

ASX: 9SP
ASX Release
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9Spokes signs distribution partner agreement with Foundation, a US-based SMB-focused fintech

Highlights

- 9Spokes and Foundation have signed a distribution partner agreement for a five-year term enabling Foundation to promote the 9Spokes platform to US clients.
- Foundation is a high growth, technology-enabled, SMB digital lending platform currently servicing a broad cross-section of banks in the United States and with deep relationships in the US banking sector.
- The Agreement complements 9Spokes' distribution model, with Foundation providing business development capability in the North American market.

Auckland, NZ | 18 August 9 Spokes (ASX: 9SP or the "Company"), a management app that brings meaningful data together across a business, its apps, and its bank, is pleased to advise that it has signed a distribution partner agreement ("Agreement") with Foundation Group LLC ("Foundation"), a US fintech focused on modernizing how credit is delivered to the small and medium-sized ("SMB") business market.

Under the Agreement, the parties will coordinate business development to introduce the 9Spokes platform to Foundation's relationships with US-based banks and other commercial enterprises to benefit their SMB clients. Foundation will act as a distribution partner of the 9Spokes platform for an initial five-year term. The parties also intend to collaborate on developing a suite of new additional features, including enabling Foundation data to be presented through the 9Spokes platform.

Foundation is a digital financial solutions provider that works closely with its growing ecosystem of banks, B2B merchants, and other institutions to enable their customers to access capital. By leveraging technology, Foundation supports customers and banks, drives cost efficiency in lending programs, and enables its partners to make better credit and fraud risk decisions based on data and statistical analysis. Its co-founder and Chief Executive, Sam Graziano, was recently named one of the Top 50 Financial Technology CEOs of 2020 by *The Financial Technology Report*.

Adrian Grant, Chief Executive of 9Spokes, said: "Foundation is an innovator in its industry and is recognized as such. The partnerships it has established and the combined support that they offer the SMB community is very much in line with the 9Spokes vision. We look forward to working with Foundation to bring our solution to their banking partners and SMB clients."

Sam Graziano, co-founder and Chief Executive of Fundation, commented: “We are delighted to partner with 9Spokes to make their platform available to our banking partners and respective SMB clients. We believe that the future of banking involves innovative platforms that provide deep value to the bank customer. Fundation is committed to establishing partnerships and helping our banking clients modernize how they acquire new customer relationships, build relationships, and engage their customers through the use of technology, which is a primary focus of our Agreement with 9Spokes.”

Announcement authorised by 9 Spokes’ Chief Executive, Adrian Grant.

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About 9 Spokes

9Spokes is a powerful business ecosystem with global scale. It offers modern businesses a management app that brings meaningful data together across a business, its apps, and its bank. Think of 9Spokes as a virtual advisor, here to motivate and guide businesses so they not only survive but grow and thrive.

Powered by bank and business data, 9Spokes delivers meaningful, personalized, and shareable insights to businesses to help inform their next move and steer them towards their goals. It’s a collaborative resource that facilitates holistic conversations between businesses and their banks that go beyond just the financials, helping to improve visibility and reduce risk. Businesses gain a value-added business hub, while their banks get the insights needed to offer products and services better tailored to their customers’ needs.

Find out more at 9spokes.com