



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:*

*November 15<sup>th</sup> – November 19<sup>th</sup>*

This report is based upon information considered reliable by The Strawhecker Group® (TSG), but the accuracy and completeness of such information is not guaranteed or warranted to be error-free. Information provided is as reasonably available, not to be deemed all inclusive. TSG assumes no obligation to update the content hereof. This report is subject to the terms and conditions of a separate license with recipient, is further protected by copyright under U.S. Copyright laws and is the property of TSG. Recipient may not copy, reproduce, distribute, publish, display, modify, create derivative works, transmit, exploit, or otherwise disseminate any part of this report except as expressly permitted under recipient's license with TSG. The Strawhecker Group (TSG) is not endorsed, sponsored by, or in any other way affiliated with any companies identified in this presentation. The trademarks of third parties displayed herein are the property of such parties, and, are provided merely for identification purposes. TSG claims no rights therein. This document has not been prepared, approved or licensed by any entity identified in this report.

© Copyright 2021. The Strawhecker Group®. All Rights Reserved.











# Deal Activity Summary

November 15<sup>th</sup> – November 19<sup>th</sup>

## This Week's M&A Overview

### Table of Contents

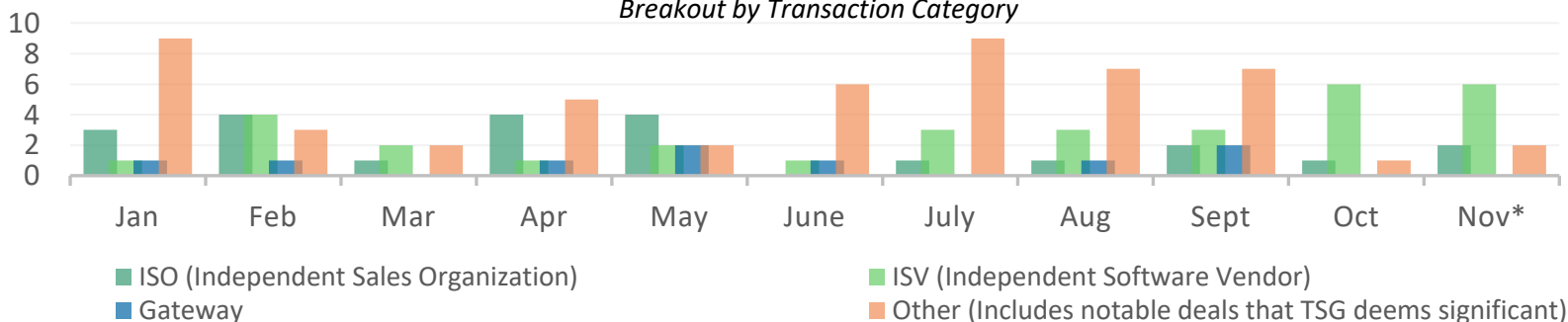
-  [Deal Activity Summary](#)
-  [B2B Payment Network](#)
-  [Historical M&A Tracker](#)
-  [Headline News](#)
-  [Partnership Activity](#)
-  [Management Changes](#)
-  [TSG Payments Index](#)
-  [TSG Buy/Sell Services](#)

M&A activity steams ahead this week with several noteworthy deals as we enter the holiday season. To kick things off, SpotOn announced their acquisition of Dolce Software, a labor-management ISV geared towards the restaurant vertical. As a result of this deal, SpotOn will now offer employee management tools including scheduling, labor compliance, tip distribution, and more. Terms of this deal were not disclosed, and SpotOn is currently offering its clients a direct integration to Dolce through their point-of-sale platform. Separately, the online marketplace provider, Cart.com, announced their acquisition of 180Commerce this week for an undisclosed sum. Complimentary to Cart.com, 180Commerce specializes in eCommerce marketplaces through their offerings of advertising tools, inventory management, and content optimization. This deal is positioned around enhancing and increasing Cart.com's features and functionality in the online marketplace environment.

In other M&A news, U.S. Bank has entered into an agreement to acquire TravelBank, a fintech specializing in expense and travel management. This deal follows their partnership in 2020, which brought the integration of U.S. Bank's Instant Card into TravelBank's solution. With this acquisition, U.S. Bank will accelerate their focus on the integration of digital payments for the commercial travel industry.

