Evolve
Capital Partners

Weekly Deals Update

Week Ending 10/20/17

SPECIALIZED INVESTMENT BANKERS AT THE INTERSECTION OF FINANCE AND TECHNOLOGY

Key Deals

M&A

Date	Target	Acquirer(s)	Sector	Amount ($mm)
10/20/17	BluePay	First Data	Payments	$760
10/17/17	wepay	J.P.Morgan	Payments	NA
10/17/17	DEEP RELEVANCE	coupa	Financial Management Solutions	NA
9/5/17	T-Systems	FIDELITY NATIONAL FINANCIAL	Healthcare Tech	$200

Financing

Date	Target	Lead Investor	Sector	Amount ($mm)
10/18/17	DUO	MERITECH CAPITAL PARTNERS	Others	$70
10/18/17	FINOVA financial	COVENTURE	Specialty Finance / Alternate Lending	$102
10/17/17	LendingHome	SBERBANK	Specialty Finance / Alternate Lending	$57

Preface

Each week, Evolve Capital Partners compiles select M&A and financing transactions across the finance and technology sectors. We analyze multiples sources of publicly available information and source each transaction. We also release a weekly news update of relevant news and press releases across the sector.

Evolve Capital Partners is a specialized investment bank focused on businesses serving industries at the intersection of finance and technology. We are a dedicated, creative, and fully independent investment bank that advises private and public companies on merger, divestiture and acquisition transactions, and capital raising through private placements. Founded in 2012, we are based in New York.

You can learn more about us at www.evolve-capital.com. We post past weekly transaction and news updates on our website, plus in-depth industry research reports.

To contact us, please email admin@evolve-capital.com or call (646) 688-2792.

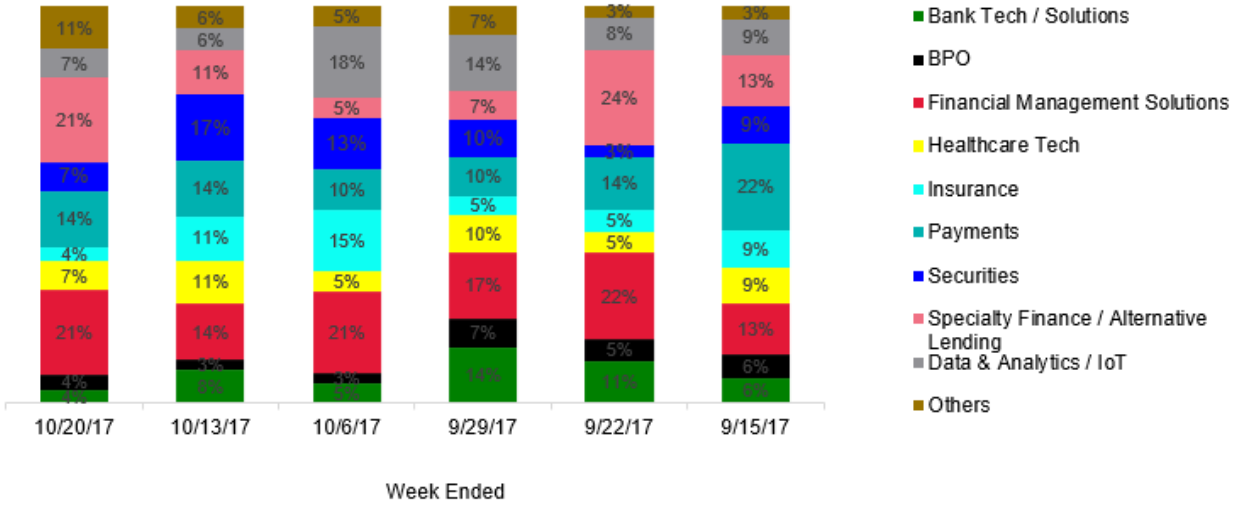
Sectors we cover at the intersection of finance and technology include:

Bank Tech / Solutions	Healthcare Tech	Securities
BPO	Insurance	Specialty Finance / Alternate Lending
Financial Management Solutions	Payments	Data & Analytics / IoT

Deals Count

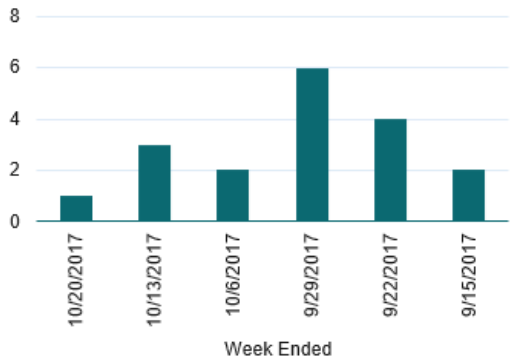
Sector	Number of Deals	% of Total
Bank Tech / Solutions	1	8%
BPO	1	3%
Financial Management Solutions	6	14%
Healthcare Tech	3	11%
Insurance	1	11%
Payments	7	16%
Securities	2	16%
Specialty Finance / Alternative Lending	6	11%
Data & Analytics / IoT	2	5%
Others	3	5%
Total	**32**	**100%**

Sector-Wise Deals Breakdown

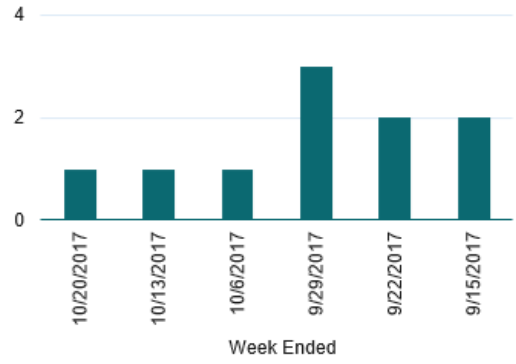


Sector-Wise Deals Count

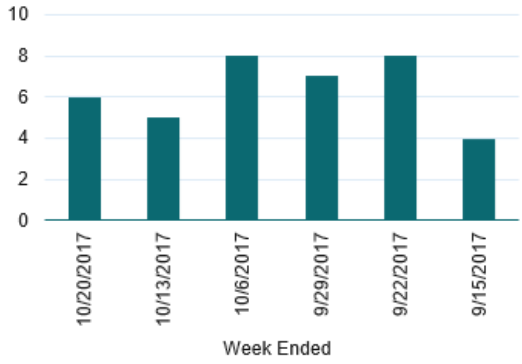
Bank Tech / Solutions



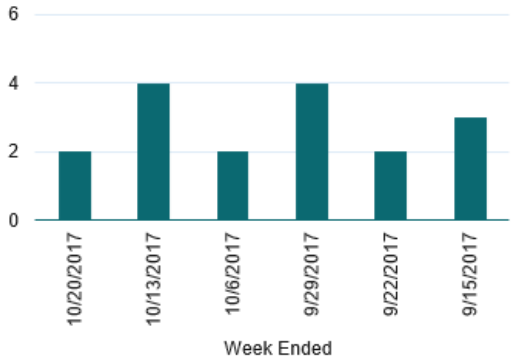
BPO



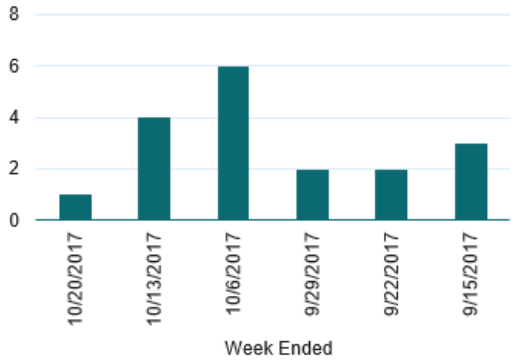
Financial Management Solutions



Healthcare Tech

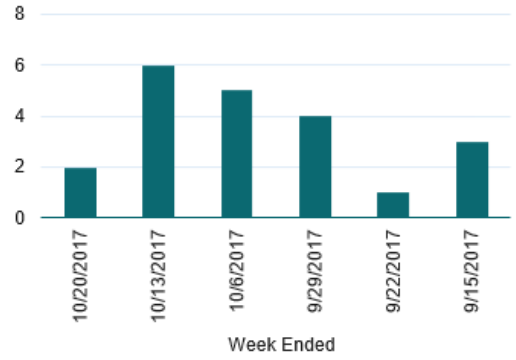


Insurance

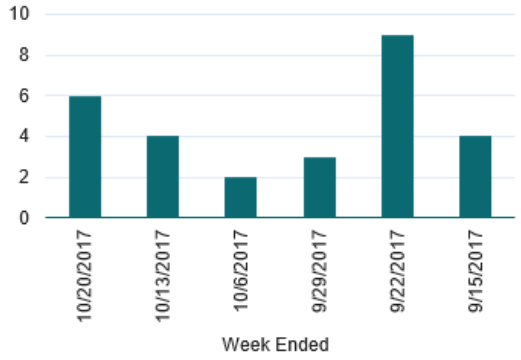


Payments

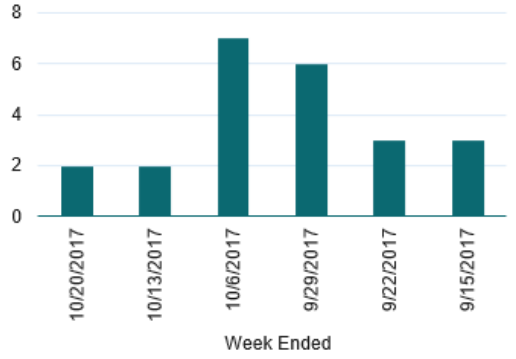
Securities



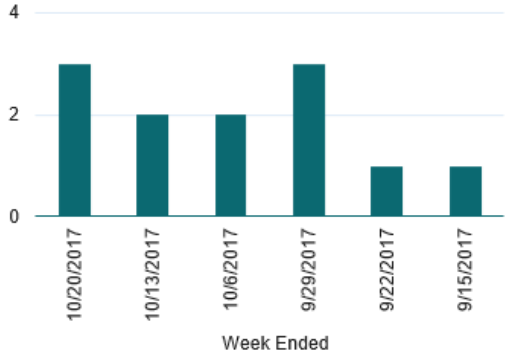
Speciality Finance / Alternative Lending



