Evolve
Capital Partners

Weekly Deals Update

Week Ending 12/29/17

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Key Deals

M&A

Date	Target	Acquirer(s)	Sector	Amount ($mm)
12/19/17	Morningstar	Broadridge	Securities	NA
12/18/17	Cayan	Total System Services	Payments	$1.05
10/26/17	Planet Payment	Fintrax Group	Payments	$260
10/26/17	Health Integrated	EXL	Healthcare Tech	NA

Financing

Date	Target	Lead Investor	Sector	Amount ($mm)
12/26/17	ImanisData	wipro	BPO	$2
12/21/17	BIMA	Allianz	Insurance	$96
12/19/17	Lemonade	SoftBank	Insurance	$120
12/14/17	Digital Finance International	Finstar Financial Group	Specialty Finance / Alternate Lending	$50

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.

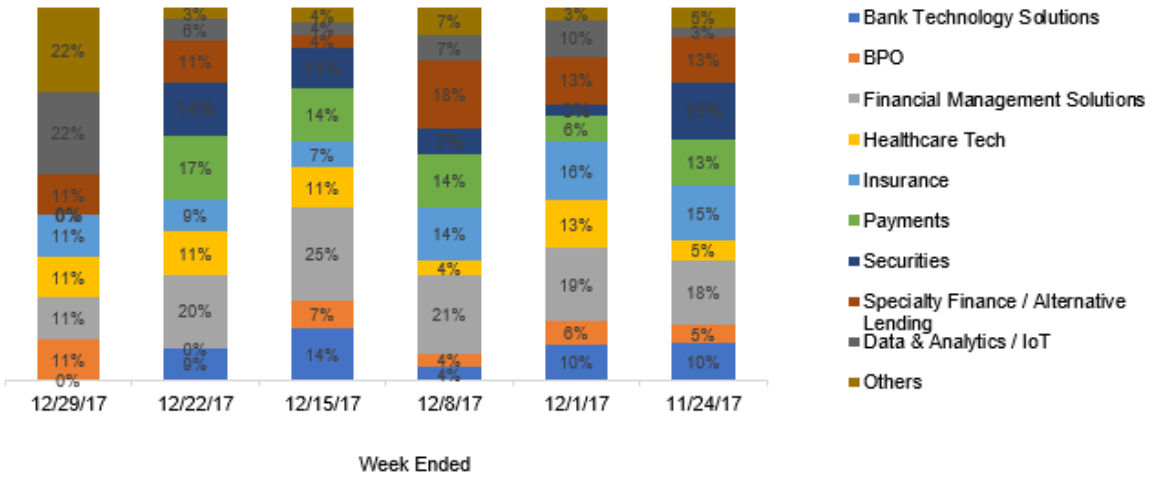
Sectors we cover at the intersection of finance and technology include:

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

Deals Count

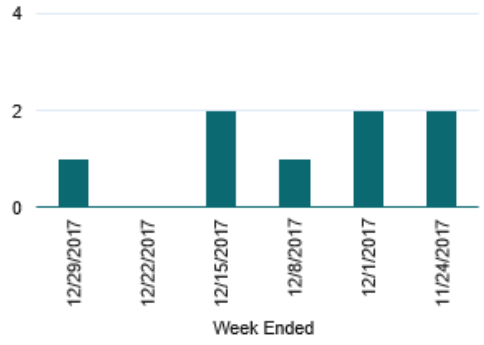
Sector	Number of Deals	% of Total
Bank Technology Solutions	3	7%
BPO	1	2%
Financial Management Solutions	8	20%
Healthcare Tech	6	15%
Insurance	4	10%
Payments	6	15%
Securities	5	12%
Specialty Finance / Alternative Lending	5	12%
Data & Analytics / IoT	2	5%
Others	1	2%
Total	**41**	**100%**

Sector-Wise Deals Breakdown

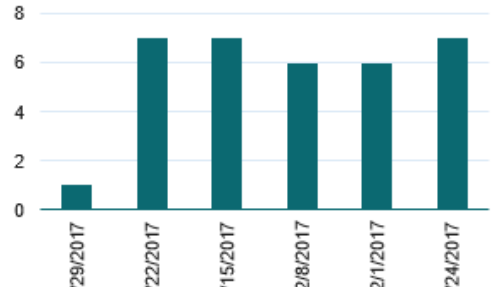


Bank Technology Solutions

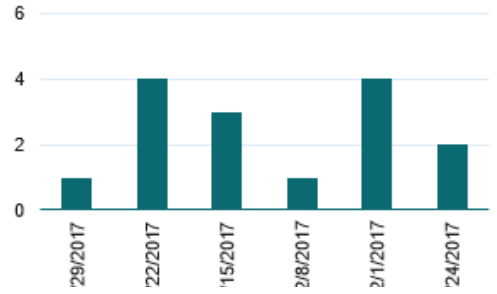
BPO



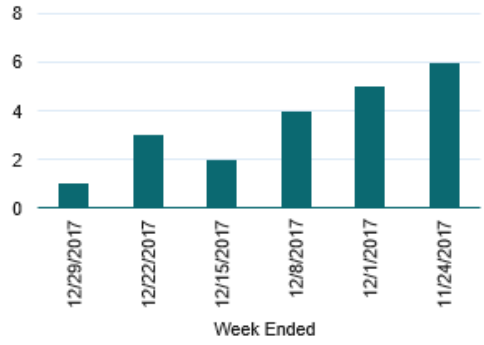
Financial Management Solutions



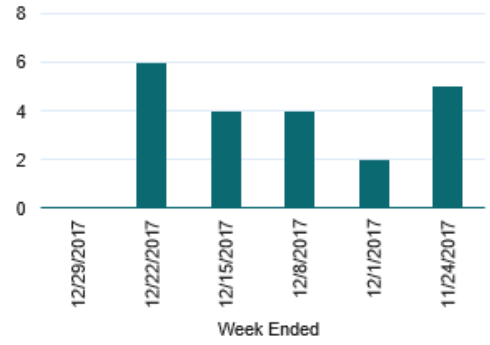
Healthcare Tech



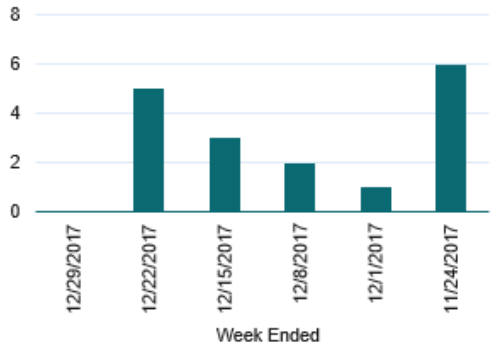
Insurance



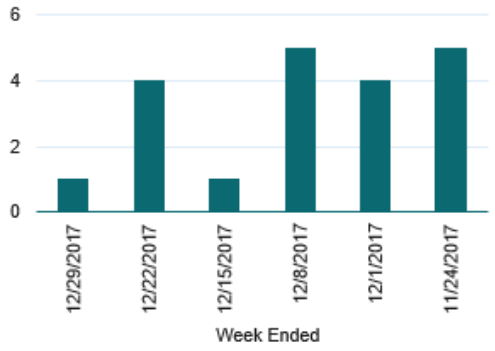
Payments



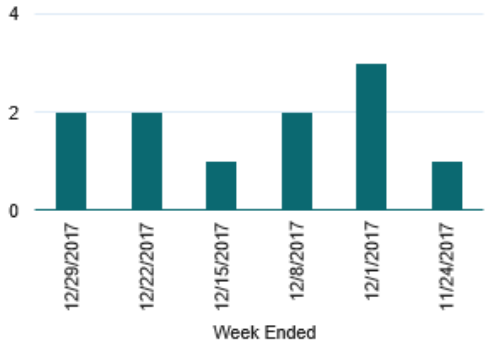
Securities



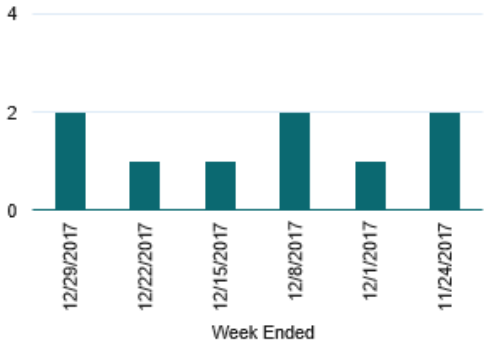
Speciality Finance / Alternative Lending



Data & Analytics / IoT



Others



BANK TECHNOLOGY SOLUTIONS

PriceHubble closes Series A financing round

Bank Technology Solutions
12/21/17

PriceHubble, a Zurich, Switzerland-based AI-driven real estate valuation startup, closed multi-million Franc Series A financing round.

The round was led by Helvetia Venture Fund with participation from existing investors Swiss Life and Swisscom Ventures, and members of the btov private investor network.

The company intends to use the funds for further growth.

Founded in 2016 by Markus Stadler and Stefan Heitmann, PriceHubble uses machine learning to offer various data-based real estate services, such as online real estate valuations. A large quantity of data concerning the location and neighbourhood as well as sentimental factors such as noise pollution and other emissions are included in the valuation. PriceHubble addresses all parties to the real estate value chain such as real estate portals, banks, asset managers, insurance companies, real estate investors and private individuals.

http://www.finsmes.com/2017/12/pricehubble-closes-multi-million-franc-series-a-financing-round.html

PrecisionLender receives undisclosed minority investment

Bank Technology Solutions

12/21/17

PrecisionLender, a Charlotte, NC-based pricing and profitability platform for commercial banks, closed a minority investment of undisclosed amount.

Backers included Insight Venture Partners and existing investor Georgian Partners. In conjunction with the funding, Richard Wells, Managing Director at Insight Venture Partners, will be joining PrecisionLender's board.

