



LatAm
Fintech
Investment
Banking

Craig Primo
Managing Director

Jack Fecteau
Vice President

Juan Manuel Ramirez
Analyst

Wesley Smith
Computer Scientist / Crypto

WWW.K2SECURITIES.COM

K2 SECURITIES
LATAM FINTECH ALMANAC | 2021



K2 FOUNDING PARTNER



CRAIG PRIMO

MANAGING DIRECTOR

Craig Primo has been a successful fintech advisor and investor for over 25 years. He is the founder of K2 Securities. K2 specializes in helping US and LatAm-based fintech companies raise significant capital from global institutional investors. The firm also provides sell-side and buy side M&A services. With offices in the US, Mexico, and Colombia, the firm leverages its global network to source the right capital provider, acquirer, or target for its clients.

Before founding K2, Craig co-found and led the technology practice of Keystone Capital Markets – a boutique investment bank based in Southern California. He started his career working for the Citigroup Investment Bank.



K2 TEAM



JACK FECTEAU

VICE PRESIDENT



JUAN MANUEL RAMIREZ

ANALYST



WESLEY SMITH

COMPUTER SCIENTIST / CRYPTO

K2 OFFICES



K2'S SERVICES



K2 KEY PARTNERSHIP



LexisNexis
RISK SOLUTIONS

- Largest Alternative Data company in the world.
- \$2 Billion in revenue.
- Constantly maintains over six petabytes of content comprising billions of public and proprietary records.
- Fintech and Bank customers in more than 100 countries, seven of the world's top ten banks, 78% of the Fortune 500 companies.

DEFI



- Decentralized Finance is replicating the logic of the lending industry on the blockchain.
- K2 is on one of the only bankers running a dual path for sourcing capital from the blockchain.
- K2 has an exclusive wholesale relationship indirectly through a leading protocol.

\$11.7B (Disclosed)

2021 Financing Volume

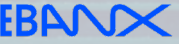
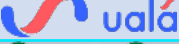
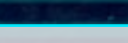
441

2021 Financing Transactions

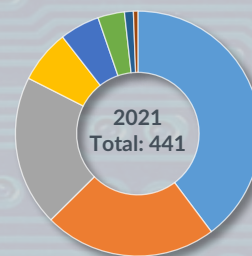
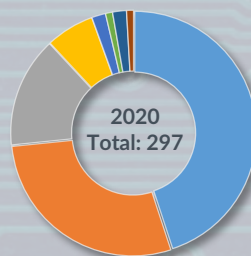
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2021 M&A Transactions

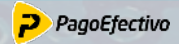
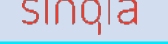
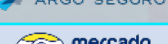
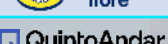
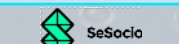
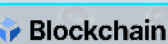
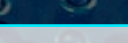
Notable Financing Transactions 2021

Date	Company	Amt. (\$M)
6/8/2021	 nu bank	\$750
6/15/2021	 EBANX	\$400
8/13/2021	 ualá	\$350
4/19/2021	 Open Co	\$270
6/10/2021	 clipa	\$250
5/5/2021	 Bitso	\$250
7/30/2021	 xepelin	\$200
7/1/2021	 MERCADO BITCOIN	\$200
5/11/2021	 cloudwalk	\$190
11/11/2021	 stori	\$125

- Lending
- Payments & Digital
- Banking Tech
- Investment Tech
- Crypto
- InsurTech
- Cybersecurity
- Capital Markets



Notable M&A Transactions 2021

Date	Company	Acquirer
12/15/2021	 Remessa Online	 EBANX
8/23/2021	 PagoEfectivo	 Paysafe
12/23/2021	 newz.com	 Sinqia
5/3/2021	 accesso	 Meliuz
3/11/2021	 konduto	 BoaVista
10/4/2021	 Protector	 ARGO SEGUROS
12/13/2021	 Redelcom	 mercado libre
12/10/2021	 VELOSCORE	 QuintoAndar
12/7/2021	 Cacaopay	 Dock
11/30/2021	 SeSocio	 Blockchain

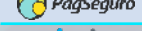
Financing Deals

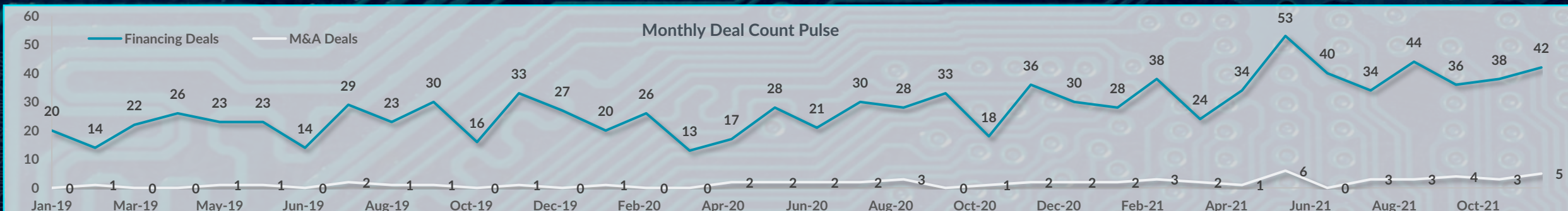
Deal Volume (\$B)

M&A Deals



Largest Public Companies

Company	1-Year Revenue Growth	TTM Revenue Multiple	Market Cap.
 nu	▲115.5%	61.2x	\$20.7B
 Getnet	▲14.9%	0.28x	\$1.2B
 stone	▲18.0%	1.04x	\$2.6B
 PagSeguro	▲37.4%	0.85x	\$2.9B
 cielo	▲4.4%	7.37x	\$1.8B



Payments & Digital

Business Payments

2TRANSFAIR EBANX dapp Culqi conekta Kyte
BrasilCard Billpocket IMIX acqio Sefecty JUNO clip
MEI fácil isaac Compro Pago KiWi MIT GKN RestaurantPe
ePayco PayU MPOS taecel PW PAYMENTS moip Z puntored
PayEngine toku. NextPay PagoFácil PAGO46 VINDI
Openpay iugu tpaga Sled KUSHKI Si-Pago simetrik