Data & Analytics / IoT



Others



BANK TECH / SOLUTIONS

PayKey raises $10 million for its millennial-targeted "social banking" smartphone keyboard

Bank Tech / Solutions

10/19/17

Banks face an increasingly crowded battlefield in the fight for millennial customers. Not only do they have to compete with services like Venmo, but many messaging apps are adding their own peer-to-peer payment services. Tel Aviv-based startup PayKey thinks it has the solution with a smartphone keyboard that lets bank customers access financial services without having to log onto a banking app. Today PayKey announced that it has raised a $10 million Series B led by MizMaa, with participation from other investors including SBI Group, Siam Commercial Bank's financial tech subsidiary Digital Ventures, SixThirty and FinTech71.

This brings PayKey's total funding raised to $16 million. PayKey chief marketing officer Guy Talmi says the company started as a social blockchain app, but after seeing the problems banks faced in engaging younger customers, the founders "had a lightbulb moment about how we can solve this problem for financial institutions by utilizing one of the most valuable and most used pieces of real-estate on the smartphone-the keyboard."

After banks integrate PayKey's white-label smartphone keyboard API (which keeps each institution's own security and authentication systems) with their mobile apps, their customers can install it onto their smartphones and use it to send payments, check their balances and access other services from inside any app. The keyboards have a key with the bank's logo that opens a menu of services when it's tapped.

The idea is that by moving an extra layer of friction and not forcing customers to leave their favorite social media or messenger apps, PayKey can help financial institutions hold onto younger customers who are accustomed to the convenience of Venmo, Square Cash and Zelle and peer-to-peer payment services in messaging apps like Facebook Messenger and Snapchat.

"As these platforms develop and enhance their own financial services there will be barely any reasons left for users to use any other apps," says Talmi. "We act as a bridge between the bank and the user's most used apps, enabling banks to have their brand become a part of the social and messaging experience."

PayKey has already signed commercial agreements with seven banks, including Westpac, UOB, Bank Leumi and an unnamed financial services provider that it says is one of the world's biggest, which are now rolling out their versions of the keyboard. PayKey plans to double its customers over the next six months, with a focus on Asia, where many of its Series B investors are based. The startup also wants to start looking in other verticals, including telecom providers.

https://techcrunch.com/2017/10/19/paykey-raises-10m-for-its-millennial-targeted-social-banking-smartphone-keyboard/

BPO

US-based Personiv acquires John Keells BPO Solutions

BPO

10/4/17

Personiv, a US-headquartered business process outsourcing firm, has acquired voice process service provider John Keells BPO Solutions India Pvt. Ltd for an undisclosed amount.
The acquisition will add 500 employees to Personiv's workforce of 2,000 people across four global locations, it said in a statement.

Personiv, which currently operates in India out of Coimbatore, will expand to North India following the acquisition.

"Across our outsourcing solutions, from recruiting and creative to back office and customer engagement, our focus on quality, flexible execution and white-glove customer experience remains at the heart of what we do. The addition of the John Keells BPO team will further our vision.." said David Lesniak, chief executive officer of Personiv.

Incorporated in 2006, Gurgaon-based John Keells BPO Solutions was a fully-owned subsidiary of Colombo-listed conglomerate John Keells Holdings PLC. John Keells BPO Solutions was formerly known as Quatrro Business Support Services Pvt. Ltd.

Mumbai-based investment bank Equirus Capital acted as adviser to John Keells BPO.
The BPO space has seen a few mergers and acquisitions of late.
New Delhi-based Qualtouch BPO Solutions Pvt. Ltd is merging its BPO operations with peer Mas Callnet India Pvt. Ltd.

https://www.vccircle.com/us-based-personiv-acquires-john-keells-bpo-solutions/

FINANCIAL MANAGEMENT SOLUTIONS

TreasuryXpress receives major growth investment

Financial Management Solutions

10/16/17

From the Association for Financial Professionals' annual conference (#AFP2017) – TreasuryXpress, the global leader in frictionless and on-demand treasury management solutions (TMS) today announced that it has closed a growth investment of $5 million from a consortium of investors including MEVP, iSME Capital, and Azure Fund.

The investment provides TreasuryXpress with an opportunity to continue to leverage the growing market need for on-demand treasury management and financial products. Following two consecutive years of triple digit growth in the US and EMEA regions, the investment allows the firm to continue to expand their on-demand business model into key markets with treasury-friendly fintech solutions.

"Over the past three years, TreasuryXpress has redefined the treasury management market by increasing the buying power of treasurers worldwide," says Anis Rahal, CEO and founder of TreasuryXpress. "By delivering solutions that change the way treasury teams can purchase, implement, and consume treasury and financial technology, we have successfully introduced a new model of TMS to the market that allows companies to automate and improve processes quickly and scalably. We are thrilled that our investors recognize both the potential of the on-demand treasury management solution market and TreasuryXpress' ability to be the leading innovator of modern TMS technology."

With the largest portfolio of on-demand treasury products and APIs in the industry, TreasuryXpress has removed the barriers of automation for over 125+ treasuries of all sizes worldwide by economizing and de-cluttering resource-intensive operations. Additionally, TreasuryXpress supports 140+ self-service clients of their fintech products and APIs available in their online store. Recognized for innovation and performance by trusted industry outlets such as the Treasury Today Adam Smith program, TreasuryXpress continues to impact and innovate the global treasury stage.

https://www.prnewswire.com/news-releases/treasuryxpress-receives-major-growth-investment-300537037.html

Coupa buys Deep Relevance, AI-based fraud detection in spend management

Financial Management Solutions

10/17/17

Cloud-based spend management provider Coupa buys Deep Relevance to bring its AI-based fraud detection technology to enterprise spend management.

Handcuffs and dollars - fraud detection in spend management © Denis Nata - Fotolia.comCloud-based spend management provider Coupa today announced its fourth AI-related acquisition in less than a year. Coupa is buying Deep Relevance, a San Francisco-based business which applies artificial intelligence (AI) to help detect potential fraud taking place in an organization's spending.

Kiran Ratnapu, founder and CEO of Deep Relevance, says that using AI for fraud detection provides faster results at lower cost than conventional rules-based approaches:

When we created Deep Relevance, we set out to identify fraud faster and cheaper than had been possible in the past. Traditional rules-based systems were missing fraud that we knew AI could find.

The AI models developed by Deep Relevance are able to identify and assess risk signals in an organization's spend data, such as when an employee transposes digits in expense claim submissions. As Donna Wilczek, VP, Product Strategy and Innovation at Coupa, told me today:

The core is defining the tendencies of what a person will do that is committing a fraudulent act.
The software then creates alerts based on this risk analysis, prioritized based on value at risk so that internal auditors or finance personnel can focus on the most significant. Areas of fraud detection covered by the technology include conflict of interest, bidding integrity, sham vendors, fraudulent invoices, inflated expense claims, duplicate expenses, and personal expenses

The acquisition now allows Coupa to apply this AI technology to its vast database of spend data collected from its customer community, as CEO Rob Bernshteyn explained in the opening keynote of its Coupa Inspire EMEA conference in London this morning:

Their concept was to do it company-by-company. Our vision is to take their capabilities and work with them hand-in-hand to apply this artificial intelligence to hundreds of billions of dollars of spending.
The AI will also be able to look for patterns of data and behavior across expenses, purchase orders and invoices within the Coupa system. Most fraud detection systems work within a single category of spend, says Wilczek, so the ability to look across different types of spend extends the reach of the technology:

Someone may never trigger an individual alert, but their behavior does through holistic view.
AI-based acquisition

Coupa made a significant investment in AI at the end of last year with the acquisition of Spend360, a world leader in the use of deep learning for spend classification. That technology has been applied to Coupa's spend data and powers its Risk Aware supplier risk management tool, which is now generally available following a period in early release. During that time, there have been a number of cases where customers have been able to use the community benchmark to identify and adjust supplier risk exposure.

As well as using Coupa's own data store, Risk Aware also uses third-party data collated by technology acquired with data aggregation platform Riskopy earlier the year. The third AI-related acquisition was Trade Extensions, a strategic sourcing and advanced optimization platform that's used by many of the world's largest brands to run complex sourcing for categories such as fresh produce or direct materials. This brings Coupa into the direct procurement market.

Wilczek says the cultural fit when making an acquisition is as important to Coupa as the technology. The Deep Relevance team will be working closely with Spend360's data scientists and AI experts as well as other parts of the Coupa organization to integrate its technology into the product architecture.