Led by Carl Ryden, CEO and co-founder, PrecisionLender provides a pricing and profitability platform for commercial bankers to understand pricing in the context of a larger relationship picture to drive substantial improvements in portfolio income and customer experience.

Andi®, PrecisionLender's virtual pricing analyst, uses artificial intelligence to glean and deliver insights from the thousands of deals priced daily in the platform. The product is used globally by more than 200 banks and 10,000 relationship managers.

http://www.finsmes.com/2017/12/precisionlender-receives-undisclosed-minority-investment.html

PayPal backs fintech deposit marketplace Raisin

Bank Technology Solutions

12/20/17

Raisin has secured an undisclosed sum of investment from digital payments platform PayPal. The money will be used to accelerate the growth of Raisin across its core European geographies. Raisin aggressively expanded into the UK via the acquisition of PBF Solutions in September.

The Raisin platform is essentially a smorgasbord of savings accounts offered by more than 40 banks across 18 European geographies, allowing users to save and monitor their money more easily – and more profitably. Raisin works with a large number of challenger banks (and even with an unusually-licenced online lender) to offer premium savings rates to its customers.

So far, the business has attracted more than 100,000 customers, and has raised deposits of over €4bn.

“Raisin and PayPal share a vision of democratizing access to financial services,” said Stephen Taylor, VP Consumer Product EMEA. “Raisin is a pioneering in open cross border banking deposit and they are clearly providing a unique value proposition in the European market.”

Raisin also offers its marketplace APIs to banks, wealth managers and brokers across Europe, with customers including neo-bank N26. The firm says that several “large financial institutions” are currently integrating its white-label services into their desktop and mobile applications.

In investing in Raisin, PayPal joins existing backers Thrive Capital, Ribbit Capital and Index Ventures.

"We are thrilled to work with PayPal in making both the products more relevant and more accessible to hundreds of millions of Europeans who can get more out of their savings and investments,” said Tamaz Georgadze (pictured), CEO of Raisin.

http://www.altfi.com/article/3888_paypal_backs_fintech_deposit_marketplace_raisin

BPO

Wipro invests more in US data management software startup Imanis

BPO

12/26/17

Wipro Ltd has invested $2.05 million (Rs 13 crore) in data management software maker Imanis Data Inc, India's third-largest software services exporter said in a stock-exchange disclosure.

The billionaire Azim Premji-led IT company said that it had earlier invested in the US-based software company in 2015 through its venture capital arm, Wipro Ventures.

The latest investment takes the total Wipro has put in Imanis to $4.05 million. Wipro holds a stake of less than 20% in Imanis on a fully diluted basis, according to the disclosure.

Founded in 2013, Delaware-based Imanis Data offers data backup services and provides recovery software for modern data platforms. It was formerly known as Talena Inc.

The other investors in Imanis Data include Canaan Partners, Intel Capital and ONSET Ventures, according to its LinkedIn profile.

Wipro Ventures, which was launched in September 2014, primarily invests in early to mid-stage startups in emerging technologies in India, Israel and the US. It typically puts in between $1 million and $10 million in a single round, depending on the stage of the investment.

Its focus areas include fin-tech, healthcare IT and the broader enterprise software sector with a specific focus on domains such as artificial intelligence, big data and analytics, cloud infrastructure, Internet of Things, and security, according to its website.

In November, Wipro Ventures had invested an undisclosed sum in California-based app testing platform HeadSpin Inc.

Its portfolio also includes artificial intelligence startup Vicarious, Pune-based industrial IoT startup Altizon Systems, US-based cybersecurity company Vectra Networks, and risk and fraud prevention firm Emailage Corporation.

https://www.vccircle.com/wipro-invests-more-in-us-data-management-software-startup-imanis/

FINANCIAL MANAGEMENT SOLUTIONS

FindBob closes $1.26 million USD seed round

Financial Management Solutions

12/22/17

FindBob announced today that its seed round is closed at over $1.25 million USD. Grinnell Mutual led the investment. Other investors included MaRS Investment Accelerator Fund and Ames Seed Capital, with follow-on investment from the Global Insurance Accelerator and Canadian and U.S.-based angels. The capital will allow FindBob to grow its sales and marketing teams, expand into additional U.S. markets and execute on its multi-generational product roadmap.

FindBob champions better transition behavior among financial professionals and their firms in order to perpetuate and protect their most precious asset: their book of business.

By allowing company principals to take control of their futures on a secure digital channel, FindBob helps them safely discover opportunities to buy, sell, merge, partner or address succession and to be confident in their plan for the business they worked so hard for.

"We have an incredible opportunity to make a meaningful impact on one of the industry's biggest threats which is the lack of continuity within financial services," said Roland Chan, FindBob founder and CEO. "Insurance and financial advice matter, and by aligning the interests of advisors, agents and their companies through the effective use of digital transition management platforms, we're helping orchestrate growth and perpetuation like never before."

Delivered via a robust enterprise platform, FindBob supports some of Canada's largest life insurance and mutual fund distributors' goal to transition practices. "We're much more than just a marketplace," said Chan. "Our enterprise platform leverages data to identify and develop talent necessary to improve organizational strength. So, while firms focus on today's business goals they can rely on us to provide visibility into their producers' transition needs and offer them tools to support future growth."

"There is a large market for transition assistance in many personal services industries," said Dave Wingert, Grinnell Mutual executive vice president, chief operating officer and acting president. "Because of an impending generational shift of wealth coming — the largest ever — providing business and transition advice and networking opportunities to those personal service businesses will fill a critical need and help them stay viable. Grinnell Mutual is excited to have the chance to support that kind of initiative in a rapidly expanding market."

The average age of the North American independent producer is 59 years old, with over $2.5 trillion in AUM (Assets Under Management) controlled by producers in their sixties. Eighty percent don't have transition plans and no next-generation talent to take the reins.

"We have a responsibility to uphold the promise to consumers that we're building practices of endurance that will survive their principal's career and be there when the consumer's business or

family needs them most," says Chan. "FindBob is the innovation that allows firms and advisors to collaborate to ensure continuity and growth in an industry that we love so dearly."

http://markets.businessinsider.com/news/stocks/FindBob-Closes-$1-26M-USD-Seed-Round-622088

Commercial Logic is now a part of AbacusNext

Financial Management Solutions

12/21/17

AbacusNext®, the largest Technology-as-a-Service (TaaS) provider for the legal and accounting professions, today announced their acquisition of Commercial Logic, developers of practice management and workflow tools for accounting professionals.

“We are so pleased to welcome Commercial Logic into the AbacusNext family,” said Alessandra Lezama, CEO of AbacusNext. “Our shared values and client focused approach make them an ideal addition, and we look forward to augmenting their current offerings so clients can benefit from our broader scope and private cloud solutions.”

Commercial Logic has developed practice management and workflow tools with an exclusive focus on accounting firms for more than 30 years, as well as provided consulting services designed to help professional services companies streamline their internal processes.

“AbacusNext is an ideal partner to secure the continued growth of Commercial Logic,” said Peter Coburn, President and Founder of Commercial Logic. “By joining forces with AbacusNext, our clients will benefit from the substantial marketing, engineering and support resources at AbacusNext’s disposal and gain new access to CRM, business management, and private cloud solutions.”

https://globenewswire.com/news-release/2017/12/21/1269000/0/en/Commercial-Logic-Is-Now-a-Part-of-AbacusNext.html

OSG Billing Services acquires Diamond Communication Solutions

Financial Management Solutions

12/19/17

OSG Billing Services (OSG), announced that it has completed the acquisition of Diamond Communication Solutions, a full-service provider of data-driven customer communications, headquartered in Carol Stream, IL. The company will continue to be run by the current management team led by CEO, Mark Peterson and President, Greg Waite.

The transaction strengthens OSG's position as partner of choice for technology-driven, transactional and customer communications solutions. "The Diamond acquisition positions us as a leader in the healthcare market, further strengthens our presence in the financial services market and expands our business services offerings," stated Scott W. Bernstein, OSG's Chairman and CEO. "With over 500 employees and strategically-located facilities across the country, Diamond increases our scale and offers solid opportunities for further growth and innovation."

"We are truly excited to welcome the Diamond team to OSG," continued Bernstein. "Diamond is a natural fit for OSG culturally and operationally. By joining forces, we have a tremendous opportunity to create value for our customers, partners and employees."

"We are pleased to be a part of the OSG family," said Peterson. "This acquisition is a significant step forward for us and enables our two companies to combine our technologies and expertise to provide added value to our customers and offer enhanced products to the marketplace. We are looking forward to this next phase in our company's growth."

http://www.equipmentfa.com/news/7529/osg-billing-services-acquires-diamond-communication-solutions

ACL Services secures $50 million growth funding from Norwest

Financial Management Solutions

12/19/17

ACL, the SaaS provider helping governments and the world's largest companies quantify risk, stamp out fraud, and optimize performance, today announced that it has accepted a $50 million strategic minority investment led by the growth equity team at Norwest. The new investment will be used to accelerate the company's consolidation of the $36 billion integrated risk and performance software market. As a privately held, self-funded business, this is the first time in ACL's history that it has taken an outside capital investment.

"Today's announcement is validation of the transformation we have already driven and a strong vote of confidence in our belief that we are best positioned to dominate the massive and underserved market for risk and performance management software," said Laurie Schultz, president and CEO of ACL. "We are already a fast-growing company, having doubled our SaaS GRC business in each of the last five years, and sought an investment partner able to support and accelerate our vision. Norwest shares our focus on driving success through a balanced focus on employees, customers, and financials, all enabled by a strong corporate culture. This, in combination with Norwest's industry experience and strategic resources makes for an ideal collaboration."

Just as CRM software aligns the activities of sales, marketing, and customer success teams to deliver greater revenues and an enhanced customer experience, ACL aligns the activities of operations, finance, risk, compliance, and audit teams to deliver enhanced governance and more reliable execution of organizational strategy. More than 7,000 existing customers in 140 countries worldwide work with ACL to manage risk, detect fraud, identify operational waste, and efficiently comply with industry regulation.

