

BM Technologies

Q1 2021
Investor Presentation

May 2021

A Banking-as-a-Service pioneer, enabling non-banks to build financial services for their customers

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Q1 BMTX at a Glance



One of America's Largest Digital Banking Platforms

Over 2M accounts
Opening nearly 450k accounts annually
\$67 million in 2020 Revenue
2020 EBITDA Positive (\$3.5M)



Expert in B2B2C Banking

Proprietary Banking-as-Service Technology 725+
University Partners
Serve 1 in every 3 students
T-Mobile Partnership
Google Partnership
4.9 App Store Rating / 65+ NPS



Focused on Millennials/Underserved middle income Americans

Customer-centric & affordable banking
Create customers for life with full suite of banking products

Listed on:



4.9 Apple App Store Rating



Q1 Financial Highlights: Record First Quarter

#1

**Core EBITDA
Up
10X YoY**

- Q1 Core EBITDA⁽¹⁾: \$8.7mm
 - Core EBITDA Up⁽¹⁾ \$9.6M YoY
- Compares favorably with FY 2020 EBTIDA of \$3.5M

#2

**Core Revenues
Improved 54%
YoY**

- Q1 Core Revenue of \$24.1M⁽²⁾
- \$8.5M improvement over Q1 2020 (\$15.6M)

#3

**New Accounts
Opened**

- Approximately 100K accounts opened in Q1

(1) Note: Core EBITDA is a Non-GAAP Measure, see slide 18 for further detail

(2) Note: Core Revenue is a Non-GAAP Measure, see slide 18 for further detail

Q1 Financial Highlights Deposit and Spend

#1	Average Deposits Up 112% YoY	<ul style="list-style-type: none"> New Business⁽¹⁾ Deposits increased \$623M <ul style="list-style-type: none"> 665% YoY Growth Student Business Average Deposits increased \$72M/14% YoY Organic Deposits⁽²⁾ grew \$238M/58% YoY <ul style="list-style-type: none"> Indicates strong primary banking behavior
#2	Debit Card Spend Up 31% YoY	<ul style="list-style-type: none"> New Business Debit Spend increased \$84M <ul style="list-style-type: none"> 137% YoY Growth Student Business Debit Spend Increased \$122M <ul style="list-style-type: none"> 20%YoY Growth
#3	Disbursement Volume Up 10% YoY	<ul style="list-style-type: none"> \$4.2 BN in Financial Aid Disbursed in Q1 Q1 Disbursements Volume up \$363M YoY
#4	Over \$187M In Q1 Stimulus Funds	<ul style="list-style-type: none"> \$161M+ in direct stimulus (stimulus direct to individuals) \$26M in CARES act stimulus (stimulus distributed by schools)

[1] Note: Note: New Business includes White Label Partners and Workplace Banking;

[2] Note: Organic deposits defined as Cash inflows to end user deposit accounts, not attributable to higher education disbursements or white label partner incentive payments.

