

Tech Talk 2:
**Torpago Enables Financial
Institutions to Launch
Industry-leading
Commercial Credit Card
and Spend Management
Programs**

Brent Jackson

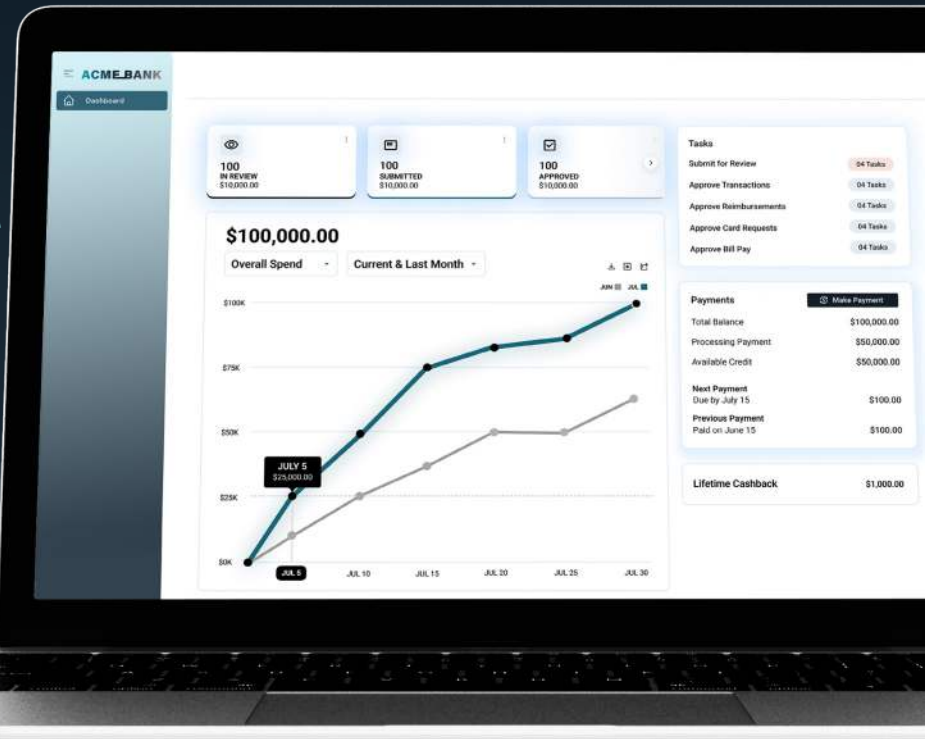
Torpago, Inc.

