FT PARTNERS FINTECH INDUSTRY RESEARCH

August 19, 2021



Chime Raises \$750 million in Series G Financing Led by Sequoia Capital Global Equities

SEQUOIA些



The Only Investment Bank Focused Exclusively on FinTech

Transaction Overview

Transaction Summary

- On August 13, 2021, Chime announced it has raised \$750 million in Series G financing
 - The round was led by Sequoia Capital Global Equities with additional participation from new investor SoftBank Vision Fund 2 and return investors General Atlantic, Dragoneer Investment Group, and Tiger Global
- Chime has now raised over \$2.2 billion, and the latest round gives the Company a \$25 billion post-money valuation, according to The Wall Street Journal
 - Chime's valuation grew by more than \$10 billion since its Series F round in September 2020, and has grown over 4x since the Company raised \$700 million at a \$5.8 billion valuation 20 months ago
- During the COVID-19 pandemic, Chime crossed into EBITDA profitability, driven largely by the Company adding hundreds of thousands of new accounts per month (1)
- After this funding round, Chime is well-positioned for a potential IPO in the first half of 2022, according to the Wall Street Journal (2)
- In tandem with the Series G announcement, Chime announced three new independent board members: Cynthia Marshall, Jimmy Dunne and Susan Decker
- Chime CEO Chris Britt said the new funding will go toward supporting the Company's growth and expanding into new products and services (2)
 - The Company does not intend to acquire an FDIC-backed institution with this cash, instead continuing to rely on partnerships with lenders like Bancorp and Stride Bank ⁽²⁾

Transaction Commentary

"Financial services is the largest industry in terms of market capitalization, and yet it is one of the last industries to be disrupted by technology companies. There's an excitement and enthusiasm around technology companies, FinTech companies like Chime, to design and deliver more consumer-friendly services that are actually helpful."



Chris Britt Founder & CEO



New Board Appointees



Cynthia Marshall

- Current: CEO, Dallas Mavericks
- Former: SVP and Chief Diversity Officer, AT&T



Jimmy Dunne

Current: Vice Chairman and Senior Managing Principal, Piper Sandler Cos.

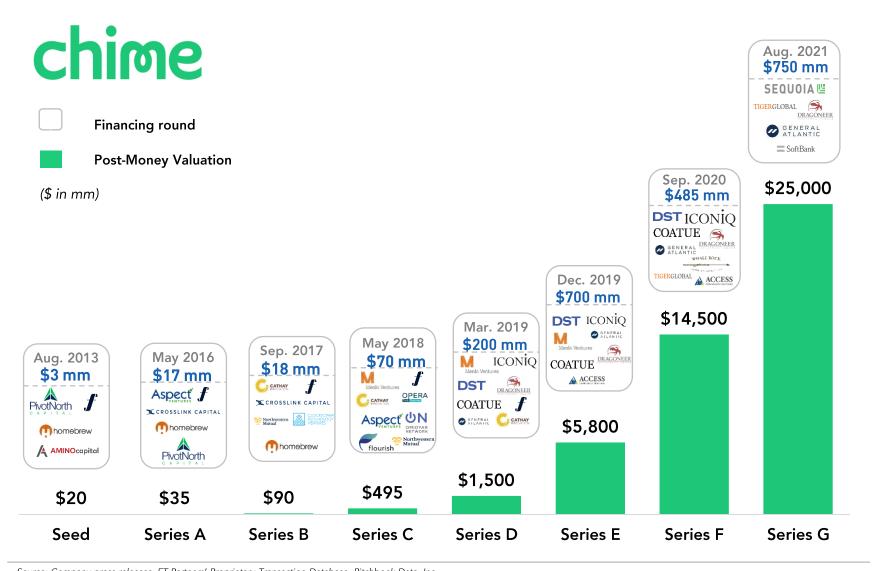


Susan Decker

- Current: CEO and Founder, raftr
- Other: Various Director positions at Berkshire Hathaway, Costco, Momentive.ai, and others

- 1) CNBC "Chime raises \$750 million, earns big jump in valuation as another fintech moves closer to IPO"
- 2) The Wall Street Journal "Chime Financial Raises \$750 Million in Latest Funding Round"