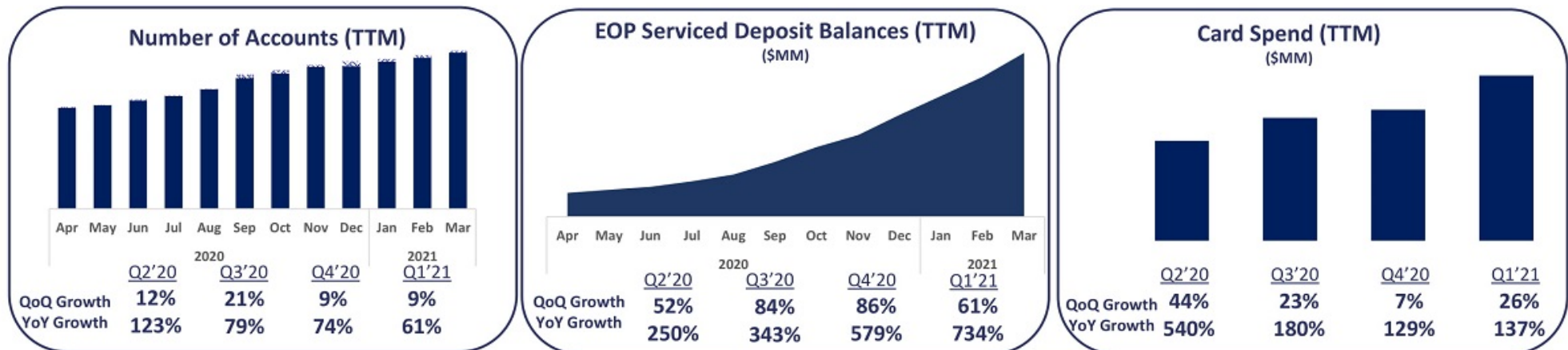
Per Account Metrics⁽¹⁾

		Q1' 2020	Q1' 2021	Growth %
BMTX	Revenue / Account	\$30	\$42	42%
BMTX	Deposits/Account	\$1,296	\$2,723	110%
	Spend/Account	\$1,408	\$1,820	29%
New Business	Deposits/Account	\$1,475	\$6,037	309%
	Spend/Account	\$963	\$1,221	27%
Student Business	Deposits/Account	\$1,269	\$1,644	30%
	Spend/Account	\$1,476	\$2,015	37%

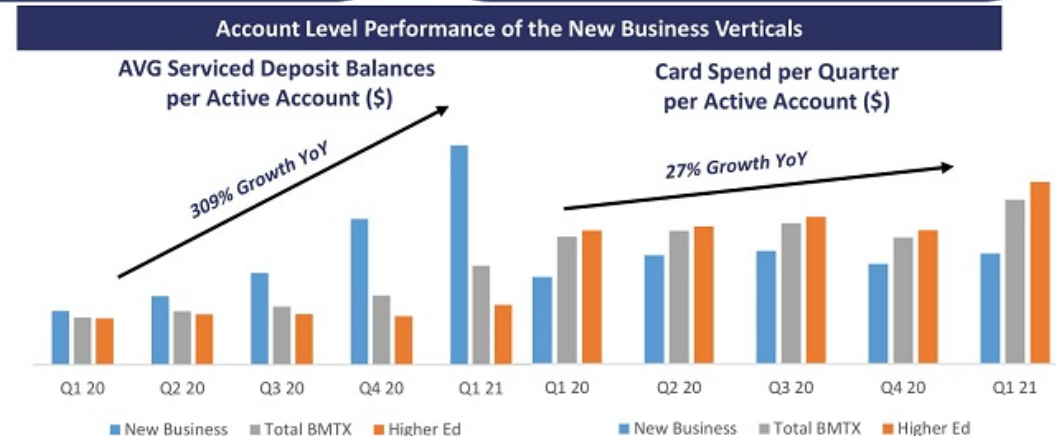
1) All metrics are per 90-Day active accounts



