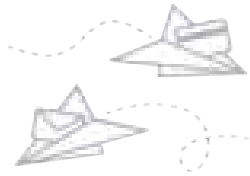




# 2016 FINTECH100

Leading Global  
Fintech Innovators



**LENDING (32)**



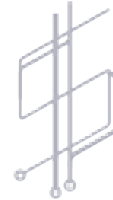
**PAYMENTS (18)**



**INSURANCE (12)**



**REGTECH (8)**



**DIGITAL CURRENCIES (5)**



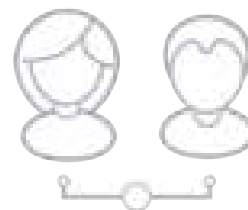
**DATA & ANALYTICS (8)**



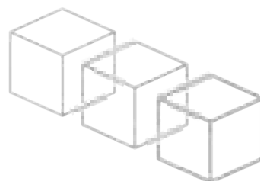
**CAPITAL MARKETS (3)**



**WEALTH (6)**



**CROWD FUNDING (2)**



**BLOCKCHAIN (5)**



**ACCOUNTING (1)**

# Introduction

Dear Reader,

We are pleased to present the third annual 'Fintech100', the best fintech innovators, this year from 23 countries around the world.

The Fintech100 are those companies using technology to their best advantage and driving disruption within the financial services industry. These companies have a commitment to excellence, superior customer experience and a demonstrated ability to do something in a market better than everyone else.

The Fintech100 includes the leading 50 fintech companies across the globe, and the most intriguing 50 'Emerging Stars' – exciting new fintechs with bold, disruptive and potentially game-changing ideas.

The Fintech100 in 2016 includes:

35 companies from The Americas,  
29 companies from the EMEA,  
14 companies from Asia,  
12 companies from the UK, and  
10 companies from Australia and New Zealand.

The rise of fintech in China continued this year, with Hangzhou-based Ant Financial taking the top spot in the 50 Established Innovators list, and Qudian, Lufax, Zhong An and JD Finance also in the top ten. Oscar, at number three, is the both highest ranked insurtech and the highest ranked US-based company.

The continued dominance of China, which rapidly rose last year to take the top spot, tells only part of the story. We are seeing the emergence of exciting fintech players in countries across the world, from India to Israel, from Portugal to the Philippines. In fact, the Top 50 Emerging Stars list for 2016 includes companies from 23 countries, including Chile, the Philippines, and Mexico for the first time.

Through our report we have analysed a number of sectors within the financial services industry. These

sectors include: payments, lending, wealth, insurance and - new this year – regtech where we are seeing rapid value creation as the pace of disruption increases.

The Fintech100 in 2016 includes:

32 lending companies,  
18 payments companies,  
12 insurance companies,  
8 regtech companies,  
8 data and analytics companies,  
6 wealth companies,  
5 digital currencies companies,  
5 blockchain companies,  
3 capital markets companies,  
2 crowd funding companies, and  
1 accounting company.

The Fintech100 2016 demonstrates the acceleration of the disruption taking place in the global financial services industry, with more capital than ever being invested around the world in startups that are creating new financial products and solutions. These 100 companies have attracted an additional US\$14.6bn of capital in the last 12 months.

One of the striking features of the list is the tip in the balance towards disruptors, those who challenge the existing market, over enablers, those who help incumbents do better work. With 92% of the top 50 in the disruptor category the message for the financial services sector is that now more than ever it is time to embrace innovation to stave off the threat of fintech startups.

The report highlights a growing and vibrant global financial services technology sector, one where new ideas are able to build the traction they need to attract large amounts of capital. For the consumer, this can only be good news with new ideas leading to better choice and a sector that is re-aligning to place customer needs at the centre of how it does business.

We've selected the 'Fintech100' following extensive global research and analysis based on data relating to five factors:

1. Total capital raised
2. Rate of capital raising
3. Geographic diversity
4. Sectorial diversity
5. X-factor: degree of product, service and business model innovation (a subjective measure that is applied only with respect to companies appearing on the 50 Emerging Stars list)

The above assessment criteria reflects the fact that venture capital invested is a relevant measure of innovation which in turn fuels enduring competitive advantage. Venture capitals seek this enduring competitive advantage over and above anything else.

The companies named in this report all take a well-deserved position as the 'leading 100'. Nonetheless, there are many other exciting and creative fintech companies around the world that are established and emerging.

We hope that this report is just the start of the fintech future, as we expect that the companies featured in this report are just the tip of the iceberg for the changes that will occur in financial services over the next decade.

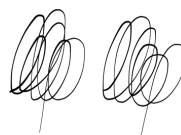
The Top 10 companies in the Fintech100 for 2016 are:

1. Ant Financial
2. Qudian
3. Oscar
4. Lufax
5. ZhongAn
6. Atom Bank
7. Kreditech
8. Avant
9. Sofi
10. JD Finance

You can read all about these companies, and many others, in the following pages.

We encourage you to visit [www.fintechinnovators.com](http://www.fintechinnovators.com) to find out more.

Yours Faithfully,



Toby Heap  
Founding Partner  
**H2 Ventures**



Ian Pollari  
Partner & Co-Lead, KPMG  
Global Fintech practice  
**KPMG**



## Key Highlights from the Fintech100 Report

**China now tops the global rankings** – within three years, China's fintech ventures have gone from only one company included in the top Established 50 rankings in 2014, to this year China featuring four of the top five companies and eight of the top 50.

...

**Greater geographic diversification** – the Established 50 list comprises of fintech companies from 17 different countries compared to 13 countries last year, with companies from France, Mexico, South Africa and Singapore included for the first time.

...

**Disruptors dominate** – nine of the top 10 companies on the list are fintech 'disruptors' (and 46 of the top 50) while overall, the number of fintech 'enablers' has risen to 28 (up from 25 last year).

...

**Lending returns to the fore** – 23 of this year's top 50 (and 32 in the 100) have business models related to lending (up from 22 last year).

...

**Insurtech continues its climb** – with 12 insurance fintech companies in this year's list, almost double last year's total.

...

**The emergence of regtech** – with nine fintech companies focused on regulatory solutions in the list this year.

...

**Mega funding rounds** – the number of deals/funding rounds above US\$1bn have continued to rise, including Ant Financial, Lufax and JD Finance.

...

**The aggregate level of capital raised continues to rise** – reaching a total of US\$14.6bn of capital raised since last year's report.

# The Fintech100



















































## Leading 50

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## Emerging Stars

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presented in alphabetical order

# About the List

The Fintech100 is a collaborative effort between H2 Ventures and KPMG and analyses the fintech space globally. The annual report highlights those companies globally that are taking advantage of technology and driving disruption within the financial services industry. A judging panel comprised of H2 Ventures and KPMG was used to decide on the final composition of the Fintech100 list.

## Symbols Explained

-  How many staff work at the company
-  How large is the business
-  Is the company enabling existing financial services?
-  Is the company disrupting financial services?
-  Companies to watch in the coming years

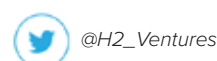
### About KPMG International

KPMG is a global network of professional services firms providing Audit, Tax, and Advisory services. We operate in 155 countries and have 174,000 people working in member firms around the world. The independent member firms of the KPMG network are affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity. Each KPMG firm is a legally distinct and separate entity and describes itself as such.

KPMG's Financial Services practice has launched the global fintech practice in order to leverage international investment activity and capability development in fintech across KPMG member firms. Warren Mead and Ian Pollari, partners with KPMG in the UK and KPMG in Australia respectively, have been appointed as global co-leads of the practice, along with a leadership team including partners from countries including the U.S., U.K., Israel, China & Hong Kong, India and Australia.

### About H2 Ventures

H2 Ventures is one of the emerging thought leaders in fintech venture capital investment around the world. Founded by brothers Ben and Toby Heap, and based in Sydney, Australia, it invests alongside entrepreneurs and other investors in early stage fintech ventures. H2 Ventures is the manager of the H2 Accelerator - Australia's only dedicated fintech accelerator - and operates out of Sydney's dynamic fintech hub, Stone & Chalk.



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H2 Ventures



H2 Ventures



@KPMG



KPMG



kpmg





*“China has never been lacking banks; it has 200 of them, but we have an opportunity to use Internet methods, Internet technology, Internet thinking to disrupt traditional finance.” - Lucy Peng*

### At a Glance

**Tagline:**

Bring small and beautiful changes to the world

**Located:**

China

**Year Founded:**

2004

**Key People:**

Lucy Peng, Executive Chair and CEO

**Website:**

<http://www.antgroup.com/>

**Category:**

Payments

**Ownership:**

Private

### Company Description

Ant Financial, formally known as Alipay, which is the world's leading third-party payment platform. Ant Financial is dedicated to creating an open ecosystem, providing inclusive financial services to small and micro enterprises and individual consumers.

Businesses operated by Ant Financial include Alipay, Ant Fortune, Zhima Credit, MYbank and Ant Financial Cloud, covering payment, wealth management, independent credit scoring and reporting, private bank and cloud computing services. Ant Financial's invested/controlled companies and affiliates also work closely with Ant Financial to support its ecosystem.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size





*“Beijing-based Qudian, recently completed US\$ 9-digit Series E funding round and will soon announce investors and specific funding amounts. We also rolled out a new product, ‘Quzu,’ which allows users to pay their apartment rent in installments.” - Luo Min*

## At a Glance

### Tagline:

Zero down payment  
installments

### Located:

China

### Year Founded:

2014

### Key People:

Luo Min, Founder and CEO

Yang Jiakang, CFO

### Website:

<http://qd.qufenqi.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

Qudian is a student Micro-loan Site, an installment payment and investment management platform. Qudian Group operates two main business platforms: a consumer finance platform and a micro credit lending platform. Its aim has been to broaden the scope of financing available to the many consumers in China that do not currently use credit cards.

The company has a substantial number of registered users and offers credit to young and middle aged consumers. The group has established several formal partnerships with companies engaged in financial services, e-commerce, digital services, FMGG and other sectors.

### Enabler / Disruptor



### Rank Last Year

04

### Staff

Undisclosed

### Size

\$ \$ \$ \$ \$



*"We started three years ago with the very distinct idea of creating a better user interface for healthcare, and most specifically health insurance." - Mario Schlosser*

### At a Glance

#### Tagline:

Simple health insurance,  
smart health care.

#### Located:

United States

#### Year Founded:

2013

#### Key People:

Mario Schlosser, Co-Founder  
and CEO

Joshua Kushner, Co-Founder

#### Website:

<https://www.hioscar.com/>

#### Category:

Insurance

#### Ownership:

Private

### Company Description

Oscar is a health insurance company that employs technology, design, and data to humanise health care. With a team of technology and healthcare experts, Oscar looked at the current state of the US healthcare system, and were frustrated by the consumer experience.

In response, they decided to revive how healthcare is delivered. They are reinventing how to manage care, process medical claims, control healthcare costs, and provide transparency. With all the complexity hidden behind an easy experience for members. Oscar is making the healthcare system simple, smart and friendly.

#### Enabler / Disruptor



#### Rank Last Year

02

#### Staff



#### Size







*“While originally starting with peer to peer lending, LuFax has expanded into other financial service verticals.” - Gregory Gibb*

## At a Glance

### Tagline:

Wealth management platform, investment and financing

### Located:

China

### Year Founded:

2011

### Key People:

Ji Kuaisheng, Chairman and CEO

Gregory Gibb, Chairman

Li Renjie, Chairman

Huang Wenxiong, Deputy General Manager

### Website:

<https://www.lu.com/>

### Category:

Capital Markets

### Ownership:

Private

## Company Description

Lufax is an Internet based lending and wealth management platform, which is owned by Ping An Group. Lufax aims to provide one of the most comprehensive wealth management platforms globally.

In addition to online lending, its services include providing risk management expertise, financial assets trading information and related consulting services for enterprises, financial services institutions and other qualified investors. Lufax takes advantage of the latest big data and IT technologies, and leverages the most advanced risk assessment models and risk control systems.

### Enabler / Disruptor



### Rank Last Year

11

### Staff

Undisclosed

### Size

\$ \$ \$ \$ \$



*"ZhongAn's business model is built on our Fintech capabilities with the aim to serve the new generations through their entire life cycle. Our mission is to redefine insurance in a connected world." - Chen Jing*

## At a Glance

### Tagline:

Tailored Insurance

### Located:

China

### Year Founded:

2013

### Key People:

Chen Jin, CEO

Xu Wei, COO

Jiang Xing, CTO

### Website:

<https://www.zhongan.com/>

### Category:

Insurance

### Ownership:

Private

## Company Description

ZhongAn is an Internet insurance company, head-quartered in Shanghai. ZhongAn applies mobile Internet, cloud computing, big data and other new technologies for a variety of different purposes including product design, automatic claims settlement, market positioning analysis, risk control and back-end claims services.

Its services help users search for insurance products for a variety of purposes including travel, shopping, medical treatment and investment. ZhongAn offers a wide range of online insurance services to the Chinese market, catering to all socio-economic groups, with a major focus on travel, accident and health.

### Enabler / Disruptor



### Rank Last Year

01

### Staff



### Size



# 06

## Atom Bank



*“We are creating an entirely new way to bank; a system that is based on what the customer needs and wants, rather than being focused on bank balance sheets.” - Mark Mullen*

### At a Glance

**Tagline:**

The future of banking,  
available today

**Located:**

United Kingdom

**Year Founded:**

2014

**Key People:**

Mark Mullen, CEO

Anthony Thomson, Founder  
and Chairman

**Website:**

<https://www.atombank.co.uk/>

**Category:**

Lending

**Ownership:**

Private

### Company Description

Atom Bank is breathing new life into banking by building everything digitally. Atom is an App based bank that doesn't have any branches. The App uses biometric security: face and voice recognition.

