



PAYMENTS EXPERTS.
POWERFUL DATA.

TransactionWatch

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

October 24th – November 3rd

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Deal Activity Summary

October 24th – November 3rd

This Week's M&A Overview

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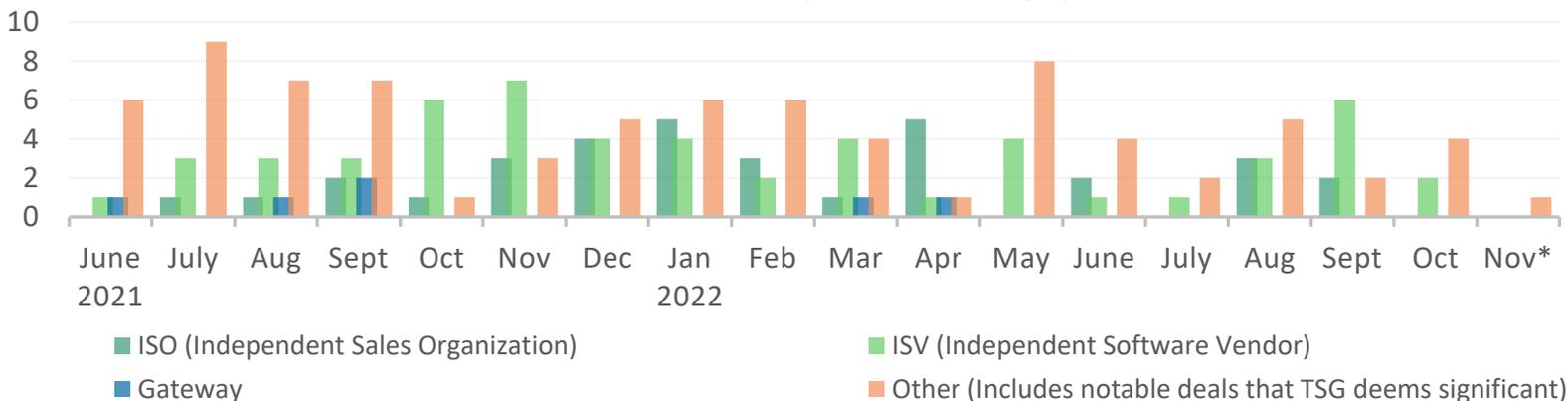
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M&A activity across the payments industry has picked up traction within the past two weeks with several new deal announcements. To kick things off, Bluefin announced this week their acquisition of TECS Payment Systems, an omnichannel platform provider for acquirers and ISVs. With this acquisition, Bluefin will integrate TECS's capabilities into their existing suite of payment and data security solutions. Together, the companies will serve 34,000 merchants and grow their global partner network to nearly 300. Separately, Worldline announced last week the closing of their 55% stake in the Warsaw-based fintech provider, SoftPos.eu. With this majority stake, Worldline is launching a new solution internationally that allows merchants to accept payments using an Android smartphone or tablet. Worldline will leverage their existing portfolio to offer this new solution to their merchant base.

In other M&A news, Fiserv announced they have sold their Systems Integration Services unit as well as their Costa Rica division to Infinite Computer Solutions. This business unit provides IT services such as cloud and infrastructure, application development, and automation technologies.

H2 2021 – 2022 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: June 2022 – October 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
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: June 2022 – October 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



Historical M&A Tracker

Transaction History: June 2022 – October 2022

Transaction Category	Buyer	Seller	Purchase Amount (\$ million)	Date
Other	Flywire	Cohort Go	-	7/13/2022
ISV	Toast	Sling	-	7/7/2022
Other	GoCardless	Nordigen	-	7/1/2022
Other	Pine Labs	Setu	-	6/23/2022
Other	Global-e	Borderfree (Pitney Bowes)	\$100	6/21/2022
Other	Fleetcor	Global Reach Group	-	6/9/2022
ISV	AffiniPay	MyCase	-	6/9/2022
Other	One Equity Partners	ACI Worldwide (Corporate Banking Technology)	-	6/7/2022
ISO	Fiserv	The LR2 Group	\$26	6/1/2022
ISO	Nexi	BPER Banca (Merchant acquiring business)	\$412	6/1/2022
Other	Trustly	Ecospend	-	5/31/2022
ISV	Paddle	ProfitWell	\$200	5/25/2022
Other	EVO Payments	North49 Business Solutions	-	5/23/2022
ISV	Square	GoParrot	-	5/18/2022
ISV	Nets	orderbird	\$150	5/12/2022
Other	Checkout.com	ubble	-	5/12/2022
Other	Huntington National Bank	Digital Payments Torana	-	5/12/2022



Headline News

October 24th – November 3rd

adyen

Adyen powers the future of financial services by launching embedded financial products

[PR Newswire](#) | [October 23rd, 2022](#)

Adyen, the global financial technology platform of choice for leading businesses, has broadened its offering by taking live two new embedded financial products - Capital and Accounts - which are now available to platform and marketplace businesses in the US and Europe via Adyen's single integration. Research conducted in partnership with Boston Consulting Group finds that 64% of small and medium-sized businesses (SMBs) are interested in financial services embedded within a platform.

