The Pulse of Fintech, 2015 in Review

Global Analysis of
Fintech Venture Funding

March 9, 2016

Welcome message

2015 was the year that fintech entered the mainstream. With respect to VC funding in particular, over US$13.8 billion was deployed to a wide variety of fintech companies globally, more than double the value of VC investment in fintech in 2014.

One key to fintech's growing prominence in the VC community is the diversity of interests considered 'fintech'. Almost every major process within banking and insurance is being targeted by fintech companies globally, either to disrupt the incumbents or, increasingly, to enable them to serve their customers better or reduce costs.

While many big banks and insurers have set up their own fintech corporate venture funds, they've also increasingly looked to partnership models with fintech companies to find an edge over their competitors. In effect, these banks have moved from unbundling services to re-bundling them – from disruption to co-creation. Part of the competitive advantage banks have over new market entrants is trust. But to fully become the real-time, innovative and modern trusted adviser, they have to be willing and able to plug and play with fintech companies to provide customers with an amazing, personalized, secure, easy and inexpensive experience to better manage their financial lives.

Unlike some other investment areas, fintech is gaining momentum in every region of the world – with hubs developing across Asia, Europe and North America. There are many unique factors driving interest in different regions, from diversification and sub-sector diversification to growth in deal size and an enhanced focus on fintech as an enabler rather than a disruptor.

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CB Insights is a National Science Foundation backed software-as-a-service company that uses data science, machine learning and predictive analytics to help our customers predict what's next—their next investment, the next market they should attack, the next move of their competitor, their next customer, or the next company they should acquire.

Welcome message (cont.)

At KPMG and CB Insights, we believe fintech's scope, scale and ongoing evolution make it a critical area that VC investors need to watch. That is why we are partnering to bring you the pulse of fintech investment globally. Each quarter, we'll highlight the top fintech deals, issues and challenges around the world, in addition to key trends and insights in the industry.

This quarter, we examine key global trends along with what's happening in fintech within key regions. We also put the spotlight on Blockchain – the technology some believe will be key to the future of banking – to see whether it lives up to all the hype.

We hope you find this first edition of *The Pulse of Fintech* report informative. If you would like to discuss any of the results in more detail, please contact a KPMG adviser in your area.

Kind regards,

Warren Mead

Global Co-Leader of Fintech, KPMG International, Partner, KPMG in the UK

Ian Pollari

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WHAT THE PULSE OF FINTECH REPORT COVERS

The Pulse of Fintech report gives a detailed look at trends and data covering ***equity transactions to venture capital-backed fintech companies globally***. For a full definition of data included in this report, see Page 80.

While fintech covers a diverse array of companies, business models and technologies, companies generally fall into several key verticals, including:

Lending tech: Lending companies on the list include primarily peer-to-peer lending platforms, as well as underwriter and lending platforms using machine learning technologies and algorithms to assess creditworthiness.

Payments/Billing tech: Payments and billing tech companies span from solutions to facilitate payments processing to payment card developers to subscription billing software tools.

Personal finance/Asset management: Tech companies that help individuals manage their personal bills, accounts and/or credit, as well as manage their personal assets and investments.

Money transfer/remittance: Money transfer companies include primarily peer-to-peer platforms to transfer money between individuals across countries.

Blockchain/Bitcoin: Companies here span key software or technology firms in the distributed ledger space, ranging from bitcoin wallets to security providers to sidechains.

Institutional/Capital Markets Tech: Companies either providing tools to financial institutions such as banks, hedge funds, mutual funds or other institutional investors. These range from alternative trading systems to financial modeling and analysis software.

Equity crowdfunding: Platforms that allow a collection of individuals to provide monetary contributions for projects or companies provisioned in the form of equity.

Insurance tech: Companies creating new online carriers, brokerage and distributional platforms.

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All monetary references contained in this report are in USD

SUMMARY OF FINDINGS

MEGA-ROUNDS PUSH 2015 FINTECH FUNDING TO ALL-TIME HIGH

2015 fintech funding more than doubles 2014 total: Globally, funding to VC-backed companies in 2015 hit an all-time high of $13.8B, up 106% versus 2014's total of $6.7B.

Deals taper off in the second half of 2015: Large deals were the headline of 2015, largely driving the funding trends. Deal activity fell for the final 2 quarters, including Q4'15, which saw just 154 deals, the lowest quarterly total since Q3'14.

Mega-rounds spread through fintech: Between 2011 and 2013, there were fewer than 15 $50M+ rounds to venture-backed fintech companies in aggregate. In 2015 alone, the number of $50M+ fintech deals jumped past 60.

Corporates active in one of every four fintech deals: Corporates have participated in 25 percent or more of all fintech deals for 3 quarters straight, as corporates in financial services, telecom and technology become increasingly active.

US FINTECH FUNDING SOARS PAST $7B IN 2015, DEALS ON DECLINE

New high-water mark: 2015 was a new high-water mark for fintech financing as mega-rounds pushed US fintech funding to $7.39B across 351 deals. On a year-over-year basis, 2015 saw a 72% rise from 2014's fintech funding total. The spike in US fintech funding came despite a minor increase of just 15 deals from 2014.

US fintech deal activity falls for second straight quarter: US fintech deals hit a five-quarter low in Q4'15 as quarterly funding fell below $1B.

Mid-stage fintech deals heat up: Series B deal share to US fintech companies hit a 5-quarter high in Q4'15. Series A deals took one quarter or more of all US fintech deals for the second straight quarter.

Late-stage deal sizes come back to earth: Median late-stage fintech deal sizes rose to $75M in Q3'15 on the back of $100M+ mega-rounds to SoFi, Avant and Kabbage. But Q4'15 saw median late-stage deal sizes fall back to $38M.

Note: Report only includes all equity rounds to VC-backed fintech companies

CB Insights tracked a large number of mega-deals to VC-backed fintech companies this quarter that included hedge funds or mutual funds, for example. This report includes all of those rounds. This report does not cover companies funded solely by angels, private equity firms or any debt, secondary or line of credit transactions. All data is sourced from CB Insights. Page 80 details the rules and definitions we use.

SUMMARY OF FINDINGS

EUROPE FINTECH FUNDING HITS $1.5B IN 2015

European fintech funding deals rise in 2015: VC-backed fintech companies in Europe raised $1.48B in funding across 125 deals in 2015. It was the second straight year of $1B+ invested in European fintech companies, as deal activity rose 28% on a year-over-year basis.

Early-stage deal sizes fall in second half: Early-stage median deal size in Europe fell below $2M in Q3’15 and Q4’15 after a spate of larger Series As pushed Q2’15’s median to $6.7M.

UK dominates Germany fintech funding in 2015: UK fintech funding outpaced that of Germany by 398% in 2015 thanks, in part, to large deals to Funding Circle, WorldRemit and Ebury, among others.

Corporates less prominent in Europe fintech deals: Corporates have participated in less than 15% of VC-backed fintech deals in 4 of the past 5 quarters, including just 10% in Q4’15.

Lack of Europe fintech mega-rounds: 2015 saw Asia garner 113% more $50M+ fintech deals than in Europe and 375% more mega-rounds in North America than in Europe.

RECORD YEAR FOR ASIA FINTECH ENDS WITH A TEPID QUARTER

Asia fintech funding quadruples 2014 total. In 2015, funding to VC-backed fintech companies in Asia exploded to hit $4.52B across 130 deals. The spike is attributable to a notable rise in $50M+ fintech deals, which included One97, Dianrong, and BankBazaar, among others.

Q4’15 falls back after $1B+ quarters: After hitting $1B+ in both Q2’15 and Q3’15, Asian fintech funding fell $1B in Q4’15 from the quarter prior. The steep drop came despite a smaller decrease of just 18% in deal activity.

Fintech mega-rounds spike in Asia: After taking fewer than 10 $50M+ deals between 2011 and 2014, Asia saw 17 $50M+ deals to venture-backed fintech startups in 2015.

Corporates extend reach in Asia fintech: With the presence of Alibaba, Tencent, Baidu, Rakuten, and others, corporates participated in 40% of all financing deals to Asian VC-backed fintech companies in Q4’15. Corporates participated in nearly half of all deals to Asian VC-backed fintech companies in Q3’15.

Asia fintech seed deal share falls: Asia fintech activity has shifted toward the mid-stage as Q4’15 saw Series B and Series C stage activity combine to take 29% of activity. In the same quarter, fintech seed deal share fell to a 5-quarter low of 16%.


In 2015 VC-backed fintech companies raised
$13.8B
across
653 deals

Fintech taking center stage globally

In 2015, innovations in banking took center stage in the fintech space. Across the world, investors were drawn to the potential of fintech – not only as a disruptor to big banks, but as an enabler for big banks to kick-start their own innovation.

The force of change is becoming impossible to ignore, with mobile-enabled consumers having more options than ever. The rising tide of millennials is demanding more personalized and convenient services. This is a big concern for banks, which recognize that trust with millennials is difficult to establish. The reality is this demographic seems more interested in advice from friends, family and their social networks than they are from corporate financial advisers.

It's a challenging but exciting time. It's hard to imagine how fintech will evolve next. Geographic diversification has led to fintech hubs rising in numerous locations – London, Sydney, Tel Aviv, Singapore and Hong Kong to name a few. Embracing fintech is not simply about looking to Silicon Valley. Different geographies are putting their own spin on fintech, creating new sub-sectors almost every day. While the rise in mobile in Asia opens the door to reaching unbanked and under-banked communities, in Europe fintech seems more focused on creating efficiency, cost-effectiveness and just-in-time personalized services to meet growing customer demand.

Given the diverse factors driving the evolution of fintech globally, it's not surprising that investment into VC-backed fintech companies soared to $13.8 billion in 2015. This increase of more than 100% is even more significant given that 2011 fintech investment was only $2.1 billion.

Deal volume also increased, from 586 in 2014 to 653 in 2015 – although the rise was nowhere near as significant as the increase in deal value. This highlights that interest in fintech is gaining momentum, with average deal size going up dramatically compared to historical levels. It appears VC investors are committing more money to fintech with the belief that banking and insurance are industries ripe for change.

Other key global trends in 2015 included:

Payments and lending options lead the fintech space – but insurance poised for growth

The traditional banking functions of payments and lending have been the key sub-sectors driving fintech historically. In fact, of the 19 fintech unicorns globally (VC-backed companies valued at over $1 billion), the vast majority are focused on either payments processing or on lending technologies. Companies like Stripe on the payments side and SoFi on the lending side have been making serious waves among VC investors. However, payments and lending may not stand alone for much longer. Interest in insurance-focused startups is growing quickly, with unicorns Zenefits, Oscar and Gusto all reflecting new models of insurance, payroll or benefits provision.

Fintech taking center stage globally (cont.)

Deal size growing across regions

While fintech deal numbers are up year over year, the most significant changes have been in the value of deals. Marketplace lender SoFi's $1 billion Series E funding highlights the significant attention that up-and-coming fintech companies are attracting. Kabbage, Dianrong and a number of others also achieved significant funding rounds. The rise of $50m+ mega-rounds across the world reflect increasing interest in established entrepreneurs and business models that could be quick-to-market.

Corporates playing a big role in fintech – especially in Asia

While VC investors may be becoming more cautious overall, corporates are expected to keep interest in fintech high over the next few quarters. While big banks have long seen fintech companies as potential competitors, in the last year they have begun to see them as potential enablers. For many, major tech giants such as Google and Apple are becoming much more of a threat than fintech startups, pushing banks to work with the latter to get out ahead of the former. Given this shift, it's not surprising that corporate participation in global deals to VC-backed fintech companies accounted for 25 percent of investment –although this number varies dramatically, from 40 percent in Asia to just 10 percent in Europe.

Fintech investment may have slowed in Q4'15, but not expected to be held back for long

As investors grew more cautious toward the end of 2015, total global VC investment dropped significantly – from $38.7 billion to $27.2 billion between Q3 and Q4. Fintech also experienced a similar decrease – from $4.7 billion to $1.7 billion over the same period. This drop was likely a reflection of growing caution across all areas of VC investment, rather than a concern with fintech in particular.

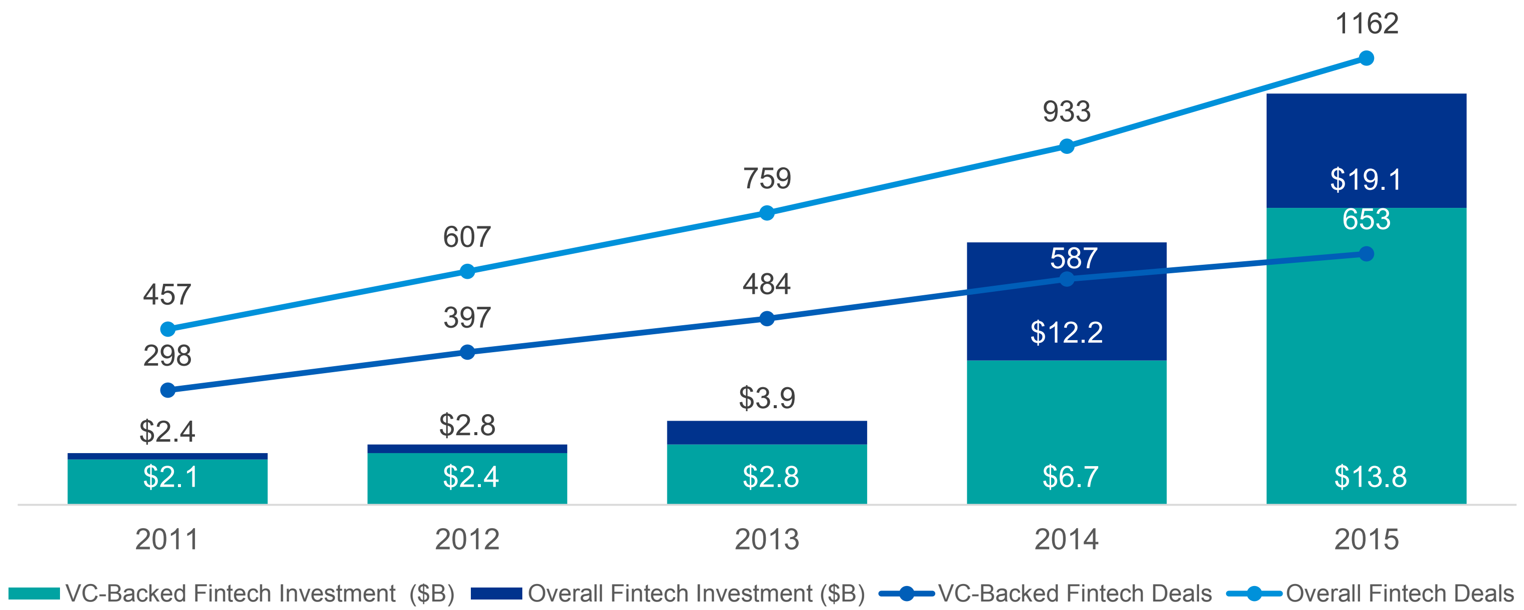
While caution is expected to continue to be a trend over the next few quarters, fintech interest is not likely to be held back for long. For the short-term, corporate investment in fintech will likely take center stage as corporates pursue longer term objectives associated with the perceived value that fintech can provide to their own organizations.

VC-BACKED FINTECH COMPANIES TAKE 73% OF OVERALL FINTECH FUNDING IN 2015

VC-backed fintech companies are taking a greater portion of overall fintech investment. In 2014, VC-backed companies made up 55% of overall fintech investment dollars.

Annual Global Fintech Financing Trend

VC-Backed Fintech Companies vs. Overall Fintech Investment, 2011 - 2015*



*Overall investment includes fintech funding by angel investors, angel groups, private equity firms, mutual funds, hedge funds, VC, corporate and corporate VC investors.

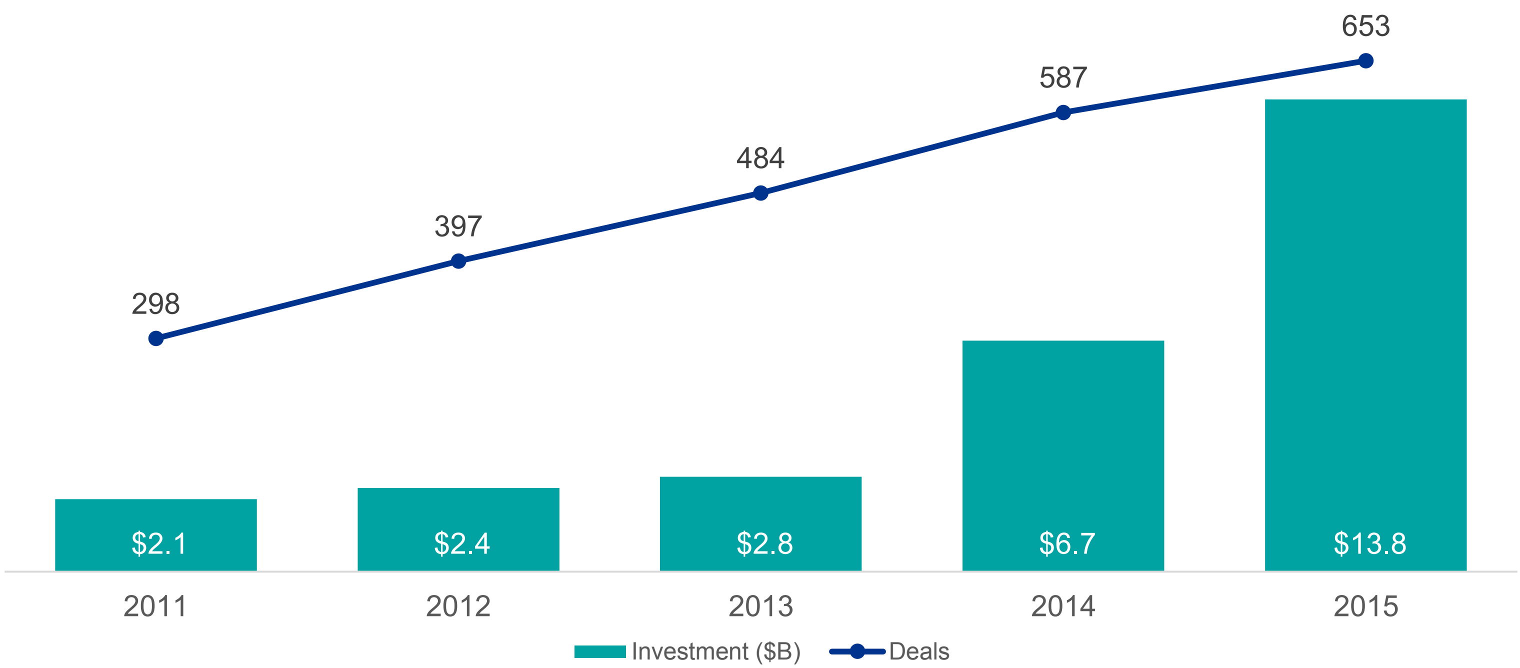
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

$13.8B DEPLOYED ACROSS 653 DEALS TO VENTURE CAPITAL-BACKED FINTECH COMPANIES IN 2015

Limiting the data to equity funding involving VC-backed fintech companies shows 2015 reached a multi-year high, topping 2014’s VC-backed total by 106%. Deal activity grew 11% compared to 2014 and a whopping 119% compared to 2011.

Annual Global Financing Trends to VC-Backed Fintech Companies

2011 – 2015



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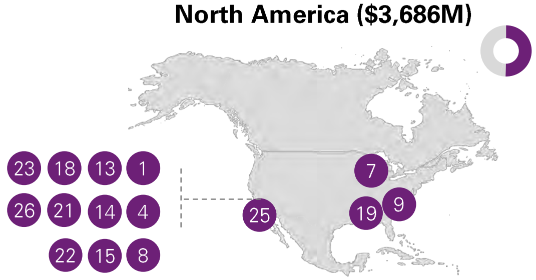
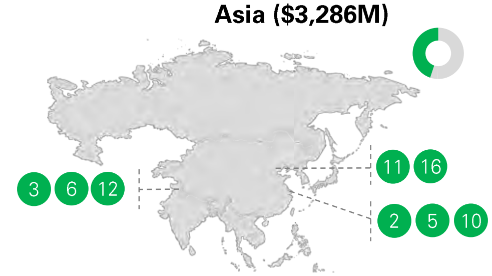
26 LARGEST FINTECH DEALS OF 2015

North America ($3,686M)



Europe ($350M)

Asia ($3,286M)



1	Social Finance	$1,000M	Series E	14	Credit Karma	$175M	Growth Equity - III
2	Zhong An Insurance	$931M	Private Equity	15	Prosper Marketplace	$165M	Growth Equity - II
3	One97 Communications	$680M	Corporate Minority - III	16	Rong360	$158M	Series D
4	Zenefits	$500M	Series C	17	Funding Circle	$150M	Series E
5	Lu.com	$485M	Private Equity	18	SoFi	$150M	Series E - II
6	One97 Communications	$375M	Corporate Minority - II	19	Kabbage	$135M	Series E
7	Avant	$325M	Series E	20	Atom Bank	$128M	Series B
8	Affirm	$275M	Series B	21	Zuora	$115M	Series F
9	AvidXchange	$225M	Growth Equity	22	21 Inc	$111M	Series C
10	DianRong	$207M	Series C	23	FinancialForce.com	$110M	Series D
11	Qufenqi	$200M	Series E	24	WorldRemit	$100M	Series B
12	One97 Communications	$200M	Corporate Minority	25	Chrome River Technologies	$100M	Series D
13	Social Finance	$200M	Series D	26	Symphony Communication Services	$100M	Series B

Accounting & Finance · Billing, Expense Management and Procurement · Comparison Shopping · Marketplace

Conferencing & Communication · Electronics & Appliances · HR & Workforce Management · Payments

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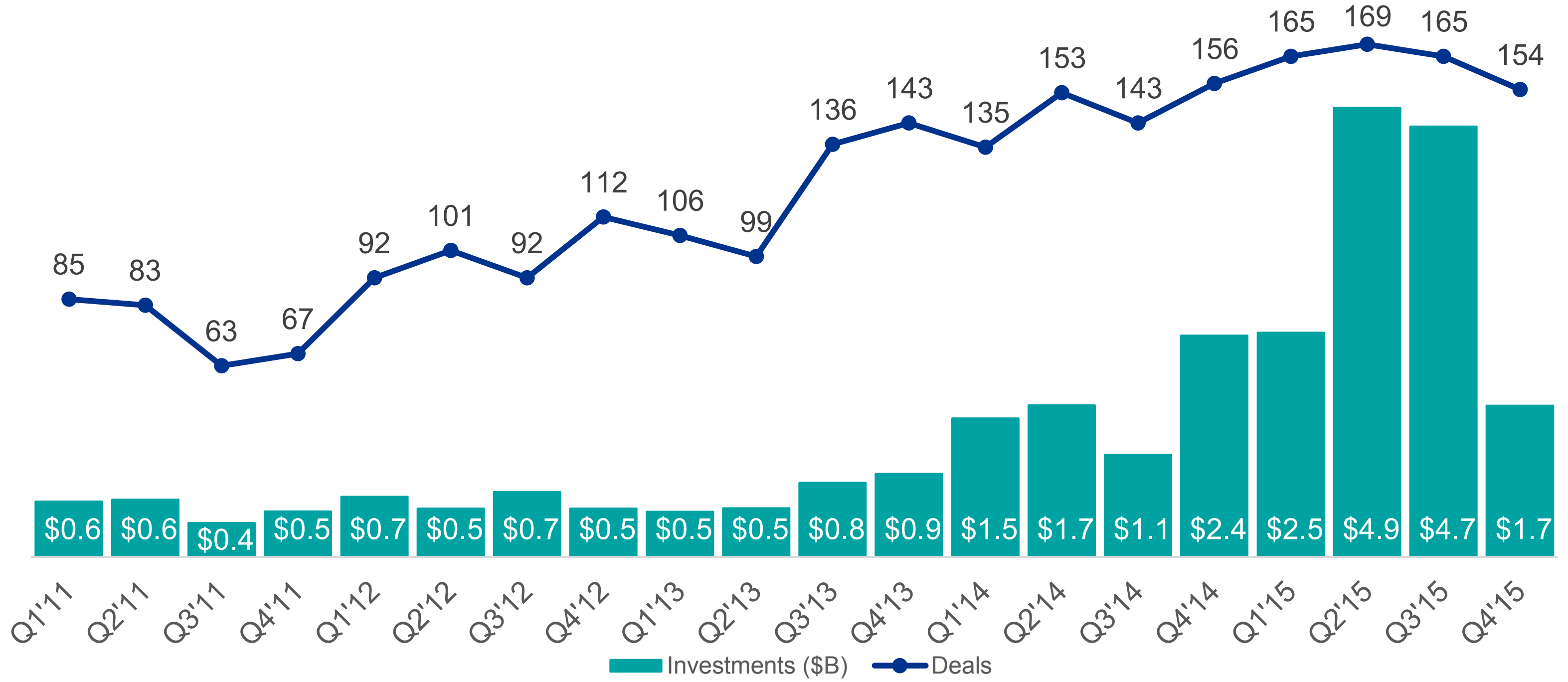
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

Q4’15 FINTECH FUNDING SEES STEEP DROPOFF AS DEALS SEE LOWEST QUARTERLY TOTAL OF 2015

After mega-rounds including a $1B round to marketplace lender SoFi buoyed Q3’15, fintech funding cooled off in Q4’15. Funding fell 64% amid a drop in $100M+ round activity vs. the previous quarter, while deal activity fell 7%.

