



Fintech sector update

August 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 advisor 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 service offerings



PRE-IPO CAPITAL

Experienced in advising companies with the final round of private fundraising before an IPO by considering investor suitability and structuring alternatives



Extensive experience in management and execution of IPO's and equity capital markets transactions with significant shareholder value realised by our clients

IPO and ECM ADVISORY



PRIVATE CAPITAL

Assisting companies and founders find the right partner for growth and/or selldown



With a focus on sell-side M&A, Blackpeak has a track record of achieving outstanding outcomes for our clients.

PRIVATE M&A ADVISORY



PUBLIC MARKETS M&A


Extensive public markets M&A experience and capability sets Blackpeak apart from boutique competitors

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




Planet Innovation

Current
Private Raising
Financial Adviser

THE YIELD

2020
Private Raising
Financial Adviser




ZUUSE
FULL ASSET LIFECYCLE

2019
Private raising
Financial Adviser




RITEQ

2019
Sale of Riteq to Ceridian
Financial Adviser




EDUCATION HORIZONS

2019
Sale of controlling stake to Potentia Capital - A\$90m
Financial Adviser




ELMO
TALENT MANAGEMENT SOFTWARE

2018
Acquisition of HRonboard
Undisclosed
Financial Adviser




straker
TRANSLATIONS

2018
Initial Public Offering
A\$79m
Financial Adviser




VERSENT

2018
Pre-IPO Raising
A\$25m
Financial Adviser




EDUCATION HORIZONS

2018
Strategic Review
Financial Adviser




WiseTech GLOBAL

2018
Equity Raising
A\$100m
Financial Adviser




ELMO
TALENT MANAGEMENT SOFTWARE

2018
Equity raising
A\$45m
Financial Adviser




ZEN
ECOSYSTEMS™

2018
Series B equity raising
A\$11m
Financial Adviser




ELMO
TALENT MANAGEMENT SOFTWARE

2018
Acquisition of Pivot Remesys
A\$11m
Financial Adviser




VERSENT

2017
Strategic Review
Financial Adviser




Microlistics
MANAGEMENT SYSTEMS

2017
Trade sale
A\$44m
Financial Adviser



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

WiseTech
GLOBAL

2017
Block Trade
A\$73m
Financial Adviser



WiseTech
GLOBAL

2017
Block Trade
A\$23m
Financial Adviser



ELMO
TALENT MANAGEMENT SOFTWARE

2017
Acquisition of
Quintessential Marketing
A\$12m
Financial Adviser



straker
TRANSLATIONS

2017
Pre-IPO equity raising
NZ\$11m
Financial Adviser



audinate

2017
Initial Public Offering
A\$73m
Financial Adviser



ELMO
TALENT MANAGEMENT SOFTWARE

2017
Initial Public Offering
A\$108m
Financial Adviser



soprano

2016/ 2017
Initial Public Offering
Pending
Financial Adviser



ARMITAGE ASSOCIATES nuix

2016
Acquisition of
minority stake (size
undisclosed)
Financial Adviser



WiseTech
GLOBAL

2016
Initial Public Offering
A\$1.0bn
Financial Adviser



BAILADOR
SiteMinder

2015
Sale of minority
interest in SiteMinder
(size undisclosed)
Financial Adviser



WiseTech
GLOBAL

2015
Acquisition of
CompuClearing
A\$25m
Financial Adviser



WiseTech
GLOBAL

2015
Acquisition of Core
Freight Systems (size
undisclosed)
Financial Adviser



WiseTech
GLOBAL

2015
Acquisition of
Zsoft (size
undisclosed)
Financial Adviser



WiseTech
GLOBAL

2015
Pre-IPO debt raising
A\$45m
Financial Adviser



WiseTech
GLOBAL

2015
Pre-IPO equity raising
A\$35m
Financial Adviser



Deep domain expertise in ANZ technology markets

Proprietary insights and detailed sector analytics

- Blackpeak has deep domain expertise across multiple ANZ technology sectors in both the private and public market
- We have a deep understanding of listed technology companies and key metrics
- We create in-house technology sector reports that contain detailed sector analytics and valuation benchmarking data
- Blackpeak offers a differentiated service for clients in the technology sector based on a highly analytical approach and our focus on understanding the value proposition and key valuation drivers of our clients
















The most comprehensive ANZ technology database

- Technology market themes
- Private equity and venture capital financing
- Private and public market M&A
- Technology IPOs
- Public comparables
- Valuation and performance benchmarking
- Technology deal metrics



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 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

- 1H20 was a curious time for the ANZ fintech sector as it was for the rest of the market. Having entered lock down in late March 2020, activity was temporarily subdued but followed by a strong bout of public capital raising.
- Many equity strategists have become extremely cautious due to the apparent disconnect between the market and the economy, particularly towards US stocks given the significant surge in COVID-19 cases in several economically significant states which will hinder reopening efforts.
- Our ASX fintech sector index has erased all losses from the COVID-related crash and is now trading at record high valuation multiples (the index is up ~300% from the March lows). This had been largely driven by the sharp rebound in BNPL valuations.
- The impact of the crisis has stabilised in the short-term as a result of the extraordinary government stimulus measures. The speed and impact of unwinding these is critical to the outlook for certain segments of fintech (e.g. balance sheet fintech)



