

July 31, 2015

Financial Technology Partners

FT Partners Research – Transaction Profile

stripe

secures financing at an approximate valuation of

\$5,000,000,000

and forms a strategic partnership with



Courtesy of:



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

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Stripe Secures Financing at \$5 Billion Valuation

Transaction Overview

Stripe's \$5 billion valuation in this financing round represents a 43% increase in only 7 months over its previous valuation of \$3.5 billion

- On July 28, 2015 Stripe announced it has completed another round of funding at a \$5 billion valuation ⁽¹⁾
 - Stripe did not disclose the amount raised; however, the Company did confirm it was below \$100 million ⁽¹⁾
 - The funding will be used for international expansion and hiring additional talent
- Investors in the round included Kleiner Perkins Caufield & Byers and Visa with participation from existing investors American Express and Sequoia
- In addition to the funding, Stripe formed a strategic partnership with Visa; through this relationship Stripe will accelerate its international expansion, particularly in emerging markets, utilizing Visa's global footprint through its acquiring and issuing partners

"Given the explosive growth of new commerce experiences enabled by a global developer community, Visa is expanding its strategic relationships across the payments ecosystem. We are very excited to work with Stripe and leverage our combined assets to broaden our offering to new types of merchants and developers globally."

- Jim McCarthy, EVP, Innovation and Strategic Partnerships, VISA

Visa / Stripe Partnership



- Through the strategic partnership, Visa and Stripe will work together on a range of products that will support new technologies and online payment experiences for merchants, developers and consumers globally
- Stripe will be one of the first beta partners to connect to Visa's network capabilities via APIs and SDKs; this allows their developer community access to payment and risk management services, Visa's tokenization service and security technologies
- Together the Companies will offer an expanded set of capabilities to the developer community and payment ecosystem
 - Initiatives include payment security and new e-commerce experiences like "buy buttons"

"Stripe aims to give developers the tools they need to create the most secure and novel buying experiences. Our partnership with Visa will accelerate our ability to expand to markets around the world, and give developers even more control over the end-to-end experience. We're very excited about the potential."

- Patrick Collison, CEO, Stripe



Stripe Secures Financing at \$5 Billion Valuation

Stripe Overview

Stripe Overview



CEO: Patrick Collison
Headquarters: San Francisco, CA
Founded: 2010
Employees: 272

- **Stripe enables web developers to accept payments online and in mobile applications**
 - The platform is designed for developers with simple, composable and orthogonal APIs
- **Allows consumer checkout experience to happen on the merchant's website or app to avoid the risk of consumers visiting an outside site to checkout and perhaps dropping the transaction in the process**
- **Stripe currently supports businesses in 20 countries, enabling them to instantly accept payments from around the world**
 - Maintains 9 global offices
 - Accepts transactions in 135 currencies; automatically handles currency conversions
- **Pricing: 2.9% + \$0.30 per transaction; \$15 chargeback fee; custom pricing on volumes greater than \$1 mm / year**

Previous Financings

Date	Size (\$ mm)	Investors	Estimated Valuation (mm)
12/02/14	\$70	THRIVE CAPITAL, General Catalyst Partners, SEQUOIA, FOUNDERS FUND, khosla ventures	\$3,570
01/22/14	80	SEQUOIA, FOUNDERS FUND, khosla ventures, ALLEN & COMPANY	1,750
07/09/12	20	General Catalyst Partners, SEQUOIA, Redpoint VENTURES	250-500
02/10/12	18	SEQUOIA	100
03/29/11	2	ANDREESSEN HOROWITZ, SVAngel, SEQUOIA	20
08/02/10	na	Y Combinator	na



Stripe Secures Financing at \$5 Billion Valuation

Product Overview



Stripe Checkout – Stripe checkout offers customizable embedded payment form for desktop, tablet and mobile devices; enables customers to complete the transaction without being directed away from the site



Seamlessly integrated mobile payments – Stripe's native libraries for Android and iOS enable users to collect credit card information without having to deal with sensitive data passing through their servers



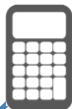
Accept payments from anyone, anywhere – Stripe supports over 100 currencies and automatically handles conversion to instantly charge customers in their local currency; includes Bitcoin



Recurring Billing – Stripe's subscription APIs stores customers' cards on file for easy implementation of metered billing or annual plans; allows for flexible billing periods, coupons and trial options for users



Data and Reporting – See transaction information in real-time and freely export to CSV, QuickBooks or other formats; provides dashboard to review detailed information about payments, customers, transfers, subscription plans and more



Accounting Integrations – With real-time access to reporting data, Stripe connects to existing accounting and ERP systems



Proven Fraud Protection – Stripe actively works to protect businesses from fraudulent charges and monitors suspicious transactions

