



Fintech sector update

March 2020

Blackpeak is a leading independent investment banking & advisory firm

- We are an independent corporate advisory firm based in Sydney providing corporate finance and strategic advice on mergers & acquisitions, strategy and capital raisings
- We strive to be our client's trusted adviser and confidant and are focused on building long term relationships with clients to assist them achieve their growth ambitions and maximise value
- **Blackpeak is the most active independent adviser to technology growth companies in ANZ, completing ~30+ technology transactions in the last 5 years**



Mergers & acquisitions

- Strategic and financial evaluation
- Execution of private and public market transactions including takeover defence
- Designing optimal sale processes to create competitive tension to maximise value
- Negotiating and structuring complex transactions



Strategic advice

- Evaluate all options to maximise shareholder value
- Identify & evaluate acquisition targets
- Portfolio review to consider value impacts of potential divestments
- Balance sheet & capital structure advice
- Capital management options including dividend policy and other initiatives



Capital raising advisory

- Private capital raising including pre-IPO financing
- Advice on IPOs and secondary equity capital raisings including both initial planning, structuring and execution
- Debt and hybrid raisings

AGC strategic alliance: leading local coverage + global distribution

AGC Partners

- **Leading tech investment bank:** AGC is ranked as the most active boutique bank dedicated to tech, having completed more than 390 M&A and growth equity transactions since inception in 2003. More than 50 professionals, including 20 partners, with offices in Boston (HQ), Silicon Valley, New York, Chicago, Dallas, Los Angeles, Minneapolis, Austin, Atlanta and London
- **Strong connectivity with buyers/ investors:** relationships with over 1,000 technology investors and strategic buyers across North America, Europe, and Asia
- **Domain knowledge:** Experience and in-depth domain knowledge across all key technology sub-sectors including Application Software, Cybersecurity, Defence Technology, Digital Media / Internet, Energy & Industrial Tech, FinTech, Healthcare IT & Life Sciences, Infrastructure / Cloud, Internet of Things, Mobility Solutions, Semiconductors and Tech-Enabled Services
- **Industry conferences:** AGC runs industry conferences in Boston, San Francisco, London and Las Vegas, providing one-on-one meetings with strategic tech acquirers, investors, and emerging growth companies

Benefits for Blackpeak's clients

- Alliance will uniquely position Blackpeak to provide global technology investment banking capabilities, combined with leading local coverage, service and support to technology growth companies in ANZ that are institutional size and quality
- Alliance enhances Blackpeak's access to strategic acquirers and investors in US and Europe as well as proprietary market intelligence and industry content (particularly relevant in the context of running sell side M&A or capital raising processes)

Blackpeak and AGC's Global Reach
































- ✓ Leading local coverage to service ANZ tech Co's
- ✓ Extensive experience in tech financing + M&A
- ✓ Global investor/ buyer connectivity (APAC, USA, EU)









Blackpeak is a leading adviser to technology companies in Australia & NZ

 <p>Current Private Raising</p> <p><i>Financial Adviser</i></p> 	 <p>2019 Private raising</p> <p><i>Financial Advisor</i></p> 	 <p>2019 Trade sale Size undisclosed</p> <p><i>Financial Adviser</i></p> 	 <p>2019 Sale of controlling stake</p> <p><i>Financial Adviser</i></p> 	 <p>2019 Acquisition HROnboard Undisclosed</p> <p><i>Financial Adviser</i></p> 
 <p>2018 Initial Public Offering A\$79m</p> <p><i>Financial Adviser</i></p> 	 <p>2018 Pre-IPO Raising A\$25m</p> <p><i>Financial Adviser</i></p> 	 <p>2018 Strategic Review</p> <p><i>Financial Adviser</i></p> 	 <p>2018 Equity Raising A\$100m</p> <p><i>Financial Adviser</i></p> 	 <p>2018 Equity raising A\$45m</p> <p><i>Financial Adviser</i></p> 
 <p>2018 Series B equity raising A\$11m</p> <p><i>Financial Adviser</i></p> 	 <p>2018 Acquisition of Pivot Remesys A\$11m</p> <p><i>Financial Adviser</i></p> 	 <p>2017 Strategic Review</p> <p><i>Financial Adviser</i></p> 	 <p>2017 Trade sale A\$44m</p> <p><i>Financial Adviser</i></p> 	 <p>2017 Block Trade A\$73m</p> <p><i>Financial Adviser</i></p> 

Blackpeak is a leading adviser to technology companies in Australia & NZ

 <p>2017 Block Trade A\$23m Financial Adviser</p> 	 <p>2017 Acquisition of Quintessential Marketing A\$12m Financial Adviser</p> 	 <p>2017 Pre-IPO equity raising NZ\$11m Financial Adviser</p> 	 <p>2017 Initial Public Offering A\$73m Financial Adviser</p> 	 <p>2017 Initial Public Offering A\$108m Financial Adviser</p> 
 <p>2016/ 2017 Initial Public Offering Pending Financial Adviser</p> 	 <p>2016 Acquisition of minority stake (size undisclosed) Financial Adviser</p> 	 <p>2016 Initial Public Offering A\$1.0bn Financial Adviser</p> 	 <p>2015 Sale of minority interest in SiteMinder (size undisclosed) Financial Adviser</p> 	 <p>2015 Acquisition of CompuClearing A\$25m Financial Adviser</p> 
 <p>2015 Acquisition of Core Freight Systems (size undisclosed) Financial Adviser</p> 	 <p>2015 Acquisition of Zsoft (size undisclosed) Financial Adviser</p> 	 <p>2015 Pre-IPO debt raising A\$45m Financial Adviser</p> 	 <p>2015 Pre-IPO equity raising A\$35m Financial Adviser</p> 	 <p>2015/ 2016 Sale of strategic stake to Bosch (size undisclosed) Financial Adviser</p> 