Everyone who joins Atom is given their own unique personalised brand. Put simply, they get to name their own bank, have their own logo, finished off with their own colour palette for the App. Their low cost model gives customers better rates and overall value.

### Enabler / Disruptor



### Rank Last Year

08

### Staff



### Size





*“Through Kreditech’s technology we can perform a more precise credit rating to offer credit at fair and risk weighted conditions. With the new funding, we will continue advancing our scoring technology to continuously improve and expand our product offering.” - Alexander Graubner-Müller*

## At a Glance

### Tagline:

Banking. Redefined. Digital.

### Located:

Germany

### Year Founded:

2012

### Key People:

Alexander Graubner-Müller,

Co-Founder and CEO

Sebastian Diemer,

Co-Founder

### Website:

<https://www.kreditech.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

Kreditech Group’s mission is to improve financial freedom for the under banked by the use of technology. Combining non-traditional data sources and machine learning, the Company is aiming to provide access to better credit and a higher convenience for digital banking services.

The product offerings include consumer loans, a digital wallet and a personal finance manager designed to help customers manage their credit score and plan their spending. Kreditech also offers a “credit as a service” model, allowing partners to integrate its credit products as payment method or funding source. Kreditech has processed almost three million loan applications through its subsidiaries.

### Enabler / Disruptor



### Rank Last Year

06

### Staff



### Size





*"We're talking with all the big banks right now about how we can work together. We want to be a financial institution and a technology firm that's not a bank." - Al Goldstein*

## At a Glance

### Tagline:

Personal Loans | Online Loans

### Located:

United States

### Year Founded:

2012

### Key People:

Al Goldstein, Co-Founder and CEO

John Sun, Co-Founder and CCO

Paul Zhang, Co-Founder and CTO

### Website:

<https://www.avant.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

Avant is a online lending platform lowering the costs and barriers of borrowing for consumers. Avant launched in 2012 offering consumer personal loans. Over \$1 billion dollars in loans has been originated through its platform.

At its core, Avant is a tech company that is dedicated to creating innovative and practical financial products for all consumers. Through the use of big data and machine-learning algorithms, the company is able to efficiently mitigate default risk and fraud.

## Enabler / Disruptor



## Rank Last Year

07

## Staff



## Size







*“As we’ve always done, we’ll continue to listen to our members and create products and experiences that make their lives better.” - Dan Macklin*

### At a Glance

**Tagline:**

Great Rates. Great Benefits

**Located:**

United States

**Year Founded:**

2011

**Key People:**

Mike Cagney, Co-Founder,  
CEO and Chairman

Dan Macklin, Co-Founder  
and VP of Community &  
Member Success

**Website:**

<https://www.sofi.com/>

**Category:**

Lending

**Ownership:**

Private

### Company Description

SoFi is a new kind of finance company taking a radical approach to lending and wealth management. SoFi helps early stage professionals accelerate their success with student loan refinancing, mortgages, mortgage refinancing, and personal loans.

Their non-traditional underwriting approach takes into account merit and employment history among other factors, therefore offering products that can't be found elsewhere. They offer individual and institutional investors the ability to create positive social impact on the communities they care about while earning compelling rates of return.

### Enabler / Disruptor



### Rank Last Year

**36**

### Staff



### Size





*"Since its launch in 2013, JD Finance has built one of the most trusted financial technology platforms in China, with our top risk management technology and the additional expertise from our investors and partners, we look forward to significantly expanding JD Finance's service offerings and market reach." - Shengqiang Chen*

## At a Glance

### Tagline:

JD Finance Group

### Located:

China

### Year Founded:

2013

### Key People:

Richard Liu, Founder

Shengqiang Chen, CEO

Peng Cao, VP

Ling Xu, VP

Lin Wang, VP

Lin Jin VP

### Website:

<http://www.jd.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

JD Finance Group is engaged in seven lines of business: supply chain finance, consumer finance, crowd-funding, wealth management, payment services, insurance and securities services. JD finance closely manages potential risks in order to improve the efficiency of the financial services sector and lower the costs of financial services generally.

JD Finance's services include JingBaobei, its microloan platform, Baitiao, its crowd funding platform, Jintiao and Xiaobai, which provides wealth management services. By utilising transaction records and credit management systems developed by JD Finance, it provides a variety of financial services for both enterprises and consumers.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff

Undisclosed

### Size

\$ \$ \$ \$ \$



*“People feel more relaxed with buying things and testing things out because they understand they’re not going to pay until they see them. Seeing is believing.” - Sebastian Siemiatkowski*

### At a Glance

**Tagline:**

Simplifying Buying

**Located:**

Sweden

**Year Founded:**

2005

**Key People:**

Sebastian Siemiatkowski,

Co-Founder and CEO

Victor Jacobsson,

Co-Founder

Niklas Adalberth, Co-Founder

**Website:**

<https://www.klarna.com>

**Category:**

Payments

**Ownership:**

Private

### Company Description

Klarna provides e-commerce payment solutions for merchants and shoppers. Klarna offers safe and easy-to-use payment solutions to e-stores. At the core of Klarna’s services is the concept of after delivery payment, which lets buyers receive ordered goods before any payment is due. At the same time, Klarna assumes the credit and fraud risk so that retailers can rest assured they will receive their money.

Klarna Group has more than 1,400 employees and is active on 18 markets. They serve 45 million consumers and work with 65,000 merchants, attracting major international clients such as Spotify, Disney, Samsung, Wish and ASOS. Their goal is to become the world’s favourite way to buy.

### Enabler / Disruptor



### Rank Last Year

09

### Staff



### Size





*“When we first launched Funding Circle our vision was to create the infrastructure – similar to a stock exchange or bond market – where individuals, financial institutions and governments could all lend to credit worthy small businesses.” - Samir Desai*

## At a Glance

### Tagline:

Business Financing

### Located:

United Kingdom

### Year Founded:

2010

### Key People:

Samir Desai, Co-Founder  
and CEO

Christian Grobe, Co-Founder  
and Europe COO

James Meekings Co-Founder  
and UK Managing Director

### Website:

<https://www.fundingcircle.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

Funding Circle is one of the world's leading marketplaces, exclusively focused on small businesses — more than £1.3bn (\$2bn) has been lent to 20,000 businesses in the UK, USA, Germany, Spain and the Netherlands. Businesses can borrow directly from a wide range of investors, including more than 40,000 people, the UK Government, local councils, a university and a number of financial organisations.

Funding Circle have raised around \$300 million of equity capital since 2010 from some of the largest investors in the world including Accel Partners, Baillie Gifford, BlackRock, DST Global, Index Ventures, Ribbit Capital, Sands Capital, Temasek and Union Square Ventures.

## Enabler / Disruptor



## Rank Last Year

05

## Staff



## Size





*"I think Twitter is the future of communications and Square will be the payment network."*  
- Jack Dorsey

### At a Glance

**Tagline:**

Card payments made simple.

**Located:**

United States

**Year Founded:**

2009

**Key People:**

Jack Dorsey, Co-Founder,  
CEO and Chairman

**Website:**

<https://squareup.com>

**Category:**

Payments

**Ownership:**

Public

### Company Description

Square is a merchant services aggregator and mobile payment company that aims to simplify commerce through technology. For sellers, they have created one cohesive service to run an entire business, from a register in your pocket and analytics on your laptop, to small business financing and marketing tools that drive new sales. For buyers, they make it faster to order from restaurants and easier to pay someone back.

Square also provides Square Cash, the easiest way to send and receive money, Square Order, a new way to pre-order food and drinks for pickup and Square Capital which provides loans for small businesses.

### Enabler / Disruptor



### Rank Last Year

**13**

### Staff



### Size







*"We thought there really was a once in a lifetime opportunity as accounting software went from desktop software to the cloud." - Rod Drury*

## At a Glance

### Tagline:

Beautiful accounting software.

### Located:

New Zealand

### Year Founded:

2006

### Key People:

Rod Drury, CEO

### Website:

<https://www.xero.com/>

### Category:

Accounting

### Ownership:

Public

## Company Description

Xero develops easy-to-use online accounting software for small businesses. Their cloud-based software connects people with the right numbers anytime, anywhere, on any device. For accountants and bookkeepers, Xero helps build a trusted relationship with small business clients through online collaboration.

Their product includes a full accrual accounting system with a cashbook, automated daily bank feeds, invoicing, debtors, creditors, sales tax and reporting. Xero is designed to be the accounting engine for small business, giving real time access to financial data and access for accountants or bookkeepers for quicker, easier collaboration at any point.

### Enabler / Disruptor



### Rank Last Year

15

### Staff



### Size





*“We are different from many other unicorns in that we are profitable. What is happening around venture capital and private equity doesn’t affect us.” - Pieter van der Does*

### At a Glance

**Tagline:**

Wherever people pay

**Located:**

Netherlands

**Year Founded:**

2006

**Key People:**

Pieter van der Does,  
Co-Founder, President  
and CEO  
Arnout Schuijff, Co-Founder  
and CTO

**Website:**

<https://adyen.com/>

**Category:**

Payments

**Ownership:**

Private

### Company Description

Adyen is a multichannel payment company outsourcing payment services to international merchants.

Adyen is a technology company that provides businesses with a single solution to accept payments anywhere in the world. The only provider of a modern end-to-end infrastructure connecting directly to Visa, MasterCard, and 250 other payment methods, Adyen delivers frictionless payments across online, mobile, and in-store. Customers include Facebook, Uber, Airbnb, Netflix, Spotify, Dropbox, Evernote, Booking.com, Vodafone, Mango, Crocs, O’Neill, SoundCloud, KLM and JustFab.

### Enabler / Disruptor



### Rank Last Year

19

### Staff



### Size





*“Our story is not about underpenetration of banking. It is about offering credit products to already banked customers that are currently completely overpaying in terms of fees and expenses, and getting a very poor experience in return.” - David Vélez*

## At a Glance

### Tagline:

Unlike anything you have ever seen

### Located:

Brazil

### Year Founded:

2013

### Key People:

David Vélez, Founder and CEO

### Website:

<https://www.nubank.com.br>

### Category:

Payments

### Ownership:

Private

## Company Description

Nubank has developed a MasterCard platinum credit card that can be controlled with mobile applications. The Nubank card is designed for all who want a simple and transparent experience to manage their spending.

The Nubank Card does not charge annual fees. They use 100% digital channels and reduce bureaucracy and paperwork to the fullest. The Nubank MasterCard is accepted at over 30 million establishments worldwide.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size







*“Kabbage managed to differentiate itself quickly, and scaled just as fast to serve even more businesses while delivering best-in-class customer service.” - Rob Frohwein*

### At a Glance

**Tagline:**

Fund your Business. Today!

**Located:**

United States

**Year Founded:**

2008

**Key People:**

Rob Frohwein, Co-Founder  
and CEO

Marc Gorlin, Co-Founder

Kathryn Petralia, Co-Founder  
and Head of Operations

**Website:**

<https://www.kabbage.com>

**Category:**

Lending

**Ownership:**

Private

### Company Description

Kabbage is an online platform delivering working capital to small and medium-sized businesses. The company offers an automated funding platform which leverages real-time marketplace analytic through business activity such as accounting data, online sales, shipping to determine and provide cash advances to businesses.

Kabbage leverages data generated by dozens of business operations to understand performance and deliver fast, flexible funding in real-time. Kabbage can support any small business by analysing various data sources that are used in everyday business.

### Enabler / Disruptor



### Rank Last Year

23

### Staff



### Size





*“OurCrowd has grown exponentially since our launch in 2013 to become the leading global platform for Equity Crowdfunding.” - Jon Medved*

### At a Glance

#### Tagline:

A better way to invest in Israeli startups.

#### Located:

Israel

#### Year Founded:

2012

#### Key People:

Jon Medved, Co-Founder and CEO  
Steven Blumgart, Co-Founder and Chairman

#### Website:

<https://www.ourcrowd.com/>

#### Category:

Crowd Funding

#### Ownership:

Private

### Company Description

OurCrowd is an equity-based crowdfunding platform, built for accredited investors to provide venture capital funding for Israeli (and later global) venture capital start-ups. Accredited investors who are accepted into the community can make minimum investments of \$10,000 per deal.

The focus of OurCrowd is the early stage funding market in Israel and only companies that have passed a due diligence process will be added to the OurCrowd platform. OurCrowd has become the first Israel focused, equity-based investment platform to launch and one of the world's leading accredited investor only platforms.

#### Enabler / Disruptor



#### Rank Last Year

10

#### Staff



#### Size





*“The financial industry has managed to avoid significant disruptive innovation since the mid-90s, and we are working hard to change that. Our first goal is to bring simplicity, transparency, and fair pricing to consumer credit. We are just getting started and have much work to do.” - Max Levchin*

## At a Glance

### Tagline:

Pay over time, on your terms

### Located:

United States

### Year Founded:

2012

### Key People:

Max Levchin, CEO

### Website:

<https://www.affirm.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

Affirm uses modern technology to re-imagine and re-build core components of financial infrastructure from the ground up. Their focus is to improve the lives of everyday consumers with less expensive, more transparent financial products.

They offer installment loans to consumers at the point of sale, enabling people to take out simple loans and turn any purchase into a few monthly payments. All the pricing through Affirm is adaptive based on data that prices marginal risk in real time and generates a risk score for every transaction, so every aspect of taking out the loan is completely transparent.

### Enabler / Disruptor



### Rank Last Year

30

### Staff



### Size

\$ \$ \$ \$ \$





*"We're just trying to make money work the way that the internet works, instant, global, secure, free and hopefully fun." - Jeremy Allaire*

### At a Glance

**Tagline:**

Pay friends (and get paid) with an email or text. Free!

