

July 6, 2023

FT PARTNERS FINTECH INDUSTRY RESEARCH

FinTech CEO Interview:



Srinivas Njay
Co-Founder & CEO

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interface.ai Overview



Company Overview



Co-Founder & CEO:	Srinivas Njay
Headquarters:	San Francisco, CA
Founded:	2019

- interface.ai provides an AI-powered single system of interaction for close to 100 banks / credit unions
- For bank / credit union customers, interface.ai offers fully automated, AI-powered chatbots and phone banking tools that deliver a highly secured and personalized experience; interface.ai solutions have the ability to answer questions, complete and submit applications for new accounts, execute transactions like money transfers or loan payments, and upsell / cross sell new products and services
- For bank / credit union employees, interface.ai offers fully automated AI-powered debt collection software and AI-powered chatbots that provide answers, workflows and productivity tools to branch representatives, HR, and IT employees

Financing

Self-funded to-date



Management



Srinivas Njay
Co-Founder & CEO



Bruce Kim
Co-Founder & CTO

Banks & Credit Unions

Close to 100 Customers



Partner Network

25+ Partners



Customer ROI

30%

Increase in average revenue per customer



200%

Increased debt collection



60%

Increase in self-service



50%

Reduction in call representative training time



60%

Call center costs automated in 60 days





interface.ai Overview (cont.)

Key Business Highlights

Award winning - “Finovate Best of the Show” & “CUNA Councils Best of Show”

Industry Leading Partners - *Allied Solutions & CUNA Strategic Services* picked interface.ai as exclusive conversational AI vendor after thorough review of 15+ vendors

Solutions purposely built to *generate bank and credit union wide AI impact* that are *interoperable* with all major banking systems

One of the most experienced banking sector AI companies; *serving close to 100 banks / credit unions*

Rich domain-data – processing millions of banking interactions

Solutions That Provide a Leapfrog in Digital Transformation

Pre- and post-authorization with warm hand-offs for a personalized experience

Leveraging millions of domain specific conversations to develop out-of-the-box solutions

End-to-end automation in an omnichannel platform to assist across all mediums

Highly secured using AI customer verification and voice biometrics

Domain-Specific AI is the Best-in-Class Solution for Banks / Credit Unions



More accurate, as the model is trained on data from a specific domain



Less efforts as the solution is often out-of-the-box



Faster to implement the AI & achieve value



More scalable with numerous industry specific solutions



Works with all other banking systems

interface.ai Overview (cont.)



Core Products



Smart Discovery

Optimizes customer interactions through information sourcing and products / service recommendations through voice and text channels



Smart Conversion

Real-time assistance and proactive prompts as customers complete online banking product applications, helping to improve sales conversions



Smart Transaction

Enables customers to transact and perform account actions across any preferred banking channel in a secure and efficient manner using an automated verification system



AI-Powered Phone Banking

IVR replacement tool trained specifically to the banking domain that gives personalized automated responses to incoming calls from customers.



Intelligent Banking

Tailored customer insights through transaction and channel interaction analysis helping to maximizes future revenue opportunity by proactively recommending suitable products



Key Benefits



Prevent Customer Abandonment

interface.ai's solutions help provide a clear and direct route to answering customer questions. The likelihood of conversion to a sale increases with a simultaneous reduction in the drop-off rate



Minimize Customer Service Costs

Automation of calls eliminates much of the dependence on both insourced and outsourced call support, a massive industry cost



No Wait Times

Automation is able to answer 100% of calls 24/7 and increase customer engagement with the company



Increased Revenue

Higher rates of conversion on a sale due to increased retention during onboarding. This effect compounds when considering the additional upsell and cross-sell revenue generated from tailored product offerings to existing customers



Improve Employee Productivity

Employees are more easily able to find answers to customer queries and give more informed responses



Enables Omnichannel Journey

AI capabilities can be added to any channel to transform it into an intelligent first responder



Srinivas Njay
Co-Founder & CEO

“...it was a blend of AI research, leadership in scaling digital strategies, entrepreneurial spirit, and a shared vision with Bruce that led to the inception of interface.ai.”

Tell us about yourself, what led you to found interface.ai, and how did you meet your co-founder?

I've spent a significant part of my life deeply entrenched in the field of artificial intelligence and finance. My journey into the world of AI started during my Master's degree, where I extensively researched various facets of AI. This was followed by a stint at Microsoft, which added considerable depth to my understanding of AI and its immense potential.

