



newt

CORPORATE PRESENTATION

An integrated platform for digital financial services

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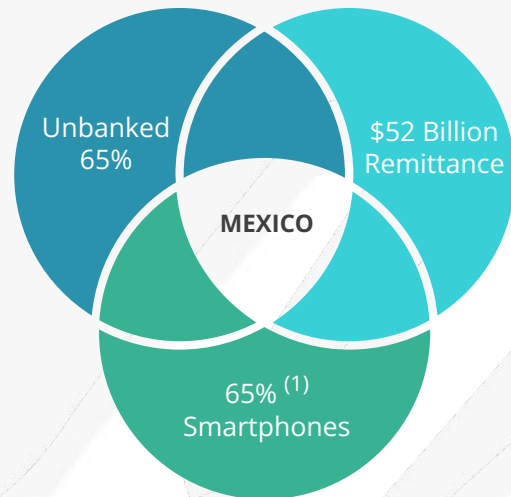
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NEWT'S MARKET FOCUS IS ON THE UNDERBANKED

- The unbanked and underbanked lack access to traditional banks and financial institutions, therefore creating the opportunity for alternative solutions
- Opportunity to expand Newt's ecosystem in the United States, leveraging the Hispanic population and cross-border transactions as a beachhead into the unbanked



90% of transactions in Mexico are in cash ⁽²⁾

65% of the adult population in Mexico is unbanked ⁽²⁾

\$52 Billion sent from the United States to Mexico in 2020, making it the largest remittance market in the world ⁽³⁾

19% of adult Americans are either unbanked or underbanked ⁽⁴⁾

Sources: 1. Statista 2. Federal Reserve Bank of Dallas 3. Wilson Center 4. Federal Reserve



ENABLING FINANCIAL INCLUSION THROUGH DIGITAL FINANCE

- Newt helps the underbanked transact with employers, merchants, financial institutions, utility companies, and other organizations
- Newt provides a fairer, faster, accessible platform that reshapes the way businesses and consumers save and move money and conduct commerce
- Providing convenient and easily accessible digital payment services and products serves as a gateway to other financial services for the underbanked consumer and small to medium sized enterprises that lack access to traditional financing

DIGITAL BANKING FILLS THE CREDIT ACCESSIBILITY GAP

UNDERBANKED

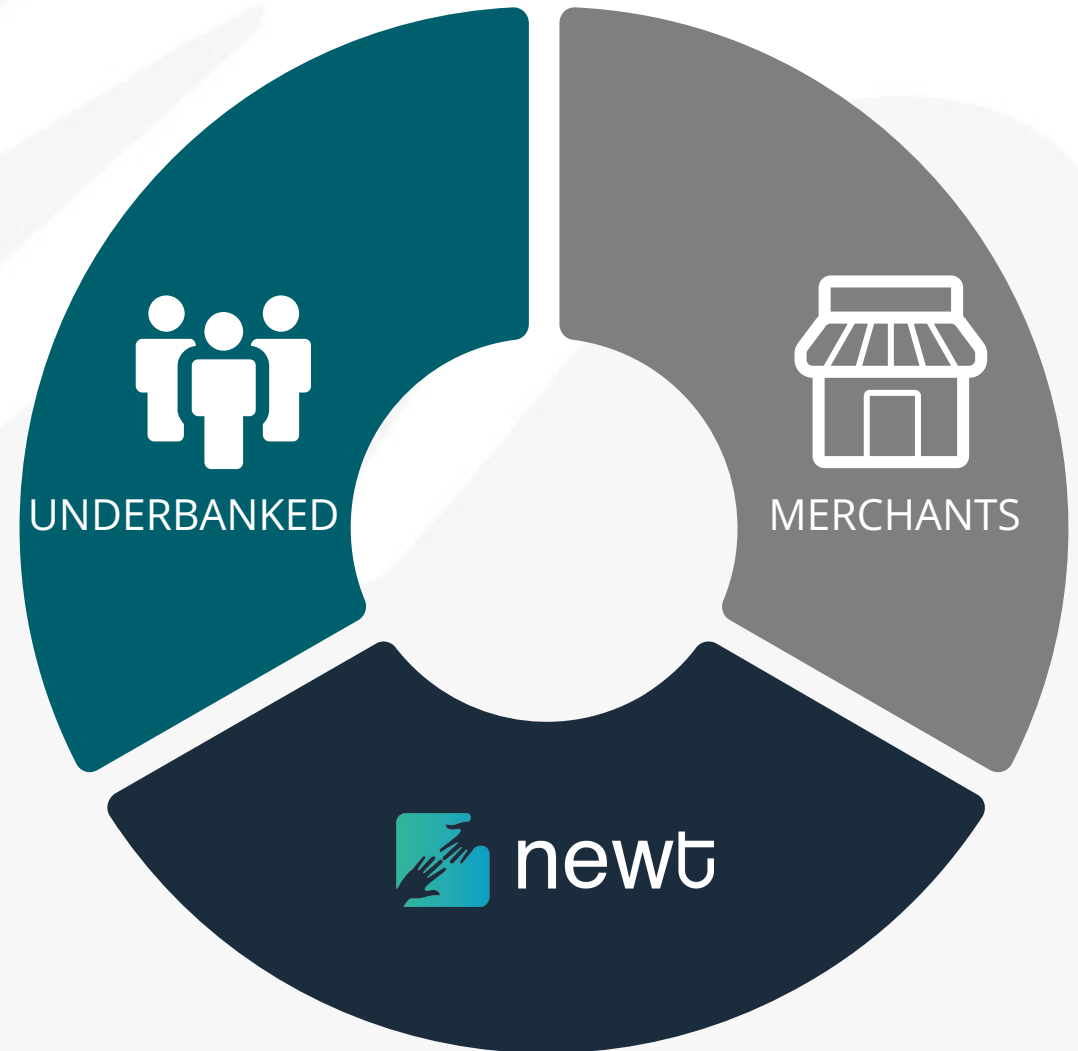
- Financial inclusion for underbanked as they gain access to credit
- Payroll deposits and payday loans become readily available with use of a card controlled through Newt's application
- Facilitates the cross-border movement of money between residents with personal relationships

MERCHANTS

- Merchants gain access to financing tied to sales processed through point-of-sale kiosks
- Nearly instant underwriting through digital verifications

NEWT

- Banking license meets regulatory requirement that facilitates expansion into credit granting and loan financing, credit card products, international credit, factoring, and cross border remittances
- Strengthens the business model beyond competing solely on the technology stack
- Newt retains high margin credit financing business for the underbanked
- Coupling of merchant financing with merchant revenue generated from the kiosk creates incentive for merchants to maintain loan payments and reduces the risk of loan default