Coupa also today announced general availability for US customers of its integration of Amazon Business into its procurement catalog. For customers that opt in, this gives users access to products in the Amazon Business marketplace from within Coupa, ensuring that any purchases conform to the organization's procurement processes as defined in Coupa.

Another astute acquisition of some very useful AI technology and skills on Coupa's part. Putting this together with its large and fast-growing store of spend data allows the vendor to offer its customers significant practical value from the application of AI.

https://diginomica.com/2017/10/17/coupa-buys-deep-relevance-ai-based-fraud-detection-spend/

Mobysoft receives backing from private equity house

Financial Management Solutions

10/17/17

Manchester software firm Mobysoft has been backed by investment from private equity house Livingbridge.

Mobysoft's RentSense software helps social housing landlords manage arrears collection more efficiently.

Using a range of data, including historic trends, RentSense's algorithms flag potential issues to social housing officers, saving them time, improving efficiency in rent collection and cutting arrears by tens of millions of pounds a year.

Mobysoft's software is by 80 social housing operators managing around 900,000 properties, almost a fifth of the sector's 5.2 million UK based property.

Livingbridge's investment will enable Mobysoft to grow its UK social housing market share, expand its geographical presence, increase investment in people and roll-out its predictive analytics software into new verticals.

Derek Steele, founder and CEO of Mobysoft, said: "This investment is fantastic news for Mobysoft, our staff and clients.

"As social housing continues to grow and cost pressures increase for providers, our software helps tackle rental arrears and delivers vital cost savings. Livingbridge has strong experience in helping businesses like Mobysoft and I look forward to working with them to take us to the next stage of growth."

A Manchester team at GCA Altium, led by managing director Adrian Reed, director Dom Orsini and analyst Matt Furness, advised the shareholders of Mobysoft on the deal.

http://www.manchestereveningnews.co.uk/business/mobysoft-receives-backing-private-equity-13778690

High-end Brazilian job recruitment marketplace Revelo raises $4.6 million

Financial Management Solutions

10/18/17

Revelo, a job marketplace that puts the responsibility on companies to contact candidates, has raised $4.6 million in its latest financing.

The company, unlike traditional job boards, puts high-end, high-profile Brazilian job seekers at the center of the search, and makes companies reach out to them.

Its latest round was led by Valor Capital, the Latin American-focused venture capital fund, with participation from the online Australian recruiting company Seek. Previously called Contratado.me, the company raised a seed round in 2015 from Social Capital, Graph Ventures and angel investors.

As Brazil's economy improves, the competition for high-quality job candidates is getting more fierce, according to the company. Workers on Revelo upload their profiles and, once approved by the marketplace, begin getting interview requests from companies… with the potential salary the job pays.

The company's focusing on careers like software development, design, online marketing and management consulting.

"We use machine learning and adaptive technical tests to offer a curated talent pool of engaged talent to our more than 1.500 clients," said Revelo's co-founder Lucas Mendes, in a statement.

Brazil has the fifth largest market for recruiting in the world — behind the U.S., China, Japan and the U.K., according to the World Employment Confederation.

That said, Revelo has global ambitions. While 1.5 million Brazilian white-collar workers used external recruiting services to find jobs — or had companies find them — Mendes said his company was "going after the $500 billion global industry."

Money from the new round will go toward sales and marketing and product development, the company said.

Roughly 1,500 companies are currently using Revelo's service, and it's landed its users more than 1 billion Brazilian reals in job offers.

https://techcrunch.com/2017/10/18/high-end-brazilian-job-recruitment-marketplace-revelo-raises-4-6-million/

Contrast Security, a pioneer in securing critical software, closes $30 million in Series C financing

Financial Management Solutions

10/19/17

Contrast Security, the pioneer in enabling "self-protecting" software with security safeguards built directly into critical applications, today announced it has completed a $30 million Series C financing round led by new investor Battery Ventures. Existing investors General Catalyst and Acero Capital also participated in the round. This financing, following a year of doubled growth and numerous industry awards, brings the company's total funding raised to $54 million.

The funding will accelerate Contrast Security's technology innovation, global expansion and growth in its customer-success team to meet increasing demand for the company's unique approach to application security. With over 100 billion new lines of software code written in 2017, and software shifting to the cloud, organizations are recognizing the criticality of building security safeguards directly into applications as they are developed and deployed, instead of dealing with security problems after the fact. The increasing number of highly public breaches stemming from insecure software applications further demonstrates that traditional security testing and attack protection tools are failing.

"Contrast Security is taking a truly innovative approach to a decades-old problem, and one that is only growing more important as agile software is driving digital transformation across many businesses," said Dharmesh Thakker, a Battery Ventures general partner. "In addition to focusing on the security perimeter, companies and organizations need to train their sights on the safety of their 'crown jewels' — their core software — and start building security into key applications from day one. Contrast has established itself as a leader by enabling organizations to do exactly that. We see big growth potential in this market."

As software continues to advance and accelerate, with continuous improvement and increased reliance on open and crowd sourced components, true security becomes increasingly elusive. Contrast Security keeps pace with constantly evolving software by giving developers and security professionals the tools they need to both detect vulnerabilities early and maintain continuous attack monitoring and blocking.

Two of the company's products, Contrast Assess and Contrast Protect, work together continuously across popular development (Agile, waterfall, etc.) and deployment (DevOps, cloud, containers, hybrid, etc.) methods to enable protection throughout the software lifecycle. This unified Contrast Security platform provides the missing component that enables enterprises to succeed in their digital transformation efforts while minimizing risk.

"We live in a world based on software that is inherently risky and businesses, consumers and shareholders are paying the price. As we've seen with Equifax, the software security problem is real, costly and complex, while the solution is quite simple," said Alan Naumann, CEO and board

chairman of Contrast Security. "Contrast Security has already proven that companies can, in fact, respond quickly and effectively to vulnerabilities before attacks even start. Battery Ventures has a history of helping companies and entrepreneurs with game-changing technology in the application performance monitoring, DevOps and cybersecurity categories achieve significant market impact. This funding will enable us to scale to meet the market demand and help companies make self-protecting software an industry standard."

"From social security numbers to driver's license numbers, our customers share massive amounts of information online. It's our mission to make sure our customers are secure," said Lance Harris, CISO of Esurance. "As we've undergone our digital transformation initiatives, our business relies heavily on software, thereby making the need for application security essential. If organizations don't build it into the software lifecycle, we are guaranteed to see an increase in data breaches and cyberattacks. Application security is absolutely critical and we encourage the rest of the industry to take the same measures to ensure their applications are safe."

"I've been an innovator in the security industry for over 15 years, and I've witnessed first-hand how complex and massive the challenge is to test and secure enterprise software applications," said Brian Chess, author of "Secure Programming with Static Analysis" and one of the founders of Fortify Software. "I'm delighted to see the investment community, and Battery Ventures in particular, has recognized Contrast Security as having the critical secret sauce to tackle the number one source of cybersecurity breaches."

https://www.prnewswire.com/news-releases/contrast-security-a-pioneer-in-securing-critical-software-closes-30-million-in-series-c-financing-300539470.html

Robotics startup Aquifi brings in $16.1 million

Financial Management Solutions

10/20/17

According to a recent SEC filing, Aquifi has raised $16.1 million in financing from an undisclosed investor.

Aquifi develops scalable 3D computer vision solutions for accelerating and improving the accuracy of manual gating logistics and manufacturing throughput. Based on commodity hardware, these complete solutions are built on a proprietary RGB-D vision sensor that is able to build full-color 3D models in seconds. Artificial intelligence software enables reasoning on shape, color, and texture, and the 3D data vastly decrease training time.

https://newscenter.io/2017/10/robotics-startup-aquifi-brings-16-1-million/

HEALTHCARE TECH

ESO Healthcare Connected raises $15.5 million

Healthcare Tech

10/10/17

ESO Healthcare Connected, a developer of an electronic health record and data exchange software raised $15.5 million of venture funding led by Accel-KKR on October 10, 2017. Other undisclosed investors also participated in the transaction.

The company's electronic patient care reporting (ePCR) software and billing services enables users to share patient data in a bi-directional and vendor-agnostic environment for fire departments, ambulance billing operations and others, enabling emergency medical services, fire departments and hospitals take better care of patients.

Source: Pitchbook; Deal ID: 93557-35T

Health Catalyst to raise $25 million

Healthcare Tech

10/12/17

Health Catalyst, a provider of healthcare data warehousing, analytics and outcomes improvement platform announced on October 12, 2017 to raise $25 million of venture funding from undisclosed investors.

The company's outcomes improvement platform helps healthcare organizations of all sizes to improve clinical, financial and operational outcomes for population health and care, enabling them to meet their future analytics needs.

Source: Pitchbook; Deal ID: 95836-51T

FNFV announces closing of T-System Holdings acquisition

Healthcare Tech

10/17/17

Fidelity National Financial, Inc. today announced that FNFV Group (NYSE: FNFV) has closed the previously announced acquisition of T-System Holdings ("T-System") for approximately $200 million in cash. T-System is a provider of clinical documentation and coding solutions to hospital-based and free-standing emergency departments and urgent care facilities.

https://www.prnewswire.com/news-releases/fnfv-announces-closing-of-t-system-holdings-acquisition-300538184.html

INSURANCE

Carlyle Group's shareholder Prima Solutions acquires Tricast

Insurance

10/16/17

The Carlyle Group (NASDAQ: CG), its new shareholder, Prima Solutions, French insurance software vendor, today announced the acquisition of Tricast, a company specialized in analysis and predictive tools.