Senior corporate finance professionals

Name/ position	Prior experience	Education/ experience	Years of experience
 <p>Max Billingham Executive Chairman max@blackpeakcapital.com.au M +61 417 208 845</p>		<ul style="list-style-type: none"> Formerly a Managing Director at Credit Suisse Qualified as a chartered accountant Global experience, worked in New York and London INSEAD, MBA Bachelor of Business, University of Technology Sydney 	27
 <p>Scott Colvin Managing Director, Founder scott@blackpeakcapital.com.au M +61 416 335 455</p>		<ul style="list-style-type: none"> Prior to founding Blackpeak Capital, Scott held senior positions with Credit Suisse and Wilson HTM AGSM UNSW, Executive MBA London Business School, Masters in Finance Graduate Diploma, FINSIA Bachelor of Commerce, UNSW 	22
 <p>Jamie Taylor Director jamie@blackpeakcapital.com.au M +61 414 922 560</p>		<ul style="list-style-type: none"> Previous roles include Head of Australian Institutional Sales for Merrill Lynch (London-based), and Head of Corporate Finance For Wilson HTM (Sydney-based) Bachelor of Economics, Monash University 	33
 <p>Tom Ng Director tom.ng@blackpeakcapital.com.au M +61 490 796 752</p>		<ul style="list-style-type: none"> Formerly a senior FIG banker at Credit Suisse and regulator at Bank of England Oxford University, MPhil (Economics) B. Econ (Hons), UNSW Graduate of Royal Military College, Duntroon 	21

Agenda

1. Market snapshot
2. Fintech - equity capital raisings
3. Fintech - mergers and acquisitions
4. ANZ challenger bank update
5. Comparable listed companies



Market snapshot



Market snapshot – financial technology



Market overview

- The ANZ fintech sector continued its momentum into 2H19 with strong levels of activity in both public and private markets. The most active subsectors were non-bank lenders and payments.
- We finished 2019 with four fintech unicorns: Optal, Airwallex, Afterpay and Tyro. Judo Bank is rumoured to be conducting a follow-on raising which may add it to the list in 2020. We saw several new entrants into the challenger bank space with one new R-ADI awarded (IN1) and further players applying for licenses.



Mergers and acquisitions

- There was one blockbuster M&A deal – the acquisition of Optal / eNett for A\$2.5bn (transaction announced in January 2020). Outside of this deal, local M&A activity has been in payments, infrastructure and regtech focused firmly on the mid-market. The activity has primarily been strategic; for example the acquisitions of Look Who's Charging and Kounta.
- We've seen some financial sponsor interest in the less glamorous areas of fintech – infrastructure and payments. A good example is the acquisition of PC EFTPOS (payments integration software) by Potentia Capital.



Capital raising

- Local capital raising has been consistently busy across both public and private markets. The most active areas have been in non-bank lending, payments and neobanks.
- The public markets have been all about payments (several buy now pay later players, Tyro IPO and EML have all tapped the market) and non-bank lenders (Wisr and Flexigroup).
- Private market activity has been spread across both non-banks (Athena, Brighte, Valiant, Harmony, Moula) and neobanks (Volt, Novatti, Alex (previous name Bene) and Xinja).
- In private markets we are seeing an increased preference for convertible notes reflecting investor caution over valuation levels in some situations.

Market Outlook

Our thoughts on the likely developments in 2020:

The big four are becoming more active:

- As the domestic fintech market grows and matures - the competitive response of the big four is going to increasingly determine the winners and losers in fintech.
- Take open banking as an example, there are about 6 players jostling to own the pipes connecting the data with those willing to pay for it. The debate over screen scraping and how quickly open banking is implemented will determine who can survive and win this race.
- CBA's launch of X15 Ventures is a significant development. We expect continued and increased investment from the big four to defend their competitive position.

Focus is shifting from pure top-line growth:

- The rule of 40 is a well-known metric to software investors which balances growth and profitability. The principle says that the combined growth rate and profit margin should exceed 40%. We are seeing investors use this framework, particularly in verticals where it is directly applicable like regtech.⁽¹⁾
- In a post-WeWork world, investors are paying attention to high cash burn rates. Local investors have limited appetite to fund "growth at all cost" strategies.

Valuations:


- In general, we have seen a continuing decoupling of valuations in certain verticals between the private and public markets in 2H19. This has become even more pronounced given the aggressive sell-off in public markets in Feb 2020.
- We expect markets to remain volatile in 1H20 and for any public market transactions to be delayed until markets normalise.



