Evolve
Capital Partners

Weekly Deals Update

Week Ending 02/23/18

SPECIALIZED INVESTMENT BANKERS AT THE INTERSECTION OF FINANCE AND TECHNOLOGY

Key Deals

M&A

Date	Target	Acquirer(s)	Sector	Amount ($mm)
2/20/18	panjiva	S&P Global	Data & Analytics / IoT	NA
2/13/18	INFINITY Auto | Home | Life | Business	KEMPER	Insurance	$1337

Financing

Date	Target	Lead Investor	Sector	Amount ($mm)
2/21/18	Wealthsimple	POWER FINANCIAL CORPORATION	Financial Management Solutions	$51
2/14/18	duetto	WARBURG PINCUS	Financial Management Solutions	$80
6/26/17	sparkcognition™	Verizon Ventures	Data & Analytics / IoT	$56.5

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.

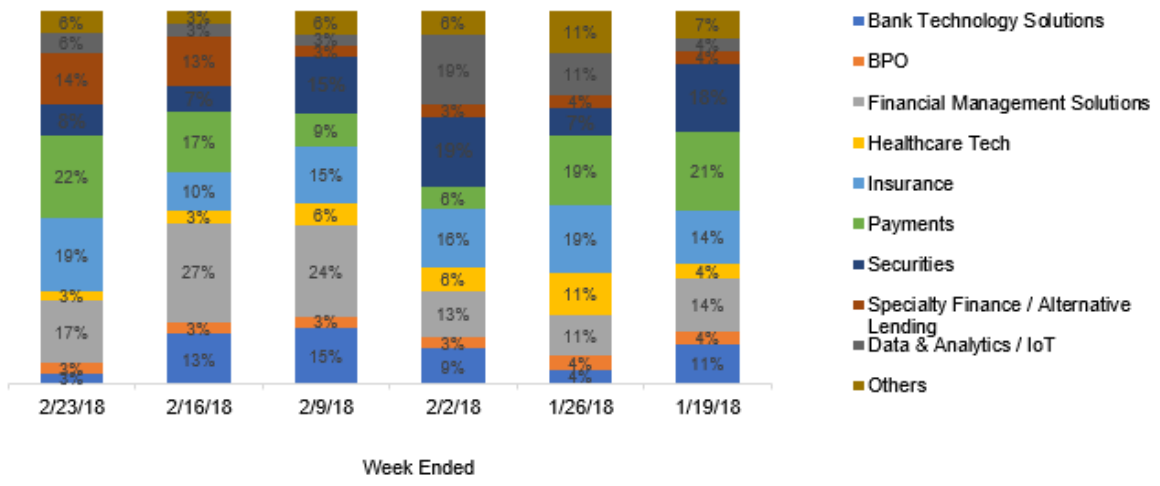
Sectors we cover at the intersection of finance and technology include:

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

Deals Count

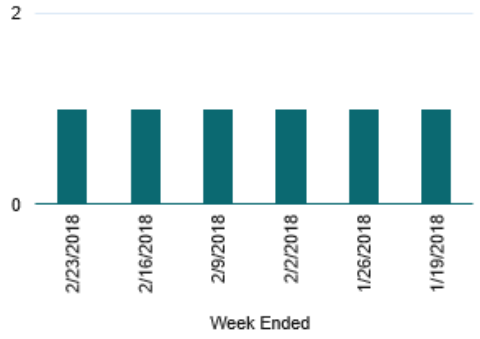
Sector	Number of Deals	% of Total
Bank Technology Solutions	1	3%
BPO	1	3%
Financial Management Solutions	6	16%
Healthcare Tech	2	5%
Insurance	7	19%
Payments	8	22%
Securities	3	8%
Specialty Finance / Alternative Lending	5	14%
Data & Analytics / IoT	3	3%
Others	1	3%
Total	**37**	**100%**

Sector-Wise Deals Breakdown



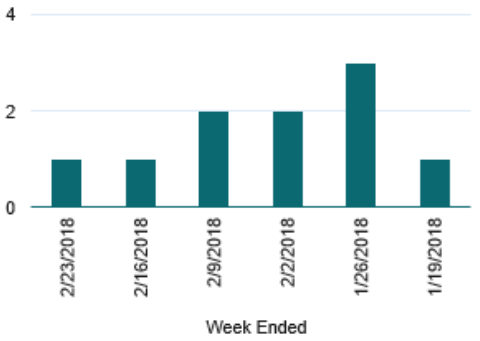
Bank Technology Solutions

BPO



Financial Management Solutions

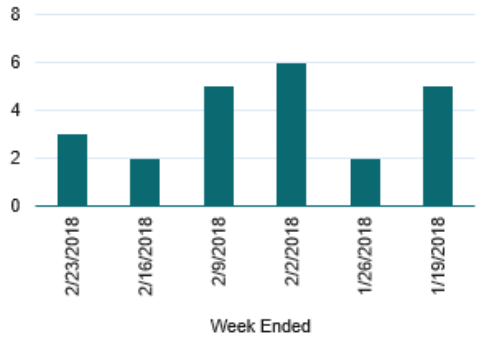
Healthcare Tech



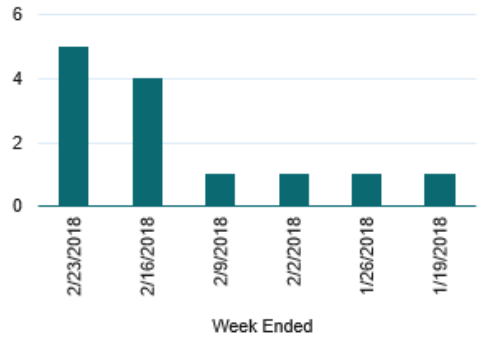
Insurance

Payments

Securities

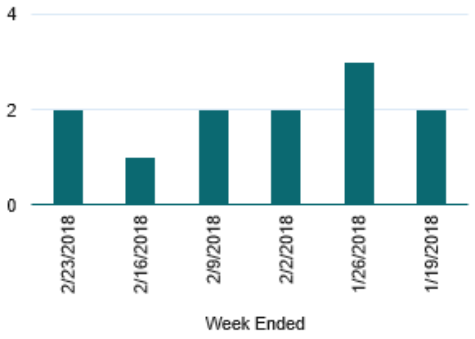


Speciality Finance / Alternative Lending



Data & Analytics / IoT

Others



BANK TECHNOLOGY SOLUTIONS

Temenos to create financial technology powerhouse as Fidessa agrees takeover

Bank Technology Solutions
2/21/18

The boards of Temenos and Fidessa have reached an agreement on the terms of an all-cash takeover of the UK-based trading technology supplier in a transformational deal for the Swiss core banking vendor. Under the terms of the transaction, Fidessa shareholders will be entitled to receive £35.67 in cash for each Fidessa share, a 36.9% premium to the firm's closing price of £26.05 on 16 February. Shareholders will also be entitled to receive and retain a final dividend and a special dividend in respect of the year ended 31 December 2017 together amounting to 79.7 pence in aggregate per Fidessa share.

The transaction, which is expected to close in the first half of 2018, values Fidessa at £1.4 billion.

The combined group will be a global behemoth, with revenues in excess of $1.2 billion and a strong presence in all major financial centres. Temenos has identified $60 million per annum in cost savings, which are expected to be fully achieved within three years post completion.

Andreas Andreades, the executive chairman of Temenos, says: "We truly believe that this powerful combination will accelerate both companies complementary growth strategies in banking and capital markets and will enable us to cross-sell into our existing client bases and capture a greater share of the IT and software spend of banks especially as they move to the cloud."

Some analysts have questioned the timing of the deal,coming so soon after Temenos spent 150 million Swiss francs buying back its shares at an average price of 122 francs each.

And as Bloomberg points out the return on invested capital looks set to be just over six percent in 2020, based on the stated cost synergies plus Fidessa's forecast operating performance. That's well below the target's nine percent cost of capital.

To the doubters, Andreades points to figures indicating that the total spend by financial institutions on capital markets software in 2018 is estimated to be approximately $14 billion, with a growth rate of eight percent per annum. Approximately $3 billion of this $14 billion was spent by financial institutions on third party vendors, a proportion which is expected to grow as banks look to reduce costs by outsourcing their internally developed systems to packaged software providers.

https://www.finextra.com/newsarticle/31715/temenos-to-create-financial-technology-powerhouse-as-fidessa-agrees-takeover?utm_medium=newsflash&utm_source=2018-2-21&member=93489

BPO

Sequoia China leads $40 million round in DataVisor's fraud detection software

BPO

2/12/18

DataVisor, which provides fraud detection software, announced today that it has raised $40 million in a round led by Sequoia Capital China. Existing investors New Enterprise Associates (NEA) and GSR Ventures also joined.

The software analyzes client data and uses machine learning to identify fraudulent transactions, spam and abuse, identity theft, application fraud, insider abuse, money laundering, and more. It is sold on a subscription basis and can be deployed either on the cloud or in a private datacenter.

The Mountain View, California-based startup uses a technique known as unsupervised machine learning to detect those fraudulent transactions. Unsupervised learning aims to detect patterns within data without first being provided a set of labels for how to categorize that information.

Cofounders Yinglian Xie and Fang Yu spent several years working on computer security at Microsoft Research before founding DataVisor in December 2013.

They shared that the startup has more than 30 customers globally, including Alibaba Group, Cheetah Mobile, Pinterest, Tokopedia, and Yelp.

In this day and age of digital transactions and cloud-based data, cybersecurity is a big concern for companies around the world. Other startups trying to tackle this issue include Feedzai and Sift Science. To date, DataVisor has raised a total of $54.5 million in disclosed funding. The Series B amount led by Genesis Capital is undisclosed.

DataVisor will use the fresh injection of capital to increase sales and marketing efforts, hire more engineers, and build out product lines to address new use cases.

