

ME

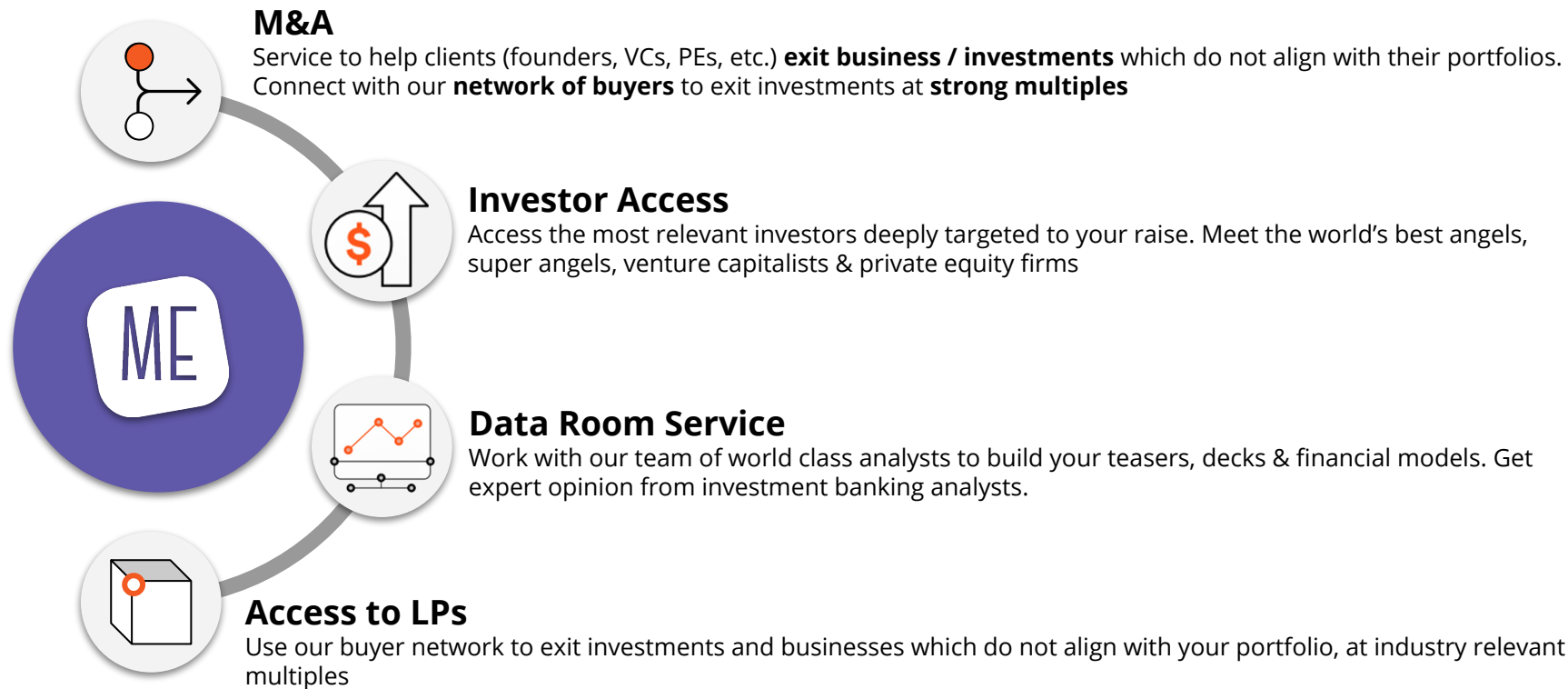
MARQUEE EQUITY



# Trusted by our clients .



# Our Services



Our team of bankers provides M&A **advisory & services** to clients on some of their most important **strategic decisions & transactions**



