

# AT THE FOREFRONT: FINTECH

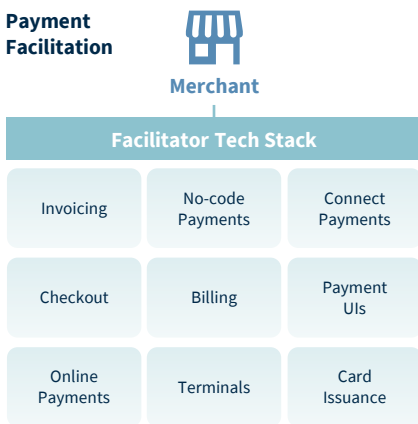
## Acceleration in Payment Infrastructure

As a leading Technology & Services Investment Banking practice in the market, our team is committed to delivering insights and actionable ideas to help you drive your business forward.

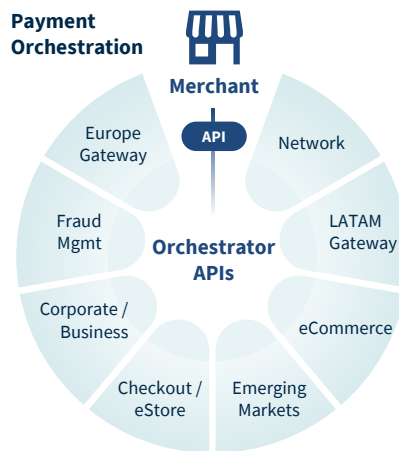
### OVERVIEW

Payment infrastructure companies represent an attractive opportunity for investment and acquisition given strong secular tailwinds. Aging payment infrastructure was highlighted by the pandemic, when large omnichannel merchants and software vendors saw digital payments volumes triple or quadruple overnight, putting stress on inadequate or underdeveloped systems. Emerging business models, including Payment Facilitation and Payment Orchestration, have become increasingly relevant in an all-digital payments environment.

#### Payment Facilitation



#### Payment Orchestration



### KEY TRENDS IN THE PAYMENT INFRASTRUCTURE SEGMENT



Increase of embedded payments in vertical software applications



Rise of e-commerce marketplaces



Vendor consolidation amongst large, multi-national merchants



Aging technology within merchant processors



Improving API and cloud technology



Consumer adoption of digital payments



Hyper specialization of payments companies



Desire for centralized payments management & reporting



Bundling of services like fraud, smart routing and gateways



Increasingly global nature of commerce

### PAYMENT INFRASTRUCTURE MARKET AT A GLANCE



90%+ of the global population will have smartphones by 2026



\$5TN in global retail sales shifted from offline to online due to the pandemic



SMBs are expected to spend more than \$100 billion on payment services by 2025



50%-70% of digital commerce will be conducted through online marketplaces by 2025



The gig economy is projected to grow to \$455BN by 2023

## NOTABLE RECENT MARKET TRANSACTIONS


**FINTOP CAPITAL AND JAM FINTOP INVESTMENT IN AMARYLLIS PAYMENT SOLUTIONS | MAY 2022**

Amaryllis Payment Solutions, a provider of payment facilitation solutions, received a \$10 million investment from FINTOP Capital and partner, JAM FINTOP. The new capital will be used to accelerate product development and expansion of sales and marketing efforts.


**SVB, PIPER SANDLER AND MISSIONOG CAPITAL INVESTMENT IN INFINICEPT | MAY 2022**

Infiniccept, a provider of a payment facilitation platform, received a \$23 million investment from SVB Financial Group, Piper Sandler and MissionOG Capital. The new capital will be used to further innovate, grow and meet rising demand for its embedded payment operations platform.


**GREATER SUM VENTURES, BSIP AND HARBOURVEST INVESTMENT IN STAX | MARCH 2022**

Stax, a provider of an integrated payment platform, received a \$245 million investment from Greater Sum Ventures, HarbourVest and Blue Star Innovation Partners, valuing the company over \$1 billion. The new capital will be used to expand product capabilities, enhance customer offerings, grow its team and expand internationally.