Based in Paris and created in 2000 by Jean Boudy, Tricast partners with nearly 50 clients across a variety of countries in Europe, South America, the Middle East and Asia, offering them access to an fully-integrated insurance analysis software platform comprised of data and predictive algorithms and aimed at improving the market position and technical margins of its end users.

This acquisition will allow Prima Solutions to enrich its software offering and to market this customized technological and scientific capability, designed to optimize the results and operational efficiency of clients. On an international scale, this acquisition gives Prima Solutions the possibility of successfully reaching new markets within Europe, the Middle East, Latin America and Asia.

The merger of these 2 software platforms also strengthens Prima Solutions' capacity to provide an insurance solution adapted to new on-demand insurance products linked to behavioral trends (such as 'Pay how you drive' and usage-based policies) and based on connected solutions. This capability is enabled by actuarial analysis of big data.

Following this acquisition, Tricast's personnel will be fully employed by Prima Solutions and will be managed by the current executive team, including the President Hugues Delannoy, as well as the CEO Rodolphe Peim.

"This agreement concluded with Prima Solutions has the objective of opening up a full-service digital software platform to insurance professionals, able to meet their operational needs, including the improvement of client relations, insurance policy management and claims handling, and, in addition, optimizing technical margins. Our clients will naturally continue to benefit from the same level of quality as they have up to now and will furthermore have access to Prima Solutions' capabilities and innovative products," stated Jean Boudy, Founder and CEO of Tricast.

"We are delighted to welcome Tricast into the Prima Solutions group. This strategic match enables us to greatly strengthen our software offer while proposing a complementary expertise to our clients, which is central to the improvement of technical margins. This acquisition demonstrates our determination to pursue our new growth strategy, particularly on an international scale by targeting new markets beyond our initial borders, with the support of our new shareholder," adds Hugues Delannoy, President of Prima Solutions.

The acquisition of Prima Solutions in partnership with its management team has now been finalized. The investment was made by Carlyle Europe Technology Partners III, a €657 million Carlyle fund focused on European technology, media and telecommunications (TMT) companies.

https://www.streetinsider.com/Corporate+News/Carlyle+Group+%28CG%29+Company+Prima+Solutions+Acquires+Tricast/13389914.html

Payments

Santander InnoVentures leads $6 million funding round for Mexico's ePesos

Payments

10/13/17

Santander's fintech venture capital fund has led a $6 million funding round for ePesos, a Mexican mobile payments startup targeting underbanked small businesses. VilCap Investments, Pomona Impact, and Fiinlab, the innovation lab owned by Gentera, joined Santander InnoVentures in the round.

Through its platform, ePesos offers low-cost short-term working capital through a revolving line of credit to SMEs without a bank account. Borrowers receive and repay funds through a custom built mobile wallet.

In addition, ePesos is partnering with HR software companies on payroll advances so that firms can let employees access funds instantly without going through complicated internal procedures.

Manuel Silva Martínez, head, investments, Santander InnoVentures, says: "Our investment in ePesos is a proof of our commitment to global financial inclusion and helping small businesses prosper - something Santander InnoVentures has made a priority."

Martínez adds that the deal is a stepping stone into Latin America for the $200 million fund, which has invested in 17 fintech startups since launching in 2014 but has so far focused on European and North American firms.

https://www.finextra.com/newsarticle/31194/santander-innoventures-leads-6m-funding-round-for-mexicos-epesos

Ingenico Group expands its direct-to-retail channel in Spain with the acquisition of IECISA Electronic Payment System

Payments

10/16/17

Ingenico Group , the global leader in seamless payment, today announced the acquisition of IECISA Electronic Payment System, a leading payment service provider in Spain. IECISA Electronic Payment System is the business unit of Informática El Corte Inglés, S.A. (IECISA), the technology and digital division of the El Corte Inglés Group. The transaction includes a collaboration agreement with IECISA to offer innovative payment solutions to merchants.

Based in Madrid and created in 1998, IECISA Electronic Payment System has developed close relationships with many of the top Spanish retailers and has become the leading provider of in-store gateway services in Spain. Today IECISA Electronic Payment System provides payment acceptance solutions and in-store gateway services under a software-as-a-service (SaaS) model through its proprietary PCI-DSS-certified platform. IECISA Electronic Payment System processes some 360 million transactions each year from an installed base of 46,000 terminals deployed in various sectors, including retail, supermarkets, tourism, leisure or public administration.

The acquisition of IECISA Electronic Payment System will allow Ingenico Group to:

- Strengthen its position on the Iberian market
- Enlarge its customer base with a client portfolio of over 150 Spanish and international merchants and large retailers
- Accelerate the deployment of omnichannel solutions in Iberia and gain market share through the combination of the Group's in-store and online capabilities with the footprint and the assets of IECISA Electronic Payment System
- Build on the existing portfolio of merchants and connections developed in Mexico to expand its presence and offering in the LATAM region

The collaboration agreement between IECISA and Ingenico Group will also allow IECISA to integrate Ingenico Group's payment services in its portfolio of value-added solutions, while Ingenico Group will benefit from IECISA's experience in managing digital projects with local market leaders and public entities.

"I am pleased to welcome IECISA Electronic Payment System's team to Ingenico Group", said Nicolas Huss, Retail Business Unit EVP of Ingenico Group. "They bring experience and assets that will reinforce our leading position in Europe and allow us to pursue our continuous development of payment services and retail solutions.IECISA has been a partner of Ingenico Group for many years, and we firmly believe that the strategic partnership between our two organisations will maximise our ability to offer value-added services to our clients".

Vicente Calzado, Deputy General Manager at Informática El Corte Inglés stated that "After having made IECISA Electronic Payment System a leading payment service provider in Iberia, as part of Informática El Corte Inglés, we are confident that Ingenico Group, as a specialist in integrated payment solutions, will guarantee the evolution and the development of the business. Ingenico Group will bring its expertise in omnichannel solutions and I am pleased our two organisations can continue to cooperate to bring innovative solutions to our customers in the region".

The closing is expected to occur by November 2017.

https://globenewswire.com/news-release/2017/10/17/1148417/0/en/Ingenico-Group-expands-its-Direct-to-retail-channel-in-Spain-with-the-acquisition-of-IECISA-Electronic-Payment-System.html

JPMorgan buys fintech start-up WePay

Payments

10/18/17

JPMorgan has agreed to buy payments start-up WePay, in its first major acquisition of a financial technology (fintech) firm.

The investment bank said Tuesday it would provide its 4 million small businesses clients with WePay's payments technology.

"With WePay, Chase is taking the work out of payments for both our business clients and the software providers who serve them," Matt Kane, CEO of Chase Merchant Services, said in a statement Tuesday.

"We are powering payments for growth, so businesses can accept payments instantly, get paid faster, and never lose a sale."

WePay is a Silicon Valley company that offers payment capabilities to business platforms. The firm's technology uses application programming interfaces (APIs) to integrate payments functionality with software. APIs are codes that allow different software components to communicate with each other.

JPMorgan did not disclose the value of the acquisition, but the Wall Street Journal reported the price being above the $220 million valuation WePay reached in a 2015 funding round.

WePay's software is currently used by crowdfunding website GoFundMe, cloud-based accounting firm FreshBooks and online marketer Constant Contact.

"Being part of the Chase family — with its global capabilities, brand and scale — will help us better support our growing list of platform partners and the businesses they serve," Bill Clerico, founder and CEO of WePay, said.

"We're excited to marry the distribution of one of the world's largest and most respected financial institutions with the best technology and talent in Silicon Valley."

Financial institutions have expressed growing interest in fintech acquisitions. In August, credit card processing company Vantiv bought payments processor Worldpay for $10.4 billion. And last week a Bernstein analyst predicted that PayPal would likely invest billions in a payments company in "coming months" — with Square, Stripe, and Adyen on its radar.

https://www.cnbc.com/2017/10/18/jpmorgan-buys-fintech-start-up-wepay.html

Feedzai closes $50 million Series C to help banks and merchants identify fraud with AI

Payments

10/18/17

Feedzai is announcing a $50 million Series C this morning led by an unnamed VC with additional capital from Sapphire Ventures. The six year old startup builds machine learning tools to help banks and merchants spot payment fraud.

In today's rapidly maturing world of fintech, Feedzai is trying to thread the needle between turnkey solution and customizable platform. With 60 clients including major financial institutions like Capital One and Citi, Feedzai remains optimistic that allowing savvy customers to build on top of its service is the key to longevity.

Feedzai's platform is specifically designed to help mitigate payment fraud. This includes use cases where money is transacting between at least two parties. Under a microscope, seemingly boring transaction logs can hint at illicit actors looking to game the system for financial gain.

"Until now banks have used solutions based on verticals," Nuno Sebastiao, co-founder and CEO of Feedzai, explained to me in an interview. " The fraud solution you have for an ATM wouldn't be the same fraud solution you would use for online banking which wouldn't be the same fraud solution would have for a voice call center."

But this is rapidly changing. Financial institutions are actively looking to upgrade old systems with solutions that can process data in aggregate, taking advantage of advancements in machine learning and the prevalence of things like in-memory databases.

As these replacement cycles roll around, Feedzai aims to communicate its stability in the market — regardless of its status as a startup. The sheer amount of capital the company has raised should help to convince large customers that it is a safe steward of their risk management needs.

