Day 1

November 3



Agenda: CEO Briefing



TUESDAY MORNING

8:00 REGISTRATION & BREAKFAST

9:00 CEO BRIEFING
- Top Tech Initiatives for 2027
- Top Strategic Initiatives for 2027
- APIs
- What We're Studying in 2027

10:30 BREAK

10:45 CEO BRIEFING *(cont'd)*
- CU WealthNext
- Special Guest Nick Evens, Curql

12:00 LUNCH

Agenda: CEO Roundtable

TUESDAY AFTERNOON

1:00 THE NEXT ERA OF PAYMENTS
- Special Guest Steven Ryniec, Mastercard

2:15 BREAK

2:45 PAYMENTS FIRESIDE CHAT
- Special Guest Steven Ryniec, Mastercard

4:00 DAY WRAP-UP

WEDNESDAY MORNING



8:00 BREAKFAST

9:00 CEO ROUNDTABLE - STABLECOIN
- Special Guest John Ainsworth

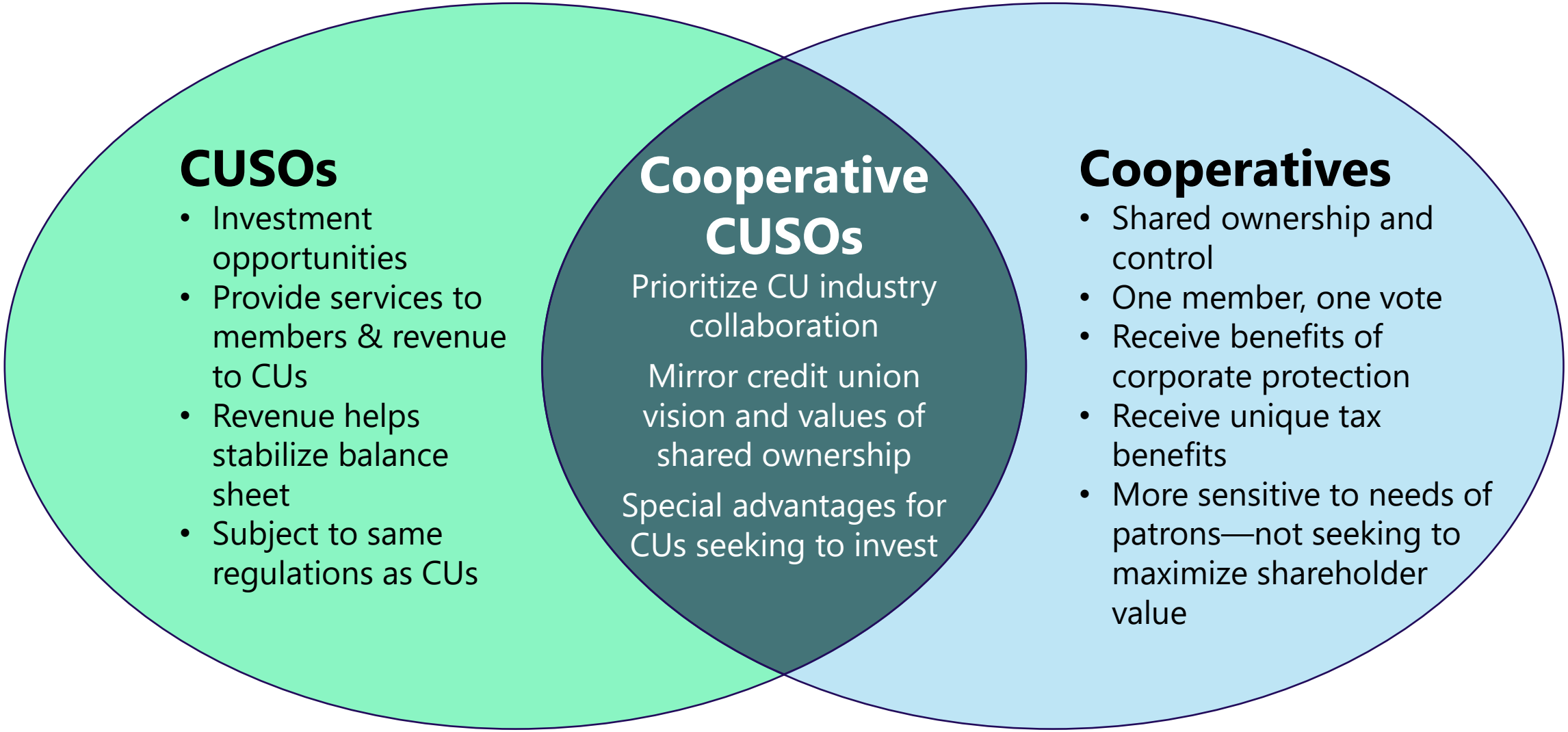
10:15 BREAK

10:45 CEO ROUNDTABLE – CU*PAY

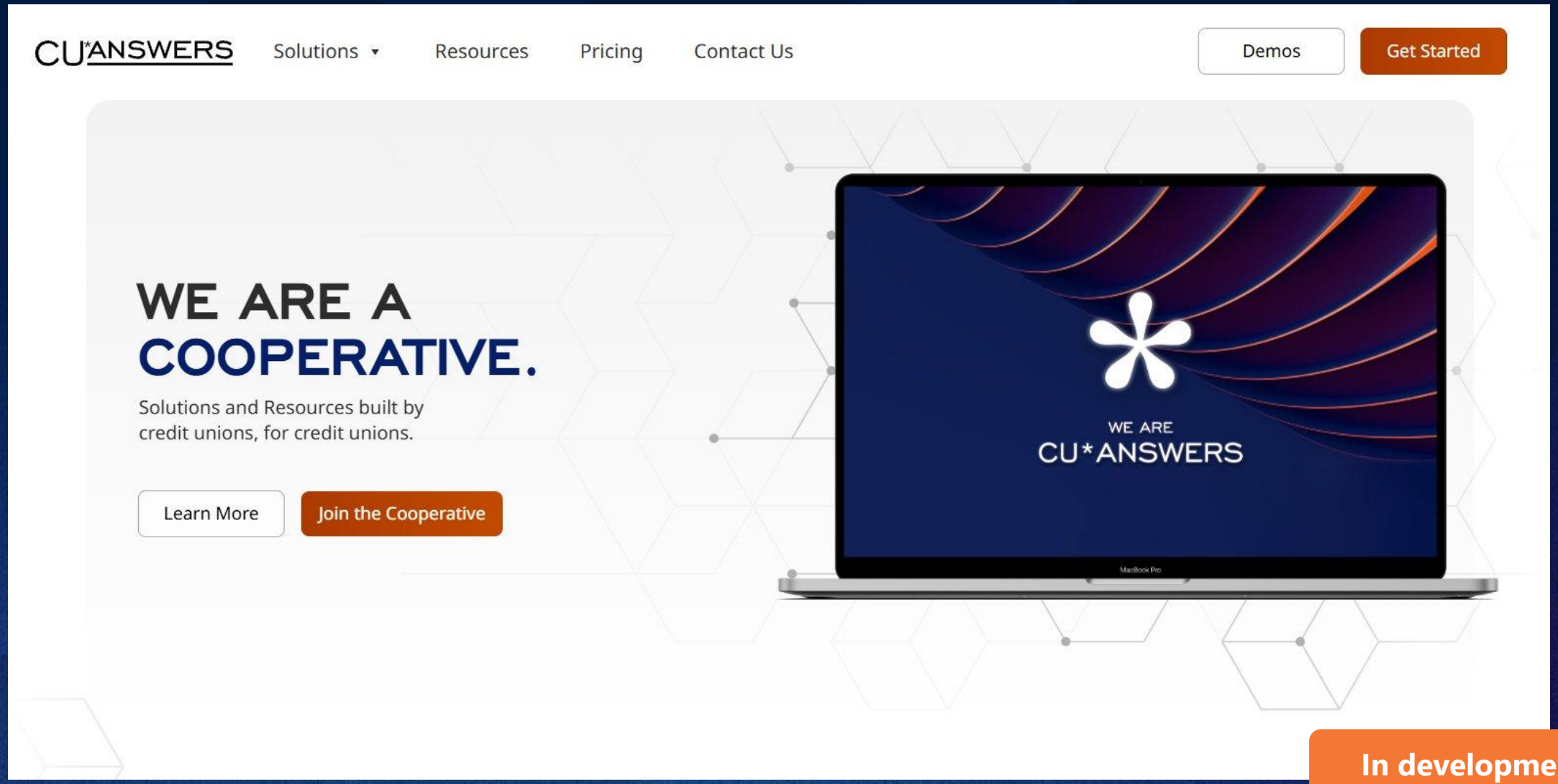
11:45 EVENT WRAP-UP

How can CU*Answers act as a hub to help you collaborate more with your peers in the network?

A Note on CUSOs and Cooperatives



WeAreCUAnswers.com



In development

OUR TOP STRATEGIES FOR 2027

TECHNOLOGY INITIATIVES

Our Next-Gen Presentation Layer: CBX

Goal	Continued rollout and advancement of our modern, web-based presentation layer.
The Net Effect	This is a longer-term investment as we both enhanced the look and feel of our core tools but also the growing opportunity for bi-directional data exchanges. This has direct impact on both future sales as well as supporting a forward-looking retention strategy.
Today	eDOC Teller Check Capture is our first larger scale project utilizing the expanded communication strategies possible with CBX. At the same time we are working on a dozen or so potential integration projects based on planning conversations with our credit unions across the network.
2027 Plan	Continued to invest in both look and feel and expanding integrations.

Being Disruptive in the EFT World: CU*PAY

Goal	Building an ownership-based, in-network debit/credit switch.
The Net Effect	As we move forward with the build and implementation of this solution we see this as a double win for the network: Our credit unions will see a significant savings when they use CU*PAY, and our cooperative will see a new revenue stream. A multi-year investment with huge upsides for all.
Today	The development work continues. We have our first group of committed betas for 2027 and a growing 2028 list of commitments.
2027 Plan	Complete and roll out to our early movers. The Tier 2 project will continue behind the scenes as we begin to move all our current switches to the new Azure environment in 2028.

API Ecosystem

Goal	Providing our credit unions the tools to work with other vendors (or within their own organization) to begin and run their own development projects utilizing the API catalog.
The Net Effect	A growing pool of DIY users across the network. More quick-to-market CU/vendor-driven solutions coming to market. Also means our need to study how we support the build, design, deployments, and ongoing maintenance.
Today	The work is underway. Great reviews from technical partners like Bankjoy. Mixed feedback from our CUs. We will need to work on additional solutions for this process, either owned by us or partnering with experts!
2027 Plan	Continued investment and growth!

Data Center Evolution (Prod2/HA2, S-4 Wind-down)

Goal	Investments in performance, redundancy, and scalability to support evolving network demands.
The Net Effect	Over the next 24 months we will consolidate from three to two data centers with the eventual wind-down of Site-Four and move of our network partners to a production box in GR or LV. Strong net effect financially and strategically with these moves.
Today	One year in and two to go for us in our three-year transition plan.
2027 Plan	Strong moves with new hardware landing in LV for Site-Four moves that will be planned for late summer early fall.

CU*Forms, Retiring Print Sessions/ProDOC

Goal	Transitioning to digital-first member communications and operational efficiencies; lower costs, self-managed workflows, rapid turnaround.
The Net Effect	New opportunities across the network for this application. A true win-win for our CUs and our internal team.
Today	Ending print sessions this fall. Hardware needs are ebbing (Guapples and Gweeps). We can produce forms more quickly than ever, or CUs can self-serve (culture change).
2027 Plan	Continued investment in new uses for CU*Forms across all applications in the tool set.

CU*ARCHIVES

Retiring CD/DVDs: Where We Are Going

01 Statements, reports, and images can be held indefinitely

02 Credit unions have control over purging

03 New pricing: membership base fee + image fee

3-year transition from service fees to storage fees

Retiring CD/DVDs: Where We Are Going

01 New tool: control data purging

02 New tool: control statement retention in It's Me 247

03 New tool: live billing stats on today's data

04 Release at Leadership 2027

Beta in April 2027

The Mosaic Project: Digital Application & Workflow

Goal	Deepening capabilities around network-wide tools, business intelligence, and performance insights; CU-branded sites, workflow control, DAON integration; solving the non-member loan app/MOP dilemma.
The Net Effect	Growing our solution for all in the network.
Today	Moving to a multi-solution offering with CU*Answers-built as well as white-labeled Bankjoy OAO offerings. A total of four network-invested or partner-invested solutions will be available.
2027 Plan	Growing the partnership with Bankjoy while evolving our three solutions. Bottom line: all our credit unions will have a choice!

CU*Chat

Goal	Text-based engagement and e-sign with members.
The Net Effect	Solution that is network-owned and at a significant cost savings over others.
Today	Early movers providing great feedback for lending workflows.
2027 Plan	Moving into other arenas within the tool set that make sense for easy access of CU staff needing to chat, gather documents, etc.

Youth/Senior/Specialty Banking Apps

Goal	White-labeled, customizable mobile app designed for specific demographic groups.
The Net Effect	Solution that is white labeled, at a preferred price in network.
Today	Bankjoy build has started and our planning meetings are underway.
2027 Plan	Early movers for a Bankjoy MVP (minimal viable product) early calendar year 2027.



White-label Online Account Opening Product

Goal	White-labeled, customizable desktop/mobile web tool for online account & memberships; premium pricing.
The Net Effect	Solution that is white labeled, at a preferred price in network.
Today	Bankjoy build has started and our planning meetings are underway.
2027 Plan	Early movers for a Bankjoy MVP (minimal viable product) early calendar year 2027.

Data Lakes (UAT & Analytics)

Goal	Separate environment with real-time updates from live data, accessed only by 3rd parties or credit unions.
The Net Effect	New way to handle both data and QC production data across the network.
Today	Working out the technical details with budget dollars planned for 2027.
2027 Plan	Staged approach beginning with QC as of today. Subject to evolution!

Update on Data Lakes

As the next step, CU*Answers is working with IBM on a proof of concept (PoC) using IBM's cloud-hosted iSeries.

An agreement has been signed, with kickoff calls soon, and work to begin in December.

The PoC will test how well this environment supports our goals, focusing on four areas:

1. **Data security:** protecting CBX data in a shared development environment
2. **Data movement:** replicating and synchronizing data between production and the development environment
3. **Client and third-party development:** how credit unions and their vendors will access, build and test in the environment
4. **Data warehouse:** supporting advanced query, reporting and business intelligence

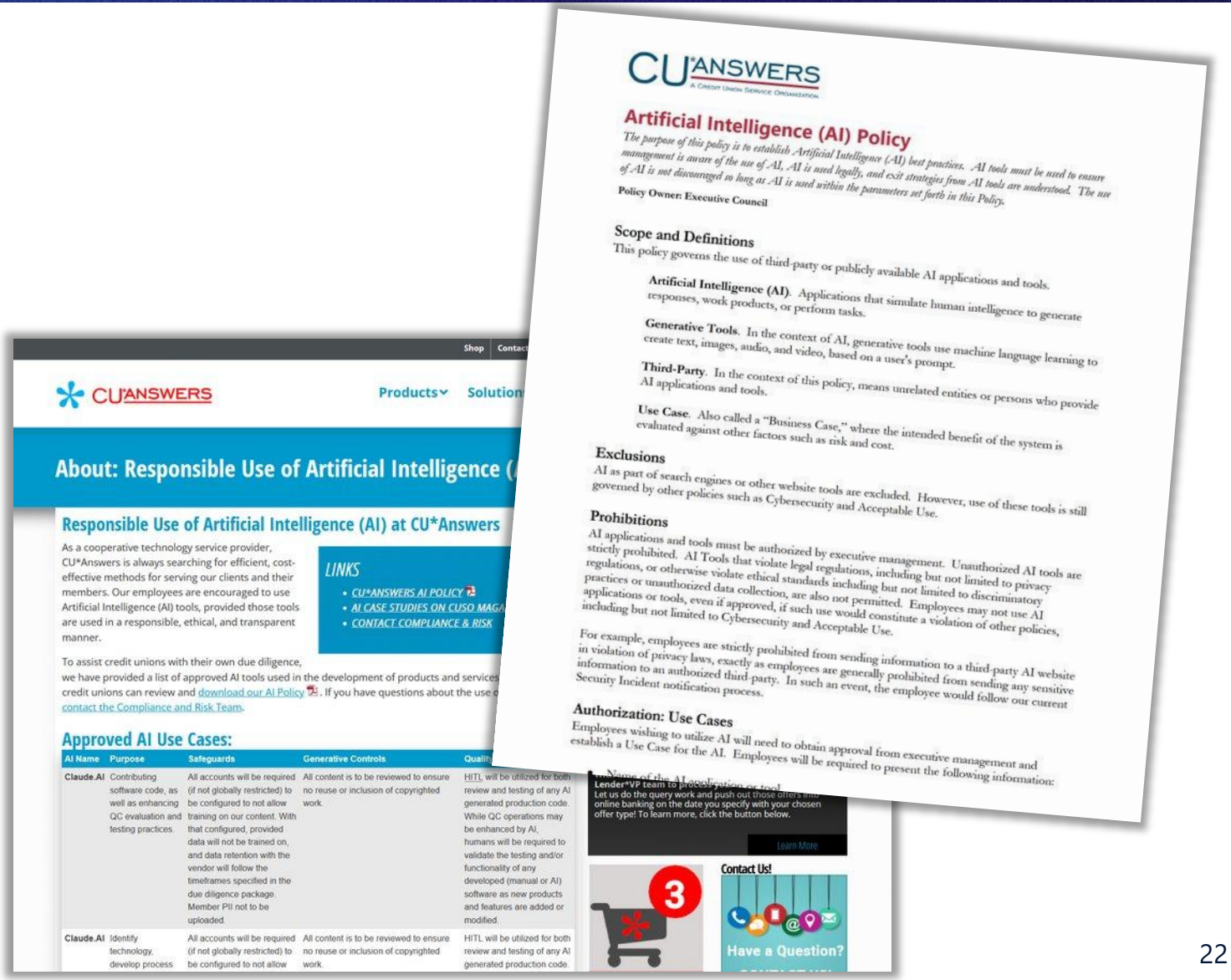
Artificial Intelligence

Goal	Investments in tools for internal and CU staff efficiencies.
The Net Effect	New and improved ways for us to build, QC test, and support projects across the network.
Today	New team members, 20 plus projects underway and seeing real growth already!
2027 Plan	Moving forward on all fronts and seeing evolution on this almost daily!


