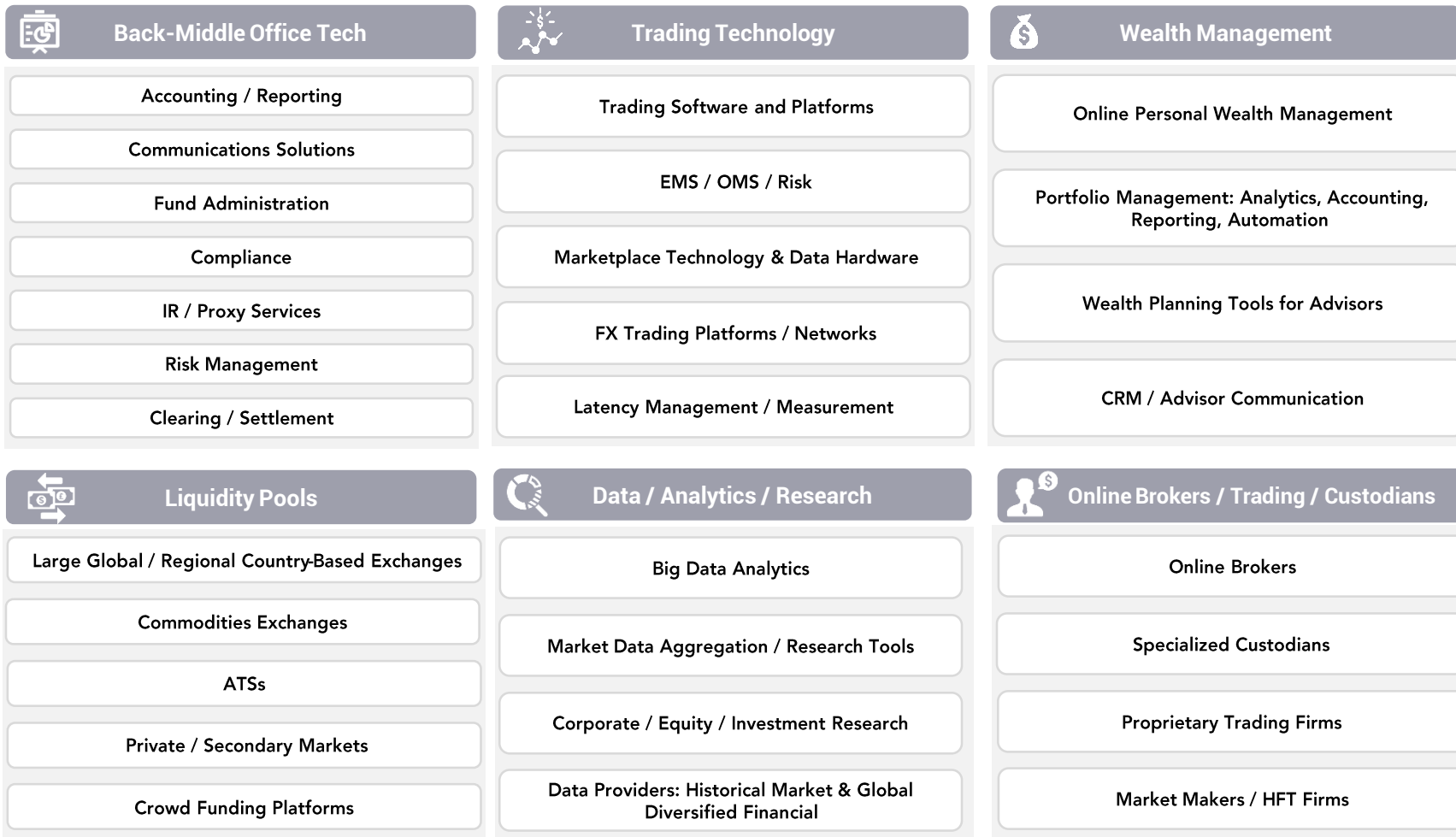
Trading Technology



Wealth & Capital Markets Technology Landscape



WEALTH & CAPITAL MARKETS TECH



Closer Look at InsurTech



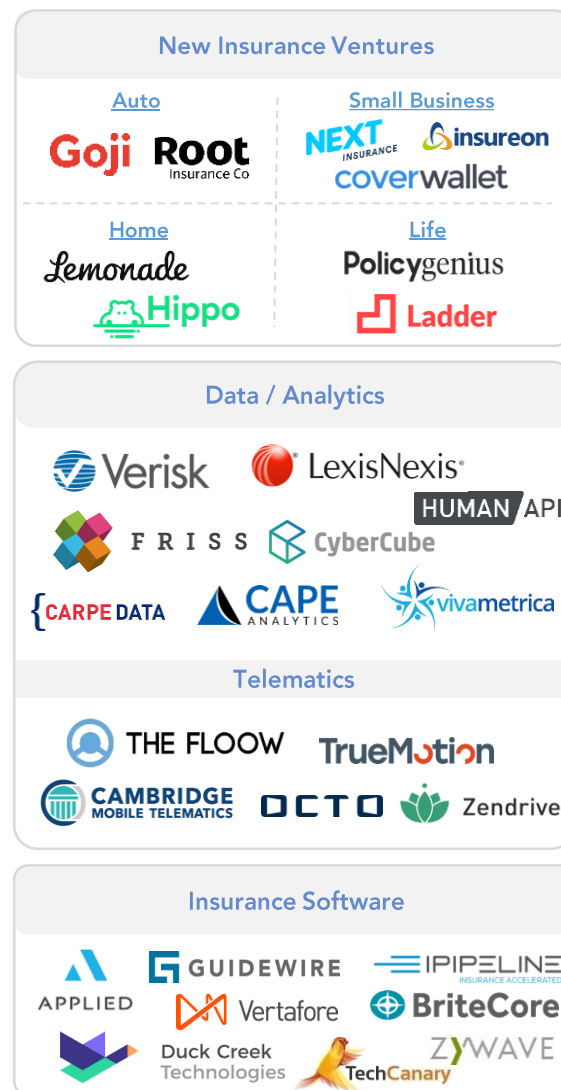
We define InsurTech broadly to capture companies transforming all facets of the insurance ecosystem, including both new technology companies developing innovative products and services for insurers as well as new insurance ventures leveraging technology and/or new business models to innovate across one or multiple parts of the value chain.

The InsurTech sector includes all technology utilized in the **creation, marketing, underwriting** and **administration** of insurance policies and the processing of claims. This includes **core policy** and **claims administration systems**, technology that enhances **broker-carrier connectivity** as well as new technologies that are becoming part of the **underwriting** and **risk mitigation** processes for carriers such as specialized **data and analytics, telematics**, and other “**internet-of-things**” devices for the “**connected home**” as well as **wearables** to track personal fitness and vital signs.

