



PAYMENTS **EXPERTS.**
POWERFUL **DATA.**

TransactionWatch

*Newsletter For Payments Executives That Covers The Most Important
And Relevant Merchant Acquiring Deals And Activity*

January 2nd – January 12th

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Deal Activity Summary

January 2nd – January 12th

This Week's M&A Overview

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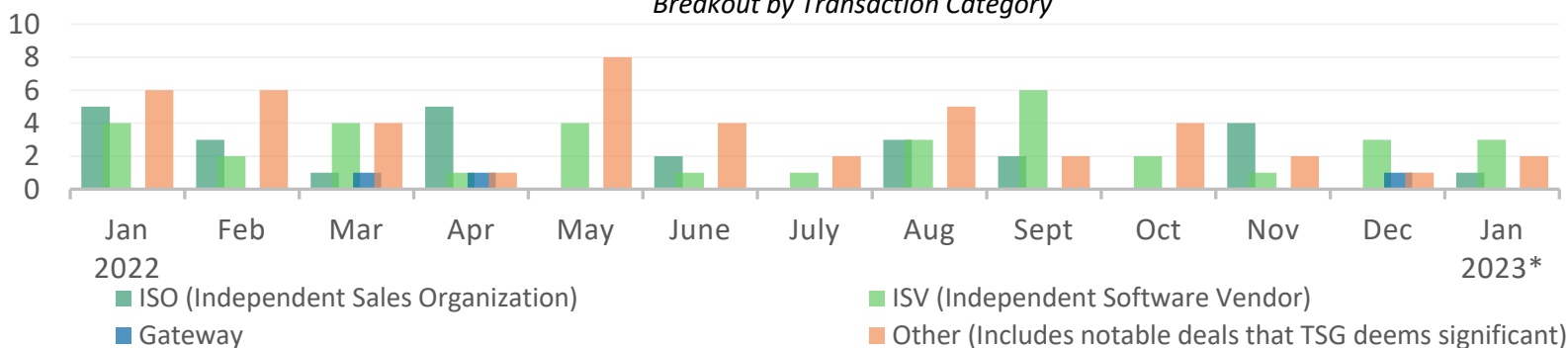
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M&A activity across the payments industry is off to a strong start as we begin the new year. To kick things off, Nuvei announced this week their agreement to acquire Paya in an all-cash transaction for a total consideration value of approximately \$1.3 billion. This purchase price represents a 25% premium to Paya's closing stock price on January 6th. With this acquisition, Nuvei will be able to enhance their ISV and B2B capabilities, accelerate their growth across the U.S., and expand into new and existing market verticals, particularly healthcare, B2B, and nonprofit. This transaction is expected to close by the end of the first quarter. Separately, American Express announced today (Jan. 12th) their agreement to acquire Nipendo, a B2B payments platform catered for global businesses. This deal follows Amex's acquisition of acompay in 2019 as well as their recently announced B2B solution, Amex Business Link. Following the closing of this transaction, Amex plans to integrate Nipendo's team and product solutions across their business offerings.

In other M&A news, i3 Verticals announced their acquisition of Accufund, an accounting solutions provider geared toward government entities and nonprofits. This acquisition largely supports i3 Vertical's ability to expand across their existing market presence within the public sector.

2022 – 2023 YTD M&A Activity

Breakout by Transaction Category



*As of publication.

Note: TSG's selected M&A activity monitors specific markets relating to the acquiring industry and the general payments market.



B2B Payment Network

Navigating Through The B2B Payment Network

The B2B Payment Network has evolved significantly. Are you up to speed on the market opportunities currently available? TSG has proven results of helping clients [navigate the emerging B2B space](#). Whether starting new or improving the program you already have, there are critical questions you must ask.

LOOKING TO START A NEW AP PROGRAM?

- Do you know there is a simple way to start this program at **no cost to you**?
- Do you know how much **additional revenue** you could potentially be generating?
- Are you aware that you could **be reducing manual processes and costs**?
- Are you looking for a way to **improve reconciliation processes** for yourself and your suppliers?

DO YOU ALREADY HAVE AN AP PROGRAM?

- How **old** is your AP program?
- Are you **optimizing your returns**? Do you know you could potentially be leaving money on the table?
- The competition among AP Automation companies is aggressive when bidding for new business, **do you know how your program compares** against the industry?
- Are you looking to **exceed supplier acceptance targets**?

