

April 12, 2013

# Financial Technology Partners LP

## FTP Securities LLC

Transaction Profile:

### Initial Public Offering



NYSE:EVTC

*Courtesy of:*



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

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# EVERTEC Initial Public Offering

## IPO Summary

### Key IPO Statistics

Description:	The Company is the largest merchant acquirer in the Caribbean and Central America and the sixth largest in Latin America
Headquarters:	San Juan, Puerto Rico
Founded:	2004
Employees:	1,660
Initial S-1 Filing Date:	02/06/13
Pricing Date:	04/12/13
Ticker:	EVTC
Filing Range:	\$18 to \$20 per share
Offer Price:	\$20.00
1-Day Close:	\$20.44 (2.2% increase over offer price)
Share Composition:	25,263,159 shares and 3,789,473 shares that the underwriters may purchase to cover overallocments, if any
Offering Size:	\$505,263,180
Use of Proceeds:	Redeem approximately \$91.0 mm principal amount of outstanding notes and pay a portion of the approx. \$16.4 mm fee required to terminate consulting agreements with Apollo and Popular
Market Capitalization:	\$1,675 mm <sup>(1)</sup> / \$1,712 mm <sup>(2)</sup>
Enterprise Value:	\$2,330 mm <sup>(1)</sup> / \$2,368 mm <sup>(2)</sup>
Other Investors:	Apollo Global Management, Popular

Selected Multiples <sup>(3)</sup>	2012A
EV / Revenue	5.9x
EV / Adjusted EBITDA	11.8

### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

#### Form S-1

#### EVERTEC, INC.



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Road 176, Kilometer 1.3  
San Juan, Puerto Rico 00926  
(787) 759-9999

#### Goldman Sachs

#### J.P. Morgan

Morgan Stanley Deutsche Bank BofA Credit Suisse UBS

William Blair Apollo Global Securities Popular Securities

Sources: Company website, SEC filings.

Note: Enterprise Value calculation includes \$325 mm value of preferential tax treatment by Government of Puerto Rico that is treated as cash.

(1) Fully-diluted market capitalization and enterprise value using offer price of \$20.00.

(2) Fully-diluted market capitalization and enterprise value using 1-day closing price of \$20.44.

(3) Based on 1-day closing price of \$20.44.



# EVERTEC Initial Public Offering

## Business Overview

***EVERTEC is the largest merchant acquirer in the Caribbean and Central America and the 6<sup>th</sup> largest merchant acquirer in Latin America based on transactions***

### Business Offerings

#### Merchant Acquiring

- EVERTEC's merchant acquiring arm provides services to over 27,000 merchant locations
- Services include:
  - Underwriting
  - Equipment deployment and installation
  - Transaction processing at POS
  - Fund settlement with participating financial institutions
  - Customer Support
- In 2011, EVERTEC processed over 280 million transactions and generated \$62mm in revenue
  - Represented 19.3% of EVERTEC's 2011 total revenues and 27.0% of segment income from operations

#### Payment Processing

- EVERTEC is the largest card processor and network services provider in the Caribbean
- Payment processing services are offered to blue chip regional and global corporate customers, government agencies and financial institutions
  - Offers an array of card processing and other payment technology services, such as internet and mobile banking software, bill payment systems and EBT solutions
- Owns and operates a proprietary ATH network, which is one of the leading ATM and PIN debit networks in Latin America
  - Currently provides services for over 4,900 ATMs and 107,000 POS terminals
  - Over 70% of ATM transactions and over 80% of debit transactions in Puerto Rico are routed through the ATH network
- Generated \$85.7mm in revenue for 2011; represented 26.7% of EVERTEC's 2011 total revenues and 40.2% of segment income from operations

#### Business Solutions

- The Company additionally offers a full suite of business process management solutions for its financial institution, corporate and government customers
  - Core bank processing
  - Network hosting and management
  - IT consulting services
  - Business process outsourcing
  - Item and cash processing
  - Fulfillment
- EVERTEC is the only non-bank provider of cash processing services to the U.S. Federal Reserve in the Caribbean
- Generated \$173.4mm in revenue in 2011; represented 54.0% of EVERTEC's 2011 total revenue and 32.8% of segment income from operations



