



/// Update on capital market activity in the payments industry

Q2/2016

Hamburg, July 2016

Agenda

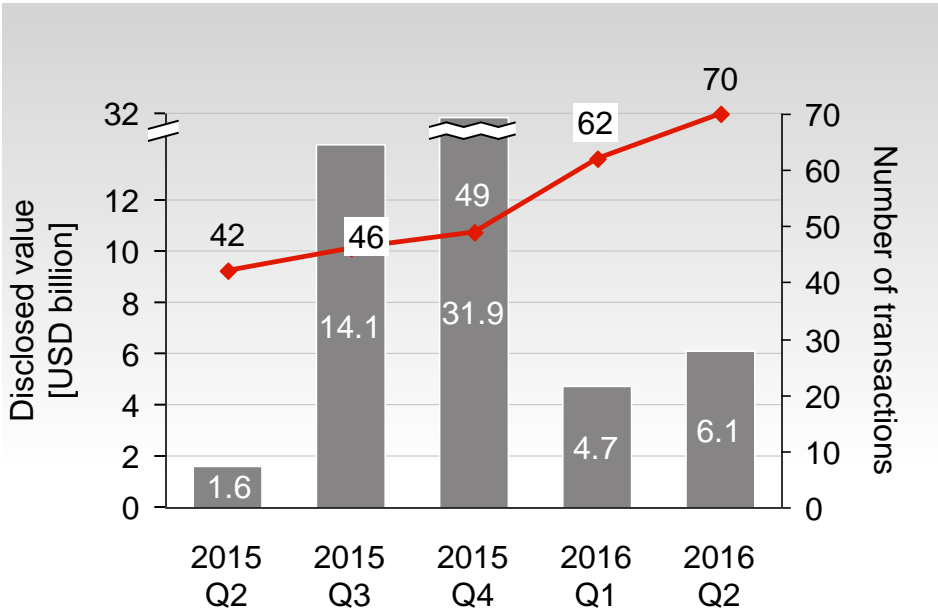
1. Mergers & Acquisitions

2. Venture Capital

In Q2/2016 70 transactions have been reported with a total disclosed volume of USD 6.1 billion

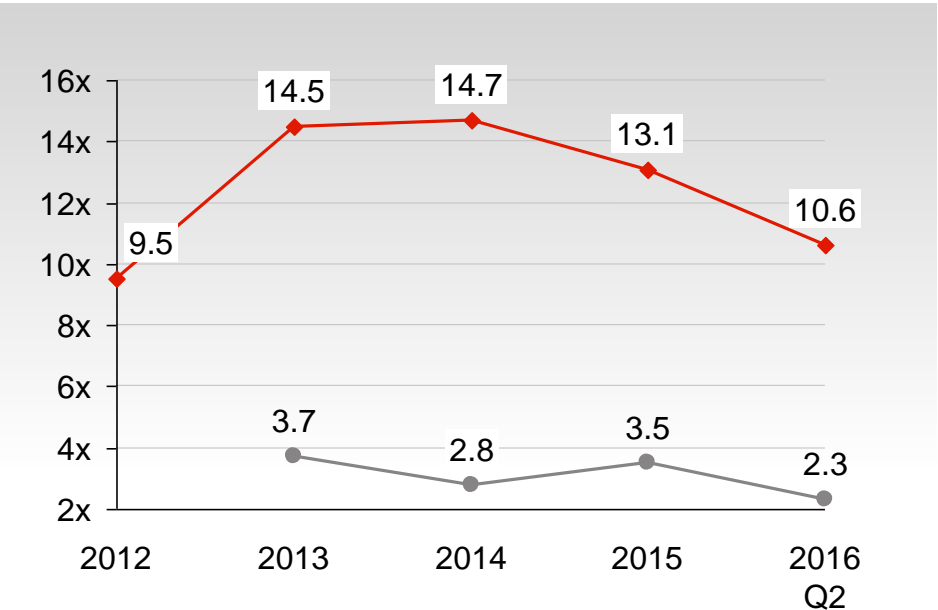
M&A development Q2/2016

M&A market development



◆ Number of transactions ■ Disclosed value [USD billion]

