



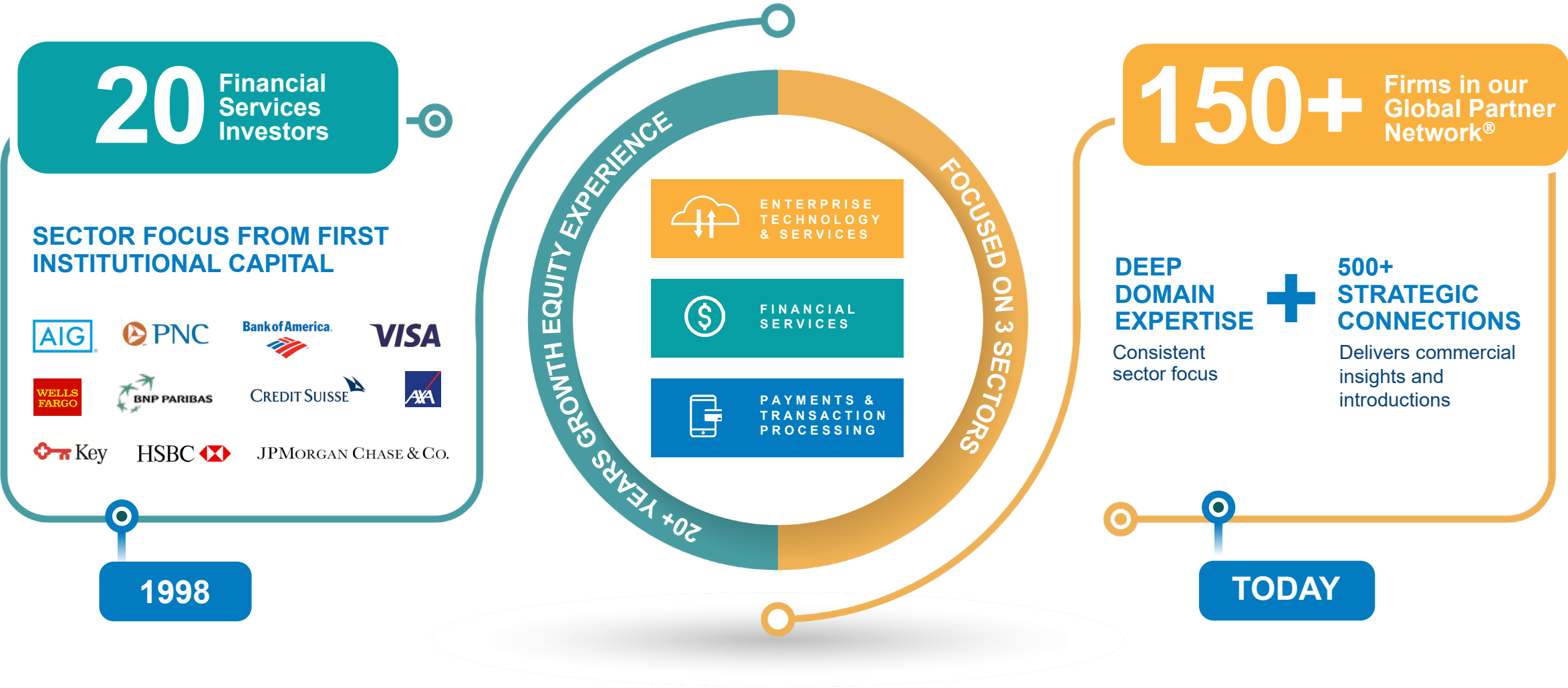
Introduction to FTV Capital

JUNE 2023



Successfully Partnering with High-Growth Companies for 25 Years

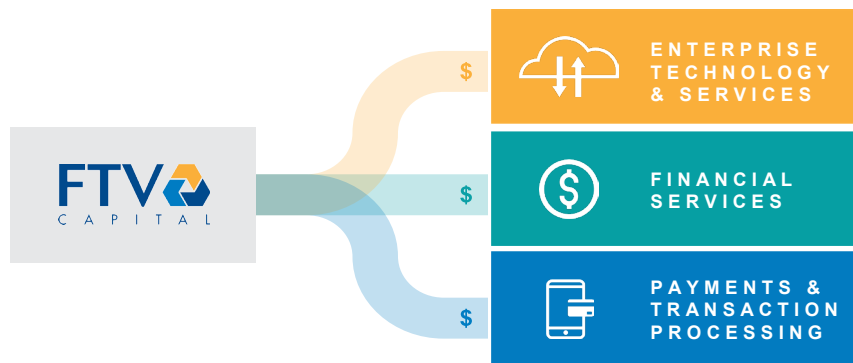
Over two decades cultivating knowledge and networks to help great companies grow





FTV partners with successful management teams of innovative companies to **accelerate transformative growth.**

We leverage our domain expertise, Global Partner Network® (GPN) and FTV PropelSM operational experts to help drive value creation for our companies.