Quarterly Global Financing Trends to VC-Backed Fintech Companies

Q1’11 – Q4’15



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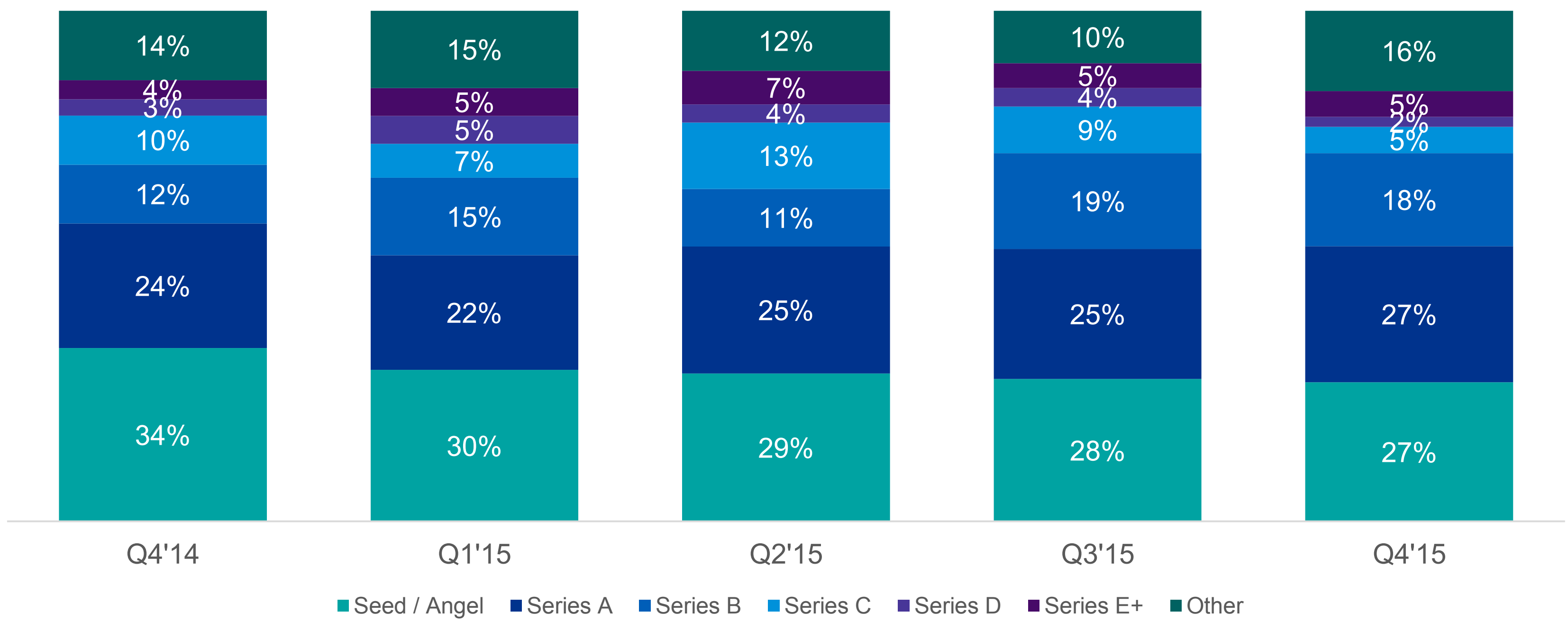
SERIES A FINTECH DEALS HIT FIVE-QUARTER HIGH

Fintech deal share to Series A investments hit 27% in Q4’15, after taking 24% of all fintech deals in the same quarter last year. Seed deal share fell to a five-quarter low in Q4’15 at 27%, after taking 34% of all fintech activity in Q4’14.

Quarterly Global Fintech Deal Share by Stage

Q4’14 – Q4’15



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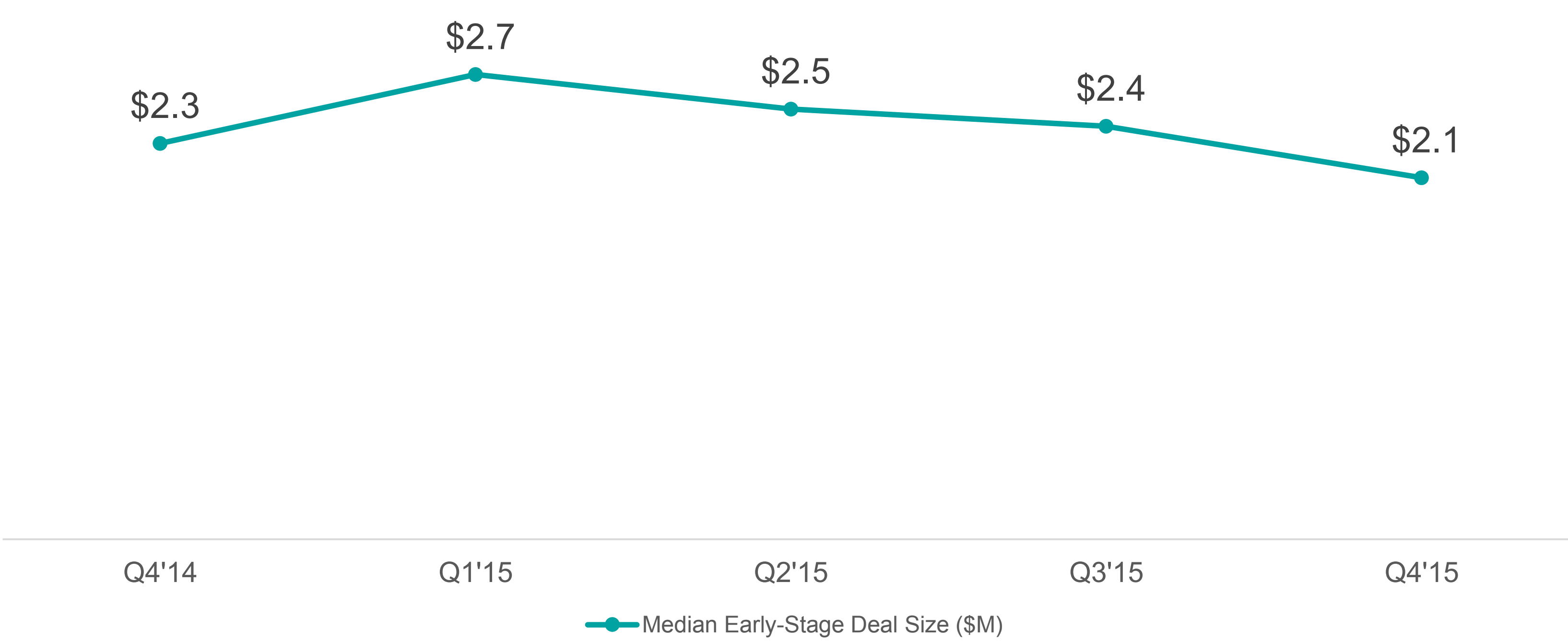
MEDIAN EARLY-STAGE FINTECH DEAL SIZE REACHES FIVE-QUARTER LOW IN Q4’15

Median early-stage (Seed - Series A) deal size among all VC-backed fintech companies was $2.1M in Q4’15, down 13% versus the previous quarter and 22% from Q1’15’s high of $2.7M.

Global Early-Stage Fintech Deal Size

Q4’14 – Q4’15



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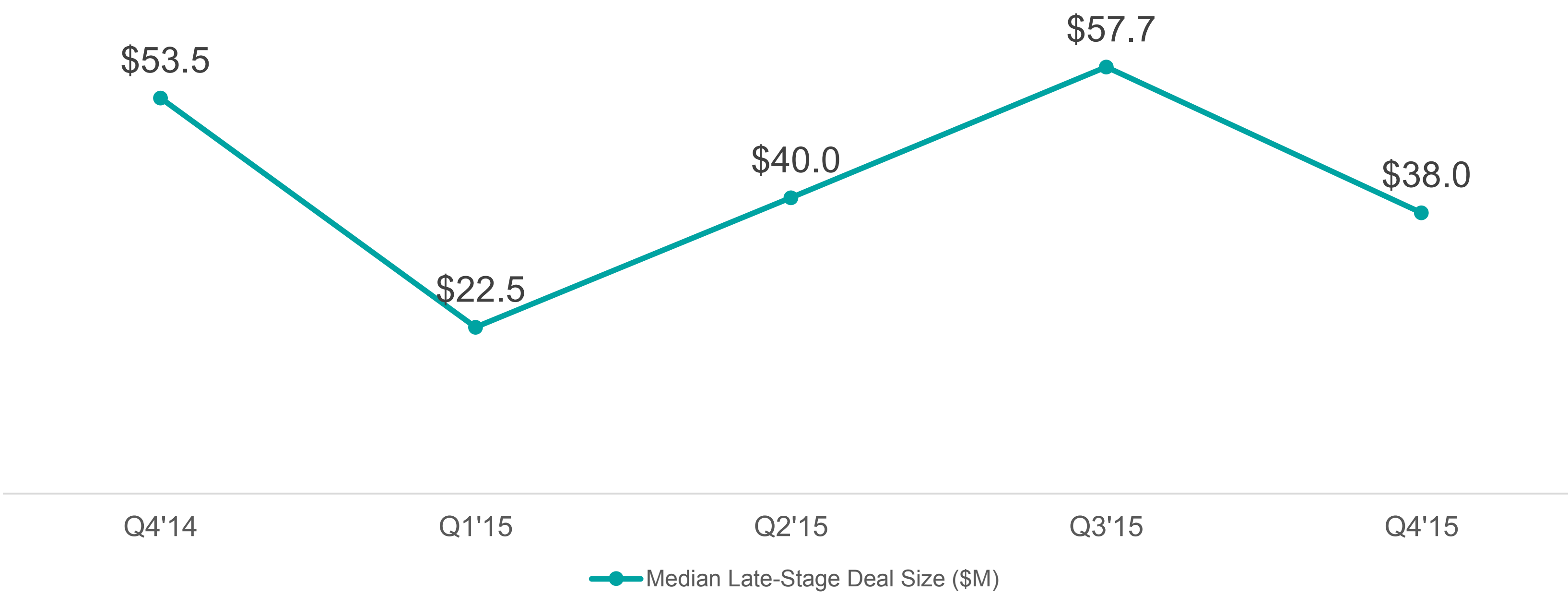
GLOBAL MEDIAN LATE-STAGE DEAL SIZES FALL OFF PREVIOUS HIGH IN Q4'15

After multiple $100M+ fintech rounds in Q3'15 boosted the median late-stage deal size (Series D+) to $57.7M, deal sizes fell in Q4'15 to $38.0M. The Q4'15 deal size drop came after two consecutive quarters of rising late-stage median deal sizes.

Global Late-Stage Deal Size

Q4'14 – Q4'15



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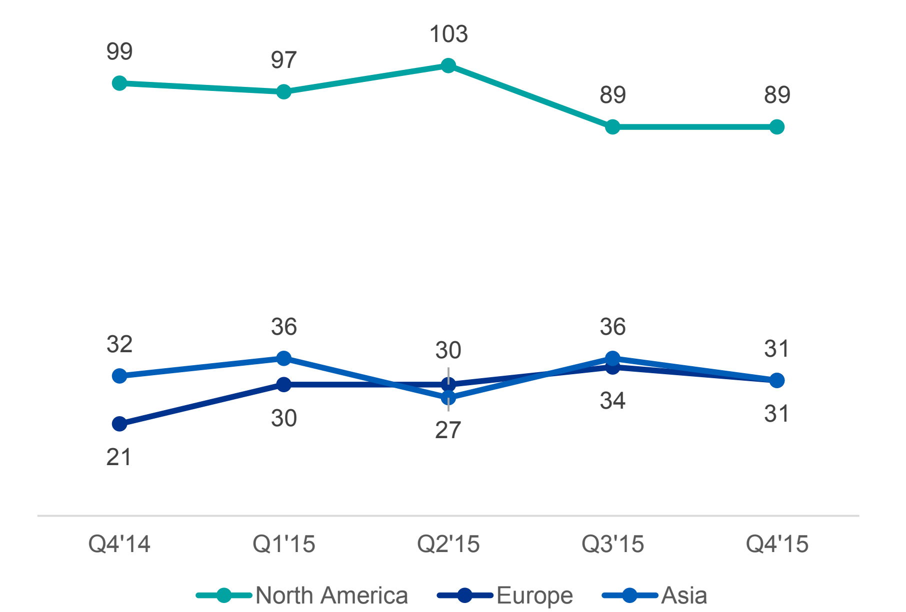
VC-BACKED FINTECH COMPANIES SEE HUGE Q4'15 FUNDING DROP ACROSS CONTINENTS

Fintech funding matched or dropped to five-quarter lows across North America, Asia and Europe in Q4'15. This despite deal activity remaining relatively level with Q3'15 totals. Funding in that quarter was buoyed by large mega-rounds to the likes of SoFi, Avant, and Kabbage.

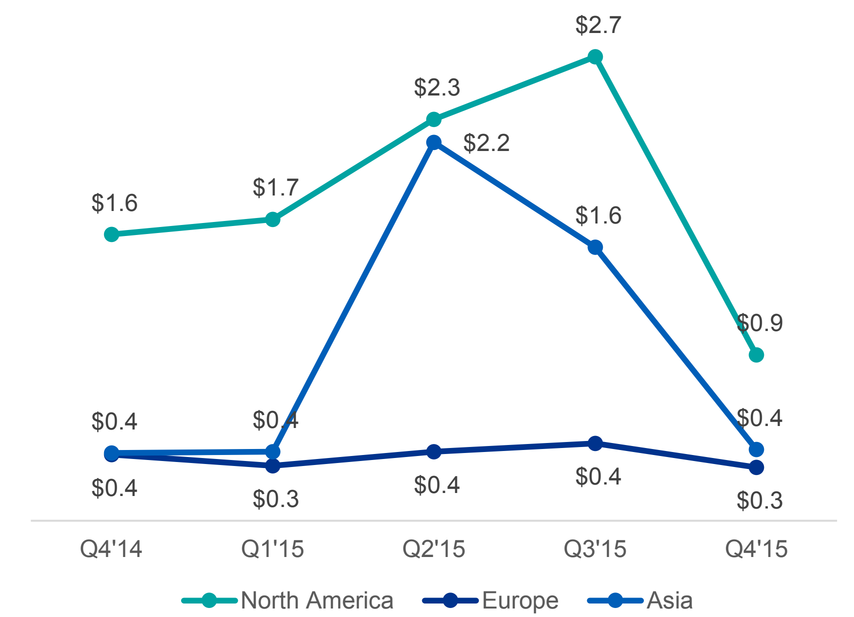
Deal Count by Continent

Q4'14 – Q4'15



Investment ($B) by Continent

Q4'14 – Q4'15



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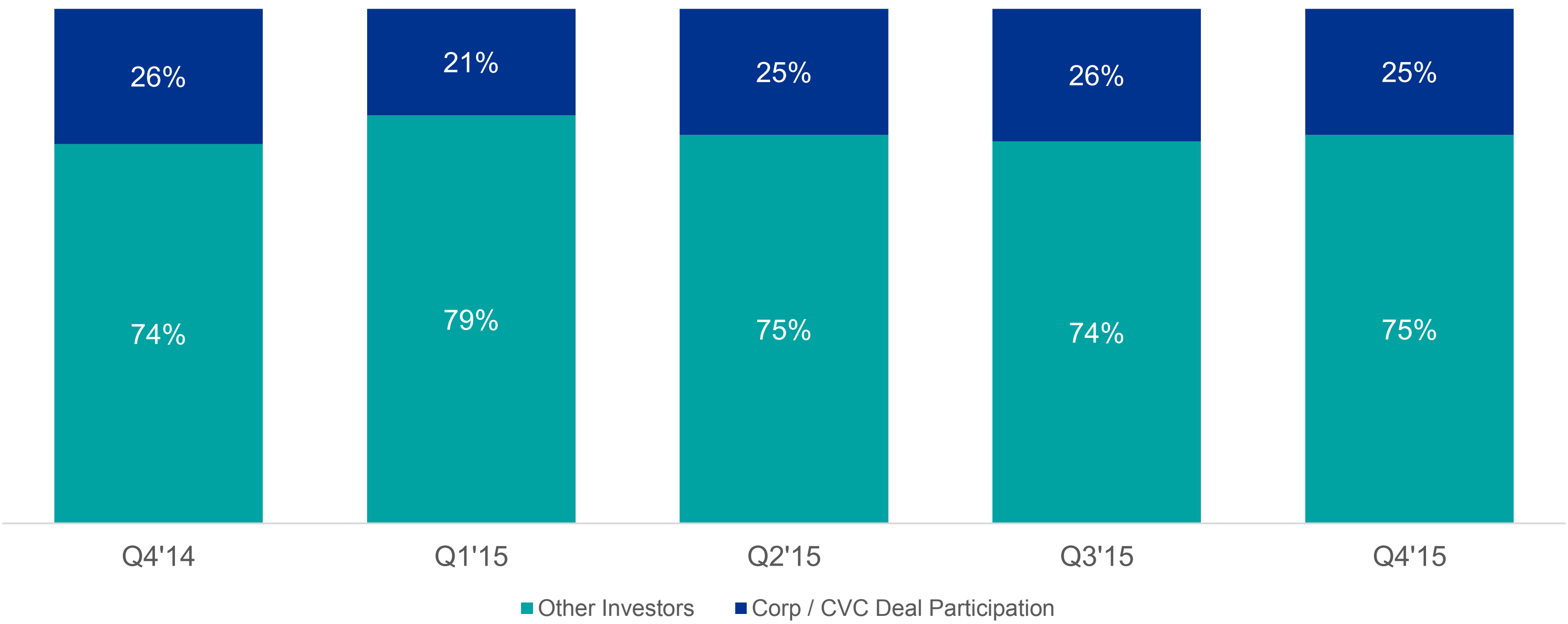
CORPORATES PARTICIPATE IN 1 OF EVERY 4 FINTECH DEALS

In the past three quarters, corporations and their venture arms have participated in 25%+ of all global deal activity to VC-backed fintech companies.

CVC Participation in Global Deals to VC-Backed Fintech Companies

Q4’14 – Q4’15



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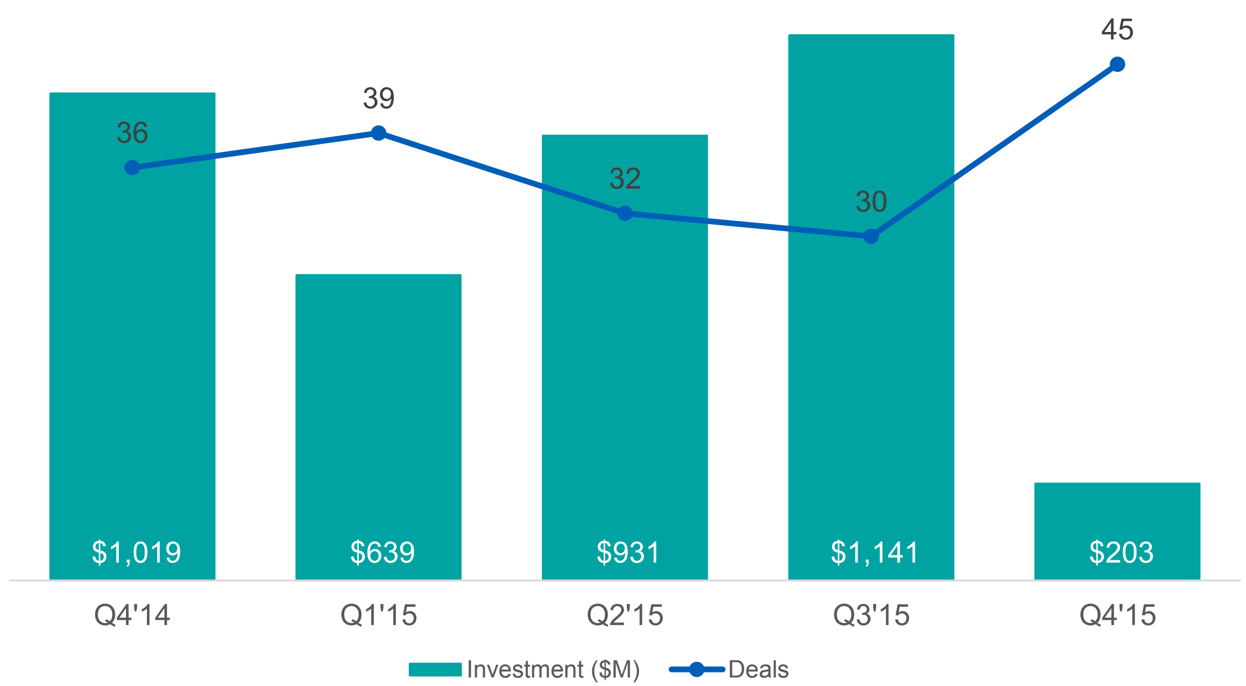
PAYMENTS TECH VC-BACKED INVESTMENT ACTIVITY

