

The logo for Tipalti features the word "Tipalti" in a white, italicized sans-serif font. A thick, orange-red curved line arches over the letters "i" and "p".

Tipalti

Chen Amit, Co-Founder & CEO



\$XXM Apr ARR

100% YoY growth.

Rate of growth accelerating last 4 quarters

\$XXM Q1 booking

XX growth vs Q1-18

1% gross annual churn

XX% expansion

LTV/CAC > X. Far Above industry standards

XX% transaction margin

Extremely high win rates

Executing towards a \$XXB ARR in 5 years– in a \$60B ARR white space

CFOs/VPs finance are pulled down by mundane, risky, non-strategic tasks

“AP is the #1 most time-consuming finance function” - IOFM Controllers Survey 2018



Accounts Payable (AP) Costs Today



\$2.7 trillion

What businesses are spending on manual, paper-based payment processing, which is a big burden in terms of time and money.

SMBs bear the Brunt ...

SMBs account for this much of the total annual spending on labor and accounts payable processing.



80%



It's a global world...

20%

Nearly 20% of B2B volume flows cross-border...

But AP Automation Can Cut Costs Up to...



75%

The Revenue Opportunity

\$950bn

AP invoice processing, AP payment processing, working capital management and factoring, and cross-border payment optimization.

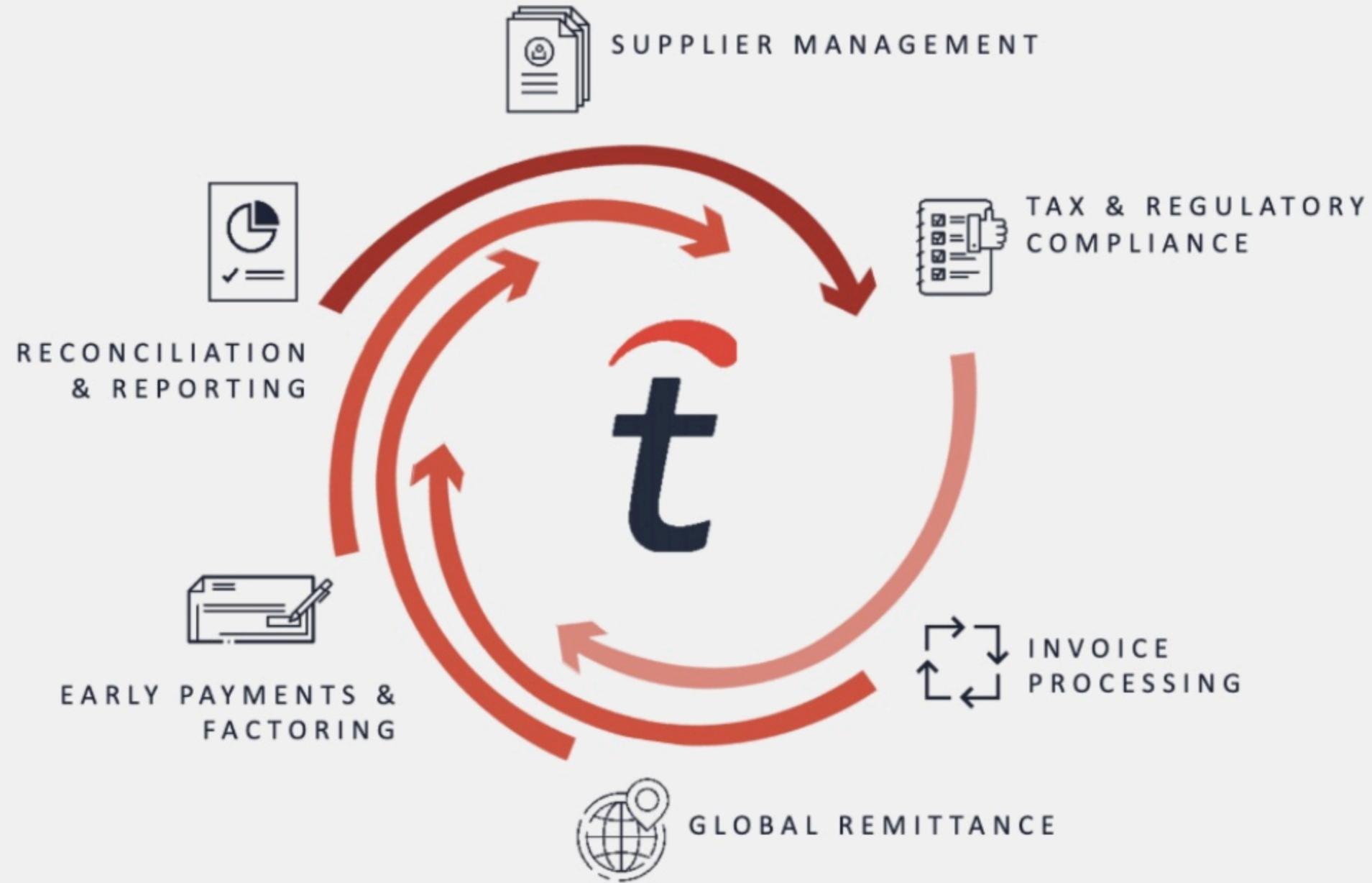