# EVERTEC Initial Public Offering

## Business Overview – Competitive Strengths and Risk Factors

### Market Leadership in Latin America & Caribbean

- The Company has a strong presence in Latin America and the Caribbean, which has resulted in its position as the 6<sup>th</sup> largest merchant acquirer in Latin America and the largest in the Caribbean / Central America <sup>(1)</sup>
- EVERTEC's ATH network processed over 625mm transactions in 2011, making it the most frequent type of electronic payment in Puerto Rico

### Diversified Business Model and End-to-End Technology Solution

- EVERTEC is differentiated in its broad platform of merchant acquiring, payment processing and general business services
- The Company's ~\$135mm investment over the past five years in its technology platform has allowed it to scale its end-to-end platform to provide clients with a comprehensive suite of offerings via one solution
  - Capable of handling disparate operations in multiple geographies

### Integrated Services

- Because of EVERTEC's integrated technology solution and comprehensive service offering, clients experience high switching costs, which leads to high retention for the Company's services
- Customers representing ~99% of EVERTEC's 2010 revenue remained customers throughout 2011
- The Company on average executes 1-5 year contracts with auto-renewals
  - A key exception is the 15 year Master Services Agreement with Banco Popular through 2025

### Company Specific Risk Factors

- High level of indebtedness
- Customer concentration: Banco Popular and the Government of Puerto Rico, EVERTEC's two largest customers, represented 46% and 11% of 2011 total revenues respectively
- Geographical concentration of the business within Puerto Rico
- Will be a "controlled company" after this offering as Apollo and Banco Popular will continue to have control

### Other Risk Factors

- Operation of an international business in multiple regions with potential political and economic instability
- Evolving industry standards and changing regulatory environment
- Adverse changes in the global economic and political climates



# EVERTEC Initial Public Offering

## Business Overview – Growth Strategies

### Cross-Sales

- EVERTEC believes that there exists a strong opportunity to sell additional products to its merchant, financial institution, corporate and government customers
  - Potential to push network services, ATM / POS processing and card issuing to its ~180 existing financial institution customers, particularly those outside Puerto Rico

### New Customers

- The Company seeks to increase its penetration of small and medium financial institutions in Latin American countries beyond Puerto Rico
- EVERTEC additionally is interested in utilizing its EBT offering to attract new government agency customers

### Geographic Expansion

- EVERTEC has an advantage in Latin America over the US based competing merchant acquirers
  - The Company generates this advantage from its existing infrastructure, language and cultural advantages
- The Company is interested in further expanding within Latin America, particularly in Colombia, Argentina, Mexico and Chile
  - Open to joint ventures, alliances, partnerships, etc.

### Other Expansion Opportunities

- EVERTEC plans to continue developing new transaction processing products and services
- The Company additionally intends to pursue and evaluate acquisition opportunities to expand its product / service offering as well as gain a presence in new geographies



