Point Predictive Overview

POINT PREDICTIVE

Co-Founder & CEO:	**Tim Grace**
Headquarters:	**San Diego, CA**
Founded:	**2017**

- Point Predictive combines extensive proprietary data and risk scoring technology to deliver AI-based digital underwriting automation and fraud prevention to industry-leading auto, mortgage and FinTech lenders

- Built on an extensive proprietary risk data repository, Point Predictive's solutions utilize machine learning capabilities to determine borrowers' truthfulness and allow lenders to streamline the underwriting process and fund more loans

- Through Point Predictive's solutions, lenders are able to significantly automate key steps in the loan origination workflow, improve stipulation targeting and enable a more efficient loan application process to the consumer
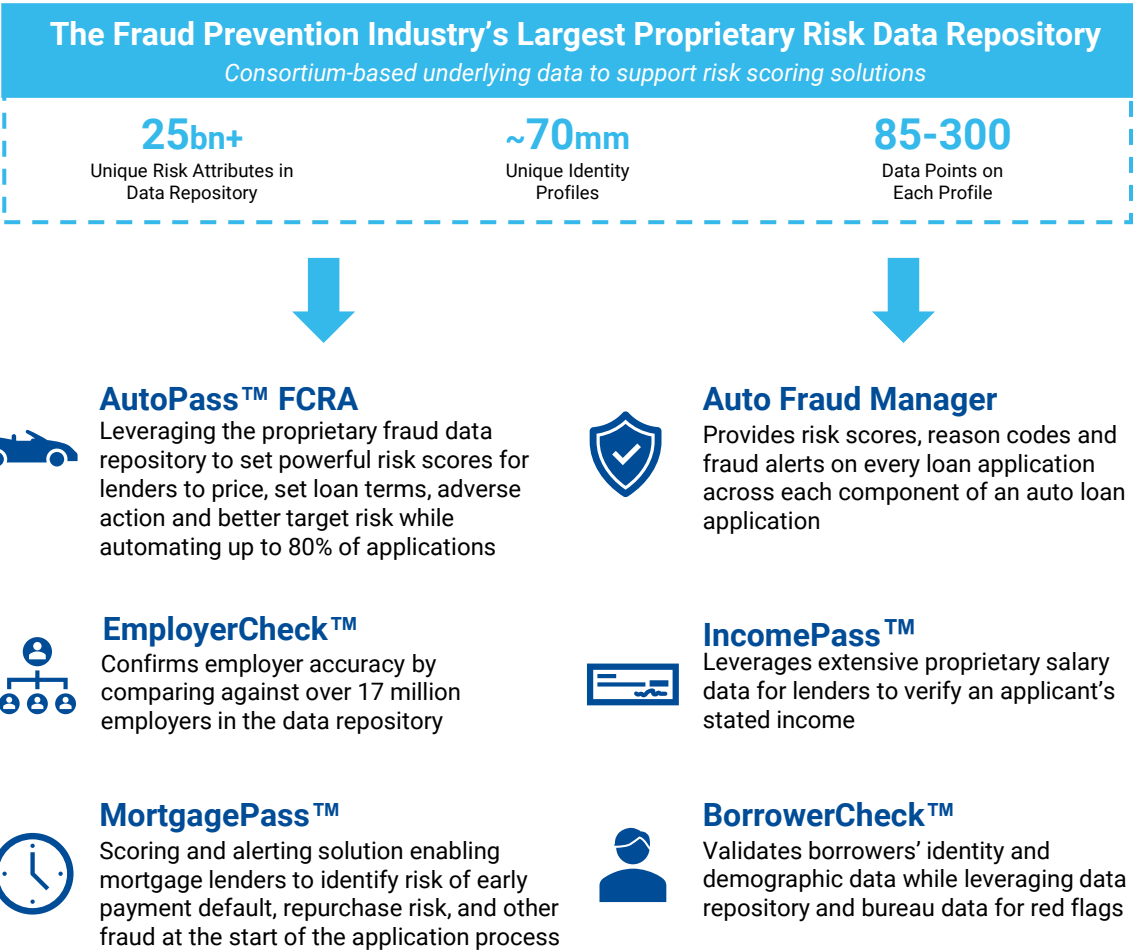
Key Investors

mosaik
PARTNERS

TEN COVES CAPITAL

Management

Tim Grace
Chief Executive Officer
Co-founder

Frank McKenna
Chief Innovation Officer
Co-founder

Core Product Overview

The Fraud Prevention Industry's Largest Proprietary Risk Data Repository
Consortium-based underlying data to support risk scoring solutions