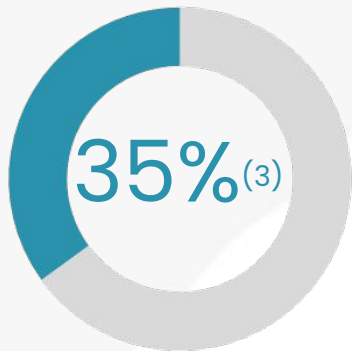
TRADITIONAL BANKS ARE BEING DISRUPTED BY DIGITAL ALTERNATIVES

Sustained growth averaging **27%** annually across LATAM will see mobile wallets nearly double between 2021 and 2025⁽¹⁾

Digital payments in the Americas are

\$2.2T ⁽²⁾

Digital wallets continue to rise in popularity among North American e-com consumers, accounting for **29.2%** of regional transaction value⁽¹⁾

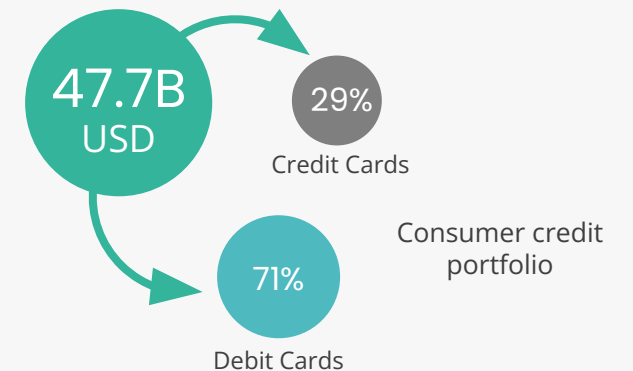


of all bank revenues could be at risk from more tech-savvy competitors

Digital-only bank account holders in the US by 2024

47M ⁽³⁾

CARDS GOING DIGITAL in LATIN AMERICA⁽³⁾



Source: 1. FIS 2. Statista 3. Insider Intelligence 4. Central Bank of Mexico (www.banxico.org.mx)

ADDRESSABLE MARKETS IN THE AMERICAS

\$620B⁽¹⁾

Prepaid Cards

\$2.2T⁽²⁾

Digital Payments

\$1.0T⁽²⁾

Neobanking

\$3.8T

Total Addressable Market

Note: Figures are in US Dollars; Sources: 1. ResearchandMarkets 2. Statista

OUR MISSION

**We Are Building
High-Growth
B2B SaaS Solutions
for the Underbanked**



WHO WE ARE

A Fintech company providing a SaaS platform enabling enterprises to offer digital financial products, services and access to credit.



Integrated one-stop-shop platform connecting an ecosystem of service providers offering financial services that require processing and network management



Portfolio of products requiring payment management and processing including prepaid cards and digital subscriptions, bill payments, and cross border remittances



Omnichannel acceptance through mobile, web, POS, and self-service kiosks



Verification and authentication solutions along with fraud, compliance, and risk management



Global capabilities with initial focus on the underbanked in Mexico and the Hispanic population in the USA, and specific management expertise in the Mexico-USA corridor

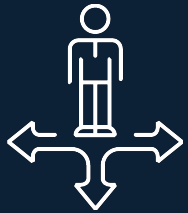


STRATEGIC ROADMAP



Sustainable momentum in a growing market

NEWT'S BUSINESS LINES



PAYMENT PLATFORM

Omnichannel access for consumers

Range of digital payment solutions for consumers



PAYMENT GATEWAY

White-label solutions for enterprises

Distribution channel for enterprises



POINT OF SALE

Branded self-service cash capable kiosks

Cash capable partner point of sale network



LENDING AS A SERVICE

Credit financing for SMEs

Payroll loans for consumers



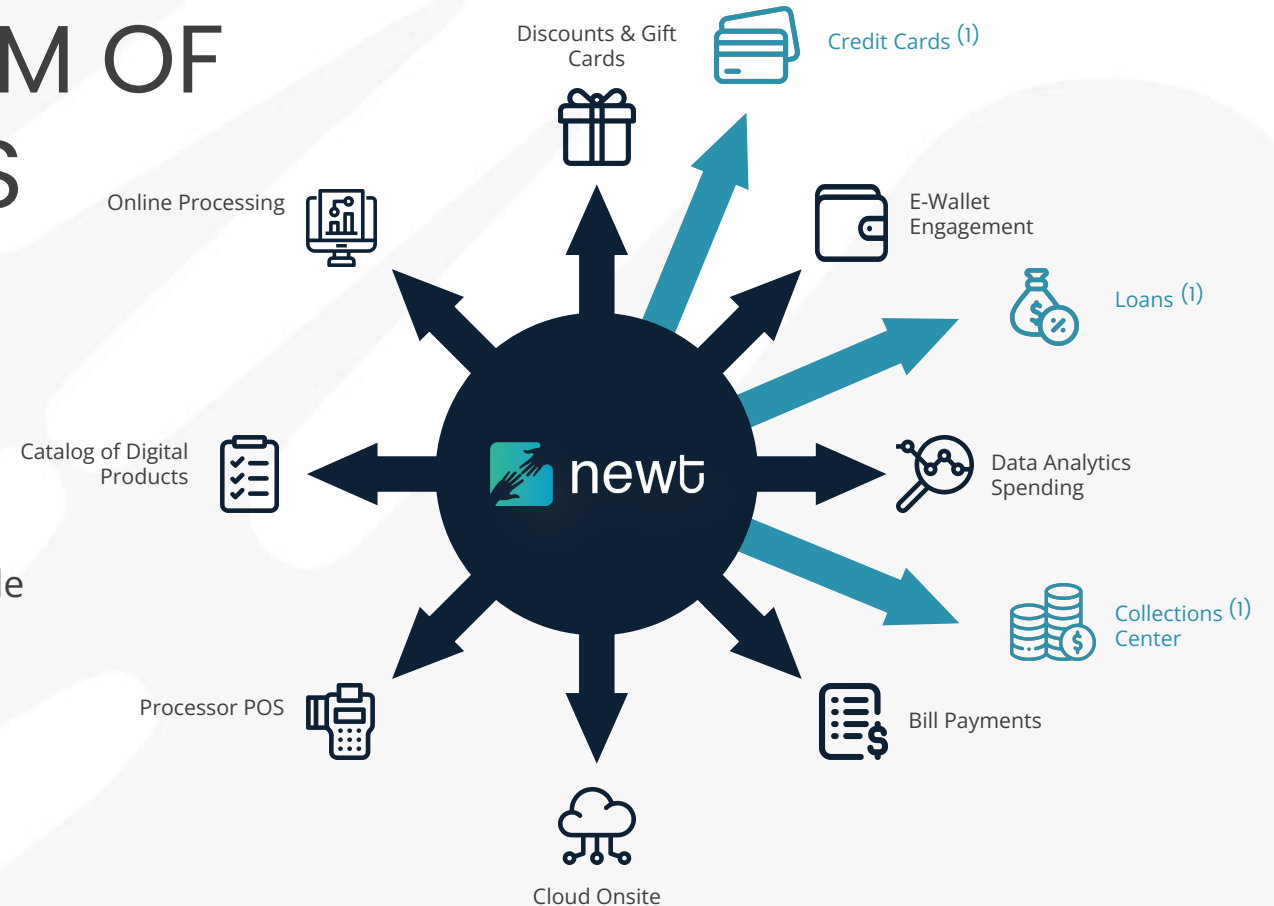
BANKING "LICENSE"