Public equity capital raisings













ASX fintech IPO tracker

Overview				IPO details			
Company	IPO date	Primary business segment	Raising size (A\$m)	IPO price	Current price	Current market cap (A\$m)	Return since IPO
 afterpay	May-16	Buy now pay later	25.0	\$1.00	\$39.35	10,716.3	3835.0%
 ChimpChange	Jun-16	Payments	15.0	\$0.80	\$0.20	20.6	(75.6%)
 credible	Dec-17	US lending marketplace	67.0	\$1.21	n.a.	n.a.	82.6%
 identitii	Oct-18	Regtech	11.0	\$0.75	\$0.30	16.4	(60.0%)
 Splitit	Jan-19	Buy now pay later	12.0	\$0.20	\$0.50	154.2	150.0%
 Powerwrap	May-19	Wealth management	17.4	\$0.35	\$0.17	34.0	(52.9%)
 prosa	Jun-19	SME lending	109.6	\$3.78	\$1.95	305.8	(48.5%)
 QuickFee	Jul-19	Payments	13.5	\$0.20	\$0.33	49.6	62.5%
 sezzle	Jul-19	Buy now pay later	43.6	\$1.22	\$1.80	357.0	47.5%
 FINEOS	Aug-19	Insurtech	211.0	\$2.50	\$3.49	928.0	39.6%
 tyro	Dec-19	Payments	287.1	\$2.75	\$4.18	2,160.4	52.0%
 moneyme	Dec-19	Personal lending	45.0	\$1.25	\$1.70	281.3	36.0%
 openpay	Dec-19	Buy now pay later	50.0	\$1.60	\$1.25	118.7	(21.9%)

ASX fintech IPO pipeline

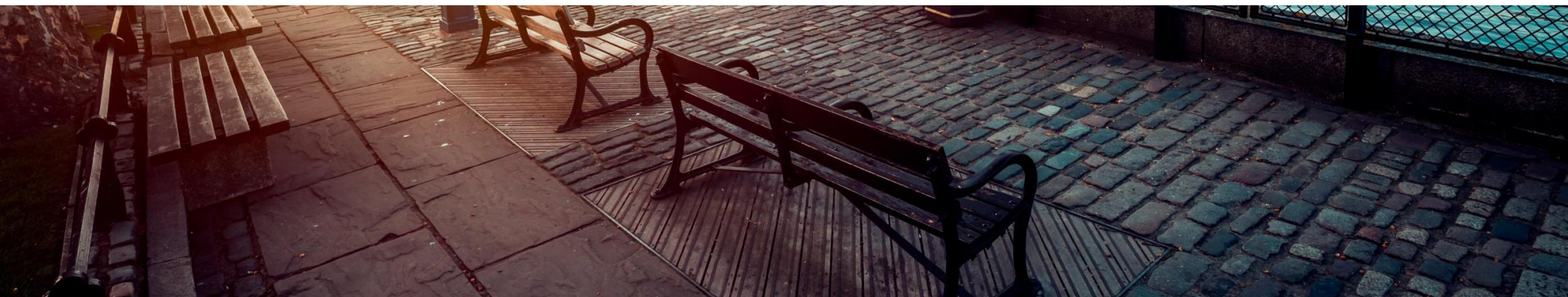
Overview		IPO details	
Company	Primary business segment	Expected timing	Raising size (A\$m)
	Financial services workflow management software	1H20	8.5-11.0
	Alternative consumer lending	1H20	n.d.
	Automated VAT reclaim system	1H20	~15.0
	Digital bank	2H20	~10.0
	Buy now pay later	2H20	~45.0
	Payments	2H20	n.d.
	Challenger bank	2H20	n.d.
	Personal lending	2H20	n.d.
	Personal lending	2H20	n.d.
	Price comparison	1H21	n.d.

ASX fintech secondary raisings (> A\$10m)











Overview				Purposes	Details		
Company	Raising date	Category	Ticker	Use of proceeds	Market cap at issue (A\$m) ¹	Raising size (A\$m)	Premium (Discount) to last close ²
 flexigroup	Feb-19	Lending	ASX:FXL	Accelerate expansion, product development	542.0	25.1	3.7%
 zip	Mar-19	Payments	ASX:Z1P	Accelerate expansion, balance sheet flexibility	586.6	56.6	(7.8%)
 wizr	Mar-19	Lending	ASX:WZR	Product development, balance sheet flexibility, working capital	75.1	15.5	7.9%
 Credit Corp Group	Apr-19	Diversified	ASX:CCP	Working capital	1,066.7	140.0	(7.8%)
 Splitit	May-19	Payments	ASX:SPT	Accelerate expansion	262.6	30.4	(6.4%)
 afterpay	Jun-19	Payments	ASX:APT	Working capital	6,106.4	332.4	(4.8%)
 EML	Nov-19	Payments	ASX:EML	Working capital, balance sheet flexibility	1,346.9	181.4	(7.3%)
 afterpay	Nov-19	Payments	ASX:APT	Accelerate international expansion	8,211.4	200.0	(2.4%)
 zip	Nov-19	Payments	ASX:Z1P	Working capital	1,461.9	60.0	(5.6%)
 wizr	Jan-20	Lending	ASX:WZR	Product development, balance sheet flexibility	194.2	33.5	(21.3%)