25bn+	**~70mm**	**85-300**
Unique Risk Attributes in Data Repository	Unique Identity Profiles	Data Points on Each Profile

AutoPass™ FCRA
Leveraging the proprietary fraud data repository to set powerful risk scores for lenders to price, set loan terms, adverse action and better target risk while automating up to 80% of applications

Auto Fraud Manager
Provides risk scores, reason codes and fraud alerts on every loan application across each component of an auto loan application

EmployerCheck™
Confirms employer accuracy by comparing against over 17 million employers in the data repository

IncomePass™
Leverages extensive proprietary salary data for lenders to verify an applicant's stated income

MortgagePass™
Scoring and alerting solution enabling mortgage lenders to identify risk of early payment default, repurchase risk, and other fraud at the start of the application process

BorrowerCheck™
Validates borrowers' identity and demographic data while leveraging data repository and bureau data for red flags

FinTech CEO Interview: Point Predictive

Point Predictive's Proprietary Risk Data Repository

POINT PREDICTIVE

25 Billion Unique Data Attributes Not Available On Any Public Records Source

25 Billion

Unique data points that deliver insight not available on any public records source of data

70 Million unique identity profiles with up to 300 data points available

18 Million unique employer profiles

150 Million income risk reports

Up To 300 Hyper Granular Data Points On Each Profile

- ✓ Demographics
- ✓ Collateral
- ✓ Historical Activity
- ✓ Income/Employment
- ✓ Identity
- ✓ Trending Activity

$3 Trillion

in application value ingested into its proprietary data and protected by its technology

145 Million Applications Scored

The Quantity Of Data Points Are Rapidly Expanding Each Month

4.6 Million score requests

2 Million unique apps

500K profile adds

Granular Performance / Negative Data

10,200 fake employers

$11.8 Billion in early defaulted loans

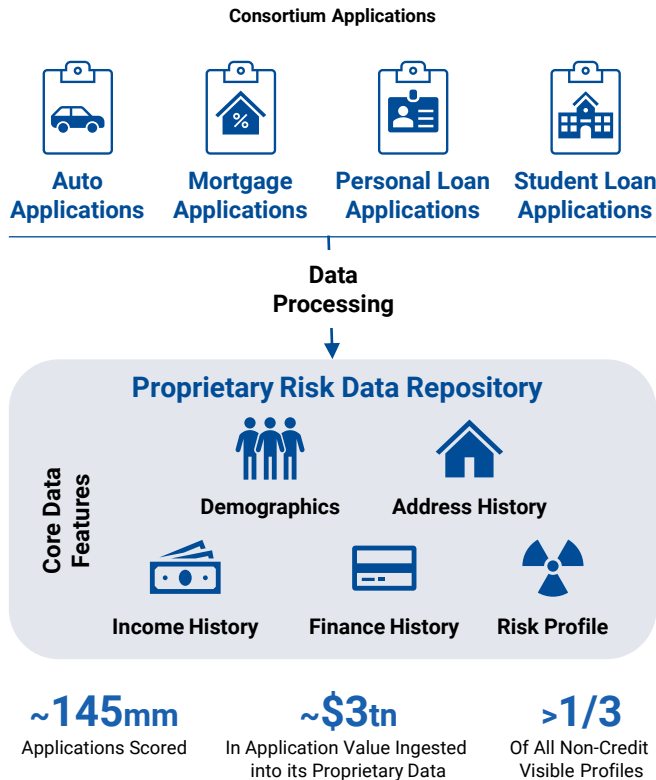**$2.8 Billion** in known fraudulent loan applications