Plans to acquire a banking license

Transformation into a hybrid digital bank – financial technology company

OUR DIGITAL ECOSYSTEM OF INTEGRATED SOLUTIONS

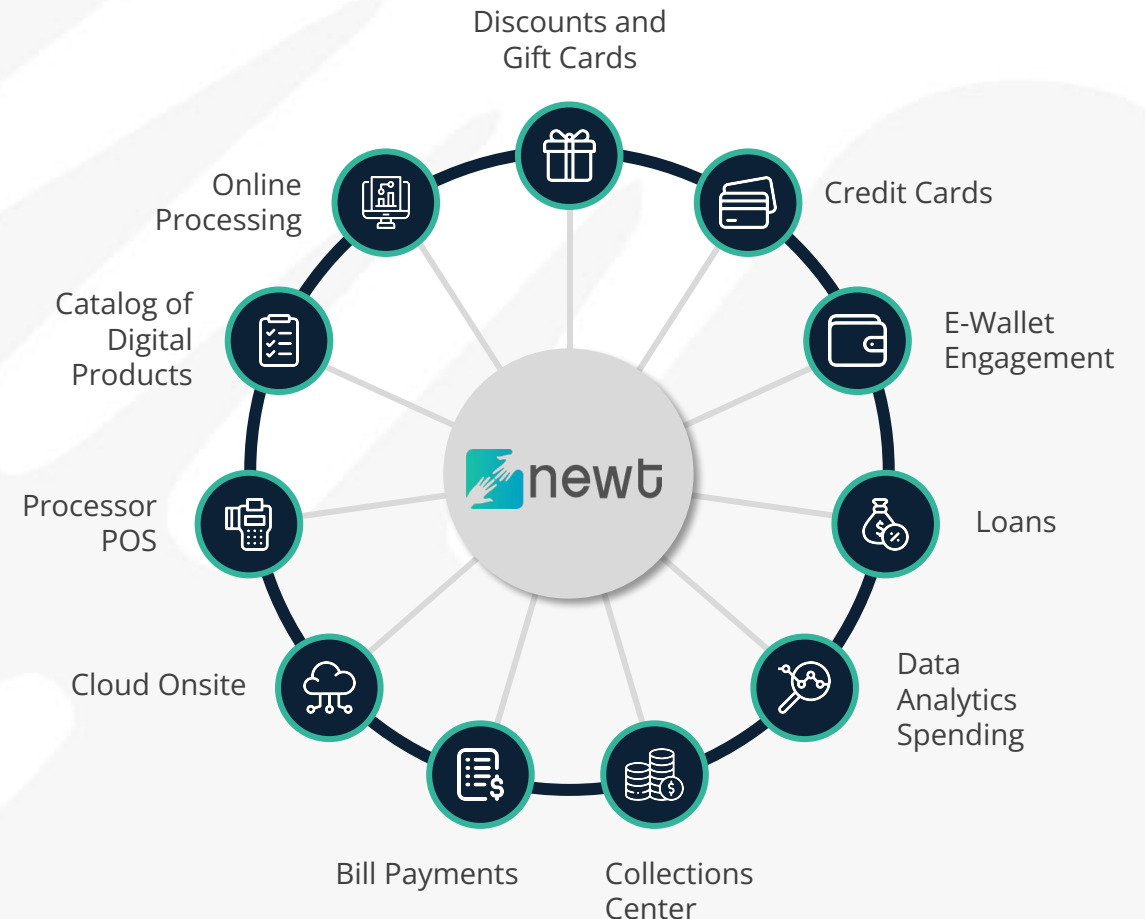
- Cloud-based platform providing end-to-end B2B2C **SaaS solutions for financial transactions**
- Generating incremental revenue opportunities for enterprises through digital sales channels
- Connections to over 16 million consumers through multiple point-of-sale channels and application interfaces
- Aggregation of bill payment services and registry of major gift cards with a digital catalogue of over 5,000 products
- Expanding into **Lending-as-a-Service** solutions in 2022



Note: (1) Future deployments expected

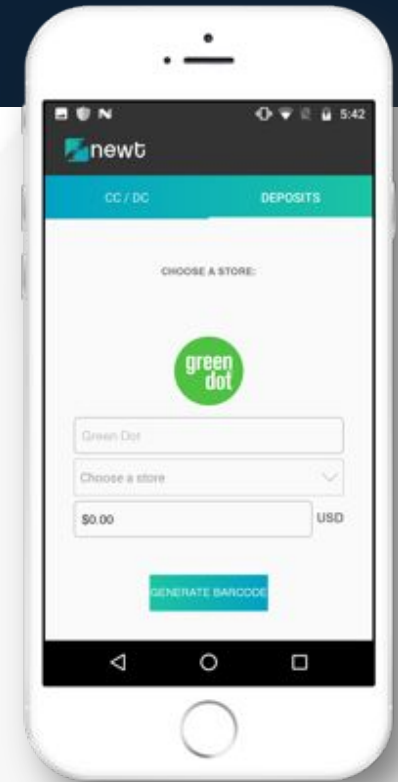
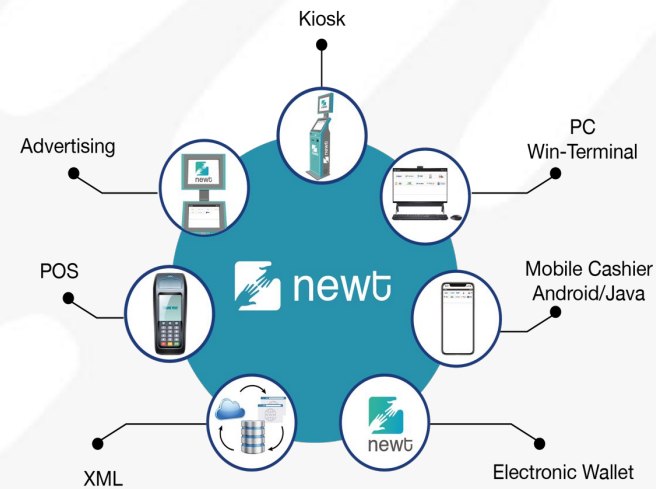
PAYMENT GATEWAY OPENS DISTRIBUTION CHANNELS