Mergers and acquisitions

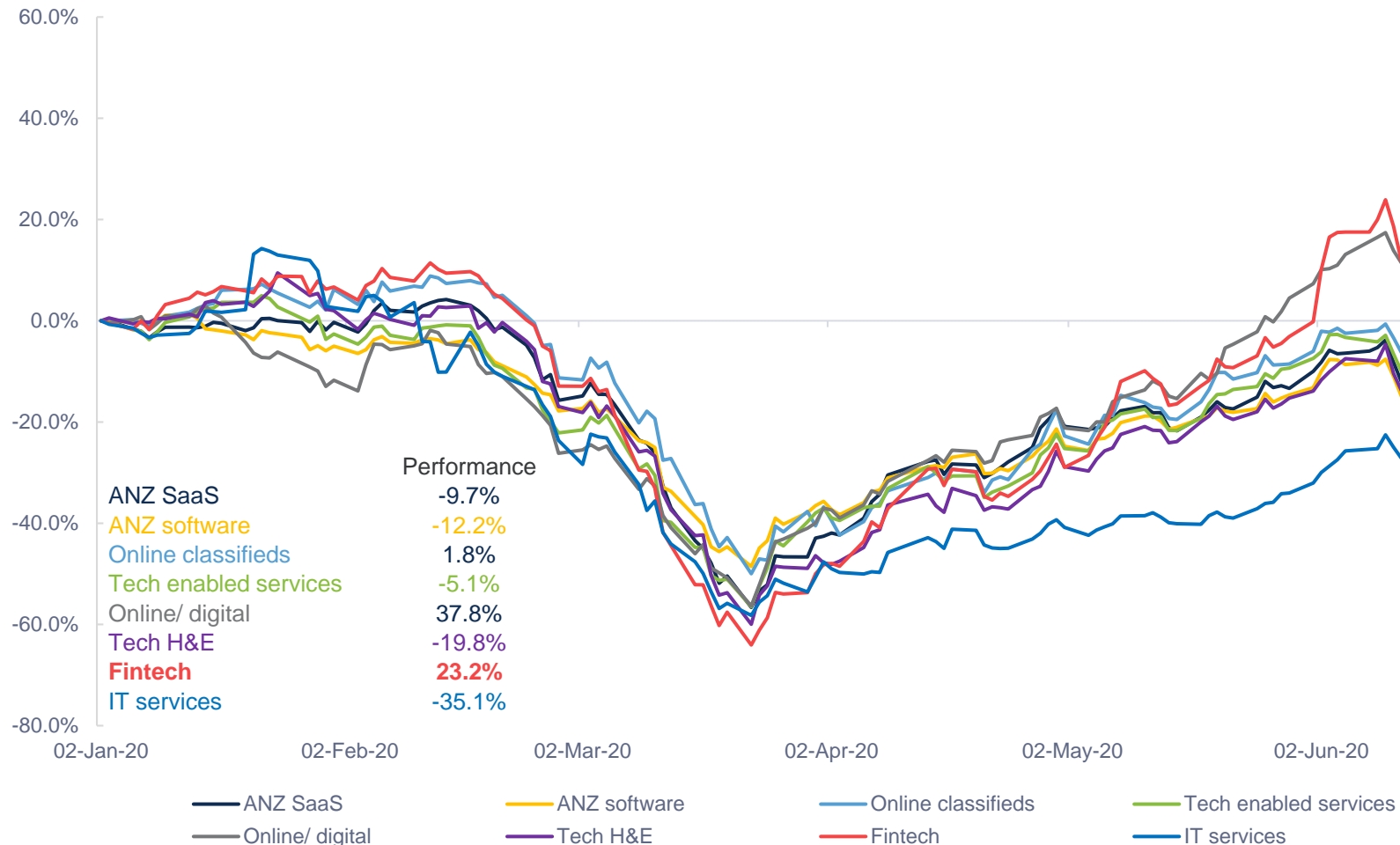
- COVID-19 obviously resulted in some renegotiation of previously inked deals.
- Local M&A activity has focused on mid market deals in payments and infrastructure. We anticipate increased consolidation post-COVID, particularly in non-bank lending segment.
- We continue to see interest in the less glamorous areas of fintech – infrastructure and payments (e.g. acquisition of Frollo by NextGen.Net to capitalise on the opportunity in open banking). This closely mirrors international trend in open banking with Visa’s acquisition of Plaid and Mastercard’s acquisition of Finicity.



Capital raising

- Local capital raising was busy predominately in public markets. The most active areas have been payments and neobanks, albeit one large announced deal is yet to complete.
- APRA threw a curve ball into the neobank sector by temporarily halting the new licensing between March to August 20. APRA recently announced the process is reopen and our expectation is that new licences will be issued from Q2 2021 for start-ups.
- Strategic investors continue to deploy capital, particularly towards quality players with defensible business models and good growth prospects (e.g. L&G investment in reverse mortgage provider Household Capital).