Median enterprise value multiples



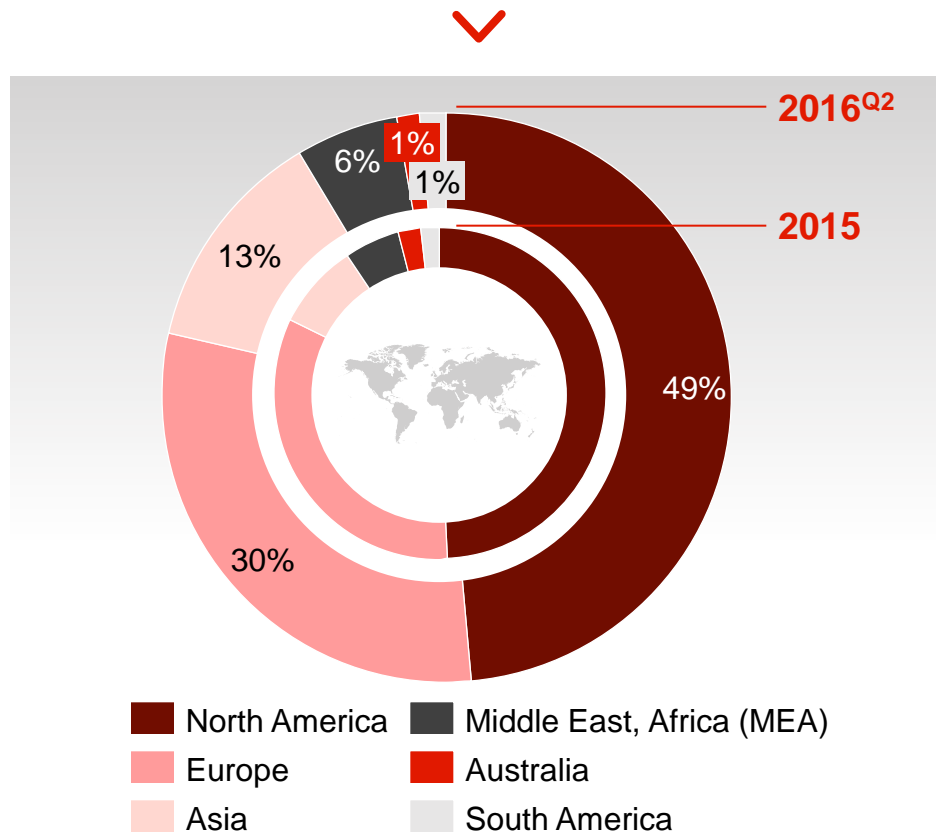
● Revenue multiple ◆ EBITDA multiple

Source: INNOVALUE, Mergerstat M&A Database, Company websites

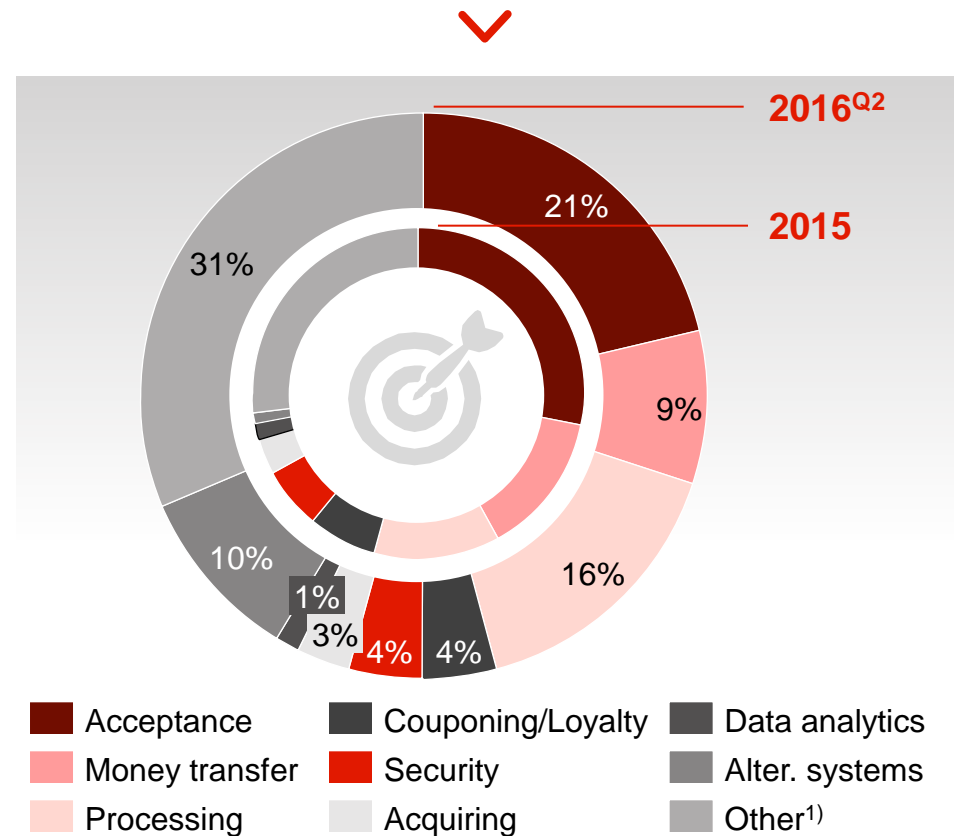
Most of the targets come either from the US (49%) or from Europe (30%); most deals associated with payment acceptance companies

Targets analysis (Q2/2016)

Targets by region



Targets by segment



1) includes ATM, Commerce, Issuing
 Source: INNOVALUE, Mergerstat M&A Database, Company websites