- Retail enterprises, telecom and utility companies, financial institutions, and governments can receive payments and access consumers
- Newt adds value to organizations with a white label solution for digital wallet, prepaid products, and financial services
- The B2B2C network creates a marketplace with seamless provision and access to a range of financial services



OMNICHANNEL PAYMENT PLATFORM CAPTURES CUSTOMERS

- Newt's cloud-based SaaS platform provides end-to-end payment solutions and processing
- Enables bill payments, prepaid cards, digital subscriptions, cross-border remittances, and a range of domestic and international payment solutions
- Consumers can access payment options through different devices and interfaces including web, mobile, POS, and self-service kiosks
- A single all-in-one omnichannel platform to manage payments and access financial services creates convenience and value for the consumer















Highlights of Newt

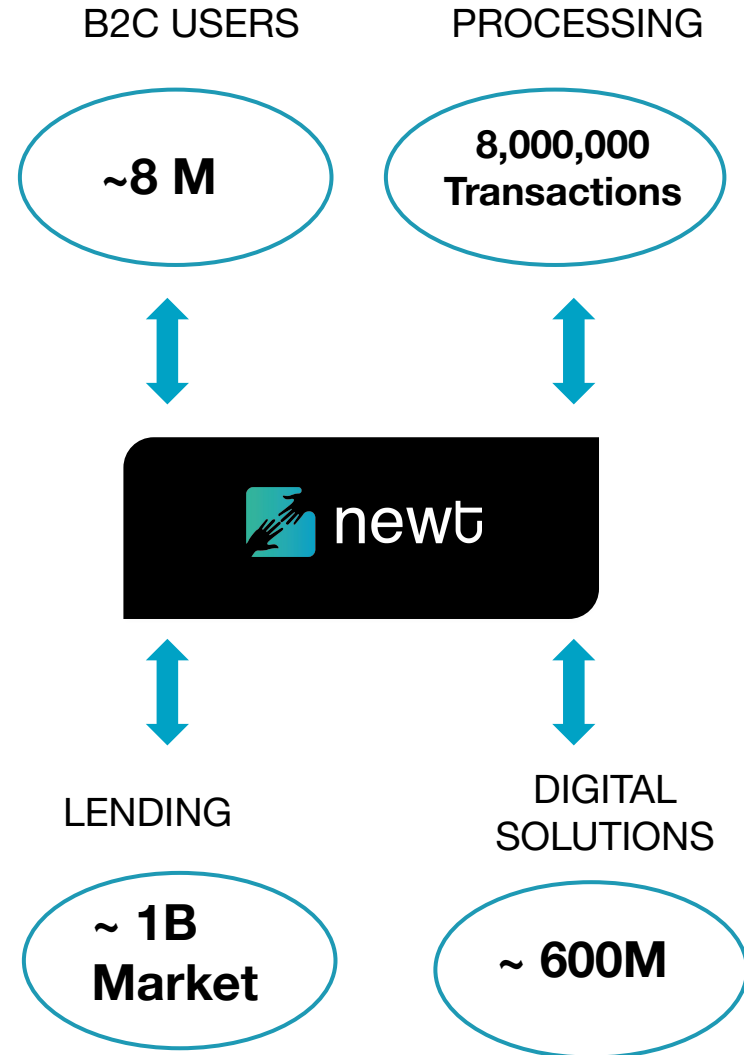


~ 11.5M in 2021 Revenue

~ 98.2% Recurring Revenue 1-3 yr Contracts

SaaS Fintech Aggregator Solutions for B2B, B2BC, BC

Newt	B2C Ecosystem
Connected	Users (Million)
	2 M
	9 M
	1 M
	8 M
	11 M
	2 M
	5 M
	6 M
	4 M
  	15 M



Transportation Client



Challenge

The client had no bill payment functionality integrated into their app and system. The client was looking for potential connection to payment platform and additional revenue.

Solution

Newt supplied integrated bill payment and additional digital programs for coupons. The system is stable, functional, and Newt is executing daily transactions for the client.

Retail Client



Challenge

The largest retail shopping chain in Mexico needed an advanced Top-Up and Bill Payment platform. Newt was chosen for the platform implementation.

Solution

Newt's platform seamlessly integrated into the chain's existing POS system via an API, which allowed all stores to conduct large volume top-ups at cash registers.

Processor Client



Challenge

With over 1 Million credit card processing terminals across Mexico, PROSA wanted to add ancillary revenue and a wider offer of services to their retail commerce partners.

Solution

Newt provided an integration platform for bill payment, which solved the problem technically in addition to achieving the target of ancillary revenue for the client's retail commerce partners.

RECENTLY ADDED CLIENTS WITH HIGH VOLUME POTENTIAL



SaaS model jointly with
Blackhawk for 11 million
customers in BBVA APP.



SaaS model and APP for
50,000+ customers.



SaaS model for current 2.3
million customers.



SaaS model for 100,000+
customers.



SaaS model for 1,600 gas stations
nationwide.



SaaS model for 2,400 locations
nationwide.

