

FT PARTNERS FINTECH INDUSTRY RESEARCH

October 4, 2021

FINTECH CEO INTERVIEW:



with Co-CEO & Co-Founder Nick Grassi

Open Banking and PFM Infrastructure Solutions

Finerio Connect Overview



Company Overview



CEO: **José Luis López Amador & Nick Grassi**

Headquarters: **Mexico City, Mexico**

Founded: **2016**

Finerio Connect provides solutions for banks, neobanks, FinTech companies, credit institutions, accounting firms, and more

- + The Company provides the only fullstack open banking and personal finance API in Latin America
- + Flexible implementation models provide companies with customization to match business needs

Management Overview



José Luis López Amador
Co-Founder & Co-CEO



Nick Grassi
Co-Founder & Co-CEO

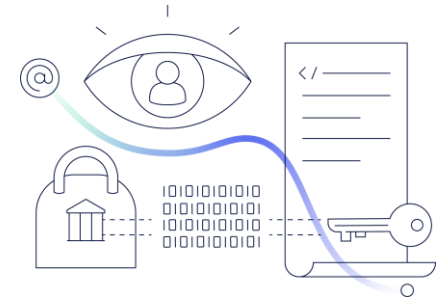


Alejandro García Granados
Chief Technology Officer

Products / Services Overview

Account Aggregation

- + Allows companies to instantly access bank data and other sources of financial information.
- + Provides real-time financial data and connection to business and personal accounts and checks the balances, transactions of debit cards, credit cards, credits, mortgages, savings, and investments.

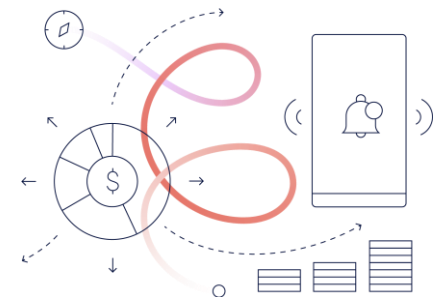


Data Enrichment

- + Allows companies to extract the maximum value out of consumer information more effectively.
- + Provides cleaned, homogenized and categorized information to make credit and financial management decisions.

Personal Financial Management

- + Helps companies advise their clients on their finances to help them spend and save their money.
- + The ready-to-deploy white-label API and SDK platforms allow for rapid launch and huge savings.





Interview with Finerio Connect



Nick Grassi

Co-CEO & Co-Founder

Nick Grassi is the Co-CEO and Co-Founder of Finerio Connect, the only full stack API for open banking and personal finance in Latin America. Prior to founding Finerio Connect, Nick held positions at Deloitte, Business Sweden, and Santander Bank.

“We had to build everything from the ground up because along the way we realized that there were no Open Banking providers and no Personal Finance tool providers in the region, and it took almost two years to really build everything properly and launch it out of Beta.”

Please describe your background and what led to founding Finerio.

I went to NYU studying international business and was fortunate to spend an entire year in Buenos Aires working at an NGO that focused on microfinance. I wrote my thesis about the topic, and I was hooked on helping solve financial issues in Latin America after that. I started my career at Santander Bank in Madrid at their world headquarters in their Consumer Finance division and later worked for them in Norway. After that I came back to the U.S. and was working as a consultant for Swedish startups entering into the U.S. market through a public private initiative called Business Sweden. I loved helping super innovative startups from the Nordics but I missed Latin America and so I applied and won a Fulbright grant to work at Deloitte Consulting Mexico and study an MBA in Mexico. It was during this time that my cofounder and I were tasked with starting the FinTech Practice at Deloitte Mexico and we were just blown away by the number of opportunities that were still not being addressed. This was around 2016 and many popular services were still not available in Mexico with most FinTechs just being lenders with a website.

