

February 13, 2017

# FT PARTNERS TRANSACTION ANNOUNCEMENT

FINANCIAL  
TECHNOLOGY  
PARTNERS

*The Only Investment Bank  
Focused Exclusively  
on FinTech*

San Francisco • New York

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

**RDM<sup>®</sup>**

Transforming Payments

**in its sale to**

** DELUXE**

**for total consideration of**

**C\$ 129,000,000**

# FT Partners Advises RDM on its Sale to Deluxe

FT PARTNERS ADVISES



## RDM's Strategic Sale to Deluxe

### Overview of Transaction

- On February 13, 2017, RDM Corporation ("RDM" or the "Company") announced that it has entered into a definitive agreement to be acquired by Deluxe Corporation ("Deluxe")
  - Deluxe is acquiring 100% of RDM's outstanding common shares for a cash consideration of CAD \$5.45 per share or a total valuation of CAD \$129 million
- Headquartered in Waterloo, Ontario, RDM provides large financial institutions with Remote Deposit Capture (RDC) solutions designed to help its clients simplify the way they do business
  - RDM customers include four of the top ten banks in the US market and 31% of the top 100 Fortune 500 companies
- The transaction is expected to close by the end of March 2017

### Significance of Transaction

- RDM will become part of the growing suite of Treasury Management Solutions offered by Deluxe, bringing its robust suite of payments remittance processing and digital imaging software, scanner hardware and professional services to Deluxe's offerings

### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to the Company
- This transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies

### Financial Technology Partners LP FTP Securities LLC

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



*in its sale to*



*for total consideration of*

**C\$ 129,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*



## RDM Overview

### Company Overview



CEO & President:	Randy Fowlie
Headquarters:	Waterloo, Ontario
Founded:	1987
Ticker:	TSX: RC

- For over 25 years, RDM has been a leading provider of Remote Deposit Capture (RDC) and complex desktop remittance processing solutions for business-to-business (B2B) electronic payment processing
- RDM provides specialized cloud software and hardware based solutions for end-users in the financial services, insurance, healthcare, industrial, retail and other industries
- RDM processes more than \$600 billion annually, helping corporations and financial institutions and over 80,000 end users
- 4 out of the top 10 U.S. financial institutions use RDM's payment processing solutions
- RDM also services 31% of the top 100 Fortune 500 companies such as brokerage firms, retailers, healthcare and insurance providers and government entities

Source: Company website

### Solutions

#### PAYMENT PROCESSING



##### RDC Web Solutions

###### For mid to large sized companies:

- Easily deposit checks and financial documents electronically
- Simple to complex transaction processing including high volumes of checks, remittances, partial or co-pay, full page to envelopes

###### For small businesses:

- Companies can use a low cost check scanner or a flatbed scanner to capture checks
- The application validates and enters amount
- Users can run reports for summary of transactions

##### RDC Mobile Solutions



- Allows users to instantly deposit checks using a mobile device by taking a photo of the front and back of the check and entering amount information

##### Other Services

- Remittance Processing
- Image Cash Letter
- Data Management
- Professional Services

#### DIGITAL IMAGING SOLUTIONS

##### Check Scanners

- Affordably process check and remittance documents eliminating the need for multiple payment devices