Founded in Portugal, Feedzai initially raised a $2 million Series A from Portuguese investors, Data Collective and Sapphire Ventures. After moving to the United States, the company took on a $17 million round from Oak HC/FT in addition to capital from strategic investors for a total of $32 million.

"We even created classes of stock for strategic money," Sebastiao added. "Having a number of financial institutions coming in together, the top ones in the world, gives you strength that you probably wouldn't have otherwise."

This is the case with today's round, with the key exception that the strategic investor leading isn't being made public at this time. But regardless, Sebastiao again underscored the importance of

strategics in hacking together multi-million dollar long term contracts with major banks and merchants.

Consolidation in the financial sector means that only about 2,000 banks worldwide are of interest to Feedzai. Initially this was a challenge for the company in terms of customer concentration but Sebastiao says these ratios are rapidly smoothing out. Healthy unit economics on a per deal basis helped the company weather this storm in early days.

Today's $50 million round will enable Feedzai to double its headcount this year to about 300 employees. Maintaining strong sales and data science teams at scale will remain a major priority as Feedzai continues to grow market share servicing both sides of the market.

https://techcrunch.com/2017/10/17/feedzai-closes-50m-series-c-to-help-banks-and-merchants-identify-fraud-with-ai/

Worldline announces the completion of the acquisition of Digital River World Payments

Payments

10/18/17

Worldline [Euronext: WLN], the European leader in the payments and transactional services industry, today announces the completion of the agreement to acquire 100 percent of the share capital of Digital River World Payments (DRWP), a leading online global payment service provider from Digital River, Inc., a leading global provider of Commerce-as-a-Service solutions.

Founded in 1997 and headquartered in Stockholm, Sweden, DRWP is a subsidiary of Digital River and employs approximately 120 employees worldwide. With global payment gateway, multi-acquiring and collecting services under one roof, DRWP delivers comprehensive online payment acceptance and optimization solutions for leading enterprise brands, spanning a variety of industries, including travel, retail, direct selling and digital goods. DRWP's global platform and large geographical footprint support international payment schemes and currencies across 175 countries, a wide range of local payment brands and methods, and more than 40 acquiring bank connections. With its global reach, and positioning as a PSP and collector, DRWP is a strong complement to Worldline's existing and proven SIPS[1] gateway.

Through the acquisition of DRWP, Worldline increases its internet payment capabilities, notably with online payment collecting services, and gains access to a client base composed of tier one merchants. Worldline also expands its global reach to new geographies (USA, Brazil and Sweden).

With this acquisition, Worldline is today in a unique position to deliver the next generation of payment services for the digital commerce market.

DRWP will be consolidated in the Merchant Services division of Worldline from November 1st, 2017. Raymond James served as the financial advisor to Digital River for this transaction.

https://globenewswire.com/news-release/2017/10/18/1149367/0/en/WORLDLINE-SA-Worldline-announces-the-completion-of-the-acquisition-of-Digital-River-World-Payments.html

Lightspeed POS announces US $166 million of investment led by Caisse de Dépôt et Placement

Payments

10/18/17

Lightspeed POS Inc., the world's most advanced cloud-based point-of-sale software solution for independent retailers and restaurateurs, today announced it has closed a US $166 million (C $207 million) investment. The series D round was led by Caisse de dépôt et placement du Québec (la Caisse) with an investment of US $136 million (CA $170 million), and included participation from Investissement Québec (IQ), iNovia Capital and a credit line from Silicon Valley Bank.

With global demand continuing to grow for cloud-based POS and commerce solutions, this investment affirms the opportunity ahead for the Canadian-based technology company, bringing the total amount invested to US $292 million.

Lightspeed remains focused on providing customer-centric, market-leading POS technology solutions that power serious retail and restaurant businesses. The additional investment supports further innovation of its fully-integrated omnichannel Retail and mobile Restaurant solutions, and supports the company's global expansion to address market demand.

"The retail and restaurant industries now require businesses to deliver a greater and more unique experience to thrive," says Dax Dasilva, Founder and CEO of Lightspeed. "Lightspeed is leading the digital transformation with our powerful, easy-to-use platform, which enables your favourite local businesses to increase revenue, continue to innovate, and ultimately deliver an extraordinary shopping or dining experience."

"Two years ago, when we first invested in Lightspeed, the company was already considered a Canadian leader in its field. Today, its solutions are used in more than 100 countries and Lightspeed is the world's largest company in its sector. This success is due to the impressive innovations that it implemented and the strategic vision of its experienced management team," said Christian Dubé, Executive Vice-President, Québec at la Caisse. "This investment is part of our commitment to provide long-term support to Québec's new-economy companies as they grow internationally."

The company now operates in more than 100 countries, in multiple languages and currencies, and processes over US $15 billion in transactions annually. With nearly 50,000 customers on the platform, Lightspeed is perfect for retailers and restaurateurs with physical locations requiring technology to simplify operations and complex data, providing intelligent insights to sharpen decision-making around inventory, customers and employees.

"We were among the first to believe in Lightspeed's remarkable growth potential and invest in it," said Investissement Québec President and CEO Pierre Gabriel Côté. "Lightspeed is currently enjoying an impressive level of success. It is now a global leader whose growth and

accomplishments are making waves far beyond our borders. It was only natural for Investissement Québec to reinvest in the company."

Lightspeed customers see a 20% increase in revenue, on average, during the first full year on the platform. A few of the marquee retail brands that use the POS platform every day to power their businesses include: Todd Snyder, Want Les Essentiels, DASH, Draper James, Rocket Fizz, Malin+Goetz, Mike's Bikes in California, and the Montréal Canadiens. Restaurateurs are beginning to adopt new technology at a much faster pace than ever before, and some of the places Lightspeed can be found include: Eataly, La Marina NYC, Nobu Malibu, Lutze Biergarten, Zoku Amsterdam Hotel, Hummus Bros, Crêpeaffaire, and Detroit Foundation Hotel.

http://www.newswire.ca/news-releases/lightspeed-pos-announces-us-166-million-of-investment-led-by-caisse-de-depot-et-placement-du-quebec-651412803.html

First Data to acquire BluePay

Payments

10/20/17

First Data Corporation, a global leader in commerce-enabling technology and solutions, today announced that it has entered into a definitive stock purchase agreement for First Data to acquire BluePay Holdings, Inc. ("BluePay") from current owners, including TA Associates and BluePay management, for $760 million in cash, subject to adjustments. The transaction is expected to be modestly accretive in the first full year post-closing, before expected synergies.

BluePay, a provider of technology-enabled payment processing for merchants in the U.S. and Canada, is one of First Data's largest distribution partners with a strong focus on software-enabled payments and Card-Not-Present transactions. BluePay processes approximately $19 billion of annual volume for more than 77,000 merchants and is integrated into more than 450 software platforms. The company has software integration solutions that complement those offered through First Data's CardConnect business.

"BluePay is a long-standing First Data distribution partner with an excellent track record of innovation and growth. We are pleased to add BluePay's unique capabilities and its talented team to the First Data family," said First Data Chairman and CEO, Frank Bisignano. "We believe BluePay's best-in-class integrated Card-Not-Present solutions, combined with CardConnect's cutting-edge ISV product suite acquired earlier this year, clearly sets First Data apart from the competition in the high growth integrated payments space."

"This is an exciting day for BluePay as this transaction presents a great opportunity to join an outstanding global organization like First Data," said BluePay Executive Chairman, John Rante.

"We believe First Data can accelerate our software-driven payments strategy and provide value to clients and partners through the combination of First Data's payment facilitation capabilities, global processing expertise, and an unparalleled distribution network," said BluePay CEO, Bala Janakiraman.

The transaction is subject to customary closing conditions, including expiration of the applicable waiting period under the Hart-Scott-Rodino Antitrust Improvements Act of 1976. The parties expect the transaction to close in the fourth quarter of 2017.

Weil, Gotshal & Manges LLP acted as legal advisor to First Data. Credit Suisse served as financial advisor to BluePay, and Goodwin Procter acted as legal advisor

http://www.businesswire.com/news/home/20171020005319/en/Data-Acquire-BluePay

SECURITIES

SS&C closes acquisition of CommonWealth Fund Services

Securities

10/13/17

SS&C Technologies Holdings, Inc. (Nasdaq: SSNC), a global provider of financial services software and software-enabled services, today announced the acquisition of CommonWealth Fund Services Ltd. ("CommonWealth"), an award-winning Canadian fund administrator servicing over $8 billion in assets. The newly acquired business expands SS&C's footprint in Canada and adds a talented management team and staff.

Headquartered in Toronto, CommonWealth provides a full range of administration services to hedge funds, private equity funds, real estate funds, fund of funds, family offices, and other institutions. Over the past two years, CommonWealth has doubled its assets under administration.

"We are pleased to welcome CommonWealth's team and clients," said Bill Stone, Chairman and Chief Executive Officer, SS&C Technologies. "The acquisition strengthens our presence in the Canadian fund services market and furthers our strategy to expand our international business."