We use a founder-friendly **flexible capital approach** to meet your needs.

\$30-\$200M+ to:

Fuel organic growth

Pursue acquisitions

Strengthen balance sheet

Meet shareholder liquidity needs

A PROVEN GROWTH PARTNER

135+ Innovative companies

\$6.2B Raised across 7 funds since 1999

\$2.3B Currently investing 2022 Fund VII

\$38B Enterprise value created

We are proud to be recognized as a **leading growth equity investor.**



2020 & 2021



2021



**Karen Derr Gilbert
2022**



**Robert Anderson
2022**



**Kyle Griswold
2020, 2021 & 2022**
**Robert Anderson
2021 & 2022**



2021 & 2022



**Karen Derr Gilbert
2022**



**Robert Anderson
2023**

We have **proven results** in helping companies grow.

Domain Experts

Board members deliver domain expertise:

- Growth strategy
- Budget and finance
- M&A
- Capital procurement
- Exit strategy

FTV Propel® Team

In-house operational experts support:

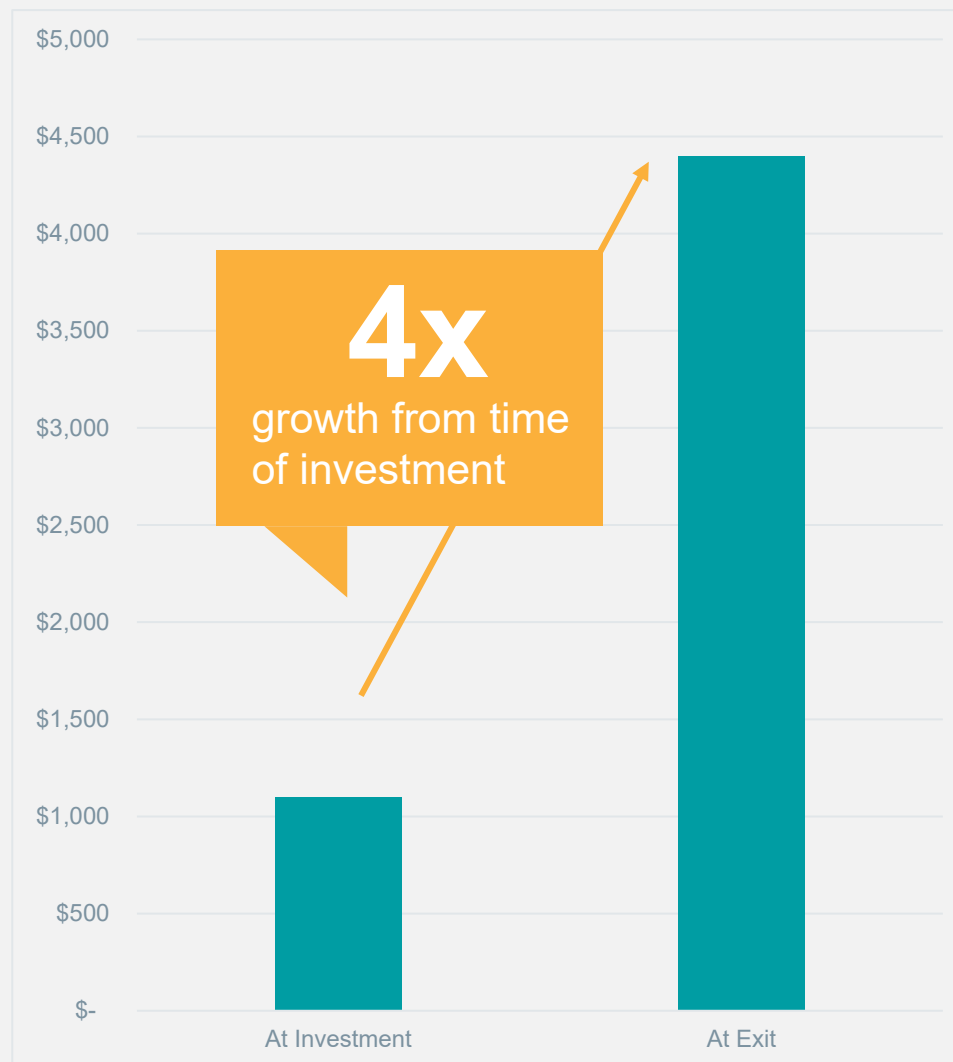
- Talent and recruiting
- Sales and go-to-market
- Strategic BD
- Marketing and communications
- Technology
- Finance