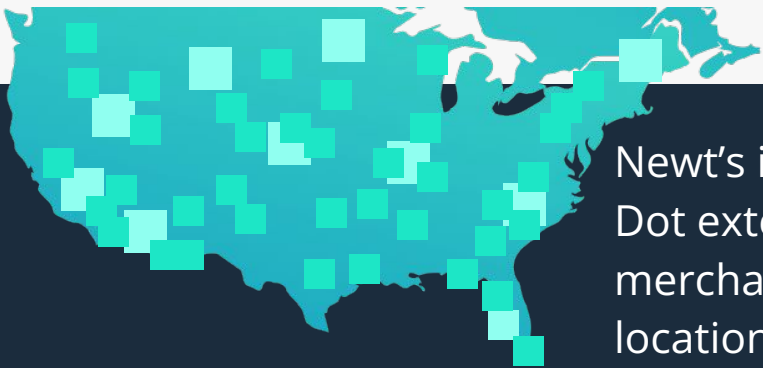
B2B: SAAS & LAAS SALES PIPELINE

Current Customers



NEWT'S CASH CAPABLE PARTNER POS NETWORK

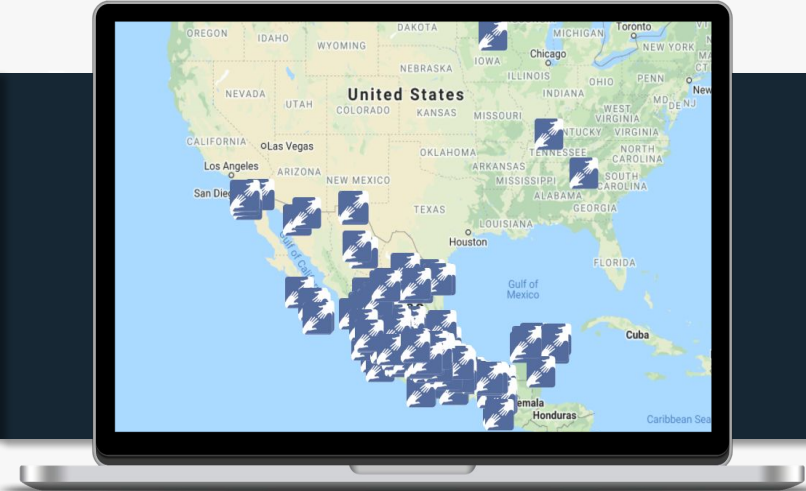
OUR EXISTING MEXICO CASH NETWORK



Newt's integration with Green Dot extends reach to **100,000** merchant point of sale locations



Kiosks in 200 Locations



Existing B2B2C POS Locations (90,000)

KIOSKS WITH CASH LOADING CAPABILITY ARE A CRITICAL ACCESS CHANNEL

FOR INCLUSION AND CONVERSION TO DIGITAL FINANCE

- The unbanked and underbanked require convenient access to a digital payment ecosystem initiated or complemented by a local physical access point
- Kiosks are a beachhead strategy that enable penetration into the unbanked market and contribute to expansion in addressable markets

“

In Latin America, building out infrastructure to support payment tools and supporting localized payment types is key to success. ⁽¹⁾

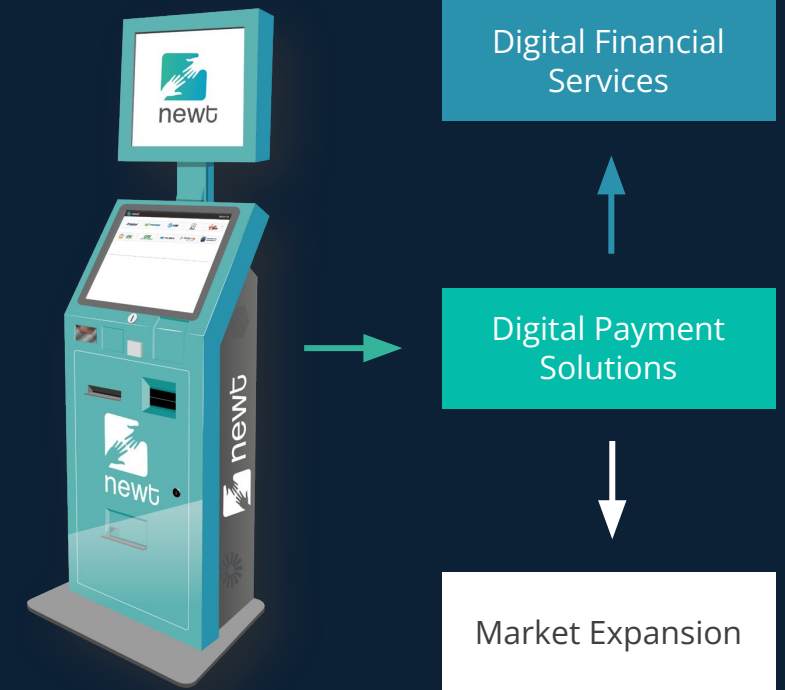
”

“

In the U.S., some systemic barrier must be overcome to reach the remaining group that don't use digital payments.” ⁽²⁾

”

Sources: 1. Digitizing Payments in Latin America, published by PYMNTS 2. McKinsey & Co, US Digital Payments: Achieving the Next Phase of Consumer Engagement





LENDING AS A SERVICE

- Newt's proposed *Lending as a Service* solution incorporates all its technological and product capabilities into a unique offering for business and government entities offering credit
- Leveraging its own SOFOM (regulated Mexican lending entity), its SaaS payment gateway, and its soon to be launched debit card program, Newt can now provide its B2B partners with a comprehensive portfolio of credit products:
 - Payroll Deduction Loan Funded by B2B partner
 - Short term loans guaranteed by B2B partner and funded by Newt
 - Short term loan unguaranteed funded by Newt

OUR BANKING & LENDING SOLUTIONS IN DEVELOPMENT

LaaS & BaaS cloud-based platform, combined with credit and collections, plans on providing a full-scale FinTech banking solution for businesses.

- Bin from Bank
- ABC (Sponsor Bank) – Card Program Manager
- Bank-to-Bank Ecosystem

US Partners



Latin American Partners



REVENUE MODELS

US BANK- RSA

BANK US Revenue

+

Banking Fee

+

**Mobile APP
Digital
Products and
Services**

=

Monthly Fee
(Collection of transaction and service fees)

SAAS PAYMENT SOFTWARE

SaaS Revenue

- Monthly Customers
- Product & Services

+

**Transaction Fee
Processing**

+

Setup Fees

=

1.5-3.5%
Margins on Gross Revenue
(LTM 2021)