Consumer Payments

ai alelo biyuyo BKR Pawwi Z1 FONDEADORA TODO PAGO ualá movii invex
ter ipo PicPay oh! Paylivre VALEPER Prex PagSeguro pagalo Xoco undosires mozper
iti mercado pago CLARA NEQUI unipagos Gasolina Móvil hola.cash ONE CARD
vexi digio cashi punto pago fri payface caju flash celcoin VR

Digital Remittance

airtm bexs
CURRENCY Remessa Online
Remitee Vita

Enablers

cielo evertec
cloudwalk CSU
FitBank HASH
NaranjaX Stone rede

Lending

Online Lending

Addi afluenta aplazo ADIANTA 55 a9RYO atrato
BAMA AGRAPP baubap Apurata ConFiar Adelantos
Credijusto bomconsórcio aflore credits credivalores
bom pra crédito CrediOrbe cetelem bcredi finaktiva
Firgun creFAZ Fairplay facio DOPLA.MX divibank
dinie cumpl creze CrediLike me Facturedo kubo financiero
ePesos MGRANA kueski kredito IOUU. Konfio IPE\$0 GRINGO
monkey Pontte ole NEXCOS Presta Gente Prestadero
solvento RedGirasol RedCapital Rebel Rodobens stori
tiaxa rapidoo SOLFACIL sistecredito semp!.. SaludFácil
big capital JUJUCHO kredi M SuperSim Trigg xepelin
truepay VISOR MUTUO yotepresto mezub verqor

Consumer Debt Management

acordocerto serasa
ckredito QueroQuitar
db Resuelve ROCKET Resuelve

Enablers

libre Mo

Financing

comparabien NEU

Lead Generation Platform

canal CREDITO Guiabolso
finpass
FinanZero
Compara
Bancompara

Cybersecurity

Anti Fraud

konduto
enbanca
BAYONET
41ST
PARAMETER
legiti

BYOD Security

NAVITA

IAM

unico
idwall

Banking Tech

Neobanks

Jeitto agi bank albo conta simples
alt.bank ORIGINAL cora
BANISI bankaya FACEBANK
Linker ZENUS BANK
Klar CUENCA C6 BANK nu
Din miioneeon PJBank
Din Sofisa direto superdigital
trace finance CONDOCONTA

Banking Channels

bankingly veritran

Banking Software Suite

INTERbanking sinqia

Open Banking

Dock FINERIO CONNECT FRANQ opismo
MODO pluggy pomelo Prometeo
QI TECH QUANTO Singular Bank swap
STARKBANK belvo

Loan Life Cycle Management

ALTSCORE Chequeas DUNNING
zinobe Open Co IncluirTec buskar

Investment Tech

Personal Finance

coink cumbuca Fintual
AGENT PIGGY Finerio fortuna Gorila
InverCapAfore kinvo magnetis
meudinho Meus Ativos MiBolsillo minhas economias
retire Mobills PARTYOU moh
organizze moneypool Quiena
Quansa SuperTasas.com TeenGo
warren tyba aveapp UALEI

Alternative Investment Platforms

Fundacity opencasa monetus
Capitalizarme.com

Online Trading Platforms

clear eaynvest finaccess Flink
infosel trii TORO inviu
NU invest Kuspit InvestApp TC
rico investopi Nelogica modalmais

Wealth Management Platforms

CAJA LOS ANDES Protección grão smartbrain
AGENDA DIVIDENDOS FLUPER tasatop VÉRIOS

Business

PANADATA
RazorJournal
dataiFX.com
bnamerica
econodata

Individuals

DESTACAME
Retargetly

Capital Markets

Foreign Currency Services

Confidence Betriax
Kambista Rextie
TiendaDólar

Trade Management

FAST TRADE
VORTX
TradeSpark FINVOX

InsurTech

Internet First Insurers

ciclic Súper
Kodda HDI SEGUROS
youse klimber
Bike registrada azos

Insurance

thinkseg guros coru
BUSAO 13 seguro

Insurance Comparison Platforms

bidu covela
SEGUROS Unimed compara online

Insurance Policy Solutions

iupro osicu

Crypto

Exchanges

CRYPTOMARKET
Foxbit buenbit
mexbt
NovaDAX
buda.com
coinext

Financial Services

Coin.fyi LEMON
SATOSHITANGO
moeda pay
NIMIQ
Investoland PAGUE COM BITCOIN
exactly. ION DIGITAL

Trading Platforms

Index monnos
BITCOINTRADE BITSO
volabit xcapit
DEX TRADE
QUEDEX bit Preço
MERCADO BITCOIN

Coins

COINTIPLY
Witax

Wallet

bluewallet

Mining

Hexa

RegTech

Risk Management

CERC
PRX Control Solutions
KAMINO
CEPTINEL
MARK2MARKET
anima

Crowdfunding

Equity

FarmFolio SeSocio terrenta
axend ARKANGELES briq

Horizontal

catarse SPORTAFOLIO MESFIX
APOIA.se ideame vki

CRYPTO SPECIALIST

WESLEY SMITH



- 10+ years of Software Engineering Experience
- Six Years of Experience in Cryptocurrency and Blockchain
- Certified Blockchain Developer
- Engineering Team Lead, Managed Teams in LA, China, and India
- Developed Crypto Exchange and OTC Product for Large Transactions