Also, I have been a part of the banking ecosystem for a long time, coming from a family that has been in the banking industry. My father set up a financial institution from scratch, and I helped them leverage technology to help scale the business. This intimate connection with banking allowed me to observe first-hand the challenges and opportunities within the financial space, and these experiences cemented my belief in the power of AI to transform and enhance the finance sector.

Eight years ago, I stepped into entrepreneurship, fueled by a deep-seated desire to utilize my knowledge and experiences to drive change and innovation in the banking sector. This led me to establish interface.ai with a vision of empowering people to achieve financial wellness using AI-driven solutions.

One of the key factors in this journey has been my partnership with Bruce, my co-founder. We first began discussing various ideas to improve financial wellness among the US population back in 2015. Bruce, with his experience running one of the first Internet subscription billing companies and handling over \$2 billion in transactions for Fortune 1000 customers, brought to the table a rich understanding of financial systems and technology. This unique combination of our backgrounds and skills helped lay a strong foundation for interface.ai.

In the end, it was a blend of AI research, leadership in scaling digital strategies, entrepreneurial spirit, and a shared vision with Bruce that led to the inception of interface.ai.



"...we have developed 60+ solutions catering to every step of the customer and employee journey. We have solutions for information finding, co-browsing, transaction support, and generating up-selling / cross-selling opportunities."

What problem is interface.ai trying to help banks and credit unions solve? How do you make them / their business better?

interface.ai aims to resolve the challenges banks and credit unions face due to inefficient customer interactions and fragmented data sources, which often lead to high operational costs. By offering a unified AI-powered solution, we streamline these interactions, providing an interactive, intelligent banking experience for both customers and employees. This consolidation not only significantly reduces operational expenses but also enhances the customer experience, leading to increased conversion rates and opening up new revenue opportunities. We are establishing a "One AI Brain" across each financial institution, unifying data and services for a seamless banking experience. Our mission reinforces this, where we aim to empower every financial institution globally to efficiently assist their customers in achieving financial wellness.

What are your core solutions, and what is the breadth of potential use cases?

One of our key predictions for the near future is that AI will be used across the entire enterprise by customers and employees in one way or another.

Keeping this in mind, we have developed 60+ solutions catering to every step of the customer and employee journey. We have solutions for information finding, co-browsing, transaction support, and generating up-selling / cross-selling opportunities. We also offer AI-powered phone banking to streamline call center operations. Our solutions are omnichannel and support customers through their entire lifecycle.

At the heart of our innovation is an intelligence layer that revolutionizes customer experience. We create a unified ecosystem by integrating all customer interactions and channels with a financial institution's diverse product offerings and systems. This integration also enhances efficiency for bank employees by synchronizing their applications with the bank's products and systems.

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"We have developed a unique banking-specific domain model that complements foundational models, effectively rectifying their limitations to serve banking customers with a tailored, effective service."

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In essence, our solutions offer a comprehensive scope of potential use cases, catering to both the customer's and employee's needs, making banking more efficient, personalized, and seamless.

What are the key attributes that differentiate interface.ai from horizontal Conversational AI companies and from other bank-focused competitors?

interface.ai distinguishes itself from horizontal Conversational AI companies through our domain-specific understanding. While horizontal conversational AI companies typically employ only foundational AI models, they often fall short in delivering satisfactory customer experiences due to a lack of domain-specific knowledge, which can even lead to compliance issues, as indicated in the recent [CFPB study](#) on Artificial Intelligence. This highlights the need for a vertical-specific / banking-specific conversational AI company which is what interface.ai is. We have developed a unique banking-specific domain model that complements foundational models, effectively rectifying their limitations to serve banking customers with a tailored, effective service.

Some of the key reasons why interface.ai stands out against banking-specific vendors are:

- Our platform processing of millions of banking-specific conversations yields high accuracy.
- Our robust offering of 60+ solutions caters to the entire customer lifecycle.
- Out-of-the-box integrations with leading banking systems ensure swift implementation and a short time to value for our clients.
- We also offer Fully Managed Services with no maintenance & Pay for Performance guarantee, aligning our success with our customers' success.

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“We are on the cusp of powering over 100 financial institutions in the US, reflecting a staggering growth rate of over 2,000% in the past two years. This rapid expansion underlines the effectiveness of our solutions and the value we bring to our clients.”