CU*ANSWERS
A Credit Union Service Organization
FISCAL YEAR 2027
Artificial Intelligence Initiatives
The first year of a longer effort
Board of Directors
Annual Planning Session
Our first big win: the IRS IRIS mandate
01 Already Running in Production
Automated RPG code analysis
A CBX chatbot at CU*Northwest
Security hardening at scale
02 Built By Our Own Teams
Over 50 Claude users
IBM came to Grand Rapids
Automating our own work
03 Discipline We Set Ourselves
Every team built a review gate
Now writing it down
Our first audit with AI in scope
04 What We Build Next
One shared platform
AI on the core
Sanitized test data
The first steps on a longer journey.
WHAT OUR TEAMS ARE BUILDING, ON THE REVERSE ▶

CU*Answers' AI Strategy

- Formalized an AI policy and a responsible use strategy
- Built a new AI Strategy team with new AI Strategist positions
- Launched a cuasterisk.com partner group



AI Tools We're Using and New Partners

For internal use:

Claude

Copilot

IBM Bob

Runline

- **Conversions**
- **AuditLink Log Management Plus**
- **Personal Assistants**
- **Consulting and Training**

VisionFI

- **Loan package validation**
  - Loan stipulation verification
  - Membership/loan file audit
- **Possible future:**
  - Membership opening
  - Vendor management

More on VisionFI

- VisionFI team was onsite at CU*Answers last week of October
- Evaluating AI Chatbot Prototype with access to CBX core data
  - Staff can ask natural-language questions, e.g., “Show this member’s last 30 transactions”
- AI Document Review: Ready for Active Beta
  - Finalizing contracts and indemnifications
  - Recruiting credit unions for beta participation – contact Imaging Solutions



VisionFI

OUR TOP STRATEGIES FOR 2027

Strategic opportunities

CU WealthNext

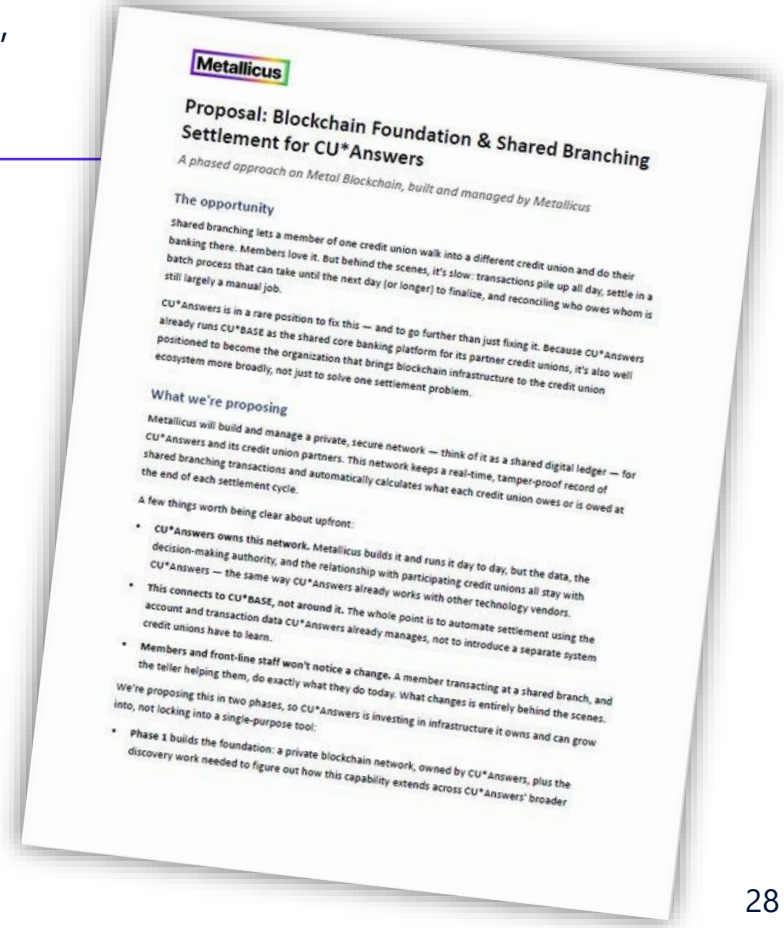
Goal	Discounted, integrated financial tools for members; one integration supports current and future products.
The Net Effect	Access to fintech players for our network at preferred pricing.
Today	Some traction and working on the what's next to move adoption forward.
2027 Plans	Evaluate how we can foster in-network and out-of-network growth.

Mission Health Score (Callahan)

Goal	The Mission Health Score gives credit unions a **score** to quantify the value they deliver to their communities and members. It measures how effectively they are fulfilling their purpose.
The Net Effect	• *Strategy Building* – Find areas of improvement. Design strategy around distinction. Build targeted plans to achieve goals and fulfill purpose. • *Track Progress* – How does your score change over time? Are your strategies working? • *Advocacy* – Quantify the credit union value-add. Tell the credit union story. • *Marketing* – Tell your story to members and potential members.
Today	Three participating beta credit unions selected.

Metallicus (Frank Monza)

Goal	Deploy CU*Answers blockchain network supporting use cases for payments, smart contracts, and identity on chain.
The Net Effect	First use case for pilot is private payment rail for CU*Answers clients, supporting shared branching and stablecoins.



Metallicus

Proposal: Blockchain Foundation & Shared Branching Settlement for CU*Answers

A phased approach on Metal Blockchain, built and managed by Metallicus

The opportunity

Shared branching lets a member of one credit union walk into a different credit union and do their banking there. Members love it. But behind the scenes, it's slow: transactions pile up all day, settle in a batch process that can take until the next day (or longer) to finalize, and reconciling who owes whom is still largely a manual job.

CU*Answers is in a rare position to fix this — and to go further than just fixing it. Because CU*Answers already runs CU*BASE as the shared core banking platform for its partner credit unions, it's also well positioned to become the organization that brings blockchain infrastructure to the credit union ecosystem more broadly, not just to solve one settlement problem.

What we're proposing

Metallicus will build and manage a private, secure network — think of it as a shared digital ledger — for CU*Answers and its credit union partners. This network keeps a real-time, tamper-proof record of shared branching transactions and automatically calculates what each credit union owes or is owed at the end of each settlement cycle.

A few things worth being clear about upfront:

- **CU*Answers owns this network.** Metallicus builds it and runs it day to day, but the data, the decision-making authority, and the relationship with participating credit unions all stay with CU*Answers — the same way CU*Answers already works with other technology vendors.
- **This connects to CU*BASE, not around it.** The whole point is to automate settlement using the account and transaction data CU*Answers already manages, not to introduce a separate system credit unions have to learn.
- **Members and front-line staff won't notice a change.** A member transacting at a shared branch, and the teller helping them, do exactly what they do today. What changes is entirely behind the scenes.

We're proposing this in two phases, so CU*Answers is investing in infrastructure it owns and can grow into, not locking into a single-purpose tool:

- **Phase 1** builds the foundation: a private blockchain network, owned by CU*Answers, plus the discovery work needed to figure out how this capability extends across CU*Answers' broader

LOOKING FORWARD

What's next for our marketplace API work?

Can they be the "experts" for CUs looking to connect with our APIs?

kinective

PORTX

APIS AND INTEGRATIONS WORK

To clear up a common misconception...

An API is not a toaster...



...it's a box of supplies to make one



APIs and integrations: How do we step on the gas?

- Network partner to help CUs navigate the use and implementation of APIs?



- Partner with a third party that could direct, write and or implement APIs as part of integration build and deployment?
  - **Kinective** (Janusea - before they merged)
  - **PortX** (A Curql portfolio company)

A new philosophy for building integrations

- Controls at the vendor only, not the core
  - Like Bankjoy
  - Eliminate dual configurations (to alleviate some of what we're seeing now with SWIVEL)
- For CU staff: SSO to the vendor vs. building a CBX tool set

WHAT SHOULD WE STUDY IN 2027?

STUDY TOPICS FOR 2027

Practical applications for artificial intelligence in our network

Some of your ideas:

- Using AI to write code and do QC for backlog of projects
- AI in online banking (for members) & CBX (for CU staff) helping members and staff do things easily
- Membership and loan document reviews

STUDY TOPICS FOR 2027

Data lakes

For third-party vendors, for credit unions...how will these change the way CUs work with their core member data?

STUDY TOPICS FOR 2027

API awareness

- Understanding what they are (and what they aren’t)
- Managing them
- Tracking who’s using them
- Ongoing care & feeding
- Implications for the future

A DEEPER LOOK AT...

Foundational investments, tools for your team, online tools, and other things we're working on

Join the Conversations On…

Foundational Investments

Accounting/Back Office	Collections	Compliance
CU*PAY (coming late 2026)	Cybersecurity	Data
Deposit Operations & Member Service	Education	Fraud
Human Resources	Imaging	Instant Payments
Lending	Online Member Experience	Plastics
Pricing	Serving Business Members	What's Next for CBX

Youth Banking Phase I

- $3 million dollar investment with Bankjoy developing
- Features:
  - **Spending Analysis** — kids see where their money goes
  - **Savings Goals** — set a goal, track progress, build the habit
  - **Budgeting** — simple, age-appropriate budget tools
  - **Allowance & Chore Management** — parents assign tasks, kids earn rewards
  - **Financial Education** — games, quizzes, and video lessons that make money concepts fun
  - **App-to-App Linking** — seamlessly connects from **It's Me 247** into the Kids App



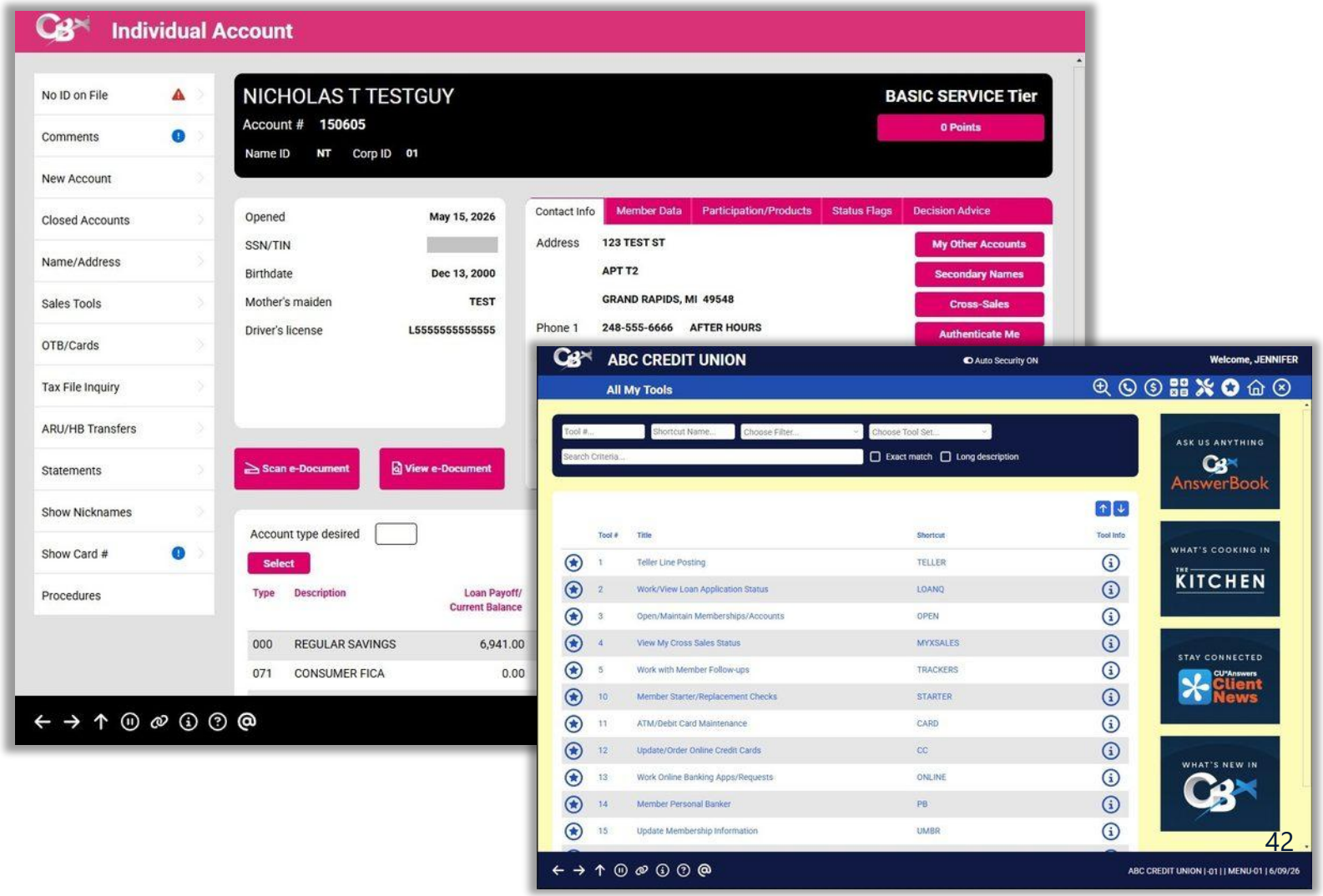
Youth Banking Phase II

- Expanding the Kids App experience
  - Debit card spending controls — set real-time limits, merchant category controls
  - Real-time parental monitoring — approve tasks, set spending limits, review transactions
  - Gamified engagement — badges, achievements, and challenges

- CU*PAY partnership:
  - Parents approve or decline transaction in real time from parent app
  - Card limits, merchant category controls, and on/off toggles
  - The first digital banking platform to leverage CU*PAY for youth debit card controls

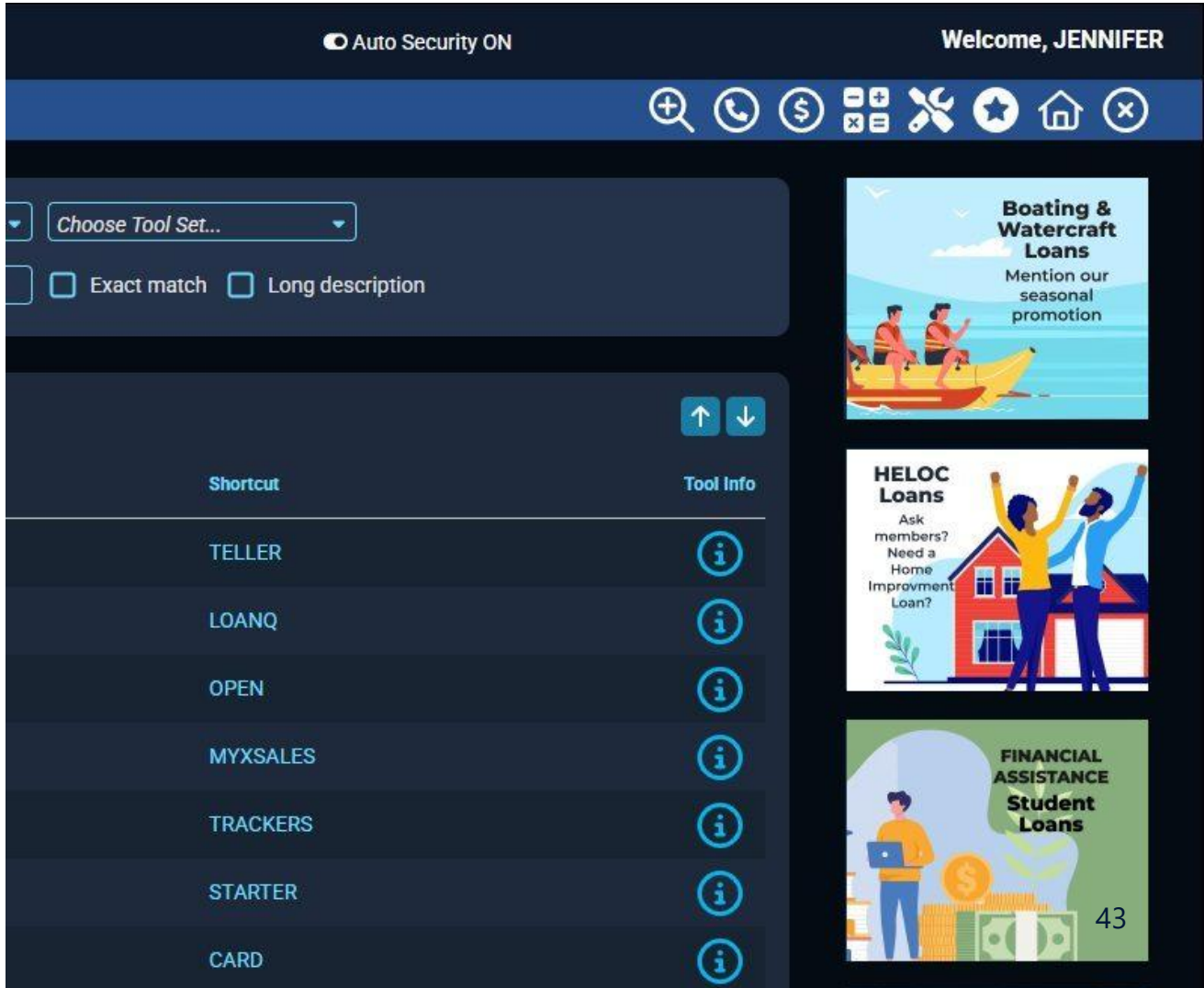
CBX – Themes are back!

