



Scale | FinTech

Cohort Overview
January, 2023



In collaboration with:

**GROWTH
BUILDERS**

Scale | FinTech

Innovations are creating new challenges and opportunities for businesses, and we believe it is vital to recognise and collaborate with fast growth scale-up technologies for the benefit of the sector.

The Scale Programmes provide the missing link between large organisations and the scale-ups on their growth journey. Our programmes are designed to connect high-quality scale-ups who are ready to scale with large progressive organisations looking to embrace new technologies and pioneering new services.

9
Scale-ups

£100m+
Fundraised

300+
Employees



FinTech scale-ups are the future of the Financial Services industry. We're seeing more of our large clients collaborating with fast-growth tech companies to gain a competitive advantage. It gives me great pleasure to announce our cohort of nine innovative FinTech firms, all of whom have great potential to impact and scale within the industry.

Peter Hewlett
PwC UK FinTech Leader












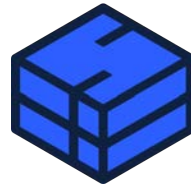
Meet the cohort

Our cohort have been carefully selected as high potential, product ready companies who are rapidly scaling.

The scale-ups have been working alongside PwC and GrowthBuilders to further progress their growth journey. They have received support from sales and marketing experts, guidance from senior executives within PwC, and extensive opportunities to engage with decision-makers from some of the world's leading brands and enterprises.

We now ask for your support as they continue to scale, so if they are useful for your role, your business or your wider network, please get in touch!

Company	Company tagline	Link
 Spring	The Future of Secure Data Exchange.	Link
 CreditLogic	A Lending as a Service Platform which doubles lending profitability.	Link
 PACTIO	Private markets technology to de-risk and streamline deal closing, creating a single source of truth for investments.	Link
 BLECKWEN	Lending Fraud Prevention: fraud detection scoring for financial institutions.	Link
 Quantfol.io	We empower banks and WM's to deliver premium, compliant and digitally enhanced investment advice through all channels.	Link
 FINTECH GALAXY	Re-imagining the future of Inclusive Financial Services.	Link
 Unit21	Enabling fraud and compliance professionals to utilize their own data to capture bad actors via risk and compliance infrastructure.	Link
 nimbla	The next generation of embedded risk technology for B2B trade.	Link
 StarLiX	Simplify end-to-end compliance transparency along transactional chains.	Link



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springlabs.com



CEO / Founder:

John Sun

Founded: 2017

Employees: 35

HQ: Los Angeles, USA

Overview

Spring Labs next-generation tokenization service helps Financial Institutions securely store and share sensitive data without revealing any personally identifiable information (PII) using patented, ultra secure tokenization solutions. We make it easy to manage risk by reducing exposure to sensitive data.

Use cases

- 1) Data Exchange: Securely exchange sensitive data with vendors, competitors, and across jurisdictions without PII ever leaving the firewall
- 2) Data Minimization: Identify and tokenize PII, protecting businesses from data loss penalties and loss of brand reputation in the event of a breach
- 3) GDPR & PCI Compliance: comply with GDPR and PCI by replacing sensitive cardholder and personal data with non-sensitive tokens

Business model

Our business model is that of a SaaS provider. We develop software and market it to financial services clients. We charge for the core software protocol as well as any customization for a particular client.



The Future of Secure
Data Exchange



eddie.dillon@creditlogic.io



creditlogic.com



CEO:

Eddie Dillon

Founded: 2018

Employees: 25

HQ: Dublin, Ireland

Overview

The CreditLogic SaaS platform focuses on origination and customer onboarding – enabling banks win and serve new customers.

We digitise core operations, transforming antiquated and paper based processes.

The platform enables lenders onboard customers and issue loans instantly and at half the cost.

Use cases

CreditLogic is the established leader in our proof of concept market, Ireland processing over 40% of all Irish mortgages.

We were the first fintech to have been adopted by mainstream banks in the Irish market.

Our customers report a 90% reduction in application processing times and a 50% reduction in operational costs strongly validating our value proposition.

Business model

CreditLogic employ a consumption based pricing model combining a minimum annual licence fee and per customer/application transactional fees.



CreditLogic is a Lending as a Service Platform which doubles lending profitability



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Co-Founder and CEO:
Eric Heimark

Founded: 2021
Employees: 12
HQ: London, UK



Private markets technology to de-risk and streamline deal closing, creating a single source of truth for investments

Overview

Private equity deal closings are risky, chaotic, and expensive. There is messy coordination via hundreds of calls/emails under time pressure across disjointed, non-standardized files (e.g., structure charts, funds flows, legal docs).

Pactio was built alongside leading private equity investors and addresses these critical issues. Pactio consists of (i) a closing workflow tool for investors, and (ii) a powerful data architecture, which serves as the structured investment book of record.

Recent industry professionals have commented that Pactio “works like magic” and that it “makes [PE] processes faster and safer on so many different fronts: accounting, audit, legal, co-investors, regulatory”.

