

March 29, 2016

# FINANCIAL TECHNOLOGY PARTNERS FTP Securities LLC

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



in its sale of



to



Global Blue

for

**A\$65,000,000**

Courtesy of:



**The Only Investment Bank  
Focused Exclusively on Financial Technology**

**Financial Technology Partners**  
555 Mission St., 23<sup>rd</sup> Floor  
San Francisco, CA 94105

**Steve McLaughlin**  
Managing Partner  
Tel: 415.992.8880

[steve.mclaughlin@ftparkers.com](mailto:steve.mclaughlin@ftparkers.com)



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# Travelex Currency Select Sale to Global Blue

FT Partners Advises on Sale of Travelex Currency Select for A\$65,000,000

## Transaction Overview and Rationale

### Overview of Transaction

- On Tuesday, March 29<sup>th</sup> Travelex Group announced the sale of Travelex Currency Select (“Currency Select” or the “Business”) to Global Blue for A\$65,000,000
- Currency Select is a leading provider of electronic payment transaction processing services including Dynamic Currency Conversion (“DCC”), Multi-Currency Processing (“MCP”) and payment card acceptance
  - Currency Select was a stand-alone subsidiary of Travelex Group
  - Business headquartered in Sydney, Australia
- Global Blue is a leading financial services company, enabling retail transactions between merchants and foreign customers internationally
  - Global Blue is owned by Silver Lake and Partners Group
- The transaction is expected to close in 1Q16

### Significance of Transaction

- Acquisition enables Global Blue to expand its DCC offering and provide partners with an enhanced set of products and services
- Allows Global Blue to expand into 8 new DCC markets across Asia Pacific and the Middle East; adds 50 world-class payment specialists to Global Blue’s business
- Provides Currency Select resources in order to accelerate innovation, serve more customers and extend its global reach

### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Travelex Group in this transaction
- Developed extensive marketing materials and financial analyses to highlight the unique aspects of the Business, and led all aspects of transaction execution
- Transaction highlights FT Partners’ continued success advising leading companies and generating highly successful outcomes in the FX / International Payments space

## Financial Technology Partners LP FTP Securities LLC

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



*in its sale of*



*to*



Global Blue

*for a total consideration of*

**A\$65,000,000**



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# Travelex Currency Select Sale to Global Blue

## Travelex Currency Select Business Overview

### Company Overview

**Managing Director:** Damian Cecchi  
**Headquarters:** Sydney, Australia  
**Founded:** 2000

- **Leading provider of electronic payment transaction processing services including DCC, MCP and payment card acceptance**
- **Enables merchants, payment processors and financial institution clients to provide services to end customers, delivered via the following channels:**
  - Point-of-Sale
  - E-commerce
  - ATM
- **End-to-end solution leverages a combination of technology and services, and is offered through two business segments:**
  - **Direct:** DCC, MCP and payment acceptance services for merchant clients in the Australian market
  - **Outsourcing:** DCC, MCP and 3<sup>rd</sup> party processing services for financial institution (acquirers / processors) clients in Asia Pacific and Europe
- **Proprietary, scalable and highly customizable transaction processing technology platform**

### Business Segment Overview

Direct Segment		Outsourcing Segment
<b>Dynamic Currency Conversion</b> <ul style="list-style-type: none"> <li>■ Solution for merchants enabling foreign cardholders to pay in their domestic currency</li> <li>■ Supports ATM, POS and e-commerce channels</li> <li>■ Supports configurable FX exchange rate schemes and dozens of currencies</li> </ul>	<b>Payment Card Acceptance (Merchant Acquiring)</b> <ul style="list-style-type: none"> <li>■ End-to-end merchant acquiring services in Australia</li> <li>■ Acquirer processing platform supports a full suite of capabilities including terminal deployment, switching, settlement and reporting</li> </ul>	<b>Outsourced Platform Solutions</b> <ul style="list-style-type: none"> <li>■ Third-party payment processing, DCC and MCP services to financial institutions including acquirers and processors</li> <li>■ Acquirers and processors provide these services to their own acquiring merchant client base</li> <li>■ Provides outsourced “back-end” authorization, clearing and settlement of DCC or MCC transactions</li> </ul>