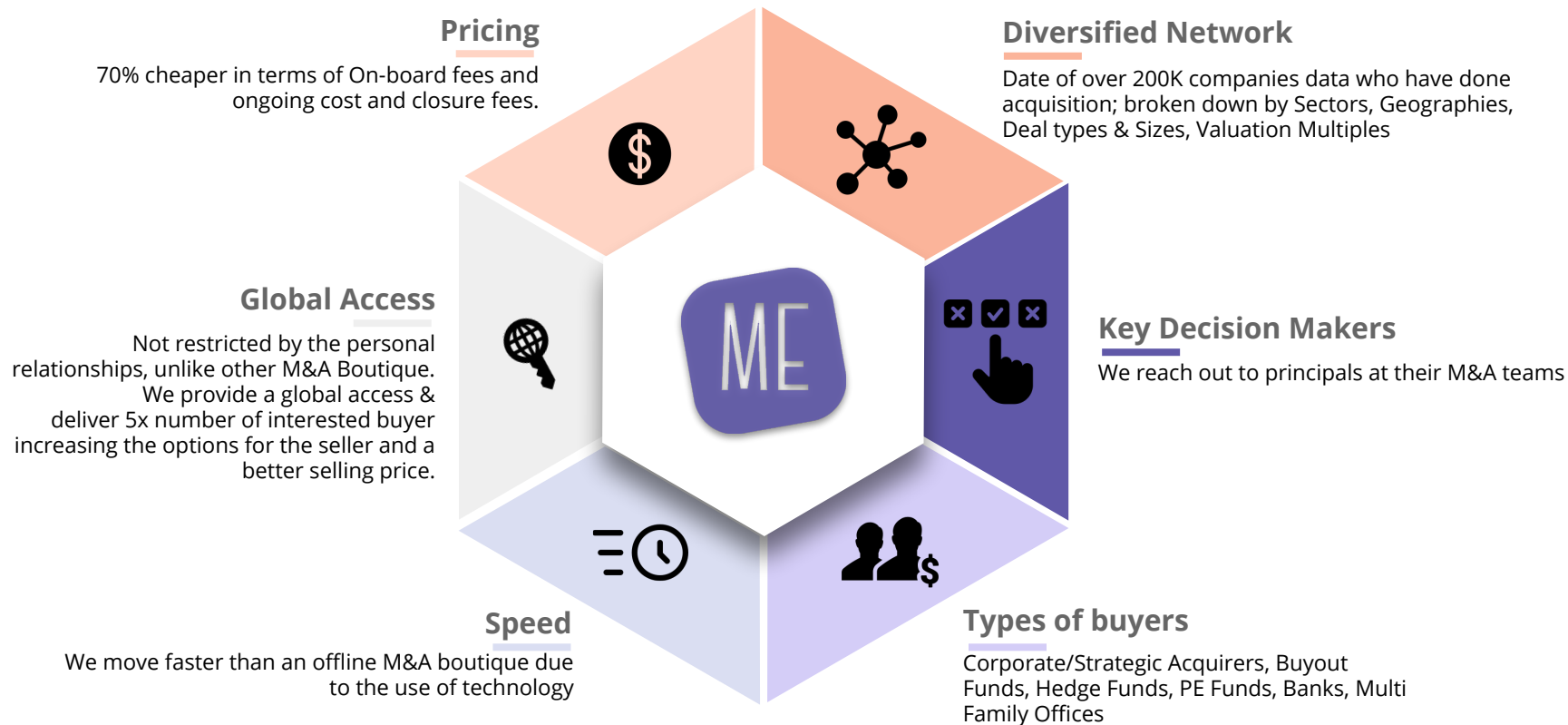
## Types of Clients

Our clients are located across the globe and include small to Mid-Cap Companies, Private Equities, Government Agencies, Private Individuals & Family Offices.



## Types of Transactions

We provide advice on a full range of transactions, including Mergers, Sales, Acquisitions, Leveraged Buyouts, Joint Ventures, Raid Defenses, Spin-Offs, Divestitures and other Restructurings.



# Our Success Story

CONFIDENTIAL

## A Crypto Payment Platform



**Sector:** Payments



**Location:** Vancouver, Canada



**Type of Transaction:** Acquisition

# Stage 1- Documentation

CONFIDENTIAL

We prepared the M&A Pitchbook & Financial Projections that was used to reach out the prospective buyers/targets.

Snippets of a conversation between a client and our analyst:

Re: Marquee- Next Steps Inbox x



**Ridhima Wahi** <ridhima@marquee-equity.com>

Tue, Jan 14, 1:03 AM

to jason, me ▾

Hi Jason,

Welcome onboard!!

I'd like to introduce myself first!

I am Ridhima, and I am an Investment Analyst at Marquee Equity. My Senior; Sam -our Senior Investment Banking Analyst- and I are going to be responsible for the closing the preparation of the documents required to get you investor ready.

This is also to acknowledge the receipt of the payment, and that we are ready to commence the work to get us ready to get to market.

Before we get to building your documents, it would be great if you could provide us with all the documents that you have prepared till date; like:

- Historical Financials
- Company presentations
- Budget etc.

We look forward to working with you!

