

FINTECH

KEY TRENDS

COOPER PARRY
CORPORATE FINANCE

GLOBAL
M&A
PARTNERS



Fintech businesses are continuing to drive the financial services M&A market through disruption and innovation.

Emerging sub-sectors, and developments to existing, more traditional services are just some of the factors driving growth in the space and increasing its attraction to Private Equity.

KEY TRENDS



In an attempt to dilute the power of the big banks, governments are **lowering barriers to entry** and driving further growth

Innovation and investment is finding a home with challenger banks but is the UK challenger bank market big enough to help new entrants to scale up? Should the big banks now be looking for growth overseas?



Payments processing is thriving! It accounts for three mega-transactions worth \$87 billion in deal value during the first half of 2019*. Other sectors seeing fast growth are Wealth tech and Prop tech



The **introduction of Open Banking** is attracting significant investment. As are technologies such as machine learning and AI



SaaS models are attractive to challenger banks which don't have the investment dollars to build their own huge infrastructure like the big banks. Will big banks continue to want/need full control of systems to cover regulatory concerns or will they too turn to SaaS and outsourced models?



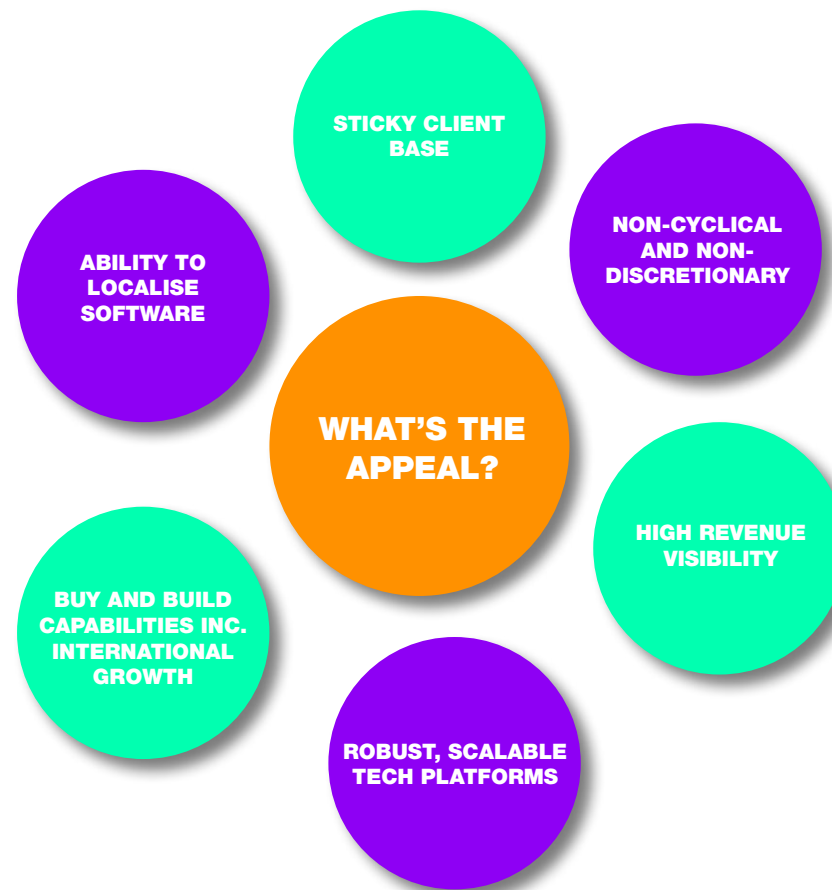
Lots of Fintech players are focusing on small areas of the required package therefore being 'open systems' and capable of bolting into other systems is important.

This allows opportunities for players with a unique offering to **consolidate with other niche players** in order to generate synergies by adding new packages to existing customers



Private equity houses are continuing to get involved in the action and invest in the fast-growing fintech sector.

Global PE investment reached over 1.9 billion dollars in the first half of the year, maintaining the level of the previous year**. But, what's the appeal?



* <https://www.finextra.com/newsarticle/34284/payments-driving-fintech-ma>

** <https://www.timesnownews.com/business-economy/economy/article/global-fintech-investment-subdued-in-first-half-of-2019-but-big-ma-deals-loom-on-horizon-kpmg/463987>



OUR RECENT COMPLETED DEALS IN THE TECHNOLOGY SECTOR

ANOTHER DEAL CONVEYED

MBO ANNOUNCED

Livingbridge back MBO of Simply Conveyancing Property Lawyers ("Simply")

Simply is a leading provider of tech-enabled conveyancing services for the UK Property Market

Cooper Parry Corporate Finance acted as lead advisors to Private Equity Investors Livingbridge



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ANOTHER DEAL MOVED SMOOTHLY

COMPANY SALE

eTech Solutions Limited to CoreLogic International

Leading mobile surveying and workflow management software providers for the property services industry

Cooper Parry Corporate Finance acted as lead advisors to the shareholders



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Moorgate, London

CUTTING THE RISK DOING THE DEAL

COMPANY SALE

William Martin Compliance Solutions Limited to Marlowe plc

Leading technology-enabled UK provider of property-related health & safety audit & consultancy service

Cooper Parry Corporate Finance acted as lead advisors to the shareholders



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ADDING THE EDGE DOING THE DEAL

MBO ANNOUNCED

NorthEdge Capital back MBO of Phoebus Software Limited (PSL)

PSL is a market leading provider to the banking, lending and savings sectors, delivering innovative and seamless solutions for the origination and management of loans and savings accounts

Cooper Parry Corporate Finance acted as lead advisors to private equity investor NorthEdge Capital



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To read more about our recent tech deals, click here: <https://www.cooperparrycf.com/home/our-deals/>



CONTACT US



ANDY PARKER

Andy has over 25 years' Corporate Finance experience and is head of Corporate Finance at Cooper Parry.

Prior to joining Cooper Parry in 2015, Andy was a Corporate Finance Partner at PwC with whom he spent 18 years.

His focus is working with entrepreneurs to realise the value they have created in their businesses and with private equity investors.

His notable deals include the sale of SSE Audio to Groupe Solotec Inc, the sale of Blink Medical to Katena Products Inc, and the sale of Pure Business Services Limited to PMGC Technology Group.

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LAURA CLARKE

Laura joined Cooper Parry in 2005 and has a wealth of experience in both advising business owners and deal origination.

She liaises daily with colleagues across Global M&A Partners on global acquisition and sale mandates.

Laura is a Chartered Accountant, having trained at Deloitte.

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MEGHAN PHILLIPS

Meghan joined Cooper Parry Corporate Finance in 2019, assisting the team with deal origination and market research.

She holds a BSc (Hons) in Mathematics and MSc Investments from the University of Birmingham.

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