- 10 themes initially, more to come
- 2 dark modes available
- Tied to user profile, not workstation
- Custom Training Edition theme returns too!

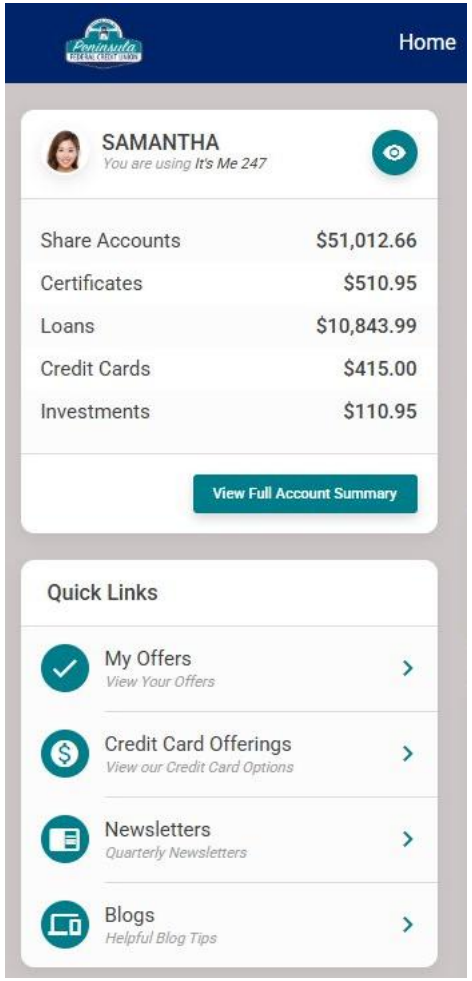


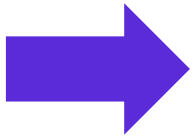
CBX – Images on the homepage

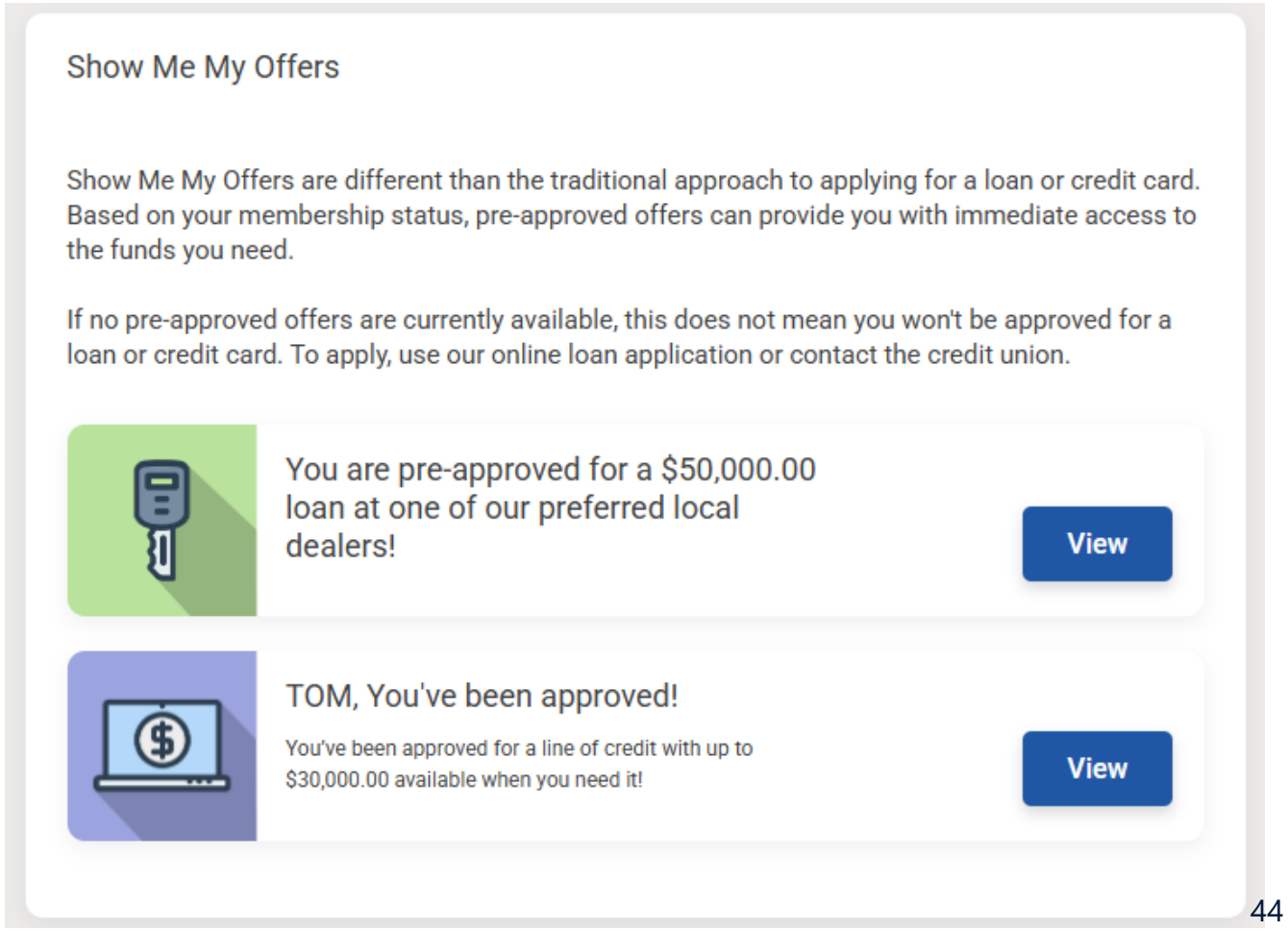
- Credit union defined
- Link to URL
- CBX Manager in CU*Publisher



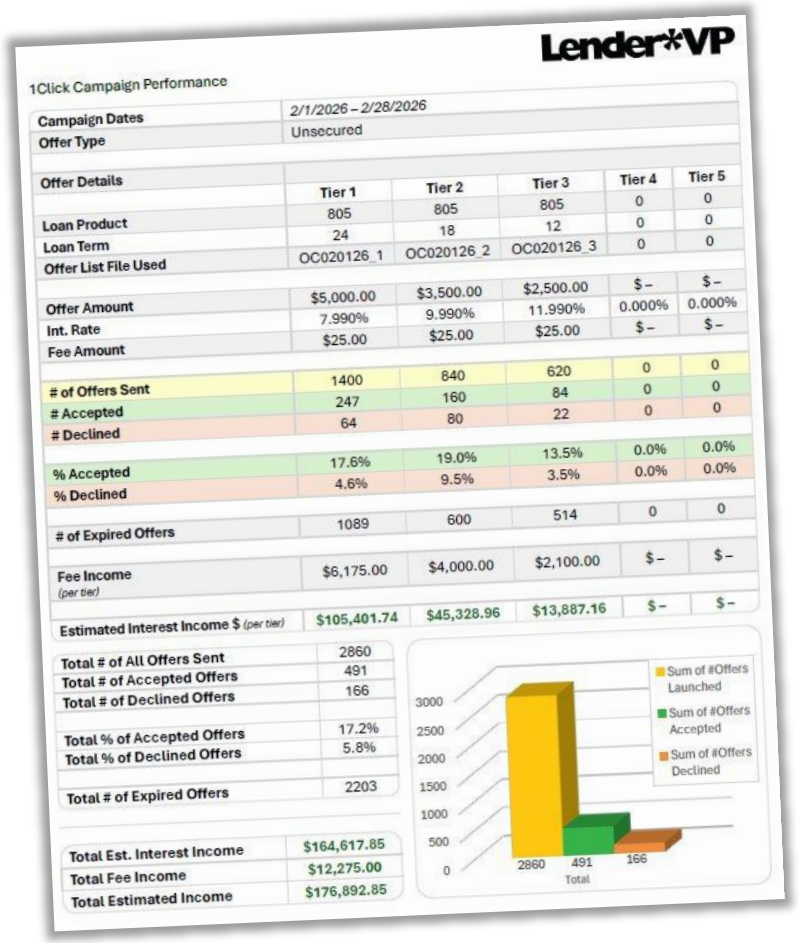
1Click Relationship Offers







1Click Offers enhancements



Lender*VP

1Click Campaign Performance

Campaign Dates	2/1/2026 – 2/28/2026
Offer Type	Unsecured

Offer Details	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
Loan Product	805	805	805	0	0
Loan Term	24	18	12	0	0
Offer List File Used	OC020126_1	OC020126_2	OC020126_3	0	0
Offer Amount	$5,000.00	$3,500.00	$2,500.00	$–	$–
Int. Rate	7.990%	9.990%	11.990%	0.000%	0.000%
Fee Amount	$25.00	$25.00	$25.00	$–	$–
# of Offers Sent	1400	840	620	0	0
# Accepted	247	160	84	0	0
# Declined	64	80	22	0	0
% Accepted	17.6%	19.0%	13.5%	0.0%	0.0%
% Declined	4.6%	9.5%	3.5%	0.0%	0.0%
# of Expired Offers	1089	600	514	0	0
Fee Income (per tier)	$6,175.00	$4,000.00	$2,100.00	$–	$–
Estimated Interest Income $ (per tier)	$105,401.74	$45,328.96	$13,887.16	$–	$–

Total # of All Offers Sent	2860
Total # of Accepted Offers	491
Total # of Declined Offers	166
Total % of Accepted Offers	17.2%
Total % of Declined Offers	5.8%
Total # of Expired Offers	2203
Total Est. Interest Income	$164,617.85
Total Fee Income	$12,275.00
Total Estimated Income	$176,892.85

Expiration Date

Offers will purge on the date that you set!

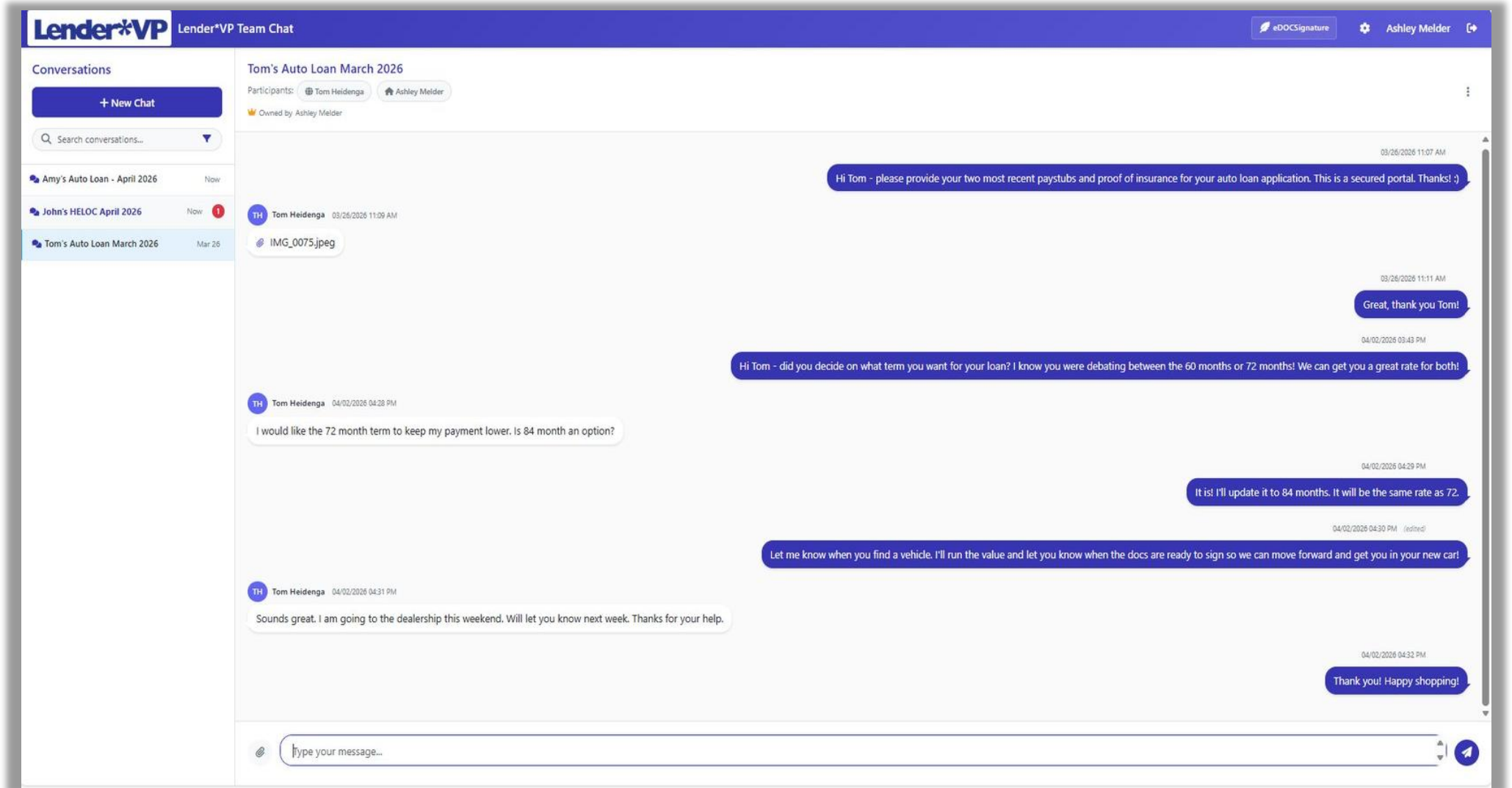
Allows for monthly offers now!

Tracking Table

New data points available!

Lender*VP is offering 1Click Performance Reports!

CU*Chat available!



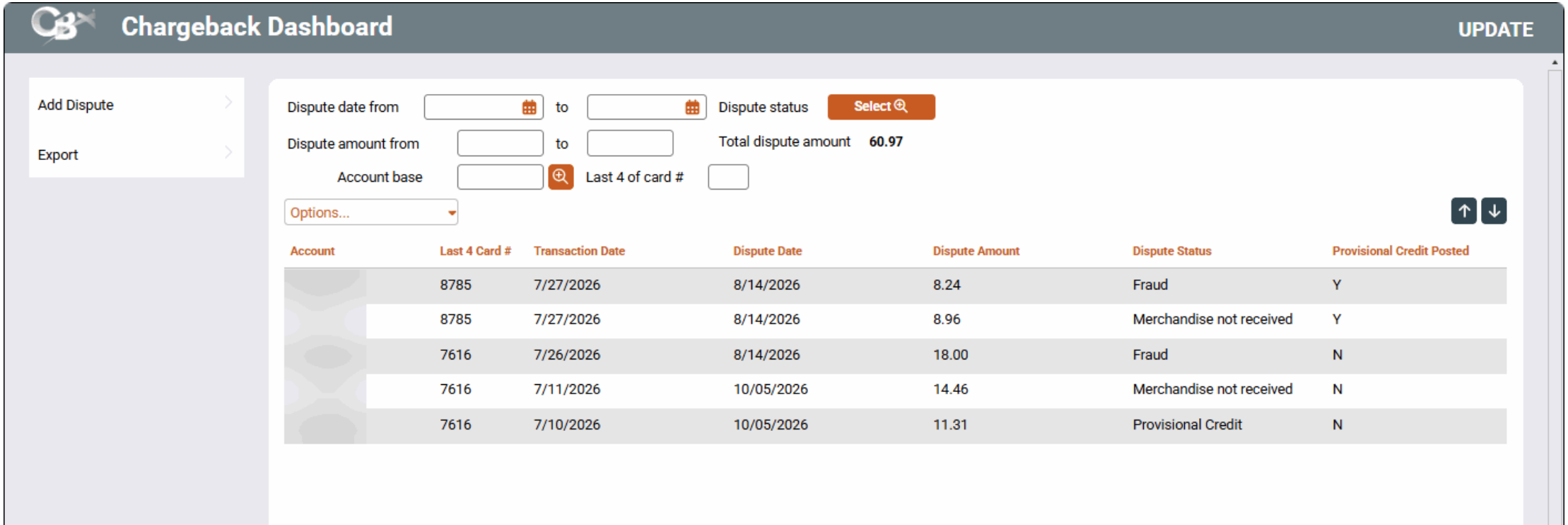
Where it might go

- Member service tools
- Templates/suggested responses
- Member tracking of loan application status
- Add to online loan apps
- Collections

Track chargebacks and disputes

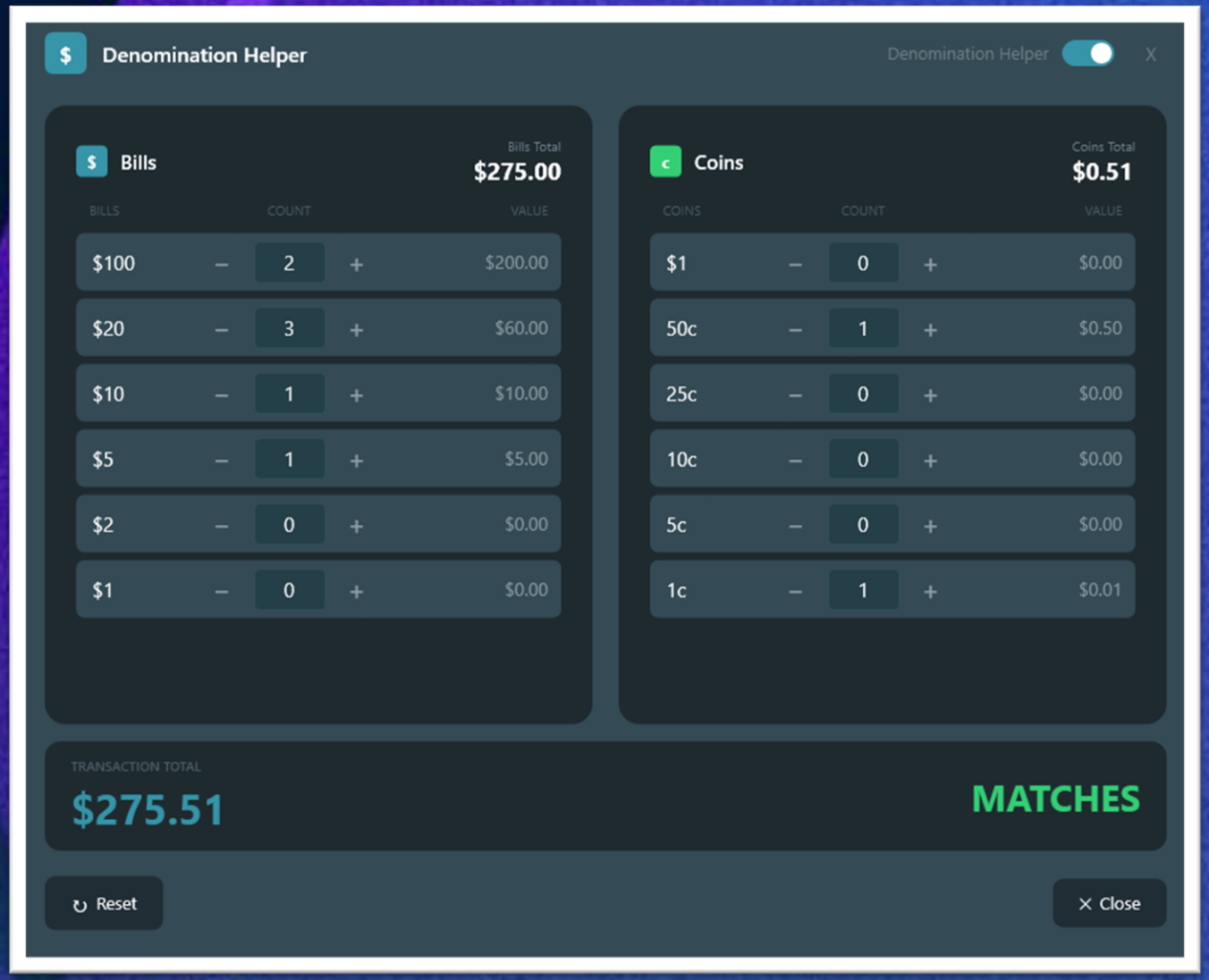
- New tool for tracking chargebacks/disputes
  - For debit and credit cards!