**Located:**

United Kingdom

**Year Founded:**

2013

**Key People:**

Jeremy Allaire, Founder, Chairman and CEO

Sean Neville, Co-Founder and President of Product and Operations

**Website:**

<https://www.circle.com>

**Category:**

Digital Currencies

**Ownership:**

Private

### Company Description

Circle is a provider of payment tools for Bitcoin and other digital currency services. The company provides an application for end-users, businesses and charities aimed at enabling ease-of-use in online and in-person payments. Circle is working to revolutionise consumer finance with simple, free technology for storing and using money.

Their product enables people worldwide to transfer money, easily and securely, free of charge. Circle has built mobile App's aimed at enabling greater ease-of-use in online and in-person payments, with enhanced security and privacy, and the convenience of free, instant, global digital money transfers.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size





*"We got our first customers on Stripe when we were still in college, basically we had no choice to do it, and now we're here." - John Collison*

### At a Glance

**Tagline:**

The new standard in online payments

**Located:**

United States

**Year Founded:**

2010

**Key People:**

John Collison, Co-Founder

Patrick Collison, Co-Founder

**Website:**

<https://stripe.com/>

**Category:**

Payments

**Ownership:**

Private

### Company Description

Stripe provides a developer-friendly way to accept payments online and in mobile App's direct to bank accounts from a range of local and international cards. They process billions of dollars a year for thousands of companies of all sizes; from public launch to public company, for forward-thinking businesses around the world.

Using Stripe, web developers can integrate payment processing into their websites without having to register and maintain a merchant account. Stripe currently powers businesses in 25 countries and work from around the world in nine global offices.

#### Enabler / Disruptor



#### Rank Last Year

**16**

#### Staff



#### Size





*“I wanted to build a new kind of insurance company, where there’s more clarity and the experience is more similar to Amazon.” - Ali Diab*

## At a Glance

### Tagline:

Evolving Your Healthcare Experience

### Located:

United States

### Year Founded:

2013

### Key People:

Ali Diab, Co-Founder and CEO

Rajaie Batniji, Co-Founder and Chief Health Officer

### Website:

<https://collectivehealth.com/>

### Category:

Insurance

### Ownership:

Private

## Company Description

Collective Health is a software and services company working to create a better healthcare experience. They assist companies in the U.S. to take better care of their people with a complete health benefits solution.

They are bringing together the best medical, pharmacy, dental and vision networks. Collective Health is combining intelligence, empathy and common sense to the health benefits experience. Using Collective Health's complete health benefits solution, companies can design, administer and transform the consumer experience of health benefits by harnessing the power of design and technology.

### Enabler / Disruptor



### Rank Last Year

17

### Staff



### Size





*“Our proprietary algorithms use over 2200 variables to assess the applicant’s credit worthiness. With funds being transferred in as little as 24 hours, credit-on-demand is becoming a reality.”*  
- Mukul Sachan

## At a Glance

### Tagline:

Think Cash, Think  
Lendingkart Group!

### Located:

India

### Year Founded:

2014

### Key People:

Harshvardhan Lunia,  
Co-Founder and CEO

Mukul Sachan, Co-Founder  
and COO

### Website:

<https://lendingkart.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

Lendingkart Group aims to make working capital finance available at the fingertips of entrepreneurs, so that they can focus on business instead of worrying about the gaps in their cash-flows. The Company has developed technology tools based on big data analysis which facilitates lenders to evaluate borrower’s credit worthiness and provides other related services.

They evaluate the credit risk profile of a potential client, focussing on their current year’s cash flows and business growth. They then help arrange a short term revolving credit line, which can be used any time to pay the suppliers, employees, taxes and other liabilities.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size





*"All our success at Wealthfront has come from looking at things that the ultra-wealthy get in terms of financial services." - Adam Nash*

## At a Glance

### Tagline:

Investment Management,  
Online Financial Advisor

### Located:

United States

### Year Founded:

2011

### Key People:

Adam Nash, President  
and CEO

Andy Rachleff, Founder and  
Executive Chairman

Daniel Carroll, Founder and  
Chief Strategy Officer

### Website:

<https://www.wealthfront.com/>

### Category:

Wealth

### Ownership:

Private

## Company Description

Wealthfront is focused on taking wealth management services typically reserved for the ultra-wealthy, automating them and delivering them directly to the investors at a low cost, which is free for accounts under \$10,000

They offer investors a customized globally diversified portfolio of index funds, and monitor accounts daily. Wealthfront has rolled out the features and services that now define a new category that is called 'automated investment services' or 'robo-advice'. Wealthfront has over \$3 billion in assets.

### Enabler / Disruptor



### Rank Last Year

03

### Staff



### Size







*"Lots of people look at us and say we're disrupting the way credit scores work. What we're building is much larger than that." - Ken Lin*

## At a Glance

### Tagline:

Free Credit Score &  
Free Credit Reports With  
Monitoring

### Located:

United States

### Year Founded:

2007

### Key People:

Ken Lin Founder and CEO

### Website:

<https://www.creditkarma.com/>

### Category:

Data and Analytics

### Ownership:

Private

## Company Description

Credit Karma offers free access to credit reports and scores, personalised financial recommendations and educational resources. They help 60+ million consumers track, maintain, and improve credit health with valuable, free tools and info. Dedicated to demystifying the credit landscape. With credit simulators, free credit scores, credit advice, and credit score comparisons, their goal is to empower consumers to more actively manage their credit and their financial health.

They believe free access to one's credit score and report is a fundamental consumer right. Therefore their site allows consumers to access their credit score anytime they want for free. In addition to free credit scores, Credit Karma™ has a wealth of tools and content to help consumers better understand how credit scores and credit reports work.

### Enabler / Disruptor



### Rank Last Year

18

### Staff



### Size





*"We have demonstrated the power of the Lending Club marketplace model to generate attractive, risk adjusted returns to investors." - Scott Sanborn*

## At a Glance

### Tagline:

Better Rates. Together.

### Located:

United States

### Year Founded:

2007

### Key People:

Scott Sanborn, President  
and CEO

### Website:

<https://www.lendingclub.com/>

### Category:

Lending

### Ownership:

Public

## Company Description

Lending Club is the world's largest online credit marketplace, facilitating personal loans, business loans, and financing for elective medical procedures. Borrowers access lower interest rate loans through a fast and easy online or mobile interface. Investors provide the capital to enable many of the loans in exchange for earning interest.

They operate fully online with no branch infrastructure, and use technology to lower cost and deliver a better experience. They pass the cost savings to borrowers in the form of lower rates and investors in the form of attractive returns. Their aim is to transform the banking system into a frictionless, transparent and efficient online marketplace, helping people achieve their financial goals everyday.

### Enabler / Disruptor



### Rank Last Year

24

### Staff



### Size





*“Prosper offers people the opportunity to borrow money at rates that are typically lower than credit cards – it’s a smart financing option that can help homeowners improve their property while staying in financial control.” - Aaron Vermut*

## At a Glance

### Tagline:

Loans made simple

### Located:

United States

### Year Founded:

2006

### Key People:

Aaron Vermut, CEO

### Website:

<https://www.prosper.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

Prosper is America’s first marketplace lending platform, with more than 2 million members and over \$7 billion in funded loans. Prosper allows people to invest in each other in a way that is financially and socially rewarding.

On Prosper, borrowers list loan requests between \$2,000 and \$35,000 and individual lenders invest as little as \$25 in each loan listing they select. Prosper handles the servicing of the loan on behalf of the matched borrowers and investors.

### Enabler / Disruptor



### Rank Last Year

25

### Staff



### Size







*"I truly believe that it may change the world more than the Internet did. I truly believe that because of the 4 billion people who live on cash today. It is the biggest step forward in the democratisation of money we've ever seen." - Wences Casares*

### At a Glance

#### Tagline:

Bitcoin Wallet & Vault

#### Located:

Switzerland

#### Year Founded:

2014

#### Key People:

Wences Casares, Founder and CEO

Federico Murrone, Founder and COO

#### Website:

<https://xapo.com/>

#### Category:

Digital Currencies

#### Ownership:

Private

### Company Description

With Xapo, you can buy, transact, store, manage and spend your bitcoins. Keep the bitcoins you want to use for daily spending in your Xapo Wallet, and the bitcoins you want to store in your secure Xapo Vault. The Xapo Wallet has no fees, no delays, no geographic limitations and is also linked directly to the Xapo Debit Card - the world's first bitcoin debit card.

After making a deposit into a Vault account, Xapo puts the deposit in a computer that never has and never will have internet access so that it is always secure. They then encrypt all the data, segregate it into different chunks, and copy it onto external drives and paper. They securely store those backups in physical vaults in geographically dispersed locations.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size





*"It's okay to fail, you're not going to understand what actually works unless you try a whole bunch of things. Not every one of those is going to work and that's okay." - Lachlan Heussler*

## At a Glance

### Tagline:

Business loans made easy

### Located:

Germany

### Year Founded:

2014

### Key People:

Toby Triebel Co-Founder  
and CEO

Jens Woloszczak  
Co-Founder and COO

### Website:

<https://www.spotcap.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

Spotcap is an online credit platform that provides fast and flexible financing for small businesses. Spotcap uses an innovative credit scoring technology that directly evaluates real-life business data to provide fast and flexible financing. Spotcap is headquartered in Berlin, with local offices in Madrid, Amsterdam and Sydney.

Their mission is to provide business owners with a fast and easy way to fund their projects. Spotcap provides clients with an access to cash within minutes and fully online. Spotcap addresses the financing need of small businesses. These businesses often struggle to get financing because of their size or lack of credit history. Spotcap provides fast and flexible credit lines from €500 - €150,000.

### Enabler / Disruptor



### Rank Last Year

**44**

### Staff



### Size





*"We started the business with a simple thesis that there was a part of this market, small business owners, that banks weren't serving well." - Noah Breslow*

### At a Glance

**Tagline:**

Small business loans and financing

**Located:**

United States

**Year Founded:**

2007

**Key People:**

Noah Breslow, CEO

**Website:**

<https://www.ondeck.com/>

**Category:**

Lending

**Ownership:**

Public

### Company Description

OnDeck uses data aggregation and electronic payment technology to evaluate the financial health of small and medium sized businesses and efficiently deliver capital to a market underserved by banks. Through the OnDeck platform, millions of small businesses can obtain affordable loans with a fraction of the time and effort that it takes through traditional channels.

The company's proprietary credit models look deeper into the health of businesses, focusing on overall business performance, rather than the owner's personal credit history. The OnDeck system also provides a critically needed mechanism for financial institutions and other business service providers to efficiently reach the Main Street small business market.

### Enabler / Disruptor



### Rank Last Year

38

### Staff



### Size







*"We wanted to create something that was fast, simple and flexible. We knew the challenge and the pain of having great ideas but not having the capital to bring those ideas to life." - Beau Bertoli*

## At a Glance

### Tagline:

Business loans made easy

### Located:

Australia

### Year Founded:

2012

### Key People:

Beau Bertoli, Co-Founder  
and Joint CEO

Greg Moshal, Co-Founder  
and Joint CEO

### Website:

<https://www.prospa.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

Prospa is an online small business lender, committed to helping small businesses access the funds they need to grow. Using a proprietary technology platform and a fast, simple online application process, Prospa can approve loans and provide funding in as little as 24 hours.

Since 2011, Prospa has lent over \$180m to thousands of small businesses in Australia. The ProspaScore platform looks at a variety of factors to determine the health of your business and based on this information, Prospa may be able to provide you a loan amount up to \$250,000.

### Enabler / Disruptor



### Rank Last Year

33

### Staff



### Size





*"The opportunity is huge. Crowd lending should easily capture a piece of the €80 billion of annual SME lending. The only hurdle is communication. Most SMEs are still completely unaware of the actual opportunities presented by alternative finance. We need to educate them." - Olivier Goy*

### At a Glance

**Tagline:**

The #1 Lending Marketplace in France

**Located:**

France

**Year Founded:**

2014

**Key People:**

Olivier Goy, CEO and Chairman of the Board

**Website:**

<https://en.lendix.com/>

**Category:**

Lending

**Ownership:**

Private

### Company Description

Lendix lets private, professional and institutional investors target attractive returns, and helps small to medium enterprises find simple and efficient funding beyond what banking institutions offer. Lendix has originated €43 million of loans to 151 development projects from SMEs of all size and sector.

Once Lendix has accepted a project and set its interest rate, it's submitted to investors on the platform. Retail investors can lend between €20 and €1,000 to each project. On average, it takes less than 10 days for a project to be financed. Once the project is completed, repayments (including interest and capital) are made monthly on the investor's Lendix Account.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size







*“Our ability to close a credit facility with a major international bank is a testament to the strength of WeLab’s track record.” - Simon Loong*

## At a Glance

### Tagline:

We are building something revolutionary.

### Located:

China

### Year Founded:

2013

### Key People:

Simon Loong, Co-Founder and CEO

Kelly Wong, Co-Founder and COO

### Website:

<http://www.welab.co/>

### Category:

Lending

### Ownership:

Private

## Company Description

WeLab’s mission is to innovate traditional credit services in order to better serve consumers with a cheaper, faster and more hassle-free way of borrowing money. WeLab’s lending platforms are powered by WeDefend, the company’s proprietary risk management technology, which combines machine learning, big data technologies, and unstructured data to deliver a streamlined risk management and customer experience.