Use cases

GPs and advisors use Pactio to:

- Reduce risk, increase control and save time during closings; including defining and updating structures, sources/uses, flows of funds, and full auditability with integrated documentation.
- Automate manual tasks (e.g., cap table management, expense runs, reporting)
- Manage investments throughout the holding period without manual re-entry, via an organically created investment book of record — i.e., standardised data architecture addressing deal and fund nuances (rollovers, cash vs. notional flows, multiple share classes/debt securities, etc.)

Business model

Pactio reduces risk and saves time during closings, and in doing so it organically creates a structured investment book of record (e.g., cap tables, granular data, documents), enabling full auditability and data reuse (e.g., automated reporting, expense runs). We charge based on this value - per-closing, and ongoing post-close. We are also entering into partnerships with firms to co-develop additional functionality.

Partnerships are how we built the current platform. They allow our partners to benefit from features built around their needs, as well as helping the team at Pactio to ensure we deliver the best technology to the industry.

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 bleckwen.ai



CEO:
François Saulnier

Founded: 2019
Employees: 20
HQ: Paris, France



**Bleckwen Lending
Fraud Prevention.
The fraud detection
scoring for financial
institutions.**

Overview

Bleckwen develops lending fraud prevention solutions, for lenders and retail banks by offering an easy to integrate fraud scoring API, working in real time.

Our fraud detection solutions help financial institutions reduce their fraud losses by 80% while improving their operational efficiency (e.g. reduction of alerts and low false positive rate). Our solution is compatible and complements existing tools in place. Each loan application will receive, in real-time, fraud scores and a clear explanation in words.

Among our satisfied customers: BNP Paribas, Mobilize Financial Services (RCI Financial Services), PSA Finance France and Carrefour Bank.

Use cases

In March 2021, RCI launched a test with an external service provider [Bleckwen] to facilitate and automate this analysis process thanks to artificial intelligence.

This solution could prevent a fraud of 1.2 to 1.5 million euros per year. Since then, a pilot is underway in the Spanish subsidiary, the ambition is to be able to offer this solution to the whole group.

RCI Bank & services, 2021 annual report

Performance obtain by RCI with Bleckwen :

- 80% Fraud losses reduction
- € 200k + fraud avoid first month of usage
- 28% Fraud attempt reduction

Business model

We first do a pilot with our customers to assess how much performance we can deliver in terms of fraud losses and false positive reduction. Based on these metrics, we forecast the cost savings we provide and build a business case with our customers to establish the right pricing targeting a 400% ROI.

Quantfolio



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quantfol.io



CCO and Co-founder:
Jan Skaathun

Founded: 2015
Employees: 38
HQ: Bergen, Norway



We empower banks and WM's to deliver premium, compliant and digitally enhanced investment advice through all channels

Overview

We help banks, wealth managers and other financial institutions within wealth management serve their clients more efficiently, sustainably and in compliance with increasing regulatory demands. Our software workflow covers execution, advisory and discretionary mandates, and is compatible with private, professional as well as institutional investors.

Our platform can support your advisors and clients through different steps of investment advisory process, from client onboarding, to suitability assessment, ESG insights and generation of investment proposals. We support human led as well as fully automated investment journeys (robo)

To create a seamless workflow, we integrate with 3rd party systems that you already operate. We offer a wide scale of hybrid capabilities from pure human-led advisory solution to a self-service customer tool

Business model

We provide a world class, no legacy advice platform to support major banks as well as boutique wealth managers to deliver digitally enhanced, hyper personal and compliant advice to their clients through our licensed SaaS solution.

We configure the solution, incorporating our clients investment universes, risk model, onboarding flow, model portfolios & discretionary mandates to enable the to deliver digital enhancements without compromise. Our business model is ARR based, with recurring revenue being a mix of advisor based and end client based revenue. Typical agreements are 3-5 years.

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Overview

Fintech Galaxy was founded in the United Arab Emirates as a global platform that fuels innovation in financial services, drives ecosystem collaboration, and facilitates Open Banking API integration between Financial Institutions and fintech companies. Fintech Galaxy's platform - FINX - is redesigning finances by providing an Open Finance infrastructure that ensures secure and stable API integrations between all industry players and grants more control over data and payments to consumers.

Use cases

Retail Use Cases

- PFM (Personal Finance Management)
- Extended Customer Attributes – Providing the ability to capture some of the customer's information (e.g., KYC) to achieve smarter and more secure onboarding to various services that require such information.
- Digital Identity Verification: Verifies customer identity using Open Banking APIs to match account owner information stored in different places
- Credit Assessment: Leveraging Open Banking transaction data to augment Credit Bureau information and to enable lenders to make more informed decisions on loan applications
- Peer-to-Peer Payment
- BNPL (Buy Now, Pay Later)

Corporate Use Cases

- EFM (Enterprise Financial Management)
- Merchant Pay-by-Bank
- Treasury Management
- Business-to-Business Payments

Business model

Fintech Galaxy provides an Open Banking/Finance platform solution, that generates monthly revenue based on usage (i.e., customers connected, API calls etc.), monthly support and one-time professional services.