3-5 year +
Average contract

LAAS PAYMENT SOFTWARE

LaaS Revenue

+

**Transaction Fee
Processing**

+

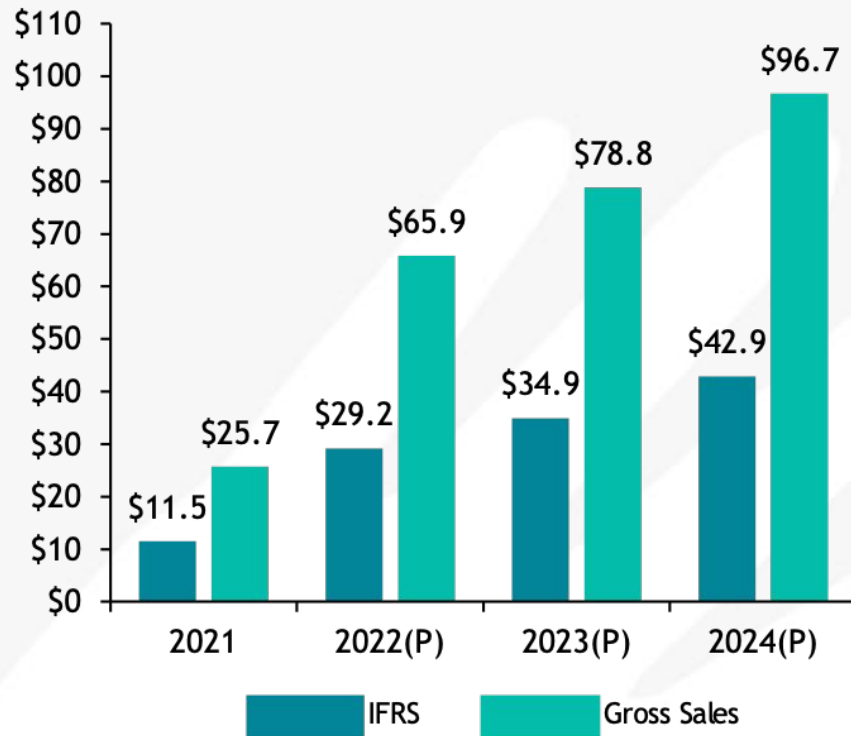
**Rev Shares
Interest Rates**

=

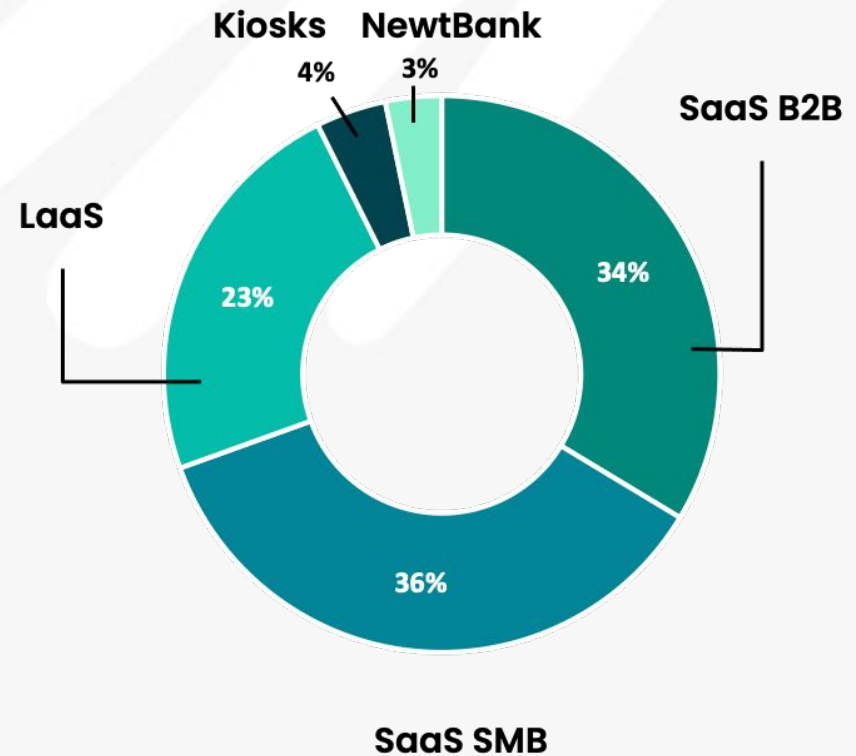
Monthly Service Fee
Interest (Rev Share)
Transaction/ Fee Revenue

Forecasted Financial Performance

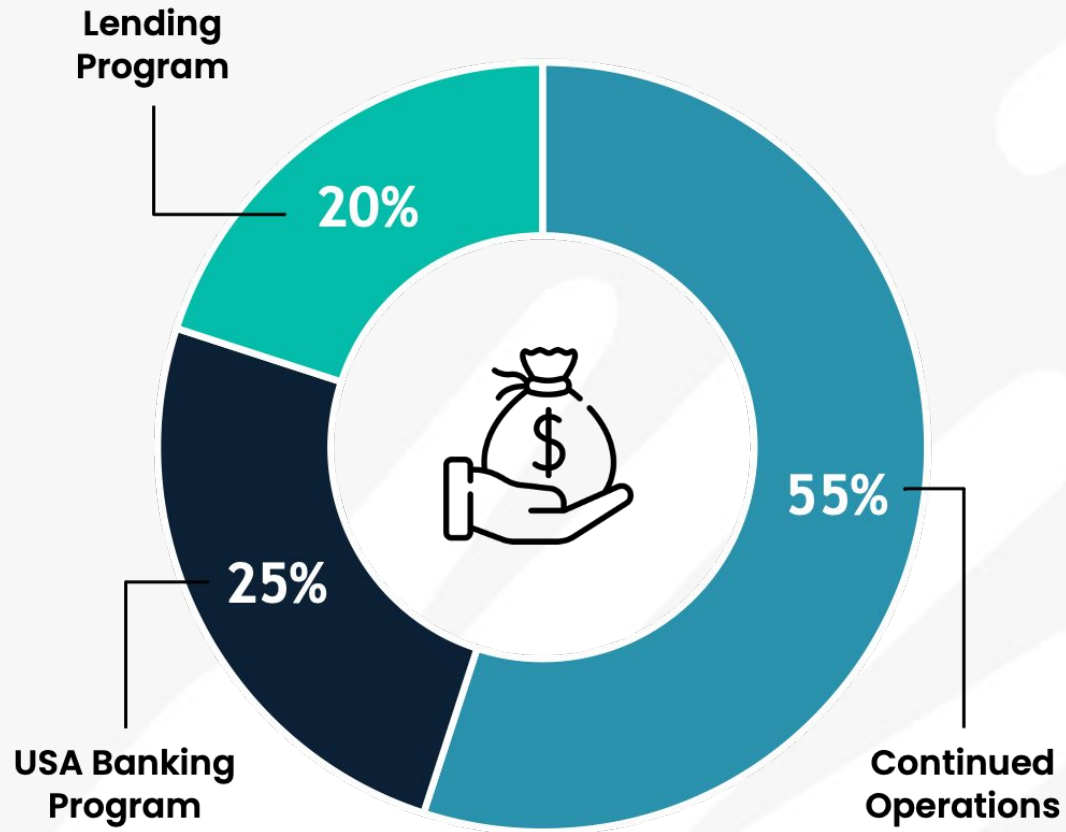
Gross Sales & IFRS Revenue Projections



Revenue Breakdown by Product (2022)



USE OF FUNDS



Estimated Use of Proceeds

OPEX	\$2,300,000
LENDING PROGRAM	~\$2,150,000
TECHNOLOGY DEV	\$1,800,000
MARKETING & SALES	\$1,500,000
G & A	~\$2,795,000
CAPEX	\$1,600,000
OPEX LAAS	~\$3,241,000
USA BANKING Program	~\$ 4,500,000
Total Equity	\$19,886,000

MANAGEMENT TEAM & BOARD OF DIRECTORS



Steven Hoffmann
CHAIRMAN OF THE BOARD & CEO

Founder of **Newt Corp**, **Entrepreneurial & Financial 16 yrs experience**. Founder of **Fintech, Financial, Renewable Energy, Mobile Encryption & Battery Storage**. Served on various boards of private & public companies.