The company acts as a platform for users to apply for credit using their mobile phones. WeLab is also working in cooperation with many financial services institutions, including banks and consumer finance companies, to help improve access to financial services for young people.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size





*“Rong360 has raised over RMB 1 billion in Series D funding, led by Jack Ma’s YF Capital and Sailing Capital. The new funds will be used for boosting the growth of the business, adding that more effort will be put into developing risk management products and mobile service.” - Ye Daqing*

## At a Glance

### Tagline:

Financial product research and recommendation to consumers and micro companies

### Located:

China

### Year Founded:

2011

### Key People:

Ye Daqing, Co-Founder and CEO

Lujia Yan Co-Founder, VP, Operations and Banking Relation

Liucuo Feng Co-Founder and VP, Product Technology

### Website:

<http://www.rong360.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

Rong360.com Inc., is a platform that allows clients to search for financial services in a number of targeted industries in China. Rong360.com gathers data and provides recommendations for individual consumers and small and micro businesses when carrying out their searches.

Its business comprises loans, credit cards and wealth management services. It provides easily accessible, competitively priced and reliable information for all its users.

### Enabler / Disruptor



### Rank Last Year

47

### Staff



### Size





*"The timing was right. There was a need from a lot of merchants that wanted a solution like iZettle, that allowed them to take payments in situations where they had not been able to use card readers before." - Jacob De Geer*

### At a Glance

#### Tagline:

Accept credit card payments with your iPhone, iPad or Android

#### Located:

United Kingdom

#### Year Founded:

2010

#### Key People:

Jacob De Geer Founder and CEO

Magnus Nilsson Founder and COO

#### Website:

<https://www.izettle.com/>

#### Category:

Payments

#### Ownership:

Private

### Company Description

iZettle, a leading mobile payments company, offering small businesses portable point of sale solutions and free sales overview tools, making it possible for anyone to take card payments anytime, anywhere.

Their service is available for both businesses and individuals, and consists of a free App for iPhone, iPad or Android device and two different card readers, the Pro & the Lite. There are no startup costs, no contracts, and no monthly fees. iZettle offers a powerful set of tools that help entrepreneurs start, run and grow their businesses. They consider themselves as a new type of bank.

### Enabler / Disruptor



### Rank Last Year

27

### Staff



### Size





*"I want to build this to be giant and I think we can." - Michael Serbinis*

### At a Glance

#### Tagline:

The digital alternative to traditional healthcare insurance.

#### Located:

Canada

#### Year Founded:

2014

#### Key People:

Michael Serbinis, Co-Founder and CEO

Dan Leib, Co-Founder and COO

Todd Humphrey, Co-Founder and CCO

Dan Galperin, Co-Founder and CTO

#### Website:

<https://league.com/toronto>

#### Category:

Insurance

#### Ownership:

Private

### Company Description

League delivers a digital alternative to traditional health insurance and brings innovation to the stagnant healthcare industry by offering an alternative to outdated, one-size-fits-all health benefits models. League enables employers to provide their employees with health spending accounts, wellness accounts and group insurance plans, all delivered through a mobile-first platform.

Users of the League App find health professionals, book appointments or speak to their team of advisors to get health tips. The League digital wallet allows users to pay for services from their phones. The App includes a digital marketplace to help users find verified and quality-controlled health professionals by location, ratings, reviews or price.

#### Enabler / Disruptor



#### Rank Last Year

**NEW**

#### Staff



#### Size





*"Everything has to be transparent. There is no fine print. No hidden fees. And everything has to get someone to a better place." - Sasha Orloff*

## At a Glance

### Tagline:

You deserve a better loan.

### Located:

United States

### Year Founded:

2012

### Key People:

Sasha Orloff, Co-Founder and CEO

Jacob Rosenberg,  
Co-Founder and CTO

### Website:

<https://www.lendup.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

LendUp Loans are offered entirely online, so you can apply whenever it's most convenient for you. Applying takes only minutes. Online loan decisions are instant, and if approved, users can have money in their accounts in as soon as 15 minutes.

They are a data-driven company, building the most innovative credit models in the world to extend credit as aggressively as possible, while assessing who is a likely candidate for the path we offer out of the payday loan trap and into prime credit.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size







*“If it’s a short-term loan, we can build an underwriting model very, very fast, in 60 days, you know who paid you back and who didn’t, and you can use that information to expand to other products in the future.” - Adalberto Flores*

### At a Glance

**Tagline:**

Instant personal loans

**Located:**

Mexico

**Year Founded:**

2012

**Key People:**

Adalberto Flores, CEO

Leonardo de la Cerda,  
Co-Founder

**Website:**

<https://kueski.com/>

**Category:**

Lending

**Ownership:**

Private

### Company Description

Kueski is the fastest micro-lending service in Latin America. The team behind Kueski come from a big data and analytics background that enables Kueski to provide a financial revolution in the region.

Users are able to apply online for a small loan specifying how much money they need and when would they like to pay it back. Kueski leverages user’s credit history, their social graph and other online information available to build a credit risk model that will approve or reject loan applications in a matter of minutes. If the loan is the approved, a wire transfer will be made immediately.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size





*"PINTEC will focus on financial innovation business driven by technology, and use technology to solve weakness of traditional finance." - Dong Jun*

### At a Glance

**Tagline:**

Leveraging technology to advance financial services

**Located:**

China

**Year Founded:**

2013

**Key People:**

Dong Jun, Founder and CEO

Wei Wei, Co-Founder

**Website:**

<http://www.pintec.com/>

**Category:**

Lending

**Ownership:**

Private

### Company Description

PINTEC utilises big data and other innovative technologies to provide smart financial services and solutions to consumers and small businesses as well as to help broaden access to financial services generally.

Its brands include Dumiao, Hongdian Fund, 76hui, Xuanji and Muffin Insurance. Dumiao uses artificial intelligence to provide loans to consumers, while Xuanji is an online advisory tool for the asset management industry. Hongdian Fund is the company's fund sales platform. 76hui has obtained the necessary licenses from the different regulatory authorities to carry out credit reference checks.

### Enabler / Disruptor



### Rank Last Year

45

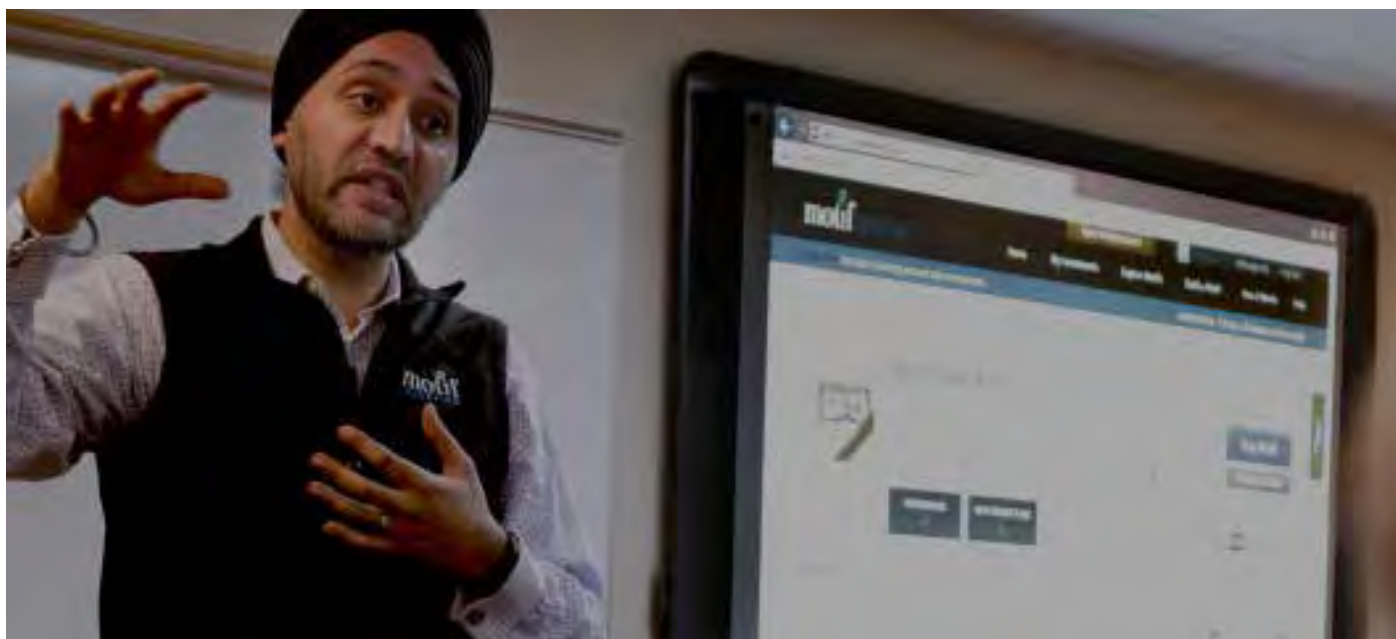
### Staff



### Size



## Motif Investing



*"What you're going to see is us do more innovative things, the business model for most online brokers has been the transaction fee; the business model for advisers has been basis points. We're trying to say, 'No, you don't need to pay basis points!'" - Hardeep Walia*

### At a Glance

**Tagline:**

An Online Brokerage Built Around You

**Located:**

United States

**Year Founded:**

2010

**Key People:**

Hardeep Walia, Founder and CEO

**Website:**

<https://www.motifinvesting.com/>

**Category:**

Wealth

**Ownership:**

Private

### Company Description

Motif Investing is a thematic investing platform that allows customers to act on investing desires—whether a hot trend like “robotics revolution”, a trading strategy like “buy-on-the-dip” or an investing style like an Ivy League Endowment model.

Customers act by purchasing a motif—a thematically weighted portfolio of up to 30 securities built around a concept. Motifs can be purchased in a single transaction, with \$250 minimums (dollar investing), and can be shared, built and customized through the Motif Social Platform. 150 motifs have been created by Motif’s in-house research team; 75,000+ motifs have been created by 100,000+ customers.

### Enabler / Disruptor



### Rank Last Year

14

### Staff



### Size





*“One of our main objectives is to ensure that access to wealth through real estate as well as education regarding real estate investing is equally available to all populations in all corners of the world.” - Hennie Bezuidenhout*

## At a Glance

### Tagline:

Become a global investor

### Located:

South Africa

### Year Founded:

2010

### Key People:

Scott Picken, Founder  
and CEO

Hennie Bezuidenhout,  
Founder and Chairman

### Website:

<https://www.wealthmigrate.com/>

### Category:

Crowd Funding

### Ownership:

Private

## Company Description

Wealth Migrate is a real estate investment marketplace. Their online portal gives investors direct access to exclusive real estate investment opportunities in premier markets around the world. Wealth Migrate participates in every deal alongside investors, ensuring their security and peace of mind are held in the highest regard.

Wealth Migrate aims to revolutionise a previously opaque, conservative industry through cutting edge technology to achieve efficiencies of scale, provide transparency in transactions and serve as a single hub for real estate investors to manage their portfolios. The platform's management team strives to fill the funding gaps present in many prime real estate markets by harnessing the power and wisdom of the crowd.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size





*"You really have to think out the problem you're going to solve and build a solution which is secure end to end."- Greg Wolfond*

## At a Glance

### Tagline:

Building Trusted Identity Networks

### Located:

Canada

### Year Founded:

2008

### Key People:

Greg Wolfond, Founder and Chairman

### Website:

<http://securekey.com/>

### Category:

Regtech

### Ownership:

Private

## Company Description

SecureKey is the identity and authentication provider for organisations that deliver online consumer services. SecureKey eliminates the need to store passwords by securely linking consumer ID to trusted devices, while providing consumers with the choice, control and convenience over how they access the services they want.

SecureKey delivers a high-performance, easy-to-use, strong dynamic authentication platform that reduces the burden, cost, and risks associated with authenticating millions of consumers while also improving the user experience.

### Enabler / Disruptor



### Rank Last Year

21

### Staff



### Size







*“Our goal is to build the Tyro Bank that is cloud based, totally integrated and totally mobile and that provides awesome frictionless banking solutions. Tyro spent 12 years to establish itself as a tech player, and payment provider. Now we’re changing the game and we’re going to a very different level.” - Jost Stollmann*

### At a Glance

**Tagline:**

Integrated EFTPOS Solutions

**Located:**

Australia

**Year Founded:**

2003

**Key People:**

Jost Stollmann, Executive Director and CEO

Peter Haig, Co-Founder and Senior Advisor

Andrew Rothwell, Co-Founder and VP Sales

**Website:**

<https://tyro.com>

**Category:**

Payments

**Ownership:**

Public

### Company Description

Tyro is Australia’s nextgen bank. Tyro provides credit, debit, eftpos card acquiring, Medicare and private health fund claiming and rebating services as well as a transaction and deposit account integrated with Xero cloud accounting. Tyro takes money on deposit from and offers unsecured cash-flow based lending to Australian EFTPOS merchants.

Tyro is the only independent EFTPOS banking institution in Australia competing with the major retail banks, advocating and voicing the interests of the small business community. Tyro is a banking institution with a deep technology DNA.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size



## Policybazaar



*"We have been marking staggering growth in terms of revenue and customer acquisition and hence, it makes perfect sense for us to scale up our business target. We are hopeful of achieving premium target in 2020 that is 10 times higher than where we are at the moment." - Yashish Dahiya*

### At a Glance

**Tagline:**

Compare. Buy. Save.

**Located:**

India

**Year Founded:**

2008

**Key People:**

Yashish Dahiya, Co-Founder and CEO

Alok Bansal, Co-Founder and CFO

**Website:**

<https://www.policybazaar.com/>

**Category:**

Insurance

**Ownership:**

Private

### Company Description

Policybazaar is an Indian online life insurance and general insurance comparison portal. Their vision is to empower the Indian consumers, help them compare policies, and make informed choices for their various insurance needs with accurate information based on insurance products. Policybazaar.com is specialized in making comparative analysis of the insurance products of various insurance policies based on price, quality and key benefits. They develop solutions leading to financial security and competitive returns.

Their Website features products from all major Insurance companies in India, and help to compare various insurance plans and narrow down on the insurance policy that best suits your needs and then facilitate online purchase of insurance policy in life insurance and non-life insurance categories.