- Add a dispute, then post a provisional credit



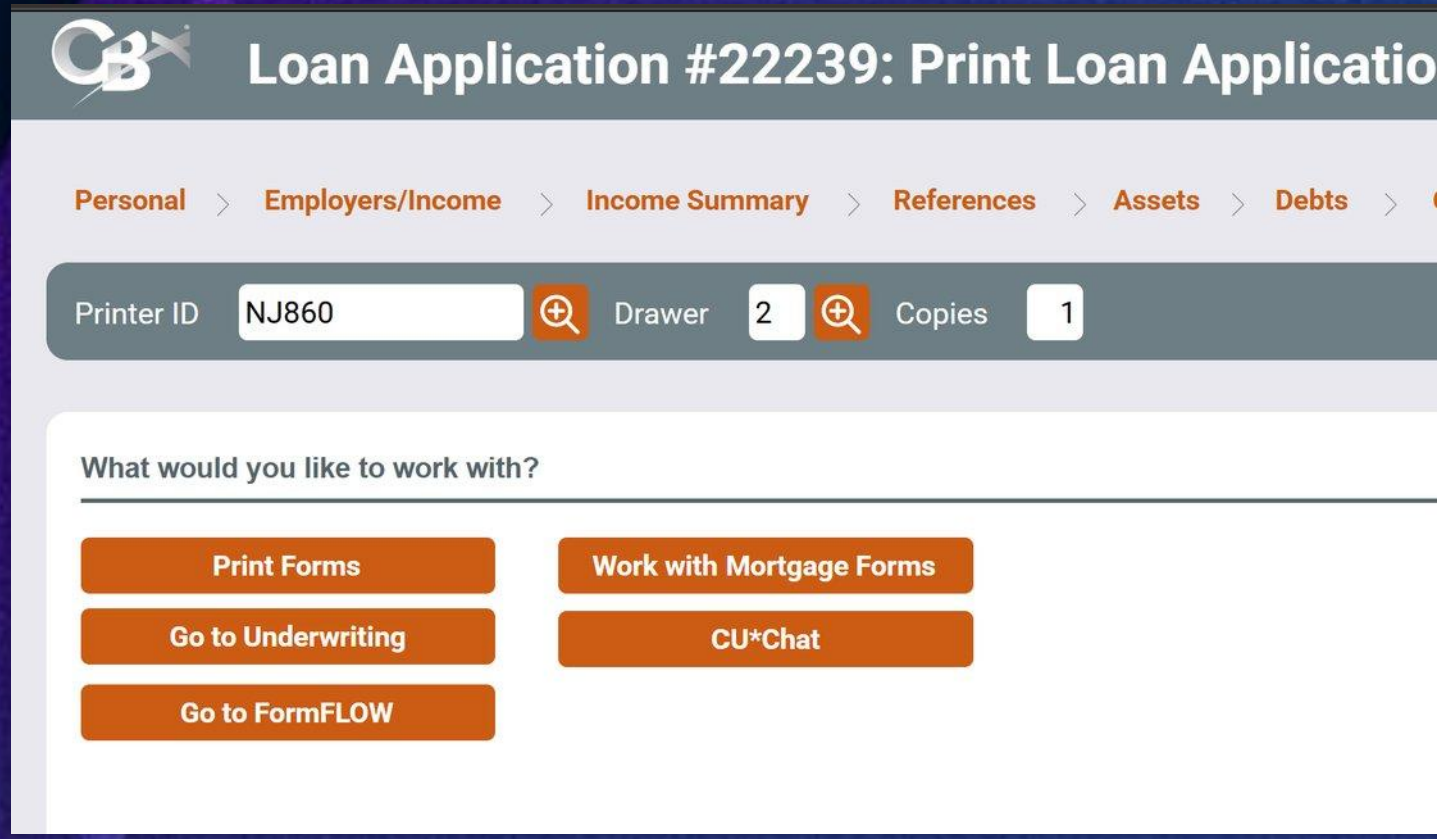
Native Receipts

- Denomination helper
- Print to Native Receipts
- Marketing messages mass deployment



CU*Forms

- Denial info back to core
- CBX screen changes
- Add status, text alignment, right-click to edit, and about 20 other workflow items



Options for Online Account Opening

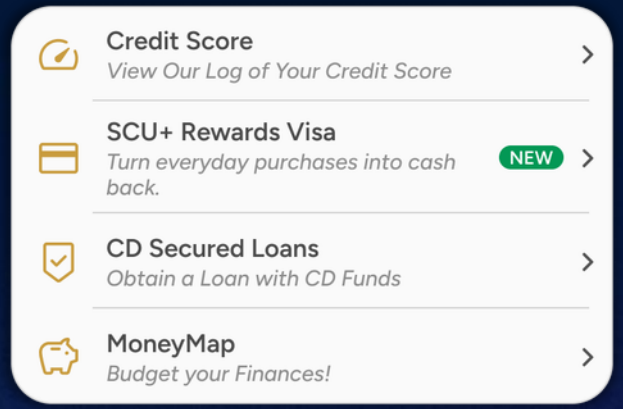
- **Membership Application Process (MAP)**
  - Common denominator; free!
- **Membership Opening Process (MOP)**
  - Highly customizable with ID verification, account funding, esign, and online banking enrollment
- **Mosaic 1.0**
  - With ID verification, cross sales & loan app
- **Mosaic 2.0?**
  - New option coming late 2026 with integrations to Socure, ChexSystems, ProPay, and more
- Or do it yourself with the **Form Generator/Request Center**!

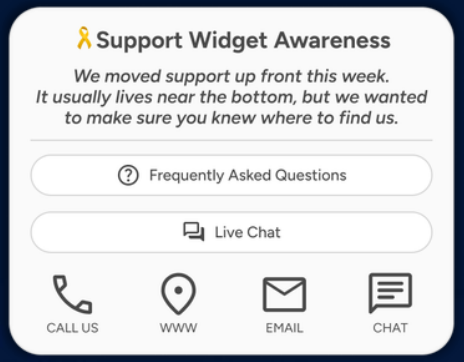
Online Tools

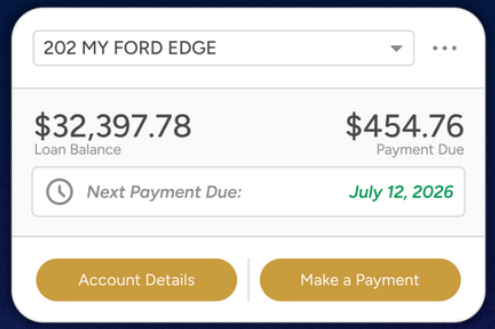
Widgets you'll like

- **Available now**
  - SavvyMoney widget
  - List widget
  - Links widget
  - Summary widget
  - Card widget
  - Loans widget
  - Download cleared checks widget (eDOC)
  - ...and more!