Rock Wang, managing director at Sequoia China, will join DataVisor's board of directors. Sequoia Capital's China arm, which was founded in 2005, is reportedly raising up to 15 billion yuan ($2.37 billion) in its fifth fund to invest in local startups. It is also actively tapping potential Chinese investors for Sequoia Capital's next big global fund.

Legendary Sequoia partner Michael Moritz certainly seems to admire China's entrepreneurial zeal, something he made quite clear in a recent op-ed he wrote in the Financial Times. The piece has stirred quite a debate in Silicon Valley. DataVisor currently has 75 employees across its Mountain View headquarters and offices in Shanghai and Beijing.

https://venturebeat.com/2018/02/12/sequoia-china-leads-40-million-round-in-datavisors-fraud-detection-software/

FINANCIAL MANAGEMENT SOLUTIONS

French startup Tinyclues closes $18 million Series B

Financial Management Solutions

2/23/18

Tinyclues, an AI-based marketing campaign intelligence solutions company, has announced that it has successfully closed an $18 million Series B round of funding. The round was led by EQT Ventures and saw participation from existing investors Elaia Partners, ISAI, and Alven. The startup said the new funding will be used to accelerate growth in North America and Europe and will also boost "AI-first" product development to grow the range of its intelligence marketing campaigns for brands.

The Tinyclues offering utilizes what the company describes as "a unique Deep AI technology" to capture business and customer insights contained in first-party data like browsing and checkout history and CRM. Based on this data, the solution predicts future buyers for any service campaign or product. This, in turn, allows brands to present extremely relevant product offers across different marketing channels to highly qualified audiences. The company added that its offering has enabled its customers to significantly improve customer experience and register an average increase of 49% in campaign revenue.

David Bessis, founder and CEO, Tinyclues, said, "Tinyclues is changing the game for B2C marketers by adding an AI-first campaign intelligence layer on top of their campaign management solutions and processes. As a result, we've had a triple-digit annual growth and we've been able to seek out a top investor that shares our energy, drive and entrepreneurial spirit."

Founded in 2010, the French startup enables companies to generate additional revenue by the means of intelligent campaign targeting. The company says its solution is able to identify future buyers for any service or item even without recent intent. Tinyclues drives marketing campaigns across channels like mobile push notifications, email, call centers, Facebook, or direct mail for over 80 enterprise companies in a variety of industries.

https://www.readitquik.com/news/ai/french-startup-tinyclues-closes-18-million-series-b/

Capillary Technologies raises $20 million from Sequoia and Warburg Pincus

Financial Management Solutions

2/23/18

Capillary Technologies, an Indian startup that offers retailers a cloud-based customer analytics marketing platform, has announced that it has raised $20 million in fresh funding from existing investors Warburg Pincus and Sequoia. This new funding takes Capillary Technologies' total funds raised from investors to just over $100 million till date. Other investors in the company includes names such as Norwest Venture Partners, American Express Ventures, and InnoVen Capital.

Capillary Technologies said it will use the funding to fortify new product development and R&D with new focus on the fast-moving consumer goods (FMCG) market. Capillary also added that it will allocate about two-thirds of the capital for development of artificial intelligence (AI) technology.

Aneesh Reddy, co-founder and CEO, Capillary Technologies, said, "We have a great partnership with our investors, who continue to believe in our vision and expansion plans. More than 70% of these funds would be devoted to research and development powering all our products with AI. We're also looking to further strengthen our presence in China and the Middle East, besides penetrating further into Southeast Asia."

Capillary Technologies, founded in 2008, provides large retailers myriad Software-as-a-Service (SaaS)-based offerings such as engagement, consumer behavior tracking, loyalty programs, and mobile commerce. The company has over 300 million consumers on its platform and has worked with more than 25,000 stores, which includes over 300 brands in more than 30 countries including India. It employs 700 employees across the globe and has 11 offices spread across India, Southeast Asia, China, South Africa, and the Middle East. Capillary Technologies also said that it will open a new China-based office in Guangzhou and then add another in Beijing later in 2018. The company also intends to boost its presence in Southeast Asia and the Middle East, where already it has offices in the Malaysia, Indonesia, and UAE.

https://www.readitquik.com/news/cloud-3/capillary-technologies-raises-20-million-from-sequoia-and-warburg-pincus/

Customer service bot startup Agent IQ announces $6.3 million Series A led by Sierra Ventures

Financial Management Solutions

2/22/18

If you've tried to deal with a bot before you can speak to a human customer service rep, you know how frustrating that process can sometimes be. Sure, there are basic tasks that can free up a human rep to handle the more difficult matters, but it can be exasperating when there is no easy way to talk to a person. Agent IQ, a startup that has developed customer service bots, acknowledges that problem and today it announced a $6.3 million Series A investment.

The round was led by Sierra Ventures with participation from CRCM and Rubicon Venture Capital. Today's investment brings the total raised to $8.5 million.

Agent IQ has its roots in a Nike marketing program, which allowed customers to communicate with a bot by typing "Hey Nike" into their chat app. CEO and founder, Craig Davis says they began building on that early program, and they learned that just the bot or just an agent didn't really work for many customers. It required a product that blended technology with humans.

He found by visiting countless customer service centers, the pain wasn't just for the customers. Reps were bored answering the same basic questions repeatedly, which wasn't fun or challenging for them. What's more, when they did need to answer unique questions, it required accessing a variety of disparate systems. The agents had to have multiple windows open trying to juggle different content repositories to find the appropriate response.

"We thought it was important to help the agent, suggesting responses based on past conversations and based what they picked up on new knowledge," Davis explained. They also began presenting knowledge base articles dynamically based on the context of the conversation, using that power of artificial intelligence and machine learning underpinning their solution.

Davis understands that he is competing with giants like Salesforce and Oracle, but he says because his company's solution is built from the ground up with the latest technology, it has a leg up on these usual suspects. "Let's talk about AI piece. They have years of technical debt and their technology is overlaid on their customer service management platform. They don't get seamless handoff and don't get that closed loop AI learning [that we provide]," Davis claimed.

He's also competing with startups offering a similar value proposition like Digital Genius. The company currently has 20 employees and 14 customers, all of which Davis says are Fortune 1000 customers paying at least $500,000 a year. He says the company plans to expand on the sales side and to build out customer success teams using the new funds.

https://techcrunch.com/2018/02/22/customer-service-bot-startup-agent-iq-grabs-6-3-million-series-a-led-by-sierra-ventures/

Vectra raises $36 million for its AI cybersecurity technology

Financial Management Solutions

2/21/18

Vectra, a company that helps enterprises detect cyberattacks by applying machine learning to their network traffic, announced today that it has raised $36 million in series D funding to fuel international expansion.

The startup's software uses machine learning to detect anomalies in a customer's network traffic metadata and other sources and provide security analysts with warnings if something seems amiss. Ultimately, the company aims to automate the detection of all cyberattacks targeting its customers so that they can defend themselves from adversaries targeting private datacenters and public cloud environments.

Enterprises are looking for all the help they can get when it comes to defending themselves from security threats, especially in an era filled with blockbuster hacks like those that struck Equifax, Sony, Home Depot, and other major companies. Vectra uses supervised machine learning to train its software on detecting known threats, as well as unsupervised machine learning to detect attacks that haven't been extensively seen before.

Vectra currently has more than 400 enterprise customers, including big names like Riverbed and Tribune Media Group. Company cofounder and CEO Hitesh Sheth said in an interview with VentureBeat that 60 percent of Vectra's customers choose to share their anonymized metadata with the company so that it can build up better profiles of security threats and protect its entire customer base.

Sheth said that Vectra's software is the first source of truth for analyst teams that use it. All of the data stored in the system can then be exported into security information event management tools like Splunk and ArcSight for later forensic analysis.

"But if they are looking for a real-time answer on what's going on, the first curated piece of intelligence will come from us," Sheth said. "Because all the front-end work is automated, all the prioritization is automated, so separating signal from noise is something that we are very good at."

Atlantic Bridge, a growth equity fund that helps companies scale their businesses internationally, led the round, which included participation from two other new investors: Nissho Electronics Corporation and the Ireland Strategic Investment Fund. Existing Vectra investors, including Khosla Ventures and Accel Partners, also contributed to the round.

Including this round, Vectra raised $123 million in funding to date. AI-powered security is a growing market and has drawn significant interest from investors. Rival Darktrace announced last year that it had raised a $75 million series D, with a post-money valuation of $825 million. (Vectra declined to disclose its valuation.)

Vectra will use the added cash to fuel its international expansion and hire additional AI experts. Right now, the company has 140 employees, with 10 percent of its workforce providing particular AI expertise. Its customer base is roughly 60 percent in the U.S., with the rest coming in from overseas.

Over the next two years, Sheth plans to add “a couple hundred” new hires, focused on research, development, and international growth

https://venturebeat.com/2018/02/21/vectra-raises-36-million-for-its-ai-cybersecurity-technology/

With $10 million in funding, Mabl brings machine learning to software testing

Financial Management Solutions

2/21/18

Mabl, a startup that's coming out of stealth today, uses machine learning to make functional testing for developers as easy as possible. Mabl users don't have to write extensive (and often brittle) tests by hand. Instead, they show the application the workflow they want to test and the service performs those tests — and even automatically adapts to small user interface changes.

The Boston-based company also today announced that it has raised a $10 million Series A funding round from CRV and Amplify Partners.

It's worth noting that the team behind Mabl has a bit of a pedigree. Co-founders Izzy Azeri and Dan Belcher previously founded Stackdriver, the cloud monitoring solution Google acquired in 2014. After a few years at Google, during which time the company deeply integrated Stackdriver into its Cloud Platform, the founders decided to try something new, though, and left Google last January. "As we met with hundreds of software teams, we latched on to this idea that developing — the process of writing new code and integrating it with your code bases — is very fast now, but there's a bottleneck in QA," Azeri said. "Every time you make a change to your product, you have to test this change or build test automation."