Private capital raisings























































































Domestic: Selected fintech private capital raisings

Overview			Details	
Company	Raising date	Category	Investor(s)	Raising size (A\$m)
 lendi	Jan-19	Non-bank lending	ANZ Bank	40.0
 VOLT	Jan-19	Challenger bank	Collection House	8.5
 Airwallex	Mar-19	Payments	Gobi Partners; Tencent; Horizons Ventures; Hillhouse Capital Management; Sequoia Capital; DST Global; Square Peg Capital	140.7
 judo bank	Jun-19	Challenger bank	Bain Capital; Ironbridge Capital; Tikehau Capital; OPSEU Pension Trust; The Myer Family Company; Abu Dhabi Capital; SPF Investment Management	400.0
 XINJA	Jun-19	Challenger bank	Undisclosed investors	n.d.
 Verrency™	Jun-19	Payments	Alium Capital	10.0
 carbar	Jun-19	Auto finance	Insurance Australia Group	16.8
MONTOUX	Jul-19	Insurtech	New Zealand Venture Investment Fund; K1W1; Zino Ventures	15.0
 PRACTICE Ignition	Sep-19	Infrastructure	Tiger Global; Right Click Capital	26.0
 moneytech™	Sep-19	Non-bank lending / payments	CVC Group	8.5
 BASIQ	Oct-19	Infrastructure	Reinventure; Salesforce; NAB	n.d.

Domestic: Selected fintech private capital raisings

Overview			Details	
Company	Raising date	Category	Investor(s)	Raising size (A\$m)
 Brighte	Oct-19	Non-bank lending	AirTree Ventures; Qualgro Partners; Grok Ventures; Skip Capital	15.5
 ATHENA	Oct-19	Non-bank lending	NAB; AustralianSuper; Host-Plus; Square Peg Capital; AirTree Ventures; Salesforce	70.0
 Valiant	Oct-19	Non-bank lending	Carthona Capital; Reinventure; Salesforce; Full Circle Venture Capital; Salesforce; ANZi Ventures	12.5
 Harmony	Oct-19	Non-bank lending	Kirwood Capital	22.9
 COVER GENIUS	Nov-19	Insurtech	Regal Funds; Marinya Capital; King River Capital	14.5
 Moula	Dec-19	Non-bank lending	Liberty Financial; Acorn Capital; Escala Partners	20.0
 sympleloans	Dec-19	Non-bank lending	Welas; Costa Asset Management	11.0
 VOLT	Jan-20	Challenger bank	n.d.	70.0
 Novatti(IBA)	Jan-20	Challenger bank	Fortune Fund; Sydney Digital Currency Exchange	18.0
 ezyCollect	Jan-20	Payments	Artesian; Tankstream; MacdochVentures; Sydney Angels; Adrian Di Marco	7.1
 credit clear	Jan-20	Payments	Thorney; HNWI	9.0
 Practifi	Jan-20	Regtech	Udata Partners; Equity Venture Partners	23.8

Active fintech investors in Australia

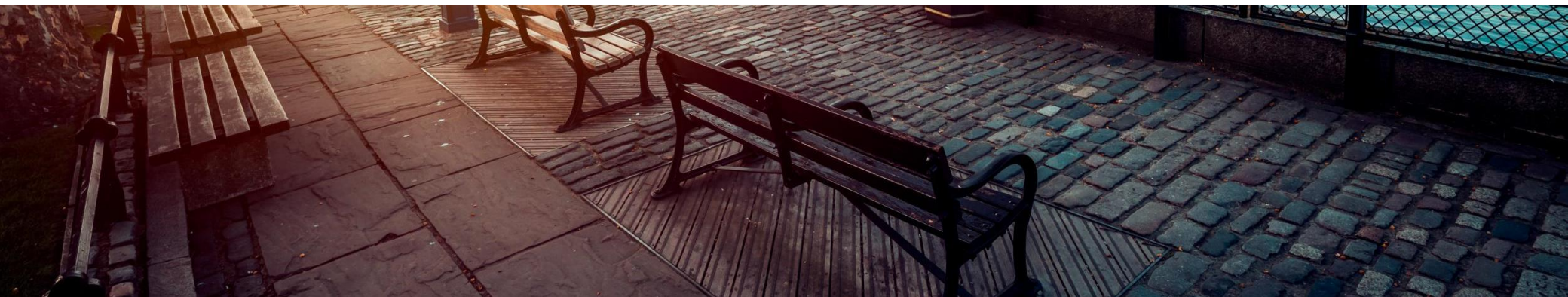
Company	Selected fintech investments
 	             
	       
 	      
	     
 	    
	    
 	   
	  
	  
	  
	  
	 
	 
	

Global: Selected fintech private capital raisings



Overview			Details			
Company	Raising date	Category	Investor(s)	Raising size (A\$m)	Country	
 N26	Jan-19	Challenger Bank	Insight Venture; Earlybird Venture Capital; GIC; Tencent; Valar Ventures; Axel Springer; Allianz X; Greyhound Capital	670.4		
 WorldRemit	Jun-19	Payments	Accel; Technology Crossover Ventures; LeapFrog Investments	255.9		
 monzo	Jun-19	Challenger Bank	Accel; General Catalyst; Y Combinator; Thrive Capital; Stripe; Passion Capital; Orange Capital; Goodwater Capital; Orange Digital Ventures; Senderwood; Latitude	242.9		
 nybank	Jul-19	Challenger Bank	Sequoia Capital; Technology Crossover Ventures; Tencent; Thrive Capital; DST Global; Ribbit Capital; Dragoneer Investment Group	579.3		
 robinhood	Jul-19	Wealth	New Enterprise Associates; Sequoia Capital; Thrive Capital; DST Global; Ribbit Capital	458.4		
Klarna.	Aug-19	Payments	Institutional Venture Partners; BlackRock; CBA ; IPGL; Första AP-fonden; Merian; HMI Capital; Dragoneer Investment Group; Merian Chrysalis Investment	679.4 ¹		
 sonovate	Sep-19	Invoice finance	M&G Investment Management; Dawn Capital; Rocket Internet; MXB	197.7 ²		
 Greensill	Oct-19	Invoice finance	SoftBank	959.2		
 7ox	Nov-19	Infrastructure	Nationwide Building Society; Ping An Ventures; Oliver Wyman; Westpac	n.d. ³		
 paytm	Nov-19	Payments	T. Rowe Price Associates; Ant Financial; SoftBank	1,474.2		
 chime	Nov-19	Challenger Bank	General Atlantic; Menlo Ventures; Coatue Management; DST Global; ICONIQ Capital; Dragoneer Investment Group; Access Technology Ventures	731.9		












