

# BM Technologies

3Q 2022 – Investor Presentation

November 2022

# Disclaimer

**BM Technologies is not a bank and it does not provide banking services. The Company facilitates deposits and banking services between a customer and an FDIC insured partner bank. Any reference in this presentation to “banking” or “banking services” is in reference to the Company’s technology providing services between customers and a partner bank. The BankMobile brand and trademark is only used in reference to services being provided between a customer and an FDIC insured partner bank.**

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## **Cautionary Statement Regarding Forward-Looking Statements**

This Presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. In general, forward-looking statements may be identified through the use of words such as “anticipate,” “estimate,” “expect,” “intend,” “plan,” “will,” “should,” “plan,” “continue,” “potential” and “project” or the negative of these terms or other similar words and expressions, and in this presentation include our expectations regarding the First Sound merger, and the development of our relationship with a significant new BaaS partner. Forward-looking statements are not guarantees of future results and conditions but rather are subject to various risks and uncertainties. Such statements are based on management’s current expectations and are subject to a number of risks and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. Investors are cautioned that there can be no assurance actual results or business conditions will not differ materially from those projected or suggested in such forward-looking statements as a result of various factors. Factors that could cause or contribute to such differences include, but are not limited to: (1) the ability of BMTX to obtain required governmental approvals of the First Sound acquisition, (2) the occurrence of any event, change or other circumstances that could give rise to a delay in closing the First Sound acquisition or the termination of the acquisition agreement, (3) the failure of the closing conditions in the First Sound acquisition agreement to be satisfied, or any unexpected delay in closing the acquisition, (4) the risks relating to the integration of First Sound’s operations into the operations of BMTX, including the risk that such integration will be materially delayed or will be more costly or difficult than expected, (5) the risk of expansion into new geographic or product markets, (6) the risk that we will be unable to expand our relationship with our new BaaS partner as we currently anticipate, and (7) general competitive, economic, political and market conditions. Further information regarding additional factors which could affect the forward-looking statements contained in this presentation can be found in the cautionary language included under the headings “CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS” and “Risk Factors” and in the Company’s Annual Report on Form 10-K for the year ended December 31, 2021 and other documents subsequently filed with the Securities and Exchange Commission (“SEC”). The Company’s SEC filings are available publicly on the SEC website at [www.sec.gov](http://www.sec.gov). Many of these factors are beyond the Company’s (and in the case of the prospective acquisition of First Sound, First Sound’s) ability to control or predict. If one or more events related to these or other risks or uncertainties materialize, or if the underlying assumptions prove to be incorrect, actual results may differ materially from the forward-looking statements. Accordingly, shareholders and investors should not place undue reliance on any such forward-looking statements. Any forward-looking statement speaks only as of the date of this communication, and BMTX undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise, unless required by law.

BMTX qualifies all forward-looking statements by these cautionary statements.

## **Non-GAAP Financial Measures**

This Presentation includes certain financial information determined by methods other than in accordance with generally accepted accounting principles (“GAAP”). This financial information include certain operating performance measures that exclude certain charges that are not considered part of recurring operations, such as merger-related charges. Such measures include Core EBITDA and Core Net Income. Management has included these non-GAAP measures because it believes that they provide useful supplemental information to investors and others in understanding and evaluating its operating results in the same manner as management. Further, management uses these measures to manage and evaluate its business, measure its performance and make strategic decisions. Using these non-GAAP financial measures to analyze the business would have material limitations because their calculations are based on the subjective determination of management regarding the nature and classification of events and circumstances that investors may find significant. In addition, although other companies in its industry may report measures titled Core EBITDA or similar measures, such non-GAAP financial measures may be calculated differently from how management calculates its non-GAAP financial measures, which reduces their overall usefulness as comparative measures. Because of these limitations, you should consider Core EBITDA alongside other financial performance measures, including net income and other financial results presented in accordance with GAAP. To the extent applicable, reconciliations of these non-GAAP measures to the most directly comparable GAAP measures can be found in the -GAAP Reconciliation included in the Appendix to this Presentation.

# Important Information For Shareholders and Investors

This presentation contains information related to a proposed merger of BM Technologies, Inc. (the “Company”) with First Sound Bank. In connection with the proposed merger with First Sound Bank, the Company will file relevant materials with the SEC, including a definitive proxy statement for the Company’s shareholders. Promptly after filing the definitive proxy statement with the SEC, the Company will mail the proxy statement and a proxy card to each shareholder entitled to vote at the special meeting relating to the transactions. INVESTORS AND SECURITY HOLDERS ARE URGED TO READ THESE MATERIALS (INCLUDING ANY AMENDMENTS OR SUPPLEMENTS THERETO) AND ANY OTHER RELEVANT DOCUMENTS IN CONNECTION WITH THE TRANSACTIONS THAT BMTX WILL FILE WITH THE SEC WHEN THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT THE COMPANY, FSB AND THE TRANSACTIONS. The preliminary proxy statement, the definitive proxy statement and other relevant materials in connection with the transactions (when they become available), and any other documents filed by the Company with the SEC, may be obtained free of charge at the SEC’s website ([www.sec.gov](http://www.sec.gov)) or by writing to BM Technologies, Inc. at 201 King of Prussia Road, Suite 350, Wayne, PA 19087.

## ***Participants in Solicitation***

The Company and First Sound Bank and their respective directors, executive officers and employees and other persons may be deemed to be participants in the solicitation of proxies from the holders of the Company common stock in respect of the proposed transactions. Information about the Company’s directors and executive officers and their ownership of the Company’s common stock is set forth in the Company’s definitive proxy materials filed with the SEC on May 2, 2022 in connection with its 2022 annual meeting of shareholders held on June 15, 2022, as those materials were amended or supplemented on May 19, 2022. Other information regarding the interests of the participants in the proxy solicitation will be included in the proxy statement pertaining to the proposed transactions when it becomes available. These documents can be obtained free of charge from the sources indicated above.

## ***RESTATEMENT OF 2021 QUARTERLY FINANCIALS***

Financials for the periods ended March 31, 2021, June 30, 2021, and September 30, 2021 reported in this earnings release reflect the company's restatement of past periods as discussed in the company's annual report filed on Form 10K on May 10, 2022, and differ from previously reported financials. The restatement had no cumulative effect on the Company’s previously reported revenues, Core EBITDA<sup>1</sup>, total cash balance, total assets, total liabilities, total equity, net working capital, net cash flows from operating activities, investing activities, or financing activities. Similarly, this correction had no impact on the Company’s operations or its underlying business fundamentals.

# BMTX at a Glance

The BM Technologies digital banking platform employs a multi-partner distribution model, known as “Banking-as-a-Service” (BaaS), that enables the acquisition of customers at higher volumes and substantially lower expense than traditional banks, while providing significant benefits to its customers, partners, and business.

## One of America’s largest digital banking platforms

- ✦ Opened approximately 390k accounts in the first nine months of 2022

## Leading Banking-as-a-Services (BaaS) Provider

### Experts in B2B2C banking

- ✦ Over 750 University Campuses
- ✦ Touch 1 in 3 (college or higher ed) students
- ✦ T-Mobile Partnership
- ✦ New BaaS Partnership expected to launch in 2023
- ✦ New Collaboration with Helix by Q2 to expand BaaS offering

## Focused on millennials/underserved middle income Americans

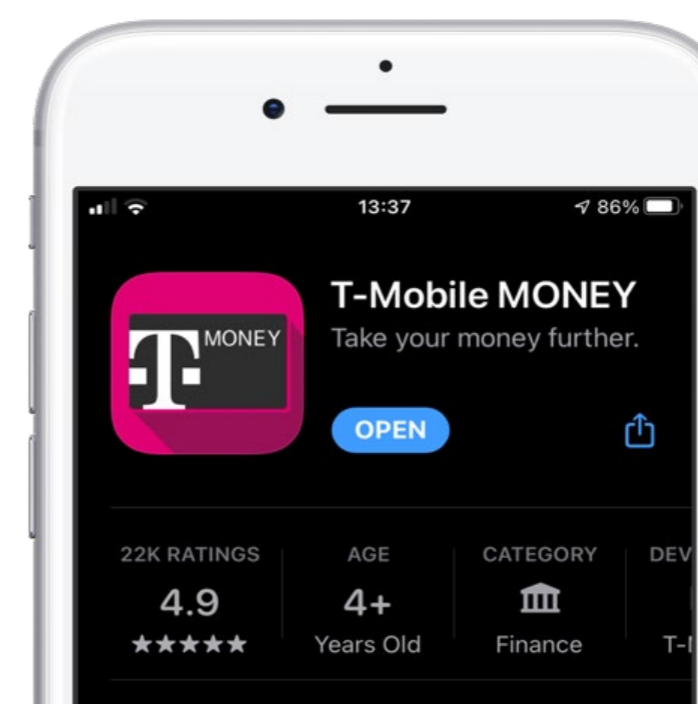
- ✦ Customer-centric & affordable banking
- ✦ Create customers for life with full suite of banking products