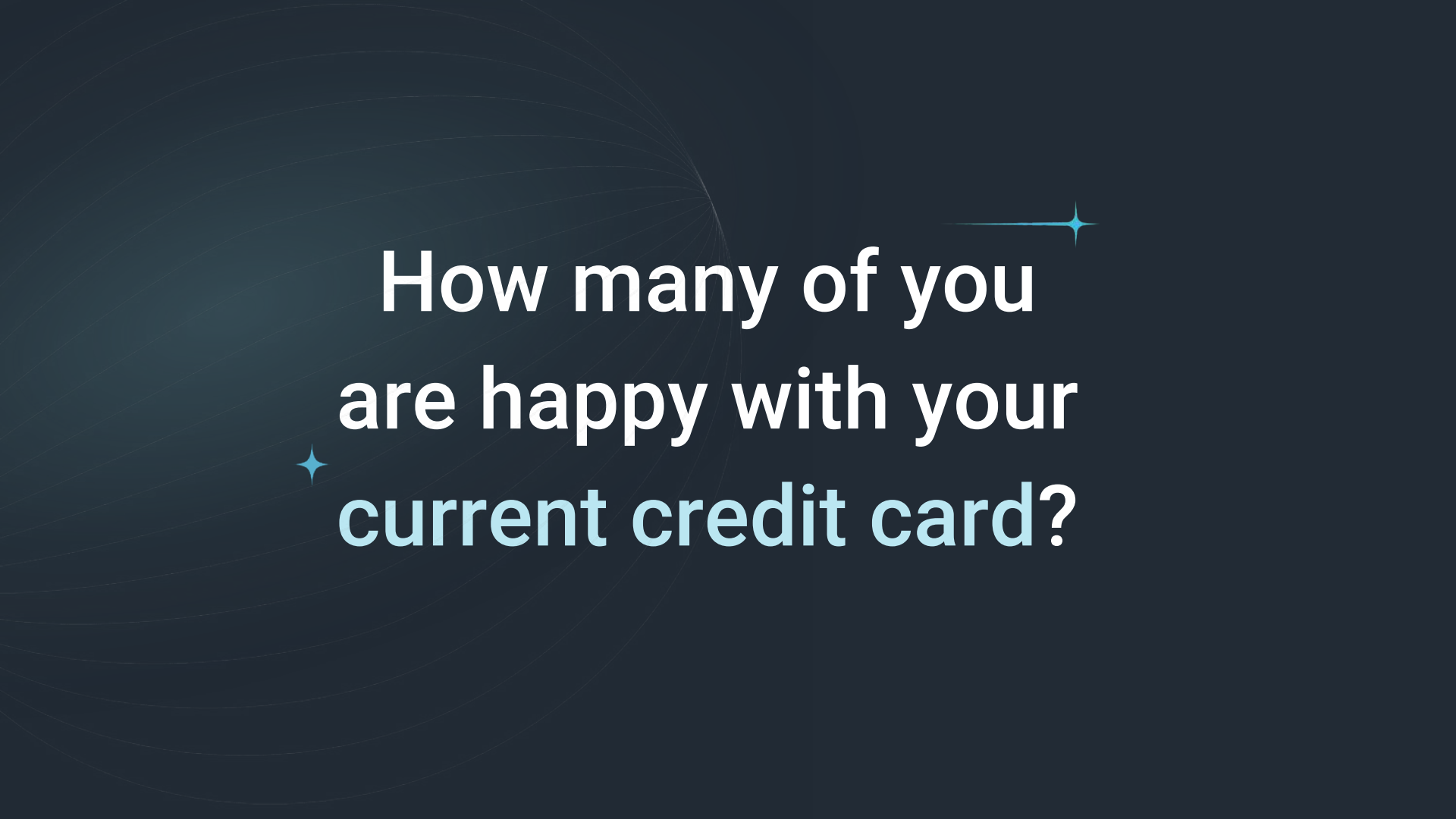
#FXT24

TORPAGO

Launch Modern Credit Programs

FinXTech May 2024





How many of you
are happy with your
current credit card?

Who We Are ✨

Torpago is the modern alternative to the traditional corporate credit card. Through innovative spend management software, robust card issuing capabilities, and a modular approach, Torpago empowers banks to offer white-labeled, industry-leading payment solutions to their customers.

Headquarters

San Mateo, CA

Founded

2020

Full Time Employees

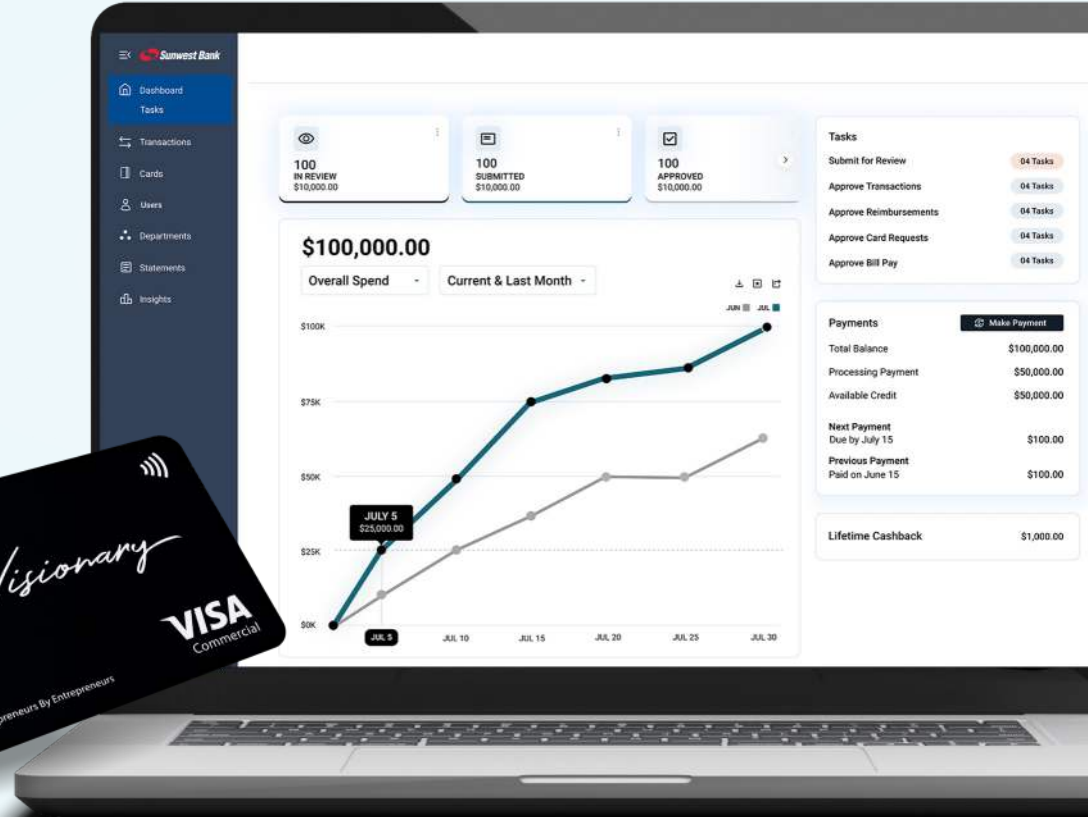
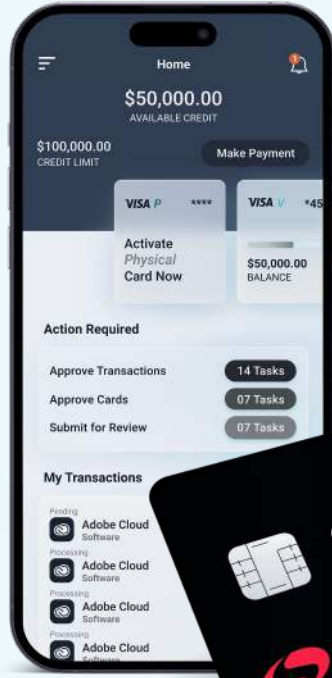
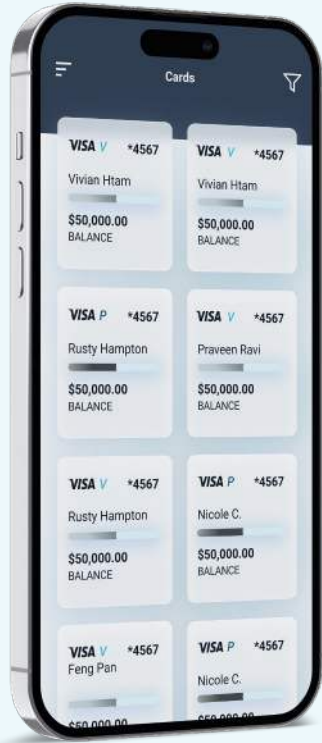
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Capital Structure

