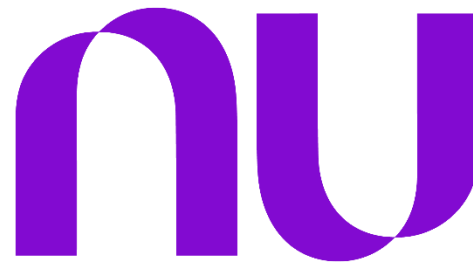


FT PARTNERS FINTECH INDUSTRY RESEARCH

December 9, 2021



Nu Holdings Completes its IPO Raising \$2.6 billion (NYSE: NU & B3: NUBR33)

Executive Summary



- On December 8, 2021, Brazil-based Nu Holdings, one of the world's largest digital banking platforms, announced it had priced its IPO at \$9 per share, with shares set to begin trading on December 9, 2021 (NYSE: NU & B3: NUBR33)
- Nu offered 289 million shares raising approximately \$2.6 billion in gross proceeds, making it the largest FinTech IPO this year and one of the Top 5 largest ever ⁽¹⁾
 - The IPO implied a market cap of over \$41 billion for Nu ⁽¹⁾
- Nu filed for its IPO on November 1, 2021, and had set an initial price range of \$10 – 11 per share
 - The Company filed publicly for its IPO as an emerging growth company
 - The Company intends to use the net proceeds to increase its capitalization and financial flexibility, create a public market for its Class A ordinary shares and BDRs, and general corporate purposes, including working capital, operating expenses, capital expenditures and potential acquisitions or investments in the future
 - Upon the completion of this offering, founding shareholder and CEO, David Vélez Osorno, will beneficially own 75% of the voting power of issued share capital, making the Company a “controlled company” under NYSE governance standards
- Nu has over 48 million customers across Brazil, Mexico, and Colombia, including approximately 28% of Brazil's population aged 15 and above
 - Nu has grown its customer base at a CAGR of 110% from September 2018 to September 2021
- Nu secured an equity investment from Berkshire Hathaway in June 2021 at a \$30 billion valuation
 - Notable existing private investors in Nu include TCV, Tencent, DST Global, Goldman Sachs, Founders Fund, Tiger Global Management, and Sequoia Capital

Nu Holdings Raises \$2.6 billion in its IPO

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IPO Overview

Key IPO Statistics

CEO:	David Vélez Osorno
Headquarters:	São Paulo, Brazil
Founded:	2013
Employees:	5,403
<hr/>	
Prospectus File Date:	November 1, 2021
Ticker:	NYSE: NU
Estimated Gross Proceeds:	~\$2.6 billion *
Shares Offered:	289.2 million *
Initial Filing Range:	\$10 - 11
Listing Date:	December 9, 2021
Offer Price:	\$9

Use of Proceeds

The Company intends to use the net proceeds for general corporate purposes, including working capital, operating expenses and capital expenditures

Source: Company prospectus
* Excluding greenshoe

UNITED STATES SECURITIES & EXCHANGE COMMISSION

Form F-1

Nu Holdings Ltd.



David Vélez Osorno
Chief Executive Officer

Campbells Corporate Services Limited, Floor 4,
Willow House, Cricket Square, KY1-9010
Grand Cayman, Cayman Islands

Nu Holdings Overview

Company Overview



CEO: David Vélez Osorno

Headquarters: São Paulo

Founded: 2013

- Nu Holdings is one of the largest digital banking platforms globally, aiming to serve both individual consumers and small businesses throughout Brazil, Mexico, and Colombia with a focus on serving the underbanked
 - The underbanked population consists of approximately 134 million adults throughout Brazil, Mexico, and Colombia
 - The Company has amassed 48.1 million customers, including approximately 28% of the Brazilian population above the age of 15
- Nu's products offerings for consumers and SMEs include credit and debit cards with instant payment capabilities, savings accounts, a digital investment platform, borrowing via credit cards and personal loans, and insurance solutions
- The Company has continued to grow organically since its initial launch, with 80-90% of its customer growth coming from direct customer referrals and word-of-mouth
- Between its operations in Brazil, Mexico, and Colombia, Nu Holdings covers 60% of Latin America by population and 61% by GDP

Product and Services

Spending Solutions

Mastercard-branded debit and credit cards, Ultraviolet cards for affluent customers, and mobile payments via PIX, WhatsApp Pay, and NuAccounts

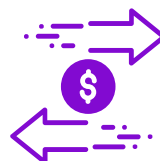


Savings Solutions

Nu personal accounts and Nu business accounts provide solutions for personal and professional finance activities

Investing Solutions

NuInvest offers direct-to-consumer functionality that allows customers to invest in equities, ETFs, options, and more with as little as \$1



Borrowing Solutions

Nu provides users with unsecured personal loans and buy-now-pay-later services

Protecting Solutions

Nu offers a complete life insurance product, NuLife, that is underwritten by Chubb and offers premiums as low as \$2



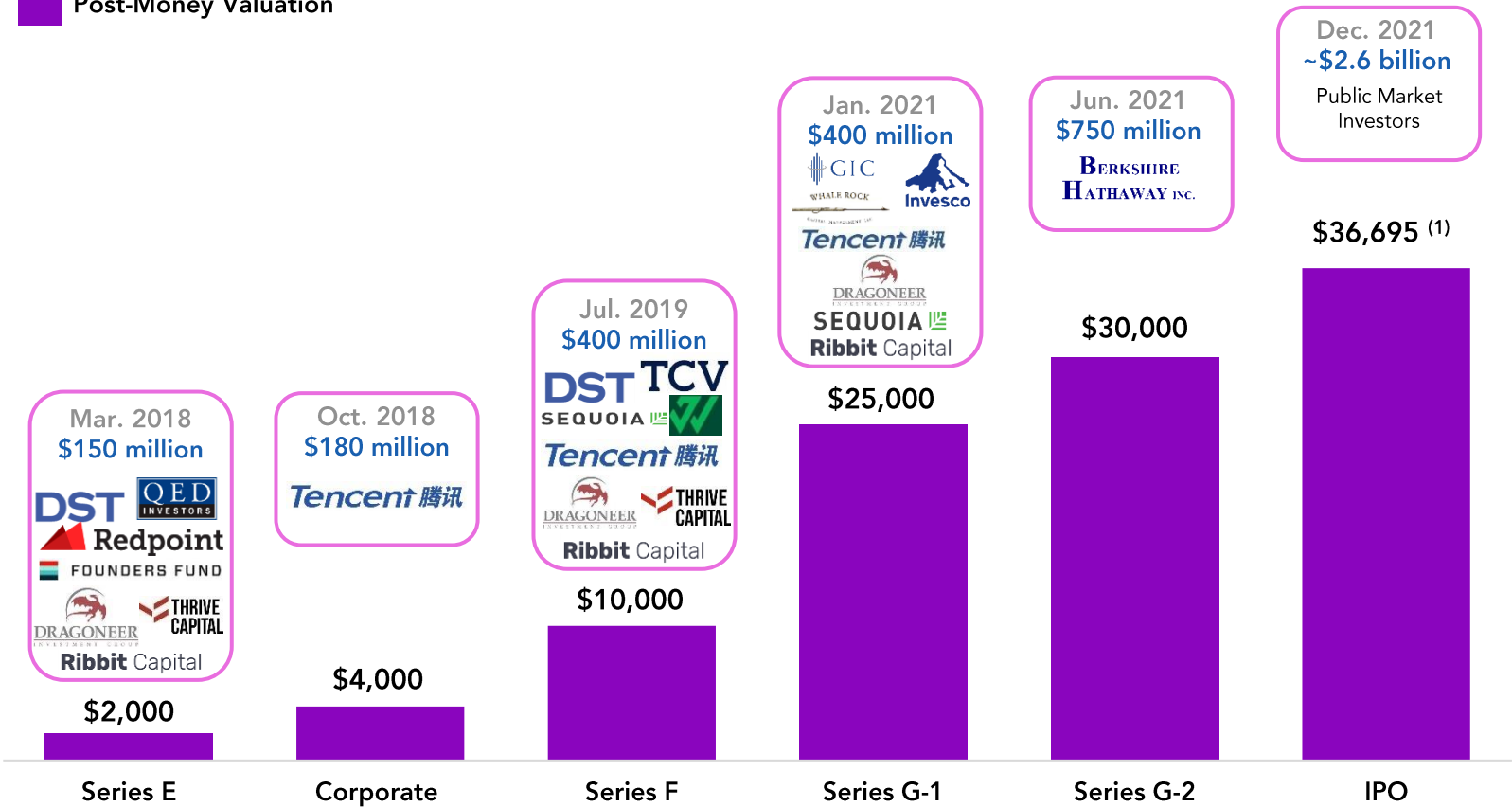
Nu Holdings Raises \$2.6 billion in its IPO



Nu's Selected Financing & Valuation History

Post-Money Valuation Evolution
\$ in millions

- Financing Round
- Post-Money Valuation



Source: FT Partners' Proprietary FinTech Database, PitchBook Data, Inc.
(1) Represents enterprise value at IPO price

Nu Holdings Raises \$2.6 billion in its IPO

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Nu Management Team



David Vélez Osorno

CEO and Co-Founder

Prior: Sequoia Capital, Goldman Sachs, Morgan Stanley, General Atlantic



Guilherme Lago

Chief Financial Officer

Prior: Credit Suisse AG, McKinsey & Company



Cristina Junqueira

Brazil CEO and Co-Founder

Prior: BCG, Itaú Unibanco S.A.



