



# QUARTERLY FINTECH MARKET UPDATE

Q1 2023

[WWW.DRAKESTAR.COM](http://WWW.DRAKESTAR.COM)

# OUR KEY TAKE AWAYS FOR Q1 2023



**Fundraising volume rose for the first time since 2021 with M&A volume increasing for the second straight quarter**



**Share prices of B2B and B2C FinTechs recorded their second consecutive quarterly growth 6% and 9%, respectively**



**FinTech has been the second most invested industry in Q1 2023**



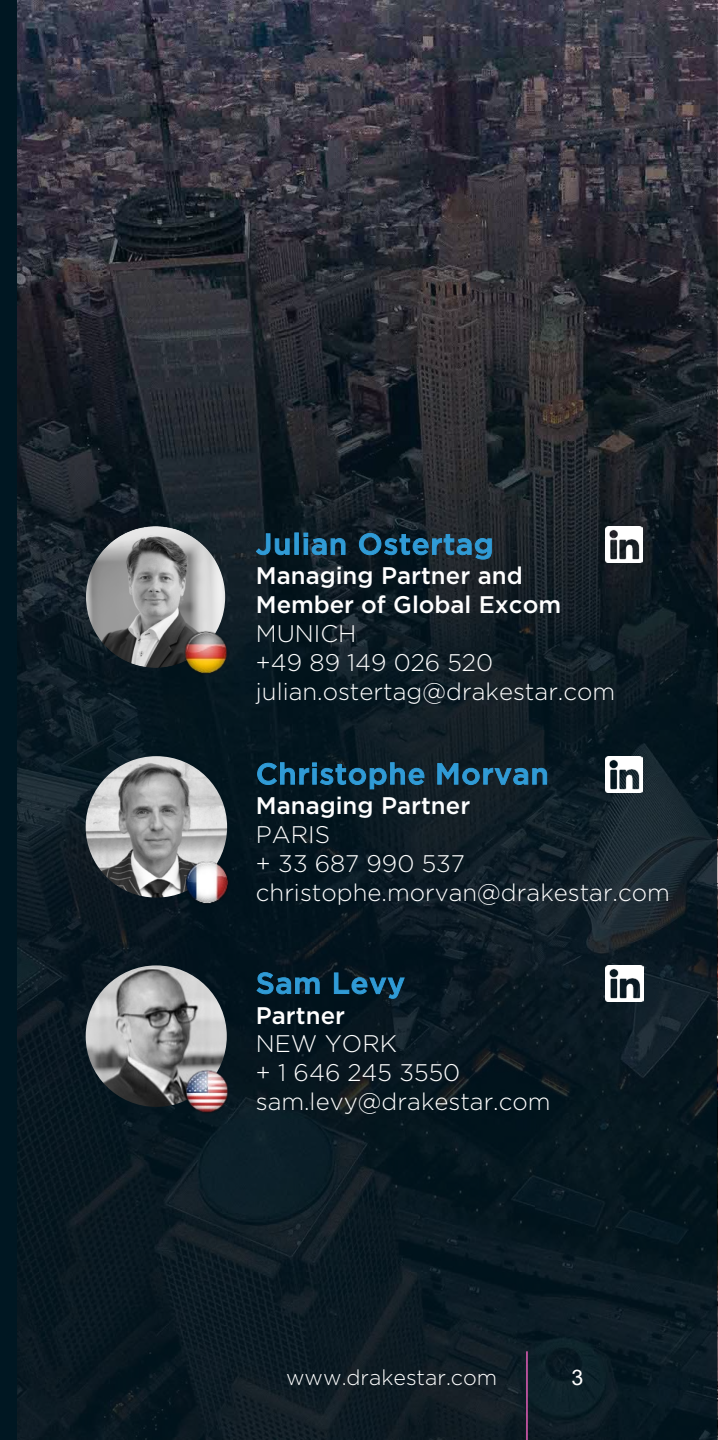
**Fundraisings above \$100m remain stable with similar levels compared to Q3 & Q4 2022**

# OUTSTANDING TRACK RECORD

## IN FINTECH DEALMAKING

<p><b>4STOP</b></p> <p>SALE TO</p> <p><b>jumio.</b></p>	<p><b>Snapview</b></p> <p>MAJORITY SALE TO</p> <p><b>bsi</b></p> <p>BACKED BY</p> <p><b>capvis</b></p>	<p><b>fintecsystems</b></p> <p>COMBINATION WITH</p> <p><b>tink</b></p>	<p><b>elinvar</b></p> <p>PRIVATE PLACEMENT</p> <p><b>TOSCAFUND</b></p> <p><b>Goldman Sachs</b> <b>finleap</b></p> <p><b>ampega.</b></p>	<p><b>acierto.com</b></p> <p>SALE TO</p> <p><b>BAUER</b></p> <p>MEDIA GROUP</p>	<p><b>FINANZ CHEF24</b></p> <p>PRIVATE PLACEMENT</p> <p><b>MARKEL</b></p>
<p><b>ottonova</b></p> <p>PRIVATE PLACEMENT</p> <p><b>DebeKa HV</b></p> <p><b>SevenVentures</b></p> <p><b>b to v</b> <b>VORWERK</b></p>	<p><b>GAMBIT</b></p> <p>MAJORITY SALE TO</p> <p><b>BNP PARIBAS</b></p>	<p><b>aixigo</b></p> <p>PRIVATE PLACEMENT</p> <p><b>fronttrail</b></p> <p>EQUITY PARTNERS</p>	<p><b>simplesurance</b></p> <p>PRIVATE PLACEMENT</p> <p><b>Allianz</b></p> <p><b>Rakuten</b></p>	<p><b>FIMASYS</b></p> <p>PRIVATE PLACEMENT</p> <p><b>private equity XAnge</b></p> <p><b>123VENTURE</b></p>	<p><b>finanzen.net</b></p> <p>SALE OF MANAGEMENT SHARE TO</p> <p><b>axel springer</b></p>

Note: selected deals



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# AGENDA

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# DRAKE STAR'S FINTECH UNIVERSE

COVERING ALL RELEVANT SUB-VERTICALS



## PAYMENTS

Merchant  
Acquiring  
& Processing

Payment  
Networks

B2B Solutions

Money Transfer

Online Focused  
Payments

POS Devices  
& Solutions



## INSURTECH

B2B Software

Digital Broker &  
Price Comparison

Digital Carrier



## WEALTHTECH

Asset  
Management

Stock  
Exchanges  
& Brokerages

Financial  
Management  
Solutions

Retail Broker

Trading & Risk  
Systems



## CORE BANKING & LENDING

Alternative Online Lenders

Core Banking  
& Lending Solutions

Neobanking

Price Comparison



## FINANCIAL DATA

Business Data

Capital Markets Data

Consumer Data

IR & Compliance



## BLOCKCHAIN & CRYPTO

Blockchain

Crypto Trading

Crypto Miners

# CURRENT MARKET DYNAMICS FOR M&A, PRIVATE PLACEMENTS AND IPOs

## FINTECH MARKET OVERVIEW

### M&A

- FinTech M&A activity picked up in Q1 2023 from Q4 2022 with deal value increasing 55%. However, deal count decreased 4.4%, the lowest in the last two years with YoY deal count decreasing 45% amidst economic and geopolitical uncertainty
- Despite the decrease in FinTech M&A activity, the market is driven medium size deals with 62% had valuation below \$100m
- The US remains the hottest place for FinTech M&A activity in Q1 2023 with 66% of deals



**152**  
total deals in  
Q1 2023



Largest deal  
in Q1 2023 was  
**\$9.9bn**  
(Poseidon acquired  
Atlas)



The US made up  
**66%**  
of global deal  
making

### Private Placements

- Financing volume in Q1 2023 totaled \$17.8bn, representing a 53.3% increase vs. Q4 2022. This increase surpasses pre-pandemic levels. In addition, many FinTech verticals are still very attractive:
  - BaaS is a continuing trend with funding remaining strong at \$1.9bn in 2022 vs. \$1.6bn in 2021
  - Climate FinTech remains a leading sub-sector with fundraising reaching new heights ~\$2.0bn with Europe taking a global lead in the sub-sector



**861**  
transaction in  
Q1 2023



**51.2%**  
YoY decrease in  
funding amount



Q1 2023 largest  
funding round  
was **Stripe** with  
**\$6.5bn**

### IPOs

- FinTech IPOs have almost vanished with no IPO this year due to high economic and geopolitical uncertainty. Investors are much more pessimistic on the market environment. Highly anticipated IPOs like Stripe and Zopa have been delayed or canceled as a result
- Instead, due to economic difficulties, those firms are now raising capital to deal with pressure to grow their business while becoming profitable much faster
- For the past year, public markets have been closed due to high market uncertainty

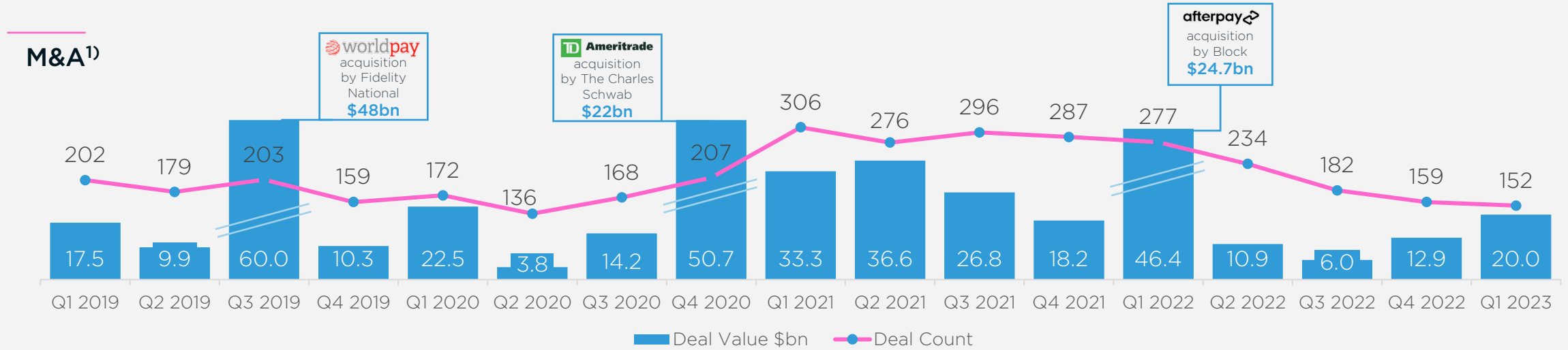


**No IPOs in Q1  
2023**

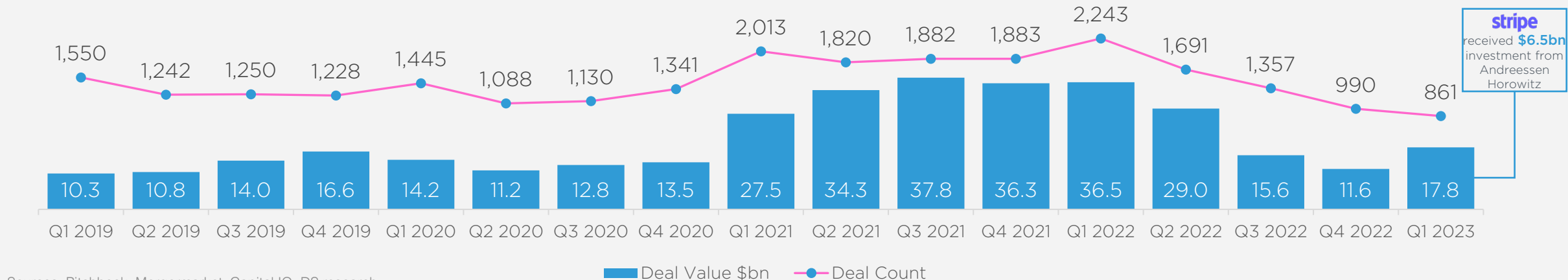
Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# FINTECH PRIVATE PLACEMENT & M&A ACTIVITY BY TYPE

DEVELOPMENT OVER THE LAST THREE YEARS



### PRIVATE PLACEMENTS



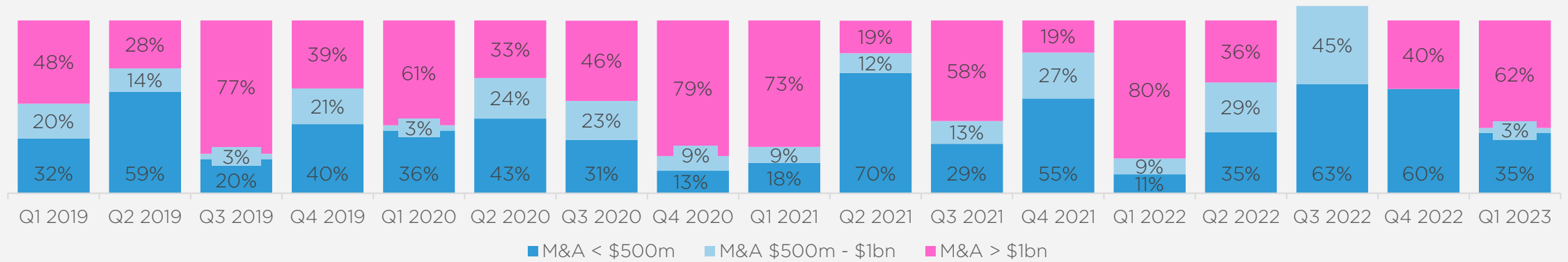
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1) Includes disclosed deal value from Pitchbook

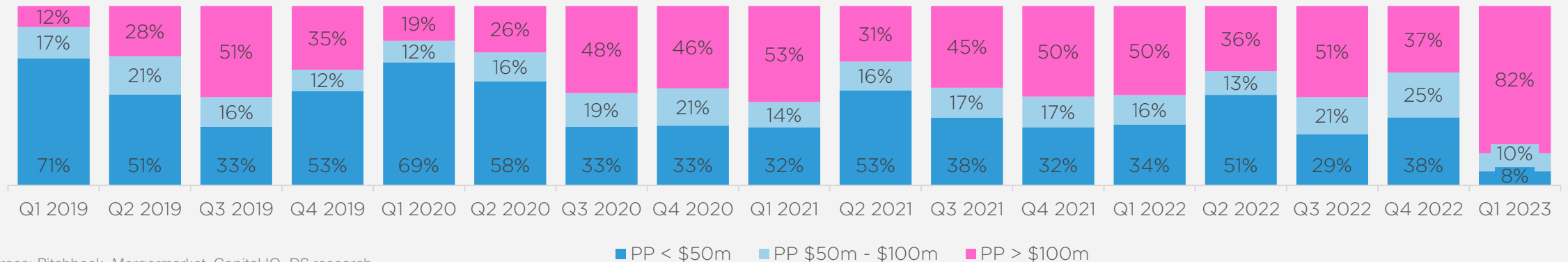
# FINTECH PRIVATE PLACEMENT & M&A ACTIVITY BY SIZE

DEVELOPMENT OVER THE LAST THREE YEARS

## M&A<sup>1)</sup>



## PRIVATE PLACEMENTS



Sources: Pitchbook, Mergermarket, Capital IQ, DS research

1) Includes disclosed deal value from Pitchbook



# VIEW ON THE CURRENT FINTECH MARKET

**FinTALK**  
BY JULIAN OSTERTAG



**Tim Levene**  
Partner & CEO

**Augmentum**  
investing in Fintech

**After an impressive FinTech boom, 2022 has been a very difficult year for FinTechs especially when it comes to raising capital. Is the FinTech market now going into a longer consolidation phase?**

Since the second half of 2022 we have seen a significant drop in FinTech funding, following a record 2021 that saw over 3x more investment than at any previous period. We have seen a departure of many “tourist investors” who entered the market at the wrong moment and have since been rethinking their strategy in building exposure to the sector. At Augmentum we continued to take a measured approach throughout this period however, holding back on investing when we felt valuations were excessive.

The challenging macro conditions provide both challenges and opportunities for the FinTech sector and fundraising environment more broadly. Many FinTechs are by their very nature better placed to serve customers and take market share from slower moving incumbents, and their building of strong businesses and brands in recent years will help consolidate their position in the market. While we expect to see FinTech investment pick up towards the latter part of 2023, quality businesses are still able to attract funding and the potential for FinTech remains compelling. Augmentum portfolio company Zopa announced a £75m raise in February and we announced an investment in Berlin-based cyber insurance platform Baobab in January for example.

The financial services market is enormous, and the penetration of disruptors is still significantly less than 10% overall. There is a huge amount of upside yet to be captured and we will see hundreds of very valuable FinTechs built over the coming decade that don't exist today.

**Most publicly listed FinTechs saw their share prices decrease significantly, while VC-backed FinTechs seem to focus on defending their last post-money valuation. Why are down rounds so difficult to accept?**

Down rounds can be a and investors alike. Resisting write downs is a common theme amongst venture baccbitter pill to swallow for both founders ked businesses, as many funds will do their very best to hold values for a number of reasons, one of which is that they are using their current performance to help raise their next fund. Ultimately shareholders need to be pragmatic however and recognise the changing market conditions. In some cases, businesses that are well capitalised will extend runway and hope to grow into their previously “inflated” valuations, but the market will speak when the music stops either at a future funding round or an IPO.

**What are potential solutions for FinTechs, which need more capital, but do not want to accept a down round?**

Many companies are adjusting their strategy to focus on cash preservation and profitability to extend runway and avoid having to raise additional capital at a lower valuation. Raising debt or convertible notes have become increasingly popular options in market conditions such as these, with companies aiming to push out the timing to a priced round. This can exacerbate issues further down the line however as it can have negative consequences on the company's cash-flow, and debt can often come with highly restrictive covenants. The more exotic the cap table structure, the more hurdles you are putting in front of yourself for the next funding round. Down rounds are becoming far more common in the current market, and incoming investors no longer see it as a negative signal.

**What should we expect for the FinTech market in 2023 (Funding and /or M&A)?**

While the start of 2023 has seen a quieter start for FinTech funding, we expect to see an uptick in Q4 as more companies come back to market. We have already started to see a real flight to quality and a return to investing in strong fundamentals and unit economics at every investment stage.

In recent years, we have seen incumbent financial services companies become increasingly acquisitive and we fully expect this to continue in 2023. Time and again incumbents have failed to deliver on costly tech transformation and digitisation, and M&A is a powerful alternative to this. We have seen this across our portfolio, with some recent examples including Cushon, the workplace savings and Net Zero pension provider, recently acquired by NatWest Group, and last year interactive investor, direct-to-consumer fixed fee investment platform, acquired by abrdn for £1.4bn.



**Julian Ostertag**  
Managing Partner & Member of the  
Global Executive Committee  
(Munich)

Interviewed by:

# INSIGHTS ON THE CURRENT AND FUTURE TRENDS - PAYMENTS AND INSURTECH

## PAYMENTS



*"In 2023 and beyond, we'll see a 3.0 version of B2B payments — one where the new frontier of global B2B commerce is digital, secure, fast, and flexible. [...] 80% of B2B transactions are expected to be digital by 2025"*

**Darren Parslow, Global Head**



*"Each consumer has a unique payment preference driven by a real-life need. Brands will increasingly invest in payment choice in 2023 to create experiences that drive loyalty and enable people to navigate their financial lives"*

**Casey Klyszeiko, SVP,  
Head of Global Ecommerce**



*"SoftPOS allows [...] smartphones and tablets to function as payment terminals [...]. While we don't see smartphones replacing terminals in 2023, we do imagine that we will begin to see SoftPOS creeping in to augment existing payment technology [...]to reduce bottlenecks"*

**Ralph Dangelmaier, CEO**



## INSURTECH



*"Short term, it might be more difficult to raise to valuations [...], but with a strong business model and an experienced management team that understands the market and growth KPIs, it is possible"*

**Hélène Falchier, Partner**



*"Companies with strong leaders who are converting revenue to a path to profitability are continuing to get funded..."*

**Martha Notaras, General Partner**



*"I believe the next 12 to 18 months will have lots of interesting deals really invigorating the ecosystem and creating a lot more excitement for investors to come back in and at the correct prices"*

**David Wechsler, Principal**



Sources: Public sources – interviews given to different media outlet, DS Research

# INSIGHTS ON THE CURRENT AND FUTURE TRENDS - CORE BANKING & LENDING AND WEALTHTECH

## CORE BANKING & LENDING



*"By 2030, I would say that we will probably have 2 billion people that will be using day to day banking services, independent of banks"*

**Brett King, CEO & Founder**



*"87% of banks are aware that the traditional banking experience is not enough [...]. This explains why 75% of financial institutions have already considered leveraging conversation AI, data, and analytics to improve their CX"*

**Aurelie L'Hostis, Principal Analyst**



*"The focus on Digital E2E processes remain a key topic in 2023. Credit institutions need to ask themselves: "How are my processes designed and how do my customers want to experience them?"*

**Bastian Walkhoff & Julian Popp**



## WEALTHTECH



*"Alternative investments are massively increasing. [...] as demand will continue to grow significantly in 2023! In order to achieve broad market penetration, it is important that investors have the opportunity to invest in different asset classes on one platform"*

**Ralf Heim, Co-CEO**



*"Wealthtech without a human component is limited [...]. People have emotions and insecurities that need to be addressed, a quality that no machine can yet provide"*

**Marguerita Cheng, CEO**



*"The digital transformation of wealth management will steadily evolve into open wealth ecosystems. Open platform architectures which are easier than ever to be integrated into the core processes"*

**Urs Bolt, News Business Lead**



Sources: Public sources – interviews given to different media outlet, DS Research

# INSIGHTS ON THE CURRENT AND FUTURE TRENDS - FINANCIAL DATA AND BLOCKCHAIN & CRYPTO

## FINANCIAL DATA



*"We see a rapid shift away from traditional resource-intensive compliance frameworks [...] towards digital-centric compliance frameworks. [...] An organization can massively reduce compliance risk by replacing sample-based compliance monitoring with an embedded compliance approach"*

**Ralf Huber, Co-Founder**

APIAX



*"Global ESG regulatory regimes will become more complex and [...] continues to move ESG from a soft law or "private ordering" regime to hard law"*

wbcscd

*"Data quality is critical for FinTech companies, [...]. This requires sophisticated data analytics capabilities and a deep understanding of financial markets and regulations"*

**Neil Rimer, Co-Founder and Partner**

Index Ventures



## BLOCKCHAIN & CRYPTO



*"As we enter 2023, what happens with crypto funding in Q1 will be critical as to whether we stay in a sustained bear market. The strength of the venture market has persisted, with billions of funding still pouring into the space and high levels of capital waiting to be deployed"*

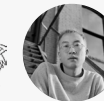
**Jamie Burke, CEO and Founder**

OV



*"Larger macro downturn market conditions should shift crypto projects away from speculation and more towards utility - one major category simply being meaningful, fun, social experiences"*

