

# Unlock Explosive Deposit Growth

Proven strategies to supercharge growth with the industry's most powerful engine

In a time of economic turbulence and rising interest rates, it's critical to choose the right technology partnerships to achieve efficient growth. At MANTL, we work with FIs across the industry to move the needle on deposits.

Here are three sample objectives that we've helped banks deploy successfully. We've seen these come up time and again, and have even tackled three at the same time with the same customer.

**MANTL**

Set up your  
initial deposit

Amount

5000.00



# 1 Raise deposits quickly to relieve regulatory pressure from a high LTD ratio

## STRATEGY

Launch a short-lived high-yield CD offering through MANTL Consumer Online Deposit Origination

## BENEFITS

- Can acquire large amounts of deposits at cost at or below the wholesale funding rate
- Lower fraud risk
- Straightforward marketing
- MANTL ability to turn product on and off in real-time so promotion stops as soon as funding goals are hit

## CHALLENGES

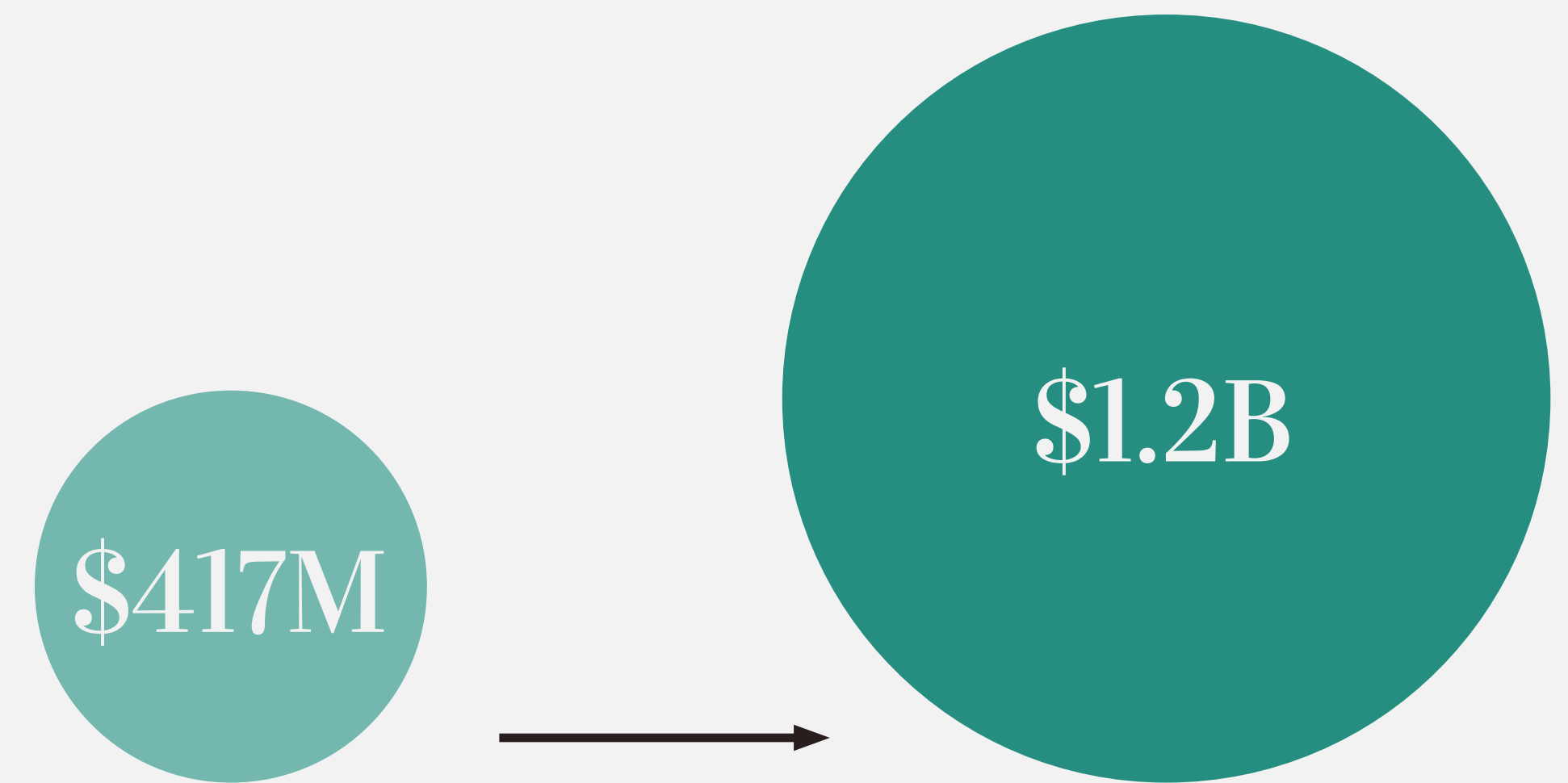
- Requires some digital marketing capabilities to promote offering
- Higher cost than a checking and savings strategy
- Deposits will hit maturity in designated timeframe – less “sticky”