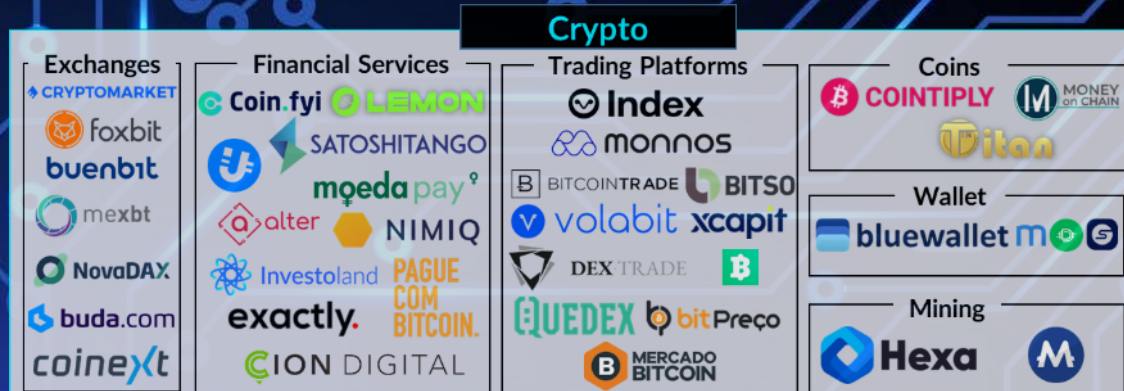
ACTIVE INVESTORS IN CRYPTO COMPANIES

TIGERGLOBAL

SoftBank

>NxtP.Labs

KASZEK

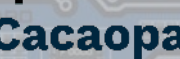
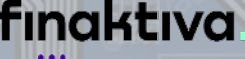
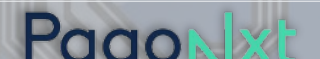
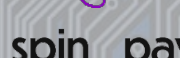
QED
INVESTORS

Most Funded Companies		
Founding Year	Company	Disclosed Amt. (\$M)
2014	BITSO	\$331
2013	MERCADO BITCOIN	\$238
2014	foxbit	\$20
2019	LEMON	\$17
2021	CION DIGITAL	\$12



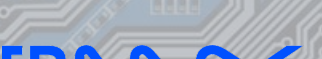
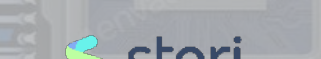
Selected Acquisition Activity*

Date (MM/DD): Implied Enterprise Value

   12/15 : \$229M	   8/23 : \$108.5M	   12/23 : \$74.7M
   5/3 : \$59.7	   3/11 : \$29.8M	   10/4 : \$29.8M
   12/13 : NA	   12/10 : NA	   12/7 : NA
   11/30 : NA	   11/23 : NA	   11/9 : NA
   10/27 : NA	   10/7 : NA	   10/6 : NA
   9/16 : NA	   9/15 : NA	   9/1 : NA

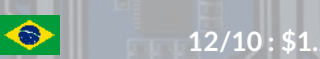
Selected Funding Activity

Date (MM/DD): \$ Raised / Funding Stage

  6/8 : \$750M / G	  6/15 : \$400M / C	  8/13 : \$350M / D
  4/19 : \$270M / Debt	  6/10 : \$250M / D	  5/5 : \$250M / C
  7/30 : \$200M / Debt	  7/1 : \$200M / B	  5/11 : \$190M / C
  11/11 : \$125M / C	  11/9 : \$125M / B	  6/22 : \$125M / E
  8/3 : \$120.5M / C	  8/24 : \$116M / B	  10/19 : \$108M / B
  12/2 : \$102M / C	  12/20 : \$80M / C	  12/6 : \$70M / B

IPO Activity

Date (MM/DD): \$Mkt. Cap

  12/10 : \$18.4B
  12/10 : \$1.2B
  12/10 : 319M
  12/10 : \$1.2B
  12/10 : \$2.2B

Source: K2 Proprietary Investment & M&A Transaction Database. All Amounts in USD. *Format: Acquirer on Top, Target on Bottom

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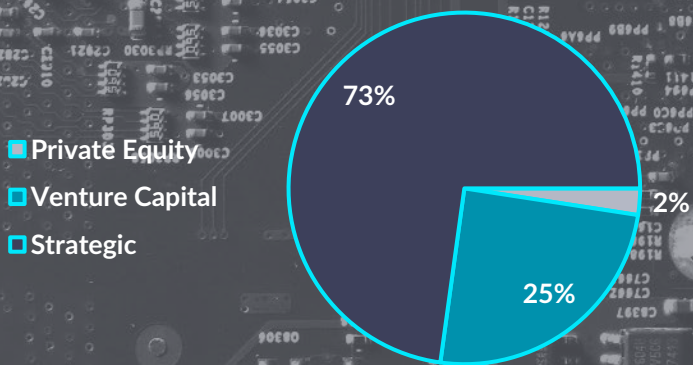
Cross-border investment into LatAm Fintech has increased over 1,370% in the last five years. PE investments increased over 5,500%.