Youssef Lahrech

Chief Operating Officer

Prior: Capital One



Jag Duggal

Chief Product Officer

Prior: Facebook, Quantcast, Google



Henrique Fragelli

Chief Revenue Officer

Prior: HSBC, WestLB, LCH.Clearnet



Renee Atwood

Chief People Officer

Prior: Google, Uber, Twitter, Peeps Solutions



Matt Swann

Chief Technology Officer

Prior: Booking.com, Stubhub, Citibank, Amazon

Market Opportunity

Lack of competition and high concentration in the banking sector present disruption opportunities

- In December 2020, between 70 - 85% of all loans, deposits and revenue generated from other banking activities were controlled by the five largest banks in Brazil, Mexico, and Colombia
- This lack of competition has led to limited product selection for consumers, a lack of innovation, and higher fees from larger players controlling the market
- The concentration at the top of the funnel presents an opportunity for smaller, more agile companies to disrupt the market through technological and data advancements

Expensive banking products have resulted in a large population of underbanked adults in Latin America

- Each of the five largest banks in Brazil employ almost 80,000 employees, while maintaining between 2,000-5,000 branch locations
- This legacy infrastructure system has forced the incumbent banks to charge higher margins on their products, ignoring a large underserved portion of the population
- According to the World Bank, 30% of the Brazilian population aged 15 and above did not have bank accounts as of 2017
- When combined with Mexico and Colombia, these three countries account for 134 million underbanked adults

Consumers are increasingly shifting to digital banking solutions

- FinTech companies in Latin America have the opportunity to serve the underbanked population by providing low-cost and accessible banking resources
- According to Oliver Wyman research, the total share of outstanding credit attributable to Brazilian FinTech companies and digital banks has grown to 4.6% as of December 2020, with expectations to increase to approximately 13% by 2025
- Nu's analysis of available data showed that 66% of the 27 million banking app downloads in July 2021 were attributable to digital banks and FinTech companies

Several other factors are driving consumers away from incumbents, such as regulatory changes and investment behavior

- Regulators in Latin America continue to promote FinTech initiatives, including the Central Bank of Brazil's enablement of Open Banking while launching PIX in 2020
- From an investment perspective, improvements of financial literacy and a lower interest rate environment are causing Brazilian retail investors to shift from savings products towards higher-yielding investment products

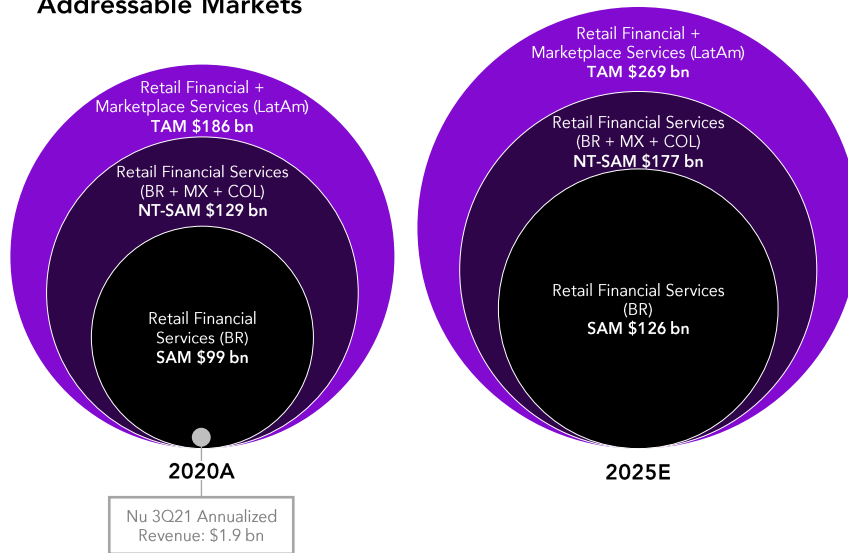
Nu Holdings Raises \$2.6 billion in its IPO

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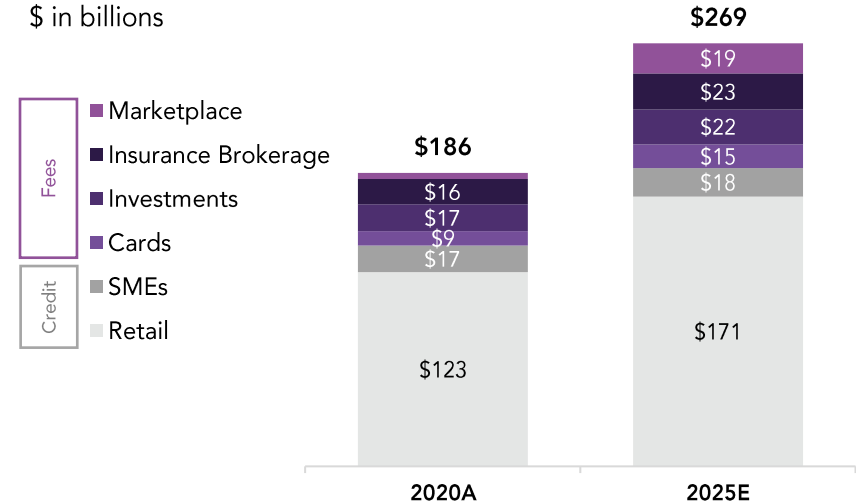


Market Opportunity (cont.)

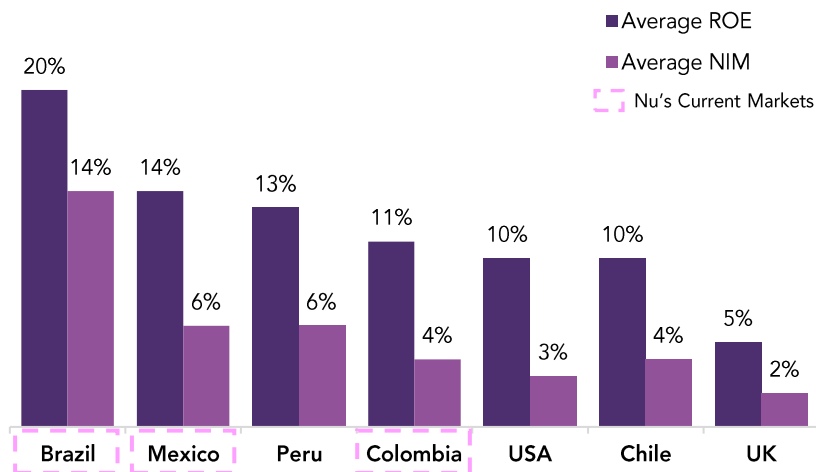
Addressable Markets



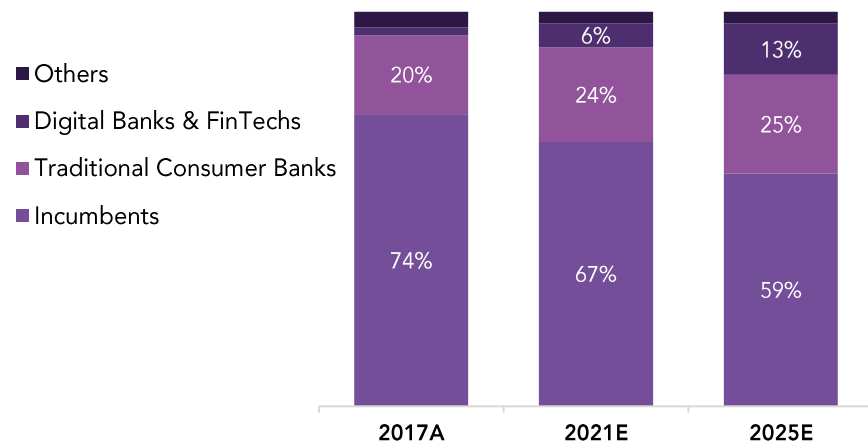
Total Addressable Market \$ in billions



Banking Economics by Country



Total Outstanding Balance of Retail Credit



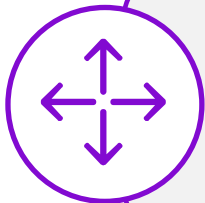


Growth Strategies



Grow the Nu Ecosystem

Nu plans to develop customer acquisition by expanding its loyal customer base and creating a stronger digital presence. Nu will also continue to develop new products to cross-sell and upsell to new and existing customers. Partner companies, like Chubb and Remessa Online, will add products and services where Nu doesn't already have a core product.



Improving the Nu Platform

Nu is focusing on adding new revenue streams, including additional credit products, insurance policies, investment solutions, and more. The Company also plans to continue executing strategic acquisitions to help expand product offerings or enhance existing products. In addition to strategic acquisitions, Nu will continue to make strategic minority and venture investments to partner with and receive services from innovative companies.