# EVERTEC Initial Public Offering

## Management Overview

Management		
Name	Title	Background
Peter Harrington	Chief Executive Officer and President	<ul style="list-style-type: none"><li>■ Joined EVERTEC management team in 2012</li><li>■ Previously served as the President of Latin America and Canada for First Data Corporation</li></ul>
Juan José Román Jimenez	Chief Financial Officer	<ul style="list-style-type: none"><li>■ Joined EVERTEC management team in 2012</li><li>■ Former chief financial officer of Triple-S Management, a publicly listed insurance company</li></ul>
Philip Steurer	Chief Operating Officer	<ul style="list-style-type: none"><li>■ Joined EVERTEC management team in 2012</li><li>■ Previously served as the Senior VP of Latin America for First Data Corporation</li></ul>
Carlos J. Ramírez	EVP – Business Solutions	<ul style="list-style-type: none"><li>■ Joined EVERTEC management team in 2012</li><li>■ Previously served as Senior Executive Vice President for GM Group, Inc. International Division</li></ul>
Miguel Vizcarrondo	EVP – Head of Merchant Acquiring & ATH	<ul style="list-style-type: none"><li>■ Joined EVERTEC management team during the Apollo investment in 2010</li><li>■ Previously worked as head of the merchant acquiring business for Banco Popular</li></ul>
Luis G. Alvarado	SVP – Head of Sales for Latin America	<ul style="list-style-type: none"><li>■ Joined EVERTEC management team in 2006</li><li>■ Previously served as the General Manager of ATH Costa Rica</li></ul>
Jorge R. Hernández	SVP – Head of ATH	<ul style="list-style-type: none"><li>■ Joined EVERTEC management team in 2004</li><li>■ Previously worked at Banco Popular</li></ul>
Marc E. Becker	Chairman of the Board	<ul style="list-style-type: none"><li>■ Been on the board of EVERTEC since the merger with Apollo in 2010</li><li>■ Currently a partner of Apollo Management and previously worked for Smith Barney within the investment banking division</li></ul>
Félix M. Villamil	Vice Chairman of the Board	<ul style="list-style-type: none"><li>■ Served on the EVERTEC board since 2004</li><li>■ From 2004 until 2012 he was the CEO of EVERTEC and previously was the EVP of Banco Popular</li></ul>



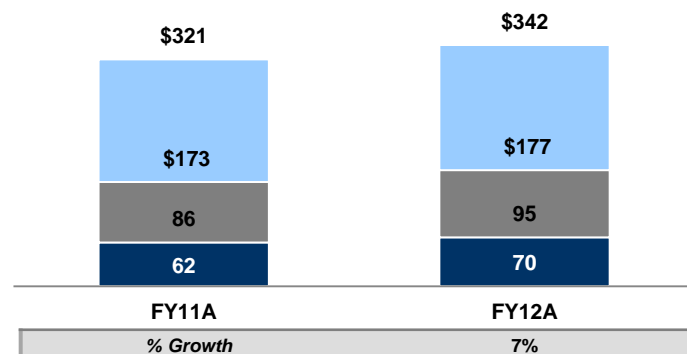
# EVERTEC Initial Public Offering

## Financial & Operating Metrics Summary

### Revenue<sup>(1)</sup>

(\$ in mm)

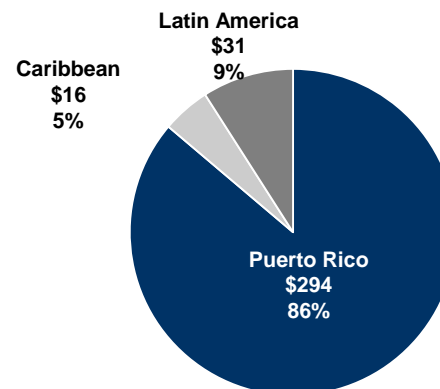
■ Merchant Acquiring ■ Payment Processing ■ Business Solutions



### 2012A Revenue Breakdown by Geography

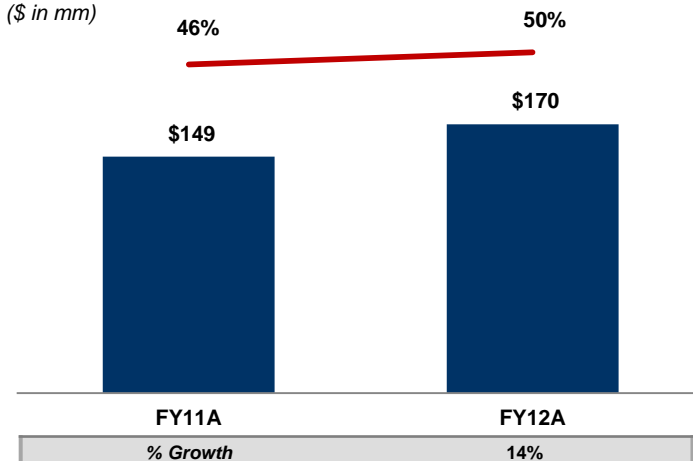
(\$ in mm)