INSTITUTIONAL INVESTMENT IN 2017

MAJOR LATAM INSTITUTIONAL INVESTORS | 2017



FUNDING ACTIVITY BY TYPE OF INVESTOR | 2017

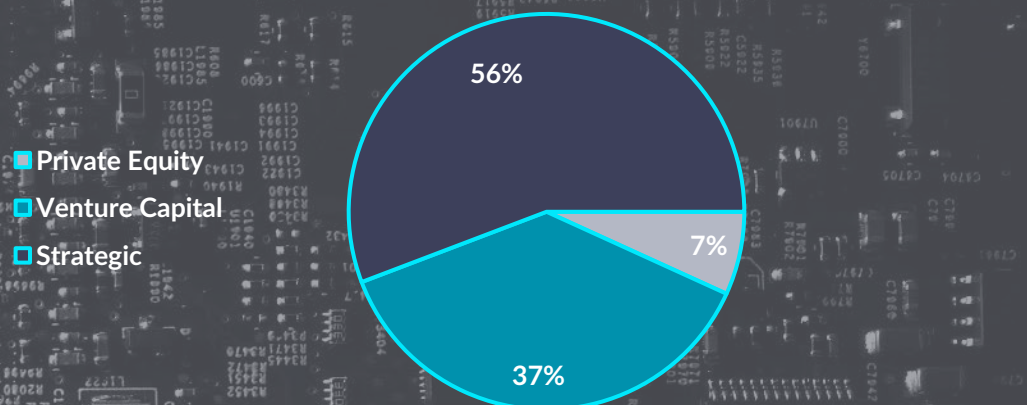


Total Deal Count: 206

Total Amount Invested: \$798M

INSTITUTIONAL INVESTMENT IN 2021

FUNDING ACTIVITY BY TYPE OF INVESTOR | 2021



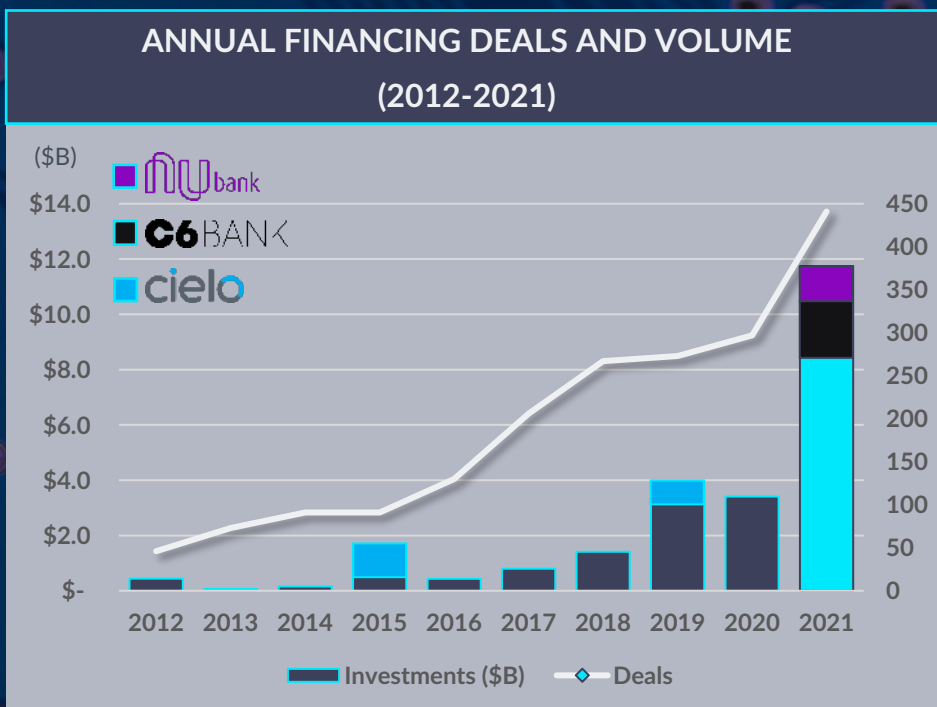
Total Deal Count: 441

Total Amount Invested: \$11,747M

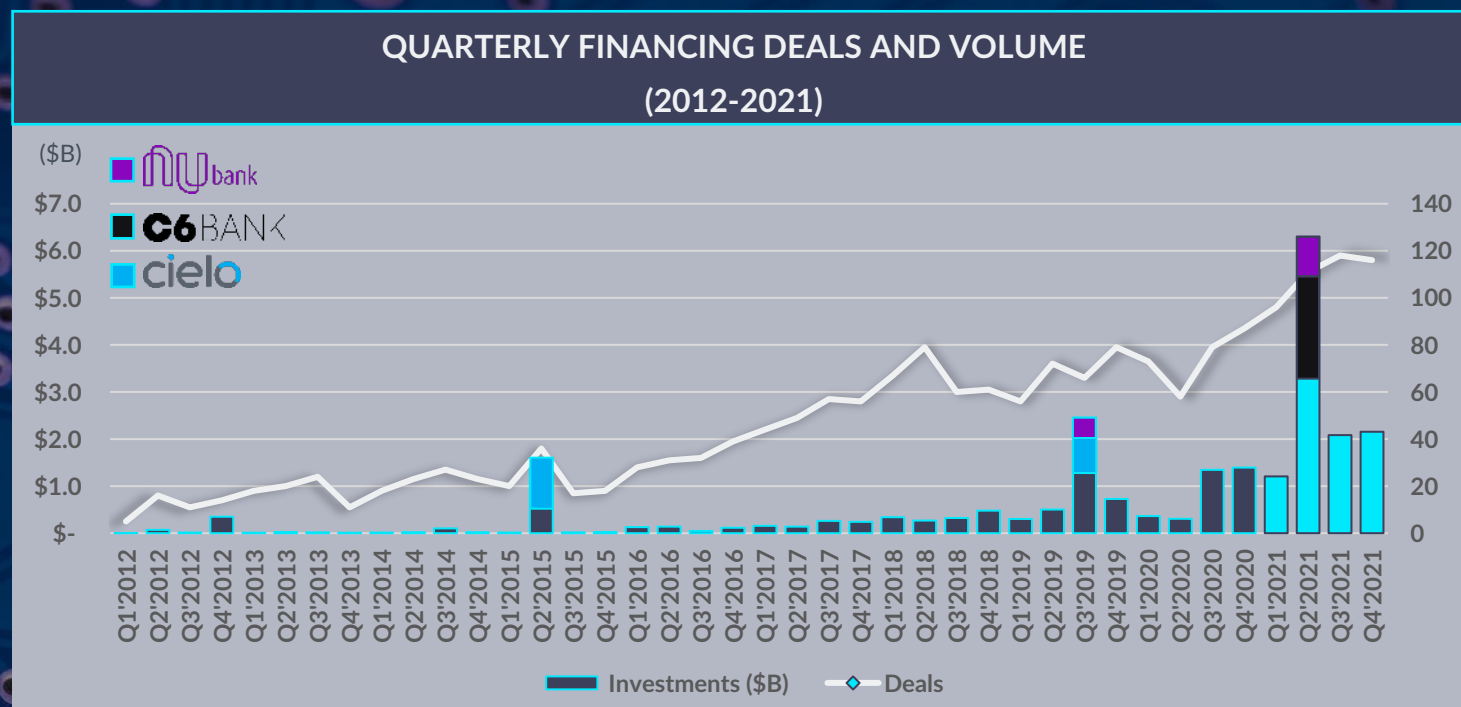
MAJOR LATAM INSTITUTIONAL INVESTORS | 2021



LatAm Fintech companies have raised \$24.1B across 1,915 transactions since 2012.