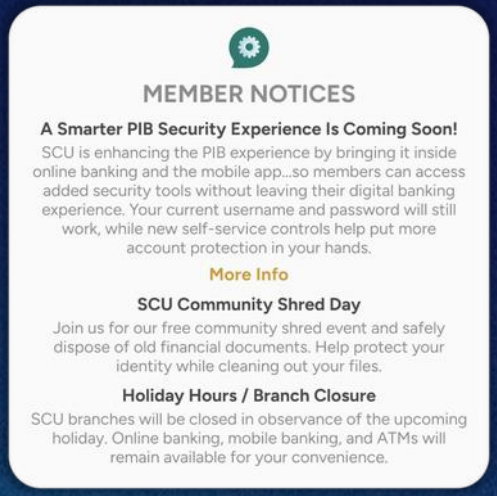


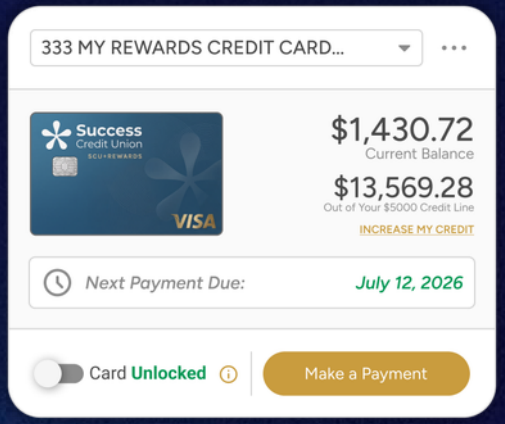




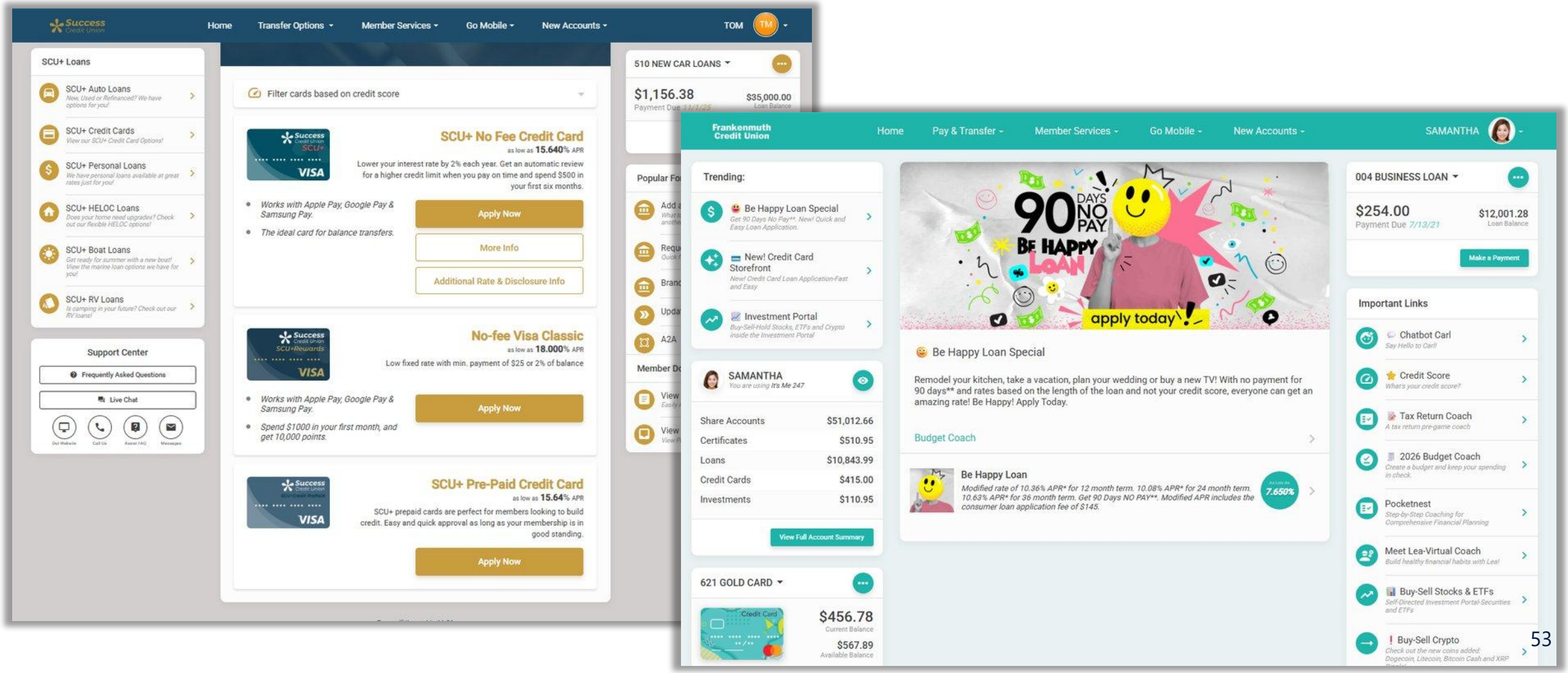








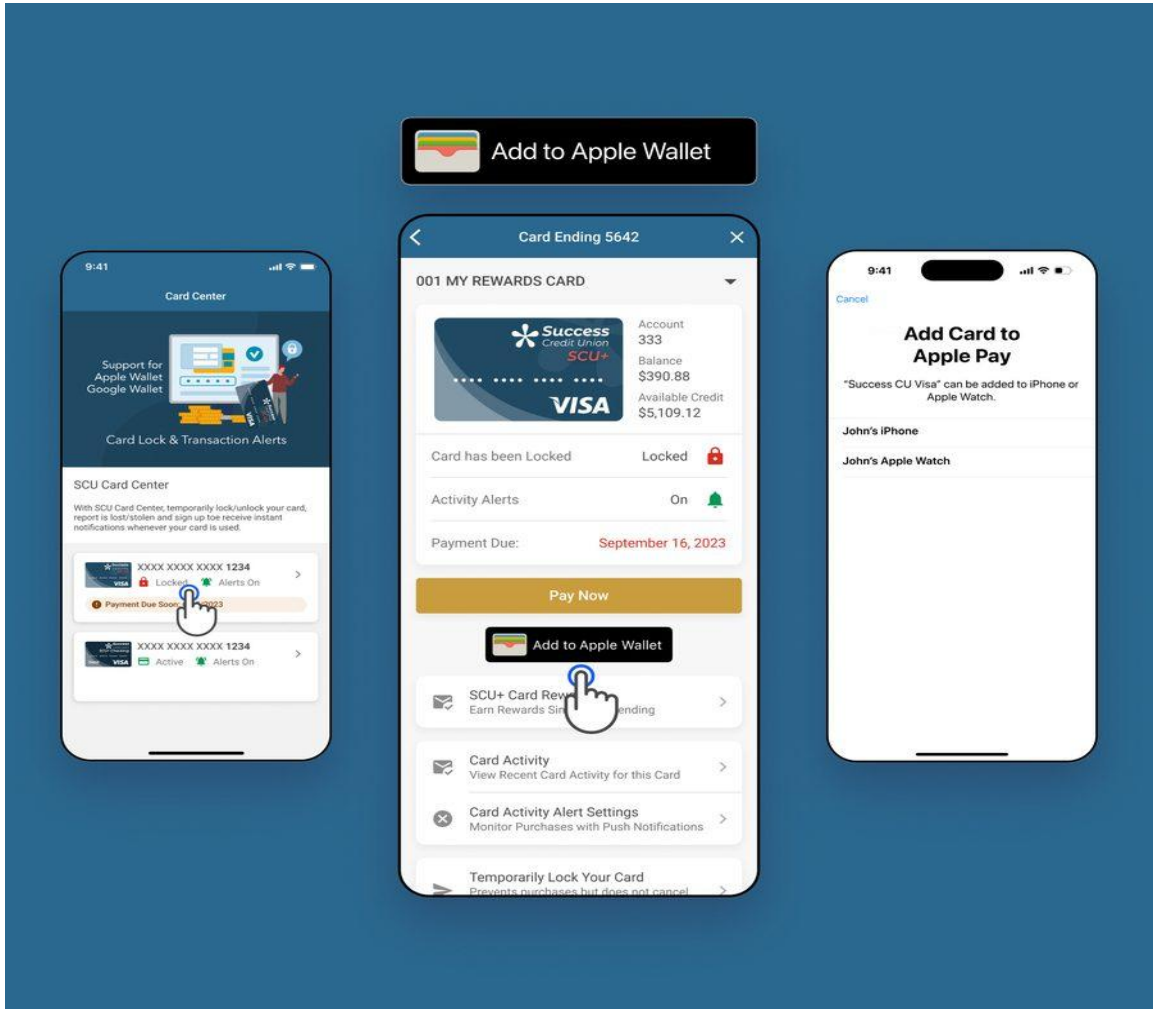
Online banking loan storefronts

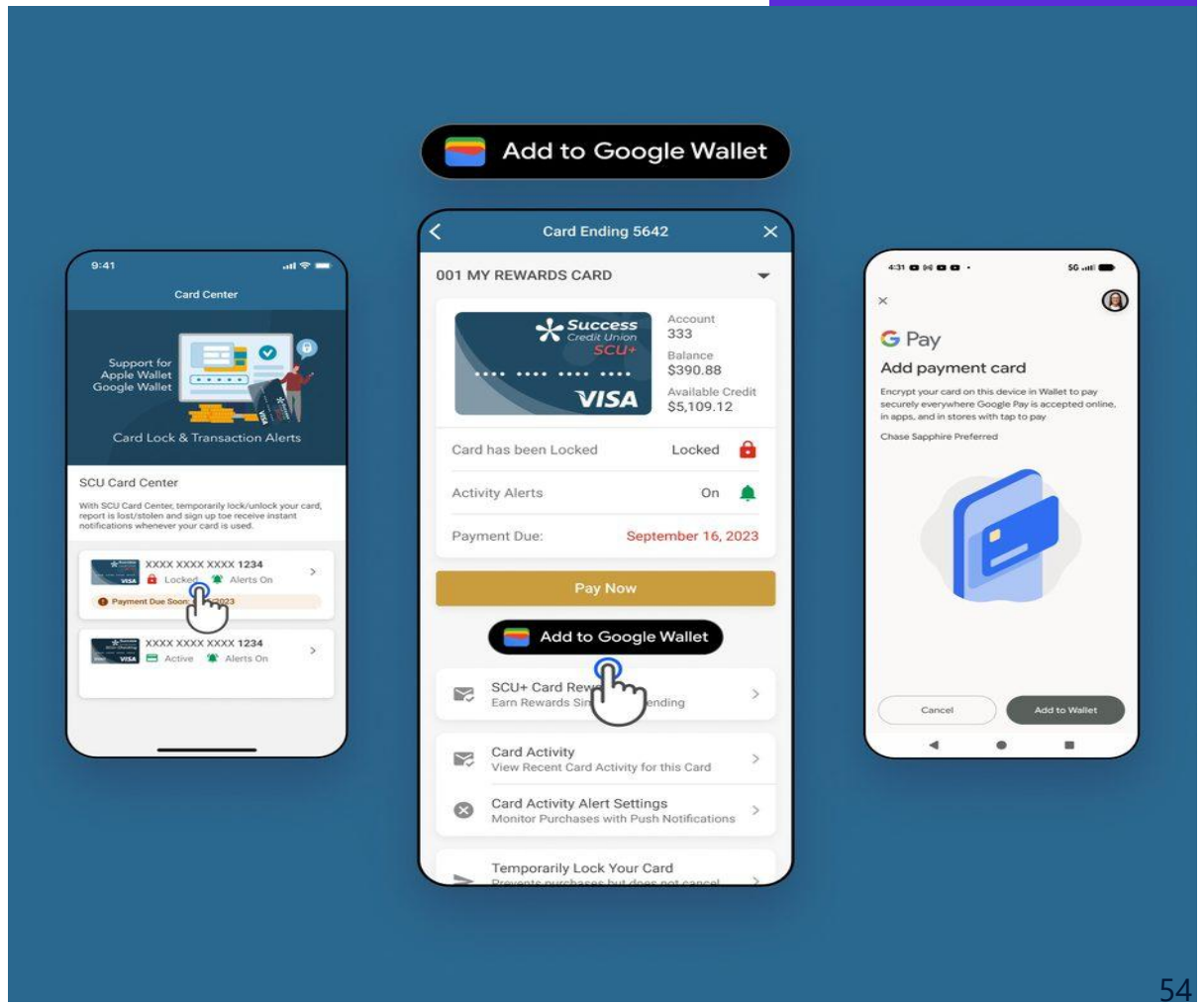


Digital wallet provisioning

Online Tools

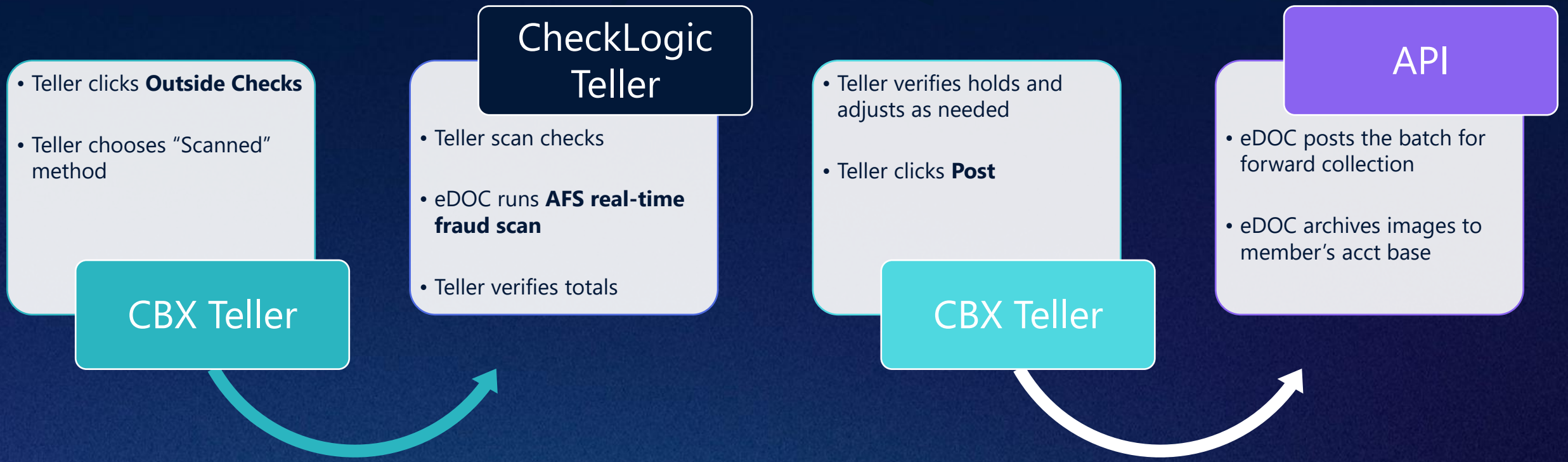
Mockups; subject to change





Fall Beta

Our first two-way API integration to CBX eDOC Teller Check Capture



Break time!

CU WealthNext

Collaborative WealthTech
Ecosystem for Credit Unions

Where to Get Started

CU WealthNext

store.cuanswers.com/store/cu-wealthnext/

A curated portfolio of products for credit unions. Each company in our ecosystem addresses critical strategic imperatives for credit unions. Together, they form a comprehensive platform for competitive advantage.

CU WealthNext

Learn more about CU WealthNext



Concreit – Build wealth in real estate with the help of experts.

Read more



Legal Karma – Your Whitelabeled Estate Planning Partner

Quote Provided

Read more



Legal Karma's Free Wills and Trusts Marketing Starter Pack

Free!

Add to cart

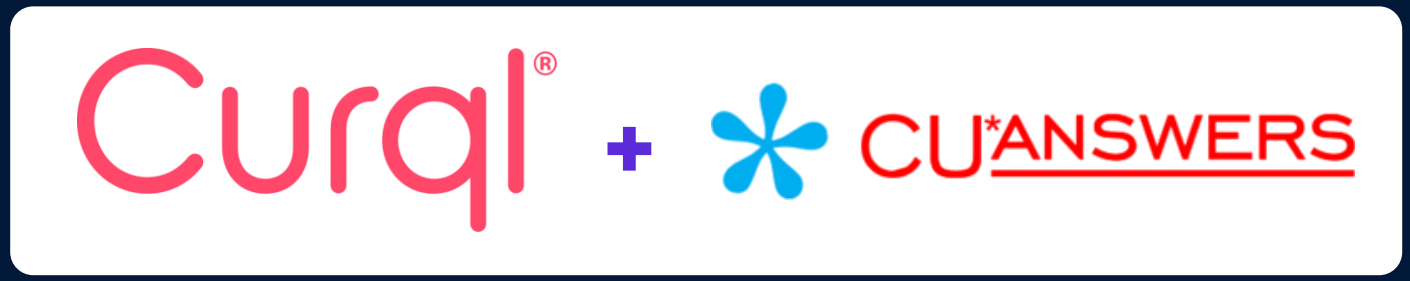


InvestiFi – Cryptocurrency Management Services via Online Banking

$1,250.00

Select options

Deepening Our Integrations Portfolio with Curql



Collaboration Unlocking Opportunities

CU*Answers CEO Summit · November 3 | Las Vegas

Nick Evens - Curql President & CEO

OPERATING

Veridian Fiscal Solutions

Veridian Insurance

BOARD POSITIONS

NACUSO

CUNA Strategic Services

coviance™

illuma

INVESTMENT

TMG FINANCIAL SERVICES

DWOLLA

Equipment Finance

CURise

NAVARI

Alkami

Curql®

What is the problem?

The answer is generational.....

Meet each generation in a digital world

By credit unions, for credit unions



Who are we?

INVESTORS AND SUBSCRIBERS

172

Credit unions, CUSOs and leagues

ACTIVE PORTFOLIO FINTECHS

43

29 in Fund I and 14 in Fund II, plus 18 accelerator companies

CAPITAL TO DEPLOY

$612M

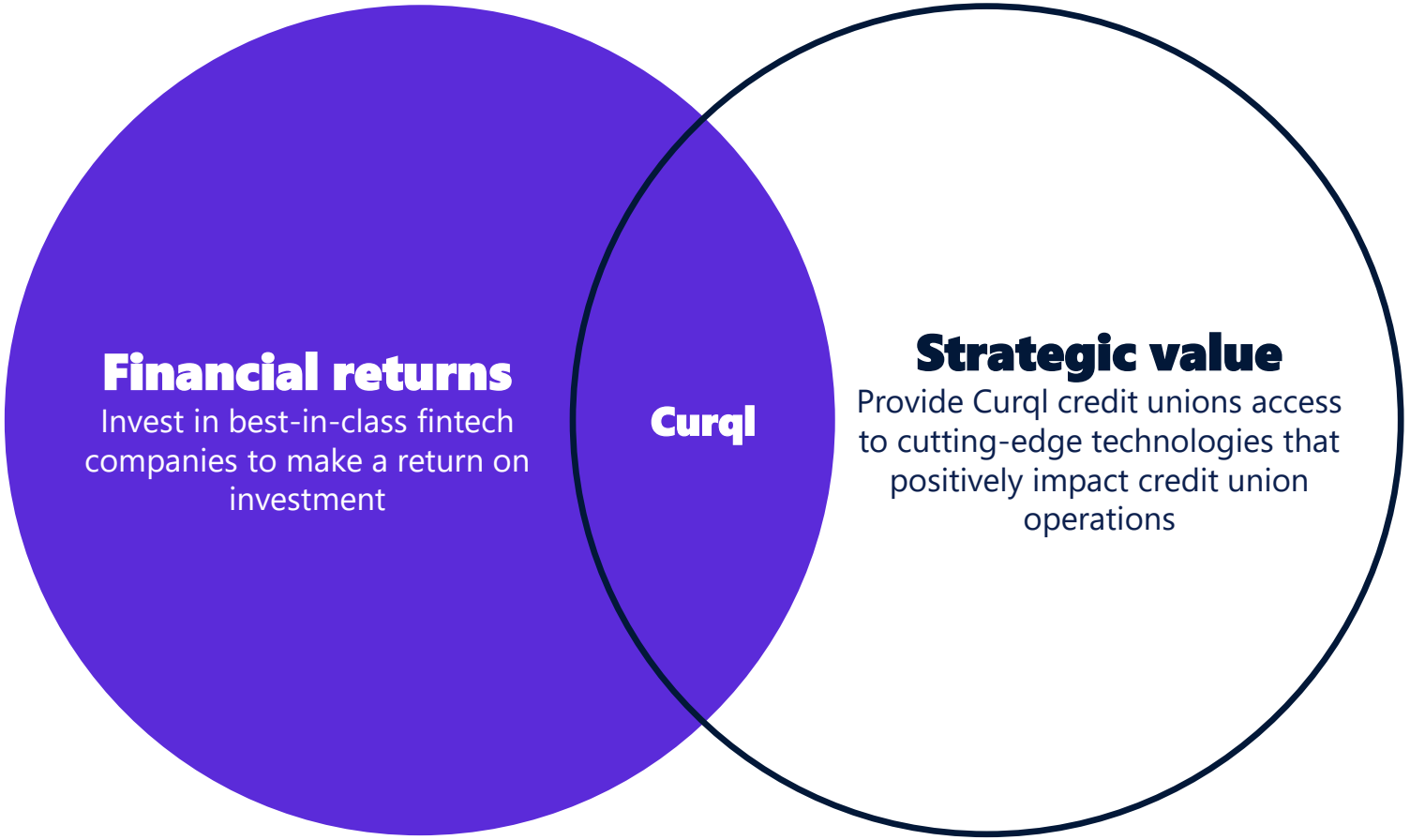
$186M (Fund I) and $95M (Fund II) deployed

NEGOTIATED DISCOUNTS

$14M+

Savings negotiated for credit unions

Investment Thesis We Developed Together



The Fund's two main objectives are to provide Credit Unions with access to new technologies that will enhance credit union operations and/or create value for credit union members, as well as generate attractive capital returns.

Refer to the Private Placement Memorandum (PPM) for further details on the Investment Process and Investing Plan.

Curql 2026

MISSION STATEMENT

ORIGINAL

We bring fintech to credit unions

›

EVOLVED

We power innovation and collaboration to enable credit unions to thrive

We are not a venture capital fund.

Built BY credit unions FOR credit unions

Curql Board of Managers



Brenda Worrell
Chair
CEO
Idaho Central Credit Union



Darlene Johnson
Vice Chair
EVP/Chief Strategy & Transformation Officer
Suncoast Credit Union



Kevin Martin
Secretary
EVP Strategy/Experience
Desert Financial



Eli Vazquez
Treasurer
Managing Director & CEO
BankFund Credit Union



Jason Osterhage
President/CEO
Everwise Credit Union



Chad Jaenke
EVP/CIO
Space Coast Credit Union



Ned Tobey
President/CEO
Circuit

Curql Collective Team



Nick Evens

President & CEO

- Mission/Vision/Strategy
- Regulatory/Legal/Advocacy
- Governance
- Fundraising
- Fund Manager Relationship



Brooke Stites

VP of Operations & Experience



Amber Harsin

VP of Strategy & Innovation



Blake Woods

VP of Engagement & Growth



Loriann Mancuso

Director of Programs & Partnerships

5 years in...

Impact is an understatement!

Scale is working!

Anchored in our "why"

01

Voice on company direction

02

Voice on product direction

03

Collaboration

04

Risk mitigation

05

Return on investment

We bring fintech to CUs: first to do this way

Ecosystem highlights

WHAT WE DO

Facilitate collaboration between both fintech and credit unions

We remain very proud of the dual-sided value proposition.

FOR CREDIT UNIONS

- De-risk CUSO investment
- Access to vetted strategic technology solutions
- Favorable product and subscription pricing
- Voice in fintech company and product direction
- Ownership in companies building their products on the backs of CUs

READY MONEY

$612M

Capital ready to deploy

STRATEGIC ALLIANCES

Partners across the industry

Participating: the Curql ecosystem

01

Curql Deal Room

Bi-monthly

Deal Room calls, plus subject matter expert calls with portfolio companies

02

Forums and working groups

AI & Fraud Forums
Small peer groups

Unboxed & Build-a-thon
Hands-on events

CU Fintech Showcase
VentureTech and the Curql Annual Meeting

03

Industry and large-scale events

- CUES CEO
- Fintech Meetup
- Finovate
- Money20/20
- GAC
- Jack Henry Connect
- CU*Answers CEO ← *You are here*

Collaboration Programs

JANUARY – OCTOBER 2026

EVENTS HELD

22

Deal Rooms, Unboxed events and Build-a-thons

CREDIT UNIONS

176

took part this year

CU ATTENDEES

578

credit union people in the room

GUEST CREDIT UNIONS

24

came without being Curql investors

OUR PROGRAMS

Curql Accelerate

Meet early-stage fintechs first, and help shape what they build.

VENTURETECH2026

Curql's annual event: founders, portfolio companies and emerging tech.

Curql® Build-a-thon

Build. Innovate. Collaborate. Make an Impact.

Walk in with a problem. Walk out with a working AI prototype.

UNBOXED

A host credit union brings in five fintechs for a day of fireside chats.

Curql also shows up at industry events, including CU Unplugged and Fintech Meetup.



Curql Accelerate

Meet tomorrow's fintechs first. Credit unions help early-stage companies build what credit unions actually need.

WHAT CREDIT UNIONS GET

An early look

See new fintechs before the market does

Shape the product

Help decide what gets built

Early pilots

Be first to try new solutions

ACCELERATOR FINTECHS

18

across 4 cohorts

SUCCESS STORIES

Casap Spiral

Both now working with credit unions

Want to attend? Get on the invite list.

Scan to sign up for invitations to Curql events near you.