Blackpeak technology index performance




Majority of Blackpeak tech indices have recovered strongly from their March lows, with online / digital and fintech significantly outperforming other tech indices










Public equity capital raisings















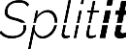
ASX fintech IPO tracker

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	\$60.99	16,348.0	5999.0%
 ChimpChange	Jun-16	Payments	15.0	\$0.80	\$0.11	28.8	(86.9%)
 credible	Dec-17 ¹	US lending marketplace	67.0	\$1.21	n.a.	n.a.	n.a.
 identitii	Oct-18	Regtech	11.0	\$0.75	\$0.12	9.4	(84.7%)
 Splitit	Jan-19	Buy now pay later	12.0	\$0.20	\$1.18	415.8	490.0%
 Powerwrap	May-19	Wealth management	17.4	\$0.35	\$0.17	34.0	(52.9%)
 prosa	Jun-19	SME lending	109.6	\$3.78	\$0.96	154.7	(74.6%)
 QuickFee	Jul-19	Payments	13.5	\$0.20	\$0.52	97.0	157.5%
 sezzle	Jul-19	Buy now pay later	43.6	\$1.22	\$3.76	675.9	208.2%
 FINEOS	Aug-19	Insurtech	211.0	\$2.50	\$3.90	1,060.9	56.0%
 tyro	Dec-19	Payments	287.1	\$2.75	\$3.50	1,747.5	27.3%
 moneyme	Dec-19	Personal lending	45.0	\$1.25	\$1.14	193.2	(8.8%)
 openpay	Dec-19	Buy now pay later	50.0	\$1.60	\$2.10	226.5	31.3%

ASX fintech IPO pipeline

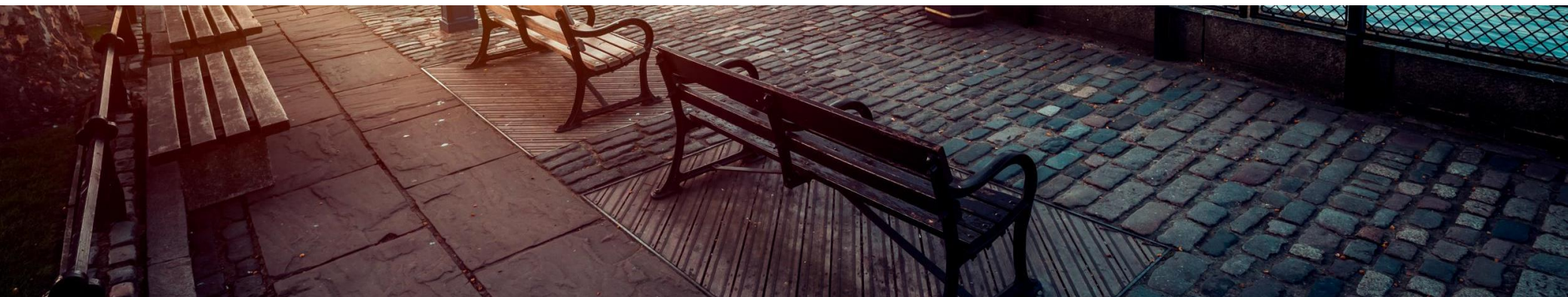
Overview		IPO details	
Company	Primary business segment	Expected timing	Raising size (A\$m)
	Personal lending	2H20	55.0
 ⁽¹⁾	Digital bank	2H20	4.0-6.0
	Buy now pay later	2H20	~80.0
	Digital bank	2H20	~100.0
	Consumer cashback	2H20	n.d.
	Payments	2H20	n.d.
	Data / legal tech	2021	n.d.

ANZ 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%)
 wisr	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	349.6	(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	230.0	(2.4%)
 zip	Nov-19	Payments	ASX:Z1P	Working capital	1,461.9	60.0	(5.6%)
 wisr	Jan-20	Lending	ASX:WZR	Product development, balance sheet flexibility	194.2	35.5	(21.3%)
 smartpay	May-20	Payments	NZSE:SPY	Balance sheet flexibility	83.8	15.0	(9.7%)
 afterpay	Jul-20	Payments	ASX:APT	Working capital, acquisitions/ investments	18,228.2	783.5	(2.9%)
 Splitit	Aug-20 ⁽³⁾	Payments	ASX:SPT	Working capital, product development/ R&D	n.a.	100.0	(4.8%)









Private capital raisings





































































































Domestic: Selected fintech private capital raisings

Overview			Details	
Company	Raising date	Category	Investor(s)	Raising size (A\$m)
 Practifi	Dec-19	Regtech	Udata Partners; Equity Venture Partners	24.0
 credit clear	Jan-20	Diversified	n.d.	9.0
 ezyCollect	Feb-20	Diversified	n.d.	7.1
 cheq	Feb-20	Non-bank/ lending tech	W23 Investments; Vertical Capital Markets	1.8
 Inebted	Mar-20	Non-bank/ lending tech	Carthona Capital; Reinventure Group; MassMutual Ventures	14.0
 GETcapital	Mar-20	Non-bank/ lending tech	n.d.	10.0
 Household Capital	Mar-20	Non-bank/ lending tech	Legal & General; Members Equity Bank	27.7
 XINJA	Mar-20	Challenger bank	World Investments	433.0 ⁽¹⁾
 zeller	Mar-20	Non-bank/ lending tech	Square Peg Capital; Apex Capital Partners; Athena	6.3
 cake	Early 2020	Infrastructure	n.d.	1.0
 alex	1H20	Challenger bank	Alium; undisclosed investors	~15.0