Expand Geographically

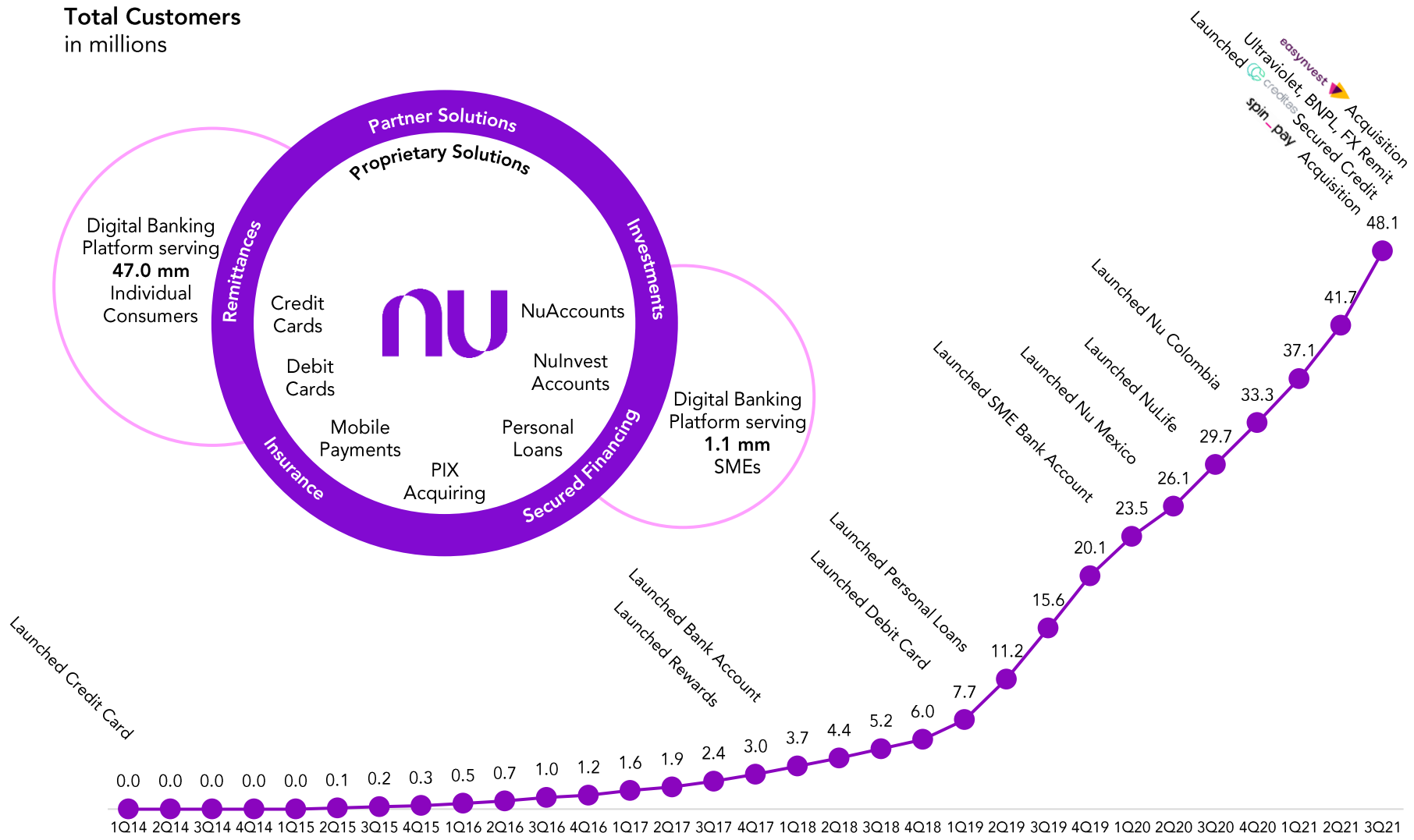
After successfully launching in Mexico and Colombia, Nu believes that it can expand into more international markets successfully. Nu is also exploring adjacent sectors like e-commerce, healthcare, and telecommunications where it believes it can disrupt legacy models and provide more value to its customer base.

Nu Holdings Raises \$2.6 billion in its IPO



Nu's Customer Acquisition Journey

Total Customers
in millions



Source: Company prospectus

Nu Holdings Raises \$2.6 billion in its IPO



Competitive Strengths and Advantages



Market and Leadership Advantages

- **One of the Largest Digital Banking Platforms:** Serves over 48 million customers across Brazil, Mexico and Colombia
- **First Mover Advantage:** Premier digital-native platform leading Brazil
- **Trusted and Recognized Global Brand:** Named as one of the TIME 100 Most Influential Companies, one of the CNBC Disruptor 50, and many other awards
- **World-Class Talent:** Attracts talented employees across financial services and technology who help the Company innovate



Operating and Financial Advantages

- **Extraordinary Customer Experiences:** Nu enjoys NPS levels of 90+, exceeding many global favorite consumer brands
- **Effective Customer Support:** **Automated** self-service and highly trained "Xpeers" provide a superior service compared to incumbent financial services companies
- **Proprietary Technology Platform:** Nu operates on a proprietary cloud-based core banking platform
- **Low Operating Costs:** Operates with low costs across acquiring and serving customers, managing risk, and funding
- **Advantaged Unit Economics:** Estimated LTV/CAC ratio of greater than 30x
- **Effective Underwriting and Pricing:** Proprietary credit engine, enables Nu to achieve a 90-day credit card delinquency rate of 3.3% as of September 30, 2021 - approximately 31% lower than the industry average of 4.8%



Strategic Advantages

- **Unique Data:** Model generates proprietary data on millions of consumers and SMEs across Latin America, providing unique insights into customer behavior which are leveraged to improve products
- **Powerful Self-Reinforcing Network Effects:** Business model demonstrates self-reinforcing network effects that help compound growth
- **Highly Defensible Business Model:** Nu is a disruptive business with a differentiated model is difficult to replicate given the upfront investment required to build its capabilities across multiple countries

Nu Holdings Raises \$2.6 billion in its IPO



Key Financial Information

Implied Transaction Multiples

Enterprise Value **\$36,695 mm⁽¹⁾**

\$1,264.7 million

Revenue
(LTM Sept. 31, 2021)

29.0x

EV / LTM Revenue

\$582.5 million

Gross Profit
(LTM Sept. 31, 2021)

63.0x

EV / LTM Gross Profit

5.1 million

People had access to a
bank account or credit
card for the first time with Nu

3+

Average number of
products per active
customer

48.1 million

Customers

\$480.9 million

Total Revenue (3Q '21)

35.3 million

Monthly Active
Customers

208%

YoY Revenue
Growth (3Q '21)

(\$34.4 million)

Net Income (3Q '21)

(\$1.2 million)

Adjusted Income (3Q '21)⁽²⁾

Low Acquisition Costs

The Company acquires ~80-90% of customers organically, resulting in a CAC of only \$5 (of which 20% is paid marketing).

Low Cost to Serve

The Company estimates that its cost to serve each customer is ~85% lower than incumbent financial institutions in Brazil. This is in part due to Nu's relatively high customer to employee ratio of ~12,000 customers to every 1 employee.

Low Cost of Risk

The Company has achieved a 90-day credit card delinquency rate of 3.3% (~31% lower than the Brazilian industry average of 4.8%).

Source: Company prospectus; Fiscal year ends on December 31

1) Assuming IPO prices at \$9 offering price

2) Adjusted Net Income is defined as profit (loss) attributable to shareholders of the parent company for the year/period, adjusted for expenses related to share-based compensation in such year/period, allocated tax effects on share-based compensation in such year/period and finance costs related to results with convertible instruments in such year/period. ad is presented on an FX Neutral basis.

Nu Holdings Raises \$2.6 billion in its IPO

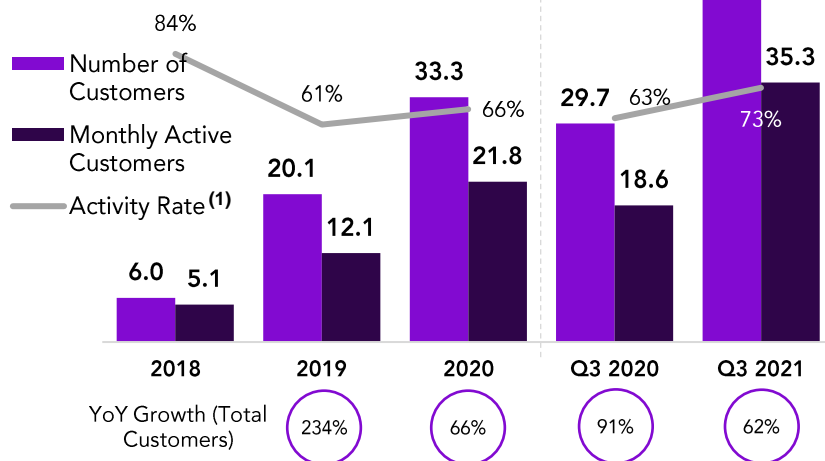
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Key Operating Metrics

