



**FINANCIAL TECHNOLOGY PARTNERS ADVISES MERCHANT WAREHOUSE  
ON ITS SIGNIFICANT GROWTH EQUITY INVESTMENT  
BY PARTHENON CAPITAL PARTNERS**

**Boston, MA, July 5, 2012** – Financial Technology Partners LP and FTP Securities LLC (together, “FT Partners”), are pleased to announce the completion of another highly successful transaction in the merchant services and payment processing sector, serving as sole strategic and financial advisor to Merchant Warehouse in its growth equity investment by Parthenon Capital Partners.

Merchant Warehouse was founded in 1998 on the principle that businesses should be able to purchase credit card machines and open merchant accounts at a reasonable cost and, at the same time, receive superior service and support. Today, Merchant Warehouse is an industry leader in developing and delivering award-winning and innovative payment processing solutions and merchant account services to developers and ISVs.

“It was truly a pleasure working with the entire FT Partners team. Their dedication and focus on helping us through all phases of the transaction was unparalleled and I would highly recommend anyone looking for a true partner to seek out their team,” said Henry Helgeson, Founder & co-CEO of Merchant Warehouse. Scott Zdanis, Founder & co-CEO added, “FT Partners’ deep understanding of our business and objectives helped lead to a great outcome for all involved. We couldn’t be happier having them as our advisor in this transaction.”

“This is a fantastic outcome and we are extremely proud and honored to have worked so closely with Scott, Henry and the entire Merchant Warehouse team to execute this transaction,” said Steve McLaughlin, Managing Partner of Financial Technology Partners. “We feel the partnership between Merchant Warehouse and Parthenon Capital Partners is a terrific match that will help accelerate the already impressive growth of the business.”

FT Partners was named “*Boutique Investment Bank of the Year*” in December 2011 for providing outstanding advisory services and achieving exceptional results for its clients. Its representation of Mercury Payment Systems in its investment by Silver Lake Partners, previously recognized as “*Deal of the Year*” in 2010, was also named a finalist for “*Deal of the Decade*”. FT Partners’ continued recognition and its history of consistently completing successful transactions for its clients establishes it as the leading investment bank in the financial technology and insurance sectors.

**Selected FT Partners Transactions:**

- The \$238 million growth investment by Bain Capital and Bain Capital Ventures
- The \$145 million sale of EDC to Cardtronics
- The \$50 million minority investment in YapStone led by Accel Partners
- The \$680 million sale of ATD to Citigroup
- The 60% strategic growth investment for Mercury Payment Systems by Silver Lake
- The \$1.2 billion IPO Advisory for Accretive Health (NYSE: AH)
- The \$370 million sale of Custom House to Western Union
- The \$525 million sale of Lynk to The Royal Bank of Scotland
- The \$300 million acquisition of iPay Technologies by Jack Henry

- The \$325 million cash sale of Verus Financial Management to Sage Group PLC
- The \$245 million cash sale of Corillian Corp to CheckFree

### **About Merchant Warehouse**

Merchant Warehouse is a recognized leader in payment solutions and merchant services. The company enables POS developers, VARs and merchants to achieve strategic business advantage through the delivery of current and emerging payment, offer and program solutions and merchant services that dramatically enhance the merchant-customer experience. Merchant Warehouse uniquely delivers a unified payment solutions portfolio coupled with full transparency and unparalleled customer service, which affords POS developers and merchants the ability to focus more on growing their respective businesses. Merchant Warehouse is one of the fastest growing and innovative payment solutions companies in North America. For additional information, please visit [merchantwarehouse.com](http://merchantwarehouse.com).

### **About Financial Technology Partners LP and FTP Securities LLC**

FT Partners is the only investment banking firm focused exclusively on providing strategic and financial advisory services to clients and CEOs in the dynamic global financial services and technology sector. The firm offers strategic advisory services in mission-critical transactions including mergers, acquisitions, IPOs, LBOs, refinancings, recapitalizations and private capital raisings. FT Partners' Managing Partner, Steve McLaughlin, formerly was a senior investment banker in Goldman, Sachs & Co.'s (NYSE: GS) Financial Technology Group and was the senior investment banker in the Financial Institutions Group in San Francisco before leaving the firm to form FT Partners in late 2001. San Francisco-based FT Partners is comprised of a senior team of experienced investment bankers formerly with Goldman Sachs' financial technology, financial services, M&A, corporate finance and investment banking groups. Any securities related transactions contemplated by or acted upon hereunder are conducted by FTP Securities LLC, a FINRA broker-dealer and a wholly owned subsidiary of Financial Technology Partners LP. For additional information, please visit [www.ftpartners.com](http://www.ftpartners.com).

###

### **For FT Partners media inquiries, please contact:**

FT Partners

Steve McLaughlin

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

415-512-8704