\$21M raised to date

Notable Investors

- BankTech Ventures
- Assurant Ventures
- EJV Capital
- Priority Tech
- First Northwest Bancorp (\$FNWB)



What Sunwest was looking for...



Market-leading Product

Bank-branded credit cards, spend management software, and application experiences. Torpago's platform architecture is cloud-native and event-driven.



Flexible Infrastructure

Bank can choose desired modules to fit current infrastructure, creating minimal disruption when launching program.



Innovation and Growth

Ability to serve wider range of customer needs from a single platform, fueling deposit growth, operational efficiencies, and card spend.



Capture Payment Volume

Sunwest did a study and found the \$150mm annually was leaving their ban to pay down other credit cards.

Powered By TORPAGO

Delivering white-labeled credit program solutions built to support you in your customer retention, growth, and acquisition goals.



✦ Virtual, Physical, & Tokenized Cards

Your customers can issue their employees physical credit cards or unlimited virtual cards once approved. Cards can be instantly provisioned to digital wallets.

✦ Spend Management Software

From spend, approvals, and bill pay to reimbursements - your customers can manage all of their business's finances simply when using our cloud native web platform or mobile app.

✦ 1,000+ Native Integrations

Your customers can connect to their HRIS / ERP Accounting systems seamlessly.

✦ Program Launch Support

Torpedo's team aligns with you from project planning to implementation: risk, operations, design, and marketing come together to ensure optimal success.



How we support your program



Risk

Fraud engine, KYB + KYC, risk management and underwriting, transaction monitoring



Products

Card issuing, spend controls, account hierarchies, approval workflows, web and mobile apps (iOS/Android)



Insights

Data, reporting and analytics



Customers

Customer support and marketing

Why your customers will love the experience...



Convenience

Web and mobile app with modern, intuitive UI



Automation

Bill pay, receipt intelligence



Ease

Native integrations and open APIs make it simple to sync the platform into existing systems

Connect ERP



Connect to QuickBooks



connected



Connect to Acumatica



Connect to Xero



Connect to Custom ERP



Connect to OneLogin



Connect to Gusto



Connect to HRIS



Connect to Sana

Account Management

All transactions will automatically be categorized. Fill out below

Torpago Accounts



Airlines



Car Rental



Commuter



Lodging



Gas



errr



SaaS Software



Mail



Rideshare & Taxi



Miscellaneous



Rental



Grocery Stores & Markets

Engagement options

for **Powered By**
TORPAGO



PATH A

- ✦ Issue on sponsor bank BIN
- ✦ Receivables funded using sponsor bank balance sheet; no credit or fraud exposure



PATH B

- ✦ Issue on sponsor bank BIN
- ✦ Receivables funded using sponsor bank balance sheet, but you assume credit and fraud exposure



PATH C

- ✦ Issue on your own BIN
- ✦ Receivables funded using your balance sheet and you assume credit and fraud exposure

Today, Torpago can provide¹

Visa or Mastercard

Cash back rewards

Revolving or Charge ledger

Underwriting, account opening and KYB/OFAC screening

Digital wallet tokenization

Marketing support

Fraud tools (identity and transaction)

Cardholder support and collections

Web and mobile apps (iOS and Android)

Settlement reporting

Card fulfillment

API endpoints for entire platform

Various modules: bill pay, non-card reimbursement, card issuance (physical, virtual, tokenized), 3rd party integrations

1. Bank can elect which services to outsource to Torpago vs. keep as-is

TORPAGO

Thank You!

Contact

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