

MOTIVE PARTNERS

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Motive Partners appoints Charles Teschner as Industry Partner

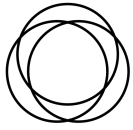
Charles Teschner joins Motive Partners to further pursue the data and analytics opportunity across the financial technology sector

Appointment follows Bridget van Kralingen joining Motive Partners as a Partner in November 2022, strengthening the firm's Investing, Operating and Innovating model in the growth area of data and analytics

New York, London, February 13, 2023 – Motive Partners ("Motive"), a specialist private equity firm focused on building, backing and buying the technology companies that enable the financial economy, today announces the appointment of Charles Teschner as Industry Partner. Charles, who comes to Motive after serving as CEO of Data and Analytics Solutions at BNY Mellon, a portfolio of technology and data assets including Eagle Investment Systems, brings over three decades of experience to the team and will focus on bolstering the firm's data and analytics capabilities across all sub-sectors of financial technology, both through new opportunities and across the existing portfolio.

McKinsey estimates that the boost to the global economy from broad adoption of open-data ecosystems could range from about 1 to 1.5 percent of GDP in 2030 in the European Union, the United Kingdom and the United States alone, and more in other markets (Source: McKinsey, 2021). With Charles bringing specific expertise in data and analytics within financial services to the team, Motive Partners continues to develop the platform's data and analytics capabilities to seek to capitalize on the growing opportunity in the space. Charles will work closely with Bridget van Kralingen to identify digital, data & analytics, content, AI, and cloud software businesses with high growth potential. Charles and Bridget will also spearhead efforts to leverage and monetize data and analytics across the existing portfolio over time.

Charles' long career in financial and professional services has focused on the intersection of finance and technology, from the perspective of an investor, operator, and innovator. With experience in each of these roles, Charles is a natural fit for Motive's model of combining Investors, Operators and Innovators ("IOI") - a core tenet of the firm's strategy and focus on financial technology.



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Before joining Motive, Charles served as CEO of BNY Mellon's Data and Analytics Solutions business. Prior to that role, Charles ran the capital markets practice at Boston Consulting Group, with a focus on helping both traditional and financial technology clients capitalize on the value migration in the industry to data-intensive business models. He previously served on the executive leadership team at Standard & Poor's, and as a practice leader at Booz Allen Hamilton, focused on financial technology, market infrastructure and capital markets. During his career, he has lived or worked in more than 25 countries.

Rob Heyvaert, Founder & Managing Partner at Motive Partners, commented:

"Motive's Industry Partner model was designed to augment our Investors and Innovators with deep Operating capability in specific areas of interest to our investment theses. Charles' experience embodies this strategy, alongside esteemed colleagues such as Stephen Daffron, as we seek to capitalize on the opportunity within data and analytics. We are looking forward to working together over the coming years and unlocking value in the portfolio together."

Charles Teschner, Industry Partner at Motive Partners, commented: "I'm delighted to be part of such a great team which seamlessly blends different types of expertise to the benefit of our investors, portfolio companies and staff. Motive's DNA is unique and its growth speaks for itself as the team continues to define the specialized investor segment."

Bridget van Kralingen, Partner at Motive Partners, commented: "Charles' background brings great strength to our ability to drive data and analytics investments across industry verticals and to create value for our portfolio companies. He joins at the perfect time, as we accelerate this strand. I am excited to welcome him to the Motive Partners team."

About Motive Partners

Motive Partners is a specialist private equity firm with offices in New York City and London, focusing on growth equity and buyout investments in technology-enabled financial and business services companies based in North America and Europe and serving five primary subsectors: Banking & Payments, Capital Markets, Data & Analytics, Investment Management and Insurance. Motive Partners brings differentiated expertise, connectivity, and capabilities to create long-term value in financial technology companies. More information on Motive Partners can be found at www.motivepartners.com.

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