VentureTech 2026

Curql's annual event, bringing credit unions together with fintech founders, Curql portfolio companies and emerging tech. Omni Fort Worth, November 16-18, 2026

ATTENDEES IN 2026

450

CREDIT UNIONS IN 2026

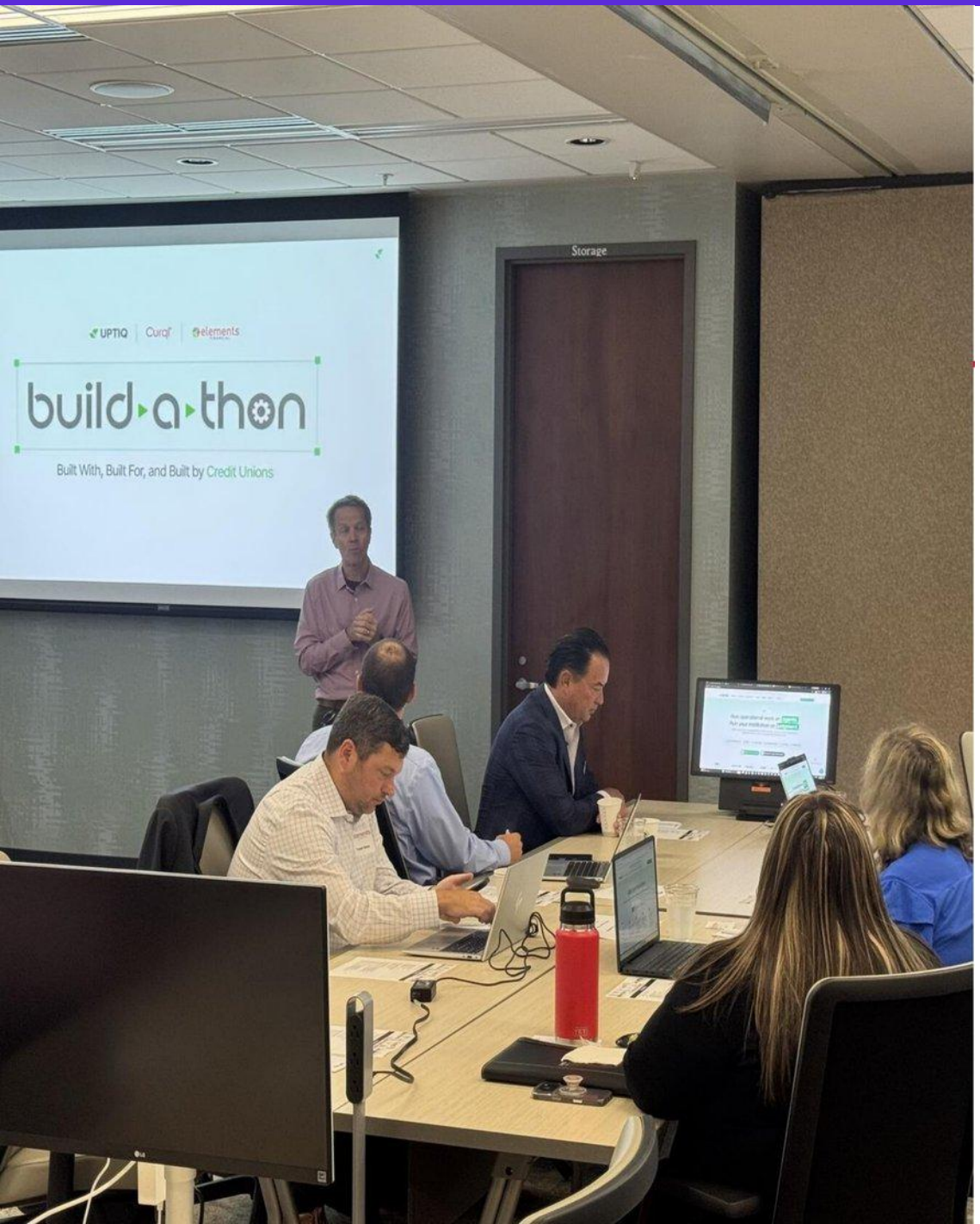
135

WHAT YOU'LL GET

- Pitch contests from new-entrant fintechs
- A look at emerging tech
- Educational panels and speakers
- 1:1 meetings with founders and portfolio companies
- A pickleball tournament

REGISTER

Scan to register for VentureTech



Curql® Build-a-thon

Build. Innovate. Collaborate. Make an Impact.

Walk in with a problem. Walk out with a working AI prototype. Any credit union staffer builds it live in a single day with UPTIQ. Open to all credit unions.

CUS IN 2026	CU LEADERS	RATING
27	50+	5/5

AVG CUS PER EVENT	AVG ATTENDEES PER EVENT
8–10	20-30

BUILD-A-THON CREDIT UNIONS

- Mission Fed
- Elements Financial
- Georgia's Own

Want to attend? Get on the invite list.
Scan to sign up for invitations to Curql events near you.

The Fund Manager relationship is working!

01

Over 2,500

Fintechs in the CRM, and a great deal of activity currently in the portfolio

02

The relationship is very strong

A well-oiled machine in how we interact with each other. Curql Credit is a testament.

03

We are in the board room

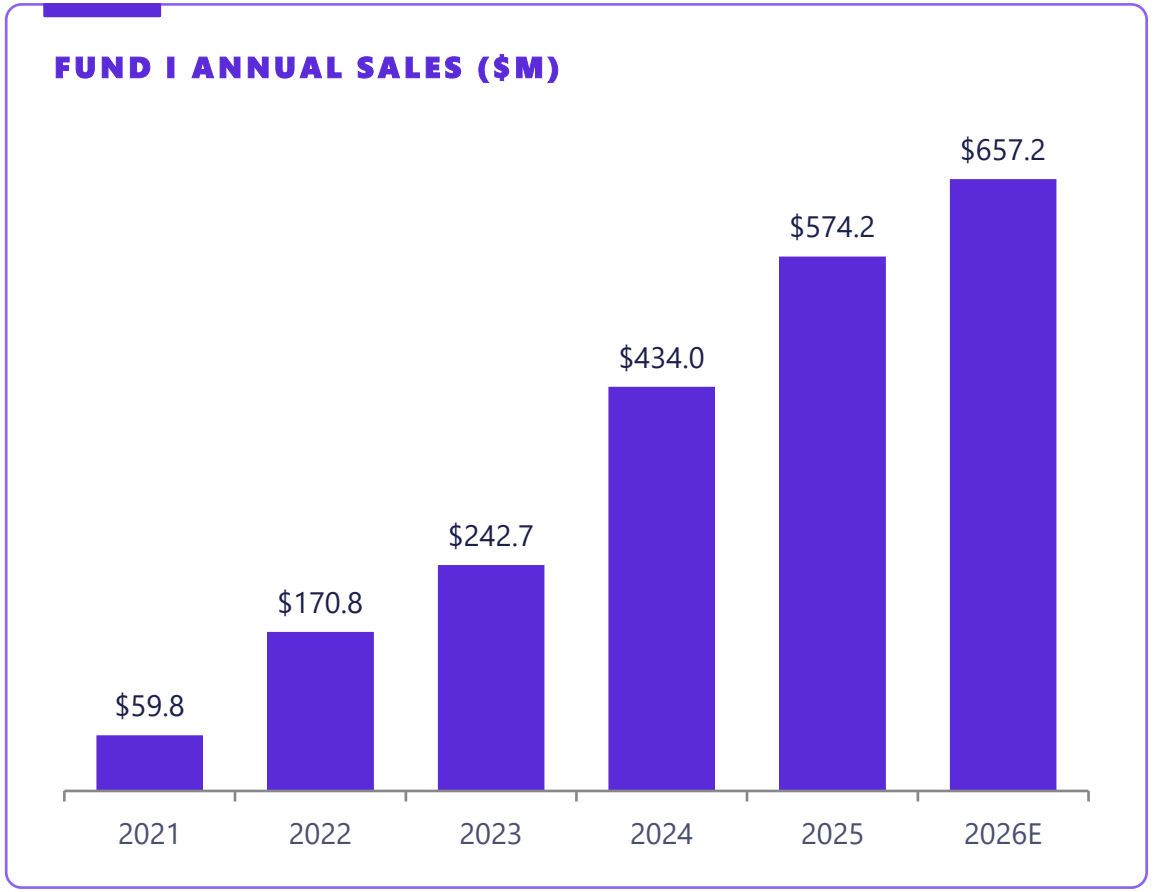
We have not lost a single fintech to date: a real testament to the work the Fund Manager team does every day, and their competence in the board room.

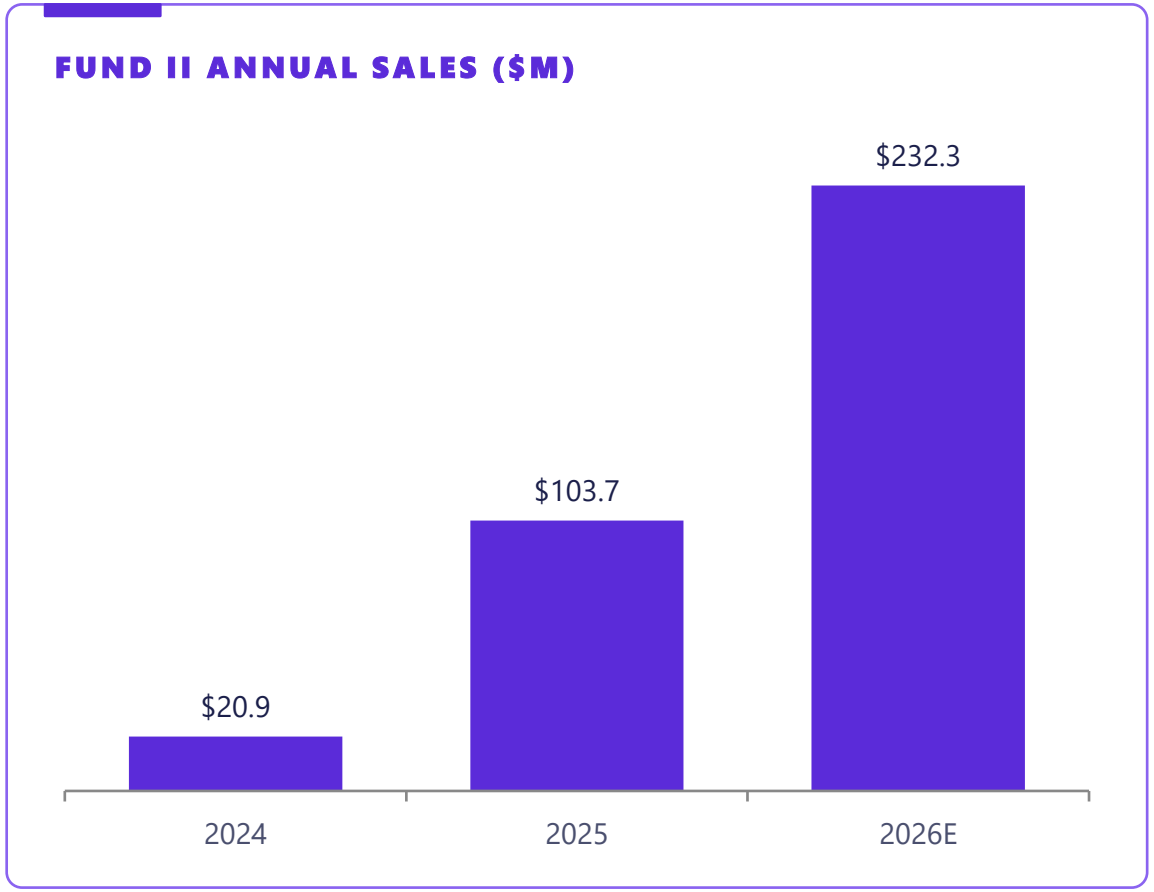
KUDOS TO LEADERSHIP

that had the foresight to say, “we need to hire professional fund management!”

Revenue growth

Revenue is growing across the portfolio and will be a focus in 2027.





**Revenue is included from the first quarter after our investment.*

Curql chooses companies built to last

Every investment is vetted for quality, on behalf of credit unions.

SELECTIVE

<2%

About 43 investments out of 2,500+ fintechs we track

FUND I

Top 10%

Among North American VC funds of the same vintage*

FUND II

Top 10%

Among North American VC funds of the same vintage*

GROWING

11x

Fund I portfolio revenue: $59.8M (2021) to $657.2M (2026E)

WHAT KEEPS QUALITY HIGH

Credit union executives decide

Credit union leaders on the Investment Committee vote on every investment.

Not a single fintech lost

The Fund Manager team works with every portfolio company, every day.

A seat in the board room

The Fund Manager serves on portfolio boards, so credit unions have a voice in product direction.

Bottom line: credit unions get partners that are vetted, growing, and accountable to credit unions.

**According to PitchBook, among North American VC funds in the same vintage years.*

Investment Committee

DECISION MAKERS



Nick Evens
President/CEO
Curql Collective



Joel Swanson
Chief Lending Officer
VyStar CU



Sara Dolan
CFO
MSUFCU



David Araujo
President/CEO
Service CU



Ron Araujo
President, Mission Federal Services LLC
Mission FCU



Kent Lugrand
President/CEO
InTouch CU



Chris Giles
Chief Experience Officer
Maps CU

ASSOCIATE MEMBERS: NON-VOTING



Scott Daukas
Principal, One Washington Financial
WSECU



Justin Zeidman
VP, Digital Strategy
Navy Federal

BOARD LIAISON

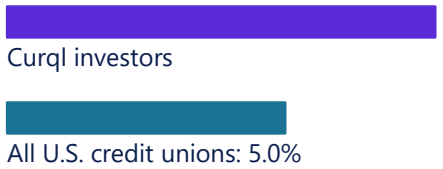


Jason Osterhage
President/CEO
Everwise Credit Union

Curql Credit Unions are outperforming the industry

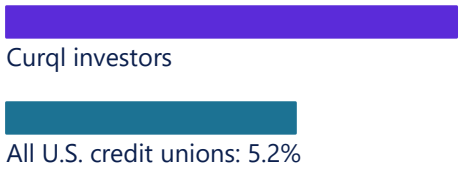
ASSET GROWTH

7.7%



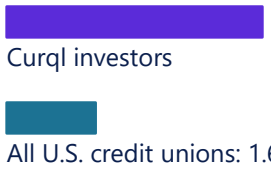
DEPOSIT GROWTH

8.1%



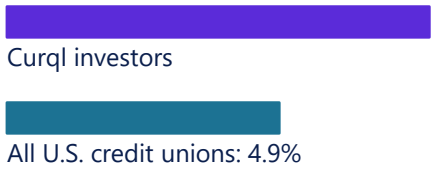
MEMBER GROWTH

4.6%



LOAN GROWTH

7.6%



COMBINED ASSETS

$794.4B

32% of all U.S. credit union assets

MEMBERS

47.8M

33% of the U.S. total, up 2.1M in 12 months

BROAD-BASED GROWTH

94 of 155

investors grew assets, deposits and members

Source: NCUA 5300 Call Report, Q2 2025 and Q2 2026. 155 investor credit unions with call report data. U.S. = all federally insured credit unions.

Our credit unions are putting the portfolio to work

Curql LPs don't just invest in these companies. Most of them use one.

DIRECT LPS USING A PORTFOLIO COMPANY

84%

CREDIT UNION–PORTFOLIO COMPANY RELATIONSHIPS

561

MOST ADOPTED

LoanStreet	68 CUs
Zest AI	51 CUs
Eltropy	45 CUs

Source: Curql PortCo Activation Tracker, October 19, 2026. 134 direct LPs; relationships across 30 portfolio companies.

Curql Fund I

A quick look at who Credit Unions Invested In

Curql Fund I: portfolio

PLATFORMS

- MEMBER COMMUNICATIONS — eltropy
- CORE SYSTEM — NYMBUS
- ENTERPRISE INTEGRATION — PORTX

MEMBER EXPERIENCE

- CONVERSATIONAL AI — posh
- DIGITAL BANKING — Bankjoy Spiral
- KIDS & TEENS — GREENLIGHT
- NOTARY & ESIGNATURE — Proof

CONSUMER LENDING

- AUTO LOANS & INSURANCE — Caribou
- AUTO REFINANCING — WITHCLUTCH
- AI DECISIONING — ZEST AI
- PATIENT LENDING — PatientFi
- BNPL — equipifi
- RENOVATION FINANCING — renofi

MEMBER EXP.

- REAL ESTATE SERVICES — PLACE

REGTECH, RISK & SECURITY

- KYC/ID VERIFICATION — illuma
- CYBERSECURITY — DEFENSESTORM
- ACCESS MANAGEMENT — Provision IAM
- IMPERSONATION DETECTION — ALLURE SECURITY

COLLECTIONS & DISPUTES

- COLLECTIONS — AKUVO
- DISPUTES — Casap

PAYMENTS

- P2P — NEURAL PAYMENTS

DATA & ANALYTICS

- DATA SYNTHESIS & MONETIZATION — Facteus
- ACTIONABLE DATA INSIGHTS — BlastPoint
- INCOME & ASSET DATA — Powerlytics

FINANCIAL HEALTH

- RETIREMENT PLANNING — silvur

MARKETING

- MOBILE MARKETING — pulsate

LIQUIDITY

- LOAN SHARING — LOANSTREET

BUSINESS LENDING

- CRE APPRAISALS — bowery

Faded tiles: PatientFi and Powerlytics, as shown in the original portfolio slide.

Curql Fund I: portfolio summary

FUND COMMITMENTS

$251.8M

CAPITAL CALLED

$222.9M

88.5% of commitments

CAPITAL INVESTED

$185M

PRIORITIES

- Lending
- Too much liquidity
- Cybersecurity
- Fraud
- Robo/Crypto

CAPITAL RETURNED

$29.5M

INVESTORS

68

PORTFOLIO COMPANIES

29

2 have sold, plus 5 in Curql Accelerate Cohort 1

Portfolio summary as of 9/25/26.

Curql Fund I: success to date

Curql Fund I, LLLP

COST BASIS

$184,043,047

CURRENT VALUATION

$268,857,898

CHANGE

+$84,814,851

PERCENT CHANGE

+46.1%

Valuation vs. cost basis

Portfolio summary as of 12/31/25.

Curql Fund II

Round 2 is just getting started!