# Travelex Currency Select Sale to Global Blue

## Strong Value Proposition for Acquirers, Merchants and Cardholders

### Acquirers



- **Value Added Processing:** Ability to outsource the authorization, clearing and settlement of DCC / MCP transactions
- **New Revenue Stream:** Opportunity to earn revenue share from DCC and MCP foreign exchange margin
- **Outsourced Technology:** Eliminates need to develop in-house capability
- **CRM Functionality:** Ability to provide a service for merchant customers to reduce the total cost of card payment acceptance for their business

### Merchants



- **Customer Satisfaction:** Competitive differentiator and customer service enhancement (viewed as a service offering even if customer does not opt in)
- **New Revenue Stream:** Revenue share from DCC foreign exchange margins provides additional source of income and reduces the cost of card payment acceptance
- **Minimized Treasury Expense:** Ability to offer DCC and MCP solutions without the need to manage treasury services

### Cardholders



- **Transparency:** Customer receives offer and receipt up front which outline exchange rate and final price of goods
- **Immediacy:** Travel expenses known immediately instead of having to wait for a credit card statement
- **Exchange Rate Certainty:** Provides cardholders with certainty of exchange rate at the time of transaction
- **Choice:** Provides opportunity to make a choice about which currency to use and the conversion process, which they do not receive when DCC service is not offered



# Travelex Currency Select Sale to Global Blue

## Global Blue Overview

### Company Overview

**CEO:** Jacques Stern  
**Headquarters:** Eysins, Switzerland  
**Founded:** 1980  
**Current Ownership:** Silver Lake, Partners Group

- **Global Blue is a leading provider of currency exchange and international payment services to consumers, high net worth individuals and businesses**
- **Global Blue invented the concept of Tax Free Shopping more than 35 years ago and is now the worldwide industry leader, delivering Globe Shoppers the best shopping experience**
- **Creates value for retailers and partners through a range of products and services:**
  - Global Blue's Tax Free Shopping solutions allow thousands of retailers, including most of the world's best luxury, fast fashion and department store brands, to quickly and safely offer Globe Shoppers savings of up to 19% when shopping in nearly 300,000 stores around the world
  - Global Blue's Dynamic Currency Conversion solutions allow merchants around the world to offer foreign customers a simple and cost efficient way to pay in their domestic currency
  - Global Blue's SHOP is a targeted print and online media platform, enabling merchants to speak directly to Globe Shoppers and attract more international visitors through their doors
- **Global Blue operates internationally with 1,750+ employees**

### Business Segments Overview

**Full range of products and services covering the following:**

#### Tax Free Shopping

- Global Blue operates a wide and trusted Tax Free Shopping network, allowing travelers to save money on purchases they make in any one of our 270,000 partner stores around the world

#### Currency Choice

- Serves as brand of dynamic currency conversion
- Enables travelers to choose whether to pay in their home currency or local currency, giving them clarity on how much they are spending

#### Marketing Services

- Powerful and targeted media platform
- Includes SHOP magazine, globalblue.com, mobile applications and individually tailored city maps, allowing customer to speak directly to globe shoppers

#### Market Intelligence

- Qualitative and quantitative globe shopper data

#### Academy

- Education to ensure sales staff know how to best serve globe shoppers effectively

#### Consultancy Services

- Advice on how to expand into prime globe shopper territories



# Travelex Currency Select Sale to Global Blue

## Silver Lake Overview

### Silver Lake Overview



**Investment Team:** Glenn Hutchins  
Mike Bingle  
Egon Durban  
Joe Osnoss  
Christian Lucas

**Headquarters:** Menlo Park, CA

**Founded:** 1999

- **Founded in 1999, Silver Lake Partners manages over \$23bn in combined assets**
- **Invests in large-cap technology and technology-enabled businesses with strong business models, experienced management team and proprietary products**
- **Particularly focused on payments technology, insurance software and analytics companies in the FinTech sector**