Whether you're looking to start a new program or improve your current accounts payable system, The Strawhecker Group is fully equipped to guide you through this initiative. TSG can help you partner with the right issuer to derive the most benefit from your program and maximize your ROI.

For more information, please email Info@thestrwegroup.com



Historical M&A Tracker

Transaction History: August 2022 – December 2022

Transaction Categories:



ISO

*Independent
Sales Organization*



ISV

*Independent
Software Vendor*



Gateway



Other

*Includes notable deals that TSG
deems significant*

Transaction Category	Buyer	Seller	Purchase Amount (\$ million)	Date
ISV	American Express	Nipendo	-	1/12/2023
ISO	Nuvei	Paya	\$1,300	1/9/2023
ISV	i3 Verticals	Accufund	-	1/6/2023
Other	Duck Creek Technologies	Imburse Payments	-	1/5/2023
ISV	Ackroo	Simpliconnect	\$2	1/3/2023
Other	CardWorks	Dataline Systems	-	1/3/2023
ISV	Thoma Bravo	Coupa Software	\$8,000	12/12/2022
Other	TreviPay	Apruve	-	12/8/2022
ISV	NMI	Agreement Express (payments solutions)	-	12/6/2022
Gateway	Shift4	SecurionPay	\$125.9	12/5/2022
ISV	Cantaloupe	Three Square Market	\$41	12/5/2022



Historical M&A Tracker

Transaction History: August 2022 – December 2022

Transaction Category	Buyer	Seller	Purchase Amount (\$ million)	Date
Other	Mangopay	Nethone	-	11/29/2022
ISO	Fortis	Payment Logistics	-	11/15/2022
ISO	Opn	MerchantE	-	11/15/2022
ISO	Zelis	Payspan	-	11/9/2022
ISO	Worldline	Banco Desio (Merchant Acquiring Unit)	\$104	11/7/2022
ISV	Fiserv	Nextable	-	11/3/2022
Other	Bluefin	TECS Payment Systems	-	11/1/2022
Other	Tyler Technologies	Rapid Financial Solutions	\$68	10/27/2022
Other	InComm Payments	The Card Network	-	10/26/2022
ISV	Worldline	SoftPos.eu	- (55% stake)	10/26/2022
Other	Yaydoo	Oyster Financial	-	10/25/2022
Other	Infinite Computer Solutions	Fiserv (SIS unit & Costa Rica division)	-	10/21/2022
ISV	Fleetcor	Roomex	-	10/20/2022
Other	EQT Private Equity	Billtrust	\$1,700	9/28/2022
ISV	Razorpay	PoshVine	-	9/27/2022
ISV	PNC Financial	Linga	-	9/26/2022
ISO	Banc of California	Global Payroll Gateway	\$24	9/15/2022



Historical M&A Tracker

Transaction History: August 2022 – December 2022

Transaction Category	Buyer	Seller	Purchase Amount (\$ million)	Date
ISV	Bottomline	Nexus Systems	-	9/13/2022
Other	J.P. Morgan	Renovite Technologies	-	9/12/2022
ISV	Western Union	Te Enviei	-	9/12/2022
ISV	Briq	Swipez	-	9/8/2022
ISO	Aurora Payments	One Payment	-	9/8/2022
ISV	Fleetcor	Plugsurfing	-	9/6/2022
ISO	Celero Commerce	Community Bankers Merchant Services	-	8/18/2022
ISV	Razorpay	Ezetap	\$200	8/18/2022
Other	Remitly	Rewire	\$80	8/16/2022
Other	Jack Henry & Associates	Payrailz	-	8/9/2022
Other	Sabre	Conferma Pay	-	8/8/2022
ISO	Convenient Brands	Dealer Pay	-	8/4/2022
Other	Colonnade Acquisition Corp. II	Plastiq	\$480	8/4/2022
ISV	Fleetcor	Accrualify	-	8/3/2022
ISV	Paystand	Yaydoo	-	8/3/2022
Other	Rêv Worldwide	Netspend	\$1,000	8/1/2022
ISO	Global Payments	EVO Payments	\$4,000	8/1/2022



Headline News

January 2nd – January 12th

ACI Worldwide

Payments Firm ACI Worldwide Weighs Potential Sale, Shares Surge

[Bloomberg](#) | January 4th, 2023

Payments-software provider ACI Worldwide Inc. is in talks with private equity firms about a potential sale, according to people familiar with the matter. The Naples, Florida-based company is working with financial advisers as it fields takeover interest, said the people, who asked to not be identified because the matter isn't public. There's no certainty ACI will reach a deal given the rocky state of the leveraged financing markets, one of the people said.