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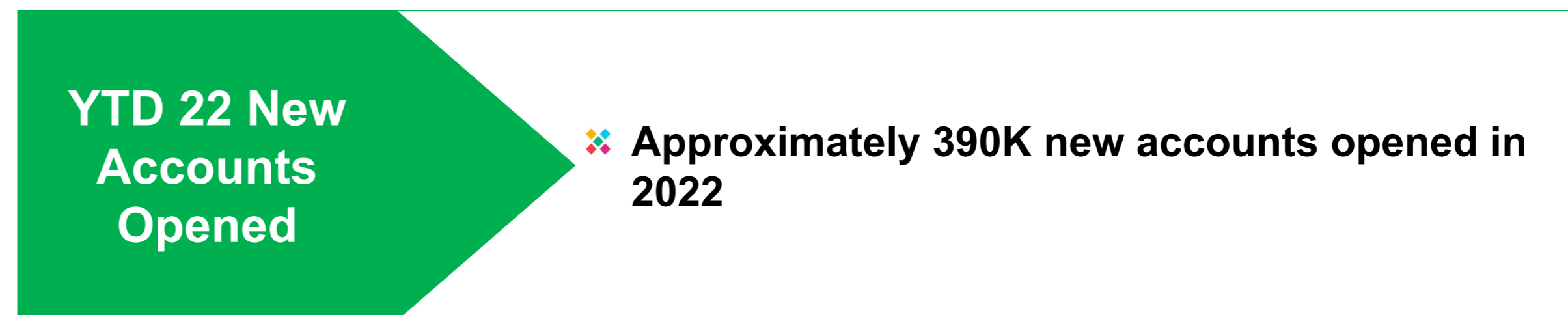
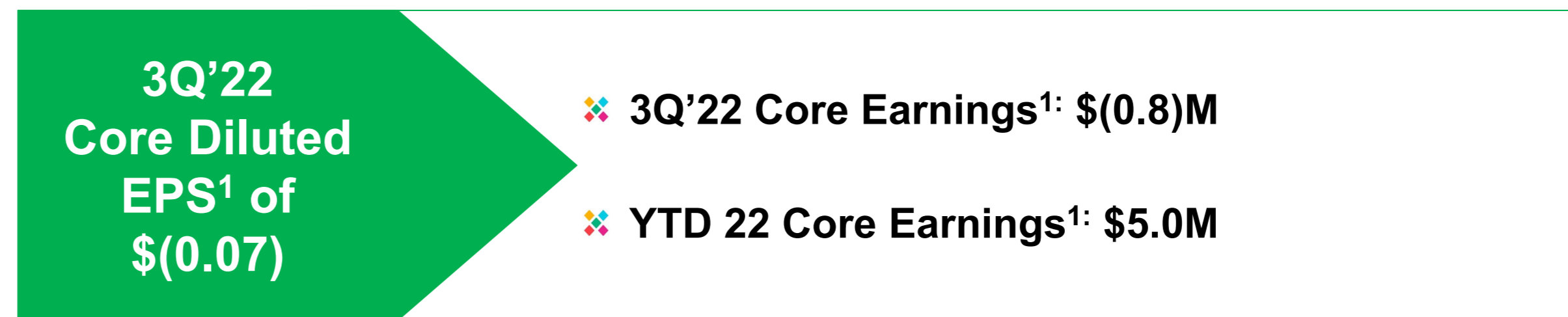
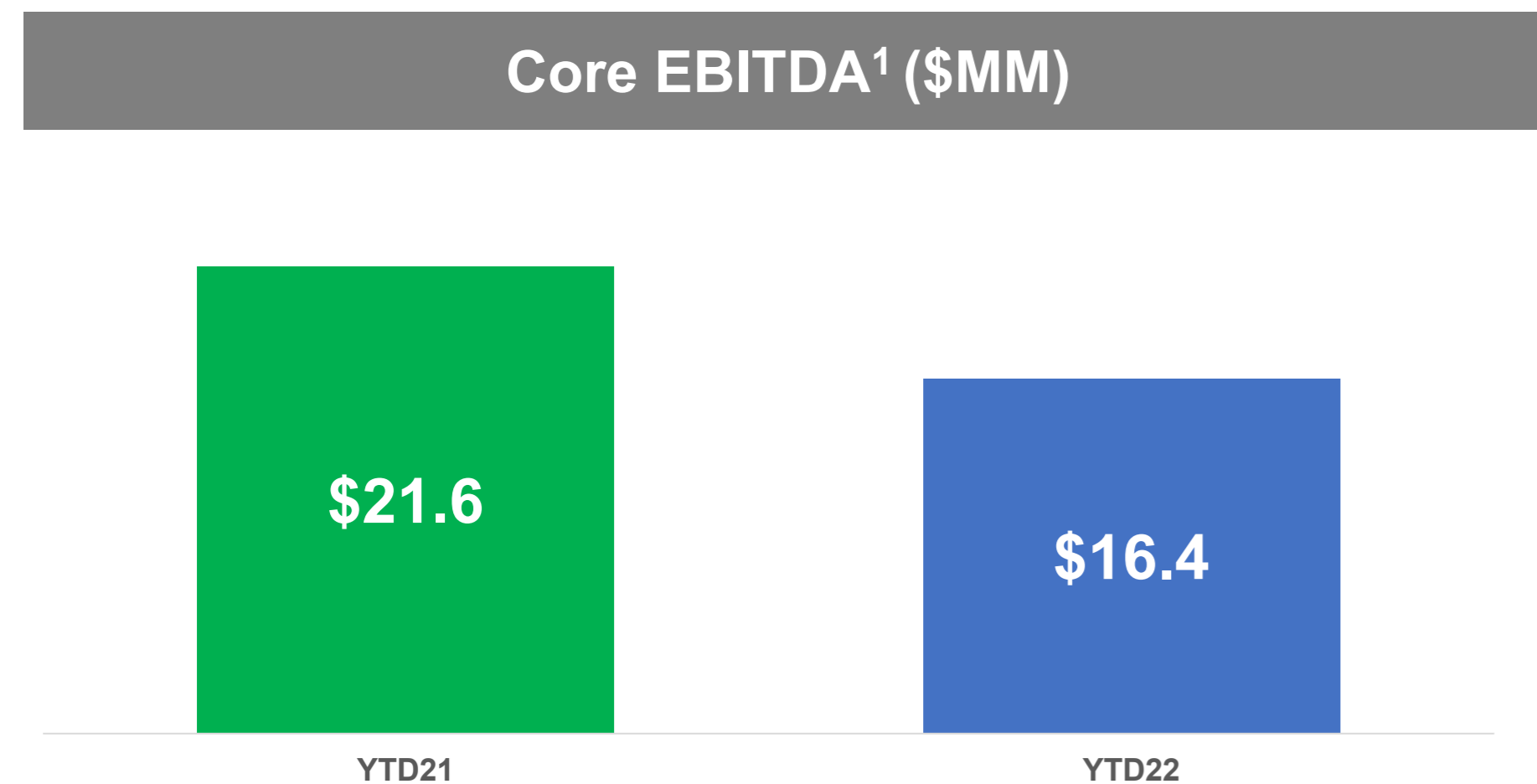
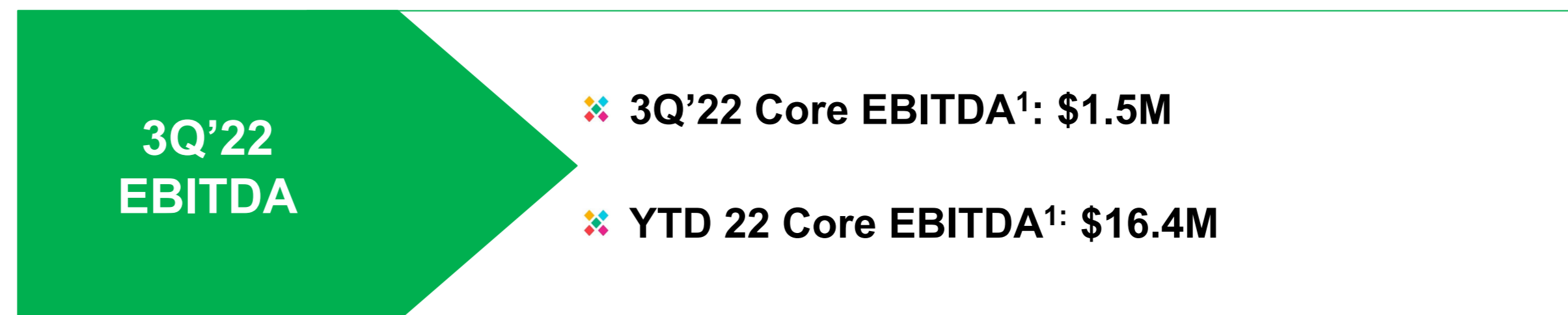
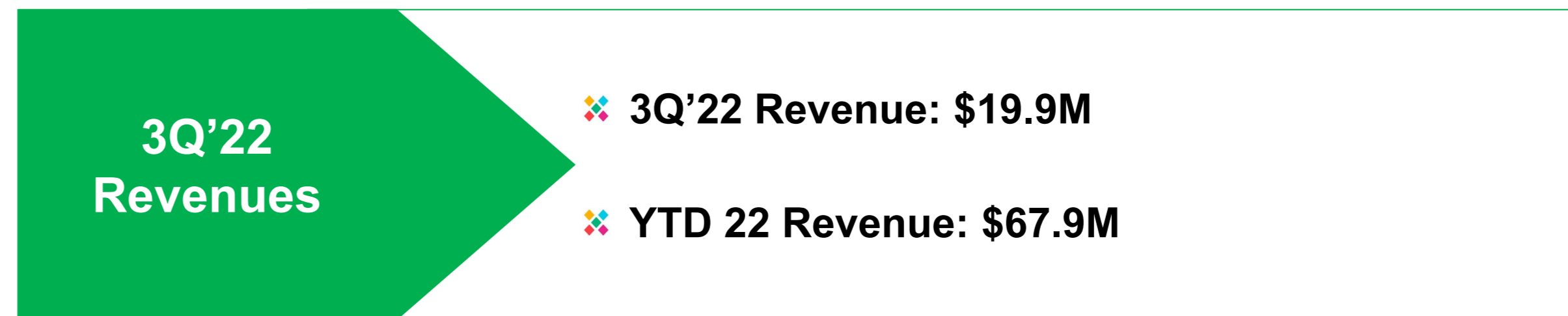
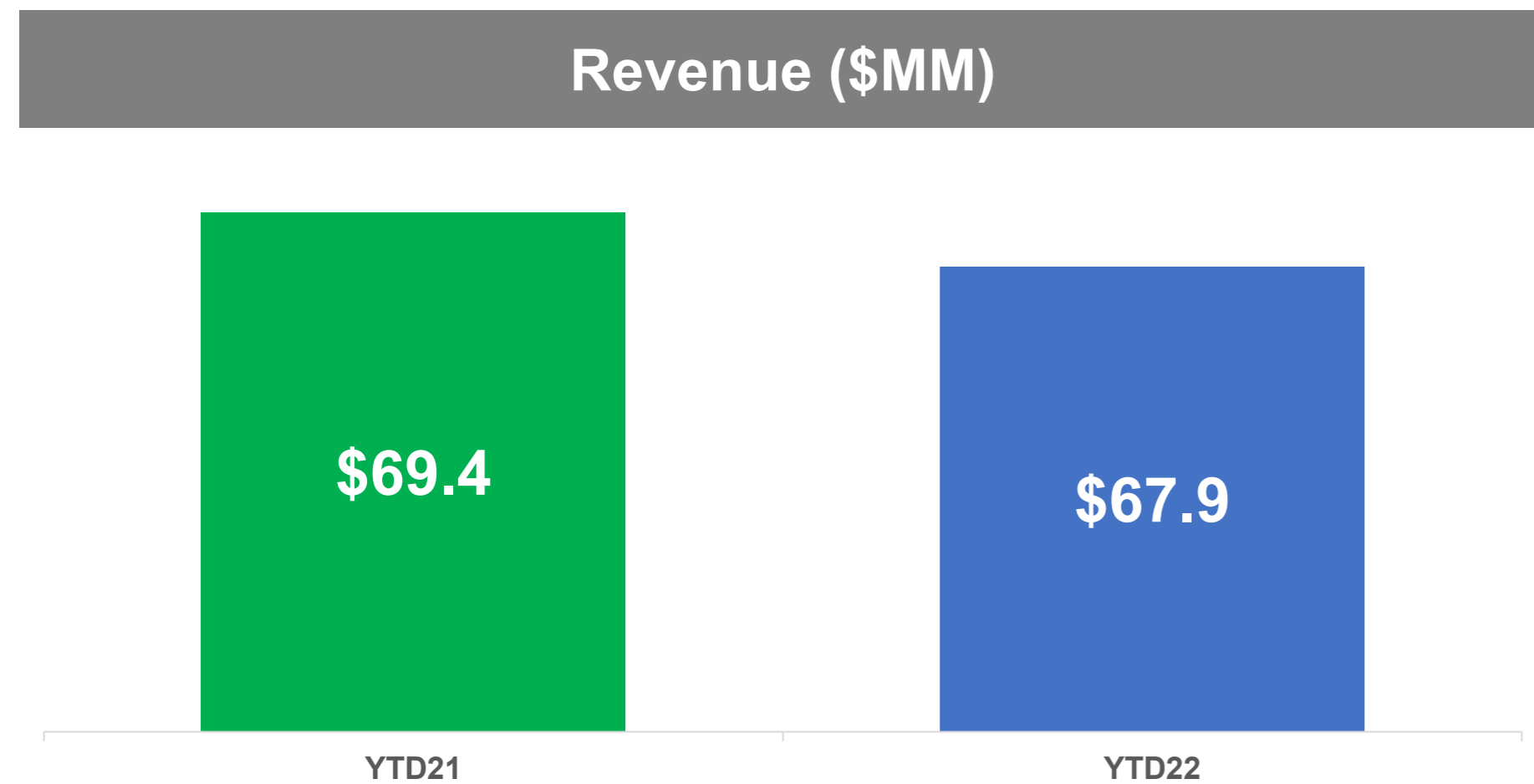