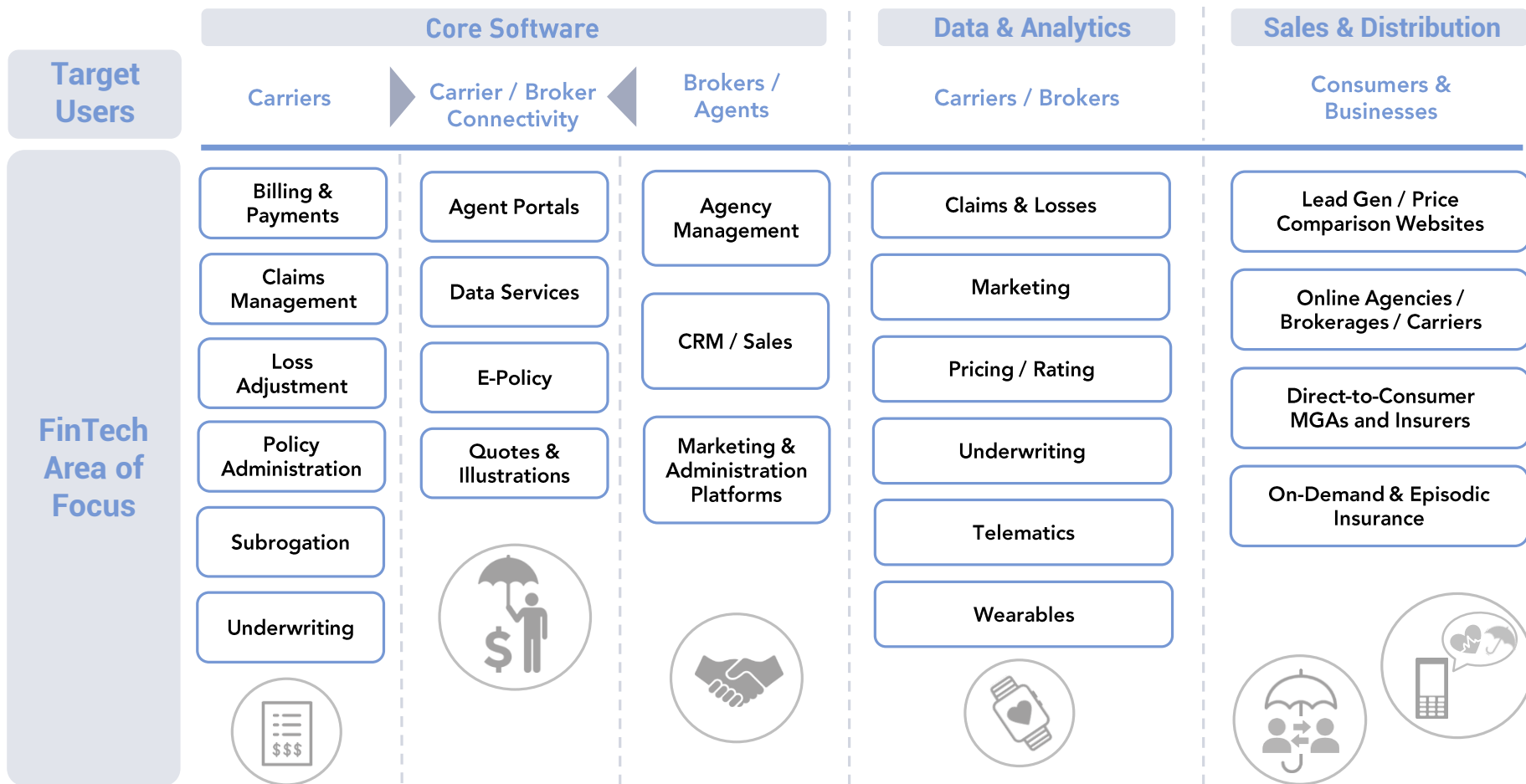
Along with other FinTech sectors, the InsurTech sector includes **new distribution models** and **new product providers** such as **online comparison shopping sites, direct-to-consumer MGAs** and **insurers** and **on-demand** and **episodic insurance**.

Closer Look at InsurTech (cont.)

- Selected examples of new insurance ventures competing with traditional insurance brokers and carriers include **Next Insurance** and **Insureon** in small business insurance, **Goji** and **Root** in auto, **Lemonade** and **Hippo** in home, and **PolicyGenius** and **Ladder** in life.
- Selected specialized data and analytics companies serving insurance companies include industry stalwarts like **Verisk Analytics** and **LexisNexis**, as well as newer entrants like **Cape Analytics**, which provides proprietary property data by leveraging geospatial imagery, computer vision and machine learning, and **Carpe Data**, which uses proprietary algorithms and artificial intelligence to harness the power of emerging and alternative data for insurance carriers.
- Selected examples of telematics companies primarily focused on the insurance sector include **Cambridge Mobile Telematics**, **The Floow**, **Octo**, **TrueMotion** and **Zendrive**.
- Similar to the Banking Tech sector, there are a number of legacy providers that have been serving the Insurance vertical for many years including **Applied Systems**, **Duck Creek Technologies**, **Guidewire**, **iPipeline**, **Vertafore**, and **Zywave**. We are now also seeing a number of new entrants to the insurance software vertical such as **BriteCore** and **TechCanary**.



InsurTech Landscape



Closer Look at Healthcare Financial Management Technology



HEALTHCARE FINTECH

The healthcare industry touches many areas of FinTech because nearly every patient interaction with a healthcare provider sets off a number of financial-related processes including insurance verification, billing and payment processing, claims settlement, and benefits administration.

- The payer side of healthcare, similar to other areas of insurance, requires technology for managing policies, member billing, and settling and paying claims.
- On the provider side, technology is used for verifying insurance eligibility, estimating patient costs, patient billing and payment processing.
- As consumers are increasingly responsible for a greater portion of their healthcare expenses and seek greater transparency in healthcare costs, the industry is being forced to respond, often through technology-driven solutions. Providers must create more consumer-friendly payment solutions and deal with the burden of more of their revenue coming from individual consumers while payers are facing pressure from FinTech-related health insurance startups that are changing the way health insurance is sold, how payers engage with plan members and how patients access care.
- The healthcare FinTech sector is distinctly different from other areas of FinTech given its own complex set of industry-specific rules and regulations such as HIPAA.

Closer Look at Healthcare Financial Management Technology (cont.)

Selected examples of Healthcare-related FinTech companies:

Payment Network

InstaMed

Healthcare Payments Simplified

Acquired by JPMORGAN
CHASE & CO.

Healthcare payments network connecting providers, payers and consumers – solutions for engaging patients / online portals, payment estimators, auto payments / collections, payment plans and billing, eligibility and more

Tech-Enabled Insurance Provider

oscar

Technology enabled health insurance company providing consumers and employees with affordable health insurance plans that are managed and utilized through a mobile app

Benefits Administration

gusto

Online HR solutions / platform provider including health insurance benefits administration for employers

Billing

kareo
Go Practice

Technology platform for healthcare billing solutions for providers and billing companies

Data / Analytics

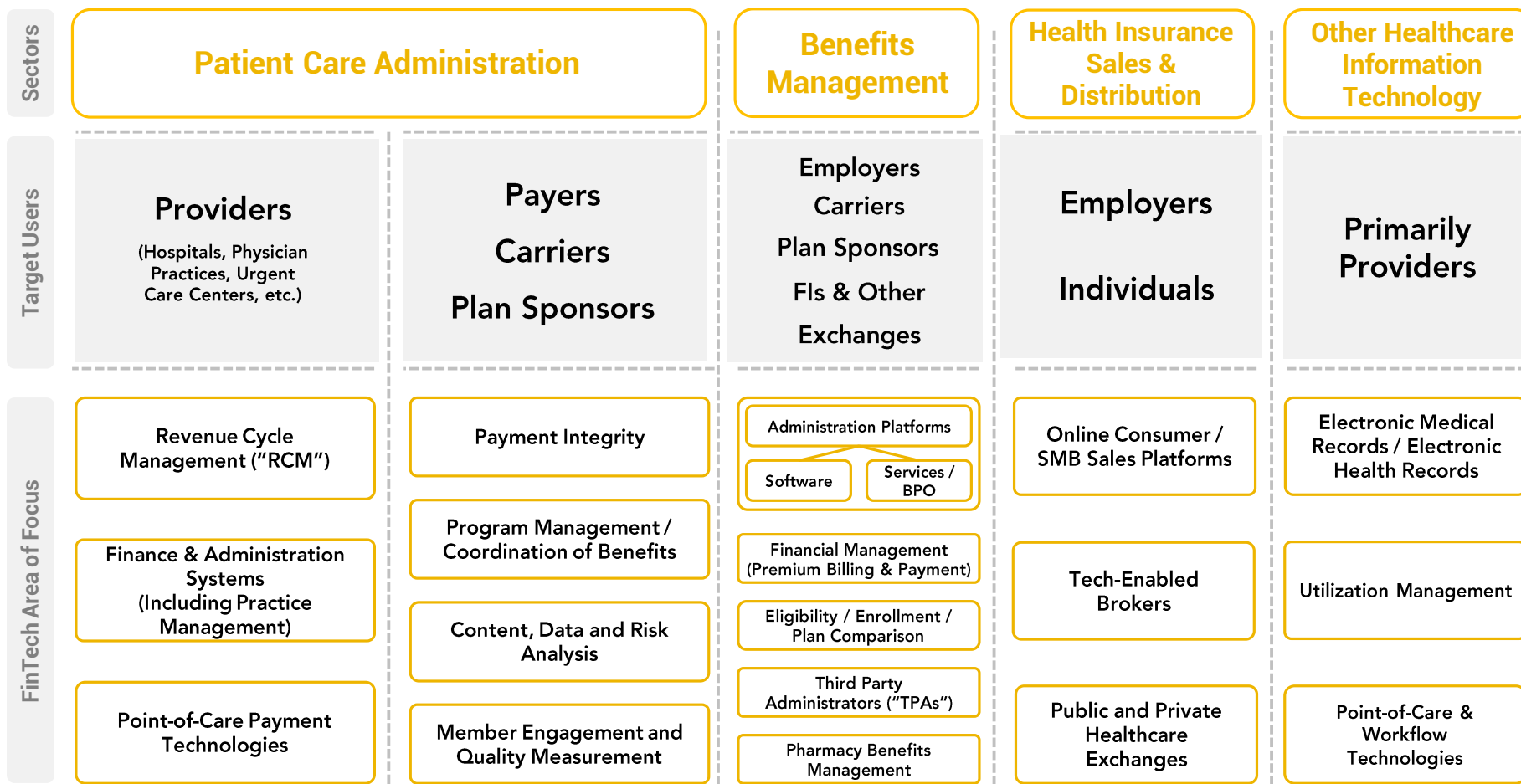
inovalon
healthcare empowered

Platform serving payers, providers and pharmacies with sophisticated data and analytics to improve financial and clinical processes for cost, quality, engagement and risk

