

NDR ITINERARY & BRIEFS

Northlake Payments, Inc.

NASDAQ: NLKP · Embedded Payments / Fintech

New York · September 2026

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New York non-deal roadshow

8

MEETINGS

1 day, routed
6 non-holders

6

CONVERSION FOCUS

prospect funds
the point of the trip

~\$60M

CAPITAL AT STAKE

est. position potential
if 2 of 6 convert

86

AVG FIT

conviction-ranked
off real 13F data

Ashfield Payments Conference · New York · The Pierre, 2 E 61st St. Eight meetings routed for one day — six with funds that do not yet own the stock, each ranked by conviction off 13F data and paired with a prep brief. **Trip thesis:** the beat and the raise give a reason to re-engage the six high-fit prospects; converting even two at an average small-cap position adds ~\$40-60M of demand and broadens a concentrated base. Travel, timing, and turnovers are handled.

Time	Fund	Who	Type / fit	Note
8:00 AM	Point72 Asset Management	Adam Feldman, Sector PM	Prospect · Fit 92	CT anchor; 6:39 AM car
10:00 AM	Halewood Capital Management	Peter Vance, PM	Holder · adding	Defend & deepen
11:00 AM	Ruane, Cunniff & Goldfarb	Elena Marsh, Analyst	Prospect · Fit 86	Concentrated value
12:00 PM	GAMCO Investors	Frank DeLaria, PM	Prospect · Fit 80	Catered working lunch
1:00 PM	Brentmoor Capital Management	Julia Reyes, Sr Analyst	Holder · maintain	Current owner
2:00 PM	Neuberger Berman	Amira Osei, PM	Prospect · Fit 83	Small-cap sleeve
3:00 PM	First Eagle Investment Mgmt	Daniel Okafor, Analyst	Prospect · Fit 82	Patient capital
4:00 PM	Royce Investment Partners	Steven Kohl, PM	Prospect · Fit 91	Small-cap specialist

Sequenced by geography and conviction: the Connecticut anchor (Point72) opens the swing, existing owners (Halewood, Brentmoor) are mid-day defend-and-deepen holds, and the highest-fit prospects (Royce 91, Point72 92) get the freshest slots.

TWO EXAMPLES — A HOLDER AND A PROSPECT

Meeting prep cards

HALEWOOD CAPITAL MANAGEMENT — Existing holder · Peter Vance, PM · New York · Hedge fund · Engagement 91

The read: a defend-and-deepen meeting — protect the position and grow it. Warm: adding (+42k shares last quarter), on the IR site 3x in 30 days, last conversation read positive.

Position	Direction	Also owns	The ask / the risk
1,420,000 sh (~\$46.6M · 5.0% of shares out)	Adding (+42k q/q)	PYRA, CLRT (13F)	Ask: reinforce best-expression case. Risk: they trim on H2-comp fear — pre-empt with the bridge

Bring: the side-by-side vs. Pyramid and Clarity on net revenue, margin, and Rule of 40 — Halewood owns the peers too; make the case Northlake is the best expression of the group at a 2.3x discount to Pyramid.

POINT72 ASSET MANAGEMENT — Prospect · Fit 92 · Adam Feldman, Sector PM · Stamford, CT · Multi-strategy · Engagement 14

The read: a high-fit prospect (Fit 92/100) — a priority conversion, not a cold intro. Marquee multi-strat; the sector PM is engaged and already owns two payments peers. The Connecticut anchor that opens the swing.

Status	Fit	Why they matter now	The ask / the hook
Not yet a holder	92 / 100	Sector PM engaged; owns 2 payments peers — a natural, cheaper add	Open a position; hook is the growth-adjusted discount to their existing holdings

The contrast is the point: the same tool frames a holder as defend-and-deepen and a prospect as a priority conversion — because it reads off whether the fund actually owns the stock, and against what it already holds. No manual tagging.