



PAYMENTS EXPERTS.  
POWERFUL DATA.

# TransactionWatch

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

*July 3<sup>rd</sup> – July 13<sup>th</sup>*

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# Deal Activity Summary

July 3<sup>rd</sup> – July 13<sup>th</sup>

## This Week's M&A Overview

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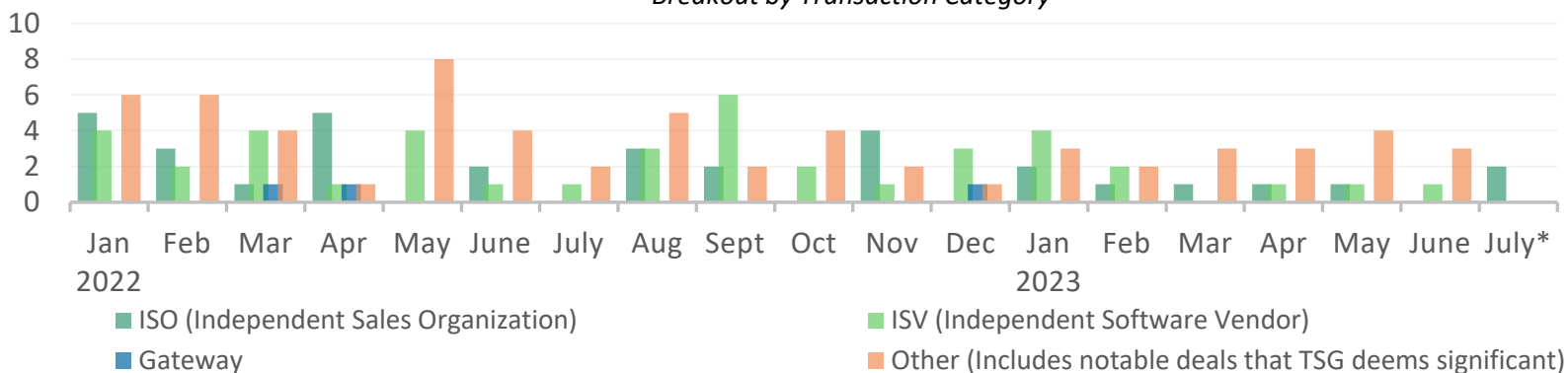
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M&A activity heats up this past couple weeks as GTCR takes a majority stake in Worldpay. As part of this deal, GTCR will acquire a 55% stake in Worldpay while FIS will retain the remaining 45%. This deal values Worldpay at \$18.5 billion and is expected to close by the first quarter of next year. Additionally, FIS will continue to leverage Worldpay as a strategic partner following this transition. GTCR has also committed to investing up to \$1.25 billion in equity capital for Worldpay as they move towards separating from FIS and executing on approaching growth opportunities. As part of this investment and partnership with GTCR, Worldpay will explore strategic M&A opportunities to support their growth initiatives as well as execute on internal strategies for driving new product development and expansion into various geographies and market verticals.

In other M&A news, Merchant Lynx announced last week their acquisition of National Credit Card Processing Group (“NCCP”), an ISO based out of New York that focuses on the construction and heavy-duty trucking market verticals. This acquisition largely enables Merchant Lynx to expand their positioning within the B2B sector as well as further grow their network of ISV and banking partnerships.

### 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](mailto:Info@thestrwegroup.com)



# Historical M&A Tracker

Transaction History: November 2022 – May 2023

## 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
ISO	GTCR	Worldpay	\$11,700	7/6/2023
ISO	Merchant Lynx	National Credit Card Processing Group	-	7/6/2023
Other	Visa	Pismo	\$1,000	6/28/2023
Other	Fortis	SmartPay	-	6/22/2023
Other	FIS	Bond	-	6/9/2023
ISV	Interopay	Rewardworks	-	6/7/2023
Other	Priority Technology	Plastiq	-	5/24/2023
Other	Preludd Payment Services	Amadis	-	5/23/2023
Other	Fifth Third	Rize Money	-	5/22/2023
ISO	Payroc	Atlantic Merchant Services	-	5/10/2023
Other	PayRange	Vagabond	-	5/8/2023



