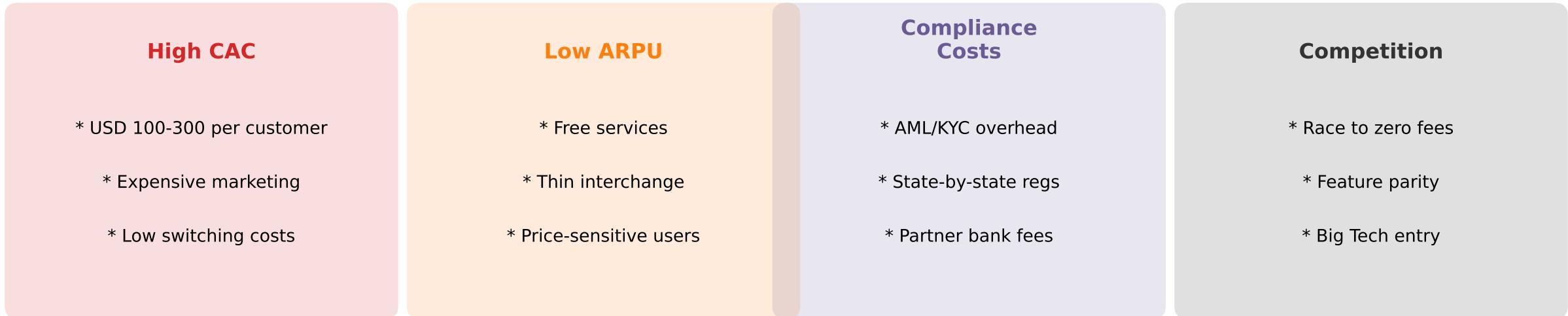


The FinTech Profitability Challenge



- Paths to Profitability:
1. Premium/subscription tiers (Robinhood Gold, Acorns)
 2. B2B pivot (enterprise, BaaS licensing)
 - 3. Interest income (deposits, lending)
 4. Cross-selling (insurance, investing, credit)
 5. Operational efficiency (AI, automation)

2024 Shift: Investors demand path to profitability, not just growth