stripe

Stripe's internal valuation gets cut to \$63 billion

[TechCrunch](#) | January 11th, 2023

Stripe, a richly valued payments startup, has cut its internal valuation yet again, according to sources familiar with the manner. It is now valued, internally, at \$63 billion. The cut, first reported by The Information, puts Stripe's internal per-share price at \$24.71, down 40% since peaking. The 11% cut comes after an internal valuation cut that occurred six months ago, which valued the company at \$74 billion. The valuation change was not triggered by a new funding round, but instead a new 409A price change; 409A valuations are set by third parties, which means that they are not tied to what a venture backer or other investor thinks.

FLEETCOR®

FLEETCOR Completes Cross-Border Payments Acquisition

[BusinessWire](#) | January 5th, 2023

FLEETCOR Technologies, Inc., a leading global business payments company, completed the acquisition of Global Reach Group, a UK-based cross-border payments provider. With the acquisition, FLEETCOR increases its cross-border payments scale and strengthens its position as a leading non-bank B2B global cross-border payments provider.



Partnership Activity

January 2nd – January 12th



Santander Teams With Global Payments on Commercial Cards

[PYMNTS](#) | [January 4th, 2023](#)

Santander Bank said it's working with Global Payments on a card offering for corporate clients. In a LinkedIn post on Wednesday (Jan. 4th), Santander said that starting in early 2023, its Commercial Banking and Corporate and Investment Banking clients in the U.S. will be able to utilize the corporate payment card issued by Santander through TSYS, a Global Payments company and issuer processor.



BigCommerce selects Vyne as A2A payment partner for online merchants

[Vyne Announcement](#) | [January 10th, 2023](#)

Vyne, the specialist account-to-account payments platform, today (Jan. 10th) announced a partnership with BigCommerce, a leading Open SaaS ecommerce platform for fast-growing and established B2C and B2B brands that allows consumers to make highly secure payments in just three taps. BigCommerce's mission is to help merchants of all sizes sell more at every stage of growth with its leading Open SaaS solution.

Other Notable Partnerships:

- **CLOWD9** teams up with **Netcetera** on preventing fraudulently payments globally.
- **Revelator** partners with **Stripe** for NFT payment solutions.
- **Worldline** enters a strategy partnership with **Lidio Payment Services** to support their growth efforts in Turkey.
- **SimCorp** expands their partnership with **BNP Paribas** to offer insurance accounting and reporting solutions.



Management Changes

January 2nd – January 12th



Grant Johnson



Robert Purcell



Billtrust Names Grant Johnson as Chief Marketing Officer and Robert Purcell as Chief Financial Officer

Billtrust announced this week the appointment of Grant Johnson to serve as Chief Marketing Officer as well as Robert Purcell to become the new CFO. These two new appointments come on the heels of EQT's acquisition of Billtrust announced last month and the appointment of Sunil Rajasekar as the new CEO.

Date Announced	Company	Personnel	New Position	Previous Position
1/3/2023	The Clearing House	David Watson	CEO	Chief Product Officer at Swift
1/3/2023	Castles Technology	Ben Love	CEO, North America	North American President and Chief Technology Officer at Castles Technology
1/4/2023	EMVCo	Oliver Manahan	Director of Engagement and Operations	Senior Director, Business Development at Infineon Technologies
1/10/2023	Stax Payments	John Kristel	Interim CEO	Operating Partner at Greater Sum Ventures
1/10/2023	Billtrust	Grant Johnson	Chief Marketing Officer	Chief Marketing Officer at Emburse
1/10/2023	Billtrust	Robert Purcell	CFO	CFO at Talend
1/11/2023	Entrust	Harini Gokul	Chief Customer Officer	Customer Success Leader at Amazon Web Services