So with Mabl, the team is trying to bring this process into the 21st century by combining functional testing (that is, actually trying out the front end of the application and looking at the results) with machine learning. Right after signing up for Mabl, the service starts scanning your site and starts looking for potential errors. You then create your own tests by walking Mabl through a scenario (with the help of a Chrome plugin) and the service automatically understands that a given button or link leads to a certain action. As long as the service can somehow identify that button, for example, it'll perform the same test, even if you are experimenting with a new user interface and move it to a new position on your page. "If there's something unique, we'll find it, even if it's in a different spot," explained Belcher.

Mabl will alert developers of any visual changes, JavaScript errors, broken links and increased load times.

Given that the founding team came from Google, it doesn't come as a surprise that Mabl is running on the Google Cloud Platform. But as Azeri and Belcher told me, they actually gave their engineers free rein to pick AWS or another platform, too. Google won that vote and the team now makes heavy use of tools like the Google Kubernetes Engine for spinning up containers for tests, Google Cloud Functions, BigQuery, Cloud ML Engine and App Engine.

During the preview period, the service will be free to all developers. After that, the team — which currently consists of about 20 people — will start monetizing the service, likely with a focus on

charging users for the amount of testing they do. What exactly this will look like, though, still remains to be seen.
Current Mabl users, who started testing the service during its closed beta, include the likes of RunKeeper, creative agency 24G and Codeship. “Mabl frees up Codeship’s team to build product, and that’s great for our customers. Nobody on the team has to worry about testing; everyone knows if there’s an issue, Mabl will tell us, then we’ll fix it and move on,” said Moritz Plassnig, the co-founder and CEO of Codeship.

As Azeri and Belcher noted, funding this new company was a bit easier than raising funding for Stackdriver. CRV, they told me, had wanted to invest in Stackdriver but missed out on that opportunity (and the company’s exit to Google), so it’s maybe no surprise that CRV partner Murat Bicer really wanted to invest in the founders this time around. Indeed, Bicer is joining Mabl’s board of directors.

https://techcrunch.com/2018/02/21/with-10m-in-funding-mabl-brings-machine-learning-to-software-testing/

Duetto closes $80 million Series D financing round led by Warburg Pincus

Financial Management Solutions

2/14/18

Duetto, hospitality's only Revenue Strategy Platform, announced today the closing of an $80 million Series D financing round led by funds affiliated with Warburg Pincus, a leading global private equity firm focused on growth investing. The round is the largest ever non-acquisition investment in a software company serving the hotel industry.

Duetto founders, left to right, Chief Technology Officer Craig Weissman, Chief Marketing & Strategy Officer Marco Benvenuti and CEO Patrick Bosworth.

Duetto founders, left to right, Chief Technology Officer Craig Weissman, Chief Marketing & Strategy Officer Marco Benvenuti and CEO Patrick Bosworth.

Duetto was founded in 2012 by CEO Patrick Bosworth, Chief Marketing and Strategy Officer Marco Benvenuti and Chief Technology Officer Craig Weissman, the former CTO at Salesforce.com. The company's flagship software-as-a-service (SaaS) application, GameChanger, brought machine learning, new consumer-centric data and the breakthrough innovation of Open Pricing to the industry, enabling hotel companies to independently price all distribution channels, customer segments, room types and stay dates in real time. Duetto, headquartered in San Francisco and with offices in Las Vegas, Cleveland, London and Singapore, has quickly grown to serve more than 2,500 hotels and casinos in more than 60 countries. Those customers have consistently outperformed the market, beating their competition's rate of revenue growth by more than 6.5% since the launch of the company.

"As the pace of change has accelerated and the threats of digital disruption have grown, so have our efforts to help this industry we are so passionate about. We are pleased to have the support of Warburg Pincus, whose extensive experience in building SaaS businesses of scale will help drive our growth and provide solutions to more hoteliers worldwide," said Patrick Bosworth, co-founder and CEO of Duetto. "For more than a decade, hotel companies have been looking for ways to compete more effectively with online travel agencies and drive more direct business. By unifying data across the tech stack, our platform has become the single source capable of delivering true personalization to consumers. Hoteliers now have the ability to increase conversion and drive more direct engagement with consumers by personalizing pricing and merchandising at the point of booking."

"Duetto has established itself as the market leader in the hotel revenue management space, providing its customers with next-generation solutions to optimize demand, maximize rates and minimize costs," said Ashutosh Somani, Managing Director, Warburg Pincus. "With its strong domain experience and deep cloud SaaS technology leadership, Duetto is uniquely positioned to

bring new capabilities to the hospitality industry. We look forward to supporting Patrick and the Duetto leadership team in their next chapter of growth."

Duetto's Revenue Strategy Platform brings together all core technologies and data to make them accessible through multitenant cloud architecture using AWS and MongoDB, enabling future innovations and new applications. The company's intelligent reporting application ScoreBoard forecasts and analyzes performance, delivering key insights to stakeholders across the organization. BlockBuster brings Open Pricing to contracted group business and enhances collaboration between the sales and revenue management teams. PlayMaker, the industry's first application to personalize the booking experience in real time, customizes merchandising content and offers for known and unknown guests.

"We want to modernize ecommerce in the hotel industry with our Revenue Strategy Platform at the center of the new hotel tech stack," said Marco Benvenuti, Chief Marketing and Strategy Officer of Duetto. "Our cloud platform is open and agnostic and we look forward to partnering with other technology companies to unlock new ways of driving efficiencies and more revenue for the hotelier. With our agile development process, we will continually improve our core applications while looking to develop new products when there is a crucial industry need not being served."

https://www.prnewswire.com/news-releases/duetto-closes-80-million-series-d-financing-round-led-by-warburg-pincus-300596679.html

HEALTHCARE TECH

Flywire expands global payments platform with the addition of OnPlanU and OnPlan Health

Healthcare Tech

2/18/18

Flywire, a provider of global payment and receivables solutions for education, healthcare, and business, today announced the acquisition of OnPlan Holdings LLC, the parent company of OnPlanU and OnPlan Health. With the deal, Flywire becomes the first in the industry to offer an end-to-end solution with capabilities including invoicing, secure payment processing, consumer engagement, recurring payments, automated payment plans, payment tracking, reconciliation, and past due payments.

OnPlan co-founders, CEO John Talaga and CTO David King, will both join the Flywire leadership team and maintain stakes in the business going forward. Talaga will head up Flywire's healthcare segment, and King will lead the company's education and healthcare-focused product and development teams. Current OnPlan employees will also join the Flywire team, based in OnPlan's existing headquarters outside Chicago.

In addition to considerable domain expertise and product capabilities, OnPlan gives Flywire the ability to support the full spectrum of its clients' payment and receivables needs – both domestic and international. Clients will be able to take advantage of a fully integrated solution, while also having access to its extensive partner ecosystem in the US.

"Adding OnPlan's technology to Flywire's one-of-a-kind global payment and receivables platform further accelerates the trajectory for this company," said Matt Harris, managing director, Bain Capital and Flywire board member. "Both firms share a culture that is all about how to make life better for their clients. That, combined with their complementary capabilities make this a perfect fit and will add tremendous value for their customers."

"We've had the opportunity to collaborate with Flywire on multiple occasions, at the request of several of our mutual clients," said Talaga. "We're solving distinct, but related problems, both taking cost and friction out of the payment and receivables process. While we complement their platform in several important ways, Flywire offers OnPlan tremendous scale with supportive and engaged investors, capital for growth, access to new markets, and a global customer support infrastructure. Joining Flywire gives us the opportunity to make a much greater impact for our current and future clients."

OnPlan's vertical-specific solutions address key revenue lifecycle management needs in healthcare and higher ed. OnPlan Health is a web portal and payment solution that offers providers a simple, automated way to settle balances for patients with high out-of-pocket costs. Healthcare providers can accelerate receivables, prevent overdue balances and reduce costs by tailoring payment offers to patients, and providing more flexible ways to pay. OnPlanU is a student billing and payment solution that enables colleges and universities to automate account setup

and payments in advance, and engage with students and parents to setup tailored payment schedules. It makes payments easier and provides students with more choice while also automating manual reconciliation processes for staff.

Since coming to market in 2011, Flywire has established its platform as the preferred solution for global payments and receivables processing for education institutions and healthcare providers. In 2017, the company entered the commercial segment, serving international businesses in a variety of market segments including automotive, travel, luxury goods, publishing, import/ export, professional services, and technology.

“The addition of OnPlan solidifies our market leadership position by enabling us to go deeper to address specific client needs in education and healthcare, and giving our clients the ability to manage all payments and receivables from a single platform,” said Mike Massaro, CEO of Flywire. “Our clients have been pushing us for this, and the OnPlan team brings a tremendous amount of technical capability and domain expertise to address it. In a short period of time, they have built a very strong product and we are excited to bring it to our global client base.”

https://globenewswire.com/news-release/2018/01/18/1296317/0/en/Flywire-Expands-Global-Payments-Platform-with-the-Addition-of-OnPlanU-and-OnPlan-Health.html

WebPT acquires BMS Practice Solutions, the leading revenue cycle management company for physical therapy

Healthcare Tech

2/15/18

WebPT, the leading rehab therapy software platform, today announced it has acquired BMS Practice Solutions, the largest and most-tenured billing and collections company serving the rehab therapy market. With WebPT and BMS — the two leaders in the outpatient rehab therapy market — coming together, therapy practices of all sizes now have an end-to-end solution for attracting and retaining patients, streamlining workflows, completing defensible electronic documentation, staying compliant with healthcare regulations, obtaining fast and accurate payments, and ensuring consistent delivery of high-quality clinical care and patient experiences.