Selected Financing and Valuation History



Chime Overview

Company Overview



CEO:	Chris Britt
Headquarters:	San Francisco, CA

Founded: 2013

- Chime offers no-fee mobile banking accounts and debit cards as well as ATM access, targeting Americans who earn between \$30,000 and \$75,000 per year
- The Company's challenger bank offering helps people avoid fees, save money automatically, and improve their finances through several innovative features
- Instead of making money via loans and user fees in the mold of a traditional bank, Chime primarily collects revenue when customers use their credit or debit cards

Management Overview



Chris Britt
Co-Founder &



Ryan King Co-Founder & CTO



Matt Newcomb CFO



Melissa Alvarado CMO



Mark Troughton

Products / Services Overview



Chime offers its members a Chime Visa
Debit Card, a Spending Account, an
optional Savings Account, and other
products and tools all managed through a
mobile banking app

No hidden fees, no overdraft, no minimum balance, no monthly service fees, no foreign transaction fees or no transfer fees





Users always know their financial situation with daily notifications and instant alerts

Reach financial goals faster by saving money automatically with market-leading interest rates





Access and navigate unemployment benefits, manage and improve credit, and instantly send money, all via mobile devices

Selected Recent Challenger Bank Financing Transactions

Announce Date	Company	Selected Investors	Amount (\$ in mm)	Country
08/18/21	ONE	Progressive Investment Company; Obvious Ventures; Foundation Capital; Core Innovation Capital	\$40	
08/13/21	chime	Sequoia Capital Global Equities; SoftBank Vision Fund 2; General Atlantic; Dragoneer Investment Group; Tiger Global	750	
08/13/21	ualá	Softbank; Tencent; Ribbit Capital; Soros Fund Management; Goldman Sachs; Monashees; Endeavor Catalyst; Greyhouse Capital Europe; D1 Capital Partners	350	•
08/11/21	upgrade	Koch Disruptive Technologies; BRV; Ventura Capital	105	
08/06/21	pigbay	SK	100	(*
08/05/21	Jupiter	Nubank; Global Founders Capital; Sequoia Capital India; Matrix Partners India; Mirae Asset Venture Investment; Addition Capital; Tanglin Venture Partners; 3one4 Capital; Greyhound Capital; BEENEXT	45	•
08/02/21	₭ kuda .	Valar Ventures; Target Global; SBI Investment	55	
07/29/21	MERCURY	Andreessen Horowitz; CRV; Sapphire Ventures; Coatue Management	120	
07/21/21	soldo	Temasek; Battery Ventures; Accel; Dawn Capital; Sunley House Capital Management; Silicon Valley Bank	180	
07/19/21	Klar	General Atlantic; Mouro Capital; International Finance Corporation; Quona Capital; Prosus Ventures; Western Technology Investment	58	*
07/15/21	Revolut	SoftBank Vision Fund 2; Tiger Global; Schroder UK Public Private Trust	800	
07/12/21	tide	Apax Digital; Anthemis Group; Augmentum; Jigsaw Ventures; Localglobe; SBI Holdings; Speedinvest	100	
07/12/21	LUNAR	Heartland Ventures; Kinnevik; Tencent; Fuel Ventures; Greyhound Capital; SEED Capital; Socii Capital; IDC Ventures; MW&L Capital	249	==

Selected Recent Challenger Bank Financing Transactions (cont.)

Announce Date	Company	Selected Investors	Amount (\$ in mm)	Country
07/01/21	%-FairMoney	DST Partners; Flourish Ventures; Speedinvest; Tiger Global	\$42	
06/23/21	toss	Korea Development Bank; Alkeon Capital Management; Greyhound Capital; Altos Ventures	410	""
06/17/21	bunq	Pollen Street Capital; Undisclosed Investor(s)	228	
06/08/21	nu	Berkshire Hathaway; Undisclosed Investor(s)	750	
05/11/21	tonik	iGlobe Partners; Sequoia Capital India; Altara Ventures; Insignia Venture Partners; CitiusTech; Baring Vostok Capital Partners	17	(:
04/27/21	Current	Andreessen Horowitz; Tiger Global; TQ Ventures; Avenir Growth Capital; Sapphire Ventures; Foundation Capital; Wellington Management; Expa Capital	220	
04/27/21	🕠 step	General Catalyst; Coatue Management; Stripe; The Chainsmokers; Franklin Templeton; Undisclosed Investor(s)	100	
04/19/21	Starling Bank	Fidelity Management & Research Company; Qatar Investment Authority; RPMI Railpen; Millennium Management; Goldman Sachs	445	
04/06/21	Atom bank	Toscafund; BBVA; Undisclosed Investor(s)	56	
03/25/21	GREENWOOD	Mastercard; Visa; Truist Ventures; Bank of America; PNC Financial Services Group; JP Morgan Chase; Wells Fargo; Banco Popular North America; FIS; Lightspeed Venture Partners; Citigroup	40	
02/23/21	Tyme Bank	Apis Partners; Gokongwei Family; Serendipity Capital	109	
02/18/21	Varo	Russell Westbrook Enterprises	63	