"With our combined expertise, technology and talent, there's simply no better team to enable clients to stay a step ahead. Joe Zhang and I, together with our staff, are excited to join SS&C during this next growth phase," said Mackenzie Crawford, Managing Director. "Most importantly, both companies share two core values: constantly demonstrating an unwavering dedication to client success and ensuring a positive corporate culture. Our clients and employees are enthusiastic about future opportunities."

https://www.prnewswire.com/news-releases/ssc-closes-acquisition-of-commonwealth-fund-services-300536591.html

GuiaBolso raises $39 million to expand Brazil's leading digital finance hub

Securities

10/18/17

The Brazilian startup GuiaBolso has raised $39 million from a group of specialized fintech investors, led by Vostok Emerging Finance and including existing backers such as Ribbit Capital, IFC, and QED Investors. Endeavor Catalyst and Omidyar Network also contributed to the round.

This largest-announced venture capital funding of 2017 in Latin America is a testament to increasing investor perception of the potential of introducing innovative technologies into the country's large but staid financial services market. It also consolidates GuiaBolso's position as the leading finance hub, with over 3.5 million app users and the largest digital marketplace for credit products by origination volume.

"We're delighted to continue partnering with such high caliber investors that support our mission of giving people the complete, precise information they need to make better financial decisions," comments founder Benjamin Gleason. "This investment will allow GuiaBolso to expand the reach of our digital financial hub to millions of more Brazilians, as well as provide real-time access to additional products such as investments and credit cards, to accompany our existing loan offerings."

After decades of increasing concentration of the banking sector, that left the vast majority of consumers confined to a single institution for financial products, in recent years this dynamic has started to shift, with a budding new generation of fintech offerings. GuiaBolso is unique in that it accelerates this trend of disintermediation of product options while simultaneously simplifying consumers' lives by consolidating their account activity into a comprehensive financial profile in the app. The GuiaBolso platform democratizes consumers' financial information, by giving them transparency and control over the information, as well as access to credit products matched to their needs and risk profile – a big departure from the status quo in a country with the world's highest interest rates.

Founded by McKinsey veterans Gleason and Thiago Alvarez, the startup bucked tradition in Brazil by focusing first on solving consumers' problems related to lack of visibility of their finances and access to generally expensive products rather than prioritizing the company's own bottom line. This approach paid off when the GuiaBolso app went viral after release in 2014, prompting Brazil's sixth-largest retail bank to partner with the startup to offer competitively-priced loans on the platform.

Over several funding rounds, GuiaBolso previously received investment totaling $28 million from Kaszek, the largest Latam VC fund; Ribbit, specialized in fintech; QED Investors, specialized in lending businesses; Omidyar Network, that supports social impact initiatives; and IFC, of the World Bank Group, among others. This year the company also raised over $70 million of debt

financing for its lending operation, in two tranches from more than a dozen institutional fixed income investors.

To lead this round, GuiaBolso selected Vostok Emerging Finance due to its complementary profile and aligned vision, in the words of Managing Director Dave Nangle:

"We are excited to announce our largest investment to date in Brazil, reflecting our conviction that Brazil offers one of the best fintech macro opportunities globally. GuiaBolso is truly unique as a loved and growing consumer brand, that has leveraged its #1 finance app to launch Brazil's first credit marketplace with real-time online loan approvals. It is well positioned to broaden the suite of financial products from this base. As with all our investments, it starts with great founders and management team, and the GB team is one of the best we have come across in emerging market fintech. We look forward to supporting Ben, Thiago and the team on the journey ahead."

http://www.businesswire.com/news/home/20171018006524/en/GuiaBolso-Raises-39-Million-Expand-Brazil%E2%80%99s-Leading

SPECIALTY FINANCE / ALTERNATE LENDING

LendingHome announces infusion of over $450 million

Specialty Finance / Alternate Lending

10/17/17

LendingHome – the largest, fastest-growing mortgage marketplace lender – today announced $457 million in capital, which includes both permanent equity and the launch of LendingHome Opportunity Fund II.

LendingHome has raised a $57 million Series C-2 with participation from previous and new strategic investors, including Sberbank and Noah Holdings Limited. The venture capital funding will be used to expand the size of the engineering team and invest in the continued growth of LendingHome's next-generation digital mortgage product for homebuyers and property investors. This raise brings LendingHome's total equity to $166 million.

The announcement comes on the heels of a major, third-quarter milestone: LendingHome's loan volume more than doubled since first quarter, surpassing the $100 million mark per month. The company is on an annual run rate of over $1 billion. By comparison, it took LendingHome roughly 2.5 years from launch to originate its first billion.

LendingHome also announced the close of the LendingHome Opportunity Fund II with $100 million in commitments from more than 40 investors including asset managers, international funds, family offices, and high net worth individuals. An additional credit facility of up to $300 million brings the fund's total potential assets to $400 million.

LendingHome Opportunity Fund II will be managed by LH Capital Management, a wholly-owned subsidiary and registered investment advisor with the Securities and Exchange Commission, which will invest solely in residential bridge loans originated by LendingHome.

"The creation of a fund, coupled with equity financing, gave investors a unique mix of vehicles to demonstrate their confidence that we are transforming the residential mortgage industry," said Matt Humphrey, co-founder and CEO of LendingHome. "It's no coincidence that we've chosen strategic partners who can accelerate that path forward. We've proven to them that we have strong traction on many levels including loan volume, credit quality, capital supply, revenue, and technology."

LendingHome Opportunity Fund II is committed to buying more than $1 billion in LendingHome's high-yield bridge loans over a two-year period. "These loans remain largely ignored by traditional banks," said Paul Stockamore, LH Capital Management's senior portfolio manager. "They have short durations which allow us to quickly adjust the portfolio composition to changing market conditions and interest rate environments. LendingHome has taken another giant leap toward institutionalizing the asset class of residential bridge loans."

LendingHome's newest board member is Lev Khasis, first deputy chairman of the executive board and chief operating officer of Sberbank, and former vice chairman of Jet.com's board of directors:

"Over the past four years, LendingHome has created a truly modern mortgage company. They innovate at every step, from the first customer interaction to the last servicing payment and everything in between. Sberbank's decision to participate was immediate and enthusiastic, and I am proud to be a board member of LendingHome."

https://venturebeat.com/2017/10/17/lendinghome-announces-infusion-of-over-450-million/

Lendable gets $6.5 million from KawiSafi Ventures, Omidyar and others

Specialty Finance / Alternate Lending

10/16/17

KawiSafi Ventures, Omidyar Network, Fenway Summer Ventures and a number of American fintech angel investors have invested $6.5m in Lendable in a Series A investment round.

The funds will be used to scale operations, drive market expansion, and roll out new products. Amar Inamdar, Managing Director, KawiSafi Ventures, said: “The lack of well-priced debt is holding back the growth of successful off-grid energy companies. Lendable is developing unparalleled capability to de-risk debt and support alternative lenders in East Africa. This enables energy access for millions of poor and under-served customers throughout the region.”

Lendable has launched the first technology-enabled deal platform designed specifically for alternative lenders in frontier markets.

The Lendable platform enables these companies to raise scalable forms of off balance sheet financing in weeks.

Ameya Upadhyay, Principal at Omidyar Network, said: “Lendable is able to predict payment behaviour of micro entrepreneurs, many of whom don’t have access to affordable credit. This enables Lendable to unlock capital for creation of productive assets which drive greater economic productivity for millions of people and their families in frontier markets."

Lendable has so far completed five transactions, raising $2.83m for East African alternative lenders.

With the scaling up of operations in Nairobi and New York, 2018 will see Lendable on track to complete ten transactions per quarter.

The company will also be launching its services in Tanzania, Rwanda, and at least one other market while expanding its line of products.

Typically, Lendable transactions are a purchase of consumer or SME borrowing contracts secured by productive assets – payroll, SME, livestock, and a range of equipment including farm machinery, vehicles and home appliances.

A portion of the alternative lenders’ loan book is purchased, which frees up capital for lenders to make more loans and grow exponentially. In just under 12 months, Lendable has helped four originators all at least double each of their loan books.

Lendable has built Africa's most advanced asset backed finance software platform, Maestro, which assesses alternative lender financials, customer collections, and customer payment histories.

Daniel Goldfarb, CEO and Co-Founder of Lendable, said: "Over the last year we have shown we can raise commercial capital for alternative lenders, deliver commercial returns to US investors, and help our alternative lending partners grow exponentially. We are excited to use this money to dramatically increase the scale of capital we are moving and continue to prove out this asset class."

East Africa's alternative lender market is experiencing high growth and is expected to reach $15bn by 2020.

Matt Perlman, Principal at Fenway Summer Ventures, added: "We've backed Lendable since its inception because we believe in their data-driven approach to enabling off-balance sheet financing solutions for alternative lenders in frontier markets. Lendable's software, analytics and structuring capabilities are unparalleled in this space and they will be instrumental in catalyzing growth in these markets."

https://www.africaglobalfunds.com/news/private-equity/deals/lendable-gets-65m-from-kawisafi-ventures-omidyar-and-others/

US credit rating firm Experian leads $30 million funding in BankBazaar

Specialty Finance / Alternate Lending

10/17/17

US credit rating firm Experian leads $30 million funding in BankBazaar

Financial products marketplace BankBazaar has raised $30 million led by US-based consumer credit reporting agency Experian.

BankBazaar, backed by investors like Amazon, venture capital fund Sequoia Capital, among others, plans to use the fresh capital to push for a paperless business, consumer credit score and international expansion. Currently operational in Singapore, outside of India, is looking to expand into countries like Malaysia, Philippines.