Declining reimbursements, the shift to value-based care and the intensified focus on patient experience have changed the climate and complexities of the healthcare market," said Nancy Ham, CEO of WebPT. Now more than ever, practice owners and providers must have visibility into the entire patient journey — from patient acquisition to the close of a claim. With WebPT and BMS joining forces, our customers will be able to choose from a wide array of innovative products and services to build the packages that not only work best for them, but also enable them to streamline efficiencies, improve revenue and revolutionize clinical care. And they'll have one vendor partner helping them through it all."

WebPT and BMS established an integration several years ago and have a long history of working together. More than 10,000 clinics — nearly a third of the market — use WebPT for rehab therapy-specific documentation, scheduling, billing, outcomes tracking and patient relationship management. With 1,100 clinics of its own, BMS is one of the most widely-used physical therapy revenue cycle management (RCM) services in the country and counts some of the industry's largest therapy organizations as clients. WebPT and BMS both boast a 99-percent customer retention rate, and currently have more than 50 mutual customers that are mostly large, multi-location clients, like Minnesota's OSI Physical Therapy.

Like WebPT, we developed BMS out of a need we identified in our own clinics," said John Wallace, CEO of BMS. We grew and succeeded in this industry by providing outstanding customer service and by helping our clients fight for every dollar they deserve. Because of our deep commitment to our customers and to this industry, we knew bringing our two companies together was the right move. By joining forces with WebPT, we will better support rehab therapists in growing their businesses and providing quality patient care."

WebPT launched in 2008 as the first and only cloud-based documentation and electronic medical record software designed specifically for physical, occupational and speech therapists. Over the years, it has added web-based scheduling, outcomes tracking, billing and analytical reporting to its platform. In September 2017, it acquired Strive Labs, a patient relationship management (PRM) platform for physical therapy providers. Now, with BMS — which brings with it a 20-year

history of providing top-notch RCM services to rehab therapy organizations — under its umbrella, WebPT will introduce an enhanced version of its RCM service as well as a robust all-in-one billing option for enterprise-level providers.

From the beginning, WebPT has been an advocate for the rehab therapy community, developing innovative tools to help rehab therapists achieve greatness in practice," said Dr. Heidi Jannenga, PT, DPT, ATC/L, president and co-founder of WebPT. BMS shares a similar mission and history, and through this new partnership, we'll be able to accomplish so much more than we ever could have individually — from both a business and an industry standpoint. We are stronger — and better — together, and we'll be able to make a powerful difference for our customers and their practices."

BMS solutions are immediately available to WebPT customers, and WebPT products and services are immediately available to BMS clients.

https://www.webpt.com/about/press/release/webpt-acquires-bms-practice-solutions

INSURANCE

Eli Global to acquire Finanzen.de

Insurance

2/23/18

Eli Global LLC is to acquire finanzen.de AG, a Berlin, Germany-based online marketplace for retail customer leads in the finance and insurance sectors, from Blackfin Capital Partners and founders.

The amount of the deal, , a portion of which is subject to regulatory approval and is expected to close later this year, was not disclosed.

Led by Dirk Prössel, CEO, finanzen connects lead generators such as online price comparison sites with lead buyers such as independent financial advisors and insurance agents. The company, which also acts as an online broker for certain insurance products, currently operates in four European countries procuring about one million online generated leads per year to more than 6,000 insurance experts and financial consultants.

http://www.finsmes.com/2018/02/eli-global-llc-to-acquire-finanzen-de.html

AXA to sell non-life operations in Azerbaijan

Insurance

2/21/18

AXA announced it had entered into an agreement with Mr. Elkhan Garibli to sell all AXA's insurance operations in Azerbaijan.

Under the terms of the agreement, Garibli would acquire 100% of the non-life entity (AXA MBask Insurance Company OJSC). The parties agreed not to disclose the terms and conditions of the transaction.

Completion of the transaction is subject to customary closing conditions, including the receipt of regulatory approvals.

https://www.insurancejournal.com/news/international/2018/02/21/481247.htm

Personal Insurance site Gabi raises $9.5 million; now selling in 6 states

Insurance

2/21/18

San Francisco-based personal insurance shopping site Gabi has raised $9.5 million in Series A funding, led by Canvas Ventures. Also joining the round are Correlation Ventures, Northwestern Mutual Future Ventures, Securian Ventures and prior investors Capital Ventures and Project A.

Gabi said it plans to use the funds to accelerate its nationwide expansion. The digital agency began offering auto and home insurance in California in 2017. Today it is also available in Ohio, Texas, North Carolina, Pennsylvania and Arizona. Gabi currently offers insurance for auto, home, renters, umbrella and life.

The Gabi model promises consumers savings by “continually comparison shopping” for buyers and by eliminating agents and brokers. It also promises carriers quality customers who file few claims while promoting how it easy it can be for customers to switch from one insurance carrier to another for a better deal.

“Instead of relying on insurance agents who may be driven by commission or only compare a few quotes, Gabi’s technology automatically scours the 25 largest insurance companies in the U.S., including Nationwide, Travelers, and Safeco, for the best rates and most relevant offerings,” says Hanno Fichtner, CEO and co-founder.

Rebecca Lynn, general partner at Canvas Ventures who will join the Gabi board, says Gabi is “going after the $75 billion worth of commissions that are paid every year in property, casualty and life insurance.” The investor thinks the technology can be tailored over time for other insurance products.

Krzysztof Kujawa, Gabi’s other co-founder and chief product officer, says the service “continually comparison shops” because insurance company rates and offerings are constantly changing. He said two out of three of Gabi’s customers save money on insurance, with an average savings of $460 per year.

Gabi connects to the current auto or home insurance account of the customer, compares prices, discovers the best offers, and presents opportunities to switch. Customers then manage their insurance products using Gabi’s app or they can call a service agent if they wish.

If customers choose to switch at any time, “they are not required to repeatedly fill out long insurance forms, and they are not spammed with unwanted calls or emails,” says the company.

According to the company, its fastest-growing demographic is the 35-55 age group. The company also targets what it calls “passive” shoppers who may have looked for insurance years ago but have not constantly researched.

Gabi claims that its algorithm can identify quality customers; it says its average customer has a loss ratio below 30, which is below the industry average of 70.

https://www.insurancejournal.com/news/national/2018/02/21/481282.htm

Safeco to take up Mapfre's Tennessee, Kentucky, Indiana business

Insurance

2/20/18

MAPFRE Insurance, which last year decided to exit five states and focus on 11, is turning over its personal lines business in three of the five states it is leaving to Safeco Insurance, a Liberty Mutual unit.

MAPFRE has agreed to provide Safeco the opportunity to underwrite its personal lines policies in the states of Indiana, Kentucky and Tennessee. Through this agreement, which is effective March 1, MAPFRE will begin its withdrawal from these states as part of the company's strategic plan, announced in December 2017, to focus on MAPFRE's core states and lines of business.

The insurer has said it would sell its life business and conduct an orderly withdrawal from the personal lines markets in its underperforming states, including finding replacement carriers where viable, which appears to be the case in the three states where Safeco is stepping in.

This announcement still leaves the fate of its business in two states– New York and New Jersey– uncertain. In the case of New York, the company is pursuing the sale of its New York subsidiary, MAPFRE Insurance Co. of New York, and in terms of its life business, it is trying to sell its Delaware based subsidiary, MAPFRE Life Insurance Co.

"This transaction represents definitive progress on MAPFRE's profitable growth strategy in the U.S., allowing us to focus operations on a reduced number of states," said Alfredo Castelo, president and CEO of MAPFRE Insurance. "We are pleased to partner with Safeco to provide a seamless transition for our agents and customers."

MAPFRE USA has identified 11 core states where it will continue to pursue a profitable growth strategy: Massachusetts, Connecticut, Rhode Island, New Hampshire, Maine, Vermont, Ohio, California, Oregon, Washington and Idaho. The insurer said it will also continue to operate in three additional states — Florida, Pennsylvania, and Arizona – but said in these states it "must first reinforce the company's underwriting and distribution foundation" before expanding its writings.

MAPFRE Insurance is part of the MAPFRE Group, a global insurer that is a leader in Spain and Latin America and one of the top 10 insurance companies in Europe in terms of premium volume. After Mapfre SA posted a 32 percent drop in quarterly net profit in the fourth quarter of 2016, Antonio Huertas, chairman and CEO of MAPFRE Group, said he wanted to improve the insurer's efficiency and profitability by exiting some businesses, increasing prices and raising provisions in units including its domestic Spanish market. The insurer had been hit by the fall in value of Brazilian real estate and its large unit there posted a 47 percent decline in net profit in the three months through December from a year earlier.

Gary Fischer, senior vice president of Distribution Strategy and Operations Support at Safeco Insurance, said his company is committed to the success of independent agents. “This innovative approach to book transfer leverages our leading products and services to help grow their business while providing their customers with a great experience,” Fischer said.

https://www.insurancejournal.com/news/national/2018/02/20/481196.htm

Kemper Corp. acquires Infinity Property & Casualty of Alabama for $1.4 billion

Insurance

2/20/18

Birmingham, Ala.-based Infinity Property and Casualty were bought for $1.4 billion.

Kemper Corp. acquired the auto insurance provider in a cash and stock transaction, making it one of the largest nonstandard auto insurers in the country, Al.com reported. The merger will create a combined company with $2.2 billion in nonstandard auto insurance premiums.

Infinity has 2,300 employees and 10,600 independent agents.

Glen N. Godwin, Infinity CEO, said the two companies “have a terrific strategic and cultural fit.”

“As part of a larger company, Infinity will have access to the capabilities and resources necessary to drive accelerated growth and better serve our policyholders and partner agents,” Godwin said. “In addition, Infinity shareholders will benefit from immediate and certain value for their shares as well as the opportunity to participate in the significant upside potential of the combined company.”

