



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

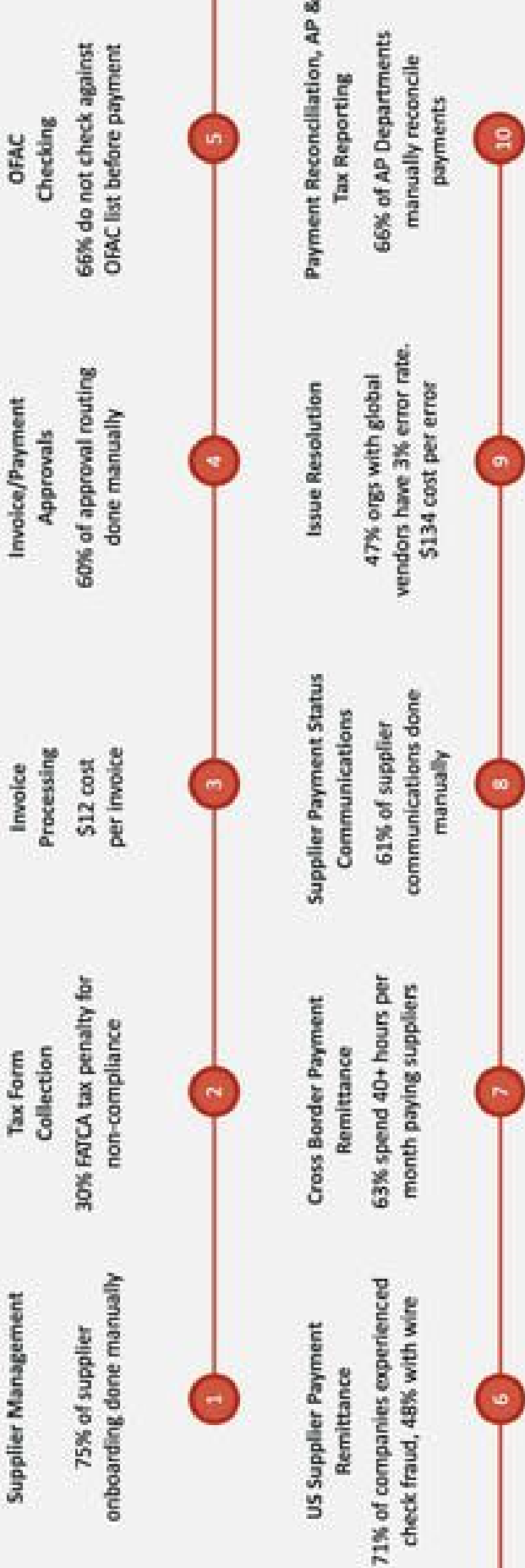
XX% transaction margin

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



Sources: Techvalidate 2016, IRS 2016, APQC 2015, Gatepoint Research Supplier Payment Trends Study, 2015, AFP 2016, AP Survey 2016

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

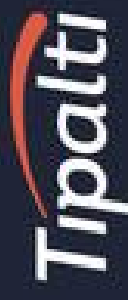
AP invoice processing, AP payment processing, working capital management and factoring, and cross-border payment optimization.

But AP is also –

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



Sources: Goldman Sachs, B2B Payments, September 2018



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

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

TOUCH OF MODERN



Seeking Alpha^α

TOUCH OF MODERN

Solving Global Payables

500+ Customers

\$8B in Transactions Managed Annually

4M+ Payees



GoPro
Be a HERO.