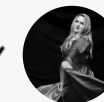
**Alex Zhang, Head**



*"We will see further collaborations between Web3 personalities and consumer and luxury brands that want to explore new commerce models and customer touchpoints."*

**Cathy Hackl, Chief Metaverse Officer**

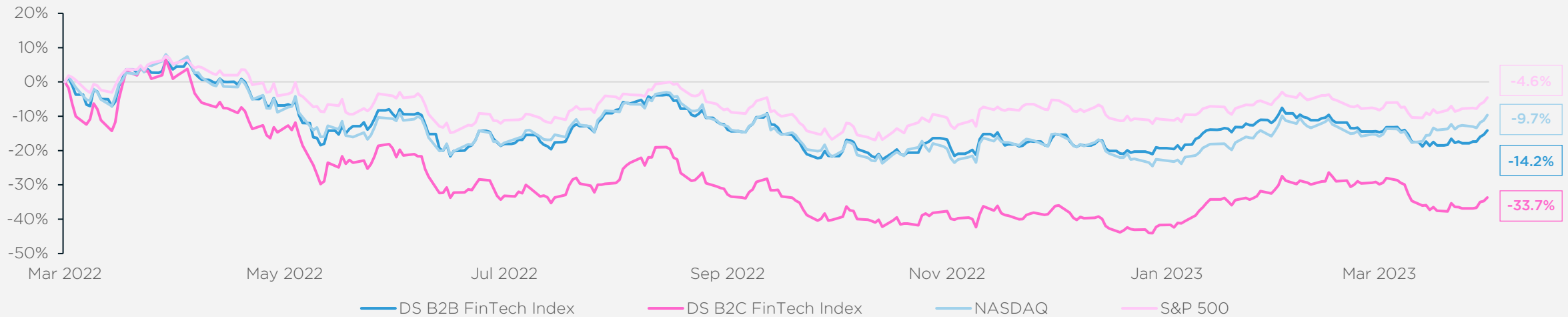
JOURNEY



Sources: Public sources – interviews given to different media outlet, DS Research

# CAPITAL MARKET ENVIRONMENT – DRAKE STAR'S FINTECH B2B & B2C INDICES

LTM<sup>1)</sup> SHARE PRICE PERFORMANCE



### DS B2B FINTECH INDEX

### DS B2C FINTECH INDEX

1) Last twelve months  
Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# CAPITAL MARKET ENVIRONMENT – DRAKE STAR’S FINTECH B2B & B2C INDICES

## SHARE PRICE PERFORMANCE

		Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
DS B2B FinTech Index	Share <sup>1)</sup> Price	+1%	+7%	-2%	-3%	-14%	-21%	-4%	4%	6%
	INDEX	100	107	105	102	88	70	67	70	74
DS B2C FinTech Index	Share <sup>1)</sup> Price	+28%	-1%	-8%	-19%	-18%	-34%	-5%	1%	9%
	INDEX	128	127	117	94	77	51	49	49	53

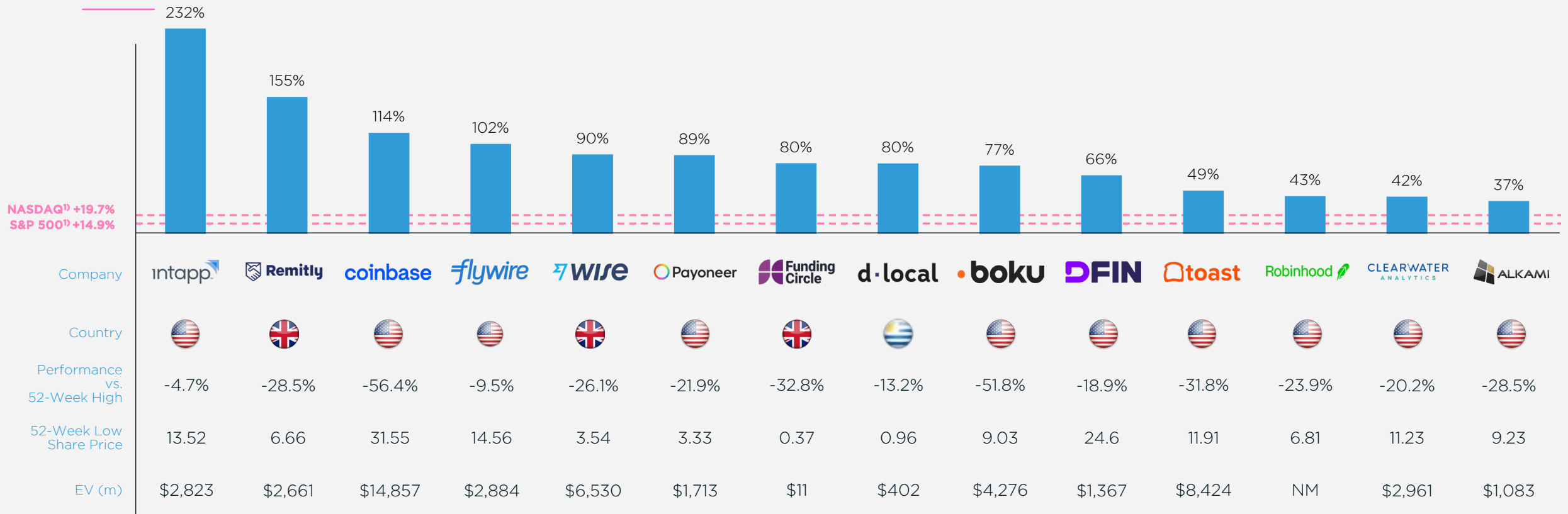
1) Performance vs. previous quarter

2) Indexed to 100 at the start of Q1 2021

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

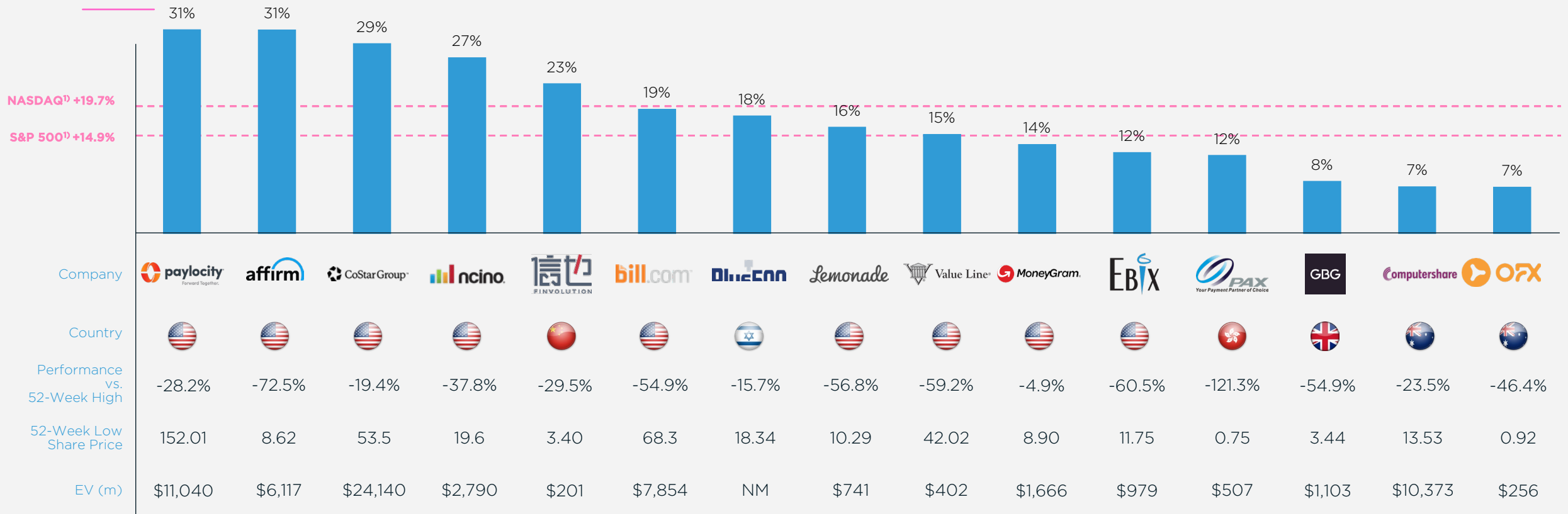
- During 2022, FinTech stocks and indices underperformed against both broader financial services and the technology sectors. However, share prices have started to bounce back since Q4 2022, with both indices experiencing a return of +6% and +9% respectively over the first quarter.
- Despite better performances, uncertainty remains the dominant theme. Therefore, investors' focus continues to be on profitability and lower capital requirements, where B2B solutions are more favored by private and institutional investors.

# PUBLICLY TRADED FINTECHS EXPERIENCED A SIGNIFICANT CORRECTION FROM ALL-TIME HIGHS BUT MANY ALREADY SHOW A STRONG RECOVERY FROM 52-WEEK LOWS (1/2)



1) Return from 52-week low end of Q1 2023  
Sources: Pitchbook, Mergermarket, Capital IQ, DS research, Data as of 31th of March 2023

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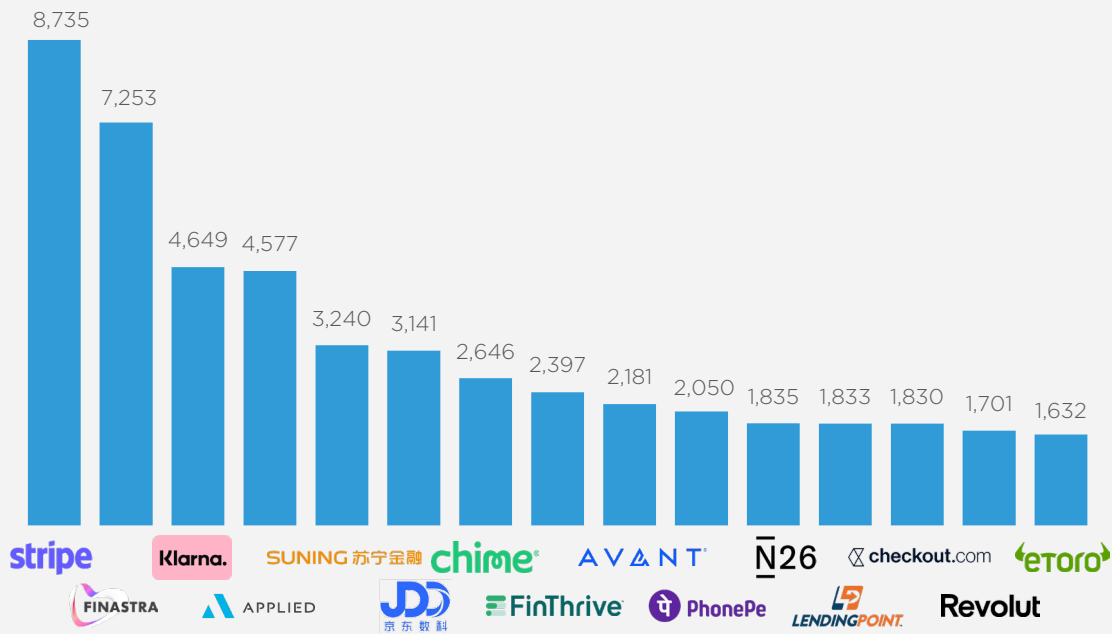
1) Return from 52-week low end of Q1 2023  
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# INSTITUTIONALLY BACKED PRIVATE COMPANIES & INVESTORS

## LIST OF BEST FUNDED PRIVATE COMPANIES AND MOST ACTIVE FINANCIAL INVESTORS IN FINTECH

Top 15 Best Funded Private FinTech Companies (in \$m)<sup>1)</sup>



The top 15 funded private companies have raised ~\$49.7bn during their lifespan

1) Numbers display total funding as of Q1 2023  
 2) By number of Investments in since Jan-2022  
 Sources: Pitchbook, Mergermarket, Capital IQ, DS research

Top 15 Most Active Financial Investors in FinTech since 2022<sup>2)</sup>

Investor	Number of Investments	Selected Investments
SOMA CAPITAL	130	arc, nitra, paymongo
FJ LABS	83	MoonPay, SaltPay, scramble
TIGERGLOBAL	82	checkout.com, scalapay, MoonPay
BIG BRAIN HOLDINGS	81	chia, Shardeum, Zebec
GFC	80	sumup, SELINA ADVANCE, RAIN
500	74	finally, bibit, plum
SHIMA CAPITAL	67	JAMBO, COMMUNITY GAMING, XLD FINANCE
andreesen horowitz	66	MoonPay, SpotOn, JEEVES
10X CAPITAL	63	arc, JEEVES, BRANCH
Gaingels	61	qonto, Bolt, Brex
Alumni Ventures	54	arc, JEEVES, Qredo
kube	50	wayflyer, ncon, BukuKas
QED INVESTORS	44	creditas, wayflyer, payhawk
GSR	42	Polkadot, polysign, Qredo
Accel	41	TRADE REPUBLIC, xendit, PayFit

# NOTABLE FINTECH M&A DEALS IN Q1 2023

 <p>March 30, 2023</p>   <p>EV: \$2.6bn    EV/Rev: 7.5x</p>	 <p>March 24, 2023</p>   <p>EV: \$4.0bn    EV/Rev: 6.7x</p>	 <p>February 27, 2023</p>   <p>EV: \$2.3bn    EV/Rev: n.a.</p>	 <p>February 23, 2023</p>   <p>EV: \$1.3bn    EV/Rev: 4.0x</p>	 <p>January 24, 2023</p>   <p>EV: \$481m    EV/Rev: 2.1x</p>
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## Vista Equity Partners completes acquisition of Duck Creek Technologies

- The company is one of the leading SaaS provider of core systems for the P&C insurance industry
- The acquisition enables Duck Creek Technologies to access Vista's global network and deep sector expertise, enabling the company to be better positioned to support and accelerate the industry's transition to the cloud while continuing to deliver a best-in-class customer experience

## Global Payments acquires EVO Payments

- EVO Payments provides card-based payment processing services to small and middle market merchants, multinational corporations, government agencies, and other business
- The transaction will expand Global Payments' geographic footprint into attractive new geographies

## Integrated Partners acquires Laurel Wealth Advisors

- Provider of investment and wealth management services based in Solana Beach, California
- This acquisition represents a new dimension for Integrated's growth strategy

## Nuvei completes acquisition of Paya

















- Provider of integrated payment and frictionless commerce solutions that help customers accept and make payments, expedite the receipt of money, and increase operation efficiency
- Paya was acquired by Nuvei to support its growth and strengthen its presence in new segments where it has a hold

## Voya Financial acquires Benefitfocus

- Operator of a cloud-based benefits management platform for consumers, employers, insurance carriers, and brokers
- The acquisition accelerates Voya's strategy in health and wealth solutions, adding broad-based benefits administration capabilities that extend its reach across workplace benefits and savings

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# NOTABLE FINTECH PRIVATE PLACEMENTS IN Q1 2023

 <p>March 15, 2023</p>   <p>Deal Size: \$6.5bn</p>	 <p>March 6, 2023</p>   <p>Deal Size: \$564m</p>	 <p>February 14, 2023</p>    <p>Deal Size: \$138m</p>	 <p>February 14, 2023</p>   <p>Deal Size: \$411m</p>	 <p>January 11, 2023</p>   <p>Deal Size: \$766m</p>
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## Stripe completes funding led by Andreessen Horowitz et al.

- Developer of an online financial infrastructure platform designed to accept payments, grow revenue and accelerate new business opportunities
- The funds raised will be used to provide liquidity to current and former employees and address employee withholding tax obligations related to equity awards, resulting in the retirement of Stripe shares that will offset the issuance of new shares to Series I investors

## Abound completes funding from GRS ventures

- Provider of consumer lending services intended to offer low-cost personal credit
- The funds will be used to fund loans to bring more customers to the company's platform and to invest in their technology, which combines open banking data and machine learning algorithms

## InsuranceDekho completes a Series A funding led by TVC Capital and Goldman Sachs

- Operator of an insurance platform intended to secure an insurance plan that is right for the family
- The funds will be used to scale up its product and technology functions, expand to new markets, pursue inorganic growth, strengthen its leadership team, launch new innovative products in the health and life categories, and grow the MSME insurance business

## PhonePe completes funding led by General Atlantic

- Developer of a mobile payment application PhonePe specializes in an online payment system based on Unified Payments Interface and a digital wallet
- The funds will be used to scale up its payments and insurance businesses in India, as well as to launch and aggressively scale new businesses like lending, stockbroking, ONDC-based shopping, and account aggregators over the next few years

## Klarna completes later stage funding led by Altun Capital

- Developer of an online payment platform designed to facilitate cashless payments through installments. Klarna's platform offers in-store, mobile, and online payments as well as deliveries and returns services and works on a buy now, pay later model
- The funds will be used to expand the company's position in the United States

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

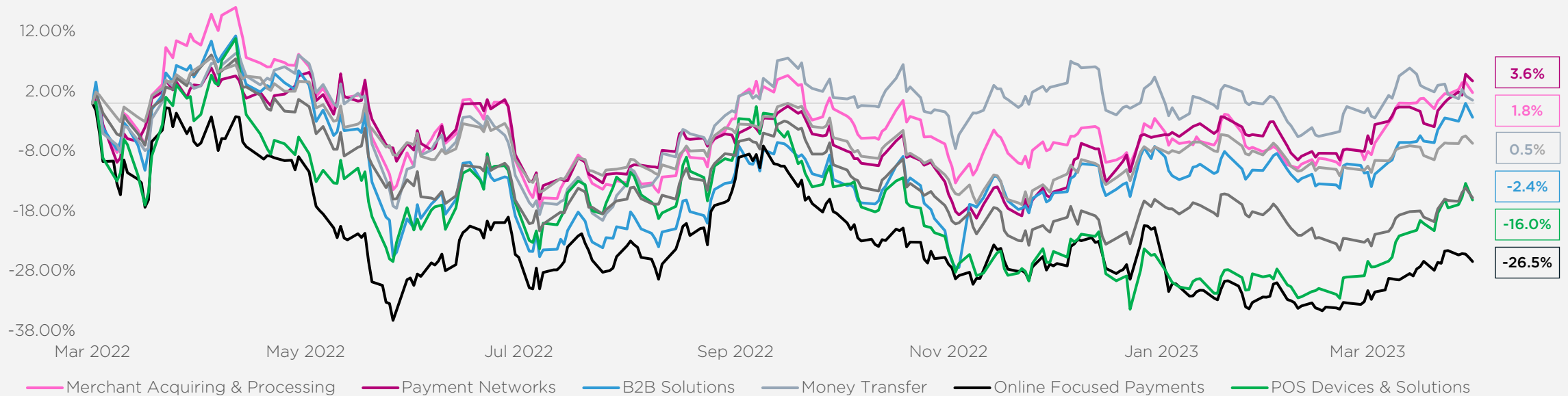
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# CAPITAL MARKET ENVIRONMENT – PAYMENTS

## LTM SHARE PRICE PERFORMANCE

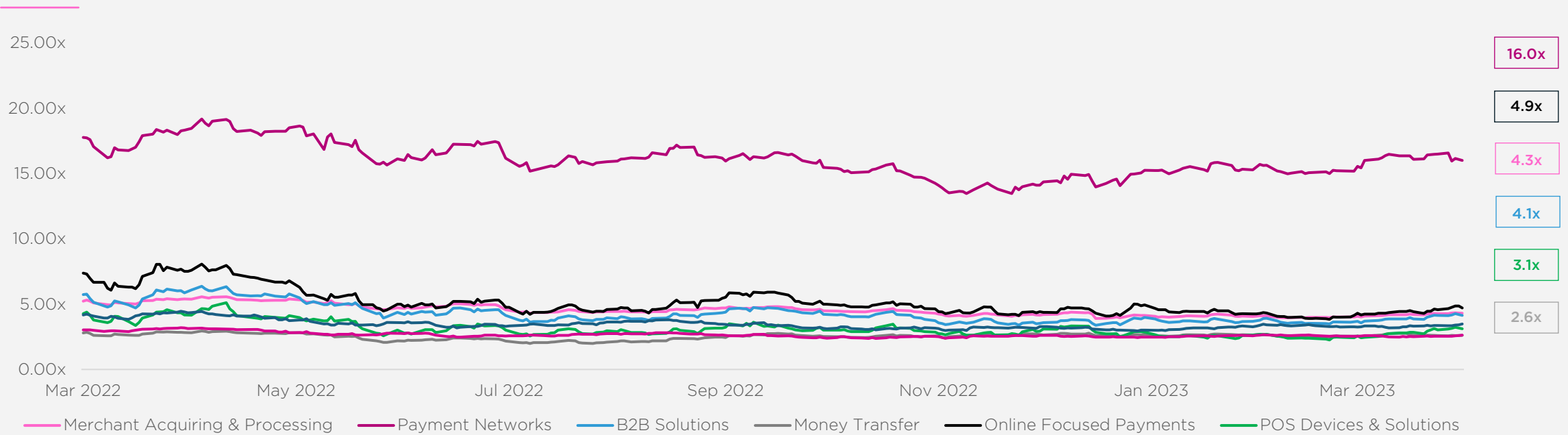


MERCHANT ACQUIRING & PROCESSING	PAYMENT NETWORKS	B2B SOLUTIONS	MONEY TRANSFER	ONLINE FOCUSED PAYMENTS	POS DEVICES & SOLUTIONS

Note: as of 31.03.2023  
Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# CAPITAL MARKET ENVIRONMENT – PAYMENTS

## LTM EV/REVENUE MULTIPLES DEVELOPMENT



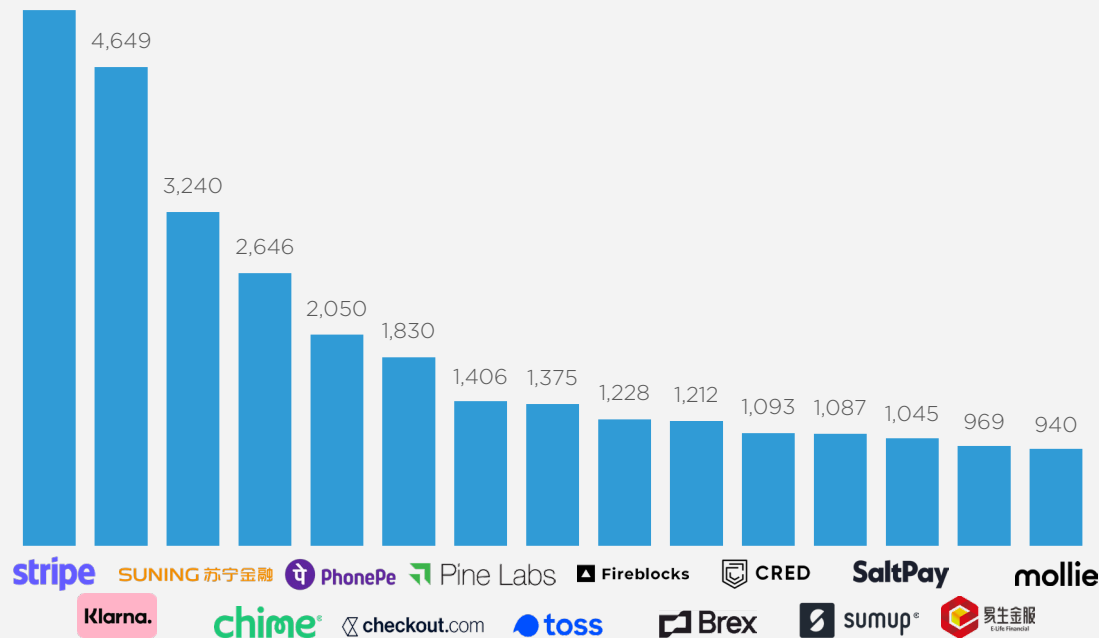
MERCHANT ACQUIRING & PROCESSING	PAYMENT NETWORKS	B2B SOLUTIONS	MONEY TRANSFER	ONLINE FOCUSED PAYMENTS	POS DEVICES & SOLUTIONS

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# VENTURE-BACKED PRIVATE COMPANIES & INVESTORS - PAYMENTS

## LIST OF BEST FUNDED PRIVATE COMPANIES AND MOST ACTIVE FINANCIAL INVESTORS

Top 15 Best Funded Private Payment Companies (in \$m)<sup>1)</sup>






The top 15 funded private companies have raised ~\$33.5bn during their lifespan

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 2) By number of Investments in since Jan-2022  
 Sources: Pitchbook, Mergermarket, Capital IQ, DS research

Top 15 Most Active Financial Investors in Payment since 2022<sup>2)</sup>




Investor	Number of Investments	Selected Investments
TIGERGLOBAL	44	checkout.com, scalapay, Qonto
GFC	35	sumup, tabby, SPENMO
andressen.horowitz	27	cross river, SpotOn, JEEVES
Gaingels	22	Qonto, Bolt, Brex
SEQUOIA	18	Klarna, stripe, Bolt
INSIGHT PARTNERS	15	checkout.com, CODA PAYMENTS, xendit
COATUE	14	checkout.com, ramp, xendit
Accel	14	mapan, PayFit, xendit
FJ LABS	13	neo, SaltPay, denim
QED INVESTORS	13	one card, capchase, oatfi
DST GLOBAL	12	checkout.com, Qonto, SpotOn
Lightspeed	12	one card, payhawk, wayflyer
endeavor CATALYST	11	checkout.com, Brex, wayflyer
Index Ventures	9	innoviti, scratch, SPENMO
FENNER CAPITAL MANAGEMENT	9	stripe, Brex

# NOTABLE M&A DEALS IN Q1 2023 – PAYMENTS


 March 24, 2023  

  
 EV: \$4.0bn    EV/Rev: 6.7x

## Global Payments acquires EVO Payments

- EVO Payments Inc provides card-based payment processing services to small and middle market merchants, multinational corporations, government agencies, and other business
- The transaction will expand Global Payments' geographic footprint into attractive new geographies


 February 27, 2023  

  
 EV: \$280m    EV/Rev: n.a.