### Silver Lake Investment Preferences

#### Investment Criteria

**Fund Size:** \$10,300mm

**Fund Raised:** 2013

**Investment Range:** \$50–500mm

### Major Transaction Types

#### Growth Equity

- Supports growth in firms with leading brands, high market share and strong management teams by utilizing Silver Lake's expertise and investment experience

#### Leveraged Buyout

- Purchase a controlling share of the company in order to exert Silver Lake's influence

### Recent FinTech / Financial Services Investments

Date	Company	Deal Amt. <sup>3</sup>
06/15	<b>Cast &amp; Crew</b> ( <i>Buyout</i> )	\$700
05/12	<b>Global Blue</b> ( <i>Buyout</i> )	\$1,280
06/11	<b>Virtu Financial</b> ( <i>PE Growth</i> )**	NA
07/10	<b>MultiPlan</b> (Partners Group)*	3,100
07/10	<b>IDC</b> ( <i>Buyout</i> )	3,400
04/10	<b>Mercury Payment Systems</b> (Vantiv)*	450
09/06	<b>IPC Systems</b> (Centerbridge Partners)*	800
01/06	<b>TD Ameritrade</b> ( <i>Buyout</i> )*	2,900
12/05	<b>Nasdaq OMX Group</b> ( <i>PIPE</i> )*	145
08/05	<b>SunGard Data Systems</b> (FIS)*	11,400
12/05	<b>Instinet</b> (Nomura Holdings)*	208

1) *Italics* indicate preferred control / geography.  
2) \* denotes M&A exit; \*\* denotes IPO exit.  
3) Deal Amount in mm.



# Travelex Currency Select Sale to Global Blue

## Partners Group Overview

### Partners Group Overview



**Partners Group**

REALIZING POTENTIAL IN PRIVATE MARKETS

**Investment Team:** Marcel Erni  
 André Frei  
 Christian Rubeli  
 Andreas Baumann

**Headquarters:** Baar-Zug, Switzerland

**Founded:** 1996

- **Founded in 1996 by Marcel Erni, Alfred Gantner and Ure Wietlisbach**
- **Partners Group has more than \$50bn assets under management across 18 international offices**
- **Since inception Partners Group has invested over \$60 bn in private equity, private real estate, private debt, and private infrastructure on behalf of their clients**

### Partners Group Investment Preferences

#### Investment Criteria

**Fund Size:** \$2,050mm

**Fund Raised:** 2014

**Investment Range:** NA

### Major Transaction Types

#### Growth Equity

- Supports growth in firms with leading brands, high market share and strong management teams by utilizing Partners Group's expertise and investment experience

#### Leveraged Buyout

- Purchase a controlling share of the company in order to exert Partners Group's influence

### Recent FinTech / Financial Services Investments

Date	Company	Deal Amt. <sup>3</sup>
03/14	<b>Titan Technology Partners</b> ( <i>Buyout</i> )	\$80
02/14	<b>MultiPlan</b> ( <i>Buyout</i> )	4,400
08/13	<b>Klarna</b> ( <i>Secondary</i> )	26
06/13	<b>CSS Corporation</b> ( <i>Buyout</i> )	270
07/12	<b>Velocity Technology Solutions</b>	NA
05/12	<b>Global Blue</b> ( <i>Buyout</i> )	1,280
04/11	<b>Cabot Financial Holdings</b> ( <i>Buyout</i> )	NA
03/11	<b>Chronos Life Group</b> ( <i>PE Growth</i> )	NA

1) *Italics* indicate preferred control / geography.  
 2) \* denotes M&A exit; \*\* denotes IPO exit.  
 3) Deal Amount in mm.



