



Payments Experts. Powerful Data.
THE STRAWHECKER GROUP

TransactionWatch

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

Week of:

June 6th – June 10th

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Deal Activity Summary

June 6th – June 10th

This Week's M&A Overview

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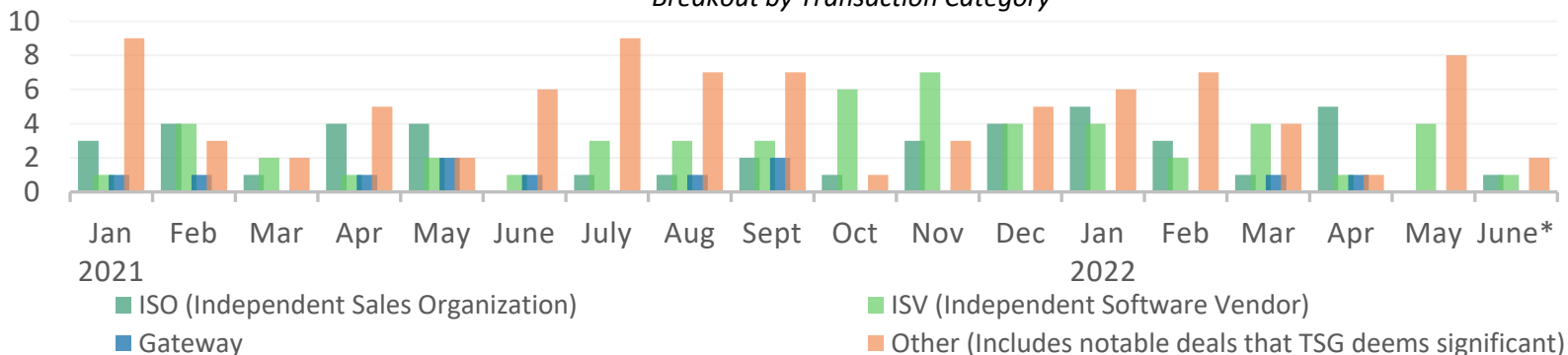
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M&A activity persists across the payments industry as entities continue to seek and build upon new and existing capabilities. To kick things off, Fleetcor announced yesterday (June 9th) their acquisition of Global Reach Group, a UK-based cross-border payments provider. With this acquisition, Fleetcor is able to further build upon their existing cross-border payment services as they continue to strengthen their market positioning. Global Reach Group currently serves thousands of clients across the UK as well as Canada and will largely complement Fleetcor's existing business. Terms of this transaction were not disclosed; however, it is expected to close in the fourth quarter of the year. Separately, AffiniPay announced this week the acquisition of MyCase, a legal practice management software provider, from Apax Funds. Following this deal, MyCase will be integrated into AffiniPay's payment platform, which will now serve more than 65,000 law firms across North America.

In other M&A news, the private equity firm One Equity Partners has announced their agreement to acquire ACI Worldwide's corporate banking solutions for an undisclosed sum. This technology solution, marketed as ACI Digital Business Banking, will operate independently under the new name of Dragonfly Financial Technologies.

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: February 2022 – May 2022

Transaction Categories:



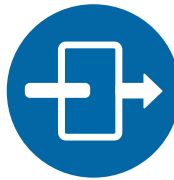
ISO

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	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	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



Historical M&A Tracker

Transaction History: February 2022 – May 2022

Transaction Category	Buyer	Seller	Purchase Amount (\$ million)	Date
Other	PSCU	Juniper Payments	-	5/11/2022
ISV	Blaze Solutions	Greenline	-	5/10/2022
Other	KeyBank	GradFin	-	5/9/2022
Other	Shopify	Deliverr	\$2,100	5/5/2022
Other	LexisNexis	BehavioSec	-	5/3/2022
ISO	Nexa Equity	Choice Merchant Solutions	-	4/26/2022
ISO	Choice Merchant Solutions	Direct Payment Consultants	-	4/26/2022
Gateway	Payroc	Worldnet	-	4/21/2022
ISO	Synovus Bank	Qualpay	- (Majority Stake)	4/21/2022
Other	MYPINPAD	SmartPesa	-	4/19/2022
ISV	Versapay	DadeSystems	-	4/18/2022
ISO	Advent International	MangoPay	- (Majority Stake)	4/6/2022
ISO	Payroc	Iroquois Merchant Services	-	4/4/2022
ISV	Medius	OnPay Solutions	-	3/29/2022
Other	Papaya Global	Azimo	-	3/28/2022
Other	Apple	Credit Kudos	\$150	3/23/2022
ISV	Razorpay	IZEaliant Technologies	-	3/16/2022