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Selected Customers

KICKSTARTER

Pinterest

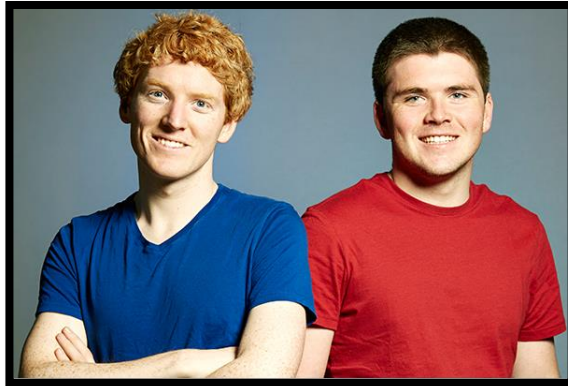
Instacart



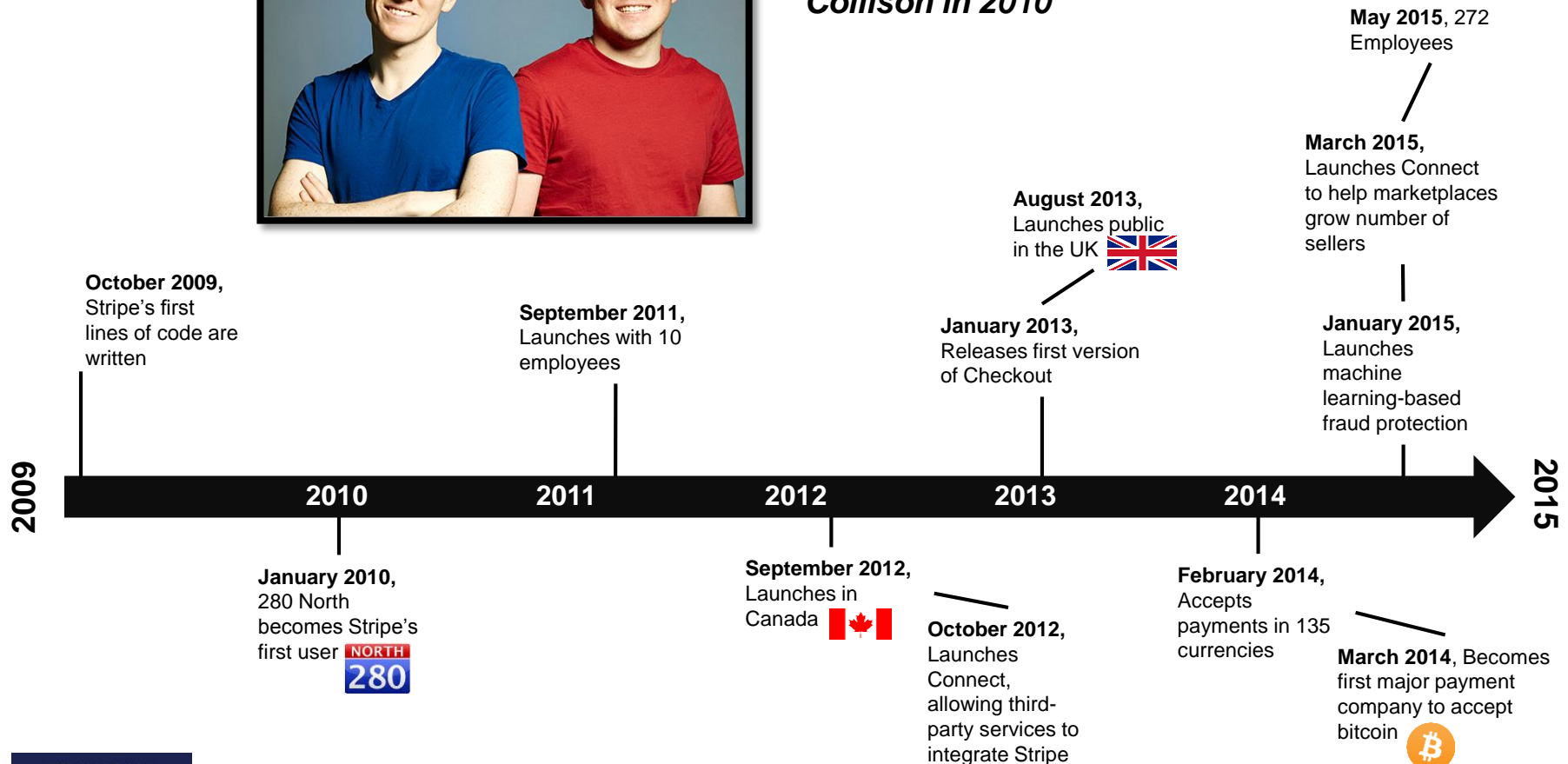


Stripe Secures Financing at \$5 Billion Valuation

Stripe History



*Stripe was co-founded
by Patrick and John
Collison in 2010*



Source: Company website.