Top Deals & Countries, 2015

Payments Tech Investment Activity

VC-Backed Companies, Q4'14 – Q4'15



Top Deals

One97 Communications

$575M // Corporate Minority

Affirm

$275M // Series B

Zuora

$115M // Series F

Top Countries

United States

60 Deals // $920.7M

India

21 Deals // $1.39B

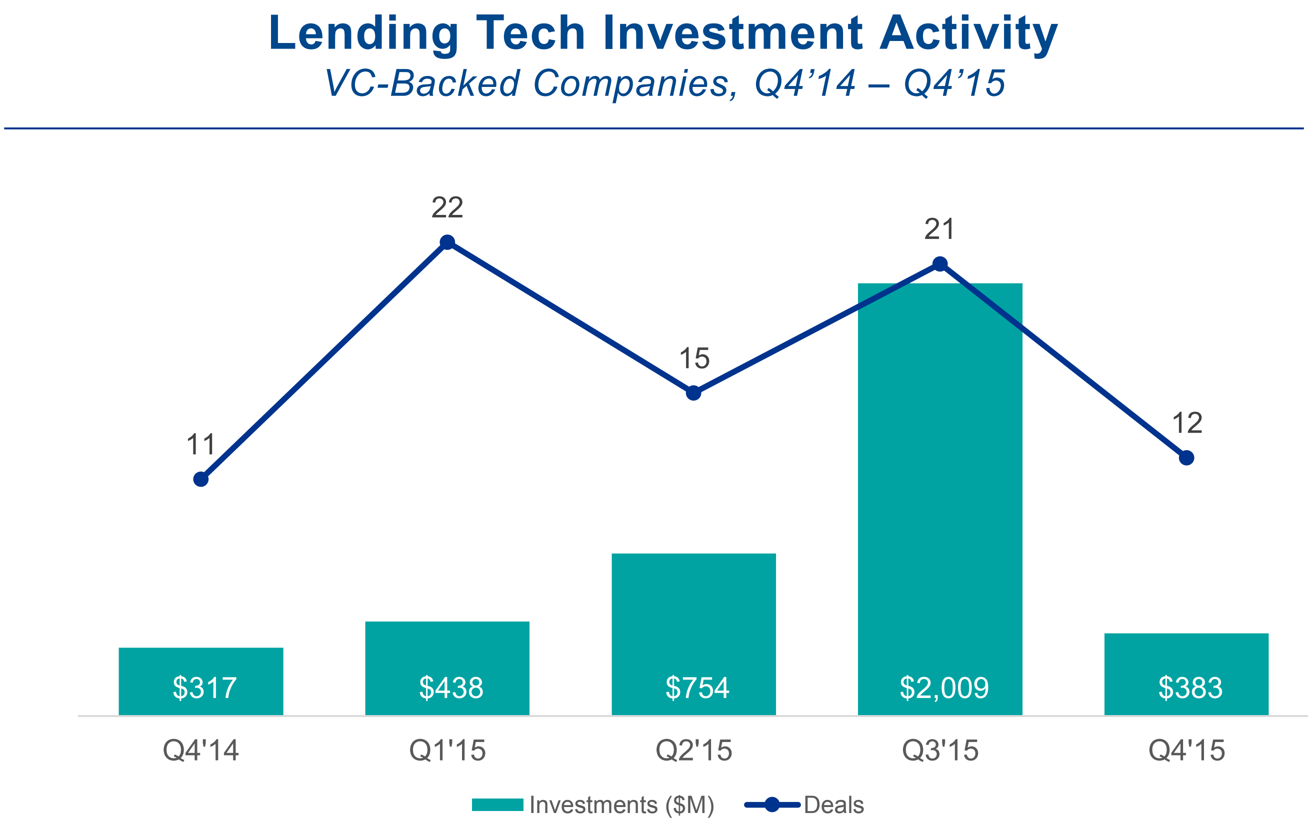
United Kingdom

20 Deals // $291.3M

Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

LENDING TECH VC-BACKED INVESTMENT ACTIVITY

Top Deals & Countries, 2015



Top Deals

SoFi

$1.35B // Series E

Avant

$325M // Series E

DianRong

$207M // Series H

Top Countries

United States

36 Deals // $2.72B

China

10 Deals // $538M

United Kingdom

7 Deals // $249.2M

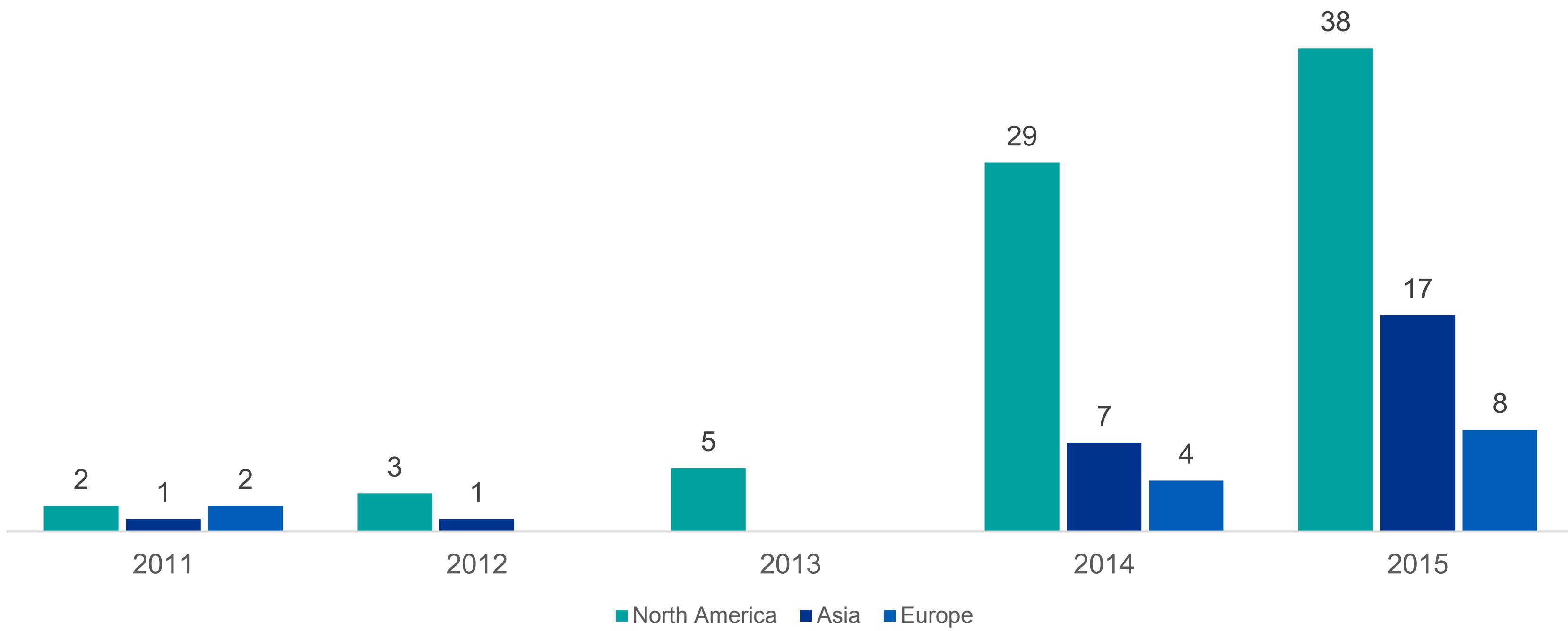
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

THE RISE OF FINTECH MEGA-ROUNDS: $50M+ FINTECH DEALS SPIKE IN 2015

Both North America and Asia saw a significant rise in fintech mega-rounds in 2015. After taking fewer than 10 $50M+ deals between 2011 and 2014, Asia saw 17 $50M+ deals to venture-backed fintech startups. North America saw close to 40 $50M+ deals in 2015, after taking 29 in 2014.

$50M+ Financings to VC-Backed Fintech Companies

North America vs. Asia vs. Europe, Q4'14 – Q4'15



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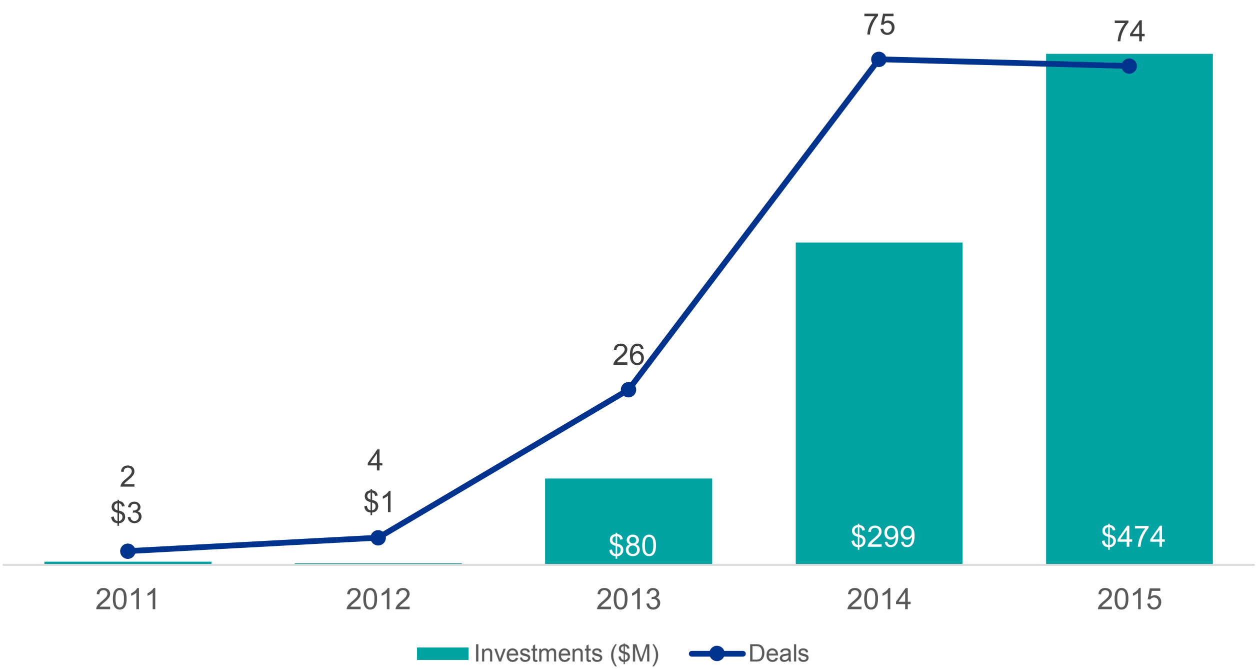
BLOCKCHAIN & BITCOIN INVESTMENT ACTIVITY

Top Deals & Cities, 2015

Bitcoin & Blockchain Investment Activity

VC-Backed Companies, 2011 – 2015



Top Deals

21 Inc.

$111M // Series C

Coinbase

$75M // Series C

Circle Internet Financial

$50M // Series C

Top Cities

San Francisco

13 Deals // $261.7M

New York

5 Deals // $26.3M

Austin

5 Deals // $3.3M

Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

#FINTECH

“Blockchain is a notable example of an emerging technology that offers enormous potential to the financial services industry, however this needs to be balanced with the reality that substantial barriers must be overcome in order for this potential to be realized...”

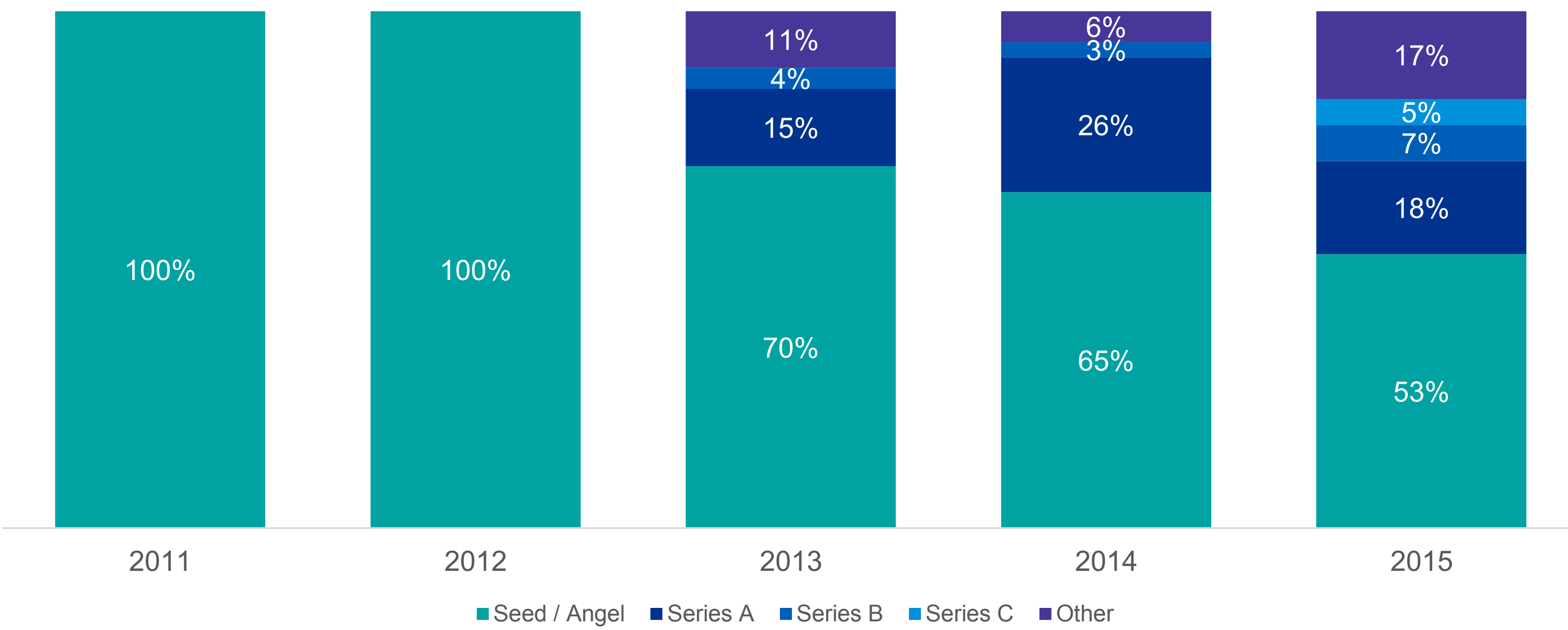
Ian Pollari
Global Co-Leader of Fintech, KPMG International, Partner, KPMG in Australia

BLOCKCHAIN & BITCOIN DEALS MATURE TO MID-STAGE

2015 saw the first Series C deals in the blockchain & bitcoin space to date. After taking all deal share in 2011 and 2012, seed deal share fell to 53% in 2015.

Annual Blockchain & Bitcoin Deal Share By Stage

2011 – 2015



Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

Blockchain hitting the big time, but is it ready?

Interest in blockchain technologies grew significantly in 2015, with VC investment in particular growing from $298 million in 2014 to almost $460 million this year. This interest in distributed ledger technologies is remarkable given that 5 years ago, it was barely a blip on investors' radar, known mostly for underpinning the Bitcoin digital currency.

Interest in blockchain gaining momentum

These days, a wide range of companies are exploring blockchain as the potential solution to numerous challenges both inside and outside the banking sector. During 2015, Citibank, Santander, Wells Fargo, HSBC and numerous other big banks announced partnerships with fintech companies looking to leverage blockchain to make banking processes more efficient, timely and secure. At the same time, IBM moved forward with an open source blockchain initiative in tandem with numerous partners, from the London Stock Exchange to technology companies like Cisco and Intel.

These organizations, along with a number of others, believe the potential disruption blockchain could create – in terms of decreasing transaction times, self-automating smart contracts, lowering transaction costs, minimizing fraud, and opening the door to micro-transactions – is impossible to ignore. As a result, interest in blockchain is gaining momentum, with investment expected to grow into 2016.

Being honest about the challenges with blockchain

But does the potential live up to the hype? While blockchain's potential is interesting, there are substantial barriers that must be overcome in order to implement it successfully within banking and capital markets. Regulatory and market changes, in particular, could hamper blockchain's use on a global scale. Some analysts also suggest that blockchain has been burdened with excessive investor expectations that cannot realistically be fulfilled. At the rate investment is growing, it's possible that investors looking for immediate, short-term success may be disappointed.

Corporate investors need to qualify their expectations when it comes to blockchain and the obstacles associated with achieving value. The technology is not a silver bullet that can solve every problem tomorrow.To get the most value from blockchain, corporate investors need to be less hopeful and more pragmatic. They need to encourage industry-focused engineers to define the problems blockchain can help resolve, find the best and most cost effective technology solutions and work through limitations to scope, scalability, velocity and usability. There are significant challenges with respect to each of these areas when it comes to applying the status quo application of distributed ledger solutions to the mainstream components of the banking system.

For example, right now, blockchain is not scalable to a degree that it can fundamentally replace large scale, high availability platforms. Nor does it provide the speed, ubiquity, APIs, or controls environment needed by banks to conduct day-to-day activities. In addition, many banks continue to work with antique legacy IT systems, which may not be capable of supporting blockchain initiatives. The technology, after all, typically consumes more computing power and resources than the status quo solutions used by many banks and related vendors for areas such as payments. These issues could significantly impact their decisions and plans to move to new distributed ledger platforms.

On top of these and other challenges, there is still a long way to go to gain widespread regulatory acceptance for blockchain.

Short-term blockchain opportunities do exist

In spite of these challenges, there are still many reasons to continue to pursue innovation in distributed ledger technologies

Blockchain hitting the big time, but is it ready? (cont.)

as the potential benefits associated with a breakthrough down the road are great. One area where the technology offering may be of particular benefit in the short term is digital identity or what others are calling a digital financial passport. Many banks are excited about this opportunity and can see positive improvements related to how digital identity is currently being facilitated and enabled at banks. Improvements in this area could enable better choice and portability of customers between financial institutions and ultimately higher customer satisfaction as individuals are able to take control over and gain benefit from their own identity. Beyond digital identity, there are a number of other important niches where blockchain could make early gains as well.

Now is the time for experimentation

Given how the technology is evolving, as advisers we believe that now is the time for experimentation, not for wholesale technology implementation. Corporates that encourage use-case testing – whether for the securities trading lifecycle, the processing of a loan, or digital identify verification – and who can learn from this experimentation can be better positioned to adjust course and achieve the most value. More widespread implementation at this stage could have serious financial consequences should the technology not live up to expectations.

In regard to testing, some early examples of this trend seem to be taking hold in the marketplace. A great number of the major financial services institutions that KPMG's network of firms work with have Proof of Concept (POC) and prototype initiatives underway related to blockchain. Larger financial institutions, such as JP Morgan Chase, are now considering how to test for scalability, validate initial hypotheses, build longer term target operating models and enhance business cases based on their POC/prototype results.

There's also work being done related to enhanced international payment capabilities as well as the application of distributed ledger principles to needs for identity management and other areas. It seems clear that the move to test and experiment with distributed ledger technologies is well underway in financial services.

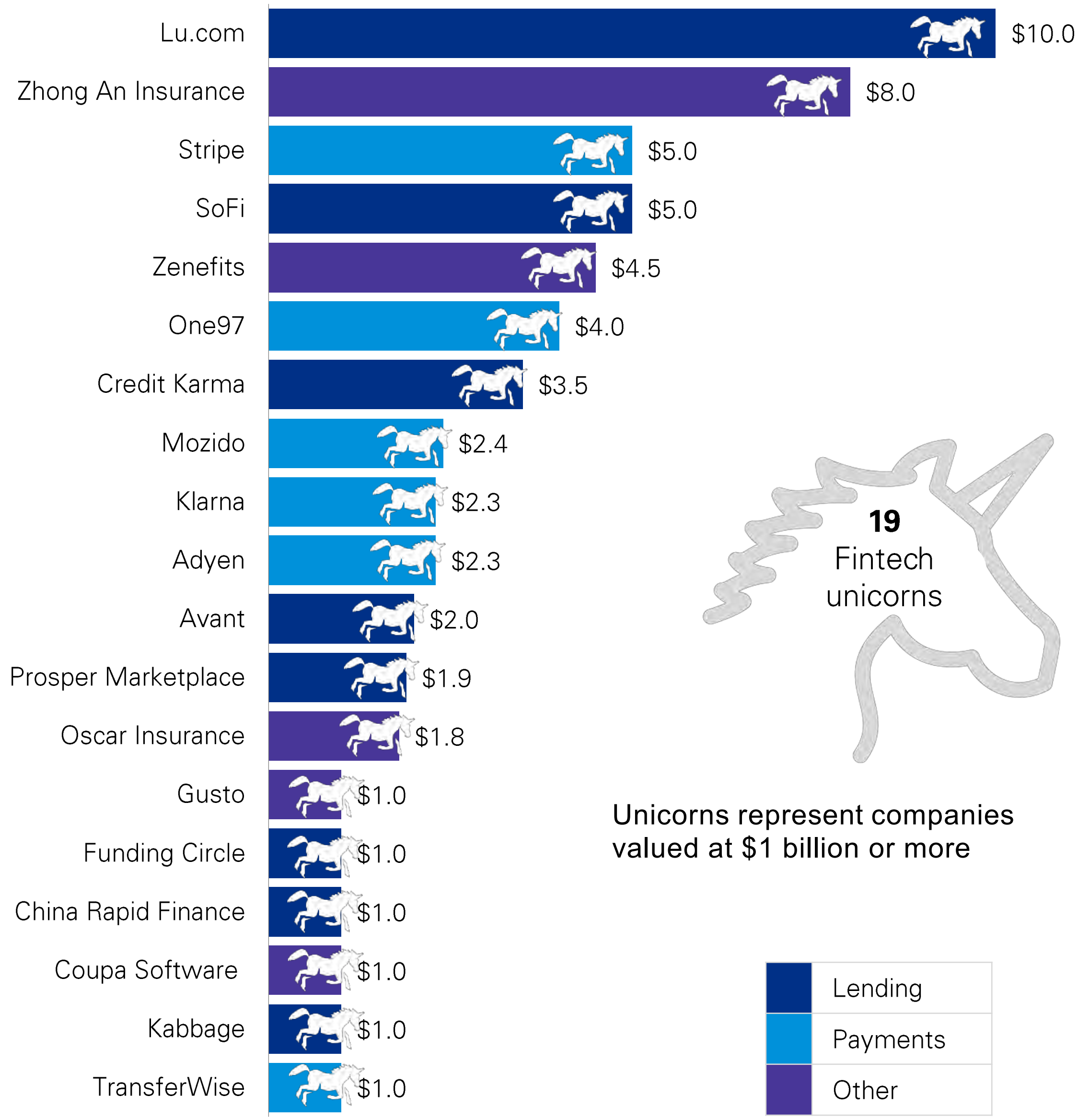
A balanced approach

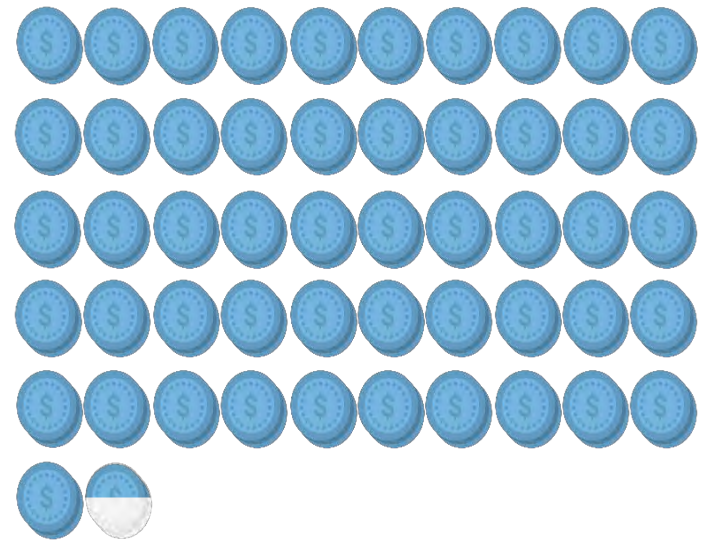
Having said that, investors need to take a balanced approach to their blockchain investment strategies. To be the disruptor investors envision, blockchain protocols and solutions must evolve to support the reliability, efficiency and scalability requirements expected in the industry. It also needs to be a differentiator, rather than simply an enabler. And, it needs to be adoptable by all parties in the banking supply chain – a fact that will require significant collaboration across industry, regulatory bodies and those supporting potential solutions.

There's little doubt that investment in blockchain has taken off recently, but relative to other fintech areas, such as robo advisory, machine learning or alternative lending – the scale of investment is still modest. The ability for blockchain to become a true game changer is still in progress. Investors need to look beyond the hype and ensure that any technology solution is underpinned by exceptional engineering, a full understanding of the barriers, and clear economics on the cost and benefits associated with the technology.

In this regard, many organizations and engineers are now undertaking deeper analysis on blockchain and a more balanced and pragmatic view is emerging. KPMG's network of firms see ourselves as part of this group and advocate toward selective and targeted experimentation as a first priority that will yield greater benefit down the road.

14 OF FINTECH'S GLOBAL UNICORNS FOCUSED IN PAYMENTS OR LENDING





$58.7B total valuation

42% are in the lending space

32% are in the payments space

Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

“Over the past year, there has been a shift as banks have moved from seeing fintech companies as disruptors to co-creators. Banks are increasingly collaborating with fintechs to embed new services and technologies that improve customer experience and drive efficiency.”

Dorel Blitz
Head of Fintech,
KPMG in Israel

CITIGROUP, GOLDMAN SACHS LEAD MAJOR BANK INVESTORS INTO VC-BACKED FINTECH STARTUPS

Citigroup and its venture arm, Citi Ventures, have been the most active major bank investor over the past 5 years, followed by Goldman Sachs, which has made investments into Circle Internet Financial, Motif Investing and Square, among others.

Major Bank Investments to VC-backed Fintech Companies

2011 – 2015

Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

“Banking has permanently shifted: ATM cards, teller windows and cash are increasingly less relevant. Now, every major bank has a digital solutions strategy to take their products and services (wealth management, lending, payments) mobile.”

Fiona Grandi
Financial Services Fintech Leader, KPMG in the U.S.