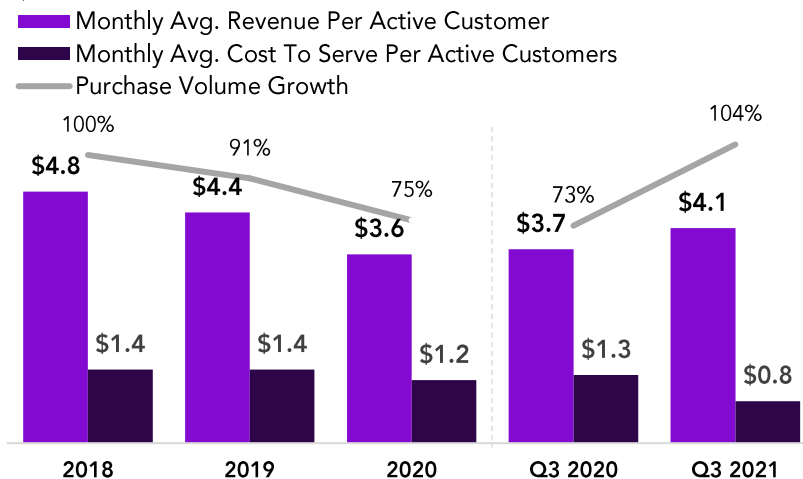
Customer Metrics

in millions



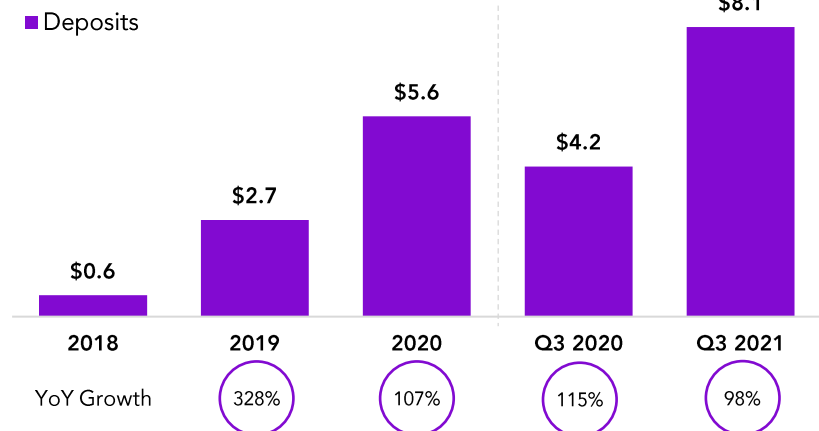
Customer Activity Metrics - FX Neutral

\$ actual



Customer Balances – FX Neutral

\$ in billions



Cohort Revenue as Multiple of Initial Cohort Year

Cohort Revenue as Multiple of Initial Cohort Year (LTM Revenue as of September 30, 2021)			
2017 Cohort	2018 Cohort	2019 Cohort	2020 Cohort
6.3x	5.5x	5.5x	4.2x

Source: Company prospectus; Fiscal year ends on December 31

(1) Activity rate is defined as active customers divided by the total number of customers as of a specific date

Nu Holdings Raises \$2.6 billion in its IPO



Revenue Model

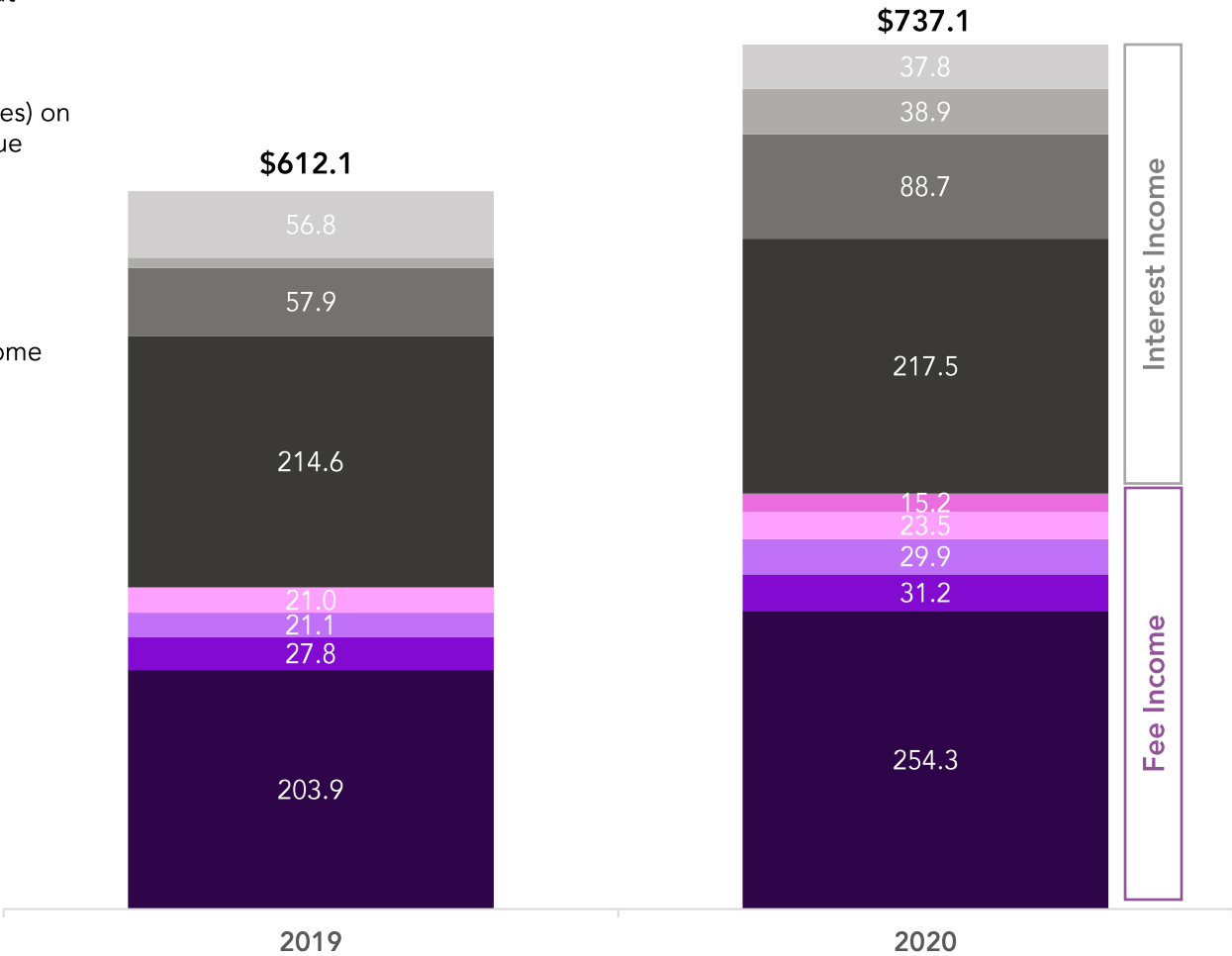
Revenue Components

\$ in millions

- Interest income - other assets at amortized cost
- Interest income - lending
- Interest income and gains (losses) on financial instruments at fair value
- Interest income - credit card
- Recharge gains
- Rewards revenue
- Other fee and commission income
- Late fees
- Interchange fees

Revenue Model

Nu earns revenue from the interest it charges on credit card balances and personal loans and the interest it earns on its cash through investments. The Company also earns revenue through interchange fees when customers engage in transactions using Nu's credit or debit cards.



Nu Holdings Raises \$2.6 billion in its IPO

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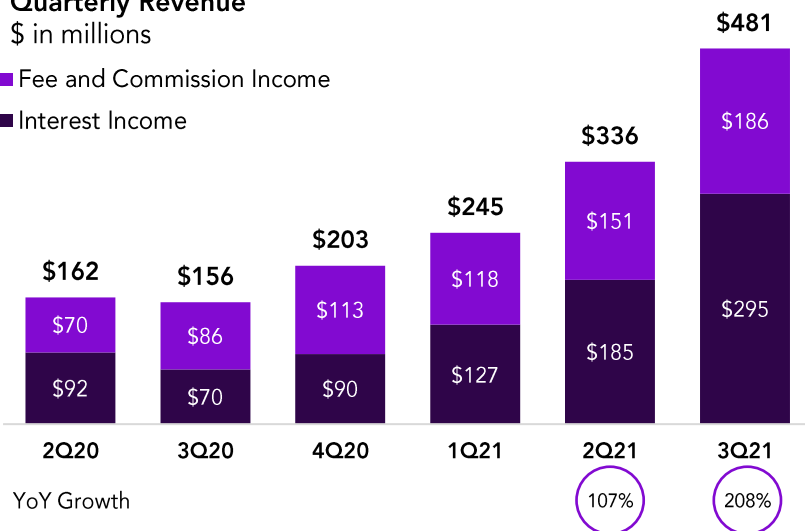


Quarterly Financial Information

Quarterly Revenue

\$ in millions

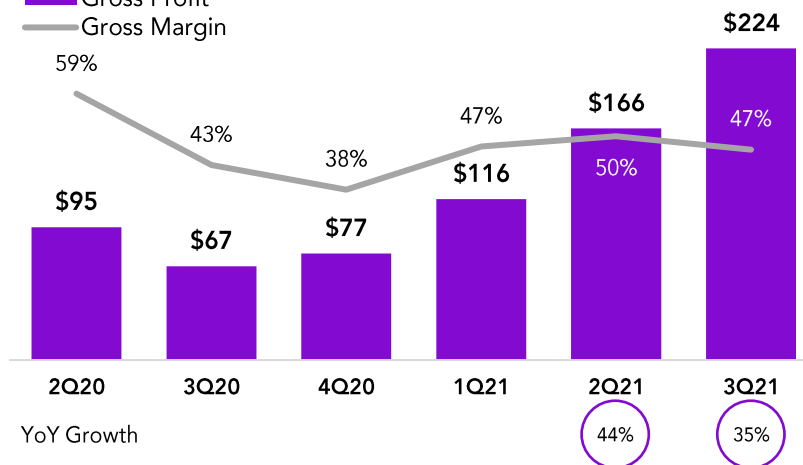
- Fee and Commission Income
- Interest Income



