

# Why Mambu?

Mambu's cloud banking platform enables you to build virtually any type of financial offering, faster and more flexibly than ever before. So you can meet customer demands now.

## 01 Who we're for

- Big banks who want digital core transformation and more
- Smaller banks and fintechs that are trying to challenge the status quo and are digital-native
- Spin-offs from existing banks to win new customers
- Consultants and SIs who are helping the big banks out
- Lending of all types (retailers, telcos, vehicle lease/financing).

## 02 What they need

- To win on customer experience, provide new products – to keep existing customers and find new
- Fast time to revenue
- New ways to innovate and adapt boldly and continuously
- Be more flexible for future trends, regulation and other issues.

## 03 How we deliver it

- Because it's a true SaaS engine, our clients get compliant solutions quickly, without expensive customizations
- Instead just integrate with our API ecosystem and you're born agile
- We were in the cloud before it was cool. 10+ years of cloud expertise
- Our composable approach puts you in control.

## 04 Why we are unlike the competition

- We're a better option than the traditional core banking vendors because our model isn't built on professional services engagements that penalize you for making changes
- And we're a better option than building your own, because you'll get to market faster, more cost-effectively and with long-lasting flexibility. Get the fundamentals right from the get-go.

## 05 What's unique to us

- Mambu is the world's only truly SaaS cloud-native banking platform
- Our APIs are all publicly available – completely transparent
- No proprietary or vendor lock-in, we want you to succeed
- Our platform scales with your business, grow and add-on as needed.

## THE BUSINESS CASE FOR MAMBU

### Customer first



Everyone – whether personal or business – is looking for better ways to manage their money. You must meet their needs in order to keep existing customers and find new ones.

### Cost savings



We've had customers experience up to a 90% cost savings when choosing Mambu instead of a traditional core banking provider.

### Core...and more



Mambu's platform supports a variety of use cases, from the creation of a next-gen digital core for a large bank, to the tech foundation for a lean fintech.

### Control



You're in charge. You can choose exactly what you need from our banking and lending engine, then add connected services on top via our completely transparent APIs. Simple.

### Time to revenue



Move fast with Mambu. Our projects – even the biggest ones – take months, not years. Meaning you aren't missing out to competitors.