I saw that even many of our well paid and well-educated colleagues at Deloitte had very poor personal finance habits and were often left asking for loans at the end of the pay period. There was no tool available that would allow for consumers to manage their personal finances automatically and so we decided that we wanted to build the first Open Banking automated Personal Finance Manager in Mexico. It was something that came to us both naturally because we both wanted to do something that was a good business but with a positive social impact. We had to build everything from the ground up because along the way we realized that there were no Open Banking providers and no Personal Finance tool providers in the region, and it took almost two years to really build everything properly and launch it out of Beta.



CEO Interview – Nick Grassi

“In 2018 the ‘FinTech Law’ passed in Mexico, which outlined the future for one of the most ambitious Open Banking systems in the world, even planning for small financial actors to open their data access.”

You started as a very popular consumer app but have shifted your focus to serving financial institutions. What led to this shift and what are the specific solutions that you offer today?

That’s right, we decided to pivot our model because although we were very successful at the user level (we were the 4th most downloaded FinTech app in Mexico in 2018 and 2019), everyone started asking us if we could do white labels and if we would lend them our bank connection API. In addition, in 2018 the “FinTech Law” passed in Mexico, which outlined the future for one of the most ambitious Open Banking systems in the world, even planning for small financial actors to open their data access. So, at the end of 2019 we pivoted because there was a lot of interest in the subject and in general towards the digitization of products from both FinTechs and traditional Financial Institutions.

What we offer today are three concrete solutions that we think add a lot of value. First, we provide open finance connections to personal bank accounts, tax data and business bank accounts. Secondly, we provide data processing and analytics in order to clean, standardize, categorize and then analyze and project future behavior for things like income, expenses, etc. Thirdly, we provide APIs and SDKs to be able to build financial management experiences on top of all of that.



CEO Interview – Nick Grassi

“We’re the only company in Latin America that does Open Banking from the source of the data all the way to the customers fingertips in a financial experience.”

Open banking and PFM solutions are dependent on not only getting data, but turning the data into a highly usable form. Talk to us about your data coverage and your process for acquiring and cleansing the data.

You’re correct on that point, Open Banking data is somewhat useless if you don’t standardize and categorize it well. We’re the only company in Latin America that does Open Banking from the source of the data all the way to the customers fingertips in a financial experience. Not just that, we’re the only company that has contact with the end user through our own B2C app, where we’re constantly receiving feedback on different account types, expense categorization, user feature suggestions, etc. We’ve done this with over 300,000 users already. We think this gives us a huge leg up and a lot of legitimacy when we’re talking to large financial institutions that like the idea of Open Banking and / or PFM but have no idea where to start or where to end the scope of its implementation.

Our data coverage is constantly evolving to include new sources and new institutions but one big advantage of having this capability is that we can also launch Personal Finance Management solutions without necessarily having to integrate into old legacy bank cores. We can utilize our own API connections in a lot of cases to power applications just like we did in our B2C application.

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Interview with Finerio Connect (cont.)



CEO Interview – Nick Grassi

“For FinTech companies we developed a no code Open Banking solution with our Magic Link product...they can implement open banking without any engineering efforts by sending out customized linking pages via email and Whatsapp, while downloading the information in CSV or JSON”

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As far as our data processing goes, we start by cleaning the data up, which as far as I know, we are the only company at the moment doing this in Latin America. This has a big cascade effect on the rest of the process because there's a lot of dirty data that gets passed onto our clients if we don't do this. This allows us to then homogenize and standardize transactions between different banks. Then we run it through our categorization algorithm which utilizes our 12 categories and 78 sub-categories and we're usually able to accurately classify around 93% of transactions, this is compared to others we've seen which are usually around 65%. Lastly, we double check each transaction ID or manually run it through a check to make sure certain transactions have processed and there aren't any duplicates. All of this then allows us to provide reports on how many times a user has shopped at a particular merchant, spending and income by category and even income prediction within 94% accuracy. We've been fortunate to have years of data and dozens of millions of transactions to back our models.