"ACL is the world's largest pure play multi-tenant SaaS GRC provider. Modern product design, a big data analytics engine, and deep subject matter expertise clearly set the company apart. ACL already has scale, an industry-changing vision, and an impressive customer base. We believe it is the company's outstanding culture that will drive success in the fractured risk and performance management software space," said Robert Arditi, partner at Norwest. "From the leadership team through research and development and on to sales and marketing, every employee at ACL is completely invested in the vision. That's the kind of alignment that creates a category killer."

ACL is frequently cited as an industry innovator and is an eight-time winner of the GRC 20/20 GRC Technology Awards in categories ranging from technology innovation to user experience to customer value realization. Taking advantage of a SaaS delivery strategy, new product innovation is shared in real time with customers as new capabilities are released. The company's Fall 2017 Release adds real-time enterprise risk assessment through intelligent data automation as well as tightly integrated, industry-specific GRC content and intelligence.

"The GRC software market is growing because more risk management professionals see GRC platforms as a way to address their top challenges of complexity and scale," wrote Renee Murphy, principal analyst serving Security & Risk Professionals at Forrester Research Inc. "As the GRC market continues to mature, and as new competitors struggle to gain a foothold, some of the legacy vendors are getting complacent with their technology roadmap and not keeping up with the more advanced features and design that customers are seeing in other business applications."[1]

Marks Baughan served as financial advisor to ACL on this transaction.

https://privatecapitaljournal.com/acl-services-secures-50m-growth-funding-norwest/

DigitalGenius raises $14.75 million Series A for AI-based customer service solution

Financial Management Solutions

12/19/17

When DigitalGenius participated in the TechCrunch Disrupt Battlefield competition in New York City in 2015, there weren't a lot of companies working on AI and machine learning. Today, it's become much more commonplace, and the company announced a $14.75 million Series A.

Global Founders Capital led the round. MMC Ventures, Paua Ventures and several other unnamed new investors also participated They also got help from previous investors Salesforce Ventures, Runa Capital, RRE Ventures, Lumia Capital, Compound and Lerer Hippeau Ventures. Today's investment brings the total to $26 million, according to the company.

DigitalGenius may have been ahead of its time, but the market is finally catching up. Company president and chief strategy officer Mikhail Naumov says the startup has been growing in leaps and bounds going from just two customers last year to 30 this year.

Customers include KLM Royal Dutch Airlines, Unilever, Eurostar and Soylent. Just this year, the company landed its first government customer, which hopes to use DigitalGenius to improve its citizen outreach.

The product uses machine learning and natural language processing to build a lexicon of common customer service interactions for each business using old text and email interactions as training material. In this way, it learns typical kinds of questions and can begin to build reasonable responses.

But DigitalGenius doesn't see the technology as the be all and end all here. A customer service representative can work with DigitalGenius technology to form a human-technology team. The technology can take the interaction as far as possible before passing off to a human or it can work with the human in the customer service software, offering responses and allowing the CSR to customize the response before sending the email or text.

The company, which has offices in the US and London, wants to use the new capital infusion to expand further. Naumov says the company has hired a chief revenue and they want to grow the number of employees from 60 by around 30-50 percent in the coming year. The exact number will depend on how well they continue to grow, he said.

https://techcrunch.com/2017/12/19/digitalgenius-raises-14-75-million-series-a-for-ai-based-customer-service-solution/

ModusLink announces acquisition of IWCO Direct for $476 million in cash

Financial Management Solutions

12/18/17

ModusLink Global Solutions™, Inc. (NASDAQ: MLNK) and Steel Partners Holdings (NYSE: SPLP) today announced that ModusLink has completed the acquisition of privately-held IWCO Direct, a leading provider of data-driven direct marketing solutions, for $476 million in cash.

Warren Lichtenstein, Executive Chairman of ModusLink, said, "We have been looking to acquire a profitable business with attractive operations and financials, and with a strong management team in order to leverage our approximately $2.1 billion in net operating loss carryforwards (NOLs) and cash. We found a great fit in IWCO Direct. We essentially double the size of our Company and add significant earnings and free cash flow. We add a market leader with industry-leading solutions, a client base consisting of Fortune 500 companies, and significant opportunities to drive both top- and bottom-line results. We intend to aggressively grow IWCO Direct, organically and through acquisitions, and will look to leverage Steel Partners' vast relationships and resources to drive operational excellence and enhance stakeholder value."

With this transaction completed, IWCO Direct becomes a wholly-owned subsidiary of ModusLink Global Solutions. IWCO Direct will continue to be run by Jim Andersen, who has been CEO since 1999. ModusLink Corporation, the Company's digital and physical supply chain business, will continue to be run by Jim Henderson.

For the last 12 months through October 2017, IWCO Direct had net revenue of $470.6 million, net income of $18.9 million and Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA") of $82.2 million. For the last 12 months through October 2017, ModusLink had net revenue of $417.8 million, a net loss of $22.5 million and negative EBITDA of $3.8 million, although net loss and EBITDA improved by $32.5 million and $28.0 million year-over-year, respectively, as a result of the corporate turnaround plan launched in May 2016. Select financial statements will be included on Form 8-K/A, which will be filed with the Securities and Exchange Commission within 75 days following closing.

IWCO Direct has consistently delivered highly-effective data-driven marketing solutions for its customers, which represent some of the largest and most respected brands in the world. Its full range of services includes strategy, creative and production for multichannel marketing campaigns, along with one of the industry's most sophisticated postal logistics programs for direct mail. Through its Mail-Gard® product, IWCO Direct also offers business continuity and disaster recovery services to protect against unexpected business interruptions, along with providing print and mail outsourcing services. IWCO Direct is the largest direct mail production provider in North America, with the largest platform of continuous digital print technology and a growing direct marketing agency service. Their solutions enable customers to improve Customer Lifetime Value (CLV), which in turn, has led to increased revenue and longer customer relationships.

"We are excited to join forces with ModusLink," said Jim Andersen. "Their commitment and expertise, combined with our advanced data-driven marketing solutions, make this new combination advantageous for IWCO Direct's customers and employees as well as our new shareholders. The future of data-driven direct marketing has never been stronger. The flexibility of becoming part of a global organization will allow us to continue to invest in new technologies and service offerings, further driving value and a greater return on marketing investment for our customers to strengthen their customer relationships and increase revenue."

Funding for the acquisition of IWCO Direct was provided through cash and debt financing provided by Cerberus Business Finance, LLC, as the Administrative Agent and Collateral Agent, and consists of a term loan in the principal amount of $393.0 million and a borrowing in the amount of up to $25.0 million under a revolving credit facility.

Additionally, it was announced today that Steel Partners Holdings L.P. (NYSE: SPLP) increased its investment in ModusLink through its affiliate SPH Group Holdings, LLC, with a $35.0 million convertible preferred stock investment, which together with its affiliates, brings its beneficial ownership in ModusLink to approximately 52%. Proceeds from the $35.0 million convertible preferred stock investment will be used for working capital and general corporate purposes. The preferred stock transaction was approved by a special committee consisting of independent directors of ModusLink who are not affiliated with Steel Partners.

It was also announced today that Jack L. Howard, President of Steel Partners, and William T. Fejes, Jr., President of Steel Services Ltd., will join the ModusLink board of directors, expanding the board to seven members and filling one existing vacancy.

ModusLink's advisors on the transactions included the law firms of Ice Miller LLP, Littman Krooks LLP, and Olshan Frome Wolosky LLP, while Stout Advisory served as financial advisor.

https://www.prnewswire.com/news-releases/moduslink-announces-acquisition-of-iwco-direct-for-476-million-in-cash-300572360.html

$20 million in growth funding propels OTA Insight

Financial Management Solutions

12/13/17

OTA Insight, the cloud-based data intelligence platform for the hospitality industry, today announced $20 million in growth funding. Eight Roads Ventures led the round with participation from F-Prime Capital Partners and previous investors.

OTA Insight helps hospitality providers such as hotels, resorts and vacation rentals optimize their revenue and improve profitability. The cloud-based platform provides revenue managers with intuitive real-time access to competitor rates, online channel insights, ratings and reviews as well as market-specific events and demand forecasts, all of which are used to impact short and long-term pricing strategies. The company will leverage the funding to further build out its platform, with a particular focus on advancing its machine learning and AI capabilities.

"Our customer-first approach has allowed OTA Insight to create a simple-to-use platform that addresses the needs of revenue managers across a broad range of accommodation types," says Adriaan Coppens, CEO and co-founder of OTA Insight. "With the help of Eight Roads Ventures and F-Prime, the company is poised to continue to grow its global client base and accelerate the delivery of the latest data and business intelligence products to the hospitality industry."

In the coming months, OTA Insight will further expand its engineering, business development and marketing teams globally to align with growing demand for OTA Insight's hospitality solutions. Additionally, Michael Treskow, a partner at Eight Roads Ventures, will join OTA Insight's board of directors.

According to Treskow, "OTA Insight's history of success across a broad spectrum of hospitality providers speaks volumes about their ability to understand and address revenue managers' needs. We are excited to support the team as they continue building out their platform."

"When speaking with OTA Insight's customers, we were inspired by the impact the product has on their day-to-day work," says Gaurav Tuli, principal at F-Prime Capital Partners. "The hospitality market is fiercely competitive and ever-changing, and OTA Insight's data-driven insights enable revenue managers to stay one step ahead of the competition. We are proud to partner with the team and look forward to supporting the company's continued growth."

https://www.prnewswire.com/news-releases/20m-in-growth-funding-propels-ota-insight-300570642.html

Utah's Divvy raises $7 million to launch real-time mobile expense platform

Financial Management Services

12/13/17

Hoping to reinvent the way companies track expense reports, Utah-based Divvy announced today it has raised $7 million in seed funding and has launched its platform to the public.