# Overview of FT Partners

## Selected FX / International Payments Transactions (2009 to Present)

*FT Partners has advised on several of the most prominent transactions in the FX / International Payment space*

Selected FT Partners Deals Noted	Seller	Buyer	Announce Date	Transaction Value (\$ in mm)
		 <b>CORSAIR CAPITAL</b>	08/11/15	\$310+
			08/29/14	351
			05/10/14	244
		<b>Sale / IPO</b>	09/23/13	480
			07/05/11	971
			05/07/09	371





# Overview of FT Partners

## Leading Advisor in the FX / International Payments Sector

**FT Partners has a well established track record in achieving highly successful outcomes for clients in the FX / International Payments sector**

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 a total consideration of*

**\$310,000,000+**



*The Only Investment Bank Focused Exclusively on Financial Technology*  
www.ftpartners.com

*Leading, privately-owned, non-bank provider of non-cash foreign exchange and payments solutions to private and corporate clients*

Financial Technology Partners LP  
FTP Securities LLC

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



*in its Series B financing led by*



*for approximately*

**\$ 20,000,000**



*The Only Investment Bank Focused Exclusively on Financial Technology*

*Global payment processing business providing internet and mobile-based inter-country consumer money transfer services*

Financial Technology Partners LP  
FTP Securities LLC

*is pleased to announce its role as exclusive Financial, Strategic and IPO Advisor to*



*in its*

**Initial Public Offering**

*valuing the equity at*

**A\$480,000,000**



*The Only Investment Bank Focused Exclusively on Financial Technology*

*International payment specialist providing online international payment services for consumer and business clients*

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 a total cash consideration of*

**US\$ 370,000,000**



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www.ftpartners.com

*Leading independent provider of robust, multi-channel, international B2B payment solutions*



# Overview of FT Partners

## FT Partners Advises on \$310,000,000+ Sale of Currencies Direct

### Transaction Overview and Rationale

#### Overview of Transaction

- On August 11, 2015 Currencies Direct Holdings Ltd (“CDH” or the “Company”) announced its sale for \$310+mm to a buyer consortium formed by Corsair Capital and Palamon Capital Partners
  - Prior to the transaction, CDH was owned by the Azibo Group
- Headquartered in London, CDH is a leading, privately-owned, non-bank provider of non-cash foreign exchange and payments solutions to private and corporate clients
  - Comprehensive international payment offering is available to clients both online and offline
- Corsair Capital and Palamon Capital Partners are leading, global private equity firms focused on financial services and European growth services, respectively
- The transaction is expected to close by the end of calendar year 2015 and is subject to applicable regulatory approvals and other conditions

#### Significance of Transaction

- Enables CDH to continue to accelerate its growth strategy in the international payments market
- Combined resources and expertise of CDH and the buyer consortium group position the Company extraordinarily well to further its leadership in the marketplace

#### FT Partners’ Role

- FT Partners served as exclusive strategic and financial advisor to Currencies Direct and its Board
- Developed extensive marketing materials and financial analyses to highlight the unique aspects of the business, and led all aspects of transaction execution
- Transaction highlights FT Partners’ continued success advising leading companies and generating highly successful outcomes in the international payments space

### 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*

**Palamon**

*Capital Partners*

**CORSAIR CAPITAL**

*for a total consideration of*

**\$310,000,000+**

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TECHNOLOGY  
PARTNERS**

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# Overview of FT Partners

## FT Partners Advises OzForex on its A\$480,000,000 Sale & IPO

**“FT Partners’ work in running our dual-track M&A and IPO process was flawless and I’d recommend them to any CEO in the financial technology space.**

**While headquartered half-way around the world, FT Partners was omnipresent in our global transaction process, both on the ground here in Australia and globally with 24x7 support.**

**Their entire team did a phenomenal job across the board.”**

**– Neil Helm, OzForex CEO**

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TECHNOLOGY  
PARTNERS

### Transaction Overview and Rationale

#### Overview of Transaction

- OzForex Group (“OzForex”) completed its Sale & Initial Public Offering and began to trade on the Australian Stock Exchange (“ASX”) under the ticker symbol OFX on October 11, 2013
  - A\$439mm offering, valuing the equity at A\$480mm
  - Stock closed first day of trading up ~30%
- Prior to the offering, OzForex was owned by Accel Partners, The Carlyle Group, Macquarie Bank and other founder / private investors