## Nexi completes acquisition of PayComet

- Provider of an omnichannel payment platform for businesses to accept and process payments worldwide
- PayComet was acquired to help Nexi expand its merchant acquiring operations and increase revenue diversification in Europe


 February 23, 2023  

  
 EV: \$1.3bn    EV/Rev: 4.0x

## Nuvei completes acquisition of Paya

- Provider of integrated payment and frictionless commerce solutions that help customers accept and make payments, expedite the receipt of money, and increase operation efficiency
- Paya was acquired by Nuvei to support its growth and strengthen its presence in new segments where it has a hold


 February 20, 2023  

  
 EV: n.a.    EV/Rev: n.a.

## nib completes acquisition of Connect Plan Management

- Provider of independent NDIS plan manager. Connect Plan Management offers assurance, advice, financial management of the NDIS plan as well as offers spending, budgets, invoicing process etc
- Connect Plan Management reached a definitive agreement to be acquired by nib for an undisclosed amount


 January 25, 2023  

  
 EV: n.a.    EV/Rev: n.a.

## Keensight Capital acquires Oventis

- Developer of e-procurement and supplier relationship management software systems. Offers a cloud-based procurement-management service, as well as tools for supplier management, e-ordering, e-sourcing, and spending analytics
- The investment in Oventis will support the company on its way to further developing into an international mid-market SaaS business

Sources: Pitchbook, Mergermarket, Capital IQ, DS research



# NOTABLE FINTECH PRIVATE PLACEMENTS IN Q1 2023 – PAYMENTS


 March 15, 2023



 

Deal Size: \$6.5bn

## Stripe completes funding led by Andressen Horowitz et al.

- Developer of an online financial infrastructure platform designed to accept payments, grow revenue and accelerate new business opportunities
- The funds raised will be used to provide liquidity to current and former employees and address employee withholding tax obligations related to equity awards, resulting in the retirement of Stripe shares that will offset the issuance of new shares to Series I investors

 February 14, 2023

Deal Size: \$411m

## PhonePe completes funding led by General Atlantic

- Developer of a mobile payment application PhonePe specializes in an online payment system based on Unified Payments Interface and a digital wallet
- The funds will be used to scale up its payments and insurance businesses in India, as well as to launch and aggressively scale new businesses like lending, stockbroking, ONDC-based shopping, and account aggregators over the next few years

 February 1, 2023

Deal Size: \$100m

## LeafLink completes later stage funding led by CPMG

- Operator of a wholesale cannabis marketplace platform intended to connect retailers with brands and distributors for streamlined cannabis commerce. LeafLink's platform changes the way cannabis brands, distributors, and retailers manage their operations
- The fund will be used to support the company's customers' evolving technology and operational needs through enhanced platform functionality

 January 1, 2023

Deal Size: \$766m

## Klarna completes later stage funding led by Altun Capital

- Developer of an online payment platform designed to facilitate cashless payments through installments. Klarna's platform offers in-store, mobile, and online payments as well as deliveries and returns services and works on a buy now, pay later model
- The funds will be used to expand the company's position in the United States

 January 31, 2023

Deal Size: \$42m





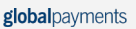



























## Moov completes funding led by Andressen Horowitz

- Operator of a financial platform intended to make sending, receiving, and storing money simple. Moov offers a portable, extensible, open-source platform for embedding banking and payment functionality within any application
- The funds will be used to refine the platform, address new payments use cases, and scale everything we've built so far

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - PAYMENTS (1/4)

## MERCHANT ACQUIRING & PROCESSING















Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA		
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e
 fiserv.		113.0	70,997.1	93,125.1	29x	5.0%	33.9%	38.7%	43.5%	5.7 x	5.3 x	5.2 x	16.9 x	13.6 x	12.0 x
 FIS		54.3	32,159.9	50,710.9	NM	1.8%	29.1%	28.3%	41.9%	3.7 x	3.5 x	3.5 x	12.6 x	12.3 x	8.4 x
 globalpayments		105.2	27,760.7	40,725.3	NM	0.3%	40.4%	40.6%	49.6%	4.8 x	4.5 x	4.7 x	11.8 x	11.2 x	9.6 x
 nexi		8.1	10,661.6	20,677.6	NM	3.4%	19.5%	32.8%	51.0%	6.0 x	3.6 x	5.6 x	30.5 x	10.9 x	10.9 x
 nuvei		42.5	11,973.1	15,638.0	53x	11.0%	18.1%	21.4%	26.5%	3.7 x	3.4 x	3.0 x	20.6 x	15.7 x	11.4 x
 GMO		43.5	6,077.7	5,847.5	112x	10.6%	24.4%	22.5%	39.3%	5.8 x	6.9 x	4.7 x	23.6 x	30.8 x	12.0 x
 Shift4		85.6	6,492.6	5,787.6	36x	11.5%	36.5%	36.7%	37.0%	15.5 x	16.6 x	12.5 x	42.4 x	45.4 x	33.7 x
 ACI Worldwide		75.8	4,326.2	5,448.3	72x	40.1%	3.2%	9.0%	15.9%	4.0 x	2.7 x	2.0 x	NM	30.4 x	12.7 x
 Paysafe		26.1	2,823.9	3,856.7	NM	2.8%	20.5%	18.5%	26.6%	2.8 x	2.7 x	2.7 x	13.7 x	14.7 x	10.0 x
 stone		17.3	1,049.8	3,470.9	NM	3.3%	22.2%	20.5%	28.8%	2.3 x	2.3 x	2.2 x	10.5 x	11.3 x	7.6 x
 pagseguro		9.5	2,982.6	3,103.8	NM	117.3%	42.3%	89.6%	51.3%	6.4 x	3.7 x	1.4 x	15.1 x	4.2 x	2.6 x
 evertec		8.6	2,779.1	2,448.4	10x	67.9%	42.4%	69.5%	20.3%	2.0 x	1.5 x	0.7 x	4.7 x	2.1 x	3.5 x
 network		33.8	2,193.3	2,446.3	10x	4.4%	41.7%	34.7%	42.4%	4.1 x	4.0 x	3.8 x	9.9 x	11.4 x	9.0 x
 i3		3.0	1,624.7	1,897.9	21x	19.9%	27.6%	40.7%	41.5%	5.4 x	4.3 x	3.7 x	19.5 x	10.6 x	9.0 x
 REPAY		24.5	567.2	1,046.7	NM	28.5%	12.1%	13.4%	27.0%	4.7 x	3.3 x	2.8 x	38.5 x	24.6 x	10.5 x
 REPAY		6.6	580.6	1,011.3	55x	13.6%	19.9%	23.4%	44.6%	4.6 x	3.6 x	3.6 x	23.1 x	15.5 x	8.0 x
<b>MEAN</b>					<b>44.2x</b>	<b>21.4%</b>	<b>27.2%</b>	<b>33.4%</b>	<b>34.7%</b>	<b>5.4 x</b>	<b>4.6 x</b>	<b>3.9 x</b>	<b>18.6 x</b>	<b>15.8 x</b>	<b>15.0 x</b>
<b>MEDIAN</b>					<b>36.0x</b>	<b>10.8%</b>	<b>27.6%</b>	<b>29.6%</b>	<b>39.0%</b>	<b>4.6 x</b>	<b>3.6 x</b>	<b>3.5 x</b>	<b>16.0 x</b>	<b>12.0 x</b>	<b>10.0 x</b>

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - PAYMENTS (2/4)

## MONEY TRANSFER

Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA		
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e
 Wise		6.7	6,893.0	6,529.9	98x	-6.3%	14.8%	16.5%	44.1%	11.3 x	8.9 x	12.8 x	76.0 x	53.8 x	29.0 x
 Western Union		11.1	4,144.9	5,666.3	-47x	-10.3%	26.3%	23.6%	24.0%	1.1 x	1.3 x	1.4 x	4.3 x	5.4 x	5.8 x
 Flywire		29.4	3,230.1	2,884.1	NM	34.2%	NM	NM	8.6%	14.3 x	10.0 x	8.0 x	NM	NM	92.7 x
 MoneyGram		10.6	1,020.4	1,679.1	-17x	NA	NM	16.6%	NM	NM	1.3 x	NM	7.6 x	7.7 x	7.1 x
 Payoneer		5.9	2,119.1	1,606.8	NM	30.6%	6.0%	7.7%	15.5%	NM	NM	NM	NM	NM	NM
 Remitly		17.2	165.1	506.6	NM	38.6%	NM	NM	0.9%	1.1 x	0.8 x	0.6 x	NM	NM	66.1 x
 OFX		1.5	249.7	245.6	-29x	29.4%	22.6%	19.2%	27.2%	1.8 x	1.6 x	1.1 x	8.1 x	8.1 x	4.0 x
<b>MEAN</b>							<b>17.4%</b>	<b>16.7%</b>	<b>20.1%</b>	<b>5.9 x</b>	<b>4.0 x</b>	<b>4.8 x</b>	<b>24.0 x</b>	<b>18.7 x</b>	<b>34.1 x</b>
<b>MEDIAN</b>							<b>18.7%</b>	<b>16.6%</b>	<b>19.8%</b>	<b>1.8 x</b>	<b>1.4 x</b>	<b>1.4 x</b>	<b>7.8 x</b>	<b>7.9 x</b>	<b>18.1 x</b>

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - PAYMENTS (3/4)

## PAYMENT NETWORKS & B2B PAYMENT SOLUTIONS

Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA			
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e	
Networks	VISA	USA	223.9	463,666.3	470,015.3	6x	15.7%	69.1%	70.4%	70.1%	19.5 x	16.0 x	14.6 x	28.2 x	22.8 x	20.8 x
	Mastercard	USA	363.4	346,417.9	353,482.9	NM	15.3%	58.2%	60.1%	60.8%	18.7 x	15.9 x	14.1 x	32.2 x	26.4 x	23.1 x
	AMERICAN EXPRESS	USA	164.9	122,733.7	NM	36x	35.3%	NM	NM	NM	NM	NM	NM	NM	NM	NM
	DISCOVER	USA	98.8	25,889.6	NM	17x	182.8%	NM	NM	NM	NM	NM	NM	NM	NM	NM
<b>MEAN</b>							<b>63.7%</b>	<b>65.2%</b>	<b>65.4%</b>	<b>19.1 x</b>	<b>16.0 x</b>	<b>14.3 x</b>	<b>30.2 x</b>	<b>24.6 x</b>	<b>22.0 x</b>	
<b>MEDIAN</b>							<b>63.7%</b>	<b>65.2%</b>	<b>65.4%</b>	<b>19.1 x</b>	<b>16.0 x</b>	<b>14.3 x</b>	<b>30.2 x</b>	<b>24.6 x</b>	<b>22.0 x</b>	
B2B Solutions	BLOCK	USA	68.7	41,377.8	42,129.8	41x	6.5%	2.1%	5.7%	NM	2.4 x	2.4 x	2.1 x	NM	NM	31.5 x
	FLEETCOR	USA	210.9	15,495.7	21,206.8	NM	16.0%	52.1%	49.8%	53.3%	7.5 x	6.2 x	5.6 x	14.4 x	12.4 x	10.4 x
	edentred	FR	59.3	14,755.5	15,214.0	17x	12.8%	37.8%	37.0%	41.3%	8.5 x	7.3 x	6.1 x	22.4 x	19.8 x	14.6 x
	wex	USA	183.9	7,931.7	8,542.3	37x	22.6%	33.4%	38.0%	42.6%	5.2 x	4.1 x	3.5 x	15.6 x	10.8 x	8.1 x
	bill.com	USA	81.1	8,632.1	7,853.8	NM	105.4%	NM	NM	8.7%	33.0 x	12.2 x	7.8 x	NM	NM	89.5 x
	avidxchange	USA	7.8	1,555.8	1,245.1	NM	21.0%	NM	NM	NM	5.0 x	3.9 x	3.4 x	NM	NM	NM
	Paymentus	USA	8.9	1,092.4	957.7	NM	22.0%	4.0%	5.8%	6.0%	0.9 x	1.9 x	1.6 x	60.0 x	NM	27.1 x
<b>MEAN</b>							<b>25.9%</b>	<b>27.2%</b>	<b>30.4%</b>	<b>8.9 x</b>	<b>5.4 x</b>	<b>4.3 x</b>	<b>28.1 x</b>	<b>14.3 x</b>	<b>30.2 x</b>	
<b>MEDIAN</b>							<b>33.4%</b>	<b>37.0%</b>	<b>41.3%</b>	<b>5.2 x</b>	<b>4.1 x</b>	<b>3.5 x</b>	<b>19.0 x</b>	<b>12.4 x</b>	<b>20.9 x</b>	

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - PAYMENTS (4/4)

## ONLINE FOCUSED PAYMENTS AND POS DEVICES & SOLUTIONS

Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA			
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e	
Online Focused	PayPal		75.9	85,916.5	86,603.5	36x	437.8%	513.7%	17.9%	25.8%	85.3 x	3.1 x	3.0 x	16.6 x	17.6 x	11.4 x
	shopify		47.9	67,924.5	64,234.0	NM	20.0%	9.7%	NM	0.2%	13.9 x	11.5 x	9.7 x	NM	NM	NM
	adyen		1,585.4	49,125.6	42,259.8	80x	-47.7%	10.2%	7.8%	49.7%	6.2 x	4.4 x	22.6 x	60.9 x	57.1 x	45.6 x
	d-local		16.2	4,800.9	4,276.4	45x	58.4%	34.2%	37.0%	37.0%	17.5 x	10.2 x	7.0 x	51.2 x	27.5 x	18.9 x
	one97		7.8	4,914.7	4,070.5	NM	59.5%	NM	NM	NM	10.6 x	6.2 x	4.2 x	NM	NM	NM
	MARQETA		4.6	2,461.3	849.0	NM	33.0%	NM	NM	NM	1.6 x	1.1 x	0.9 x	NM	NM	NM
	Nayax		17.78	559.5	555.2	NM	40.2%	NM	NM	1.4%	4.7 x	3.2 x	2.4 x	NM	NM	NM
	paytm		1.7	507.1	402.3	119x	1.5%	11.4%	17.4%	32.5%	5.8 x	6.3 x	5.6 x	51.2 x	36.2 x	17.4 x
<b>MEAN</b>					<b>70.0x</b>	<b>75.3%</b>	<b>115.8%</b>	<b>20.0%</b>	<b>24.4%</b>	<b>18.2 x</b>	<b>5.8 x</b>	<b>6.9 x</b>	<b>45.0 x</b>	<b>34.6 x</b>	<b>23.3 x</b>	
<b>MEDIAN</b>					<b>62.5x</b>	<b>36.6%</b>	<b>11.4%</b>	<b>17.7%</b>	<b>29.2%</b>	<b>8.4 x</b>	<b>5.3 x</b>	<b>4.9 x</b>	<b>51.2 x</b>	<b>31.8 x</b>	<b>18.1 x</b>	
POS	toast		17.8	9,351.2	8,424.2	NM	46.2%	NM	NM	NM	4.9 x	3.1 x	2.3 x	NM	NM	NM
	lightspeed		15.2	2,289.9	1,478.0	NM	-15.2%	NM	NM	NM	1.5 x	2.7 x	2.0 x	NM	NM	NM
	PAR		34.0	927.6	1,210.4	NM	17.1%	NM	NM	NM	4.3 x	3.4 x	3.1 x	NM	NM	NM
	olo		8.2	1,316.6	887.8	NM	19.7%	NM	NM	8.8%	5.9 x	4.8 x	4.2 x	NM	NM	47.4 x
	PAX		0.8	906.5	507.4	6x	6.5%	16.9%	17.7%	19.5%	0.5 x	0.5 x	0.5 x	3.3 x	2.8 x	2.5 x
	cantaloupe		5.7	413.0	430.0	NM	21.4%	NM	1.3%	5.2%	2.6 x	2.1 x	1.7 x	NM	NM	33.5 x
<b>MEAN</b>					<b>6.0x</b>	<b>15.9%</b>	<b>16.9%</b>	<b>9.5%</b>	<b>11.1%</b>	<b>3.3 x</b>	<b>2.8 x</b>	<b>2.3 x</b>	<b>3.3 x</b>	<b>2.8 x</b>	<b>27.8 x</b>	
<b>MEDIAN</b>					<b>6.0x</b>	<b>18.4%</b>	<b>16.9%</b>	<b>9.5%</b>	<b>8.8%</b>	<b>3.4 x</b>	<b>2.9 x</b>	<b>2.2 x</b>	<b>3.3 x</b>	<b>2.8 x</b>	<b>33.5 x</b>	

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

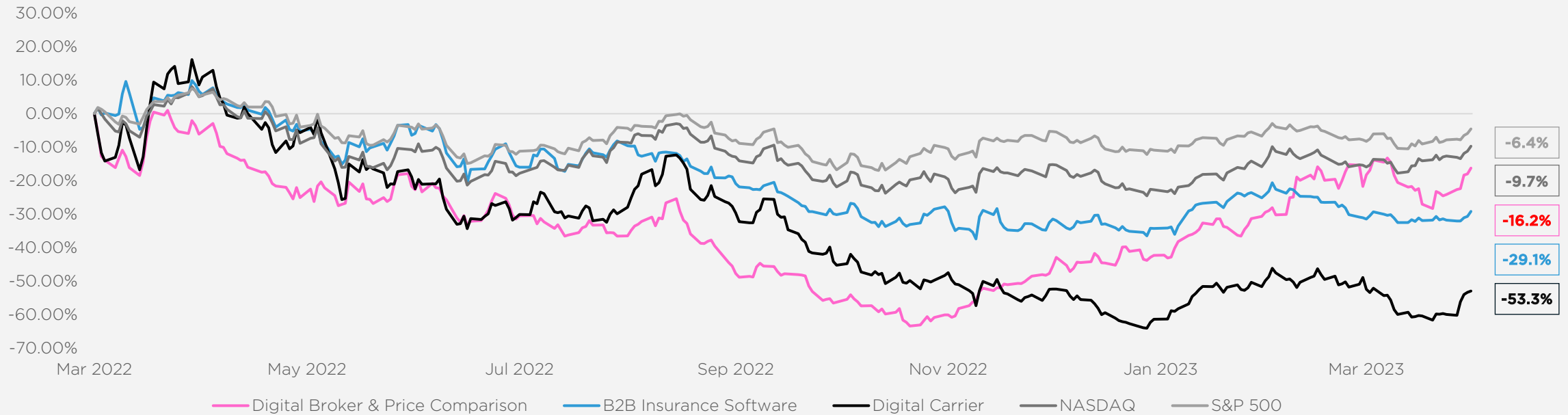
# AGENDA

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- 4 ▶ OVERALL FINTECH MARKET UPDATE
- 20 ▶ PAYMENTS
- 30 ▶ **INSURTECH**
- 38 ▶ WEALTHTECH
- 47 ▶ CORE BANKING & LENDING
- 56 ▶ FINANCIAL DATA
- 63 ▶ BLOCKCHAIN & CRYPTO
- 70 ▶ ABOUT DRAKE STAR