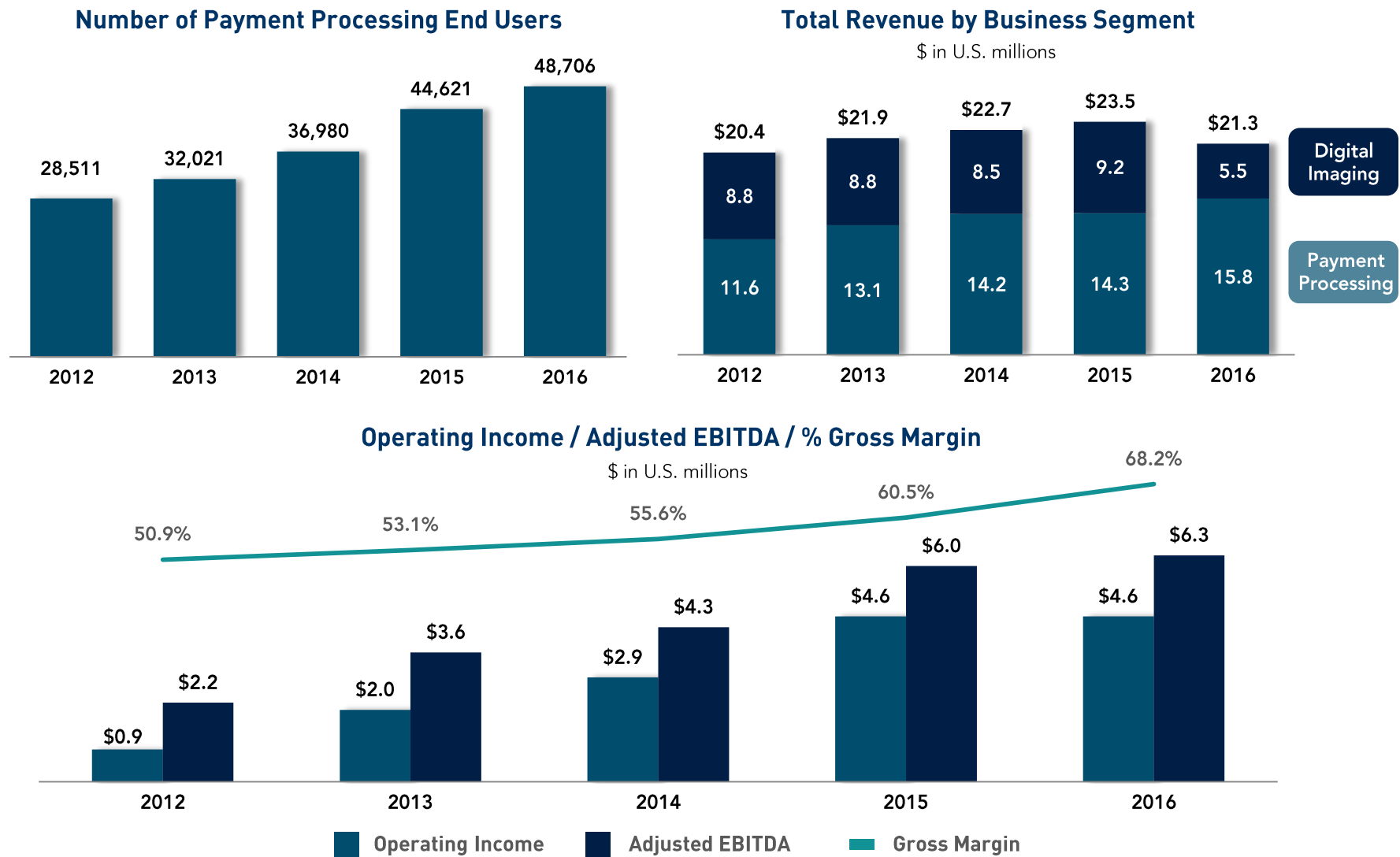


# FT Partners Advises RDM on its Sale to Deluxe

FT PARTNERS ADVISES



## RDM Financial Overview



Source: Annual Reports, Investor presentation

## Deluxe Overview

### Company Overview



**CEO & President:** Lee Schram

**Headquarters:** Shoreview, MN

**Founded:** 1915

**Ticker:** NYSE: DLX

- Deluxe is one of America's best known check brands and also provides a suite of customer life cycle management solutions and other business and payment services
- The Company has 4.4 million active small business customers and over 5,600 financial institution clients
- Deluxe is also operating and expanding in Europe and South America through the Company's Hostopia acquisition and e-commerce operations
- Deluxe has a North American network of approximately 300 distributor-franchisees serving local businesses