#### Significance of Transaction

- Transaction was a sale of ~100% of the equity of the company to a “club” of institutional investors, followed by an IPO (the largest IPO of an Australian company in 2013 to date)
  - Highly innovative “club-deal” structure allowed for reduced risk and certainty for existing investors
- Investors given the ability to sell ~100% of their interests in the Company; certain investors chose to retain a small portion of their ownership

#### FT Partners’ Role

- FT Partners served as exclusive Financial, Strategic and IPO Advisor to OzForex and its Board of Directors
- FT Partners managed the very unique dual-track M&A / sale and IPO process, effectively achieving an “M&A” outcome for shareholders in the public markets (~100% liquidity)
- FT Partners’ advisory role simplified and expedited the “time-to-market” period due to the significant amount of up-front work completed prior to the engagement of potential M&A sale buyers and underwriters
- FT Partners helped the Company create significant value by developing an extraordinarily detailed and comprehensive set of presentation materials to showcase the OzForex story for all interested parties

Source: Company materials, prospectus.

### Financial Technology Partners LP FTP Securities LLC

*is pleased to announce its role as  
exclusive Financial, Strategic and IPO Advisor to*

**OZFOREX**  
FOREIGN EXCHANGE SERVICES

*in its*

### Initial Public Offering

*valuing the equity at*

**A\$480,000,000**

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TECHNOLOGY  
PARTNERS

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# Overview of FT Partners

## FT Partners Advises on US\$370,000,000 Cash Sale of Custom House

### Transaction Overview and Rationale

#### Overview of Transaction

- On May 7, 2009 Custom House, Ltd. ("Custom House") announced its sale to Western Union (NYSE: WU) for US\$370 million in cash
  - Represents 3.7x run rate revenues of about \$100 mm
- Custom House is the largest independent, international B2B payments provider in the world
- Custom House is backed by Great Hill Partners, one of the leading private equity firms across the financial technology sector
- The transaction is expected to close in the third quarter of 2009
- Western Union will finance this transaction with existing B/S cash

#### Significance of Transaction

- Transaction represents the largest, independent private equity-backed payments transaction in 2009
- This acquisition will allow Custom House to leverage its extensive online and offline international B2B payments solutions with Western Union's global footprint, strong brand and balance sheet to rapidly build market share and penetrate new opportunities around the globe
- Custom House is expected to provide a strong, diversified growth engine for Western Union outside of its core remittance business and will strengthen Western Union's presence in the SME segment globally
- The acquisition of Custom House supports Western Union's strategic plan by entering a new growth market and diversifying its product portfolio

#### FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Custom House and its Board of Directors
- Transaction highlights FT Partners' strength in working with private equity-backed companies, as well as cross-border transactions
- Demonstrates FT Partners' ability to consummate transactions with strong valuations, despite an incredibly challenging economic environment

**The sale of Custom House, a Great Hill Partners portfolio company, represents one of the most robust valuation multiples achieved by FT Partners since our inception**

### Financial Technology Partners LP FTP Securities LLC

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



**CUSTOM HOUSE**

*in its sale to*



*for a total cash consideration of*

**US\$ 370,000,000**



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# Overview of FT Partners

## FT Partners Advises Azimo on its \$20mm Series B Investment

### Transaction Overview and Rationale

#### Overview of Transaction

- On June 15, 2015, Azimo announced the completion of its \$20 mm Series B financing led by Frog Capital
- Azimo is a world leader in online and smartphone-based money transfers — providing a fast, secure and low-cost alternative to legacy high street remittance services
- The Company, headquartered in London with additional offices in Poland, has the most comprehensive network of any digital player, sending money to over 200 countries, reaching 5 billion people with more than 80 different currencies
- Frog Capital is a leading growth capital investor focused on technology-led business in Europe