J.P.Morgan

Top global merchant acquirer J.P. Morgan expands acquiring capabilities in Asia Pacific

[J.P. Morgan Press Release](#) | [October 27th, 2022](#)

J.P. Morgan, the leading merchant acquirer globally by volume of transactions, is ramping up its Merchant Services capabilities in Asia Pacific (APAC) as it looks to offer the full spectrum of its payments services to corporates operating in a region that accounts for the largest retail e-commerce sales in the world. The global financial services firm – which processed more than 35 billion transactions on behalf of clients in 2021 and is also the top merchant acquirer in the U.S. and leading e-commerce merchant acquirer in Europe by transaction volumes – recently expanded its acquiring solution to Singapore, South Korea and New Zealand, in addition to Australia, India and Japan, with Hong Kong planned by the end of the year.

CONNEXPAY

ConnexPay Secures \$110 Million Growth Investment Led by FTV Capital to Propel Global Expansion and Unify Payments Ecosystem

[BusinessWire](#) | [October 25th, 2022](#)

ConnexPay, the first and only payments technology company that integrates payments acceptance and issuance inside a single platform, today announced a \$110 million growth equity investment led by FTV Capital, a sector-focused growth equity investor with more than two decades of experience in payments and financial services. Previous ConnexPay investors also participated in the round.



Partnership Activity

October 24th – November 3rd



JCB partners with Nuvei to enable JCB payment acceptance across global markets

[JCB Press Release](#) | November 1st, 2022

JCB International Co., Ltd., the international operations subsidiary of JCB Co., Ltd., today announced their partnership with Nuvei. Nuvei now offers JCB acceptance to its global merchant ecosystem, enabling JCB's more than 140 million-strong cardmember community to pay at Nuvei's network of 50,000 merchants across global markets. These merchant sectors include social media, luxury retail, travel and entertainment. This will allow JCB to provide a compelling offering for the global spenders amongst its cardmember community.



Payoneer and WooCommerce Partner to Simplify Checkout for Today's Global Seller

[BusinessWire](#) | October 24th, 2022

Payoneer, the commerce technology company powering payments and growth for the new global economy, announces a partnership with WooCommerce that makes Payoneer Checkout available via a plug-in for small and medium-sized businesses (SMBs) that want to expand and grow through direct-to-consumer (DTC) sales globally.

Other Notable Partnerships:

- **Jack Henry** extends its relationship with **Mastercard** to provide accountholders visibility into all their financial accounts, within and outside their primary financial institution.
- **TreviPay** partners with **BlueSnap** to integrate card payments into their platform.
- **J.P. Morgan Payments** teams up with **Meta** to add Meta Pay as a checkout option for their merchants.
- **Cellulant** collaborates with **Mastercard** to issue virtual cards across the African region.
- **JCB** partners with **Trust Payments** to expand further into Europe.
- **Payer** teams up with **American Express** for B2B payment acceptance across the Nordics.
- **Ingenico** partners with **Premise** to provide digital payment solutions to micro-merchants in the Philippines.



Management Changes

October 24th – November 3rd



Trustly Announces The Appointment Of Alex Gonthier As CEO

Trustly announced this week the appointment and return of Alex Gonthier as CEO of Trustly, effective October 31st, 2022. Mr. Gonthier is the founder and former CEO of PayWithMyBank, which was merged with Trustly back in June of 2019. Since 2021, Mr. Gonthier has assumed the role as Executive Chairman of the company.

Date Announced	Company	Personnel	New Position	Previous Position
10/21/2022	Lightspeed	JD St-Martin	<i>President</i>	Chief Revenue Officer at Lightspeed
10/26/2022	Prepaid Technologies	Dave Smith	<i>Chief Revenue Officer</i>	Head of Sales, Onboarding, and Relationship Management at U.S. Bank
10/28/2022	Beyond Bancard	Steve Eazell	<i>Vice President of Business Development</i>	Managing Director at Eazy Consulting
10/31/2022	Trustly Inc.	Alex Gonthier	<i>CEO</i>	Founder & Executive Chairman at Trustly



TSG Payments Index

Q1 2011 – Q2 2022



VS. STANDARD
& POOR'S

TSGPX

S&P 500

+17% CAGR

\$584

\$286

+10% CAGR

\$1,000
\$900
\$800
\$700
\$600
\$500
\$400
\$300
\$200
\$100
\$-

Q1 2011 Q2 2011 Q3 2011 Q4 2011 Q1 2012 Q2 2012 Q3 2012 Q4 2012 Q1 2013 Q2 2013 Q3 2013 Q4 2013 Q1 2014 Q2 2014 Q3 2014 Q4 2014 Q1 2015 Q2 2015 Q3 2015 Q4 2015 Q1 2016 Q2 2016 Q3 2016 Q4 2016 Q1 2017 Q2 2017 Q3 2017 Q4 2017 Q1 2018 Q2 2018 Q3 2018 Q4 2018 Q1 2019 Q2 2019 Q3 2019 Q4 2019 Q1 2020 Q2 2020 Q3 2020 Q4 2020 Q1 2021 Q2 2021 Q3 2021 Q4 2021 Q1 2022 Q2 2022

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



In a debit card sponsorship portfolio sale to



In the acquisition of



In the acquisition of



In the acquisition of



In its sale to



On their funding event with



On their funding event with



In the acquisition of



In due diligence support of its investment into



In its sale to



In a merchant portfolio purchase from



In its merger with



On the organization of its joint venture with



On their investment in



In the acquisition of



In its sale to



In acquisition of the operation assets of



In the acquisition of



On their joint venture with





We'd love to keep in touch.

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

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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