In addition, Divvy said it has partnered with WEX Bank to bring its service to businesses at no cost.

"Business owners have been burdened by corporate credit card programs for decades, spending their time working in out of date software, chasing down receipts and uploading expense reports instead of focusing on growing their business," said Blake Murray, founder and CEO of Divvy, in a statement. "We created Divvy to give business owners a proactive way to manage their employees' spending habits, while reducing the risks of fraud and wasteful spending."

Murray said the money will be used to continue growing its development team, expand its sales department, and hire for its customer support team. While the money is just a seed round, Murray also hinted that the company won't necessarily need additional funding after this round.

Divvy is targeting what studies have shown to be the significant amounts companies lose on expenses each year from sloppy record keeping, basic mismanagement, or outright fraud. The service creates a dashboard that allows executives to more closely monitor business and employee spending, particularly via credit cards.

Traditionally, employees might submit expenses periodically or at the end of the month, days or weeks after something has been purchased. Instead, Divvy allows employee groups and departments to track expenses in real time so top-level executives can spot any potential issues such as overspending much faster.

The platform makes it easy to approve regular payments for services or subscriptions, and to cancel them instantly when need be. Divvy also generates reports in case they're needed for audits down the road.

Murray said Divvy believes the insight gained from that real-time information will lead to big savings for customers.

https://venturebeat.com/2017/12/13/utahs-divvy-raises-7-million-to-launch-real-time-mobile-expense-platform/

HEALTHCARE TECH

EXL completes acquisition of care management firm Health Integrated

Healthcare Tech

12/26/17

EXL (NASDAQ:EXLS), a leading operations management and analytics company, today announced that it has closed the acquisition of substantially all of the assets of Health Integrated, Inc. ("Health Integrated"), a Tampa-based healthcare company that specializes in providing care management on behalf of health plans. Health Integrated mainly serves the Medicaid, Medicare, and dual-eligible populations.

Rohit Kapoor, EXL Vice Chairman and Chief Executive Officer stated, "This acquisition broadens EXL's capabilities in healthcare. Health Integrated has a differentiated care management offering that focuses on behavioral change to improve the health status of the members it serves. Further, Health Integrated brings a talented group of clinicians and healthcare professionals based in the U.S. to support the end-to-end clinical operations we manage for our clients."

Health Integrated offerings include multichronic care management, special needs programs, utilization management and case/disease management. It currently supports more than five million health plan members.

"Health Integrated has developed a unique, integrated medical-behavioral model that manages the health status of Medicaid and Medicare members." said Rembert de Villa, Executive Vice President and Global Head of Healthcare, EXL. EXL Healthcare will bring its CareRadius® care management platform as well as leading edge analytics into Health Integrated's operations. In turn, Health Integrated's clinical staff and capabilities will serve as the foundation for EXL Healthcare's US- based clinical delivery."

Health Integrated will become part of EXL Healthcare and continue to be based in Tampa, Florida. Terms of the transaction were not disclosed.

https://globenewswire.com/news-release/2017/12/26/1274611/0/en/EXL-Completes-Acquisition-of-Care-Management-Firm-Health-Integrated.html

Artemis Health raises $22 million

Healthcare Tech

12/22/17

Artemis Health, a developer of a healthcare analytics platform raised $22.70 million of Series B venture funding in a deal led by F-Prime Capital Partners on December 22, 2017. Kickstart Seed Fund, Maverick Ventures (San Francisco) and other undisclosed investors also participated in this round.

The platform provides actionable data on benefit programs, opportunities, gaps and easy-to-use tools, enabling companies to cut spending costs by making informed decisions.

The funds will be used to fuel the company's rapid expansion through investments in thought leadership, product research and key executive hires.

Source: Pitchbook; Deal ID: 92788-75T

heartbeat medical Raises €3 million in funding

Healthcare Tech

12/20/17

heartbeat medical, a Cologne, Germany-based software company that enables doctors and hospitals to evaluate the success of their treatments, raised €3m in funding.

The round was led by HV Holtzbrinck Ventures with participation from existing investor High-Tech Gründerfonds.

The company intends to use the funds to further expand its data analysis.

Led by Yannik Schreckenberger, co-founder and CEO, heartbeat medical provides a software platform that enables doctors to practice personalized, data-driven medicine. The software integrates the collections of Patient Reported Outcomes (PROs) into a clinical setting. Following a treatment, heartbeat automatically follows up with a patient at regular intervals and asks them how they are doing.

Heartbeat is already used by many European hospitals, including the Charité, Europe's leading university hospital, as well as the Sana and Helios clinics, Germany's largest private hospital chains.

http://www.finsmes.com/2017/12/heartbeat-medical-raises-e3m-in-funding.html

Stitch Health announces completion of Series A funding for care coordination platform

Healthcare Tech

12/18/17

San Francisco-based Stitch Health announced the completion of a Series A funding round for its care coordination platform. The amount of the investment was undisclosed, but was led by Benchmark and its general partner Bill Gurley with participation from the Y Combinator.

Stitch is another player looking to remove paper and pagers from the healthcare setting. According to the company, its cross-platform (desktop, iOS, and Android), HIPAA-compliant communication products integrate with existing EHRs, and helps providers manage patient health data through care checklists, team chat rooms, and patient conversations.

"I know firsthand the frustration of dealing with outdated healthcare technologies that are designed for fee-for-service billing, not patient-centric team collaboration," Stitch CEO and cofounder Bharat Kilaru said in a statement. "My cofounder Jonathan Weinstein and I are looking to evolve that mindset by creating a platform geared towards healthcare teams and their patients. Coordinating quality care for a single patient requires teams of people — from the front desk staff to physicians and pharmacists and more — to work together and engage patients across multiple channels. That's where Stitch Health comes in."

Stitch has announced three separate tools that comprise its platform. The first, Stitch Connect, is currently available to any healthcare organization, and focuses on intra-team communications. Stitch Engage and Stitch Manage are both launching in beta. The former enables healthcare providers to communicate with patients, while the latter helps providers track their relationships with individual patients.

"The consumerization of healthcare is happening, and it's happening fast," Gurley, who will be joining Stitch's board, said in a statement. "Providers are finally starting to equate patients to consumers who care deeply about their experience. Bharat and Jonathan are creating a solution that allows providers to improve that experience while also improving their own workflow. Their passion for and understanding of this shift is what drew us to the team."

Stitch boasts more than 70 paying healthcare organizations, with more than 1.5 million messages sent by providers so far, according to the release. Its customers include provider teams at Luminance Recovery, Princeton Brain and Spine, and the Dermatology and Skin Surgery Institute. The company also said that it is currently targeting small- and medium-sized businesses looking to improve their patients' experiences.

http://www.mobihealthnews.com/content/stitch-health-announces-completion-series-funding-care-coordination-platform

Zenith American Solutions acquired by Beecken Petty O'Keefe and Company

Healthcare Tech

12/15/17

Zenith American Solutions, Inc. ("Zenith American") announced today that it has been acquired in a transaction led by Chicago-based Beecken Petty O'Keefe & Company ("BPOC"). BPOC acquired the company from Water Street Healthcare Partners, LLC, a strategic investor focused exclusively on the healthcare industry, which grew Zenith American into the nation's largest independent third-party administrator of benefits to Taft-Hartley trust funds during its more than nine years of ownership.

Zenith American Solutions is the largest independent third party administrator in the nation focused on delivering innovative services to Taft-Hartley trust funds, trade associations, government entities, and corporate employers. BPOC is a healthcare private equity firm, focused on investments in middle-market companies poised for strong, transformational growth operating in the healthcare industry.

Zenith American is enthusiastic to join the highly regarded entities under the BPOC umbrella. "We're excited about the new ownership group and look forward to the opportunities it will bring to us. With BPOC as our long term investor, we expect that our footprint in the Taft-Hartley, governmental and single employer administration space will continue to experience fast organic growth, while we strive to deliver the highest levels of service to our Funds, clients and their respective participants," said Art Schultz, CEO, Zenith American. Mr. Schultz will continue to lead Zenith American under the new ownership structure, and have a seat on the BPOC board.

"We welcome Zenith American employees and the management team to the BPOC family of companies, said Troy Phillips, Managing Director, BPOC. We believe that Zenith American gives us the strongest player in the Taft-Hartley administration field poised for significant growth."

Zenith American will continue normal operations with no expected changes to management, branding, or delivery of services performed. The acquisition is effective immediately. Financial terms are not being disclosed.

Harris Williams & Company and Waller Helms served as financial advisors to Zenith American in the transaction.

https://www.prnewswire.com/news-releases/zenith-american-solutions-acquired-by-beecken-petty-okeefe-and-company-300572146.html

Cigna acquires Brighter

Healthcare Tech

12/14/17

Cigna (NYSE: CI) today announced that it has acquired Brighter Inc.

Brighter has emerged as one of health care's most innovative technology companies working with leading health service and dental organizations to engage patients and providers in personalized and seamlessly integrated experiences to more efficiently deliver higher-value healthcare.

The acquisition will build upon the already successful relationship between Cigna and Brighter by accelerating the development of Cigna's mobile and desktop platforms and creating new end-to-end experiences that connect health consumers and providers with the guidance, support, and incentives they need to increase quality of care and maximize cost-savings.

With an experienced team led by co-founders Jake Winebaum and Jason Szczuka, Brighter will provide Cigna the technology, consumer expertise, innovation and speed-to-market capabilities necessary for the ongoing and critical digital transformation of health plans to enable:

- Consumers to more regularly and confidently engage with the plans, providers and wellness programs that are best able to improve their health while reducing costs;
- Providers to more cost-efficiently provide their high-quality services by leveraging reduced marketing, administrative and patient-engagement expenses; and,
- Employer plan sponsors to quickly enjoy population health management wins and data-driven recommendations for ongoing improvements.

