

FT PARTNERS FINTECH INDUSTRY RESEARCH

April 15, 2021

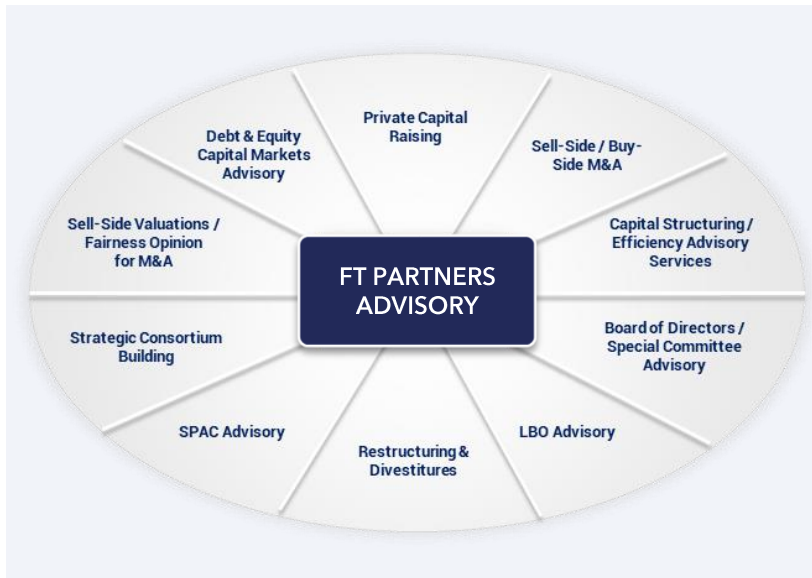


Alkami Completes its IPO Raising \$180 million (NASDAQ: ALKT)

Overview of FT Partners

- Financial Technology Partners ("FT Partners") was founded in 2001 and is the only investment banking firm focused exclusively on FinTech
- FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting the global Financial Technology landscape. Our unique insight into FinTech is a direct result of executing hundreds of transactions in the sector combined with over 19 years of exclusive focus on Financial Technology

FT Partners' Advisory Capabilities



FT Partners' FinTech Industry Research

- In-Depth Industry Research Reports
- Proprietary FinTech Infographics
- Monthly FinTech Market Analysis
- FinTech M&A / Financing Transaction Profiles



The Information

Named Silicon Valley's #1 FinTech Banker (2016) and ranked #2 Overall by The Information



Ranked #1 Most Influential Person in all of FinTech in Institutional Investors "FinTech Finance 40"



THE M&A ADVISOR

Numerous Awards for Transaction Excellence including "Deal of the Decade"

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Executive Summary



- On April 14, 2021, Alkami, a leading provider of cloud-based digital banking solutions, completed its IPO on Nasdaq under the ticker “ALKT” raising \$180 million in gross proceeds
 - The IPO priced at \$30 per share, above both the initial (\$22 – 25) and revised (\$26 – 28) filing ranges
- After the first day of trading, shares closed at \$43.00 giving the Company a market cap of approximately \$3.6 billion
- Alkami empowers community, regional and super-regional financial institutions (FIs) to compete with large, technologically advanced and well-resourced banks in the United States
 - The Alkami Platform allows FIs to onboard and engage new users, accelerate revenues and meaningfully improve operational efficiency, all with the support of a proprietary, true cloud-based, multi-tenant architecture
- The Company generated approximately \$112 million in revenue with a net loss of \$51 million in 2020
- Alkami was founded in 2009 to help level the playing field for FIs by using premium technology and FinTech solutions in one integrated ecosystem, providing clients’ customers with a single point of access to all things digital
 - As of December 31, 2020, Alkami serves 151 FIs, reaching nearly 9.7 million users, with an additional 1.5 million users under implementation
- Alkami has raised over \$390 million in funding, with its last valuation pegged at \$1.4 billion in October 2020
- Notable private investors in Alkami include D1 Capital Partners, Fidelity Management and Research, Franklin Templeton Investments, Stockbridge Investors, General Atlantic, MissionOG, S3 Ventures, Argonaut Private Equity, i2E, and Wild Basin Investments

Alkami Completes its IPO Raising \$180 million



IPO Overview

Key IPO Statistics

CEO:	Mike Hansen
Headquarters:	Plano, Texas
Founded:	2009
Employees:	609
Prospectus File Date:	March 10, 2021
Ticker:	NASDAQ: ALKT
Gross Proceeds:	\$180,000,000
Shares:	6,000,000
Initial Filing Range	\$22 - 25
Revised Filing Range	\$26 - 28
Listing Date:	April 14, 2021
Offer Price:	\$30.00

Use of Proceeds

Alkami plans to use the proceeds for general corporate purposes, to finance growth, develop new or enhanced products, fund capital expenditures, pay dividends to holders of Series B redeemable convertible preferred stock, and potentially acquire complementary businesses.

UNITED STATES
SECURITIES & EXCHANGE COMMISSION

Form S-1

Alkami Technology, Inc.

Alkami

Mike Hansen
Chief Executive Officer
5601 Granite Parkway, Suite 120
Plano, Texas 75024
United States of America

Source: Company website, prospectus

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Alkami Overview

Alkami

Company Overview

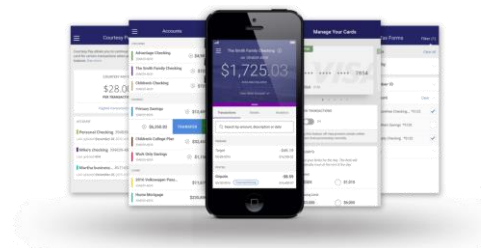
Alkami

CEO: Mike Hansen
Headquarters: Plano, TX
Founded: 2009

- Alkami provides online and mobile banking solutions for financial institutions across the U.S.
 - The Company offers a flexible, secure and customizable digital banking platform that allows banks and credit unions to compete with FinTech companies and megabanks
 - The cloud-based platform includes retail and business banking, mobile banking, bill pay, personal finance management (PFM), Person-to-Person payments and more
 - Customers can build an interface to their own specs using the Alkami platform's SDK and API's
- Over 150 financial institutions across the U.S. use Alkami's digital platform, with nearly 10 million registered users
- Alkami was recognized in 2018 and 2019 as a Deloitte Technology Fast 500 company in North America

Products & Services Overview

Digital Banking Solution for Banks and Credit Unions



Enhanced
Retail Banking



Integrated Mobile
Banking



Business
Banking



Intelligent Content
Delivery

Alkami's platform is customizable and extensible...