Historical M&A Tracker

Transaction History: February 2022 – May 2022

Transaction Category	Buyer	Seller	Purchase Amount (\$ million)	Date
ISO	Exela Technologies	Corduro	-	3/14/2022
Gateway	North American Bancard	PayTrace	-	3/8/2022
ISV	PPRO	Alpha Fintech	-	3/8/2022
ISV	Fleetcor	Levarti	-	3/3/2022
Other	Shift4	Finaro	\$575	3/1/2022
Other	Shift4	The Giving Block	\$300	3/1/2022
Other	Zip	Sezzle	\$356	2/27/2022
Other	Evertec	BBR	\$60	2/24/2022
Other	TreviPay	Baton Financial Services	-	2/23/2022
ISV	Chargebee	Numberz	-	2/23/2022
ISO	DNA Payments	First Payment Merchant Services	-	2/15/2022
ISV	BillTrust	Order2Cash	-	2/15/2022
Other	Madison Dearborn Partners	MoneyGram	\$1,800	2/15/2022
Other	FIS	Payrix	-	2/14/2022
ISO	DNA Payments	Card Cutters	-	2/9/2022
Other	Fiserv	Finxact	\$650	2/7/2022
ISO	Payliance	Secure Payment Systems	-	2/2/2022



Headline News

June 6th – June 10th



Stripe launches delegated authentication to improve payment conversion in Europe

[Stripe Newsroom](#) | [June 6th, 2022](#)

Stripe, a financial infrastructure platform for businesses, today (Jun. 6th) announced the launch of a delegated authentication feature to improve payment conversion rates in Europe. Stripe businesses can now have their customers authenticate purchases right inside a checkout flow. Wise is the first card issuer to implement the feature. As a result, cardholders will no longer be redirected to their Wise app when authenticating purchases from millions of Stripe businesses.



10x game changer for payment facilitators

[Mastercard](#) | [June 7th, 2022](#)

The B2B payments space is complicated, fraught with legacy systems and processes and populated by far too many friction points. Mastercard is focused on helping to modernize the landscape by working through the B2B value chain through innovation that addresses each friction point along the way. Payment facilitators are critical to the business ecosystem, and we've removed a key friction point they face by increasing the annual per-merchant limit from \$1M to \$10M. This tenfold increase enables payment facilitators to continue to support their client's spend growth, but to an entirely new level.



ACI Worldwide Advances Instant, Everywhere Economy with Launch of Smart Engage – Enabling Shopping-on-the-Go While Boosting Merchant Sales

[BusinessWire](#) | [June 7th, 2022](#)

ACI Worldwide, the global leader in mission-critical, real-time payments software, today (Jun. 7th) announced ACI Smart Engage, a unique mobile engagement platform that enables merchants worldwide to serve up their inventory of goods and services directly to consumers' smartphones using location, voice and image recognition technology, taking shopping-on-the-go to a new level.



Partnership Activity

June 6th – June 10th

Paysafe:

Paysafe partners with APEXX Global for international acquiring growth

[BusinessWire](#) | June 9th, 2022

Paysafe, a leading specialized payments platform, has partnered with APEXX Global, the multi-award-winning global payments orchestration platform, to offer Paysafe’s payment processing services to APEXX Global’s merchant base. Through the new collaboration, APEXX Global will support its merchants to scale globally by increasing their international payment acceptance with Paysafe, enabling them to process card transactions seamlessly across multiple countries and currencies.

Payoneer

Payoneer and Fiserv Collaborate to Streamline Cross-Border Payouts for Businesses

[BusinessWire](#) | June 7th, 2022

Payoneer, the commerce technology company powering payments and growth for the new global economy, and Fiserv, a leading global provider of payments and financial services technology solutions, have teamed up to streamline how businesses deliver payouts to sellers, vendors, contractors, and consumers across borders. The collaboration allows businesses to access Payoneer’s payouts platform via the Carat operating system from Fiserv, enabling the delivery of payouts all over the world, while reducing the accompanying costs.

Other Notable Partnerships:

- **Trust Payments** has expanded their partnership with **Fiserv** to enable long-term growth.
- **FreedomPay** further expands their partnership with **Network International** for global expansion.
- **Payrailz** teams up with **Q2** to offer peer-to-peer payments services.
- **Thought Machine** collaborates with **Mastercard** for cloud-native cards.
- **Marqeta** has integrated its solution into **Western Union’s** digital banking platform.
- **Revolut** teams up with **Tink** on European payment support.
- **Fiserv** adds digital check acceptance for Carat users through a partnership with **Checkbook**.