Regards,

**Ridhima Wahi**

# Stage 1- Documentation

CONFIDENTIAL

We prepared the M&A Pitchbook & Financial Projections that was used to reach out the prospective buyers/targets.

## Snippets of a conversation between a client and our analyst:

**Jason** Marquee <jason@marquee-equity.com>

to Ridhima, me ▾

Hello Ridhima & Sam. I would also like to include Sean in the communications to get things started. I tend to find whatsapp the best for direct communications myself. We do have a group chat started already.

Looking forward to getting things moving along



**Sam Ahuja** <sam@marquee-equity.com>

to Sean, Ridhima ▾

Hi Sean,

Thank you for sending this over. Quick question- How much were you able to raise in your Series A round?

In the financials we are looking for the following:

- What are the various revenue channels?
- Would there be any more revenue channels?
- What is the revenue growth in the last 3 years?
- What is the expected revenue growth?
- What are the current EBITDA & Net Profit Margins? How are they expected to change?
- Would you prefer monthly projections or annual projections?

Gracias

Sam

[Schedule a call with me here](#)

--

**Sam Ahuja**

Senior Investment Banking Analyst



# Stage 1- Documentation

CONFIDENTIAL

We prepared the M&A Pitchbook & Financial Projections that was used to reach out the prospective buyers/targets.

## Snippets of a conversation between a client and our analyst:

Pitch Deck Inbox x



Sean to me, ridhima

Jan 15, 2020, 12:14 AM ☆ ↶ ⋮

Hi Sam & Ridhima,

As discussed, I've attached the pitch deck we used for our Series A fundraising about a year ago.

Regarding the more recent financials, can you tell me exactly what you're looking for? Do you want to see an official year end? Do you want to just know some key numbers like total processing volume, total income, total expenses, etc...? Do you want to see it monthly or yearly?

We have all the numbers but just need to know exactly what you want to see.

Best Regards,

Sean  
Operations Lead



Innovating Payments Since 2013

# Stage 1- Documentation

CONFIDENTIAL

We prepared the M&A Pitchbook & Financial Projections that was used to reach out the prospective buyers/targets.

## Snippets of a conversation between a client and our analyst:



**Sam Ahuja** <sam@marquee-equity.com>

to Sean, Ridhima ▾

Wed, Jan 15, 6:51 PM



Hi Sean,

Thank you for sending this over. Quick question- How much were you able to raise in your Series A round?

In the financials we are looking for the following:

- What are the various revenue channels?
- Would there be any more revenue channels?
- What is the revenue growth in the last 3 years?
- What is the expected revenue growth?
- What are the current EBITDA & Net Profit Margins? How are they expected to change?
- Would you prefer monthly projections or annual projections?

Gracias

Sam

[Schedule a call with me here](#)

--

**Sam Ahuja**

**Senior Investment Banking Analyst**

[Marquee Equity](#)

[Customer Testimonials](#)

[How it works](#)

# Stage 1- Documentation

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We prepared the M&A Pitchbook & Financial Projections that was used to reach out the prospective buyers/targets.

Snippets of a conversation between a client and our analyst:



**Ridhima Wahi** <ridhima@marquee-equity.com>

to sean, me ▾

Jan 25, 2020, 2:35 AM



Hi Sean,

This is to inform you that the first draft of the deck, i.e with the updated slides would be sent your way on Sunday (26.01.2020). Kindly have a look at it, and relay your suggestions, so that they can be incorporated into the deck on time.