Healthcare Financial Management Technology Landscape



HEALTHCARE FINTECH



Closer Look at Financial Management Solutions (FMS)



FINANCIAL MANAGEMENT SOLUTIONS

- The Financial Management Solutions (“FMS”) sector focuses on the financial processes of organizations of all sizes and sectors including SMBs, governments, educational institutions as well as global enterprises.
- Companies in the FMS sector are typically selling their solutions into the finance and HR departments of organizations. FMS business models are increasingly moving towards software-as-a-service / cloud-based delivery.
- Key products / services covered by FMS providers include accounting and financial planning, ERP, payroll processing, accounts receivable / payable / treasury solutions and compliance and risk management solutions.

Closer Look at Financial Management Solutions (cont.)

Selected examples of FMS companies:

Accounts Payable



Business-to-business software company that is transforming how companies pay their bills by automating the invoice and payment processes

Spend Management



Business spend management platform featuring procurement, expenses, strategic sourcing and spend analysis

Expense Management



Acquired by **certify** ✓

SaaS expense and invoice solutions provider enabling organizations to automate and streamline AP processes, increase productivity, reduce errors, enforce compliance

Accounting Software



Acquired by **H&R BLOCK**

Cloud-based accounting software with features including invoicing, payroll, reporting and more

Accounts Receivable



End-to-end payment cycle management solution, which automates every step of the invoice-to-cash process

Risk Management



Integrated risk management solutions, allowing organizations to holistically understand, manage and control risks

Supply Chain Finance



Cloud-based invoice, payment, dynamic discounting and supplier finance solutions to corporations and their small business suppliers

Payroll / HR



Payroll, time and attendance software along with HR solutions for recruitment and employee benefits

Tax Software



Cloud-based compliance solutions for various transaction taxes, including sales and use, VAT, excise, communications, and other indirect tax types

Business Planning



Platform for financial planning, budgeting and analysis, demand and supply chain planning, sales compensation and territory management, and other enterprise-wide planning needs

Financial Management Solutions Landscape



FINANCIAL MANAGEMENT SOLUTIONS



Closer Look at Financial Business Process Outsourcing (“BPO”)

FINANCIAL BPO

- Financial BPO (Business Process Outsourcing) encompasses any outsourcing to a third party service provider for a financial or financial-related process.
- BPO has historically involved a large number of outsourced employees, but many outsourcing firms are increasingly using technology or tech-enabled processes to provide their services. As BPO becomes more tech-enabled, the lines between BPO (more human intensive) and FMS (more software intensive) are blurring.
- BPO is often performed outside of an organization’s home country (aka offshore BPO).
- Examples of financial related business processes that are often outsourced include customer service, collections, specialized IT development and management, research and competitive analysis, accounting and financial reporting, and regulatory and tax compliance.

Closer Look at Financial BPO (cont.)

Selected examples of Financial BPO FinTech companies:

Finance and Accounting



The selected companies provide solutions for CFOs and finance / accounting departments including accounts payable, enterprise performance management, invoice-to-cash processes, technical and corporate accounting, bookkeeping, internal audits, and more, sometimes with specific solutions for various industries.

Procurement and Supply Chain



The selected companies provide procurement services encompassing strategic sourcing and category management, contract and supplier management, transactional procurement, source-to-pay, order management and other supply chain management solutions.

Customer Experience



Teletect and TaskUs provide solutions to enhance the customer experience while also delivering customer data / insights. Solutions provided include AI / chat bots, customer care, customer acquisition and growth strategies, data / analytics, sales conversion tools and more.

Performant provides cost containment, recovery as well as customer service solutions for healthcare payers, commercial businesses, and governments.

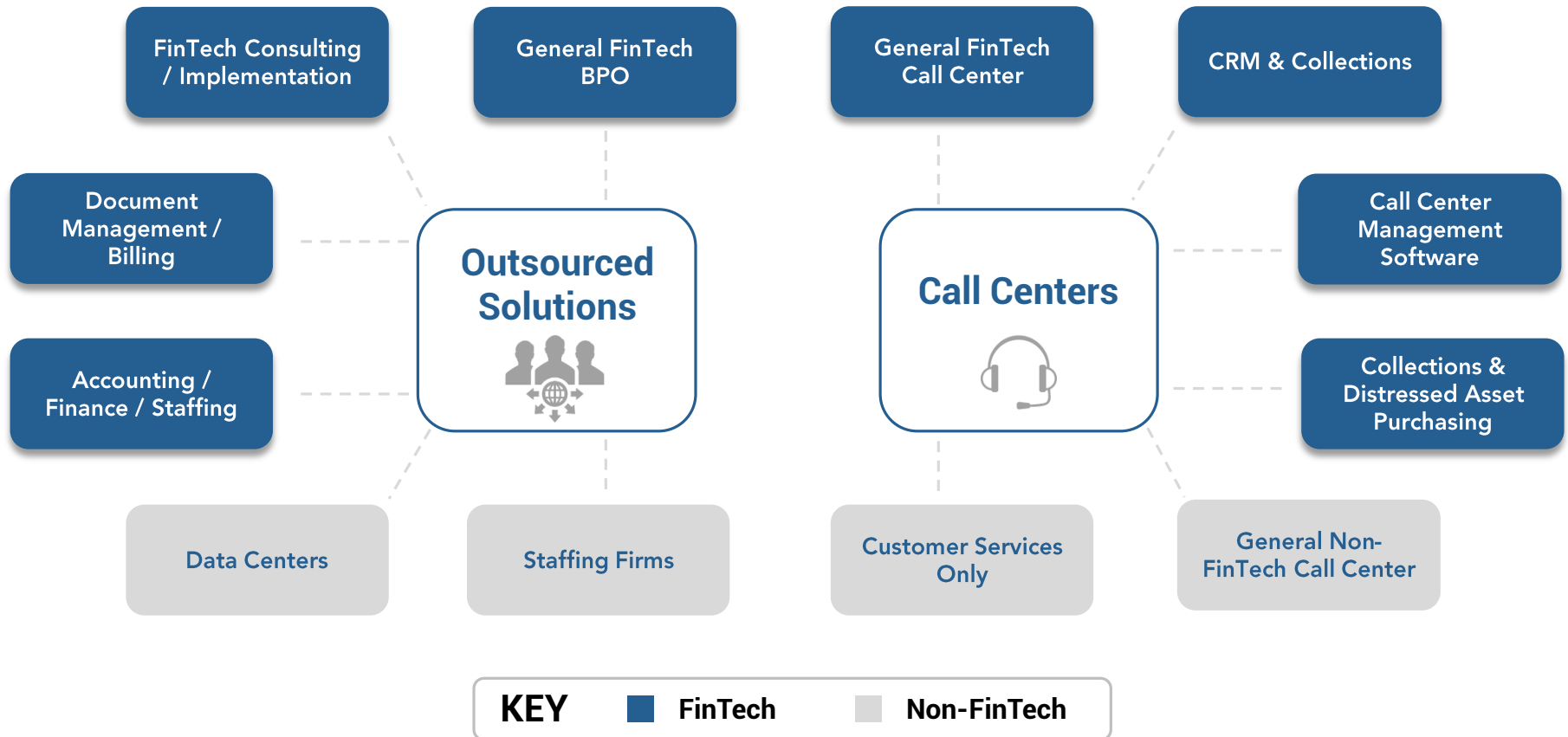
Governance, Risk and Compliance



These companies provide a variety of risk-related solutions including fraud detection, anti-money laundering, regulatory reporting, compliance monitoring, risk modeling, cyber security and enterprise risk management, and retail and commercial credit risk modeling.