But AP is also –

- ❖ Tax compliance
- ❖ AML compliance
- ❖ Complying with global payment regulations
- ❖ Reconciliation
- ❖ Supplier management





Tipalti
automates payables operations
in one holistic,
organically developed,
hybrid solution



"I knew I had one shot at getting the internal attention and put the right system in place"

Chelsey Cowan
ClassPass controller

- ✓ **Reducing labor by 85%**
- ✓ **Accelerating financial close by 25%**
- ✓ **Improving financial controls & reducing risk**
- ✓ **Enabling global scalability**

Tipalti's Significant Impact

**“Tipalti saved our
bacon”**

TWITTER



**Reduced AP
workload
by 85%**

SEEKING ALPHA

Seeking Alpha α

**Scaled from \$6M to \$150M
annual revenue without
adding AP resources**

TOUCH OF MODERN

TOUCH OF MODERN

Solving Global Payables

500+ Customers

\$8B in Transactions Managed Annually

4M+ Payees



GoPro
Be a HERO.

vimeo

amazon



ROKU

Tapjoy

APPROVIN

indeed

nexa3D

Medium

BILZARD
ENTERTAINMENT

AIRBUS

Vungle

SOJERN

Button

SKILLSHARE

Chartboost

NATIONAL
GEOGRAPHIC

powerinbox

docker

classpass

FOURSQUARE

ROBLOX

Seeking Alpha α

DISQUS

PubMatic

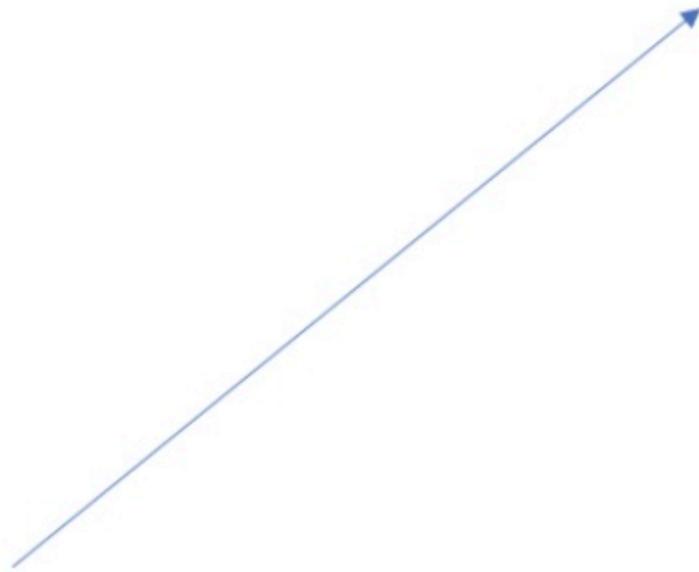
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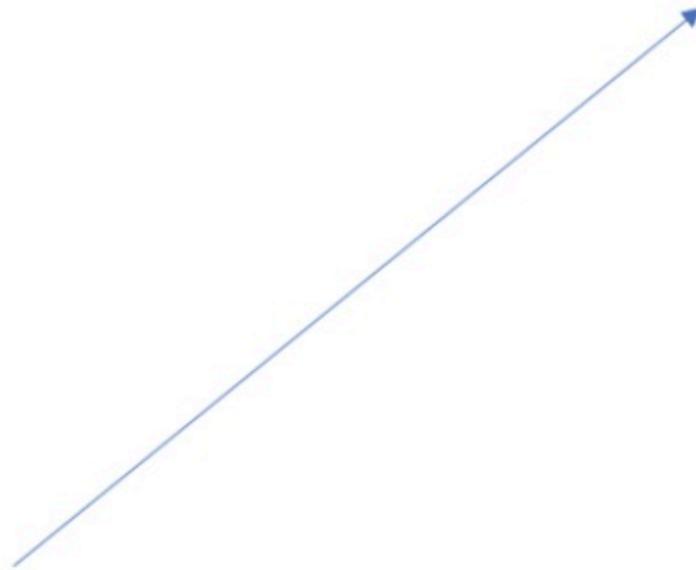
TOUCH OF MODERN