Regards,

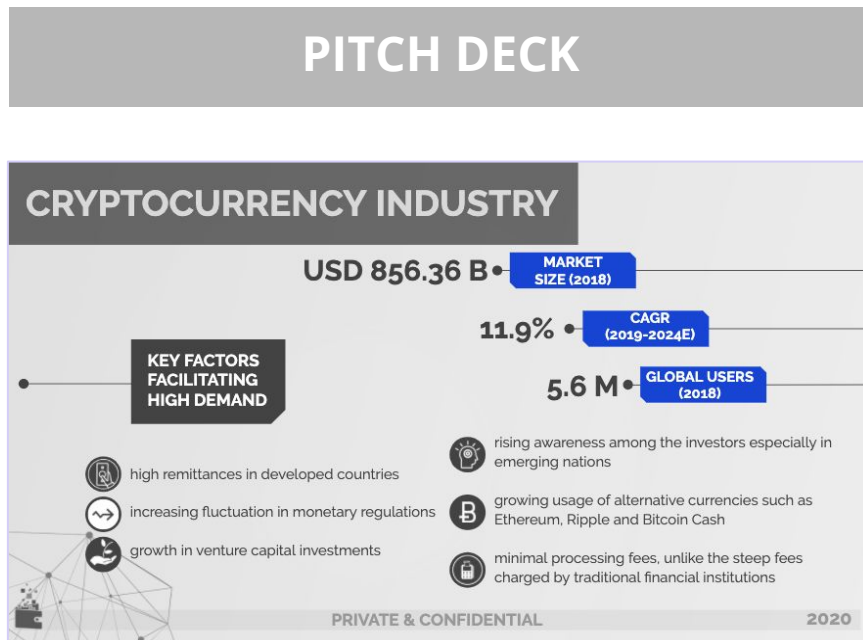
**Ridhima Wahi**

**Investment Analyst**

[Marquee Equity](#)

[Schedule a call with me here](#)

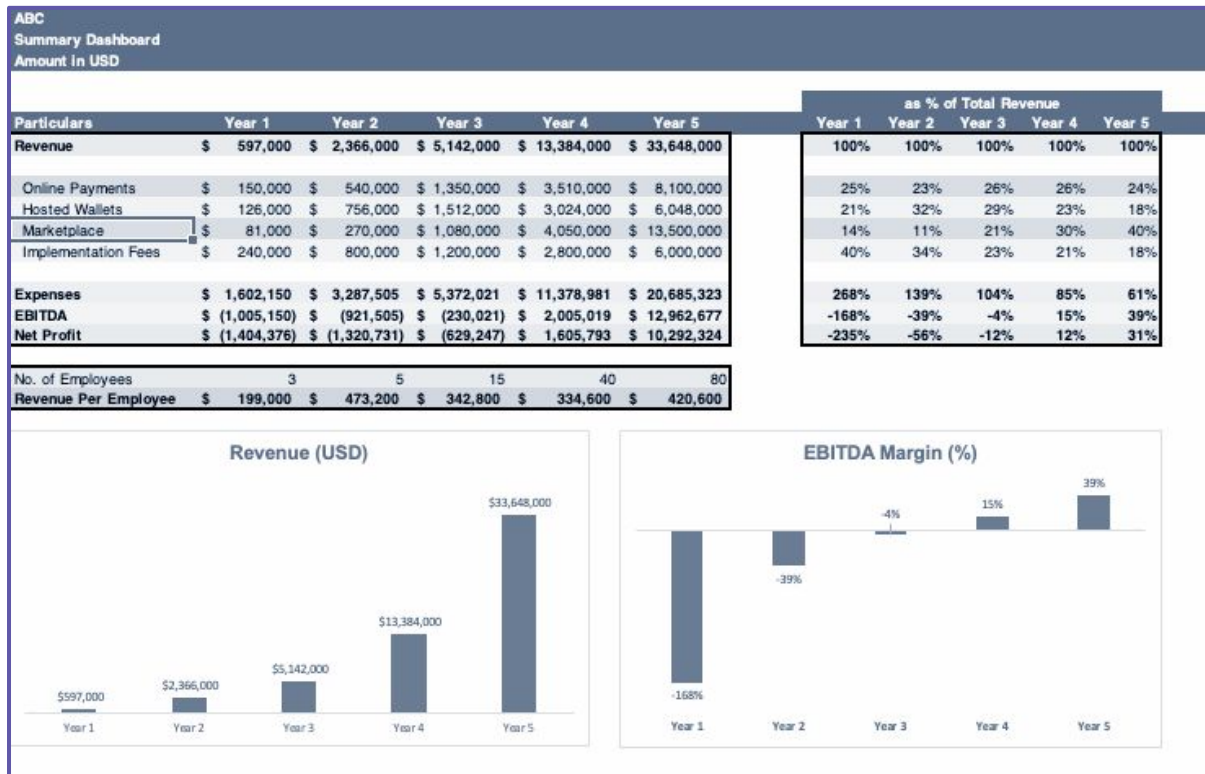
<b>EXECUTIVE SUMMARY</b>	<b>01</b>	<b>TABLE OF CONTENTS</b>	<b>03 INDUSTRY ANALYSIS</b> Payments Industry Cryptocurrency Industry Blockchain Industry Crypto Wallets Industry
Company Overview			
Customer Base			
Key Financials			
Key Value Drivers			
<b>COMPANY OVERVIEW</b>	<b>02</b>		
Company Overview			
Founder's Profile			
Services Offered			
Key Milestones			
Corporate Structure			
Growth Opportunities			