- **\$11.7B** was raised across **441** transactions in 2021
- 2021 financing activity has reached record highs by deal volume (**\$11.7B**), surpassing 2019's high by **\$7.7B**



- Over the last eight quarters, **\$15.1B** has been invested in LatAm Fintech companies.
- **\$11.7B** in 2021 was a record, with **\$1.2B** invested in Q1 2021 (96 deals), **\$6.3B** invested in Q2 2021 (111 deals), **\$2.1B** invested in Q3 2021 (118 deals), and **\$2.2B** invested in Q4 2021 (116 deals)
- Q2 2021 (**\$6.3B**) and Q4 2021 (**\$2.2B**) were the two record setting quarters of financing activity; 2021 was highlighted by **30 deals** that raised **\$100M+**

Investors Ranking Detail - Investors In LATAM
Fintech as of 2022

Ranking	Country	# of Investors
1.	United States 	361
2.	Brazil 	119
3.	Mexico 	61
4.	United Kingdom 	38
5.	China 	24
6.	Singapore 	24
7.	Argentina 	18
8.	Chile 	18
9.	Spain 	18
10.	Germany 	14
Others		153
TOTAL		848

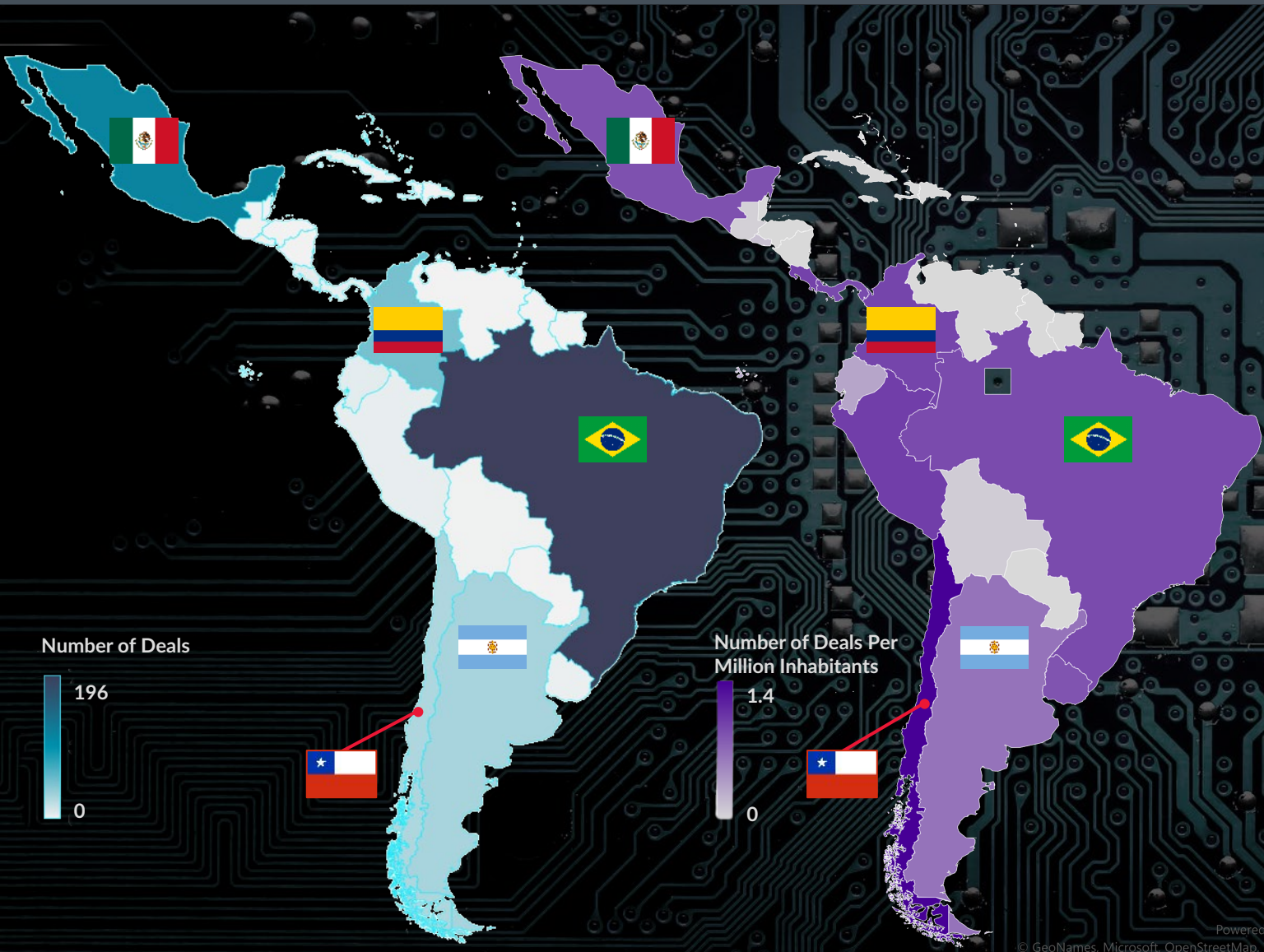
Number of Investors



Source: K2 Proprietary Investment & M&A Transaction Database. All amounts in USD.

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Mexico and Brazil are LatAm's main Fintech hubs, but Colombia and Chile have been growing steadily.