Joseph P. Lacher, Jr., Kemper’s President and CEO, said the deal joins two well-known brands.

“We look forward to welcoming the Infinity team to the Kemper family and working together to deliver greater choice to our policyholders through an expanded product offering and deeper relationships with our agent networks, while generating strong returns for our shareholders,” Lacher said.

The terms of the merger state that Infinity shareholders will receive $51.60 in cash and 1.2019 Kemper common shares for each share of Infinity common stock. The deal is expected to close in the third quarter, subject to shareholder approval.

https://www.insurancejournal.com/news/southeast/2018/02/20/481065.htm

Citi, Credit Agricole take stakes in SETL

Insurance

2/19/18

Citi has joined Credit Agricole in taking a minority stake in post-trade blockchain platform SETL. SETL was launched in July 2015 to deploy a multi-asset, multi-currency institutional payment and settlements infrastructure based on blockchain technology.

The new investment in the firm comes just weeks after SETL went live with its pan-European funds record keeping platform IZNES having successfully processed its first transactions. The IZNES platform was launched in 2017 in partnership with four French asset managers.

Citi and Credit Agricole join Computershare, S2iEM and Deloitte as shareholders in the company.

Additionally, Computershare has increased its investment, and Stuart Irving, Group CEO of Computershare has joined the board.

Peter Randall, CEO of SETL, says: “We are pleased to announce that we have extended our shareholder register with both new and existing partners and have agreed the scope of a number of revenue generating projects."

SETL’s chairman, Sir David Walker, adds: "At this stage in the company’s development it is important to choose the right projects and to deliver a dependably resilient product to the market."

While neither Walker nor Randall provided any further details, it's reasonable to assume that the increased investment and oversight role adopted by Computershare may presage the live deployment of SETL's technology assets for the recording of share ownership. The Australian registrar established a joint project with SETL in April 2016 to explore the practicalities of establishing an immutable register of securities ownership using a permissioned ledger.

https://www.finextra.com/newsarticle/31695/citi-credit-agricole-take-stakes-in-setl?utm_medium=newsflash&utm_source=2018-2-19&member=93489

Aviva offers backing to RV-sharing marketplace

Insurance

2/13/18

Aviva's investment arm has led a Series B funding for a promising company that leverages the sharing economy model to rent out outdoor recreational vehicles.

The RV-sharing company, Outdoorsy, revealed that it has raised US$25 million in Series B funding, led by Aviva Ventures and Altos Ventures. The two are joined by existing investors Tandem Capital and Autotech Ventures.

A release noted that the Series B funding will be used to expand the company's sales and marketing efforts, expand its geographic footprint, and add more talent to its engineering and product teams.

"More than 12% of American households own a recreational vehicle, yet rarely use it," said Outdoorsy co-founder and CEO Jeff Cavins in a release. "At the same time, more than 35 million consumers try to rent a recreational vehicle in America each year with no luck. With Outdoorsy, we leveraged this global, cross-cultural phenomenon of RV travel, especially among Millennials, and brought this multi-billion dollar RV industry online and into the sharing economy."

"Outdoorsy's launch in Canada last December has been very positive and we're excited to be part of the growing RV lifestyle in the peer-to-peer marketplace," said Aviva Canada vice-president of lifestyle personal insurance Daniel Ignoto in a separate release. "This is just the next step towards expanding our collaboration with the Outdoorsy team."

Ignoto added that Aviva is "passionate" about what its customers are passionate about, and that the company's insurance solutions will allow customers to be "confident and worry-free when they experience the outdoor lifestyle that they love."

https://www.insurancebusinessmag.com/au/news/breaking-news/aviva-offers-backing-to-rvsharing-marketplace-92060.aspx?utm_source=Insurance+Tech+Newsletter&utm_campaign=37b7ea7a9b-InsuranceNL_1_16_2018&utm_medium=email&utm_term=0_0c441eb5f9-37b7ea7a9b-89035253

PAYMENTS

RecargaPay raises US$ 22 million in Series B investment

Payments

2/22/18

RecargaPay, the mobile payments platform and wallet for Brazil, is pleased to announce it has raised US$22 million in Series B in order to fuel its mission to democratize mobile payments in the country. New investors include IFC, a member of the World Bank Group, TheVentureCity and Ventech. Notable entrepreneurs Fabrice Grinda and Martin Varsavsky and +100 angel investors through AngelList and FundersClub, as well as existing investors DN Capital and FJlabs, also participated in the round.

Founded by Rodrigo Teijeiro, Alvaro Teijeiro, and Gustavo Victorica, the Company is focused on simplifying everyday payments for banked and unbanked consumers in Brazil. It boasts a stellar 4.4 Google Play Store rating and a proud nomination for "Best Support" in "online payment" category at Época ReclameAqui's 2017 Award. 10 million current wallet users seem to agree.

"We're committed to helping anyone, banked or unbanked, transact seamlessly with their smartphone, regardless of income levels or credit score. Everyone should be able to pay their bills, recharge a prepaid phone, a transport card or a gift card, anytime and anywhere, with ease and with no additional costs," says Rodrigo Teijeiro, CEO of RecargaPay.

"We see in RecargaPay the kind of pioneer that wants to change the composition and competitive behavior of retail finance in Brazil and will change the financial behavior of its consumers. We are interested in companies that create value for their customers, that make it easier for them to perform daily chores and that bring down their cost of living. We know that these are the principles on which long term value is built, and we are happy to be with RecargaPay in this journey," said Andi Dervishi, Chief Investment Officer and Global Head of Fintech Investments for International Finance Corporation, the private sector arm of World Bank Group.

With this latest capital raise, RecargaPay will continue to grow its world-class team and focus on building products & technology that makes a big difference in the lives of many in Brazil.

https://www.prnewswire.com/news-releases/recargapay-raises-us-22-million-in-series-b-investment-300602685.html

Uphold acquires secure mobile payments platform, Cortex MCP

Payments
2/21/18

Uphold has acquired Cortex MCP, a leading mobile commerce and authentication company. The acquisition will enable Uphold to strengthen its digital money platform with secure payment applications, leveraging Cortex's mobile wallet technology which is the industry's most secure. This acquisition follows Uphold's announcement of a $57.5 million partnership with former Ripple executive, Greg Kidd, to increase the company's connectivity to financial systems.

Uphold will also acquire Cortex's patent portfolio and immediately start work on new IP solutions with an emphasis on authentication, tokenization, and blockchain-centric solutions. These solutions will allow Uphold to further extend its market leadership in expanding new innovative services in payment, acceptance, and identification for both the rapidly growing Uphold user base and merchants worldwide. Specifically, this acquisition will enable:

- A new Uphold payments capability that leverages both crypto and FIAT assets;
- A new closed-loop payment platform expansion, leveraging Uphold's remittance and transfer capabilities in Mexico, Latin America, and beyond;
- New digital ID/authentication capabilities and services;
- Additional security solutions that further secure Uphold members' accounts.

Cortex's founder, Shaunt Sarkissian will head up Uphold's payments team.

"Cortex's mobile centric, closed loop payment and secure tokenization solutions provide industry leading technologies and security to our platform," commented William Dennings, COO of Uphold. "It additionally brings new commercial offerings and opportunities to our enterprise division, Uphold Solutions."

"Integrating the Cortex platform, IP, and solutions into Uphold's platform is a big leap forward for the payments industry," stated Shaunt Sarkissian. "Many more merchants and service providers will now be able to safely accept cryptos, giving businesses and consumers the widest possible choice. We are thrilled to be part of the Uphold team and journey, and look forward to the great things we will accomplish together."

https://www.prnewswire.com/news-releases/uphold-acquires-secure-mobile-payments-platform-cortex-mcp-300602472.html

Inpay acquires Eurogiro

Payments

2/21/18

InpayThe leading postal payments network Eurogiro A/S, has joined forces with the licensed FinTech company Inpay A/S, which will bring continuity, innovation and exciting growth opportunities to all Eurogiro members. Michel Stuijt, CEO of Eurogiro A/S, says: “Inpay has a great track record in offering cross-border payment services and solutions to financial institutions. I am very excited to bring these benefits to all our members and place them in pole position for the future developments in the financial industry.”

Jacob Tackmann Thomsen, CEO and Founder of Inpay A/S: “Eurogiro is a very strong strategic fit with our business in which we successfully serve financial institutions. Inpay is extremely committed to ensuring the continuity and growth of Eurogiro and to bringing innovative products and services to its members.”

Moving forward, Eurogiro will continue as an independent company with its distinctive postal identity and maintain its strong postal brand while evolving into a truly global non-exclusive open platform.

https://www.finextra.com/pressarticle/72707/inpay-acquires-eurogiro

Greenlight raises $16 million for kids' debit card

Payments

2/21/18

Greenlight Financial Technology, the startup behind an app and debit card for kids and college students, has raised $16 million in a Series A funding round joined by SunTrust Bank, Ally Financial and the Amazon Alexa Fund. Atlanta-based Greenlight combines a "smart" debit card with an app to help kids improve their financial literacy while giving parents controls on spending. After a 30 day free trial, the service costs $4.99 a month per family, covering cards for up to five children.

The funding round was led by TTV Capital and joined by existing investors New Enterprise Associates and Relay Ventures as well as new backers nbkc bank and Canapi. The new money will be used to push growth worldwide and make a significant number of new hires.

SunTrust, Ally Financial, nbkc bank, Canapi and Amazon Alexa Fund are also forming "financial education partnerships" with the firm.

Ellen Koebler, head, consumer solutions, SunTrust, says: "We are partnering with Greenlight because the company shares our commitment to providing financial education, as seen through this innovative solution for parents to instill smart saving and spending habits with their kids."

https://www.finextra.com/newsarticle/31713/greenlight-raises-16m-for-kids-debit-card?utm_medium=newsflash&utm_source=2018-2-21&member=93489

Boosting EMV and omnichannel, NMI acquires Creditcall

Payments

2/20/18

NMI, which provides payments enablement technology for independent sales organizations (ISOs), independent software vendors (ISVs) and value-added resellers (VARs), said Tuesday (Feb. 20) that it has agreed to acquire Creditcall, a payments gateway and EMV solutions provider based in Bristol, England.