1 Million VIN's associated with early default
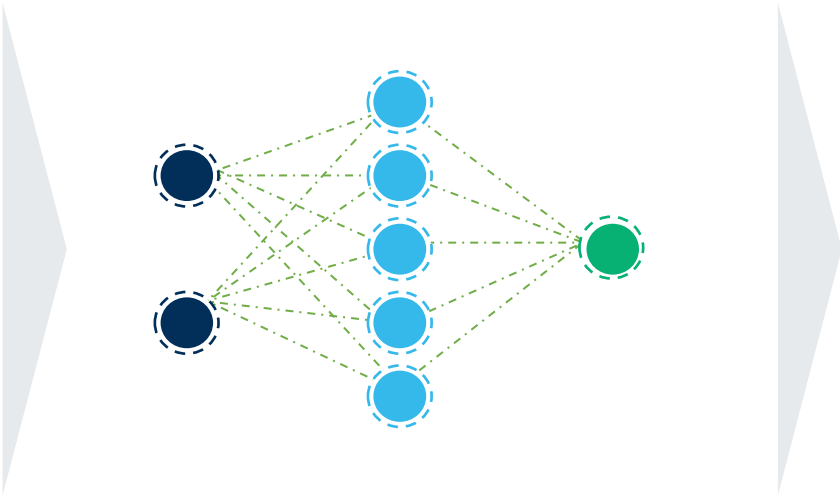
Point Predictive Overview (cont.)

Point Predictive's Proprietary AI Risk Scoring Model is Proven to be One of the Most Effective and Comprehensive in the Market

Loan application data is augmented and parsed…

…and processed through Point Predictive's proprietary AI and machine learning algorithms to spot patterns of fraud…

…and develops scoring models to scan for potential fraud risk and early payment default risk patterns on each new application

Consortium Applications

Auto Applications | Mortgage Applications | Personal Loan Applications | Student Loan Applications

Data Processing

Proprietary Risk Data Repository

Core Data Features

Demographics | Address History

Income History | Finance History | Risk Profile

~145mm
Applications Scored

~$3tn
In Application Value Ingested into its Proprietary Data

>1/3
Of All Non-Credit Visible Profiles

The *largest lending proprietary risk data repository* ever developed

4 product patents supporting products that demonstrate superior performance in evaluating application truthfulness and potential loss risk
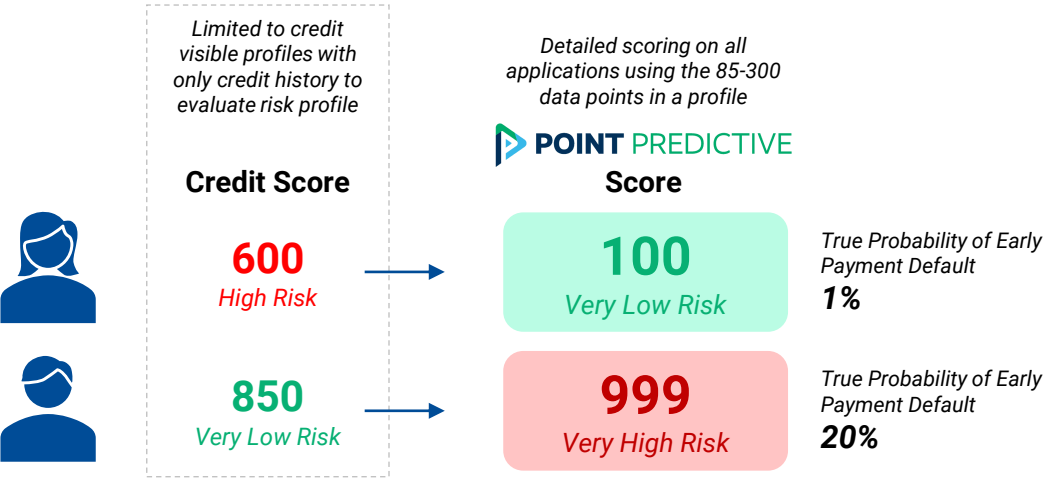
Detailed scoring and reports that cover *multiple types of fraud risk* including *income, identity, straw borrower, collateral and employment risk*

POINT PREDICTIVE

Point Predictive Overview (cont.)