Financial BPO Landscape

FINANCIAL BPO





APPENDIX: **ii. TRANSACTION PROFILES**

FinTech Insights | Financing and M&A Statistics

Appendix: Published Transaction Profiles



BANKING / LENDING TECH

Financing

Loft Raises \$175 million in Series C Financing [View](#)

Roofstock Raises \$50 million in Series D Financing Led by SVB Capital [View](#)

Velocity Financial Completes its IPO Raising \$94 million [View](#)

Tink Raises Approximately \$100 million Financing [View](#)

Qonto Raises \$115 million in Series C Financing [View](#)

HouseCanary Raises \$65 million in Series C Financing [View](#)

Fenergo Raises \$80 million in Financing [View](#)

Nova Credit Raises \$50 million in Series B Financing [View](#)

Starling Bank Raises £60 million in Financing [View](#)

Revolut Raises \$500 million in Series D Financg [View](#)

Albert Raises \$50 million in Series B Financing [View](#)

M&A

Visa Acquires **Plaid** for \$5.3 billion [View](#)

Ally Financial Acquires **CardWorks** for \$2.7 billion [View](#)

Intuit Acquires **Credit Karma** for \$7.1 billion [View](#)

LendingClub Acquires **Radius Bank** for \$185 million [View](#)

First American Acquires **Docutech** for \$350 million [View](#)

Nebula Acquisition Corporation Merges with **Open Lending**
Valued at \$1.3 billion [View](#)

Appendix: Published Transaction Profiles



PAYMENTS

Financing

Lydia Raises \$45 million in Series B Financing Led by Tencent [View](#)

Flywire Acquires **Simplee** and Raises \$120 million in Financing [View](#)

Toast Raises \$400 million in Series F Financing Led by Kleiner Perkins [View](#)

SpotOn Raises \$50 million in Series B Financing [View](#)

Plastiq Raises \$75 million in Series D Financing [View](#)

Paidy Secures \$48 million in Additional Series C Financing From ITOCHU [View](#)

Podium Raises \$125 million in Series C Financing [View](#)

Currencycloud Raises \$80 million in Series E Financing [View](#)

Stripe Raises \$600 million in Additional Series G Financing [View](#)

SBI Card Completes its IPO Raising ~\$1.4 billion [View](#)

M&A

Far Point Merges with **Global Blue** for a Total Enterprise Value of \$2.6 billion [View](#)

Worldline Acquires **Ingenico** for Approximately \$8.6 billion [View](#)

Nets Acquires **PeP** for Approximately \$460 million [View](#)

SoFi Acquires **Galileo** for \$1.2 billion [View](#)

LexisNexis Risk Solutions Acquires **Emailage** [View](#)

Payletter and **Stonebridge Capital** Acquire **KSNET** from **Net1** for \$237 million [View](#)

Wex Acquires **Optal** and **eNett** for \$1.7 billion [View](#)

Acuant Acquires **IdentityMind** [View](#)

Appendix: Published Transaction Profiles



WEALTH & CAPITAL MARKETS TECH

Financing

Bakkt Raises \$300 million in Series B Financing

[View](#)

iCapital Raises \$146 million in Financing Led by Ping An

[View](#)

M&A

Ion Acquires **Broadway Technology**

[View](#)

Morgan Stanley Acquires **E*TRADE** for \$13 billion

[View](#)

Bank of Montreal Acquires **Clearpool**

[View](#)


FMS

Financing

HighRadius Raises \$125 million in Series B Financing Led by ICONIQ Capital

[View](#)

Tradeshift Raises \$240 million in Equity and Debt Financing

[View](#)

Onfido Raises \$100 million in Financing

[View](#)

AvidXchange Raises \$260 million in Growth Financing

[View](#)

M&A

LexisNexis Acquires **ID Analytics** for \$375 million

[View](#)

Appendix: Published Transaction Profiles



INSURTECH

Financing

Clearcover Raises \$50 million in Series C Financing Led by OMERS Ventures

[View](#)

Policygenius Raises \$100 million in Series D Financing Led by KKR

[View](#)

Huize Completes its IPO Raising \$55 million

[View](#)

SelectQuote Files for its IPO

[View](#)

M&A

Aon Acquires **Willis Towers Watson** for an Implied Enterprise Value of \$35.7 billion

[View](#)

HEALTHCARE FINTECH

Financing

Accolade Files for its IPO

[View](#)

Olive Secures \$51 million in Financing Led by General Catalyst

[View](#)



iii. APPENDIX: **OVERVIEW OF FT PARTNERS**

FinTech Insights | Financing and M&A Statistics



Steve McLaughlin
 Founder & CEO of FT Partners

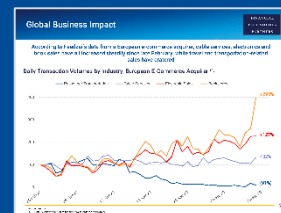
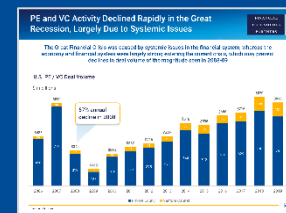
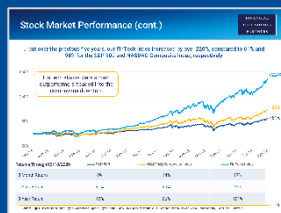
A black and white portrait of a middle-aged man with short, light-colored hair, wearing a dark suit jacket over a light-colored striped shirt. The portrait is set within a circular frame that has a soft, dark vignette effect. The background of the entire page is a light blue with a subtle geometric pattern of overlapping triangles.

To watch a replay of the video conference: <https://www.ftpartners.com/webinar/fintech-covid-19/>

Recent FinTech Financing Rounds with New Investors

Each row represents a successful round of market-to-market capital raised from new and/or repeat investors. The size of the FinTech logo is proportional to the amount raised.

FinTech	Round	Amount	New Investors
Avrocloud	Series B	\$10.5M	10
Capitol	Series A	\$10.5M	10
edInCharge	Series A	\$10.5M	10
Equifax	Series A	\$10.5M	10
Podium	Series A	\$10.5M	10
Onfido	Series A	\$10.5M	10
Trade Republic	Series A	\$10.5M	10
Taxfix	Series A	\$10.5M	10
Alan	Series A	\$10.5M	10

[View Report](#)

Geopolitical Impacts and Imperatives Of COVID-19

On April 16, 2020, FT Partners hosted a strategic panel covering the COVID-19 pandemic. This session provided insights into the Geopolitical Impacts and Imperatives of COVID-19. Panelist's Marko Papic (Chief Geopolitical Strategist, Clocktower Group) and R.P. Eddy (CEO, Ergo) joined us to provide a geopolitical analysis of the COVID-19 crisis and discuss the effects that policy, national leadership, and stimulus will have on markets in the coming weeks and months.



Steve McLaughlin

Founder & CEO of FT Partners



Greg Smith

Moderator, FT Partners



Marko Papic

Clocktower Group



R.P. Eddy

Ergo

To watch a replay of the video conference:

<https://www.ftpartners.com/webinar/geo-impact-covid-19>

FT Partners' EMEA Perspective on Venture Capital Video Conference

EMEA Perspective on Venture Capital Amidst COVID-19

On April 9, 2020, FT Partners hosted a world-class panel of venture investors and leaders in the FinTech community to discuss the impacts of the COVID-19 pandemic on the EMEA region



Steve McLaughlin
Founder & CEO of FT Partners
Moderator



Stefan Klestil
of Speedinvest



Sean Park
of Anthemis



John Doran
of TCV



Rob Moffat
of Balderton Capital



Aaron Goldman
of General Atlantic

To watch a replay of the video conference:

<https://www.ftpartners.com/webinar/emea-vc-covid-19/>

Venture Capital in the Middle of COVID-19

On April 2, 2020, FT Partners hosted a world-class panel of venture investors and leaders in the FinTech community to discuss the global impacts of the COVID-19 pandemic



Steve McLaughlin
Founder & CEO of FT Partners
Moderator



Tom Stafford
of DST



Nigel Morris
of QED Investors



Patricia Kemp
of Oak HC/FT



Matt Harris
of Bain Capital Ventures



Hans Morris
of Nyca Partners

To listen to a recording of the call : <https://www.ftpartners.com/webinar/vc-covid-19/>

FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH

FINANCIAL
TECHNOLOGY
PARTNERS

Recent Exclusive FinTech CEO Interviews



Sean Bourgeois

[VIEW](#)

Tremor Technologies is a reinsurance trading platform enabling programmatic reinsurance transactions



Warren Hogarth

[VIEW](#)

Empower is a consumer-oriented digital banking application that provides automated financial advice and coaching



Trevor Burgess

[VIEW](#)

Neptune Flood utilizes advanced mapping technologies, and aerial remote sensing, to create algorithms that provide customers with a flood insurance policy in two minutes or less



Dan Greenshields

[VIEW](#)

