The Story of How Grasshopper Bank and Radius Bank Redefined Banking Innovation

Nikhil Lakhanpal

Mike Butler

Narmi Inc.

Grasshopper Bank

Bank Director.



#A0BA23

BankDirector.

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Tuesday, January 31st | 9:10 - 9:40 AM





Nikhil Lakhanpal Co-Founder *Narmi*

Mike Butler CEO Grasshopper Bank

Our journey together.

2018

Launched Consumer Digital Banking with Radius Bank

2020

Launched Business Digital Banking with Radius Bank

2021

Launched Business Digital Banking with Grasshopper Bank

2022

Continuing to expand offering by adding international wires, virtual cards & integrating with Quickbooks, Autobooks & Plaid







Building an award-winning digital banking experience

Bankrate

Best Online Bank 2020

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		WA.				
RECENTLY	USED ACCOUNT	5				
	Checking Checking	\$1,5	\$1,556.84 >			
	ro Checking	\$3,6	\$3,659.07 >			
	ld Savings 03 Savings	\$1,0	\$1,050.90 >			
View All	Accounts		>			
RECENT A	CTIVITY					
Aug 8						
Verizon		-\$79.99				
Mobile C	Deposit	\$1,	\$1,258.78			
Cash Ba	ck Rewards	\$	\$100.00			
Transfer	To Venmo	-	-\$60.00			
See More	6		>			
	D	÷	\$			
Feed	Deposit	Transfer & Pay	Setting			



Location Boston, MA Assets

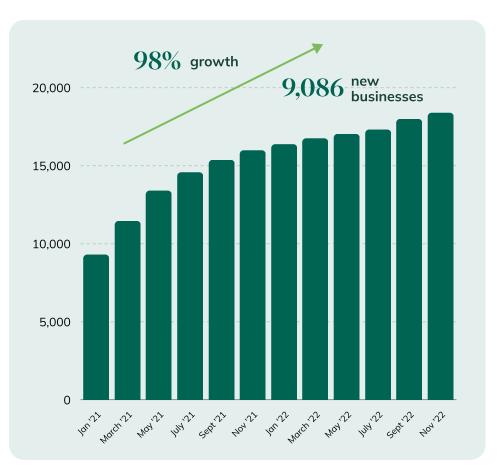
\$1.4B

Branches Digital-only

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NEWSLETTERS	ENTERPRISE	FINTECH	ENTERTAINMENT	WORKPLACE	POLICY	CHINA	CLIMATE
TERVIEW							
Buying	a bank	(turr	ned Len	dıngCl	ub a	rour	ld.

The company's Radius Bank deal, panned by Wall Street at the time, proved crucial for the fintech company, CEO Scott Sanborn told Protocol.

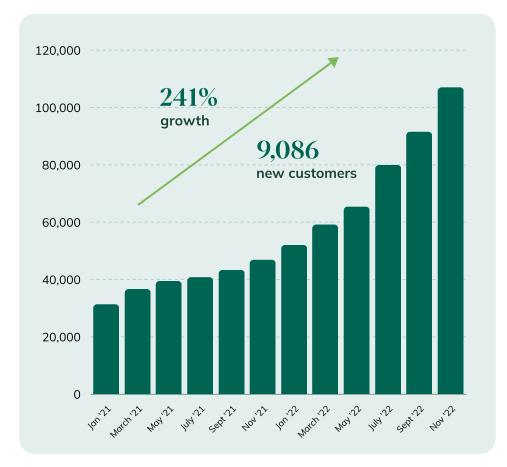
Growth in enrolled business digital banking users after Radius Bank launched with Narmi



Growth in enrolled business clients



Newly enrolled business clients Growth in enrolled consumer digital banking users after Radius Bank launched with Narmi



241% Growth in enrolled

consumer clients

75,689 Newly enrolled

consumer clients

What can we learn from Grasshopper's approach to serving businesses?

HQ: New York, NY Assets: \$700MM Branches: Branchless Employees: 100

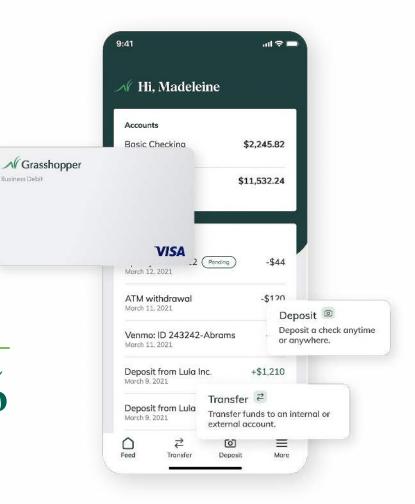
Growth in the last year

84% Growth in assets in the last year



Increase in core deposits 358%

Uptick in loans



The Faces of *G*rasshopper



Luther Liang Director of Product

Former Director of Product Radius Bank now LendingClub



Danielle Kane Director of SMB Banking

Former Director of Acquisiton Radius Bank now LendingClub



Pete Chapman Chief Technology Officer Former VP of Growth &

Partnerships at MX

The Narmi Team would love to connect with you.

Where to find us:

Our team will be in the **Exhibit Hall, Table 38** or reach out to us at **contact@narmi.com** to learn more.