# CAPITAL MARKET ENVIRONMENT – INSURTECH

## LTM SHARE PRICE PERFORMANCE



**DIGITAL BROKER & PRICE COMPARISON**

eHealth® SELECTQUOTE®

EVERQUOTE GoHealth®

pb MONEYSUPERMARKET

**B2B INSURANCE SOFTWARE**

CCC FINEOS Duck Creek Technologies

EBIX SAPIENS Verisk

MultiPlan. GUIDEWIRE

**DIGITAL CARRIER**

Bright Health Group hippo oscar

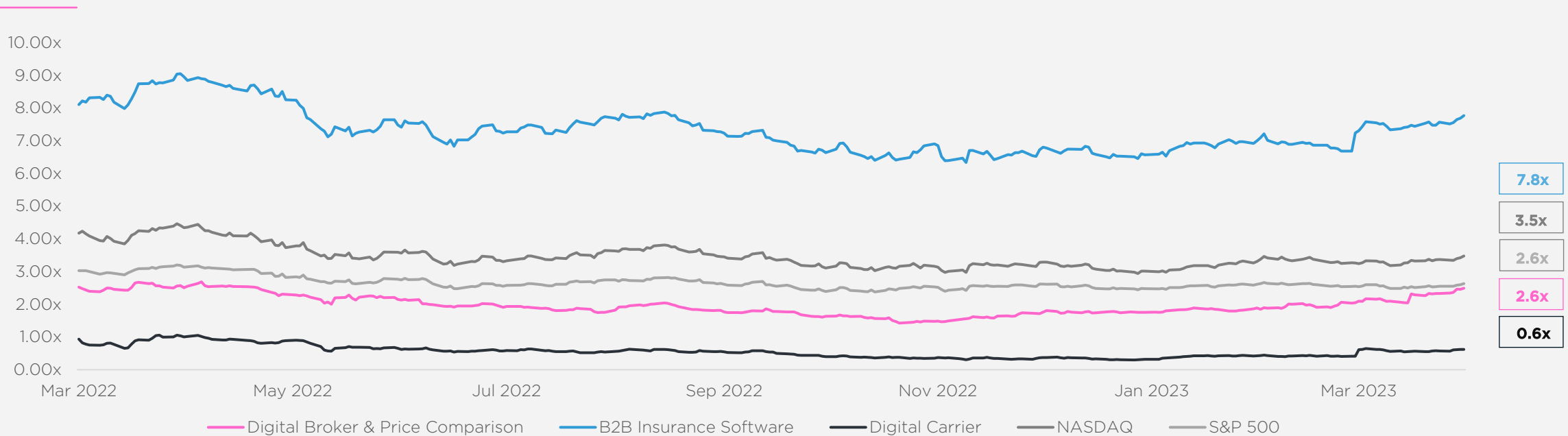
Lemonade 众安保险 ZhongAn Insurance

ROOT Insurance Co Clover Health

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# CAPITAL MARKET ENVIRONMENT – INSURTECH

## LTM EV/REVENUE DEVELOPMENT



**DIGITAL BROKER & PRICE COMPARISON**

eHealth<sup>®</sup> SELECTQUOTE<sup>®</sup>

EVERQUOTE GoHealth<sup>®</sup>

pb MONEYSUPERMARKET

**B2B INSURANCE SOFTWARE**

CCC FINEOS Duck Creek Technologies

EBIX SAPIENS Verisk<sup>®</sup>

MultiPlan. GUIDEWIRE

**DIGITAL CARRIER\***

Bright Health Group hippo oscar

Lemonade 众安保险 ZhongAn Insurance

ROOT Insurance Co Clover Health

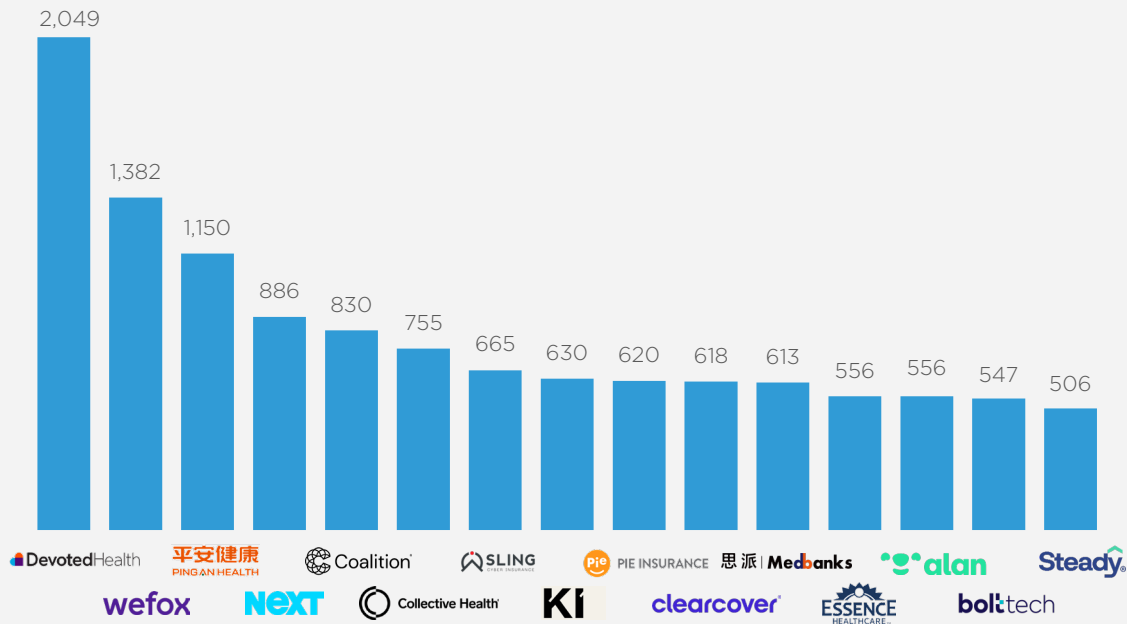
Sources: Pitchbook, Mergermarket, Capital IQ, DS research  
 \* Revenue multiple is based on Premium Earned



# INSTITUTIONALLY BACKED PRIVATE COMPANIES & INVESTORS

## LIST OF BEST FUNDED PRIVATE COMPANIES AND MOST ACTIVE FINANCIAL INVESTORS

Top 15 Best Funded Private InsurTech Companies (in \$m)<sup>1)</sup>



The top 15 funded private companies have raised ~\$12.4bn during their lifespan

1) Numbers display total funding as of Q1 2023  
 2) By number of Investments since Jan-2022  
 Sources: Pitchbook, Mergermarket, Capital IQ, DS research

Top 15 Most Active Financial Investors in InsurTech since 2022<sup>2)</sup>

Investor	Number of Investments	Selected Investments
<b>500</b>	38	Brella kin. LeaseLock
MS&AD VENTURES	31	ELEMENT FloodFlash moojo
<b>GFC</b>	25	dalma. insureQ Seyna
<b>anthemis</b>	24	yu life +Simple BRANCH
ia capital group	20	afficiency Caribou clearcover
mundi ventures	17	betterfly bolttech wefox
CLOCKTOWER TECHNOLOGY VENTURES	16	DIGISURE Openly EMBROKER
MTECH CAPITAL	15	AKUR8 CORVUS Matic
SOMA CAPITAL	14	Coverage Cat Axle Plover Parametrics
SixThirty	14	Angle REFRAME habit
Munich Re Ventures	14	at bay CCKO ManyPets Pet Insurance
AQUILINE CAPITAL PARTNERS LLC	14	FAIRMATIC ripe Five Sigma
AMERICAN FAMILY VENTURES	14	BRANCH clearcover sa.na
<b>Gaingels</b>	13	PIE INSURANCE Collective Health EMBROKER
<b>FJ LABS</b>	13	Collective. napo handdii

# NOTABLE M&A DEALS IN Q1 2023 - INSURTECH

 March 30, 2023  
   
 EV: \$2.6bn      EV/Rev: 7.5x

## Vista Equity Partners completes acquisition of Duck Creek Technologies

- The company is one of the leading SaaS provider of core systems for the P&C insurance industry
- The acquisition Duck Creek Technologies to access Vista's global network and deep sector expertise, enabling the company to be better positioned to support and accelerate the industry's transition to the cloud while continuing to deliver a best-in-class customer experience

 March 30, 2023  
   
 EV: n.a.      EV/Rev: n.a.




## Tuio acquires Luko

- Developer of a home insurance platform designed to help prevent miscalculations in claims
- This acquisition is an opportunity to accelerate the growth of tuio in Spain, as well as to underpin international expansion and the launch of other insurance products

 January 25, 2023  
   
 EV: n.a.      EV/Rev: n.a.

## Clark acquires Anorak

- Developer of an automated life insurance platform intended to help individuals match their suitable insurance policies with policy providers
- The acquisition enables the Clark to grow further and strengthens its presence in the important UK market

 January 24, 2023  
   
 EV: \$570m      EV/Rev: 2.1x

## Voya Financial acquires Benefitfocus

- Operator of a cloud-based benefits management platform for consumers, employers, insurance carriers, and brokers
- The acquisition accelerates Voya's strategy in health and wealth solutions, adding broad-based benefits administration capabilities that extend its reach across workplace benefits and savings

 January 23, 2023  
   
 EV: n.a.      EV/Rev: n.a.

## Davies Group acquires Quick Internet Software Solutions

- Provider of claims management software intended to serve third-party administrators, independent adjusters and self-insured entities
- The acquisition enables Davies to expand its global technology offering and strengthen both the solutions and experience it offers to its insurance clients

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# NOTABLE PRIVATE PLACEMENTS IN Q1 2023 – INSURTECH

 March 14, 2023


Deal Size: \$138m

## InsuranceDekho completes a Series A funding led by TVC Capital and Goldman Sachs

- Operator of an insurance platform intended to secure an insurance plan that is right for the family
- The funds will be used to scale up its product and technology functions, expand to new markets, pursue inorganic growth, strengthen its leadership team, launch new innovative products in the health and life categories, and grow the MSME insurance business

 February 14, 2023

 undisclosed investors

Deal Size: \$55m

## Wefox completes a venture funding from undisclosed investors

- Developer of an application-based insurance comparison platform designed to manage insurance and financial products efficiently
- The funds will be used to speed up wefox's growth

 January 20, 2023

Deal Size: \$68m

## Qoala completes a Series B funding led by Eurazeo

- Operator of an online insurance platform intended to democratize insurance by making it universally accessible and affordable for all
- The funds will be used to accelerate business growth and expand operations and support technological development so that the company's insurance services can be improved

 January 10, 2023

Deal Size: \$41m

## Paytient completes a Series B funding led by Mercato Partners

- Developer of a financial platform intended to increase the company's deductible health plan adoption
- The funds will be used to scale growth and product development in 2023 and beyond

 January 09, 2023

Deal Size: \$52m

## Superscript completes Series B led by BGL Group

- Developer of a digital-first insurance platform intended to automate the entire process of buying and managing insurance
- The funding will be used to bolster the company's underwriting and broking capabilities, and continue investing in machine learning tooling

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - INSURTECH (1/2)

## B2B INSURANCE SOFTWARE AND DIGITAL BROKER & PRICE COMPARISON















Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA			
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e	
B2B Software	Verisk	USA	191.9	29,679.9	33,537.3	29x	2.9%	52.6%	50.0%	53.5%	13.6 x	13.4 x	12.9 x	25.9 x	26.9 x	24.0 x
	GUIDEWIRE	USA	82.1	6,717.9	6,498.6	NM	10.1%	NM	NM	1.4%	8.7 x	8.0 x	7.2 x	NM	NM	NM
	CCC	USA	9.0	5,606.8	6,139.0	150x	10.9%	NM	19.6%	39.5%	8.9 x	7.8 x	7.3 x	NM	40.1 x	18.3 x
	MultiPlan	USA	1.1	677.5	5,125.8	NM	-7.8%	72.5%	69.0%	65.5%	4.6 x	4.7 x	5.4 x	6.3 x	6.9 x	8.2 x
	SAPIENS	USA	21.7	1,198.0	1,136.7	23x	4.6%	17.0%	17.5%	19.9%	2.5 x	2.4 x	2.3 x	14.5 x	13.7 x	11.3 x
	EBIX	USA	13.2	407.6	979.0	6x	-1.4%	13.5%	13.2%	17.9%	1.0 x	0.9 x	1.0 x	7.3 x	7.0 x	5.7 x
FINEOS	IRE	0.9	287.9	268.3	NM	3.7%	NM	NM	NM	2.1 x	2.0 x	1.9 x	NM	NM	NM	
<b>MEAN</b>						<b>52.0x</b>	<b>3.3%</b>	<b>38.9%</b>	<b>33.9%</b>	<b>32.9%</b>	<b>5.9 x</b>	<b>5.6 x</b>	<b>5.4 x</b>	<b>13.5 x</b>	<b>18.9 x</b>	<b>13.5 x</b>
<b>MEDIAN</b>						<b>26.0x</b>	<b>3.7%</b>	<b>34.8%</b>	<b>19.6%</b>	<b>29.7%</b>	<b>4.6 x</b>	<b>4.7 x</b>	<b>5.4 x</b>	<b>10.9 x</b>	<b>13.7 x</b>	<b>11.3 x</b>
Broker & Comparison	pb	GBR	7.8	3,421.0	3,002.7	NM	54.5%	NM	NM	NM	24.8 x	16.0 x	10.4 x	NM	NM	NM
	MONEYSUPERMARKET	GBR	3.1	1,652.7	1,694.0	20x	9.0%	25.6%	25.5%	30.3%	4.0 x	3.6 x	3.3 x	15.4 x	14.2 x	11.0 x
	SELECTQUOTE	USA	2.2	361.3	1,055.1	NM	7.1%	25.0%	NM	2.1%	1.3 x	1.8 x	1.1 x	5.2 x	NM	52.6 x
	GoHealth	USA	16.3	146.2	1,010.1	NM	-11.6%	0.1%	NM	12.4%	1.0 x	1.6 x	1.2 x	NM	NM	9.8 x
	eHealth	USA	9.4	258.5	484.1	NM	-7.0%	NM	NM	NM	1.0 x	1.3 x	1.1 x	NM	NM	NM
	EVERQUOTE	USA	13.9	453.2	428.8	NM	0.9%	NM	NM	2.6%	1.0 x	1.1 x	1.0 x	NM	NM	39.1 x
<b>MEAN</b>						<b>20.0x</b>	<b>8.8%</b>	<b>16.9%</b>	<b>33.9%</b>	<b>32.9%</b>	<b>5.5 x</b>	<b>4.2 x</b>	<b>3.0 x</b>	<b>10.3 x</b>	<b>14.2 x</b>	<b>28.2 x</b>
<b>MEDIAN</b>						<b>20.0x</b>	<b>4.0%</b>	<b>25.0%</b>	<b>25.5%</b>	<b>7.5%</b>	<b>1.2 x</b>	<b>1.7 x</b>	<b>1.2 x</b>	<b>10.3 x</b>	<b>14.2 x</b>	<b>25.1 x</b>

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - INSURTECH (2/2)

## DIGITAL CARRIER

Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA		
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e
 众安保险 Zhangji Insurance		3.2	4,634.1	6,415.1	NM	15.4%	6.5%	NM	NM	2.1 x	1.9 x	1.5 x	31.8 x	NM	NM
 Bright Health Group		0.2	139.4	1,163.3	NM	47.1%	NM	NM	NM	NM	NM	NM	NM	NM	NM
 Lemonade		14.3	988.2	740.9	NM	119.8%	NM	NM	NM	9.4 x	4.1 x	1.9 x	NM	NM	NM
 Clover Health		0.8	405.3	307.3	NM	20.0%	NM	NM	NM	0.2 x	NM	NM	NM	NM	NM
 OSCAR		6.5	1,412.6	239.0	NM	69.4%	NM	NM	NM	0.1 x	0.1 x	0.0 x	NM	NM	NM
 hippo		16.2	378.2	216.2	NM	113.5%	NM	NM	NM	5.5 x	4.2 x	1.2 x	NM	NM	NM
 ROOT		4.5	64.0	-280.2	NM	-12.8%	NM	NM	NM	NM	NM	NM	0.6 x	1.2 x	2.2 x
<b>MEAN</b>					<b>NM</b>	<b>53.2%</b>	<b>6.5%</b>	<b>NM</b>	<b>NM</b>	<b>3.5 x</b>	<b>2.6 x</b>	<b>1.2 x</b>	<b>16.2 x</b>	<b>1.2 x</b>	<b>2.2 x</b>
<b>MEDIAN</b>					<b>NM</b>	<b>47.1%</b>	<b>6.5%</b>	<b>NM</b>	<b>NM</b>	<b>2.1 x</b>	<b>3.0 x</b>	<b>1.4 x</b>	<b>16.2 x</b>	<b>1.2 x</b>	<b>2.2 x</b>

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

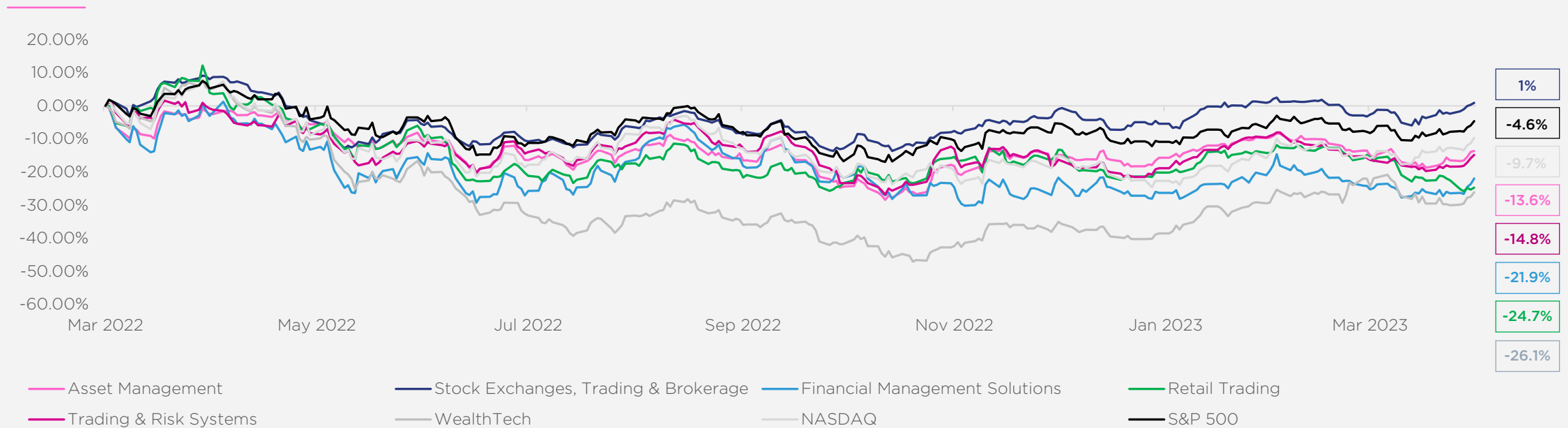
# AGENDA

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- 4 ▶ OVERALL FINTECH MARKET UPDATE
- 20 ▶ PAYMENTS
- 30 ▶ INSURTECH
- 38 ▶ **WEALTHTECH**
- 47 ▶ CORE BANKING & LENDING
- 56 ▶ FINANCIAL DATA
- 63 ▶ BLOCKCHAIN & CRYPTO
- 70 ▶ ABOUT DRAKE STAR

# CAPITAL MARKET ENVIRONMENT – WEALTHTECH

## LTM SHARE PRICE PERFORMANCE

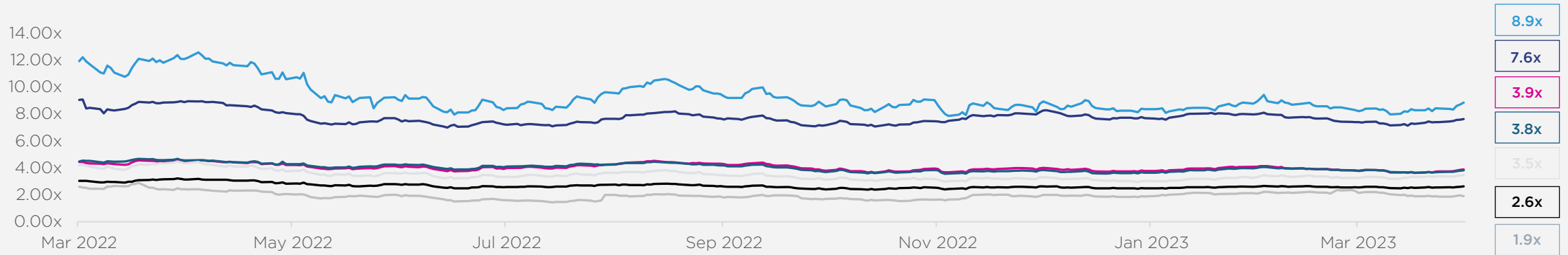


<p><b>ASSET MANAGEMENT</b></p>	<p><b>STOCK EXCHANGES, TRADING &amp; BROKERAGE</b></p>	<p><b>FINANCIAL MANAGEMENT SOLUTIONS</b></p>	<p><b>RETAIL TRADING</b></p>	<p><b>TRADING &amp; RISK SYSTEMS</b></p>	<p><b>WEALTHTECH</b></p>
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Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# CAPITAL MARKET ENVIRONMENT - LTM EV/REVENUE DEVELOPMENT - WEALTHTECH

## LTM EV/REVENUE DEVELOPMENT



— Asset Management     
 — Stock Exchange, Trading & Brokerage     
 — Financial Management Solutions     
 — Retail Trading  
— Trading & Risk Systems     
 — Wealthtech     
 — NASDAQ     
 — S&P 500

<p><b>ASSET MANAGEMENT</b></p>	<p><b>STOCK EXCHANGES, TRADING &amp; BROKERAGE</b></p>	<p><b>FINANCIAL MANAGEMENT SOLUTIONS</b></p>	<p><b>RETAIL TRADING<sup>1)</sup></b></p>	<p><b>TRADING &amp; RISK SYSTEMS</b></p>	<p><b>WEALTHTECH</b></p>
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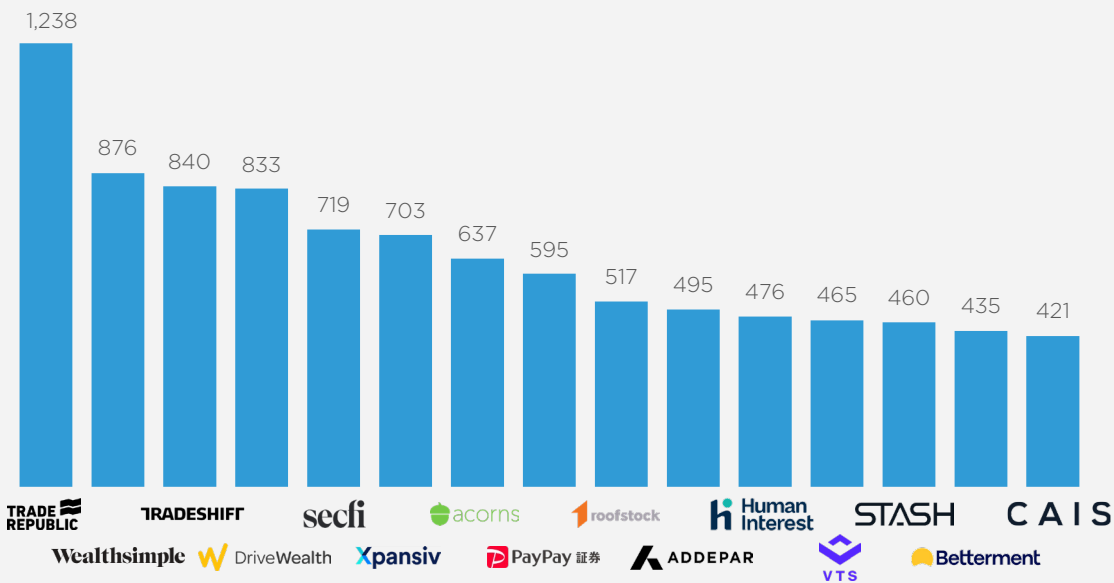
1) EV/Revenue not applicable for brokerage firms 2) Retail Trading not disclosed  
 Sources: Pitchbook, Mergermarket, Capital IQ, DS research



# INSTITUTIONALLY BACKED PRIVATE COMPANIES & INVESTORS - WEALTHTECH

## LIST OF BEST FUNDED PRIVATE COMPANIES AND MOST ACTIVE FINANCIAL INVESTORS

Top 15 Best Funded Private WealthTech Companies (in \$m)<sup>1)</sup>



The top 15 funded private companies have raised ~\$9.7bn during their lifespan

1) Numbers display total funding as of Q1 2023  
 2) By number of Investments since Jan-2020  
 Sources: Pitchbook, Mergermarket, Capital IQ, DS research

Top 15 Most Active Financial Investors in WealthTech since 2020<sup>2)</sup>

Investor	Number of Investments	Selected Investments
FJ LABS	40	denim, EasyKnock, HARNESS WEALTH
TIGERGLOBAL	20	cora, Genesis, moss
GBV	18	Arch, bobo, gogopool
MASTER VENTURES	17	BITFINEX, Pandora, MANTRA
Alumni Ventures	15	Embed, HALO, True Link
Accel	15	DriveWealth, Genesis, TRADE REPUBLIC
TRIBE CAPITAL	14	finalis, relay, True Link
Lightspeed	14	aspire, Rain, stori
BIG BRAIN HOLDINGS	14	OUTLET, Vest, PLAYABLE
anthemis	13	acretrader, Betterment, denim
SEQUOIA	12	bright, Fintual, TRADE REPUBLIC
GFC	12	VELVET, savvy, nexus
500	12	ethic, Mod5r, Trace
10XCAPITAL	10	Finerio, forecastr, Robinhood
INSIGHT PARTNERS	9	DriveWealth, Genesis, Moonfare

# NOTABLE M&A DEALS IN Q1 2023 - WEALTHTECH

 March 20, 2023


 

EV: \$632m      EV/Rev: n.a.