FT Partners Research - The Rise of the Challenger Banks

The Rise of Challenger Banks Are the Apps Taking Over?



Click pictures to view report

The banking sector is experiencing a major shift globally, as Challenger Banks are becoming increasingly formidable competitors to traditional banks and have begun to capture significant market share. Furthermore, the lines between banks and other consumer financial services providers are blurring, with several alternative lenders and robo-advisors beginning to offer banking products to their customers. Ecommerce / internet giants are also jumping into the fray with Google and Amazon, among others, beginning to offer banking products. In response to the emergence of Challenger Banks, a number of incumbent banks have launched their own FinTech brands, and traditional financial institutions will likely turn to FinTech solution providers in order to defend their turfs.

Highlights of the report include:

- An overview of trends in the Challenger Banking space as well as the broader banking ecosystem
- A detailed landscape of Challenger Banks globally
- Proprietary list of financing and M&A transactions in the space
- Interviews with 17 Challenger Bank executives
- Detailed profiles of 41 global Challenger Banks

Selected FT Partners Research - Click to View



Revolut's \$800 million Series E Financing



Tide's \$100 million Series C



BigPay's \$100 million Series A
Financing



Upgrade's \$105 million Series E Financing



Zeta Raises \$250 million in Series C Financing



Square Acquires Afterpay for \$29 billion



Visa Acquires Tink for ~\$2.1 billion



Blend Completes its IPO

VIEW MORE FT PARTNERS RESEARCH

Significant Experience Advising Large Financing Rounds and "Unicorns"

FT Partners has a history of advising on some of the largest financing transactions in the FinTech space, and representing numerous FinTech "Unicorns" above \$1 billion valuations

Company	Amount Raised	Selected Prominent Investors in FT Partners Led Rounds
GreenSky"	\$1,560,000,000 *	- Accel Temasek VISA PIMCO
stone ^{co.}	1,545,000,000 *	1 10 001
■ avidxchange	956,000,000 *	RCP CAPITAL PARTNERS DST SANT ASSOCIATES INSIGHT
Revolut	800,000,000	PARTNERS STATE OF THE PARTNERS Great Hill
mollie	800,000,000	ICONIQ Premji Invest SoftBank
MERCURY®	420,000,000	Rein Conital LONI
Remitly	374,000,000 *	PRIVATE EQUITY CROSSOVER PARTIESS COPY SCOTION OF THE PARTIES COPY
ppro	370,000,000 *	BainCapital Capital khosla ventures
Next	333,000,000 *	VENTURES LONE PINE CAPITAL
OakNorth	270,000,000	NVCa KeyBank OED ING M
feedzai	267,500,000 *	INVESTORS
Liquidnet ~~	250,000,000	BBVA ◆Santander RV WELLINGTON 乾源资本 YUAN GAPITAL
square trade potention	238,000,000	InnoVentures Battery Ventures MANAGEMENT THEL
Checkout.com	230,000,000	ADAMS STREET Flavon PayPol (1)
Forge	220,000,000 *	Elavoii - Taylor
:TRUMID:	200,000,000	Redpoint PayU a G edisonpartners
Clearcover	200,000,000	NEUBERGER BERMAN KKR DRAGONEER Munich RE
№ NIUM	200,000,000	CARRICK Converting more than capital ELDRIDGE edbi
cloudwalk	190,000,000	mastercard nabventures nab
dailypay.	175,000,000	QUESTMARK PARTNERS VALOR generation
\ * Divvy	165,000,000	EQUITY PARTNERS
Better	160,000,000	SILVERLAKE PARTHENON SUMMIT PARTNERS