Sergio Maya
CEO LATIN AMERICA

Founder of **10VIA Corporation** **20+ years** experience in financial sector. **Former CFO for Interjet Airlines** serves on boards of private & public corps. Worked in major companies as **Televisa DTH, DESC, Holcim**. **Former Secretary of Finance for a state Government in Mexico**.



Gricha Raether
CFO LATIN AMERICA

Computer Engineer with an MBA from Baylor University with **over a decade of experience in the LATAM and North American FinTech markets**. Worked as high-stakes consultant in the defense and high-tech industry in the USA, before moving to Mexico to become CEO and Country Manager for US-based financial technology firms.



R. Scott Zimmer
BOARD MEMBER

30+ years in Enterprise Technology
Former Director of **Dish USA, Next Gen Satellites** and **EchoStar Satellite Corp**. President of **EchoStar International** Consultant for **CCT, China Communications Technology**, and **Sunbase Group**



David M. Thompson
BOARD MEMBER & CFO

30+ years of financial experience
Founder of **Sea Dragon Energy Inc.** (TSX:V), CFO of **Aurado Energy**, CFO of Forum Energy Corporation (OTC) & Forum Energy Plc (AIM).



Nathan Barotz
GENERAL COUNSEL NORTH AMERICA

Law firm as well as in-house experience. **United States Certified Information Privacy Professional (CIPP/US)**. Admitted to practice in the states of New York and Connecticut as well as the **United States Supreme Court and District Courts**.



Olivier Trancart
BOARD TECHNICAL ADVISOR

Board Member of Netguardians.ch, board membership roles in the area of sales and business development, corporate development with fundraising activities at **Boost Suisse**, and active in industrial business development in emerging markets in partnership with private entrepreneurs and family offices.



Helen Smith
CARD PROGRAM MANAGER

28+ years of experience in the North American payment ecosystem. Held senior leadership roles at **All Trans Financial Services Credit Union, Moneris Solutions, Bank of Montreal**. Advised **Trureal Card Management Group** and is currently CEO of **HP Smith Consulting**. Significant work with Federal, Provincial and Legal Counsel to manage regulations in the Card Association space.

HPC View on Newt's Valuation

Post-Money Valuation of \$39M from Venture Funding Round in 2021

		Step-Up in Valuation								
		2.0x	2.5x	3.0x	3.5x	4.0x	4.5x	5.0x	5.5x	6.0x
PMV	\$39M	\$78M	\$98M	\$117M	\$137M	\$156M	\$176M	\$195M	\$215M	\$234M

\$15M Raised at 8% - 18% Ownership

	Ownership	Total EV
If \$15M Raised...	8%	\$188
	10%	\$150
	12%	\$125
	14%	\$107
	16%	\$94
	18%	\$83

\$20M Raised at 10% - 20% Ownership







	Ownership	Total EV
If \$20M Raised...	10%	\$200
	12%	\$167
	14%	\$143
	16%	\$125
	18%	\$111
	20%	\$100

\$25M Raised at 12% - 22% Ownership

	Ownership	Total EV
If \$25M Raised...	12%	\$208
	14%	\$179
	16%	\$156
	18%	\$139
	20%	\$125
	22%	\$114







Valuation Analysis – Private Market Data

Alternative Lending

Deal Date	Company	Subsegment	Stage	Lead Investor(s)	Deal Size (\$M)	Valuation Step-up
12/20/21		Commercial Lending	Series G	Alpha Wave Global, SoftBank Group, Tiger Global Management	\$325.0	1.6x
11/02/21		Microlending	Later-Stage VC	Bow Wave Capital Management, Insight Partners, Warburg Pincus	\$300.0	1.7x
09/21/21		Commercial Lending	Later-Stage VC	Black River Ventures	\$413.4	N/A
06/21/21		Retail & Marketplace Lending	Series C	Wellington Management	\$360.0	N/A
04/05/21		Commercial Lending	Series C	Oak HC/FT	\$350.0	N/A
01/07/21		Retail & Marketplace Lending	Series G	N/A	\$369.8	N/A







Valuation Analysis – Private Market Data

Neobanking

Deal Date	Company	Subsegment	Stage	Lead Investor(s)	Deal Size (\$M)	Valuation Step-up
12/20/21	 monzo	Neobanking	Later-Stage VC	N/A	\$639.0	1.8x
10/17/21		Neobanking	Series E	Coatue Management, Third Point Ventures	\$900.0	2.3x
09/10/21		Neobanking	Series G	Sequoia Capital	\$1,105.0	1.7x
08/13/21		Neobanking	Series E	N/A	\$510.0	N/A
07/15/21		Neobanking	Series E	SoftBank Investment Advisors, Tiger Global Management	\$836.1	6.2x
07/01/21		Neobanking	Series G	Berkshire Hathaway, GIC, Invesco	\$1,150.0	N/A

Valuation Analysis – Private Market Data

Payments

Deal Date	Company	Subsegment	Stage	Lead Investor(s)	Deal Size (\$M)	Valuation Step-up
09/23/21	 Bolt	Payment Platform & POS	Series D	N/A	\$393.0	5.2x
06/22/21	 mollie	Payment Platform & POS	Series C	Blackstone	\$805.8	5.7x
04/06/21	 Brex	B2B Payments	Series D	Tiger Global Management	\$425.0	2.5x
03/25/21	 ServiceTitan	Payment Platform & POS	Series F	Sequoia Capital, Tiger Global Management	\$500.0	3.6x
03/14/21	 stripe	Payment Platform & POS	Series H	N/A	\$600.0	2.6x
01/12/21	 X	Payment Platform & POS	Series C	Tiger Global Management	\$450.0	2.7x