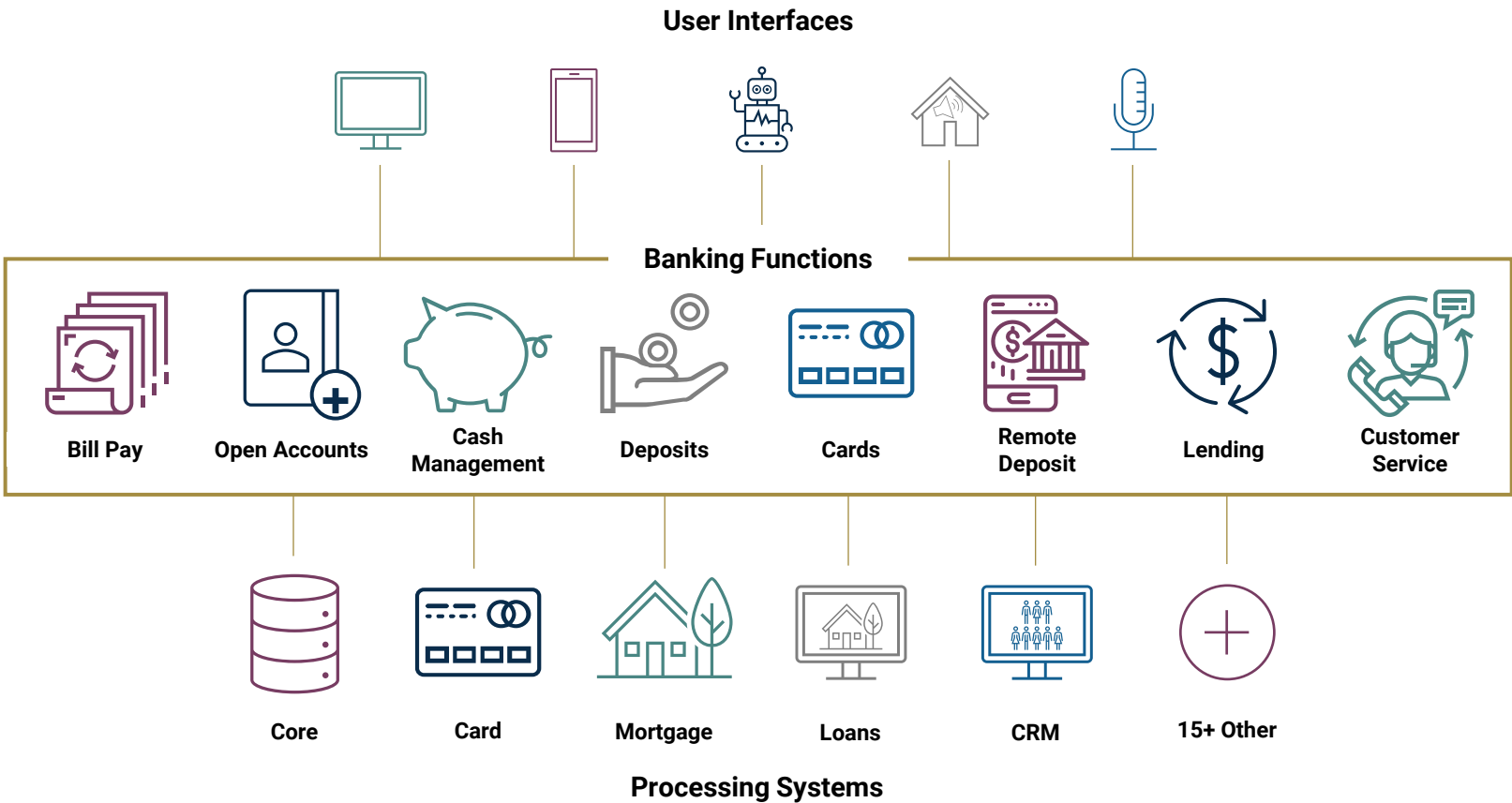
- ✓ Customizable user interface
- ✓ Create your own providers
- ✓ Build out new web apps and widgets
- ✓ Develop your own native features



Alkami Platform Overview

Alkami provides financial institutions a cloud-based digital banking platform to serve consumers and businesses across their financial journey. Alkami offers a modernized platform enhanced by 220 real-time integrations to back-office systems and third-party FinTech solutions to simplify operations and increase market velocity for financial institutions of all sizes – all on a platform with industry-leading uptime and the ability to meet consumers and businesses online, on mobile, and on their terms with self-service delivery.

Alkami Platform



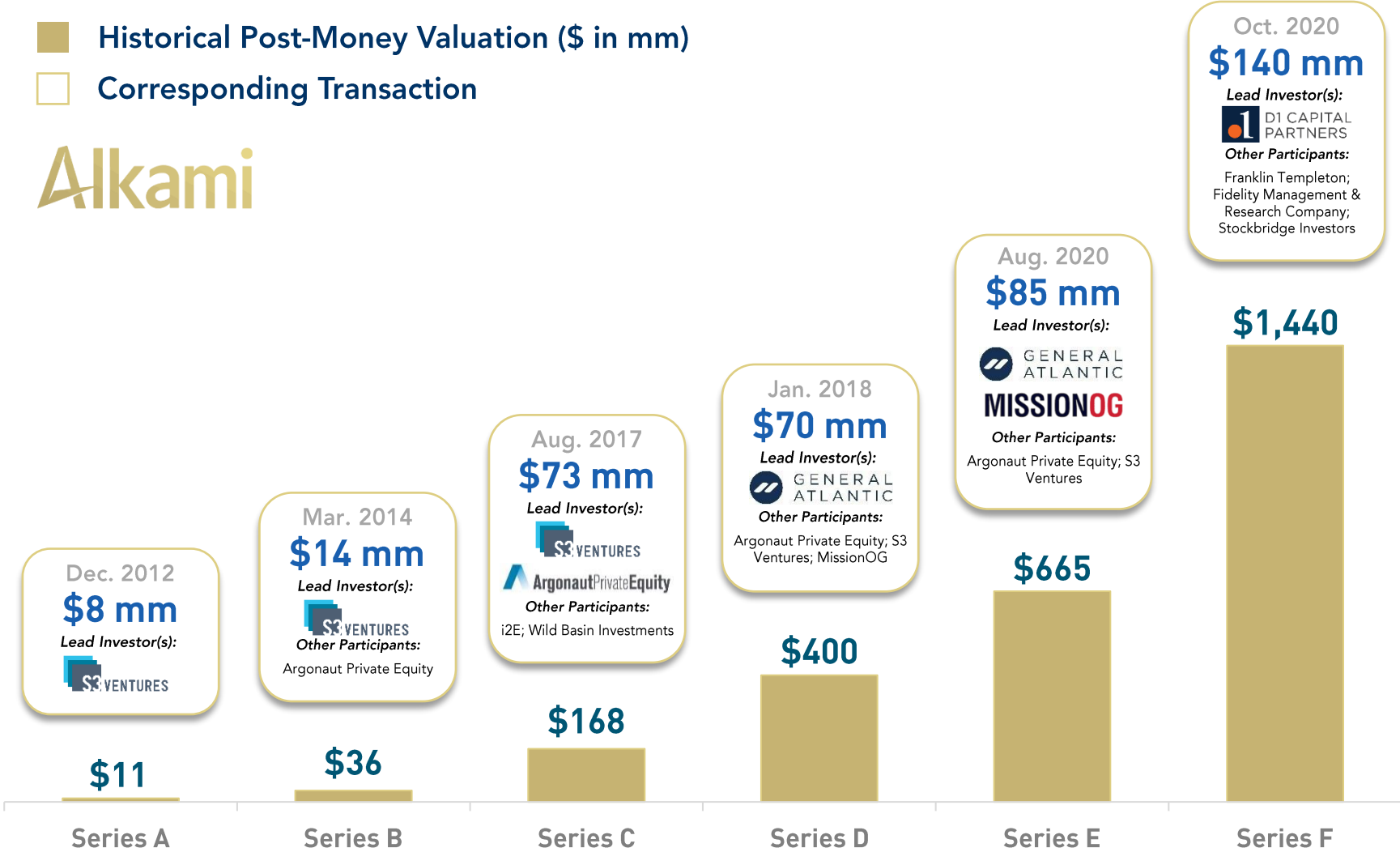
Alkami Completes its IPO Raising \$180 million