You serve both traditional financial institutions as well as FinTech companies. Are you providing similar solutions to both, or do they each have very different needs?

In general, we find that the Personal Finance Suite is much more suited to financial institutions while FinTech companies usually just want Open Banking and Data Processing capabilities. We've developed products for both.

For FinTech companies we developed a no code Open Banking solution with our Magic Link product, which has become quite popular with FinTech companies, because they can implement open banking without any engineering efforts by sending out customized linking pages via email and Whatsapp, while downloading the information in CSV or JSON.

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Interview with Finerio Connect (cont.)



CEO Interview – Nick Grassi

“We are fully operational in Mexico, Colombia, and Chile with an upcoming launch in Brazil...We want to cover most Latin American countries ultimately and be known as the standard and leader in the region when it comes to putting Open Banking into practice.”

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For many traditional financial institutions, we’ve started to see that they want to offer new brands that have cards and application experiences so we do get a lot of interest in our end-to-end Open Banking to PFM solution because it can save a lot of time and money for those types of cases. As many other reports have pointed out, a modern online / mobile banking platform is essentially synonymous with a PFM in a lot of ways. Not just that but more and more lenders and non-financial institutions are starting to want to play in the neobank space and we save them a lot of time in launching those types of products, with Open Banking enabled financial controls.

What countries across Latin America are you in today, and what are your longer-term geographical expansion plans?

We are fully operational in Mexico, Colombia, and Chile with an upcoming launch in Brazil and probably one other market which we’re yet to announce. We want to cover most Latin American countries ultimately and be known as the standard and leader in the region when it comes to putting Open Banking into practice. We’re fortunate to have had the support of Visa through the Visa Everywhere Initiative, coming in 1st Place in Latin America and 2nd Globally. Overall, we feel we have a lot of support in our geographical expansion plans. In the next few years, we’re also open to exploring opportunities outside of Latin America in other developing markets.



CEO Interview – Nick Grassi

“In our tests we saw that we typically aggregated and brought in data correctly in almost 98% of cases ... where our competitors did so about 70% of the time.”

How do you think about your competition in the Latin American market?

Although today there are some solutions that offer Open Banking, almost all of them started a year or two years ago and the technology is complicated, and it takes a lot of experience to get it right. Many of our competitors are essentially still in Beta is the reality. We understand that the outside perspective is that the markets in LATAM are very concentrated in the hands of a few banks and therefore connecting into their data is relatively simple compared to the long tail of banks and savings institutions in the U.S. for instance. However, this is misleading because these institutions have lots of different types of accounts that aren't easily identified unless you actually receive end user feedback. Depending on what type of account it is i.e., executive checking vs standard checking and when it was created, you won't know what type of accounts you're missing when you aggregate the account. As a result, even though a lot of competitors will tell you that they've successfully aggregated an account the data section will be blank. In our tests we saw that we typically aggregated and brought in data correctly in almost 98% of cases (with correct bank credentials of course) where our competitors did so about 70% of the time. It took us two years just to launch outside of Beta because connecting the banks was very complicated and there was a lot of technical mapping to do. That's not even getting into the data processing element which requires lots of user feedback as well especially when it comes to cleaning and categorizing data.

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Interview with Finerio Connect (cont.)



CEO Interview – Nick Grassi

“We’ve always had a mindset of creating value, learning, and validating our model before pouring more money into our solutions.”

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When we made the pivot, we believed and continue to believe that there is no other company in all of Latin America that can match our experience and our ability to create and unify connection technology to banks, categorization, as well as income and expense prediction and even create apps of personal finance in just weeks instead of years. A lot of FinTechs and institutions in Latin America want a partner who can launch their Open Banking strategy but also someone who can help implement an application or help revamp their application. They want something that is plug and play and something that doesn’t have to depend on many different providers creating a new system and working together. We’re still the only company to offer these types of solutions in an end-to-end fashion in all of LATAM.