## Dexus acquires AMP Capital

- Provider of asset management services in Australia. The business unit offers wealth management services and deals in infrastructure and real estate investments
- The transaction will significantly strengthen AMP's capital position and it intends to use the proceeds to pay down some of its corporate debt and to return capital to shareholders following the sale completion

 March 07, 2023

EV: \$302m      EV/Rev: n.a.

## GoLogiq acquires GammaRey

- Developer and provider of a global fintech platform created to provide consumers and businesses with the opportunity to leverage existing and new innovative financial solutions
- The acquisition helps GoLogiq to bring a full-stack ecosystem for the new world digital economy

 February 27, 2023

EV: \$2.3bn      EV/Rev: n.a.

## Integrated Partners acquires Laurel Wealth Advisors

- Provider of investment and wealth management services based in Solana Beach, California
- This acquisition represents a new dimension for Integrated's growth strategy

 February 06, 2023

EV: \$123m      EV/Rev: n.a.

## Caisson Investment Management acquires IO Asset Management

- Operator of investment and asset management firm intended to deploy and manage funds
- This acquisition helps Kingswood Holding to not only expand into the Irish market but also strengthen its presence in the UK market

 February 01, 2023

EV: \$214m      EV/Rev: n.a.

## SLC Management acquires Advisors Asset Management

- Provider of asset management services intended to offer sound financial guidance and meet the individual needs of financial professionals
- The acquisition will allow Sun Life to enhance its alternative investment capabilities to new clients and expands investment solutions in the U.S. financial market

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# NOTABLE PRIVATE PLACEMENTS IN Q1 2023 – WEALTHTECH

 <p>March 23, 2023</p>   <p>Deal Size: n.a.</p>	 <p>March 13, 2023</p>   <p>Deal Size: \$43m</p>	 <p>March 06, 2023</p>  <p>Undisclosed Investor</p> <p>Deal Size: \$28m</p>	 <p>February 01, 2023</p>   <p>Deal Size: n.a.</p>	 <p>January 06, 2023</p>   <p>Deal Size: \$34m</p>
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## L Catterton receives development capital from Hunter Point Capital

- Provider of financial investment services intended to support the consumer industry
- This investment will help the company to accelerate its business growth, with a focus on its new fund platforms

## Mastro completes a later stage funding from FTV Capital

- The firm provides wealth management services for high-net-worth individuals, families and family office clients around the world
- The funds will enable the company to deliver robust wealth data aggregation and synthesis to clients, which they believe is the last frontier to achieve total transparency in wealth management

## Finitive completes a later stage funding from an undisclosed investor

- Developer of a financial technology platform designed to provide institutional investors with direct access to alternative lending investments
- The funds will be used to develop and expand the product offering

## Celero completes a later stage funding from Allievo Capital

- Developer of a financial management platform designed for small and medium-sized entrepreneurs to manage their business finances
- The funds will be used to accelerate the company's growth and expand into new regions

## Folio completes a venture funding from SBI Financial Services Co

- Developer of AI-based stock management platform designed to simplify the asset management process
- The funds will be used for marketing and strengthening service development capabilities

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - WEALTHTECH (1/3)

## ASSET MANAGEMENT SOFTWARE AND WEALTHTECH

Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA			
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e	
Asset Mgmt. Software	Broadridge		146.6	17,250.3	21,331.4	33x	10.4%	20.3%	21.4%	22.8%	4.3 x	3.7 x	3.5 x	21.1 x	17.4 x	15.3 x
	SimCorp		75.7	2,971.3	2,976.7	28x	7.2%	27.4%	24.2%	23.0%	5.3 x	5.0 x	4.6 x	19.3 x	20.5 x	19.9 x
	CLEARWATER ANALYTICS		16.0	3,071.0	2,960.8	NM	20.0%	12.7%	4.5%	27.0%	11.7 x	9.8 x	8.2 x	92.7 x	NM	30.2 x
	iress		6.7	1,220.0	1,486.5	35x	-0.4%	19.7%	16.2%	21.8%	3.4 x	3.5 x	3.5 x	17.5 x	21.9 x	15.9 x
	enfusion		10.5	767.3	750.2	NM	30.6%	NM	NM	17.8%	6.8 x	5.0 x	4.0 x	NM	NM	22.4 x
	FDTechnologies		21.2	593.7	631.1	52x	4.3%	9.4%	4.0%	11.9%	1.9 x	1.8 x	1.8 x	20.4 x	44.8 x	14.7 x
	Linedata		48.5	315.8	374.4	10x	2.3%	27.0%	22.0%	27.9%	2.1 x	2.0 x	2.0 x	7.6 x	9.2 x	7.0 x
Gresham		1.9	159.2	153.5	45x	11.3%	8.0%	10.2%	21.9%	3.1 x	2.6 x	2.5 x	38.2 x	25.8 x	11.3 x	
<b>MEAN</b>					<b>33.8x</b>	<b>10.7%</b>	<b>17.8%</b>	<b>14.6%</b>	<b>21.8%</b>	<b>4.8 x</b>	<b>4.2 x</b>	<b>3.7 x</b>	<b>30.9 x</b>	<b>23.3 x</b>	<b>17.1 x</b>	
<b>MEDIAN</b>					<b>34.0x</b>	<b>8.8%</b>	<b>19.7%</b>	<b>16.2%</b>	<b>22.4%</b>	<b>3.9 x</b>	<b>3.6 x</b>	<b>3.5 x</b>	<b>20.4 x</b>	<b>21.2 x</b>	<b>15.6 x</b>	
WealthTech	ENVESTNET		58.7	3,169.3	4,059.5	NM	3.8%	13.7%	7.6%	19.8%	3.4 x	3.3 x	3.2 x	25.0 x	43.0 x	16.0 x
	allfunds		6.6	4,157.9	2,447.2	78x	-58.1%	11.4%	10.2%	NM	0.8 x	0.8 x	NM	7.1 x	8.2 x	NM
	ASSETMARK		31.5	2,324.1	2,337.8	22x	2.4%	12.5%	26.0%	44.6%	4.4 x	3.8 x	4.2 x	35.5 x	14.7 x	9.5 x
	Pension		1.2	262.1	236.4	NM	17.2%	NM	NM	2.4%	13.7 x	11.1 x	10.0 x	NM	NM	NM
	MOGO		0.7	49.7	NM	NM	21.9%	NM	NM	NM	NM	NM	NM	NM	NM	NM
<b>MEAN</b>					<b>50.0x</b>	<b>-2.6%</b>	<b>12.5%</b>	<b>14.6%</b>	<b>22.3%</b>	<b>5.6 x</b>	<b>4.8 x</b>	<b>5.8 x</b>	<b>22.5 x</b>	<b>22.0 x</b>	<b>12.8 x</b>	
<b>MEDIAN</b>					<b>50.0x</b>	<b>3.8%</b>	<b>12.5%</b>	<b>10.2%</b>	<b>19.8%</b>	<b>3.9 x</b>	<b>3.6 x</b>	<b>4.2 x</b>	<b>25.0 x</b>	<b>14.7 x</b>	<b>12.8 x</b>	

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - WEALTHTECH (2/3)

## STOCK EXCHANGES, TRADING & BROKERAGE AND RETAIL TRADING

Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA			
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e	
Stock Exchanges, Trading & Brokerage	charles SCHWAB	🇺🇸	52.4	96,501.9	104,063.1	15x	58.9%	NM	NM	NM	12.4 x	13.2 x	4.9 x	NM	NM	NM
	ice	🇺🇸	104.3	58,282.6	74,979.6	40x	2.8%	60.8%	61.9%	65.8%	10.5 x	10.3 x	9.9 x	17.3 x	16.6 x	15.1 x
	London Stock Exchange Group	🇬🇧	99.9	53,818.5	63,268.9	NM	7.5%	38.7%	47.6%	47.4%	7.2 x	7.0 x	6.2 x	18.6 x	14.8 x	13.1 x
	DEUTSCHE BÖRSE GROUP	🇩🇪	195.0	35,823.5	40,269.2	22x	3.3%	43.5%	49.7%	59.2%	8.4 x	8.0 x	7.9 x	19.3 x	16.1 x	13.3 x
	Nasdaq	🇺🇸	54.7	26,733.8	32,129.8	24x	-20.4%	32.5%	31.4%	53.8%	5.5 x	5.2 x	8.7 x	16.9 x	16.5 x	16.1 x
	Interactive Brokers	🇺🇸	82.6	8,503.6	27,860.0	22x	75.8%	NM	NM	NM	20.6 x	21.1 x	6.7 x	NM	NM	NM
	MarketAxess	🇺🇸	391.3	14,715.9	14,293.4	59x	7.8%	56.0%	53.0%	55.2%	20.5 x	19.9 x	17.6 x	36.6 x	37.6 x	31.9 x
	Tradeweb	🇺🇸	79.0	16,433.5	12,155.6	53x	NA	NM	NM	NM	NM	10.1 x	9.1 x	NM	NM	NM
	B3	🇧🇷	2.0	11,823.8	11,404.4	14x	7.3%	69.0%	63.4%	72.1%	6.9 x	6.6 x	6.0 x	10.0 x	10.5 x	8.3 x
	EURONEXT	🇫🇷	76.7	8,184.3	10,419.4	17x	7.1%	52.7%	50.7%	57.2%	7.3 x	6.9 x	6.4 x	13.9 x	13.6 x	11.1 x
SGX	🇸🇬	7.1	7,549.6	7,317.6	20x	6.0%	52.4%	51.8%	57.3%	9.3 x	9.3 x	8.3 x	17.8 x	17.9 x	14.5 x	
OTCMarkets	🇺🇸	56.5	657.8	635.7	22x	4.3%	39.8%	38.1%	40.9%	6.4 x	6.2 x	5.8 x	16.0 x	16.3 x	14.3 x	
<b>MEAN</b>						<b>25.8x</b>	<b>14.6%</b>	<b>49.5%</b>	<b>49.7%</b>	<b>56.5%</b>	<b>10.4 x</b>	<b>10.3 x</b>	<b>8.1 x</b>	<b>18.5 x</b>	<b>17.8 x</b>	<b>15.3 x</b>
<b>MEDIAN</b>						<b>22.1x</b>	<b>7.1%</b>	<b>52.4%</b>	<b>50.7%</b>	<b>57.2%</b>	<b>8.4 x</b>	<b>8.6 x</b>	<b>7.3 x</b>	<b>17.3 x</b>	<b>16.3 x</b>	<b>14.3 x</b>
Retail Trading	Plus500	🇮🇹	20.9	1,916.1	NM	5x	NM									
	MONEX	🇯🇵	3.6	919.9	NM	51x	6%									
	charles SCHWAB	🇺🇸	52.4	96,501.9	NM	15x	59%									
	CMC	🇬🇧	2.2	607.1	NM	7x	NM									
	flatex DEGIRO BANK	🇩🇪	8.6	949.2	NM	8x	5%									
	Robinhood	🇺🇸	9.7	8,700.6	NM	NM	14%									
Matsui	🇯🇵	5.9	1,514.6	NM	23x	20%										
<b>MEAN</b>						<b>NM</b>	<b>18.2x</b>	<b>20.7%</b>								
<b>MEDIAN</b>						<b>NM</b>	<b>11.6x</b>	<b>14.0%</b>								

Note: EBITDA and Multiples not applicable for trading forms (financial services)

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - WEALTHTECH (3/3)

## TRADING & RISK SYSTEMS AND FINANCIAL MANAGEMENT SOLUTIONS

Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA			
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e	
Trading & Risk Systems	Broadridge	US	146.6	17,250.3	21,331.4	33x	10.4%	20.3%	21.4%	22.8%	4.3 x	3.7 x	3.5 x	21.1 x	17.4 x	15.3 x
	SS&C	US	56.5	14,158.2	21,123.6	23x	4.7%	37.1%	33.2%	39.3%	4.2 x	4.0 x	3.8 x	11.3 x	12.1 x	9.7 x
	ires	UK	6.7	1,220.0	1,486.5	35x	-0.4%	19.7%	16.2%	32.5%	3.4 x	3.5 x	3.5 x	17.5 x	21.9 x	10.6 x
	enfusion	US	10.5	767.3	750.2	NM	30.6%	NM	NM	17.8%	6.8 x	5.0 x	4.0 x	NM	NM	22.5 x
	Lineadata	FR	48.5	315.8	374.4	10x	-1.8%	27.0%	22.0%	30.3%	2.1 x	2.0 x	2.1 x	7.6 x	9.2 x	7.0 x
<b>MEAN</b>					<b>25.3x</b>	<b>8.7%</b>	<b>26.0%</b>	<b>23.2%</b>	<b>28.5%</b>	<b>4.1 x</b>	<b>3.7 x</b>	<b>3.4 x</b>	<b>14.4 x</b>	<b>15.2 x</b>	<b>13.0 x</b>	
<b>MEDIAN</b>					<b>28.0x</b>	<b>4.7%</b>	<b>23.6%</b>	<b>21.7%</b>	<b>30.3%</b>	<b>4.2 x</b>	<b>3.7 x</b>	<b>3.5 x</b>	<b>14.4 x</b>	<b>14.7 x</b>	<b>10.6 x</b>	
Financial Management Solutions	intuit	US	445.8	125,076.0	130,682.0	65x	21.3%	29.5%	25.5%	38.9%	13.6 x	10.3 x	9.2 x	46.0 x	40.3 x	23.7 x
	workday	US	206.5	53,497.1	50,624.8	NM	20.0%	1.0%	4.4%	2.3%	11.7 x	9.9 x	8.1 x	NM	NM	NM
	PAYCHEX	US	114.6	41,309.7	40,623.9	28x	11.7%	41.3%	44.6%	44.5%	10.2 x	8.9 x	8.1 x	24.6 x	20.0 x	18.3 x
	paycom	US	304.0	17,589.0	17,258.3	63x	26.9%	26.9%	30.8%	41.3%	16.4 x	12.5 x	10.2 x	60.7 x	40.7 x	24.6 x
	paylocity	US	198.8	11,085.9	11,039.7	117x	35.5%	12.3%	12.9%	31.2%	17.5 x	13.0 x	9.5 x	NM	NM	30.5 x
	Sage	UK	9.6	9,778.5	10,685.3	31x	3.3%	26.2%	21.7%	23.2%	4.3 x	4.9 x	4.0 x	16.4 x	22.7 x	17.3 x
	xero	UK	60.0	9,004.5	9,073.2	NM	23.2%	9.4%	7.9%	19.5%	15.7 x	12.4 x	10.3 x	NM	NM	52.9 x
	bill.com	US	81.1	8,632.1	7,853.8	NM	105.4%	NM	NM	8.7%	33.0 x	12.2 x	7.8 x	NM	NM	89.5 x
	BLACKLINE	US	67.2	4,053.6	4,403.8	NM	17.8%	NM	NM	12.2%	10.3 x	8.4 x	7.5 x	NM	NM	60.9 x
	EngageSmart	US	19.3	3,199.1	2,919.2	NM	33.0%	8.3%	11.6%	17.8%	13.5 x	9.6 x	7.6 x	NM	82.9 x	42.9 x
	GBG	UK	3.7	936.9	1,103.3	NM	7.3%	23.2%	17.6%	22.8%	3.7 x	3.5 x	3.2 x	15.9 x	19.7 x	14.0 x
	Expensify	US	8.2	672.1	636.1	NM	13.8%	28.7%	NM	26.5%	4.5 x	3.8 x	3.4 x	15.5 x	NM	13.0 x
	riskified	US	5.6	974.0	535.8	NM	14.5%	NM	NM	NM	2.3 x	2.1 x	1.8 x	NM	NM	NM
	Quotient	US	3.19	320.4	341.8	NM	-25.0%	2.1%	NM	13.4%	0.7 x	1.2 x	1.2 x	31.1 x	NM	8.7 x
	<b>MEAN</b>					<b>60.8x</b>	<b>22.1%</b>	<b>19.0%</b>	<b>19.7%</b>	<b>23.3%</b>	<b>11.2 x</b>	<b>8.0 x</b>	<b>6.6 x</b>	<b>30.0 x</b>	<b>37.7 x</b>	<b>33.0 x</b>
<b>MEDIAN</b>					<b>63.0x</b>	<b>18.9%</b>	<b>23.2%</b>	<b>17.6%</b>	<b>22.8%</b>	<b>11.0 x</b>	<b>9.3 x</b>	<b>7.7 x</b>	<b>24.6 x</b>	<b>31.5 x</b>	<b>24.1 x</b>	

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

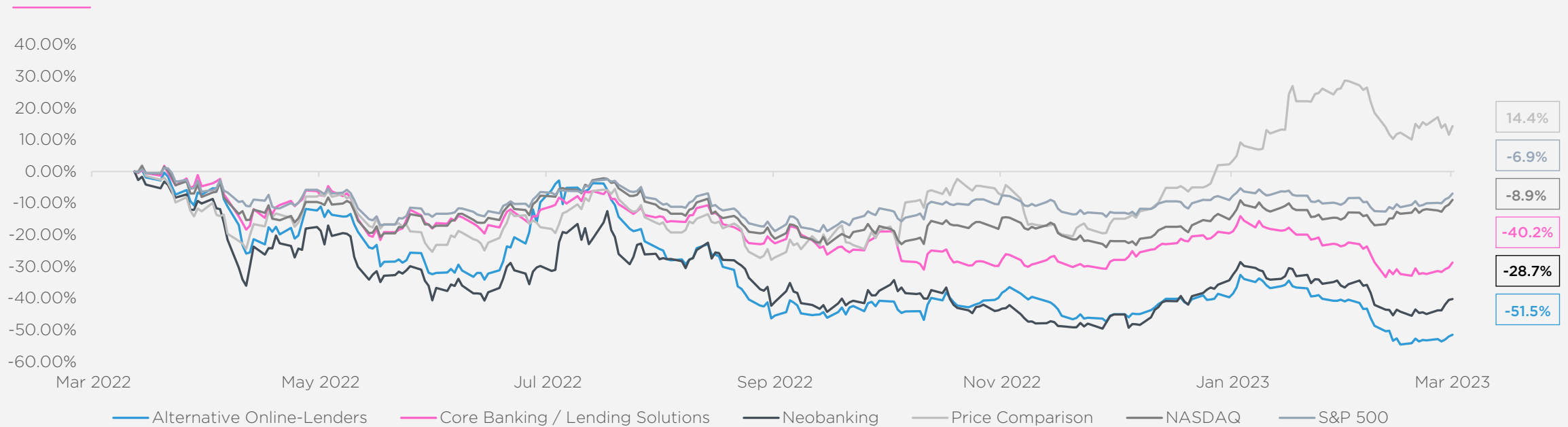
# AGENDA

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- 4 ▶ OVERALL FINTECH MARKET UPDATE
- 20 ▶ PAYMENTS
- 30 ▶ INSURTECH
- 38 ▶ WEALTHTECH
- 47 ▶ **CORE BANKING & LENDING**
- 56 ▶ FINANCIAL DATA
- 63 ▶ BLOCKCHAIN & CRYPTO
- 70 ▶ ABOUT DRAKE STAR