■ Puerto Rico ■ Caribbean ■ Latin America



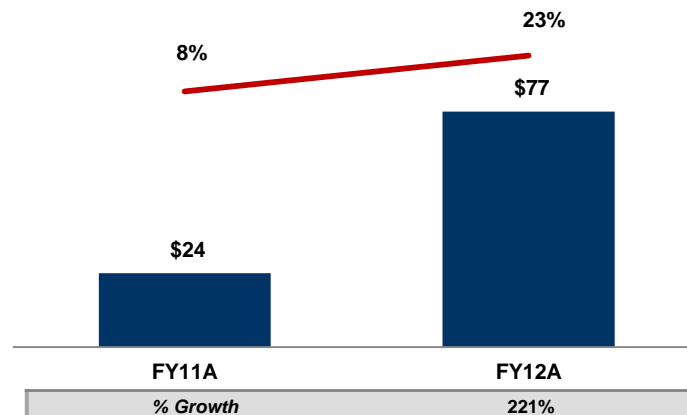
### Adjusted EBITDA / % Margin<sup>(2)</sup>

(\$ in mm)



### Net Income / % Margin

(\$ in mm)



FINANCIAL  
TECHNOLOGY  
PARTNERS

Sources: Company website, SEC filings.

(1) Merchant Acquiring revenue is net of Visa / MasterCard fees.

(2) Adjusted EBITDA is defined as EBITDA adjusted for stand-alone cost savings and software maintenance reimbursement, disposals, equity income, compensation and benefits, pro forma cost reduction adjustments, pro forma VRP benefits, transaction, refinancing and other non-recurring fees, management fees, Westernbank EBITDA and purchase accounting.



# EVERTEC Initial Public Offering

## Selected Public Company Comparables

	Price	% MTD	% LTM	Market	Enterprise	Multiples						Growth Rates			Margins		P / E / G
				Value	Value	Price / Earnings		EV / EBITDA		EV / Revenue		Revenue		EPS	EBITDA		
Company Name	04/12/13	Change	High	(\$ mm)	(\$ mm)	CY 13E	CY 14E	CY 13E	CY 14E	CY 13E	CY 14E	CY 13E	CY 14E	LT	CY 13E	CY 14E	CY 13E
Merchant Processing / Services																	
Cielo	\$ 31.92	6 %	98 %	\$ 20,890	\$ 21,749	16.2 x	14.9 x	10.2 x	9.4 x	5.8 x	5.4 x	22 %	8 %	16 %	57 %	57 %	1.0 x
Alliance Data Systems	157.87	(2)	97	7,918	16,247	16.0	13.4	11.8	11.0	3.8	3.5	18	8	15	32	32	1.1
FleetCor	77.03	(0)	98	6,613	6,977	21.0	18.5	15.3	13.4	8.6	7.7	19	11	12	56	58	1.7
Vantiv	23.07	(1)	94	4,902	6,731	15.4	13.4	11.2	9.8	5.6	5.0	18	12	16	50	50	1.0
Total System Services	24.90	2	99	4,668	4,712	17.1	14.9	8.1	7.3	2.4	2.2	6	10	12	29	30	1.4
Global Payments	45.54	(7)	89	3,490	4,384	11.6	10.6	8.2	7.5	1.8	1.6	8	8	11	22	22	1.0
WEX	75.99	(2)	94	2,948	3,449	17.1	15.0	10.3	9.2	4.7	4.3	18	10	14	46	47	1.2
Wirecard AG	26.76	(5)	93	3,003	2,543	26.0	20.8	15.5	12.6	4.1	3.5	20	17	18	27	28	1.5