Quarterly Gross Profit and Gross Margin

\$ in millions

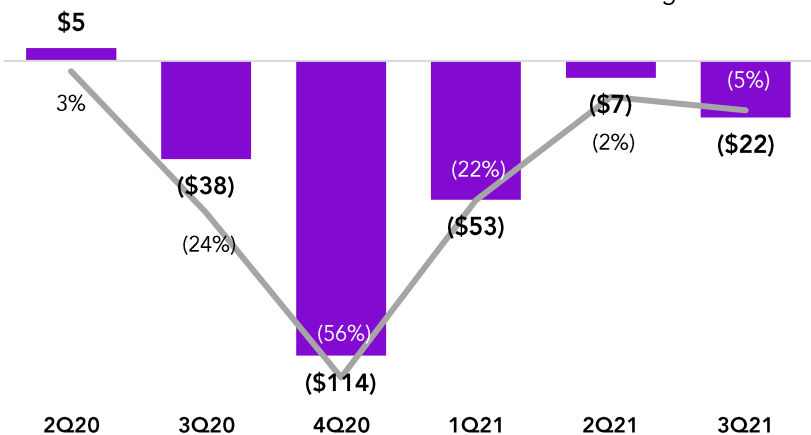
- Gross Profit
- Gross Margin



Quarterly Profit (Loss) Before Income Taxes

\$ in millions

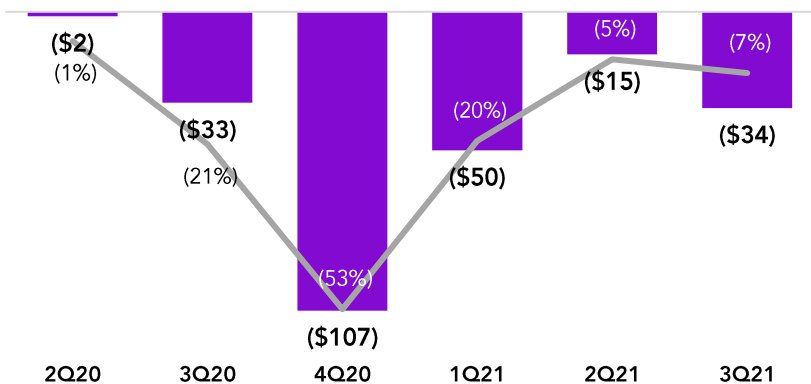
- Profit Before Taxes
- Margin



Quarterly Loss

\$ in millions

- Quarterly Loss
- Margin



Nu Holdings Raises \$2.6 billion in its IPO

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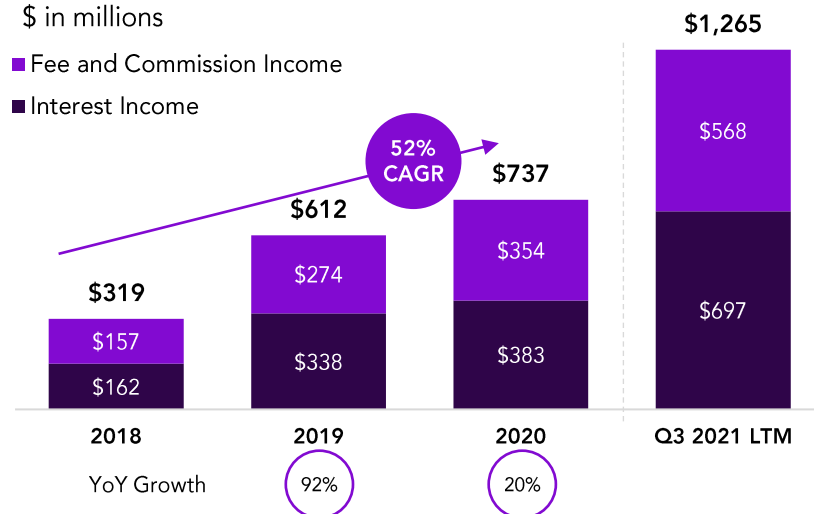
Annual Financial Information