# CAPITAL MARKET ENVIRONMENT – CORE BANKING & LENDING

## LTM SHARE PRICE PERFORMANCE



**ALTERNATIVE ONLINE LENDERS**

**CORE BANKING & LENDING SOLUTIONS**

**NEOBANKING**

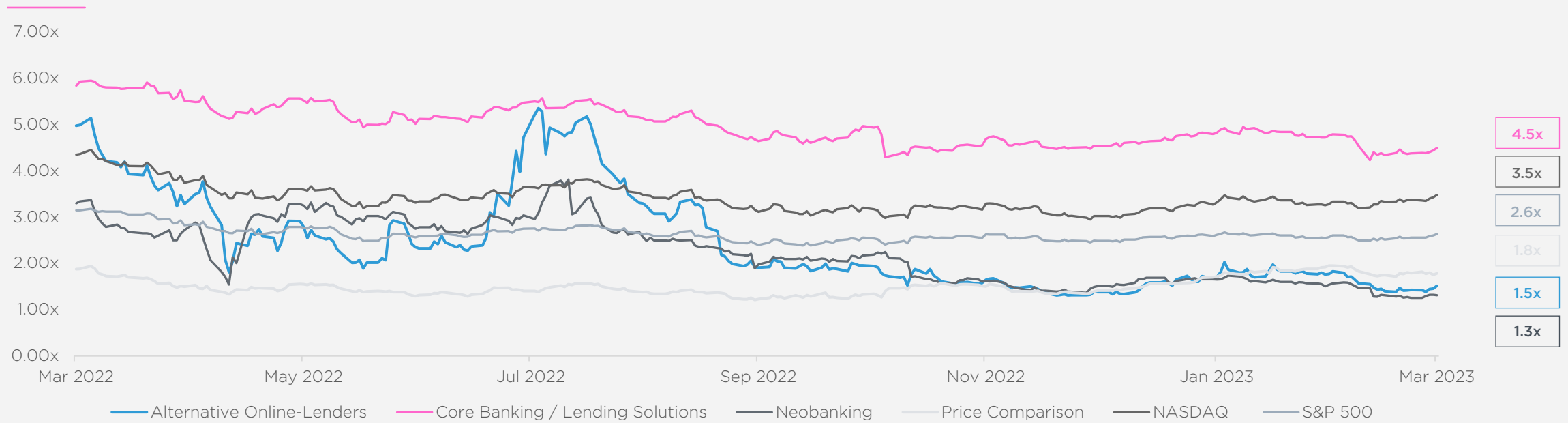
**PRICE COMPARISON**

Sources: Pitchbook, Mergermarket, Capital IQ, DS research



# CAPITAL MARKET ENVIRONMENT – CORE BANKING & LENDING

## LTM EV/REVENUE DEVELOPMENT



**ALTERNATIVE ONLINE LENDERS**

**CORE BANKING & LENDING SOLUTIONS**

**NEOBANKING**

**PRICE COMPARISON**

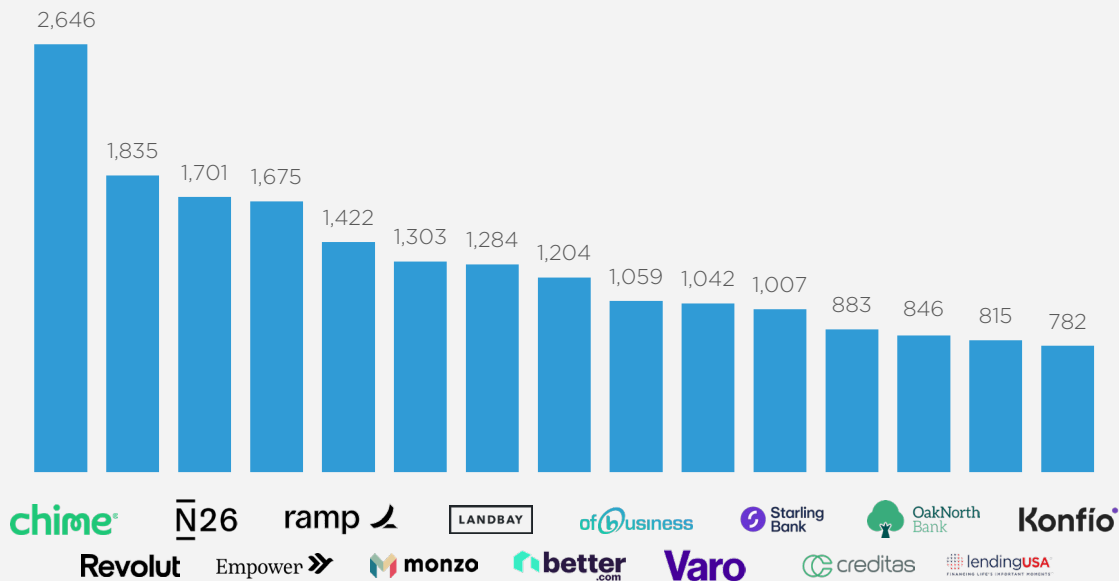
Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# VENTURE-BACKED PRIVATE COMPANIES & INVESTORS

## - CORE BANKING & LENDING

### LIST OF BEST FUNDED PRIVATE COMPANIES AND MOST ACTIVE VC INVESTORS

Top 15 Best Funded Private Core Banking & Lending Companies (in \$m)<sup>1)</sup>


















The top 15 funded private companies have raised ~\$19.5bn during their lifespan

1) Numbers display total funding as of Q1 2023  
 2) By number of Investments since Jan-2022  
 Sources: Pitchbook, Mergermarket, Capital IQ, DS research

Top 15 Most Active Financial Investors in Core Banking since 2022<sup>2)</sup>

Investor	Number of Investments	Selected Investments
Goodwater	20	bloom, Kyash, stori
TIGERGLOBAL	17	minka., @mono, weavr
SOMA CAPITAL	14	nitra, kapital, PayCaddy
10XCAPITAL	13	milo, neo, VANCE
500	13	Amwal, Crecy., pyton
andreessen horowitz	12	cross river, Goldfinch, nitra
LAUNCH AFRICA	12	bloom, NUMIDA, ZANIFU
Alumni Ventures	11	Bridge, copper, honest
Lofyinc	10	bloom, DOT Pay, EMTECH
Fin	10	Airbank, chimney, Highline
Gaingels	9	neo, Petal, Qonto
ENDEAVOR CATALYST	9	Klar, R5, TymeBank
GFC	9	onyx, R5, VANCE
ttvcapital	8	monit, K O H O, Sagewell
Si Speedinvest	8	Airbank, Credrails, Fiat Republic

# NOTABLE M&A DEALS IN Q1 2023 - CORE BANKING & LENDING

 <p>March 9, 2023</p>   <p>EV: \$4.7bn      EV/Rev: n.a.</p>	 <p>February 21, 2023</p>  <p>Inspiring Innovations</p>  <p>EV: n.a.      EV/Rev: n.a.</p>	 <p>February 14, 2023</p>   <p>EV: \$2.9m      EV/Rev: n.a.</p>	 <p>January 26, 2023</p>   <p>EV: n.a.      EV/Rev: n.a.</p>	 <p>January 5, 2023</p>   <p>EV: n.a.      EV/Rev: n.a.</p>
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## Aurora completes acquisition of Better

- Developer of homeownership and mortgage platform intended to eliminate fees and simplify the house mortgage process
- The new arrangement will replace the prior agreement wherein \$950 million of the \$1.78 billion in committed financing from Aurora and SoftBank would have been used to purchase existing shares

## Panamax acquires Acute Investements

- Provider of information technology consulting services
- The acquisition enables Panamax to aim at empowering its digital finance solutions and offering digital core banking solutions globally

## Celcoin completes acquisition of Finansystech

- Operator of the open-source technology platform. Finansystech offers various services such as Consent Management, and Identity Security
- The transaction provides an earn-out amount to Finansystech's founders that takes into account the revenue multiples of the next two years, which will be paid in cash and shares

## Nav completes the acquisition of Nuula


















- Developer of a financing platform intended to provide timely and flexible financing for small businesses
- The deal adds a number of mobile app features to Nav's solutions for checking the financial pulse of small businesses

## Ambit Finvest acquires SME Corner

- Developer of a digital lending software designed to provide services to small and medium enterprises
- The acquisition will be used to strengthen the company's online lending and co-lending infrastructure for small and medium enterprises

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# NOTABLE PRIVATE PLACEMENTS IN Q1 2023 – CORE BANKING & LENDING

 March 13, 2023   Deal Size: \$140m	 March 6, 2023   Deal Size: \$564m	 February 22, 2023   Deal Size: \$116m	 February 9, 2023    Deal Size: \$38m	 February 1, 2023    Deal Size: \$370m
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## Nymbus completes funding by Reseda Group

- Developer of a core banking software designed to transform the way traditional banks and credit unions support and interact with their customers
- Funding will be used to support and grow Nymbus

## Abound completes funding from GRS ventures

- Provider of consumer lending services intended to offer low-cost personal credit
- The funds will be used to fund loans to bring more customers to the company's platform and to invest in their technology, which combines open banking data and machine learning algorithms

## Carmoola completes later stage funding from InMotion

- Developer of an online financial lending platform designed to reinvent how people pay for cars
- The funds will be used to scale the business up and increase its staff headcount to 20

## Lunar completes later stage funding from Tencent, IDC Ventures

- Developer of a digital banking application designed to facilitate online money transfers and payments
- The funds will be used to grow the business

## MNT Investment completes later stage funding from Chimera

- Provider of financial services intended to digitally bank the unbanked and substitute cash with electronic means
- The funds will be used to support the execution of the company's strategy growth

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS

## - CORE BANKING & LENDING (1/3)

### ALTERNATIVE ONLINE LENDERS

Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA		
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e
<b>affirm</b>		11.3	3,313.3	6,781.8	NM	67%	NM	NM	NM	12.5 x	8.3 x	4.4 x	NM	NM	NM
<b>Upstart</b>		15.9	1,293.2	1,958.0	NM	NM	19.1%	NM	NM	2.4 x	2.2 x	3.5 x	12.8 x	NM	NM
<b>PAGAYA</b>		1.0	694.7	808.1	NM	35%	NM	NM	2.3%	1.8 x	1.2 x	1.0 x	NM	NM	44.3 x
<b>PROPEL HOLDINGS</b>		5.1	175.1	319.0	12x	58%	12.6%	13.5%	21.9%	2.5 x	1.4 x	1.0 x	19.6 x	10.4 x	4.5 x
<b>Lending Club</b>		4.2	1,189.3	201.4	4x	51%	91.9%	90.4%	22.3%	0.3 x	0.2 x	0.1 x	0.3 x	0.2 x	0.5 x
<b>Sunlight Financial</b>		0.3	25.6	143.3	NM	NM	11.2%	NM	6.7%	1.2 x	1.4 x	1.3 x	11.1 x	NM	19.6 x
<b>KATAPULT</b>		0.4	44.0	85.1	NM	NM	53.9%	53.0%	NM	0.3 x	0.4 x	0.4 x	0.5 x	0.8 x	NM
<b>Funding Circle</b>		0.7	234.5	11.0	NM	NM	39.8%	NM	NM	0.0 x	0.1 x	0.1 x	0.1 x	NM	NM
<b>enova</b>		44.4	1,401.8	0.0	7x	30%	NM	NM	NM	NM	NM	NM	NM	NM	NM
<b>CURO</b>		1.7	70.6	0.0	NM	6%	NM	NM	NM	NM	NM	NM	NM	NM	NM
<b>OppFi</b>		2.1	31.2	0.0	41x	20%	NM	NM	NM	NM	NM	NM	NM	NM	NM
<b>LendingClub</b>		7.2	768.4	-136.5	3x	196%	116.0%	298.8%	NM	NM	NM	NM	NM	NM	NM
<b>MEAN</b>					<b>13.4x</b>	<b>52.8%</b>	<b>49.2%</b>	<b>113.9%</b>	<b>13.3%</b>	<b>2.6 x</b>	<b>1.9 x</b>	<b>1.5 x</b>	<b>7.4 x</b>	<b>3.8 x</b>	<b>17.2 x</b>
<b>MEDIAN</b>					<b>7.0x</b>	<b>54.7%</b>	<b>39.8%</b>	<b>71.7%</b>	<b>14.3%</b>	<b>1.5 x</b>	<b>1.3 x</b>	<b>1.0 x</b>	<b>5.8 x</b>	<b>0.8 x</b>	<b>12.0 x</b>



























Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS

## - CORE BANKING & LENDING (2/3)

### CORE BANKING & LENDING SOLUTIONS











Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA				
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e		
		113.0	70,997.1	93,125.1	29x	5%	33.9%	38.7%	43.7%	5.7 x	5.3 x	5.2 x	16.9 x	13.6 x	12.0 x		
		54.3	32,159.9	50,710.9	NM	2%	29.1%	28.3%	41.9%	3.7 x	3.5 x	3.5 x	12.6 x	12.3 x	8.4 x		
		150.7	11,001.2	11,298.5	31x	8%	27.0%	28.2%	32.0%	6.4 x	5.8 x	5.5 x	23.8 x	20.6 x	17.2 x		
		69.3	4,983.2	5,708.5	43x	1%	27.8%	20.0%	38.7%	5.9 x	6.0 x	5.8 x	21.2 x	30.1 x	14.9 x		
		27.0	2,916.8	3,949.7	22x	3%	20.5%	18.5%	26.6%	2.9 x	2.8 x	2.7 x	14.0 x	15.0 x	10.2 x		
		24.8	2,772.1	2,790.2	NM	41%	NM	NM	NM	13.7 x	10.2 x	6.8 x	NM	NM	NM		
		17.3	1,395.7	1,769.3	NM	7%	28.5%	24.7%	36.5%	6.6 x	6.1 x	5.7 x	23.2 x	24.8 x	15.8 x		
		24.6	1,421.5	1,719.3	NM	13%	NM	NM	10.0%	3.4 x	3.0 x	2.7 x	NM	NM	27.2 x		
		12.7	1,175.5	1,083.2	NM	30%	NM	NM	NM	7.1 x	5.3 x	4.2 x	NM	NM	NM		
		7.0	870.8	818.4	13x	NM	70.2%	55.1%	48.2%	3.8 x	4.6 x	5.7 x	5.4 x	8.3 x	11.9 x		
		9.6	428.5	491.6	64x	17%	26.6%	36.0%	30.2%	4.1 x	3.4 x	3.0 x	15.4 x	9.4 x	9.9 x		
		1.7	495.7	484.1	17x	5%	30.2%	32.3%	31.8%	4.3 x	4.3 x	3.9 x	14.2 x	13.3 x	12.3 x		
		1.0	241.9	160.5	NM	NM	NM	NM	NM	0.7 x	0.7 x	1.0 x	NM	NM	NM		
<b>MEAN</b>							<b>31.3x</b>	<b>11.7%</b>	<b>32.7%</b>	<b>31.3%</b>	<b>34.0%</b>	<b>5.3 x</b>	<b>4.7 x</b>	<b>4.3 x</b>	<b>16.3 x</b>	<b>16.4 x</b>	<b>14.0 x</b>
<b>MEDIAN</b>							<b>29.0x</b>	<b>7.3%</b>	<b>28.5%</b>	<b>28.3%</b>	<b>34.2%</b>	<b>4.3 x</b>	<b>4.6 x</b>	<b>4.2 x</b>	<b>15.4 x</b>	<b>13.6 x</b>	<b>12.1 x</b>









Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - CORE BANKING & LENDING (3/3)

## NEOBANKING & PRICE COMPARISON

Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	
Neobanking	 NU		4.8	22,347.2	NM	NM	220%
	 SoFi		6.1	5,672.7	NM	NM	99%
	 Nordnet		16.5	4,116.0	NM	27x	6%
	 inter&CO		1.7	683.1	NM	NM	102%
	 MoneyLion		0.6	147.6	446.6	NM	54%
<b>MEAN</b>					<b>27.0x</b>	<b>96.1%</b>	
<b>MEDIAN</b>					<b>27.0x</b>	<b>98.5%</b>	

Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA			
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e	
Price Comparison	 MONEYSUPERMARKET		3.1	1,652.7	1,694.0	20x	9%	25.6%	25.5%	30.3%	4.0 x	3.6 x	3.3 x	15.4 x	14.2 x	11.0 x
	 nerdwallet		16.2	1,227.1	1,153.9	NM	33%	NM	1.1%	12.4%	3.0 x	2.1 x	1.7 x	NM	NM	13.9 x
	 lendingtree		26.7	341.6	955.5	NM	NM	4.3%	0.3%	9.3%	0.9 x	1.0 x	1.0 x	20.1 x	NM	10.8 x
	 QuinStreet		15.9	853.9	781.4	NM	3%	4.8%	1.4%	4.4%	1.4 x	1.3 x	1.3 x	28.4 x	93.9 x	28.9 x
<b>MEAN</b>					<b>20.0x</b>	<b>20.8%</b>	<b>25.6%</b>	<b>13.3%</b>	<b>21.4%</b>	<b>3.5 x</b>	<b>2.9 x</b>	<b>2.5 x</b>	<b>15.4 x</b>	<b>14.2 x</b>	<b>12.4 x</b>	
<b>MEDIAN</b>					<b>20.0x</b>	<b>20.8%</b>	<b>25.6%</b>	<b>13.3%</b>	<b>21.4%</b>	<b>3.5 x</b>	<b>2.9 x</b>	<b>2.5 x</b>	<b>15.4 x</b>	<b>14.2 x</b>	<b>12.4 x</b>	

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# AGENDA

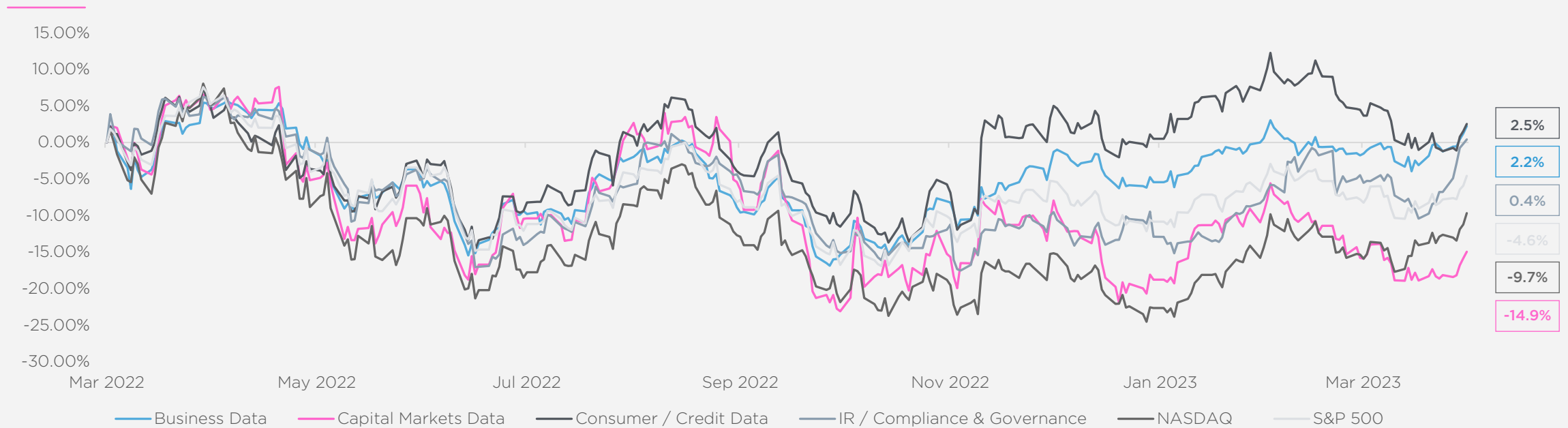
- 4 ▶ OVERALL FINTECH MARKET UPDATE
- 20 ▶ PAYMENTS
- 30 ▶ INSURTECH
- 38 ▶ WEALTHTECH
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- 56 ▶ **FINANCIAL DATA**
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# CAPITAL MARKET ENVIRONMENT – FINANCIAL DATA

## LTM SHARE PRICE PERFORMANCE



**BUSINESS DATA**

**CAPITAL MARKETS DATA**

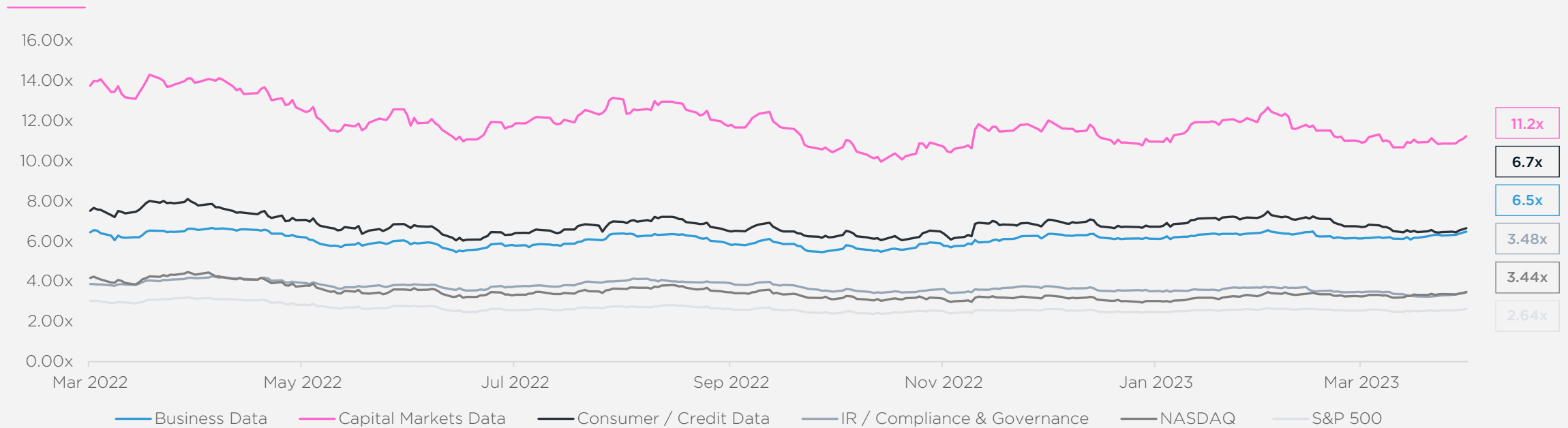
**CONSUMER & CREDIT DATA**

**IR & COMPLIANCE**

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# CAPITAL MARKET ENVIRONMENT – FINANCIAL DATA

## LTM EV/REVENUE DEVELOPMENT



**BUSINESS DATA**


**CAPITAL MARKETS DATA**


**CONSUMER & CREDIT DATA**

**IR & COMPLIANCE**

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# NOTABLE M&A DEALS IN Q1 2023 – FINANCIAL DATA

 March 1, 2023

EV: n.a.      EV/Rev: n.a.

## Informative Research acquires Formfree

- Provider of a digital verification of asset, income and employment service enabling the driving insight into a consumer's financial profile
- With this acquisition, the combined IR platform and AccountChek platform create a single solution to digitally verify consumer financial data, including credit, income, employment, and assets


 February 16, 2023



 

EV: n.a.      EV/Rev: n.a.

## TMX Group acquires Logicly

- Developer of investment analytics and portfolio tools designed to streamline investment research and portfolio construction
- This acquisition will further expand TMX's information businesses as it provides advanced insights and analytics tools for wealth management professional

 February 16, 2023

EV: n.a.      EV/Rev: n.a.

## Quodd acquires Xignite

- Developer of market data API platform designed for brokers, wealth managers, and tech firms
- With this acquisition, the combined IR and AccountChek platform creates a single solution to digitally verify consumer financial data, including credit, income, employment, and assets

 February 9, 2023

EV: n.a.      EV/Rev: n.a.

