



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:

September 5th – September 9th

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Deal Activity Summary

September 5th – September 9th

This Week's M&A Overview

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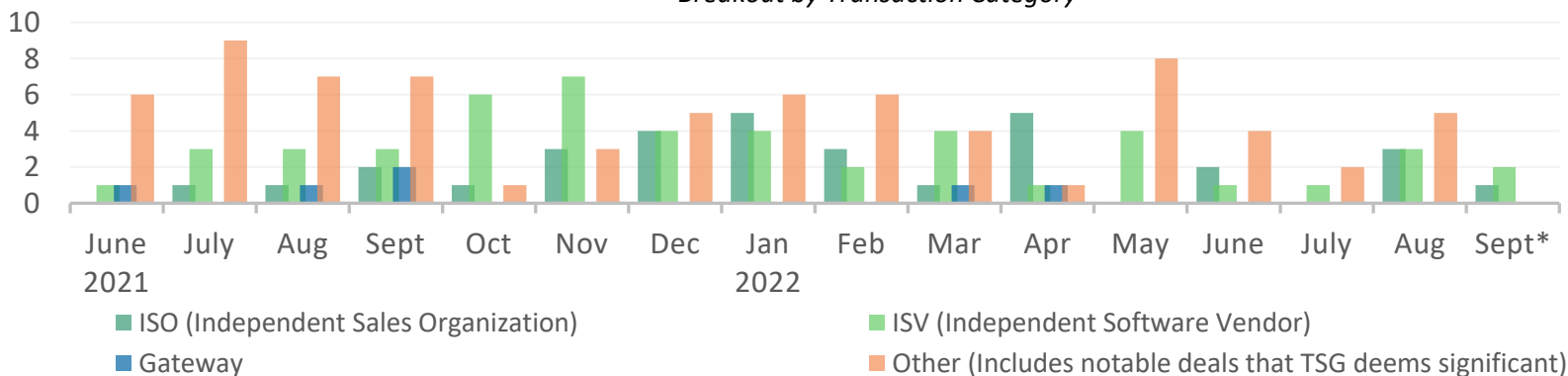
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M&A activity continues to make strides this past week with several new deal announcements. To kick things off, Aurora Payments announced yesterday their acquisition of One Payment, a Florida-based ISO. One Payment processes over \$1 billion in annual volume across more than 6,000 SMB merchants. This acquisition largely increases Aurora's market presence and further expands their distribution network, particularly across the east coast. With this acquisition, Aurora now serves over 27,000 merchants that collectively process \$12 billion in annual volume. Separately, Fleetcor announced this week their acquisition of Plugsurfing, an ISV platform catered towards EV charge point operators and fleet cars across Europe. This acquisition supports Fleetcor's commitment towards supporting EV solutions as this market sector continues to grow across the region. This deal follows Fleetcor's recent acquisition of the AP automation platform Accrualify, which was announced just last month.

In other M&A news, Briq announced their acquisition of Swipez, an India-based billing management platform. This deal further builds out Briq's automated billing and accounts receivable capabilities to better serve their target market of the construction industry.

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: March 2022 – July 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	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



Historical M&A Tracker

Transaction History: March 2022 – July 2022

Transaction Category	Buyer	Seller	Purchase Amount (\$ million)	Date
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
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



Historical M&A Tracker

Transaction History: March 2022 – July 2022

Transaction Category	Buyer	Seller	Purchase Amount (\$ million)	Date
ISV	Nets	orderbird	\$150	5/12/2022
Other	Checkout.com	ubble	-	5/12/2022
Other	Huntington National Bank	Digital Payments Torana	-	5/12/2022
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



Headline News

September 5th – September 9th

SHIFT ④

Commerce Technology Leader Shift4 Launches SkyTab POS, Next-Gen Restaurant Point-of-Sale System