"We're committed to delivering superior experiences that better connect consumers with high-quality healthcare providers and wellness programs," said David M. Cordani, President and Chief Executive Officer at Cigna. "The acquisition of Brighter accelerates our progress towards these priorities and in establishing us as the leader in the digital transformation of our industry."

Cigna will integrate Brighter's digital health plan platform capabilities as it continuously develops and releases new end-to-end digital experiences that are designed to create deeper and more successful relationships amongst consumers, provider partners and health service organizations.

"When we started Brighter, we set out to use technology and consumerism to improve the health insurance experience and reduce unnecessary costs," Winebaum said. "Our experience with Cigna as a partner over the past two years has proven that those goals can be accomplished. I am extremely excited to now be joining Cigna to further the realization of our shared mission. By combining Cigna's expertise, ambition and scale with Brighter's team and technology, we look forward to delivering innovative new solutions for Cigna's customers and providers."

Brighter will continue as a market-facing, client-focused organization serving the digital health needs of its current and prospective customers, as well as become the digital health engine for Cigna markets and segments.

The acquisition is consistent with Cigna's strategy of deploying capital toward opportunities that enhance the company's ability to create value for customers and provider partners in an increasingly dynamic marketplace, and is an example of ongoing investment in innovative and disruptive business opportunities.

https://www.cigna.com/newsroom/news-releases/2017/cigna-acquires-brighter-a-leader-in-digital-engagement-of-health-care-consumers

INSURANCE

Zurich acquires Bright Box, specialist in telematics, connected car technologies

Insurance

12/22/17

Zurich Insurance Group announced it has purchased 100 percent of the shares of Bright Box HK Ltd. and its subsidiaries – an acquisition designed to increase its capabilities in connected car technologies and telematics-enabled data analytics.

Financial details of the transaction were not disclosed.

Founded in 2012, Hong Kong-based Bright Box has operations in Europe and conducts business globally. It provides telematics solutions that link drivers to their vehicles, and the vehicles to networks of car dealers and original equipment manufacturers (OEMs).

“We are excited by the potential that Bright Box brings to further strengthen our offerings to car drivers and the companies that support their needs,” said Giovanni Giuliani, group chief strategy, Innovation and Business Development Officer, Zurich Insurance.

“By enhancing our capabilities in data insights and analysis, we will be able to provide our customers more tailored and convenient solutions, which is in line with our strategy,” he added.
“We are very excited to be part of Zurich with its strong international brand and ability to lead the way in the fast-changing environment of automotive insurance,” says Ken Belotsky, executive chairman and co-founder of Bright Box.

Bright Box has business relationships with leading global OEMs and hundreds of dealerships worldwide, providing the entire stack of connected car technology such as a cloud IT platform, mobile and web apps, hardware, as well as the connectivity between them, explained Zurich in a statement.

https://www.insurancejournal.com/news/international/2017/12/22/475243.htm

Allianz invests $96.6 million in digital microinsurer BIMA

Insurance

12/21/17

Allianz X, the digital investment unit of the Allianz Group, announced a $96.6 million investment in BIMA, the digital microinsurer.

Stockholm-based BIMA uses mobile technology to serve low-income customers in Africa, Asia and Latin America. With its investment, Allianz becomes BIMA's sole insurance shareholder and the largest strategic shareholder overall.

"Our investment in BIMA underscores Allianz's commitment to digitalization, supporting the growth strategy of the group in emerging economies…," said Oliver Baete, CEO of Allianz SE.
BIMA's delivers affordable insurance and health products to emerging markets customers who need them but cannot access them through traditional channels, said Allianz in a statement. BIMA's business combines mobile technology, partnerships with mobile operators and a dedicated 3,500-person salesforce to achieve scale and profitability.

"The strategic investment in BIMA contributes to the digital transformation of the Allianz Group and our commitment to emerging markets," said Nazim Cetin, CEO of Allianz X.

"Allianz's participation in BIMA provides an ability for us to deepen our emerging markets footprint and use the latest technologies to distribute insurance products to customers who need it most," said Coenraad Vrolijk, regional CEO of Allianz Africa.

Since launching in 2010, BIMA has operations in 14 countries on three continents with 24 million registered customers to date. Allianz' investment will allow the company to continue its rapid growth trajectory by harnessing soaring mobile penetration in emerging markets and deliver against an ambition to reach 1 billion consumers.

"We are very excited to have Allianz as a shareholder. Allianz is the perfect insurance partner and investor for BIMA because of their strong commitment to emerging markets and overlapping footprint," said BIMA founder and CEO Gustaf Agartson.

"This investment will allow us to continue our journey to innovate, scale existing as well as new markets…," he added. "Allianz's significant expertise and knowledge in the insurance space will enable BIMA to further improve our product portfolio and provide valuable products to the emerging market consumers."

https://www.insurancejournal.com/news/international/2017/12/21/475135.htm

FRISS raises EUR 15 million in Series A funding to fight and prevent insurance fraud globally

Insurance

12/20/17

FRISS, the European market leader in analytics software for fraud, risk and compliance to P&C insurers, has announced it has closed a EUR 15 Million Series A funding.

The investment is led by Aquiline Technology Growth (ATG) and Blackfin Capital Partners, two companies with deep insurance expertise.

The new capital will be used to:

- Further strengthen the FRISS solutions;
- Accelerate FRISS' global expansion;
- Further facilitate the anti-fraud community by enabling cross-carrier and cross border cooperation between insurers.

With the Series A investment, FRISS is able to respond to the growing global demand for insurance fraud and risk solutions. Insurance fraud is a growing, major challenge for insurance companies. All around the world, money is flowing to people who commit opportunistic or organized criminal activities. The mission of FRISS is to support honest insurance: why should sincere customers carry the burden of dishonest ones?

FRISS enables insurers to not only detect fraud when it occurs but prevent fraud as well by using the strong analytical and hybrid detection engine powered by fraud indicators and analytical models, as well as over 120 out-of-the box available connections to external data sources.

The award-winning FRISS platform is used by 132 insurers in 26 countries. Based on AI and machine learning techniques, the FRISS Score indicates the risk for each quotation, policy or claim, increasing straight through processing (STP) and supporting digitization. FRISS aims to make this score the global standard for honest insurance.

"We have carefully selected Aquiline and Blackfin to be our partners," said Jeroen Morrenhof, CEO at FRISS. "Both parties have a great deal of experience in growing and professionalizing InsurTech companies. Their broad sector knowledge in EMEA and North America will be a tremendous asset to foster our further developments."

"FRISS is a market-leading fraud detection provider in Europe and we have been impressed with the company's innovative approach and global customer traction," said Michael Cichowski of ATG. "We look forward to partnering with them to increase their reach and expand their offerings."

Laurent Bouyoux, founding partner of BlackFin, stated: "We are delighted to invest in such a high-quality company and team. We are convinced FRISS will redefine the way insurance companies, on a global scale, manage fraud and related risks, using the latest developments in artificial intelligence, data analysis and insurance scoring."

As part of the investment, Michael Cichowski of ATG and Maxime Mandin of Blackfin will join the FRISS Board of Directors.

http://insurance.1asig.ro/FRISS-Raises-EUR-15-Million-in-Series-A-funding-to-fight-and-prevent-insurance-fraud-globally-article-2,3,100-10394.htm

Lemonade raises $120 million led by the SoftBank to fund global expansion

Insurance

12/19/17

Digital insurer Lemonade Inc., announced a $120 million Series C funding round led by the SoftBank Group, with participation from existing investors.

The insurance company that is run by artificial intelligence and behavioral economics said it plans to use the funds to accelerate its global expansion in 2018.

SoftBank joins prior investors Aleph, Allianz, General Catalyst, GV (Google Ventures), Sequoia Capital, Sound Ventures, Thrive Capital, Tusk Ventures and XL Innovate. The SoftBank Group's David Thevenon will join Lemonade's board.

"By combining big data and AI with a seamless user experience, Lemonade is truly revolutionizing the insurance industry," said Thevenon, a senior investment professional within the SoftBank Group.

The transaction is expected to close in Q1 2018.

Last December, Lemonade announced a $34 million B round of funding. That round was led by General Catalyst with participation from GV (formerly Google Ventures), Thrive Capital and Tusk Ventures, as well as existing investors Aleph, Sequoia and XL Innovate. That brought Lemonade's total funding to $60 million.

Lemonade is a licensed as a property/casualty insurance carrier founded by tech veterans Shai Wininger and Daniel Schreiber. The company began offering homeowners and renters insurance in New York in late 2016. Lemonade is currently selling in eight states including California, Illinois, New Jersey, New York and Texas, and is licensed in 17 additional states.

"The insurance brands we know today came of age in the era of the horse-drawn carriage," said Schreiber. "But insurance is best when powered by AI and behavioral economics, which is why we believe that companies built from scratch, on a digital substrate and with a social mission, will enjoy a structural advantage for decades to come."

In October, Lemonade invited others to use its sales platform. It is making its application programming interface or API available to developers of commerce sites, real estate apps, financial advisors, bots, IoT and smart home products. Within the first day of its offer, Lemonade said more than 400 businesses applied for early access.

https://www.insurancejournal.com/news/national/2017/12/19/474730.htm

PAYMENTS

Fintrax Group acquires Planet Payment

Payments

12/21/17

Fintrax Group, a leader in digital payment processing for international shoppers, today announces it has acquired Planet Payment, Inc. (NASDAQ:PLPM), a leading provider of international and multi-currency processing services, in a deal worth €219M ($257M). Eurazeo, a leading global investment company listed in Paris, is contributing €109M to the financing of this acquisition as the majority shareholder in Fintrax since 2015.

The combined business will employ over 1,000 staff in 40 offices across the world and will process over €15billion in payment related services in 2017.