# Historical M&A Tracker

Transaction History: November 2022 – May 2023

Transaction Category	Buyer	Seller	Purchase Amount (\$ million)	Date
ISV	Shift4	Focus POS	\$45	5/4/2023
ISO	Logiq	Park Place Payments	\$6	4/26/2023
Other	EPI	Payconiq	-	4/25/2023
Other	EPI	iDEAL	-	4/25/2023
ISV	Aurora Payments	NailSoft	-	4/20/2023
Other	POSaBIT	Hypur	\$7.5	4/3/2023
ISO	Ingenico	Phos	-	3/28/2023
Other	Mangopay	WhenThen	-	3/23/2023
Other	Mastercard	Baffin Bay Networks	-	3/20/2023
Other	Fifth Third	Big Data Healthcare	-	3/7/2023
Other	Evertec	paySmart	\$25	2/22/2023
Other	Toast	Delphi Display Systems	-	2/16/2023
ISV	PDI Technologies	Blue Cow Software (REPAY)	\$41	2/15/2023
ISO	Parthenon Capital	Global Payments – Gaming Solutions	\$415	2/13/2023
ISV	Fleetcor	Mina	-	2/1/2023
Other	Marqeta	Power Finance	\$275	1/30/2023
ISO	Avenu Insights	Interware Development Company	-	1/17/2023



# Historical M&A Tracker

Transaction History: November 2022 – May 2023

Transaction Category	Buyer	Seller	Purchase Amount (\$ million)	Date
ISV	American Express	Nipendo	-	1/12/2023
ISV	Blaze	Tymber	-	1/11/2023
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
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



## Headline News

July 3<sup>rd</sup> – July 13<sup>th</sup>



### **Adyen expands in-person payments solutions with Tap to Pay on Android**

[PR Newswire](#) | July 11<sup>th</sup>, 2023

Adyen, the global financial technology platform of choice for leading businesses, is expanding its in-person payment offering with Tap to Pay on Android. The software-based solution allows businesses to convert any compatible Android device, such as smartphones, tablets, kiosks, and handheld devices, into a payment terminal and accept contactless payments, removing checkout friction for businesses.



### **FIS On the Ready to Support Federal Reserve's New Instant Payment Service**

[BusinessWire](#) | July 7<sup>th</sup>, 2023

FIS, a global leader in financial services technology, has announced it is among the first in the fintech industry to complete testing and certification for the FedNow<sup>®</sup> Service, the Federal Reserve's new instant payment offering launching in July 2023. The certification is for "Credit Transfer – Receive Only" payments, which allows FIS to receive payments from any financial institution that sends money over the FedNow network, send payment returns as well as provide various acknowledgements, requests, and responses.



### **Checkout.com launches Identity Verification, a video-based AI solution that verifies customers in under 120 seconds**

[Checkout.com Newsroom](#) | July 11<sup>th</sup>, 2023

Checkout.com, the global payments solution provider, today (July 11<sup>th</sup>) launches Identity Verification, its first product focused on improving the customer onboarding and identity verification process and expanding Checkout.com's impact on customers' digital experience. Identity Verification utilises proprietary artificial intelligence and is trained on billions of identity and facial recognition documents.



## Partnership Activity

July 3<sup>rd</sup> – July 13<sup>th</sup>



### **Virta, Mastercard and Worldpay from FIS enable card payments for all EV charging stations in Europe**

[Mastercard Newsroom](#) | July 6<sup>th</sup>, 2023

Today (July 6<sup>th</sup>), Virta and Mastercard announced the launch of the new Virta Payment Kiosk solution, setting safety and reliability standards for unmanned outdoor card payment solutions for EV charging. In collaboration with Worldpay from FIS, the new solution brings seamless card-based payments to existing and new charging stations in Europe.



### **Marqeta Announces Expansion Into Brazil With New Fitbank Partnership**

[BusinessWire](#) | July 11<sup>th</sup>, 2023

Marqeta, the global modern card issuing platform, today (July 11<sup>th</sup>) announced its expansion into Brazil, with a new partnership with Latin American banking-as-a-service platform Fitbank and network certification with Visa. As part of Marqeta's partnership with Fitbank, the company will both be a Marqeta customer, using it as a payment processor, and serve as a BIN sponsor for Marqeta's customers looking to launch in the region.

#### **Other Notable Partnerships:**

- **Vestas** teams up **Mangopay** to enhance the payment solutions for its B2B marketplace, Convento.
- **Phos by Ingenico** partners with **Discover Global Network** to enable its merchant base to accept payments from Discover cardholders.
- **Moneyhub** and **MX** enter into a strategic partnership aimed at expanding open finance.
- **Stax Payments** partners with **PayPal** for online payment acceptance capabilities.
- **Total Processing** teams up with **Token.io** for account-to-account payments in Europe.
- **SumUp** collaborates with **Form3** to expand its payment capabilities in the United Kingdom.