## ebay acquires 3PM Solutions

- Developer of brand protection and compliance software intended to provide advanced artificial intelligence for marketplace compliance that protects buyer and seller
- The acquisition enhances eBay's own world class monitoring solutions and its ability to address suspicious or harmful seller behavior

 January 11, 2023


EV: n.a.      EV/Rev: n.a.


## CUBE acquires TheHub

- Developer of AI-powered web data capture and monitoring software intended to serve legal, financial and pharmaceutical firms and regtech providers around the world
- This acquisition advances CUBE's Governance product capabilities and market reach to provide the most innovative solutions to regulated firms around the world

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# NOTABLE PRIVATE PLACEMENTS IN Q1 2023 – FINANCIAL DATA

 March 10, 2023

 **JPMORGAN CHASE & CO.**

Deal Size: \$95m

## Socure completes debt funding from J.P. Morgan Chase

- Provider of digital identity verification platform intended to verify identities and completely eliminate identity fraud for every customer transaction on the internet
- The funds will further strengthen the companies balance sheet and to distance the company from competitors as it continues its growth

 March 7, 2023

 **Goldman Sachs**

Deal Size: \$21m

## Droit completes funding from Goldman Sachs

- Developer of a financial platform designed for global regulatory compliance and real-time controls and to advance global regulatory compliance and real-time controls
- The funds will be used to expand into wealth management through the development of new products specific to the sector, including cross-border and product eligibility and also in expansion of both new and existing products

 March 1, 2023

 **citi VENTURES**

Deal Size: \$21m

## Quantifind completes funding led by Citi Ventures

- Developer of a financial crime intelligence automation platform designed to discover risk by combining internal financial institution data with public domain data
- The funds will be used to expand the company's presence in international markets, growing global brand recognition, and enhance its solutions for financial crimes investigation, continuous customer monitoring, alerts triage, and supply chain risk screening


 February 16, 2023


 **GENERAL CATALYST**

Deal Size: \$15m

## Puzzle completes a series A led by General Catalyst

- Developer of financial accounting software intended to enhance speed, trust, and confidence in making financial decisions
- The funds will be used to hire talent enabling to company to improve and expand its product offering

 January 25, 2023

**inscribe** 

Deal Size: \$23m

## Inscribe completes funding led by Crosslink Capital

- Developer of a fraud document detection platform designed to automate the process of identifying fraudulent documents
- The fund will be used to help companies build digital trust by pioneering Risk Intelligence

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - FINANCIAL DATA (1/2)

## CAPITAL MARKETS DATA & BUSINESS DATA

	Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA		
								2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e
Capital Markets Data	S&P Global		344.8	110,598.8	124,305.8	34x	119%	56.8%	44.5%	0.1%	15.0 x	11.1 x	3.1 x	26.4 x	25.0 x	NM
	MOODY'S		306.0	56,084.0	62,497.0	41x	NM	49.8%	42.7%	NM	10.1 x	11.4 x	33.7 x	20.2 x	26.8 x	1.4 x
	MSCI		559.7	44,810.5	48,483.7	52x	207%	57.4%	57.9%	NM	23.7 x	21.6 x	2.5 x	41.3 x	37.3 x	NM
	FACTSET		415.1	15,878.0	17,361.5	36x	NM	33.8%	34.0%	NM	10.9 x	9.4 x	2.5 x	32.2 x	27.7 x	29.2 x
	MORNINGSTAR		203.0	8,624.7	9,533.7	124x	NM	22.1%	16.4%	NM	5.6 x	5.1 x	NM	25.4 x	31.0 x	NM
	Value Line		48.3	456.2	401.9	26x	333%	21.7%	29.8%	NM	9.9 x	9.9 x	0.5 x	45.9 x	33.3 x	0.0 x
	MarketWise		1.9	53.7	-374.7	3x	NM	NM	17.5%	NM	NM	NM	NM	0.4 x	NM	NM
	<b>MEAN</b>					<b>45.1x</b>	<b>219.5%</b>	<b>40.3%</b>	<b>34.7%</b>	<b>0.1%</b>	<b>12.5 x</b>	<b>11.4 x</b>	<b>8.5 x</b>	<b>27.4 x</b>	<b>30.2 x</b>	<b>10.2 x</b>
	<b>MEDIAN</b>					<b>36.0x</b>	<b>206.6%</b>	<b>41.8%</b>	<b>34.0%</b>	<b>0.1%</b>	<b>10.5 x</b>	<b>10.5 x</b>	<b>2.5 x</b>	<b>26.4 x</b>	<b>29.4 x</b>	<b>1.4 x</b>
Business Data	RELX		32.4	61,502.3	69,387.8	31x	8%	30.5%	31.0%	37.6%	7.1 x	6.7 x	6.1 x	23.2 x	21.7 x	16.2 x
	THOMSON REUTERS		130.0	61,611.6	65,445.8	45x	5%	26.0%	29.2%	38.9%	10.3 x	9.9 x	9.4 x	39.7 x	33.8 x	24.3 x
	Wolters Kluwer		126.4	31,167.4	33,634.8	29x	6%	29.8%	30.1%	32.6%	6.2 x	5.8 x	5.5 x	20.8 x	19.1 x	16.9 x
	Gartner		325.8	25,755.6	28,209.6	33x	12%	24.3%	24.0%	22.3%	6.0 x	5.2 x	4.8 x	24.6 x	21.5 x	21.4 x
	informa		8.6	11,946.8	12,649.2	74x	18%	22.4%	22.6%	34.2%	5.2 x	4.6 x	3.7 x	23.2 x	20.6 x	10.9 x
	dun & bradstreet		11.7	5,113.4	8,494.9	NM	3%	33.6%	30.4%	39.5%	3.9 x	3.8 x	3.7 x	11.7 x	12.6 x	9.4 x
	FORRESTER		32.4	620.8	611.9	28x	3%	11.9%	11.1%	12.9%	1.2 x	1.1 x	1.2 x	10.4 x	10.3 x	9.0 x
	<b>MEAN</b>					<b>40.0x</b>	<b>7.8%</b>	<b>25.5%</b>	<b>25.5%</b>	<b>31.1%</b>	<b>5.7 x</b>	<b>5.3 x</b>	<b>4.9 x</b>	<b>21.9 x</b>	<b>19.9 x</b>	<b>15.4 x</b>
	<b>MEDIAN</b>					<b>32.0x</b>	<b>6.1%</b>	<b>26.0%</b>	<b>29.2%</b>	<b>34.2%</b>	<b>6.0 x</b>	<b>5.2 x</b>	<b>4.8 x</b>	<b>23.2 x</b>	<b>20.6 x</b>	<b>16.2 x</b>

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - FINANCIAL DATA (2/2)

## IR/COMPLIANCE AND CONSUMER DATA

Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA					
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e			
IR / Compliance	Broadridge		146.6	17,250.3	21,331.4	33x	10%	20.3%	21.4%	22.8%	4.3 x	3.7 x	3.5 x	21.1 x	17.4 x	15.3 x		
	Computershare		14.5	8,740.4	10,372.6	28x	19%	20.6%	21.5%	38.9%	4.5 x	4.0 x	3.2 x	22.0 x	18.9 x	8.3 x		
	Intapp		44.8	2,858.6	2,823.6	NM	26%	NM	NM	3.3%	13.2 x	10.4 x	8.2 x	NM	NM	NM		
	DFIN		40.9	1,180.9	1,367.3	13x	NM	24.5%	19.4%	24.1%	1.4 x	1.6 x	1.7 x	5.6 x	8.4 x	7.1 x		
	LINK Group		1.4	724.2	981.1	NM	NM	10.9%	11.1%	22.9%	1.1 x	1.2 x	1.2 x	10.4 x	10.9 x	5.3 x		
	EQS GROUP		24.2	242.6	273.2	NM	16%	NM	NM	14.0%	4.6 x	4.0 x	3.4 x	NM	NM	24.5 x		
	Q4		3.0	121.0	93.1	NM	6%	NM	NM	NM	1.7 x	1.7 x	1.5 x	NM	NM	NM		
<b>MEAN</b>								<b>25.7x</b>	<b>14.6%</b>	<b>19.1%</b>	<b>18.3%</b>	<b>21.0%</b>	<b>4.4 x</b>	<b>3.8 x</b>	<b>3.3 x</b>	<b>14.8 x</b>	<b>13.9 x</b>	<b>12.1 x</b>
<b>MEDIAN</b>								<b>28.0x</b>	<b>14.6%</b>	<b>20.5%</b>	<b>20.4%</b>	<b>22.9%</b>	<b>4.3 x</b>	<b>3.7 x</b>	<b>3.2 x</b>	<b>15.7 x</b>	<b>14.2 x</b>	<b>8.3 x</b>
Consumer Data	Experian		32.9	29,977.4	34,248.5	28x	11%	29.3%	29.0%	34.9%	6.4 x	5.4 x	5.2 x	21.8 x	18.8 x	14.8 x		
	EQUIFAX		202.8	24,995.4	30,619.4	36x	4%	33.1%	32.4%	33.4%	6.2 x	6.0 x	5.7 x	18.8 x	18.5 x	17.2 x		
	CoStar Group		68.9	28,006.3	24,139.6	74x	13%	29.4%	27.0%	20.9%	12.4 x	11.1 x	9.8 x	42.2 x	41.0 x	46.8 x		
	FICO		702.7	17,676.0	19,507.6	47x	6%	33.3%	40.8%	51.8%	14.8 x	14.2 x	13.2 x	44.6 x	34.7 x	25.5 x		
	TransUnion		62.1	12,003.3	17,320.7	47x	14%	34.9%	31.8%	36.3%	5.9 x	4.7 x	4.5 x	16.7 x	14.7 x	12.4 x		
	BLACK KNIGHT		57.6	8,918.6	11,635.4	20x	2%	35.0%	32.1%	46.7%	7.9 x	7.5 x	7.6 x	22.5 x	23.4 x	16.2 x		
	Altus Group		42.4	1,907.1	2,145.7	NM	8%	13.6%	12.9%	17.9%	4.3 x	3.9 x	3.7 x	31.9 x	30.6 x	20.7 x		
<b>MEAN</b>								<b>41.0x</b>	<b>8.3%</b>	<b>29.8%</b>	<b>29.4%</b>	<b>34.6%</b>	<b>8.3 x</b>	<b>7.5 x</b>	<b>7.1 x</b>	<b>28.4 x</b>	<b>26.0 x</b>	<b>21.9 x</b>
<b>MEDIAN</b>								<b>41.5x</b>	<b>7.5%</b>	<b>33.1%</b>	<b>31.8%</b>	<b>34.9%</b>	<b>6.4 x</b>	<b>6.0 x</b>	<b>5.7 x</b>	<b>22.5 x</b>	<b>23.4 x</b>	<b>17.2 x</b>

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

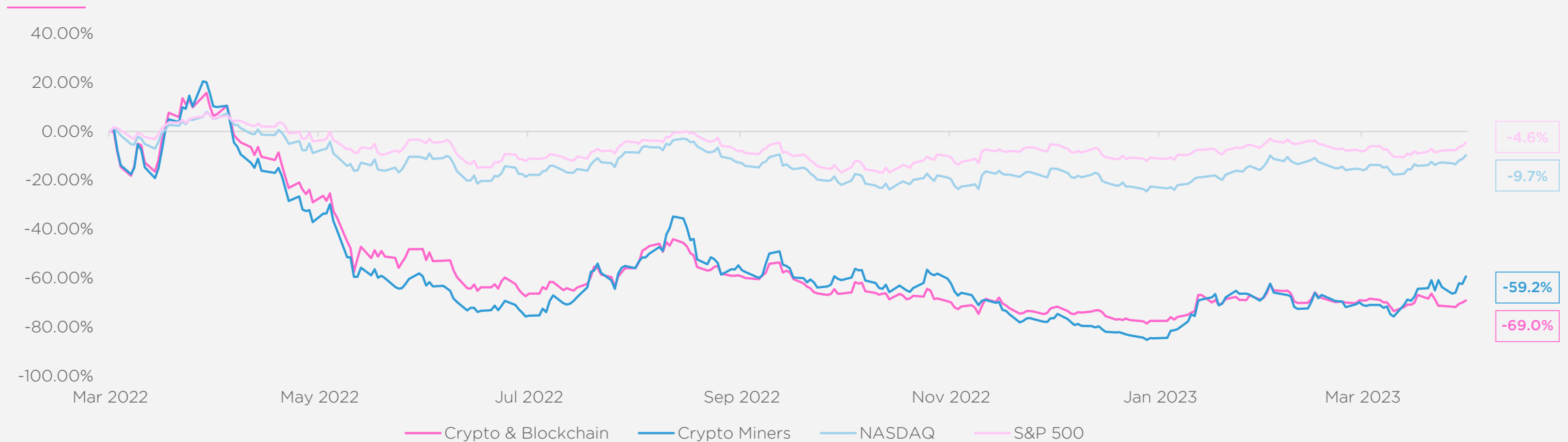
# AGENDA

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- 63 ▶ **BLOCKCHAIN & CRYPTO**
- 70 ▶ ABOUT DRAKE STAR

# CAPITAL MARKET ENVIRONMENT – BLOCKCHAIN & CRYPTO

## LTM SHARE PRICE PERFORMANCE



**BLOCKCHAIN & CRYPTO**

Bakkt™, BLOCK, coinbase, Silvergate

**CRYPTO MINER**

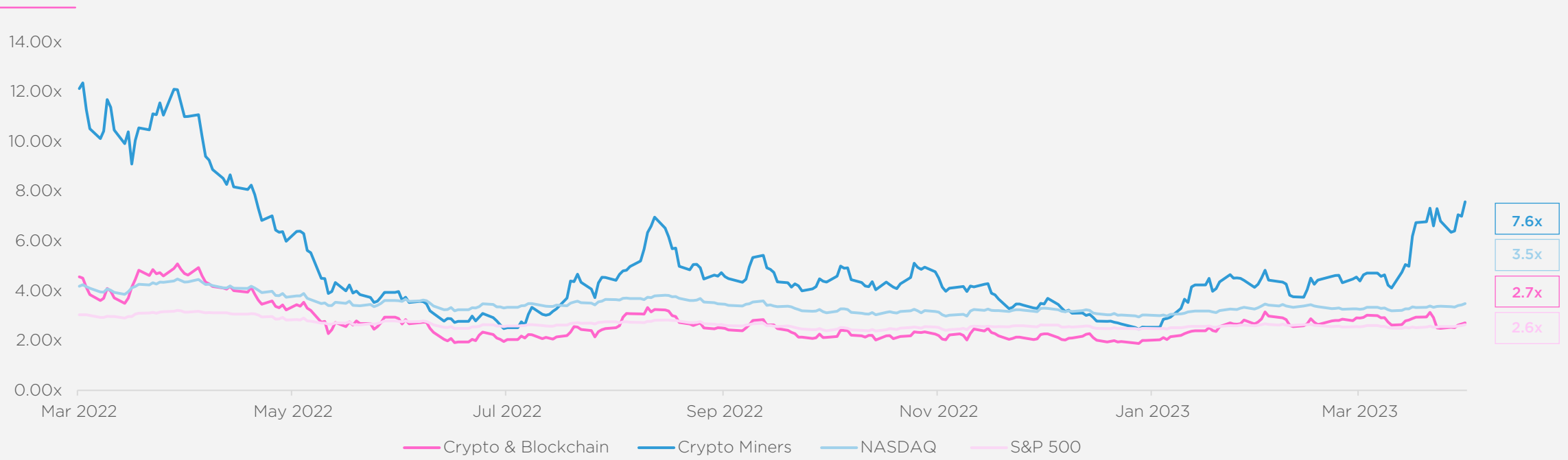
CORE SCIENTIFIC®, MARATHON DIGITAL HOLDINGS, RIOT, HIVE

Sources: Pitchbook, Mergermarket, Capital IQ, DS research



# CAPITAL MARKET ENVIRONMENT – BLOCKCHAIN & CRYPTO

## LTM EV/REVENUE DEVELOPMENT



**BLOCKCHAIN & CRYPTO**

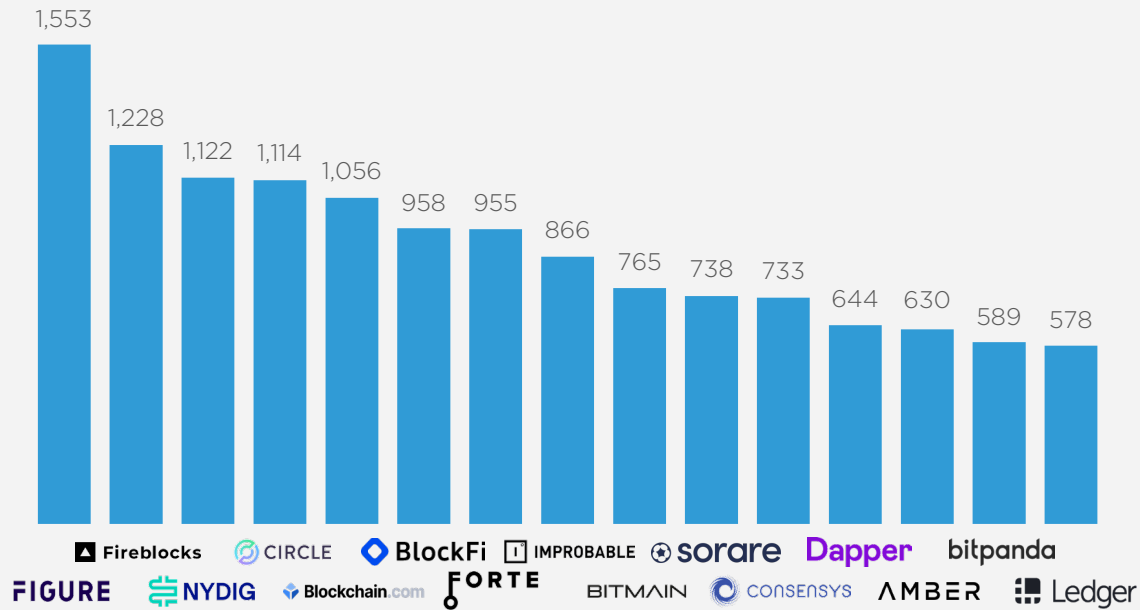
**CRYPTO MINER**

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# VENTURE BACKED PRIVATE COMPANIES & INVESTORS - BLOCKCHAIN & CRYPTO

## LIST OF BEST PRIVATE COMPANIES AND MOST ACTIVE VC INVESTORS

Top 15 Best Funded Private Blockchain & Crypto Companies (in \$m)<sup>1)</sup>





The top 15 funded private companies have raised ~\$13.5bn during their lifespan

1) Numbers display total funding as of Q1 2023  
2) By number of Investments since Jan-2022  
Sources: Pitchbook, Mergermarket, Capital IQ, DS research

Top 15 Most Active Financial Investors in Crypto in since 2022<sup>2)</sup>

Investor	Number of Investments	Selected Investments
coinbase Ventures	85	AMBER, CoinDCX, CoinTracker
SHIMA CAPITAL	49	JAMBO, COMMUNITY GAMING, XLD FINANCE
animoca BRANDS	44	MoonPay, ImmutableX, BA, YC
RR <sup>2</sup>	36	ethernity, CROSS THE AGES, Hubble
MASTER VENTURES	36	ANIMAL CONCERTS, ethernity, SOLCHICKS
AV STAR CAPITAL	36	5ire, SOLCHICKS, SIFUS, NET HEROES
AU21 CAPITAL	36	helium, SIFUS, NET HEROES, Nested
BIG BRAIN HOLDINGS	33	chia, MystenLabs, The Graph
CSPDAO	31	5ire, CERTIK, Shardeum
BINANCE LABS	31	APTOS, AXIE, MystenLabs
#HASHED	28	APTOS, BA, YC, NEAR
CMS	28	Bastion, Hubble, Slope Finance
MORNINGSTAR VENTURES	23	FUTURE STAR, INJECTIVE PROTOCOL, unstoppable domains
NGC ventures	22	EVERYREALM, METAFORSAL, SUBSPACE NETWORK
SIGNUM CAPITAL	22	FTX, Gnosis Safe, Qredo

# NOTABLE M&A DEALS IN Q1 2023 - BLOCKCHAIN & CRYPTO

 March 07, 2023  
   
 EV: \$320m    EV/Rev: n.a.

## Lovarra, a subsidiary of GoLogiq acquires GammaRay

- Developer and provider of a global fintech platform created to provide consumers and businesses with the opportunity to leverage existing and new to market innovative financial solutions
- This transaction will enable GoLogiq to become a comprehensive fintech platform for underserved businesses and consumers that is generating strong revenue growth and cash flow

 February 28, 2023  
   
 EV: \$2.0bn    EV/Rev: n.a.




## NovaWulf Digital Management acquires Celsius

- Developer of an online financial platform designed to facilitate secure digital trading of assets
- The transaction enables Celsius to exit bankruptcy and gives NovaWulf access to mining business, existing loan portfolio and illiquid assets

 February 23, 2023  
   
 EV: \$41m    EV/Rev: n.a.

## Galaxy Digital acquires GK8

- Developer of custodian technology designed to manage and safeguard digital assets
- The transaction will accelerate Galaxy Digital Holdings's product innovation and development by adding a team of nearly 40 people, including cryptographers and blockchain engineers

 February 13, 2023  
   
 EV: n.a.    EV/Rev: n.a.

## Sushiswap (subsidiary of Yearn.Finance) acquires SmartLink

- Developer of a cryptocurrency-based payments system designed to develop a non-custodial escrow solution
- The transaction will accelerate and strengthen SushiSwap's development while maintain its competitive strength



 January 02, 2023  
   
 EV: n.a.    EV/Rev: n.a.