Curql Fund II: portfolio

PLATFORMS

DIGITAL ASSETS

Stablecore

DEPOSIT NETWORK

ModernFi

AGENTIC AI

UPTIQ

MEMBER/EMPLOYEE BENEFITS

PET WELLNESS / INSURANCE

WAGMO

CONSUMER LENDING

LOAN MARKETPLACE

SPLASH

PAYMENTS

P2P PAYMENT HUB

MOOV

PAYMENT HUB

Alacriti

SMB MERCHANT SERVICES

helcim

MEMBER EXPERIENCE

ESTATE PLANNING

trust&will

REAL ESTATE SERVICES

PLACE™

SUBSCRIPTION MANAGEMENT

ScribeUp

REGTECH, RISK & SECURITY

KYC / AML COMPLIANCE

Castellum.AI

Curql Fund II: portfolio summary

FUND COMMITMENTS

$359.4M

CAPITAL CALLED

$100M

25% of commitments

CAPITAL INVESTED

$95M

PRIORITIES

- Deposit growth
- Cybersecurity
- Fraud
- Operating expense
- Stablecoin/Crypto

CAPITAL RETURNED

$12.4M

INVESTORS

96

PORTFOLIO COMPANIES

12

1 has sold, plus 13 across Curql Accelerate Cohorts 2, 3 and 4

Portfolio summary as of 9/25/26.

Curql Fund II: success to date

Curql Fund II, LLLP

COST BASIS

$46,371,328

CURRENT VALUATION

$58,401,320

CHANGE

+$12,029,992

PERCENT CHANGE

+25.9%

Valuation vs. cost basis

Portfolio summary as of 12/31/25.

AI is coming for your members

Big tech is pitching AI that manages members' money. Credit unions can offer it first.

BIG TECH: META MUSE



vs

YOUR CREDIT UNION, WITH SCRIBEUP

ScribeUp

Subscription management that helps members track and manage recurring payments, offered by their own credit union.

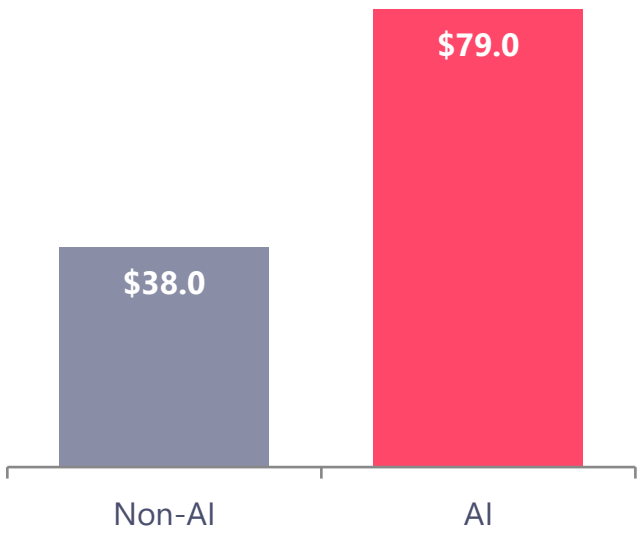
A Curql Fund II portfolio company

Members will use AI to manage their money. The question is whose AI it will be.

AI vs. everyone else

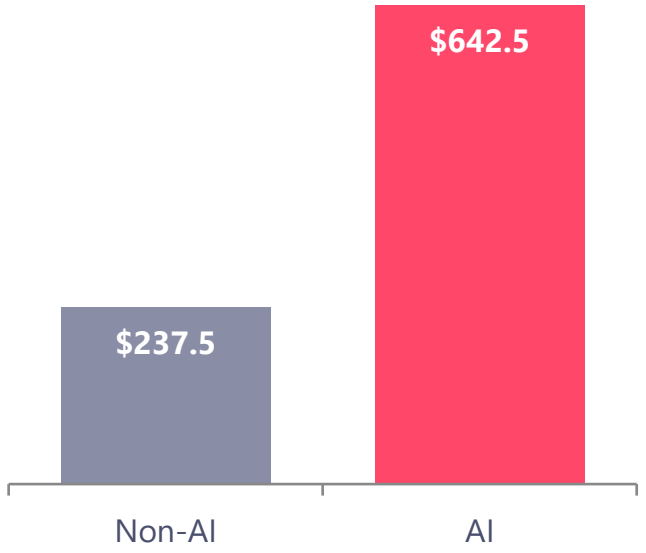
AI vs. non-AI deals across Series B and C rounds

MEDIAN ROUND SIZE ($M)



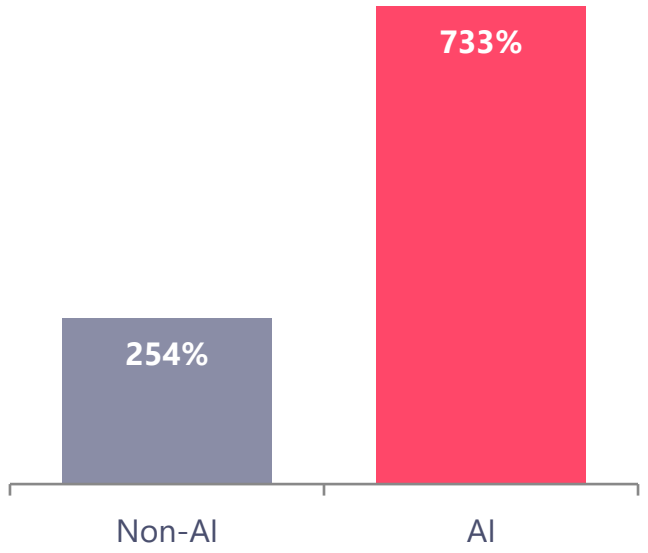
108% larger

MEDIAN PRE-MONEY VALUATION ($M)



171% higher

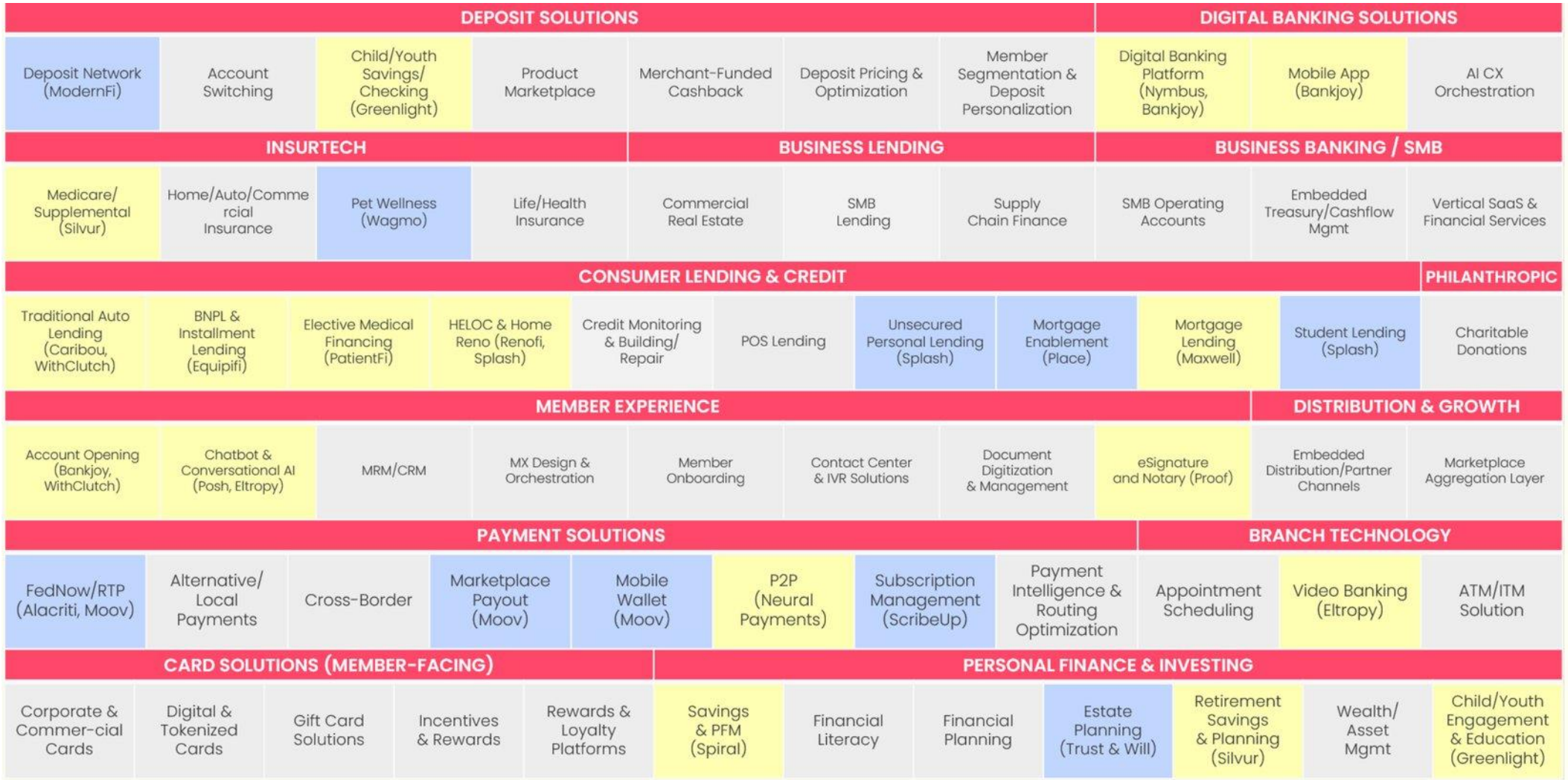
MEDIAN GROWTH RATE (%)



2.9x faster

Source: Redpoint. Series B and C data based on median stats of a proprietary set of relevant deals done by peer firms in 2024. Growth rates calculated as of current ARR at time of deal.

Swim lanes: member facing



Swim lanes: back office

CYBERSECURITY				FINANCE AND OPERATIONS				DATA + ANALYTICS			
Firewalls	Intrusion Detection + Prevention (DefenseStorm)	Endpoint Security (DefenseStorm)	SIEM (DefenseStorm)	AR/AP Automation	Workflow Automation (Uptiq)	Front-to-Back Office Workflows	Expenses Solution	Analytics + Insights (BlastPoint)	Data Synthesis (Facteus)	Income + Asset Data (Powerlytics)	Data Warehousing
Antivirus + Antimalware	Data Loss Prevention	Third-Party Risk Management	Incident Response (DefenseStorm)	Financial Planning		Reconciliation Solution	Finance Automation & Close Systems	Unified Member Data Platform/CDP		Data Clean Rooms/Secure Sharing	Alternative Data Infrastructure

FRAUD PREVENTION						BANKING PLATFORMS		MARKETING + COMMS	TREASURY + CASH MANAGEMENT		
Encryption	Multi-Factor Authentication	Risk-Based Authentication (Castellum AI)	Fraud Detection (DefenseStorm)	Biometric Authentication (Illuma)	Access Management (Provision IAM)	Core System (Nymbus)	API Connectivity (PortX)	Communication Platform (Eltropy)	FX + Currency	Liquidity Management (LoanStreet)	Lockbox + Integrated Receivables
Social Fraud Prevention		Anti-Phishing	Impersonation Detection (Allure Security)	Shared Fraud Intelligence Network	Reusable Digital Identity	Lending-As-a-Service	Payments-As-a-Service	Mobile Marketing (Pulsate)	Treasury Management System		Real-Time Liquidity/ALM Forecasting

ACQUIRING, ACCEPTANCE, + MERCHANT PROCESSING			TECHNOLOGY INFRASTRUCTURE			CARD SOLUTIONS (BACK OFFICE)		ISSUING SOLUTIONS			
Acquiring Processing	Payment Gateway (Moov)	Payments Orchestration (Alacriti)	Cloud, Data, + Hosting	Knowledge Management	Financial Messaging	Chargebacks + Dispute Management	Global Payment Network	Card Program Management	Bank + BIN Sponsorship	International Issuing	Issuing Processing

LENDING + CREDIT (BACK OFFICE)			INSURANCE		AI-NATIVE OPERATIONS			COMPLIANCE 2.0	
AI Decisioning (Zest AI)	Debt Collection (Akuvo)	CRE Appraisals (Bowery)	Fraud Insurance	Loan Insurance	Autonomous Operations	AI Workforce/Digital Employees	Call Center/CX Orchestration AI	Continuous Compliance Monitoring	AI Model Governance/Model Risk

Swim lanes: emerging tech

EMERGING MEMBER-FACING TECHNOLOGIES & SOLUTIONS

DIGITAL ASSETS/CRYPTOCURRENCY						MEMBER EXPANSION			EMBEDDED FINANCE		HEALTHCARE
CBDC	Crypto Brokerage Service	Crypto Custody Service	Crypto Wallet	NFTs & Tokens	Stablecoins (Stablecore)	Underbanked & Underserved (Zest AI)	Gen-Z/ Millennial Acquisition	Segment-Based Growth Platforms	Consumer Platform	SMB Solution	Healthcare Payments

EMERGING BACK-OFFICE TECHNOLOGIES & SOLUTIONS

ARTIFICIAL INTELLIGENCE & MACHINE LEARNING			OPEN FINANCE	BLOCKCHAIN & DEFI				QUANTUM COMPUTING	CLOUD COMPUTING
Generative AI	Predictive Modeling (Zest AI, Blastpoint)	Agentic AI (Uptiq)	Data Ownership & Access	Blockchain & DLT Infrastructure	DeFi Digital Identity	DeFi Lending	Smart Contracts	Quantum Computing (Cryptography)	Cloud Computing

CREDIT UNION ADVANTAGE LAYER				
CU Collaboration/Shared Services	CUSO Operating Infrastructure	Vendor/Procurement Marketplace	CU-Owned Distribution Networks	Fraud & Identity Consortium

Curql®

What is the solution?

It's all about the math...

“One plus one equals more than two.”

*— Geoff Johnson, CEO, CU*Answers, on our partnership*

More Curql partners, working for your credit union

1 **Curql invests in and vets it** › 2 **CU*Answers connects it once** › 3 **Your credit union switches it on**

AVAILABLE NOW

ALLURE SECURITY

Fraud and scam protection

Fake sites and impersonation scams found and taken down fast

Bankjoy

Digital banking

Modern mobile and online banking for members, connected to CBX

eltropy

Member communications

Staff reach members by text, chat, voice and video in one place

ZEST AI

Credit decisioning

Faster, more consistent lending decisions with fewer charge-offs

IN DEVELOPMENT

AKUVO

Collections and credit risk

Smarter collections, with self-service payments for members

WITHCLUTCH

Digital account opening

Members open deposit accounts and apply for loans fully online

equipifi

Buy now, pay later

Pre-qualified installment offers right in members' digital banking

A new member in 4 minutes, built in 3 weeks

Two Curql portfolio companies and CU*Answers gave a CBX credit union fully digital account opening and lending, with no added staff work.

THE CHALLENGE

Growing membership digitally usually means months of custom core work for every new tool.

WHAT THE PARTNERSHIP DELIVERED

UPTIQ
UPTIQ.AI

THE MEMBER EXPERIENCE

Apply, verify and e-sign online. No branch visit.

PORTX

THE CONNECTOR

Plugs new tools into the core once.

CU*ANSWERS

THE CORE

Accounts and loan open automatically on CBX.

GROWTH

~4 min

Application to signed loan for the new member

EFFICIENCY

100% no-touch

Human review can be added wherever you want it

SPEED

3 weeks

Kickoff to accounts and loan booked on the core

SCALE

Built once

Reusable across CU*Answers CBX credit unions

Proof of concept for a credit union evaluating UPTIQ, run in a CBX sandbox environment.

Proof point: Zest AI across credit unions

One Curql partnership, and what it is delivering for credit unions and their members.

ZEST AI

AI CREDIT DECISIONING

Available to CU*Answers credit unions today.

OTHER ADVANTAGES

- Better automated decisioning
- Expanded access to credit
- Efficiency gains

CREDIT UNIONS SERVED

400+

Estimated by year end

MEMBERS REACHED

~35M

About 1 in 4 U.S. credit union members

ADDITIONAL LOAN APPROVALS

~200,000

A year, about $4.3B in approved credit across 63 Curql-affiliated clients

APPROVAL LIFT, PROTECTED CLASSES

30%

Average lift for credit unions using Zest AI, without increasing risk

Figures are estimates. [Add source and date.]

Proof point: Chartway Credit Union and Casap

A Curql portfolio company at work inside a credit union.

Chartway CREDIT UNION

+

Casap

DISPUTES AND CHARGEBACKS

OTHER WINS

- Provisional credits are now instant
- Positive member experience (NPS)

SAVED ANNUALLY

$875K

CHARGEBACK WIN RATE

95%

WRITE-OFFS

72%

lower

RESOLUTION TIME

12 days

down from 90 days

Curql Fund I: on the roadmap

What could come next for CBX credit unions

Working with CU*Answers | On the roadmap | Menu for later

PLATFORMS

- MEMBER COMMUNICATIONS — eltropy
- CORE SYSTEM — NYMBUS
- ENTERPRISE INTEGRATION — PORTX

MEMBER EXPERIENCE

- CONVERSATIONAL AI — posh
- DIGITAL BANKING — Bankjoy Spiral
- KIDS & TEENS — GREENLIGHT
- NOTARY & ESIGNATURE — Proof

CONSUMER LENDING

- AUTO LOANS & INSURANCE — Caribou
- AUTO REFINANCING — WITHCLUTCH
- AI DECISIONING — ZEST AI
- PATIENT LENDING — PatientFi
- BNPL — equipifi
- RENOVATION FINANCING — renofi

MEMBER EXP.