# Management Changes

July 3<sup>rd</sup> – July 13<sup>th</sup>



## Corcentric Appoints Matt Clark As Its Next CEO

Corcentric announced this week the appointment of Matt Clark as the company’s next CEO. Matt Clark will succeed Doug Clark, who has played a significant role in the growth of the company since its founding. Following this transition, Doug Clark will continue to serve as Executive Chairman of the Board. Matt Clark, who previously served as President and COO of Corcentric, has been with the company for over nineteen years.

Date Announced	Company	Personnel	New Position	Previous Position
7/10/2023	GoCardless	<b>Franck Cohen</b>	<i>Chairman of the Board of Directors</i>	Current Chairman of the Board at CYE
7/11/2023	Corcentric	<b>Matt Clark</b>	<i>President and CEO</i>	President and COO of Corcentric
7/12/2023	Discover	<b>Jason Strle</b>	<i>Chief Information Officer</i>	EVP & Group CIO at Wells Fargo



# TSG Payments Index

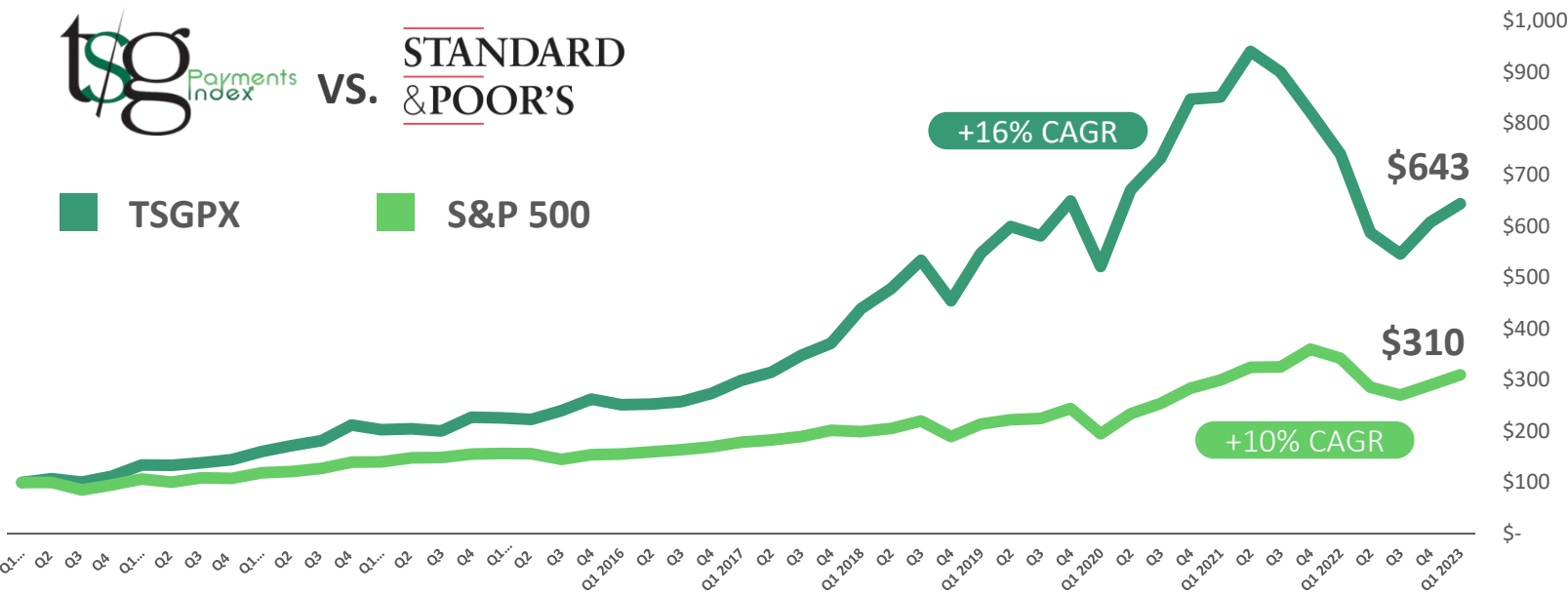
Q1 2011 – Q1 2023



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 \$643 in Q1 2023, as compared to \$310, if invested in the S&P 500.**

On average, payments companies grow at a compounded rate that is **6% 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:

[Contact Us](#)

[Visit Website](#)



## 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

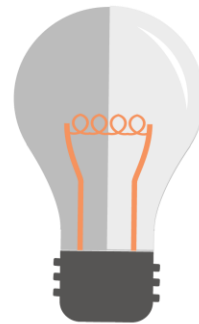
**~4M**

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

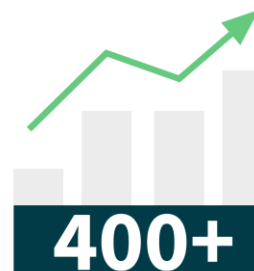


**250+**

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



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