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Selected Valuation and Financing History

- Historical Post-Money Valuation (\$ in mm)
- Corresponding Transaction



Source: FT Partners' Proprietary Transaction Database, PitchBook, Crunchbase

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Alkami

Alkami's Management Team

Mike Hansen

Chief Executive Officer



- Mike Hansen joined Alkami early in 2013 as the CEO and member of the Board of Directors
- Mr. Hansen has previously held leadership roles at KeyCorp, JP Morgan Chase, Carreker (nka Fiserv), and T-System

Stephen Bohanon

Co-Founder & Chief Strategy & Sales Officer



- Stephen Bohanon co-founded Alkami Technology, Inc. in 2009
- Bohanon has an extensive financial services background including roles at Catalyst Consulting, Metavante, ACI Worldwide, and Advanced Financial Solutions

Mary Nelson

Chief Client Officer



- Mary Nelson joined Alkami in 2015 and works with clients through all aspects of their partnership
- Nelson previously served as the Senior Vice President at Monitise and Vice President of Customer Services at Mblox

Bryan Hill

Chief Financial Officer



- Bryan Hill joined Alkami in 2019 as CFO, bringing over 25 years of accounting and finance experience at public and privately held companies to Alkami's finance division
- Hill has held leadership positions at RealPage, Dyncorp, SourceHOV, FirstPlus Consumer Finance, and previously held various accounting and finance positions with Associates First Capital

Marc Jones

Chief Technology Officer



- Marc Jones joined Alkami in 2017 and leads the Engineering group
- Prior to joining Alkami, Jones served as VP of Product Innovation and CTO at SoftLayer and Director of Product Development at Rackspace's emerging cloud division

Doug Linebarger

Chief Legal Officer



- Doug Linebarger has served as Chief Legal Officer of Alkami since April 2015
- Linebarger has served as general counsel and corporate secretary at multiple technology companies, including One Network, Credant Technologies, and i2 Technologies (JDA)

Market Opportunity

Alkami's Market Opportunity

I. Heightened user expectations

- The digitization of most aspects of commerce has conditioned businesses and consumers to expect improved user experiences, which extends into financial services
- Account opening, loan origination and disbursement, and money transfer can now be executed in minutes, elevating digital user experience beyond branch location as the premier point of differentiation for customers' service and satisfaction

II. Increasingly digital competitive landscape

- In Q2 2020, about 51% of all new bank accounts were opened with "megabanks," while the fragmented landscape of challenger banks has attracted tens of millions of registered users without physical branches
- These market trends accelerate the disappearance of geographical boundaries and the importance of physical footprint, all while increasing regional and national competition

III. Regulatory environment

- Banking regulation is continuously evolving, and it is the responsibility of FIs to create an internal control environment capable of ensuring compliance with a framework of local, national and international rules
- Emerging technologies are increasingly built to perform routinized tasks associated with this function, freeing up resources to be reinvested in growth

IV. Importance of efficiency

- The current low interest rate environment has put increased pressure on FI earnings, forcing FIs to seek additional revenue streams, often in the form of fee income from payments processing and other non-credit products
- This also forces FIs to seek opportunities to streamline operations and labor-intensive tasks through automation

V. Shift to mobile

- FI Navigator estimates there are over 350 million digital bank user accounts in the United States, and, according to a survey by the American Bankers Association, 70% of consumers use a mobile device on a monthly basis to manage their bank account
 - Today, a consumer or business can open a bank account almost instantly and take out a loan or transfer money from a mobile device
- These rapid advances are contributing to a substantial decline in bank physical branch traffic, a trend that meaningfully accelerated in 2020 as foot traffic remained down across all retail segments even after initial COVID-19-related shelter-in-place restrictions were eased, decreasing nearly 25% year-over-year for the week ended November 29, 2020, according to an analysis by Placer Labs

Market Opportunity (cont.)

Alkami's Market Opportunity

VI. Shift to the cloud

- Cloud-based, multi-tenant infrastructures that are securely delivered enable technology providers to broadly distribute capabilities historically reserved only for the best resourced
 - Premier tech architectures can also leverage data that can be collected into a warehouse and quickly synthesized for consumption by clients in the service of their customers
 - Finally, single-, low- and no-code architectures allow near same-day adaptability to evolving consumer needs or economic challenges
- The COVID-19 pandemic provided a remarkable case study in the value of these advantages, as massive market share shifts are accruing to the benefit of innovative, cloud-based platforms across a variety of industries

VII. Proliferation of powerful, best-of-breed technology solutions

- Advances and investment in FinTech have led to a disaggregated network of point solutions designed to improve upon discrete tasks historically executed through a single vendor, enabling FIs to select the products that best fit their objectives, scale and budget
- This proliferation of powerful technology solutions has served to reduce barriers to entry for providers of point solutions, encouraging innovation and underscoring the value of integration layers

VIII. Increasing complexity of banking information technology architectures

- Integration challenges of the past required connections to a small number of back-office systems and point solutions
 - Today, connections are required to dozens of third parties and many core and back-office systems; This complexity is magnified with many of the point solutions and core systems operating as single tenant models
- Consequently, the industry highly values platforms that mitigate much of this complexity with modern architectures that enable real-time integrations to all constituents of the digital banking ecosystem

IX. Focus on security

- The increasingly interconnected and digital nature of finance renders FIs particularly vulnerable to cybersecurity attacks given the attractive nature of FIs as protectors of both capital and personal information
- Malicious attacks require only a computer and can come from anywhere in the world, meaning FIs are constantly under threat. For this reason, FIs must make substantial technology investments in cybersecurity

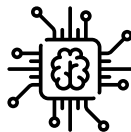


The Alkami Value Proposition



Premier User Experience

The Alkami Platform enables clients to leverage technology to deliver a premier user experience. The experience that Alkami builds, and that its clients deliver, is validated by its clients’ market-leading app ratings, which are, on average, higher than each of our main competitors and reflect the level of customer satisfaction associated with leading technology brands.