Funding Ranking Detail - Investments in LATAM Fintech in 2021

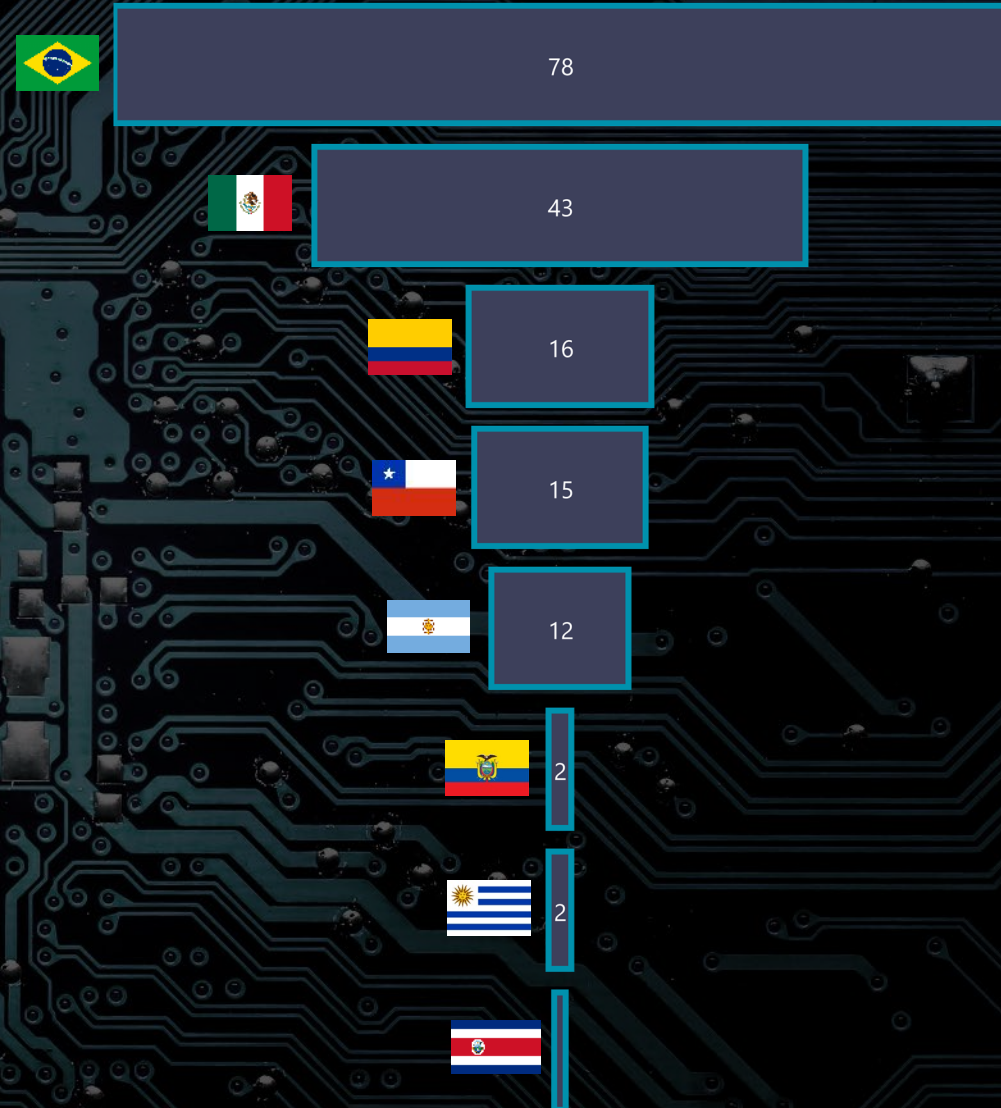
Ranking	Country	# of Investments	Total Invested*
1.	Brazil	196	\$ 9,375
2.	Mexico	114	\$ 4,041
3.	Colombia	49	\$ 1,036
4.	Argentina	30	\$ 731
5.	Chile	27	\$ 190
6.	Panama	3	\$ 10
7.	Costa Rica	3	\$ 9
8.	Guatemala	1	\$ 7
Others		18	\$1
TOTAL		441	\$ 15,400

Source: K2 Proprietary Investment & M&A Transaction Database. All amounts in USD. *This column only includes data from transactions in which the transaction values were disclosed.

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Ranking	Investor	# of Investments	Top Countries Invested In	Overall Stages of Entry
1.	 Combinator	39	Mexico (16), Brazil (7), Chile (7)	Seed, Series A
2.	 monashees+	18	Brazil (11), Argentina (3), Colombia (2)	Series A, Seed
3.	 QED INVESTORS	18	Brazil (11), Mexico (4), Argentina (2)	Series A, Seed
4.	 KASZEK	17	Brazil (10), Mexico (4), Chile (2)	Series A, Seed
5.	 VALOR CAPITAL GROUP, LLC	16	Brazil (13), Mexico (1), Chile (1)	Series A, Series B
6.	 MAGMA PARTNERS	15	Mexico (7), Brazil (2), Colombia (2)	Seed, Series A
7.	 CLOCKTOWER TECHNOLOGY VENTURES	14	Brazil (7), Colombia (1), Argentina (1)	Seed, Series A
8.	 bossanova	12	Brazil (10), Colombia (1), Chile (1)	Seed, Angel Investor
9.	 TIGERGLOBALE	10	Brazil (5), Mexico (2), Colombia (1)	Series B, Series A
10.	 SOMA CAPITAL	10	Mexico (4), Colombia (3), Brazil (2)	Seed, Series A

Countries By Number Of Investments





KUSHKI
 Founded: 2015
 HQ: Quito, Ecuador
 Amt. Raised: \$194M
 CEO: Aron Schwarzkopf

- Unicorn since June 2022.
- Payment processing solutions for businesses and merchants.
- Provides solutions such as recurring payments, checkout, payment links, card payments, and wire transfers.



Konfío
 Founded: 2014
 HQ: Miguel Hidalgo, Mexico
 Amt. Raised: \$746M
 CEO: David Arana

- Unicorn since September 2021.
- Financial solutions platform provider.
- It offers invoice financing, microloans, business credit lines, and SME credits.