You’ve only raised \$3 million so far. How have you been able to grow so much with relatively little capital? Can you discuss your future capital raising plans?

Maybe it’s because we started in an era when capital was still scarce in the region, but we’ve just got a lean mentality baked into our culture. We’ve always had a mindset of creating value, learning, and validating our model before pouring more money into our solutions. I think this has allowed us to learn a lot over the years without putting undue expectations on future rounds or disappointing any of our clients or investors.

Compared to a lot of our more high-profile competitors, we actually have better metrics and numbers often times and have been able to finance our growth with revenues to a certain degree. Again, we think this is healthy up to the point of getting product market fit, which we think we finally have. We built the team up gradually at first but more recently we’ve tripled our team in the last year or so to up to 60 people now.

Now that we have product market fit, our plan is to start to raise our Series A very soon.



CEO Interview – Nick Grassi

“We want both FinTechs and traditional institutions to be able to launch new Open Banking and Financial Management enabled capabilities and accounts in a matter of weeks, not years. We think this is just the beginning and there will be a huge need to help both save time and money by utilizing our infrastructure. ”

What is on your longer-term product roadmap? Where do you see the Company over the next 5-10 years?

We see ourselves as being the Rosetta Stone for Open Banking. Everyone talks about it but in Latin America nobody knows how to implement it or truly understands its implications yet. We want to show FinTechs and Financial Institutions how to reliably connect to data, process it and make decisions and make great experiences out of it. Our product roadmap is built around this goal and we’ve big strides towards making Open Banking codeless, easy to translate into credit scores, validate IDs, make same day loans and transfers, and much more. We want to bring these capabilities to more and more countries around the region and help be the missing link between bridging the gap when it comes to FinTech capabilities and Financial Institution capabilities. That is to say we want both FinTechs and traditional institutions to be able to launch new Open Banking and Financial Management enabled capabilities and accounts in a matter of weeks, not years. We think this is just the beginning and there will be a huge need to help both save time and money by utilizing our infrastructure.

We’re laying the foundation for the future movements of not just Open Banking but also Embedded Finance where we’re starting to see more and more non-traditional financial players move into the world of Finance. They need partners who can help them aggregate data from existing accounts and data sources but also to help them launch unique financial management tools and value propositions.

Track Record of Success in Emerging Markets

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

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<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>NIUM</p> <p>on its acquisition of</p> <p>ixaris</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>	<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>stone^{co.}</p> <p>in its private placement at the IPO price with</p> <p>ANT FINANCIAL</p> <p>for total consideration of</p> <p>\$100,000,000</p> <p>FINANCIAL TECHNOLOGY PARTNERS</p> <p>The Only Investment Bank Focused Exclusively on Financial Technology</p>

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

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

Finicity[®]

on its sale to



for total consideration of up to

~\$1,000,000,000

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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 Varo on its \$510 million E Round Financing

Overview of Transaction

- On September 9, 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

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

Varo

on its E Round financing led by

LONE PINE CAPITAL* 

with participation from

 
ELDRIDGE MARSHALL WACE

 STOCKBRIDGE INVESTORS **BlackRock.**

for a total amount of

\$510,000,000

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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

ARENA TIGERGLOBAL

for a total primary amount of

\$135,000,000

at a valuation of

~\$2,000,000,000



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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 [Series D financing](#) 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

Financial Technology Partners LP 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



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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 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