BM Technologies NYSE American: BMTX	
Share Price <sup>1</sup>	\$8.15
Market Cap <sup>1</sup>	\$99 M
Revenues (ttm) <sup>2</sup>	\$93.2 M
Core EBITDA (ttm) <sup>2, 3</sup>	\$23.8 M
Cash & Cash Equivalents <sup>1</sup>	\$26.4 M
Shares Outstanding <sup>2</sup>	12.2 M
Float <sup>2</sup>	8.9 M
Headquarters	Radnor, PA

1. As of November 11, 2022  
 2. As of September 30<sup>th</sup>, 2022  
 3. Core EBITDA is a non-GAAP measure, see slide 19 for further detail



# Strong 3Q YTD Revenue and EBITDA Despite Industry-Wide Rising Deposit Costs



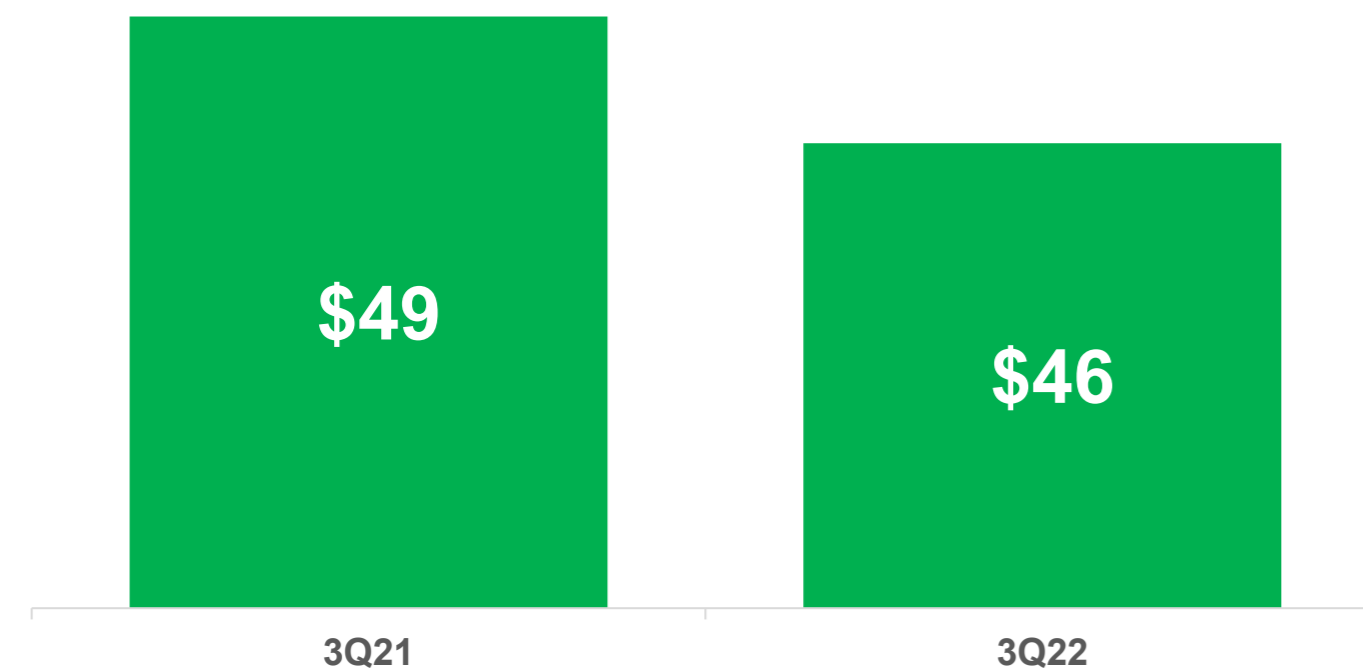
1) Note: Core EBITDA is a non-GAAP measures, see slide 18 for further detail

# 3Q'22 Financial Highlights: Total Deposits & Spend

#1	3Q'22 Average Serviced Deposits	<ul style="list-style-type: none"><li>❖ 3Q'22 Average Consolidated Serviced Deposits: \$1.6B</li><li>❖ Management decision to allow highly rate sensitive deposits to run off; reducing deposit servicing revenues in 3Q'22, but increasing franchise value for longer term</li><li>❖ Approx. \$600M in September 30 deposits in higher education vertical are essentially noninterest-bearing w/ a deposit beta close to 0%</li></ul>
#2	3Q'22 Debit Card Spend	<ul style="list-style-type: none"><li>❖ \$683M consolidated BMTX Debit Spend in 3Q'22 / \$2.2B YTD</li><li>❖ Student Business spend \$524M in 3Q'22 / \$1.7B YTD</li><li>❖ BaaS Business spend \$158M in 3Q'22 / \$469M YTD</li></ul>
#3	3Q'22 Higher Education Metrics	<ul style="list-style-type: none"><li>❖ \$3.4B in Financial Aid disbursed in 3Q'22 / \$10.3B disbursed YTD</li><li>❖ \$1.2B of these disbursements deposited into BMTX checking accounts YTD</li><li>❖ \$1.3B of additional (non-disbursement) deposits YTD, indicating primary bank behavior</li><li>❖ 11% increase in YTD checking account sign ups YOY</li><li>❖ 6% increase in YTD savings account sign ups YOY</li></ul>

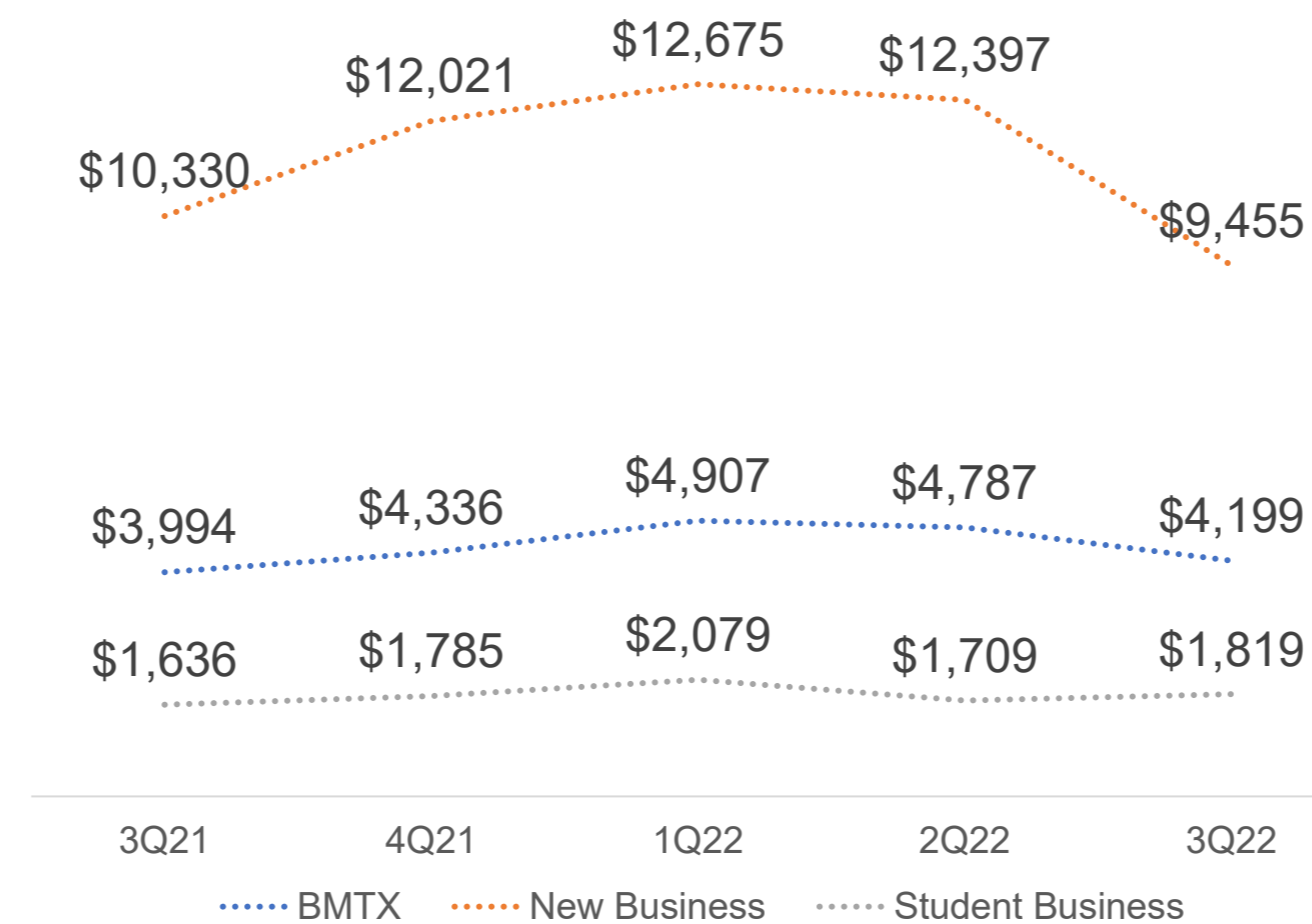
# Per Account Metrics<sup>1</sup>

## Revenue per Account<sup>1</sup>



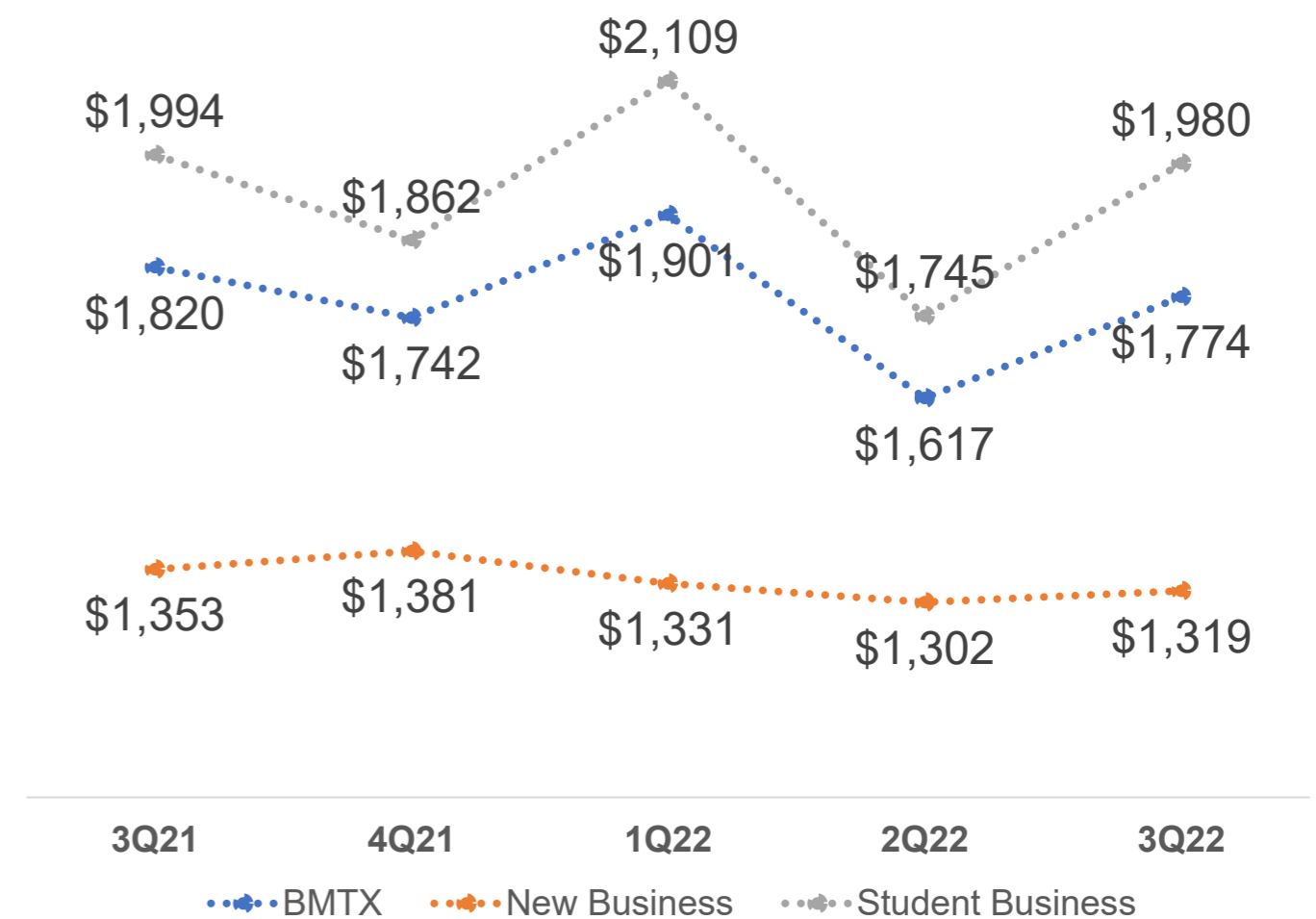
- ❖ 3Q'22 revenue per account: -6% YoY to \$46
- ❖ YTD revenue per account: \$149