# Stage 1- Documentation

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## FINANCIAL MODEL



# Stage 2- Distribution

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Identifying prospective buyers/targets in your industry that align with the corporate strategy of the client and **reach out to them**

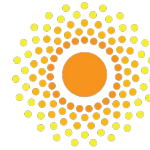
## Interested Buyers



park capital



PrimeTrust



**Emergent**<sup>TM</sup>  
Payments

# Interested Party Responses

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PayPal Holdings, Inc. is an American company operating a worldwide online payments system that supports online money transfers and serves as an electronic alternative to traditional paper methods like checks and money orders



**Aaron Wong**  
CEO



**Aaron Wong** • 3rd

CEO, PayPal Pte Ltd (Singapore) & VP, Global Entity Management & Oversight

APR 1



**Samarth Ahuja** • 2:53 PM



Hi Aaron - we represent a major Global Crypto Payments platform available for acquisition. Would love to connect if you feel this could be of interest at your end.



**Aaron Wong** • 2:53 PM

Thanks for reaching out Samarth.  
We're open to hear about the deal, please reach out to Farhad ([fmaleki@paypal.com](mailto:fmaleki@paypal.com)).  
Thanks.



PayPal Holdings, Inc. is an American company operating a worldwide online payments system that supports online money transfers and serves as an electronic alternative to traditional paper methods like checks and money orders



## >>> Follow-on Responses



**Sam Ahuja** <samahuja@marquee-equity.com>

to fmaleki ▾

Hi Farhad,

I hope you have been healthy and safe in these current tumultuous times.

I had previously forwarded a deal to Mr. Aaron Wong; regarding a Crypto payments platform looking to get acquired. I am attaching the no-name teaser of the company, to provide you with a better insight of the deal.

If the deal comes as of interest for you or your company's portfolio, I would be happy to set up a call between you and the Management of the selling company at your earliest convenience.

Gracias,

**Sam Ahuja**

Senior Investment Banking Analyst



**Maleki, Farhad**

to me ▾

Hi Sam. Thank you for the email. We may know the company already.

Can you please share the name so we can decide if a follow up is of interest?

Regards, Farhad





ConsenSys is a blockchain software technology company founded by Joseph Lubin with headquarters in Brooklyn and additional United States offices in Washington, DC and San Francisco.



**Lex Sokolin**  
Global Fintech  
Co-Head



Potential Crypto payments platform M&A for your Portfolio Companies ➤



**Sam Ahuja** <samahuja@marquee-equity.com>  
to lex.sokolin ▾

Hi Lex,

Thank you for showing interest in the deal forwarded. I am attaching the no-name Investment teaser of the company to provide you with more insight.

I'd be glad to set up a personal dialogue between you and the owner of the selling company, at your earliest convenience.

Gracias,  
**Sam Ahuja**  
Senior Investment Banking Analyst





ConsenSys is a blockchain software technology company founded by Joseph Lubin with headquarters in Brooklyn and additional United States offices in Washington, DC and San Francisco.



## >>> Follow-on Responses



**Sam Ahuja** <samahuja@marquee-equity.com>

to Lex ▾

Hi Lex,

Thank you for getting back to me so quickly.

The owners are majority stakeholders in the company, and are looking to exit their position in the company, as they want to divert their energy into other ventures.

They are willing to stay in the company if there is a strategic opportunity.

The remaining minority stake is owned by the management and other investors.



**Lex Sokolin** <lex.sokolin@consensys.net>

to me ▾

Sam — thanks for the teaser, I have shared internally with my partners. It is an interesting deal.

What is the reason why the founders want to exit?

...

--

Best,  
Lex



**Lex Sokolin, CMO & Global Fintech Co-Head**

[Book a meeting](#) • [lex.sokolin@consensys.net](mailto:lex.sokolin@consensys.net) • [LinkedIn](#) • [@lexsokolin](#)

[Codefi Website](#) • [ConsenSys Website](#) • [@ConsenSysCodefi](#) • [@ConsenSys](#)



ConsenSys is a blockchain software technology company founded by Joseph Lubin with headquarters in Brooklyn and additional United States offices in Washington, DC and San Francisco.



## >>> Follow-on Responses



**Lex Sokolin**

to Theresa, Patrick, Ken, me ▾

Hi Sam --

Sure thing. CCed are Patrick and Ken, who should also be looped into the conversation.  
Best, Lex



**Sam Ahuja** <samahuja@marquee-equity.com>

to Lex, Theresa, Patrick, Ken ▾

Hi Lex,

Thank you for the kind introduction.  
I hope all of you have been well and healthy.