**FIS ACQUISITION OF PAYRIX | FEBRUARY 2022**

FIS, a provider of payment processing solutions, acquired Payrix, which provides embedded payments solutions into SaaS-based platforms to serve SMB e-commerce merchants. The acquisition allows FIS to expand its e-commerce, embedded payments and finance experiences for SMB merchants.

**TOSCAFUND AND PENTA CAPITAL INVESTMENT IN CELLPOINT DIGITAL | JANUARY 2022**

CellPoint Digital, a provider of digital commerce and payment solutions, received a \$25 million investment from Toscafund and its private equity arm, Penta Capital. The new capital will be used to extend CellPoint's global reach and to penetrate new market verticals.


**MARCH CAPITAL INVESTMENT IN GR4VY | JANUARY 2022**

Gr4vy, a payment orchestration platform, received \$15 million in a Series A extension led by March Capital, doubling its valuation to \$115 million. The new capital will be used to expand market demand and advancement of the product roadmap for its cloud-native payment orchestration platform.



**INSIGHT VENTURES INVESTMENT IN NMI | SEPTEMBER 2021**

NMI, a provider of payment gateway software for merchants, received a strategic growth investment from Insight Partners, a private equity and venture capital firm based in New York City. The new capital will allow the company to scale operations, accelerate their acquisition strategy and prioritize customer experience.


**ALLIANZ X, AXA AND OTHERS INVESTMENT IN STRIPE | MARCH 2021**

Stripe, a provider of online payments processing solutions, raised \$600 million in a funding round including Allianz X, Axa and others. Stripe will use the capital to invest in its European operations such as its Dublin headquarters, support for the surging demand from European enterprises and expansion of its Global Payments and Treasury Network.


**LIGHTSPEED, AMEX VENTURES AND SEQUOIA CAPITAL INVESTMENT IN FINIX | AUGUST 2020**

Finix, a provider of a payment facilitation platform, raised \$75 million in a funding round and extension led by Sequoia Capital and Lightspeed Ventures, with participation from American Express Ventures. Finix will use the funding to address growing customer demand and invest in its product and engineering teams.



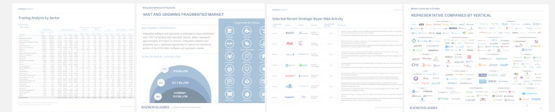
**SPECTRUM EQUITY INVESTMENT IN SPREEDLY | NOVEMBER 2019**

Spredly, a provider of online and mobile payment solutions, received a \$75 million investment from Spectrum Equity, a private equity firm based in Boston, Massachusetts. The investment will be used to accelerate product development and to support the company's global expansion plans.