Accelerating Growth Rate

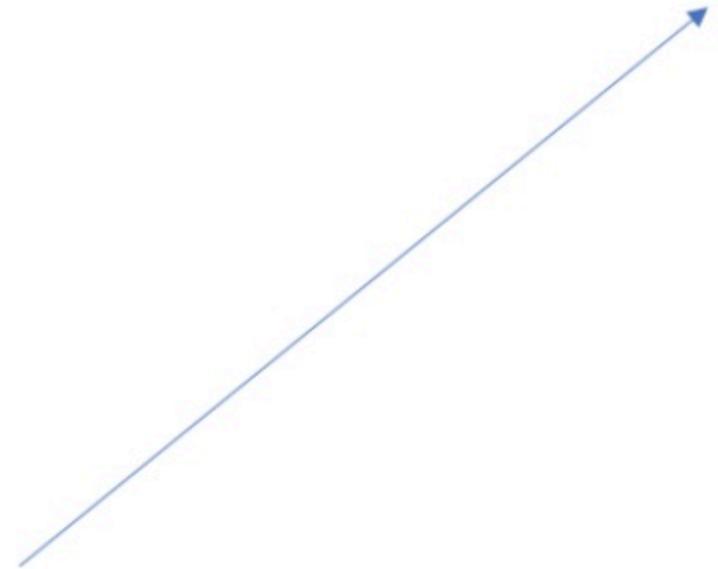
Recurring Revenues



Revenue Growth Rate



Deal Count





TAM & Competition

\$60 Billion Per Year TAM

Whole of mid-market	 US Companies**	 Global Companies***	 Total Spend	 TAM
TOTAL	195,759	391,518	\$20T	\$60B/annum

XX%
of won deals are
non-contested

When competitive,
Tipalti wins
XX% of the time



XX%
NO
COMPETITOR

XX%
WON VS.
COMPETITOR

XX%
LOST VS.
COMPETITOR



TEAM

Strong, Supportive, Driven culture



CA HQ
XX across sales,
marketing, operations,
product, finance



IL
XX in Engineering,
product, operations



Leadership Team

Chen Amit CEO



- CEO: Atrica (Sold to Nokia-NSN)
- Founder & GM: ADSL unit of ECI
- Board: Riverhead (CSCO), AngelSense
- MBA INSEAD, B.Sc. Technion

Rob Israch CMO



- NetSuite:
VP Global Marketing
(From pre to post IPO)
- Intuit, GE

Igor Vainberg CTO



- Team Leader, IDF
- IBM, Fring
- B.Sc. Technion

Sarah Spoja, CFO



- KKR-Capstone
- FirstData, Clover
- Bain & Co.
- MBA Stanford

Manish Vrshaketu COO



- GoSwift : President Americas
- VP BD & Product: Fiserv
- GM: CashEdge (Sold to FISV)

Todd McGuire, GM Supplier Success



- Worldpay: Chief Transformation
- FirstData: SVP Strategy
- Intuit: SVP Payment Strategy
- McKinsey & Co

Roby Baruch CPO



- VP Product: Snoox (BBDO)
- Co-founder/VP Product:
Cent2Cent (Sold to Unicell)
- Payment PM: 888

Perla Stoeckert, CCO



- OFX, head of Compliance
- FXCM, head of AML
- AXAMS, executive board
member

Board



Oren Zeev

Co-Founder & Chairman

- Founder: Zeev Ventures
- Partner: Apax Partners
- Lead investor: TripActions, Houzz, Chegg, Audible, Next Insurance
- MBA INSEAD, BS Technion



Carl Pascarella

Board Member

- Sr Advisor: TPG Capital
- President / CEO: Visa USA
- VP: Crocker National Bank, Metropolitan Banking
- Director: CyberSource, Dashlane, Oportun
- MS: Stanford



Dovi Frances

Board Member

- Managing Partner: 01 Advisors
- Board Member / Observer: HomeLight, SunBit, Lili Bank, Reali, EquityBee.
- Advisor: TripActions, Addepar, Bank Leumi U.S.
- MBA UCLA Anderson, BA Ben Gurion University.