^{*} Total includes multiple financing rounds

^{**} Primary amount

Leading Advisor Across the Bank and Lending Tech Sector











































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

FTP Securities LLC

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

Revolut

on its Series E financing led by



for a total amount of

\$800,000,000

at a valuation of

~\$33,000,000,000



FT Partners Advises Upgrade on its Series E Financing

Overview of Transaction

- On August 11, 2021, Upgrade announced it raised \$105 million in Series E financing led by Koch Disruptive Technologies (KDT), with participation from existing investors including BRV and Ventura Capital
 - The round values the Company at more than \$3.3 billion, which represents a 3x increase over the prior 2020 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 \$7 billion in affordable credit to consumers through cards and loans since inception in 2017, and is on track to deliver \$7 billion in 2021 alone
- In July, the Company launched the Upgrade Bitcoin Rewards Card, a credit
 card that pays rewards in bitcoin rather than cash, allowing consumers to enjoy
 the potential upside of bitcoin without putting their own money at risk

Significance of Transaction

 The investment will fuel the rapid growth of the 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 <u>Series D financing</u> at a \$1 billion valuation in June 2020
- 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

FTP Securities LLC

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



on its Series E financing led by



for a total amount of

\$105,000,000 at a valuation of

\$3,325,000,000



FT Partners Advises MoneyLion on its Merger with Fusion Acquisition Corp.

Overview of Transaction

- On February 12, 2021, MoneyLion Inc. ("MoneyLion") and Fusion Acquisition Corp. (NYSE: FUSE) ("Fusion") announced that they have entered into a definitive agreement which would result in MoneyLion becoming a publicly listed company via a merger
- Upon closing of the transaction, Fusion will be renamed MoneyLion Inc., and is expected to remain listed on the New York Stock Exchange
 - The combined Company will have an estimated post-transaction enterprise value of \$2.4 billion with an estimated equity value of \$2.9 billion from the contribution of up to \$526 million in cash proceeds from the transaction, net of debt paydown and expenses
 - Proceeds will consist of up to \$350 million of cash held in Fusion's trust account and an additional \$250 million fully committed private investment at \$10.00 per share led by funds and accounts managed by BlackRock, certain funds managed by affiliates of Apollo Global Management, Inc., and leading global technology and growth equity investors
- MoneyLion is a mobile banking and financial membership platform that empowers people to take control of their finances
 - Since its launch in 2013, MoneyLion has engaged with 7.5 million hard-working Americans and has earned its members' trust by building a full-service digital platform to deliver mobile banking, lending, and investment solutions

Significance of Transaction

- MoneyLion shareholders will hold approximately 76% of the equity of the combined Company by rolling their existing holdings in MoneyLion
- The net proceeds raised from the transaction will be used to support MoneyLion's working capital and scale its proven platform and suite of products

FT Partners' Role

- FT Partners served as financial advisor to MoneyLion
 - FT Partners previously advised MoneyLion on its on its \$100 million Series C financing in 2019 and its \$82 million Series B financing in 2018
- This transaction builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients Payoneer, Porch, Open Lending, CardConnect and REPAY

Financial Technology Partners LP

is pleased to announce its role as financial advisor to



MoneyLion

on its merger with



Acquisition Corp.

[NYSE: FUSE]

post-transaction equity value

\$2,900,000,000



FT Partners Advises OakNorth on its Secondary Sale

Overview of Transaction

- In September and October 2020, existing shareholder Indiabulls Housing Finance Limited ("Indiabulls") sold down a stake in OakNorth for more than \$270 million
 - Indiabulls, an Indian mortgage lender which acquired a 40% stake in OakNorth in 2015 and partially exited it in 2018, has now sold a large portion of its remaining stake
- With offices around the world, OakNorth is the next-generation artificial
 intelligence software business that combines a deep understanding of credit,
 dynamic data sets, cloud-computing and state of the art machine learning, to
 enable the commercial bank of the future
- OakNorth's Credit Intelligence Suite was first proven within OakNorth Bank, a
 UK bank launched in September 2015, which has lent over \$5bn to British
 businesses, achieving performance metrics which place it amongst the top 1%
 of banks globally an RORE of 22.3%, an efficiency ratio of 29.8%, an NPS of
 82, and no credit losses to date
- The OakNorth Credit Intelligence Suite helps banks better understand their loan books and borrowers, and effectively stress test their portfolios. The result is more effective, better equipped Relationship, Risk and Transaction Managers, superior credit outcomes, improved efficiency, reduced risk, enhanced regulatory compliance and greater customer delight