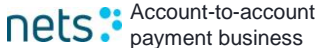
































Mergers and acquisitions



Domestic: Selected fintech mergers and acquisitions

Transaction overview				Details
Target	Date	Category	Acquirer	Transaction value (A\$m) ¹
	Jun-19	Payments		n.d.
	Jul-19	Infrastructure		270.0
	Aug-19	Payments		n.d.
	Aug-19	Non-bank lending		585.0
	Aug-19	Payments		68.7
	Aug-19	Regtech		n.d.
	Aug-19	Data		32.3
	Aug-19	Infrastructure		50.0
	Sep-19	Non-bank lending		33.0
	Oct-19	Payments		63.0
	Oct-19	Infrastructure		25.0
	Nov-19	Infrastructure		35.0
	Nov-19	Regtech		n.d.
	Nov-19	Payments		66.3
	Jan-20	Regtech		n.d.

Global: Selected fintech mergers and acquisitions

Transaction overview				Details	
Target	Date	Category	Acquirer	Transaction value (A\$m) ¹	Target country
 cashgate.-	Jul-19	Challenger Bank	 Cembra MoneyBank	403.3	
 red dot payment	Jul-19	Payments	 PayU+	n.d.	
 IPIPELINE [®] INSURANCE ACCELERATED	Aug-19	Insurtech	 ROPER	2,386.8	
 nets: Account-to-account payment business	Aug-19	Payments	 mastercard.	4,718.0	
 heidelpay	Aug-19	Payments	 KKR	987.8	
 REFINITIV	Aug-19	Regtech	 London Stock Exchange	41,234.9	
 ASSURANCE	Sep-19	Insurtech	 Prudential Financial	5,131.02	
 Ebury	Nov-19	Payments	 Santander	1,306.0*	
 prepaid FINANCIAL SERVICES	Nov-19	Payments	 EML	526.0	
 sage Pay	Nov-19	Payments	 Elavon	441.2	
 honey	Nov-19	Payments	 PayPal	5,880.4	
 DEGIRO	Dec-19	Wealth	 flatEX.	368.8	
 PLAID	Jan-20	Infrastructure	 VISA	7,086.4	
 eNett Opt+al	Jan-20	Payments	 wex	2,520.4	