500+ Global Partner Network Executives

Strategic introductions to key decision makers:

- Feedback from blue-chip market participants
- Commercial introductions to accelerate sales cycle
- Strategic partnership opportunities

Aggregate Annual Revenue (All Investments)



Financial Services

Wealth/Asset Management
Banking Technology
Securities and Trading
Specialty Finance
Insurance



Payments & Transaction Processing

B2B Payments
eCommerce
Fraud
Healthcare Payments
International and Cross-Border
Loyalty
Targeted Payment Methods
Unattended Payments
Vertical Software and Payments



Enterprise Technology & Services

Application Software
Digital Marketing
Enterprise Security and GRC
Infrastructure Software
Healthcare IT and Services
Information Services
eCommerce
Digital Customer Experience
HR Technology
Supply Chain and Procurement Technology

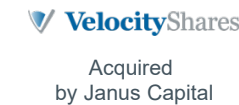


Strong expertise and track record

Financial Services

Wealth/Asset Management
Banking Technology
Securities and Trading
Specialty Finance
Insurance

REPRESENTATIVE INVESTMENTS



Strong expertise and track record

Payments & Transaction Processing

B2B Payments
eCommerce
Fraud
Healthcare Payments
International and Cross-Border
Loyalty
Targeted Payment Methods
Unattended Payments
Vertical Software and Payments

REPRESENTATIVE INVESTMENTS



Acquired by CheckFree

cardconnect.

Acquired by First Data

cashstar[®]
A Blackhawk Network Business

Acquired by Blackhawk Network

Company.com

CONNEXPAY

EBANX

finaro
Formerly Credorax



Acquired by Wright Express

MEDSYNERGIES[®]

Acquired by
Optum (United Healthcare)

NEON
ONE

paddle

PLATE IQ

SingleOps

TANGO[®]

vagaro



Acquired by
The Sage Group PLC



Acquired by Amdocs

vpay[®]

Acquired by
Optum (United Healthcare)

wepay

Acquired by
JPMorgan Chase

WORLDFIRST

Acquired by
Ant Financial



Acquired by
JPMorgan Chase

xplor

Strong expertise and track record

Enterprise Technology & Services

Application Software

Digital Marketing

Enterprise Security and GRC

Infrastructure Software

Healthcare IT and Services

Information Services

eCommerce

Digital Customer Experience

HR Technology

Supply Chain and Procurement Technology

REPRESENTATIVE INVESTMENTS



Acquired by Securian Financial



Global Partner Network®

provides distinct value to
FTV Portfolio Companies

500+ Executives

150+ Enterprises

Dedicated strategic
business development team:



ACCESS TO OUR GPN PROVIDES

- General market insight
- Specific feedback on product offering
- Sales cycle acceleration through commercial introductions

ONGOING BUSINESS DEVELOPMENT

- 300+ BD introductions annually
- FTV custom outreach plan
- Quarterly update calls

ANNUAL PARTNER CONFERENCE

- 150+ meetings between portfolio companies and GPN executives annually
- Networking opportunities throughout 2-day event