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- Also, having founders from the industry has given us a first-hand understanding of the industry challenges.
- Finally, our commitment to continuous innovation constantly places us at the forefront of the industry’s digital transformation. For example, we already have customers who are benefitting from our industry-first generative AI solutions.

How have you performed to date? Can you share any KPIs with us?

interface.ai has demonstrated considerable growth and success since its inception. We are on the cusp of powering over 100 financial institutions in the US, reflecting a staggering growth rate of over 2,000% in the past two years. This rapid expansion underlines the effectiveness of our solutions and the value we bring to our clients.

In terms of customer retention, we boast a Net Dollar Retention (NDR) rate of over 200% after two years, indicating high customer satisfaction and loyalty. This remarkable NDR rate illustrates not only our ability to retain customers but also their inclination to expand with us, both in terms of platform volume and adoption of new products over time. These key performance indicators affirm our successful performance and steady growth trajectory in the financial sector.

What are the key technologies you are leveraging in your products? Are you incorporating Generative AI?

At interface.ai, we indeed incorporate Generative AI into our products. In fact, we already have customers using our generative AI-based solutions that are live and operational.

Our technology stack is designed on the bedrock of closed-loop foundational models, and we further enhance this with our domain-specific models.

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“The effectiveness of our solutions often leads customers to sign up for multiple products, with a long-term roadmap to collaborate with interface.ai.”

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This combination helps us to customize and fine-tune our solutions to the unique needs of the financial services sector.

Accuracy, compliance, and fraud prevention are paramount in our industry. By leveraging advanced AI technologies, we ensure these aspects are maintained while also offering a robust, fast, and reliable engine. This makes our solutions not only technologically advanced but also finely tailored to the stringent demands of financial institutions.

Walk us through implementation, timing from signing a client to going live, and timing to reach automation milestones across various solutions?

Our implementation process typically begins by identifying and addressing a client's most significant pain points that also present the highest cost-saving opportunities, such as handling large call volumes, after-hour calls, or offering 24/7 support. Once the optimal solution is selected, we can implement it within just a few weeks. Through our managed services, we ensure that their AI evolves over time, thereby delivering increasing value.

Regarding automation milestones, we've achieved over 50% call automation for our customers on the launch day itself. However, the timing of achieving these milestones can vary for different customers, largely depending on the internal technology and systems of the financial institution.

The effectiveness of our solutions often leads customers to sign up for multiple products, with a long-term roadmap to collaborate with interface.ai. This timeline to achieving milestones and delivering value underpins our commitment to the success of our clients.



"...Sphere, a Generative AI-powered multimodal assistant, similar to ChatGPT, for customers...is set to transform the landscape of digital banking by creating a seamless, unified interface that simplifies the customer journey, from product discovery through to banking and wellness insights."

You've bootstrapped this business since 2019. Can you discuss any potential future capital raising plans?

We've been fortunate enough to remain self-funded since inception, and the business has been performing exceptionally well, consistently onboarding more clients and we are currently operating in a self-sufficient and profitable manner. However, we also understand the potential value that the right investors could bring to our business.

In terms of investors, our focus is to find a partner who has demonstrated a proven track record in successfully scaling a company to generate hundreds of millions in revenue, and steering it through the process of going public. It is key for us to find a partner who aligns with our vision and ambitions to grow. When such an opportunity presents itself, we would definitely consider collaborating.

What new products are you working on now and what is the near-term roadmap for the Company?

At interface.ai, we continually expand our product portfolio to cater to all stages of a customer lifecycle, currently offering over 60+ solutions. We recently introduced our new product suite, which harnesses the power of generative AI. This suite includes unique tools such as the Frontline Assistant, the banking industry's first Generative AI-powered multimodal assistant, akin to ChatGPT, designed for frontline staff in call centers and branches. Our financial institution customers are already using this solution and reaping unprecedented benefits.

Another remarkable product we've unveiled is 'Sphere', a Generative AI-powered multimodal assistant, similar to ChatGPT, for customers. Sphere is set to transform the landscape of digital banking by creating a seamless, unified interface that simplifies the customer journey, from product discovery through to banking and wellness insights.

Our near-term roadmap focuses on enhancing these innovative solutions, continuing to refine our product suite, and constantly simplifying the banking experience for customers across their lifecycle.