### 2021 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: July 2021 – October 2021*

## 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
<i>Other</i>	<b>Sift</b>	<b>Keyless</b>	-	11/18/2021
<i>ISV</i>	<b>U.S. Bank</b>	<b>TravelBank</b>	-	11/16/2021
<i>ISV</i>	<b>Cart.com</b>	<b>180Commerce</b>	-	11/15/2021
<i>ISV</i>	<b>SpotOn</b>	<b>Dolce Software</b>	-	11/15/2021
<i>ISV</i>	<b>Ventoux CCM Acquisition Corp.</b>	<b>Presto</b>	\$1,000	11/10/2021
<i>ISV</i>	<b>Flutterwave</b>	<b>Disha</b>	-	11/10/2021
<i>ISO</i>	<b>Bottomline</b>	<b>Bora Payment Systems</b>	\$15	11/9/2021
<i>ISO</i>	<b>Tidal Commerce</b>	<b>Merchant Bancard Processing</b>	-	11/4/2021
<i>Other</i>	<b>Klarna</b>	<b>PriceRunner</b>	\$124	11/2/2021
<i>ISV</i>	<b>Cross River Bank</b>	<b>Betterfin</b>	-	11/2/2021
<i>Other</i>	<b>Stripe</b>	<b>Recko</b>	-	10/20/2021



# Historical M&A Tracker

Transaction History: July 2021 – October 2021

Transaction Category	Buyer	Seller	Purchase Amount (\$ million)	Date
ISV	Fiserv	BentoBox	-	10/18/2021
ISO	MiCamp Solutions	Express Payment Solutions	-	10/18/2021
ISV	SumUp	Fivestars	\$317	10/14/2021
ISV	Paystone	NiceJob	-	10/13/2021
ISV	Mindbody	ClassPass	-	10/13/2021
ISV	BillTrust	iController	\$58	10/12/2021
ISV	FreshBooks	FastBill	-	10/7/2021
ISV	Epicor	CBC Computer Systems	-	9/30/2021
Gateway	Mint Payments	IPG Group	-	9/30/2021
Other	Entrust	Antelop Solutions	-	9/22/2021
Gateway	Deutsche Bank	Better Payment	-	9/20/2021
ISO	FortisPay	OmniFund	-	9/14/2021
ISV	Intuit	Mailchimp	\$12,000	9/13/2021
ISV	SpotOn	Appetize	-	9/13/2021
Other	Mastercard	CipherTrace	-	9/9/2021
Other	Global Payments	MineralTree	\$500	9/8/2021
ISO	Nuvei	Paymentez	-	9/7/2021



# Historical M&A Tracker

Transaction History: July 2021 – October 2021

Transaction Category	Buyer	Seller	Purchase Amount (\$ million)	Date
Other	PayPal	Paidy	\$2,700	9/7/2021
Other	Mastercard	Aiaa	-	9/7/2021
Other	Zilch	NepFin	-	9/2/2021
Other	Zip	Payflex	-	9/1/2021
ISO	PayU	BillDesk	\$4,700	8/31/2021
Other	LexisNexis	TruNarrative	-	8/25/2021
ISV	NCR	Foremost Business Systems	-	8/23/2021
Other	Paysafe	Viafintech	-	8/22/2021
Other	Paysafe	SafetyPay	\$441	8/16/2021
ISV	U.S. Bank	Bento Technologies	-	8/12/2021
Other	Paymentus	Payveris	\$152.2	8/10/2021
Gateway	EVO Payments	Anderson Zaks	-	8/2/2021
Other	Paysafe	PagoEfectivo	-	8/2/2021
ISV	NCR	LibertyX	-	8/2/2021
Other	Fleetcor	ALE Solutions	-	8/2/2021
Other	Square	Afterpay	\$29,000	8/1/2021
ISV	Klarna	APPRL	-	7/27/2021





## Headline News

November 15<sup>th</sup> – November 19<sup>th</sup>



### ***Amazon to stop accepting Visa's UK-issued credit cards over high fees***

[Reuters](#) | November 17<sup>th</sup>, 2021

Amazon.com Inc will stop accepting Visa Inc credit cards issued in the United Kingdom from next year because of the high transaction fees charged by the payment processor, the e-commerce giant said on Wednesday (Nov. 17<sup>th</sup>). "As a result of Visa's continued high cost of payments, we regret that Amazon.co.uk will no longer accept UK-issued Visa credit cards as of 19 January, 2022," an Amazon spokesperson said in an emailed statement.



### ***Mastercard Advances Global Open Banking Capabilities With Close of Aiaa Acquisition***

[BusinessWire](#) | November 17<sup>th</sup>, 2021

Mastercard today (Nov. 17<sup>th</sup>) announced it has completed its acquisition of Aiaa, a leading European open banking technology provider that offers single and secure API access to banks and fintech companies, and enables users to easily perform account-to-account payments. Aiaa further advances Mastercard's existing distribution channels, technology, data practices and global multi-rail and open banking strategy. "As the shift to a digital economy continues to accelerate globally, Mastercard's commitment to leading innovation in financial services remains strong," commented Craig Vosburg, Chief Product Officer, Mastercard.