Versatile Platform

Alkami’s product breadth, depth of integrations, partner network and configurability enable its clients to more precisely match products to suit the objectives of their digital offering. This allows a degree of flexibility that is critical to their pursuit of differentiation without the technical burden and higher cost of custom software. This approach is tremendously scalable, enabling Alkami to serve large and smaller institutions alike from a single platform, with a full product suite across both retail and business banking operations.



Velocity of Innovation

Alkami’s ability to win and retain clients is a function of consistently striving to offer a platform with products and configurations that exceeds those of our competition. The multi-tenant architecture, combined with continuous delivery, allows Alkami to implement new and existing features in lockstep with clients’ evolving needs. Alkami’s technological infrastructure provides a speed-to-market advantage which often allows the Company to remain a step ahead of competitors who operate single-tenant or other legacy architecture.



Fraud Mitigation

Alkami’s clients seek to achieve a balance between convenience and safety that is required in a digital banking solution. Biometric and multi-factor authentication, combined with machine learning wrapped in a leading user experience, creates a more secure user experience. Platform security capabilities such as card management and true real-time alerts further help to mitigate fraud and develop a relationship of trust between the clients and their customers.



Growth Strategies



Deepen Existing Client Relationships

Alkami plans to continue to deepen existing client relationships through cross-sell and customer penetration. Alkami clients purchase an average of 9 out of the 26 total products, leaving many more products to sell. Alkami estimates that its registered user base only accounts for 70% of its clients' total customers, representing a significant opportunity to grow its customer base.



Win New Clients

The market remains underserved by legacy solutions, which will allow Alkami to continue to gain market share. Alkami is increasingly winning FIs with more sophisticated needs – all while growing market presence and product capabilities. As compared to the 2018 client cohort, the 2020 client cohort, on average, has nearly twice as many registered users, has longer contract lengths and utilizes more products.



Broaden and Enhance Product Suite

Alkami will invest to continue to enhance its product suite. In 2020 and 2019, it spent 35.9% and 44.5% of revenues on research and development, underlining its commitment to ongoing innovation. This includes maintaining a constant pulse on the evolving needs of its clients and designing products accordingly, both on a proprietary basis and in collaboration with its platform partner network.



Select Acquisitions

Alkami will selectively pursue acquisitions and other strategic transactions that accelerate strategic objectives. Alkami's acquisition of ACH Alert (completed in Q4 2020) exemplifies its acquisition strategy, bringing an additional fraud prevention tool to the product suite while also providing access to an additional 95 clients that were either live or under contract with ACH Alert at the time of the acquisition.

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Alkami's Key Metrics

Key Metrics

(as of Dec. 31, 2020 unless specified otherwise)

Revenue Scale
\$128 mm
Annual Recurring Revenue

Strong Momentum
53%
Total Revenue CAGR
FY2018 - FY2020

Growing Addressable Market
\$3 bn
2015 Estimate

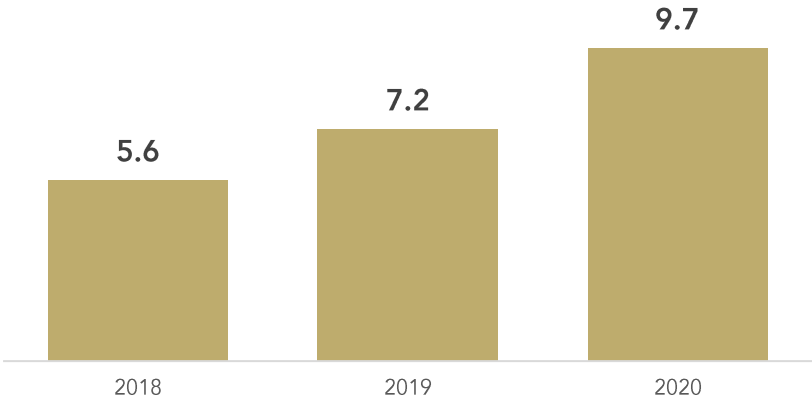
\$7 bn
2020 Estimate

Subscription Revenue Model
94%
Subscription Revenue Mix

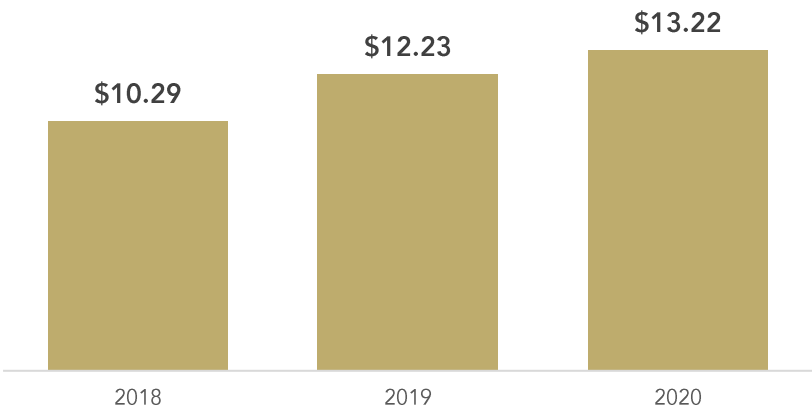
Land and Expand
117%
Net Dollar Retention

Platform Scale
9.7 million
Registered Users

Registered Users ⁽¹⁾ (# in mm)



Revenue Per Registered User



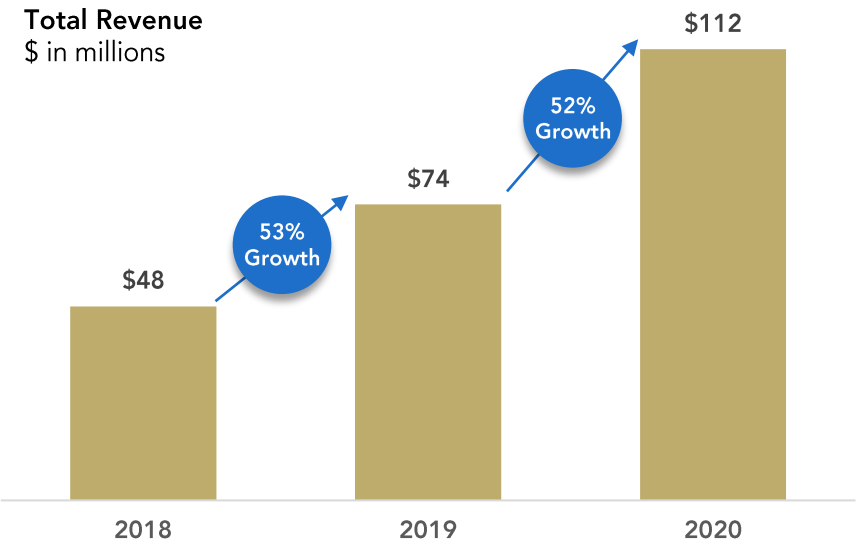
Source: Company prospectus
(1) A Registered User is defined as an individual or business related to an account holder of an FI client on its digital banking platform that has registered to use one or more solution and has current access to use those solutions as of the last day of the reporting period presented