“As we look to the future, we believe AI will be the key conduit of value for customers and employees in the banking and credit union sector.”

How do you see banks and credit unions services and use of AI evolving and how will interface.ai fit in that future?

As we look to the future, we believe AI will be the key conduit of value for customers and employees in the banking and credit union sector.

Here are our bold predictions for the future of the industry, underlining the transformative role that AI will play:

- AI is going to be enterprise-wide. Every employee and customer of financial institutions is going to use AI in one way or another.
- AI is going to help customers and employees complete tasks 10X faster.
- With generative AI, 95% of all inquiries handled by customer support will be automated.
- Everything employees and customers want to achieve will either be augmented by AI or automated by AI.

To understand how interface.ai will fit into this transformative future, let us look at how customer engagement, employee workflows and internal systems are evolving.

Traditionally, customers have interacted with financial institutions through various channels — like call centers, mobile apps, and SMS — which then connect with disparate backend systems, such as core banking systems, loan origination systems, and more. Employees, too, navigated multiple systems to handle customer requests, often juggling between 5 to 30 systems.

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"We are developing a future where customers and employees will have just one ChatGPT-like multimodal interface to interact with, eliminating the need to grapple with various channels or backend systems."

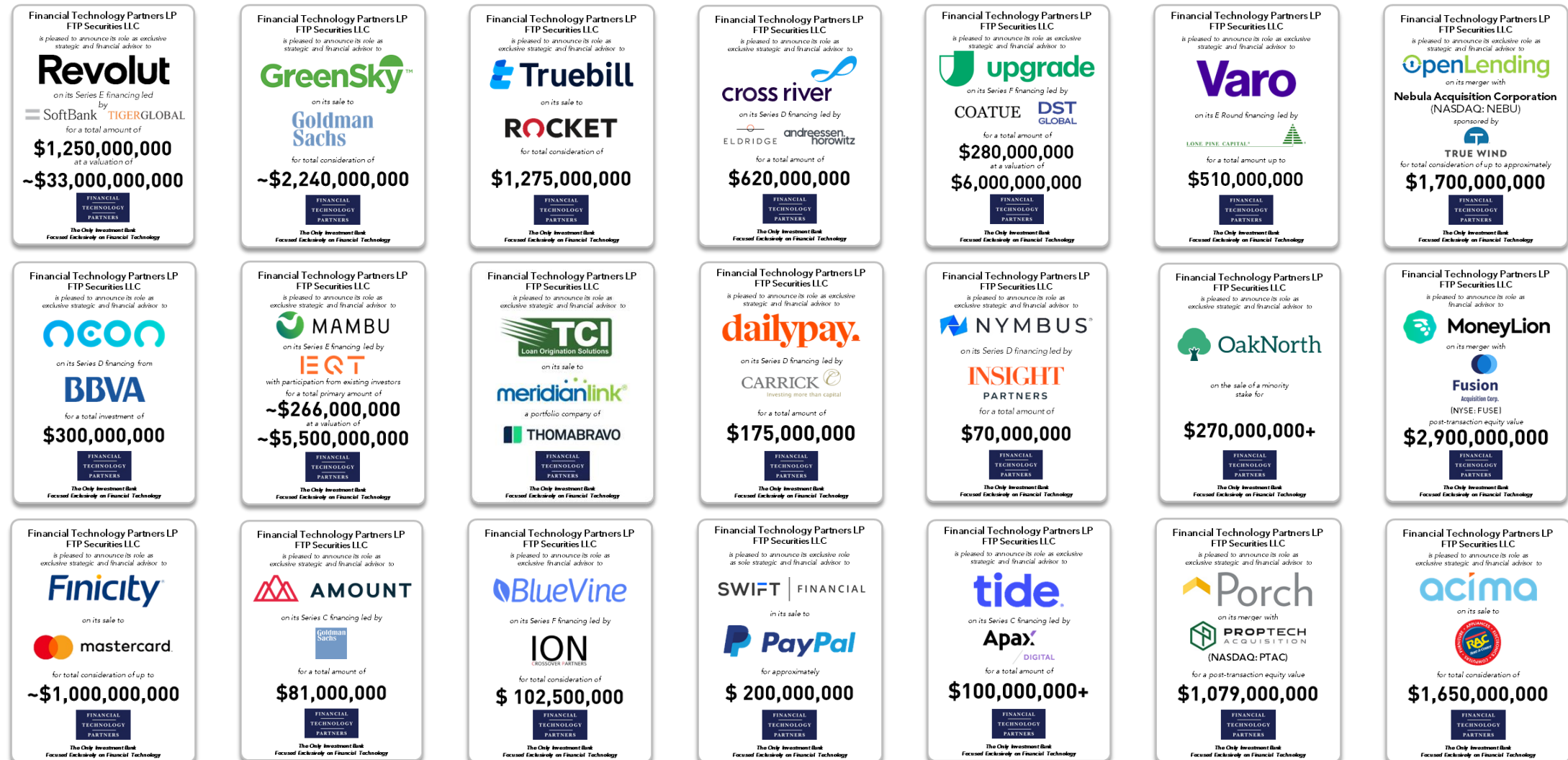
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In recent years, however, the industry has evolved to a point where, even though customers are still interacting with a financial institution through various channels, by incorporating AI, these financial institutions have been able to add a 'System of Intelligence' layer enabling them to offer intelligent experiences to end customers, offer financial insights, & enable automation by seamlessly interacting with the backend systems. It has also enabled employees of financial institutions to get insights to answer customer inquiries swiftly.