The combined entity, NMI said in a release, will account for more than $45 billion of payment volume globally, more than 165 processor integrations and 100-plus device certifications.

In the release, the company said the acquisition — where financial terms were not disclosed — "reflects the ongoing growth investment and commitment of NMI's investors, Francisco Partners and Great Hill Partners."

NMI said Creditcall will help expand its global presence and boost access into new markets. The acquisition will also help NMI differentiate itself from traditional payments gateway providers through the expansion of omnichannel and EMV capabilities, "creating a one-of-a-kind payment gateway platform" across retail, eCommerce, mobile and unattended channels.

In an additional detail tied to the deal, NMI said that its partners and Creditcall's partners will be able to obtain all card-present and card-not-present payment technology from a single vendor and across a single platform for their merchants.

In a statement, Roy Banks, chief executive officer of NMI, said "the payment technology requirements of today's merchants are more complex than ever — they need to accept and process payments in all sales channels and environments. The need for a single vendor and platform that seamlessly integrates and simplifies the complexities of card-present and card-not-present payments has never been greater, and the combination of NMI and Creditcall will finally deliver a true omnichannel solution."

https://www.pymnts.com/news/partnerships-acquisitions/2018/nmi-creditcall-emv-omnichannel/

Shift4 Payments acquires CurvePay

Payments

2/20/18

Shift4 Payments today announced that the company has completed the acquisition of IRN Payment Systems d/b/a CurvePay, an independent sales organization (ISO) that has been in the payments industry for nearly three decades. CurvePay's technology provides credit card processing services for tens of thousands of taxis across the U.S. and will add millions of annual transactions to the Shift4 Payments secure payment platform. CurvePay's technology and operations will be absorbed into Harbortouch, one of Shift4 Payments' several point-of-sale (POS) brands.

This announcement follows Shift4's recent acquisitions of industry-leading POS companies Restaurant Manager, POSitouch, and Future POS, which joined Harbortouch in the Shift4 Payments family of solution offerings. Shift4 Payments now processes over one billion transactions annually for nearly 200,000 customers across a wide range of industries, representing over $100 billion in payments each year.

Shift4 Payments CEO Jared Isaacman states, "This is an exciting acquisition for Shift4 Payments that adds tens of thousands of new customers and millions of annual transactions to our payment network. CurvePay has a rich history in the payments industry and we look forward to supporting their customers and sales partners through our Harbortouch brand."

https://www.prnewswire.com/news-releases/shift4-payments-acquires-curvepay-adding-millions-of-transactions-to-shift4-payments-platform-300600391.html

Algorand nabs $4 million for blockchain aiming to avoid Bitcoin's flaws

Payments

2/19/18

A US start-up out of MIT called Algorand has raised $4 million from investors to help it launch a blockchain-based system that the company says could address some of the technological problems dogging Bitcoin and other popular digital currencies, reports Xconomy (FinTech Futures' sister publication).

Pillar Companies and Union Square Ventures are the investors in Boston-based Algorand's seed funding round. It's a relatively small amount of money being raised by a start-up entering an increasingly crowded sector. But part of what makes Algorand worth watching is the people involved and the claims the venture is making.

Algorand's co-founder is Silvio Micali, an MIT computer engineering professor and cryptographer who has won the prestigious A.M. Turing Award. Micali co-authored the open-source software protocol underpinning the virtual currency and transactions system that Algorand plans to launch this year.

Algorand explains that its software is designed to deliver a decentralised network that is secure and can handle massive transaction volumes, but doesn't require as much electrical power or computing resources as many existing blockchain networks.

For those who want to get into the details, a spokesperson says Algorand will validate each transaction in the blockchain using an approach called "proof of stake", which doesn't require solving complicated cryptographic puzzles, unlike the "proof of work" approach used by Bitcoin, Ethereum, and others. (Ethereum is also reportedly working on a proof-of-stake-based blockchain system called Casper.)

Algorand claims its system will be able to confirm transactions within seconds and keep transaction costs low.

"Algorand is a sophisticated approach to addressing existing blockchain challenges – scale, settlement times, and cost," says Pillar partner Jamie Goldstein.

Of course, Algorand will have to prove its technology works as advertised, and it's too early to tell whether users will flock to it. The company says it will use the funding to develop its technology and expand its ten-person team.

http://www.bankingtech.com/2018/02/algorand-nabs-4m-for-blockchain-aiming-to-avoid-bitcoins-flaws/

French payments challenger Lydia raises €13 million

Payments

2/16/18

French fintech Lydia has announced it is raising a €13m ($16.1m) fundraising round, led by CNP Assurances and backed by existing investors XAnge, New Alpha AM, Oddo BHF and Groupe Duval.

Founded in 2013, the payments app aims to make payments easier for everyone by being able to pay for everything with one gadget: your phone. Users can connect their card of choice to their Lydia account within minutes, and then use Lydia at the point of sale by holding up a QR code for the amount required.

Lydia now boasts over 1m registered users, with more than 2,000 sign ups coming in every day. It holds partnerships with Cdiscount, France's second leading e-commerce website behind Amazon, and the French supermarket chain Franprix, allowing consumers to pay with their Lydia account online and in-store at the checkout.

"Now, more than ever before, Lydia is one of the major players in the cashless revolution gaining pace across Europe," commented Cyril Chiche, President and Co-founder of Lydia.

"We'd like to thank our existing investors for their ongoing trust, and we are thrilled to welcome CNP Assurances onboard. These enriched means will allow us to go even faster and further towards providing the 500 million citizens of Europe with the best-adapted interface for their money."

In addition, the app supports payments between friends, allowing users to transfer funds from their debit card into their friend's Lydia account with a notification system in place to let them know when it's gone through. The app also comes with a physical debit card and a personal IBAN. Overall, the platform carries out over 1m transactions per month, at around €25m in monthly volume. Currently operating in France, the UK, Ireland, Spain and Portugal, Lydia plans to expand to more countries and hire more staff over the course of 2018.

In 2017, the platform was named as one of KPMG's Global Fintech 100. Lydia has now raised over €23m to date.

Hélène Falchier, head of Private Equity at CNP Assurances, and director of Open CNP, added: "With innovative customer acquisition strategies and an unparalleled level of service, Lydia has been able to attract millennials, and to create a loyal community of Lydia app users. We are delighted to accompany Lydia on its expansion in France and across Europe, as well as to plan new mobile payment services together."

http://www.altfi.com/article/4078_french_payments_challenger_lydia_raises_eur13m

SECURITIES

Wealthsimple raises $65 million in funding from Power Financial group of companies

Securities

2/21/18

Canada's leading digital investor has raised a $65 million investment from the Power Financial group of companies, bringing their total investment in Wealthsimple to $165 million. Wealthsimple manages approximately $1.9 billion for over 65,000 clients in Canada, the United States, and the United Kingdom. More than 80 per cent of people who use digital investing in Canada use Wealthsimple.*

"Wealthsimple had an incredible 2017. We expanded to our first international markets, and tripled the number of clients who invest with us," said Michael Katchen, CEO and co-founder, Wealthsimple. "We're looking forward to building on this momentum, making an even better product for even more clients in the months and years ahead."

Since launching in September 2014, Wealthsimple has been heralded as an innovator in financial services — and Canada as a whole. It makes investing accessible to everyone, with no minimum account size, low fees, and powerful, easy-to-use digital tools. The brand has been recognized for its innovative approach to design and technology — as a Strategy Magazine Brand of the Year, with back-to-back Webby Awards for its website, a Directors Guild of America award for its Super Bowl ad, and a Magazine about money that is actually fun and interesting to read. It's an approach that has resonated with a new generation of investors: 80% of Wealthsimple's clients are under 45, and 40% are first-time investors.

The company will use the new capital to evolve its investing product, explore new financial product offerings, accelerate growth across its three markets, and further develop its B2B platform.

"We at Power Financial are proud to be Wealthsimple's greatest champion as it becomes a global leader in marrying unique digital technology with great content and service," said Paul Desmarais III, Chairman of Wealthsimple and Senior Vice-President at Power Financial Corporation. "Wealthsimple is delivering the benefits of financial advice to more and more people to help them create a better future."

Wealthsimple has a strategic partnership with the Power Financial group of companies, which has invested $165 million in capital since 2015.

https://www.newswire.ca/news-releases/wealthsimple-raises-65-million-in-funding-from-power-financial-group-of-companies-674687383.html

Solium announces acquisition of San Francisco-based technology company, Advanced-HR

Securities

2/21/18

Solium Capital Inc. ("Solium" or the "Company") (TSX: SUM), the leading global provider of software-as-a-service (SaaS) for equity administration, financial reporting and compliance, today announced that it has acquired Advanced-HR, the leading provider of compensation data and compensation planning software for private and venture backed companies.

Based in San Francisco, Advanced-HR is the trusted source for compensation data in the venture capital and private company ecosystem. Through its products, OptionDriver and OptionImpact, the company has unparalleled expertise with startup compensation data and services. Over 2,500 startups and 120 top venture capital firms use Advanced-HR for compensation and equity benchmarking and planning.

"Since founding the company in 1997, we have pioneered a number of firsts in our industry," said Dee DiPietro, Advanced-HR's Founder and Chief Executive Officer. "We brought transparency and automation to an industry that has a complex approach to compensation in that equity plays a significant role. As Advanced-HR continues to scale, it made perfect sense to join forces with a financial technology leader in equity management."

Together, Solium and Advanced-HR give an unprecedented source of data combined with the best applications and services for planning, managing and engaging employees with their equity based compensation.