Point Predictive's Scoring Models Provide Superior Risk Insights to Lenders by Accurately Evaluating Borrower's Holistic Risk Profile

The scoring model is based on multiple aspects of a loan application and presents a comprehensive view of a borrower's likelihood to result in a fraud-related loss

Limited to credit visible profiles with only credit history to evaluate risk profile

Detailed scoring on all applications using the 85-300 data points in a profile

POINT PREDICTIVE

Credit Score

Score

600
High Risk

→

100
Very Low Risk

True Probability of Early Payment Default
1%

850
Very Low Risk

→

999
Very High Risk

True Probability of Early Payment Default
20%

Resulting in Significant Automation of Key Points in the Loan Decisioning Process

Increased Automated Approvals

Improved Stipulation Targeting

Improved Validation Checks

Point Predictive has Built a Broad, Loyal Customer Base and Lender Consortium Across the Consumer Lending Ecosystem

American CREDIT ACCEPTANCE

Ascent Loans that power bright futures.

byrider

Top 2 US Auto Originator

CRESCENTBANK

LOBEL FINANCIAL

M&T Bank

MidAtlantic FINANCE COMPANY

SoFi

W Westlake Financial

50%
More Funded loans after Reducing Stips

~80%
Increase in Loan Auto-approval Rate

~55%
Reduction in Fraud Losses

Industry Leader Across Risk Management Solutions for Lenders

US FIN TECH awards 2023 #USFinTechAwards www.USfintechawards.com
FINALIST
LendTech of the Year

US FIN TECH awards 2023 #USFinTechAwards www.USfintechawards.com
FINALIST
RegTech of the Year

CIO APPLICATIONS TOP 25 ARTIFICIAL INTELLIGENCE SOLUTION PROVIDERS

Ev20 Innovative
AI Solution Provider 2022

CIO Review 20 MOST PROMISING ENTERPRISE RISK MANAGEMENT SOLUTION PROVIDERS - 2018

Point Predictive CEO Interview

POINT PREDICTIVE

Tim Grace
Co-Founder & CEO

"After several large companies attempted to create a data consortium, the lenders felt we were the leaders that had the experience to do it"

Can you tell us about your background and what led you to found Point Predictive?

I have worked in the Artificial Intelligence space and built risk data consortiums for the last 25 years. During that time, I have helped launch over 25 predictive solutions and successful risk products to market.

I worked for companies like HNC Software, who developed the first commercially successful AI/Machine Learning solution using a data consortium to solve credit card fraud in the 1990s. By the time I left, Falcon Scoring was being used to prevent fraud on 80% of all credit card traffic in the US and 65% worldwide.

Frank McKenna and I decided to launch a company called BasePoint Analytics in 2004 to take AI/Machine Learning Scoring to the next level and extend its use to help mortgage lenders and atm/debit platforms like Mastercard solve fraud in emerging areas. We sold the atm/debit solutions to Actimize/NICE and later sold the company to CoreLogic and to this day, about 60% of mortgages still rely on solutions built by BasePoint to manage risk.

After BasePoint and CoreLogic, both Frank and I were approached by large auto finance companies that wanted to start a data risk consortium. After several large companies attempted to create a data consortium, the lenders felt we were the leaders that had the experience to do it. With lender support and investor support, Frank and I launched Point Predictive to bring AI/Machine Learning scoring based on an aggregated risk data consortium to auto finance. These scores precisely identify fraud and hidden misrepresentation losses within early payment defaults. Since then, we have expanded across all lending verticals to include not only auto lending but companies providing personal loans, student loans, mortgage loans, credit card issuers.

Point Predictive CEO Interview (cont.)

POINT PREDICTIVE

Tim Grace | Co-Founder & CEO

"Point Predictive goes far beyond identity risk to help lenders solve and automate their fraud and misrepresentation checks into a single solution that covers all losses associated with income, employment, third-parties, collateral risk, and identity risks"

What problem are you solving for lenders that other providers aren't able to? What makes you uniquely capable of doing it better?