Looking ahead, we envision a more profound industry transformation through our 'Interactive Intelligence for Banking', powered by Generative AI. We are developing a future where customers and employees will have just one ChatGPT-like multimodal interface to interact with, eliminating the need to grapple with various channels or backend systems. This singular interface will manage all backend interactions, markedly enhancing user experiences and operational efficiencies. By streamlining interactions, we aim to redefine the financial journey for customers and employees alike.

FT Partners – Focused Exclusively on FinTech

Proven Track Record of Success Across the BankTech Sector



FT Partners Advises Revolut on its \$1.25 billion Series E Financing

Overview of Transaction

- On July 15, 2021, Revolut announced that it has raised \$1.25 billion in financing from Softbank and Tiger Global, valuing the business at ~\$33 billion
- SoftBank and Tiger Global join existing investors including Balderton Capital, DST, Ribbit Capital, TCV and TSG Consumer Partners
- Revolut is building the world's first truly global financial superapp to help people get more from their money
 - In 2015, Revolut launched in the UK offering money transfer and exchange; Today, more than 16 million customers around the world use dozens of Revolut's innovative products to make more than 150 million transactions a month

Significance of Transaction

- The investment will enable the Company to further its growth plans, in particular its ongoing product innovation aimed at meeting customers' everyday financial needs and aspirations, from quick and easy global transfers, to managing everything from savings to insurance to democratizing wealth and trading
- It will also support the expansion of Revolut's offering to US customers and its entry to India and other international markets
- Revolut is now the most valuable financial superapp and the 4th most valuable private FinTech company globally

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Revolut
- This transaction underscores FT Partners' deep expertise in the Consumer FinTech and Banking Tech space, as well as our successful track record generating highly favorable outcomes for high-growth, unicorn FinTech companies globally

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*is pleased to announce its role as
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Revolut

on its Series E financing led by

 SoftBank  TIGERGLOBAL

for a total amount of

\$1,250,000,000

at a valuation of

~\$33,000,000,000

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FT Partners Advises Upgrade on its Series F Financing

Overview of Transaction

- On November 16, 2021, Upgrade announced it raised \$280 million in Series F financing led by Coatue Management and DST Global with participation from Dragoneer Investment Group and existing investors
 - The round values the Company at more than \$6 billion, which represents a ~2x increase over the prior 2021 round
- Upgrade is a neobank that offers affordable and responsible credit to mainstream consumers through cards and personal loans, along with a rewards checking account that offers 2% cashback rewards to consumers on common everyday expenses and monthly subscriptions
- Upgrade has delivered over \$10 billion in affordable credit to mainstream consumers through cards and loans since inception in 2017, and is on track to deliver \$8 billion in 2021 alone
- Upgrade was recognized as the fastest growing company in the Americas by the Financial Times earlier this year, and Upgrade Card was recently recognized by Nilson Report as the fastest growing credit card in the US, marking the first time a FinTech company is listed among the top 50 US credit card issuers

Significance of Transaction

- The investment will fuel the rapid growth of Upgrade Card, an innovative credit card that brings the low cost of responsible credit of installment lending to millions of retail locations in the U.S.

