





## What our team of Investors, Operators and Innovators have been up to over the last month

We were thrilled to host our Annual General Meeting (“AGM”) this week on the 2nd of November, welcoming our investors from across the globe. The AGM hosted once a year gives us the chance to reflect on the year gone by, providing updates on our portfolio companies, talking to key market trends in the financial technology sector and sharing exciting updates from across the firm. After 3 years, we were delighted to host a hybrid format, welcoming 120 attendees and participants in person to Hudson Yards in New York City, and over 200 participants who joined us virtually. A big ‘thank you’ to those who spent the day with us.

This year’s AGM theme was ‘The Motive Way’ where we unpacked our integrated-model, combining Investors, Operators, and Innovators (the I-O-I model), which we proudly represent in the three rings of our logo.

Rob Heyvaert (Founder & Managing Partner of Motive Partners) opened the AGM talking about Motive’s growth over the year and developments in the financial technology sector. Bob Brown (Founding Partner) along with Scott Kauffman (Founding Partner) gave a performance update on our 12 portfolio companies.

The second segment of the agenda moved on to key market trends and themes our teams are tracking. Jeff Yabuki (Chairman and Founding Partner) opened the session highlighting the growth we expect to see in the sector and the possibilities of value creation in uncertain times. He drew on his leadership at Fiserv, Inc, where he served as the CEO and a member of the Fiserv Board of Directors from 2005 to 2020, leading the company during times of market dislocation.

Taking a deeper dive, we held three panel sessions bringing together thought leadership and industry experts across Banking & Payments, Wealth & Asset Management and Capital Markets.

In **Banking & Payments**, we talked to the opportunity created within embedded finance as transaction volumes are expected to reach \$7 trillion by 2026. Shifting from the traditional banking model to a much-needed engagement model underpins the growing need for connectivity and a higher level of technology and innovation. In our **Wealth & Asset Management** panel, we covered the impactful trends around the democratization of finance, and the access retail investors are demanding to more sophisticated investments, including alternatives. This further brings the need for digitization and hyper-personalization, which many





Rob Heyvaert (Founder & Managing Partner of Motive Partners) in conversation with Jamie Dimon (Chairman and CEO, JP Morgan Chase)

retail investors are beginning to see as essential when selecting products and advisors. In **Capital Markets** we mapped the ecosystem and discussed the need for improvement, efficiency and automation across the sector. This is a transformation from trade execution and processing to custody and asset servicing and includes data and analytics re-architecting at a global scale as industry experts anticipate over \$13 trillion in private market assets AUM by 2025.

In previewing broader company updates, Rob talked to his excitement in growing the Motive Family and our I-O-I capabilities, welcoming Bridget van Kralingen to the Motive leadership

team and the eighty new investors, operators and innovators we've hired across the business over the last year. We appointed Bridget on 1st November as a Partner to continue expanding on our firm's capabilities and specifically leading on data and analytics opportunities.

Blythe Masters (Founding Partner) and Mariano Belinky (Partner, Motive Ventures at Motive Partners) talked about the expansion of our early stage investing capability, and the recent developments of the Motive Ventures franchise. The development of the Motive Ventures platform drives our innovation insights in to emerging technologies and new business models, as well as enhancing

our brand, sourcing, access to talent and wider ecosystem across financial technology.

Two AGM highlights from external friends of Motive include the Fireside Chats hosted by Rob Heyvaert with Jamie Dimon (Chairman and CEO, JP Morgan Chase) and Jim Zelter (Co-President at Apollo Global Management).

Key takeaways from Rob's chat with Jamie included his view that, while the US economy is largely doing okay today, there is still a chance of recession ahead with geopolitical risks being a key factor. Moreover, Jamie discussed how banking and payments in a digital world presents both an opportunity and a challenge, as traditional banks need to keep up with disruptors in the industry, such as the Metaverse. AI and machine learning is in its early days but Jamie expects that these trends will have a huge impact on the industry, yet it is not without potential risks, we learned through their conversation.

Jim Zelter talked to our strategic relationship and how the progress is at pace, creating a collective opportunity for both Motive Partners and Apollo. We also enjoyed speaking to the Wall Street Journal earlier this week on the strategic relationship.

In other news, our new website is set to go live next week, so be sure to check it out, we look forward to sharing it with you.