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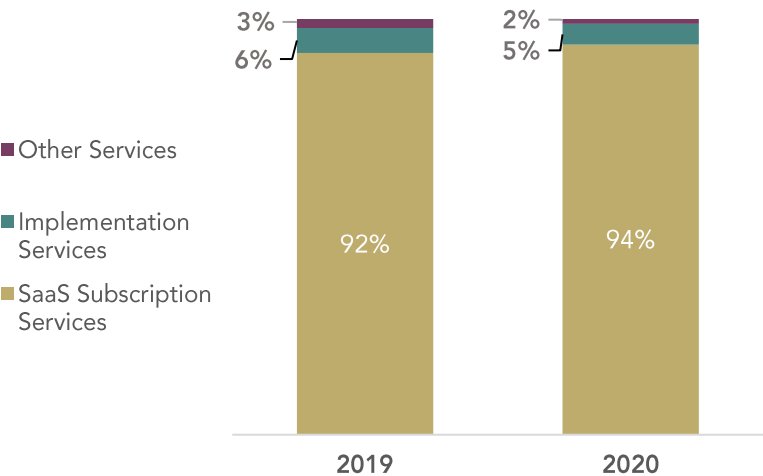


Financial Overview – Annual

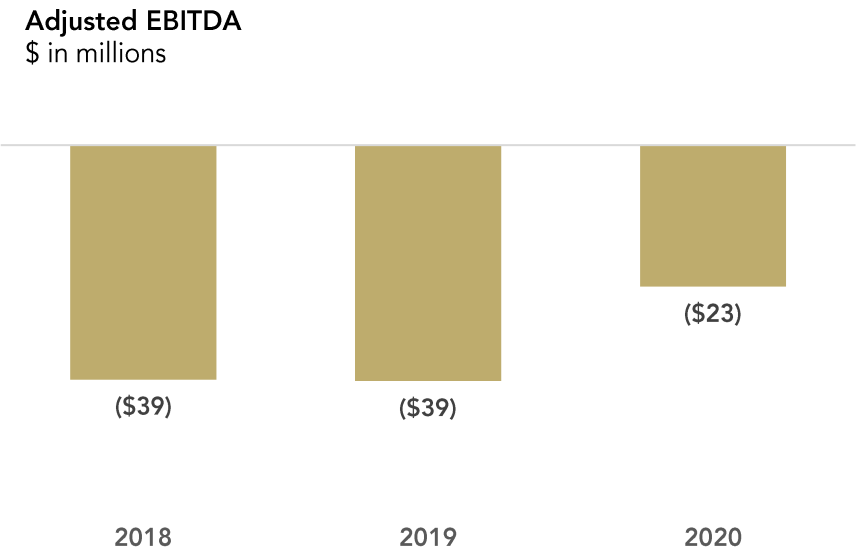
Total Revenue
\$ in millions



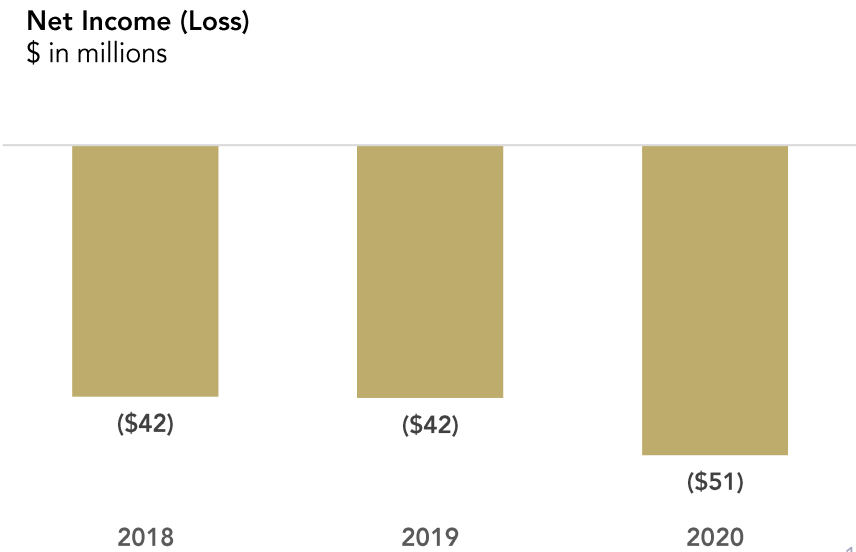
Revenue Breakout



Adjusted EBITDA
\$ in millions



Net Income (Loss)
\$ in millions



Source: Company prospectus; Fiscal year ends on December 31

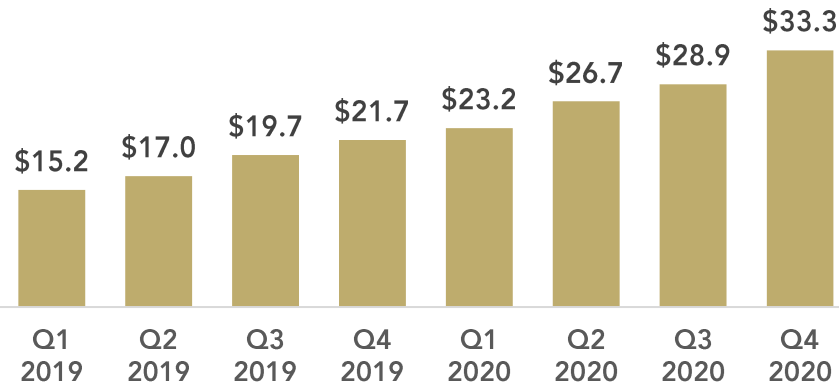
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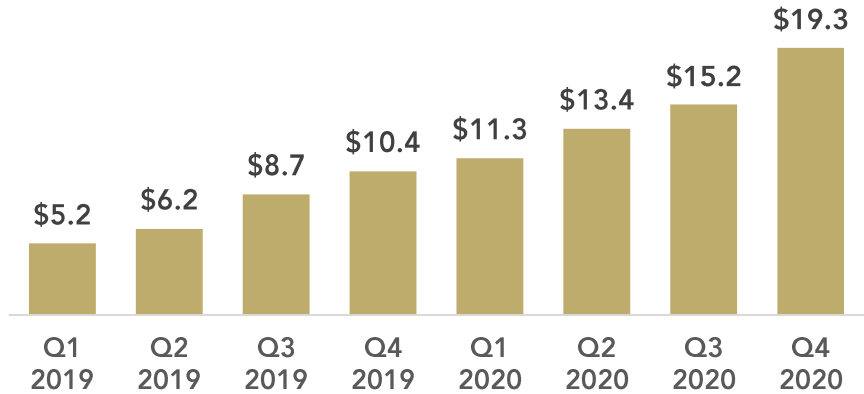
Alkami