### Enabler / Disruptor



### Rank Last Year

28

### Staff



### Size





*“itBit is the first bitcoin exchange built on global equities exchange standards, therefore offering a new level of professionalism, reliability and security to bitcoin trading.” - Rich Teo*

## At a Glance

### Tagline:

Bitcoin Trading Services Built for Financial Institutions and Active Traders

### Located:

United States

### Year Founded:

2012

### Key People:

Charles Cascarilla, CEO

Rich Teo, Co-Founder and CEO Asia

Andrew Chang, COO

### Website:

<https://www.itbit.com/>

### Category:

Digital Currencies

### Ownership:

Private

## Company Description

itBit offers bitcoin trading services built for institutions and trading professionals. In May 2015, they obtained a trust company charter and opened the first regulated bitcoin exchange in the U.S. They are the only company in the space that offers bitcoin traders access to both a global exchange and OTC trading desk. They are committed to offering personalized customer support, best-in-class security and a premium trading experience.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size





*“VivaReal is the largest real estate marketplace in Brazil, with over 2.5 million active listings in over 1,000 cities, and over 3 million unique visitors per month, 98% of whom are in Brazil.”*  
- TechCrunch

## At a Glance

### Tagline:

Your new home is here in VivaReal

### Located:

Brazil

### Year Founded:

2009

### Key People:

Lucas Vargas, CEO

Brian Requarth, Co-Founder and Chairman

Diego Simon, Co-Founder and VP of Business Development

Thomas Floracks, Co-Founder and VP of Products

### Website:

<https://www.vivareal.com.br/>

### Category:

Lending

### Ownership:

Private

## Company Description

VivaReal is an online real estate marketplace connecting buyers, sellers and renters with properties in Brazil, enabling its users to sell, buy, rent or invest in residential and commercial properties throughout Brazil.

VivaReal connects users to the property they want. VivaReal connects to thousands of estate agents and brokers, helping to find a simple, fast and painless way to property. VivaReal offers more than 1.8 million listings of houses and apartments for purchase and lease. The portal is present with local offices in 14 cities in Brazil and receives over 6 million monthly visits.

## Enabler / Disruptor



## Rank Last Year

**41**

## Staff



## Size





*"We are looking to support any cryptocurrency that our customers want to use, and my hope is that one of them succeeds massively, reaching billions of people over the coming years."*  
- Brian Armstrong

## At a Glance

### Tagline:

Buy and Sell Digital Currency

### Located:

United States

### Year Founded:

2012

### Key People:

Brian Armstrong, Co-Founder and CEO

Fred Ehrsam, Co-Founder

### Website:

<https://www.coinbase.com/>

### Category:

Digital Currencies

### Ownership:

Private

## Company Description

Coinbase makes it easy for people, businesses, and developers to use Bitcoin. Coinbase is a digital currency wallet and platform where merchants and consumers can transact with new digital currencies like bitcoin and ethereum. In addition, Coinbase provides a series of merchant tools that support some of the most highly trafficked sites on the internet.

Bitcoin is the world's most widely used alternative currency with a total market cap of approximately \$10 billion. The bitcoin network is made up of thousands of computers run by individuals all over the world.

### Enabler / Disruptor



### Rank Last Year

26

### Staff



### Size







*“We want to build an easier way to experience and interact with your insurances, with the Knip App, customers can get an overview of their insurances. They see how much they have to pay for each insurance, when they have to pay and for how long their insurance contract is valid.” - Dennis Just*

## At a Glance

### Tagline:

Your mobile Insurance manager.

### Located:

Switzerland

### Year Founded:

2013

### Key People:

Dennis Just, Group CEO and Chairman

Christina Kehl, Co-Founder

### Website:

<https://www.knip.de/>

### Category:

Insurance

### Ownership:

Public

## Company Description

Knip is an innovative digital insurance manager for an easy-to-understand overview of existing insurance policies, tariffs and services. The Knip-App is an innovative mobile insurance manager that makes it easy to track insurance policies, premiums, and benefits.

The App is designed to automatically detect individual's insurance gaps and recommend essential insurance. Upon customer request, the Knip team also consults on all aspects related to personal insurance policies, this allows users to electronically change their tariffs, conclude new insurance contracts and terminate old ones.

### Enabler / Disruptor



### Rank Last Year

29

### Staff



### Size





*“We are in the business of helping businesses trade with other businesses across borders, we have local collection capabilities around the world. This is something that Visa and MasterCard do with consumer payments, but it doesn’t exist in business-to-business.” - Scott Galit*

## At a Glance

### Tagline:

Global Payments made easy

### Located:

United States

### Year Founded:

2005

### Key People:

Scott Galit, CEO

Yuval Tal, Co-Founder  
and President

Ben Yaniv Chechik,  
Co-Founder

### Website:

<https://www.payoneer.com/home/>

### Category:

Payments

### Ownership:

Private

## Company Description

Payoneer connects businesses, professionals, countries and currencies with its cross-border payments platform, enabling millions of businesses and professionals from more than 200 countries to reach new audiences by facilitating seamless, cross-border payments. Payoneer is a mass-payout company that provides solutions to enable both Fortune 100 companies as well as small businesses to make payments to 210 countries around the world.

Payoneer is an easy, secure, and cost-effective way for companies of all sizes to pay people and businesses throughout the world. Since 2005, Payoneer has provided companies with multiple ways to transfer payments, including prepaid debit MasterCard® cards, deposits to local banks worldwide and payments to local e-wallets.

### Enabler / Disruptor



### Rank Last Year

**NEW**

### Staff



### Size





*“Not surprisingly, it has taken us a while to get established but following some encouraging signs in growth last year, 2016 is turning out to be a break-through year where we have started to loosen the stranglehold of the big four banks and traditional lenders.” - Jason Yetton*

## At a Glance

### Tagline:

Australia's largest marketplace lender

### Located:

Australia

### Year Founded:

2011

### Key People:

Jason Yetton, CEO  
and Managing Director

Greg Symons, Co-Founder  
and COO

Matt Symons, Co-Founder

### Website:

<https://www.societyone.com.au/>

### Category:

Lending

### Ownership:

Private

## Company Description

SocietyOne is an online financial community that connects borrowers and investors. Their lower operating cost advantage means they can share significant savings and offer better deals. Borrowers get better rates. Investors get solid returns.

SocietyOne connects individual and institutional investors with people who want to borrow. Investors get access to a new fixed income product with attractive returns while borrowers receive personalised rates based on their unique credit position. SocietyOne vets the loans and handles the processing of payments in a confidential, secure environment, where the privacy of borrowers and investors is always protected.

### Enabler / Disruptor



### Rank Last Year

37

### Staff



### Size



# The Leading 50



Geographic spread of companies in the Leading 50 of the 2016 Fintech100

## The Emerging Stars



Geographic spread of companies in the Emerging Stars of the 2016 Fintech100





*“2Can is one of the few independent players on the market that gives the company flexibility in testing various business models, while growing fast on the market that includes over 2 million SMEs.” - Alexey Soloviev*

## At a Glance

### Tagline:

Accept your payments by cards

### Located:

Russia

### Year Founded:

2012

### Key People:

Dmitriy Bogdashev, CEO

### Website:

<http://www.2can.ru/>

### Category:

Payments

### Ownership:

Private

## Company Description

2can mobile terminal is the Russian equivalent of the U.S. Square service; this is a special application for smartphones (based on iOS and Android platform ) and a card reader, which turns a smartphone into a terminal for accepting Visa and MasterCard payment cards.

2can is specifically for the development, implementation and operation of the payment service via smartphones. 2can Service was launched on the Russian market at the end of September 2012 and became the first Russian mobile acquiring service to comply with the relevant security requirements for card payments imposed by Visa and MasterCard international payment systems.

### Staff



### Size



### Enabler / Disruptor





# AfterPay



*“What we’re pioneering in Australia is buy now, pay later online, in real time, we have a transaction integrity engine that allows us to make real time fraud and payment capability assessments. That is very much part of the IP base of Afterpay.” - Anthony Eisen*

## At a Glance

### Tagline:

Shop Now. Pay Later.  
In 4 Simple Instalments.

### Located:

Australia

### Year Founded:

2014

### Key People:

Nick Molnar, Co-Founder  
and Managing Director  
Anthony Eisen, Co-Founder  
and Executive Chairman

### Website:

<https://www.afterpay.com.au/>

### Category:

Payments

### Ownership:

Public

## Company Description

AfterPay offer simple instalment plans for online shoppers, allowing a purchase to be paid for in four equal instalments, due every fortnight. Customers can shop with stores found in the Shop Directory and choose Afterpay as their payment method at checkout. First-time customers provide payment details as usual, returning customers simply log in to make their purchase.

After you check out, the goods will be shipped to you by the merchant. At any time, you can log in to your Afterpay account to see your payment schedule and make a payment before the due date. Otherwise we will automatically deduct the instalments from your debit or credit card every fortnight.

### Staff



### Size



### Enabler / Disruptor





*"AIMin is an online marketplace, which connects institutional investors." - Almin*

## At a Glance

**Tagline:**

Alternative investment market of India

**Located:**

India

**Year Founded:**

2014

**Key People:**

Pratham Jahoorkar,  
Founding Director

**Website:**

<http://aimin.co/>

**Category:**

Capital markets

**Ownership:**

Undisclosed

## Company Description

AIMin is a tech platform that enables price discovery in bonds through innovative trading protocols. The problem is a large one to solve with a USD500 billion market size with benefits to all stake holders including Issuers, investors and the govt.

Their new age trade protocols that enable intelligent match making between institutions to find appropriate counter party to trade in illiquid bonds is a revolutionary product now being embraced by largest Indian Banks. Their bond analytics solution leverages on latest advancements in data science, and potentially blockchain technologies for bond settlements.

### Staff

Undisclosed

### Enabler / Disruptor



### Size





# Anivo



*"We are now six employees and we have managed to launch a comprehensive insurance platform within twelve months." - Alexander Bojer*

## At a Glance

### Tagline:

Online Insured. Well Advised.

### Located:

Switzerland

### Year Founded:

2015

### Key People:

Alexander Bojer, Co-Founder

Werner Flatz, Co-Founder

### Website:

<https://www.anivo.ch/>

### Category:

Insurance

### Ownership:

Public

## Company Description

Anivo combines online insurance comparison with offline advisory as a FINMA regulated insurance broker. They serve the B2C channel as well offer a platform to large corporations where employees can benefit from specially designed and/or discounted products through collective contracts which Anivo is negotiating with the insurance companies.

Anivo is the first online insurance comparison platform with individual insurance advisory services as an independent insurance broker in Switzerland. Anivo is your personal online insurance broker. Compare offers of the best Swiss insurance companies within minutes and there is always an insurance expert available to discuss your individual situation in person.

### Staff



### Size



### Enabler / Disruptor





*"At AQ Metrics we saw that a very clear gap existed for a technologically advanced cloud based platform to simplify regulatory complexity in real time." - Geraldine Gibson*

## At a Glance

### Tagline:

Know Your Risk. Always Be Compliant.

### Located:

Ireland

### Year Founded:

2012

### Key People:

Geraldine Gibson, CEO and Founder

### Website:

<http://www.aqmetrics.com/>

### Category:

Regtech

### Ownership:

Private

## Company Description

AQMetrics provides integrated compliance and risk management software to fund administrators, asset managers, investment managers and broker/dealer companies. Their platform delivers data management, risk profiling and monitoring, compliance workflows and reports all in one place.

With AQMetrics, customers understand their risks whilst complying with regulations in a way that has never before been possible. They also improve their client experience and reduce operational costs.

### Staff



### Size



### Enabler / Disruptor







# Azimo



*“When we were setting Azimo, we looked at how international money transfer worked and knew there had to be a better way – one that was cheaper, faster, simpler and easier to understand.”*  
- Marta Krupinska

## At a Glance

### Tagline:

Transfer money faster,  
cheaper to anywhere in the  
world

### Located:

United Kingdom

### Year Founded:

2012

### Key People:

Michael Kent, Founder  
and CEO

Marta Krupinska, Founder  
and GM

### Website:

<https://azimo.com/en/>

### Category:

Payments

### Ownership:

Private

## Company Description

Azimo is an international money transfer service. Their large digital network allows customers to send money to over 190 countries, from any internet-connected device. Set up to drastically change the way people living abroad send money to their family and friends, Azimo is a new way to transfer money around the world.

Azimo provides customers with more options, giving them freedom to send money the way they want to. They are the first international money transfer service to integrate with Facebook Messenger, connecting senders and receivers through their Facebook friend list, enabling them to exchange details immediately and links them to the Azimo App to make a transfer, all within a few simple clicks.

### Staff



### Size



### Enabler / Disruptor





*"BlackSwan provides services to design and build ontologies independently to the Element Big Data Cyber Intelligence solution." - BlackSwan Technologies*

## At a Glance

### Tagline:

The Power of Foresight

### Located:

United Kingdom

### Year Founded:

Undisclosed

### Key People:

Undisclosed

### Website:

<http://blackswan-technologies.com/>

### Category:

Regtech

### Ownership:

Undisclosed

## Company Description

BlackSwan Technologies, LLC utilises a holistic approach to security and can provide the third-party Information Security Assurance and Due Diligence needed in a demanding regulated compliance-driven industry.

BlackSwan Technologies is a Big Data, Cognitive Computing and technology software house, specialising in the design, build and execution of sophisticated Risk Mitigation and Value Generation, Intelligence based systems for Financial institutions, Governments, and Large Multi-National Organizations. With applications for Economic Crime, multifaceted Risk Management, Forensic Accounting, Enhanced Due Diligence, and High Yield Lead Generation. They deliver a Technology Locomotive that facilitates a paradigm shift within the financial industry, empowering institutions to mitigate risks whilst enhancing trade.