This strategic acquisition will position Fintrax Group at the forefront of global digital payments innovation. Planet Payment's suite of solutions, including a service that allow banks and merchants to offer customers personalized payments in their home currency at the point of sale, online or at the ATM, are complementary to Fintrax Group's current product offering, which includes VAT refund services as well as similar Dynamic Currency Conversion payment processing services. The acquisition will build on the strengths of both businesses, taking their respective portfolio of services to an extended set of customers in new regions around the world.

Patrick Waldron, Chief Executive Officer of Fintrax Group said, "The purchase of Planet Payment expands our ability to serve our 300,000 global merchants, both directly and through 100 partner banks. Our combined business will operate in 55 countries across five continents, positioning us as a leader in Dynamic Currency Conversion (DCC) and multi-currency processing in North America, Latin America, Asia Pacific, the Middle East, Africa and Europe. We look forward to working with Carl Williams and his team, who have built an impressive business with some of the world's leading acquirers and banks."

Carl J. Williams, Chairman and Chief Executive Officer, Planet Payment added, "We are excited to join the Fintrax organization and to combine our unique products and services, adding more value to our banks and acquirers. Fintrax will bring increased global scale, investment that expands our services, and ultimately deepens our relationships with our customers."

BofA Merrill Lynch served as financial advisor and Skadden, Arps, Slate, Meagher & Flom LLP served as legal counsel to Fintrax. FT Partners served as financial advisor and Goodwin Procter LLP served as legal counsel to Planet Payment.

https://globenewswire.com/news-release/2017/12/20/1267174/0/en/Fintrax-Group-Acquires-Planet-Payment.html

Concardis strengthens market position in SME segment by acquiring PCS PayCard Service and Simplepay

Payments

12/19/17

Eschborn-based full-service payment provider Concardis is acquiring PCS PayCard Service GmbH and Simplepay GmbH, based in Mannheim and Berlin respectively. Both companies are independent sales organisations (ISO) and well-established giants in their respective regions, providing solutions for cashless payments at retail points of sale, especially with small and medium-size enterprises – a market segment where Concardis would like to expand its presence. PCS PayCard Service and Simplepay will remain independent companies. Founders and managing directors Daniel Altehoefer and Jason Altehoefer will continue to manage the companies. The sale will be concluded as of 1 January 2018. Approval from the German Federal Financial Supervisory Authority (BaFin) and the Bundeskartellamt is not necessary.

'PCS PayCard Service and Simplepay have built up an efficient sales structure for small and medium-size enterprises – and we see plenty of potential in exactly this market segment. With continued digitisation, small and medium-size enterprises will need to take on the topics of online retail and omnichannel sales in addition to modern payment solutions for the point of sale. Concardis offers all of that from a single source. Through the bundling of product solutions under one roof, we can develop the right offers for very specific needs and retail segments,' says Marcus W. Mosen, CEO of Concardis.

'As part of the Concardis Group, we can significantly expand our range of products for our customers, thereby providing them with even better service. At the same time, we can enhance our sales opportunities in the segment of small and medium-size enterprises with Concardis,' says Daniel Altehoefer, founder and managing director of PCS PayCard Service. His nephew Jason Altehoefer, founder and managing director of Simplepay, adds: 'We are happy to now be part of a corporate group which is deeply rooted in the German market and invests in new products and solutions. We and Concardis both stand out thanks to our understanding of the payment business and the needs of our customers – perfect conditions for a successful partnership.'

PCS PayCard Services and Simplepay have made very good names for themselves as independent sales organisations in their locations of Mannheim and Berlin. With a total of 35 employees, the two companies see to the needs of some 4,700 customers with approximately 6,500 terminals. In 2016, the transaction volume of credit card payments amounted to €98 million.

With the acquisition of the two terminal providers, Concardis Group is continuing its growth strategy: as recently as August 2017, technical network operator Cardtech GmbH was integrated into the corporate group. Four months before that, invoice purchase specialist Ratepay was acquired by the group, supported by the shareholders Advent International and Bain Capital Private Equity. The stated objective of the two financial investors is to make Concardis a payment

champion of German-speaking Europe through increased investment in infrastructure and innovation.

https://www.concardis.com/de-en/artikel/concardis-strengthens-market-position-in-sme-segment-acquisition-of-pcs-paycard-service-and-simplep

Payment processor Total System Services to buy Cayan for $1.05 billion

Payments

12/18/17

Total System Services Inc (TSS.N) (TSYS) on Monday said it would buy payment technology firm Cayan for $1.05 billion in cash to expand its offerings to small and mid-sized U.S. businesses.

The deal is expected to modestly benefit TSYS's net revenue growth and adjusted earnings per share in the first full year post closing, the payment processor said.

TSYS expects to realize a meaningful cash tax benefit as a result of the deal with Boston-based Cayan.

The combination will allow TSYS to serve about 730,000 merchant sites with an annual processing volume of more than $138 billion.

The deal is expected to close in the first quarter of 2018.

BofA Merrill Lynch and Greenhill & Co LLC are acting as financial advisers to TSYS, while Financial Technology Partners LP is the financial adviser to Cayan.

TSYS in January 2016 acquired U.S. merchant solutions provider TransFirst in an all-cash deal valued at about $2.35 billion. (bit.ly/2BG3LFJ)

Shares of Columbus, Georgia-based TSYS were marginally up in early trade on Monday. Through Friday, TSYS's stock had surged 59 percent this year compared with the S&P 500 index's .SPX 19.5 percent climb.

https://in.reuters.com/article/us-cayan-m-a-tsys/payment-processor-total-system-services-to-buy-cayan-for-1-05-billion-idINKBN1EC1OW

YapStone raises $71 million

Payments

12/15/17

YapStone, a provider of web and mobile based payments platform raised $71.25 million of Series C venture funding from undisclosed investors on December 15, 2017. The pre-money valuation is estimated to be $400 million.

The company's PaaS based payments platform specializes in processing online payments for online marketplaces and large industries, providing credit and debit card acceptance, as well as eCheck/ACH services.

Source: Pitchbook; Deal ID: 98890-75T

Australia's Airwallex raises $6 million to grow its cross-border payment business

Payments

12/15/17

Airwallex, an Australia-based fintech startup that helps banks and businesses handle cross-border transactions at scale, has closed a $6 million investment ahead of a planned Series B next year. The new funding comes from Square Peg — a VC firm located in Melbourne, the same city as Airwallex HQ — which joins Tencent, MasterCard, Gobi Ventures and Sequoia China as backers of Airwallex. The startup had previously raised $16 million, including a $13 million Series A this past May.

Airwallex CEO Jack Zhang said he was "very honored" to gain the backing of Square Peg, which is led by Paul Bassat, who took recruitment firm Seek to IPO and is one of Australia's highest-profile founders.

"When I was a student, I went to one of his presentations and it was very inspirational," Zhang told TechCrunch. "He's one of the reasons I did this startup; I can learn a lot of operational stuff from him."

Zhang said that Airwallex doesn't need the money but it raised it all the same because it is aware that there are many newcomers entering the cross-border payment space. It also wants to accelerate its business growth to help with future fundraising. He forecasts the company reaching $15 million in revenue next year.

Airwallex primarily offers an API service that lets customers process transactions across its system which uses inter-bank exchanges to trade forex close to mid-market rates, something which it claims can save clients as much as 90 percent on their foreign exchange rates. That ultimately tears down one barrier that prevents companies from sales in international markets: price.

Its other products span trading and global wallets, with customers varying from institutional traders, OTA platforms, education companies and e-commerce firms. Two high-profile names are actually investors: MasterCard uses Airwallex to power its "Send" platform, while Tencent's WeRemit service in Hong Kong is powered by the startup.

Zhang told TechCrunch that Airwallex is planning for a "large" Series B round in Q2 2018. It plans to double its current 70-person staff, and invest heavily in its Shanghai-based R&D team which jointly develops product with a Melbourne-based office. Airwallex also has offices in London and Shanghai. It is actively working to open locations in San Francisco and Singapore, Zhang said.

https://techcrunch.com/2017/12/15/airwallex-raises-6m/

Moneycorp makes acquisitions in South America and UK

Payments

12/7/17

The Moneycorp Group has reached agreements to acquire fast-growing Brazilian foreign exchange business, Novo Mundo Corretora de Câmbio, and UK-based currency specialist, First Rate FX Ltd. Moneycorp first signed an agreement to invest in the South American business in August 2015 and following Central Bank and Presidential approval in Brazil, will now acquire a majority interest in the business during early January 2018.

With offices across São Paolo, Curitiba, Rio de Janeiro, and Salvador, Novo Mundo Corretora de Câmbio offers a range of foreign exchange services, including international payments, bank notes, and MasterCard currency card services.

The business has seen continued growth across its corporate and private divisions since moneycorp's initial partnership, with a 31% increase in turnover in the last two years.

In tandem, moneycorp has also completed a deal to acquire Canary Wharf-based First Rate FX Ltd., a specialist broker with a 13-year history in foreign exchange. The First Rate FX team, which completed over 20,000 transactions between 2016-2017, will move to moneycorp's headquarters in Victoria. Its founders, Lisa and Christopher O'Brien, will join the leadership team within the Moneycorp Group.

Both businesses will now fall under the Moneycorp Group brand and their customers will be transferred onto moneycorp's leading payments platform, which already services customers globally, through dedicated moneycorp offices in Spain, France, Gibraltar, Romania, Australia, US, and Ireland. Over recent years, the expansion of moneycorp's platform, providing services to customers via app, mobile, web, and phone, as well as sophisticated technology for payments customers, has seen organic profit growth of 20%.

These two announcements mark the end of an exciting year for moneycorp and are the latest in a series of national and international deals, including the agreement to buy US-based corporate international payments business, Commonwealth Foreign Exchange Inc., in May.

Nick Haslehurst, CFOO of moneycorp said:
"Our two latest acquisitions further strengthen moneycorp's local and international offering. Finalising our purchase of Novo Mundo is part of moneycorp's long-term ambition to establish a firm foothold in a market that has shown great promise for FX and international payments moving forward.