New Business Verticals Performance

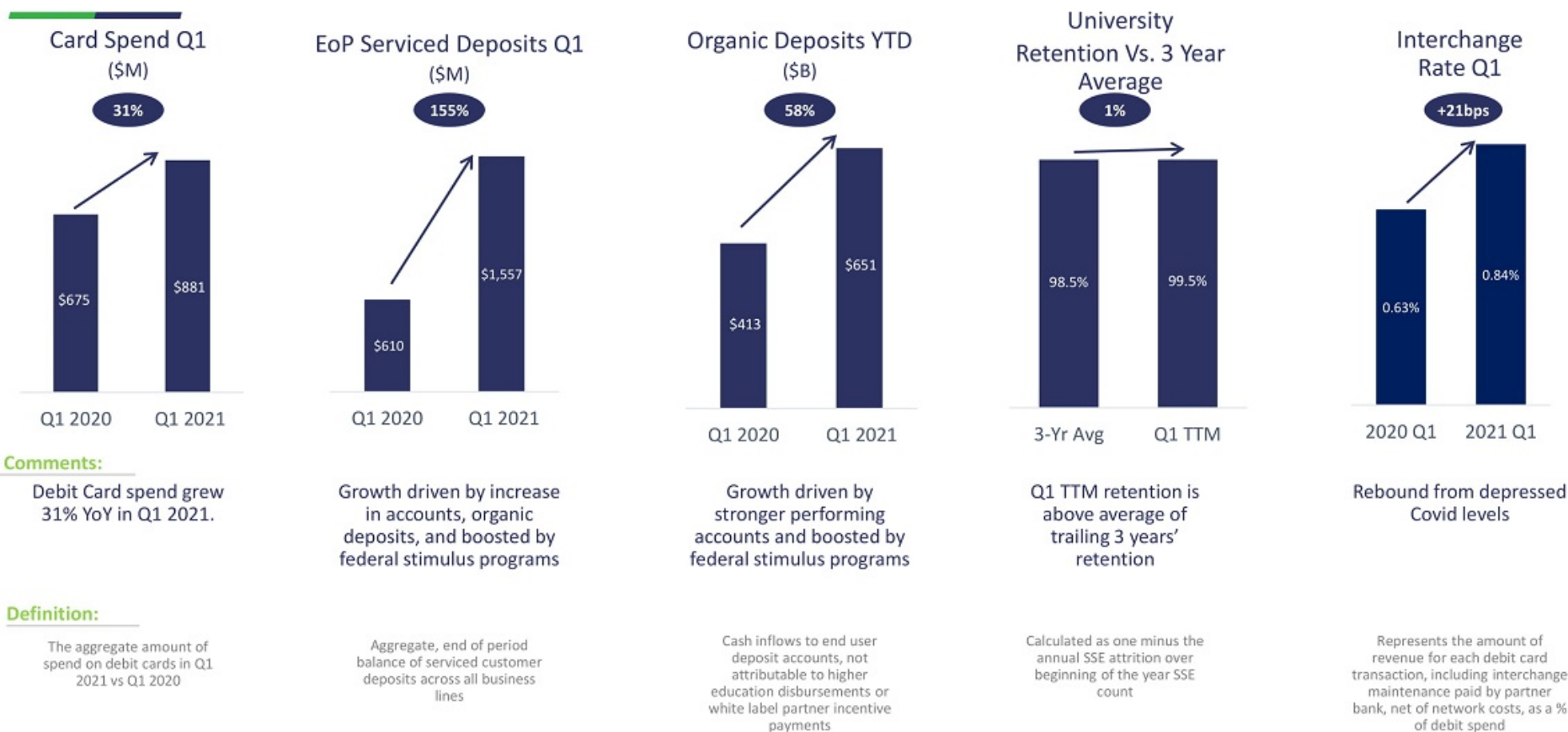


- Quarterly card spend has increased 137% over Q1 2020 and the number of accounts opened has increased 61%.
- Ending serviced deposit balances are growing exponentially, increasing 734% in the last twelve months.
- Overall growth is driven by both increasing number of accounts and average account performance
- New Business Account Level Metrics:
 - Avg Serviced Deposits Balances up 309% YoY per Account
 - Quarterly Card Spend up 27% YoY per Account



Demonstrating Strong Performance Across Key Metrics

Key Performance Indicators – Metrics of Company Success



Highly Attractive Business Model

Income Statement – Historical

Revenue Breakout by Major Categories

Card Revenue 39%	▶	Interchange and MasterCard incentive income based on card activity and out-of-network ATM fees
Deposit Servicing Fees 33%	▶	Fee charged to partner bank(s) based on average balances of serviced deposits
Account Fees 17%	▶	Monthly account fees, wire fees and card replacement fees
University Fees 8%	▶	Subscription and transactional fees charged to colleges based on enrollment size, competitive marketplace and disbursement channels and options
Other Fees 2%	▶	Various nominal other fees, including fees associated with cash deposits
% of Total 2020 Revenues		