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Upgrade
- FT Partners previously advised Upgrade on its Series D financing led by Santander InnoVentures in 2020 and Series E financing led by KDT in August 2021 – over this time period, Upgrade's valuation has grown over ~6x
- This transaction highlights FT Partners' deep domain expertise with neobanks and Consumer FinTech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

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on its Series F financing led by



for a total amount of

\$280,000,000

at a valuation of

\$6,000,000,000

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FT Partners Advises Lendable on its \$275 million Growth Equity Financing

Overview of Transaction

- Lendable has raised £210 million (~\$275 million) of new capital led by Ontario Teachers' Pension Plan in its latest growth equity financing round
- Co-founded in 2014 by Martin Kissinger and Victoria van Lennep, Lendable is an AI-led consumer finance platform, headquartered in the UK, offering a seamless and transparent multi-product experience
 - The Company's technology platform connects global institutional investors with borrowers across loans, credit cards and car finance
 - The company applies machine learning and automation to data sets leading to better rates, transparency, underwriting and ultimately customer service
 - Lendable also plans to widen its offering to include new products such as BNPL as well as expand in the US
- The addressable consumer credit market across the UK and the US is estimated at ~\$3 trillion
- Lendable has been profitable since 2017

Significance of Transaction

- Lendable has an unparalleled profile through its unique combination of growth, scale and profitability; the transaction will further accelerate Lendable's growth, expand its product offering, and support its upcoming launch in the US
- Ontario Teachers' Pension Plan is one of the world's largest institutional investors, and the investment, via Teachers' Innovation Platform, represents its continued commitment to supporting cutting-edge private tech companies led by mission-driven entrepreneurs to help fulfil their vision and shape better futures

FT Partners' Role

- FT Partners serves as exclusive financial advisor to Lendable
- The transaction highlights FT Partners' industry-leading expertise and successful track record within lending and the broader consumer finance sector

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*is pleased to announce its role as
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lendable

on its growth equity financing led by



for a total amount of

~\$275,000,000

at a valuation of

~\$4,500,000,000

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FT Partners Advises Truebill on its \$1.275 billion Sale to Rocket

Overview of Transaction

- On December 20, 2021, Rocket Companies (NYSE: RKT), the Detroit-based platform company consisting of tech-driven real estate, mortgage and financial services businesses, announced it has entered into an agreement to acquire Truebill, the leading personal finance app that helps consumers manage every aspect of their financial lives
 - Rocket will acquire Truebill for approximately \$1.275 billion in cash
- Founded in 2015, Truebill currently has 2.5 million members, and has doubled its user base in just the last year
 - The Company currently analyzes \$50 billion in monthly transaction volume and has saved consumers \$100 million+ since its founding
- Truebill's ability to leverage technology to improve its clients' financial health adds to Rocket's end-to-end real estate and home financing experience, expanding real estate platform, and quickly growing automotive sales marketplace

Significance of Transaction

- The acquisition of Truebill accelerates Rocket Companies' vision to help clients in complex moments; Truebill will deepen engagement with clients and help millions of consumers improve their financial lives
- The acquisition brings millions of clients to the Rocket platform and adds more than \$100 million in annual recurring revenue and supports a new organic growth opportunity and a significant channel to nurture clients – keeping them engaged in Rocket's FinTech ecosystem by providing value between the large financial transactions that Rocket Companies is known for

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Truebill
- This transaction highlights FT Partners' deep domain expertise in the Consumer FinTech sector, and its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

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*is pleased to announce its role as
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on its sale to

ROCKET

for total consideration of

\$1,275,000,000

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FT Partners Advises Cross River on its \$620 million Financing

Overview of Transaction

- On March 30, 2022, Cross River announced its \$620 million Series D financing round led by Eldridge and Andreessen Horowitz
 - Cross River provides essential infrastructure enabling strategic partners to offer leading embedded payments, cards, lending and crypto solutions to customers
 - T. Rowe Price, Whale Rock, Hanaco and other investors also participated in the round
- Cross River is a leading technology infrastructure provider enabling the delivery of innovative financial solutions to millions of consumers and business
 - Built on its proprietary real-time banking core, Cross River provides essential services to the fastest growing fintech platforms
 - Cross River is the technology supporting many of the largest fintech companies in the world such as Affirm, Coinbase, Rocket Loans, Stripe, Upgrade and Upstart