Valuation Analysis – Public Comps

Alternative Lending

Company	Ticker	Closing Price 5/16/22	% of 52 Week High	Enterprise Value	LTM			LTM Margins		3-Yr CAGR		Enterprise Value / LTM	
					Revenue	Gross Profit	EBITDA	Gross Profit	EBITDA	Revenue	EBITDA	Revenue	EBITDA
Affirm Holdings, Inc.	AFRM	\$45.90	73.6%	\$14,584	\$1,247	\$626	(\$548)	50.2%	N/A	N/A	N/A	11.7x	N/A
SoFi Technologies, Inc.	SOFI	\$6.91	27.7%	\$9,030	\$1,099	\$829	N/A	75.4%	N/A	3.7%	N/A	8.2x	N/A
Upstart Holdings, Inc.	UPST	\$37.79	9.4%	\$3,731	\$1,041	\$892	\$172	85.7%	16.5%	53.5%	123.5%	3.6x	21.7x
CURO, Inc.	CURO	\$8.11	40.3%	\$2,496	\$911	\$843	\$130	92.5%	14.3%	(2.8%)	(8.3%)	2.7x	19.1x
Atlanticus, Inc.	ATLC	\$32.55	35.4%	\$1,853	\$442	\$361	N/A	81.7%	N/A	88.9%	N/A	4.2x	N/A
LendingClub, Inc.	LC	\$13.53	27.5%	\$692	\$1,062	\$529	\$174	49.8%	16.4%	(26.1%)	(65.2%)	0.7x	4.0x
Sunlight Financial Holdings Inc.	SUNL	\$3.44	34.1%	\$537	\$115	\$94	\$13	82.2%	11.2%	N/A	N/A	4.7x	41.6x*
MoneyLion Inc.	ML	\$1.41	12.4%	\$388	\$192	\$117	(\$68)	61.1%	(35.7%)	N/A	N/A	2.0x	N/A
Prosopa	PGL	\$0.54	62.7%	\$364	\$62	\$37	N/A	59.1%	N/A	19.0%	N/A	5.9x	N/A
Funding Circle	FCH	\$0.76	34.0%	\$100	\$319	\$214	\$94	67.0%	29.6%	3.1%	35.3%	0.3x	1.1x
Average								70.5%	8.7%	19.9%	21.3%	4.4x	11.5x
Median								71.2%	15.3%	3.7%	13.5%	3.9x	11.6x

Valuation Analysis – Public Comps

Neobanking

Company	Ticker	Closing Price 5/16/22	% of 52 Week High	Enterprise Value	LTM			LTM Margins		3-Yr CAGR		Enterprise Value / LTM	
					Revenue	Gross Profit	EBITDA	Gross Profit	EBITDA	Revenue	EBITDA	Revenue	EBITDA
Fiserv, Inc.	FISV	\$96.25	80.3%	\$83,211	\$16,609	\$8,416	\$5,725	50.7%	34.5%	37.6%	33.1%	5.0x	14.5x
FIS, Inc.	FIS	\$96.30	63.3%	\$77,491	\$14,146	\$5,340	\$4,115	37.7%	29.1%	13.1%	14.9%	5.5x	18.8x
Jack Henry & Associates, Inc.	JKHY	\$177.07	86.2%	\$13,301	\$1,910	\$794	\$521	41.5%	27.3%	6.9%	2.3%	7.0x	25.5x
Temenos	TEMN	\$97.20	63.4%	\$7,838	\$978	\$654	\$275	66.9%	28.1%	6.5%	8.2%	8.0x	28.5x
PagSeguro Digital	PAGS	\$12.25	19.9%	\$3,930	\$1,848	\$812	\$516	43.9%	27.9%	38.5%	36.1%	2.1x	7.6x
nCino, Inc.	NCNO	\$28.90	36.4%	\$2,759	\$274	\$162	(\$51)	59.3%	(18.7%)	N/A	N/A	10.1x	N/A
Q2 Holdings, Inc.	QTWO	\$42.10	38.7%	\$2,711	\$516	\$233	(\$46)	45.0%	(9.0%)	27.6%	55.2%	5.3x	N/A
MeridianLink, Inc.	MLNK	\$16.08	55.4%	\$1,425	\$273	\$191	\$86	70.1%	31.6%	N/A	N/A	5.2x	16.5x
Computer Services, Inc.	CSVI	\$47.49	74.3%	\$1,251	\$311	\$128	\$101	41.1%	32.5%	6.6%	13.5%	4.0x	12.4x
Alkami Technology, Inc.	ALKT	\$10.11	16.2%	\$591	\$164	\$91	(\$45)	55.5%	(27.5%)	N/A	N/A	3.6x	N/A
Blend Labs, Inc.	BLND	\$3.40	16.2%	\$376	\$274	\$124	(\$226)	45.2%	(82.5%)	N/A	N/A	1.4x	N/A
Average								50.6%	6.7%	19.5%	23.3%	5.2x	17.7x
Median								45.2%	27.9%	13.1%	14.9%	5.2x	16.5x

Valuation Analysis – Public Comps

Payments

Company	Ticker	Closing Price 5/16/22	% of 52 Week High	Enterprise Value	LTM			LTM Margins		3-Yr CAGR		Enterprise Value / LTM	
					Revenue	Gross Profit	EBITDA	Gross Profit	EBITDA	Revenue	EBITDA	Revenue	EBITDA
FleetCor Technologies, Inc.	FLT	\$226.96	80.5%	\$23,764	\$3,014	\$2,397	\$1,540	79.5%	51.1%	2.0%	4.3%	7.9x	15.4x
Edenred	EDEN	\$46.57	86.5%	\$13,316	\$1,800	\$759	\$680	42.1%	37.8%	4.3%	5.1%	7.4x	19.6x
WEX Inc.	WEX	\$154.10	74.0%	\$8,391	\$1,957	\$1,394	\$614	71.2%	31.4%	7.6%	(5.6%)	4.3x	13.7x
The Western Union Company	WU	\$17.08	67.4%	\$8,138	\$5,017	\$2,171	\$1,323	43.3%	26.4%	(4.3%)	(1.8%)	1.6x	6.2x
MoneyGram International, Inc.	MGI	\$9.47	76.6%	\$1,623	\$1,281	\$601	\$204	46.9%	15.9%	(8.8%)	(0.6%)	1.3x	8.0x
Paymentus Holdings, Inc.	PAY	\$13.76	35.1%	\$1,550	\$420	\$129	\$12	30.6%	2.8%	N/A	N/A	3.7x	131.0x
Flywire, Inc.	FLYW	\$19.27	33.6%	\$1,448	\$221	\$142	N/A	64.5%	N/A	N/A	N/A	6.6x	N/A
Payoneer Global Inc.	PAYO	\$4.61	41.2%	\$824	\$510	\$403	(\$23)	79.0%	(4.5%)	N/A	N/A	1.6x	N/A
International Money Express, Inc.	IMXI	\$19.11	83.6%	\$678	\$479	\$156	\$84	32.5%	17.5%	18.4%	26.9%	1.4x	8.1x
OFX Group	OFX	\$1.72	95.4%	\$393	\$107	\$96	\$21	90.1%	19.7%	6.3%	3.9%	3.7x	18.8x
Green Dot, Inc.	GDOT	\$26.76	42.9%	\$172	\$1,440	\$1,440	N/A	100.0%	N/A	12.0%	N/A	0.1x	N/A
Average								61.8%	22.0%	4.7%	4.6%	3.6x	12.8x
Median								64.5%	19.7%	5.3%	3.9%	3.7x	13.7x

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