Historical Income Statement

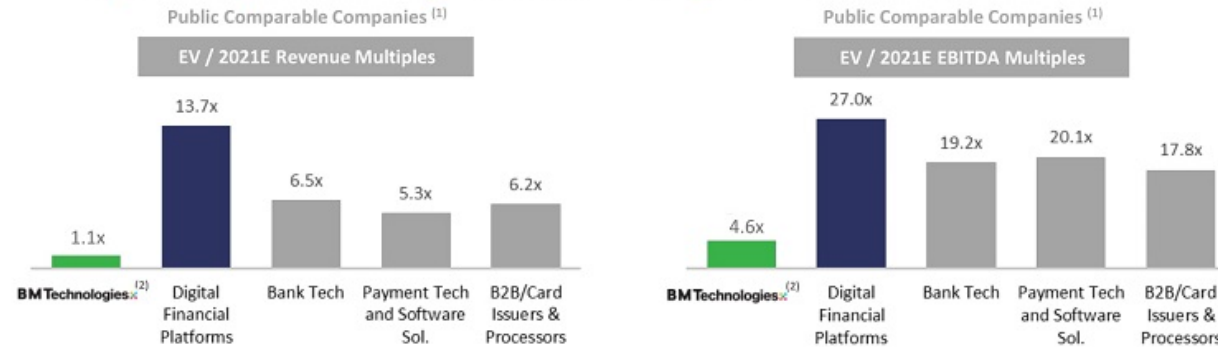
	2019 Pro Forma Core ⁽¹⁾	2020 Pro Forma Core ⁽¹⁾	2021 'Q1
Interchange and Card Revenue	28.1	26.3	8.4
Servicing Fees From Customers Bank	16.5	22.3	9.1
Account Fees	10.9	11.3	2.7
University Fees	5.0	5.3	1.3
Other Fees	0.9	1.5	2.7
Pro Forma Core Revenues (\$mm)	\$61.3	\$66.7	\$24.1
Less: Pro Forma Core OpEx (Excl. Deprec. & Amort.) (\$mm)	63.6	63.1	15.4
Pro Forma Core EBITDA (\$mm)	(\$2.2)	\$3.5	\$8.7
Less: Interest Expense (\$mm)	0.5	1.4	0.05
Less: Deprec. & Amort. (\$mm)	9.3	11.9	2.96
Pro Forma Core Pre-Tax Income (\$mm)	(\$12.1)	(\$9.8)	\$5.7
Less: Tax Expense (\$mm)	0.0	0.0	1.8
Pro Forma Core Net Income (\$mm)	(\$12.1)	(\$9.8)	\$3.9
<hr/>			
Average Serviced Deposits (\$mm)	\$549	\$750	\$1,317
YoY Growth			
Average Serviced Deposits		37%	112%
Pro Forma Core Revenues		9%	54%
Pro Forma Core OpEx (Excl. Depreciation & Amortization)		(1%)	(7%)

- 1) 2019 financials are shown pro forma for BM Technologies' current deposit servicing and expense agreements with Customers Bank; see page 16 for reconciliations to Pro Forma Core Financials
- 2) EBITDA is a Non-GAAP financial measure; see page 17 for reconciliations to Non-GAAP financial measures

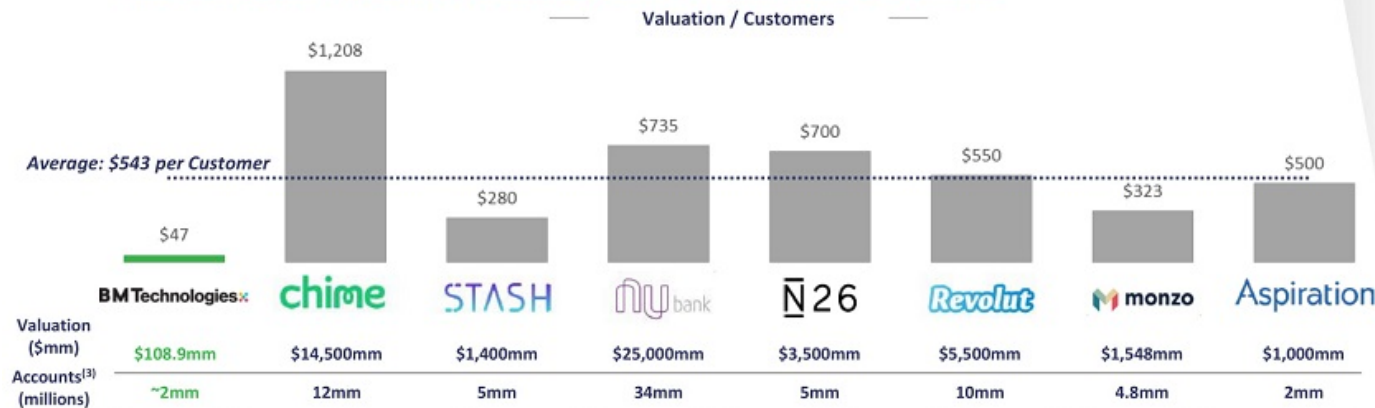


Valuation Overview

- Enterprise Value multiples are valued at a significant discount when looking at 2021E EBITDA and revenue



- Private market valuations for US and Int'l Neobanks using disclosed valuations and number of accounts ⁽³⁾



Source: Capital IQ & FactSet Research Systems, Inc.; Market data as of 5/14/2021

Note: Multiples exclude valuations less than 0.0x and greater than 50.0x; Peer data reflects consensus estimates

1) Reflects median values for comparable companies in each respective industry

2) Forecast EBITDA is based on managements \$21.5M EBITDA guidance. Pro forma core revenue based on consensus estimates from S&P Capital IQ