Significance of Transaction

 The transaction further validates the OakNorth proposition and the growth potential of its technology in helping to close the estimated \$1.3 - \$1.5trn midmarket business funding gap

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to OakNorth and to Indiabulls
- This transaction highlights FT Partners' deep domain expertise in the Banking Tech space, and its successful track record generating highly favorable outcomes for all stakeholders

Financial Technology Partners LP FTP Securities LLC

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



on the sale of a minority stake for

\$270,000,000+



FT Partners Advises Tide on its \$100+ million Series C Financing

Overview of Transaction

- On July 12, 2021, Tide announced a \$100+ million Series C financing round
- The oversubscribed round is led by funds advised by Apax Digital (growth equity team of Apax Partners) as well as participation from existing investors Anthemis, Augmentum, Jigsaw, Local Globe / Latitude, SBI, and SpeedInvest
- Tide is the emerging leader in SME challenger banking in the UK, serving around 6% of UK businesses
 - Since launching in 2017, Tide has experienced rapid and sustained growth
 - The business more than doubled its user base in the UK in 2020
 - Now Tide holds over 350,000 members, over 400,000 business accounts and a proposition ranging from business banking to payments and accounting software
- Tide, in partnership with ClearBank, has also been awarded a total of nearly \$120 million in grants from the RBS Alternative Remedies Package

Significance of Transaction

- The new funding puts Tide in a position to continue to develop its business financial platform, expand its market share, as well as expand globally
- Earlier this year, Tide announced that it was expanding into India, with a full launch of the platform planned for 2022

FT Partners' Role

- FT Partners served as the exclusive strategic and financial advisor to Tide on this transaction
- The Tide transaction underscores FT Partners' deep Payments and Banking expertise, and successful track record of executing deals in Europe

FTP Securities LLC

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



on its Series C financing led by



for a total amount of

\$100,000,000+



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 fundraise 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

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



FT Partners Advises Deserve on its \$50 million Financing

Overview of Transaction

- On June 24, 2021, Deserve announced it has raised \$50 million in financing led by Mission Holdings, Mastercard (NYSE: MA), and Ally Ventures, with participation from Goldman Sachs, Sallie Mae, and other existing investors
- Deserve is powering the future of FinTech through digital-first, mobilecentric, highly configurable API and SDK based credit card solutions
 - Deserve partners with financial institutions, FinTechs, modern consumer brands, universities and associations to develop, deploy, and power white label and co-branded credit card programs
- Deserve's modern platform also provides partners the capability to offer an embedded and seamless credit card experience to customers and members

Significance of Transaction

- Deserve is the first credit card-as-a-service platform to leverage
 Mastercard's Digital First Program for instant issuance/provisioning for credit
- With the new funding, Deserve will be able to accelerate its mission to modernize the credit card stack, and enable the industry to launch and scale credit card programs quickly via modern APIs

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Deserve
- FT Partners previously advised Deserve on its \$50 million financing led by Goldman Sachs in 2019 and its \$17 million financing led by Sallie Mae in 2018
- This transaction underscores FT Partners' deep Banking Tech domain expertise 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 exclusive role as strategic and financial advisor to



on its financing led by



ally ventures.



with participation from

Goldman | sallie Other existing mae investors

for total consideration of

\$50,000,000



FT Partners' Recent Awards and Recognition

Bloomberg

Bloomberg

- o FT Partners' Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- o 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:

o FT Partners wins Top Investment Bank in FinTech

Institutional Investor





The FinTech Finance 40:

Steve McLaughlin ranked #1 in 2017 and 2018





The Information's "Silicon Valley's Most Popular Dealmakers"

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

The Largest FinTech Advisory Practice in the World