Euronet Worldwide	26.71	2	95	1,373	1,487	14.1	12.5	8.3	7.6	1.1	1.0	12	7	14	13	13	1.0
Heartland Payment Systems	31.49	(4)	93	1,223	1,327	14.7	13.1	7.9	7.6	2.2	2.1	10	7	16	28	27	0.9
Net 1 Ueps Technologies	7.04	(3)	67	316	376	6.4	na	4.4	na	0.8	na	9	na	10	19	na	0.6
Planet Payment	2.88	(1)	66	152	144	18.8	9.4	9.5	5.7	1.7	1.4	26	19	na	18	25	na
USA Technologies	2.31	(13)	84	76	76	nm	38.5	10.1	7.8	1.8	1.5	26	24	45	18	19	na
Median		(2)%	94 %			16.1 x	14.2 x	10.1 x	8.5 x	2.4 x	2.8 x	18 %	10 %	14 %	28 %	29 %	1.0 x
Mean		(2)	90			16.2	16.2	10.1	9.1	3.4	3.3	16	12	17	32	34	1.1
Other Financial Transaction Processors / Services																	
Automatic Data Processing	\$ 65.91	2 %	100 %	\$ 32,297	\$ 30,905	21.9 x	20.2 x	12.7 x	11.8 x	2.6 x	2.5 x	7 %	7 %	9 %	21 %	21 %	2.3 x
Paychex	36.14	2	100	13,174	12,603	21.9	20.4	12.2	11.4	5.3	4.9	5	7	10	43	43	2.3
Concur Technologies	65.79	(3)	86	3,691	3,461	nm	nm	27.2	21.7	5.9	4.8	26	23	25	22	22	na
Deluxe	41.79	1	98	2,159	2,764	11.5	10.9	7.1	6.9	1.8	1.7	3	3	9	25	25	1.3
PayPoint	13.83	1	98	938	890	18.5	16.8	11.8	11.0	2.5	2.4	7	6	12	22	22	1.5
CSG Systems International	20.70	(0)	89	658	764	9.8	8.8	4.8	4.4	1.0	1.0	1	4	6	21	22	1.6
Ellie Mae	24.95	7	82	714	653	23.5	19.2	14.5	11.2	5.1	4.1	28	23	22	35	37	1.1
Higher One	9.46	8	57	452	527	14.8	12.9	9.1	8.0	2.5	2.3	5	9	22	27	28	0.7
Global Cash Access	7.14	1	82	475	443	9.2	8.4	6.2	5.9	0.8	0.7	(0)	3	13	12	12	0.7
Optimal Payments	2.28	(13)	77	294	236	16.5	13.5	6.9	5.8	1.1	1.0	29	13	42	16	17	0.4
Official Payments Holdings	5.57	(3)	86	93	40	nm	na	5.2	na	0.3	na	3	na	na	5	na	na
TIO Networks	0.29	(8)	47	14	10	na	na	7.9	na	0.2	na	1	na	na	3	na	na
Median		1 %	86 %			16.5 x	13.5 x	8.5 x	9.5 x	2.1 x	2.3 x	5 %	7 %	13 %	21 %	22 %	1.3 x
Mean		(0)	84			16.4	14.6	10.5	9.8	2.4	2.5	10	10	17	21	25	1.3