### Key Financial Statistics

<b>2016 Revenue</b>	<b>\$1,849 million</b>
<b>2016 Net income</b>	<b>\$229 million</b>
<b>2016 Diluted EPS</b>	<b>\$4.65</b>
<b>Market Cap *</b>	<b>\$3,613 million</b>

Source: Company website, Q4 2016 Earnings Release, S&P Capital IQ

\* Market cap as of 2/10/17

### Solutions

#### For Financial Institutions

- ACQUIRE**
  - Acquisition Marketing Programs
  - New Account Screening
- ONBOARD**
  - Account Switching Programs
  - Onboarding Marketing Programs
- ENGAGE**
  - Cross-sell Marketing Programs
  - Rewards & Loyalty
  - Consumer Check Program
  - Business Check Program
  - Remote Deposit Capture
  - Identity Theft Services
- OPERATE**
  - Banker's Dashboard
  - Credit Union Dashboard
  - Strategic Sourcing

#### For Small Businesses

- CHECKS & BUSINESS SERVICES**
  - Business Checks
  - eChecks
  - Payroll Services
  - Business Forms / Supplies
  - Retail Packaging
- LOGO DESIGN & PRINT MARKETING**
  - Logo Design
  - Print Marketing
  - Promotional Products & Apparel
- WEBSITE & ONLINE MARKETING**
  - Website Design
  - Email Marketing
  - Social Media Management
  - Search Engine Marketing

# FT Partners – Focused Exclusively on FinTech

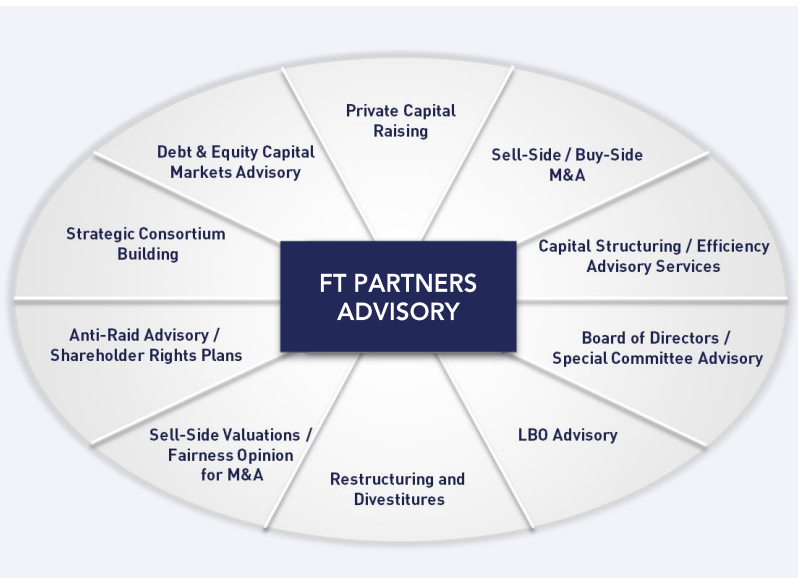
FT PARTNERS ADVISES



## 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 15 years of exclusive focus on Financial Technology

### FT Partners' Advisory Capabilities



### FT Partners' FinTech Industry Research

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



**The Information**

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



Ranked #4 Most Influential Person in all of FinTech in *Institution Investor's* "FinTech Finance 35"



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

SUBSCRIBE





# FT Partners – Focused Exclusively on FinTech

## Strong Domain Expertise in Banking / Payments Technology

FT PARTNERS ADVISES



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 exclusive role as  
financial advisor to

**optimalblue**

in its sale to

**GTCR**



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



**CORILLIAN**

in its sale to

**CheckFree**

for approximately

**\$ 245,000,000**



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 role as  
strategic and financial advisor to