### Staff

Undisclosed

### Size

Undisclosed

### Enabler / Disruptor





# Bluzelle

# bluzelle



*"I try not to think of Blockchain as disruption. I see it as the next evolution of the Internet."*  
- Pavel Bains

## At a Glance

### Tagline:

Payments Smart Contract  
Blockchain Applications

### Located:

Singapore

### Year Founded:

2014

### Key People:

Pavel Bains, CEO  
Neeraj Murarka, CTO

### Website:

<http://bluzelle.com/>

### Category:

Blockchain

### Ownership:

Private

## Company Description

Bluzelle provides blockchain powered applications for banks and insurance companies to improve their business operations. Their platform has real-time payments, smart contracts, and records management built in. They tap into all Blockchain protocols (i.e. Ethereum, Ripple) and integrate the most relevant parts for our solution. This gives the financial institution the best type of product without having to deal with the plumbing behind it.

They build fast, agile and adaptive blockchain solutions for the finance industry. Giving finance-related firms products to leverage this break-through technology. This reduces their costs, time and mitigates risk.

### Staff



### Size

Undisclosed

### Enabler / Disruptor





*“Through speaking to all the vendors in my old job I got to hear what their problems were, and that really helped identify how to solve them.” - Katherine McConnell*

## At a Glance

### Tagline:

Paying made easy

### Located:

Australia

### Year Founded:

2015

### Key People:

Katherine McConnell,  
Founder and CEO

### Website:

<https://brighte.com.au/>

### Category:

Lending

### Ownership:

Private

## Company Description

Brighte is a point of sale credit and payments provider - and an easy way to pay 'no interest' for home energy and home improvements. They help businesses make their customers happy - by providing customers with a fast and affordable way to pay.

Brighte's end-to-end automated digital platform provides real-time credit assessment of a customer application. And they provide quick settlement when you confirm the job is done. Without having to pay interest. Their focus is on providing households with affordable payment solutions. Their payment plans allow customers to get what they want - but pay it back over time.

### Staff



### Size



### Enabler / Disruptor







# Compara Online



*"The products are very tailor-made, and there's lots of knowledge required. So we decided to replicate the auto insurance business model abroad, versus expanding into additional markets in Chile." - Sebastián Valin*

## At a Glance

### Tagline:

Compare Insurance and credits in one place!

### Located:

Chile

### Year Founded:

2009

### Key People:

Sebastián Valin, Founder and CEO

Mariana Larrain, Co Founder and Operations Project Manager

### Website:

<https://www.comparaonline.com/>

### Category:

Insurance

### Ownership:

Private

## Company Description

ComparaOnline.com is the first Chilean website that helps to compare different products and services. They deliver results within seconds so customers can quote quickly and easily, saving time and money.

Their platform allows users online to compare prices and features of various products, including travel and car care insurance. ComparaOnline's mission is to market transparency, so they can provide the user with all the tools to make a smart purchase and related to their needs.

### Staff



### Size



### Enabler / Disruptor







# ConsenSys



*"If you think the Internet has affected your life, Ethereum will have that same pervasive influence on our communications and our entire information infrastructure. It will impact every aspect of our existence." - Joseph Lubin*

## At a Glance

### Tagline:

Consensus Systems

### Located:

United States

### Year Founded:

2014

### Key People:

Joseph Lubin, Founder

### Website:

<https://consensys.net/>

### Category:

Blockchain

### Ownership:

Private

## Company Description

ConsenSys is a venture production studio building decentralized applications and various developer and end-user tools for blockchain ecosystems, primarily focused on Ethereum.

The ConsenSys 'hub' coordinates, incubates, accelerates and spawns 'spoke' ventures through development, resource sharing, acquisitions, investments and the formation of joint ventures. These spokes benefit from foundational components built by ConsenSys that enable new services and business models to be built on the blockchain. In addition to the development of internal projects and consulting work, ConsenSys is interested in the identification, development and acquisition of talent and projects on an ongoing basis.

### Staff



### Size

Undisclosed

### Enabler / Disruptor





# CREDIT KUDOS

## Credit Kudos



*"Our aim is to change the way credit scoring works, from an opaque black box system to something that allows individuals to get the most value from their data." - Freddy Kelly*

### At a Glance

**Tagline:**

Alternative Credit Scoring

**Located:**

United Kingdom

**Year Founded:**

2015

**Key People:**

Freddy Kelly, Co-Founder  
and CEO

Matt Schofield, Co-founder  
and CTO

**Website:**

<https://creditkudos.com/>

**Category:**

Data and Analytics

**Ownership:**

Private

### Company Description

Credit Kudos uses consumer transaction data to build highly accurate and transparent credit score-cards and affordability metrics. Their platform makes decision-making possible for the ~8m previously unbanked as well as those with nonexistent or thin credit files.

They believe that it's possible to establish high accuracy predictors of credit worthiness that don't punish borrowers at the low end of the income spectrum. To achieve this they are leveraging their experience in building high throughput data analytics products to develop a new type of scoring product that provides a fair and true representation.

#### Staff



#### Size



#### Enabler / Disruptor





*"Data Republic was created as a legal structure first. This was in place before we wrote a line of code. People trust their money with banks in the knowledge it will not get stolen but money is ultimately data until it gets into your wallet." - Paul McCarney*

## At a Glance

### Tagline:

The Open Data Marketplace

### Located:

Australia

### Year Founded:

2013

### Key People:

Paul McCarney, Co-Founder and CEO

Danny Gilligan, Co-Founder and Director

### Website:

<https://www.datarepublic.io/>

### Category:

Data and Analytics

### Ownership:

Private

## Company Description

Data Republic provides a 'Trust Framework' enabling companies to exchange data in a secure, private and well-governed manner. The Trust Framework comprises two elements: the legal framework to enable multi-lateral data exchange under a single agreement, and the 'private by design' cloud based software platform that enables governance of data exchange and creation of data products.

Their mission is to make it faster, cheaper and safer to exchange data so customers can focus on driving personalisation and getting maximum value from their data. Before Data Republic, it was hard and costly to set up the legal agreements and technical platform to share data in a way that is respectful of people's privacy whilst ensuring data security.

### Staff



### Size



### Enabler / Disruptor





# Digital Asset Holdings

Digital Asset Holdings



*"I am very optimistic people will collaborate in open source on the development of those standards, so that all the financial institutions and governments in the world can use the same standards to talk to each other." - Blythe Masters*

## At a Glance

### Tagline:

Digital Asset builds distributed, encrypted straight through processing tools.

### Located:

United States

### Year Founded:

2014

### Key People:

Blythe Masters, CEO

Sunil Hirani, Co-Founder

Don Wilson, Co-Founder

### Website:

<https://digitalasset.com/>

### Category:

Blockchain

### Ownership:

Private

## Company Description

Digital Asset is a software company that builds distributed, encrypted straight through processing tools. Our technology improves efficiency, security, compliance and settlement speed.

Digital Asset software maps business logic into a network of known entities using cryptographic keys and distributed ledgers designed to enrich existing market infrastructure. Through the creation of a financial ecosystem that employs a cryptographically-secured and shared master prime record, Digital Asset software offers tremendous efficiencies and economies of scale over existing infrastructure, including the opportunity to materially reduce settlement times.

### Staff



### Size

Undisclosed

### Enabler / Disruptor







*"Our expectation is as DMWay continues to develop and deliver innovation, we will be better enabled to make smarter product roadmap decisions to meet and exceed the market's expectations." - Gil Nizri*

## At a Glance

### Tagline:

DMWay Predictive Analytics  
For Everyone

### Located:

Israel

### Year Founded:

2015

### Key People:

Gil Nizri, CEO

### Website:

<http://dmway.com/>

### Category:

Data and Analytics

### Ownership:

Private

## Company Description

DMWay Analytics makes AI-driven predictive analytics accessible and affordable for everyone. DMWay seeks to transform the way predictive analytics is perceived, creating a powerful data solution to meet all users' needs & demands. Their solution allows users to build better predictive models in hours, days rather than months, that can be adapted to suit any industry.

DMWay offers fast and simple accurate predictions, to ensure optimal outcomes in reduced time, empowers employees to deliver predictive analytics with a wide range of applications and optimize businesses using an automated analytics expert system and predictive modelling. They provides a self-service analytics platform, which emulates the way data scientist experts solve and optimize predictive analytics, producing models better than most human data science experts.

### Staff



### Size



### Enabler / Disruptor







# Doreming

## Doreming



*"Doreming Asia has developed a payroll system enabling calculation of the salary amount real-time before the closing date of companies." - Masaru Ikeda*

### At a Glance

**Tagline:**

Payroll Platform for  
Empowering Workers

**Located:**

United Kingdom

**Year Founded:**

2015

**Key People:**

Hiromitsu Kuwabara, CEO Asia

**Website:**

<http://www.doreming.com/>

**Category:**

Lending

**Ownership:**

Private

### Company Description

Doreming is focused on financial inclusion for workers. Today, two billion people in the world are unbanked with millions who are forced to live by purchasing their daily needs through taking out short-term loans at high rates from unofficial sources such as loan sharks. Doreming has created a payroll system that gives workers access to their daily incomes in which their payments are processed through a virtual account linked to their payroll account.

Doreming's system has several benefits for both workers and their employers. For workers, their payroll system lowers the risk of default because the payments are made through a pro-rata pay that they are expecting to receive on payday. For employers, their system automates their payroll processing to calculate real time accrued salary of their workers with taxes, insurance costs and other statutory expenses deducted.

#### Staff



#### Size



#### Enabler / Disruptor





*"Our platform is designed ground-up to meet the challenges of a constantly evolving rule-based world of trading that must be addressed through automated intelligence." - Satya Pemmaraju*

### At a Glance

**Tagline:**

Trade Right

**Located:**

United States

**Year Founded:**

2012

**Key People:**

Satya Pemmaraju, Founding

Partner and CEO

Anup Menon, Founding

Partner and CTO

Brock Arnason, Founding

Partner, Head of Product

and Strategic Alliances

**Website:**

<http://droitfintech.com/>

**Category:**

Regtech

**Ownership:**

Public

### Company Description

Droit is a client-focused, financial technology firm focused on providing enterprise solutions for OTC derivative trading processes. Their mission is to provide clients with robust, enterprise infrastructure facilitating compliant and optimal trading of derivatives across asset classes, regulators, CCP's and execution platforms.

Droit has systematised the continuously changing regulatory rules for trading, clearing and reporting across markets and the G20. Their API provides 'go' 'no-go' decision making for traders, from a regulatory perspective to ensure their trades are compliant with current regulation. The solution is integrated on the trading front end (ION, Broadway, etc.).

#### Staff



#### Size



#### Enabler / Disruptor





## EasyEquities



*"The EasyEquities platform allows anyone to invest in the JSE by accepting investment amounts as small as R10 and charging a mere 65c per transaction." - Charles Savage*

### At a Glance

**Tagline:**

Investing is for everyone

**Located:**

South Africa

**Year Founded:**

2014

**Key People:**

Charles Savage, CEO

**Website:**

<https://www.easyequities.co.za/>

**Category:**

Wealth

**Ownership:**

Undisclosed

### Company Description

EasyEquities offers easy access to equities and ETFs listed on the JSE. With no minimum investment, no monthly fees and low trading costs. In addition, fractional share rights (FSRs), which is unique to EasyEquities, provides investors with a solution to invest in fractions of shares through a contractual claim. This enables the investor to participate in the economic benefits and risks associated with share ownership (price movements and dividends) and only excludes voting rights for the particular portion or fraction.

Investors can now invest into higher unit price stocks, even if they don't have the money to buy a full share. There is also a tax-free investment offering on the EasyEquities platform. A range of informational material is available to assist anyone from the novice investor looking to buy shares in a specific brand, to the more seasoned, technically oriented investor who wants to make decisions based on available data.

#### Staff

Undisclosed

#### Size

Undisclosed

#### Enabler / Disruptor





*"Over the last year, we've fine tuned our machine learning platform to help organizations manage risks and rationalize data output from various internal systems." - Nuno Sebastiao*

## At a Glance

### Tagline:

Fraud Prevention with  
Machine Learning

### Located:

Portugal

### Year Founded:

2009

### Key People:

Nuno Sebastiao CEO and  
Chairman  
Paulo Marques  
Pedro Bizarro

### Website:

<https://feedzai.com/>

### Category:

Regtech

### Ownership:

Private

## Company Description

Feedzai is a data science company that uses real-time, machine-based learning to help payment networks, banks and retailers prevent fraud in omnichannel commerce. Feedzai's fraud science technology fuses machine learning with human intelligence to power payments systems globally for customers in North and South America, Europe, and Africa.

Customers use Feedzai's Fraud Prevention That Learns™ software to predict and prevent electronic payment loss before it occurs. The software can detect fraud by as much as 10 days earlier than other solutions and expose more fraud cases (up to 60% more), all with lower false alarms. Feedzai's technology takes advantage of machine learning to help customers detect fraud by understanding the way consumers behave when they make purchases, online or in-store.

### Staff



### Size



### Enabler / Disruptor





# Finova Financial



*"Finova Financial was launched to help consumers get critically-needed cash without the traditional barriers of high interest rates, inconvenient application processes and restrictive payment terms of the auto title lending industry." - Gregory Keough*

## At a Glance

**Tagline:**

Don't Get a Title Loan. Get a Finova Car Equity Line of Credit!

**Located:**

United States

**Year Founded:**

2015

**Key People:**

Gregory Keough, CEO  
Derek Acree, Chief Operating & Legal Officer

**Website:**

<https://www.finovafinancial.com/>

**Category:**

Lending

**Ownership:**

Private

## Company Description

Finova Financial is a socially responsible online lender, providing fast, affordable loans based on the equity in your car. Finova delivers an online path to financial well-being and fair lending to the 70 million financially underserved Americans that spend \$138 billion in fees and interest annually on alternative financial products.