NOTABLE 'REST OF WORLD' VC-BACKED FINTECH FINANCINGS: Q4'14 – Q4'15

Company	Round	Country	Select Investors
Prospa	$60M (Series B)	Australia	Entrée Capital, AirTree Ventures, Ironbridge Capital, The Carlyle Group
Nubank	$3M (Series B)	Brazil	Kaszek Ventures, QED Investors, Sequoia Capital, Tiger Global Management
Technisys	$13M (Series B)	Argentina	Alta Ventures Mexico, Endeavor Global, Intel Capital, Kaszek Ventures, Holdinvest Technology Fund
SocietyOne	$10M (Series B)	Australia	Australian Capital Equity, Consolidated Press Holdings, News Corp.
ContaAzul	$9.3M (Series C)	Brazil	Ribbit Capital, Valar Ventures, 500 Startups, Tiger Global Management, Monashees Capital
GuiaBolso	$7M (Series B)	Brazil	Ribbit Capital, QED Investors, Omidyar Network, e.Bricks Digital, Kaszek Ventures
Kopo Kopo	$2.1M (Series A)	Kenya	Khosla Impact, Javelin Venture Partners, Bamboo Finance, Venture Lab
PromisePay	$2M (Seed VC)	Australia	Cultivation Capital, Reinventure
BitPesa	$1.1M (Seed VC)	Kenya	Blockchain Capital, Pantera Capital, FuturePerfect Ventures, Digital Currency Group, Stephens Investment Management
Simply Wall Street	$.43M (Seed VC)	Australia	Innovation Capital Limited, Sydney Angels

SELECT VC-BACKED FINTECH EXITS IN NORTH AMERICA: Q4'14 – Q4'15

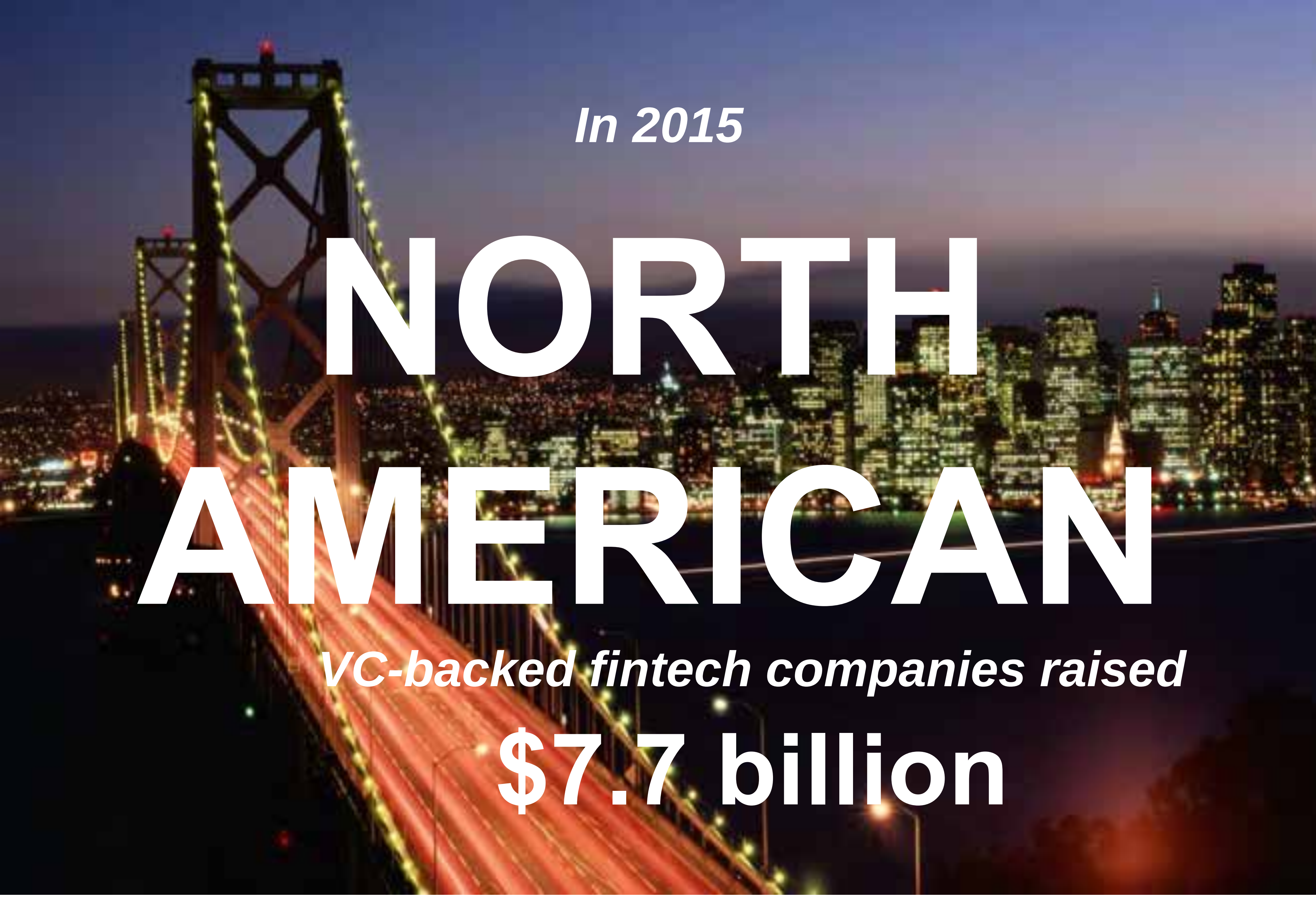
Company	Exit Type	Valuation	Select Investors
Lending Club	IPO	$5.4B	Canaan Partners, Norwest Venture Partners, Morgenthaler Ventures, Foundation Capital
Square	IPO	$4.7B	SV Angel, Khosla Ventures, Sequoia Capital, Visa, Kleiner Perkins Caufield & Byers
OnDeck Capital	IPO	$1.3B	First Round Capital, RRE Ventures, Village Ventures, Contour Venture Partners, Sapphire Ventures
Shopify	IPO	$1.3B	Bessemer Venture Partners, Felicis Ventures, FirstMark Capital, Georgian Partners
PayEase	Acquisition (Mozido)	$750M	WI Harper Group, Capinfo, Plainfield Asset Management

"We've already been deploying [our services] around the world and now we've made a major move into China with a company that is already established and has marquee customers."

Michael Liberty
Founder, Mozido

Quote source: MobilePaymentsToday.com
Image source: Mozido

#FINTECH



In 2015

NORTH AMERICAN

VC-backed fintech companies raised

$7.7 billion

2015 a banner year for fintech in North America

Fintech activity in North America accounted for more than half of fintech deals globally in 2015, making it the undisputed leader in the space last year. The region can't rest on its laurels, however. Fintech interest is rising exponentially in Asia, which could see that region eclipsing North America in the years ahead.

While fintech investment rose 73 percent in 2015 in North America, a slower fourth quarter, combined with the prospect of further interest rate increases in the US, may impact investment in the short term and result in a slight shift in the players. While corporate investors will likely continue to invest in fintech in order to drive their own internal innovation and ability to compete with non-traditional market entrants, some institutional investors may shift away from fintech investing in the short term due to lower perceived rates of return.

Corporates driven by rising tide of millennials and threat of tech giants

A number of forces are driving investment in fintech in North America, rapidly shifting demographics being one of the most predominant. The millennial generation – the biggest demographic population since the baby boomers – is making significant waves in the banking sector with their increasing demand for personalized services, just-in-time banking and a desire for more control over their own finances. Their trust in traditional banking is limited, with many preferring to seek advice from their friends and family, and even social networks, rather than from financial advisers.

Corporate VC participation rebounds at the end of 2015

Corporate VC participation as a percentage of all fintech deals was up to 25 percent in Q4'15 following a dip down to 18 percent in Q3. The significant interest from corporate investors in North America highlights a growing mindset shift in banking to look at fintech companies more as enablers than disruptors. While companies like Stripe and Square are continuing to gain traction in the market, big banks are coming to recognize that these companies may not be their only significant threat. There are also the tech giants such as Apple and Amazon.

According to the Millenial Disruption Index, 75 percent of millennials would be more excited about a new financial services offering from Amazon, Google, Apple or Paypal than from an offering from their incumbent bank. Numbers like these are very concerning to traditional banks. Threat of competition from the tech sector is driving banks to invest rapidly in fintech companies to enable their own innovation, ability to respond to millennial needs and to solidify their place in the market before the tech giants take a bite out of their market share.

Mega-rounds buoying growth of US fintech

Of the $7.7 billion in fintech funding in North America, $7.3 billion was raised by fintech companies operating in the United States – making them the undisputed leader of fintech globally. Total funding volume rose dramatically from $4.3 billion in 2014, buoyed primarily by a number of significant mega-rounds, including SoFi's $1 billion Series E funding round. Actual deal volume rose by only 15 deals year over year, suggesting a significant increase in deal size. This likely reflects growing interest in more established entrepreneurs and business models with the ability to move to market quickly.

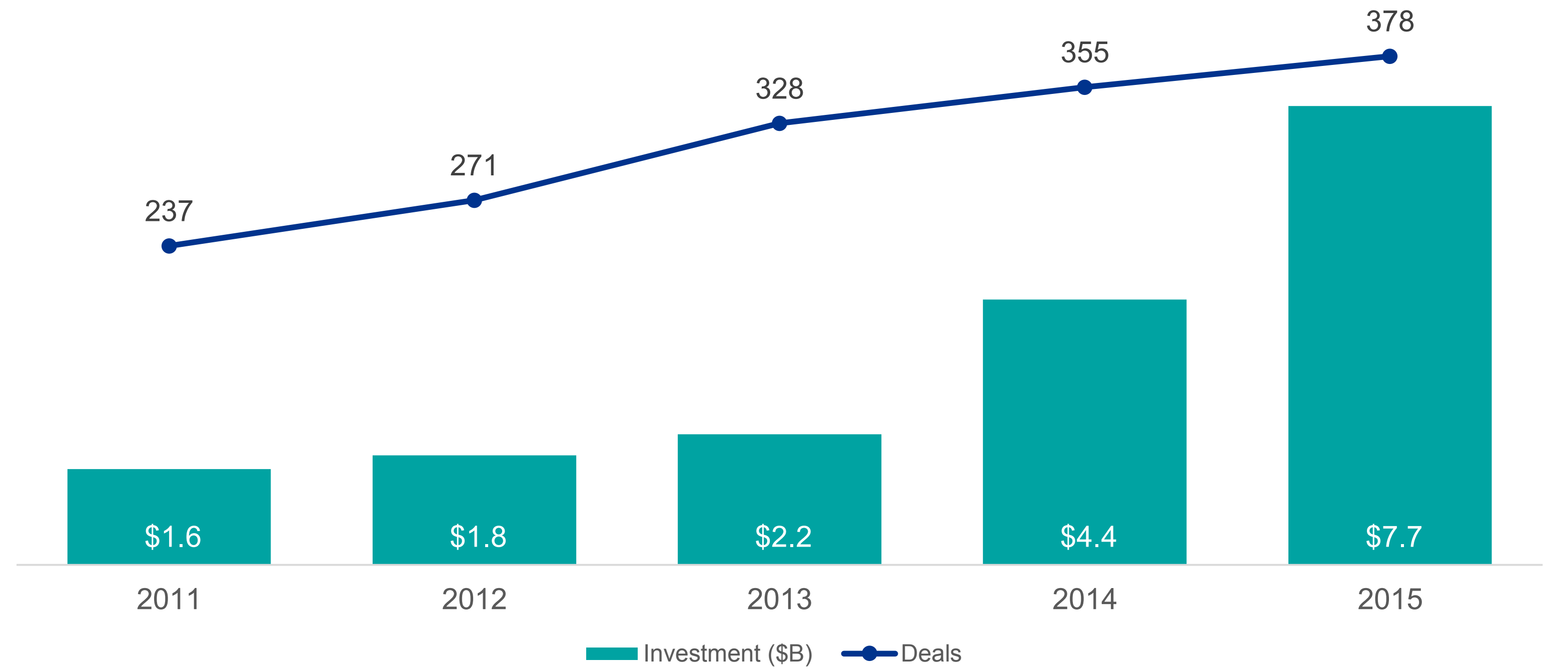
In Q4'15, Series B deals accounted for over 20% of all US fintech funding – a significant 5 quarter high. At the same time, late stage E+ deals fell for the second quarter to just 7% of total deals. The lack of significant mega-deals in the US over the quarter accounted for the total drop in US based VC investment to below $1 billion for the first time in over 5 quarters.

NORTH AMERICA: $7.67B ACROSS 378 FINTECH DEALS IN 2015

In North America, 2015 reached a 5-year funding high for fintech, reaching $7.67B across 378 deals buoyed by mega-rounds to SoFi, Affirm, and Credit Karma among others. Funding was up 73%, while deals rose 6% versus the previous year.

North American Annual Financing Trends to VC-Backed Fintech Companies

2011 – 2015



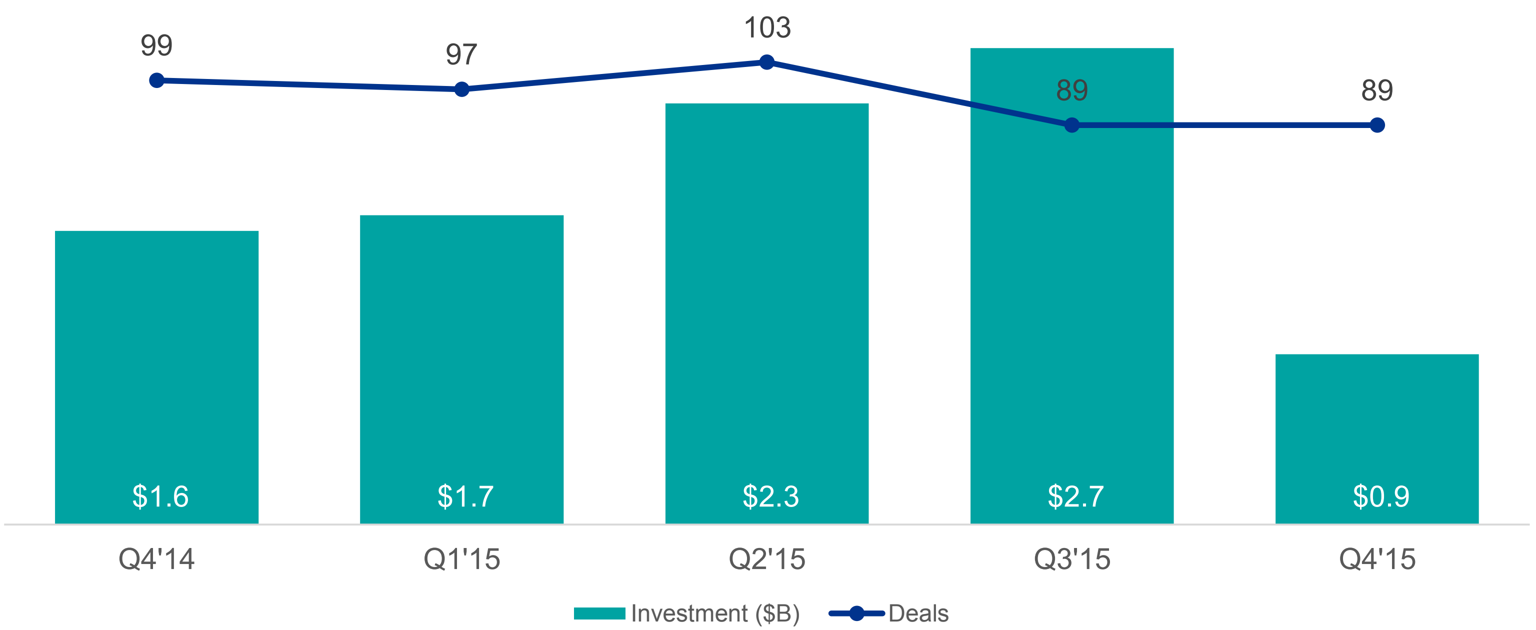
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

OVERALL INVESTMENT TO VC-BACKED NORTH AMERICAN FINTECH STARTUPS PLUNGES IN Q4'15

Deal activity to VC-backed North American fintech companies in Q4'15 matched Q3'15's low of 89 deals. While funding rose to $2.7B in Q3'15, Q4'15 saw a major drop-off, falling 64% versus Q3'15 to under $1B.

North American Quarterly Financing Trends to VC-Backed Fintech Companies

Q4'14 – Q4'15



Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

“The millennial generation is at the forefront of all the changes that are occurring. They have grown up with the internet, are more tech savvy than previous generations and like to do everything on-demand from their smart phones. These characteristics are driving a lot of disruption across all industries, especially fintech.”

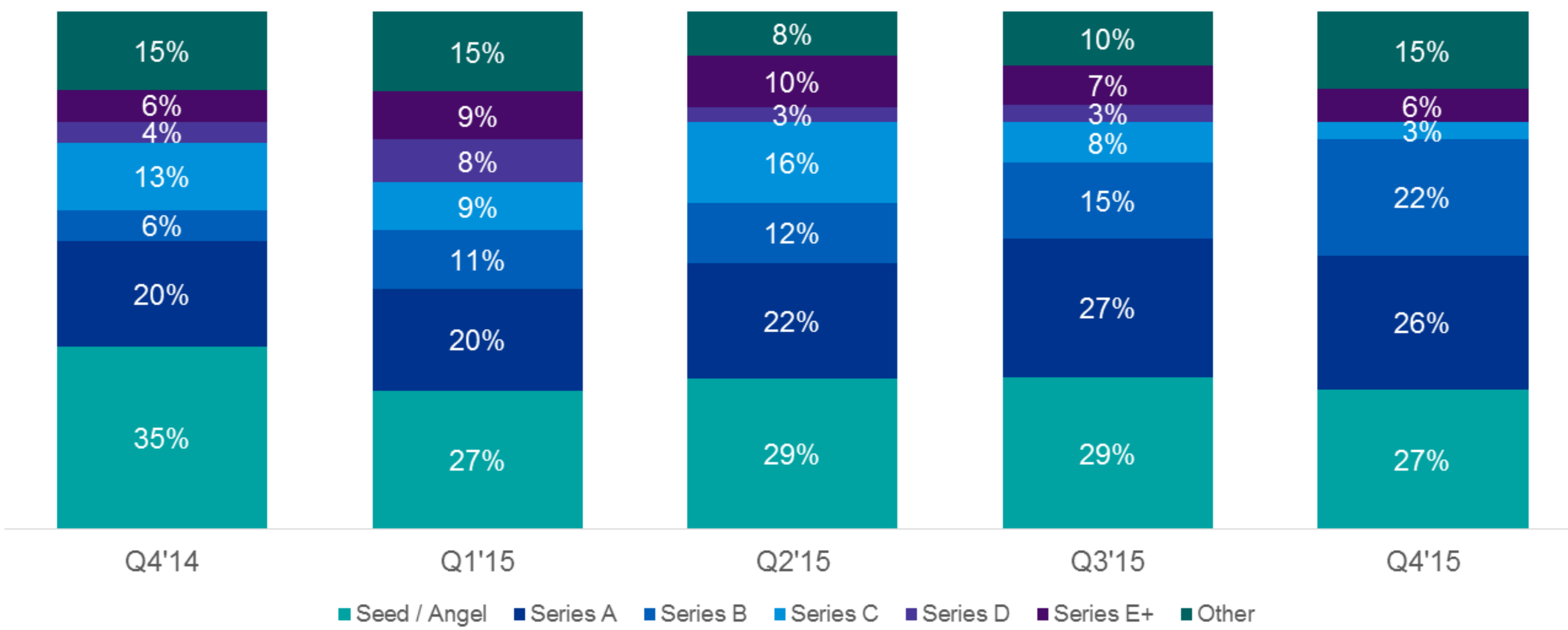
Brian Hughes
Co-Leader, KPMG Enterprise Innovative Startups Network, and National Co-Lead Partner, KPMG Venture Capital Practice, KPMG in the US

SERIES B DEAL SHARE RISES TO 5-QUARTER HIGH AS SEED DECREASES

In Q4’15, Series B activity took 22% of all fintech deals in North America, a 5-quarter high. VC-backed seed deal share in fintech fell to 27% in the same quarter, matching a 5-quarter low.

North American Quarterly Deal Share by Stage

Q4’14 – Q4’15



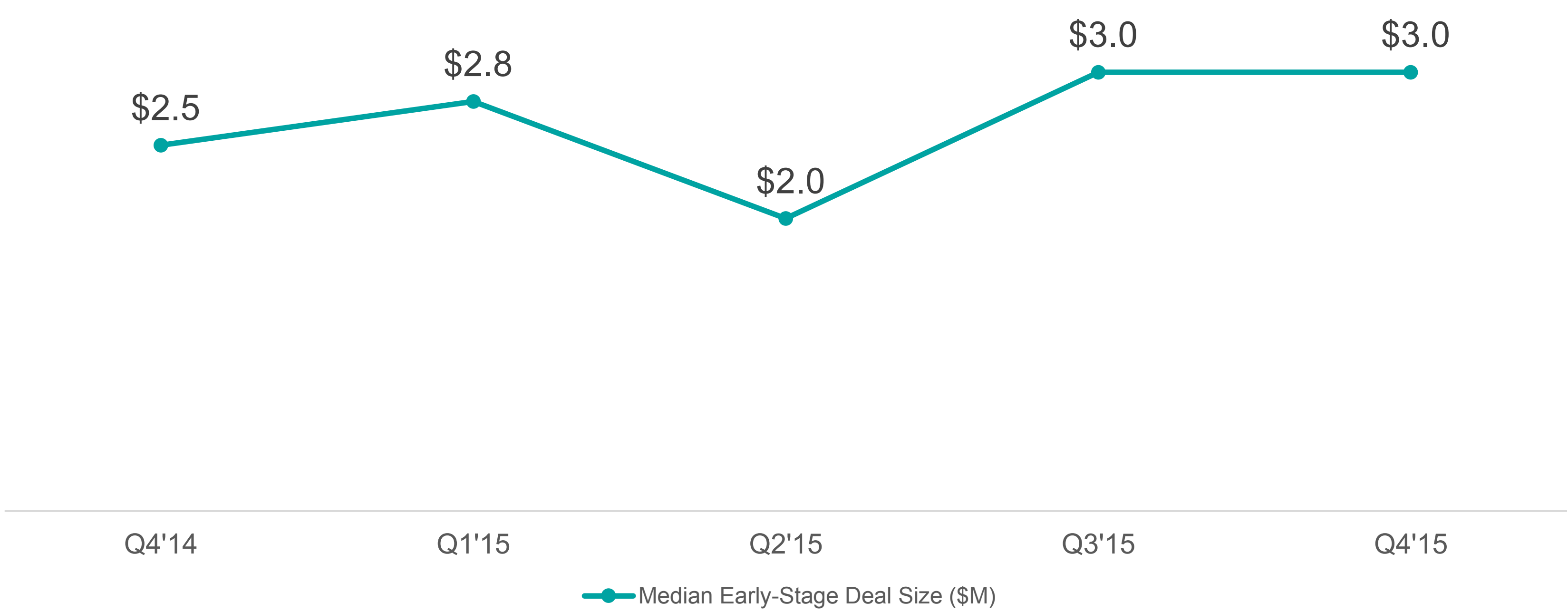
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

EARLY-STAGE FINTECH DEAL SIZES STAY LEVEL IN NORTH AMERICA

Median early-stage fintech deals were $3.0M in Q4’15, matching a 5-quarter high and 20% higher than the same quarter a year prior.

North American Early-Stage Fintech Deal Size

Q4’14 – Q4’15



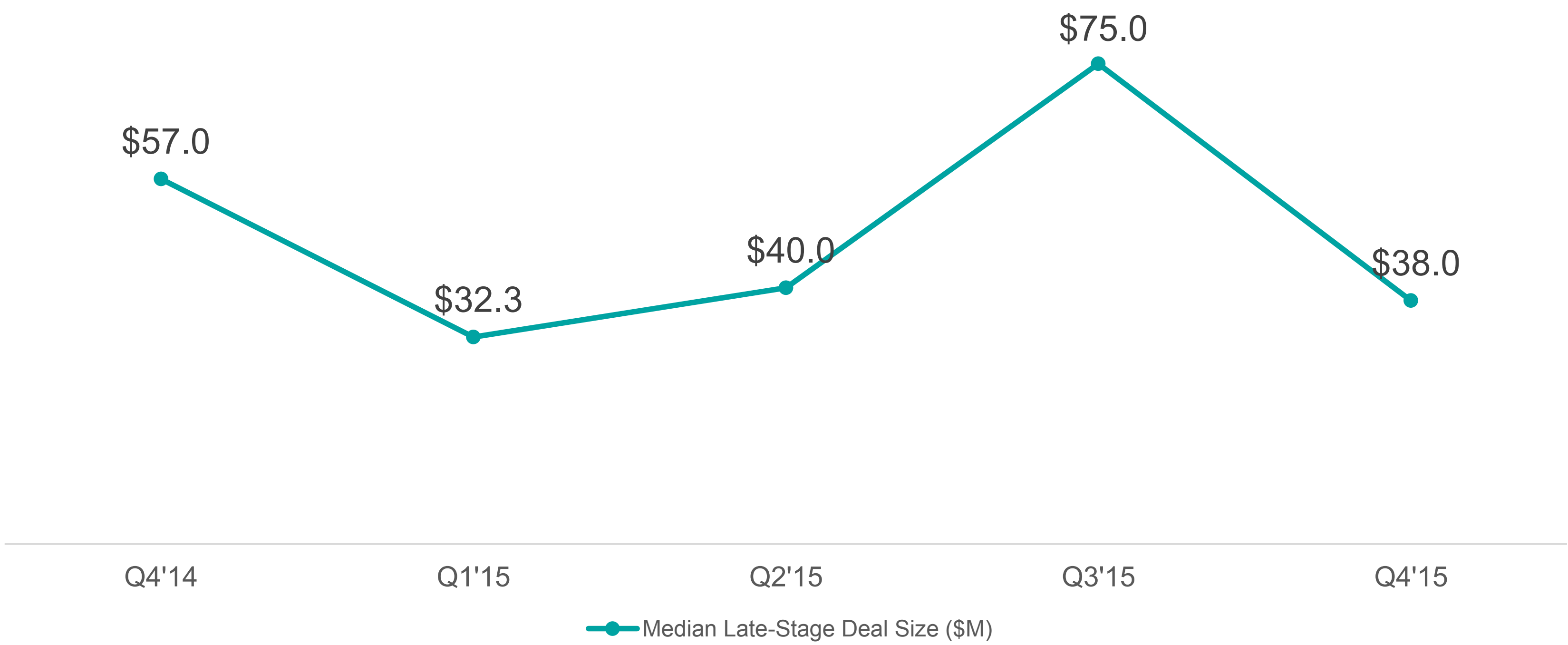
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

LATE-STAGE FINTECH DEAL SIZES COME BACK TO EARTH IN NORTH AMERICA IN Q4'15

After mega-rounds including SoFi's $1B financing pushed Q3'15's median deal size to $75.0M, median late-stage deal sizes fell back in Q4'15 to $38.0M.