## Binance acquires Streami

- Provider of blockchain remittance middleware services intended to build a better financial network
- The acquisition follows Binsance strategy to re-enter the South Korean Market, enabling customer to withdraw funds



Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# NOTABLE PRIVATE PLACEMENTS IN Q1 2023 – BLOCKCHAIN & CRYPTO

 March 30, 2023  
 **10T**  
 Deal Size: \$493m

## Ledger completes a Series C led by 10T Holdings

- Developer of cryptocurrency security technology designed to facilitate authorization of digital asset transactions
- The funds will be used to invest in the company's proprietary Operating System, which runs across all of its products and services so that it can support the seamless integration of new third-party services

 March 03, 2023  
   
 Deal Size: \$68m

## EigenLayer completes a Series A funding from Figment Capital

- Developer of a stake validation marketplace designed to leverage crypto-economic security
- The funding was originally raised in the form of SAFE notes and subsequently converted to equity

 February 07, 2023  
   
 Deal Size: \$61m



## Salt Lending completes a Series A funding round from Vc.Ventures

- Developer of crypto-backed financial application designed to offer lending services using blockchain tools
- The funds will be used to recapitalize the company's balance sheet and for capital reserves

 January 24, 2023  
   
 Deal Size: \$128m

## Blockstream completes funding round led by Kingsway Capital

- Developer of a blockchain technology designed to streamline the financial infrastructure
- The funds will be used to expand the mining capacity for institutional hosting customers

 January 24, 2023  
 **10T**  
 Deal Size: \$56m

## QuickNode completes a Series B funding led by 10T Holdings

- Developer of blockchain development platform designed to help blockchain ecosystems scale by providing accessible core infrastructure
- The funds will be used to accelerate the company's global expansion and further empower the builders laying the groundwork for a decentralized, globally connected future

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# PUBLIC COMPANY TRADING ANALYSIS - BLOCKCHAIN & CRYPTO

## BLOCKCHAIN & CRYPTO AND CRYPTO MINER

Company	HQ	Share Price (\$)	Market Cap (\$m)	Enterprise Value (\$m)	P/E	Revenue CAGR 21a-23e	EBITDA Margin (%)			EV / Revenue			EV / EBITDA			
							2021a	2022a	2023e	2021a	2022a	2023e	2021a	2022a	2023e	
Blockchain	BLOCK		68.7	41,377.8	42,129.8	NM	6.5%	2.1%	NM	6.7%	2.4 x	2.4 x	2.1 x	NM	NM	31.5 x
	coinbase		67.6	15,640.7	14,856.9	NM	NM	60.6%	NM	3.2%	2.0 x	4.7 x	5.2 x	3.3 x	NM	NM
	CORE SCIENTIFIC		0.3	113.7	1,150.3	NM	51%	51.1%	25.9%	32.1%	3.5 x	1.7 x	1.5 x	6.9 x	6.7 x	4.8 x
	Bakkt		1.7	141.5	168.4	NM	33%	NM	NM	NM	4.3 x	3.1 x	2.4 x	NM	NM	NM
	Silvergate		1.6	51.3	NM	NM	42%	NM	NM	NM	NM	NM	NM	NM	NM	NM
<b>MEAN</b>					<b>N.A</b>	<b>33.2%</b>	<b>37.9%</b>	<b>25.9%</b>	<b>14.0%</b>	<b>3.0 x</b>	<b>3.0 x</b>	<b>2.8 x</b>	<b>5.1 x</b>	<b>6.7 x</b>	<b>18.1 x</b>	
<b>MEDIAN</b>					<b>N.A</b>	<b>37.7%</b>	<b>51.1%</b>	<b>25.9%</b>	<b>6.7%</b>	<b>2.9 x</b>	<b>2.7 x</b>	<b>2.3 x</b>	<b>5.1 x</b>	<b>6.7 x</b>	<b>18.1 x</b>	
Miner	MARATHON		8.7	1,458.4	2,138.2	NM	61%	1.4%	NM	16.3%	13.4 x	18.2 x	5.2 x	NM	NM	32.0 x
	RIOT		10.0	1,668.1	1,460.0	NM	30%	NM	NM	24.4%	6.8 x	5.6 x	4.1 x	NM	NM	16.6 x
	HIVE		3.3	276.6	299.4	NM	25%	92.4%	68.1%	34.7%	4.4 x	1.4 x	2.8 x	4.8 x	2.1 x	8.2 x
<b>MEAN</b>					<b>N.A</b>	<b>38.4%</b>	<b>46.9%</b>	<b>68.1%</b>	<b>25.2%</b>	<b>8.2 x</b>	<b>8.4 x</b>	<b>4.0 x</b>	<b>4.8 x</b>	<b>2.1 x</b>	<b>18.9 x</b>	
<b>MEDIAN</b>					<b>N.A</b>	<b>29.8%</b>	<b>46.9%</b>	<b>68.1%</b>	<b>24.4%</b>	<b>6.8 x</b>	<b>5.6 x</b>	<b>4.1 x</b>	<b>4.8 x</b>	<b>2.1 x</b>	<b>16.6 x</b>	

Note: as of 31.03.2023

Sources: Pitchbook, Mergermarket, Capital IQ, DS research

# AGENDA

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- 4 ▶ OVERALL FINTECH MARKET UPDATE
- 20 ▶ PAYMENTS
- 30 ▶ INSURTECH
- 38 ▶ WEALTHTECH
- 47 ▶ CORE BANKING & LENDING
- 56 ▶ FINANCIAL DATA
- 63 ▶ BLOCKCHAIN & CRYPTO
- 70 ▶ **ABOUT DRAKE STAR**

# OUTSTANDING FINTECH DEAL- MAKING RECORD (1/2)

DRAKE STAR IS ACTIVE ACROSS FINTECH VERTICALS

<p><b>4STOP</b></p> <p>SALE TO</p> <p><b>jumio.</b></p>	<p><b>Snapview</b></p> <p>MAJORITY SALE TO</p> <p><b>bsi</b></p> <p>BACKED BY</p> <p><b>capvis</b></p>	<p><b>fintecsystems</b></p> <p>COMBINATION WITH</p> <p><b>tink</b></p>	<p><b>FINANZ CHEF24</b></p> <p>PRIVATE PLACEMENT</p> <p><b>MARKEL</b></p>	<p><b>elinvar</b></p> <p>PRIVATE PLACEMENT</p> <p><b>TOSCAFUND</b></p> <p><b>ampega.</b></p>	<p><b>acierto.com</b></p> <p><b>BAUER</b></p> <p>MEDIA GROUP</p>	<p><b>ottonova</b></p> <p>PRIVATE PLACEMENT</p> <p><b>DebeKa HV</b></p> <p><b>SevenVentures</b></p> <p><b>b to v</b></p> <p><b>VORWERK</b></p>	<p><b>FINOVATE</b></p> <p>SALE TO</p> <p><b>informa</b></p>
<p><b>aixigo</b></p> <p>STRATEGIC ADVISORY</p> <p><b>fronttrail</b></p> <p>EQUITY PARTNERS</p>	<p><b>rplan</b></p> <p>SALE TO</p> <p><b>investcloud</b></p>	<p><b>simplesurance</b></p> <p>PRIVATE PLACEMENT</p> <p><b>Allianz</b></p> <p><b>Rakuten</b></p>	<p><b>GAMBIT</b></p> <p>MAJORITY SALE TO</p> <p><b>BNP PARIBAS</b></p>	<p><b>RTX</b></p> <p>ROUTETRADER EXCHANGE</p> <p>PRIVATE PLACEMENT</p> <p><b>BOOST&amp;Co</b></p>	<p><b>Euronet</b></p> <p>WORLDWIDE</p> <p>BUY SIDE ADVISORY</p>	<p><b>Lendify</b></p> <p>PRIVATE PLACEMENT</p>	<p><b>abacus group</b></p> <p>MINORITY GROWTH INVESTMENT</p> <p><b>WEST-VIEW CAPITAL PARTNERS</b></p>

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# OUTSTANDING FINTECH DEAL- MAKING RECORD (2/2)

DRAKE STAR IS ACTIVE ACROSS FINTECH VERTICALS

<p>The Events Business of</p>  <p>SALE TO</p> 	 <p>SALE TO</p> 	 <p>STRATEGIC ADVISORY</p>	 <p>SALE OF</p> 	 <p>Barzahlen Online bar bezahlen</p> <p>PRIVATE PLACEMENT</p>  <p>ALTERNATIVE STRATEGIC INVESTMENTS</p>	 <p>SALE OF MANAGEMENT SHARE TO</p> 	 <p>PRIVATE PLACEMENT</p> 	 <p>ALLOCATION OF PURCHASE PRICE</p> 
 <p>ENTERPRISE VALUATION</p>	 <p>ACQUISITION OF</p> 	 <p>PRIVATE PLACEMENT</p> 	 <p>MERGER WITH</p> 	 <p>PRIVATE PLACEMENT</p> 	 <p>PRIVATE PLACEMENT</p> 	 <p>PRIVATE PLACEMENT</p>  <p>123VENTURE</p>	 <p>RESTRUCTURING</p>

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# DELIVERING INDUSTRY THOUGHT LEADERSHIP

OUR VOICE AND INDUSTRY EXPERTISE MATTER

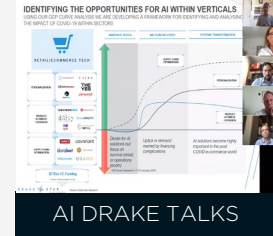
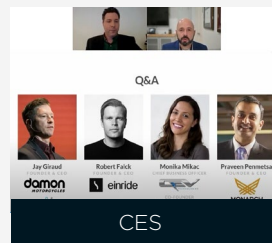
## IN DEPTH SECTOR REPORTS, NEWSLETTERS, AND MARKET UPDATES

OVER 50+ INDUSTRY REPORTS UNCOVERING EXCLUSIVE INSIGHTS



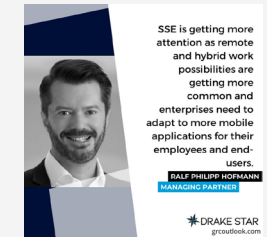
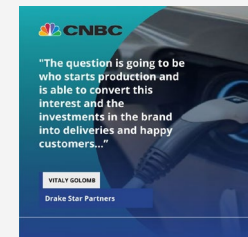
## DRAKE TALKS AND EVENTS WITH SECTOR LEADERS

PANEL DISCUSSIONS, SYMPOSIUMS, CONFERENCES



## INTERVIEWS WITH INDUSTRY LEADING MEDIA

AS FEATURED ON BLOOMBERG, FORBES, CNBC AND OTHER MAJOR PUBLICATIONS



# FINTALK BY JULIAN OSTERTAG

## DEEP INSIGHTS FROM INDUSTRY EXPERTS

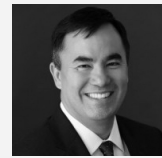
### SELECTED INTERVIEW PARTNERS - INSURTECH



**Rob Schimek**  
CEO & Founder



**Christian Macht**  
CEO



**Martin Young**  
CEO & Co-Founder



**Clare Knight**  
Co-Founder & CEO



**James Blackham**  
CEO



**Utena Treves**  
CEO



### SELECTED INTERVIEW PARTNERS - WEALTHTECH



**Christian Friedrich**  
CEO & Founder



**Gil Shapira**  
CIO



**ROLF-HENNING HACKEL**  
CEO & Founder



**Chris Bartz**  
CEO & Co-Founder



**Christian Schneider-Sickert**  
CEO & Founder



**Ralf Heim**  
Co-CEO & Founder



**Q&A WITH**

**ROB SCHIMEK**  
CEO & FOUNDER

**bolttech**

Interviewed in June 2022

With its innovative platform approach, bolttech has just reached unicorn status. What were the keys to achieving this sort of scale and building up the leading insurance exchange globally in such a short period of time?

We are very proud of having achieved a Series A funding round which was the largest ever for an InsurTech globally, leading US\$47 million, just a little more than a year following our launch. This milestone was really exciting for us because it validates our business proposition and our

bolttech acts as an enabler to the insurance ecosystem. What makes your solution so unique for your customers and how does it change the way they work?

Everything we do at bolttech is focused on providing customers with cost-effective, transparent, and a better insurance experience. In this way, we create the insurance industry, creating more opportunities by collaborating with partners to close the production gap. When we deal with a focus on meeting more customer needs, we believe

**Q&A WITH**

**CHRISTIAN FRIEDRICH**  
FOUNDER & CEO

**aixigo**

Interviewed June 8, 2020

What will be the mid to long term impact of Covid-19 on the WealthTech industry?

We are convinced that Covid-19 will have a catalytic effect on digitalization. This will not only increase the speed of digitalization but also change the direction of digitalization. Especially the joint sales in the wealth management industry is still characterized by many manual processes and personal contacts. Digital offers were always only something for later - for the generation of leads. So there was still some time to prepare for this in peace. However, Covid-19 has shown in all sectors and at all groups that there is no need for the generation of leads that digital offers and digital business relationships are surprising and unexpected even for the supposedly non-digital customers. We will therefore see an even stronger and faster trend towards hybrid processes at the customer interface.

Are you changing your strategy due to Covid-19?

In the end, Covid-19 plays right into our hands. Digitalization will find its way from back office and onboarding projects to the point of sale and value creation with existing customers. It is precisely this interface that we have been concentrating on for a long time with our range of services.

Many market participants expect that Covid-19 will strongly drive the digitalization process of the wealth management industry. What would this mean for your company?

With our platform, we have been focusing for years on the

digitalization of the point of sale in wealth management. Based on our platform, not only individual processes can be automated. Rather, we see a need for completely new digital product concepts and product experiences. High scalability and easy integration are the cornerstones of our platform. In this context, we believe that we are not only well prepared for the acceleration of digitalization, but also convinced that we are one of the winners of this development with real innovations.

Other than Covid-19, what are the major trends that are driving the growth of your company?

An important driver is the massive change in our customers' business environment. We see major cuts in established sources of income, such as transaction fees or commission income. We therefore assume that in the future banks will redouble their business models in the direction of service-based business models - assets under management will become assets under service. It is precisely these services and the possible service fees that offer great potential for digital innovation.

As some of Thrillstar's portfolio offers that 20 digital insurance products. This multi-channel offering is a wide variety of general insurance, personal accidents, we're able to help existing requirements, insurance marketplace platform case a 4.5% margin from launch, individual products.

drakestar.com 02

**DRAKE STAR**

13

# OUR FINTECH TEAM

GLOBAL EXPERTISE WITH LOCAL PRESENCE



**Michael Metzger**  
Partner  
(Los Angeles)



**Sam Levy**  
Partner  
(New York)



**Julian Ostertag**  
Managing Partner & Member Of  
The Global Executive Committee  
(Munich)



**Christophe Morvan**  
Managing Partner  
(Paris)

## EXTENDED FINTECH TEAM



**Thomas Huerlimann**  
Senior Advisor  
(Switzerland)



**Stefan Krause**  
Senior Advisor  
(Germany)



**Nicolas Huss**  
Senior Advisor  
(France)



**David Batchelor**  
Senior Advisor  
(USA)



**Mohit Pareek**  
Principal  
(Los Angeles)



**Cécilie Deveaux Lepuissant**  
Associate  
(Paris)



**Mathilde Deschamps**  
Associate  
(London)



**Pablo Lundershausen**  
Associate  
(Munich)



**Anton Donauer**  
Associate  
(Munich)



**Mathieu Gratzmüller**  
Analyst  
(Munich)

# GLOBAL AND DEDICATED FINTECH SENIOR ADVISORS

RELEVANT TRACK RECORD IN BANKING, FINTECH AND INSURTECH



**David Batchelor**  
Senior Advisor  
InsurTech



David was CEO in Asia Pacific, EMEA, President International and Vice Chairman at Marsh McLennan and is on the board of several renowned insurance and InsurTech companies.



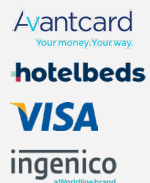
**Thomas Huerlimann**  
Senior Advisor  
FinTech



Thomas was CEO Global Corporate at Zurich. Thomas is in the advisory board of several renowned insurance and InsurTech companies.



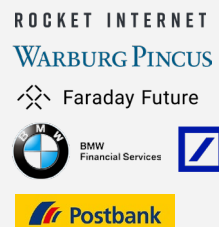
**Nicolas Huss**  
FinTech



Nicolas was CEO of Ingenico, Visa Europe and AvantCard, a portfolio company of Apollo. He is now CEO of HotelBeds and on the board of several FinTech companies.



**Stefan Krause**  
Banking & FinTech



Stefan was Chairman of Deutsche PostBank Group, member of the Board at Deutsche Bank and senior advisors at Warburg Pincus. Now, he is on the board of several tech companies.



# CASE STUDY - FINTECSYSTEMS

DRAKE STAR ADVISED FINTECSYSTEMS ON ITS COMBINATION WITH TINK.  
THE LARGEST B2B FINTECH EXIT IN GERMANY IN THE LAST 10 YEARS

## SITUATION & OBJECTIVES

- FinTecSystems is a leading German open banking platform specializing in account aggregation, data analytics and open banking payments
- With connectivity to more than 99% of banks in the DACH region, alongside leading value-added data services, FinTecSystems delivers account information in a way that enables companies to make better, data-driven and automated decisions
- With the initial aim of raising growth capital, there was substantial interest from strategic acquirers in an outright acquisition

## DRAKE STAR VALUE ADD

- Drake Star acted as exclusive financial advisor to the shareholders and the Company
- Together with management, Drake Star created and optimized comprehensive transaction documents and advised on efficiently setting up a virtual data room to facilitate the due diligence efforts in the most efficient way possible
- Drake Star Partners orchestrated and coordinated the whole due diligence process between the sell-side and the buy-side
- Drake Star Partners successfully negotiated a very high valuation uplift among the initial bids to a very attractive outcome
- Drake Star's FinTech expertise and network facilitated the successful search for the most suitable strategic partners on a global scale

## SUCCESS FACTORS

- Successfully achieved the best result for the Company and its shareholders
- By joining forces with Tink, there is a unique opportunity to further strengthen FinTecSystems' position as the open banking leader in the region, and better support clients to expand across Europe
  - The combination of Tink and FinTecSystems will offer both local and international customers in the region the most complete solution when partnering for open banking technology
  - The existing shareholders achieved a landmark exit at very attractive revenue multiple



# CASE STUDY - 4STOP

DRAKE STAR ADVISED 4STOP ON ITS MAJORITY SALE TO JUMIO, CREATING THE LEADER IN DIGITAL IDENTITY ORCHESTRATION

## SITUATION & OBJECTIVES

- 4Stop, a leading fraud prevention provider solves businesses' risk-based approach through a modern, all-in-one KYC, compliance, and anti-fraud solution
- The company's global data marketplace and orchestration hub connects to more than 650 data sources across 195 countries
- Founders and early-stage venture capital firm Ventech aimed to find the best partner and new shareholder to support the Company in its next stage of expansion

## DRAKE STAR VALUE ADD

- Drake Star acted as the exclusive financial advisor to the Company and its shareholders on this transaction
- Created highly efficient due diligence and SPA process to drive optimal outcome for shareholders
- Drake Star Partners orchestrated and coordinated the whole due diligence process between the sell-side and the buy-side
- Due to the team's long-time sector experience and strong global reach, Drake Star generated enormous support in creating and reviewing documents

## SUCCESS FACTORS

- Successfully achieved the best result for the Company and its shareholders
- Supported highly efficient process to drive optimal outcome for shareholders
  - Final transaction structure combined of cash and share deal for founders and Ventech
  - This acquisition follows the launch of Jumio's intuitive no-code orchestration layer for its KYX Platform and will accelerate Jumio's business and technology objectives to solidify itself as the leader in digital identity orchestration.
  - The acquisition allows Jumio to capture the future of KYC/KYB & AML with augmented data orchestration, globally
  - The existing shareholders achieved a landmark exit at very attractive revenue multiple



# CASE STUDY - ELINVAR

DRAKE STAR ADVISED ELINVAR ON ITS FUNDRAISING BY TOSCAFUND, GOLDMAN SACHS & OTHERS. 2ND LARGEST B2B WEALTHTECH FUNDRAISING IN H1 2021 IN GERMANY

## SITUATION & OBJECTIVES

- Elinvar exclusively focuses on B2B2C, enabling its partners to digitalize their business models. The Platform as a Service (PaaS) offers a multi-tenant solution with the vision to connect the entire wealth management ecosystem
- After an intense building phase, developing a broad range of service packages and digitalizing several business models, Elinvar was ready to start its expansion phase with the newly raised capital

## DRAKE STAR VALUE ADD

- Drake Star acted as exclusive financial advisor to the shareholders and the Company
- Established and communicated a well-developed organic growth story
- Drake Star managed the entire process with an international investor approach
- Drake Star Partners created comprehensive transaction documents, equity story and a sound financial model. Also, orchestrated and coordinated the whole due diligence process between the sell-side and the buy-side

## SUCCESS FACTORS

Successfully achieved the best result for the Company and its shareholders

- Highly competitive structured and flexible multi-stage auction process with leading international strategic and financial investors
- Found very suitable financial partner that already has strong expertise in the European financial services market
- Managed and coordinated a fully digital process with great results
- Funds will be used to enable Elinvar to rapidly expand the company's customer base and offering

elinvar  
PRIVATE PLACEMENT  
TOSCAFUND  
Goldman Sachs ampega finleap  
WEALTHTECH PLATFORM-AS-A-SERVICE



# OUR CLIENTS TRUST US

BECAUSE WE ARE 100% COMMITTED TO DELIVER SUCCESSFUL OUTCOMES



**Stefan Krautkraemer**  
Co-Founder & CEO

We benefitted strongly from Drake Star's excellent sector knowledge, global network, and strong execution skills, which enabled us to find the perfect partner for the future and at the same time achieve an outstanding result for our shareholders.



**Benjamin Papo**  
Co-CEO

With their great understanding of the global InsurTech environment and their outstanding international reach and network, Drake Star Partners was the perfect advisor for Finanzchef24 to find a strong and international partner.



**Erich Borsch**  
Co-Founder

Drake Star Partners has a highly unique international reach across the FinTech industry worldwide. The team was able to help us with their deep understanding of the market and close connections with key international investors to drive a competitive process and help us on our way to achieve important strategic milestones.



**Geoffrey De Schrevel**  
CEO

The Drake Star Partners team provided invaluable support on this project through their understanding of the technology subtleties, the management of the process, and the conduct of negotiations. They maintained close ties with the team and accompanied us with effectiveness...



**Ingo Ernst**  
CEO

It was a great pleasure to work with Julian Ostertag and the Drake Star team. Their commitment, sector expertise, and advice made us feel very comfortable in the transaction process. We want to thank the team for their support...



**Andy Creak**  
Director

Drake Star Partners' proven experience in the FinTech sector was essential in driving an efficient process and identifying InvestCloud as the right strategic partner.





# GLOBAL REACH COMBINED WITH LOCAL PRESENCE

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## BERLIN

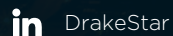
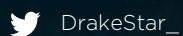
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\* Partner Offices

# QUARTERLY FINTECH MARKET UPDATE

Q1 2023

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Drake Star is an award-winning global tech investment bank that has completed over 450 transactions since 2003. Drake Star team of over 100 senior professionals across offices in New York, London, Paris, Munich, San Francisco, Los Angeles, Berlin, Miami, Dubai\*, and Singapore\* focuses on mergers & acquisitions and corporate finance services worldwide in Consumer & Retail Technology, Digital Media, FinTech, Mobility & Sustainability, Software/SaaS, Digital Services, and Industrial Tech sectors.

All securities in the USA, are transacted through Drake Star Securities LLC. In the USA, Drake Star Securities LLC is regulated by **FINRA** and is a member of **SIPC**. Drake Star UK Limited is an appointed representative of Kession Capital which is authorized and regulated by the **Financial Conduct Authority**.

The testimonials herein may not be representative of the experience of others nor is it a guarantee of future performance or success.