#### Significance of Transaction

- This investment signifies the ongoing disruption of the \$600 bn global remittance market in which Azimo generated a five-fold increase in the number of facilitated money transfers from the year prior
- Azimo will use the proceeds from the investment to continue its Pan-European growth and to target new markets in North America and Asia

#### FT Partners' Role

- FT Partners served as strategic and financial advisor to Azimo and its Board of Directors
- The transaction demonstrates FT Partners' continued ability to establish strong relationships with top international financial technology firms and assist them in achieving their long-term strategic goals
- This transaction also builds upon FT Partners' expertise in money transfer, having advised several clients previously in the sector

### Financial Technology Partners LP FTP Securities LLC

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



*in its Series B financing led by*

**frog**  
capital

*for approximately*

**\$ 20,000,000**

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# Overview of FT Partners

## Proven Track Record of Success Across the Broader Payments Sector

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  
**\$ 4,300,000,000**

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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 approximately  
**\$1,650,000,000**

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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% majority sale to  
**SILVERLAKE**  
for aggregate consideration of approx.  
**\$ 900,000,000**

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

**KUBRA**  
in its 80% majority sale to  
**HEARST corporation**  
**\$ 350,000,000**

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

**OZFOREX**  
FOREIGN EXCHANGE SERVICES  
in its  
**Initial Public Offering**  
valuing the equity at approximately  
**A\$480,000,000**

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

**cardconnect.**  
in its sale to  
**FinTech Acquisition Corp**  
(NASDAQ: FNTC)  
**\$ 438,000,000**

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

**CIBC**  
in its strategic investment in  
**Verus**  
with additional participation from  
**MasterCard** **Bain Capital Ventures** **Verus**  
for approximately  
**\$70,000,000**

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

**VERUS**  
in its sale to  
**sage**  
for cash consideration of approximately  
**\$ 325,000,000**

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

**CentralPayment**  
in its Strategic Investment by  
**TSYS**  
**\$ 100,000,000+**

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

**FLEET ONE**  
in its cash sale to  
**wex**  
for total consideration of approximately  
**\$ 369,000,000**

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

**nmi**  
in its growth investment by  
**BregalSagemount**  
for a total valuation of nearly  
**\$200,000,000**

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

**PROPAY**  
in its sale to  
**TSYS**  
**\$ 100,000,000+**

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

**TRANSFIRST**  
in its cash sale to  
**Vista Equity Partners**  
from  
**WCAS**  
**\$1,500,000,000**

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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**

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

**YAPSTONE**  
POWER BANK PARTNERS  
in its minority investment led by  
**ACCEL PARTNERS**  
for total consideration of approximately  
**\$ 50,000,000**

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

**VeriFone**  
THE WAY TO PAY™  
in its  
**\$177,000,000**  
**Initial Public Offering**  
valuing the equity at approximately  
**\$ 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 sole strategic and financial advisor to

**TRANSFIRST**  
First In Secure Electronic Payments  
in its debt financing co-led by  
**Bank of America Merrill Lynch**  
**Deutsche Bank**  
**GE Capital**  
totaling  
**\$ 675,000,000**

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

**lynk**  
in its sale to  
**The Royal Bank of Scotland**  
for cash consideration of approximately  
**\$ 525,000,000**

FINANCIAL TECHNOLOGY PARTNERS  
The Only Investment Bank Focused Exclusively on Financial Technology



# Overview of FT Partners

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

- 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 \$100 mm**
- 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**



WINNER  
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*

# Overview of FT Partners

## The FT Partners Senior Banking 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>Formerly Co-Head of Goldman Sachs' Financial Technology Group (#1 market share)</li> <li>Wharton M.B.A.</li> </ul>	<b>21</b>
<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>	<b>21</b>
<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 / Sterne Agee</li> <li>Recent coverage included V, MA, WU, GPN, HPY, TSS, DST, ENV, FISV, FIS &amp; JKHY among others</li> </ul>	<b>20</b>
<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>40 Under 40 M&amp;A Advisor Award Winner 2013</li> <li>Harvard M.B.A.</li> </ul>	<b>14</b>
<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>	<b>10</b>