



Navis Capital Partners announces a strategic growth investment in Moneythor

Singapore, 18 January 2021: Navis Capital Partners (“Navis”), an Asia-based private equity firm, has completed an investment in Moneythor Pte Ltd (“Moneythor”). Founded in 2013 by banking technology veterans and digital entrepreneurs with a strong background in computer science and applied mathematics, Moneythor is a technology company providing financial institutions and fintech firms with solutions to enhance their digital banking services, with a prime focus on the generation of data-driven personalised and contextual recommendations for their customers. Moneythor is headquartered in Singapore and is present in London, Paris, and Tokyo.

Traditional banks are facing new challenges from customers, regulators, market condition and disruptors. Customers expect banks to simplify their lives and have deep understanding of their needs and goals through data while protecting their money and identity. Moneythor’s open banking-enabled personalised content enables banks to deepen customer engagement which is imperative to delivering engaging digital experiences to users through its Artificial Intelligent (AI) and Machine Learning (ML) powered engine. Moneythor provides financial institutions with a cloud-native software solution to enhance their digital banking services across multiple channels such as mobile, web, ATMs and chatbots. Driven by data, it focuses on the delivery of real time, personalized contextual and actionable recommendations, nudges and insights to the banks’ customers. Moneythor supports traditional financial institutions, card issuers and fintech firms including virtual banks and digital wallet providers in many countries around the world; with penetration focus in Asia and Africa.

Olivier Berthier, the CEO and co-founder of Moneythor, commented: *“I am delighted to welcome Navis as shareholders in Moneythor and we look forward to partnering as we accelerate the growth of the business. This significant investment is a testimony of the international success of our solution in helping financial institutions enhance their digital banking services to make them more personalised and contextual for their customers. It is also an acknowledgement of the ongoing growth of the market fuelled by new regulations such as Open Banking and new digital & virtual bank licenses globally.”*

Rajendra Pai, Partner at Navis, commented: *“Digital Banking and FinTech is growing and quickly evolving to be a part of consumers’ everyday lives in markets across the globe. In these days of elevated customer expectations Moneythor’s solutions synthesising insights through AI and ML help make digital financial services more relevant, more personal and insightful for customers thereby creating incredible value and customer experiences. We strongly believe in the vision, skills, and expertise of the management and the broader team at Moneythor and are thrilled to be a part of this story and look forward to taking Moneythor to the next level of growth and beyond.”*

Moneythor also looks forward to working closely with an affiliate in the Navis family, DZ Card, to open new markets where DZ Card has strong relationships and an established client base. Together Navis expects both Moneythor and DZ Card to offer a wider suite of product and service offerings to customers in financial service sector.

Navis was advised by PwC and Ashurst.

About Navis Capital Partners Limited

Founded in 1998, Navis manages approximately US\$ 5 billion in public and private equity capital and focuses on investments primarily in and around Asia. Navis contributes both capital and management expertise to a limited number of well-positioned companies with the objective of directing strategic, operational and financial improvements. Navis has one of the largest private equity professional teams in Asia, comprising approximately 60 individuals, supported by over 30 administrative staff, in six offices across the region. Navis has a long and proven track record in pan-Asian private equity, with over 80 control transactions across the Asian region completed since its establishment.

About DZ Card

Founded in 1971, DZ Card is a leading secured smart card solution and payment security system provider headquartered in Thailand, with subsidiaries in India, Malaysia, the Philippines, and Tanzania. The firm is one of the top 10 largest secured smart card providers globally with strong relationships with key banks, financial institutions, telecom operators and major retailers in over 40 countries. DZ Card is well established in emerging markets such as Southeast Asia, India, and Africa and Navis expects DZ Card to continue to capture growth in these markets; and strengthen and expand the firm's position into the secured payment solution sector.

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