Stripe Secures Financing at \$5 Billion Valuation

Selected Recent Large Payment Sector Financing Transactions

Company	Investor(s)	Date	Transaction Value (\$ in mm)
stripe	VISA KPCB Kleiner Perkins Caufield & Byers Sequoia Capital	07/28/15	<\$100
21 Inc.	YUAN CAPITAL khosla ventures RRE Ventures Data Collective ANDREESSEN HOROWITZ	03/10/15	116
worldremit	TCV ACCEL PARTNERS	02/18/15	100
freecharge	SEQUOIA CAPITAL VALIANT CAPITAL TYBOURNE SOFINA	02/05/15	80
TransferWise	ANDREESSEN HOROWITZ	01/25/15	58
Raise	BESSEMER VENTURE PARTNERS Pritzker Group LISTEN NEA	01/22/15	56
coinbase	DFJ GROWTH	01/20/15	75
adyen	TEMASEK HOLDINGS GENERAL ATLANTIC Index Ventures	12/16/14	250
Bain Capital Ventures	Adams Capital Management MasterCard CIBC	12/08/14	70
stripe	SEQUOIA CAPITAL THRIVE CAPITAL General Catalyst Partners FOUNDRYS FUND khosla ventures	12/02/14	70
POWA	WELLINGTON MANAGEMENT	11/07/14	80
cardlytics	DISCOVERY CAPITAL	10/29/14	70
Square	Rizvi Traverse GIC	09/12/14	70

Source: FT Partners proprietary database.

Overview of FT Partners

FT Partners is the Leader in Financial Technology Investment Banking

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as strategic and financial advisor to</p> <p>MERCURY® in its cash sale to</p> <p>vantiv for total consideration of approximately \$1,650,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>MERCURY® in its approximately 60% majority sale to</p> <p>SILVERLAKE for aggregate consideration of approx. \$ 900,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>judo in its growth financing with</p> <p>ROUTE SIXTY-SIX VENTURES for total consideration of approximately £6,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>KUBRA in its 80% majority sale to</p> <p>HEARST corporation</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>YAPSTONE POWERING PAYMENTS in its debt financing by</p> <p>BregalSagemount Comerica Bank totaling approximately \$ 60,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>OZFOREX FOREIGN EXCHANGE SERVICES in its Initial Public Offering valuing the equity at approximately A\$480,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as advisor to</p> <p>CIBC in its strategic investment in</p> <p>MediciCare Bain Capital Ventures with additional participation from</p> <p>\$70,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>VERUS In its sale to sage for cash consideration of approximately \$ 325,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>CentralPayment® in its Strategic Investment by TSYS® for total consideration of approximately \$ 100,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>FLEET ONE in its cash sale to wex for total consideration of approximately \$ 369,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>nmi in its growth investment by BregalSagemount for a total valuation of nearly \$ 200,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>century PAYMENTS in its sale to WorldPay a portfolio company of Advent International BainCapital</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as strategic and financial advisor to</p> <p>TRANSFIRST in its cash sale to Vista Equity Partners from WCAS \$1,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole debt capital advisor to</p> <p>jack henry & ASSOCIATES INC. in its acquisition of iPay Technologies for total consideration of approximately \$ 300,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole debt capital advisor to</p> <p>cardsPRING in its sale to twitter</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>VeriFone THE WAY TO PAY™ in its \$177,000,000 Initial Public Offering valuing the equity at approximately \$ 650,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>PROPAY™ in its sale to TSYS® \$ 100,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>lynk in its sale to The Royal Bank of Scotland for cash consideration of approximately \$ 525,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>

Overview of FT Partners

Award-Winning Investment Banking Franchise Focused on Financial Technology

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

- 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

Institutional Investor
Institutional Investor Annual Ranking

- 2006-2008 ■ Steve McLaughlin 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*

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Note: Awards won highlighted in **bold**, italics denote categories where Financial Technology Partners was a finalist.

Overview of FT Partners

Selected FT Partners' Research (click to view)



Research Report: PayPal Spin-off Overview



Research Report: Global Money Transfer



Research Report: Innovations in Capital Markets Technology



Research Report: Apple Unveils Apple Pay



Shopify: Post Quiet Period Review



WePay Raises \$40 mm in Series D Financing Led by FTV Capital



Pitney Bowes Acquires Borderfree for \$395 mm



Optimal Payments Acquires Skril for \$1.2 bn

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