Domestic: Selected fintech private capital raisings

Overview			Details	
Company	Raising date	Category	Investor(s)	Raising size (A\$m)
 PaidRight	1H20	Regtech	n.d.	1.0
 86400	Apr-20	Challenger bank	n.d.	34.0
 Airwallex	Apr-20	Payments	Horizons Ventures; Hillhouse Capital Management; Sequoia Capital; Tencent; DST Global; Salesforce Ventures; ANZi Ventures	250.0
 verteva	Apr-20	Non-bank/ lending tech	Bolton Equities	33.0 ⁽¹⁾
 judo bank	May-20	Challenger bank	Bain Capital Credit; Ironbridge Capital; Tikehau Capital; OPSEU Pension Trust; The Myer Family; Abu Dhabi Capital Group; SPF Investment Management	356.0
 Slyp	May-20	Payments	Commonwealth Bank of Australia	n.d.
 XINJA	May-20	Challenger bank	n.d.	~12.0
 azupay	Jul-20	Payments	Tattarang	n.d.
 payright	Jul-20	Payments	Escala Partners	12.0
 LAYBUY	Jul-20	Payments	Perennial Value Management; Bombora Investment Management; Saville Capital	10.0

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	
 ReceiptBank	Jan-20	Infrastructure	Insight Partners; Kennet Partners; Canadian Imperial Bank of Commerce; Augmentum	103.5		
 Lydia	Jan-20	Payments	CNP Assurances; Xange Private Equity; Tencent; NewAlpha Asset Management	64.6		
 tink	Jan-20	Infrastructure	Insight Partners; BNPP Capital Partners; PayPal; AAC Capital Partners; Poste Italiane; HMI Capital; Dawn Capital; Opera Tech Ventures; Heartcore Capital	145.2		
 Klarna.	Jan-20	Payments	Commonwealth Bank of Australia	298.0		
 flywire	Feb-20	Payments	West Street Capital Partners; Temasek; Tiger Management; Adage Capital Management	n.d.		
 PhonePe	Feb-20	Payments	Flipkart Payments	91.0		
 toast	Feb-20	Payments	Bessemer; T. Rowe Price; TCMI; TPG Capital; Tiger Global; G Squared; Light Street; Alta Park Capital; Greenoaks Capital Partners; Durable Capital Partners	606.8		
 BharatPe	Feb-20	Payments	Insight Venture Management; Coatue Management; Steadview Capital Management; Ribbit Capital; Amplo Management	112.2		
 Revolut	Feb-20	Payments	TCMI; TSG Consumer Partners; Index Ventures; Balderton Capital; GP Bullhound; DST Global; Lakestar; Ribbit Capital; Bond Capital; London Impact Ventures	811.2		
 PayRange	Feb-20	Payments	n.d.	105.8		
 STASH	Feb-20	Wealth & super	LendingTree; Greenspring Associates; Union Square Ventures; T. Rowe Price Associates; Breyer Capital; Goodwater Capital	n.d.		
 TANDEM	Mar-20	Challenger bank	Qatar Investment Authority	102.0		
 PLASTIQ	Mar-20	Payments	Kleiner Perkins Caufield & Byers; Khosla Ventures; Top Tier Capital Partners; Accomplice Management; B Capital Group Management	106.8		

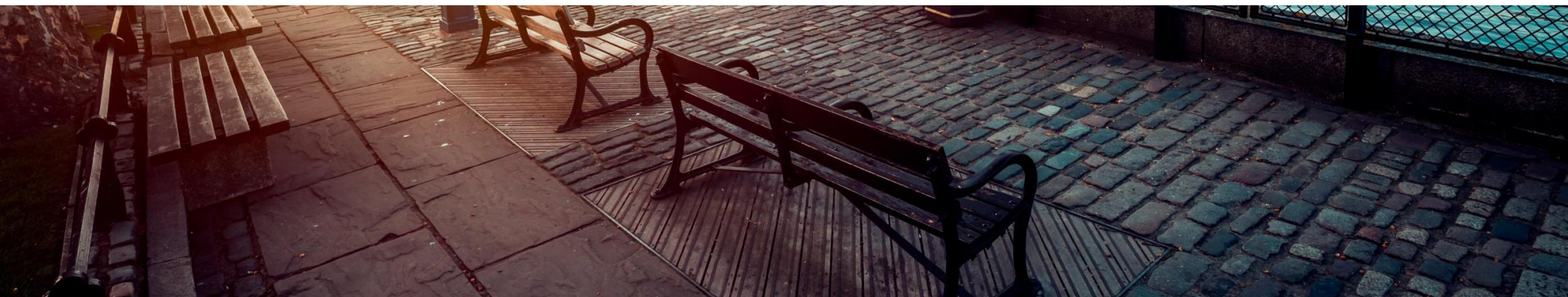
Source: Crunchbase, Mergermarket, Capital IQ, company filings, Blackpeak Capital.