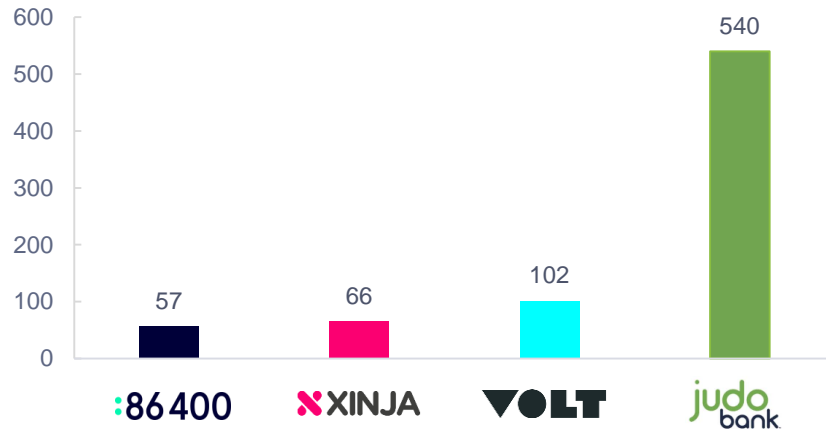
ANZ: Challenger bank update



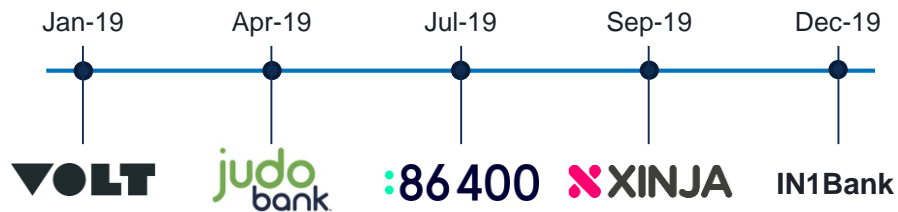
Australian challenger banks

Challenger bank capital raising

Total capital raised \$Am (full license)¹



Challenger bank licensing

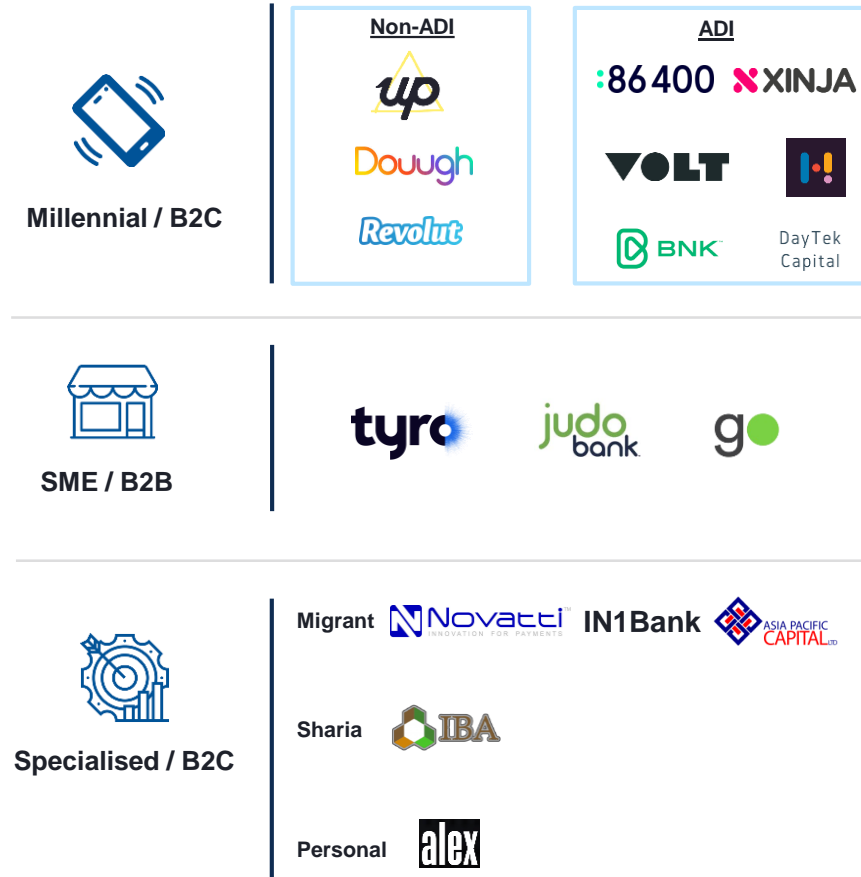


Awaiting license

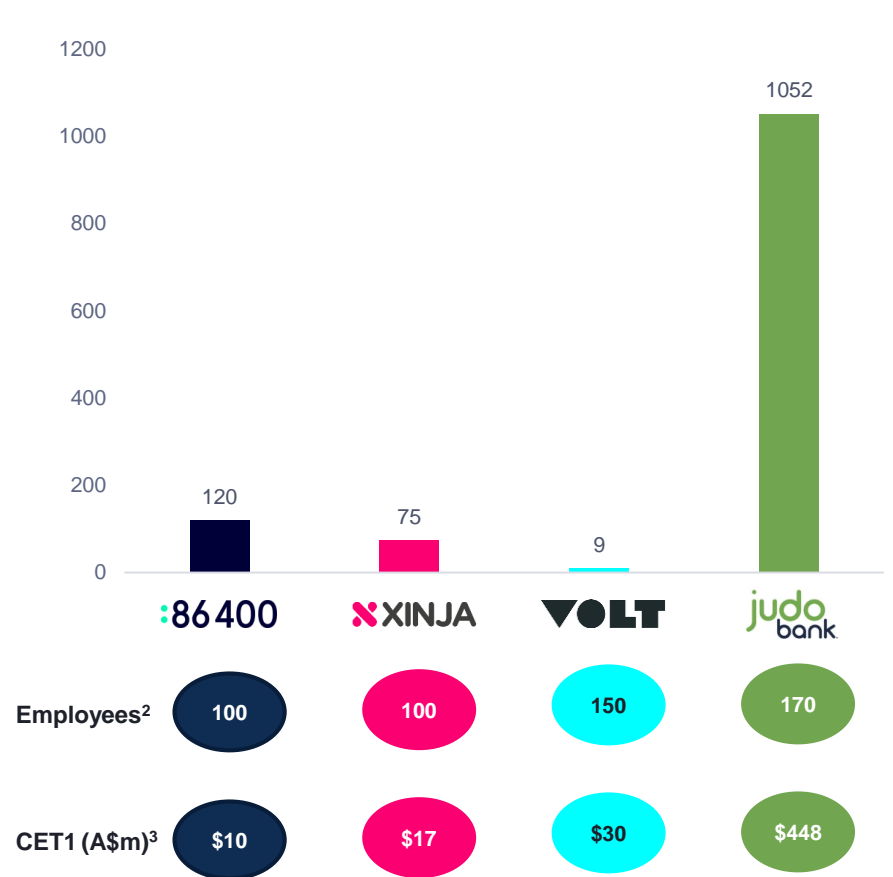
Company	Estimated total capital raised
alex (previously Bene)	n.d.
ASIA PACIFIC CAPITAL LTD	<\$5m
DayTek Capital	<\$5m
go	n.d.
(Hello Hay)	n.d.
IBA	n.d.
IN1Bank	\$~10m
Novatti INNOVATION FOR PAYMENTS	\$~20m
Total	\$70-75m

Australian challenger banks (cont'd)

Market segmentation



Total resident deposits¹ (\$Am)