"Whilst our global expansion plans are set to continue, we also want to bolster our presence here in the UK. First Rate FX is a well-established currency broker with a customer base that is well-suited to moneycorp's proposition. We look forward to welcoming the First Rate FX team and

continuing to work with its founders, Lisa and Christopher, to ensure their successes continue as part of the moneycorp brand."

https://www.finextra.com/pressarticle/71859/moneycorp-makes-acquisitions-in-south-america-and-uk

SECURITIES

Broadridge completes acquisition of Morningstar's board consulting services

Securities

12/19/17

Broadridge Financial Solutions, Inc. (NYSE: BR) has agreed to acquire Morningstar, Inc.'s 15(c) board consulting services business. The acquisition will strengthen Broadridge's ability to be the most complete source for independent, verifiable data that mutual fund boards of directors rely on to fulfill their governance responsibilities.

"This acquisition will enhance and expand our solution set providing fund boards the most comprehensive data, enabling them to make more informed decisions with the highest standard of reporting," said Dan Cwenar, Broadridge's head of buy-side data and analytics. "The expanded breadth and depth of our data-driven solutions will continue to enhance the value we provide to our investment management clients and set the standard for the financial services industry."

Morningstar's 15(c) board consulting services business provides materials to the boards of directors and executive teams of mutual funds, helping them meet their 15(c) fiduciary duties to review and approve the fee agreements with each of their investment advisors. This acquisition will enable Broadridge to provide its fund board clients the ability to benchmark funds using both Morningstar and Lipper data via an objective, independent source in order to better assess their fund advisors and sub-advisors. As an objective data provider in the financial industry, Broadridge has a unique ability to provide critical data to fund boards as they face increased regulatory pressure to outsource 15(c) services to independent providers.

"The decision to sell our 15(c) business to Broadridge aligns with the long-term strategies of both Morningstar and Broadridge," said Scott Burns, head of data and research products at Morningstar. "Morningstar is sharpening its focus on delivering its fund data and analytics to as many users as possible. With this transaction, Broadridge's 15(c) consultants and client base can now utilize Morningstar's industry-standard data and calculations to help fund boards fulfill their fiduciary responsibilities to shareholders."

Terms of the transaction, which is expected to close in January 2018 and is subject to the satisfaction of customary closing conditions, were not disclosed.

https://www.prnewswire.com/news-releases/broadridge-strengthens-investment-management-data-solutions-through-acquisition-of-morningstars-15c-board-consulting-services-300573407.html

Crypto Finance applies for Swiss banking licence

Securities

12/19/17

Virtual currency investment firm Crypto Finance has closed a EUR13 million capital raise to fund an application for a Swiss banking licence.

Established in June this year, the company provides asset management, brokerage and storage facilities to the crypto-investing community.

It is one of a wave of startups looking to create an alternative financial system in Switzerland as the country's traditional banks continue to shy away from the booming cryptocurrency market.

Other institutions planning to lodge applications with Swiss licencing authority Finma include Lykke and MtPelerin, while yet others are exploring the banking-as-a-service model as a means of taking deposits and offering financial services.

The new breed of startups are clustered around Switzerland's own Crypto Valley, located in Zug, a Government-backed zone intended to position he country as a global hub for blockchain and cryptographic development with the support of multiple blue chip partners, including UBS, Thomson Thomson Reuters, PwC, Consensys and Luxoft.

The EUR13 million round in Crypto Finance was raised from a group of Swiss angel investors, including former banker Rainer-Marc Frey and asset management whiz Dr. Philipp Cottier, who joins the Crypto Finance board. The company says the additional capital will be used to fund the arduous process of applying for a Swiss banking licence.

This will take some time, but “it is of critical importance to prepare this step early on, to be strategically positioned to offer a full range of financial services to crypto investors”, states Jan Brzezek, CEO of Crypto Finance AG.

Crypto Finance currently employs 26 staff and runs a "cash-flow positive" trading desk says Brzezek. Its first two funds will launch early January offshore, and in 1Q/2018, pending Finma approval, in Switzerland. The institutional crypto storage facility will be opened in April 2018.

https://www.finextra.com/newsarticle/31478/crypto-finance-applies-for-swiss-banking-licence?utm_medium=dailynewsletter&utm_source=2017-12-20&member=93489

Delio raises £1 million; appoints chief risk officer and CTO

Securities

12/19/17

UK FinTech Delio, a leader in white-label digital private market solutions, has announced its latest financial milestone after raising £1M in a further fund-raising round led by the Development Bank of Wales.

Together with participation from new and existing private investors the investment supports Delio's ongoing expansion in Europe, Asia, and the Middle East.

The news comes as the company appoints two key signings to bolster its leadership team. Gareth Morgan, former Chief Risk Officer of HSBC Private Bank in Asia Pacific, joins Delio as Chief Risk and Compliance Officer, while Andy Samuel joins as Chief Technology Officer after holding a number of executive roles at Virgin Money, Iron Mountain and Target Group.

The boosted funding and expanded leadership team tops a successful year which has seen Delio enter into a number of key partnerships including with Coutts, ING, and the UK Business Angels Association (UKBAA). As well as working on the 'Align 17' impact investing initiative, which is supported by UBS and the World Bank, Delio is also part of the FinTech Hive program in Dubai.

The fast-growing list of firms using Delio's digital solutions, including top tier banks, family offices and angel networks, are increasingly looking to leverage upon Delio's capabilities to create ecosystems and share and syndicate deal flow beyond their own networks.

Gareth Lewis, Co-Founder and CEO of Delio said: "Following our success over the last 12 months, this latest investment allows us to accelerate our growth and build on our existing achievements into the new year. Gareth and Andy are both fantastic additions to our team and we're all really excited to have them on board. As we continue to grow our already burgeoning global client base we will be looking to strengthen our team further still."

https://www.finextra.com/pressarticle/72029/delio-raises-1-million-appoints-chief-risk-officer-and-cto?utm_medium=dailynewsletter&utm_source=2017-12-20&member=93489

Eventus Systems raises $5 million

Securities

12/17/17

Eventus Systems, a provider of a financial software platform for the trading industry raised $5.21 million of Series A venture funding from undisclosed investors on December 17, 2017.

The company provides run-time risk and compliance platform to reduce financial, regulatory, counterparty, operational and technology risk for trading business.

Source: Pitchbook; Deal ID: 58857-49T

TMX Group completes acquisition of Trayport to Intercontinental Exchange Français

Securities

12/14/17

TMX Group Limited (TMX Group) today announced it has completed the acquisition of London-based Trayport Holdings Limited, and its U.S.-based affiliate, Trayport Inc. (collectively, Trayport), a world-leading provider of technology solutions for energy traders, brokers and exchanges from Intercontinental Exchange, Inc. (ICE) for £550 million / C$931 million in total consideration, including £350 million / C$592 million in cash (the Trayport Acquisition). The transaction was announced in October 2017.

In conjunction with the Trayport Acquisition, TMX Group has completed the sale of Natural Gas Exchange Inc. (NGX) and Shorcan Energy Brokers Inc. (Shorcan Energy) to ICE, at a combined value of £200 million / C$339 million. The sale of NGX and Shorcan Energy was used as partial consideration by TMX Group for the Trayport Acquisition.

The cash consideration for the Trayport Acquisition was satisfied from the net proceeds from the TMX Group debenture offering which closed on December 11, 2017, along with excess cash and borrowings under TMX Group's commercial paper program.

The UK Competition and Markets Authority has approved the sale of Trayport to TMX Group. The Commissioner of Competition has issued a "no action" letter in respect of the sale of NGX and Shorcan Energy to ICE.

https://www.newswire.ca/news-releases/tmx-group-completes-acquisition-of-trayport-and-sale-of-ngx-to-intercontinental-exchange-664147153.html

SPECIALTY FINANCE / ALTERNATE LENDING

NoviCap raises €1 million in funding

Specialty Finance / Alternate Lending

12/27/17

NoviCap, a London, UK- and Barcelona, Spain-based fintech company, recently raised €1M in funding.

The round, which brings the total amount raised to date to €3M, was led by Partech Ventures and Techstars Ventures. In addition to the funding, Markus Ament, founder of Taulia, joined NoviCap's board.

The company intends to use the funds to continue to expand in Northern Europe and in the US.

Launched in 2015 by CEO Federico Travella, COO Marc Antoni Macia, and CTO Nicolas Overloop, NoviCap allows small and medium enterprises (SMEs) to access the capital locked in their long-dated invoices.

To date, the company has financed over 2800 operations.

http://www.finsmes.com/2017/12/novicap-raises-e1m-in-funding.html

Finiata closes €18 million financing round

Specialty Finance / Alternate Lending

12/20/17

Finiata, a SME lending platform provider, secured €18m in funding.

Out of the total amount, €10m were invested by existing backers Redalpine, DN Capital, Point Nine and Fly Ventures and new shareholders ENERN and Kulczyk Investments. An additional €8 million has been raised in the form of debt financing.

The company will use the funds to continue to expand operations beyond Poland and Germany. Founded by Sebastian Diemer, co-founder of Kreditech, Finiata provides a data-driven technology financing platform that focuses on for SMEs, freelancers, and the self-employed, customers who are hardly served by traditional providers.

The company claims it already has 5,000 customers.

http://www.finsmes.com/2017/12/finiata-closes-e18m-financing-round.html

Financeit recapitalisaton gives Goldman Sachs majority stake

Specialty Finance / Alternate Lending

12/18/17

Point of sale (POS) financing provider Financeit completed an investment round with existing shareholder Goldman Sachs. The round gives the firm a majority stake in the Toronto-based fintech, writes David Penn at Finovate (Banking Technology's sister company).