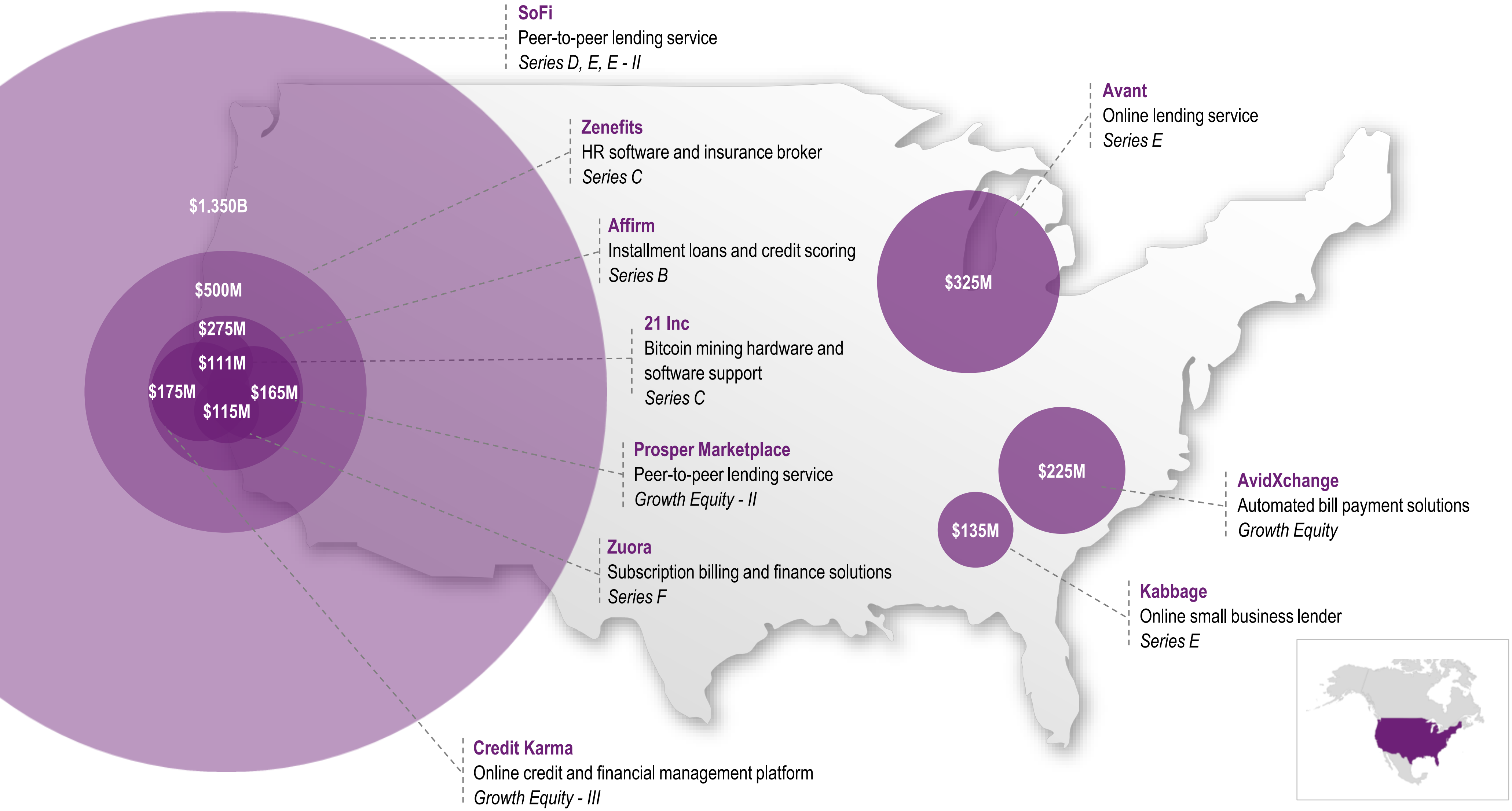
North American Late-Stage Fintech Deal Size

Q4'14 – Q4'15



Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

THE 10 LARGEST FINTECH ROUNDS OF 2015 TOTALED OVER $3.3B, NEARLY 44% OF FUNDING IN NORTH-AMERICA

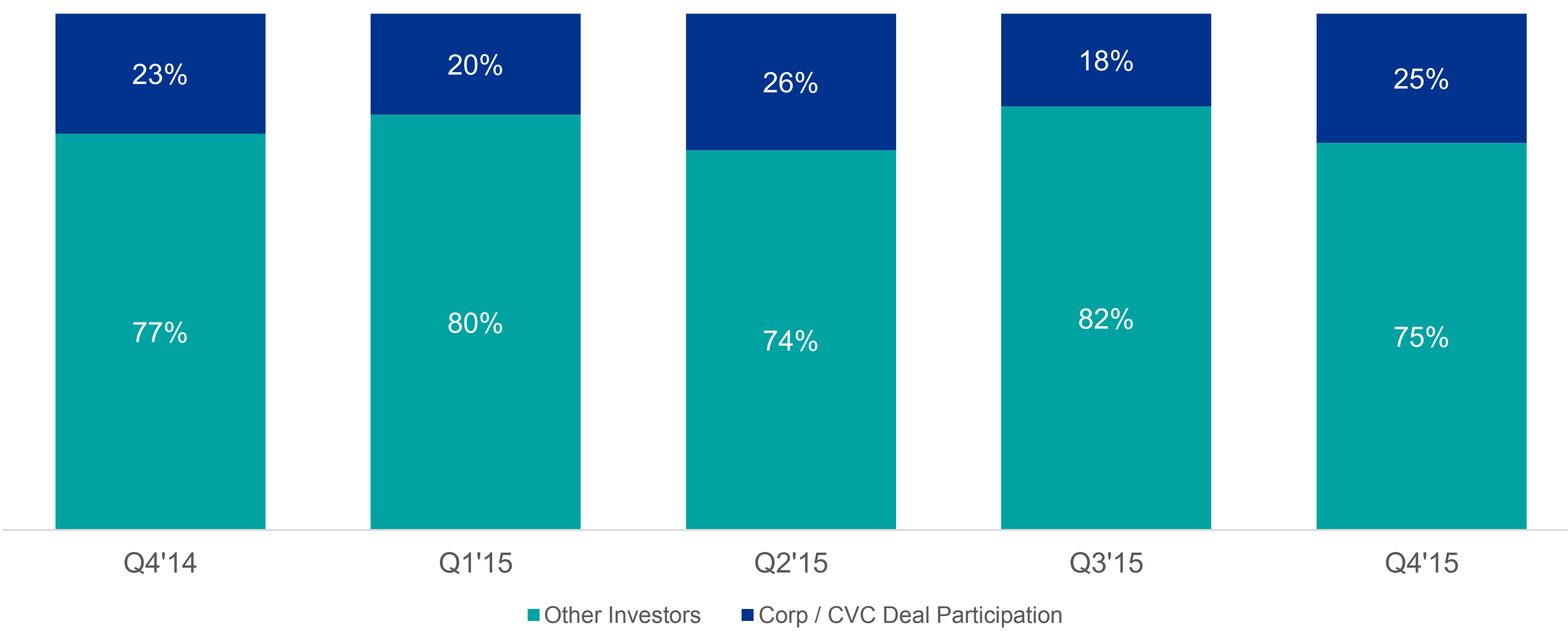


CORPORATE DEAL SHARE OF VC-BACKED NORTH AMERICAN FINTECH COMPANIES RISES FROM Q3 LOW

After dropping to 18% in Q3’15, corporate investor participation in VC-backed fintech deals rose in Q4’15 to 25%. Corporates have participated in 20%+ of all North American fintech deals in 4 of the past 5 quarters.

CVC Participation in North American Deals to VC-Backed Fintech Companies

Q4’14 – Q4’15



Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

"Some of the more traditional organizations see how quickly alternative models, like Square or Stripe in the payments space, or Xoom in the money transfer space have evolved and they have a choice – to either adjust and adapt or lose market share."

Conor Moore
National Co-Lead Partner,
KPMG Venture Capital Practice
KPMG in the US

ANDREESSEN HOROWITZ IS THE MOST ACTIVE VC INVESTOR IN NORTH AMERICA FINTECH

Andreessen Horowitz has been the most active investor in North America fintech companies since 2011, followed by SV Angel, 500 Startups, and Google Ventures.

Most Active VC Investors in North America Fintech Companies

2011 – 2015

Rank	Investor	Rank	Investor
1	Andreessen Horowitz	9	Spark Capital
2	SV Angel	10	Kleiner Perkins Caufield & Byers
3	500 Startups	11	Blockchain Capital
3	Google Ventures	12	QED Investors
5	RRE Ventures	13	New Enterprise Associates
6	Khosla Ventures	13	General Catalyst Partners
7	First Round Capital	15	Crosslink Capital
7	Plug and Play Ventures		

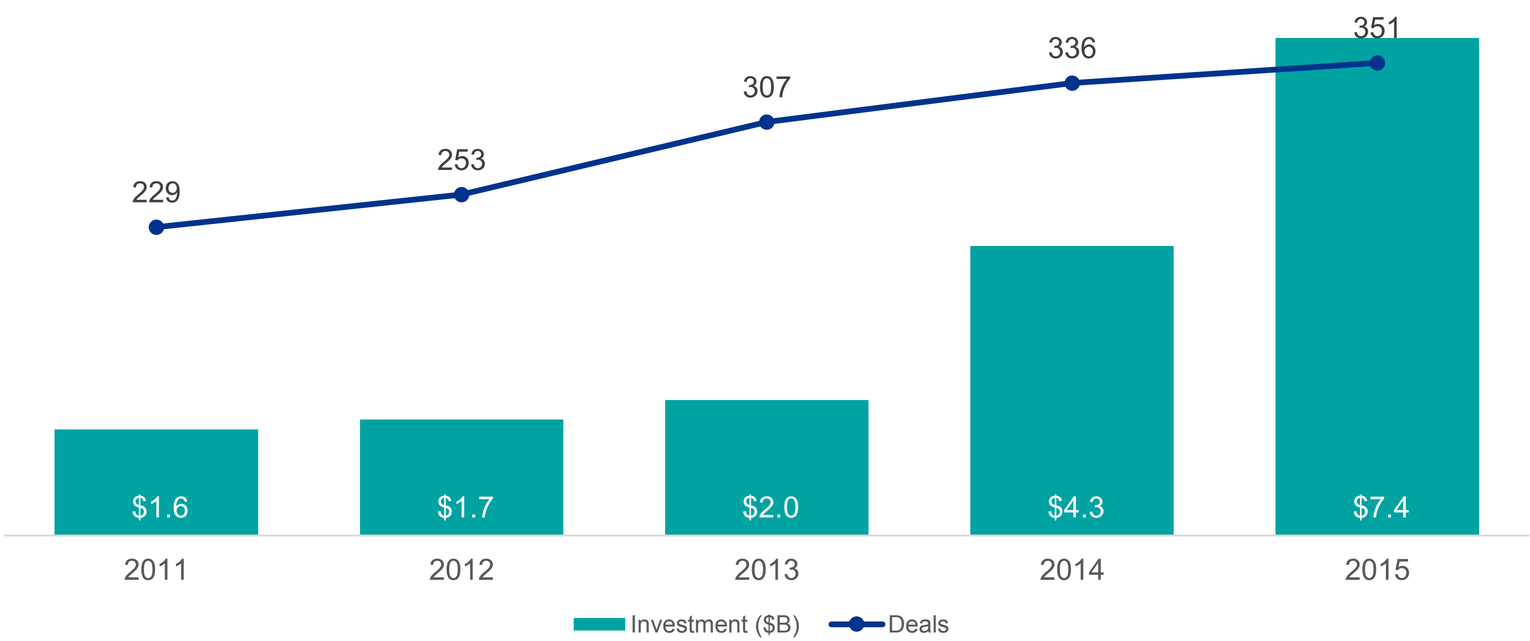
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

US FINTECH FUNDING JUMPS 72% IN 2015 DESPITE MINOR DEAL INCREASE

Fintech startups in the US took $7.39B in equity funding in 2015, a 72% rise from 2014's total. The spike in US fintech funding came despite a minor increase of just 15 deals from 2014 as mega-rounds buoyed the funding total.

US Annual Financing Trends to VC-Backed Fintech Companies

2011 – 2015



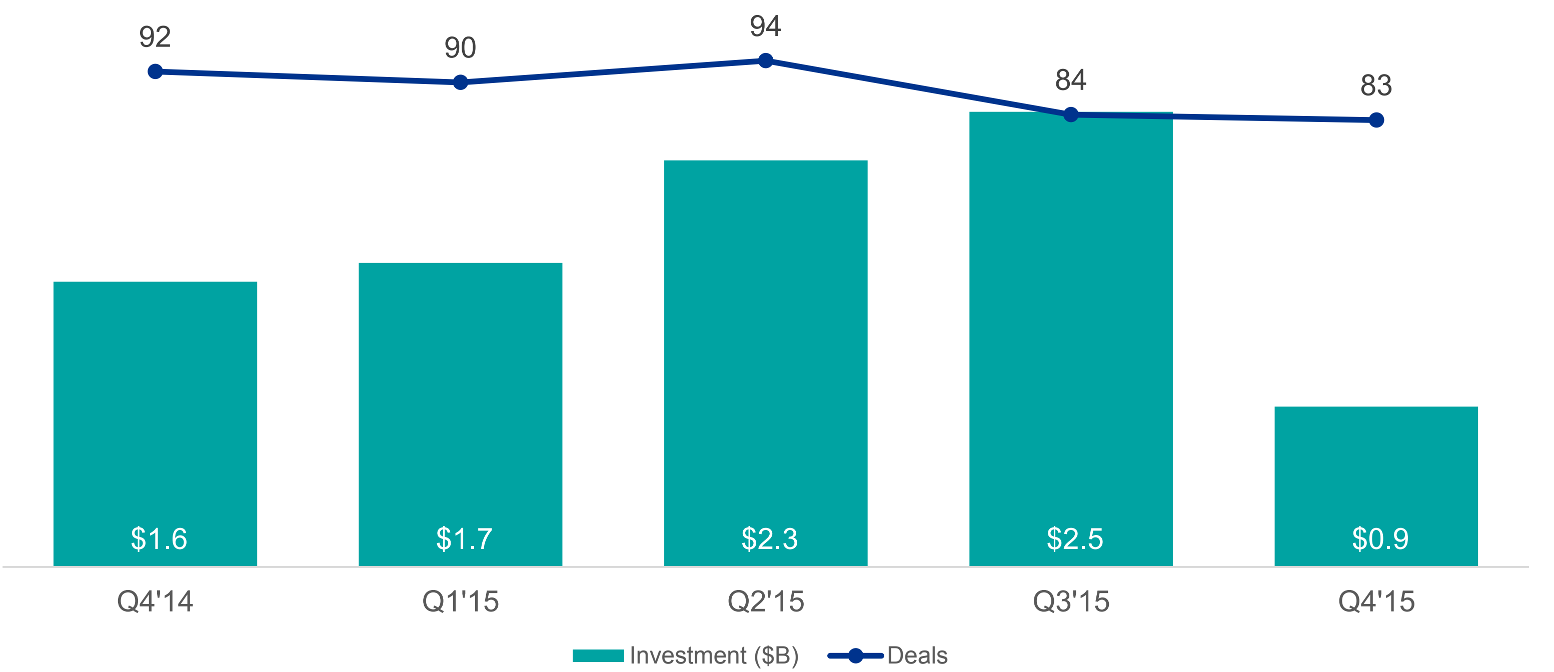
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

US FINTECH DEAL ACTIVITY FALLS TO FIVE-QUARTER LOW IN Q4'15

US fintech startups saw a $1.64B decrease in funding in Q4'15 as deals dropped for the second consecutive quarter. The $894M in fintech funding in Q4'15 was a 44% decrease from the same quarter last year.

US Quarterly Financing Trends to VC-Backed Fintech Companies

Q4'14 – Q4'15



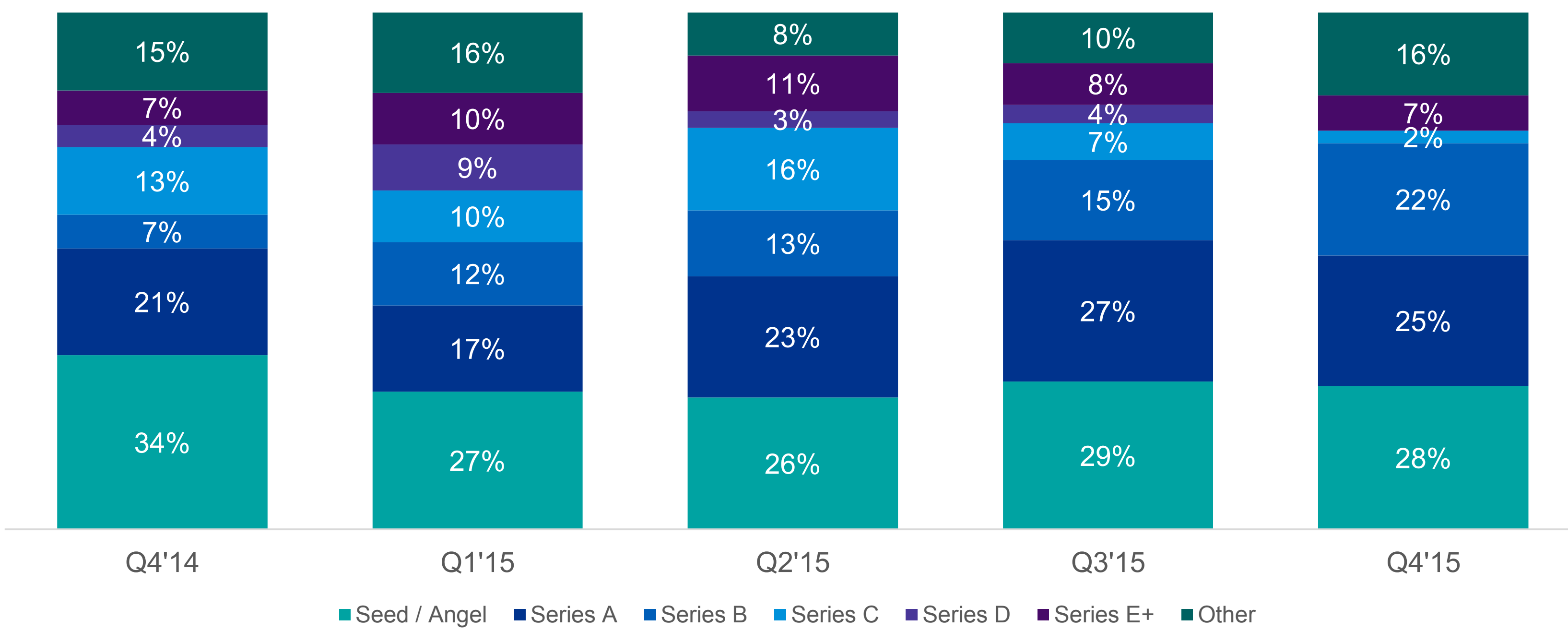
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

SERIES B FINTECH DEAL SHARE HITS A 5-QUARTER HIGH IN Q4'15

Series B deals took over one-fifth of all US fintech deals in Q4'15, a 5-quarter high. Series E+ deal share fell for the second consecutive quarter in Q4'15 to 7% as a lack of mega-deals contributed to an overall funding drop.

Quarterly US Fintech Deal Share by Stage

Q4'14 – Q4'15



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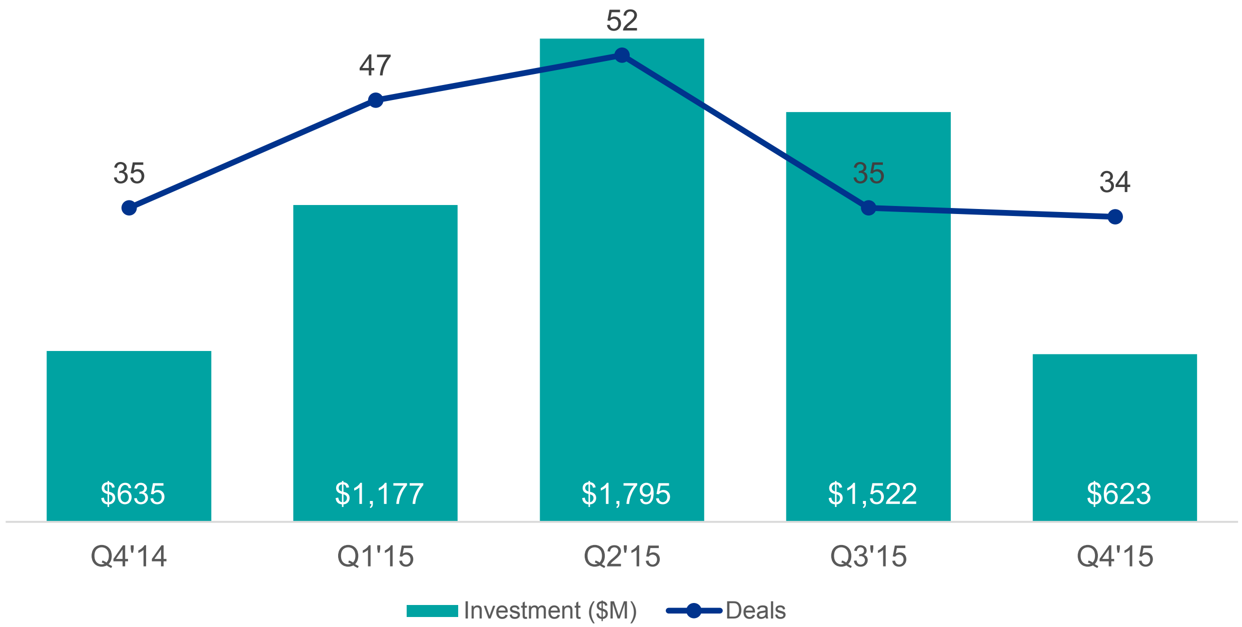
CALIFORNIA VENTURE-BACKED FINTECH INVESTMENT ACTIVITY

Top Deals & Cities, 2015

California Fintech Investment Activity

VC-Backed Companies, Q4'14 – Q4'15



Top Deals

SoFi

$1B // Series E

Zenefits

$500M // Series C

Affirm

$275M // Series B

Top Cities

San Francisco

79 Deals // $3.7B

Palo Alto

12 Deals // $322.9M

Los Angeles

8 Deals // $156.5M

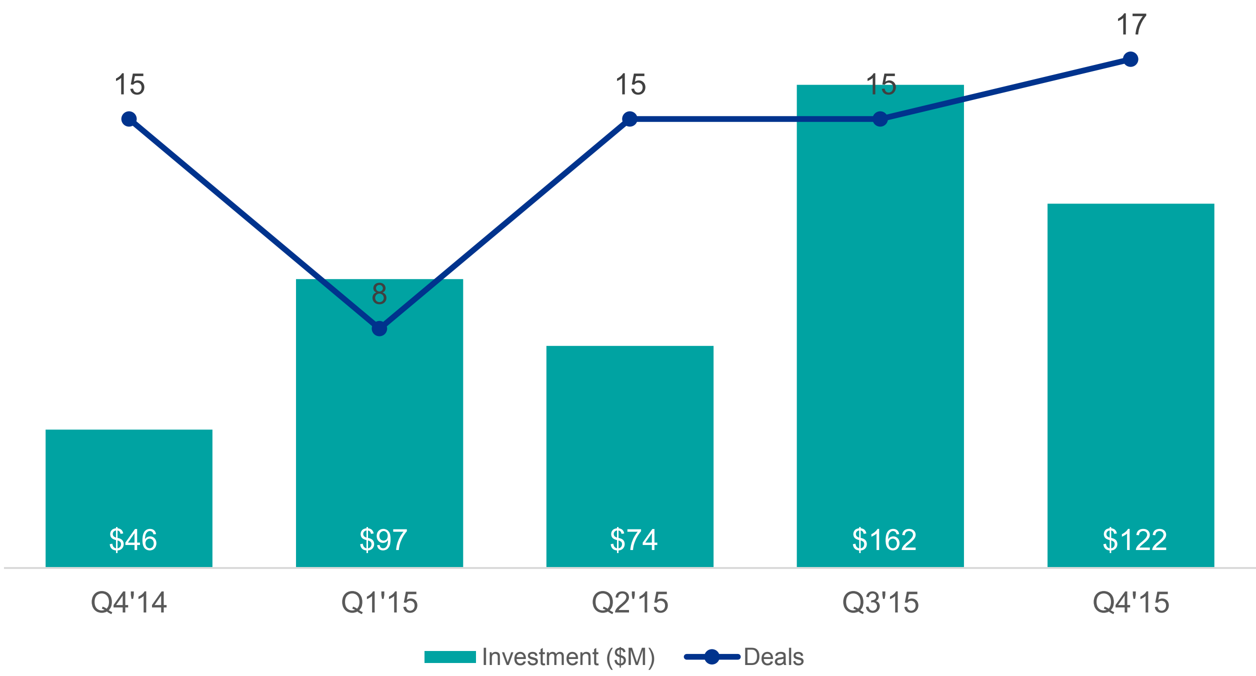
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

NEW YORK VENTURE-BACKED FINTECH INVESTMENT ACTIVITY

Top Deals & Cities, 2015

New York Fintech Investment Activity

VC-Backed Companies, Q4'14 – Q4'15



Top Deals

Betterment

$60M // Series D

ShopKeep

$60M // Series D

CommonBond

$35M // Series B

Top Cities

New York

50 Deals // $442.4B

Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

In 2015

EUROPEAN

VC-backed fintech companies raised

$1.5 billion

Second straight year of $1B+ investment in European fintech

European VC investment in fintech hit $1.5 billion in 2015, making it the second year in a row that fintech companies have achieved over $1 billion in funding in the region. While Europe represents a smaller amount of VC investment than North America or Asia, the significant growth year-over-year suggests that fintech interest is increasing rapidly.