JetClosing is a leading digital title insurance and escrow agent, connecting realtors, lenders, home buyers / sellers and Instant Buyers ("iBuyers")



Nitya Sharma

[VIEW](#)

Simpl is a technology company that empowers online merchants to offer their customers 1-click checkout, POS credit and data-driven loyalty rewards



Sid Gavirneni

[VIEW](#)

Zeguro is a provider of cyber safety solutions offering a suite of tools for cyber risk mitigation and compliance, as well as cyber insurance



Nigel Morris

[VIEW](#)

QED Investors is a FinTech venture capital firm focused on disruptive, high-growth financial services companies



Jennifer Fitzgerald

[VIEW](#)

Policygenius, a provider of an online insurance marketplace, is changing the insurance industry by making shopping faster, friendlier, and more transparent for online consumers



Gary Tolman

[VIEW](#)

Noblr provides a car insurance product that leverages telematics data, actuarial insight and product innovation to reward drivers for making good decisions behind the wheel



Steven Mendel

[VIEW](#)

Bought By Many provides digital access to pet insurance and pet business insurance across the UK and Sweden



Mike Furlong

[VIEW](#)

Indio provides a software platform that helps simplify the insurance application process for brokers and their clients



Andrei Pop

[VIEW](#)

Human API has developed a platform to enable health data liquidity between consumers, care providers, insurers, and others

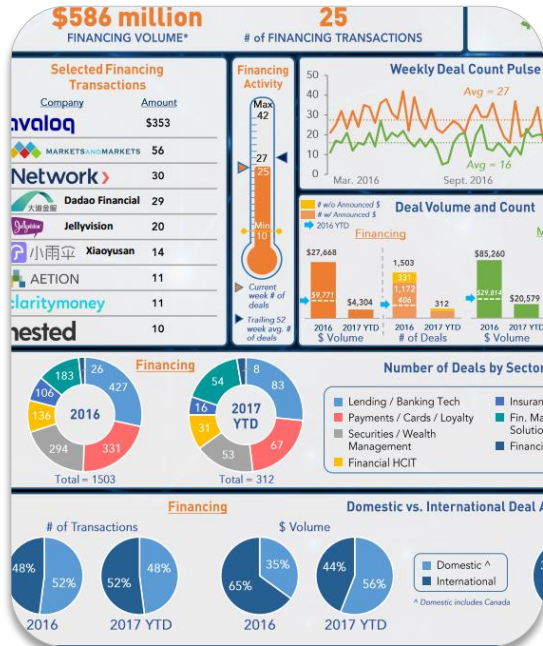
[VIEW ALL RECENT INTERVIEWS](#)

FT Partners Real-Time FinTech Deal Statistics

FT Partners publishes real-time FinTech deal statistics on a weekly and monthly basis

Weekly

Summary of Global FinTech activity at the end of each week with YTD and historical comparisons



View

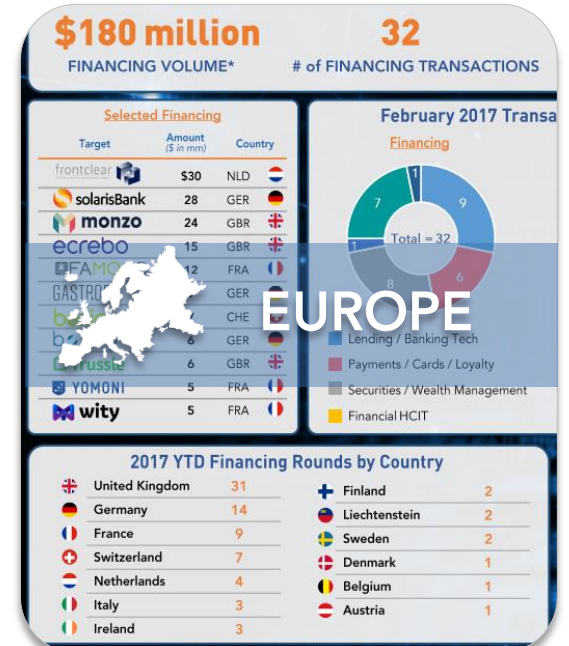
Monthly

Summary of Global FinTech activity for the latest month with YTD and historical comparisons

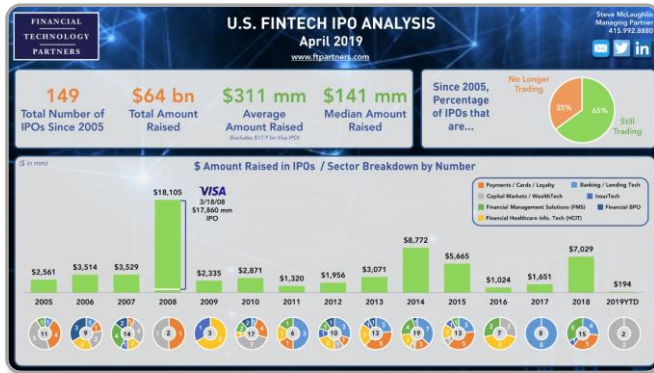


View

Summary of FinTech activity in Europe for the latest month with YTD, Historical and Country comparisons



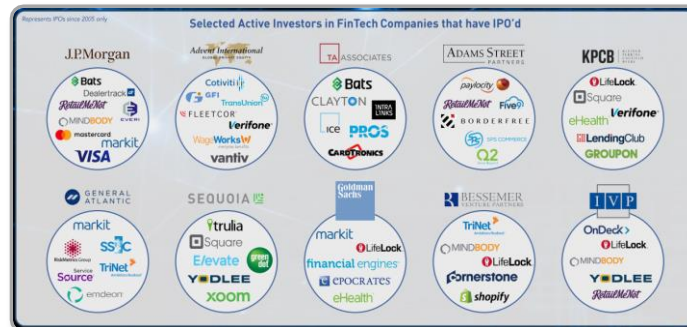
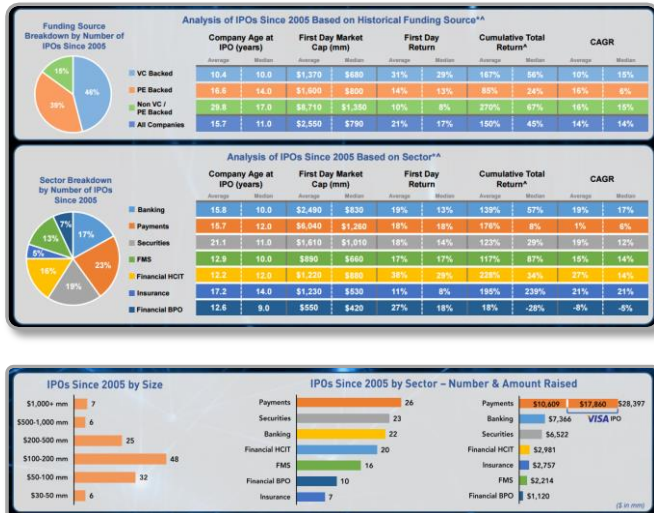
View



FT Partners' IPO Infographic provides an in-depth analysis of U.S. FinTech IPOs over the past decade

Highlights of the Infographic include:

- Yearly breakdowns by capital raised and FinTech sector
- Rankings of largest IPOs by capital raised, best and worst performing and most recent FinTech IPO transactions
- Insight into pending IPOs, spin-offs and companies acquired while on file for an IPO
- Details on the most active investors in FinTech IPOs and a list of the most well funded private FinTech companies



Click pictures to view

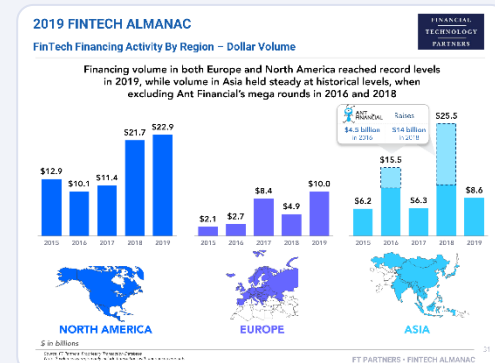
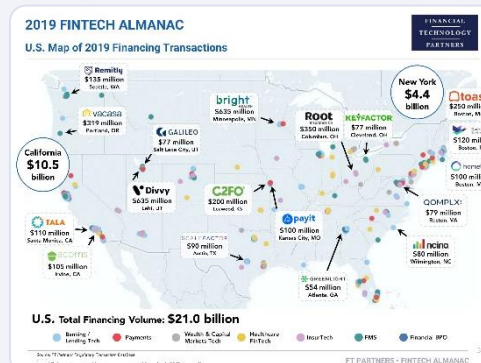
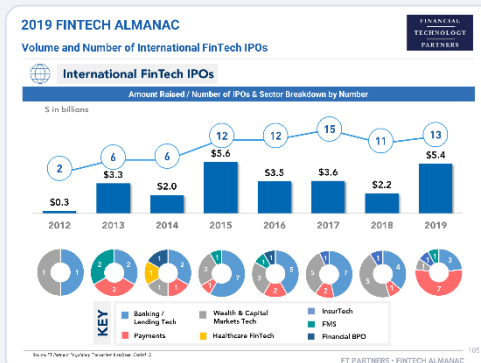
2019 FinTech Almanac