Agenda

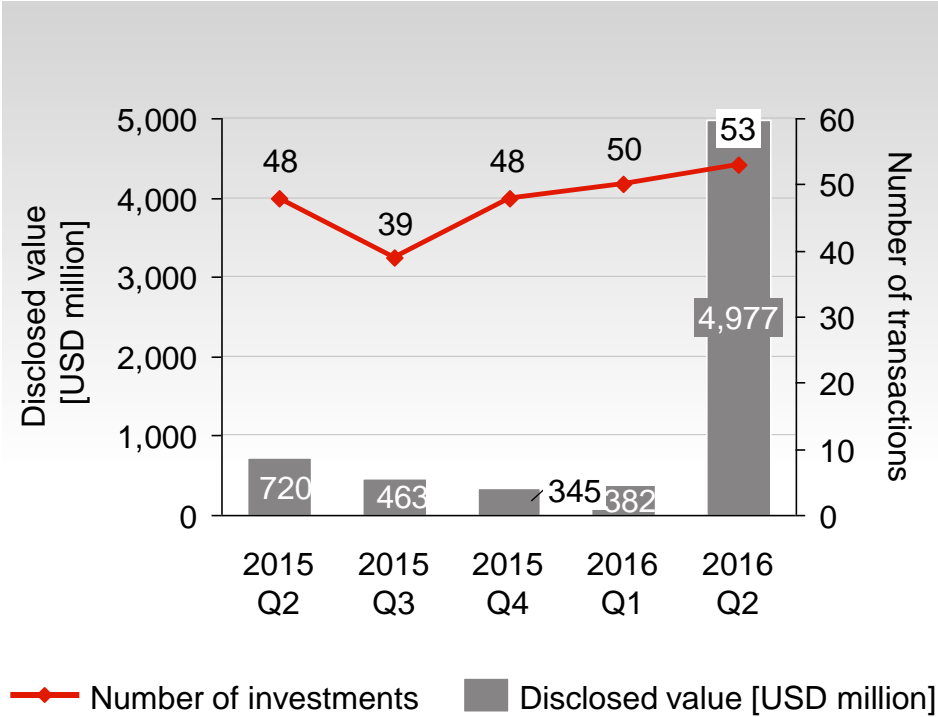
1. Mergers & Acquisitions

2. Venture Capital

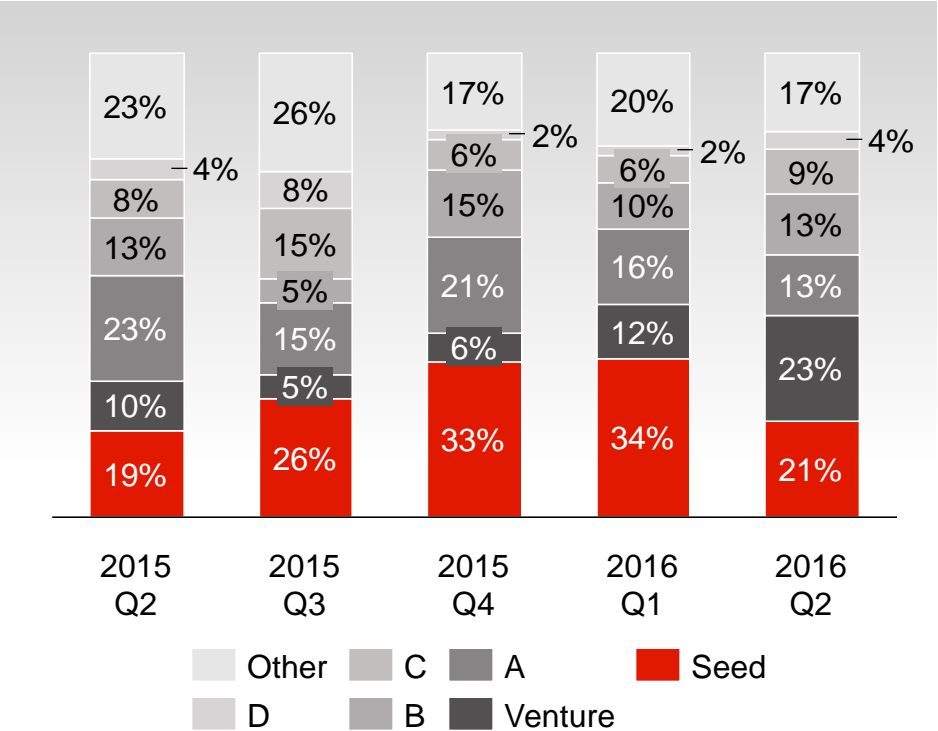
In Q2/2016 53 investments have been reported with a total disclosed volume of USD 4,977 million

VC development (Q2/2016)

Market development¹⁾



