



Panther Payments (Canada) Ltd.

Executive Summary

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Panther Payments (Canada) Ltd. offers financial institutions market-changing products focusing on Person-to-Person (P2P) electronic payments with a foundation that is flexible and extensible; enabling it to process many other payment types such as electronic cheque. We are initially focused in Canada, but have long term plans to expand to the U.S. and select international markets.

The P2P payments landscape is projected to have exceptional growth in the next few years. These growth prospects are attracting an array of companies to this space. The vast majority of companies in or entering the payments business have positioned themselves as competitors to the traditional banks, siphoning off billions of dollars in both fees and DDA balances from those financial institutions.

Panther has taken a strategic role and has a value proposition which provides for a consumer centric approach but keeps the banks themselves as the main purveyors of the P2P solution that their existing customers engage with. This has led to energized discussions with prospective banking customers that have been struggling with the implementation of a P2P solution. P2P remains high on their strategic initiatives as these banks watch competing non-financial companies drain their customers DDA balances and lasso the associated fees and visibility.

Panther has three P2P product offerings which enable financial institutions to drive revenue, maximize balances in the DDA account, and attract and retain consumers:

- Panther's **“Commit and Settle”** - instantaneous P2P payments capabilities directly from DDA account to DDA account
- **“Payment Launch Pad”** - provides the financial institution with the ability to have their consumers manage accounts at multiple non-financial players
- Panther's **“Bring it Home”** - an automated approach to transferring funds from non-financial endpoints back to the DDA at the financial institution

Panther's technology is based on a proprietary API, for which a provisional patent application has been filed, and a proven payments hub. In addition to P2P, Panther is able to leverage their foundational technology to provide electronic cheque image exchange and is currently engaged to deploy a system to process 70% of the Canadian cheque market

The Panther executive team headed by Diane Scott (Founder and CEO) is extremely well known to CTOs and COOs of North America's largest financial institutions which has enabled Panther to garner the attention of the banks at the highest levels.