**cardconnect.**

in its sale to

**FinTech Acquisition Corp**  
(NASDAQ: FNTC)

for total consideration of

**\$ 438,000,000**



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

**MARQETA**

in its Series C minority financing from

**COMMERZ VENTURES**  
Commerzbank Group

**83NORTH** **EV**  
IA CAPITAL GROUP COMMERCE VENTURES

**\$ 25,000,000**



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

**WebEquity**  
solutions™

in its sale to

**MOODY'S**



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

**avidxchange**

in its Series E minority financing from

**Bain Capital Ventures**

**FOUNDRY** **nyca** **KeyBank**  
FIFTH THIRD BANK **TPG** **PIVOT**  
INVESTMENT PARTNERS

for total consideration of

**\$ 253,000,000**



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**

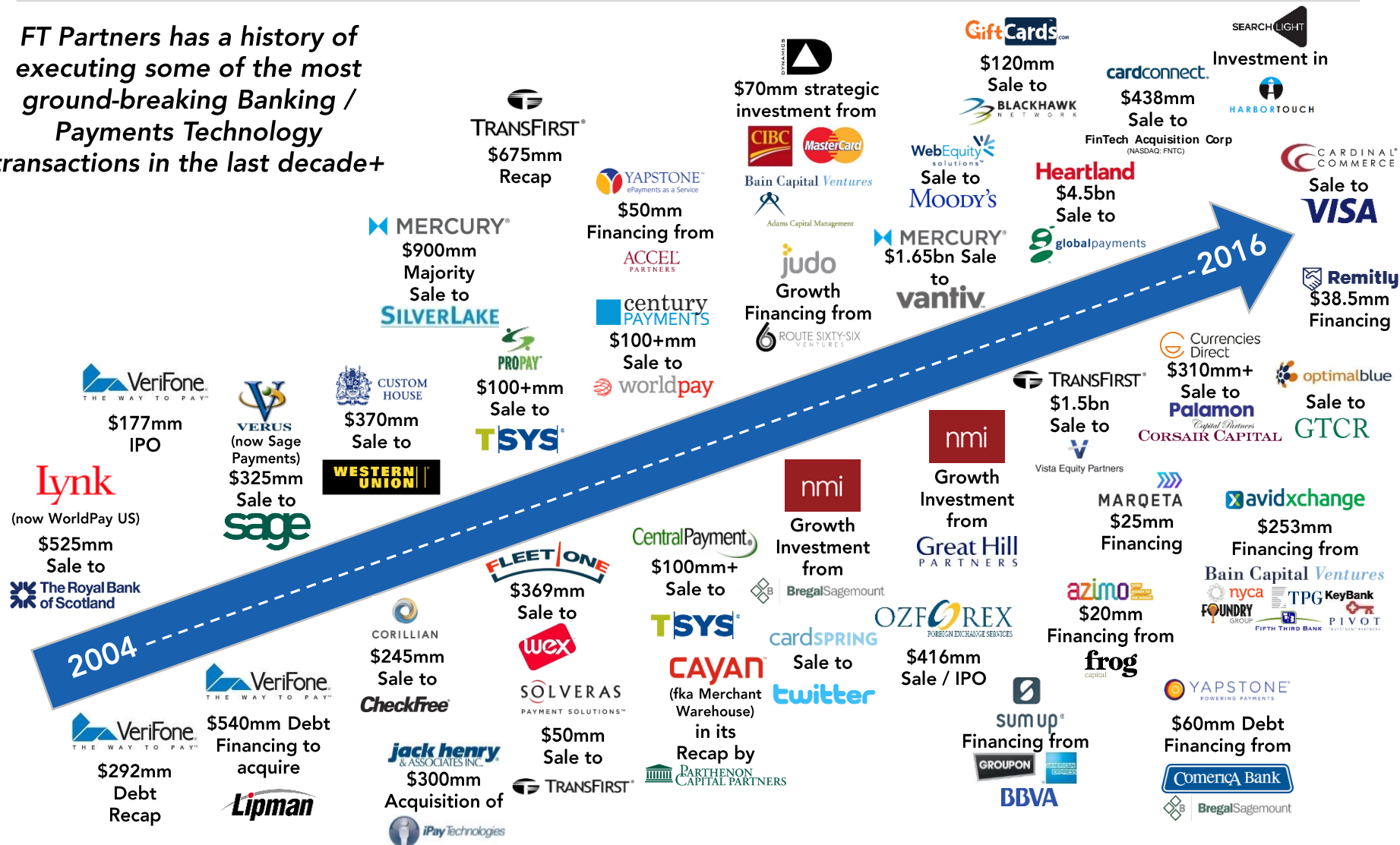


The Only Investment Bank  
Focused Exclusively on Financial Technology

## FT PARTNERS ADVISES



***FT Partners has a history of  
executing some of the most  
ground-breaking Banking /  
Payments Technology  
transactions in the last decade+***





# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES



## FT Partners is the Advisor of Choice for Leading FinTech Companies

### 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 exclusive role as  
sole strategic and financial advisor to

**liquidnet**

in its financing for approximately

**\$ 250,000,000**

valued at approximately

**\$ 1,800,000,000**

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  
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  
**CHIE EUROPE**

to  
**BATS**

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  
strategic and financial advisor to

**TRANSFIRST**

in its sale to

**V**

Vista Equity Partners

from

**WCAS**

**\$ 1,500,000,000**

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

**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 exclusive role as  
sole strategic and financial advisor to

**MERCURY**

in its approximately 60% Growth

**SILVERLAKE**

for a value up to

**\$ 900,000,000**

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

**Google  
capital**

in its lead investment in

**Credit Karma**

with additional participation from

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

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