3) FT Partners Research, "The Rise of Challenger Banks", Business Insider, TechCrunch and Bloomberg; References to number of customers is assumed to apply accounts; BMT account data as of 12/31/2020

Enterprise Value /	
2021E Rev.	2021E EBITDA
Digital Financial Platform Comparables	
SoFi	11.2x
Moneylion	16.1x
Median	13.7x
	27.0x

Bank Tech Comparables	
FIS	8.2x
Intuit	11.2x
Fiserv	6.1x
ADP	5.4x
Jack Henry	6.5x
Temenos	11.7x
Q2	10.8x
ACI Worldwide	4.3x
Bottomline Tech.	3.6x
Median	6.5x
	19.2x

Payment Technology and Software Solutions Comparables	
PayPal	11.1x
Square	4.7x
Repay	8.9x
Global Payments	8.8x
i3 Verticals	4.3x
Shift4 Payments	3.7x
Paya, Inc.	5.3x
Median	5.3x
	20.1x

B2B / Card Issuers & Processors Comparables	
FleetCor	9.9x
WEX	6.2x
Alliance Data Systems	4.6x
Worldline	5.1x
EML Payments	8.1x
Median	6.2x
	17.8x

Q1 Higher Education Business Highlights

#1	99%+ University Retention	<ul style="list-style-type: none"> BMTX continues to build strong relationships and focus on university customer loyalty
#2	Expanded Access to 1M+ Additional Students	<ul style="list-style-type: none"> In February, BMTX logged it's one millionth SSE (Signed School Enrollment), providing access to 1 million more student to potentially convert to new BMTX customers.
#3	New Student Payment Solutions	<ul style="list-style-type: none"> BMTX introduced a new vendor payments product and signed a contract with a higher education services company that should significantly expand our reach to new colleges and universities.
#4	New Strategic Partnerships	<ul style="list-style-type: none"> BMTX is developing co-branded BankMobile Google Plex account, which we expect will result in more students choosing a BankMobile account to receive their refund.

New Business Highlights (White Label & Workplace Banking)

#1

Strong Performance Metrics

- Highly active users: 14% of new business accounts
 - Have a spend/account of \$19,500 (vs. \$14,700 1 year ago)
 - Have an average balance/acct of \$1,200 (vs. \$570 1 year ago)

#2

Active White Label Pipeline

- Actively working a pipeline of prospective new white label customers, enabling them to offer BMTX's proprietary technology stack.
- We continue to be in discussions with retailers, fintechs, and banks among others and hope to announce a partnership in the coming months.