# EVERTEC Initial Public Offering

## Income Statement

(\$ in thousands)

	Predecessor		Successor		
	Year ended December 31, 2009	Nine months ended September 30, 2010	Three months ended December 31, 2010	Year ended December 31, 2011	Year ended December 31, 2012
<b>Revenues</b>					
Merchant Acquiring	\$48,744	\$39,761	\$14,789	\$61,997	\$69,591
Payment Processing	74,728	56,777	21,034	85,691	94,801
Business Solutions	152,827	118,482	46,586	173,434	177,292
<b>Total Revenues</b>	<b>\$276,299</b>	<b>\$215,020</b>	<b>\$82,409</b>	<b>\$321,122</b>	<b>\$341,684</b>
% Growth	na	na	na	na	6.4%
Cost of Revenues	\$150,070	\$113,246	\$41,839	\$155,377	\$158,860
<b>Gross Profit</b>	<b>\$126,229</b>	<b>\$101,774</b>	<b>\$40,570</b>	<b>\$165,745</b>	<b>\$182,824</b>
% Margin	45.7%	47.3%	49.2%	51.6%	53.5%
<b>Operating Costs and Expenses</b>					
SG&A	\$25,639	\$27,000	\$8,392	\$33,339	\$31,686
D&A	24,500	19,425	17,722	69,891	71,492
<b>Total Costs</b>	<b>\$50,139</b>	<b>\$46,425</b>	<b>\$26,114</b>	<b>\$103,230</b>	<b>\$103,178</b>
<b>Income from Operations</b>	<b>\$76,090</b>	<b>\$55,349</b>	<b>\$14,456</b>	<b>\$62,515</b>	<b>\$79,646</b>
Interest Income	\$1,048	\$360	\$118	\$797	\$320
Interest Expense	(91)	(70)	(13,436)	(50,957)	(54,331)
Earnings of Equity Method Investments	3,508	2,270	-	833	564
Other Income (Expenses)	7,942	2,276	(36,164)	(18,201)	(8,491)
<b>Total Non-Operating Income (Expenses)</b>	<b>\$12,407</b>	<b>\$4,836</b>	<b>(\$49,482)</b>	<b>(\$67,528)</b>	<b>(\$61,938)</b>
<b>Income (loss) Before Income Taxes</b>	<b>\$88,497</b>	<b>\$60,185</b>	<b>(\$35,026)</b>	<b>(\$5,013)</b>	<b>\$17,708</b>
Income Tax Expense (Benefit)	\$30,659	\$23,017	(\$14,450)	(\$29,227)	(\$59,658)
Net Income (Loss) from Continuing Operations	\$57,838	\$37,168	(\$20,576)	\$24,214	\$77,366
Net Income (Loss) from Discontinued Operations	1,813	117	-	-	-
<b>Net Income</b>	<b>\$59,651</b>	<b>\$37,285</b>	<b>(\$20,576)</b>	<b>\$24,214</b>	<b>\$77,366</b>
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$117,575</b>	<b>\$92,290</b>	<b>\$36,508</b>	<b>\$149,118</b>	<b>\$169,586</b>
% Margin	42.6%	42.9%	44.3%	46.4%	49.6%

(1) Adjusted EBITDA is defined as EBITDA adjusted for stand-alone cost savings and software maintenance reimbursement, disposals, equity income, compensation and benefits, pro forma cost reduction adjustments, pro forma VRP benefits, transaction, refinancing and other non-recurring fees, management fees, Westernbank EBITDA and purchase accounting.



# EVERTEC Initial Public Offering

## Capitalization

(\$ in thousands)

	31-Dec-12	
	Actual	Pro-Forma
<b>Cash</b>	<b>\$25,634</b>	<b>\$25,634</b>
<b>Debt</b>		
Senior Secured Credit Facilities		
Senior Secured Revolving Credit Facility	\$14,000	\$14,000
Senior Secured Term Loan Facility	495,023	495,023
11% Senior Notes	250,500	159,500
Other Short-Term Borrowings	12,995	12,995
<b>Total Debt, Including Current Portion</b>	<b>\$772,518</b>	<b>\$681,518</b>
<b>Stockholders' Equity</b>		
Preferred Stock	-	-
Class A Common Stock	721	790
Class B Common Stock	7	-
Additional Paid-In Capital	52,155	169,540
Accumulated Earnings	70,414	47,074
Accumulated Other Comprehensive Loss	(842)	(842)
<b>Total Stockholders' Equity</b>	<b>\$122,455</b>	<b>\$216,562</b>
<b>Total Capitalization</b>	<b>\$894,973</b>	<b>\$898,080</b>



# EVERTEC Initial Public Offering

## Selected Recent Financial Technology IPOs

Pricing Date	Company	Ticker	Price	Shares (in mm)	Amount Raised (\$ in mm)	Subsequent Performance			
						1 day	1 month	6 months	Since IPO <sup>(1)</sup>
02/15/2013	XOOM	XOOM	\$16.00	7.3	\$116	59%	46%	na	29%
10/12/2012	workday	WDAY	\$28.00	22.8	\$637	74%	68%	119%	119%
10/03/2012	LifeLock <small>#1 In Identity Theft Protection</small>	LOCK	9.00	15.7	141	(7%)	(15%)	(0%)	3%
08/10/2012	Performant	PFMT	9.00	9.0	81	18%	22%	48%	40%
05/03/2012	EverBank	EVER	10.00	19.2	192	6%	9%	57%	51%
03/22/2012	vantiv	VNTV	17.00	29.4	500	15%	18%	39%	36%
03/08/2012	Nationstar MORTGAGE	NSM	14.00	16.7	234	1%	2%	99%	157%
02/02/2012	GREENWAY	GWAY	10.00	6.7	67	30%	50%	40%	53%
01/25/2012	Guidewire	GWRE	13.00	8.9	115	32%	81%	89%	181%
11/04/2011	GROUPON <small>Collective Buying Power</small>	GRPN	20.00	30.0	600	31%	(5%)	(50%)	(67%)
07/20/2011	Zillow.com <small>Your Edge in Real Estate</small>	Z	20.00	3.5	69	79%	21%	39%	168%
06/29/2011	HomeAway	AWAY	27.00	8.0	216	49%	46%	(14%)	22%
06/17/2011	Bankrate, Inc.	RATE	15.00	20.0	300	2%	20%	29%	(10%)