Annual Revenue

\$ in millions

■ Fee and Commission Income

■ Interest Income

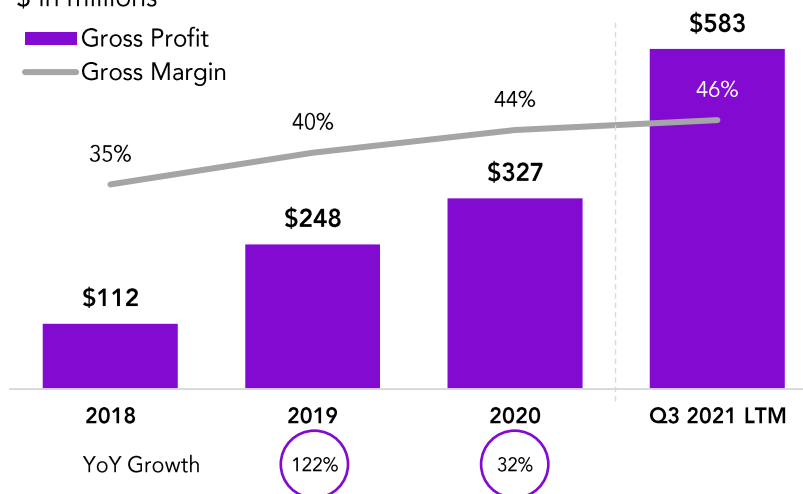


Annual Gross Profit and Gross Margin

\$ in millions

■ Gross Profit

— Gross Margin

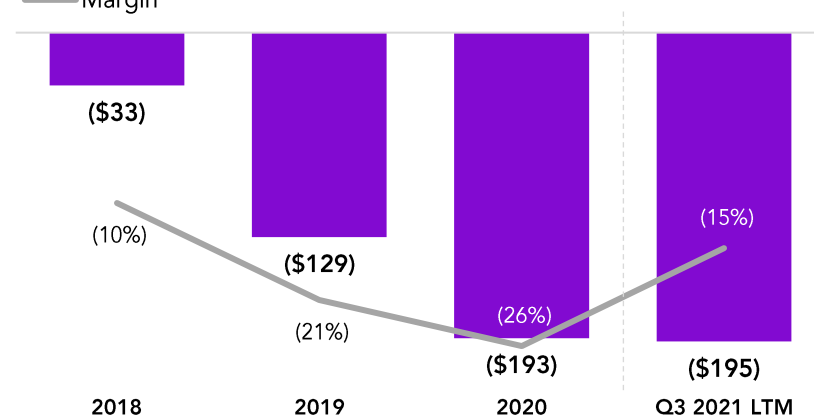


Annual Profit (Loss) Before Income Taxes

\$ in millions

■ Profit Before Taxes

— Margin

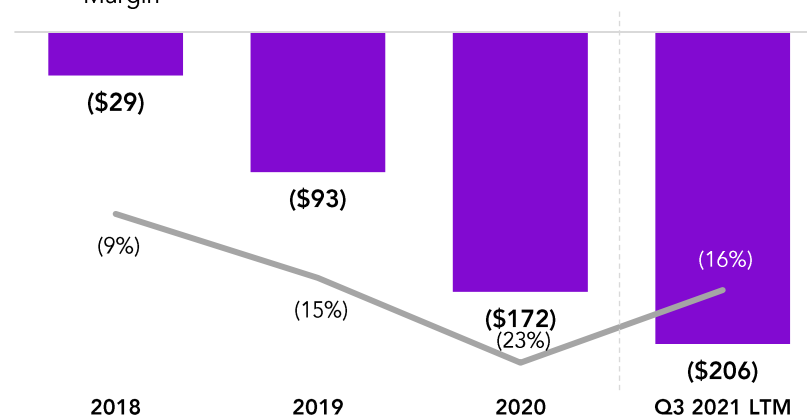


Annual Loss

\$ in millions

■ Loss

— Margin



Nu Holdings Raises \$2.6 billion in its IPO

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Publicly Traded Comparables

Company Name	Price 12/08/21	% MTD Change	% LTM High	Market Value (\$ mm)	Enterprise Value (\$ mm)	Multiples						Growth Rates			Margins		P / E / G CY 21E	
						Price / Earnings		EV / EBITDA		EV / Revenue		Revenue		EPS	EBITDA			
						CY 21E	CY 22E	CY 21E	CY 22E	LTM	CY 21E	CY 22E	CY 21E	CY 22E	LT	CY 21E		CY 22E
CHALLENGER BANKS																		
Nu Holdings ⁽¹⁾	\$ 9.00	na	na	\$ 41,478	\$ 36,695	na	na	na	na	29.0 x	na	na	na	na	nm	na	na	na
KakaoBank	54.73	(2)	68	26,004	23,996	nm	80.1	na	na	38.6	44.2	31.2	na	42	na	na	na	na
Tinkoff	84.60	(16)	71	16,749	25,984	19.8	16.7	na	na	12.7	13.7	11.1	33	24	22	na	na	0.9
Bank Jago	1.09	0	82	15,071	14,928	nm	nm	na	na	nm	nm	nm	688	148	nm	na	na	na
SoFi	16.94	3	na	14,612	17,588	nm	nm	nm	94.2	20.3	17.5	11.9	78	47	47	3	13	na
Dave (Pending SPAC)	9.97	0	99	3,939	3,550	na	na	nm	nm	29.1	18.4	9.4	58	95	na	nm	3	na
Aspiration (Pending SPAC)	9.90	(0)	99	2,259	1,921	na	na	nm	19.5	nm	19.6	7.6	566	159	na	1	39	na
illimity Bank	14.90	(0)	92	1,172	1,510	15.7	11.1	na	na	5.8	4.7	3.8	62	24	na	na	na	na
MoneyLion	3.98	0	31	899	771	nm	nm	nm	nm	5.9	4.7	2.6	111	86	na	nm	nm	na
VersaBank	12.34	(2)	88	339	132	16.3	13.7	na	na	2.8	2.4	1.9	27	27	na	na	na	na
BM Technologies	10.67	(14)	58	130	110	10.6	5.8	4.2	3.8	1.3	1.2	1.0	38	16	na	28	27	na
Median		(0)%	82 %			16.0 x	13.7 x	4.2 x	19.5 x	12.7 x	13.7 x	7.6 x	62 %	45 %	35 %	3 %	20 %	0.9 x
Mean		(3)	76			15.6	25.5	4.2	39.2	16.1	14.1	8.9	184	67	35	11	20	0.9
BUY NOW PAY LATER																		
Affirm	\$ 127.97	10 %	72 %	\$ 39,013	\$ 39,793	nm	nm	nm	nm	41.2 x	36.3 x	26.1 x	59 %	39 %	(34)%	nm	nm	na
Afterpay	71.43	(6)	62	21,274	21,379	nm	nm	nm	nm	35.7	26.0	16.0	60	62	na	nm	nm	na
Zip	3.74	3	36	2,146	3,383	nm	nm	nm	nm	11.9	8.7	5.8	91	51	na	nm	2	na
Sezzle	2.52	(10)	29	542	502	nm	nm	nm	nm	4.8	4.5	2.9	89	58	na	nm	nm	na
Openpay	0.71	2	28	93	91	nm	nm	nm	nm	4.9	3.1	1.7	81	89	na	nm	nm	na
Splitit	0.18	(6)	16	83	77	nm	nm	nm	nm	8.4	6.9	3.8	66	83	na	nm	nm	na
Median		(2)%	33 %			na	na	na	na	10.1 x	7.8 x	4.8 x	74 %	60 %	(34)%	na	2 %	na
Mean		(1)	41			na	na	na	na	17.8	14.3	9.4	74	64	(34)	na	2	na
MONEY TRANSFER / FX																		
Wise	\$ 10.15	3 %	65 %	\$ 10,092	\$ 9,843	na	nm	na	47.9 x	17.7 x	na	11.7 x	na	na	na	na	25 %	na
Remitly	21.37	(7)	na	3,938	3,502	nm	nm	nm	nm	8.7	7.8	5.8	na	35	na	nm	nm	na
Median		(2)%	65 %			na	na	na	47.9 x	13.2 x	7.8 x	8.8 x	na	35 %	na	na	25 %	na
Mean		(2)	65			na	na	na	47.9	13.2	7.8	8.8	na	35	na	na	25	na
US ONLINE BROKERS																		
Charles Schwab	\$ 81.20	6 %	96 %	\$ 154,657	\$ 139,819	25.0 x	22.3 x	14.2 x	13.2 x	7.8 x	7.6 x	7.2 x	nm	nm	26 %	nm	nm	1.0 x
Interactive Brokers Group	77.15	3	96	32,720	37,607	23.2	24.9	na	na	13.7	13.7	13.9	nm	nm	na	na	na	na
Robinhood	23.72	(1)	28	21,098	14,735	nm	nm	nm	58.4	8.3	8.2	6.6	nm	nm	52	nm	nm	na
Median		3 %	96 %			24.1 x	23.6 x	14.2 x	35.8 x	8.3 x	8.2 x	7.2 x	na	na	39 %	na	na	1.0 x
Mean		3	73			24.1	23.6	14.2	35.8	9.9	9.8	9.2	na	na	39	na	na	1.0

Source: Capital IQ as of December 8, 2021
 Note: nm signifies negative value or value of >99
 1) Assuming IPO prices at \$9

Selected FT Partners Research – *Click to View*

July 15, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS 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
\$800,000,000
at a valuation of
~\$33,000,000,000

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Revolut's \$800 million Series E Financing

September 9, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Role as Exclusive Financial & Strategic Advisor to

Varo

on its E Round financing led by

LONG PINE CAPITAL
with participation from
ELDRIDGE
STOCKBRIDGE INVESTORS
BlackRock

for a total amount of
\$510,000,000

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Varo's \$510 million E Round Financing

November 16, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Role as Exclusive Strategic and Financial Advisor to

digit

on its sale to

OPORTUN

for total consideration of
\$238,000,000

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Digit's \$238 million Sale to Oportun

November 16, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS 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

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Upgrade's \$280 million Series F Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 16, 2021

Featuring:
Exclusive CEO Interview

zilch

Zilch Raises \$110 million in Financing Led by Ventura Capital and Gauss Ventures

VENTURA CAPITAL
GAUSS VENTURES

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Zilch Raises \$110 million in Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 4, 2021

Nerdwallet.

NerdWallet Completes its IPO Raising \$131 million (NASDAQ: NRDS)

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

NerdWallet Raises \$131 million in its IPO

FT PARTNERS FINTECH INDUSTRY RESEARCH

December 6, 2021

slice

Slice Raises \$220 million in Series B Financing Led by Tiger Global and Insight Partners

TIGERGLOBAL
INSIGHT PARTNERS

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Slice Raises \$220 million in Series B Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

November 1, 2021

ally

Ally Financial (NYSE: ALLY) Acquires Fair Square Financial for \$750 million

FAIR SQUARE FINANCIAL
ollo

The Only Investment Bank Focused Exclusively on FinTech

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Ally Acquires Fair Square Financial for \$750 million

[VIEW MORE FT PARTNERS RESEARCH](#)

Track Record of Success in Emerging Markets

FT Partners has advised on a number of transactions across Emerging Markets

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>happay</p> <p>on its sale to</p> <p>CRED</p> <p>for total consideration of</p> <p>~\$180,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>MPS AFRICA</p> <p>on its financing led by</p> <p>goodwell LUN PARTNERS</p> <p>With participation from</p> <p>AFRICINVEST</p> <p>ALANCRON</p> <p>CONDEAVOR</p> <p>for a total amount of</p> <p>\$100,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive financial and strategic advisor to</p> <p>Interswitch</p> <p>on its strategic minority investment from</p> <p>VISA</p> <p>for a total enterprise value of</p> <p>\$1,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>NIUM</p> <p>on its financing led by</p> <p>RIVERWOOD SECURITIES</p> <p>with participation from several existing investors</p> <p>for a total amount of</p> <p>\$200,000,000+</p> <p>at a valuation of</p> <p>\$1,000,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>cloudwalk</p> <p>on its Series C financing led by</p> <p>COATUE</p> <p>for a total consideration of</p> <p>\$150,000,000</p> <p>at a valuation of</p> <p>~\$2,150,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive IPO Advisor to</p> <p>stone^{co.}</p> <p>in its</p> <p>\$1,400,000,000</p> <p>Initial Public Offering</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>bigpay</p> <p>on its Series A financing led by</p> <p>SK</p> <p>for a total amount up to</p> <p>\$100,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>ContaAzul</p> <p>in its Series D financing led by</p> <p>TIGERGLOBAL</p> <p>with participation from</p> <p>ENDEAVOR CATALYST</p> <p>for total consideration of approximately</p> <p>\$30,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>iyzico</p> <p>in its sale</p> <p>PayU⁺</p> <p>for total consideration of</p> <p>\$165,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>yellowpepper</p> <p>on its sale to</p> <p>VISA</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as strategic and financial advisor to</p> <p>thunes</p> <p>smart. transfer. solutions.</p> <p>on its growth financing led by</p> <p>INSIGHT PARTNERS</p> <p>for a total amount of</p> <p>\$60,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive IPO Advisor to</p> <p>Fawry</p> <p>on its</p> <p>~\$100,000,000</p> <p>Initial Public Offering</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>SERVIFY</p> <p>on its Series C financing led by</p> <p>IRON PILLAR</p> <p>for a total amount of</p> <p>\$23,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>yellowpepper</p> <p>in its Strategic Financing from</p> <p>VISA & Current Investors</p> <p>for approximately</p> <p>\$12,500,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>recargapay</p> <p>in its Series B financing from</p> <p>theventure.city</p> <p>IFC International Finance Corporation</p> <p>VENTECH</p> <p>for total consideration of</p> <p>\$22,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