## Deposits per Account<sup>1</sup>



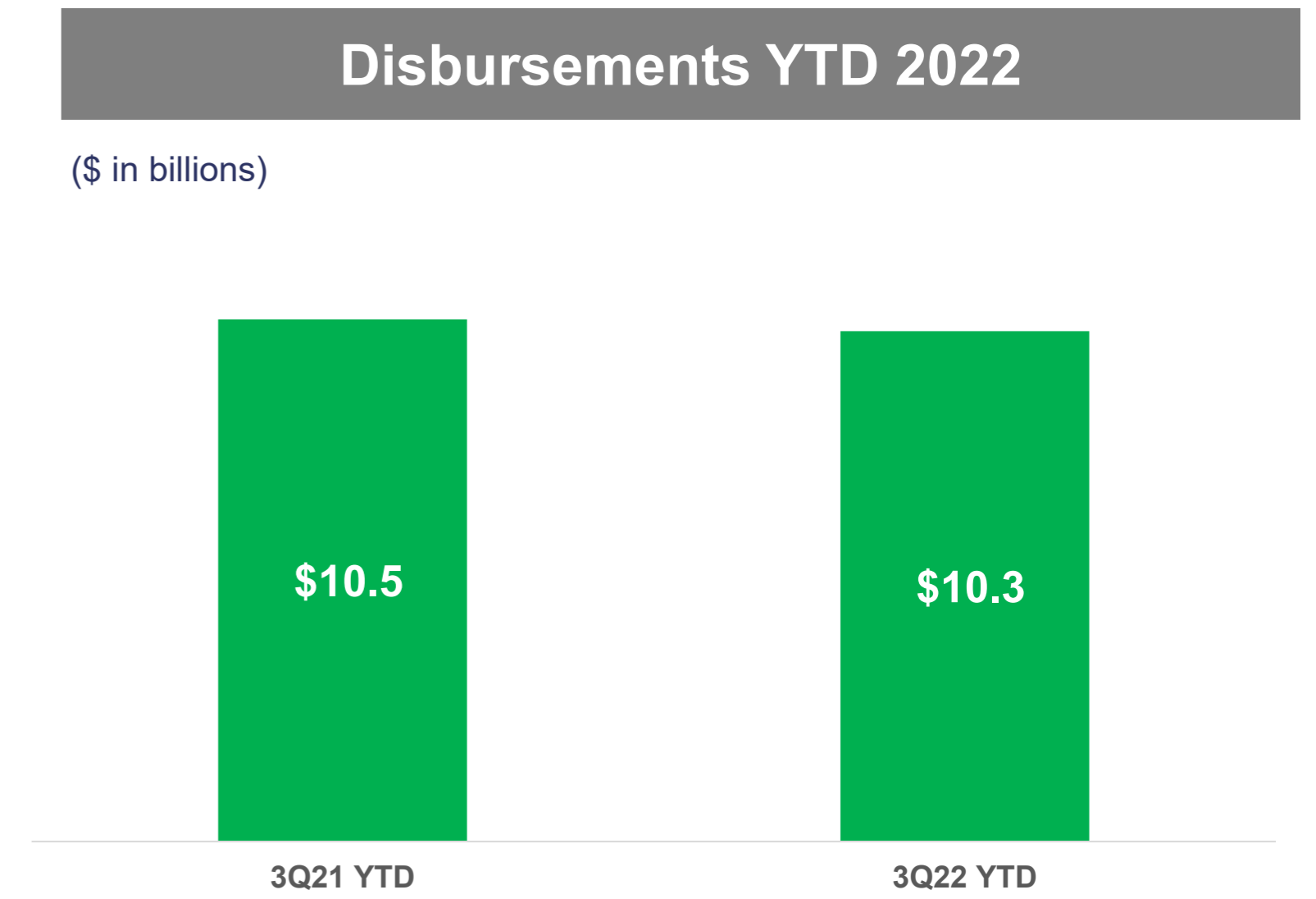
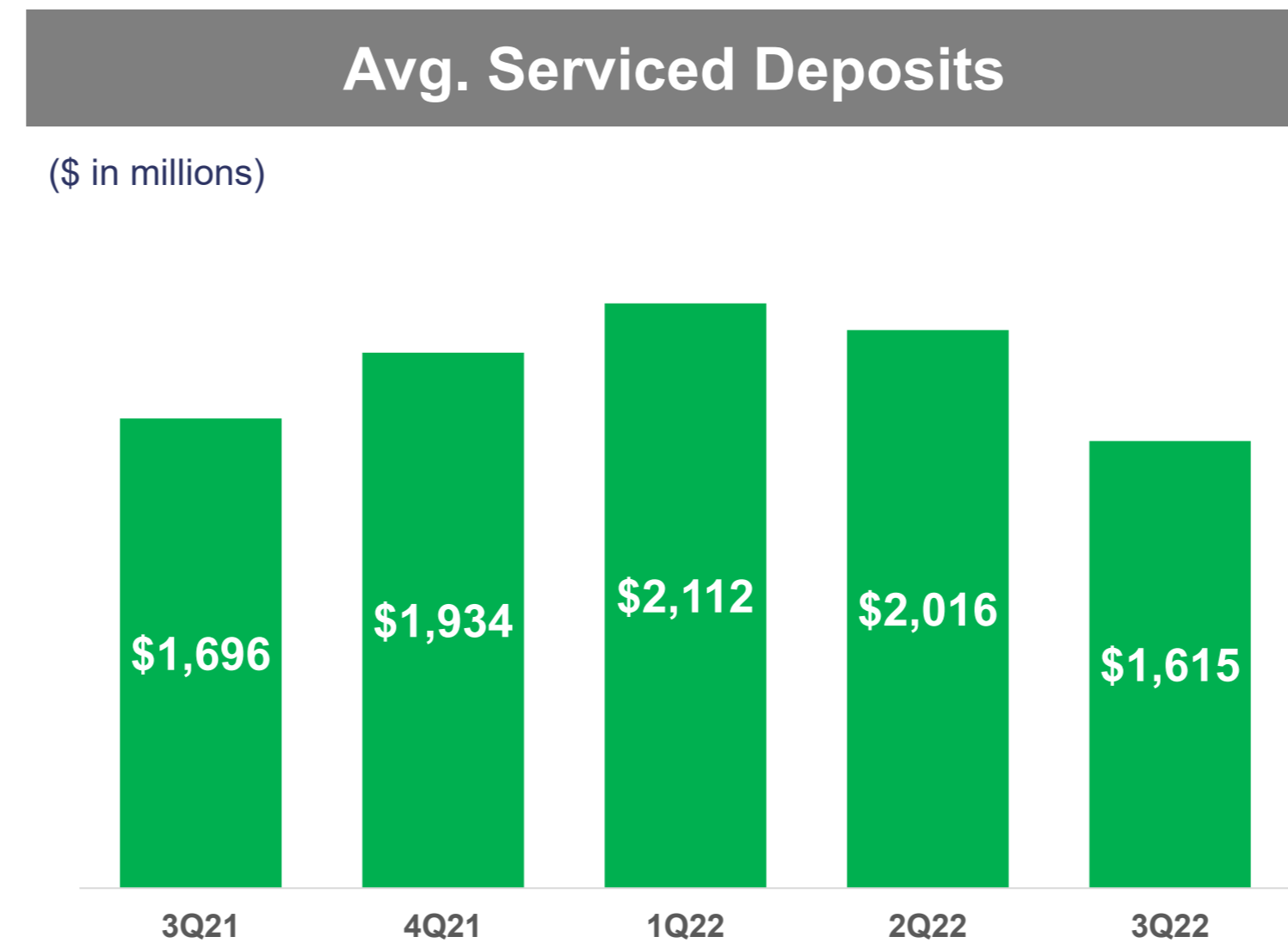
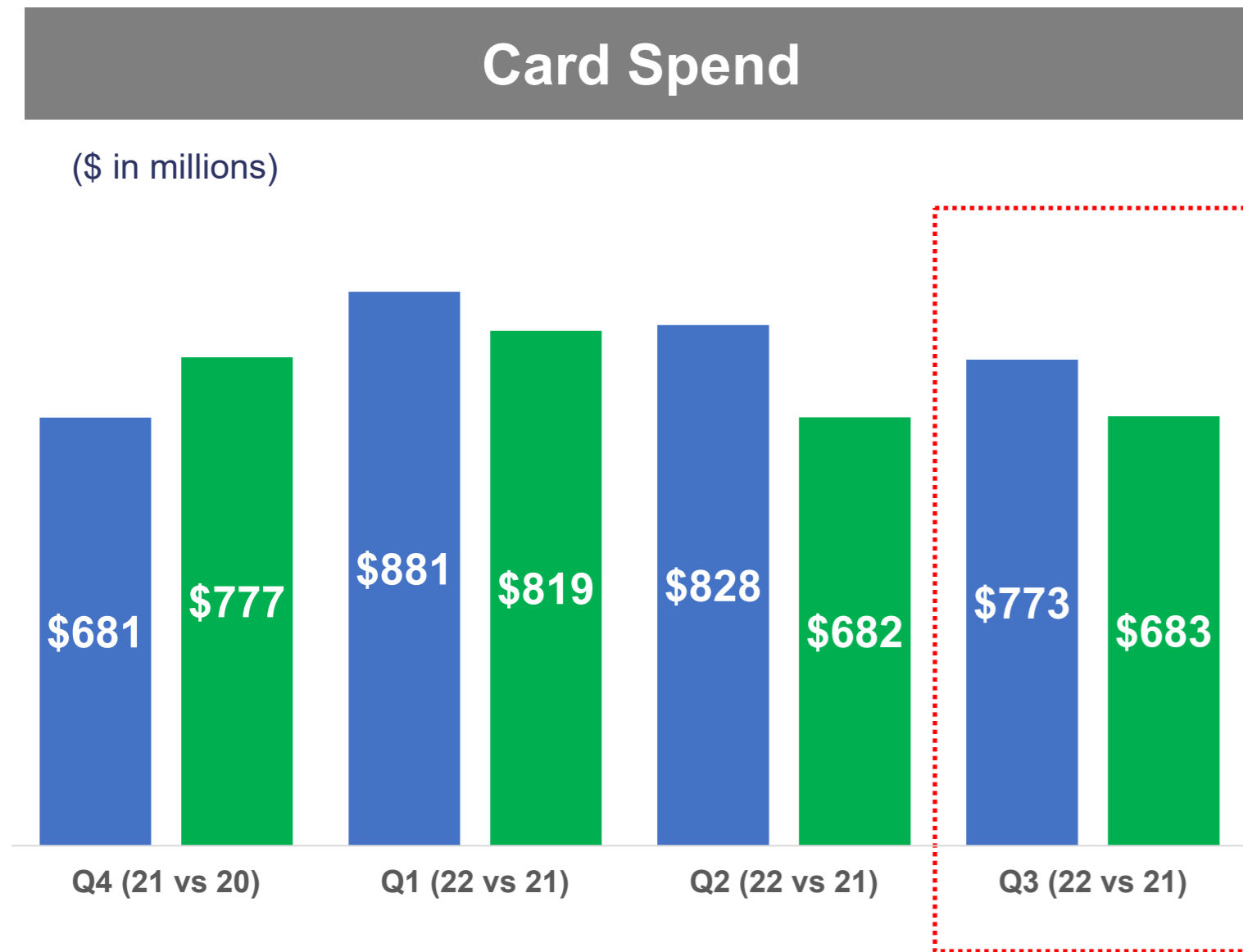
- ❖ 3Q'22 Average deposits per account: \$4,199
  - BaaS business -8% YoY due to conscious decision to let interest rate sensitive deposits run off during quarter
  - Student business +11% YoY