TSG Payments Index

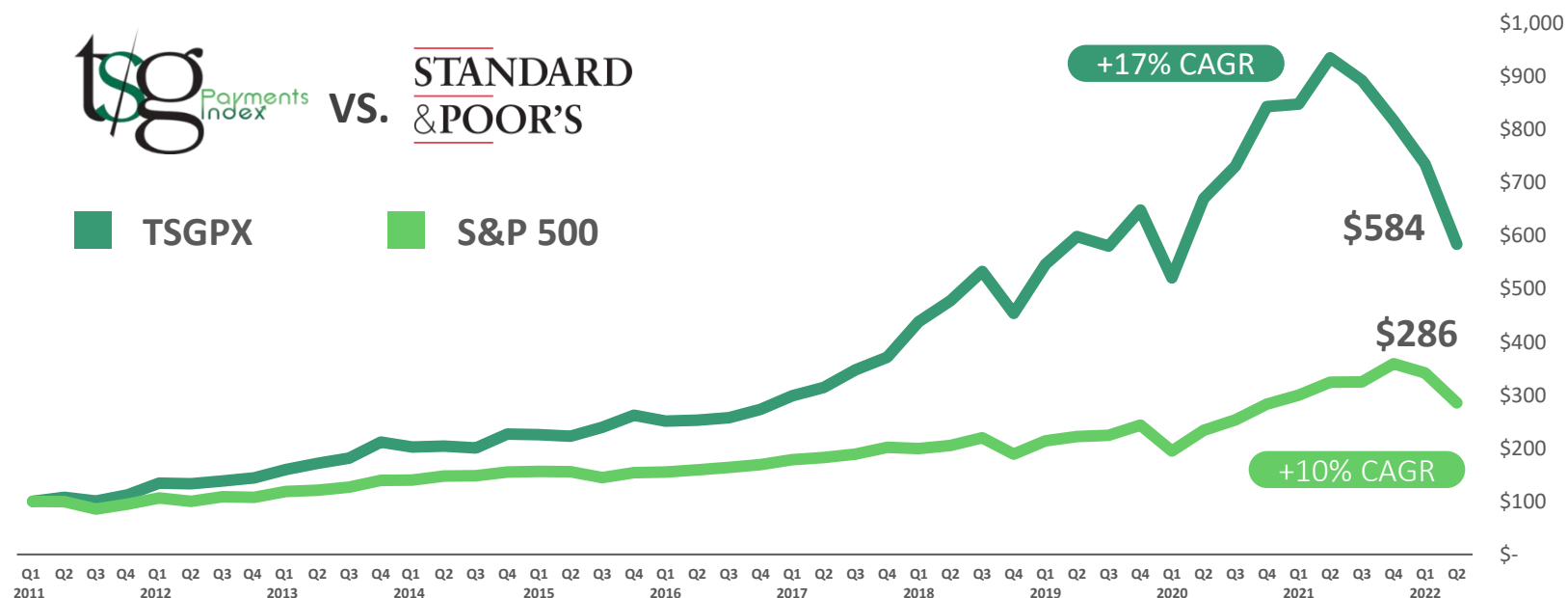
Q1 2011 – Q2 2022



VS. STANDARD
& POOR'S

TSGPX

S&P 500



Payments companies have been thriving in recent years and are becoming more valuable and profitable for the company and its investors. With strong earnings year after year, many payments companies are rapidly increasing their market capitalization and gaining the attention of additional stakeholders.

The chart displays the performance of a \$100 investment in an index of selected payments companies which represent the “TSG Payments Index” – this index is calculated on a value weighted basis using market capitalization and is compared to the S&P 500 which is also calculated using the same methodology. **A \$100 investment in the TSGPX in Q1 2011 would be valued at approximately \$584 in Q2 2022, as compared to \$286, if invested in the S&P 500.**

On average, payments companies grow at a compounded rate that is **7% higher** than that of the industry average. This growth rate is more than double of the industry average and represents the attractiveness of the payments market. The Payments Index is depicted to portray the growing nature of the payments market and hints at where this market is headed in the coming years.





TSG Buy/Sell Consulting Services

Buy-Side

- Buyers use TSG's due-diligence subject matter experts for support on a variety of key decision criteria can affect the value of the property. TSG assists buyers by acting as their advisor as they evaluate the financial value, benchmarking key performance metrics, determine risk, and evaluate the value of any technology assets.

Sell-Side

- The key factor in a successful asset sale is understanding the true value of your enterprise. Value is defined as the "amount a buyer is willing to pay." TSG has a pulse of the market and performs an extensive evaluation of value drivers to ensure potential "sellers" understand the value of their company in the marketplace – prior to starting the sales process. In addition, buyers can use the data to assess offers that have been received for an accurate and fact-based assessment of the offer.