Financing rounds



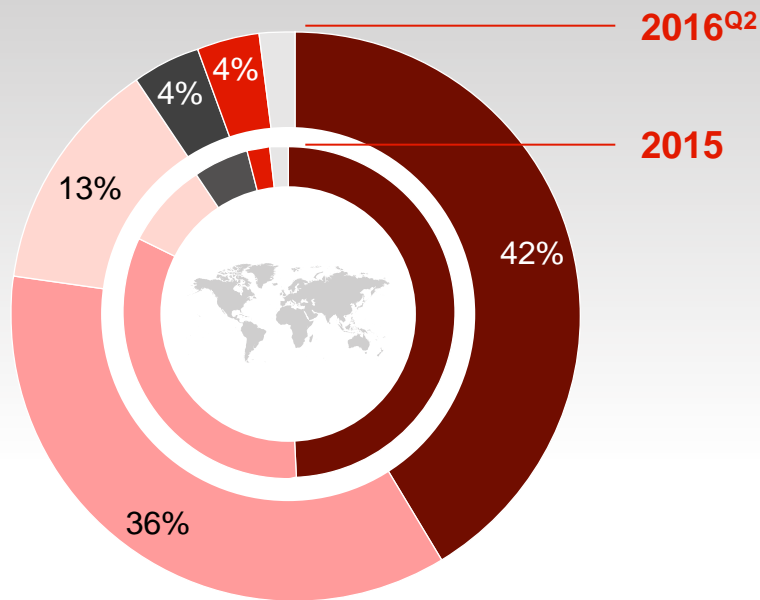
Source: INNOVALUE

1) Including both equity and debt funding deals

Most of the investments are either in the Europe (42%), US (30%) or Asia (13%); alternative payments and acceptance display high attention