Management Changes

June 6th – June 10th



BlueSnap Names Several Individuals To Their European Executive Team

BlueSnap announced this week the appointments a several individuals to their European executive team. The company announced Avril Mannion as Chairperson of the Board, Brian Gaynor as Executive Director and CEO, and James McGivern as Executive Director and CFO. These appointments depict BlueSnap’s commitment to expanding further into the European market.

Date Announced	Company	Personnel	New Position	Previous Position
6/7/2022	BlueSnap	Avril Mannion	<i>Chairperson of the Board</i>	CEO of Soldo
6/7/2022	BlueSnap	Brian Gaynor	<i>Executive Director and CEO</i>	VP of Product at BlueSnap
6/7/2022	BlueSnap	James McGivern	<i>Executive Director and CFO</i>	Head of Non-Bank Financial Institutions at Cashfac



TSG Payments Index

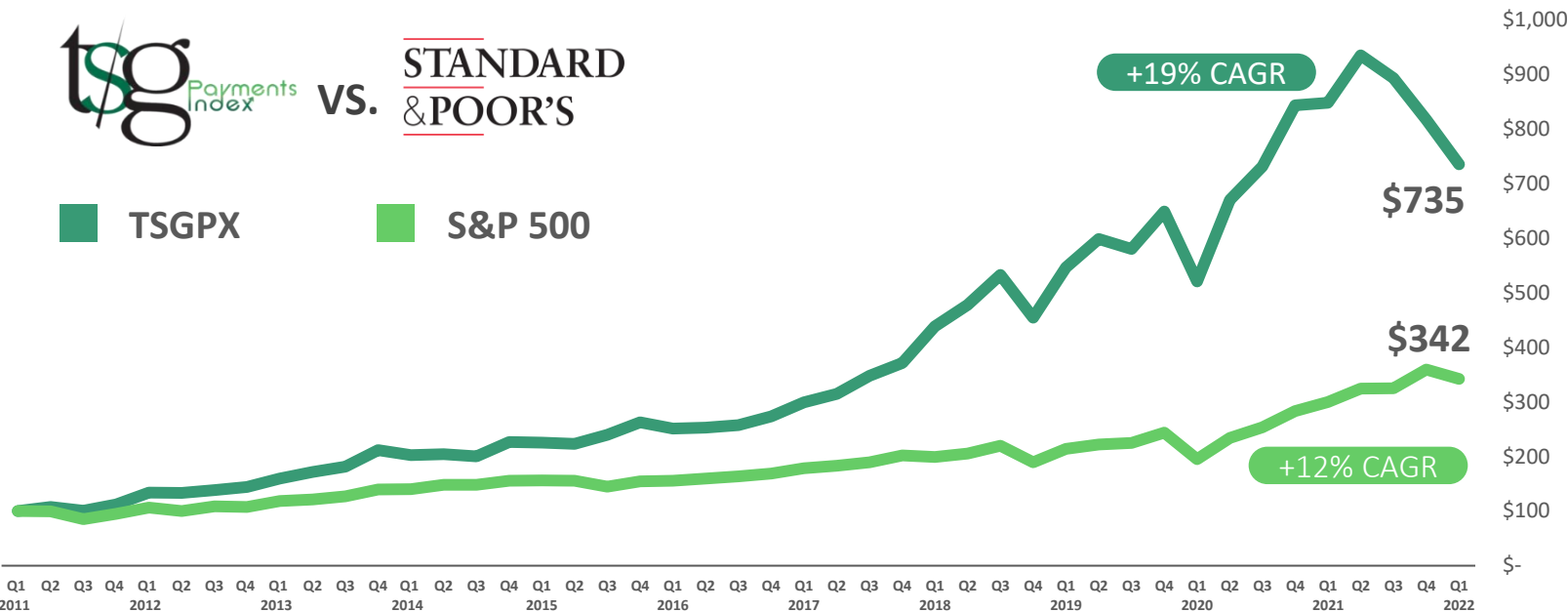
Q1 2011 – Q1 2022



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 \$735 in Q1 2022, as compared to \$342, 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





Payments Experts. Powerful Data.
THE STRAWHECKER GROUP®

ANALYTICS + CONSULTING

The Strawhecker Group (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.