## Spend per Account<sup>1</sup>



- ❖ 3Q'22 spend per account: \$1,774
  - 2021 period benefit from stimulus
  - BaaS business: -2% YoY
  - Student business: -1% YoY

# Stable Performance Across Key Metrics



3Q'22 Debit card spend of \$683M

- 2021 period benefitted from stimulus
- BaaS spend increased \$2M YoY

3Q'22 Average Serviced Deposits of \$1.6B

- BaaS deposits decreased 5% YoY
- Higher Ed deposits decreased 5% YoY

10 colleges and universities signed YTD 2022

55,000 additional students with access to BankMobile disbursements



# Attractive Business Model

## Diversified Revenue Streams

### Revenue Breakout By Major Category

Card Revenue  
**25%**

Interchange and MasterCard incentive income based on card activity and out-of-network ATM fees

Deposit Servicing Fees  
**55%**

Fee charged to partner bank(s) based on average balances of serviced deposits

Account Fees  
**10%**

Monthly account fees, wire fees and card replacement fees

University Fees  
**6%**

Subscription and transactional fees charged to colleges based on enrollment size, competitive marketplace and disbursement channels and options

Other Fees  
**3%**

Various nominal other fees, including fees associated with cash deposits

% of September 2022 YTD Revenues

### Summary Income Statement<sup>1,2</sup>

#### FINANCIAL SUMMARY TABLE

(dollars in thousands)	Q3	Q2	Q1	Q4	Q3 <sup>1</sup>	YoY Change	
	2022	2022	2022	2021	2021	\$	%
Interchange & card revenue	\$ 5,325	\$ 5,315	\$ 6,643	\$ 6,548	\$ 6,529	\$ (1,204)	(18) %
Deposit servicing fees	10,163	13,295	14,192	13,331	11,823	(1,660)	(14) %
Account fees	2,110	2,207	2,555	2,696	2,569	(459)	(18) %
University fees	1,357	1,446	1,603	1,563	1,474	(117)	(8) %
Other revenue	903	745	54	1,121	446	457	102 %
<b>Total GAAP Oper. Revenues</b>	<b>19,858</b>	<b>23,008</b>	<b>25,047</b>	<b>25,259</b>	<b>22,841</b>	<b>\$ (2,983)</b>	<b>(13) %</b>
<b>Total GAAP Oper. Expenses</b>	<b>\$ 24,138</b>	<b>\$ 23,378</b>	<b>\$ 22,084</b>	<b>\$ 24,355</b>	<b>\$ 20,592</b>	<b>\$ 3,546</b>	<b>17 %</b>
Less: merger expense	—	(1)	(289)	(65)	—	—	100 %
Less: non cash equity compensation	(2,743)	(3,053)	(2,919)	(3,358)	(2,462)	(281)	11 %
Less: depreciation and amortization	(2,995)	(3,030)	(3,073)	(3,105)	(2,946)	(49)	2 %
<b>Core OpEx (Excl. Dep/Amor)</b>	<b>18,400</b>	<b>17,294</b>	<b>15,803</b>	<b>17,827</b>	<b>15,184</b>	<b>\$ 3,216</b>	<b>21 %</b>
<b>Core EBITDA</b>	<b>\$ 1,458</b>	<b>\$ 5,714</b>	<b>\$ 9,244</b>	<b>\$ 7,432</b>	<b>\$ 7,657</b>	<b>\$ (6,199)</b>	<b>(81) %</b>
<b>Core EBITDA Margin</b>	<b>7 %</b>	<b>25 %</b>	<b>37 %</b>	<b>29 %</b>	<b>34 %</b>		

<sup>1</sup>Restated. See "Restatement of 2021 Quarterly Financials" herein.

# BMTX Business Highlights

## Finalizing New Bank Partner

- ❖ Working towards definitive agreement with a new partner bank
- ❖ Better economics due to variable rate pricing structure versus current fixed rate deposit cost structure
- ❖ Short term extension of existing Partner Bank agreement to facilitate transfer

## Expansion of BaaS Business

- ❖ Collaboration w/ Helix by Q2 to provide most comprehensive BaaS offering and stronger pipeline
- ❖ Expected launch of new BaaS partnership in 2023 will expand BMTX's reach to millions of new customers
- ❖ TMM expansion: Savings, True Name, P2P feature, Perks expansion to Metro
- ❖ Continued improvements to the BaaS platform is expected to shorten time to market and decrease development expense for future partners

## Growth in Higher Ed Business

- ❖ \$600M of nearly noninterest-bearing deposits
- ❖ 11% increase in new checking accounts sign ups compared to last year
- ❖ \$1.2B of refunds deposited into BMTX checking accounts YTD
- ❖ \$1.3B of additional (non-disbursement) deposits YTD, indicating primary bank behavior
- ❖ 11% YOY increase in average deposits per account (over \$1800)
- ❖ BMTX added 10 new schools in 2022 providing 55k additional students access to BankMobile disbursements.

## First Sound Bank merger

- ❖ Positioning BMTX to become a fintech bank with a sustainable, profitable business model and new revenue opportunities
- ❖ The Company is working to resubmit its merger application with First Sound Bank ("FSB") in order to respond to questions posed by regulators, with a goal of closing in 2023

# Tremendous Platform Growth Opportunity

Multiple Levers to Accelerate Growth



- ❖ Continue to add new SSEs
- ❖ Increase adoption rates through new partnerships
- ❖ Expand partnerships to expand access to credit

- ❖ Drive strong organic growth by successfully executing on our customer acquisition and engagement strategies

- ❖ Continue RFP process and strategic discussions with vetted blue-chip, BaaS partners to tap into their loyal customer bases

- ❖ Distribute the platform through new channels to open up incremental TAM

- ❖ Capitalize on robust universe of marketplace lenders, Personal Financial Management (“PFM”) players, and vertical higher-ed software acquisition targets

# Looking Forward: 5 Pillars of the BMTX Banking Platform



## Banking

- Checking
- Savings
- Card



## Lending

- Credit card
- Personal loans
- Student refi



## Advice

- Credit monitoring
- Budget
- Goals
- Gamification



## Crypto

- Buying
- Selling
- Pay a friend
- Extended rewards



## Investing & Insurance

- Trading
- Portfolio management
- Insurance
- Family products

# Key Investment Highlights

## Strong future growth prospects as a Fintech Bank

Fintech Bank	Committed to combining with a bank in 2023 - Increased revenue opportunities Working towards definitive agreement with new partner bank w/ better economics Short term extension of existing Partner Bank agreement to facilitate transfer
Scale and Profitability	\$1.6B in deposits, ~1/3 of deposits nearly non-interest bearing, \$2.2B in spend YTD, Business is EBITDA & NI Positive
Strong BaaS Business	New collaboration with Helix by Q2 TMM roadmap Expansion Significant new BaaS partner expected to launch in 2023
Account Growth	Approximately 475,000 accounts opened in trailing twelve months
Strong Existing Partnerships	Over 750 university campus partners, T-Mobile, New BaaS partner, Helix
Deep Customer Engagement	Stable revenue per active account despite uncertain economic environment Annual (TTM) revenue per account of \$200
Proprietary Banking-as-a-Service (BaaS) Platform	Flexible API driven platform ready to roll out quickly and integrate with partners easily



Questions

**Bmt** ❖❖

Appendix

# RESTATEMENT OF 2021 QUARTERLY FINANCIALS

In connection with its January 4, 2021 divestiture of BM Technologies, Inc. (the “Company”), Customers Bank, the Company’s former parent granted certain employees and executives of the Company shares of BMTX it received as merger consideration as severance. Previously, this award was reported in Company filings, but the associated expense was not recognized in the Company’s stand-alone financials because it was considered an expense of Customers Bank, which made the award. In connection with the preparation of its consolidated financial statements for the year ended December 31, 2021, the Company determined that based on the application of U.S. generally accepted accounting principles, the non-cash share-based compensation expense related to these awards with a grant date fair value of \$19.6 million was incorrectly excluded from the Company’s stand-alone financial statements and should be recorded straight-line over the two-year post-grant vesting period ending January 3, 2023, net of any forfeitures. As a result, Management has concluded that the Company’s previously issued unaudited consolidated financial statements for the periods ended March 31, 2021, June 30, 2021, and September 30, 2021, should no longer be relied upon, and will be restated to reflect the appropriate accounting and expense for the share-based compensation awards.

Financials for the periods ended March 31, 2021, June 30, 2021, and September 30, 2021 reported in this earnings release reflect the expected impact of the restatement and differ from previously reported financials.

***The correction of the Company’s previously reported share-based compensation expense in its quarterly reports on Form 10-Q for 2021 will have no effect on the Company’s previously reported revenues, Core EBITDA, total cash balance, total assets, total liabilities, total equity, net working capital, net cash flows from operating activities, investing activities, or financing activities. Similarly, this correction has no impact on the Company’s operations or its underlying business fundamentals.***

	As Previously Reported			Adjustments			As Restated		
	First Quarter	Second Quarter	Third Quarter	First Quarter	Second Quarter	Third Quarter	First Quarter	Second Quarter	Third Quarter
Total operating revenues	\$ 24,383	\$ 22,893	\$ 21,974	\$ —	\$ —	\$ —	\$ 24,383	\$ 22,893	\$ 21,974
Salaries and employee benefits <sup>1</sup>	5,423	7,170	6,728	2,324	2,389	2,409	7,747	9,559	9,137
Total operating expenses	18,616	20,682	17,976	2,324	2,389	2,409	20,940	23,071	20,385
<b>Income (loss) from operations</b>	<b>5,767</b>	<b>2,211</b>	<b>3,998</b>	<b>(2,324)</b>	<b>(2,389)</b>	<b>(2,409)</b>	<b>3,443</b>	<b>(178)</b>	<b>1,589</b>
Income (loss) before income tax expense	20,716	(887)	10,040	(2,324)	(2,389)	(2,409)	18,392	(3,276)	7,631
<b>Net Income (Loss)</b>	<b>\$ 18,889</b>	<b>\$ (1,836)</b>	<b>\$ 8,794</b>	<b>\$ (2,324)</b>	<b>\$ (2,389)</b>	<b>\$ (2,409)</b>	<b>\$ 16,565</b>	<b>\$ (4,225)</b>	<b>\$ 6,385</b>
Net Income (loss) per share - basic	\$ 1.59	\$ (0.15)	\$ 0.74	\$ (0.20)	\$ (0.20)	\$ (0.20)	\$ 1.39	\$ (0.36)	\$ 0.54
Net Income (loss) per share - diluted	\$ 1.22	\$ (0.15)	\$ 0.74	\$ (0.15)	\$ (0.20)	\$ (0.20)	\$ 1.07	\$ (0.36)	\$ 0.54

<sup>1</sup>In order to restate the previously reported share-based compensation expense for the three-, six-, and nine- months ended March 31, 2021, June 30, 2021, and September 30, 2021, the Company is recognizing additional share-based compensation expense totaling \$7.1 million.