COMPANIES TO WATCH IN PAYMENT INFRASTRUCTURE

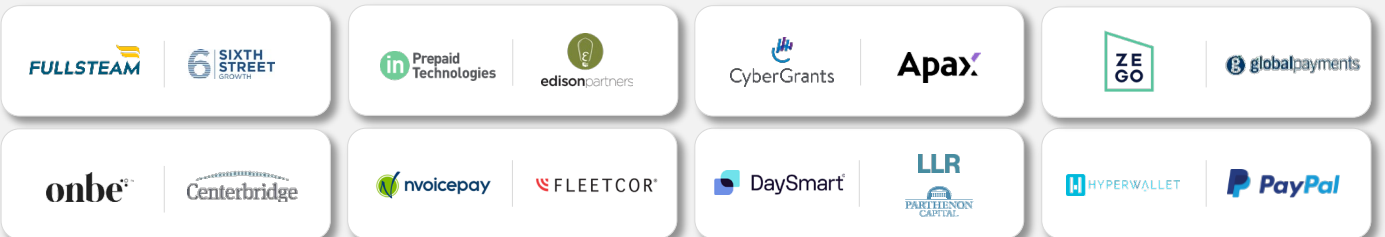
END-MARKET FOCUS	Enterprise, Mid-Market	Mid-Market, SMB	Enterprise, Mid-Market	Mid-Market, SMB	Mid-Market	Enterprise, Mid-Market	Mid-Market, SMB
PRODUCT FOCUS	PayFac: Full stack	PayFac: Marketplace	Orchestrator: Account-to-Account	PayFac: Full stack	Orchestrator: Agnostic	PayFac: SaaS	Orchestrator: Agnostic
HEADQUARTERS	West Palm Beach, FL	Waltham, MA	Des Moines, IA	San Mateo, CA	Redwood City, CA	Denver, CO	Orem, UT
FOUNDED	2011	2002	2008	2015	2020	2014	2008
CURRENT INVESTORS	Citi Innovation Lab, FINTOP Capital, Global Incubator Lab, JAM FINTOP, Wekix	Great Hill Partners, Parthenon Capital Partners	Andreessen Horowitz, Detroit Venture Partners, Firebrand, Foundry Group, Next Level Ventures, Park West, Union Square Ventures	Acrew Capital, Act One Ventures, Activant Capital Group, American Express Ventures, Lightspeed, Sequoia Capital	Activant Capital Group, Firestartr LLP, Fourth Realm, Global Founders Capital, March Capital, NYCA Partners	Mastercard, MissionOG Capital, Piper Sandler, SVB Financial Group, TASC Ventures	GCP Capital Partners, Solamere Capital
END-MARKET FOCUS	Mid-Market, SMB	Mid-Market	Mid-Market, SMB	Mid-Market, SMB	Enterprise, Mid-Market	Enterprise, Mid-Market	Enterprise, Mid-Market
PRODUCT FOCUS	Orchestrator: Gateway	Orchestrator: Gateway	Orchestrator: Agnostic	PayFac: SaaS	PayFac: Full stack	Orchestrator: Gateway	Orchestrator: Gateway
HEADQUARTERS	Schaumburg, IL	Austin, TX	Durham, NC	Orlando, FL	Boulder, CO	Edmond, OK	San Francisco, CA
FOUNDED	2000	2012	2007	2014	2019	2010	2015
CURRENT INVESTORS	Francisco Partners, Great Hill Partners, Insight Ventures	Private	Spectrum Equity	Blue Star Innovation Partners, Greater Sum Ventures, HarbourVest Partners, PSG Equity	Abstract Ventures, Alumni Ventures, Clocktower Technology Ventures, G Squared, Peterson Partners	K1 Investment Management	Andreessen Horowitz, NYCA Partners, Operator Stack, Visa, West Street Capital Partners

Contact our team to learn more about our detailed views and transaction activity in the Payments market.



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| <p><b>JON STEELE</b><br/>Group Co-Head<br/>617.519.7114<br/>jon.steele@raymondjames.com</p> | <p><b>PAUL FRICILONE</b><br/>Managing Director<br/>708.334.3376<br/>paul.fricilone@raymondjames.com</p> | <p><b>CHRISTIAN CLIFFORD</b><br/>Managing Director<br/>617.624.7077<br/>christian.clifford@raymondjames.com</p> | <p><b>CONRAD REUSCH</b><br/>Vice President<br/>415.583.4480<br/>conrad.reusch@raymondjames.com</p> | <p><b>NATHAN LAMBERT</b><br/>Vice President<br/>603.913.5152<br/>nathan.lambert@raymondjames.com</p> | <p><b>DES COLLINS</b><br/>Vice President<br/>770.843.4088<br/>des.collins@raymondjames.com</p> |
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REPRESENTATIVE PAYMENTS TRANSACTIONS



[View our full fintech transaction history here >](#)

**RAYMOND JAMES**  
[RJTECHNOLOGYSERVICES.COM](http://RJTECHNOLOGYSERVICES.COM)