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

Shift4, a global leader in commerce technology, has officially launched SkyTab POS, the company's next-generation restaurant point-of-sale (POS) system which includes cutting-edge hardware, robust functionality, powerful management tools, and various mobile solutions. SkyTab is a modern, all-in-one technology platform that allows restaurateurs to deliver exceptional guest experiences and manage every aspect of their business.

checkout.com

Checkout.com launches Integrated Platforms to meet surge in global marketplace growth

[PR Newswire](#) | [September 8th, 2022](#)

Checkout.com, the cloud-based payments service provider, today (Sept. 8th) announces the launch of Integrated Platforms, a fully flexible, bespoke solution to support marketplaces and sellers in an evolving digital economy. Amidst the continued acceleration of marketplace adoption, up to 70% of ecommerce is expected to take place on marketplaces by 2025. As cost of living increases and inflation continues to outpace wage growth, the number of people selling on marketplaces has increased by 200% since 2020, as they look to supplement their primary income.

lightspeed

Lightspeed to launch new flagship platform, Lightspeed Restaurant, to power Australian hospitality revival

[PR Newswire](#) | [September 6th, 2022](#)

Lightspeed Commerce Inc., the one-stop commerce platform for merchants around the world to simplify, scale, and create exceptional customer experiences, has today (Sept. 6th) announced the initial launch of Lightspeed Restaurant in the Australian market - a unified hospitality commerce and point-of-sale (POS) platform to power Australia's restaurant revival.



Partnership Activity

September 5th – September 9th



Sage and Square partner to help small businesses take more control of their finances

[GlobeNewswire](#) | September 8th, 2022

Sage, the leader in accounting, financial, HR and payroll technology for small and mid-sized businesses (SMBs), and Square, the global payments technology provider, today (Sept. 8th) announce a new partnership, focused on helping small businesses work smarter and save time, freeing them up to grow their businesses. The partnership allows Sage Accounting and Square's point of sale (POS) software to integrate, and it is now live in Canada, the UK and Ireland.



Paysafe Strengthens Iowa iGaming Market Presence with ClutchBet Deal

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

Paysafe, a leading specialized payments platform, today (Sept. 7th) announced a partnership with ClutchBet, the new Denver-headquartered U.S. mobile sportsbook from Australia's BlueBet Holdings Ltd. The first stage of a multi-state partnership sees Paysafe's revamped Skrill USA digital wallet and its Paysafecash eCash solution facilitate online payments for ClutchBet's Iowa sportsbook and its players.

Other Notable Partnerships:

- **Creditcare** teams up with **MoneyGram** to further expand into the Philippine, Vietnam, and Nigeria.
- **Lavu** and **Up 'n go** partner on QR code payment acceptance for the restaurant vertical.
- **GoldPoint Systems** partners with **ACI Worldwide** for digital bill payments.
- **TerraPay** collaborates with **Zai** for cross-border payments.
- **Pleo** forms strategy partnership with **Yapily** for instant settlement in the United Kingdom.
- **SlimPay** and **Tik** team up on open banking payments for merchants across Europe.



Management Changes

September 5th – September 9th



PAYSEND

Paysend Names Wilhelm Rohde As Group CFO

The UK-based fintech provider, Paysend, announced this week the appointment of Wilhelm Rohde to serve as their new Group CFO effective September 1st, 2022. Throughout his career, Mr. Rohde has held several executive positions across the payments industry, including his most recently role as CFO of Swisscard AECS GmbH (a joint venture between American Express and Credit Suisse).

Date Announced	Company	Personnel	New Position	Previous Position
9/5/2022	Paysend	Wilhelm Rohde	<i>Group CFO</i>	CFO at Swisscard AECS GmbH
9/6/2022	Kani Payments	Dan Clappison	<i>COO</i>	Senior Cards Implementation Manager at Virgin Money
9/8/2022	Cantaloupe	Ravi Venkatesan	<i>CEO</i>	COO at Cantaloupe



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





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.