Significance of Transaction

- The capital infusion will accelerate Cross River's tech-focused growth strategy by building out embedded financial solutions, bolstering strategic partnerships and continuing plans for international expansion

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Cross River
- This transaction highlights FT Partners' industry-leading expertise across the Banking Tech space and its successful track record generating highly favorable outcomes for FinTech companies globally

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on its Series D financing led by



with participation from



for a total amount of

\$620,000,000

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FT Partners Advises Nymbus on its \$70 million Series D Financing

Overview of Transaction

- On May 25, 2023, Nymbus announced the completion of its \$70 million Series D financing round from new and repeat investors
 - This round was led by global software investor Insight Partners and bolstered by additional investments from Nymbus clients ConnectOne Bank and PeoplesBank, alongside other FinTech investors, The Banc Funds Company and Mendon Venture Partners
- The announcement follows a previous announcement of strategic investments from Curql Collective, a Credit Union Service Organization (CUSO) driving FinTech innovation for credit unions, via its flagship Curql Fund and Reseda Group, a wholly owned CUSO of MSU Federal Credit Union (MSUFCU), a Nymbus client
- Nymbus has disrupted the financial services market as an alternative to legacy business models
 - With Nymbus, any size financial institution can quickly launch a full-service digital bank or migrate to its award-winning core
 - Nymbus buys back decades of lost time to engage and support the entire digital customer journey

Significance of Transaction

- The capital infusion will empower Nymbus to expedite the expansion and advancement of its modern core system and diverse product portfolio
- The proceeds of this financing round will be put toward investing in scaling various products and services, particularly its core transaction processing engine and platform for commercial banking

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Nymbus.
- This transaction highlights FT Partners' deep domain expertise in the Banking Tech sector, and its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

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on its Series D financing led by

INSIGHT
PARTNERS

with participation from



for a total amount of

\$70,000,000

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FT Partners Advises Acorns on its Acquisition of GoHenry

Overview of Transaction

- On April 3, 2023, Acorns, a saving and investing app for everyday people, announced that it had acquired GoHenry and its European arm Pixpay
- Founded in 2012 in the UK, GoHenry is a financial education app and prepaid debit card with in-app, gamified money lessons designed to teach kids and teens how to be smart with money from a young age
 - Today, GoHenry operates in the UK and US and more recently France, Spain and Italy with its acquisition of French FinTech Pixpay
- Together, Acorns and GoHenry will serve close to six million subscribers
- In the US, GoHenry will operate as GoHenry by Acorns while GoHenry & Pixpay will continue to operate under their own brands in the UK & Europe

Significance of Transaction

- The acquisition marks an acceleration of Acorns' roadmap by putting the responsible tools of money management and education in the hands of kids, teens and adults, globally

FT Partners' Role

- FT Partners served as the exclusive strategic and financial advisor to Acorns
- This transaction highlights FT Partners' deep domain expertise in the Consumer FinTech space, as well as its continued success in providing buy-side advisory to leading FinTech companies

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on its acquisition of



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AvidXchange

“We hired FT Partners back in 2009, and our Board feels that hiring FT Partners **was one of the most strategic decisions we could have made along this journey**. They have been tremendous partners for us, and we are delighted with them on every level.”



Michael Praeger, CEO, AvidXchange

Truebill

“From the time we began having external conversations right up to the moment we signed a definitive deal, FT Partners were invaluable partners. They brought **not only strategic advice but also worked tirelessly helping execute all the way to closing**. I can’t imagine trying to navigate this process without them.”



Haroon Mokhtarzada, Co-Founder and CEO

QED Investors

“Wherever a board or a management team has steered away from hiring FT Partners it always seems to end up in tears. **Here’s to you and everything you do.**”



Nigel Morris, Managing Partner

Consistent Recognition Through the Years



Bloomberg

FT Partners’ Steve McLaughlin was featured on Bloomberg
View the [full article](#) and watch the live [TV interview](#)



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Silicon Valley’s Most Popular Dealmakers

Ranked #2 Tech Investment Banker in 2016



LendIt FinTech Industry Awards

Top Investment Bank in FinTech in 2018



The FinTech Finance 40

Steve McLaughlin ranked #1 in 2017 and 2018



The M&A Atlas Awards

2020 Large SPAC Deal of the Year
2020 Corporate M&A Deal of the Year

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