Leading Advisor Across the Banking and Lending Tech Sector

<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>Revolut</p> <p>on its Series E financing led by SoftBank TIGERGLOBAL</p> <p>for a total amount of \$800,000,000 at a valuation of ~\$33,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>upgrade</p> <p>on its Series F financing led by COATUE DST GLOBAL</p> <p>for a total amount of \$280,000,000 at a valuation of \$6,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p>GreenSky™</p> <p>on its sale to Goldman Sachs</p> <p>for total consideration of ~\$2,240,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>Finicity</p> <p>on its sale to mastercard.</p> <p>for total consideration of up to ~\$1,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>Varo</p> <p>on its E Round financing led by LOAN FINE CAPITAL</p> <p>for a total amount up to \$510,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>Divvy</p> <p>on its sale to bill.com</p> <p>for total consideration of ~\$2,500,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>acima</p> <p>on its sale to RBC</p> <p>for total consideration of \$1,650,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as strategic and financial advisor to</p> <p>OpenLending</p> <p>on its merger with Nebula Acquisition Corporation (NASDAQ: NEBU) sponsored by TRUE WIND</p> <p>for total consideration of up to approximately \$1,700,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as strategic and financial advisor to</p> <p>Mission Lane</p> <p>on its preferred equity financing led by funds managed by OAKTREE</p> <p>with participation from QED INVESTORS LL FUNDS</p> <p>for a total amount of \$150,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>AMOUNT</p> <p>on its Series C financing led by Goldman Sachs</p> <p>for a total amount of \$81,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>dailypay.</p> <p>on its Series D financing led by CARRICK</p> <p>Investing more than capital</p> <p>for a total amount of \$175,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>tide.</p> <p>on its Series C financing led by Apax</p> <p>DIGITAL</p> <p>for a total amount of \$100,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>Kabbage</p> <p>on its proposed sale to AMERICAN EXPRESS</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>deserve</p> <p>on its financing led by ALLY VENTURES</p> <p>for a total amount of \$50,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>
<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as sole strategic and financial advisor to</p> <p>SWIFT FINANCIAL</p> <p>in its sale to PayPal</p> <p>for approximately \$ 200,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>MARQETA</p> <p>in its growth financing from one of the world's largest asset managers</p> <p>for a total amount of \$150,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its exclusive role as Capital Markets & IPO Advisor to</p> <p>EllieMae</p> <p>in its Initial Public Offering</p> <p>valuing the equity at approximately \$ 146,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive financial advisor to</p> <p>BlueVine</p> <p>on its Series F financing led by ION</p> <p>for total consideration of \$ 102,500,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>MAMBU</p> <p>on its Series D financing led by TCV</p> <p>with participation from new investors ARENA TIGERGLOBAL</p> <p>for a total primary amount of \$135,000,000 at a valuation of ~\$2,000,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>better.com</p> <p>on its Series C financing from new investors ACTIVANT CAPITAL 中国平安 HOOPP</p> <p>citi VENTURES AGNC ally</p> <p>along with participation from existing investors for total consideration of \$ 160,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>	<p>Financial Technology Partners LP FTP Securities LLC</p> <p>is pleased to announce its role as exclusive strategic and financial advisor to</p> <p>OakNorth</p> <p>on the sale of a minority stake for \$270,000,000+</p> <p>FINANCIAL TECHNOLOGY PARTNERS The Only Investment Bank Focused Exclusively on Financial Technology</p>

FT Partners Advises Revolut on its \$800 million Series E Financing

Overview of Transaction

- On July 15, 2021, Revolut announced that it has raised \$800 million 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

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 **TIGER**GLOBAL

for a total amount of

\$800,000,000

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

Financial Technology Partners LP FTP Securities LLC

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



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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FT Partners Advises Finicity on its Sale to Mastercard

Overview of Transaction

- On June 23, 2020, Mastercard (NYSE: MA) announced it has entered into an agreement to acquire Finicity, a leading North American provider of real-time financial data access and insights
 - The acquisition is valued at up to ~\$1 billion in total consideration, which is comprised of \$825 million at close and up to \$160 million in earn-out consideration
- Finicity enables a secure and innovative financial data-sharing ecosystem through direct connectivity to thousands of North American financial institutions, including next generation open banking API connections with the largest banks in the US
 - Finicity helps power the programs of banks and FinTech companies, using approvals to securely access customer information to provide value-added services such as streamlined loan and mortgage processes, rapid account-based payment initiation and personal financial management solutions

Significance of Transaction

- The addition of Finicity's complementary technology and innovative team strengthens the existing Mastercard open banking platform to enable and safeguard a greater choice of financial services, reinforcing the Company's long-standing partnerships with and commitment to financial institutions and FinTech companies across the globe

FT Partners' Role

- FT Partners served as the exclusive strategic and financial advisor to Finicity and its board of directors
- This transaction highlights FT Partners' deep domain expertise across the FinTech sector and further supports FT Partners' role as the Advisor of Choice to the highest quality FinTech companies

Financial Technology Partners LP FTP Securities LLC

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

Finicity[®]

on its sale to

 **mastercard.**

for total consideration of up to

~\$1,000,000,000

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FT Partners Advises Varo on its \$510 million Financing

Overview of Transaction

- On September 9th, 2021, Varo announced that it had raised \$510 million of capital in its E Round equity financing
- The E Round investment was led by Lone Pine Capital with participation from existing investors and new investors including Declaration Partners, Eldridge, Marshall Wace, Berkshire Partners / Stockbridge, and funds and accounts managed by BlackRock
- Headquartered in San Francisco, Varo is on a mission to make financial inclusion and opportunity a reality for all - by empowering people with the products and support they need to create healthy financial habits and be in control of their finances

Significance of Transaction

- The investment will be used to further accelerate Varo's rapid customer growth and support additional investment in product and technology innovation
- In the last 13 months since obtaining its bank charter, Varo doubled its opened accounts to four million
- In addition, the company has experienced record revenue growth, unlocked new cost efficiencies, and expanded its suite of innovative financial products to include Varo Advance, a short-term line of credit, Varo Perks cashback rewards, and the forthcoming Varo Believe credit building credit card program

FT Partners' Role

- FT Partners served as the exclusive financial and strategic advisor to Varo
- This transaction highlights FT Partners' deep domain expertise with neobanks, Banking Tech, and Consumer FinTech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies

Financial Technology Partners LP FTP Securities LLC

*FT Partners is Pleased to Announce its Role as
Exclusive Financial & Strategic Advisor to*

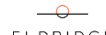
Varo

on its E Round financing led by

LONE PINE CAPITAL*



with participation from



for a total amount of

\$510,000,000

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TECHNOLOGY
PARTNERS

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FT Partners Advises Mission Lane on its \$150 million Financing

Overview of Transaction

- On October 26, 2021, Mission Lane announced it has raised \$150 million in redeemable preferred funding led by Oaktree Capital Management with participation from Invus Opportunities, QED Investors, and LL Funds
 - Oaktree Capital Management is a leading global investment manager specializing in alternative investments, with \$156 billion in assets under management as of June 30, 2021
- Mission Lane is a digital platform for personal finance that provides a comprehensive suite of products for underserved non-prime consumers
- Mission Lane has built a credit-first banking platform for the half of America left behind by traditional banks
- The Company leverages advanced technology, data analytics, and machine learning to provide an exceptional customer experience to people who are working hard to build or rebuild their credit, and currently has over 1 million customers
- Mission Lane spun out of LendUp in December 2018

Significance of Transaction

- The capital infusion enables Mission Lane to continue developing new digital banking and lending products to help serve more customers
- Mission Lane continues to expand its team and invest in core product growth

FT Partners' Role

- FT Partners served as financial and strategic advisor to Mission Lane
- This transaction highlights FT Partners' deep domain expertise with Consumer FinTech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies

Financial Technology Partners LP FTP Securities LLC

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

**Mission
Lane**

on its preferred equity financing led by funds managed by



OAKTREE

with participation from



INVUS

**QED
INVESTORS**

LL FUNDS

for a total amount of

\$150,000,000

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TECHNOLOGY
PARTNERS**

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FT Partners Advises Mambu on its Series D Financing

Overview of Transaction

- On January 7, 2021, Mambu announced it has raised \$135 million of new capital in its Series D financing at a valuation of ~\$2 billion. The investment is led by TCV with participation from existing investors, including Acton Capital Partners, Bessemer Venture Partners, Runa Capital, as well as new investors Arena Holding and Tiger Global
- Mambu is a SaaS cloud banking platform empowering its customers to easily and flexibly build and expand their banking products. Mambu is the originator of the composable banking approach, which prioritizes rapid, flexible assembly of independent, best-for-purpose systems
- Since launching in May 2011, Mambu has grown its client portfolio to more than 160 banks, FinTech providers, and corporates across more than 50 countries

Significance of Transaction

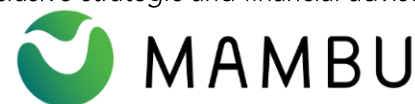
- The transaction values Mambu at ~\$2 billion, underscoring the company's leadership position in redefining the global core banking technology market
- With this new round of financing, Mambu will continue to accelerate its rapid growth by deepening its footprint in the more than 50 countries in which it already operates and continuing to expand both the breadth and depth of its platform

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Mambu
- This transaction highlights FT Partners' deep domain expertise in a broad range of Banking Tech companies, as well as its successful track record generating highly favorable outcomes for high-growth, unicorn FinTech companies globally