### ***ACI Worldwide Launches Network Intelligence Technology to Combat Real-Time Payments Fraud***

[BusinessWire](#) | November 15<sup>th</sup>, 2021

ACI Worldwide, a leading global provider of real-time payments and digital payment software solutions, today (Nov. 15<sup>th</sup>) launched its proprietary Network Intelligence Technology as an integral part of ACI Fraud Management. The new technology enables banks, processors, acquirers, and networks to augment fraud prevention strategies by allowing them to securely share industry-wide fraud signals by feeding their machine learning models and leveraging their machine learning technology more effectively.



## Partnership Activity

November 15<sup>th</sup> – November 19<sup>th</sup>



### EVO Payments and Oracle Expand Global Partnership to Include Xstore POS, Symphony POS and Opera, Enhancing Checkout Experience for Hospitality and Retail Merchants

[BusinessWire](#) | November 16<sup>th</sup>, 2021

EVO Payments, Inc., a leading global provider of payment technology integrations and acquiring solutions, announced today (Nov. 16<sup>th</sup>) a global agreement with Oracle in which EVO will be able to enable Oracle's enterprise payment solutions to EVO's hospitality and retail merchants and offer acquiring services to existing Oracle software customers. EVO will develop a direct integration to the Oracle Payments Interface (OPI), which provides access to Oracle's full suite of point-of-sale software solutions including Xstore POS (for retail), Symphony POS (for restaurants) and Opera (for hotels).



### Marqeta Teams Up with Square To Power Canadian Expansion of Square Card

[BusinessWire](#) | November 18<sup>th</sup>, 2021

Marqeta, the global modern card issuing platform, today (Nov. 18<sup>th</sup>) announced it has powered the launch of Square Card in Canada to help small business owners better manage their finances and cash flow. With the Marqeta modern card issuing platform, Square was able to scale its existing U.S. card program and expand it into the Canadian market, making it available for Square sellers of all types and sizes across the country.

### Other Notable Partnerships:

- **DoorDash** teams up with **Payfare** to launch instant access to earnings for their delivery drivers.
- **Wix** partners with **Splitit** to provide a BNPL offering at checkout for their users.
- **Home Remit** partners with **Mastercard** for cross-border services for migrant remittances.
- **Cross River Bank** teams up with **Payment Approved** for faster and broader payment options.
- **Aiia** is collaborating with **Netcompany** for open banking payments.
- **DNA Payments** partners with **SimplyPayMe** on contactless card payments.





# Management Changes

November 15<sup>th</sup> – November 19<sup>th</sup>



WesternUnion WU

## Western Union Has Announced Devin B. McGranahan To Serve As The Company's New Chief Executive Officer

Western Union announced this week the appointment David B. McGranahan as the company's new CEO. McGranahan, who has also been appointed to the Board of Directors, will succeed Hikmet Ersek by year end 2021. McGranahan joins Western Union from Fiserv, where he most recently served as Executive Vice President and Senior Group President, Global Business Solutions.

Date Announced	Company	Personnel	New Position	Previous Position
11/15/2021	Western Union	Devin B. McGranahan	CEO	Executive Vice President and Senior Group President, Global Business Solutions at Fiserv
11/16/2021	Cashflows	Hannah Fitzsimons	CEO	President and General Manager, Europe at Elavon
11/16/2021	Billtrust	Kelli Negro	Chief Marketing Officer	Chief Marketing Officer at Venavo
11/16/2021	PayPal	Bimal Patel	Chief Legal Officer (Jan. 1, 2022)	Head of Financial Advisory and Regulation Practice at O'Melveny & Myers



# TSG Payments Index

Q1 2011 – Q3 2021

tsg  
Payments  
Index

VS.

STANDARD  
& POOR'S

TSGPX

S&P 500

+23% CAGR

\$893

+12% CAGR

\$325

\$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

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 \$893 in Q3 2021, as compared to \$325, if invested in the S&P 500.**

On average, payments companies grow at a compounded rate that is **11% 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  
Payments  
Index

Euronet  
WORLDWIDE

EVERI

EVOPAYMENTS  
INTERNATIONAL

FIS

ACI  
UNIVERSAL  
PAYMENTS.

AllianceData.

AMERICAN  
EXPRESS

Diebold Nixdorf

mastercard

fiserv.

shopify

Square

DISCOVER

Paysafe:

jack henry  
& ASSOCIATES INC.

usbank

globalpayments

paysign

toast

PayPal

VISA

WESTERN  
UNION WU

green  
dot

USIO

VERISIGN

NCR

wex

paya

lightspeed

evertec

Shift4  
PAYMENTS



## 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



In its  
sale to



In a debit card  
sponsorship  
portfolio sale to



In the  
acquisition of



In the  
acquisition of



In the  
acquisition of  
**NXGEN**  
& **pay**scape®



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



THE BEEKMAN GROUP LLC

In its  
recapitalization of



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.