Global: Selected fintech private capital raisings






















Overview			Details			
Company	Raising date	Category	Investor(s)	Raising size (A\$m)	Country	
 PODIUM	Apr-20	Payments	Accel Partners; Institutional Venture Partners; Summit Partners; Sapphire Ventures; Recruit Holdings; Alkeon Capital Management; Y Combinator Management	202.0		
 onfido	Jan-20	Regtech	TPG Growth; M12; Salesforce Ventures, Inc.	158.2		
 stripe	Apr-20	Payments	Sequoia Capital; General Catalyst Partners; GV; Andreessen Horowitz	1,398.9		
 PhonePe	Apr-20	Payments	Flipkart Payments	43.3		
 robinhood	May-20	Wealth & super	Institutional Venture Partners; New Enterprise Associates; Sequoia Capital; TSG Consumer Partners; Ribbit Capital; Unusual Ventures; 9Yards Capital	859.1 ⁽¹⁾		
 N26	May-20	Challenger bank	Insight Venture; Earlybird Venture Capital; GIC; Tencent; Valar Ventures; Axel Springer Plug and Play Accelerator; Allianz X; Greyhound Capital	153		
 MARQETA	May-20	Payments	n.d.	225.3		
 PIE INSURANCE	May-20	Insurtech	Silicon Valley BancVentures; Greycroft Partners; Sirius International Insurance; Aspect Ventures; Elefund; Gallatin Point Capital; Moxley	108.2		
 STARLING BANK	May-20	Challenger bank	JTC; Merian Chrysalis Investment	185.0		
 monzo	Jun-20	Challenger bank	Accel; General Catalyst; Reference Capital; Vanderbilt University; Y Combinator; Thrive Capital; Stripe; Passion Capital; Orange Capital; Goodwater Capital	109.8		
 checkout.com	Jun-20	Payments	Insight Venture; GIC; Coatue Management; DST Global; Blossom Capital	217.4		
 solarisBank	Jun-20	Infrastructure	Vulcan Capital; Storm Ventures; BBVA; HV Holtzbrinck Ventures; SBI; Global Brain; Lakestar Advisors; Samsung; yabeo Management; ABN AMRO	98.5		

























Mergers and acquisitions









































Domestic: Selected fintech mergers and acquisitions

Transaction overview				Details
Target	Date	Category	Acquirer	Transaction value (A\$m) ¹
	Dec-19	Infrastructure		n.d.
	Jan-20	Diversified		n.d.
	Jan-20	Regtech		n.d.
	Jan-20	Regtech		25.0
	Feb-20	Banking		n.d.
	Feb-20	Payments		n.d. ²
	Feb-20	Infrastructure		12.0
	Mar-20	Infrastructure	First Credit Union; CRX Investments; Police and Families Credit Union	12.3
	Mar-20	Non-bank/ lending tech		n.d.
	Mar-20	Neobank		n.d. ³
	Apr-20	Infrastructure	 Nomura Research Institute	85.0

















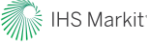























Domestic: Selected fintech mergers and acquisitions

Transaction overview				Details
Target	Date	Category	Acquirer	Transaction value (A\$m) ¹
 OpenMarkets	May-20	Diversified	 TradeFloor	n.d.
 loandolphin	May-20	Non-bank/ lending tech	 JOUST	n.d.
 MCU Mallory Credit Union Sustainable Banking	May-20	Banking	 Lakeba	6.7
 Pin Payments	May-20	Payments	 checkout.com	n.d.
 onevue	Jun-20	Infrastructure	 iress	107.2
 QUADPAY	Jun-20	Payments	 zip	538.4
 neo	Jun-20	Wealth	 picturewealth	n.d.
 easysshare	Jun-20	Payments	 yabonzo	n.d.
 LOCKBOX TECHNOLOGIES	Jul-20	Infrastructure	 thedocyard	2.1
 FR O L	Jul-20	Infrastructure	 NEXTGENoNET	n.d.
 Powerwrap	Jul-20	Diversified	 praemium	49.6

Global: Selected fintech mergers and acquisitions

Transaction overview				Details	
Target	Date	Category	Acquirer	Transaction value (A\$m) ¹	Target country
 GASTROFIX	Jan-20	Payments		174.2	
 PLAID	Jan-20	Infrastructure		7,086.4	
id:analytics.	Jan-20	Regtech		542.3	
	Jan-20	Payments		2,520.4	
	Feb-20	Payments		18,078.9	
	Feb-20	Regtech		n.d.	
	Feb-20	Payments		n.d.	
	Feb-20	Wealth		n.d.	
	Feb-20	Regtech		n.d.	
	Feb-20	Non-bank/ lending tech		10,733.1	
	Feb-20	Infrastructure		n.d.	
	Feb-20	Payments		92.2	
	Mar-20	Infrastructure		n.d.	