"Not only is Advanced-HR the de facto leader in compensation data, they show companies and their VC partners how to put the data to work to make informed decisions in building their teams," said Marcos Lopez, Solium's Chief Executive Officer. "Talent is the number one resource in a startup. Having the data and planning tools to effectively compensate and retain talent is mission critical for a high-growth startup. With this acquisition, our private market clients will now be able to use Advanced-HR's equity data and benchmarks to guide them in compensating their employees."

https://www.newswire.ca/news-releases/solium-announces-acquisition-of-san-francisco-based-technology-company-advanced-hr-674756273.html

CEDEX ICO raises $20 million, prior to pre-sale stage

Securities

2/19/18

Finance Magnates has been informed by a source familiar with the matter that the Cedex.com ICO has been able to raise approximately $20 million while still in the private sale stage. It has yet to reach its public pre-sale stage.

Finance Magnates reached out to sources from both Cedex and Techfinancials, which granted Cedex a $400,000 loan last year, in an attempt to gauge the status of the project, and the alleged $20 million in raised funds in particular.

TechFinancials declined to provide comment with regard to the amount of funds raised at this point.

Ronen Priwer, founder of Cedex.com, offered his remarks: “We raised a very significant amount to this point. The early sale to private entities is progressing well and approaching our target, while the stage of public and substantial sale remains ahead of us, as we attempt to reach our overall goal.”

High demand

The inception of Cedex was initially publicized in October of last year, when financial technology provider TechFinancials invested in it to help it develop the necessary technology to achieve its goals.

In return for the interest-free loan, TechFinancials received the option to purchase up to 90% of a newly created holding company called CEDEX HoldCo. TechFinancials retains the decision in its hands, and has been granted a total of 3 years from the date at which the loan was issued to exercise its option.

However, it has been reported that high demand has led Cedex to sell off a great deal of Cedex coins in return for Bitcoin and Ethereum, consequently lowering TechFinancials’ purchase option from 90% to 85.5%.

Blockchain-based diamond exchange

Cedex is a venture that is composed of a group of companies that are attempting to develop a blockchain-based online diamond exchange. Its goal is to implement technology which could turn diamonds into a tradeable asset class.

While the Cedex.com project remains in its infancy, it is certainly impressive that it has been able to raise such a substantial sum prior to the official pre-sale launch.

According to a TechFinancials statement on the London Stock Exchange website, the high demand for Cedex tokens during the private sale has led the company to increase the number of available tokens during this stage from 10 million to 25 million.

Subsequently, the number of tokens that will be available for sale at the public stage has been reduced from 40 million to 25 million.

TechFinancials endured a relatively difficult 2017. The company's H1 financial report indicated that the company recorded a loss to start the year. As the financial world focuses on the surging cryptocurrency space, perhaps the Cedex investment, as well as other blockchain projects, could infuse the company with new avenues of income.

https://www.financemagnates.com/cryptocurrency/news/exclusive-cedex-ico-raises-20-million-prior-pre-sale-stage/?utm_source=daily_newsletter&utm_medium=email&utm_campaign=20.02.18

SPECIALTY FINANCE / ALTERNATE LENDING

Ex-iZettle and Klarna execs land €4.8 million Series A for loan refinancing start-up

Specialty Finance / Alternate Lending

2/21/18

Stockholm-based fintech Anyfin has closed a €4.8m Series A fundraising round, led by Accel and Northzone. The platform is aiming to redress Sweden's approximate €20bn in outstanding unsecured consumer debt by enabling users to refinance existing loans by taking a photo of their loan statement.

"In the Nordics and across continental Europe, consumers are paying way too much for finance – often in excess of 25% annually on part payments and credit cards, even those with good credit scores," said Mikael Hussain, CEO and co-founder of Anyfin, who previously spent seven years at payments fintech Klarna heading up their credit risk and decision science efforts.

Consumers can send Anyfin a photo of their loan statement by various media channels, including SMS, email or Facebook Messenger. Anyfin then uses publicly available consumer data, alongside AI and modern digital technology, to reply with an option for refinancing their loan at a better price. If accepted, the platform will also take care of settling the existing loan for them, ensuring that the terms of the new loan mirror the existing one.

Hussain continued, "Anyfin makes it as simple as possible to refinance a loan, setting a new standard for fairness and transparency and giving consumers the rate they deserve."

Currently only available in Sweden, Anyfin hopes to use the investment to accelerate the platform's growth by building its balance sheet, user acquisition, partnerships, staff and product development. Its founders launched Anyfin in November last year, after previously holding leading roles at other Big Tech firms like iZettle and Spotify.

Seth Pierrepont from Accel will join the board as part of the investment. He commented: "We were immediately impressed by the Anyfin founders and their vision to create a financial services brand on the side of the consumer.

"Combining their knowledge in credit risk and expertise in consumer finance products, they have built a powerful yet simple way to offer a better consumer refinancing experience across Europe."

http://www.altfi.com/article/4091_ex_izettle_and_klarna_execs_land_eur48m_series_a_for_loan_refinancing_start_up

Meritize raises $6.8 million in seed funding

Specialty Finance / Alternate Lending

2/21/18

Meritize, a Frisco, Texas-based student lending platform, raised $6.8M in seed funding. Colchis Capital, Chicago Ventures and Cube Financial Holdings led the investment round with participation from ECMC, College Loan Corporation, University Ventures, City Light Capital, PC Squared and Meritize management.

The company intends to use the funds to accelerate growth, support sales and marketing, expand the team and continue building its platform.

Co-founded by Chris Keaveney and Phillip Stegner, Meritize is an educational lender that uses an individual's academic data to enhance credit evaluation and expand funding for career-based education.

The company, which was launched in January 2017 with full-phase lending beginning in the third quarter, partners with schools and employers to offer student loans, financing for employer training and career success services.

http://www.finsmes.com/2018/02/meritize-raises-6-8m-in-seed-funding.html

Fintech firm lands investment from AmEx

Specialty Finance / Alternate Lending

2/20/18

A New York-based consumer finance firm has raised $3m in a strategic investment round. Even Financial has secured the capital from American Express Ventures, the strategic investment arm of American Express, as well as from Plug & Play and Arab Angels.

The money will be used to expand the team and to further develop Even's proprietary technology. That technology matches qualified consumers with a broad range of financial services providers using what is billed as an "industry leading API", which provides the platform's partners with "real-time pre-approvals and quotes across personal loans, credit cards, mortgages, insurance and savings accounts".

Even is currently used by a number of leading financial institutions, as well as by over 150 websites and apps that market personal finance products to consumers. It makes detailed analytics on its users available to marketers, institutions and other partners in the hope of increasing application volumes and driving down acquisition costs.

"Even Financial helps financial services providers and fintech partners programmatically deliver products and services in real time to the right customers when and where it's most effective," said Harshul Sanghi, managing partner of American Express Ventures.

Even CEO Phillip Rosen said that the $3m investment will support the continued growth of the business, in addition to supporting "even more technology integrations".

http://www.altfi.com/article/4089_fintech_firm_lands_investment_from_amex

Braviant Holdings announces $7 million equity raise

Specialty Finance / Alternate Lending

2/20/18

Braviant Holdings, a leading fintech startup that uses advanced analytics and proprietary technology to make smarter lending decisions, has raised $5 million common equity from Loom Capital, LLC. Alongside the equity investment, Braviant has entered into an exclusive partnership with a subsidiary of Trend Capital, a tech-enabled digital marketing platform affiliated with Loom.

Braviant is one of the largest providers of pre-approved direct mail offers of credit for underbanked consumers in its market. Through the newly minted partnership with Trend, Braviant will further diversify its customer acquisition channels and continue its track record of exceeding 2x annual growth in loan originations.

"We are thrilled to welcome Loom Capital as an equity investor and look forward to working with Trend Capital as our exclusive affiliate marketing partner," said Matt Martorello, Founder and Chairman of Braviant Holdings. "The team at Trend brings well over a decade of industry-specific digital marketing expertise to Braviant," added Stephanie Klein, CEO of Braviant Holdings. "This unique partnership gives Braviant a strong competitive advantage in the marketplace by enabling exclusive and targeted access to qualified consumers searching online for credit."

According to Ron Symon, CEO of Trend Capital, "Braviant is especially well-positioned to succeed in the constantly evolving online lending ecosystem. Braviant's proven management team has created a winning business model that addresses the growing need for alternative credit options. As we searched for the right partner to invest in, a shared focus on consumer-friendly, tech-enabled solutions was paramount, and that is exactly what Braviant offers."

In addition to the $5 million investment from Loom, one of Braviant's early investors has elected to convert a $2 million note to equity. Braviant has the option to raise up to an additional $10 million at the same price per unit as Loom during a 60-day tail period.

https://www.prnewswire.com/news-releases/braviant-holdings-announces-7-million-equity-raise-300600869.html

ING Diba buys Lendico

Specialty Finance / Alternate Lending

2/19/18

Bank ING Diba acquires p2p lending marketplace Lendico. According to Finanz-Szene.de the transaction was reported to the German Federal Cartel Authority last week. The bank has confirmed the acquisition.

Lendico went through hard times. It had to cut back on international activities, never really took off on German home turf and realigned from consumer lending to SME lending. Last year the majority stake was sold from Rocket Internet to Arrowgrass.

Speculation is that the bank acquired Lendico in a make or buy decision to save development time for an own platform, which could have taken over a year. While the price of the acquisition was not disclosed, I suspect Lendico could have come cheap, considering the lingering of the business in the past years .

https://www.p2p-banking.com/countries/germany-ing-diba-buys-lendico/

DATA & ANALYTICS / IoT

GeoSpock secures an additional $6.6 million in closing its Series A funding from investors

Data & Analytics / IoT

2/23/18

GeoSpock® – the extreme-scale data integration platform that provides analytics, builds insight, and enables predictions across space and time – announced that it has raised an additional $6.6M in closing its Series A funding round, bringing the total raised to $13.2M.