Finova's Car Equity Line of Credit (C-LOC) costs 70% less than the current national average, provides around-the-clock access to capital, and a 12-month pathway back to financial health through its online and mobile platform. Finova clients benefit from the ability to complete the loan process online, instant approval decisions and same day cash funding.

### Staff



### Size



### Enabler / Disruptor







Fluo



*"By using Fluo, our partners were able to improve the turnover of the insurance sales 10% to 50% depending on the case." - Jehan de Castet*

## At a Glance

### Tagline:

Insurance is clear with Fluo

### Located:

France

### Year Founded:

2013

### Key People:

Jehan de Castet, Co-Founder and CEO

Laurent Foisset, Co-Founder

Thierry Abaléa,

Technical Director

### Website:

<https://www.fluo.com/>

### Category:

Insurance

### Ownership:

Private

## Company Description

Fluo's mission is to bring more transparency in the insurance industry, promoting best practices and rebuilding trust between clients and insurance companies. Their goal is to help consumers reduce their insurance budget while improving their coverage. Fluo's mobile App allows users to buy exactly the cover needed, based both on requests and the covers already included in their payment cards and other contracts.

Fluo provides a 360° analysis of insurance contracts, while eliminating guarantees duplication. As a result Fluo provides the most comprehensive covers at the most competitive prices, allowing to save up to €500 per year. Fluo offers immediate diagnostic of insurance covers to users, customers buy the right insurance and stop paying twice for the same cover. Fluo is integrated with Travel Agencies, PSPs, Banks, Market Places and Car Rental companies.

### Staff



### Size



### Enabler / Disruptor





Grow

Grow.



*"Our mission is to relieve financial anxiety and improve Canadians' financial health, an important part of that is giving our clients as many borrowing options as possible so they can make the best financial decisions for themselves." - Kevin Sandhu*

## At a Glance

### Tagline:

Digital banking solutions for financial institutions

### Located:

Canada

### Year Founded:

2014

### Key People:

Kevin Sandhu, Founder and CEO

Daniel Cowx, Co-Founder and CTO

### Website:

<https://www.poweredbygrow.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

Grow is a Enterprise Fintech company, serving consumers directly and through partnerships with top global financial institutions. By leveraging technology and data to reinvent the banking experience, Grow makes personal finances understandable and anxiety-free. Grow's technology is powering a new generation of data-driven banking products and services, including digital personal loans, instant customer onboarding and account opening, advanced data analytics, and real-time compliance and identification tools.

Their mission is to reduce financial anxiety & improve financial health using technology & data analytics. They work with banks, credit unions and other financial institutions of all sizes to offer cutting edge banking solutions to their customers.

### Staff



### Size



### Enabler / Disruptor





*"We set a very experienced team of people who have great ideas and want to build something incredible for our users." - Benjamin Gleason and Thiago Alvarez*

## At a Glance

**Tagline:**

You own your money

**Located:**

Brazil

**Year Founded:**

2012

**Key People:**

Benjamin Gleason, Founder  
and Co-CEO

Thiago Alvarez, Founder  
and Co-CEO

**Website:**

<https://www.guiabolso.com.br/>

**Category:**

Lending

**Ownership:**

Private

## Company Description

GuiaBolso's mission is to empower Brazilians to take control of their financial well-being. Their solution to personal finance management landscape is completely automatic. More than a financial management tool, their brand is dedicated to demystifying and transform customers relationship with money, to find financial freedom.

Their App securely connects with customers bank accounts, to see details of banking transactions automatically pulled by GuiaBolso, add goals by category and track, automatically, if they are being met. Identify the expenses that have compromised their planning and decide whether to change your goals. Customers are then free to add and delete accounts, including manual monitoring accounts to control expenditures made in cash.

### Staff



### Size



### Enabler / Disruptor





# HashChing



*"We are changing the behaviour of brokers by providing business tools to improve their productivity." - Mandeep Sodhi*

## At a Glance

### Tagline:

Own your home sooner

### Located:

Australia

### Year Founded:

2015

### Key People:

Mandeep Sodhi, Founder and CEO

Atul Narang, Founder and CIO

### Website:

<https://www.hashching.com.au/>

### Category:

Lending

### Ownership:

Private

## Company Description

HashChing is an online marketplace allowing consumers to access home loan deals without having to shop around with their service being free to consumers. HashChing connects directly to verified mortgage brokers who can further negotiate a better rate from the lenders to save time, hassle and money.

Their vision is to keep Australians financially smart by providing home loan deals and financial information transparency thereby empowering consumers to make an informed decision. On their platform, consumers can also ask any questions related to home loans without sharing their details, that are answered by HashChing's registered mortgage brokers only.

### Staff



### Size



### Enabler / Disruptor



# Hello Soda



*“Now, just three years on, our international presence has been fully cemented and we operate around the globe 24 hours a day.” - James Blake*

## At a Glance

**Tagline:**

Big Data made Personal

**Located:**

United Kingdom

**Year Founded:**

2013

**Key People:**

James Blake, Founder and CEO

**Website:**

<http://hellosoda.com/>

**Category:**

Data and Analytics

**Ownership:**

Private

## Company Description

Hello Soda is a B2B big data and text analytics company. Their flagship product, 'Profile' is a cloud based data scoring engine that turns big and unstructured data into usable insight. 'Profile' captures and analyses thousands of data sets from a consumer's digital footprint and applies advanced analytics techniques, including psycholinguistics and natural language processing, to deliver real-time comprehensible scores and features to businesses in any industry.

Hello Soda offer 'Profile' products for ID/Fraud, Risk, and for personalisation, to increase customer engagement, boost financial inclusion and customer acquisition, and reduce fraud.

### Staff



### Size



### Enabler / Disruptor







# HitBTC



*“Cryptocurrency trading is a young, sharp, and fluctuating, yet quite established field. Like any other markets, cryptocurrencies are influenced by a plenty of factors, and follow certain patterns that can be analyzed and used professionally for making profit.” - Paul Clarkson*

## At a Glance

### Tagline:

Bitcoin Exchange: Bitcoins,  
Litecoin, Dogecoin, Monero  
/ HitBTC

### Located:

Netherlands

### Year Founded:

2013

### Key People:

Paul Clarkson,  
Product Manager

### Website:

<https://hitbtc.com/>

### Category:

Digital Currencies

### Ownership:

Private

## Company Description

HitBTC is the developer and operator of an exchange platform for cryptocurrency. The company is a bitcoin exchange that allows traders to trade fiat (USD, EUR) for bitcoin and litecoin. The core matching engine is among the most advanced technological products in its class and implements innovative features such as real-time clearing, advanced order matching algorithms and has been acclaimed for its fault-tolerance, uptime and high availability.

HitBTC, LLC is a cryptocurrency exchange that provides trading services to institutionals, merchants and individual traders. The HitBTC trading platform is known for its state-of-the-art matching engine and multi-currency support (EUR, USD, and GBP).

### Staff

Undisclosed

### Size

\$ \$ \$ \$ \$

### Enabler / Disruptor





*“This network of blockchains or ‘superchain,’ will afford unparalleled flexibility to users, allowing any number of configurations to be seamlessly adopted depending on the use case.” - Joel Bosh*

## At a Glance

**Tagline:**

Blockchain Technology

**Located:**

Netherlands

**Year Founded:**

2014

**Key People:**

Joel Bosh, Founder and CEO

Richard Groen, COO

**Website:**

[www.iodigital.io](http://www.iodigital.io)

**Category:**

Blockchain

**Ownership:**

Partnership

## Company Description

The I/O Digital Foundation, originally founded July 2014, is providing a fully functional and Open Source Blockchain for businesses or consumers to use. With an intuitive HTML5 wallet, data storing capabilities, alias sending, side chain technology, and decentralized (encrypted) messaging this is considered the next generation Blockchain eco system.

I/O Digital also provides the capability to interoperate with other Blockchains through the Chameleon framework.

### Staff



### Size



### Enabler / Disruptor





# Identitii



*"identitii turns traditional payments into enriched payments, including purchase orders, invoices, quotes and more. identitii reconnects the purpose of a payment with the payment itself." - identitii*

## At a Glance

### Tagline:

Enrich payments with documents and attributes using identitii's secure token

### Located:

Australia

### Year Founded:

2015

### Key People:

Nick Armstrong, Co-Founder and CEO

Eric Knight, Co-Founder

### Website:

<https://identitii.com/>

### Category:

Blockchain

### Ownership:

Private

## Company Description

identitii is re-inventing the way that information is exchanged in correspondent banking using tokens and Distributed Ledger Technology. identitii's patented tokenisation technology allows both parties of a payment transaction to be verified in real-time. Tokenised blockchain is the tamperproof, trusted future of KYC / AML / CTF.

They have built a blockchain solution that works alongside existing central banking systems. They provide a tag which can then be used (by authorised users) to access any information that is attached to a banking transaction. This adds the ability to easily verify transactions to protect banks from fraud.

### Staff



### Size



### Enabler / Disruptor



# Innovative Assessments



*“Primarily, the score is designed to help lenders reconsider approving certain applications that might otherwise have been declined, while also indicating potential risk among some typically approved applications.” - Dr. Saul Fine*

## At a Glance

### Tagline:

Personalizing consumer risk assessments using psychometrics.

### Located:

Israel

### Year Founded:

2015

### Key People:

Saul Fine, CEO and Chief Scientist

### Website:

<http://www.iassessments.com/>

### Category:

Data and Analytics

### Ownership:

Private

## Company Description

Innovative Assessments uses psychometrics to help improve the way the world assesses consumer risk behaviors. IA's flagship product is Worthy Credit - a brief 3-5 minute online survey for accurately and unbiasedly assessing creditworthiness. Worthy Credit measures a key set of personal competencies that are specifically related to the underlying psychology of consumer debt, and augments traditional credit scores.

Administered to either new applicants or current accounts, Worthy Credit scores are an added layer of analytics that can help lenders approve more loan applications and credit increases, reduce defaults and payment delinquencies, and more effectively service current accounts.

### Staff



### Size

Undisclosed

### Enabler / Disruptor





**iwoca**

**iwoca**



*“The principle is to understand our customers as fast and efficiently as possible. To be able to make a good and fair credit decision but also at a cost point that enables us to lend to businesses that are significantly smaller than the average bank would lend to.” - Christoph Rieche*

## At a Glance

### Tagline:

Fast, flexible and fair small business loans

### Located:

United Kingdom

### Year Founded:

2011

### Key People:

Christoph Rieche,  
Co-Founder and CEO  
James Dear, Co-Founder  
and CTO

### Website:

<https://www.iwoca.co.uk/>

### Category:

Lending

### Ownership:

Private

## Company Description

iwoca provides short-term finance to SMEs based in the UK, Poland, Spain and Germany. They offer flexible credit to small businesses across Europe, allowing them to take advantage of opportunities previously only available to their larger peers.

They use technology to eliminate the cost and complexity associated with traditional business finance and offer instant decisions and have no upfront fees, no lengthy forms and no long-term commitments. Technology has allowed iwoca to build a revolutionary risk model that understands any small business based on its trading data.

### Staff



### Size



### Enabler / Disruptor







*"When I couldn't find an effective payment solution for our money-pool platform, I built the solution." - Céline Lazorthes*

## At a Glance

### Tagline:

Easy and secure group payments

### Located:

France

### Year Founded:

2009

### Key People:

Céline Lazorthes,  
Founder and CEO

### Website:

<https://www.leetchi.com/en>

### Category:

Payments

### Ownership:

Private

## Company Description

Leetchi.com is a solution for collecting and managing money for groups. Its interface allows anyone to create a 'Money Pot' and invite other participants with the aim to finance any type of project. With Leetchi 'Money Pot' you can turn your projects into a reality from buying group gifts e.g. birthdays, organising events to supporting charitable causes.

Leetchi.com offers innovative money solutions of high quality via the commercialisation of its 'MangoPay' API, developed to answer to the strong market request for C2C payments.'MangoPay' provides a payment solution dedicated to players in the sharing economy such as Marketplaces and Crowdfunding platforms. As of today it has over 1500 customers all over Europe.

### Staff



### Size



### Enabler / Disruptor





Lemonade.com

Lemonade



*"We've taken on the full-stack of insurance, becoming an insurance company, which is kind of nuts, and we're doing it in New York, the toughest state. New York is the most highly regarded, exacting and regulated state for insurance." - Daniel Schreiber*

## At a Glance

### Tagline:

The World's First P2P  
Insurance Company

### Located:

United States

### Year Founded:

2015

### Key People:

Daniel Schreiber,  
Co-Founder and CEO  
Shai Wininger, Co-Founder

### Website:

<https://lemonade.com/>

### Category:

Insurance

### Ownership:

Private

## Company Description

Lemonade is the world's first Peer to Peer insurance company, who offer a brand new experience with zero bureaucracy and powered by technology. Their aim is to make insurance instantaneous and trustworthy. P2P reverses the traditional insurance model. Lemonade takes a flat fee, pay claims fast, and give back what's left to charities.

Lemonade Insurance Company is a property and casualty insurance company that is transforming the very business model of insurance. By injecting technology and transparency into an industry that often lacks both, they are creating an insurance experience that is fast, affordable and hassle free. They gain nothing by delaying or denying claims, so we handle and pay most claims instantly.