Silicon Valley's Most Popular Dealmakers

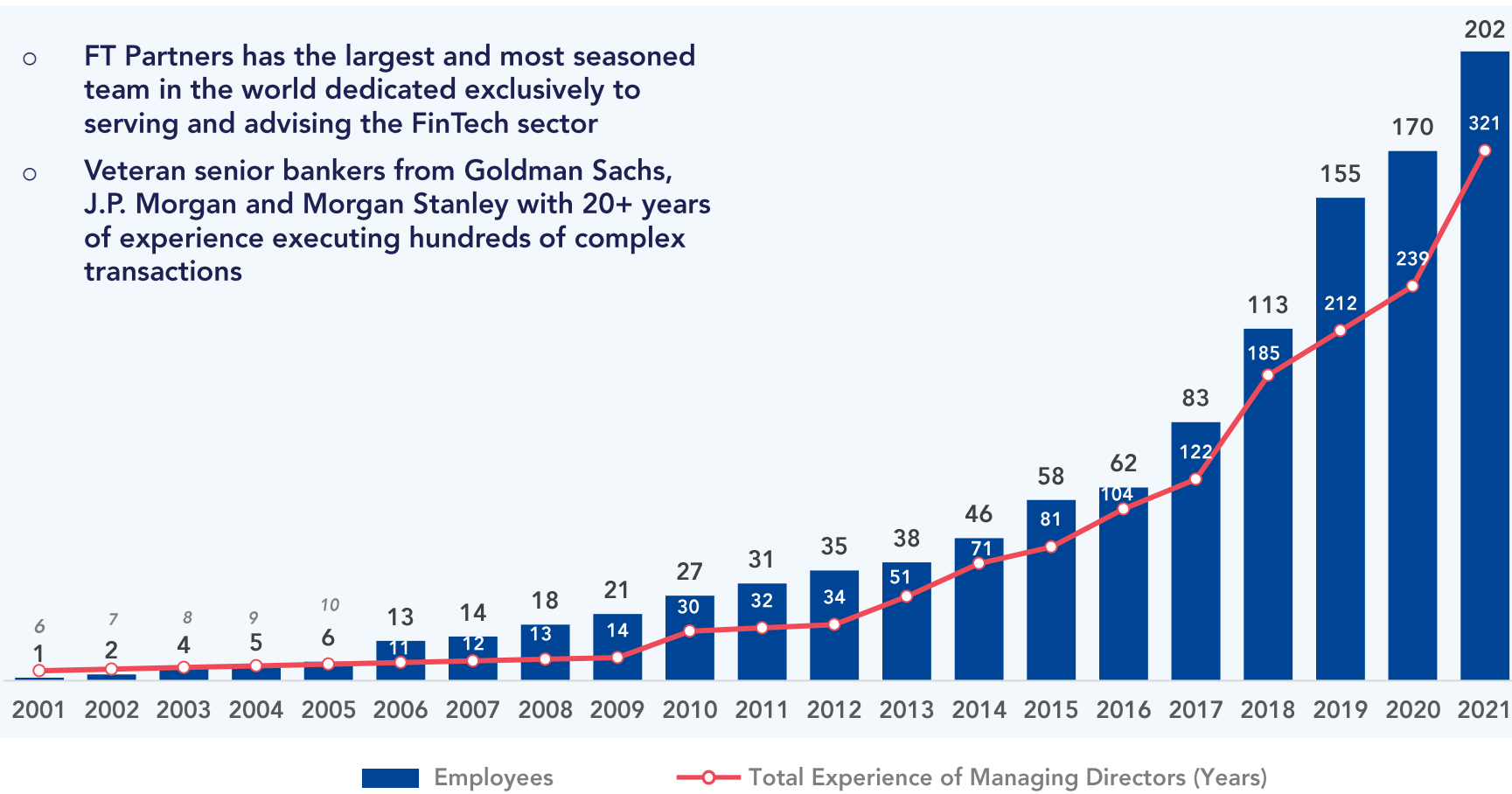
Name	Title	Company
Sam Smith	Managing Director	Golden Gate
Steve McLaughlin	Managing Partner	FT Partners
Michael Bishop	Managing Director	Golden Gate
Paul Winkler	Managing Director	FT Partners
Paul Kwan	Managing Director	Golden Gate
Quincy Smith	Partner	Golden Gate

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)