Part of Europe's fintech challenge historically has been the ability to grow businesses to scale. With a wide variety of cultures, languages and regulatory environments – the ability to grow startups is somewhat hindered. This has been slowly easing as a result of growing collaboration aimed at reducing regulatory barriers and increasing banking sector efficiencies across Europe. Initiatives like the Single Euro Payment Area, the Payment Services Directive 2 and the promotion of a single digital market are helping to create a stronger environment for fintech companies to thrive in the future.

While regulatory issues are being addressed, individual countries are working to create and foster fintech ecosystems with the belief of the sector's massive potential. Business accelerators and incubators – such as the Copenhagen Fintech Innovation Research Association, Holland Fintech, Fintech France and Level39 in London are working to not only foster fintech companies, but to increase collaboration across the fintech space in Europe.

Late-stage deal size grows in Q4

Somewhat unexpectedly, average late-stage deal size grew in Europe in Q4, reaching a 5-quarter high of $18.6 million and making the third straight quarter where average deal size topped $15 million. This highlights a growing trend toward late-stage financings – a fact that bodes well for European fintech. As fintech becomes more prevalent in Europe, late stage financings may continue to grow in size.

Corporate participation in fintech minimal in Europe

When it comes to VC investment in fintech in Europe, corporates account for only a very small portion. In fact, for 4 of the last 5 quarters, corporates accounted for under 15 percent of all fintech deals – much less than in North America and in Asia. Q4 saw corporate investment in fintech sink to a new low of 10 percent. This lack of involvement of corporates could reflect banks' focus on other major monetary issues in Europe beyond technology innovation.

Shifting the view – fintech as an enabler

It is only in the last year or so that some major banks have begun looking to fintech as potential enablers of change within their own organizations. Many of the big banks in Europe have ringfenced funds to invest in fintech, although those funds have been slow to flow as banks work out related governance issues. At the same time, some banks are going with different models, becoming customers of fintech companies rather than investors in those companies. In these cases, funding to fintech may be flowing through their digital spend rather than through their VC arms.

Looking ahead

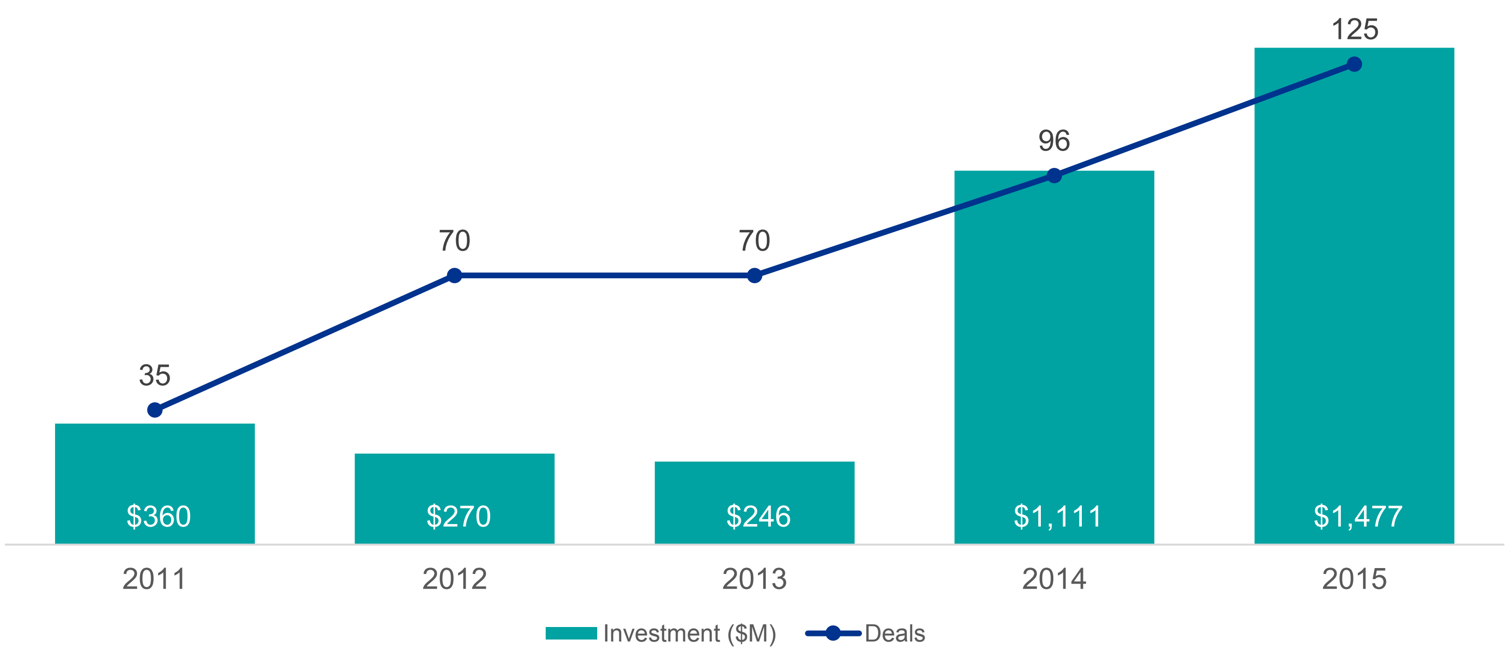
Over the next few years, fintech investment is expected to continue to grow in Europe, with corporate investors potentially taking more interest as other monetary and macroeconomic issues in Europe settle down. At the same time, insurance-tech as an industry is likely to grow, with many insurance companies in Europe ripe for the same levels of transformation as banking.

VC-BACKED EUROPEAN FINTECH FUNDING HITS NEW HIGH

VC-backed fintech companies in Europe raised $1.48B in funding across 125 deals in 2015. It was the second straight year of $1B+ invested in European fintech companies as deal activity rose 30% on a year-over-year basis.

European Annual Financing Trends to VC-Backed Fintech Companies

2011 – 2015



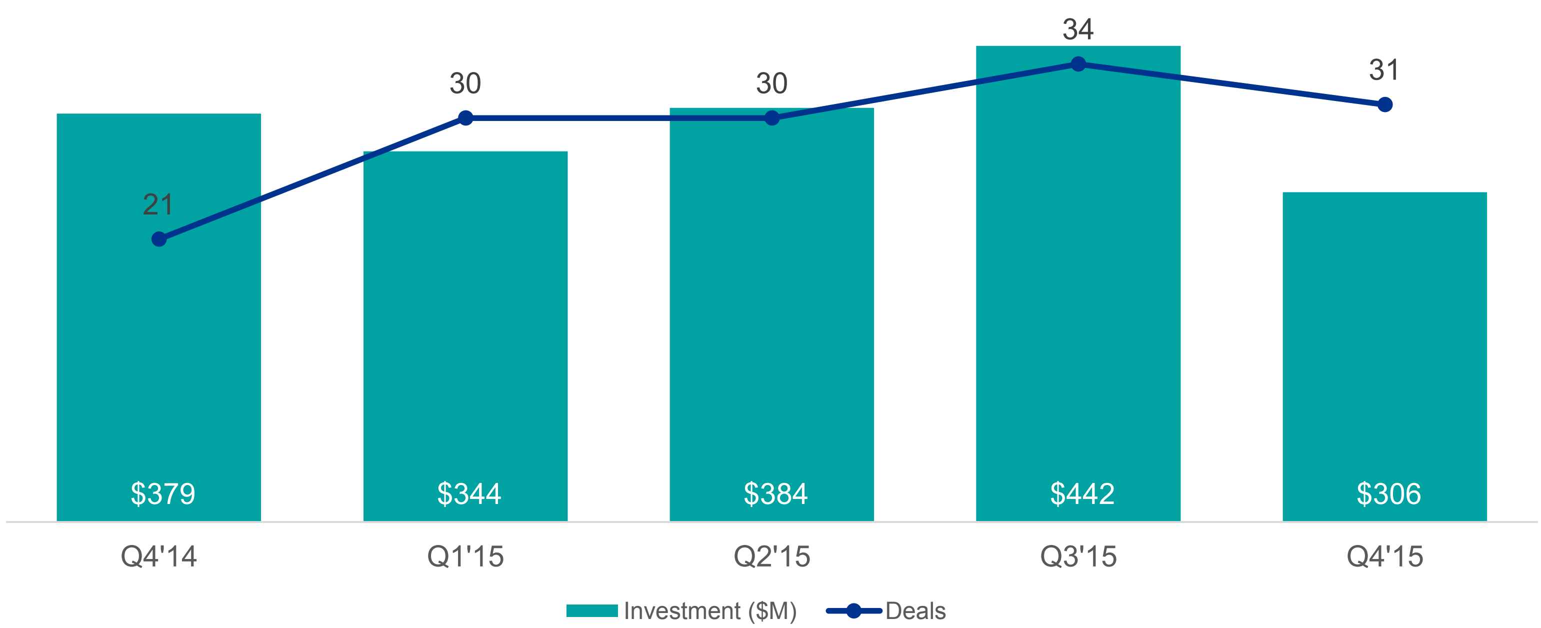
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

FINTECH FUNDING AND DEALS IN EUROPE DROP IN Q4’15

Q4’15 a 5-quarter funding low in Europe as funding activity fell 31% from the quarter prior. Deals have trended at 30+ to VC-backed fintech companies for the past 4 quarters.

European Quarterly Financing Trends to VC-Backed Fintech Companies

Q4’14 – Q4’15



Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

“Access to different exit strategies is attractive to VCs. As the level of interest from banks and insurers grows, this will mean there are far more exit strategies. It won’t just be an IPO play.”

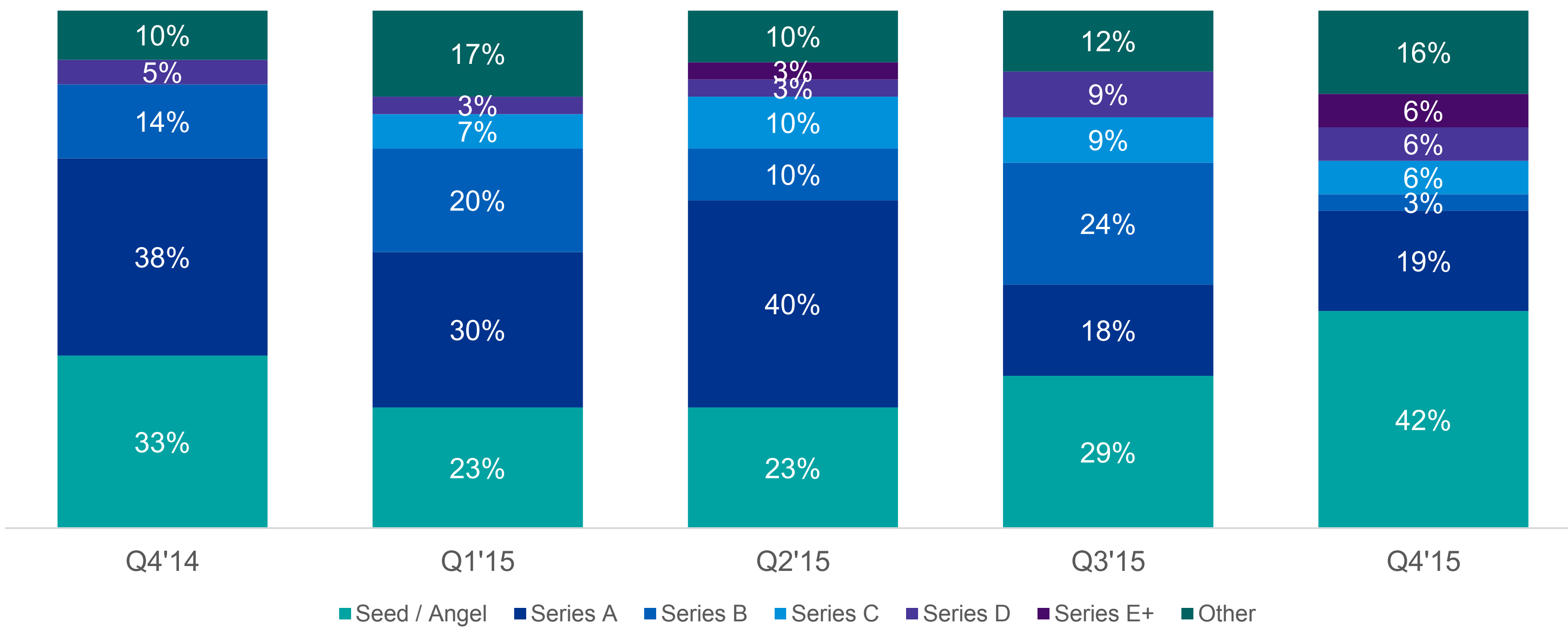
Warren Mead
Global Co-Leader of Fintech, KPMG International, Partner, KPMG in the UK

EUROPEAN FINTECH SEED DEAL SHARE SPIKES IN Q4’15

Seed deal share in European fintech companies rose for the second consecutive quarter to 42% in Q4’15. Series A activity took one-fifth of all fintech deals in Q4’15, after taking 30%+ of all deals in 3 of the past 4 quarters.

European Quarterly Deal Share by Stage

Q4’14 – Q4’15



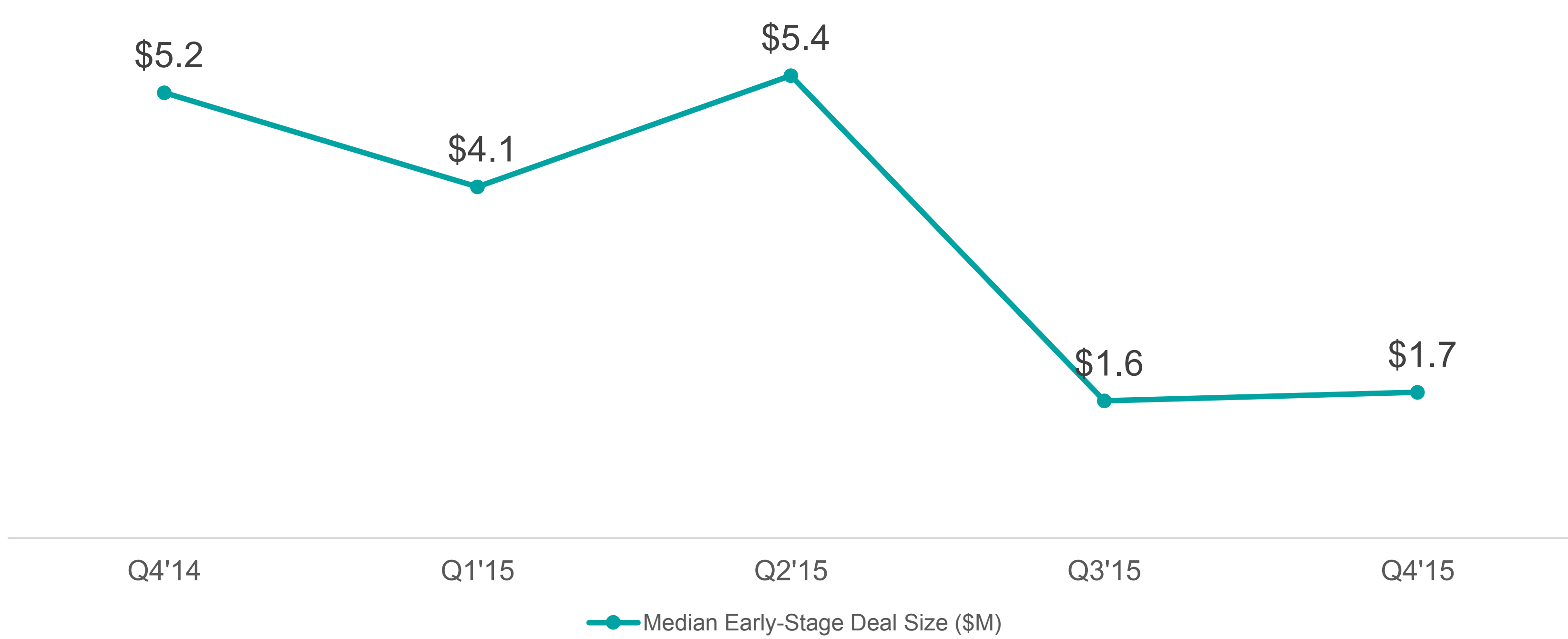
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

EUROPEAN EARLY-STAGE FINTECH DEAL SIZES FALL IN SECOND HALF OF 2015

Early-stage median deal size in Europe fell below $2M in Q3’15 and Q4’15 after a spate of larger Series A’s pushed Q2’15’s median to $6.7M.

European Early-Stage Fintech Deal Size

Q4’14 – Q4’15



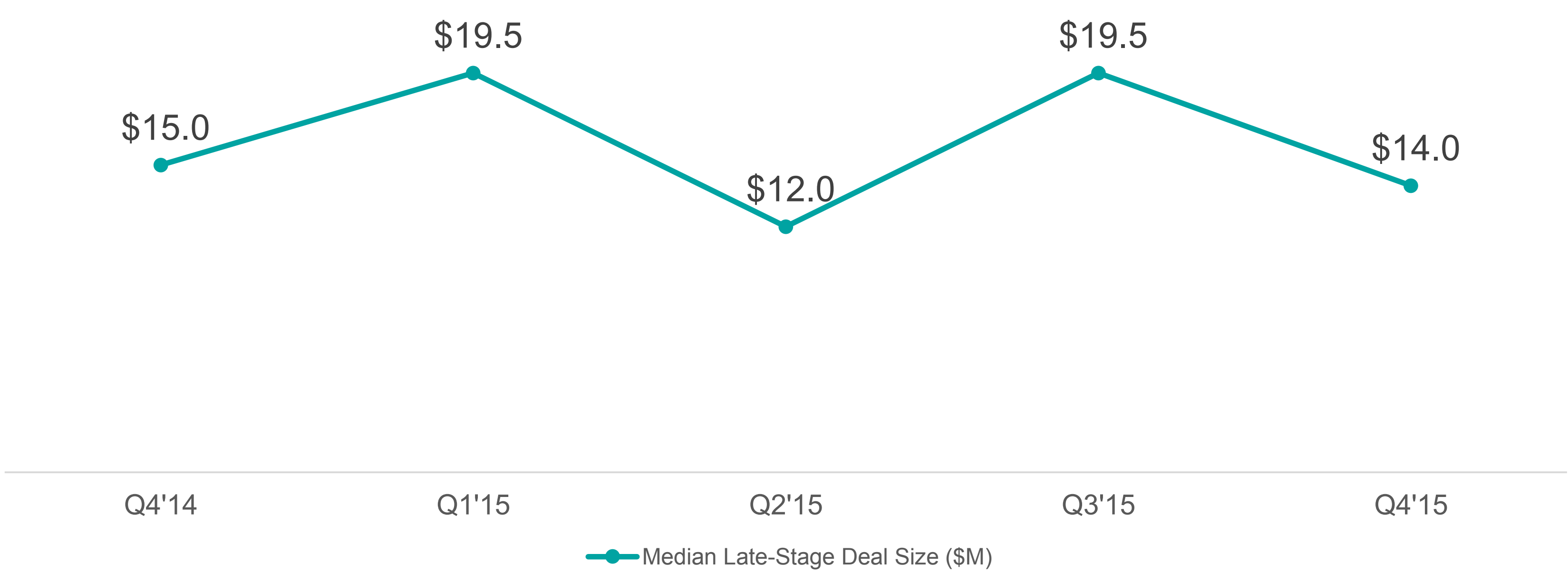
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

EUROPEAN LATE-STAGE FINTECH DEAL SIZES MINISCULE COMPARED TO NORTH AMERICA'S

Median late-stage fintech deal sizes in Europe have stayed under $20M in each of the last 5-quarters. North America median fintech deal sizes have topped $30M in each of the same 5 quarters.

