

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

Nikhil Lakhanpal

Narmi Inc.

Mike Butler

Grasshopper Bank



 narmi | **Bank**Director.

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

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

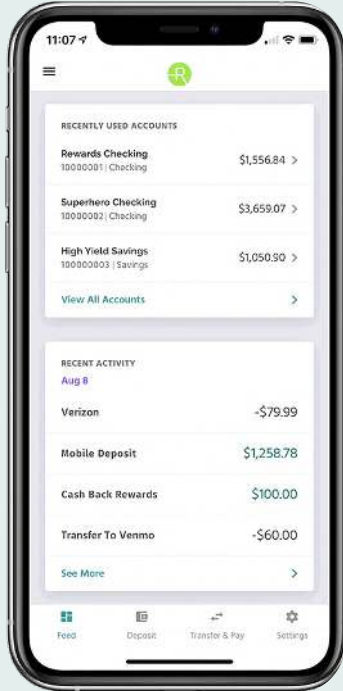
Launched Business Digital Banking with Grasshopper Bank



2022

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





Building an award-winning digital banking experience



Location
Boston, MA

Assets
\$1.4B

Branches
Digital-only



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

98%

Growth in enrolled business clients

9,086

Newly enrolled business clients



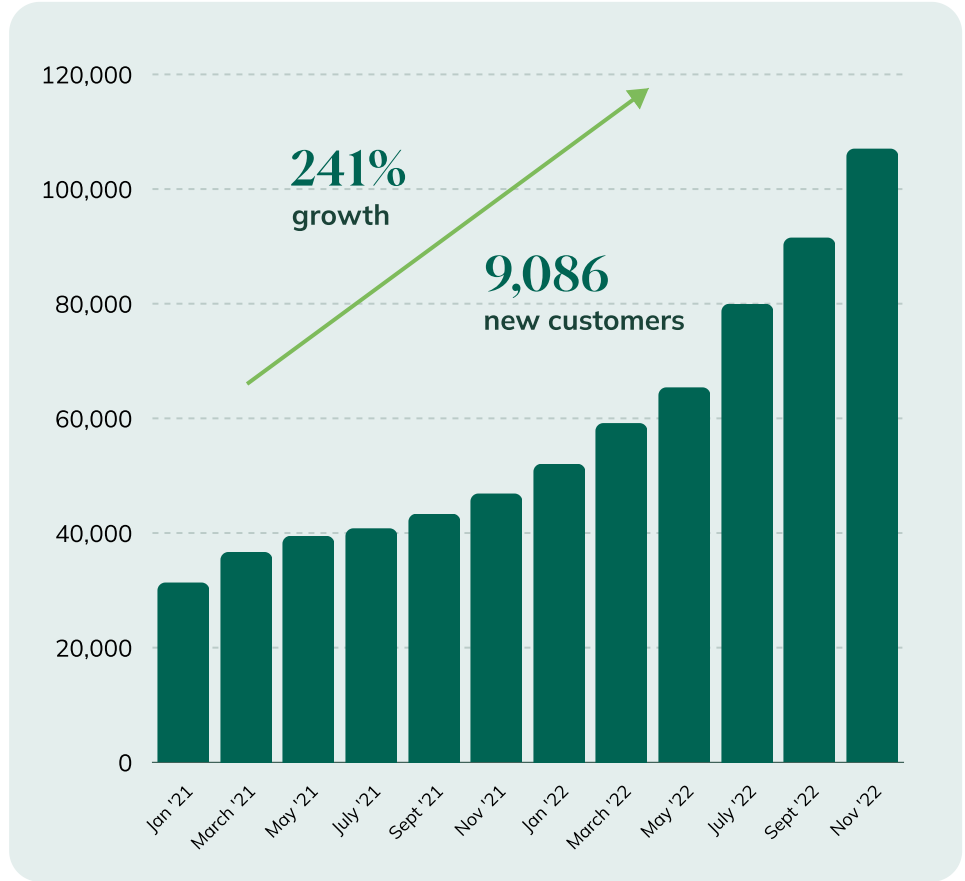
Growth in enrolled consumer digital banking users after Radius Bank launched with NarMI

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

Branches: Branchless

Assets: \$700MM

Employees: 100

Growth in the last year

84%

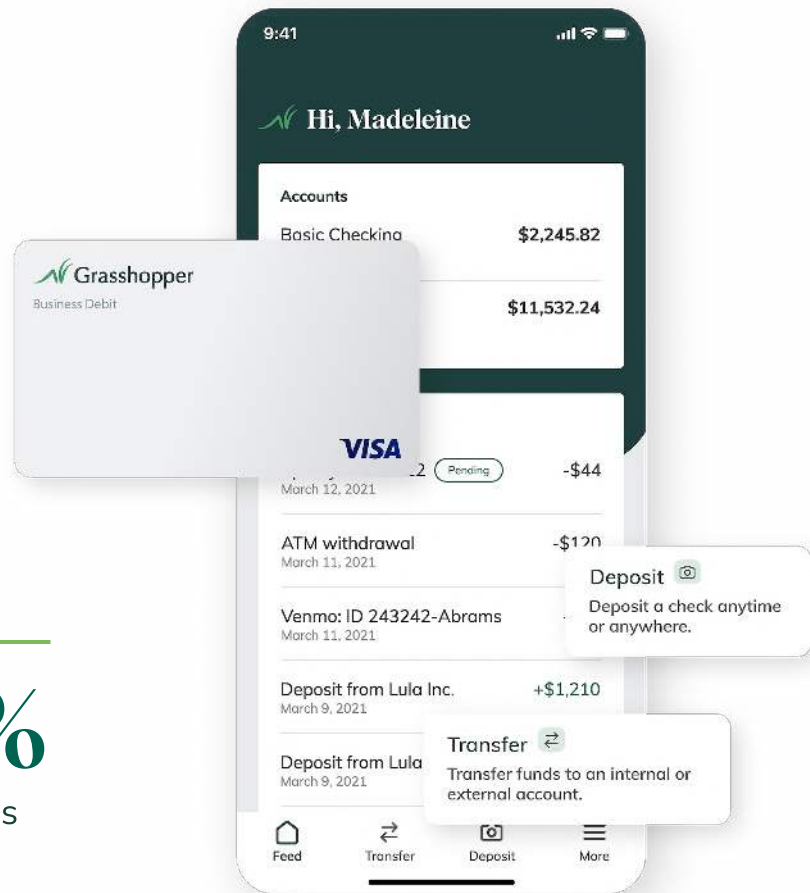
Growth in assets
in the last year

192%

Increase in core
deposits

358%

Uptick in loans



The Faces of Grasshopper



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.