# Reconciliation - GAAP Net Income to Core Net Income <sup>(1)</sup>

## Reconciliation - GAAP Net Income (Loss) to Core Net Income (Loss) (in thousands)

	Q3	Q2	Q1	Q4	Q3 <sup>1</sup>	Nine Months Ended September 30,	
	2022	2022	2022	2021	2021	2022	2021
GAAP net income (loss)	\$ (4,920)	\$ 4,362	\$ 3,964	\$ (1,351)	\$ 7,124	\$ 3,406	\$ 18,393
Add: loss (gain) on FV of private warrant liability	1,369	(5,641)	(2,644)	764	(6,042)	(6,916)	(17,989)
Add: merger expenses	—	1	(289)	(65)	—	(288)	—
Add: non-cash equity compensation	2,743	3,053	2,919	3,358	2,462	8,715	7,985
Less: tax (@27%) on taxable non-core items	—	—	78	18	—	78	—
<b>Core net income (loss)</b>	<b>\$ (808)</b>	<b>\$ 1,775</b>	<b>\$ 4,028</b>	<b>\$ 2,724</b>	<b>\$ 3,544</b>	<b>\$ 4,995</b>	<b>\$ 8,389</b>
Diluted shares	11,938	12,600	12,233	11,902	11,904	12,215	12,359
<b>Core diluted earnings (loss) per share</b>	<b>\$ (0.07)</b>	<b>\$ 0.14</b>	<b>\$ 0.33</b>	<b>\$ 0.23</b>	<b>\$ 0.30</b>	<b>\$ 0.41</b>	<b>\$ 0.68</b>

(1) Restated. See “Restatement of 2021 Quarterly Financials” herein.

# Reconciliation - GAAP Net Income to Core EBITDA<sup>(1)</sup>

## Reconciliation - GAAP Net Income to Core EBITDA (in thousands)

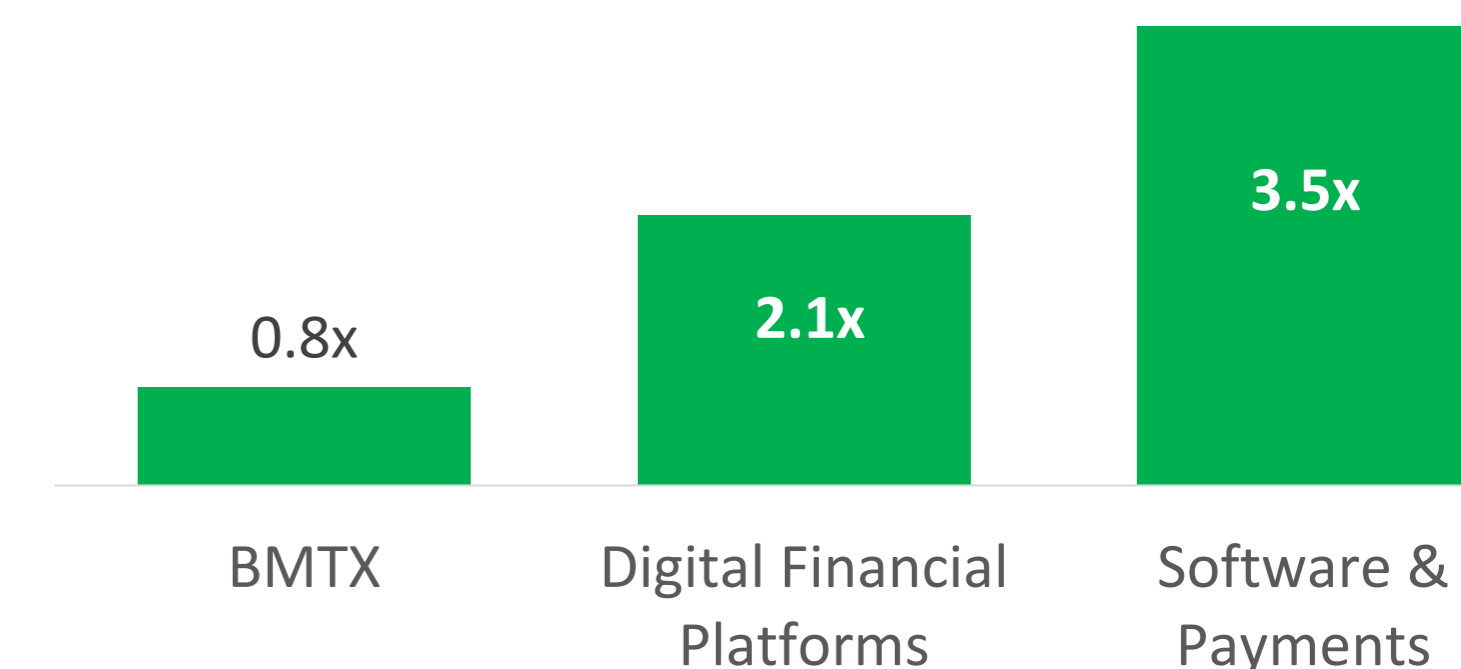
	Q3	Q2	Q1	Q4	Q3 <sup>1</sup>	Nine Months Ended	
	2022	2022	2022	2021	2021	September 30,	September 30,
						2022	2021
GAAP net income (loss)	\$ (4,920)	\$ 4,362	\$ 3,964	\$ (1,351)	\$ 7,124	\$ 3,406	\$ 18,393
Add: loss (gain) on FV of private warrant liability	1,369	(5,641)	(2,644)	764	(6,042)	(6,916)	(17,989)
Add: depreciation and amortization	2,995	3,030	3,073	3,105	2,946	9,098	8,854
Add: interest	—	—	—	—	—	—	96
Add: taxes	(729)	909	1,643	1,491	1,167	1,823	4,262
Add: non-cash equity compensation	2,743	3,053	2,919	3,358	2,462	8,715	7,985
Add: merger expenses	—	1	289	65	—	290	—
<b>Core EBITDA</b>	<b>\$ 1,458</b>	<b>\$ 5,714</b>	<b>\$ 9,244</b>	<b>\$ 7,432</b>	<b>\$ 7,657</b>	<b>\$ 16,416</b>	<b>\$ 21,601</b>

(1) Restated. See “Restatement of 2021 Quarterly Financials” herein.