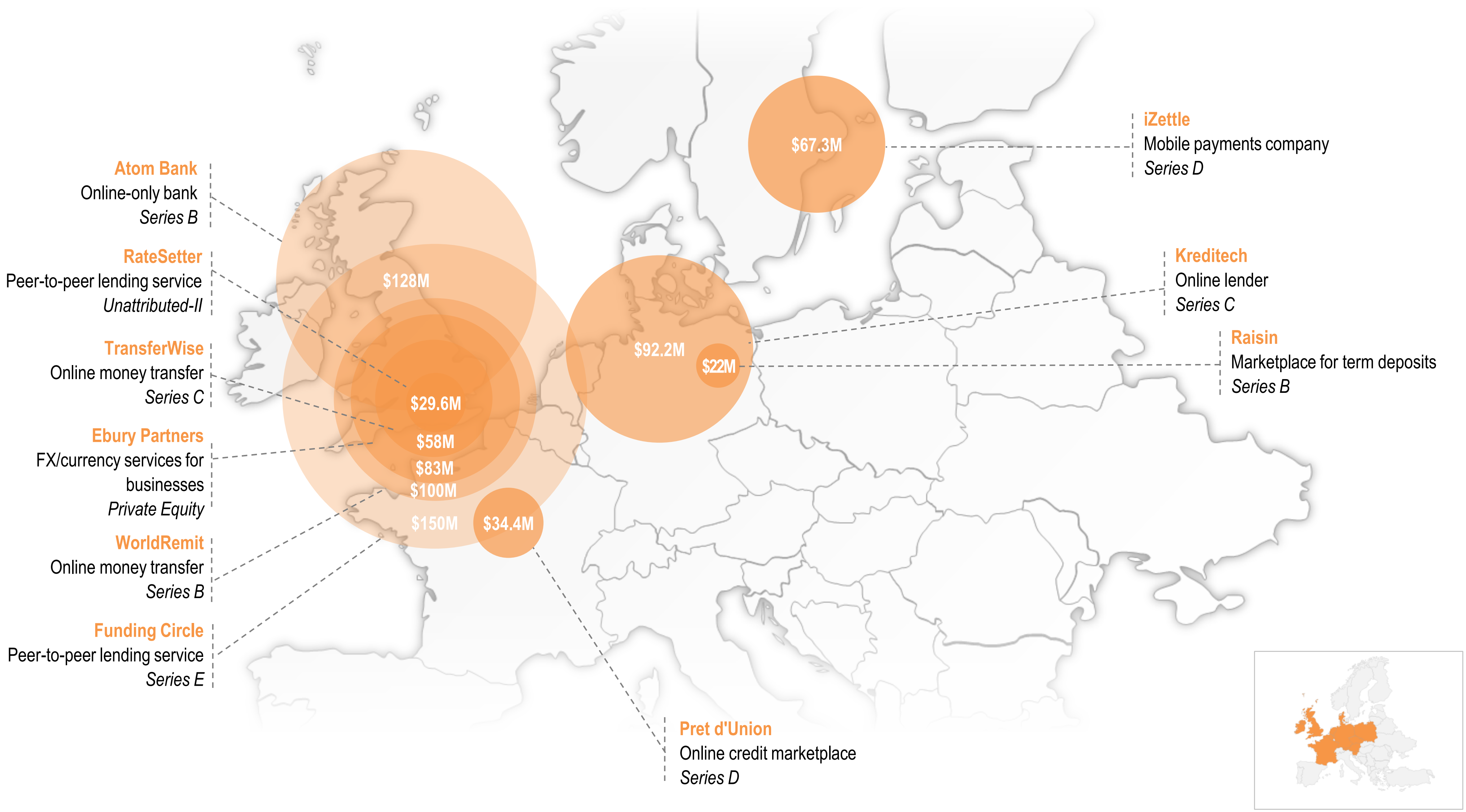
European Late-Stage Fintech Deal Size

Q4'14 – Q4'15



Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

THE 10 LARGEST EUROPEAN FINTECH ROUNDS OF 2015 REPRESENTED OVER $746M IN FUNDING

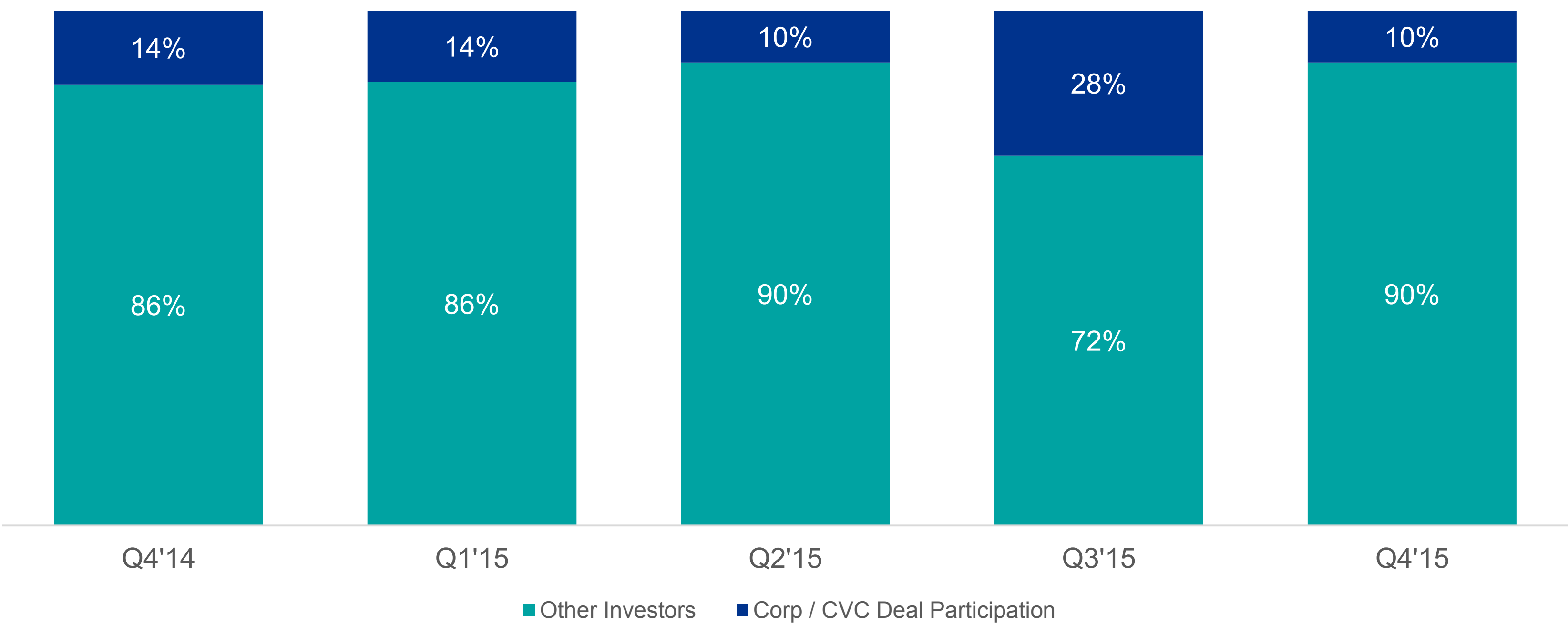


CORPORATE PARTICIPATION IN EUROPEAN FINTECH DEALS DROPS TO 10% IN Q4’15

While corporates participated in one-quarter of all deals to VC-backed fintech companies, participation was much smaller in Europe, where corporate participation has fallen below 15% in 4 of the past 4 quarters outside of a rise in corporate participation in Q3’15.

CVC Participation in European Deals to VC-Backed Fintech Companies

Q4’14 – Q4’15



Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

INDEX VENTURES, BALDERTON CAPITAL ARE MOST ACTIVE VC INVESTORS IN EUROPEAN FINTECH

No investor was more active in European fintech since 2011 than Index Ventures and Balderton Capital, which invested in Transferwise, Funding Circle and iZettle among others. Accel Partners rounded out the top three most active European fintech VCs.

Most Active VC Investors in European Fintech Companies

2011 - 2015

Rank	Investor	Rank	Investor
1	Index Ventures	8	Point Nine Capital
1	Balderton Capital	8	83North
3	Accel Partners	8	Draper Esprit
4	Northzone Ventures	8	Route 66 Ventures
4	Octopus Ventures	13	Anthemis Group
4	Holtzbrinck Ventures	13	Passion Capital
4	SpeedInvest	13	Notion Capital
8	High-Tech Gruenderfonds	13	General Atlantic

Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

“Regulators seem very open to new alternatives when dealing with financial services. Sure, they need to put in checks and balances, but I don’t think regulators will be barrier to adoption of new technologies.”

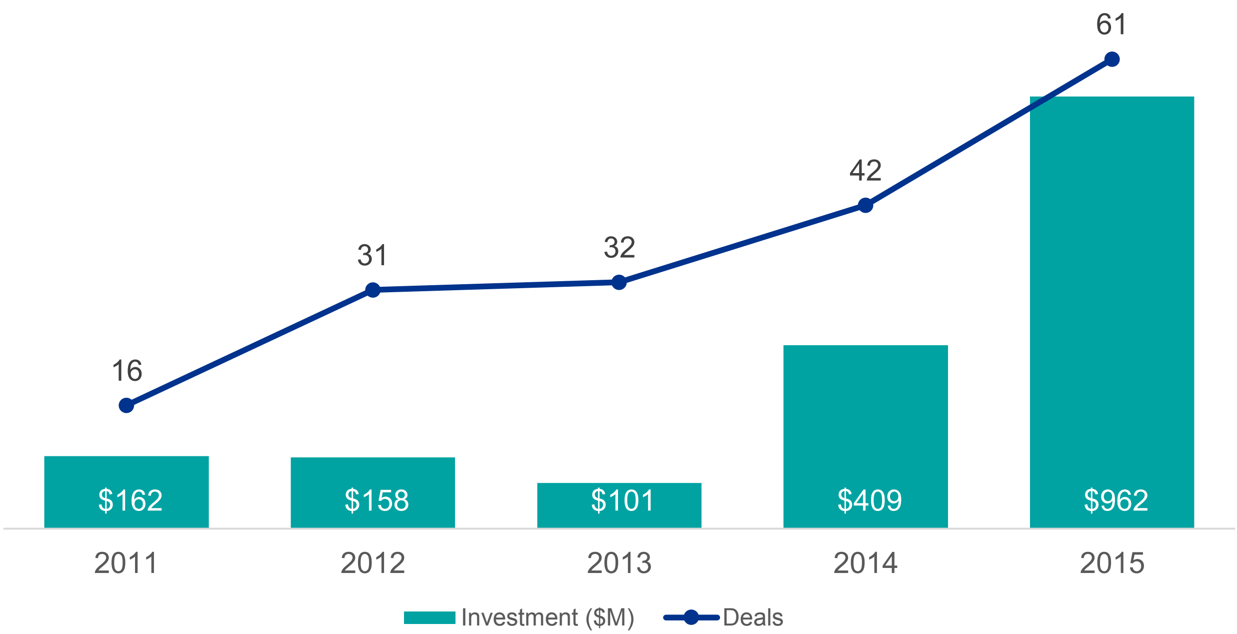
Arik Speier
Co-Leader, KPMG Enterprise Innovative Startups Network and Head of Technology, KPMG in Israel

UK VC-BACKED FINTECH INVESTMENT ACTIVITY

Top Deals & Cities, 2015

UK Fintech Investment Activity

VC-Backed Companies, 2011 – 2015



Top Deals

Funding Circle

$150M // Series E

Atom Bank

$128M // Series B

WorldRemit

$100M // Series B

Top Cities

London

50 Deals // $743.7M

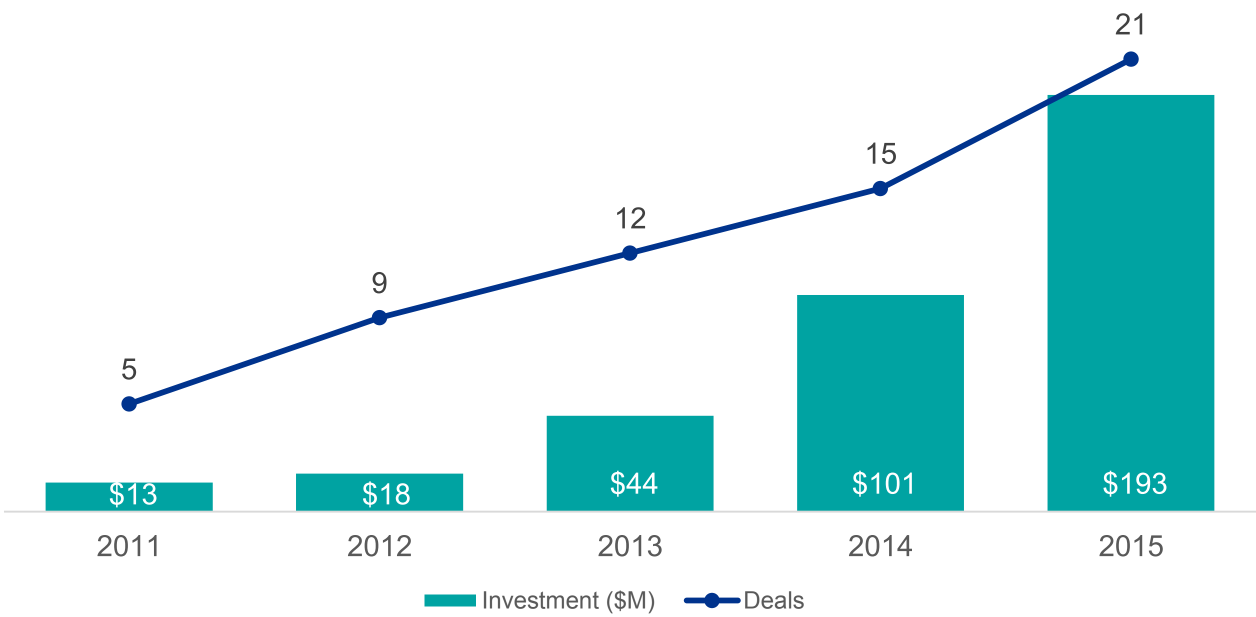
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

GERMANY VC-BACKED FINTECH INVESTMENT ACTIVITY

Top Deals & Cities, 2015

Germany Fintech Investment Activity

VC-Backed Companies, 2011 – 2015



Top Deals

Kreditech

$92.2M // Series C

Raisin

$22M // Series B

Smava

$16M // Series C

Top Cities

Berlin

10 Deals // $79.1M

Hamburg

5 Deals // $109.7M

Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

“We are seeing greater cooperation at all levels and a rapid build-up of fintech ecosystems, both locally and across Europe. By way of a local example, the Fintech & Payments Association of Ireland was founded in September and is already making tremendous progress bringing together fintechs, financial institutions, policy makers and government to collaboratively drive solutions and promote growth.”

Anna Scally

Partner, Head of Technology, Media and Telecommunications, and Fintech Leader, KPMG in Ireland


In 2015
ASIAN
VC-backed fintech companies raised
$4.5 billion

Mega-rounds propel Asia to quadruple fintech investment in 2015

Asia's fintech investment jumped significantly in 2015, rising from $1.1 billion to $4.5 billion year-over-year. Much of this investment came in Q2 and Q3, when investment reached $2.2 billion and $1.6 billion respectively. These substantial quarters were buoyed by a significant rise in $50m+ deals, including One97, Dianrong, BankBazaar and others.

Similar to other regions of the world, fintech investment in Asia slowed during the last quarter of 2015, falling from $1.6 billion down to just $400 million; although this slowdown is not expected to affect fintech for long given investor interest all over Asia. While China and India are leaders in Asia, Singapore and Hong Kong represent burgeoning fintech hubs as well. Even Japan and Taiwan, considered laggards in fintech investment, are coming around. Their local regulators are currently investigating fintech opportunities in order to see how they can use fintech to accelerate innovation.

Corporates focusing on under-banked and non-banked populations

When it comes to fintech, companies in Asia are spurred by a diverse range of market drivers and incentives. While corporates in more mature regions of the world typically see fintech companies as a disruptor to traditional banking, in Asia there is a much broader focus on fintech as an enabler for existing companies to extend their market share and to gain customers among the non-banked and under-banked populations. Companies in Singapore and India have been leading this charge – propelled by digital opportunities and the increasing use of mobile, even in remote regions.

As a result, corporate investment in Asia is significantly higher than in Europe and even the US. In Q4, corporates participated in 40 percent of VC deals in Asia – down from a high of 47 percent in Q4.

China explodes onto fintech scene

During 2015, China's fintech investment exploded – growing from just above $600 million in investment in 2014 to almost $2.7 billion in 2015. The significant rise can be attributed to numerous $100+ deals, including Zhong An ($931m in PE funding), Lu.com ($485 million in PE funding) and Dianrong ($207 million in Series C funding). While many of China's deals focused on Beijing, Shanghai and Shenzhen also accounted for significant deals, suggesting that fintech hubs may grow in several Chinese locations.

Mega-rounds propel Asia to quadruple fintech investment in 2015 (Cont.)

Partnership and collaboration is seen as a major driver of fintech in China – with many banks and insurance providers active in the space. In particular, Chinese banks are focusing their strategies around the small and mid-sized enterprise space, an area that has been underserviced by large banks in the past. At the same time, there's also increasing interest in fintech companies that offer alternative financing arrangements, giving consumers alternatives beyond traditional banks. This is especially true in remote areas where large percentages of the population are under-banked.

The Chinese government is taking a particular interest in driving fintech in a responsible manner. The government is conscious of the need to stabilize the market while enabling companies to innovate and expand. It is expected that over time, there will be more consolidation within fintech in China as non-performing startups fade away and larger ones grow and prosper as a result of corporate investment and partnerships.

Opportunities abound in India's fintech market

In tandem with China, India's fintech investment also grew exponentially from $247 million in 2014 to over $1.5 billion in 2015. Mumbai and Bangalore attracted the most fintech investment. India's growth may be somewhat linked to the positive take the country's banking regulator has taken on alternative banking providers. In 2015, it issued 21 banking licenses primarily to companies looking to harness technology to serve underbanked and non-banked populations.

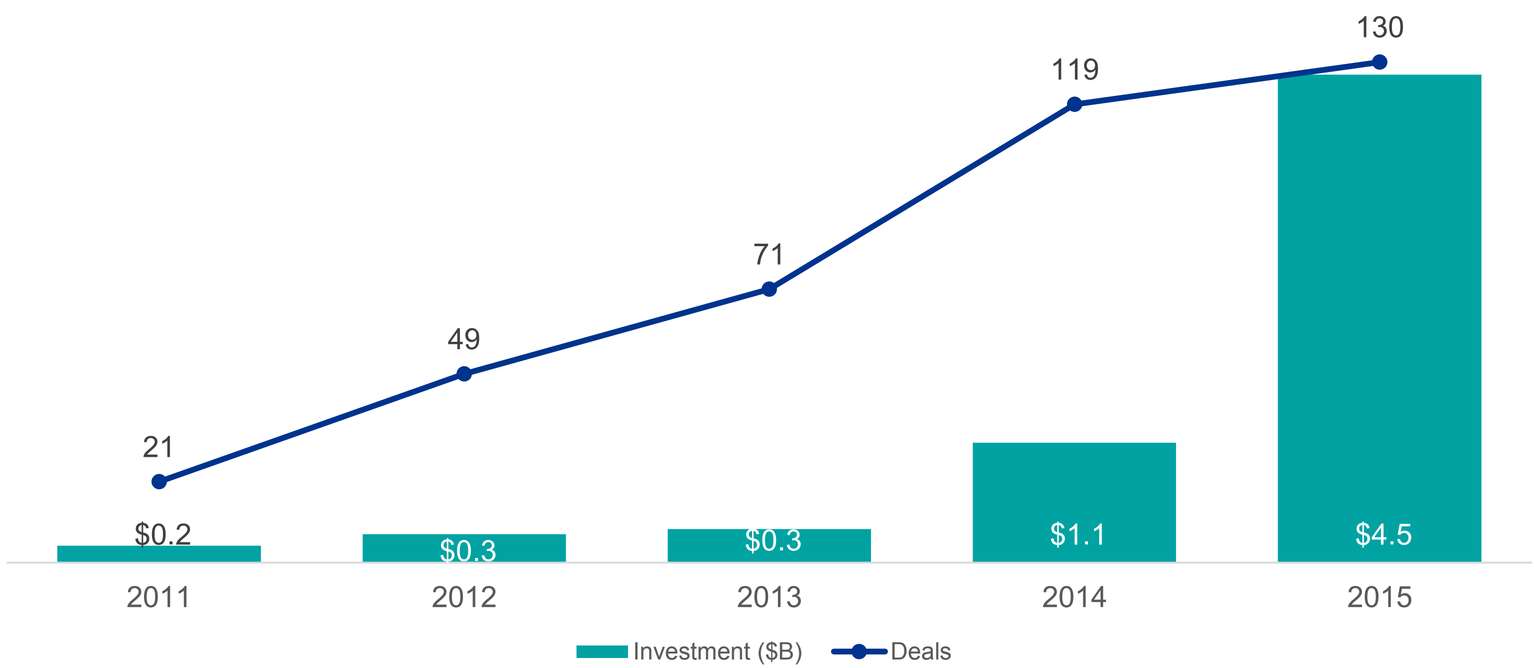
India's traditional banks have also increased their focus on fintech opportunities and using fintech to spur internal innovation. The largest bank in India, in particular, set up a special fintech branch. It has exposed their APIs to fintech companies and has said if companies come forward with a related revenue generation model, it will look to implement it within the bank.

ASIA: 2015 FINTECH FUNDING TOPS $4.5B; QUADRUPLES 2014 TOTAL

Funding to VC-backed fintech companies in Asia exploded to hit $4.52B in 2015 across 130 deals. The spike was attributed to a notable rise in $50M+ fintech deals, which included One97, Dianrong, and BankBazaar, among others.

Asian Annual Financing Trends to VC-Backed Companies

2011 – 2015



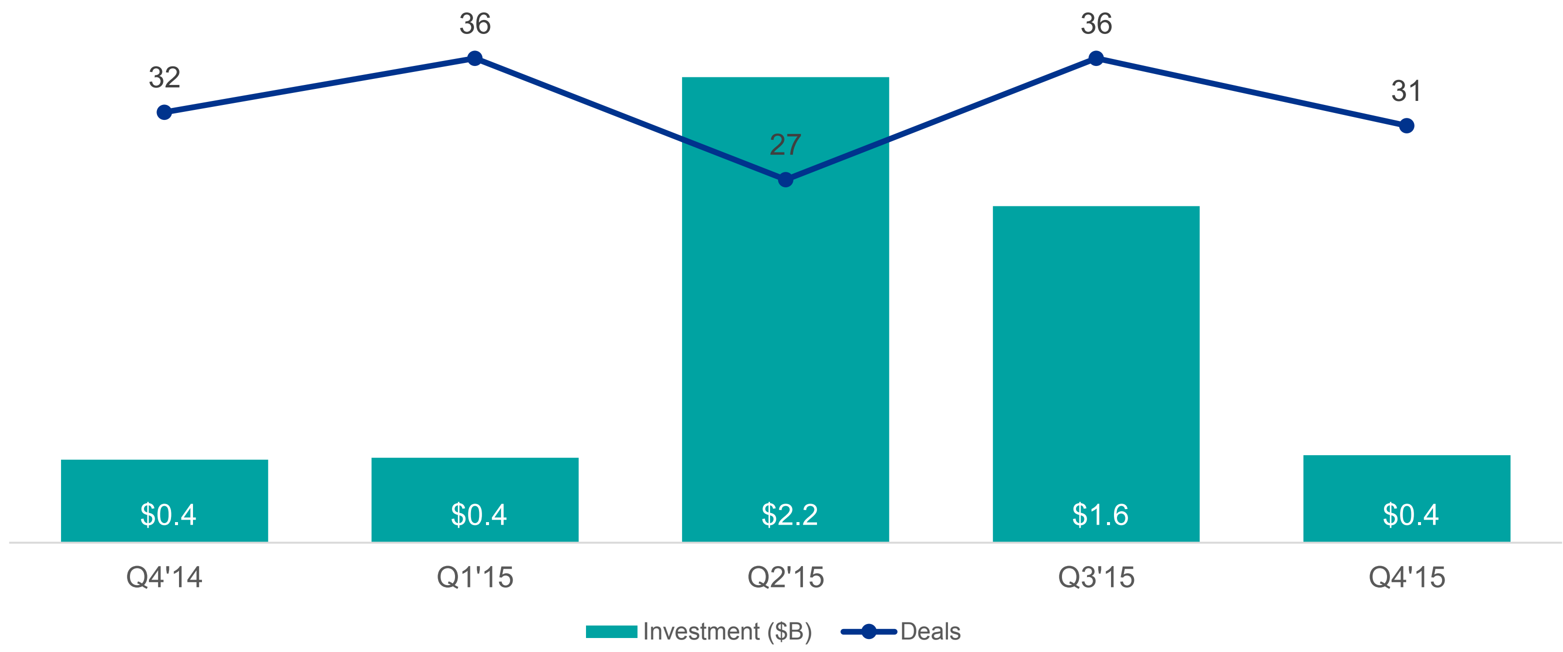
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

ASIAN FUNDING DOLLARS TO VC-BACKED FINTECH COMPANIES DIVES IN Q4’15

After hitting $1B+ in both Q2’15 and Q3’15, Asian fintech funding fell $1B in Q4’15 from the quarter prior. The steep drop of 75% came despite a smaller decrease of just 18% in deal activity.

Asian Quarterly Financing Trends to VC-Backed Companies

Q4’14 – Q4’15



Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

“In the past, companies looked at western business models as best practices and tried to figure out how to replicate them in Asia. I think you will increasingly see new business models coming out of Asia looking to take on enterprise market or consumer market. This is being driven by mobile technologies.”