Hi Thresa,

Let me know a time of your earliest availability, and I will let the management team of the company know, and we will schedule a call accordingly.  
Hope to hear from you soon.

Gracias,

**Sam Ahuja**

Senior Investment Banking Analyst



ConsenSys is a blockchain software technology company founded by Joseph Lubin with headquarters in Brooklyn and additional United States offices in Washington, DC and San Francisco.



## >>> Follow-on Responses



**Sam Ahuja** <samahuja@marquee-equity.com>  
to Lex, Theresa, Patrick, Ken ▾

Hi Theresa,

I hope you have been well.

I wanted to follow up on the meeting that is to be set between ConsenSys, and the management team of the company at hand.

Kindly let me know of a suitable time for this week, or a time of your earliest availability, so I can confirm it with the team and set up the meeting accordingly.

Regards,  
**Sam Ahuja**  
Senior Investment Banking Analyst



**Theresa Wiesner**  
to me, Patrick, Ken ▾

Hello Sam,

I held a time via your link on Calendly and sent through an invitation through Google Calendar for this Tues (April 7th) at 11am ET.



Theresa Wiesner  
ConsenSys Marketing - Director of Operations

# Interested Party Responses

CONFIDENTIAL



**Coinify**

Coinify ApS, incorporated in 2014, is a platform that operates as a blockchain payment service provider (bPSP) with focus on extending blockchain currency payment processing and trading services to merchants and consumers respectively.



**Hans Henrik Hoffmeyer**

Chief Operating Officer  
Co-Founder & Chairman

Coinify - Potential Crypto payments platform M&A for your Portfolio Companies ➡



**Samarth Ahuja** • 1:00 PM

Hi Hans - we are representing a major Global Crypto Payments platform available for acquisition. Would you be interested in discussing it further?



**Hans Henrik Hoffmeyer** • 1:50 PM

Sure. Feel free to schedule a call. [hkh@coinify.com](mailto:hkh@coinify.com)

Message sent: 03rd June '20

Response Time: 50 mins



**Coinify**

Coinify ApS, incorporated in 2014, is a platform that operates as a blockchain payment service provider (bPSP) with focus on extending blockchain currency payment processing and trading services to merchants and consumers respectively.



## >>> Follow-on Responses



**Samarth Ahuja** • 5:37 PM

I'll send you a teaser for the transaction shortly.  
Let's have a call early next week?



**Hans Henrik Hoffmeyer** • 5:38 PM

sure thing, let me know if you need us to sign NDAs and stuff. I will bring in our legal counsel



**Samarth Ahuja** • 5:43 PM

Would you like to have a call with the management of the company?  
Then we can sign a NDA first.



**Hans Henrik Hoffmeyer** • 5:44 PM

No, rather talk with you initially. We don't want to engage without having a sense of things first



**Samarth Ahuja** • 5:47 PM

Sure, what time works for you for a call next week?



**Hans Henrik Hoffmeyer** • 8:34 PM

Any time  
Please make an invite using my email posted

JUN 5



**Samarth Ahuja** • 8:44 PM

Hi Hans,  
  
My colleague Ridhima must have sent you a Google Hangouts invite for Tuesday, i.e. the 9th of June, for 7pm Denmark Time.  
  
If you wish to change the timings, feel free to do so.  
  
Speak with you soon.



## Coinify

Coinify ApS, incorporated in 2014, is a platform that operates as a blockchain payment service provider (bPSP) with focus on extending blockchain currency payment processing and trading services to merchants and consumers respectively.



### >>> Follow-on Responses

Coinify - Potential Crypto payments platform M&A for your Portfolio Companies ▶



**Ridhima Wahi** <ridhima@marquee-equity.com>  
to hhh, Sam, bcc: Sam ↘

Hi Hans,

Hope this email finds you well.

Might I add, it was a pleasure speaking with you yesterday!

I have had a word with the company Management, and they would be happy to speak with you.

I am attaching the NDA below, kindly execute it at your end, and send it back to me.  
I will send you an invite for Monday, 15th of June, 7 pm Denmark Time shortly.

Speak to you soon.  
Regards,  
Ridhima Wahi



**Hans Henrik Hoffmeyer**  
to Mark, Coinify, me, Sam ↘

Signed, no adjustments needed.

Mark will Join our call. But we are meeting our Chairman Monday afternoon into the evening.  
so maybe we should postpone to Tuesday evening or Wednesday.