The round was led by Cambridge Innovation Capital (CIC) with existing investors Parkwalk Advisors and Sir Michael Marshall. In addition, Japanese strategic investors Global Brain and 31 Ventures also participated.

GeoSpock® aims to become the de facto processing engine at the heart of next-generation infrastructure, including smart cities and Internet of Everything (IoE), as well as powering future mobility applications, including the management of autonomous vehicle fleets.

The company's revolutionary data engine analyses extreme amounts of contextual data in sub-second response times. It has the capability to significantly improve artificial intelligence (AI) speed, enabling the use of extreme data to train new systems, and can integrate and correlate information from a wide variety of data sources at a moment's notice. The platform is used by customers in the mobility, smart city, ad tech, financial services, telematics, and telco sectors, who benefit from interactive analytics at scale.

Richard Baker, CEO at GeoSpock commented: "The investment underpins GeoSpock's significant growth projections, with a focus on developing and growing its commercial and engineering teams in the UK, Europe, Japan, and the US. We are privileged to have such a strong portfolio of investors with us on this stage of the journey."

Victor Christou, CEO of Cambridge Innovation Capital (CIC), commented: "GeoSpock's products allow companies to assess and predict geographical demand rapidly to improve management and allocation of resources. The opportunity presented by the analysis of geospatial data is huge and GeoSpock is at the forefront of this innovation, helping companies use these insights to simplify the complexity of data and make better commercial decisions as a result. We welcome Global Brain and 31 Ventures, bringing their expertise to help GeoSpock develop within the Asian market."

Naoki Kamimaeda, Partner in charge of AI & Cyber Security at Global Brain, added: "GeoSpock is transforming the way that geospatial and temporal data is processed. Global Brain is excited to support a company whom we believe has a unique offering for the problems caused by big data analysis and does it at a speed of which other companies only dream."

Alastair Kilgour, CIO at Parkwalk Advisors, commented: “The technological development at GeoSpock since Parkwalk first invested has been staggering. The ability to analyse “Big Geospatial Data” in realtime is why the technology is being trialled across multiple industries with initial strong traction in Media, autonomous vehicles and Smart Cities, where real-time data analysis is crucial to a successful operational outcome. GeoSpock, when successfully productised, will affect the way many live their lives.”

Dr Steve Marsh, Founder and CTO of GeoSpock, said: “It’s no longer enough to talk about big data; businesses are dealing with petabyte-scales of information and are seeking ways to extract meaningful answers from their data assets, which has to date been a costly and time-consuming process. GeoSpock’s architecture simplifies this process by improving speed and accuracy of analysis to drive high-quality actionable insights – unlocking the potential of extreme data across a wide variety of industry sectors. The completion of this funding round enables GeoSpock to continue its rapid growth and provide mission-critical solutions to help power smart infrastructure and future mobility services.”

https://www.cambridgenetwork.co.uk/news/geospock-additional-6pt6m-usd-series-a-funding/

AI technology leader, SparkCognition, announces official close of $56.5 million Series B funding

Data & Analytics / IoT

2/20/18

SparkCognition, one of the world's fastest growing artificial intelligence (AI) companies, released its final Series B Funding numbers with an official close of $56.5 million in 2017. In June 2017, the company announced an initial Series B raise of $32.5 million, led by Verizon Ventures and key participation from The Boeing Company, through its Boeing HorizonX unit. Additional investors participating in the final Series B close were CME Ventures, Brevan Howard Investment Holdings Limited, Invenergy Future Fund, and Cisco veterans, former CEO and Executive Chairman, John Chambers, and former EVP and Chief Development Officer, Pankaj Patel. One additional investor, an American global financial services company and one of the largest asset management firms in the world, also participated in the round.

"We are grateful for the many successes to date, but SparkCognition is still in the very early phases of realizing its potential as a transformative company," said Amir Husain, Founder and CEO of SparkCognition. "We are honored to gain numerous industry leading investors and receive support as we rapidly grow to take our place at the forefront of the 'AI 3.0' revolution."

Since its launch in 2014, SparkCognition has established itself as a global AI leader. The Austin-based company is deploying advanced machine learning technology to customers in energy, oil and gas, manufacturing, finance, aerospace, defense, and security.

"SparkCognition is building leading technology that is relevant on a global scale," said John Chambers, CEO of purpose-driven VC firm JC2 Ventures and Chairman Emeritus of Cisco Systems. "I am impressed by the company's vision to lead the 'AI 3.0' revolution and believe SparkCognition's potential for future growth is astronomical. I am looking forward to working closely with them as a partner and mentor of digital innovation."

The Invenergy Future Fund seeks to invest in industry-leading technology companies that are making the energy and industrial verticals more affordable, reliable and secure. According to Amy Francetic, Managing Director of the Invenergy Future Fund, "SparkCognition brings tremendous value to power and industrial operators through the company's SparkPredict machine learning diagnostics technology. The Invenergy Future Fund is proud that Invenergy and other forward-leaning members of our network are now piloting the technology on nearly 1,100 turbines across the United States."

The Invenergy Future Fund and the undisclosed investor spearheaded the final round of the Series B raise, reconfirming SparkCognition as the most VC-funded Austin-area company in 2017. This capital raise supports SparkCognition's growth and affirms the company's leadership in the artificial intelligence field.

In 2017, SparkCognition ranked #20 on the CNBC Disruptor 50 list and was named the fastest-growing company in Central Texas by Austin Business Journal for holding the highest compounded annual growth rate since 2014. SparkCognition's funding achievement is yet one more signal the forward-thinking company continues to lead the industry in AI innovation and impact.

https://www.prnewswire.com/news-releases/ai-technology-leader-sparkcognition-announces-official-close-of-565-million-series-b-funding-300600946.html

S&P Global set to acquire Panjiva

Data & Analytics / IoT

2/20/18

S&P Global (NYSE: SPGI), a leading provider of transparent and independent ratings, benchmarks, analytics and data to the capital and commodity markets worldwide, announced today that it is set to acquire Panjiva, Inc. (Panjiva), a privately-held company that provides deep, differentiated, sector-relevant insights on global supply chains, leveraging data science and technology to make sense of large, unstructured datasets.

The terms of the transaction, which is expected to close in the coming weeks, were not disclosed.

"Panjiva is an exciting acquisition for our division given their core strength in leveraging machine intelligence to combine 1 billion transaction records into a proprietary supply chain graph," noted Mike Chinn, President of S&P Global Market Intelligence and Executive Vice President of Technology and Innovation at S&P Global. "Their highly skilled and innovative leadership team and employees will help strengthen the insights, products and data that we provide to our clients throughout the world."

"Together with our customers, the Panjiva team has developed novel ways to generate value from global supply chain data. In the years ahead, we are committed to ensuring that both Panjiva and S&P Global customers receive unrivaled insight into global supply chains," commented Josh Green, Chief Executive Officer of Panjiva, who co-founded the company with Chief Technology Officer James Psota. "As part of S&P Global Market Intelligence, we are confident that we can fulfill our ambitious goal of bringing transparency to global supply chains and are excited to continue to leverage technology to make sense of the rapidly expanding universe of unstructured data."

Panjiva provides clients with macro data covering 95% of global trade flows, as well as transactional data covering 35% of global trade flows. The company tracks supply data from retailers, exporters and shippers across a myriad industries and commodities.

The acquisition of Panjiva is expected to be profitable in 2019 (excluding integration costs). Given the transaction's modest size, S&P Global does not expect a material impact to its adjusted earnings per share in 2018. The return on invested capital (ROIC) is expected to exceed the Company's required rate of return (hurdle rate) shortly after the integration period.

https://www.prnewswire.com/news-releases/sp-global-set-to-acquire-panjiva-inc-300600797.html

OTHERS

Epazz takes over CryptoFolio Android app for undisclosed Sum

Others

2/21/18

Epazz Inc. (OTC: EPAZ) has acquired blockchain android app CryptoFolio, which tracks and manages Bitcoin and Altcoin portfolios and allows users to fully control their cryptocurrency holdings.

The Chicago-based provider of crypto apps and solutions will allow CryptoFolio to operate somewhat independently with its own brand.

CryptoFolio app supports over 1,600 cryptocurrencies, which can be converted into over 50 fiat currencies. It has been downloaded more than 3000 times from the Android Play Store. It provides free features to attract subscribers and then charges fees from $1.99 to $5.99 to allow users to purchase additional features. The combined app will also be offered in a free edition supported by ad revenue and a paid edition sold for $2.49.

This acquisition is part of Epazz's effort to help people accomplish more with its blockchain solution, ZenaPay, which boasts online and in-store Bitcoin purchase capability using proprietary software. CryptoFolio's user base will help grow ZenaPay's business as the company plans to add other blockchain apps in a bid to create new sources of revenue.

Epazz plans to add more cryptocurrencies and languages to CryptoFolio to attract more users, and announced that it will bring the app to iOS devices later this year.

ZenaPay is set to roll out the new version of its blockchain app on May 30, 2018, which will allow users to see a summary of their Bitcoin and Ethereum investments immediately to determine which cryptocurrency to use when making transactions. The company charges a one percent transaction fee through its point-of-service (POS) solution.

Shaun Passley, CEO of Epazz Inc, commented: "The synergies with ZenaPay and CryptoFolio are clear. CryptoFolio users will benefit from ZenaPay. We will add mobile apps through acquisition or internal development over the next few months. We believe blockchain is a very large industry, and we will use our skills to expand into this market."

https://www.financemagnates.com/cryptocurrency/news/epazz-takes-cryptofolio-%E2%80%8Eandroid-app-undisclosed-sum/?utm_source=daily_newsletter&utm_medium=email&utm_campaign