Global: Selected fintech mergers and acquisitions

Transaction overview				Details	
Target	Date	Category	Acquirer	Transaction value (A\$m) ¹	Target country
 GALILEO	Apr-20	Payments	 SoFi	1,939.3	
 KORTA	Apr-20	Payments	 Rapyd	n.d.	
 SUSTAINALYTICS	Apr-20	Diversified	 MORNINGSTAR [®]	n.d.	
 securities	Apr-20	Wealth	 SoFi	n.d.	
 INNOVEST SYSTEMS	Apr-20	Wealth	 SS&C	183.5	
 Catena Technologies	May-20	Regtech	 IHS Markit [®]	n.d.	
 AsiaKredit [↑]	May-20	Non-bank/ lending tech	 gobear	n.d.	
 BME 	Jun-20	Infrastructure	 SIX GROUP	4,638.6 ⁽²⁾	
 Guardian Analytics	Jun-20	Regtech	 NICE	n.d.	
 verse	Jun-20	Payments	 Square	n.d.	
 Finicity [®]	Jun-20	Infrastructure	 mastercard	1,415.5	
 WAVE money	Jun-20	Payments	 YOMA <small>YOMA HOLDINGS LTD.</small>	111.2	
 BIDFX	Jun-20	Diversified	 SGX	186.8	



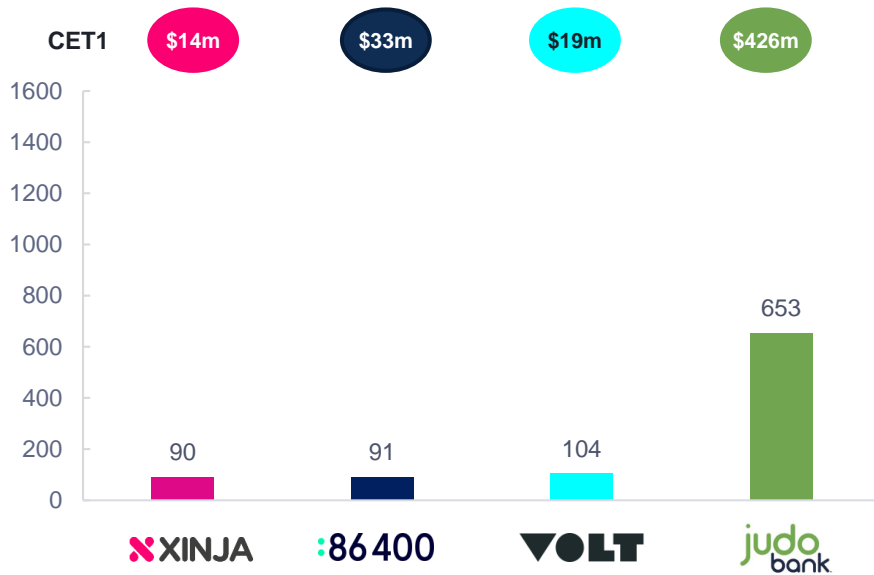
ANZ: Challenger bank update



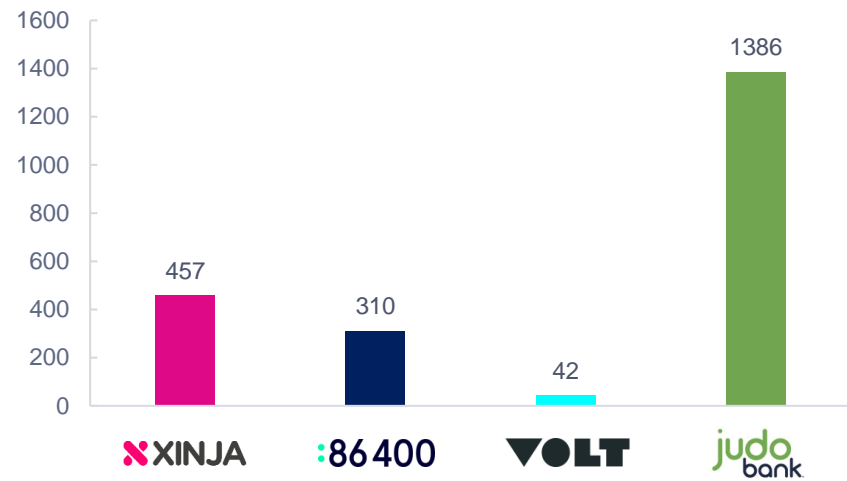
Australian challenger banks

Challenger bank capital raising

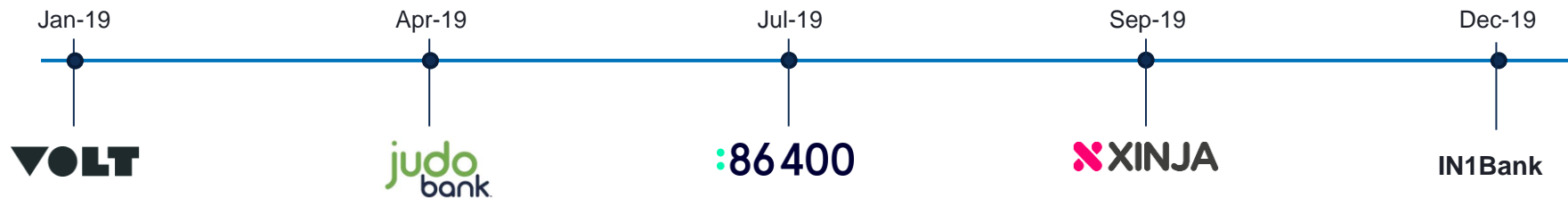
Total capital raised \$Am (full license)¹