The fin-tech startup has now raised $110 million in funds since starting up in 2008. " Our recently launched mutual fund business has shown solid traction which is a fully digital product. We had an initial estimate of hiring 400 people this year but we have already hit that mark within first six month of the year. So, we are looking to hire another 400 across functions," said Adhil Shetty, CEO, BankBazaar. According to him the company has about 1,500 string workforce. "There is a natural synergy between the world's largest information management company (Experian) and one of the fastest growing fintech companies. Credit score is a big business and this partnership will allow us to scale that business here and other markets," Shetty said.

Loans and credit cards continue to be the largest revenue churner for BankBazaar while new businesses like mutual funds are registering fast growth. BankBazaar is aiming to record operational profits by end of the current financial year.It has been making top level hires with the most recent one being of Ramesh Srinivasan who joined the Chennai-based company as its CFO in August this year.

"We believe that consumer adoption of fully digital experiences coupled with paperless access to financial products will push customer acquisition 10 times by 2020. With e-commerce shoppers growing significantly over the next few years, companies with paperless technology platforms are well-positioned to leverage the latest trends in consumer technology and help millions of Indians gain access to the formal banking and finance products, further enabling financial inclusion for millions of under-served consumers," said Ben Elliott, CEO, Experian Asia Pacific.

https://timesofindia.indiatimes.com/venture-capital/us-credit-rating-firm-experian-leads-30-mn-funding-in-bankbazaar/articleshow/61119289.cms

Lending Loop invests in Canadian board game cafe chain

Specialty Finance / Alternate Lending

10/17/17

LENDING Loop, a Canadian peer-to-peer lending platform, has agreed to finance Snakes & Lattes, a cafe chain where people can play and buy board games.

Amfil Technologies, which owns Snakes & Lattes, said on Tuesday that the financing will be used to fuel the expansion of the brand across North America.

The partnership means that Snakes & Lattes can avoid “toxic financing deals” and instead receive funding “at a fair market rate with flexible cash repayment terms,” it said.

There will be a mass advertising campaign to promote both Lending Loop and Snakes & Lattes.

Lending Loop is Canada’s first fully regulated P2P lender. It was founded at the end of 2015 but had to overcome several regulatory hurdles before launching its online platform.

It began the registration process to become an exempt market dealer in March 2016, but it was another seven months before the firm finally won regulatory approval from the Ontario Securities Commission.

Snakes & Lattes operates two venues in Toronto which offer food, drinks and around 3,000 board games to play and purchase. It also has an online board games store.

Guests pay a small cover charge to play board games for as long as they like.

http://www.p2pfinancenews.co.uk/2017/10/17/lending-loop-snakes-lattes/

Finova Financial secures $102.5 million fintech funding

Specialty Finance / Alternate Lending

10/18/17

Finova Financial, provider of fair and affordable digital alternatives for Americans underserved by the traditional banking system, announced today it has secured $102.5 million in equity and credit facility funding. The financing was led by CoVenture with participation from existing investors who funded Finova's $52 million seed round, and will be used to continue Finova's expansion of its digital financial services products to transform the future of banking.

Gregory Keough, CEO of Finova Financial, said, "70 million Americans spend $141 billion on alternative financial services a year because they don't have or want a relationship with traditional banks or financial institutions. This rapidly growing group feels that traditional financial services companies can't solve their core financial needs. Finova is using advanced technologies and designing innovative new financial products to serve the needs of this large and growing population. Finova's proprietary platform delivers an all-digital financial product and experience that fits the lifestyle of the 28% of Americans—and growing—outside the formal financial system."

Finova's other digital products include its flagship Car Equity Line of Credit (CLOC), providing fast, affordable emergency loans based on car equity; and its industry-first Automobile-Secured Prepaid Card, which accepts either cash or car equity to fund the card. Finova's CLOC, currently available in Florida, California, Tennessee, New Mexico, South Carolina, Oregon and Arizona, has already earned Consumer Affairs prestigious partner accreditation for delivering up to 50% lower cost than the national average on title loans to consumers, instant online pre-qualification, and payment-against-principal with every payment. Finova's Automobile-Secured Prepaid Card helps consumers avoid check-cashing fees, get their paychecks faster, and better manage their finances.

Powered by Finova's proprietary cloud-based digital platform, the CLOC loan and Automobile-Secured Prepaid Card provide affordable solutions for roughly 50% of Americans who don't have $400 to deal with a financial emergency by allowing them to quickly unlock the equity in their car.

"We look at many FinTech companies but Finova has built an incredible all-digital technology platform that consumers really like and has experienced amazing traction in a short period of time," said CoVenture Managing Partner Ali Hamed. "Finova has created a customer-centric focus for Americans outside the formal financial system that is driving strong growth, rapid consumer adoption, and opportunities for rapid national expansion, which I think is what the future of banking will look like."

http://www.businesswire.com/news/home/20171018005395/en/Finova-Financial-Secures-102.5-Million-FinTech-Funding

Flexible car ownership startup Fair nabs up to $1 billion in debt and equity funding from BMW and Penske

Specialty Finance / Alternate Lending

10/20/17

Fair.com — an all-digital car marketplace that was co-founded by car industry vets Georg Bauer of BMW, Mercedes-Benz, and Tesla; Scott Painter of TrueCar; and Fedor Artiles of Mercedes-Benz, Chrysler, Volkswagen, and Tesla — has been largely operating under the radar since quietly launching its business earlier this year. But today, it's coming roaring down the street, ready to take on the market of car ownership with a new, on-demand-based flexible model.

The startup has confirmed to TechCrunch that it has raised a strategic round of funding from BMW's iVentures, Penske Automotive Group, and Mercedes Benz, among other investors; as well as debt funding from a group of investment banks and a Sherpa Capital entity, "set up to strategically fund innovative transportation models like flexible ownership and ride-sharing."

The individual equity amount is not being disclosed, but the total amount of the debt capital portion is up to $1 billion, the company said. Currently the company is active in Los Angeles and has plans to expand to the rest of California by the end of 2017, "and to other select markets nationwide through 2018."

There are a number of players in the world of car sales and car rentals, both online and offline. But what Fair is bringing to the table appears to be something more akin to a lease program with unfixed terms, and a range of very modern details: you use a mobile app to do everything, from searching for cars to authenticating yourself to paying; you need to give only five days' notice before you decide to return the car; you get all-in monthly payments (insurance is extra); and AI-based pricing that Fair claims means users will only get "great deals."

"It's clear that technology is transforming how we buy and own our cars, and the consumer is the winner – with simpler, more flexible, and more cost-effective options than ever before," said Scott Painter, founder and CEO of Fair in a statement. "Fair is on the forefront of making personal mobility more accessible for a new generation of customers."

The name Fair may sound familiar to you. It was the company that last year was slated to acquire Beepi, a startup that raised $150 million for an all-online model to search and buy used cars. That sale fell through and Beepi was shut down and sold for parts (its domain, in fact, was picked up by another used-car hopeful, Vroom, which now picks up a redirection if you visit Beepi.com).

While there are a lot of online and offline car sales platforms in the market today, Fair is trying to tap into some emerging trends in the automotive industry.

The first of these is how people are getting around these days. Transportation-on-demand services like Uber and Lyft have been leaning on technology like apps (and a lot of funding-fuelled

price subsidies) to make it significantly easier for people to order rides when they actually need them; and for those who don't have to use their cars every day (and even in some cases when they do), they are finding that these transportation on demand services work out to be cheaper and easier than owning their own vehicles.

That situation, some believe, is set to become even more acute in the future. The thinking goes like this: as autonomous cars, and those cars with other "smart" features, start to hit the market, many of them will be well out of the price range of average consumers. That will lead to people using more transportation services where they do not own the cars themselves. This potential outcome is one that others are also considering, including major car companies like GM.

The idea with Fair is that, in fact, we don't need to wait until the day of overpriced autonomous cars to see this getting played out. When it comes to actually driving yourself somewhere, many people today already want something longer than rentals and shorter than outright ownership.

"Fair offers a completely new customer experience," said Ulrich Quay, BMW i Ventures Managing Director, in a statement. "The company allows users to access vehicles without a fixed term. This appeals in particular to younger generations who want more flexible usage models."

It's notable to see Penske also putting in investment here. The company has a business that ranges from truck rental to car dealerships and logistics, and it implies that Fair might potentially expand its services to more than just consumer car leasing.

"Penske is committed to be on the leading edge of technology, and our investment with Fair reflects that commitment," said Penske President Robert Kurnick. "The potential appeal of the Fair app to consumers is compelling while keeping our company at the forefront of bringing mobility solutions to the marketplace."

https://techcrunch.com/2017/10/20/flexible-car-ownership-marketplace-fair-com-nabs-up-to-1b-from-bmw-penske-and-sherpa-capital/

DATA & ANALYTICS / IoT

Splunk acquires SignalSense

Data & Analytics / IoT

10/17/17

Splunk Inc., first in delivering "aha" moments from machine data, today announced it has acquired SignalSense, Inc., a privately held technology company offering cloud-based advanced data collection and breach detection solutions that leverage machine learning. The acquisition was funded with cash from Splunk's balance sheet for an undisclosed amount.

"The SignalSense team consists of industry-leading experts in building modern cloud applications and applying machine learning to data at scale. The addition of the SignalSense team will help expand Splunk's product leadership and drive customer value," said Richard Campione, chief product officer, Splunk. "We welcome SignalSense to the Splunk family and look forward to working together to deliver automated insights across cloud and hybrid environments."