#3

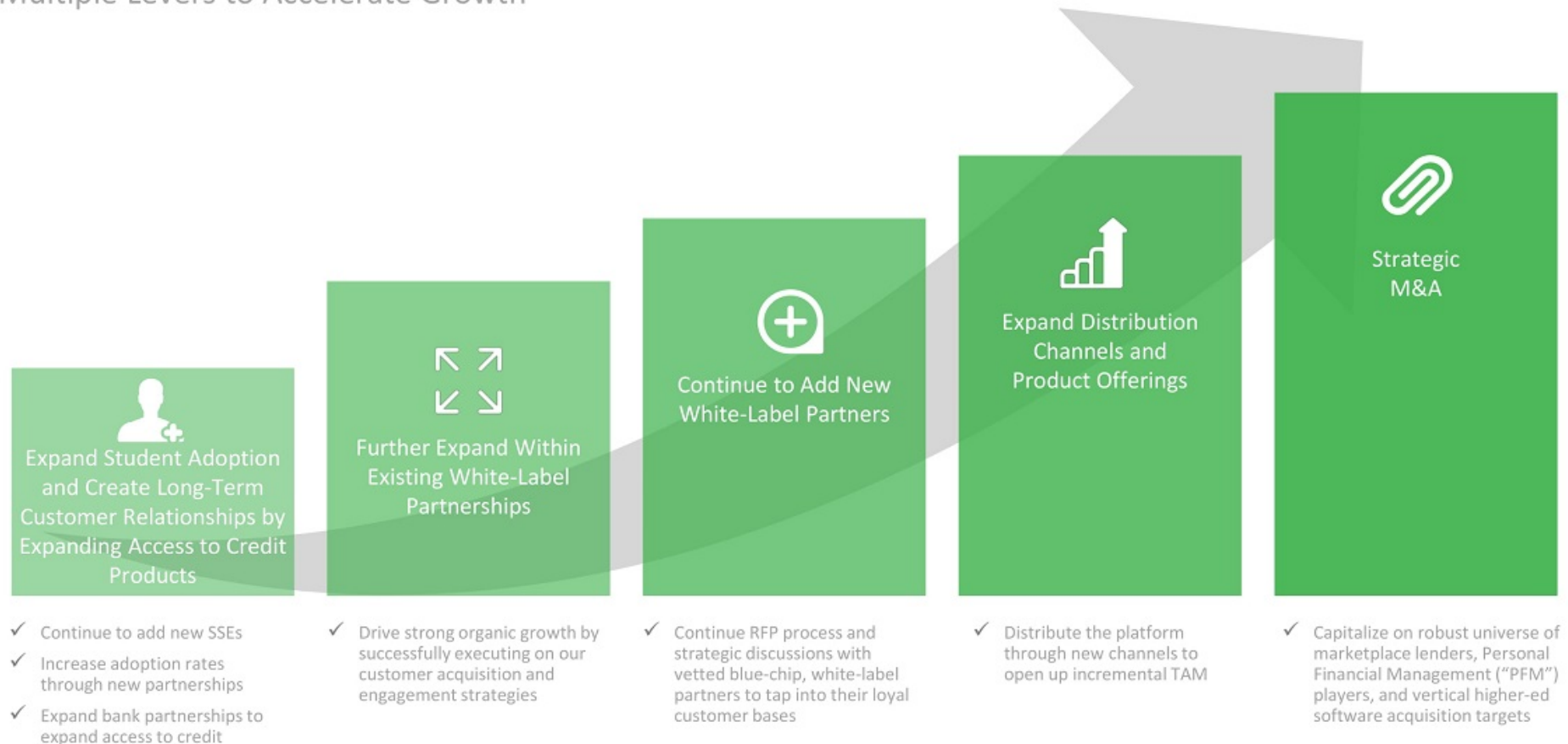
Workplace Banking Pipeline

- In late 2020, we announced partnerships with Prudential Financial, Inc., and BenefitHub to provide financial wellness services as part of the Workplace Banking offering.
- Continuing to expand a pipeline of partnerships with HR Brokers, Digital Benefit Platforms, and Fintech companies focused on financial wellness and employee benefits.



Tremendous Platform Growth Opportunity

Multiple Levers to Accelerate Growth



Looking Forward: 5 Pillars Of the BMTX Banking Platform



Banking



Lending



Advice

Next 6-18 Months



Investing

Next 6-18 Months



Crypto

Next 6-18 Months

Key Investment Highlights

Record Financial Results

Q1 Core EBITDA⁽¹⁾ UP 10X YoY

Q1 Core Revenue⁽¹⁾ Up 54% YoY

Established Customer Base

2m+ Accounts

Account Growth

Approximately 100K Accounts

Opened in Q1

Attractive Valuation

Deep Discount to Public and

Private Peer Set

Strong Existing Partnerships

725 University Partners

T-Mobile, Google

Deep Customer Engagement

42% Revenue Per Active Account YoY Increase

Higher Balances & Spend

Proprietary Digital Banking Platform

Ready to roll out to White Label and Workplace

Banking partners in pipeline

[1] Note: Core EBITDA and Revenue are Non-GAAP measures, see slide 18 for further detail



Questions

Capitalization and Ownership

Equity Capitalization Summary

Party	Share Count (millions)	% of Total
Shares Issued to CUBI Shareholders	4.9	40.0%
Former MFAC Public Shareholders	2.7	21.7%
PIPE Investors	1.9	15.7%
BMTX Employees	1.3	11.1%
MFAC Sponsors	1.2	9.9%
MFAC Advisors	0.2	1.6%
Total	12.2	100.0%

Capitalization at Closing

Share Price (as of 5/14/21)	\$9.16
Total Shares Outstanding	12.2
BMTX Equity Value	\$111.8
(+) Debt	5.4
(-) Cash	17.4
Enterprise Value	\$99.8
BMTX 2020 Core EBITDA (\$mm) ⁽¹⁾	\$3.5
BMTX 2021E Core EBITDA (\$mm) ⁽¹⁾	\$21.5
BMTX 2021E Core Revenue (\$mm) ⁽²⁾	\$90.2
EV / 2020 Core EBITDA	28.5x
EV / 2021E Core EBITDA	4.6x
EV / 2021 Core Revenue	1.1x