Best Regards,

**Hans Henrik Hoffmeyer**  
Chief Operating Officer  
Co-Founder & Chairman



**Coinify**

Coinify ApS, incorporated in 2014, is a platform that operates as a blockchain payment service provider (bPSP) with focus on extending blockchain currency payment processing and trading services to merchants and consumers respectively.



## >>> Follow-on Responses



**Ridhima Wahi** <ridhima@marquee-equity.com>

to Mark, Coinify, Hans, Sam ▾

Hi Hans,

Thank you for sending over the executed NDA.

Wednesday, 7 pm Denmark Time works for all of us.

I will send out an invite for the same shortly.

Regards,

**Ridhima Wahi**

**Investment Analyst**



**Ridhima Wahi** <ridhima@marquee-equity.com>

to Hans, Mark, Jason, Nikita, Sam ▾

Hi Hans,

I hope you are well.

It was a pleasure connecting with you the other day.

I hope the call provided you with the answers and clarifications you were looking for.

I will await your response next week for any next steps to be taken.

Stay Well!

Regards,

Ridhima Wahi





**Coinify**

Coinify ApS, incorporated in 2014, is a platform that operates as a blockchain payment service provider (bPSP) with focus on extending blockchain currency payment processing and trading services to merchants and consumers respectively.



## >>> Follow-on Responses



**Hans Henrik Hoffmeyer**

to me, Mark, Jason, Nikita, Sam

Thank you Ridhima. I will revert Tuesday at the latest and suggest a course of action.

Best Regards,



**Hans Henrik Hoffmeyer**

to me

Dear Ridhima

Thanks for your patience. We have had time to discuss next steps, and would like to have a conversation with you to agree best approach. Can we setup a short call of 15min today or tomorrow?

Best Regards,

**Hans Henrik Hoffmeyer**

Chief Operating Officer  
Co-Founder & Chairman



**Ridhima Wahi** <ridhima@marquee-equity.com>

to sam, nikita, Hans

Hi Hans,

It is a pleasure hearing back from you.

I can definitely get on a call with you today.  
Are you available at 7 pm (Denmark Time)?

Else, feel free to suggest a time of your availability.

Regards,

**Ridhima Wahi**  
**Investment Analyst**

# Interested Party Responses

CONFIDENTIAL



## Remitly

Remitly is an international payments company that leverages digital channels, including mobile phones, to send money internationally.

Remitly's digital products are fundamentally faster, less expensive, and far more convenient for customers to send money across borders.



**Daniel Shi**  
Director, Strategic  
Partnerships

**Daniel Shi** • 2nd  
Fintech operator, ex-VC

APR 24



**Samarth Ahuja** • 7:37 PM

Hi Daniel - we represent a major Global Crypto Payments platform available for acquisition. Would love to connect if you feel this could be of interest at your end.



**Daniel Shi** • 7:37 PM

Interesting. Please send any teaser materials to my email at [daniel@remitly.com](mailto:daniel@remitly.com) and I'll take a look.

Message sent: 24th April '20

Response Time: 1 min




## Remitly

Remitly is an international payments company that leverages digital channels, including mobile phones, to send money internationally.

Remitly's digital products are fundamentally faster, less expensive, and far more convenient for customers to send money across borders.



### >>> Follow-on Responses

Remitly - Potential Crypto payments platform M&A for your Portfolio Companies  Inbox 



**Sam Ahuja** <samahuja@marquee-equity.com>  
to daniel ▾

Hi Daniel,

I hope you have been healthy and safe in these current tumultuous times.

Thank you for showing interest in the deal forwarded. I am attaching the no-name teaser of the company, to provide you with a better insight of the deal.

If the deal comes as of interest for you or your company's portfolio, I would be happy to set up a call between you and the Management of the selling company.

Regards,

**Sam Ahuja**

**Senior Investment Banking Analyst**

[Schedule a call with me](#)





**Remitly**

Remitly is an international payments company that leverages digital channels, including mobile phones, to send money internationally.

Remitly's digital products are fundamentally faster, less expensive, and far more convenient for customers to send money across borders.



## >>> Follow-on Responses



**Daniel Shi** <daniel@remitly.com>

to me ▾

Thanks Sam. Let's book some time for you and me to chat first. I'd love to get some color on this company.

I can do next Thursday 5/7 10:30AM PT

Daniel Shi



**Remitly**

\*\*\*

Good to hear from you.

Let's definitely book a time to chat next week.

I would recommend I get the management of the selling company on the call as well, so that you can get all your questions answered.