Financial Overview – Quarterly

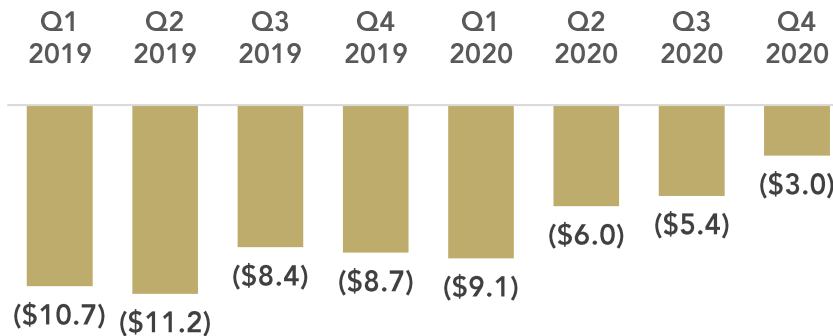
Total Revenue
\$ in millions



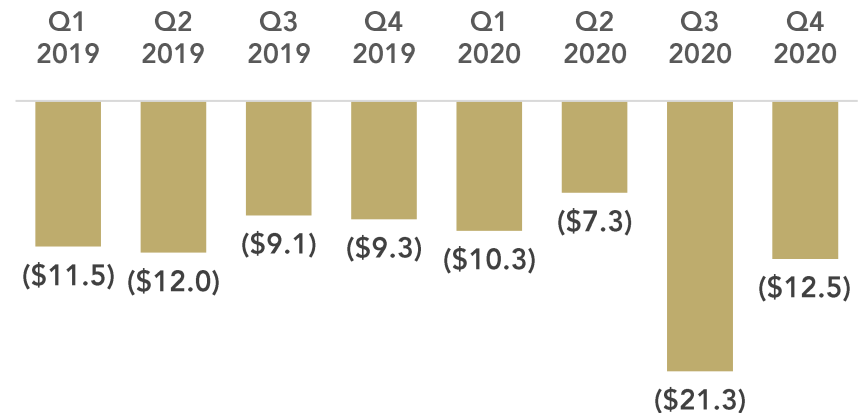
Gross Profit
\$ in millions



Adjusted EBITDA
\$ in millions



Net Loss
\$ in millions



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Alkami

Publicly Traded Comparables

Company Name	Price 04/14/21	% 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	
						LTM	CY 21E	CY 22E	LTM	CY 21E	CY 22E	LTM	CY 21E	CY 22E	CY 21E	CY 22E		LT	CY 21E	CY 22E
CORE BANKING & RELATED PROCESSING																				
FIS	\$ 149.99	4 %	96 %	\$ 93,659	\$ 112,507	nm	23.6 x	20.4 x	26.8 x	18.5 x	16.6 x	9.0 x	8.2 x	7.6 x	9 %	8 %	14 %	45 %	46 %	1.7 x
Fiserv	123.85	1	98	83,985	105,358	nm	22.9	19.4	22.3	16.7	15.2	7.1	6.6	6.2	8	7	18	39	41	1.3
Temenos	157.79	6	89	11,591	12,449	nm	41.1	36.7	49.7	27.3	24.9	14.0	12.6	11.5	11	10	12	46	46	3.5
Jack Henry	153.81	(1)	77	11,703	11,622	49.7	37.1	32.3	25.9	20.1	18.1	6.8	6.4	5.9	6	7	11	32	33	3.3
nCino	70.02	1	67	6,958	6,599	nm	nm	nm	nm	nm	nm	32.3	26.0	21.1	24	23	na	nm	nm	na
OneConnect	16.48	7	57	6,474	6,038	nm	nm	nm	nm	nm	nm	11.9	8.3	5.9	44	40	na	nm	0	na
Q2 Holdings	104.69	2	70	5,872	5,937	nm	nm	nm	nm	nm	nm	14.7	12.1	10.0	22	21	nm	7	9	na
Alkami	43.00	na	na	3,575	3,274	nm	na	na	nm	na	na	29.2	na	na	na	na	na	na	na	na
Computer Services	58.50	(2)	92	1,618	1,556	34.8	na	na	15.5	na	na	5.4	na	na	na	na	na	na	na	na
Intellect Design Arena	9.42	(3)	91	1,314	1,340	63.7	32.4	26.0	39.1	24.7	20.9	6.9	6.1	5.4	13	13	nm	25	26	na
Silverlake Axis	0.19	0	72	483	321	17.9	12.0	10.8	6.8	4.7	4.5	2.1	1.9	1.8	4	7	1	40	40	nm
CREALOGIX	128.42	(0)	89	179	173	nm	60.5	22.0	nm	30.4	16.2	1.5	1.5	1.4	4	6	na	5	9	na
Median		1 %	89 %			49.7 x	32.4 x	22.0 x	25.9 x	20.1 x	16.6 x	8.0 x	7.4 x	6.1 x	10 %	9 %	12 %	36 %	33 %	2.5 x
Mean		1	82			49.7	32.8	23.9	31.2	20.4	16.6	15.6	9.0	7.7	14	14	11	30	28	2.5
BANK FOCUSED SOFTWARE / IT SERVICES																				
Tata Consultancy Services	\$ 41.36	(2)%	92 %	\$ 155,192	\$ 148,210	41.5 x	29.7 x	27.8 x	23.9 x	20.8 x	21.0 x	6.8 x	6.1 x	5.7 x	15 %	7 %	10 %	29 %	27 %	2.8 x
Infosys	18.61	(1)	95	78,980	76,218	35.5	27.3	24.8	20.7	19.1	18.0	5.6	5.1	4.6	13	11	13	27	25	2.1
CGI Group	85.56	2	99	22,363	24,512	25.3	19.6	18.2	14.5	12.2	11.7	2.5	2.5	2.4	3	3	8	20	20	2.5
Pegasystems	127.86	8	86	10,846	10,977	nm	nm	nm	nm	nm	73.3	10.8	8.8	7.4	22	20	na	5	10	na
Sopra	167.27	(3)	95	3,278	4,226	21.2	13.3	11.6	10.0	7.0	6.2	0.8	0.8	0.8	6	4	19	11	12	0.7
Oracle Financial Services	43.93	3	88	3,782	3,159	18.9	15.4	13.9	9.9	na	na	4.7	4.3	3.9	9	12	13	na	na	1.2
Asseco Poland	18.48	4	93	1,534	2,321	25.5	14.6	14.2	5.2	4.7	4.6	0.7	0.6	0.7	12	(2)	na	14	14	na
Shenzhen Sunline Tech	2.77	1	64	2,000	2,000	nm	41.9	31.6	50.3	33.0	25.8	10.2	6.7	5.2	26	29	na	20	20	na
GFT	19.80	5	97	521	615	29.5	21.0	16.8	13.2	10.4	9.1	1.2	1.1	1.0	8	8	42	10	11	0.5
Alfa Financial Software	1.93	0	93	578	508	28.9	41.5	40.6	15.1	21.4	21.4	4.7	5.1	4.9	na	4	na	24	23	na
Median		1 %	93 %			30.4 x	21.0 x	18.2 x	14.5 x	15.7 x	18.0 x	4.7 x	4.7 x	4.2 x	12 %	8 %	13 %	20 %	20 %	1.7 x
Mean		2	90			30.9	24.9	22.2	18.1	16.1	21.2	4.8	4.1	3.6	12	10	17	18	18	1.6
WHOLESALE PAYMENTS																				
ACI Worldwide	\$ 40.35	4 %	93 %	\$ 4,776	\$ 5,834	53.2 x	22.6 x	20.5 x	23.2 x	15.5 x	14.4 x	4.5 x	4.4 x	4.2 x	3 %	5 %	15 %	28 %	29 %	1.5 x
Bottomline Technologies	47.83	4	86	2,153	2,174	nm	39.3	30.3	52.6	20.7	17.4	4.8	4.4	3.9	11	12	22	21	22	1.8
Median		4 %	90 %			53.2 x	31.0 x	25.4 x	37.9 x	18.1 x	15.9 x	4.7 x	4.4 x	4.0 x	7 %	9 %	19 %	25 %	26 %	1.6 x
Mean		4	90			53.2	31.0	25.4	37.9	18.1	15.9	4.7	4.4	4.0	7	9	19	25	26	1.6