Thousands of providers are focused on helping lenders solve identity risk, and they all tend to use the same bureau and third-party data to do it.

Point Predictive goes far beyond identity risk to help lenders solve and automate their fraud and misrepresentation checks into a single solution that covers all losses associated with income, employment, third-parties, collateral risk, and identity risks. Because of this comprehensive approach, lenders don't have to try to cobble together a solution themselves. In addition, because our solutions precisely target risk, lenders are able to remove friction from truthful applications or applications in low risk scores. This enables lenders to capture 30-50% more origination volume by automating approvals for low-risk consumers.

Point Predictive also collects unique and comprehensive data that enables our capabilities in this area. By collecting between 75 and 120 proprietary data points on every application score request, our accuracy on the risk of default of an application far surpasses most companies that only request name, address, social security number & date of birth. Point Predictive has data points on the borrower's income, employment, what they purchased, how much they financed, and where they live, and much more. We can then organize that data in such a way that it helps us understand if someone is being truthful or not in their application information.

We have scored over 145 million applications and aggregated more than 25 billion unique data points on consumers that no other provider has. Our data represents over 70 million consumers, over 38% of the non-credit visible population, 27% of the credit visible population and ~$3 trillion in loan value.

POINT PREDICTIVE

Point Predictive CEO Interview (cont.)

POINT PREDICTIVE   **Tim Grace** | Co-Founder & CEO

"Over the years, the founders of Point Predictive have built 4 of these risk consortiums, so we know exactly how to set it up, how to handle massive amounts of data, how to safeguard the data, and how to assemble it so it is useable and reliable"

What difficulties have prevented others from creating a lending fraud data consortium?

Creating a Lending Risk Consortium takes a tremendous amount of experience and coordination with multiple stakeholders in the industry and within each organization that participates. We must work with legal, compliance, operations, and risk teams to make sure they are comfortable that we are going to be good stewards of their data.

Point Predictive is expert at this. Over the years, the founders of Point Predictive have built 4 of these risk consortiums, so we know exactly how to set it up, how to handle massive amounts of data, how to safeguard the data, and how to assemble it so it is usable and reliable.

There are very few companies that have the expertise, patience, or focus required to build a consortium like we do.

What does your unique consortium approach allow you to do better in your solutions for your consortium members?

The consortium approach allows us to do many things better in our solutions for lenders:

- *They can automate more* – Because we have up to 300 unique data points on every consumer we have seen, we can help lenders get comfortable enough auto approve low-risk applicants that have no risk historically.
- *They can find hidden fraud* – We see borrowers with Credit scores over 800 that default at very high rates. Why is that? It's because there is fraud and default risk in the application that we can find using our data. When there is fraud – traditional credit scores are useless in predicting the default risk.
- *They can expand their origination portfolio* – Using our FCRA scores, lenders can approve, price and adverse action loans that maybe they haven't historically. We have data on 35% of the credit-invisible population here in the US. We can help lenders expand their portfolios profitably with our unique scores and data.

Point Predictive CEO Interview (cont.)

POINT PREDICTIVE **Tim Grace** | Co-Founder & CEO

"Allows auto lenders to auto-approve up to 80% of their applications while reducing fraud-related defaults by up to 60%... the most comprehensive solution that encompasses an auto lender's complete risk profile, and we even offer an FCRA-compliant score"

What are your core solutions, and how broad are their use cases for market participants?

Our three core solutions help us deliver value to lenders, banks, credit unions, and FinTech companies:

AutoOne™ - Our AutoOne™ platform, a bundled solution including Case Manager, Auto Fraud Manager / AutoPass™, EmployerCheck™, and IncomePass™, allows auto lenders to auto-approve up to 80% of their applications while reducing fraud-related defaults by up to 60%. It's the most comprehensive solution that encompasses an auto lender's complete risk profile, and we even offer an FCRA-compliant score so they can use it for every decision they make.