Seattle-based SignalSense will join Splunk's Products organization in its growing Seattle office. Splunk will leverage expertise from the SignalSense team to further advance its machine learning capabilities and its market-leading machine data platform.

"Before joining SignalSense, I spent three amazing years at Splunk, and I'm thrilled to return as the company continues to rapidly innovate. Splunk is the perfect platform for our team to make a big impact on Splunk's substantial customer base," said Brad Lovering, chief engineering officer, SignalSense. "As organizations continue to realize the value hidden in machine data, while moving workloads to hybrid and cloud environments, there's never been a better time to help Splunk customers solve these challenging issues with machine learning and artificial intelligence."

http://www.businesswire.com/news/home/20171017005273/en/Splunk-Acquires-SignalSense

Cisco to buy Perspica and fold engineering team into AppDynamics

Data & Analytics / IoT

10/19/17

Cisco announced today that it intends to acquire Perspica, a machine learning-driven operations analytics firm that has raised $8.5 million. Cisco intends to fold Perspica's team into AppDynamics, the company it purchased earlier this year for $3.7 billion.

Cisco did not share the Perspica purchase price.

All of these machinations have a purpose. Cisco is of course at its heart a networking hardware company. Over the past several years, it has been spending its considerable cash on hand — it had around $70 billion as of July, according to Ycharts — to buy companies and transform into more of a services company.

AppDynamics is at its heart an application performance monitoring company, meaning it helps companies understand how their applications are performing and what hardware and software relationships are affecting the performance. That has an impact on customer experience, and AppDynamics has taken that a step further by trying to understand the business processes behind the applications to improve those experiences more directly and also understand the influence of experience on a company's bottom line.

That brings us to Perspica, a startup that is looking at applying machine learning to large amounts of operations data (not unlike Splunk), and surfacing problems when they appear. This fits rather nicely with what AppDynamics doing, and with Cisco's overall data-driven strategy.

While AppDynamics CEO David Wadhwani says his company has its share of data scientists, this deal brings a new influx of talent (although they were not sharing exactly how many employees are coming from Perspica) and one that understands a particular kind of machine learning. Instead of analyzing the data after it's placed in the database, Perspica brings machine learning to data in real time as it streams into the system, and for a company like AppDynamics, this could prove very useful, especially as they monitor increasing amounts of data from a variety of endpoints.

Cisco intends to apply Perspica's domain knowledge around machine learning and streaming data directly to AppDynamics by embedding the engineering team with AppDynamics as soon as the deal closes, which is expected to happen some time in the second quarter next year. The idea is to help AppDynamics add a real-time intelligence layer to surface more data, more quickly.

As Cisco tries to transform into a software and services companies, it is also seeing a changing technology landscape with far greater complexity. It believes that artificial intelligence and machine learning can help cut through the complexity by letting machines deal with sifting through

the growing mountains of data. Ultimately, it wants to be one of the companies at the center of this approach.
Just the other day, Cisco announced a set of services fueled by AI to help companies predict IT failures before they happen. When you put that together with the AppDynamics purchase and today's acquisition, you start to see where they could be going with this.

These tools when taken as a whole could help customers understand what's going on inside the data center at the network level, at a systems level, in the cloud and even at the business process level. It appears the goal here is to act almost as a systems integrator, providing a set of services to help customers understand every aspect of their systems and the impact on customers and the bottom line.

While Cisco's hardware business may be in decline, if it has services like these in place, it could still thrive as a company. For the short term, it has seen seven straight quarters of declining revenue. Time will tell if this is a viable approach, but it's clear the company isn't standing still. It's making moves like today's to build a new set of offerings and trying to look to the future.

https://techcrunch.com/2017/10/19/ciscos-buying-machine-learning-startup-perspica-and-folding-team-into-appdynamics/

OTHERS

Mitek acquires ICAR strengthening its position as a global leader in digital identity verification

Others

10/16/17

Mitek, a global leader in mobile capture and digital identity verification software solutions, today announced that it has acquired ICAR, a leading provider of consumer identity verification solutions in Spain and Latin America, for an aggregate purchase price of up to €12.75 million (~US$15.0 million) paid in a combination of cash and shares of Mitek common stock.

The acquisition of ICAR strengthens Mitek's position as a global digital identity verification powerhouse in the Consumer Identity and Access Management (CIAM) solutions market, which the April 2017 MarketsandMarkets report, Consumer IAM Market – Global Forecast, estimates will reach US$16.6 billion by 2022.

Headquartered in Barcelona with offices in Madrid, São Paulo, and Mexico City, ICAR was founded in 2002 as a spin-off of the Computer Vision Center of the Universitat Autónoma de Barcelona. Today, ICAR is a digital consumer identification leader in Spain and Latin America. ICAR's channel distribution partners include Accenture, Informática El Corte Inglés, and other top technology solutions providers. Its customers are premier banks including Caixa Bank, Banco Neon, and Bancoppel, as well as companies in the telecom, insurance, travel, and energy sectors.

"The technical and cultural fit between ICAR and Mitek is a tremendous opportunity to maximize value for shareholders, while expanding our mission to bring the highest quality user experience and digital identity verification solutions to our customers globally," said James B. DeBello, Chief Executive Officer of Mitek and Chairman of the Mitek Board of Directors.

Xavier Codó, Chief Executive Officer of ICAR added, "This combination provides a major growth opportunity and allows us to extend cloud services to our partners and customers in Spain and Latin America. It gives us the ability to offer our customers comprehensive identity document coverage throughout the U.S. and Europe. Mitek's financial stability and commitment to research and development will also enable us to develop the industry's most comprehensive, versatile, and advanced digital identity verification platform."

"We have integrated ICAR's automated identity identification solution. We view Mitek as a strong, established identity verification solutions provider and believe the combination will deliver additional capabilities to our platform giving us a competitive edge," said Joan Manuel Tabero, CIO of Consumer Finance at Caixa Bank.

Following the acquisition, Mitek will offer extensive identity document coverage in North America, Europe, and Latin America. ICAR will increase Mitek's digital identity verification capabilities with several new factors of authentication. The acquisition also further enhances Mitek's desktop

capture capabilities, which will enable customer on-boarding and authentication using computers in addition to mobile devices.

ICAR's computer vision experts are tightly aligned with the Computer Vision Center of the Universitat Autónoma de Barcelona and dedicated to ongoing research and development. The merging of these experts with the Mitek Labs' machine learning and computer vision scientists will create one of the most powerful research and development teams in the digital identity verification industry.

https://globenewswire.com/news-release/2017/10/16/1148340/0/en/Mitek-Acquires-ICAR-Strengthening-its-Position-as-a-Global-Leader-in-Digital-Identity-Verification.html

Security startup Blue Hexagon secures $6 million

Others

10/16/17

Blue Hexagon announced it has secured $6 million in Series A financing from Benchmark Capital.

Founded by Nayeem Islam, Qualcomm's former head of research and development, not much is currently known about the new AI company. It appears that Blue Hexagon uses machine learning technologies to advance innovations in cyber security and to protect information systems, mobile devices, and the Internet. According to TechCrunch, other Blue Hexagon team members include former executives from Qualcomm and Amazon, where Islam worked during the late 1990s.

https://newscenter.io/2017/10/security-startup-blue-hexagon-secures-6-million/

Duo Security raises $70 million at a valuation north of $1 billion

Others

10/18/17

Duo Security today announced its Series D funding that puts the company in unicorn territory. The company raised $70 million led by Meritech Capital Partners and Lead Edge Capital at a valuation of $1.17 billion.

This funding round brings the company's total amount raised to $119 million. This round included new investors, Index Ventures and Workday, that latter of which joins as a strategic partner, as well as existing investors Redpoint Ventures and True Ventures.

The Michigan-based SaaS company was founded in 2010 in Ann Arbor, Michigan, which it still calls home though it has since opened offices in Austin; San Mateo, Calif.; and London and now employs more than 500 globally.

The company says it now works with more than 10,000 companies and has more than doubled its annual recurring revenue for the past four years.

In May 2017 at TechCrunch Disrupt SF Duo Security's founder Dug Song said Duo makes security easy for organizations at scale. The company's main product is a two-factor authentication app — which TechCrunch's parent company uses and I've found it works fine — but Duo also offers other security products to secure users and their devices.

"Cybersecurity is the biggest geopolitical issue of our time" Duo Security CEO Dug Song said. "When Duo started, our mission was to democratize security, now we're securing democracy. Duo has only scratched the surface of addressing the need to deliver simple and effective security globally. There are many more organizations that Duo could help protect, and in the journey ahead, we hope to reach them all."

Song says the new investment will help accelerate the company's technical innovations and operations as well as securing new partnerships. Yet despite the growth the SaaS company does not see a need to leave Michigan for Silicon Valley or New York.

"Ann Arbor is our home," Song said. "With more than 350 employees based here, we're proud of our Michigan roots and our heritage of global cybersecurity innovation in Southeastern Michigan. The region has a wellspring of talent that we will continue to invest in and hire from, and attract talent from outside the state as well."

"In the same way the synergy between San Francisco and San Jose created Silicon Valley, a resurgent Michigan is being driven by regional collaboration between Ann Arbor and Detroit," he added. "We look at the current momentum occurring in Detroit as an opportunity to further

accelerate the development of the tech community regionally and look forward to contributing to the city's revitalization in any way we can."

https://techcrunch.com/2017/10/18/duo-security-raises-70-million-at-a-valuation-north-of-1-billion/