**Delta**

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

Financial Technology Partners LP  
FTP Securities LLC

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

**GreenSky**

in its minority investment from

**DST ICONIQ**

**TPG** **MANAGEMENT**

for total consideration of

**\$ 300,000,000**

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 strategic and financial advisor to

**square  
trade**

in its recapitalization by

**BainCapital** **BainCapital**

PRIVATE EQUITY VENTURES

of approximately

**\$ 238,000,000**

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 strategic and financial advisor to

**avidxchange**

in its Series E minority financing from

**Bain Capital Ventures**

**FOUNDRY** **nyca** **KeyBank**

**TPG** **PIVOT**

for total consideration of

**\$ 253,000,000**

FINANCIAL  
TECHNOLOGY  
PARTNERS

The Only Investment Bank  
Focused Exclusively on Financial Technology

# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES



## 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
MERCURY®	\$420,000,000+
GreenSky™	300,000,000+
avidxchange	253,000,000
liquidnet	250,000,000
square trade	238,000,000
nmi	150,000,000+
Kabbage	135,000,000
TradingScreen SIMPLIFYING GLOBAL MARKETS™	110,000,000+
YAPSTONE® POWERING PAYMENTS	110,000,000
CHROMERIVER	100,000,000
Credit Karma™	85,000,000
earnest	75,000,000
taulia	60,000,000

## Selected Prominent Investors in FT Partners Led Rounds



# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES



## Award-Winning Investment Banking Franchise Focused on Superior Client Results

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor Awards

2016

- **Investment Banking Firm of the Year**
- **Cross Border Deal of the Year**

2015

- **Dealmaker of the Year**
- **Technology Deal of the Year**

2014

- **Equity Financing Deal of the Year**
- **Professional Services Deal of the Year, Above \$100mm**

2012

- **Dealmaker of the Year**
- **Professional Services Deal of the Year, Above \$100mm**

2011

- **Boutique Investment Bank of the Year**
- **Deal of the Decade**
- *10 Deal of the Year Nominations Across 9 Categories*

2010

- **Upper Middle Market Deal of the Year, Above \$500 mm**
- **IT Services Deal of the Year, Below \$500mm**
- **Cross-Border Deal of the Year, Below \$500mm**

