

# ABOUT RAYMOND JAMES FINTECH TEAM

3

# Experienced Fintech Franchise on Wall Street

## Deep & Experienced Team

**20** Senior Bankers

**+4** Equity Research Analysts

**+4** Public Equity Specialists

## Extensive Transaction Experience

**280+** Deals Since 2010

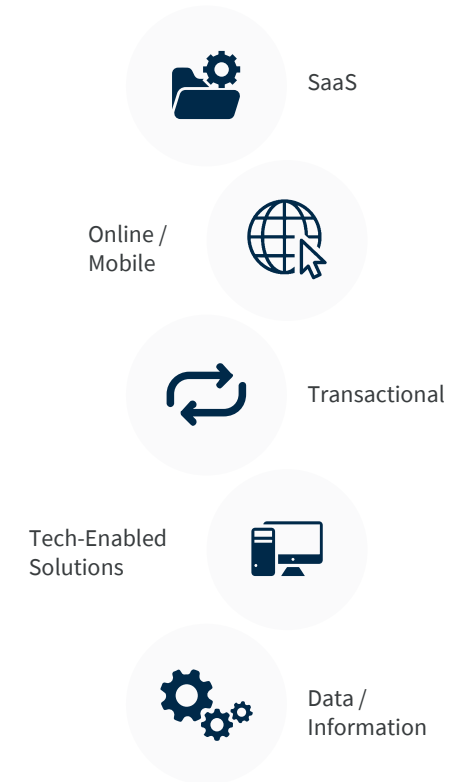
**210+** M&A / Private Placement Transactions with \$35+ Billion in Total Deal Value Since 2010

**70+** Public Offering Transactions Raising \$15+ Billion Since 2010

## Sector Coverage

- Asset & Wealth Management Technology
- Bank Technology
- Benefits / Payroll
- Capital Markets Technology
- Financial SaaS
- Insurance Technology
- Outsourced Solutions
- Payments
- Real Estate / Mortgage Solutions
- Tech-Enabled Lending Platforms
- Transactional Marketing Services

## Networks and Business Model Coverage



# Distinguished Fintech Investment Banking Team



**BRENDAN RYAN**  
Senior Managing Director, Group Co-Head  
brendan.ryan@raymondjames.com  
+1.617.470.5671



**JON STEELE**  
Senior Managing Director, Group Co-Head  
jon.steele@raymondjames.com  
+1.617.519.7114



**CHRISTIAN CLIFFORD**  
Managing Director  
christian.clifford@raymondjames.com  
+1.508.498.0095



**PAUL FRICILONE**  
Managing Director  
paul.fricilone@raymondjames.com  
+1.708.334.3376



**GRAHAM HURTT**  
Managing Director  
graham.hurtt@raymondjames.com  
+1.203.887.3952



**CONRAD REUSCH**  
Director  
conrad.reusch@raymondjames.com  
+1.415.583.4480



**NATHAN LAMBERT**  
Director  
nathan.lambert@raymondjames.com  
+1.603.913.5152



**BILLY ADAMS**  
Vice President  
billy.adams@raymondjames.com  
+1.248.840.1885



**NAJEEB AHMED**  
Vice President  
najeeb.ahmed@raymondjames.com  
+1.419.360.4692



**DES COLLINS**  
Vice President  
des.collins@raymondjames.com  
+1.770.843.4088



**CHARLIE LOCKWOOD**  
Vice President  
charlie.lockwood@raymondjames.com  
+1.303.829.3950



**ALEX CAMUZZI**  
Vice President  
alex.camuzzi@raymondjames.com  
+1.617.624.7065



**JILL CHUA**  
Managing Director, Canada  
jill.chua@raymondjames.ca  
+1.647.577.8715



**LAURA MADDISON**  
Managing Director, Europe  
laura.maddison@raymondjames.com  
+44.20.3798.5705



**SEAN MARTIN**  
Managing Director, Canada  
sean.martin@raymondjames.ca  
+1.416.777.6375



**STUART SPARKES**  
Managing Director, Europe  
stuart.sparkes@raymondjames.com  
+44.20.3798.5600



**STUART SWEENEY**  
Managing Director, Europe  
stuart.sweeney@raymondjames.com  
+44.20.3798.5726



**JAPHET WUENSCH**  
Managing Director, Europe  
japhet.wuensch@raymondjames.com  
+49.89.2323.7738



**SEBASTIAN KNACKFUSS**  
Director, Europe  
sebastian.knackfuss@raymondjames.com  
+49.89.2323.7765



**KAIDI KUUSK**  
Director, Europe  
kaidi.kuusk@raymondjames.com  
+44.20.3798.5721

## Disclosures

Sources of data include Capital IQ, FactSet and other news organizations. Information obtained from third-party sources is considered reliable, but we do not guarantee that the information herein is accurate or complete. This report was prepared within Raymond James & Associates' Investment Banking Department and is for information purposes only. This report is not a product of Raymond James & Associates' Research Department; recipients of this report should not interpret the information herein as sufficient grounds for an investment decision or any other decision. The report shall not constitute an offer to sell or the solicitation of an offer to buy any of the securities mentioned herein; past performance does not guarantee future results.

LTM = Last Twelve Months

EBITDA = Earnings Before Interest, Taxes, Depreciation and Amortization

This presentation includes logos or other words or devices that may be registered trademarks of their respective owners. Such use is solely for purposes of convenience in referring to the trademark owners and their products/services. This presentation and its contents are not endorsed, sponsored or affiliated with any trademark owner. Raymond James & Associates and its affiliates are not affiliated with any trademark owner but may provide certain financial services to one or more trademark owners or their affiliates.

Additional information is available upon request.

Raymond James Financial Inc.  
880 Carillon Parkway  
St. Petersburg, FL 33716  
(727) 567-1000

FOR INSTITUTIONAL USE ONLY

**RAYMOND JAMES®** | INVESTMENT BANKING

© 2024 Raymond James & Associates, member New York Stock Exchange/SIPC. Raymond James® is a registered trademark of Raymond James Financial. Raymond James Financial International is authorized and regulated by the Financial Conduct Authority. Raymond James Corporate Finance GmbH is authorized by the Federal Financial Supervisory Authority - BaFIN (ID 10159043).