CEO: Pavlos Loizou

Founded: 2017

Employees: 55

HQ: Dubai, UAE



Re-imagining the
future of Inclusive
Financial Services

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 unit21.ai



CEO and Co-founder:
Trisha Kothari

Founded: 2018
Employees: 130
HQ: San Francisco,
USA

Overview

Unit21 enables fraud and compliance professionals to get a holistic view of their monitoring, transactional and event data in a single location, allowing them to identify, investigate, and mitigate bad actors.

Use cases

The primary use cases for Unit21 are Fraud and Compliance which are currently applicable across four key industries --

- Fintechs
- Neo-banks
- Banks/Credit Unions
- Marketplaces (Trust and Safety)



Unit21 enables fraud and compliance professionals to utilize their own data to capture bad actors via risk and compliance infrastructure

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**Founder and CEO:
Flemming Bengtsen**

**Founded: 2016
Employees: 20
HQ: London, UK**



The next generation
of embedded risk
technology for B2B
trade

Overview

Embed trade credit insurance and risk management into lending platforms and any SaaS offering invoice processing or management. For SMEs and corporates we give instant risk insight, risk transfer through insurance and risk mitigation through collections and legal action at the push of a button. For lenders we automate bad debt protection for their clients and remove admin for the lender. We offer portfolio risk analytics and fraud detection for trade finance.

Use cases

Embedded Bad Debt Protection into a receivables finance platform. Using our APIs we embedded our trade credit limit product. This removed about 70% of the admin for the lender and gave the client more control and insight into their credit risk aligning interest but also opening up more finance with short term cover.

Largest Credit Insurance broker. A digital trade credit insurance product that is flexible enough to allow clients to build their own policy tailored to their needs. This reduces the amount of time and manual broker involvement to get to a quote. The product is driven from the underlying data and is dynamic - aligning interest on collections and credit control. Bringing the amount of human interaction to minutes rather than days or weeks increases efficiency of trade credit insurance and can be brought to a new previously untapped market.

Business model

SaaS & Managed service to automate underwriting and risk control for B2B credit risk.

MGA (Managed General Agent) proving trade credit insurance via API and direct to SMEs. We have full Delegated Underwriting Authority (DUA) and take a % of premium as commission as well as a profit share for beating a set loss ratio and a small clawback where the loss ratio is exceeded.

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CEO / Co-founder:
Chryssi Chorafa

Founded: 2020
Employees: 5
HQ: London, UK



**Simplify end-to-end
compliance
transparency along
transactional chains**

Overview

StarLiX provides payment account and banking service providers, and their clients, with a seamless end-to-end compliance onboarding process consolidating compliance information (KYB, KYC, AML - Sanctions, PEPs and adverse media - plus supporting documentation) all-in-one place. StarLiX embeds this information into transactions to demonstrate end-to-end compliance transparency up and down the chain.

By using the StarLiX compliance platform, payment account and banking as a service providers can onboard seamlessly their clients and their client's customers, and see their compliance information, whilst having oversight of the involved parties along the supply and transactional chains.

These providers can evidence the adequate compliance procedures of the involved parties by data sharing, when requested, with banking partners and regulators.

Use cases

A company that provides banking as a service and virtual payment accounts to its clients, currently spends a lot of time onboarding its clients manually, which means costs to the business and lack of resources to expand the business. The current challenges this company faces are:

- fragmented compliance processes
- manual collection of onboarding documentation
- manually sharing documentation with banks
- lack of visibility of parties who ultimately use payment accounts or banking services, and are involved in transactional chains
- lack of oversight of the clients' customers (ultimate end users) compliance
- unable to evidence compliance information to banks or Regulators

Business model

A two-tiered approach:

- Tier 1: direct to providers who use StarLiX platform.
- Tier 2: indirect to providers that can re-sell StarLiX as "compliance as a service" to its clients.

In both cases, there are subscription fees to the platform, and tiered fees per check and per transaction per month. Providers can share the compliance information to banking partners and regulators.

GrowthBuilders solves the biggest corporate innovation challenges through scale-up and corporate collaboration.

We combine our hands on experience of leading corporate innovation teams and working in and with over 500 scale-ups to turn connections into commercial outputs.

Innovation partnerships

We've mapped and assessed over 20,000 global innovators across 15 sectors to help big brands harness the full potential of working with exciting new technologies. If you are interested to find out more then get in touch!



Problem Framing to assess your challenges that would benefit from scale-up solutions



Curated scale-ups based on your defined challenges and our expert assessment of tech



Rapid collaboration with tech scale-ups with proven products, facilitated by us



Iterative approach to scale-up selection and collaboration, to get the right solutions



Minimise costs and risks as we form part of your team as a cost-effective expert resource



Proven ROI and use cases to roll out in your business

growthbuilders.io

Get in touch



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