Note: Analysis assumes \$27.7 million cash held in the trust account by MFAC related to existing MFAC public stockholders (reflects current amount following the November 2020 shareholder redemption period), shares will remain outstanding and cash will be available for use in the SPAC merger transaction

1) Core EBITDA set forth on "Reconciliation to Non-GAAP Financial Measures" on slide 18

2) Revenue based on consensus estimates from S&P Capital IQ



Reconciliation to Pro Forma Core Financials

		Pro Forma Core Financial Reconciliation					
	Full Year	Quarterly				Quarterly	
(\$ shown in 000s)	2019	Q1' 20	Q2' 20	Q3' 20	Q4' 20	Q1' 21	
Revenues	\$72,307	\$15,758	\$15,431	\$18,338	\$17,331	\$24,383	
① Deposit Servicing Fee Adjustment - Revenue	(10,970)	(123)	120	(96)	(80)	(283)	
Pro Forma Core Revenues	\$61,337	\$15,635	\$15,551	\$18,242	\$17,251	\$24,100	
Operating Expense	79,608	19,891	19,144	17,728	20,470	18,616	
② Merger / Dept of ED Settlement Expenses	(2,100)	(50)	(25)	(377)	(287)	0	
③ Non-Cash WIP Write-down, Net of Cost Reimbursement	0				(1,248)		
Service Fee Adjustment - Expense	(4,653)	(123)	120	(96)	(80)	(283)	
Pro Forma Core Operating Expenses	\$72,855	\$19,718	\$19,239	\$17,255	\$18,855	\$18,333	
④ Pro Forma Core Income / (Loss) Before Taxes & Interest	(\$11,518)	(\$4,083)	(\$3,688)	\$987	(\$1,604)	\$5,767	
Interest Expense	535	394	399	353	249	54	
Pro Forma Core Pre-Tax Income / (Loss)	(\$12,053)	(\$4,477)	(\$4,087)	\$634	(\$1,853)	\$5,713	
Taxes	27	7	7	7	2	1,827	
Pro Forma Core Net Income / (Loss)	(\$12,080)	(\$4,484)	(\$4,094)	\$627	(\$1,855)	\$3,886	

		Pro Forma Core Financial Reconciliation					
	Full Year	Quarterly				Quarterly	
(\$ shown in 000s)	2019	Q1' 20	Q2' 20	Q3' 20	Q4' 20	Q1' 20	
Pro Forma Core Pre-Tax Income	(\$12,053)	(\$4,477)	(\$4,087)	\$634	(\$1,853)	\$5,713	
Addback Interest	535	394	399	353	249	54	
Addback of Depreciation & Amortization	9,288	3,180	3,045	2,785	2,927	2,960	
Pro Forma Core EBITDA	(\$2,230)	(\$903)	(\$643)	\$3,772	\$1,323	\$8,727	

Pro Forma Core Adjustments

Revenues and expenses have been presented on a "pro forma core" basis to illustrate past periods as if the current deposit servicing agreement had been in place, and to remove non-recurring, one-time costs for merger expenses and Department of Education settlement

- Pro Forma adjustment to revenue to reflect BMT's current deposit servicing agreement in all periods, whereby BMT receives of 1.50% for deposit servicing plus 1.50% for NIM Sharing, plus fraud reimbursement, less certain interest expense.
- Adjustment to remove non-core/nonrecurring merger and Department of Education settlement expenses related to legacy Higher One business now assumed by BM Technologies
- Adjustment to remove non-cash WIP Write-down for discontinued product, net of partner cost reimbursements
- Pro Forma Core Revenues minus Pro Forma Core Operating Expenses

Reconciliation to Non-GAAP Financial Measures

(\$ shown in millions)

	2019 Pro Forma Core ⁽¹⁾	2020	2021Q1
Pro Forma Core Pre-Tax Income	(\$12.1)	(\$9.8)	\$5.7
Addback of Interest Expense ⁽²⁾	0.5	1.4	0.05
Addback of Depreciation & Amortization	9.3	11.9	3.0
Pro Forma Core EBITDA	(\$2.2)	\$3.5	\$8.7
Pro Forma Core EBITDA	(\$2.2)	\$3.5	\$8.7
Pro Forma Core Revenue	61.3	66.7	24.1
Pro Forma Core EBITDA Margin	(4%)	5%	36%

Source: BM Technologies management projections

1) Refer to Reconciliation to Pro Forma Core Financials on page 16
2) Reflects cost of debt