Click pictures to view report

Highlights of the report include:

- 2019 and historical FinTech financing, IPO and M&A volume and deal count statistics
- Largest FinTech financings and M&A transactions in 2019
- Most active FinTech investors
- Corporate VC activity and strategic investor participation
- FinTech sector breakdowns, regional statistics, and other industry trends



FinTech Meets Alternative Investments Innovation in a Burgeoning Asset Class



Click pictures to view report

Demand for alternative assets remains strong as investors and plan sponsors seek asset diversification, higher yields, and uncorrelated returns. As a result, alternatives are a clear bright spot in the asset management industry. As demand grows for alternative assets, a new FinTech ecosystem is developing to help investors, investment managers, and service providers to access new asset classes and manage their investments and operations with new data, software, and platforms.

Highlights of the report include:

- An overview of trends driving the developing FinTech ecosystem around the Alternative Investment Management industry
- A detailed landscape of FinTech companies operating in the Alternatives space
- Proprietary list of financing and M&A transactions in the space
- Interviews with the CEOs of 11 companies driving innovation in Alternatives
- Detailed profiles of 41 FinTech companies operating in the industry

The Rise of Challenger Banks Are the Apps Taking Over?



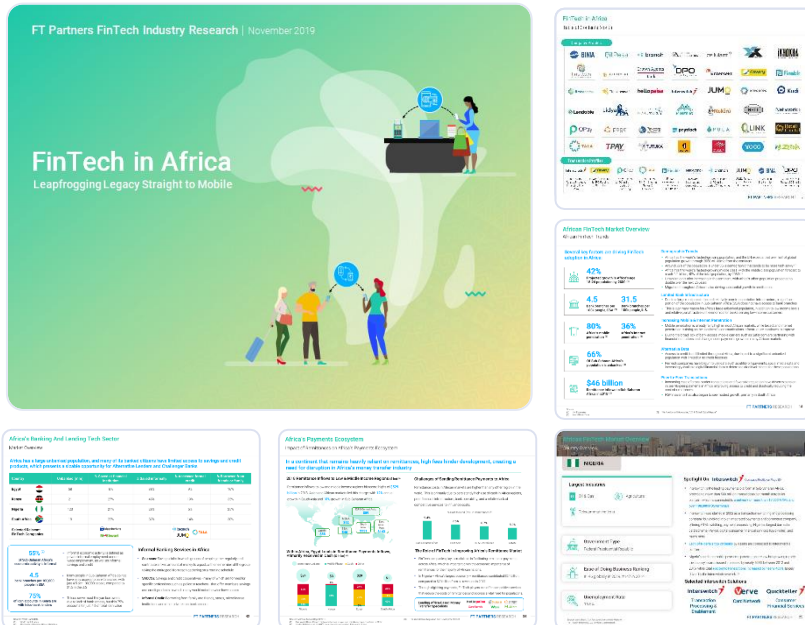
Click pictures to view report

The banking sector is experiencing a major shift globally, as Challenger Banks are becoming increasingly formidable competitors to traditional banks and have begun to capture significant market share. Furthermore, the lines between banks and other consumer financial services providers are blurring, with several alternative lenders and robo-advisors beginning to offer banking products to their customers. E-commerce / internet giants are also jumping into the fray with Google and Amazon, among others, beginning to offer banking products. In response to the emergence of Challenger Banks, a number of incumbent banks have launched their own FinTech brands, and traditional financial institutions will likely turn to FinTech solution providers in order to defend their turfs.

Highlights of the report include:

- An overview of trends in the Challenger Banking space as well as the broader banking ecosystem
- A detailed landscape of Challenger Banks globally
- Proprietary list of financing and M&A transactions in the space
- Interviews with 17 Challenger Bank executives
- Detailed profiles of 41 global Challenger Banks

FinTech in Africa Leapfrogging Legacy Straight to Mobile



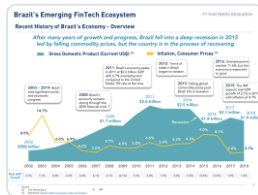
Click pictures to view report

FT Partners' [FinTech in Africa report](#) provides an in-depth look at the FinTech ecosystem spreading across Africa. As mobile proliferation and internet penetration continue to accelerate, financial services in many African markets are bypassing traditional banking infrastructure in favor of tech-enabled solutions such as mobile payments, mobile banking and digital lending. With a large, rapidly-growing population and several of the world's fastest-growing economies, Africa represents a large and attractive market opportunity for FinTech companies given its relatively underdeveloped financial services ecosystem.

Highlights of the report include:

- An overview of trends in the FinTech markets in Egypt and Sub-Saharan Africa, particularly Kenya, Nigeria, and South Africa
- A detailed landscape of FinTech players in Africa and company profiles
- Proprietary list of financing and M&A transactions in the space
- Overview of selected active FinTech investors in Africa

Brazil's Emerging FinTech Ecosystem A Fertile Environment for Disruption and Innovation



Brazil's Emerging FinTech Ecosystem
Selected Private Company FinTech Financings in Brazil, 2013 - 2019 YTD

Company	Financing Type	Amount (USD)	Lead Investor
Ally	Series A	\$100M	Ally Bank
Ally	Series B	\$100M	Ally Bank
Ally	Series C	\$100M	Ally Bank
Ally	Series D	\$100M	Ally Bank
Ally	Series E	\$100M	Ally Bank
Ally	Series F	\$100M	Ally Bank
Ally	Series G	\$100M	Ally Bank
Ally	Series H	\$100M	Ally Bank
Ally	Series I	\$100M	Ally Bank
Ally	Series J	\$100M	Ally Bank



FT Partners' report provides an in-depth look at the FinTech ecosystem in Brazil. Brazil is in the midst of a FinTech revolution as the confluence of a number of forces has created a very fertile environment for innovation and disruption across various financial, technology and business services. With the world's fifth largest population, the ninth largest economy and a government encouraging greater competition for a highly concentrated banking ecosystem, Brazil represents a very attractive market and a huge growth opportunity for technology-driven financial solutions across Payments, Banking, Lending, Insurance, Wealth Management, and other sectors.

Highlights of the report include:

- Social, economic and FinTech trends in Brazil
- Regulatory environment in Brazil and recent updates
- Brazilian Payments, Banking, Lending, InsurTech, Financial Management Solutions, and WealthTech sector overviews
- 14 exclusive interviews with FinTech executives, entrepreneurs and investors in Brazil
- A detailed market landscape of FinTech companies operating in Brazil
- Individual profiles of 26 companies playing a significant role in the Brazilian FinTech universe
- Highlights of active investors in the space and recent financing transactions

Click pictures to view report

Beyond the Credit Score: What's Next in Consumer Credit Management



Click pictures to view report

[FT Partners' report](#) provides an in-depth look at the consumer credit space. Today, while many companies offer free credit scores, few offer free credit monitoring, and even fewer offer key insights about what impacts consumers' credit worthiness. After getting access to their credit scores, consumers are often at a loss of what to do and are largely left on their own to make important credit decisions. This contrasts with the asset side of consumers' balance sheets where financial advisors and, increasingly, robo advisors are using data and analytics to alleviate consumers of the burden of making investment decisions for their specific goals. Consequently, we expect financial service providers to move beyond offering free access to credit information and move towards providing complete credit lifecycle management solutions.