Michael Garrity, CEO and president of Financeit, says the investment is a sign of Goldman Sachs' "continued confidence in our leadership team, our business model, our platform, and the ability to grow our service". He highlights the recent integration with Centah, a Software-as-a-Service (SaaS) workflow and lead management solutions provider, as an opportunity to expand into the home improvement industry "from lead generation to closing the sale".

Financeit helps merchants increase closing rates and transaction sizes by enabling them to offer customers affordable monthly or bi-weekly payment plans. The cloud-based technology provides a fast and transparent application process for consumers, and helps merchants better manage cashflow, get paid sooner, and offer customers additional payment options. Financeit is free to use, and requires no merchant fees.

But Financeit adds a twist. "We service the transaction on both sides," Garrity explains. "On one side, we have a set of merchant partners who rely on us to power sales at the POS every day with our innovative solutions. On the other side, we have a set of financial institutions who rely on us to originate and to manage these loans on their behalf in their name and within their compliance framework."

Financeit was founded in 2011. In June this year, it received new funding capacity of $85 million from a "major Canadian life insurance company". Since inception, the company has worked with more than 7,000 merchant partners in Canada and processed more than $2.5 billion in loan applications.

http://www.bankingtech.com/2017/12/financeit-recapitalisaton-gives-goldman-sachs-majority-stake/

Flexiti Financial raised $8 million

Specialty Financing / Alternate Lending

12/17/17

Flexiti Financial, a provider of POS financing platform closed on $8 million of venture funding from undisclosed investors on December 17, 2017.

The company's platform provides services such as instant POS financing, quick credit approval, longer payment terms and revolving credit.

Source: Pitchbook: Deal ID: 99132-40T

Finstar backs DFI in $50 million investment

Specialty Finance / Alternate Lending

12/14/17

International private equity (PE) firm Finstar Financial Group (Finstar) has backed a $50 million investment in Digital Finance International (DFI), a digital lending solution developer, to help the latter expand its presence in the Asia Pacific (APAC). Additionally, Finstar plans to add to its fintech portfolio via the commitment of $150 million to the financial technology space over the next five years. DFI will use the $50 million investment to expand its consumer lending solution in Asia, with a focus on broadening its international presence in mobile-first consumer finance in Southeast Asia.

This will see the roll-out of DFI operations in several large Asian economies is planned for the near future. According to KPMG, in Q3'17 fintech investment in Asia grew to over $1 billion for the first time this year, despite a drop-off in the number of fintech deals. Total global fintech funding stood at $8.2 billion in 3Q17, after more than doubling to $9.3 billion in 2Q17. Despite overall deal volume declining, deal value in 3Q17 was significantly higher than the $6.3 billion seen in 3Q16. Finstar's five-year investment plan, which it adopted in July 2017, aims to strengthen the Group's holdings in innovative consumer technologies, and increase its portfolio exposure to high growth emerging markets across Europe, Latin America and Asia-Pacific.

Oleg Boyko, Finstar's Executive Chairman and Founder, said: "The rapid growth in consumer demand across the Emerging Markets offers exciting opportunities for fintech-enabled disruptive lending technologies. With our market-leading expertise, Finstar can capitalize on these emerging trends." Founded in 1996, the PE firm has a presence in Europe, the US, Asia, Latin America and the Commonwealth of Independent States (CIS).

While traditionally focused on financial technology, it has also invested in financial services, IT, FMCG retail, media, and real estate. Its investment strategy sees the PE firm focus on the acquisition of majority stakes in rapidly growing financial technology and financial services firms with proven business models in promising segments and led by capable founding partners. Its minimum deal size is $20 million with a maximum deal size of $200 million. Its target internal rate of return (IRR) is 35 per cent over an investment horizon of three to five years, with Finstar exiting either through a public float or sale of its stake to a strategic investor.

https://www.dealstreetasia.com/stories/finstar-backs-dfi-in-50m-investment-to-deploy-150m-into-asian-fintech-88472/

DATA & ANALYTICS / IoT

Splice Machine secures additional funding to launch new online predictive processing (OLPP) platform

Data & Analytics / IoT

12/20/17

Splice Machine today announced the launch of its Online Predictive Processing Platform (OLPP) for powering the new generation of predictive applications. Splice Machine is the scale-out OLPP platform that can simply and seamlessly make predictive analytics actionable in real-time operational applications at big data scale. Using the Splice Machine OLPP platform, applications can now both "predict" by learning from the past as well as use those predictions to "act in the moment."

Prior to Splice Machine's OLPP platform, building a predictive application at Big Data scale was either prohibitively complex or costly. Companies either had to duct-tape compute engines together, such as fast key-value stores, analytical in-memory engines, streaming engines, machine learning libraries, and notebooks, or use expensive scale-up solutions, like SAP HANA or Oracle Exadata, whose costs are untenable for most companies.

Splice Machine's OLPP platform uniquely integrates the Apache HBase and Apache Spark engines into one ANSI SQL Relational Database Management System (RDBMS) that enables a company's existing staff – already familiar with SQL – to build predictive applications. The Splice Machine OLPP Platform has two deployment options – as an affordable, easy-to-use database-as-a-service (DBaaS) and as an on-premise offering.

Splice Machine also announced that it has raised an additional $9 million from existing investors Correlation Ventures, Interwest Partners and Mohr Davidow Ventures, as well as first-time investor Salesforce Ventures.

"Enterprises no longer need to suffer from the debilitating complexity of building predictive applications or the latency caused by the separation of operational and analytical systems," said Bill Ericson, general partner, Mohr Davidow Ventures. "We see a whole new class of OLPP applications emerging in industries such as retail, manufacturing, logistics, financial services and healthcare."

"Predictive analytics were a great starting point for the deployment of Artificial Intelligence, but they do not go far enough," said Monte Zweben, co-founder and CEO, Splice Machine. "The next generation of predictive applications make predictive analytics actionable in operational settings such as planning systems, maintenance systems, and healthcare systems. We're removing the complexity for companies that need to predict, plan and act in real time in order to keep up with customer demand."

Early use cases such as supply chain optimization, predictive maintenance, predictive marketing, fraud detection and healthcare are generating significant benefits. ClearSense, a smart data

solution for healthcare organizations, is currently using Splice Machine to support its predictive application for healthcare settings. By gaining faster access to, and more value from, the data in their systems, ClearSense is able to both predict and mitigate dangerous code-blue events, such as sepsis shock, which can be a matter of life and death.

“By combining prediction with action, we can proactively recommend to clinicians to check on their patients before it’s too late and they get into trouble,” said Charles Boicey, chief innovation officer, ClearSense.

https://sdtimes.com/splice-machine-launches-new-online-predictive-processing-platform/

iRecommend Software secures $1.85 million Series A investment round led by i2E

Data & Analytics / IoT

12/19/17

iRecommend Software, a Tulsa-based technology company developing a next-generation recommendation engine for retail, recruiting, real estate, entertainment, and healthcare industries, announced the closing of a $1.85 million Series A investment round.

Built on artificial intelligence, deep learning, and a proprietary algorithm to leverage available big data from thousands of data feeds, iRecommend is able to generate the most highly-relevant, user-specific recommendations across retail, recruiting, real estate, entertainment, and healthcare industries. Simply put, iRecommend provides the right product to the right person at the right time.

The funding was led by i2E, Inc. with participation from co-investors Warren Foundation (Tulsa), Falcon Partners (Houston), and other strategic investors. The Series A round will be used to expand global sales and marketing efforts, complete a large online retail client integration, and commercialize SaaS subscription modules for real estate and recruiting industries.

The investment builds on an exceptional year for iRecommend that included the formation of the company from a four-year R&D, beta release for recruiting and real estate business modules, and beta testing for a large online retail client to provide recommendations for its 40M+ users.

"While the term 'recommendation engine' is relatively new, we experience recommendation engines every day when we shop 'recommended deals' on Amazon, watch 'matched' movies on Netflix, or receive 'recommended listings' from Zillow. While the great majority of companies use limited data points to make recommendations, iRecommend provides much deeper, current data for our clients, allowing our AI Agent, Sophia, to provide superior, highly accurate, and personalized recommendations for each user," said John Morad, Founder & CEO of iRecommend. He added, "This round of investment plays a significant part in our strategic plan, allowing us to expand marketing and sales globally."

https://www.prnewswire.com/news-releases/irecommend-software-secures-185-million-series-a-investment-round-led-by-i2e-inc-300573635.html

OTHERS

Ataata announces successful closing of $3 million Series A round

Others

12/19/17

Ataata, a cyber security training platform designed to reduce human error in the workplace, announced the closing of its Series A financing with a $3 million round led by Next Frontier Capital, a Bozeman, Montana based venture firm.

Additional investors include TEDCO, 2M, SaaS Ventures, ARRA Capital and senior leadership from major technology and financial firms. Ataata will use the funds to accelerate customer-driven product development and solidify its position as a leader in cyber security awareness training. Ataata is headquartered in Bethesda, MD with plans to establish a presence in Bozeman.

Since the company's inception in 2016, Ataata's mission has been to deliver engaging, award-winning content employees can relate to and to measure cyber risk training effectiveness by converting behavior observations into actionable risk metrics for security professionals. Traditional risk awareness training does little to combat the suspect judgment and poor cyber risk decisions that can cost companies time and money. Uninformed, disengaged employees make careless security mistakes, which means every company's biggest security risk may already work in-house. Ataata's platform empowers employees to reduce that risk.

"We are building Ataata on the premise that informed and engaged employees, who understand why their actions matter, will ultimately make better security decisions," said Ataata's CEO, Michael Madon.

"Insightful and impactful content, coupled with real-time risk scoring, is changing the way Ataata's customers think about cyber risk and helping them reduce costly mistakes caused by human error," said Richard Harjes, General Partner at Next Frontier Capital. "In short, we believe Ataata will continue to grow as a critical pillar of their clients' security programs."

https://www.prnewswire.com/news-releases/ataata-announces-successful-closing-of-3-million-series-a-round-300572834.html