Let me know if that works for you.

I will send you a Google Hangouts invite for the time of your availability.

Regards,  
Sam



**Daniel Shi** <daniel@remitly.com>

to me ▾

No need to spin up management at this point. I'm more looking to understand deal color, which I assume the 2 of us can discuss.

Daniel Shi



**Remitly**



## Remitly

Remitly is an international payments company that leverages digital channels, including mobile phones, to send money internationally.

Remitly's digital products are fundamentally faster, less expensive, and far more convenient for customers to send money across borders.



### >>> Follow-on Responses



**Ridhima Wahi** <ridhima@marquee-equity.com>

to daniel, me ▾

May 8, 2020, 3:07 AM



Hi Daniel,

It was a pleasure connecting with you today.

I hope we were able to provide you with sufficient insight into the company.

I would be happy to set up a call with the management of the company to provide you with even further information, and discuss the deal to take the conversation forward; if you find it to be a strategic fit.

Hope to hear from you soon!

Regards,

**Ridhima Wahi**

Investment Analyst

[Marquee Equity](#)

[Schedule a call with me here](#)

# Interested Party Responses

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Toda Network is developer of a blockchain platform designed to provide online transaction systems without infrastructure investments and without transaction fees.



**Toufi Saliba**  
CEO



**You** 9:20 PM

Hi Toufi - we represent a major Global Crypto Payments platform available for acquisition. Would love to connect if you feel this could be of interest at your end.

Apr 4



**Toufi Saliba** 4:07 AM

What are the provable metrics?

# Interested Party Responses

CONFIDENTIAL



TPAY Mobile is an open mobile payment platform that connects consumers, businesses, and mobile operators for operators billing.



**Ahmed Ghayaty**  
Director of Sales &  
Strategic  
Partnerships



**You** 3:01 PM

Hi Ahmed - we represent a major Global Crypto Payments platform available for acquisition. Would love to connect if you feel this could be of interest at your end.



**Ahmed Ghayaty** 3:27 PM

Hi Samath, please let's connect on email, [Ahmed.ghayaty@tpay.me](mailto:Ahmed.ghayaty@tpay.me)

# Interested Party Responses

CONFIDENTIAL



XMLdation is a provider of end-to-end testing and simulation services for payment-related XML messages.



**Juha Keski-Nisula**  
Founder & COO



**You** 8:28 PM

Hi Juha - we represent a major Global Crypto Payments platform available for acquisition. Would love to connect if you feel this could be of interest at your end.



**Juha Keski-Nisula** 10:05 PM

Hi Samarth  
Sounds interesting. Do you want share some additional information?  
Br  
Juha



# Interested Party Responses

CONFIDENTIAL

park capital

Park Capital is an investment advisory firm focused on FinTech. Leveraging AI and blockchain technology, we acquire, build and scale the companies in our growing portfolio.



**Alexander Lopatine**  
Executive Chairman



**You** 5:28 AM



Invited Alexander Lopatine to connect

Hi Alexander - we represent a major Global Crypto Payments platform available for acquisition. Would love to connect if you feel this could be of interest at your end.

Apr 26



**Alexander Lopatine** 10:39 PM

Hi Samarth, happy to take a look  
alopatine@parkcapital.io

# Interested Party Responses

CONFIDENTIAL



Emergent provides optimized payment solutions for merchants in high growth markets including India, South East Asia and Latin America.



**Harsh Sachdeva**  
Senior Director



**You** 9:08 PM

➤ Invited Harsh Sachdeva to connect

Hi Harsh - we represent a major Global Crypto Payments platform available for acquisition. Would love to connect if you feel this could be of interest at your end.

Apr 29



**Harsh Sachdeva** 9:28 PM

Hi Samarth thanks for reaching out with this opportunity. Can you email a brief deck about it? - best Harsh

# Testimonials

CONFIDENTIAL



**Catherine Church**  
CEO



"We are happy with all of our dealings with Sam and are pleased with the documents that he prepared for us. Our experience with Marquee has been excellent overall and feel that we had a very good value for the investment so far"



**Rishi Gautam**  
Managing Director



"Excellent client service and I would highly recommend the team."



**Blair Barbour**  
CEO



"We really like the work the Marquee team led by Sam did on our data room."

Feel free to access more testimonials [HERE](#)

# Fin.

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*Let's talk*

 [www.marquee-equity.com](http://www.marquee-equity.com)

 [nikita@marquee-equity.com](mailto:nikita@marquee-equity.com)

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