Additional highlights of the report include:

- History of the free credit score and new trends in the credit and PFM space
- Consumer FinTech landscape including multiple sub-categories
- Exclusive interviews of executives in the space
- Proprietary list of financing and M&A transactions
- Detailed company profiles of both private and public players

Auto FinTech: The Emerging FinTech Ecosystem Surrounding the Auto Industry



Click pictures to view report

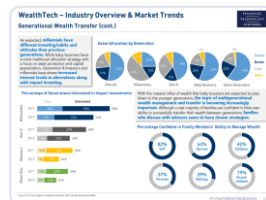
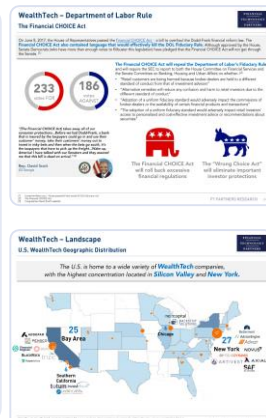
FT Partners' 200+ page report provides an in-depth look at the FinTech ecosystem surrounding the auto industry:

As the automotive industry continues to innovate, consumers and businesses will expect the financial services and processes surrounding this massive industry to modernize and adapt as well. Similarly, as new advances change the way consumers and businesses use cars, both traditional financial services and FinTech companies can distinguish themselves by offering new, innovative solutions.

The report includes:

- Trends regarding the transformation of the auto industry and innovations in auto lending, insurance and payments
- The activity among traditional players in the space such as partnerships, investments and acquisitions
- Proprietary financing and M&A transactions in the space
- A detailed industry landscape of Auto FinTech players and company profiles

WEALTHTECH The Digitization of Wealth Management



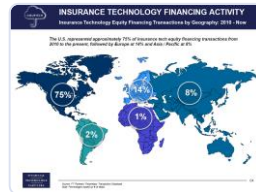
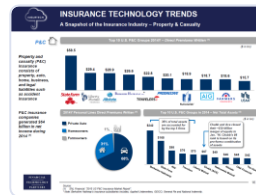
Click pictures to view report

[FT Partners' 180+ page report](#) is an in-depth examination of the dramatic changes sweeping across the wealth management industry. The traditional investment management and registered investment advisor ("RIA") industries are facing numerous threats, and while firms in the industry recognize the need to respond, technology-driven innovation is not a core expertise of most RIAs and investment managers. Consequently, there has been a groundswell of FinTech companies bringing digital capabilities to the traditional wealth management industries. Collectively, we label this segment of FinTech as WealthTech.

Additional highlights of the report include:

- Visual WealthTech industry landscape including multiple sub-categories
- Exclusive interviews of CEOs at notable disruptive companies
- Proprietary list of financing and M&A transactions in the space
- Detailed company profiles of both private and public players

Prepare for the InsurTech Wave: Overview of Key InsurTech Trends



Click pictures to view report

FT Partners' 269-page report provides an in-depth look at the major waves of innovation and disruption that are beginning to radically alter the insurance industry.

Additional highlights of the report include:

- An analysis of specific trends across: Insurance Distribution, Sales, Marketing and Engagement, Data and Analytics and Insurance Administration
- The responses of incumbents to date including the innovations, investments, partnerships and acquisitions being made to stay ahead of the game
- Proprietary InsurTech financing and M&A statistics and a comprehensive list of transactions in the space
- A detailed industry landscape of InsurTech providers as well as other innovative, tangential companies and profiles of 54 companies operating in the InsurTech ecosystem

Global Money Transfer: Emerging Trends and Challenges



Click picture to view report

[FT Partners' 200+ page report](#) provides an in-depth look at the Global Money Transfer space. The report focused on key trends within two distinct industry segments:

- The emergence of “International Payment Specialists” as a distinct and fast growing industry segment attracting significant interest from strategic buyers and financial investors
- The disruption of the traditional “Consumer Remittance Providers” by new, emerging / fast growing entrants leading with mobile and other technology-based solutions

Additional highlights of the report include:

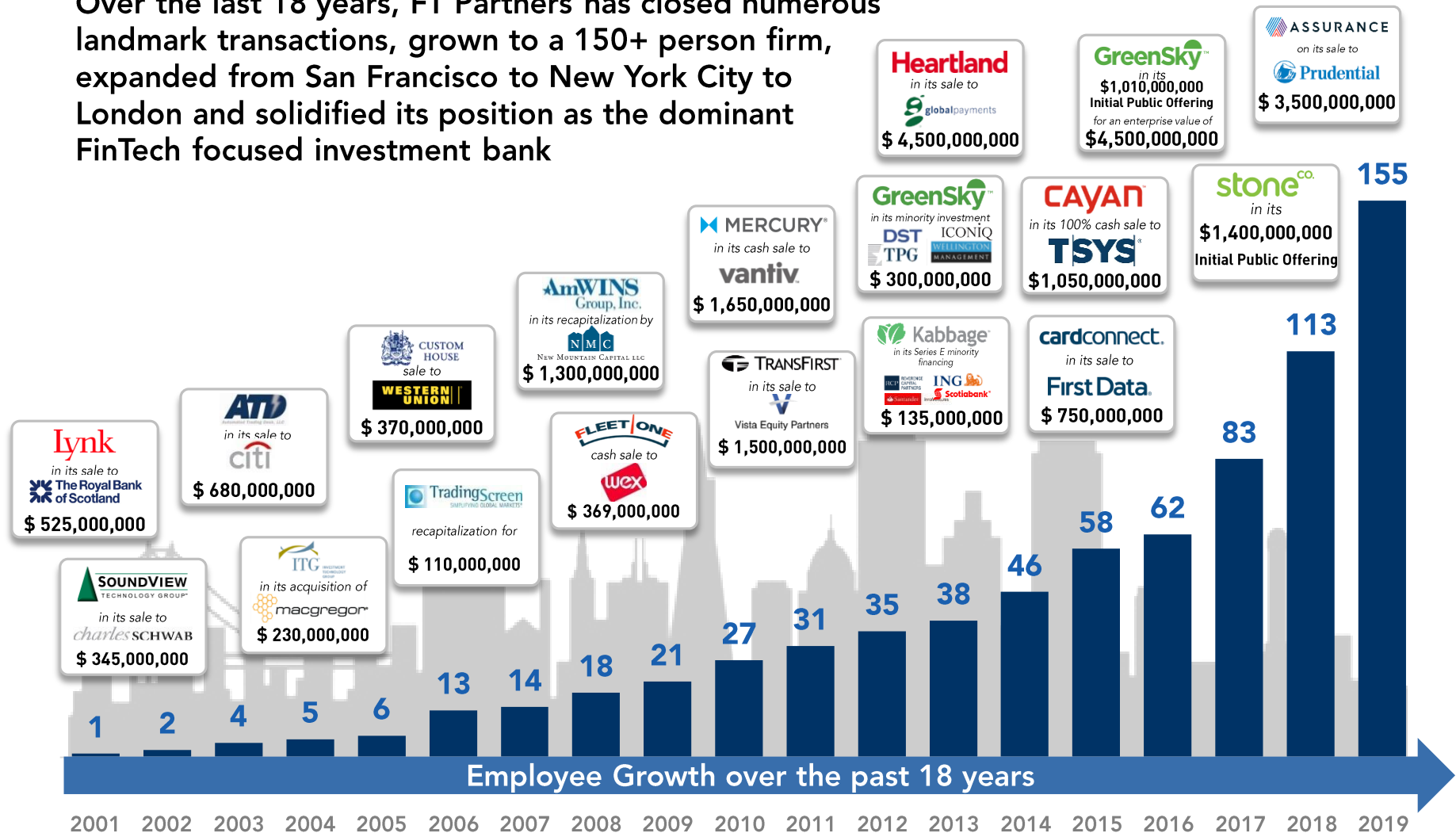
- CEO Interviews
- Public Company Comparables
- Profiles of selected companies in the space
- Financing and M&A transactions as well as selected detailed profiles of significant deals

FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH

FINANCIAL
TECHNOLOGY
PARTNERS

Overview of FT Partners – 18 Years in Business

Over the last 18 years, FT Partners has closed numerous landmark transactions, grown to a 150+ person firm, expanded from San Francisco to New York City to London and solidified its position as the dominant FinTech focused investment bank



FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH

FT Partners is the Advisor of Choice for Leading FinTech Companies

FINANCIAL
TECHNOLOGY
PARTNERS

FinTech Unicorns / Multi-Billion Dollar Deals

Financial Technology Partners LP
FTP Securities LLC

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

Heartland

in its sale to

globalpayments

for total consideration of

\$ 4,500,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as
IPO Advisor to

GreenSky

in its

**\$1,010,000,000
Initial Public Offering**

for a total enterprise value of

\$4,500,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

ASSURANCE

on its sale to

Prudential

for total consideration of up to

\$ 3,500,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

Interswitch

on its strategic minority investment from

VISA

for a total enterprise value of

\$1,000,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

**square
trade**

in its sale to

Allstate

for total consideration of

\$ 1,400,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

CAYAN

in its sale to

TSYS

for total consideration of approximately

\$1,050,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

MERCURY

in its cash sale to

vantiv

for total consideration of

\$ 1,650,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

avidxchange

on its growth financing
with new investors

NEUBERGER BERMAN **LONE PINE CAPITAL**
SCHONFELD

for a total amount of

\$388,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

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**

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Large Corporate Clients

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its
exclusive role as advisor to