Private Equity

- TSG can help private equity firms understand the landscape before investing and can build a market analysis to determine which investment is the best fit to create the highest ROI. TSG provides investors and financial institutions with the documented valuation information needed to support funding events.

Restructuring & Re-Capitalization

- TSG can facilitate strategic exercises to help forge a new path ahead and can help with implementation of a new structure to ultimately maximize the value and performance of the entity.

30+
ACQUISITIONS
AND INVESTMENT
TRANSACTIONS



250+
COMPLETED
PAYMENTS CO.
VALUATIONS



8 of 12
OF THE LARGEST
PAYMENTS TRANS
IN THE LAST YEAR



\$10-100M
TYPICAL DEAL
RANGE





TSG Buy/Sell Consulting Services

TSG Has Advised For Many Leading Companies in the Payments Industry

GI PARTNERS

on its
investment in

Rectangle
HEALTH

WesBanco

In a debit card
sponsorship
portfolio sale to

PB&T BANK
Local People Making Local Decisions Since 1889

payroc
STABILITY IN
PAYMENTS

In the
acquisition of

 **Integrity**

CLARUS
MERCHANT SERVICES

In the
acquisition of

 **NAMS**

PARthenON
CAPITAL PARTNERS

In the
acquisition of

NXGEN
& **pay**scape®

 **POS PROS**
POINT OF SALE ADVISORS

In its
sale to

Paysafe:

**Goldman
Sachs**

On their funding
event with

Newtek
"The Small Business Authority"

**Goldman
Sachs**

On their funding
event with

 **Bluefin**
Payment Systems

 **PIVOTAL**
PAYMENTS

In the
acquisition of

 **CAPITAL**
PROCESSING NETWORK

 **Bregal**Sagemount

In due diligence support
of its investment into

 **YAPSTONE**
POWERING PAYMENTS

Terrapin
Financial Services, LLC

In its
sale to

 **BluePay**

sage

In a merchant portfolio
purchase from

 **Heartland**
PAYMENT SYSTEMS®

 **PRIORITY**
PAYMENT SYSTEMS

In its
merger with

 **cynergydata**

Mutual of Omaha Bank

On the organization of
its joint venture with

 **First Data.**

 **SIG**
SUSQUEHANNA
GROWTH EQUITY, LLC

On their
investment in

PaySimple®

CAYAN

In the
acquisition of

CPS
CARD PAYMENT SERVICES

 **Shift4**
PAYMENTS

In its
sale to

 **LIGHTHOUSE**
NETWORK

talus
pay

In acquisition of the
operation assets of

 **PROLIFIC**
BUSINESS SOLUTIONS

 **BluePay**

In the
acquisition of

Primax
Defining Card Processing

KeyBank

On their joint
venture with

 **Elavon**



We'd love to keep in touch.

Let's chat about M&A opportunities that align with your existing and future goals:

[Contact Us](#)

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About TSG

[TSG](#) is a fast-growing analytics and consulting firm. The company serves the entire payments ecosystem, from fintech startups to Fortune 500 companies. The firm provides its clients with advisory services, research and analytics to help them plan and execute their strategic initiatives. Based in Omaha, a recognized payments industry hub, TSG is an established leader in this high-growth, ever-evolving space.

20+

YEARS AVERAGE ASSOCIATE
EXPERIENCE IN THE PAYMENTS
INDUSTRY



1000+

CLIENTS ADVISED,
INCLUDING MANY IN
THE FORTUNE 500

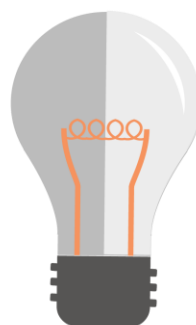
~4M

CARD-ACCEPTING
MERCHANTS IN TSG'S
AIM ANALYTICS
PLATFORM, DRIVING
MILLIONS OF DOLLARS
IN ROI FOR ITS USERS



250+

COMPLETED PAYMENTS
COMPANY EVALUATIONS;
AS WELL AS ~30
BUY/SELL/INVESTMENT
ADVERTISEMENTS



40+

OF THE TOP 50
MERCHANT
ACQUIRERS
SERVED,
INCLUDING
9 OF THE TOP 10



400+

COMPLETED MARKET
INTELLIGENCE ANALYSES ON
THE GLOBAL PAYMENTS
LANDSCAPE, UNCOVERING
HUNDREDS OF THOUSANDS
OF DATA POINTS