IncomePass™/EmployerCheck™ – Our IncomePass™ solution allows lenders to completely automate their income validation on up to 80% of their applicants without requiring any documentation from the borrower or doing a costly database check. The number one issue for lenders and FinTechs today is validating income without turning away good borrowers. IncomePass helps our customers convert about 50% more good loans by automating the validation for them. Simultaneously we help lenders evaluate the source of the income; the employer. With information on over 18 million employers and over 10,000 known risky employers the combination of a comprehensive income validation and employer validation is unmatched by any other offering in the industry.

BorrowerCheck™ - Our BorrowerCheck™ solution brings first and third-party fraud avoidance into a single API call for any company financing borrowers. We leverage our 25 billion unique data points on borrowers and third-party data to comprehensively identify synthetic identities, stolen identities, income misrepresentation, and employment fraud for a company before they make a decision. It's different than the thousands of other identity solutions on the market because of our first-party fraud-related data that no other company has.

Point Predictive CEO Interview (cont.)

POINT PREDICTIVE

Tim Grace | Co-Founder & CEO

"Most fraud solutions focus narrowly on one type of risk (identity), so lenders can only use those solutions to automate 10% or 15% of their fraud checks. Our solutions help lenders automate up to 80% of their fraud checks and auto-approve loans"

How are you leveraging AI/ML modeling in your fraud scoring?

We use supervised machine-learning techniques and are also employing some Deep Learning techniques to help us develop our predictions for lenders. Whether we are trying to predict the risk of fraud-related early payment default or whether a borrower is telling the truth about their income, we use vast amounts of historical data and train machines to make those accurate predictions.

We are able to use supervised learning for our scores and predictions because we know historical outcomes, whether a loan defaulted or had fraud, and the borrower's validated income. Our data scientists train and calibrate models to become experts at finding those historical risk patterns through millions and millions of iterations.

The model when trained becomes excellent at predicting fraud and risk, and then we can use that score to predict risk on every new application as our software scans it.

What are the key attributes that differentiate your solutions from other fraud solutions?

First, our solutions are more comprehensive in finding both first- and third-party risks that lead to any default risk. We don't just focus on identity or third party as most solutions do.

Second, our solutions help lenders scale up their automation. Most fraud solutions focus narrowly on one type of risk (identity), so lenders can only use those solutions to automate 10% or 15% of their fraud checks. Our solutions help lenders automate up to 80% of their fraud checks and auto-approve loans, making us more relevant than other fraud solutions.

Third, our proprietary data is powerful and not the older and frequently used data that other fraud solutions use. Our data cannot be found on any other public or bureau source. That makes the risk insights we give lenders orthogonal to what they use today.

Point Predictive CEO Interview (cont.)

POINT PREDICTIVE

Tim Grace | Co-Founder & CEO

"We generally find that lenders identify just a small fraction of the fraud and material misrepresentation that occurs because they don't have the technology or data points to avoid it upfront"

How are you different than point solutions targeting a specific fraud type (i.e., synthetic identity, etc.)?

Point solutions for synthetic identity focus on solving one specific problem for a lender or bank. In the case of synthetic identity, the existing solutions will try to find it by looking narrowly at the borrower's SSN or the borrower's credit history. But those solutions really don't look at the bigger picture, such as the likelihood that the loan will default or the other signals the borrower is providing around the income and employment they provide. We know, for example, in the case of identity theft, fraudsters are manipulating income and employment 90-100% of the time, so we incorporate broader signals into our scoring that other solutions will often ignore and miss. Our solutions target the loss lenders are trying to avoid while avoiding the false alerts created by other solutions. We are a loss reduction solution that automates decisions and reduces friction on low-risk borrowers

How do you define fraud in a lending context? How should we consider identified fraud versus early payment default, which could be related to fraud?

We define fraud in lending as any material misrepresentation that leads to an impact on the performance of the loan. In other words, the misrepresentation is material enough to impact whether or not that borrower will pay or would have affected the lending decision. We really focus on helping lenders identify the misrepresentations that matter instead of alerting to typographical errors or immaterial false positives.

