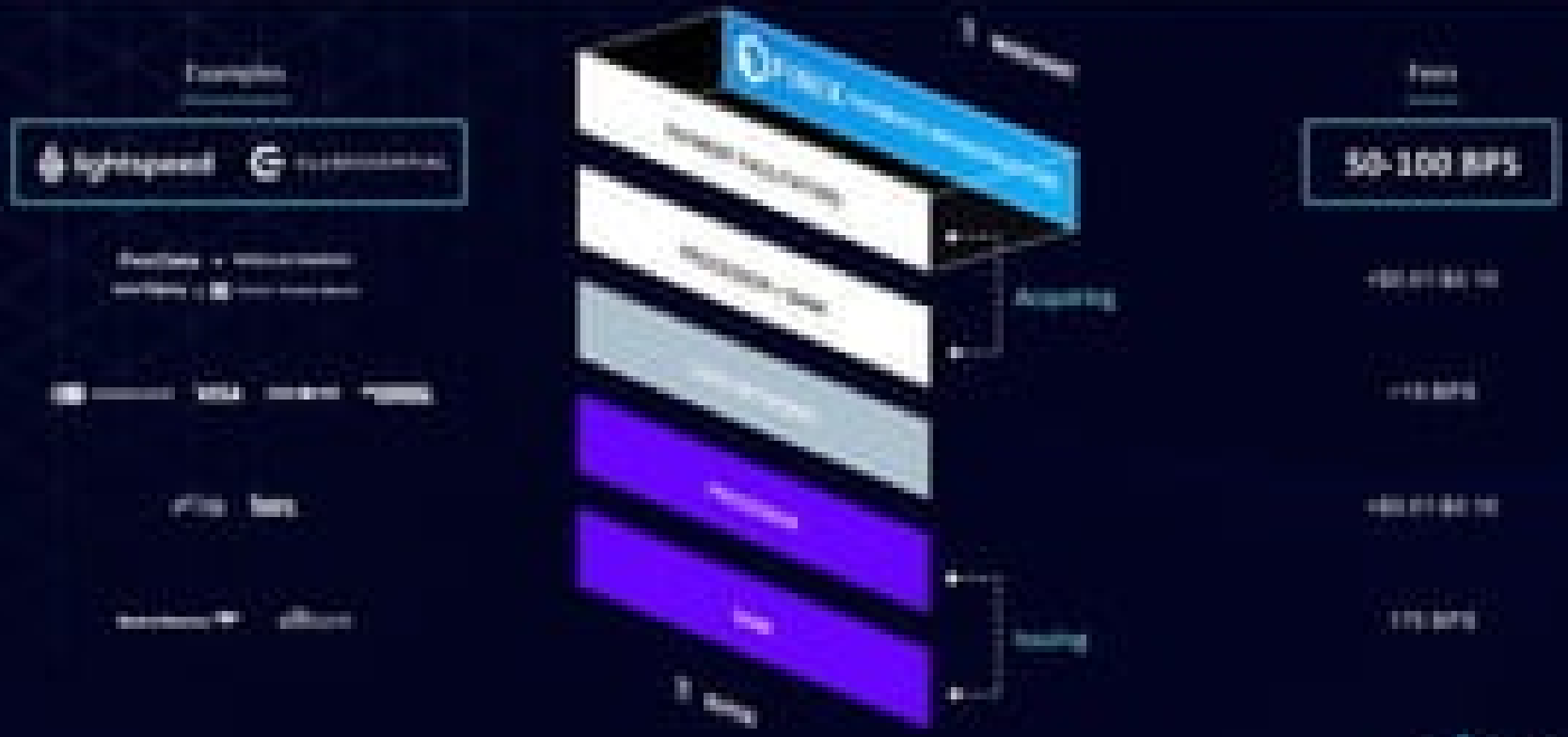
Finix enables companies to cut out the middleman and start monetizing payments



Payments are moving from banks to software

Evolution of Payment Distribution

BANKS	ISO	DIRECT	INTEGRATED	SOFTWARE
Clover	Payment	Not Done	Some Integrated Payments	Square
Bank of America	North American Bancard	Fourthland Payments (GPM)	OpenEdge (GPM)	Braintree / Stripe
Wells Fargo	First American Payments (Sp)	Worldpay	Cayan (TSS)	Lightspeed
			Clover (PSC)	Advancedhill (GPM)

1. [illegible]

FINIX

Finix's payments platform reduces cost, increases flexibility, and accelerates time to market

- Payment Forms
- Processor Integrations
- Compliance
- Account Setup
- Merchant Underwriting
- Tokenization & Vaulting
- Risk Management
- Reporting & Reconciliation
- Dispute/Exception Mgmt
- Settlement / Payouts
- Reporting Dashboards
- Customer Support Tools