Selected FT Partners Research – *Click to View*

June 23, 2020

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

Finicity

on its sale to

mastercard

The Only Investment Bank Focused Exclusively on FinTech

for a total consideration of up to **~\$1,000,000,000**

San Francisco • New York • London

Finicity's \$1 billion Sale to Mastercard

December 20, 2020

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

acima

on its sale to

RAC

The Only Investment Bank Focused Exclusively on FinTech

for total consideration of **\$1,650,000,000**

San Francisco • New York • London

Acima's \$1.65 billion Sale to Rent-A-Center

February 12, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

FT PARTNERS is Pleased to Announce its Role as Financial Advisor to

MoneyLion

on its merger with

Fusion
Acquisition Corp.

(NYSE: FUSE)

post-transaction equity value **\$2,900,000,000**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

MoneyLion's \$2.9 billion Merger with Fusion Acquisition Corp.

January 7, 2021

FT PARTNERS
TRANSACTION ANNOUNCEMENT

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

MAMBU

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**

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Mambu's \$135 million Series D Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

January 14, 2021

affirm

Affirm Raises \$1.2 billion in its IPO [NASDAQ:AFRM]

The Only Investment Bank Focused Exclusively on FinTech

San Francisco • New York • London

Affirm Raises \$1.2 billion in its IPO

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 24, 2021

blend

Blend Acquires Title365 for \$500 million

TITLE365

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Blend Acquires Title365 for \$500 million

FT PARTNERS FINTECH INDUSTRY RESEARCH

April 9, 2021

PLAID

Plaid Raises \$425 million in Series D Financing Led by Altimeter Capital

ALTIMETER CAPITAL

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Plaid Raises \$425 million in Series D Financing

FT PARTNERS FINTECH INDUSTRY RESEARCH

March 11, 2021

CAPITOL INVESTMENT V

Capitol Investment Corp. V (NYSE: CAP) Merges with Doma (fka States Title) for an Enterprise Value of approximately \$3 billion

doma

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Doma Merges with Capitol Investment Corp. V

[VIEW MORE FT PARTNERS RESEARCH](#)

FT Partners Research – Open Banking

Open Banking: Rearchitecting the Financial Landscape



Click pictures to view report

The proliferation of Open Banking standards could have a transformative impact on financial services in the coming years. Open Banking – a framework wherein banks open up their APIs and enable third parties to access customers' financial data in order to provide new services – provides greater transparency to consumers, while also lowering the barriers to entry for new players. This should encourage heightened levels of innovation and competition in financial services, while also enabling banks to partner with and provide services to FinTech companies, rather than competing directly with them. Open Banking principles have also enabled the rise of Embedded Finance, which empowers any company to offer financial products directly to their customers in their core platforms or apps.

Report features:

- An overview of trends related to Open Banking, Banking-as-a-Service, and Embedded Finance globally
- A detailed landscape of FinTech companies in the Open Banking and Embedded Finance space
- Proprietary list of financing and M&A transactions in the space
- Exclusive interviews with CEOs and executives of more than 20 high-profile Open Banking-related companies
- Detailed profiles of over 60 companies in the space

Significant Experience Across the Bank and Lending Tech Sector



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 FTP Securities LLC

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



MoneyLion

on its merger with



Fusion

Acquisition Corp.

(NYSE: FUSE)

post-transaction equity value

\$2,900,000,000

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FT Partners Advises Open Lending on its Merger with Nebula Acquisition Corp.

Overview of Transaction

- On January 6, 2020, Nebula Acquisition Corporation "Nebula" (Nasdaq: NEBU), a special purpose acquisition company ("SPAC"), sponsored by True Wind Capital, announced a definitive merger agreement with Open Lending
- Upon completion of the business combination on June 10, 2020, Nebula changed its name to Open Lending, and its common stock is expected to begin trading on the Nasdaq Stock Market under the ticker symbol "LPRO", commencing June 11, 2020
 - Total consideration of the transaction is approximately \$1.7 billion *
- Open Lending, through its flagship product, Lenders Protection, offers loan analytics, risk-based pricing, risk modeling and default insurance, ensuring profitable auto loan portfolios for financial institutions throughout the U.S.

Significance of Transaction

- While creating significant liquidity for existing shareholders, Open Lending's Management team will continue to lead the merged Company as over 70% of their existing equity is expected to be rolled as part of the transaction
- Open Lending's existing minority investor, Bregal Sagemount, a prominent growth equity firm, will continue as a public stockholder and participate on the board as well
- Open Lending will pursue significant growth opportunities within its existing customer base of credit unions, banks, and OEM Captives, as well as through new channels, asset classes, and geographies

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Open Lending
- Exemplifies FT Partners' ability to deploy expertise for a complex business operating at the intersection of consumer finance, InsurTech, and Auto FinTech
- Builds on FT Partners' expertise in navigating the unique process in selling companies to SPACs, and follows highly successful sales of FT Partners' clients

[CardConnect](#) and [REPAY](#)

Financial Technology Partners LP
FTP Securities LLC

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

**OpenLending**

on its merger with

Nebula Acquisition Corporation
(NASDAQ: NEBU)

sponsored by


TRUE WIND

for total consideration of up to approximately

\$1,700,000,000



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* This amount represents the estimated enterprise value at the share price of \$13.35 as of June 9, 2020, plus the value of the earnout shares at \$12, \$14 and \$16 and estimated value of the TRA for the selling shareholders

FT Partners Advises Acima on its Sale to Rent-A-Center

Overview of Transaction

- On December 20, 2020, Rent-A-Center, a leading omni-channel lease-to-own provider for the credit constrained customer, announced it has entered into a definitive agreement to acquire Acima Credit LLC, a virtual lease-to-own provider based in Draper, Utah
 - Total consideration consists of \$1.273 billion in cash and approximately 10.8 million shares of Rent-A-Center common stock currently valued at \$377 million
- Founded in 2013, Acima is a leading platform offering customers virtual lease-to-own solutions at point-of-sale via mobile technology
- Acima's virtual lease-to-own products are used by more than 15,000 merchant brick and mortar and e-commerce locations