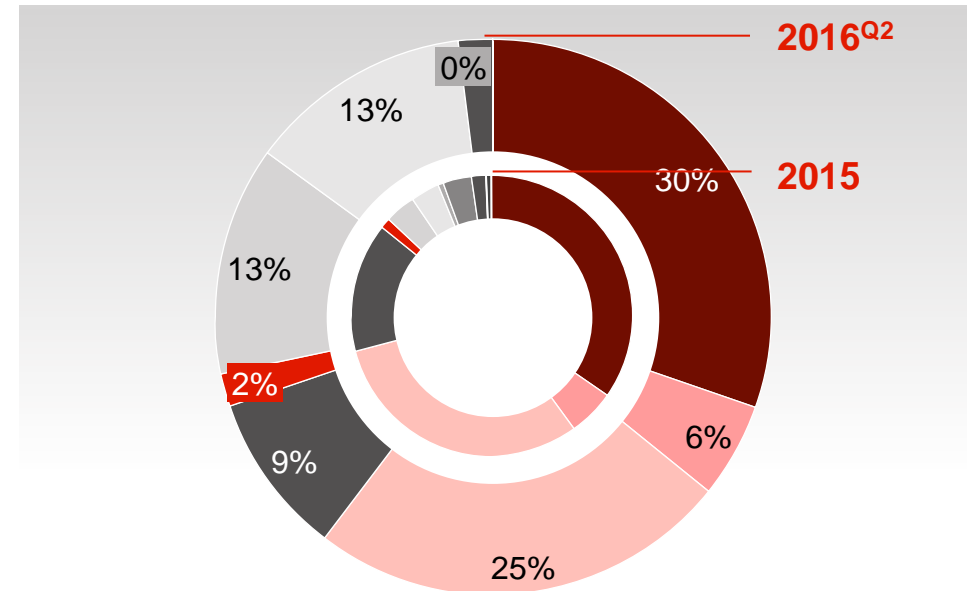
Funded start-up analysis (Q2/2016)

Investments by region



- North America
- Europe
- Asia
- Middle East, Africa (MEA)
- Australia
- South America