- REAL ESTATE SERVICES — PLACE

REGTECH, RISK & SECURITY

- KYC/ID VERIFICATION — illuma
- CYBERSECURITY — DEFENSESTORM
- ACCESS MANAGEMENT — Provision IAM
- IMPERSONATION DETECTION — ALLURE SECURITY

COLLECTIONS & DISPUTES

- COLLECTIONS — AKUVO
- DISPUTES — Casap

PAYMENTS

- P2P — NEURAL PAYMENTS

DATA & ANALYTICS

- DATA SYNTHESIS & MONETIZATION — Facteus
- ACTIONABLE DATA INSIGHTS — BlastPoint
- INCOME & ASSET DATA — Powerlytics

FINANCIAL HEALTH

- RETIREMENT PLANNING — silvur

MARKETING

- MOBILE MARKETING — pulsate

LIQUIDITY

- LOAN SHARING — LOANSTREET

BUSINESS LENDING

- CRE APPRAISALS — bowery

Curql Fund II: on the roadmap

What could come next for CBX credit unions

Working with CU*Answers | On the roadmap | Menu for later

PLATFORMS

DIGITAL ASSETS — Stablecore

DEPOSIT NETWORK — ModernFi

AGENTIC AI — UPTIQ

MEMBER/EMPLOYEE BENEFITS

PET WELLNESS / INSURANCE — WAGMO

CONSUMER LENDING

LOAN MARKETPLACE — SPLASH

PAYMENTS

P2P PAYMENT HUB — MOOV

PAYMENT HUB — Alacriti

SMB MERCHANT SERVICES — helcim

MEMBER EXPERIENCE

ESTATE PLANNING — trust&will

REAL ESTATE SERVICES — PLACE™

SUBSCRIPTION MANAGEMENT — ScribeUp

REGTECH, RISK & SECURITY

KYC / AML COMPLIANCE — Castellum.AI

Together, we win.

Collaboration unlocking opportunities

Nick Evens, President & CEO

nick@curql.com

Follow Curql on LinkedIn linkedin.com/company/curql

Join us at VentureTech
Scan to register for Curql's annual event, at the Omni Fort Worth this November.

CU*Answers already has integrations or is in talks with over a dozen solutions in Curql's portfolio



Thanks for the morning!

See you after lunch!

CEO Roundtable 2026

Let’s talk!

New Era of Payments

The Future of Payments
Debit in a Digital-First World
Fraud & Security
Agentic Commerce
Key Takeaways & Priorities



Special Guest: Steven Ryniec, Director of Partnerships, Mastercard

Discussion Questions:

The Future of Payments

1. Where do you see the greatest opportunity for financial institutions: RTP, stablecoins, or next-generation P2P?
2. Are we seeing genuine customer demand or industry-driven innovation?
3. Will consumers care how payments move, or simply expect them to be instant and seamless?

Discussion Questions:

Debit in a Digital-First World

- What is the biggest opportunity to grow debit engagement and transaction volume?
- How is tokenization changing the meaning of "top of wallet"?
- Which portfolio optimization strategies are delivering results?

Discussion Questions:

Credit & Loyalty: Competing, Engaging & Growing

- How can smaller financial institutions compete with larger issuers offering aggressive credit card rewards and benefits?
- Are traditional rewards enough to drive loyalty, or should smaller institutions explore more personalized engagement strategies?
- Should smaller institutions prioritize new cardholder acquisition, increased card usage, or retention to maximize credit portfolio growth?

Discussion Questions:

Fraud & Security

- How is AI changing the fraud landscape for financial institutions?
- What is the biggest emerging vulnerability in digital payments?
- How do we balance stronger fraud prevention with a frictionless customer experience?

Discussion Questions:

Agentic Commerce: The Next Frontier

- How could agentic commerce change the relationship between financial institutions and consumers?
- What happens to debit and traditional payment credentials when AI agents choose the payment method?
- What new fraud, authorization, and authentication challenges emerge?
- What should institutions be doing today to prepare?

Break time!

Payments Fireside Chat



Special Guest: Steven Ryniec, Director of Partnerships, Mastercard

Thanks for the day!

Day 2

November 4

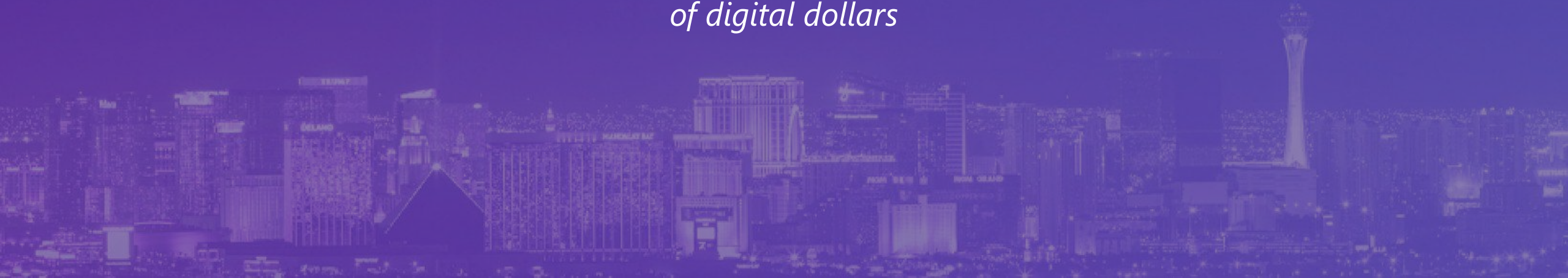


Stablecoins 101

What Every Credit Union CEO Needs to Know

60-minute executive breakout

A strategy conversation about member relationships, deposits, payments and the future of digital dollars



The CEO question

What must we understand now—and what can wait?

Protect the franchise

Member trust, deposits, and relevance.

Understand the rails

Where stablecoins add value beyond today's payment systems.

Choose a posture

Observe, partner, pilot, or eventually participate in issuance.

Start with something familiar

A prepaid coffee wallet is a useful analogy—not a stablecoin.

Load

A customer moves dollars into an app.

Hold

The provider records stored value.

Spend

Payments occur inside the provider's network.

Stablecoins extend the concept with transferable tokens on blockchain networks.

What is a payment stablecoin?

A digital token designed to maintain a stable value, typically $1.

Value

A dollar-referenced digital claim, not an investment in Bitcoin.

Backing

Issuer reserves and redemption rights are central to trust.

Transfer

Tokens can move over supported blockchain networks.

Stable value is a design goal—not a guarantee against all risks.

Follow one digital dollar

Illustrative lifecycle—not a description of a specific issuer.



The key questions: Who owes the dollar? Where are reserves held? How can members redeem?

Not all digital dollars are the same

Credit union deposit

A liability of the credit union, subject to applicable share insurance.

Payment stablecoin

A claim on an issuer, governed by its legal and regulatory structure.

Tokenized deposit

A digital representation of a deposit claim, potentially on a shared ledger.

The differences matter for member protection, accounting, liquidity and supervision.

Why the market is paying attention

Always-on movement

Potential 24/7 transfers across supported networks.

Programmable workflows

Rules and automation can be built around digital transfers.

Cross-border use

Potential simplification of selected international payment flows.

The business case depends on use case, fees, interoperability and risk controls.

Where could members see value?

P2P and wallets

Digital transfers between supported wallets.

Small-business payments

Potential settlement and reconciliation improvements.

International transfers

Potential new options for eligible cross-border flows.

Merchant experiences

New checkout and loyalty models.

Treasury services

Potential 24/7 business liquidity workflows.

Future channels

Embedded financial services and automated payments.

The deposit question

The executive risk is member balances and relationships migrating elsewhere.

A member can retain a credit union account yet move payment activity—and potentially balances—to an outside wallet.

Important: market-wide deposit migration forecasts are scenarios, not certain outcomes.

A CEO balance-sheet lens

Funding

What happens if transactional balances shift to wallets?

Payments economics

Which revenue and cost streams could change?

Liquidity

How would 24/7 transfers alter treasury assumptions?

Member ownership

Who owns the daily digital payment relationship?

Risk

What new operational, fraud and third-party risks arise?

Opportunity

Could better services deepen member engagement?

The competitive landscape

Banks, payment firms and fintechs are testing multiple models.

Issuers

Organizations providing tokens and reserve/redemption arrangements.

Distribution partners

Wallets, exchanges and financial apps reaching end users.

Infrastructure

Networks, custody, compliance, and core/payment integration.

The credit union question is where to participate in the value chain.

Regulation changes the decision

The GENIUS Act creates a federal framework; implementation details require current legal review.

Issuer eligibility

Licensing, permissible structures and supervisory obligations.

Reserves and redemption

Eligible assets, disclosure, safeguarding and redemption rules.

Financial crime controls

BSA/AML, sanctions, fraud, cybersecurity and third-party oversight.

Do not assume a credit union can issue directly or through a CUSO without regulatory analysis.

Three strategic postures

Not every credit union needs to issue a stablecoin.

1 Observe and prepare

Educate the board; monitor rules and member demand; map existing rails.

2 Enable through partners

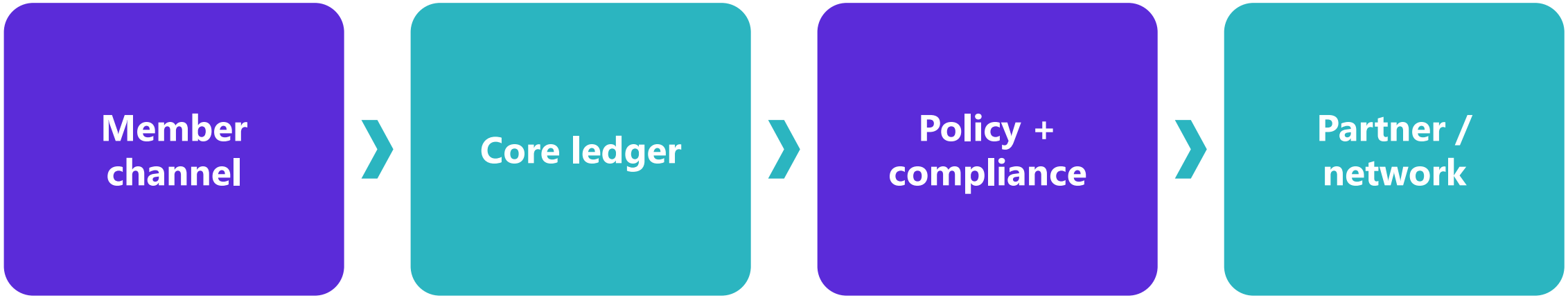
Evaluate wallets, on/off-ramps or use cases with regulated counterparties.

3 Explore issuance

Consider shared issuer structures only with a compelling business case and approvals.

How would this fit into the CU stack?

An illustrative integration architecture—not an announced CU*Answers product.



Critical interfaces: account funding, transaction posting, reconciliation, exceptions and member support.

Where CU*Answers could help

Potential ecosystem roles—not claims of current stablecoin functionality.

Core connectivity

Accurate funding, posting, reconciliation and reporting.

Member experience

Digital access, disclosures and service workflows.

Payments orchestration

Evaluate connections to approved settlement options.

Risk integration

Authentication, limits, monitoring and exception handling.

Shared learning

Coordinate education and pilot design across credit unions.

Vendor evaluation

Common diligence, integration standards and controls.

A disciplined pilot—not a technology bet

Define one problem

Choose a measurable member or operational pain point.

Limit exposure

Set a small cohort, transaction caps and exit criteria.

Measure outcomes

Track costs, speed, failures, member experience and risk.

No launch without legal, compliance, risk and operational sign-off.

The next 90 days

A practical CEO and board agenda.

Days 1–30

Brief board and executive team; inventory member use cases and exposure.

Days 31–60

Review legal framework, third parties, technology gaps and risks.

Days 61–90

Select a posture; approve a research or limited pilot charter if justified.

Executive discussion

Where do we want to lead—and where should we wait?

1. Which member use case would justify a pilot?

2. What would make stablecoins better than existing rails?

3. Should credit unions collaborate on shared infrastructure?

4. What do we need from CU*Answers?

The takeaway

Prepare for digital dollars without confusing readiness with urgency.

Protect the member relationship.

Understand the new money movement options.

Build optionality before committing capital.

Source basis: Metallicus “Stablecoin 101” (2026), adapted for CU*Answers CEO Strategies. Regulatory and market details should be revalidated before presentation.

Break time!

CU*PAY Today

Where we stand, and what's coming next

CU*PAY: Getting in the EFT Business

WHY DO THIS?

- Dependencies on other intermediaries (Visa DPS, FIS, Velera, etc.) inhibit the ability to compete
- Current partners are directly competing with CU*Answers
- Share of voice from the smaller CU segment within the payment space is eroding

WHY IS NOW THE RIGHT TIME?

- Cost of entry is significantly less than a few years ago
- Many of the support functions required for service and deliver are already supported by CU*Answers
- Shifting competitive landscape (Velera, Synergent, Sharetec)
- New Visa/MasterCard innovations happen at the switch (tokenization, AI fraud tools, etc.)
- New option to become Principal member versus sponsored member

CU*PAY is on the way

- Supporting ATM/debit and inhouse (gateway) credit cards
- Alpha test end of 2026, Beta test in 2027

- For Azure Cloud creation
- For programming and spec writing

- Card processing platform

Other vendors selected

Where the project stands

Our team is excited to be working through this project, and learning more every day.

OVERALL STATUS

On track

Minimum viable product (MVP) card onboarding remains on schedule for November.

MVP onboarding

API development with Clowd9 is progressing; completed APIs are validated in the simulator as they finish.

CBX programming

Projects are underway for onboarding and transaction processing.

It's Me 247 requirements

Weekly mobile and online banking sessions began the week of 10/11; CU reporting and balancing needs are under review.

Project tracking

All tasks are being loaded into a project tracker for scope visibility and faster status reporting.

Overall Timeline

2026

- ☑ Build the Azure cloud ecosystem
- ☑ Build the cloud-hosted gateway
- ☑ Build the CU*PAY product
- ☑ Launch the alpha test with 1 CU

2027

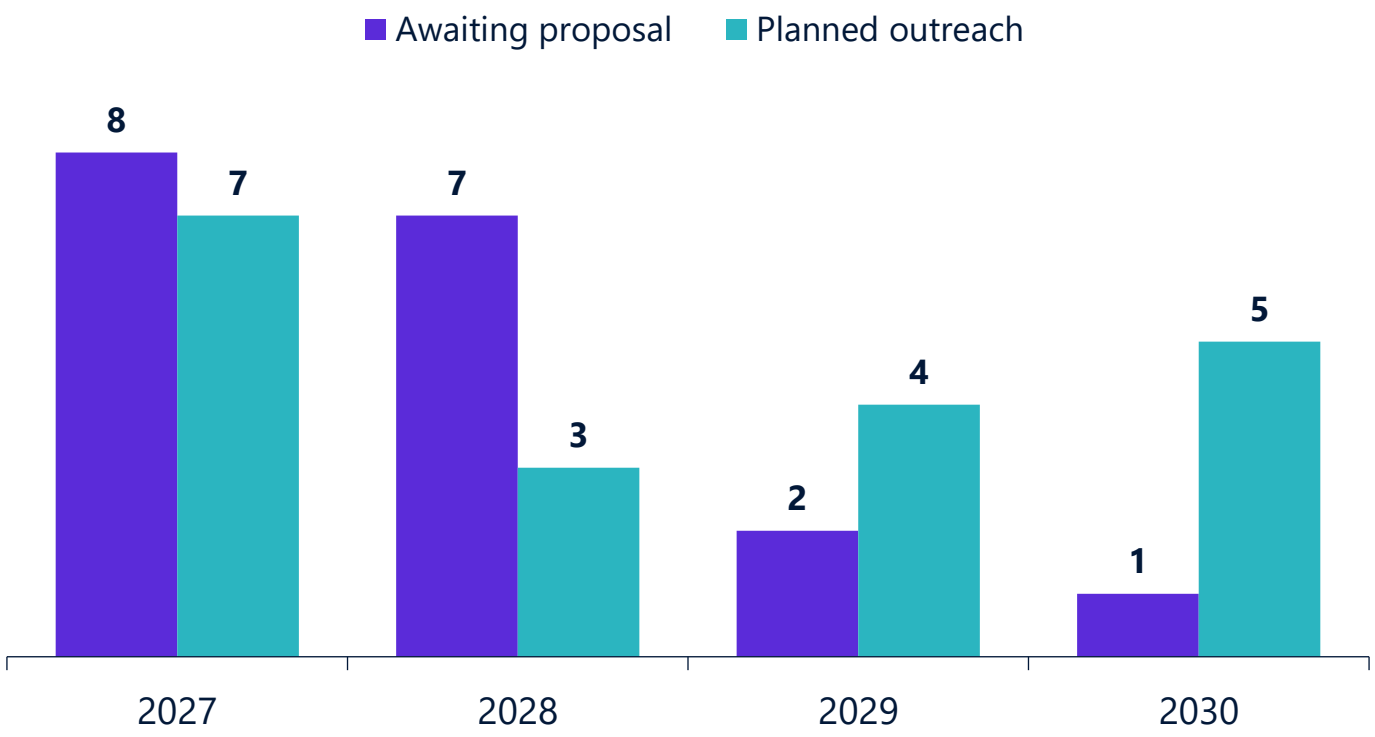
- ☑ Launch beta with 1-3 CUs
- ☑ Move other 14 EFT vendor connections and cardholder data to the cloud, one at a time
- ☑ Ramp up conversion/onboarding process

2028

- ☑ Remove all remaining card-related historical data from CBX database
- ☑ Site-Four move

Sales pipeline

Credit unions by card contract expiration year.



18 credit unions awaiting a proposal

19 credit unions in planned outreach

3 new proposals since CU*NorthWest conference

Pricing and proposals

Internal pricing guide

Nearly complete.

Not published externally, to avoid giving competitors leverage and because several cost variables are still being finalized.

Proposals

First proposal scheduled for review in October.

Remaining proposals follow, provided credit unions fall within the targeted processing savings.

Target: 15–17% processing savings for participating credit unions.

Third-party relationships

Status as reported in October 2026.

Mastercard Nex

Featurespace / Visa

Paytic

Dialect

Idemia / IC Group

ampliFI and Dolphin Debit

Negotiations underway, with some contracts already signed.

Join the CU*PAY conversation

Conversations On... CU*PAY

A new series on card processing

Starts November 25, 2026

2:00 pm ET

Watch for the announcement and join us.

Conversations on*

CU*PAY

A CU*Answers Collaboration Group

Request a bid online at wearecupay.com



Wrap-up

- Feedback on this year's format?
- Would you send your management team to a Zoom session(s) to review these ideas?
- Ideas for next year's event?

Thanks for the day!