2007

- **Dealmaker of the Year – Steve McLaughlin**
- **Business to Business Services Deal of the Year**
- **Computer and Information Technology Deal of the Year, Above \$100mm**
- **Financial Services Deal of the Year, Above \$100mm**



2015

- Steve McLaughlin ranked #4 in Institutional Investor's FinTech 35 List

2006 - 2008

- **Consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology**



Middle Market Financing Awards

2008

- **Equity Financing Dealmaker of the Year – Steve McLaughlin**
- **Information Technology Deal of the Year**
- **Financial Services Deal of the Year**

2006

- **Financing Professional of the Year – Steve McLaughlin**
- *Financing Deal of the Year - Equity*
- *Financing Deal of the Year - Debt*

Note: **Bold** represents awards that FT Partners has won, *italics* represents nominations.

# FT Partners – Focused Exclusively on FinTech

Platform of Choice for Clients and Bankers Alike

FT PARTNERS ADVISES

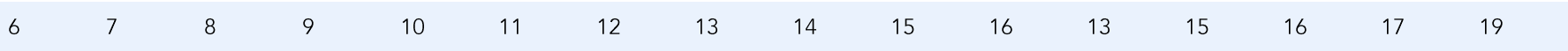


## FT PARTNERS' LAST DECADE

- ~6x Number of resources
- ~9x Total senior banker experience
- ~2x Average senior banker experience
- ~8x Number of senior bankers



Avg Years of Director / MD Experience



# FT Partners – Focused Exclusively on FinTech

FT PARTNERS ADVISES



## The FT Partners Senior Banker Team

Name / Position	Prior Background	Experience / Education	Years of Experience
<b>Steve McLaughlin</b> <i>Founder, CEO and Managing Partner</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York and San Francisco from 1995-2002</li> <li>Former Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	22
<b>Larry Furlong</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. in New York, London and Los Angeles beginning in 1995</li> <li>Wharton M.B.A.</li> </ul>	22
<b>Greg Smith</b> <i>Managing Director</i>	 	<ul style="list-style-type: none"> <li>Formerly award winning Equity Research Analyst at Merrill Lynch / J.P. Morgan / Hambrecht &amp; Quist</li> <li>20+ years of experience covering FinTech as both an Analyst and Investment Banker</li> </ul>	21
<b>Osman Khan</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Former Managing Director / Head of FIG M&amp;A at Alvarez &amp; Marsal</li> <li>15+ years FIG deal, consulting and assurance experience at PwC</li> <li>40 Under 40 M&amp;A Advisor Award Winner in 2013</li> <li>LSE (BSc w/Honors), MBS (MBA w/Distinction), ICAEW (FCA)</li> </ul>	20
<b>Steve Stout</b> <i>Managing Director</i>	 	<ul style="list-style-type: none"> <li>Former Global Head of Strategy at First Data</li> <li>Formerly Led J.P. Morgan Payments Investment Banking</li> <li>Former Equity Research Analyst on #1 ranked team at UBS and Economist at the Federal Reserve Bank</li> </ul>	19
<b>Tim Wolfe</b> <i>Managing Director</i>		<ul style="list-style-type: none"> <li>Formerly with Goldman, Sachs &amp; Co. beginning in 2000</li> <li>Started at FT Partners in 2002</li> <li>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	15
<b>Timm Schipporeit</b> <i>Managing Director</i>	 	<ul style="list-style-type: none"> <li>11+ years with Morgan Stanley, Senior Executive Director of European Technology Investment Banking Team in London</li> <li>Formerly a Venture and Growth Investor focused on FinTech at Index Ventures</li> </ul>	13
<b>Andrew McLaughlin</b> <i>Managing Director, Research &amp; Business Development</i>		<ul style="list-style-type: none"> <li>Leads FT Partners' Research and Business Development Team</li> <li>Formerly with Deloitte Consulting</li> </ul>	11

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