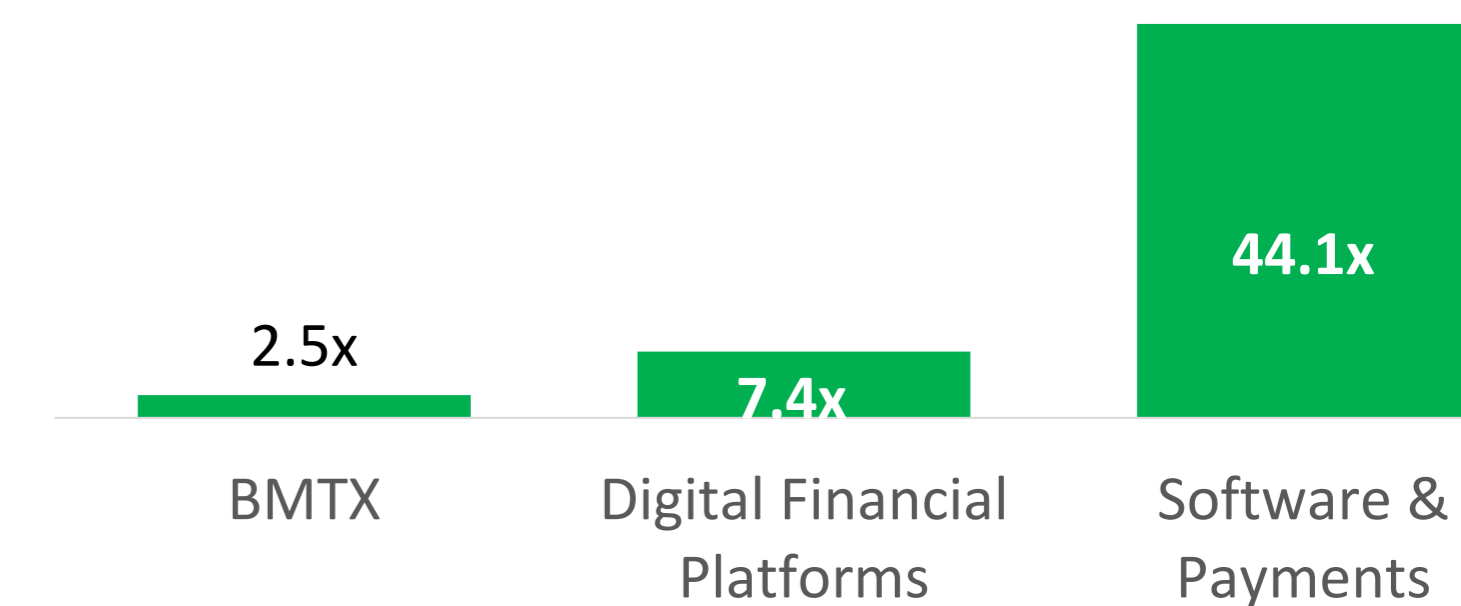
# Valuation

Company	Ticker	Sh Price	Market Cap	EV	EV/EBITDA		EV/Revenue		22/21 Revenue Growth	EBITDA MARGIN
					2022E	2023E	2022E	2023E		
<b>BM TECHNOLOGIES, INC. (XNYS:BMTX)</b>	<b>BMTX</b>	<b>\$8.15</b>	<b>\$99</b>	<b>\$72</b>	<b>2.5x</b>	<b>2.4x</b>	<b>0.8x</b>	<b>0.7x</b>	<b>2%</b>	<b>30%</b>
<b>Digital Financial Platforms</b>										
Upstart Holdings Inc (XNAS:UPST)	UPST	\$22.54	\$1,777	\$2,111	106.9x	32.5x	2.5x	2.6x	-1.2%	2%
OPEN LENDING CORPORATION (XNAS:LPRO)	LPRO	\$7.54	\$908	\$860	7.4x	8.2x	4.6x	5.1x	-13.2%	62%
SOFI TECHNOLOGIES, INC. (XNAS:SOFI)	SOFI	\$5.95	\$4,270	\$8,071	70.8x	25.7x	5.3x	3.9x	54.6%	8%
MONEYLION INC. (XNYS:ML)	ML	\$0.87	\$233	\$522	-7.4x	35.9x	1.6x	1.0x	108.8%	-22%
LENDINGCLUB CORPORATION (XNYS:LC)	LC	\$11.43	\$1,173	\$426	2.2x	2.5x	0.4x	0.3x	33.0%	16%
<b>Median</b>					<b>7.4x</b>	<b>25.7x</b>	<b>2.1x</b>	<b>2.6x</b>	<b>0.3x</b>	<b>0.0x</b>
<b>Software &amp; Payments</b>										
MARQETA, INC. (XNAS:MQ)	MQ	\$7.53	\$3,947	\$2,314	NM	-68.3x	3.1x	2.5x	44.0%	-6%
FLYWIRE CORPORATION (XNAS:FLYW)	FLYW	\$22.02	\$2,400	\$2,077	136.7x	69.6x	7.8x	6.0x	31.8%	6%
Q2 HOLDINGS, INC. (XNYS:QTWO)	QTWO	\$28.63	\$1,589	\$1,926	47.8x	32.3x	3.4x	3.0x	14.2%	7%
PAYPAL HOLDINGS, INC. (XNAS:PYPL)	PYPL	\$91.03	\$98,954	\$99,482	14.9x	13.2x	3.6x	3.3x	8.5%	24%
PAYMENTUS HOLDINGS, INC. (XNYS:PAY)	PAY	\$12.47	\$1,432	\$1,295	49.0x	31.8x	2.6x	2.1x	24.2%	5%
Evertec Inc (XNYS:EVTC)	EVTC	\$34.45	\$2,244	\$2,494	9.3x	9.2x	4.1x	3.9x	3.7%	44%
BLOCK, INC. (XNYS:SQ)	SQ	\$71.66	\$40,309	\$40,442	44.1x	32.4x	2.3x	2.0x	-0.8%	5%
EVO PAYMENTS, INC. (XNAS:EVOP)	EVOP	\$33.63	\$2,959	\$3,311	16.1x	14.1x	6.0x	5.3x	10.9%	37%
<b>Median</b>					<b>44.1x</b>		<b>3.5x</b>	<b>3.1x</b>	<b>12.6%</b>	<b>6%</b>
<b>Tech Forward Banks</b>										
AXOS FINANCIAL, INC. (XNYS:AX)	AX	\$42.63	\$2,505	\$3,086	10.7x	8.8x	4.4x	3.6x	13.2%	1%
GREEN DOT CORPORATION (XNYS:GDOT)	GDOT	\$19.39	\$950	\$956	7.8x	8.6x	0.7x	0.7x	-1.5%	0%
LIVE OAK BANCSHARES, INC. (XNAS:LOB)	LOB	\$35.41	\$1,481	\$1,521	16.7x	14.9x	2.6x	3.1x	32.2%	0%
FIRST INTERNET BANCORP (XNAS:INBK)	INBK	\$26.44	\$241	\$935	6.8x	12.2x	8.6x	9.7x	-9.1%	4%
Pathward Financial, Inc. (XNAS:CASH)	CASH	\$44.35	\$1,263	\$1,299	9.1x	8.1x	2.3x	2.0x	11.7%	1%
<b>Median</b>					<b>9.1x</b>	<b>8.8x</b>	<b>2.6x</b>	<b>3.1x</b>	<b>11.7%</b>	<b>1%</b>

## EV / 2022E Revenue Multiples



## EV / 2022E EBITDA Multiples



Source: Capital IQ & FactSet Research Systems, Inc.; Market data as of 11/11/2022

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) 2022 and 2023 Revenue and EBITDA based on consensus estimates provided by Capital IQ & FactSet Research Systems, Inc as of 11/11/2022

# Capitalization

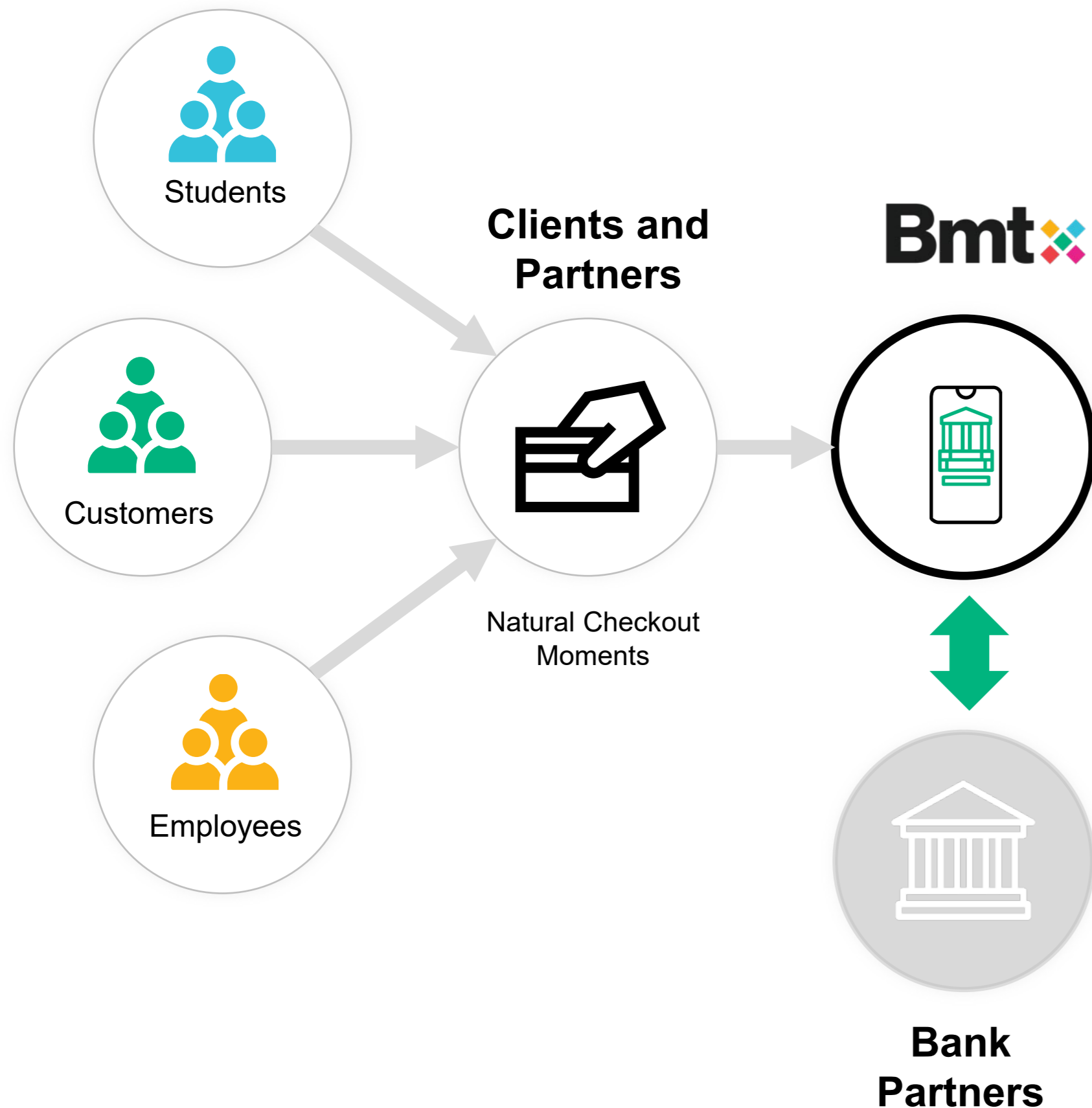
Equity Capitalization Summary			Valuation							
	Sh Count	% of Total	Share Price	\$8.15						
Publicly Held	8.9	73.0%	Total Shares Outstanding	12.2						
PIPE Investors	1.9	15.6%								
Insiders	1.4	11.5%	<b>Market Cap</b>	<b>\$99</b>						
Total shares outstanding	12.2		Cash	\$26.4						
			Debt	\$0.0						
<table border="1"> <tr> <td>Warrants outstanding</td> <td>22.7</td> </tr> <tr> <td>Exercise price</td> <td>\$11.50</td> </tr> <tr> <td><b>Ex. Date</b></td> <td><b>1/4/2026</b></td> </tr> </table>			Warrants outstanding	22.7	Exercise price	\$11.50	<b>Ex. Date</b>	<b>1/4/2026</b>	<b>Enterprise Value</b>	<b>\$72</b>
Warrants outstanding	22.7									
Exercise price	\$11.50									
<b>Ex. Date</b>	<b>1/4/2026</b>									
			BMTX 2022E Revenue	\$96.6						
			BMTX 2022E EBITDA	\$28.5						
			<b>EV/EBITDA ('22E)</b>	<b>2.5x</b>						
			<b>EV/Revenue ('22E)</b>	<b>0.8x</b>						

# BM Technologies Solves Multiple Parties' Pain Points in One Solution

Resulting in High-Volume, Low-Cost Customer Acquisition

## B2B2C Approach

### Consumers

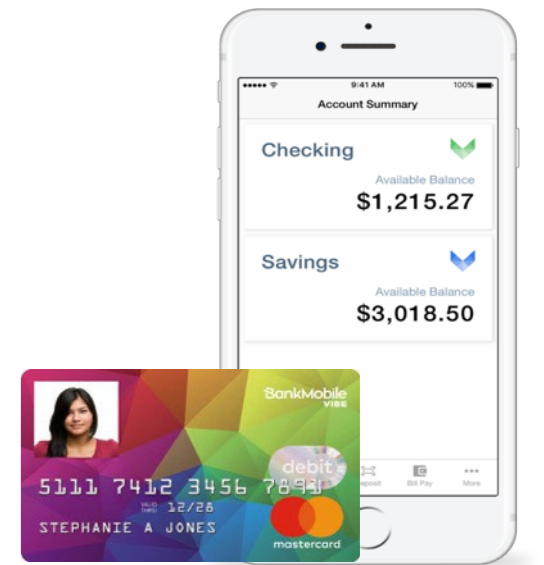


## Examples of BM Technologies Solutions within 3 Verticals

### Higher-Ed Banking



- Distribute financial aid refunds and other disbursements
- Eliminate administrative burden and complexity
- Offer students access to banking services
- Reduce processing costs annually by ~\$125K / year(1)



### Banking-as-a-Service (White-Label Banking)



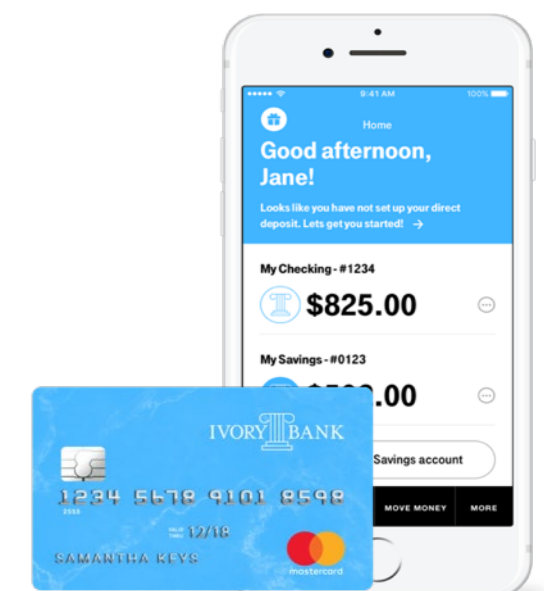
- Offer financial services through white-label partnerships (2)
- Attract customers by improving banking experience in historically-underserved segments
- Deliver customizable, partner branded rewards and special offers to further drive loyalty
- Create net-new, passive revenue streams for partners with lower customer attrition



### Niche D2C














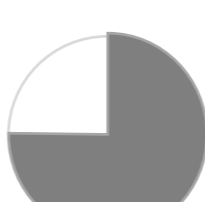
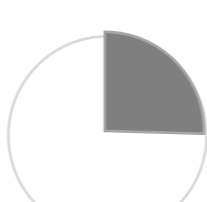








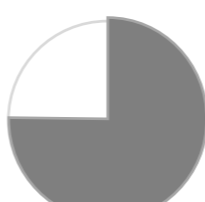


- Deploy differentiated financial targeted to underserved affinity groups
- Modern digital banking experience via interest-bearing accounts, no fees and unique value propositions for segments