STRATEGIC ADVISORY BOARD + GPN: DISTINCT VALUE FOR FTV PORTFOLIO COMPANIES

 Dennis Devine President & Chief Executive Officer	 Dan Reed Managing Director, American Family Insurance	 Rajeev Khanna Chief Information Officer	 Andreas Maier CIO, AXA Switzerland	 Jared Wolff President & CEO	 Tom Mildenhall Head of VC Coverage & Technology Partnerships	 Eric Chen Senior Vice President, Digital Banking	 Secil Watson Member, Board of Directors
Barclays Mariquit Corcoran Former Managing Director and Group Chief Innovation Officer	Bloomberg LP Lucien Foster Strategy & Corporate Development	 Claire Gawer Investment Director Marc Sillon Managing Director <i>Fund Governance Committee</i>	 Asaf Snir Director, Digital Partnerships & Strategic Investments	 Ninou Sarwono Principal, Emerging Technology & Open Innovation	 Mason Young Vice President, Corporate Development	 Robert Perry Global Head of Innovation Enablement	Cognizant Anil Cheriyan Executive Vice President, Strategy & Technology
 Garen Staglin Chairman, EXL; Board of Directors, SVB Financial Group & Silicon Valley Bank; Owner, Staglin Family Vineyard	 Jim Hale Founding Partner Emeritus Bob Huret Founding Partner Emeritus	 Daniel Bernstein Head of Strategic Partnerships Group for Global Retail Markets	 Melanie Hardin Financial Innovation Principal; Former Chief Strategy Officer, EQIS; Former Executive VP, LPL	 Dick Fredericks Managing Director & Founding Partner; Former Partner, Montgomery Securities; Janus Capital Group Board	 Gustavo Fano SVP, Global Head of Corporate Development	 Kunal Kapoor CEO	Murer Consulting, LLC Stephan Murer Owner; former Group CTO, UBS
 Joel Albarella Head of Strategic Technology Investments Group	 Jacobo Schatz COO & Director of Strategy - Wealth Management	Paysafe: Philip McHugh CEO	 Naveen Agarwal Chief Market Development Officer	 Andy Brown CEO; former Group CTO, UBS	 Nicolas Moch Head of SEBx, Group Chief Information Officer	 Kelli Keough EVP, Group Business Unit Leader for Spend, Invest, Protect and Save	 Phil Cox Chief Operations Officer
skandia: Daniel Winther Investment Director, Private Equity <i>Fund Governance Committee</i>	 Phil Ryan Chairman, Swiss Re Americas Holding; Former CFO, Power Corp.	THIRDSTREAM PARTNERS Blake Grossman Managing Member, ThirdStream Partners; Former CEO, Barclays Global Investors; Managing Partner, CHJ Capital Management	 Krista Sticco Carr Head of Americas, UBS NEXT	 Marco Forato SVP, Corporate Strategy & Development	 Souheil Badran Senior Executive Vice President and Chief Operations Officer	 Nathan McKinley Head of Corporate Development	VISA Bob Heller Former Governor, Federal Reserve Board; Former President & CEO, Visa USA
 Reetika Grewal Head of Digital, CB / CIB	ZIONS BANCORPORATION Jennifer Smith Chief Information Officer & EVP	Julia Kassam Strategic Advisor					

FTV Propel® : Offers operational best practices, coaching and support

TALENT & RECRUITING



- Organizational strategy
- Talent identification, assessment, acquisition
- Executive coaching/advisory
- Compensation planning
- Due diligence support
- CHRO roundtables

SALES & GO-TO-MARKET



- Sales capability and talent sourcing/acquisition
- Sales and GTM strategy
- CRO coaching/advisory
- Compensation planning
- CRO roundtables and training
- Due diligence support

BUSINESS DEVELOPMENT



- Custom business development plans
- Commercial introductions
- Market feedback
- GPN board members and advisors

MARKETING & COMMUNICATIONS



- Strategic communications development
- Marketing and brand positioning support
- Funding announcement strategy and execution
- PR/social media strategy
- Agency introductions

TECHNOLOGY



- CIO/CTO advisory
- Technology partnerships
- Product strategy
- Cybersecurity assessment
- M&A diligence/integration
- Technology roundtables
- Due diligence support

FINANCE / M&A



- M&A evaluation
- Budgeting
- Reporting
- Tax and audit
- IPO readiness

Established, Cohesive Team with Deep Sector Expertise

80+

FTV professionals
across NY, SF and CT

12+

Years of average FTV tenure
among 13 active partners

58%

Investment team promoted
from within FTV ranks

49%

Team growth over
last three years

13 FTV INVESTMENT COMMITTEE

Brad Bernstein | Managing Partner (Joined '03)

Rob Anderson ('10)

Andy Fleischman ('21)

Karen Derr Gilbert ('99)

Richard Garman ('99)

Kyle Griswold ('07)

David Haynes ('02)

Richard Liu ('14)

Alex Mason ('19)

Kapil Venkatachalam ('22)

Mike Vostrizansky ('17)

Ali Walker ('19)

Chris Winship ('99)

34 INVESTMENT TEAM SECTOR SPECIALISTS

13 Principals/VPs

21 Senior Associates/Associates

Thank you!

NEW YORK | SAN FRANCISCO | CONNECTICUT

info@ftvcapital.com | www.ftvcapital.com