Investments by segment

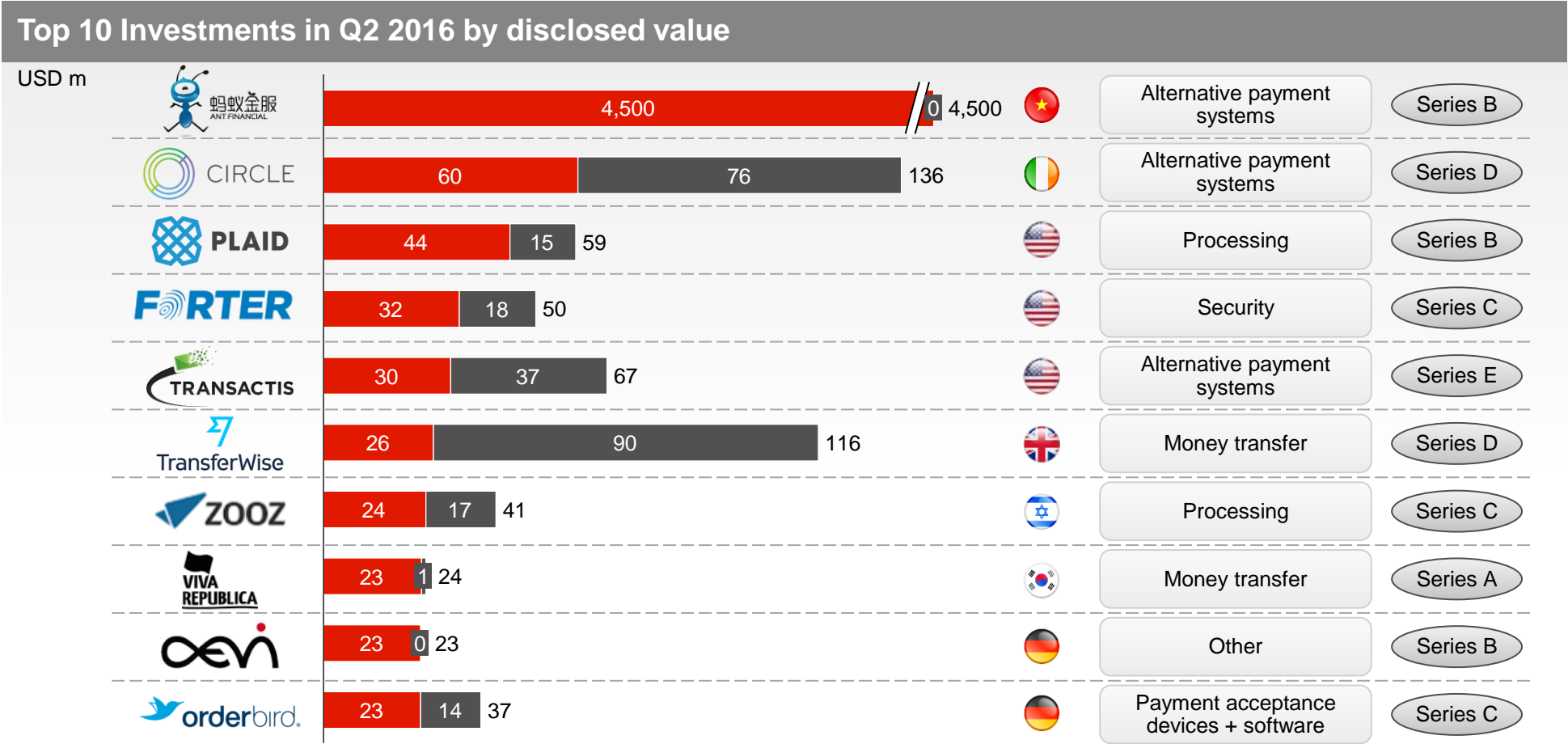


- Alternative systems
- Security
- Acceptance
- Money transfer
- Coupons / Loyalty
- Processing
- Other
- Acquiring
- Issuing
- Data analytics
- ATM

Source: INNOVALUE

The biggest equity financing rounds in Q2 2016 have been closed particularly by alternative payment systems

Investments (Q2/2016)



Source: Crunchbase, INNOVALUE

■ Most recent financing volume ■ Total financing volume



Kai-Christian Claus
Managing Partner

Mobile +49 (0) 163 413 1363
Email claus@innovalue.com

Hamburg Office



Andreas Habersetzer
Partner

Mobile +44 (0) 795 735 8698
Email habersetzer@innovalue.com

London Office

INNOVALUE

Hamburg office

Heimhuder Straße 69
20148 Hamburg
Germany

Phone +49 (0) 40 413 036-0

London office

3 More London Riverside
London, SE1 2RE
United Kingdom

Phone +44 (0) 203 283 4327

www.innovalue.com

This document shall be used for your personal reference only. This material may not be copied, reproduced, distributed or passed to others at any time, in whole or in part, without the prior written consent of INNOVALUE. This document including text and graphs were used by INNOVALUE as part of a presentation; it is no complete documentation of the event. If no deviant agreements exist or third party rights are affected, INNOVALUE reserves all property rights, copyrights and other patent rights. This includes the developed solutions, graphs and methodologies developed by Innovalue for the purpose of derivation, communication and documentation of the analysis.