# Competitive Positioning

## Complete Digital Banking Platform

### Illustrative Competitive Landscape

Representative Firms	BM Technologies				
Competitive Differentiation	White-Label	Consumer Banks & Neo Banks	BaaS Banks	Fintech BaaS Providers	White-Label Charters
<b>Extreme partnership tailoring</b> Deep customer experience integration					
<b>Full-BaaS Model</b> Complete white label digital banking platform (compliance, deposit operations, fraud management, customer care, etc)					
<b>Branded Digital Banking</b> Offer full white label digital bank app on mobile and web					
<b>Revenue share / great consumer prices</b> Partnerships drive low CAC & blended offers. Planned Durbin exempt bank					

### Why BM Technologies Wins



Partnership model offering turnkey, fully branded digital banking platform



Deep experience and long history in B2B2C banking



Superior service, delivering executive oversight and fully-supported implementation



Delivers interchange revenue share potential from all account activity

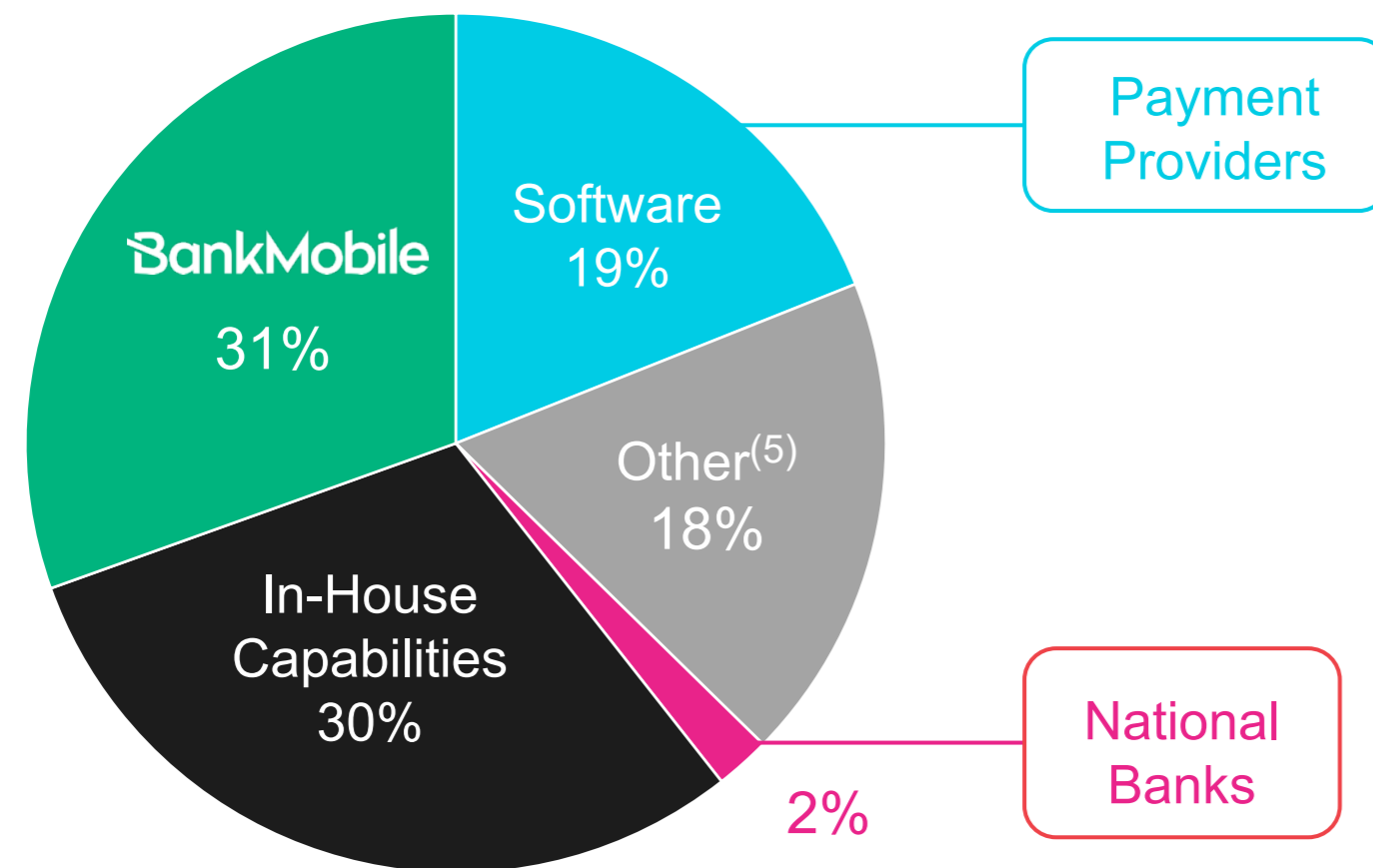
BM Technologies' ability to customize and integrate a fully branded front and back end experience is a differentiating approach and key to partners who have a strong brand relationship with their customers

# Distribution Through Market Leadership Position in Higher-Ed

## Deeply Embedded Campus Relationships Allow for Customer Acquisition and “Customer for Life” Strategy

### U.S. Higher-Ed Student Disbursement Market Share<sup>(1)</sup>

**TOTAL ADDRESSABLE MARKET IS 20M STUDENTS AND REPLENISHES EVERY YEAR<sup>(2)(3)</sup>**



### Exclusive, Long-Term and Contractual Campus Relationships

- Long-term embedded university client base of approximately **745 campuses**
- SSE retention rate of over **98%**<sup>(4)</sup>
- Average client tenure **> 5 years**
- Typical new contract term is **3 – 5 years** with auto-renewal periods of various lengths
- Active pipeline of **~1M** students
- Expect prepaid providers to be a minimal threat as regulations have made it more difficult for prepaid operators

### Benefit of the Higher-Ed Business

- Access to **~1 in every 3** college students in the U.S.
- Ability to create through selling additional financial “**customer for life**” services products as students graduate
- Proven scale generating approximately **\$60M** in annual revenues with nearly **2M** accounts currently on the platform
- Scalable technology distributing more than **\$10B** of payments a year

### Recent Developments

- BMTX is in active implementation on **2 new Partnerships** that are intended to increase product offerings to schools and increase adoption of BMTX’s products by SSEs.
- BMTX’s mix of SSE’s is weighted towards local, two-year institutions
- Management believes BMTX’s segment exposure could perform better than more expensive, private, four-year schools, by offering a better value proposition particularly if remote learning becomes more common or required
  - 87% of SSE at better value “public” schools**
  - Active pipeline of schools with ~1M SSEs**

Note: SSEs refers to Signed Student Enrollment

1) Per BM Technologies internal sales database and estimated student market size based on SSEs

2) National Center for Education Statistics. “Enrollment and Employees in Postsecondary Institutions, Fall 2015; Financial Statistics Academic Libraries, Fiscal Year 2015”, February 2017

3) ~3M SSEs are considered non-addressable (beauty schools, trucking schools, etc.)

4) Represents one minus the annual SSE attrition over beginning of the year SSE count

5) Includes credit unions, regional banks, other software providers, unknown, etc.

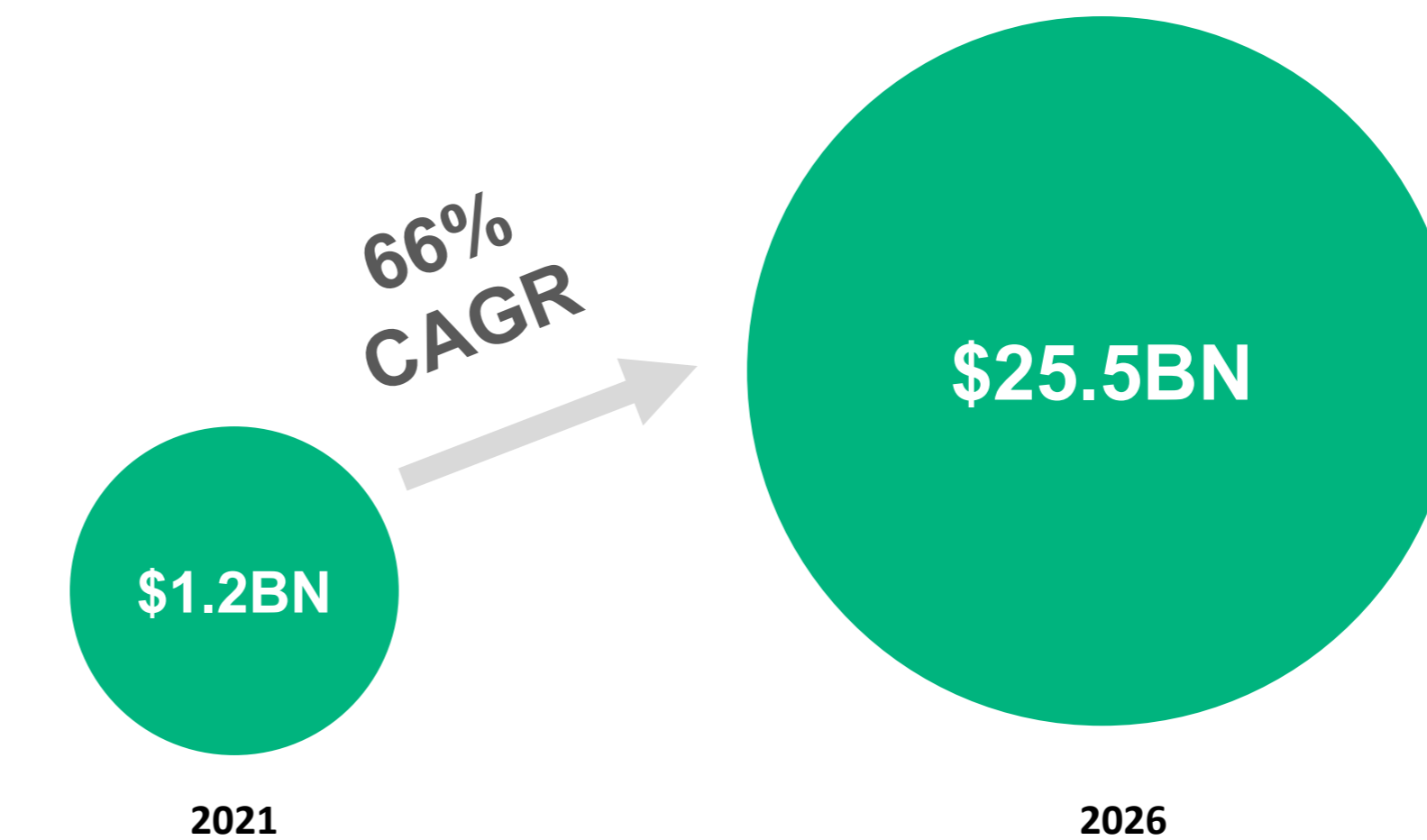
# BMTX strongly positioned in fast growing BaaS Market

## Global Banking as a Service (BaaS) Opportunity

**Banking-as-a-Service (BaaS)** is enabled by the seamless integration of financial services and products into other customer activities, typically on non-financial digital platforms.

### Who Utilizes BaaS

- Incumbent financial organizations
- Fintechs
- Financial services
- Non-financial organizations such as:
  - E-commerce
  - Travel
  - Retail
  - Health
  - Telecom



Total Revenue Generated

### Global BaaS Market<sup>1</sup>

- Rapid digital transformation
- Innovate new players
- Presence of Application Programming Interfaces (APIs)
- Lowers cost of acquisition

1) Source: Cornerstone Advisors Banking as a Service Revenue Forecast