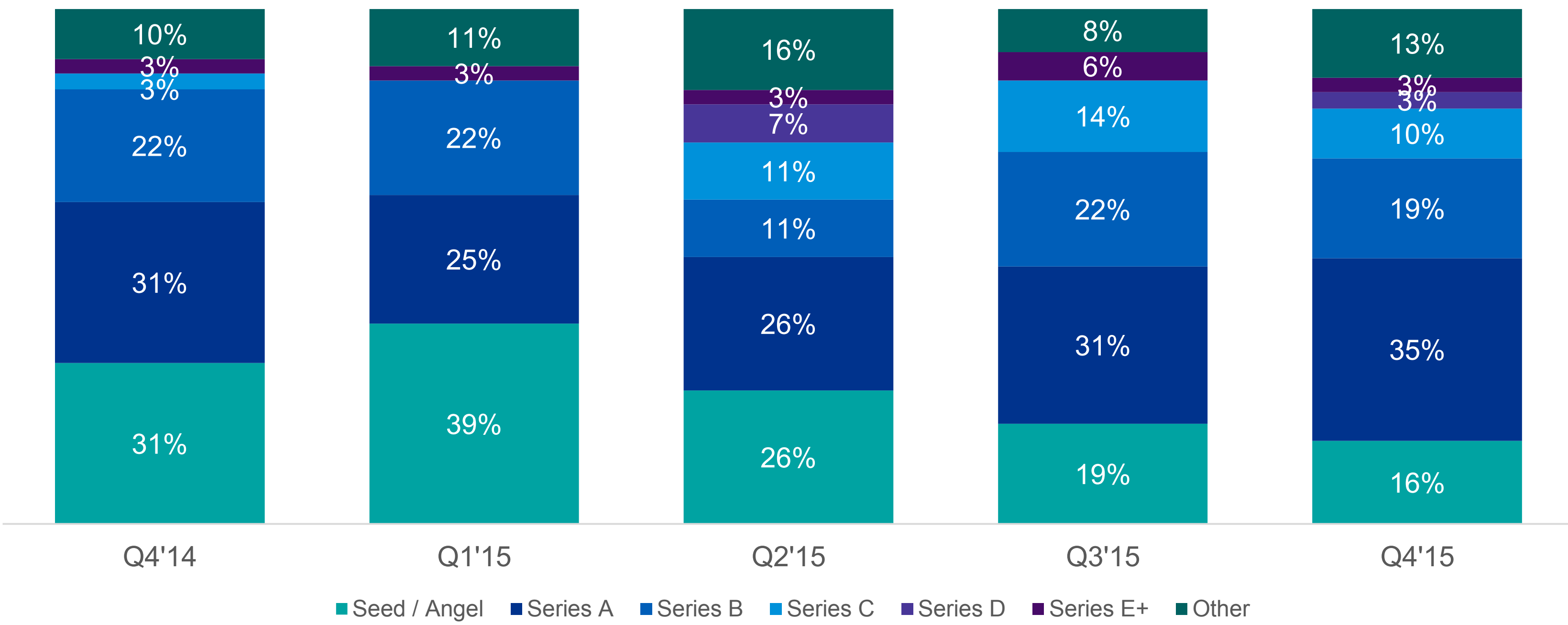
Irene Chu
Partner, Head of High Growth Technology & Innovation Group, KPMG in Hong Kong

ASIAN FINTECH SEED DEAL SHARE FALLS TO FIVE-QUARTER LOW

As fintech emerges in Asia, deal activity has shifted toward the mid-stage as Q4’15 saw Series B and Series C stage activity combine to take 29% of activity. In the same quarter, fintech seed deal share fell to a 5-quarter low of 16%.

Asian Quarterly Fintech Deal Share by Stage

Q4’14 – Q4’15



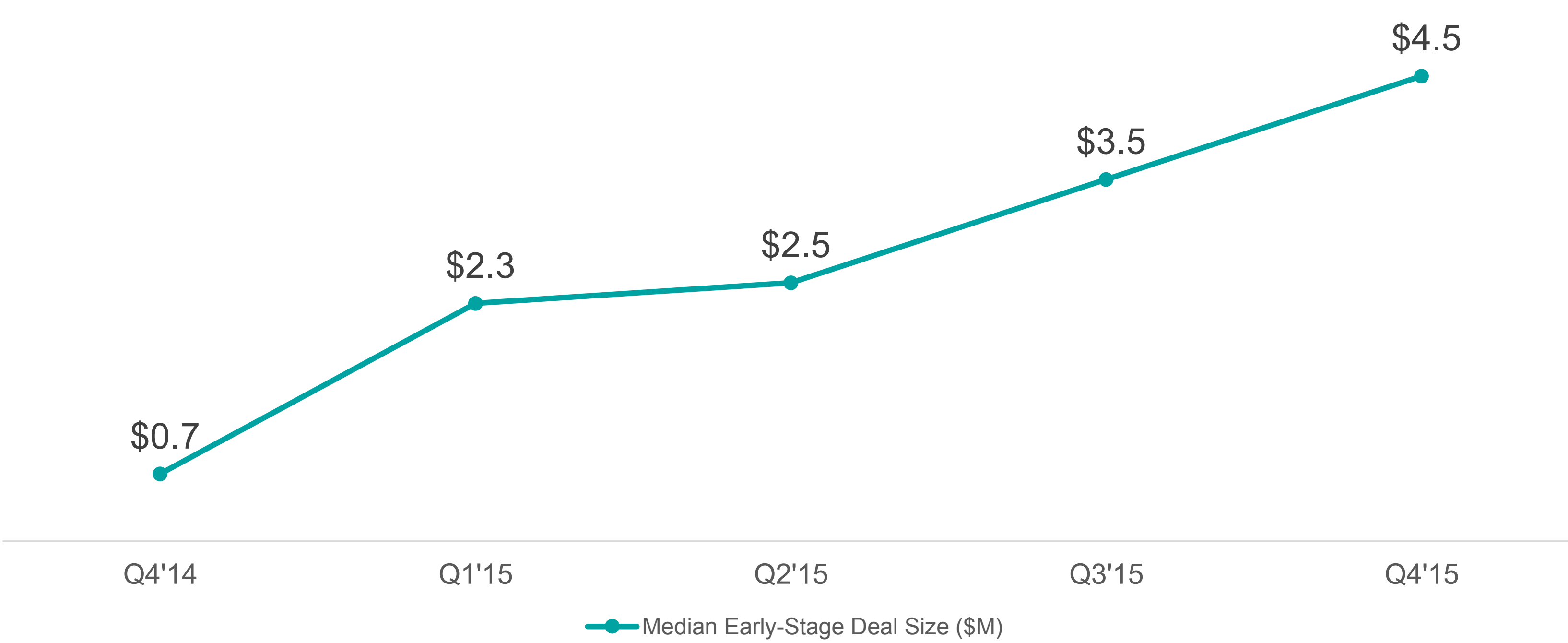
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

EARLY-STAGE FINTECH DEALS RISE FOR FOURTH STRAIGTH QUARTER IN Q4’15

The median early-stage fintech deal size in Asia rose for the fourth straight quarter to $4.5M in Q4’15. The Q4’15 deal size high was 543% larger than the median early-stage fintech deal in the same quarter last year.

Asian Early-Stage Deal Size

Q4’14 – Q4’15

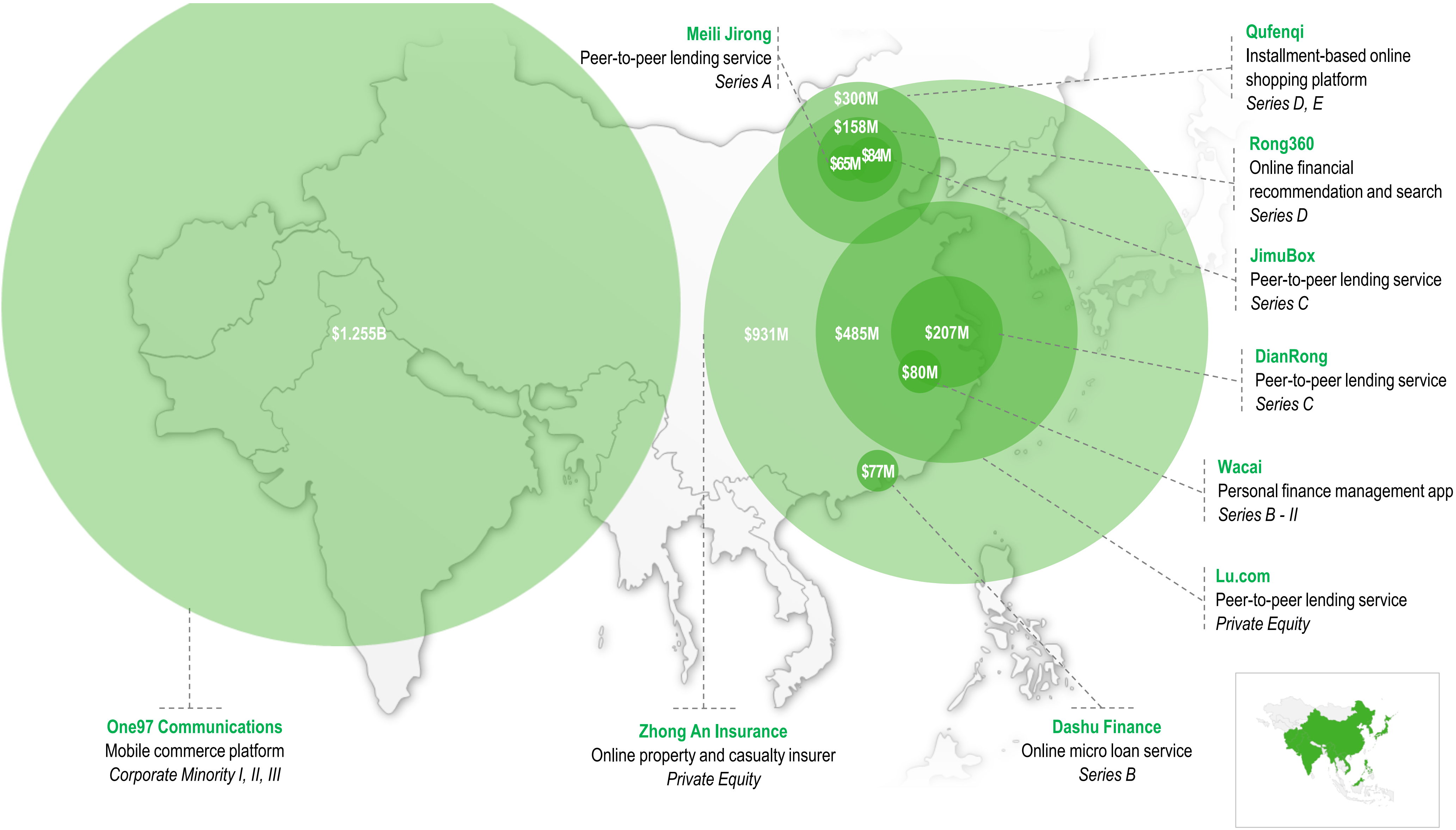


Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

“[In Asia], each country is developing its own fintech agenda. Some are more mature than others. All are trying to understand how they can leverage fintech to build a sustainable ecosystem and accelerate their support of regional and global markets without negatively impacting existing financial services.”

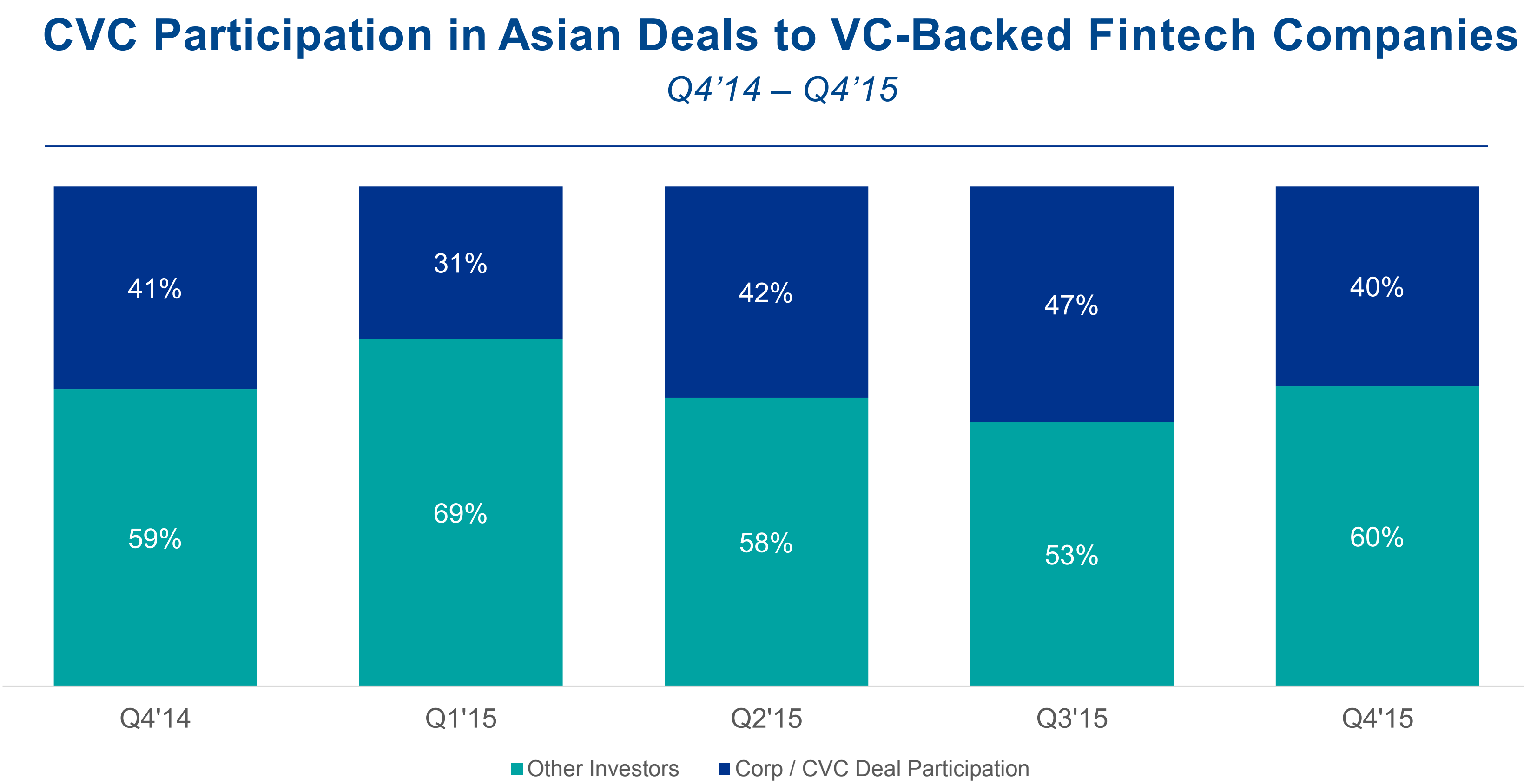
James McKeogh
Partner, Management Consulting, KPMG in Hong Kong

THE 10 LARGEST ASIAN FINTECH ROUNDS OF 2015 REPRESENT OVER $3.6B IN FUNDING



ASIAN CORPORATES REMAIN ACTIVE, ACCOUNT FOR 40% OF ALL FINTECH DEALS

With the presence of Alibaba, Tencent, Baidu, Rakuten and others, corporates participated in 40% of all financing deals to Asian VC-backed fintech companies in Q4'15. Corporates participated in nearly half of all deals to VC-backed fintech companies in Q3'15.



Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

ACCEL PARTNERS, EAST VENTURES, SEQUOIA CHINA TOP MOST ACTIVE ASIAN FINTECH VCs

There was a three-way tie for most active VC in Asian fintech companies since 2011 between Accel Partners, East Ventures, and Sequoia Capital China. 500 Startups and Sequoia India rounded out the top 5.

Most Active VC Investors in Asian Fintech Companies

2011 – 2015

Rank	Investor	Rank	Investor
1	Accel Partners	7	IDG Capital Partners
1	East Ventures	10	Blume Ventures
1	Sequoia Capital China	10	GMO Venture Partners
4	500 Startups	10	Jungle Ventures
4	Sequoia Capital India	10	AppWorks Ventures
6	Life.Sreda	10	Kalaari Capital
7	Golden Gate Ventures	15	Mitsubishi UFJ Capital
7	CyberAgent Ventures		

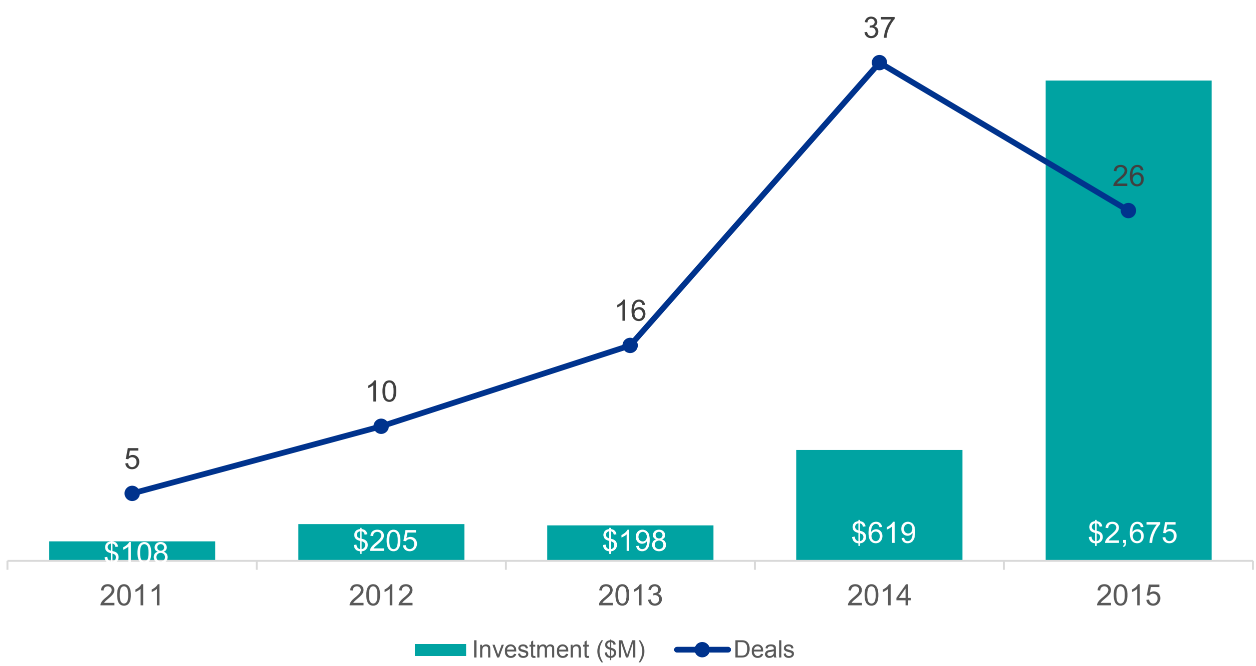
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

CHINA VC-BACKED FINTECH INVESTMENT ACTIVITY

Top Deals & Cities, 2015

China Fintech Investment Activity

VC-Backed Companies, 2011 – 2015



Top Deals

Zhong An

$931M // Private Equity

Lu.com

$485M // Private Equity

Dianrong

$207M // Series C

Top Cities

Beijing

12 Deals // $704M

Shanghai

5 Deals // $1.6B

Shenzhen

2 Deals // $127M

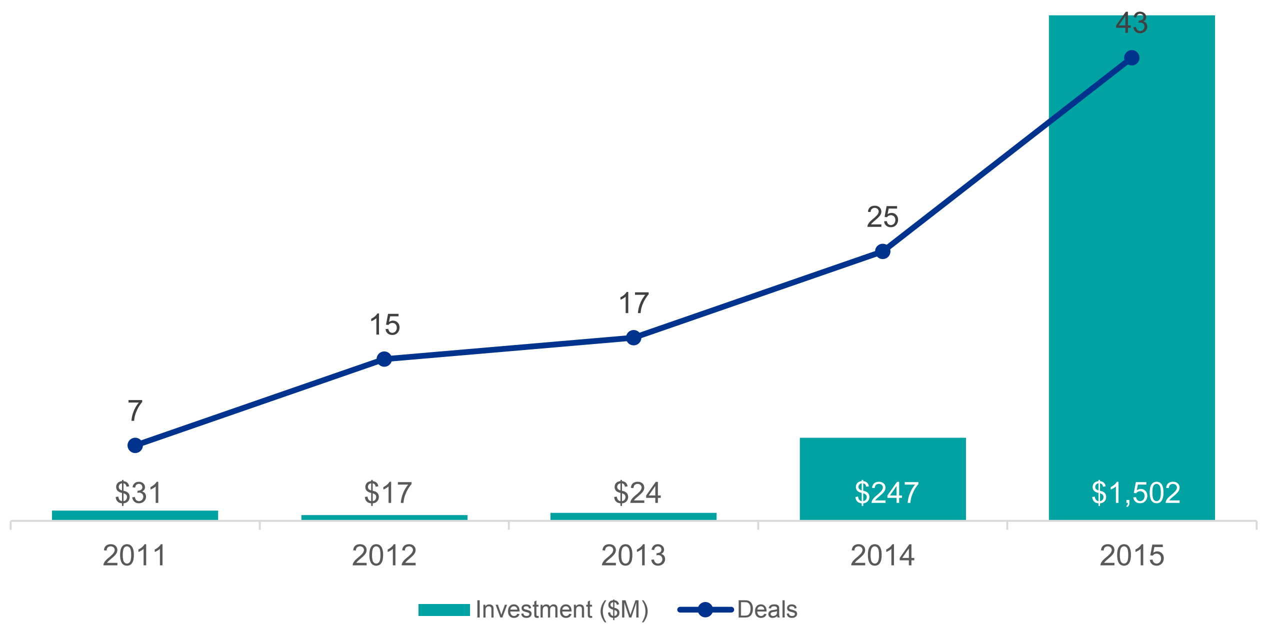
Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

INDIA VC-BACKED FINTECH INVESTMENT ACTIVITY

Top Deals & Cities, 2015

India Fintech Investment Activity

VC-Backed Companies, 2011 – 2015



Top Deals

One97

$680M // Corporate Minority

BankBazaar

$60M // Series C

PolicyBazaar

$40M //Series D

Top Cities

Bangalore

11 Deals // $57M

Mumbai

9 Deals // $79M

Gurgaon

6 Deals // $32M

Source: The Pulse of Fintech, 2015 in Review, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) March 9th, 2016.

METHODOLOGY – WHAT'S INCLUDED? WHAT'S NOT?

CB Insights and KPMG International encourage you to review the methodology and definitions employed to better understand the numbers presented in this report. If you have any questions about the definitions or methodological principles used, we encourage you to reach out to CB Insights directly. Additionally, if you feel your firm has been under-represented, please send an email to info@cbinsights.com and we can work together to ensure your firm's investment data is up-to-date.

What is included:

– Equity financings into emerging fintech companies. Fundings must be put into VC-backed companies, which are defined as companies who have received funding at any point from either: venture capital firms, corporate venture group or super angel investors.

– Fundings of only private companies. Funding rounds raised by public companies of any kind on any exchange (including Pink Sheets) are excluded from our numbers even if they received investment by a venture firm(s).

– Only includes the investment made in the quarter for tranched investments. If a company does a second closing of its Series B round for $5M and previously had closed $2M in a prior quarter, only the $5M is reflected in our results.

– Round numbers reflect what has closed – not what is intended. If a company indicates the closing of $5M out of a desired raise of $15M, our numbers reflect only the amount which has closed.

– Only verifiable fundings are included. Fundings are verified via (1) various federal and state regulatory filings; (2) direct confirmation with firm or investor; or (3) press release.

– Previous quarterly VC reports issued by CBI have exclusively included VC-backed rounds. In this report any rounds raised by VC-backed companies are included, with the exceptions listed.

What is excluded:

– No contingent funding. If a company receives a commitment for $20M subject to hitting certain milestones but first gets $8M, only the $8M is included in our data.

– No business development / R&D arrangements whether transferable into equity now, later or never. If a company signs a $300M R&D partnership with a larger corporation, this is not equity financing nor is it from venture capital firms. As a result, it is not included.

– No buyouts, consolidations and recapitalizations. All three of these transaction types are commonly employed by private equity firms and are tracked by CB Insights. However, they are excluded for the purposes of this report.

– No private placements. These investments, also known as PIPEs (Private Investment in Public Equities), even if made by a venture capital firm(s).

– No debt / loans of any kind (except convertible notes). Venture debt or any kind of debt / loan issued to emerging, startup companies, even if included as an additional part of an equity financing is not included. If a company receives $3M with $2M from venture investors and $1M in debt, only the $2M is included in these statistics.

– No government funding. Grants, loan or equity financings by the federal government, state agencies or public-private partnerships to emerging, startup companies are not included.

KPMG ENTERPRISE INNOVATIVE STARTUP NETWORK. FROM SEED TO SPEED WE'RE HERE THROUGHOUT YOUR JOURNEY

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About

KPMG Enterprise

You know KPMG, you might not know KPMG Enterprise.

KPMG Enterprise advisers in member firms around the world are dedicated to working with businesses like yours. Whether you're an entrepreneur looking to get started, an innovative, fast growing company, or an established company looking to an exit, KPMG Enterprise advisers understand what is important to you and can help you navigate your challenges – no matter the size or stage of your business. You gain access to KPMG's global resources through a single point of contact – a trusted adviser to your company. It's a local touch with a global reach.

The KPMG Enterprise global network for innovative startups has extensive knowledge and experience working with the startup ecosystem. Whether you are looking to establish your operations, raise capital, expand abroad, or simply comply with regulatory requirements - we can help. From seed to speed, we're here throughout your journey.

KPMG Fintech

In today's fast-paced Financial Services(FS) sector, technology-based businesses and solutions offer Financial Institutions the opportunity to telescope their appetite for innovation and create powerful new business models that can enhance bottom line performance for customers and shareholders alike. KPMG professionals use the combined strength of our renowned FS sector insight, global network of knowledge and experience and our global relationships with the Fintech startup community to help you identify the partnership, equity investment or full acquisition opportunities that are specifically focused on your needs and opportunities. Once you have made the strategic decision to transform your organization, KPMG professionals work with you to implement your transformational agenda at the operational level and help ensure that you realize the full benefits of your fintech strategy.

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