BITSO
 Founded: 2014
 HQ: Mexico City, Mexico
 Amt. Raised: \$331M
 CEO: Daniel Vogel

- Unicorn since May 2021.
- Online trading & exchange platform for cryptocurrency.
- The platform enables users to buy and sell digital currencies.



nowports
 Founded: 2018
 HQ: Monterrey, Mexico
 Amt. Raised: \$393M
 CEO: Alfonso De Los Rios

- Unicorn since May 2022.
- AI and tech-enabled freight forwarding service provider.
- It is a digital platform that allows users to book their multi-modal freight forwarding services.



ualá
 Founded: 2016
 HQ: Buenos Aires, Argentina
 Amt. Raised: \$544M
 CEO: Pierpaolo Barbieri

- Unicorn since August 2021.
- NFC-enabled prepaid cards provider
- Its cards can be used for in-store payments, online purchases, cash withdrawal, and money transfers.



creditas
 Founded: 2012
 HQ: Itaim Bibi, Brazil
 Amt. Raised: \$829M
 CEO: Sergio Furio

- Unicorn since December 2020.
- Online platform for asset-backed consumer loans.
- Offers other loans such as personal loans, pay-roll loans, and salary advances.



Dock
 Founded: 2019
 HQ: Barueri, Brazil
 Amt. Raised: \$110M
 CEO: Antonio Soares

- Unicorn since May 2022.
- Open banking API solutions provider.
- It provides a white-label mobile banking platform along with white-label debit cards.



Unico
 Founded: 2007
 HQ: Sao Paulo, Brazil
 Amt. Raised: \$337M
 CEO: Diego Martins

- Unicorn since August 2021.
- Provides a facial recognition solution to businesses for better onboarding and security. It helps in validating and hiring candidates.



d-local
 Founded: 2016
 HQ: Montevideo, Uruguay
 Amt. Raised: \$350M
 CEO: Sebastian Kanovich

- Unicorn since September 2020.
- Payment gateway solutions for businesses.
- Its platform allows businesses to accept payments, send payouts, and settle funds globally.



CLARA
 Founded: 2019
 HQ: Mexico City, Mexico
 Amt. Raised: \$104M
 CEO: Daniel Vogel

- Unicorn since December 2021.
- NFC-enabled credit card and expense management solutions for corporates.
- App is available for both Android and IOS devices.



MERCADO BITCOIN
 Founded: 2013
 HQ: Sao Paulo, Brazil
 Amt. Raised: \$238M
 CEO: Diego Martins

- Unicorn since July 2021.
- Online trading platform for cryptocurrency.
- It allows users to buy & sell multiple assets through the platform and exchange digital assets.



EBANX
 Founded: 2012
 HQ: Curitiba, Brazil
 Amt. Raised: \$430M
 CEO: João Del Valle

- Unicorn since October 2019
- Payment processing solutions for businesses.
- Helps international merchants to reach their customer base.



cloudwalk
 Founded: 2013
 HQ: Sao Paulo, Brazil
 Amt. Raised: \$365M
 CEO: Luis Silva

- Unicorn since November 2021.
- Plug-and-play payment platform for merchant acquirers.
- Its platform capabilities include planning, development, deployment and monitoring payment devices.

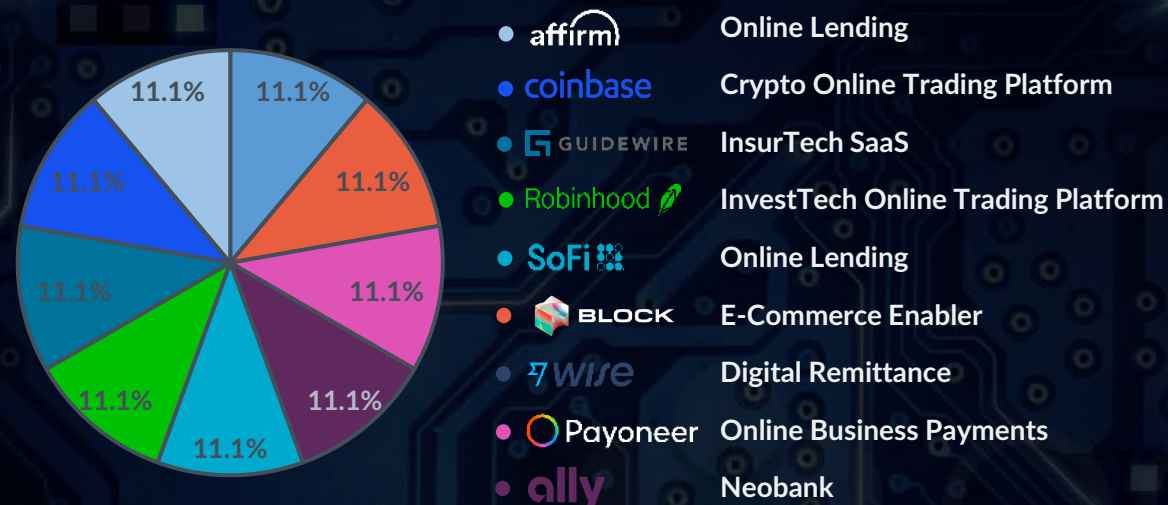


clip
 Founded: 2012
 HQ: Mexico City, Mexico
 Amt. Raised: \$396M
 CEO: Adolfo Babatz