vimeo

amazon



GoDaddy



ZUMBA

ROKU



APPROVIN

indeed

NEXAGO

Medium

BILZARD

AIRBUS

Vungle



SOJERN

Button



SKILLSHARE

Chartboost



NATIONAL
GEOGRAPHIC



powerinbox



docker



classpass



FOURSQUARE

ROBLOX

Seeking Alpha^α

DISQUS



PubMatic

flytographer

ZOLA

TOUCH OF MODERN



TopPitchDeck

Accelerating Growth Rate

Recurring Revenues



Revenue Growth Rate



Deal Count



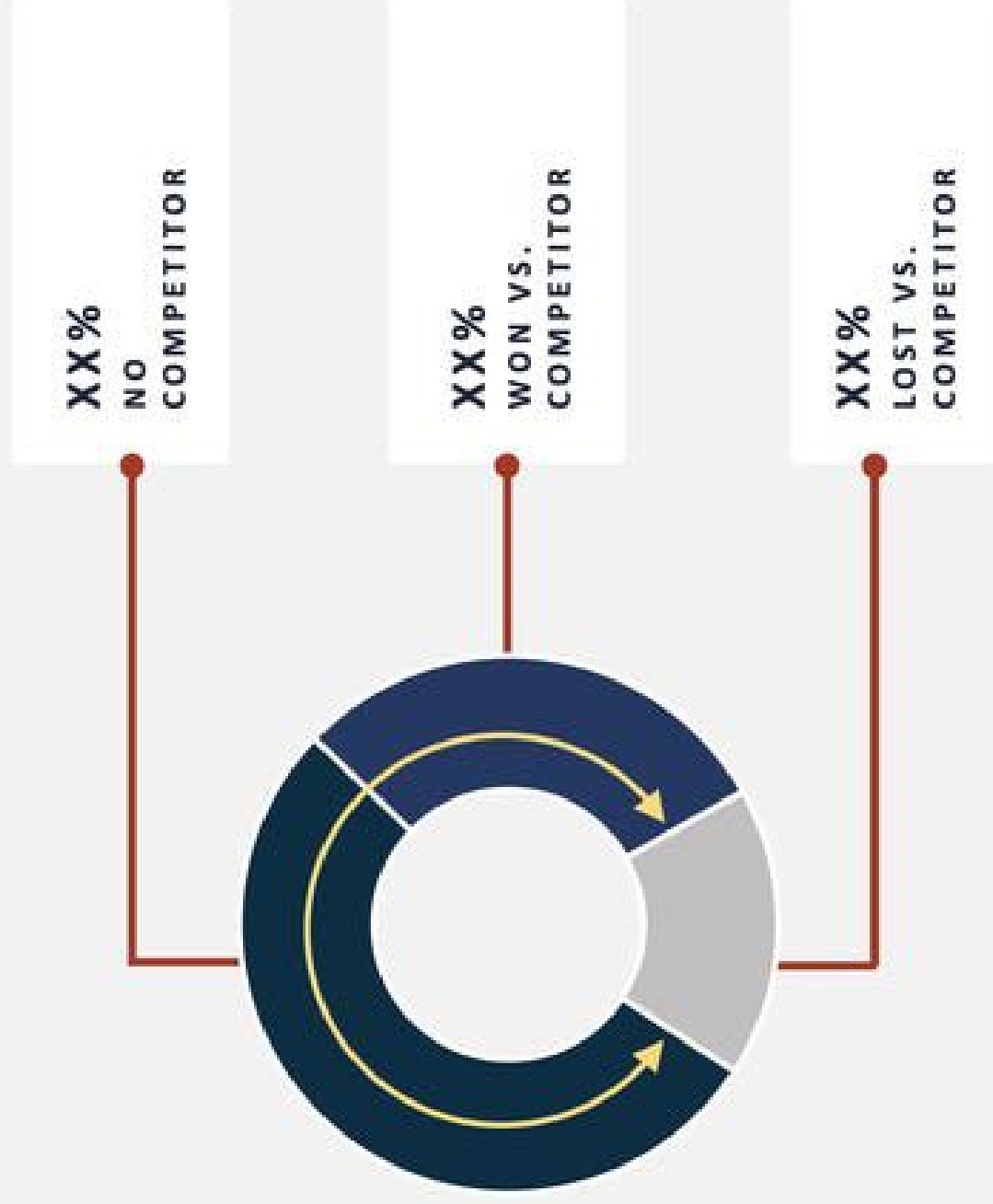
TAM & Competition

\$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



TEAM

Strong, Supportive, Driven culture



CA HQ

XX across sales,
marketing, operations,
product, finance



IL

XX in Engineering,
product, operations

Tiqaliti Reviews

4.5 

 89%
Recommended
to a friend

 90%
Approved
by CEO



Leadership Team

Chen Amit CEO



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

Rob Israch CMO



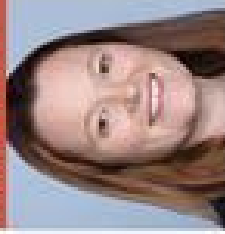
- NetSuite:
VP Global Marketing
(From pre to post IPO)
- Intuit, GE

Igor Vainberg CTO



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

Sarah Spoja, CFO



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

Manish Virshaketu COO



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

Todd McGuire, GM Supplier Success



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

Roby Baruch CFO



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

Perla Stoeckert, CCO



- OFX, head of Compliance
- FXCM, head of AML
- ADAMS, 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: O1 Advisors
- Board Member / Observer: HomeLight, SunBit, Lili Bank, Reall, EquityBee.
- Advisor: TripActions, Addepar, Bank Leumi U.S.
- MBA UCLA Anderson, BA Ben Gurion University.

THE GRAND

Dominating a \$60B/year TAM market
Accelerated growth towards >\$XB/year in rev in X years

ON TRACK TO DOMINATE A HUGE,
UNDERSERVED & LUCRATIVE MARKET

- Growth of XX YoY, and accelerating
- LTV of XX
- LTV/CAC > X
- Customer expansion: XX%
- Limited competition
- Proven scalability
- High barriers

AND THIS IS STILL AN
EARLY INNING

- XXXXX
- XXXXX
- XXXXX
- XXXXX
- XXXXX
- XXXXX