Source: SEC Filings.  
(1) As of 4/12/13.



# EVERTEC Initial Public Offering

FT Partners is the Leader in Financial Technology Investment Banking

**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*



*for cash consideration of approximately*

**\$ 325,000,000**



*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*



*in its cash sale to*



*for total consideration of approximately*

**\$ 369,000,000**



*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*



*in its approximately 60% Strategic Growth  
Investment by*



*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*



*in its acquisition of*



*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*



*in its sale to*



*for cash and stock consideration of  
approximately*

**\$ 700,000,000**



*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*



*in its sale to*



*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*



*in its sale to*



*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 exclusive role as  
sole strategic and financial advisor to*



*in its minority investment led by*



*for total consideration of approximately*

**\$ 50,000,000**



*The Only Investment Bank  
Focused Exclusively on Financial Technology*



# EVERTEC Initial Public Offering

## FT Partners Wins “Dealmaker of the Year” and Other Accolades

### Awards Overview

- FT Partners consistently receives top honors and recognition from national association:
  - **Dealmaker of the Year** (2007, 2008, 2009 and 2012)
  - **Professional Services Deal of the Year** (2012)
  - **Boutique Investment Bank of the Year** (2011)
  - **Deal of the Decade** (2011)
  - **Middle Market Deal of the Year, Cross-Border Deal of the Year and IT Services Deal of the Year** (2010)
  - **Investment Banking Firm of the Year** (2004 and 2006)
  - **Financing Professional of the Year** (2006)
  - **Product of the Year – IPO Advisory** (2006)
  - **Deals of the Year** (2005, 2006 and 2007)
- **2008’s top ranked** investment banker named on *Institutional Investors* annual “*Online Finance 40*” ranking
  - Consecutively ranked for 3 years (2008, 2007, 2006)
- Founder and Managing Partner, Steve McLaughlin, lauded **highest honors** as both “Dealmaker of the Year” and “Financing Professional of the Year”
- Top award winning Investment Bank collecting **more than 12 separate awards** for outstanding performance and client results
  - FT Partners has received over 75 award nominations across an unprecedented array of categories
- FT Partners’ “**IPO Advisory**” service – as demonstrated in one of the most successful Payments IPOs in history, VeriFone – received its third industry award in 12 months for Product of the Year
  - Previously recognized in our 2006 Financing Professional of the Year award and 2005 Deal of the Year



**Dealmaker of the Year**  
**Investment Bank of the Year**  
**Deal of the Decade**

### Selected Transactions:

- **Undisclosed** Mercury Payments Systems’ 60% strategic investment by Silver Lake
- **\$1.3 billion** Sale of AmWINS to New Mountain Capital
- **\$700 million** Sale of ATD to Citigroup
- **\$525 million** Sale of Lynk Systems to RBS
- **\$370 million** Sale of Custom House to Western Union
- **\$369 million** Sale of Fleet One to Wright Express
- **\$325 million** Sale of Verus to Sage Group
- **\$300 million** Jack Henry acquisition of iPay Technologies
- **\$292 million** Financial advisory role on VeriFone’s debt recapitalization
- **\$245 million** Sale of Corillian to Checkfree
- **\$177 million** Financial advisory role on VeriFone’s IPO
- **\$145 million** Sale of EDC to Cardtronics
- **\$50 million** Minority Investment in Yapstone led by Accel Partners
- **\$45 million** Financial advisory role on Ellie Mae’s IPO