ANZ: Comparable listed companies



ASX listed fintech companies

Company	Industry Vertical	Overview				Multiples					
		Performance		Capitalisation		EV/ Revenue		EV/ EBITDA		P/E	
		Share price	52 week share price low/ high	Equity Value (A\$m)	Enterprise Value (A\$m)	2019A	2020E	2019A	2020E	2019E	2020E
ANZ Fintech											
FINEOS	Insurtech	\$3.72	\$2.32 / \$3.82	1,060	1,002	9.8x	6.9x	n.m.	n.m.	n.m.	n.m.
Sezzle	Payments	\$1.65	\$1.17 / \$2.86	330	311	16.3x	6.5x	n.m.	n.m.	n.m.	n.m.
Tyro	Payments	\$3.44	\$3.22 / \$4.53	1,708	1,540	8.4x	6.4x	n.m.	n.m.	n.m.	n.m.
Afterpay	Payments	\$33.17	\$18.62 / \$41.14	8,777	8,788	n.m.	17.2x	n.m.	n.m.	n.m.	n.m.
EML	Payments	\$3.62	\$1.65 / \$5.70	1,178	929	9.8x	6.6x	31.9x	20.3x	n.m.	34.6x
OFX	Payments	\$1.29	\$1.24 / \$1.93	321	285	2.2x	2.2x	8.9x	8.6x	18.2x	16.9x
Pushpay	Payments	\$4.03	\$2.98 / \$4.94	1,065	1,036	7.5x	5.6x	n.m.	28.1x	59.0x	45.7x
Zip	Payments	\$2.72	\$1.58 / \$5.86	1,062	1,956	23.6x	12.1x	n.m.	n.m.	n.m.	n.m.
Hub24	Wealth & Super	\$10.05	\$9.51 / \$15.55	631	616	11.4x	5.6x	41.6x	n.a.	n.m.	41.6x
Netwealth	Wealth & Super	\$7.60	\$6.91 / \$10.11	1,806	1,732	18.0x	14.3x	33.3x	27.6x	52.7x	42.8x
Praemium	Wealth & Super	\$0.36	\$0.32 / \$0.69	145	135	3.1x	2.8x	11.9x	9.7x	56.9x	27.1x
EQT	Wealth & Super	\$28.30	\$24.75 / \$34.68	585	532	5.7x	5.3x	14.7x	13.1x	26.4x	21.9x
Bravura	Infrastructure	\$4.50	\$3.73 / \$6.27	1,096	1,042	4.0x	3.6x	21.2x	18.0x	33.4x	26.9x
IRESS	Infrastructure	\$11.86	\$11.01 / \$14.77	2,046	2,295	4.5x	4.1x	17.1x	16.4x	31.4x	25.8x
Link	Infrastructure	\$4.70	\$4.50 / \$7.90	2,495	3,457	2.5x	2.8x	9.7x	10.6x	7.8x	15.9x
Computershare	Infrastructure	\$15.32	\$14.18 / \$18.65	8,286	10,761	3.2x	2.9x	11.2x	9.8x	19.9x	23.1x
Credit Corp Group	Diversified	\$33.00	\$20.80 / \$37.99	1,812	2,050	6.3x	5.2x	17.7x	n.a.	25.8x	21.7x
Median						6.9x	5.6x	17.1x	14.8x	28.9x	26.4x
Max						23.6x	17.2x	41.6x	28.1x	59.0x	45.7x
Min						2.2x	2.2x	8.9x	8.6x	7.8x	15.9x

Company	Industry Vertical	Share price	52 week share price low/ high	Equity Value (A\$m)	Enterprise Value (A\$m)	Price / Book		P/E	
						2019A	2020E	2019E	2020E
						FlexiGroup	Lending	\$1.54	\$1.28 / \$2.71
Prospera	Lending	\$1.74	\$1.60 / \$5.09	278		1.9x	1.9x	n.m.	n.m.
Money3	Lending	\$2.80	\$1.78 / \$3.04	516		2.1x	2.1x	17.7x	15.6x
MoneyMe	Lending	\$1.62	\$1.35 / \$2.00	274		5.5x	5.5x	n.m.	n.m.
AFG	Lending	\$2.58	\$1.14 / \$3.19	556		5.3x	5.2x	16.8x	15.0x
Median						2.1x	2.1x	16.8x	15.0x
Max						5.5x	5.5x	17.7x	15.6x
Min						1.0x	0.9x	9.8x	8.4x