## SUCCESS STORY

Quontic Bank more than doubled their asset base – from \$417 million in assets to \$1.2 billion – in just 7 months after facing regulatory pressure to raise deposits

IN JUST 7 MONTHS

Quontic Bank more than doubled their asset base



## AFTER ELIMINATING THEIR RELIANCE ON WHOLESALE FUNDING

Midwest BankCentre raised

**\$75M**

in 10 weeks

Midwest BankCentre raised

**\$200M**

in 1 year



## 2 Elimiate reliance on wholesale funding to lower overall cost of funds

### STRATEGY

Create a new digital-only brand using MANTL's Online Deposit Origination platforms (can be geared towards consumers or SMBs)

### BENEFITS

- Test new strategies without impacting legacy brand (i.e. niche audiences/services)
- Offer different rates without cannibalizing existing business
- Only requires its own branch in the core, not a subsidiary or anything more complicated

### CHALLENGES

- Requires some digital marketing capabilities at launch
- More operational planning required
- Higher tech cost of separate brand

### SUCCESS STORY

Midwest BankCentre wanted to lower their reliance on wholesale funding. By launching "Rising Bank" with MANTL, they raised \$75 million in 10 weeks and \$200 million in year 1.

# 3 Expand share of wallet with existing customers and grow within branch footprint

## STRATEGY

Launch MANTL Deposit Origination online and in-branch for consumer and businesses

## BENEFITS

- Open low-cost checking accounts
- Minimize fraud loss
- Benefits from existing offline marketing
- Leverage low-cost marketing channels like email

## CHALLENGES

- Less explosive growth

## SUCCESS STORY

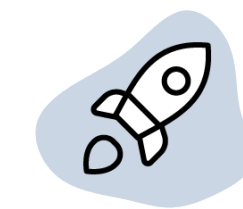
First Premier Bank drove account growth among existing customers by 30% and boosted initial funding by 13x within months of implementation

## WITHIN MONTHS OF IMPLEMENTATION



First Premier Bank drove account growth among existing customers by

**30%**



First Premier Bank boosted initial funding by

**13x**



# How MANTL helps you grow

- Raises hundreds of millions in deposits each year without additional headcount
- Maximizes account funding with 100% of accounts funded upon booking
- Average initial funding among consumers using MANTL:
  - Checking accounts - \$2,152
  - Savings account - \$19,470
  - CDs - \$72,235
- Expands share of wallet among current customers with automated KYC that enables new accounts to be opened in under 4 minutes
- Increases application submissions by up to 4x
- Reduces application review costs with fewer than 5% of applications requiring manual review
- Lowers fraud losses by up to 67% with industry-leading controls
- Provides insights into channel effectiveness as it relates to business goals, allowing you to double-down in the areas that are most effective for deposit raising
- Enables your staff to open accounts wherever your customers are: online, in a branch, through a call center, or with a relationship manager in the field

If deposit gathering is critical to your institution's five-year plan, ensure your FI is equipped with the technology you need to supercharge account growth and load up your balance sheet with core deposits.

## AVERAGE INITIAL FUNDING AMONG CONSUMERS USING MANTL



Checking accounts

**\$2,152**



Savings accounts

**\$19,740**



CDs

**\$72,235**



MANTL is a financial technology firm offering omnichannel account origination software for banks and credit unions. Consumer Deposit Origination by MANTL is among the fastest and most performant solutions on the market, empowering net-new prospects to open accounts in under three minutes, enabling existing account holders to open additional accounts with just one click, and reducing fraud by as much as 67%. Commercial Deposit Origination by MANTL is a first-of-its-kind solution that reimagines account opening for businesses of all sizes by automating up to 97% of application decisions. MANTL's customers have raised billions in core deposits to date. Founded in 2016, MANTL is a privately held company headquartered in New York with the backing of prominent venture capital investors. For more information, visit [mantl.com](https://mantl.com).

**MANTL**