Total resident deposits² (\$Am)



Challenger bank licensing





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)	FY2020E	FY2021E	FY2020E	FY2021E	FY2020E	FY2021E
ANZ Fintech											
FINEOS	Insurtech	\$3.90	\$2.16 / \$5.25	1,111	1,053	7.6x	6.7x	n.m.	n.a.	n.m.	n.a.
Sezzle	Payments	\$3.76	\$0.35 / \$9.15	676	657	10.0x	6.9x	n.m.	n.m.	n.m.	n.m.
Tyro	Payments	\$3.50	\$0.97 / \$4.53	1,748	1,579	7.4x	6.2x	n.m.	n.m.	n.m.	n.m.
Afterpay	Payments	\$60.99	\$8.01 / \$76.62	16,348	16,360	n.m.	21.6x	n.m.	n.m.	n.m.	n.m.
EML	Payments	\$3.34	\$1.20 / \$5.70	1,201	952	7.8x	5.0x	27.8x	17.5x	43.7x	32.6x
OFX	Payments	\$1.41	\$0.91 / \$1.63	343	303	2.2x	2.3x	10.7x	9.5x	16.8x	17.1x
Pushpay	Payments	\$8.79	\$2.36 / \$9.68	2,265	2,350	11.5x	8.6x	n.m.	30.0x	n.m.	43.9x
Zip	Payments	\$5.23	\$1.05 / \$7.88	2,042	2,936	18.5x	8.3x	n.m.	n.m.	n.m.	n.m.
OpenPay	Payments	\$2.10	\$0.32 / \$4.98	227	168	8.2x	4.5x	n.m.	n.m.	n.m.	n.m.
Splitit	Payments	\$1.18	\$0.21 / \$1.92	416	400	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Wisr	Lending	\$0.22	\$0.07 / \$0.34	228	n.a.	n.a.	n.a.	n.a.	n.a.	n.m.	n.m.
Hub24	Wealth & Super	\$9.30	\$5.98 / \$14.64	584	569	5.3x	4.7x	n.a.	n.a.	43.4x	35.2x
Netwealth	Wealth & Super	\$8.97	\$4.80 / \$13.44	2,132	2,057	17.2x	15.6x	33.7x	30.7x	51.4x	46.4x
Praemium	Wealth & Super	\$0.36	\$0.19 / \$0.69	147	137	2.9x	2.7x	10.4x	9.6x	33.2x	26.4x
EQT	Wealth & Super	\$24.75	\$16.18 / \$34.68	514	461	5.0x	5.1x	13.3x	13.9x	23.9x	25.6x
Bravura	Infrastructure	\$4.50	\$2.92 / \$5.98	1,100	1,045	3.7x	3.4x	19.1x	16.2x	28.4x	24.3x
IRESS	Infrastructure	\$10.95	\$8.29 / \$14.36	2,063	2,314	4.1x	3.6x	17.6x	16.0x	27.6x	24.9x
Link	Infrastructure	\$4.10	\$2.64 / \$6.98	2,174	3,137	2.6x	2.4x	10.4x	10.1x	15.6x	14.7x
Computershare	Infrastructure	\$13.25	\$8.27 / \$18.39	7,167	9,502	2.9x	2.9x	n.a.	11.1x	30.8x	24.6x
Credit Corp Group	Diversified	\$15.58	\$6.01 / \$37.99	1,049	1,052	3.0x	3.4x	n.a.	n.a.	67.9x	16.3x
Median						5.3x	4.9x	15.5x	15.0x	30.8x	25.2x
Max						18.5x	21.6x	33.7x	30.7x	67.9x	46.4x
Min						2.2x	2.3x	10.4x	9.5x	15.6x	14.7x
								Price / Book		P/E	
								FY2020E	FY2021E	FY2020E	FY2021E
FlexiGroup	Lending	\$1.13	\$0.38 / \$2.71	444				0.7x	n.a.	7.9x	9.6x
Prospa	Lending	\$0.96	\$0.40 / \$5.09	155				1.2x	n.a.	n.m.	n.m.
Money3	Lending	\$1.55	\$0.67 / \$3.04	287				1.2x	n.a.	10.9x	9.0x
MoneyMe	Lending	\$1.14	\$0.50 / \$2.00	193				3.8x	n.a.	n.m.	43.1x
AFG	Lending	\$1.71	\$0.92 / \$3.19	458				2.8x	n.a.	13.7x	15.5x
Median								1.2x	n.a.	10.9x	12.6x
Max								3.8x	0.0x	13.7x	43.1x
Min								0.7x	0.0x	7.9x	9.0x