ASX/ NZX listed emerging fintech companies

Company	Industry Vertical	Overview				Multiples	Performance	
		Performance		Capitalisation		EV/ Revenue	Share price	
		Share price	52 week share price low/ high	Equity Value (A\$m)	Enterprise Value (A\$m)	2019A	3 months	12 months
ANZ Emerging Fintech								
Wisr	Lending	\$0.17	\$0.06 / \$0.34	164	n.a.	n.a.	(2.9%)	198.2%
FSA	Lending	\$1.20	\$1.01 / \$1.53	150	n.a.	n.a.	3.3%	5.7%
9 Spokes	RegTech	\$0.02	\$0.01 / \$0.06	21	20	2.8x	5.6%	50.0%
identitii	RegTech	\$0.30	\$0.25 / \$0.68	16	16	25.0x	23.3%	(52.4%)
Kyckr	RegTech	\$0.06	\$0.03 / \$0.37	14	9	4.4x	108.3%	0.0%
QuickFee	Payments	\$0.28	\$0.25 / \$0.63	42	51	n.a.	32.7%	n.a.
OpenPay	Payments	\$1.03	\$1.00 / \$1.65	97	38	3.5x	n.a.	n.a.
Splitit	Payments	\$0.37	\$0.35 / \$2.00	115	99	n.m.	114.9%	(57.5%)
Novatti	Payments	\$0.18	\$0.15 / \$0.31	29	33	3.9x	25.7%	(34.0%)
Smartpay	Payments	\$0.50	\$0.16 / \$0.76	83	108	5.3x	(10.0%)	150.0%
Mint Payments	Payments	\$0.01	\$0.01 / \$0.03	12	18	3.7x	53.8%	(50.0%)
Integrated Payments	Payments	\$0.01	\$0.01 / \$0.05	2	2	1.2x	71.4%	(66.7%)
Cashwerkz	Wealth & Super	\$0.16	\$0.15 / \$0.31	25	23	19.9x	25.8%	(3.1%)
Raiz	Wealth & Super	\$0.74	\$0.42 / \$1.17	55	43	7.0x	18.4%	8.1%
OneVue	Wealth & Super	\$0.27	\$0.24 / \$0.51	71	68	1.4x	41.5%	(45.4%)
Fiducian	Wealth & Super	\$5.25	\$4.45 / \$6.27	165	160	3.3x	2.1%	4.0%
Mortgage Choice	Broking	\$0.99	\$0.80 / \$1.60	122	124	0.7x	42.1%	11.3%
Iselect	Comparison	\$0.33	\$0.31 / \$0.75	71	63	0.4x	66.2%	(54.9%)
Powerwrap	Diversified	\$0.14	\$0.14 / \$0.47	29	15	0.9x	21.4%	n.a.
Change Financial	Diversified	\$0.14	\$0.03 / \$0.55	14	17	6.3x	17.9%	133.3%
IncentiaPay	Diversified	\$0.02	\$0.02 / \$0.10	6	24	0.4x	(26.1%)	(74.4%)
Collection House	Diversified	\$1.09	\$1.03 / \$1.37	154	310	1.9x	3.7%	(20.8%)
IODM	Infrastructure	\$0.14	\$0.03 / \$0.32	77	77	n.m.	7.1%	460.0%
Median						3.4x	22.4%	(1.6%)
Max						25.0x	114.9%	460.0%
Min						0.4x	(26.1%)	(74.4%)

ASX listed traditional banks

Company	Industry Vertical	Overview			Multiples				Banks KPIs		
		Performance		Capitalisation	P/E		Price/ Book		Key metrics (FY19)		
		Share price	52 week share price low/ high	Equity Value (A\$m)	2019	2020E	2019	2020E	CET1	NIM	Cost-to-Income
ANZ Traditional Finance											
MyState	Challenger bank	\$5.85	\$4.02 / \$6.17	535	17.3x	16.3x	2.2x	1.6x	11.1%	1.8%	64.8%
Auswide	Challenger bank	\$5.91	\$4.55 / \$6.83	249	14.5x	13.1x	1.3x	1.0x	11.8%	1.9%	64.5%
BNK Bank	Challenger bank	\$0.55	\$0.50 / \$0.85	52	14.3x	12.6x	0.9x	n.a.	20.0%	2.0%	n.a.
CBA	Bank	\$81.78	\$69.72 / \$91.05	144,703	16.9x	16.5x	2.3x	2.0x	10.7%	2.1%	46.2%
Westpac	Bank	\$23.64	\$22.68 / \$30.05	85,226	12.6x	13.7x	1.5x	1.2x	10.7%	2.1%	48.9%
ANZ	Bank	\$24.83	\$23.82 / \$29.30	70,422	11.8x	11.6x	1.3x	1.1x	11.4%	1.8%	49.5%
NAB	Bank	\$25.10	\$23.89 / \$30.00	73,831	15.4x	12.0x	1.4x	1.3x	10.4%	1.8%	52.3%
Suncorp	Bank	\$11.34	\$11.02 / \$14.57	14,256	n.m.	13.8x	1.9x	1.1x	9.3%	1.8%	56.2%
BOQ	Bank	\$7.49	\$7.11 / \$9.98	3,398	11.4x	11.3x	1.0x	0.8x	9.0%	1.9%	50.5%
Bendigo	Bank	\$9.19	\$8.82 / \$11.74	4,784	12.7x	11.8x	1.1x	0.8x	8.9%	2.4%	59.2%
Median					14.3x	12.8x	1.4x	1.1x	10.7%	1.9%	52.3%
Max					17.3x	16.5x	2.3x	2.0x	20.0%	2.4%	64.8%
Min					11.4x	11.3x	0.9x	0.8x	8.9%	1.8%	46.2%

Financial technology verticals

Challenger banks

- Neo-banks
- Challenger bank
- Banktech



Wealth & super

- Wealth management
- Superannuation
- Robo advice
- Savings platforms
- Investment platforms



Payments

- Payment networks
- Merchant acquiring
- Online payments
- Remittances / FX
- Pre-paid cards, eWallets
- Payments focused banks
- POS devices



Insurtech

- P&C, life, health
- Digital broking
- Claims and risk management



Regtech

- Electronic ID (KYC, AML)
- Fraud detection
- AI & data analytics
- Platforms
- Compliance automation



Infrastructure

- Market infrastructure
- Core banking systems
- Managed accounts



Non-bank/ lending tech

- Non-bank lenders
- Online brokers
- Lending marketplaces
- Specialist lenders
- Market places



Diversified

- Comparison and aggregators
- Alternative trading platforms
- Debt management



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