Financial Technology Partners LP FTP Securities LLC

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



on its Series D financing led by

TCV

with participation from new investors

A R E N A T I G E R G L O B A L

for a total primary amount of

\$135,000,000

at a valuation of

~\$2,000,000,000

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TECHNOLOGY
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FT Partners Advises Digit on its Sale to Oportun

Overview of Transaction

- On November 16, 2021, Oportun, Inc. (Nasdaq: OPRT), a mission-driven provider of inclusive financial services, announced that it has signed a definitive agreement to acquire Digit, a neobanking platform that provides automated savings, investing, and banking tools
 - Oportun will acquire Digit for approximately \$238 million, including approximately \$114 million in cash at closing; Oportun has obtained a financing commitment for the cash portion of the purchase price
- Founded in 2013, Digit launched the first truly personalized and automated savings app in 2015 and has since helped members save more than \$7 billion and pay off \$300 million in debt
- The acquisition reinforces Oportun's status as a category leader in inclusive finance, expands Oportun's A.I. and digital capabilities, and enhances offerings to provide customers a holistic platform built to improve financial health

Significance of Transaction

- The acquisition will grow Oportun's US footprint by more than 600,000 paying members, increase daily engagement, enhance funnel conversion, and create a profitable and differentiated neobanking platform with proven product / market fit
- Oportun's acquisition of Digit follows the successful integration of Springboard Auto in 2018 and represents a continuation of thoughtful and well-executed M&A strategy

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Digit
- This transaction highlights FT Partners' deep domain expertise in the Consumer Finance 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*



on its sale to



for total consideration of

\$238,000,000



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FT Partners Advises BigPay on its \$100 million Series A Financing

Overview of Transaction

- On August 6, 2021, BigPay announced that it raised up to \$100 million in Series A financing led by SK Group to further its mission to become the leading neobank in Southeast Asia
- Founded in 2017, BigPay is present in both Malaysia and Singapore; Its current offering includes a prepaid debit card which can be used to spend anywhere Visa or Mastercard is accepted, local and international money transfers, micro-insurance, bill payments and a budgeting tool
- BigPay is in the midst of launching fully digital personal loans, transactional lending, wealth and saving products, along with an offering for mSMEs and freelancers
- The announcement comes a few weeks after BigPay announced its application for a digital banking license where it reiterated the commitment to build a connected financial future for Malaysian consumers and entrepreneurs

Significance of Transaction

- The funding will fuel BigPay's ambition to expand its financial product offerings to provide fair financial services to communities across Southeast Asia
- The transaction represents the largest Series A fundraiser ever for a neobank in Southeast Asia

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to BigPay
- This transaction underscores FT Partners' deep Digital Banking domain expertise and successful track record of generating favorable outcomes for leading companies globally

Financial Technology Partners LP FTP Securities LLC

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



on its Series A financing led by



for a total amount up to

\$100,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

FT Partners Advises Amount on its \$81 million Series C Financing

Overview of Transaction

- On December 2, 2020, Amount announced it has raised \$81 million in Series C financing led by Goldman Sachs Growth with participation from existing investors including August Capital, Invus Opportunities and Hanaco Ventures
- Amount delivers technology solutions for financial institutions to create and enhance their digital consumer experiences
 - Solutions include omnichannel retail banking and a robust point-of-sale financing product suite alongside platform features like fraud prevention, verification, decisioning engines, and account management to enhance its clients' existing products and services
- Leading financial institutions including Banco Popular, HSBC, Regions Bank and TD Bank partner with Amount to drive growth and simplify their transition to digital financial services
 - Amount's clients collectively manage nearly \$2 trillion in US assets and service more than 50 million US customers

Significance of Transaction

- The latest round brings Amount's total capital raised in 2020 to nearly \$140 million and follows its Series B round, led by QED Investors, from earlier this year
- The new funding will allow for further investments in platform research and development, as well as for accelerating the Company's go-to-market strategy

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Amount
- This transaction underscores FT Partners' expertise across the Banking Tech landscape and highlights its position as the "Advisor of Choice" to leading FinTech companies

Financial Technology Partners LP FTP Securities LLC

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



AMOUNT

on its Series C financing led by



for a total amount of

\$81,000,000



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FT Partners’ Recent Awards and Recognition

Bloomberg

Bloomberg

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



M&A Advisor Awards

- Technology Deal of the Year (2019)
- Cross Border Deal of the Year and Corporate / Strategic Deal of the Year (2018)
- Investment Banker of the Year (2017) – Steve McLaughlin, CEO & Managing Partner of FT Partners
- Investment Banking Firm of the Year (2016) – FT Partners



LendIt FinTech Industry Awards 2018:

- FT Partners wins Top Investment Bank in FinTech

Institutional Investor



The FinTech Finance 40:

- Steve McLaughlin ranked #1 in 2017 and 2018

The Information

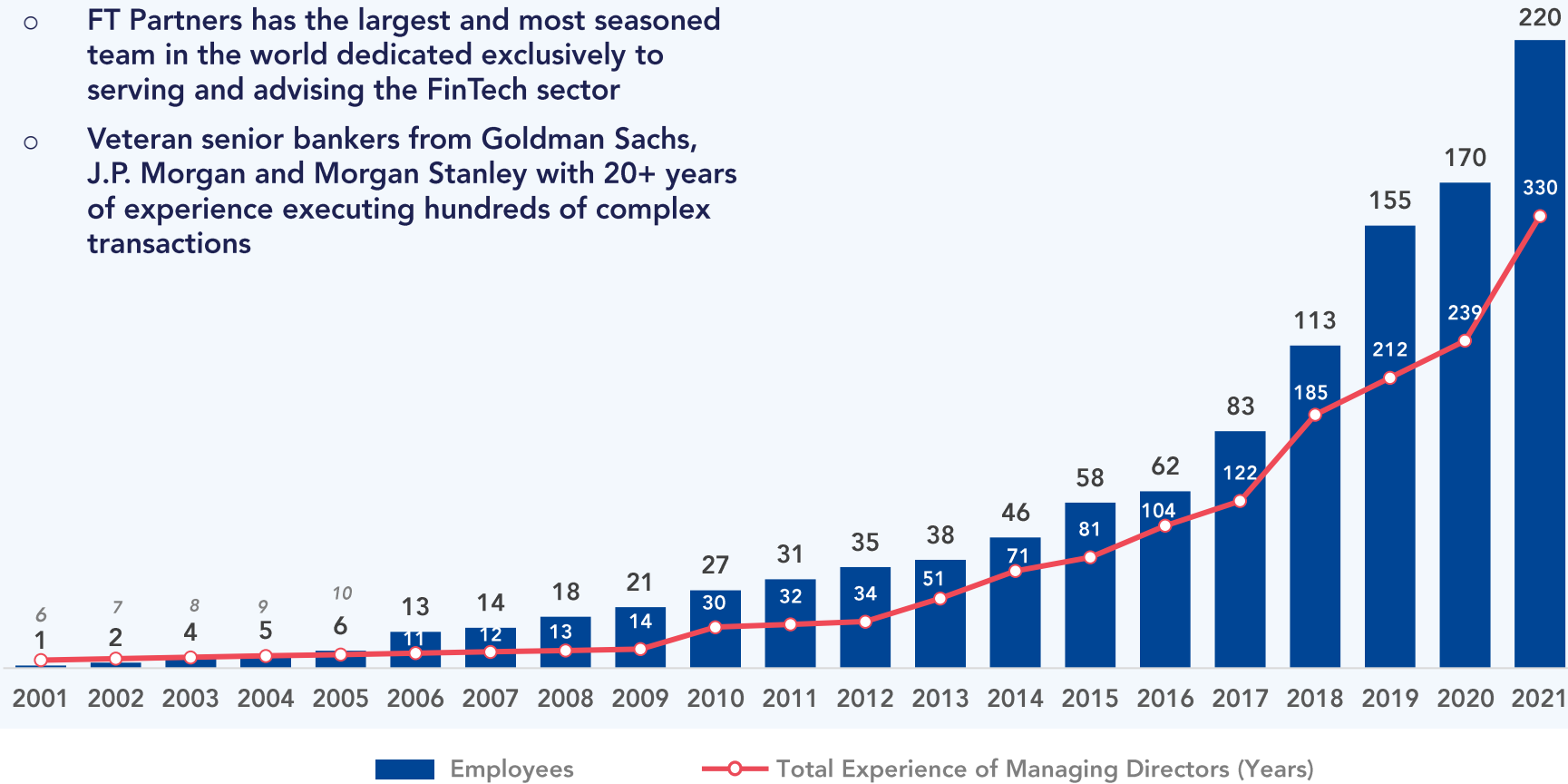


The Information’s “Silicon Valley’s Most Popular Dealmakers”

- Ranked as the #2 top Technology Investment Banker by The Information subscribers (2016)
- Only FinTech focused investment banking firm and banker on the list

The Largest FinTech Advisory Practice in the World

- FT Partners has the largest and most seasoned team in the world dedicated exclusively to serving and advising the FinTech sector
- Veteran senior bankers from Goldman Sachs, J.P. Morgan and Morgan Stanley with 20+ years of experience executing hundreds of complex transactions



Average Experience of Managing Directors (Years)