Payments Infrastructure-as-a-Service

The next generation of payments companies will be built on Finix

Software Companies are Becoming Payments Companies

FINIX

Payments Layer Cake

Examples

Fees

CARD NETWORKS

~15 BPS

FINIX

Payments Layer Cake

Examples

MERCHANT

Fees

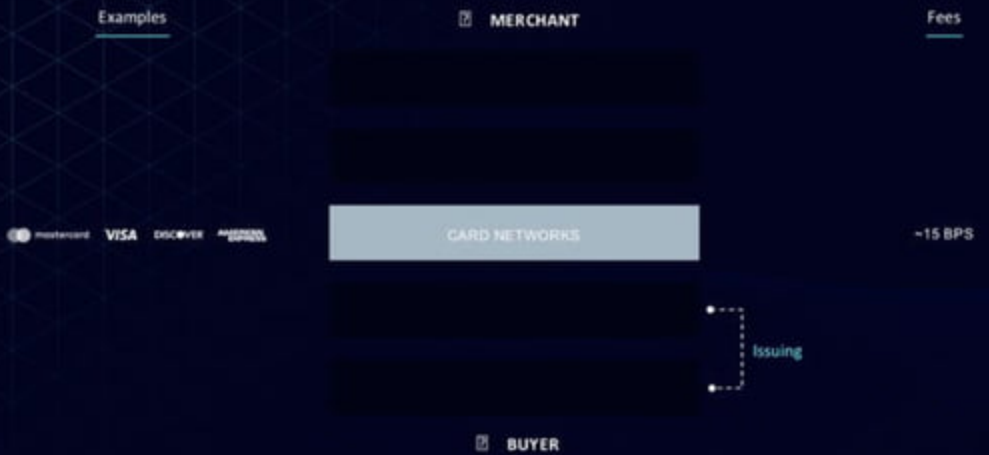
CARD NETWORKS

~15 BPS

BUYER

FINIX

Payments Layer Cake



FINIX

Payments Layer Cake

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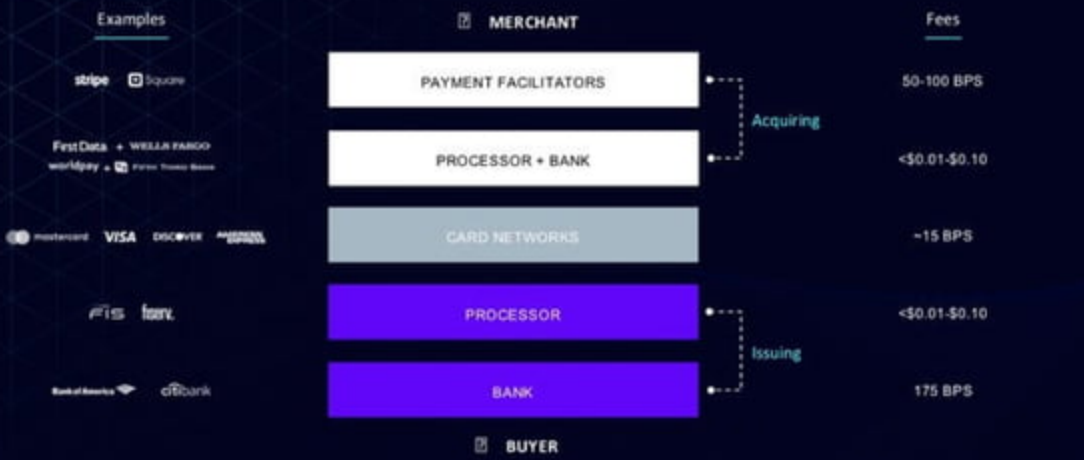


FINIX

Finix enables companies to cut out the middleman and start monetizing payments

Examples

lightspeed CLUBESSENTIAL

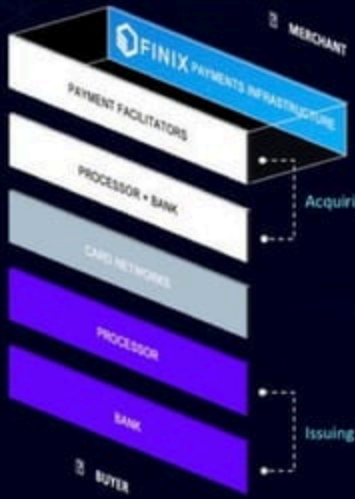
First Data + WELLS FARGO

worldpay + Fifth Third Bank

mastercard VISA DISCOVER AMERICAN EXPRESS

FIS fiserv.

Bank of America citibank



Fees

50-100 BPS

<$0.01-$0.10

~15 BPS

<$0.01-$0.10

175 BPS

FINIX

Companies are forced to invest heavily in stitching together piecemeal vendor solutions and developing in-house tools, which is expensive

$3-5M

Upfront Investment

2-3 Years

Time-to-Market

> $2M / yr.

Ongoing Maintenance

FINIX

Payments are the Product. Payments are Profit.

Strategic Drivers

+$3M Additional revenue per $100M processed

3-4x Increase in TAM compared to SaaS-only market [1]

UX Competitive advantage via single seamless payment solution

Example SaaS Companies

lightspeed

Kabbage

Passport Parking

CLUBESSENTIAL

1. JP Morgan report | J.P. Morgan North America Equity Research, Payments Market Share Handbook Tenth Edition

FINIX

Distribution of payments via software is experiencing explosive growth

-- 4x the rate of traditional providers

1. "Global Payments: The Interactive Edition." https://www.bcg.com, 11 Jan. 2019. Note: Excludes revenue from account balances, credit card spread, membership fees, and credit card penalties
2. Cowen Research, PayFac + Codiefi : Think Different , Embrace Software

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Payments are moving from banks to software

1. JP Morgan report: J.P. Morgan North America Equity Research, Payments Market Share Handbook Tenth Edition (edited)

FINIX

Responsibilities in the payments stack are shifting from payments processors to software providers

Then / Now

Responsibilities

TRADITIONAL PAYMENT PROCESSORS	SOFTWARE PROVIDERS
• Agreement with Card Network • Integration to Card Network • Capital Reserves • Clearing & Settling • Compliance • Account Setup • Merchant Underwriting • Tokenization & Vaulting • Risk Management • Reporting & Reconciliation • Dispute/Exception Mgmt. • Settlement / Payouts • Reporting Dashboards • Customer Support Tools • Merchant Sales	• Payment Forms • Processor Integrations

FINIX

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Then / Now

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FINIX

Finix's payments platform reduces cost, increases flexibility, and accelerates time to market

FINIX MODULES

- Payment Forms
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FINIX