Significance of Transaction

- The acquisition accelerates Rent-A-Center's position as a premier FinTech platform across both traditional and virtual lease-to-own solutions
- The acquisition also provides further diversification of Rent-A-Center's retail partner base and product verticals, and enhances its ability to compete for high-value national retail accounts

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Acima
- This transaction highlights FT Partners' deep domain expertise across the Buy-Now-Pay-Later and Credit Technology sectors, and its successful track record generating highly favorable outcomes for leading high-growth FinTech companies globally, including during the COVID-19 pandemic

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*is pleased to announce its role as
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acima

on its sale to



for total consideration of

\$1,650,000,000



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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 Upgrade on its Series D Financing

Overview of Transaction

- On June 17, 2020, Upgrade announced it has raised Series D financing led by Santander InnoVentures, with participation from existing investors including Union Square Ventures, Ribbit Capital, Vy Capital and Silicon Valley Bank and new investors Ventura Capital and Uncorrelated Ventures
 - The round values the Company at more than \$1 billion, which represents a 2x increase over the prior round valuation
- Upgrade is a neobank that offers affordable and responsible credit to mainstream consumers through cards and personal loans, along with free credit monitoring and education tools that help consumers better understand their finances
- Since Upgrade launched in 2017, more than 10 million consumers have applied for an Upgrade card or loan and the Company has delivered over \$3 billion in credit, growing at a triple digit annual rate
- Upgrade is cash flow positive with an annual revenue run rate of \$100 million
- Later this year, Upgrade plans to launch the Upgrade Account, an online checking account with generous debit rewards and an easier path to Upgrade's credit product

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.
- Upgrade will also use the investment for the upcoming launch of Upgrade Account, a mobile banking product offering exceptional value to mainstream consumers

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Upgrade
- This transaction highlights FT Partners' deep domain expertise with neobanks and the direct-to-consumer sector, 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 D financing led by



at a valuation of

\$1,000,000,000+



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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 mid-market 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*



OakNorth

and to

Indiabulls

on the sale of a minority stake for

\$270,000,000+

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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

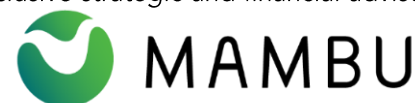
- The transaction values Mambu at ~\$2 billion, underscoring the company's leadership position in redefining the global core banking technology market
- With this new round of financing, Mambu will continue to accelerate its rapid growth by deepening its footprint in the more than 50 countries in which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

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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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

A screenshot of a table titled "Silicon Valley's Most Popular Dealmakers" from The Information. The table lists several individuals and their roles. Steve McLaughlin is highlighted in blue.

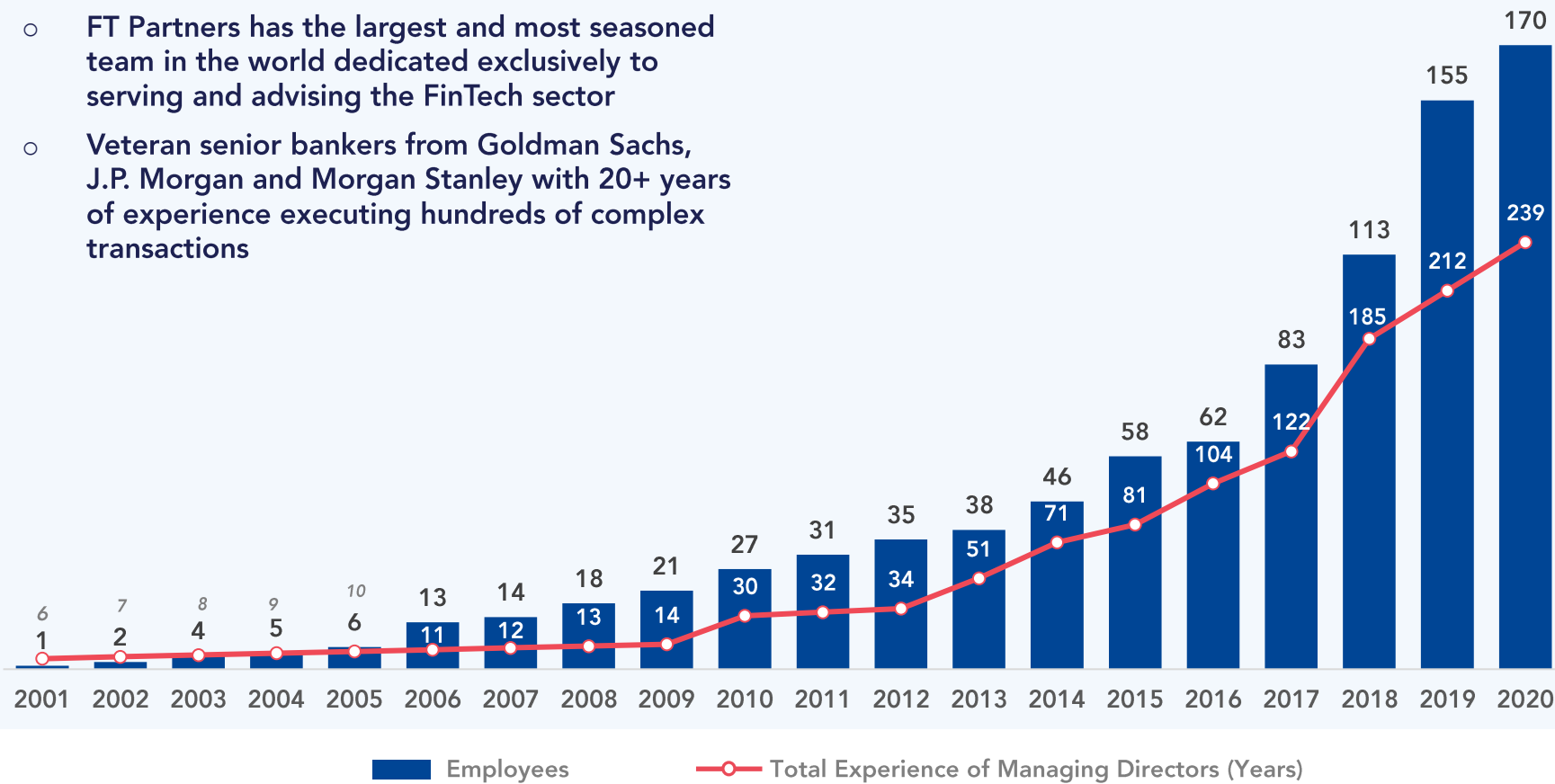
Name	Title	Company
Sam Smith	Managing Director	Golden Gate
Steve McLaughlin	Managing Partner	FT Partners
Michael Hedges	Managing Director	Golden Gate
Mark Winkler	Managing Director	Golden Gate
Paul Rosen	Managing Director	Golden Gate
Quincy Smith	Partner	Golden Gate

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)