BLACKROCK

in its 100% acquisition of

FutureAdvisor

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

ally

in its acquisition of

BlueYield

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

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

NOMURA
subsidiary
INSTINET

in the sale of its stake in
CHIX EUROPE
to
BATS
Trading Markets Better

for total consideration of approximately

\$ 305,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to

capitalG

in its lead investment in

credit karma

with additional participation from

TIGER **SIG** **Ribbit Capital**
RESOURCES

for approximately

\$ 85,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as advisor to

CIBC

in its strategic investment in

with additional participation from

MasterCard **Bain Capital Ventures** **Advent Capital Management**

for total consideration of approximately

\$ 70,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its exclusive role as
sole debt capital advisor to

**jack henry
& ASSOCIATES INC.**

in its acquisition of

iPay Technologies

for total consideration of approximately

\$ 300,000,000

FINANCIAL
TECHNOLOGY
PARTNERS

The Only Investment Bank
Focused Exclusively on Financial Technology

FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH

Sellside and Buyside Experience (Selected Examples)

FINANCIAL
TECHNOLOGY
PARTNERS

FT Partners has the strongest M&A track record in the FinTech space

Sellside M&A

Buyside M&A

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

Heartland
in its sale to

globalpayments
for total consideration of

\$ 4,500,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

MERCURY
in its cash sale to

vantiv
for total consideration of

\$ 1,650,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

TRANSFIRST
in its sale to

Vista Equity Partners
from
WCAS

\$ 1,500,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

BLACKROCK

in its 100% acquisition of

FutureAdvisor



The Only Investment Bank
Focused Exclusively on Financial Technology

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

ING
in its acquisition of

PAYVISION
Global Card Processing

at a total valuation of approximately

\$ 447,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

Jack Henry & Associates Inc.
in its acquisition of

iPay Technologies
for total consideration of approximately

\$ 300,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

CAYAN

in its 100% cash sale to

TSYS
for total consideration of approximately

\$1,050,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

AmWINS Group, Inc.
in its growth recapitalization by

NMC
NEW MOUNTAIN CAPITAL LLC

valued at approximately

\$ 1,300,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

square trade

in its sale to

Allstate
for total consideration of

\$ 1,400,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

ITG
INVESTMENT
TECHNOLOGY
GROUP

in its acquisition of

macgregor

for cash consideration of approximately

\$ 230,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

Davidxchange

on its acquisition of

BankTEL



The Only Investment Bank
Focused Exclusively on Financial Technology

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

Verifone

in its financing for the acquisition of

Lipman

for total consideration of approximately

\$ 540,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

OpenLending
on its proposed merger with

Nebula Acquisition Corporation
(NASDAQ: NEBU)
sponsored by



TRUE WIND
for a total implied enterprise value of

\$1,330,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

Lyink
in its sale to

The Royal Bank of Scotland

for cash consideration of approximately

\$ 525,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

ASSURANCE

on its sale to

Prudential
for total consideration of up to

\$ 3,500,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

ally

in its acquisition of

BlueYield



The Only Investment Bank
Focused Exclusively on Financial Technology

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

WorldFuel
in its acquisition of select assets of

ITS MULTI SERVICE
insurance services in Australia

for total consideration of approximately

\$ 137,000,000



The Only Investment Bank
Focused Exclusively on Financial Technology

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

CVC
Capital Partners

in its acquisition of

OANDA



The Only Investment Bank
Focused Exclusively on Financial Technology
















FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH

FINANCIAL
TECHNOLOGY
PARTNERS

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

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 DST VISA ANT FINANCIAL
 stone ^{co.}	1,545,000,000 *	ICONIQ RCP REVERENCE CAPITAL PARTNERS TEMASEK PIMCO
 DavidXchange	956,000,000 *	BainCapital PRIVATE EQUITY TPG Premji Invest
 MERCURY®	420,000,000	BainCapital VENTURES INSIGHT PARTNERS GREENSPRING ASSOCIATES
 MARQETA	355,000,000 *	CDPQ Great Hill PARTNERS ION CROSSOVER PARTNERS
 NEXT INSURANCE	333,000,000 *	capitalG CIBC Scotiabank®
 Remitly	289,000,000 *	nyca QED INVESTORS khosla ventures
Liquidnet 	250,000,000	KeyBank WELLINGTON MANAGEMENT 乾源资本 YUAN CAPITAL
 square trade protection plans	238,000,000	maveron Santander InnoVentures BV Battery Ventures nabventures nab
 checkout.com	230,000,000	ADAMS STREET PARTNERS Elavon THIEL Munich RE edbi
 better.com	160,000,000	Redpoint mastercard cootue edisonpartners
nmi	150,000,000	QUESTMARK PARTNERS SUMMIT PARTNERS
 ADDEPAR	140,000,000	SILVERLAKE PARTHENON CAPITAL PARTNERS
 Kabbage®	135,000,000	
 BlueVine	102,500,000	
 MoneyLion	100,000,000	
 POYNT	100,000,000	
 CHROME RIVER	100,000,000	
 Fawry	100,000,000	

* Total includes multiple financing rounds

FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH

FINANCIAL
TECHNOLOGY
PARTNERS

Selected FT Partners' International / Cross-Border Experience

FT Partners' global presence offers capabilities reaching far beyond North America, as demonstrated by our numerous international clients and successful transactions with international firms & investors

Target	Buyer / Investor	International Aspect
		
		
		
		
	  	
		
		
		
	 	
	 	
		
		
		
	  	
	  	
	 	
		
	 	
	  	

FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH

FINANCIAL
TECHNOLOGY
PARTNERS

FT Partners' History of Success Working with Public Companies

FT Partners has a longstanding history working with public companies across the FinTech ecosystem

Public Clients

Heartland
in its sale to
globalpayments
\$ 4,500,000,000

Planet
PAYMENT
in its sale to
FINTRAX
GROUP
\$250,000,000

cardconnect.
in its sale to
First Data
\$ 750,000,000

jack henry
& ASSOCIATES INC.
in its acquisition of
iPay Technologies
\$ 300,000,000

ING
in its acquisition of
PAYVISION
Global Card Processing
\$ 447,000,000

JetPay
in its sale to
NCR
\$ 184,000,000

RDM
Transforming Payments
in its sale to
DELUXE
C\$ 129,000,000

BLACKROCK
in its acquisition of
FutureAdvisor

IPOs

stone CO.
in its
Initial Public Offering
\$1,400,000,000

GreenSky
in its
Initial Public Offering
for a total enterprise
value of
\$ 4,500,000,000

OFX
in its
Initial Public Offering
valuing the equity at
approximately
A\$ 480,000,000

fawry
in its
Combined Offering
\$100,000,000

Public Buyers

MERCURY
in its cash sale to
vantiv
\$ 1,650,000,000

CUSTOM
HOUSE
in its sale to
WESTERN UNION
\$ 370,000,000

ASSURANCE
on its sale to
Prudential
\$ 3,500,000,000

square
trade
in its sale to
Allstate
\$ 1,400,000,000

FLEET ONE
in its cash sale to
wex
\$ 369,000,000

CAYAN
in its 100% cash sale to
TSYS
\$ 1,050,000,000

Cambridge
Global Payments
in its sale to
FLEETCOR
C \$900,000,000

CARDINAL
COMMERCE
in its sale to
VISA
\$ 300,000,000

GiftCards .com
in its sale to
BLACKHAWK
NETWORK
\$ 120,000,000

CentralPayment
in the sale of its
remaining stake to
TSYS
\$ 840,000,000

TouchCommerce
in its sale to
NUANCE
\$ 215,000,000

wave
in its sale to
H&R BLOCK
\$ 405,000,000

FT Partners' Awards and Recognition



LendIt Industry Awards 2018:

- FT Partners wins Top Investment Bank in FinTech

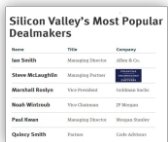
**Institutional
Investor**



The FinTech Finance 40:

- Ranked #1 in 2017 and 2018 - Steve McLaughlin, FT Partners

The Information



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



M&A Advisor Awards

- 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

FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH

FINANCIAL
TECHNOLOGY
PARTNERS

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

FT PARTNERS – FOCUSED EXCLUSIVELY ON FINTECH

FINANCIAL
TECHNOLOGY
PARTNERS

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