Source: Capital IQ, company filings, Blackpeak Capital. Market data as at 30 June 2020

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								
FSA	Lending	\$0.87	\$0.66 / \$1.53	108	n.a.	n.a.	(8.9%)	(18.0%)
9 Spokes	Data	\$0.03	\$0.01 / \$0.06	35	32	4.5x	141.7%	70.6%
identiti	RegTech	\$0.12	\$0.08 / \$0.59	9	9	14.1x	(61.7%)	(73.9%)
Kyckr	RegTech	\$0.07	\$0.04 / \$0.37	22	17	8.1x	46.9%	118.2%
QuickFee	Payments	\$0.52	\$0.13 / \$0.98	97	106	n.a.	171.1%	n.a.
Novatti	Payments	\$0.31	\$0.08 / \$0.42	57	61	7.2x	260.5%	87.9%
Smartpay	Payments	\$0.67	\$0.18 / \$0.76	130	157	8.0x	90.0%	250.0%
Mint Payments ⁽¹⁾	Payments	\$0.02	\$0.00 / \$0.03	15	21	4.3x	100.0%	(33.3%)
Integrated Payments	Payments	\$0.02	\$0.00 / \$0.04	6	6	3.5x	433.3%	(5.9%)
Cashwerkz	Wealth & Super	\$0.15	\$0.11 / \$0.25	30	28	24.2x	0.0%	(49.2%)
Raiz	Wealth & Super	\$0.57	\$0.30 / \$1.17	43	31	5.0x	26.7%	15.2%
OneVue	Wealth & Super	\$0.37	\$0.10 / \$0.48	99	96	1.9x	105.6%	(10.8%)
Fiducian	Wealth & Super	\$5.00	\$3.00 / \$6.27	157	152	3.1x	14.9%	(3.1%)
Mortgage Choice	Broking	\$0.65	\$0.52 / \$1.60	81	82	0.5x	(4.4%)	(40.4%)
iSelect	Comparison	\$0.21	\$0.18 / \$0.68	45	37	0.2x	(10.9%)	(66.7%)
Powerwrap ⁽²⁾	Diversified	\$0.17	\$0.09 / \$0.31	34	20	1.2x	73.7%	(41.1%)
Change Financial	Diversified	\$0.11	\$0.06 / \$0.55	29	31	11.8x	45.8%	114.3%
IncentiaPay	Diversified	\$0.03	\$0.01 / \$0.06	17	34	0.5x	116.7%	(42.2%)
Collection House	Diversified	\$1.09	\$1.03 / \$1.47	153	342	2.1x	0.0%	(10.3%)
IODM	Infrastructure	\$0.17	\$0.06 / \$0.32	95	95	n.m.	136.1%	209.1%
Median						4.3x	60.3%	(10.3%)
Max						24.2x	433.3%	250.0%
Min						0.2x	(61.7%)	(73.9%)

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)	FY2020E	FY2021E	FY2019A	FY2020E	CET1	NIM	Cost-to-Income
ANZ Traditional Finance											
MyState	Challenger bank	\$3.93	\$3.15 / \$6.17	362	12.3x	11.9x	1.5x	1.1x	11.1%	1.8%	64.8%
Auswide	Challenger bank	\$4.84	\$3.30 / \$6.83	205	11.3x	12.4x	1.1x	0.8x	11.8%	1.9%	64.5%
BNK Bank	Challenger bank	\$0.43	\$0.39 / \$0.73	41	n.a.	n.a.	0.7x	n.a.	20.0%	2.0%	n.a.
CBA	Bank	\$69.42	\$53.44 / \$91.05	122,833	12.7x	16.9x	2.0x	1.8x	10.7%	2.1%	46.2%
Westpac	Bank	\$17.95	\$13.47 / \$30.05	64,725	17.2x	12.0x	1.2x	0.9x	10.7%	2.1%	48.9%
ANZ	Bank	\$18.64	\$14.10 / \$28.79	52,773	14.1x	11.3x	0.9x	0.8x	11.4%	1.8%	49.5%
NAB	Bank	\$18.22	\$13.20 / \$30.00	59,744	15.7x	12.2x	1.0x	1.0x	10.4%	1.8%	52.3%
Suncorp	Bank	\$9.23	\$7.30 / \$14.34	11,776	17.9x	12.9x	1.5x	1.0x	9.3%	1.8%	56.2%
BOQ	Bank	\$6.17	\$4.51 / \$9.98	2,799	11.2x	13.0x	0.9x	0.7x	9.0%	1.9%	50.5%
Bendigo	Bank	\$7.01	\$5.32 / \$11.69	3,721	11.9x	13.2x	0.9x	0.6x	8.9%	2.4%	59.2%
Median					12.7x	12.4x	1.1x	0.9x	10.7%	1.9%	52.3%
Max					17.9x	16.9x	2.0x	1.8x	20.0%	2.4%	64.8%
Min					11.2x	11.3x	0.7x	0.6x	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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