We generally find that lenders identify just a small fraction of the fraud and material misrepresentation that occurs because they don't have the technology or data points to avoid it upfront. When they find fraud or material misrepresentation which might be about 33% of the time, we call that identified or known fraud.

Continued on next page

Point Predictive CEO Interview (cont.)

POINT PREDICTIVE

Tim Grace | Co-Founder & CEO

Continued from prior page

Fraud that is not identified generally defaults within the first six months, and we refer to that as early payment default. Our analysis suggests that up to 70% of those loans that default within that 6-month time period have some element of fraud or material misrepresentation in the initial application that was never identified. Most of those losses could be avoided if they are running our solutions before they fund the loan.

"With our current solution set, we are offering solutions in markets worth about $6.8 billion annually in spending by lenders, FinTech, banks, credit unions, and car dealerships"

How large is the opportunity / market that you are focused on? Do you see this continuing to expand as you target additional lending segments or other market segments?

We are addressing a large market. With our current solution set, we are offering solutions in markets worth about $6.8 billion annually in spending by lenders, FinTech, banks, credit unions, and car dealerships.

Expanding possibilities include insurance, rentals, retail, buy now/pay later, and data sales. Our consumer data is so rich and unique that as we expand the use cases will continue to exhibit themselves to us. We purse those opportunities that make the most sense and where the need is most compelling.

How do you see the market for fraud solutions and scoring evolving going forward? How have you performed to date? Can you share any KPIs with us and/or growth expectations?

The need for fraud solutions is going to grow annually. But not in the way that you might expect.

Take digital lending, for example – that is growing at a rate of 22% a year, and the only way to make digital lending effective and ensure growth is to ensure that everything is automated in the background, including fraud and misrepresentation checks. We are uniquely positioned to enable those automated checks because we look at applications comprehensively and have a tremendous data set on risk. A digital lender can safely auto-approve a borrower and clear all documentation request on up to 80% of the applications.

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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Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

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

FINANCIAL TECHNOLOGY PARTNERS

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Focused Exclusively on Financial Technology

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

Financial Technology Partners LP
FTP Securities LLC

*is pleased to announce its role as
exclusive strategic and financial advisor to*

upgrade

on its Series F financing led by

COATUE   DST GLOBAL

for a total amount of

$280,000,000

at a valuation of

$6,000,000,000

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TECHNOLOGY
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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

Financial Technology Partners LP
FTP Securities LLC

*is pleased to announce its role as
exclusive financial advisor to*

lendable

on its growth equity financing led by

**ONTARIO TEACHERS'
PENSION PLAN**

for a total amount of

~$275,000,000

at a valuation of

~$4,500,000,000

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TECHNOLOGY
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FT Partners – Focused Exclusively on FinTech

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

Financial Technology Partners LP
FTP Securities LLC

*is pleased to announce its role as
exclusive strategic and financial advisor to*

Truebill

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

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

cross river

on its Series D financing led by

ELDRIDGE   andreessen horowitz

with participation from

WHALE ROCK   T. Rowe Price   Hanaco

for a total amount of

$620,000,000

FINANCIAL TECHNOLOGY PARTNERS

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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

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as
exclusive strategic and financial advisor to

NYMBUS®

on its Series D financing led by

INSIGHT
PARTNERS

with participation from

PeoplesBank   THE BANC FUNDS   Curql

ConnectOneBank   MENDON MVP   msufcu

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

Financial Technology Partners LP
FTP Securities LLC

*is pleased to announce its role as
exclusive strategic and financial advisor to*

acorns

on its acquisition of

gohenry

FINANCIAL
TECHNOLOGY
PARTNERS

*The Only Investment Bank
Focused Exclusively on Financial Technology*

FT Partners – Focused Exclusively on FinTech

Award-Winning Investment Bank Focused on Client Results

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

M&A Advisor Awards

Over 10 awards including Tech Deal of the Year (2019) and Investment Banking Firm of the Year (2016)

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

FT Partners – Focused Exclusively on FinTech

FT Partners' Disclaimer