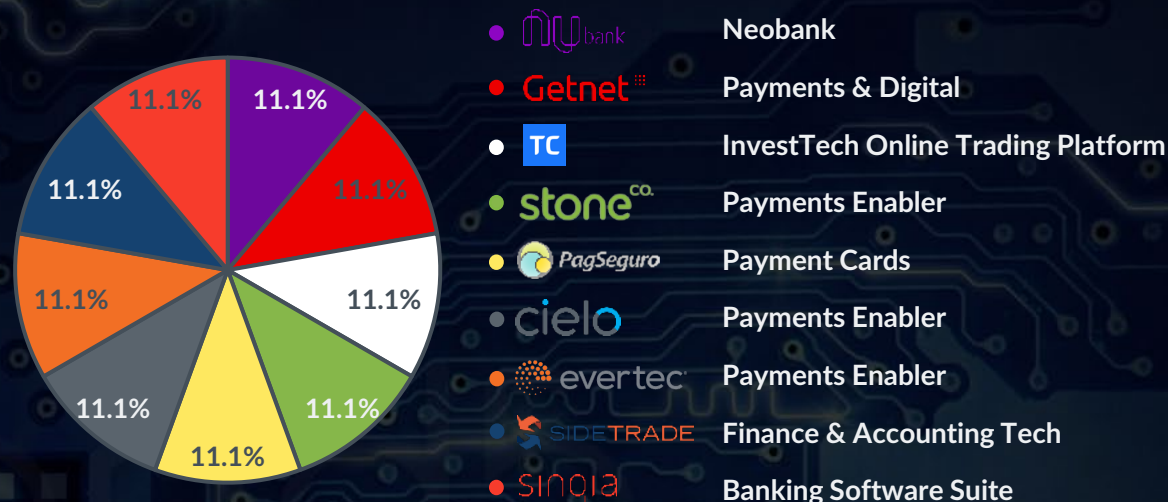
- Unicorn since July 2021.
- Provider of mPOS solutions to offline retailers.
- It enables retailers to accept payments on their smartphone or tablet using the Clip card reader.

****K2's Definition of a Unicorn: a privately-held startup company valued at over \$1B that has grown organically (substantially) and has not had a change of control transaction.**

K2 U.S. Fintech Index ("K2USFI")



K2 LatAm Fintech Index ("K2LAFI")



Source: K2 Proprietary Investment & M&A Transaction Database. All amounts in USD.

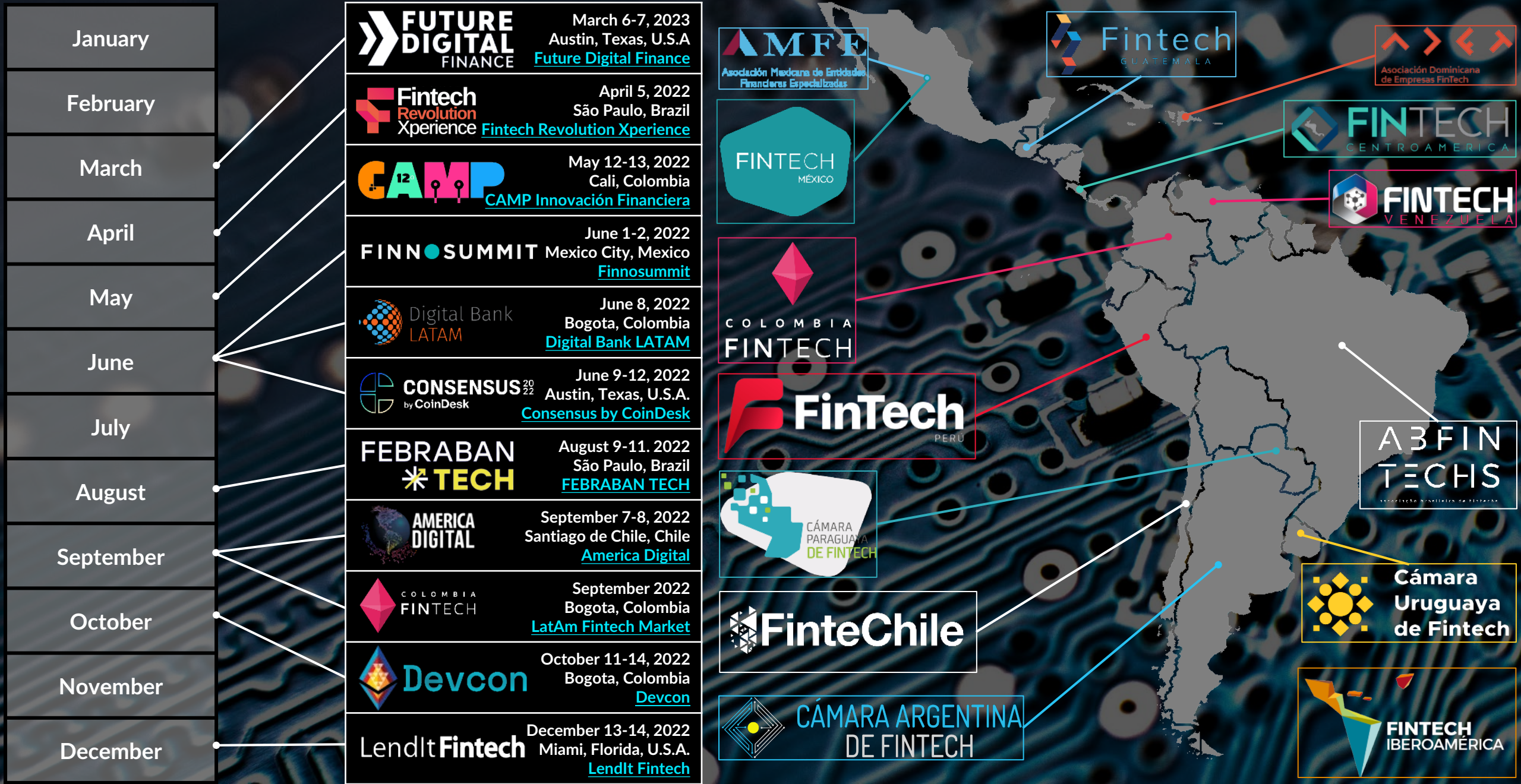
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LatAm Fintech public companies have lost an average 16% of their market cap in 2022, U.S. referents have lost 57% on average.



Source: K2 Proprietary Investment & M&A Transaction Database. All amounts in USD. Stock price data above is through 6/30/22.

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