### Staff



### Size



### Enabler / Disruptor





*"We believe that helping qualified low-and middle-income consumers gain access to credit will improve their lives and quite possibly transform Indian society." - Richard Eldridge*

## At a Glance

### Tagline:

Leveraging Technology  
Solutions in Credit and  
Verification

### Located:

Philippines

### Year Founded:

2011

### Key People:

Richard Eldridge,  
Co-Founder and CEO  
Jeff Stewart, Co-Founder  
and Chairman

### Website:

<https://www.lenddo.com/>

### Category:

Data and Analytics

### Ownership:

Private

## Company Description

Lenddo, uses alternative data to provide credit scoring and verification to economically empower the emerging middle class around the world. Lenddo has developed its patented technology based on 4 years of online lending experience that included the collection, analysis and processing of billions of data points.

The LenddoScore is being used by banks, lending institutions, utilities companies and credit card issuers to reduce risk, increase portfolio size, improve customer service and verify applicants. Their products enable clients to quickly reduce acquisition, operational costs and risk in their lending businesses. Lenddo's is enabling businesses to simply and securely evaluate both the character and identity of customers using alternative data in order to extend credit and deliver life-improving services.

### Staff



### Size



### Enabler / Disruptor





# NewBanking



*"In the heart of the Nordic Fintech hub, we work hard to develop the future banking and payment platform – combining the trust embedded in traditional banking with the speed and openness in modern blockchain technology." - Christian Visti*

## At a Glance

### Tagline:

A Financial Evolution

### Located:

Denmark

### Year Founded:

2015

### Key People:

Christian Visti, Co-Founder  
and CEO

Hamed Sattari, Co-Founder  
and CTO

### Website:

<https://newbanking.com/>

### Category:

Regtech

### Ownership:

Private

## Company Description

NewBanking is centralising Know Your Customer (KYC) and Anti-Money Laundering (AML) compliance, adding more security and protection of personal consumer data, accessing 3.8 billion payment cards worldwide. Customers are companies receiving payments under the Anti-Money Laundry and fight against terror legislation, such as e-money companies, gaming and payment solutions.

With NewBanking the cost of traditional payment will be reduced and companies no longer needs to handle sensitive and personal documents such as passports and utility bills. Which they call verified money.

### Staff



### Size



### Enabler / Disruptor



# North Side Inc.



*"VerbalAccess offers a conversational interface to a wide range of financial services: payments, transfers, applying for loans, exploring credit scores, searching for investments, managing credit cards, researching rewards, buying insurance and filing claims – are some of them." - Eugene Joseph*

## At a Glance

### Tagline:

Personalizing digital experiences

### Located:

Canada

### Year Founded:

Undisclosed

### Key People:

Eugene Joseph, CEO

### Website:

<http://northsideinc.com/>

### Category:

Data and Analytics

### Ownership:

Undisclosed

## Company Description

North Side Inc. develops software capable to support real-time dialogue between a person and a computer in unrestricted English. The first application of the technology is a videogame. The company also develops real-time 3D graphics technology that is integrated with their language technology. VerbalAccess acts as a virtual personalized banker aware of a customer's financial context.

VerbalAccess enables plain English access to financial services, an intuitive experience that connected customers appreciate. Customers can text or speak to carry out transactions or get personalized help in the authenticated environment, enabling them to pay bills, send money or do any other banking transaction easily, even when driving or walking.

### Staff



### Size

Undisclosed

### Enabler / Disruptor







# OSeven Telematics



*"We put road safety as our priority and we want OSEVEN be a catalyst in the fight against road accidents." - Vassilis Stivaktakis*

## At a Glance

### Tagline:

Time for UBI

### Located:

United Kingdom

### Year Founded:

2015

### Key People:

Vassilis Stivaktakis, CEO and

Founder

Petros Fortsakis, Co-Founder

Leda Liakopoulou,

Co Founder and

Creative Director

### Website:

<https://www.oseven.io/about/>

### Category:

Insurance

### Ownership:

Private

## Company Description

OSeven is an insurance telematics and driving behavioural analytics company. Following an end-user centric approach, the company provides a social-oriented Behavioral-Based insurance (BBI) platform for motor insurance companies and fleet owners.

OSeven offers a device-agnostic cloud based platform as a clearing house of APIs, though it concentrates on deploying a smartphone-only solution as an easily scalable, cost effective and user friendly solution for the next years. It applies advanced machine learning techniques and develops a sophisticated scoring model based on over 25yrs research in the Field of driving behaviour analysis, traffic accident analysis, distracted driving, road safety, transportation engineering, modelling / Big Data statistics and machine learning.

### Staff



### Size



### Enabler / Disruptor





*"We are the first fintech company focused on bringing the multi-trillion-dollar primary bond market closer to a completely digital approach." - Vuk Magdelinic*

### At a Glance

**Tagline:**

Primary Bond Issuance  
Platform

**Located:**

Canada

**Year Founded:**

2015

**Key People:**

Vuk Magdelinic, CEO  
Han Ryoo, Co-Founder and  
Head of Product

**Website:**

<https://www.overbond.com/>

**Category:**

Capital Markets

**Ownership:**

Private

### Company Description

Overbond brings all bond market participants together. It is a platform that makes primary bond issuance digital, transparent and secure. Overbond connects corporate and government issuers with dealers and investors directly.

Overbond is transforming how global investment banks, institutional investors, corporations and governments connect and access the primary fixed income market. Overbond's fully-digital platform makes new bond issuances transparent and secure. It eliminates inefficiencies, provides higher transparency, optimal price discovery, and investor diversification for all counterparties in the primary bond market.

#### Staff



#### Size



#### Enabler / Disruptor





# PAIR Finance

 **PAIR**  
Finance



*"Competing with traditional players Pair Finance will surely strive passionately to become an essential part of the debt collection landscape in Germany." - Kay Uwe Berg*

## At a Glance

### Tagline:

We manage your debtors - simple, efficient, modern.

### Located:

Germany

### Year Founded:

2015

### Key People:

Stephan Stricker,  
Co-Founder and  
Managing Director

### Website:

<https://www.pairfinance.com/>

### Category:

Insurance

### Ownership:

Private

## Company Description

Pair Finance specialises in accounts receivable management and collection services. On behalf of our clients, they drive an outstanding debt. Their priority is to maintain the customer relationship and to find a cooperative solution.

Pair Finance offers a digital, data-driven solution to the debt collection industry. The debt collection engine and machine learning technology is unique, as it learns from debtor behaviour, offering a superior solution to the debt collection problem. It not only increases and fastens recovery rates, but also offers debtors the best customer experience possible to turn them back into valuable customers.

### Staff



### Size

Undisclosed

### Enabler / Disruptor





*"We're seeing that banks are more open to innovation and willing to push the boundaries when it comes to delivering a great customer payment experience that's also highly secure." - Daniel Peled*

## At a Glance

### Tagline:

Transfer money within any social App

### Located:

Israel

### Year Founded:

2014

### Key People:

Daniel Peled, Co-Founder and CEO

Offer Markovich, Co-Founder and CTO

### Website:

<https://www.paykey.me/>

### Category:

Payments

### Ownership:

Private

## Company Description

PayKey's first of its kind secured payment keyboard makes everyday banking easier and more efficient. PayKey enables payments within any social network, including Facebook Messenger, WhatsApp, Twitter etc. Leveraging existing networks creates simplicity and an intuitive payment experience. Users enjoy instantaneous money transfer capabilities while chatting with their friends and family members.

PayKey's technology is the first to bridge this gap between banking (bank users) and social interactions (social networks). With PayKey customers enjoy the security of the trusted banks within their favourite applications, making everyday banking easier and more efficient than ever before.

### Staff



### Size



### Enabler / Disruptor







# Point



*"Point is fundamentally transforming the home equity financing landscape, homeowners can now access their home equity wealth without a loan, without monthly payments, and without a fixed interest rate." - Eddie Lim*

## At a Glance

### Tagline:

Point is the easiest way to sell a piece of your home

### Located:

United States

### Year Founded:

2014

### Key People:

Eddie Lim, Co-Founder and CEO

Eoin Matthews, Co-Founder and CBO

Alex Rampell, Co-Founder and Board Member

### Website:

<https://point.com/>

### Category:

Lending

### Ownership:

Private

## Company Description

Point allows homeowners to unlock wealth from their home equity without monthly payments or interest. On the flip side, for the first time, institutional investors can now purchase fractional interests in residential properties — a \$26T industry. Point is a home equity marketplace. They take the biggest single asset that consumers have - i.e. the home - and make it completely liquid, divisible and tradable. Point's first product will let homeowners 'sell' fractional equity in their home.

Historically, one's home has been their greatest asset, however homeowners have not been able to unlock the wealth a home holds. Point is changing that by making home equity a liquid and tradable asset class and by allowing homeowners to tap equity in their home without monthly payments.

### Staff



### Size



### Enabler / Disruptor







*"In an era of increasing digitisation, the technology of encoding ownership can be applied for many purposes." - Nicholas Eastham*

## At a Glance

**Tagline:**

Blockchain Technology

**Located:**

Netherlands

**Year Founded:**

2014

**Key People:**

Nicholas Eastham,  
Co-Founder  
Gaston Hendriks,  
Co-Founder  
Henri de Jong, Co-Founder

**Website:**

<https://quantomz.com/>

**Category:**

Payments

**Ownership:**

Private

## Company Description

The near future will bring an influx of smart devices connected to the Internet. The amount of transactions between consumers and devices, and even more important between devices will grow exponentially. This will create a need for (instant) financial settlement of transactions on a much larger scale than the current payment market handles.

Micro-payments for micro-services, instant settlement between software appliances anywhere on the globe, and machines holding their own payment deposits have not been anticipated within the traditional banking infrastructure. Quasar provides the infrastructure for payment settlement in the Internet of Things (IoT) and for transactions where immediate, global and/ or irreversible settlement is desirable, like the information goods and services industries.

**Staff**



**Size**



**Enabler / Disruptor**





# Ravelin



# Ravelin



*"There's a real tension at the heart of fraud detection: if you want to stop online fraud, just switch everything off. We as consumers are accepting that most of the things we buy have a premium of one or two per cent built in." - Martin Sweeney*

## At a Glance

### Tagline:

Prevents Fraud. Protects Margins

### Located:

United Kingdom

### Year Founded:

2014

### Key People:

Martin Sweeney CEO

Leonard Austin, Co-Founder and CTO

Mairtin O'Riada, Founder and CIO

Nick Lally, Founder and COO

Stephen Whitworth, Founder and Data Scientist

### Website:

<http://www.ravelin.com/>

### Category:

Regtech

### Ownership:

Private

## Company Description

Ravelin provides fraud prevention for online businesses all around the world. They combine machine learning, graph network technologies and behavioural analytics to build a highly effective fraud detection product for the wider online market.

Ravelin helps organisations reduce losses to fraudulent chargebacks and increase revenues by allowing businesses to accept more genuine orders. Their system improves clients' existing operations by providing rich, useful and actionable business insights when they are needed most.

Ravelin examines visitor and payment data in real time, telling systems which customers to allow, prevent or flag for review. Users can increase conversion and reduce losses to fraud, with no impact on the user journey.

### Staff



### Size



### Enabler / Disruptor





*“We have so much potential to be an analytical powerhouse here in Chicago.” - Canh Tran*

## At a Glance

### Tagline:

Stopping fraud at the speed of data

### Located:

United States

### Year Founded:

2013

### Key People:

Canh Tran, Co-Founder and CEO

Yueyu Fu, Co-Founder and CTO

Randal Cox, Co-Founder and Chief Scientist

### Website:

<http://www.rippleshot.com/>

### Category:

Regtech

### Ownership:

Private

## Company Description

Rippleshot is a next generation fraud analytics firm. They use a cloud-based technology solution that takes a big data approach by leveraging machine learning/ artificial intelligence to distinguish fraudulent activity more quickly and efficiently (and pro-actively).

Rippleshot's technology processes millions of payment card transactions to proactively pinpoint when and where a data breach occurred. Following detection, Rippleshot provides banks with the tools they need to update fraud detection rules in order to lower their fraud losses while avoiding unnecessary card re-issuance. Rippleshot protects consumer credit information and the integrity of the merchant payment network by proactively detecting data breaches through a cloud-based solution.

### Staff



### Size



### Enabler / Disruptor





**solarisBank**



*"In the future, transactions such as payments will function exclusively using smartphones, wearables or the Internet of Things; the plastic card we are familiar with is only the beginning."*  
- Marko Wenthin

## At a Glance

### Tagline:

Banking for the Digital Economy

### Located:

Germany

### Year Founded:

2016

### Key People:

Andreas Bittner, Co-Founder

Marko Wenthin, Co-Founder

### Website:

<https://www.solarisbank.de/>

### Category:

Lending

### Ownership:

Private

## Company Description

solarisBank is a tech company with a German banking license. The company has built an API-accessible banking platform for the needs of the digital economy.

The Solaris-Platform enables startups, fintechs and established digital companies to create custom solutions for their unique financial needs. Together with our partners, we work towards one vision: to boost the growth of the digital economy.

### Staff



### Size

Undisclosed

### Enabler / Disruptor







*"We are currently working on several pilot projects which could see our technology help hundreds of thousands of families." - Mario Hasanakos*

## At a Glance

### Tagline:

Pocket Money.

Updated.

### Located:

Australia

### Year Founded:

2015

### Key People:

Mario Hasanakos,

Co-Founder

Alex Badran, Co-Founder

### Website:

<https://www.spriggy.com.au/>

### Category:

Payments

### Ownership:

Private

## Company Description

Spriggy is a prepaid card and mobile App for 8-18 year olds that helps parents and young people manage money together. The Spriggy App will allow parents to easily allocate money to their kids, add money to their child's prepaid card and encourage saving through savings goals.

Young people can use their prepaid card to make purchases online or in-store, wherever Visa is accepted, while parents can follow transactions in App. The rich feature set of the Spriggy App is built in conjunction with The Parent Wallet and Prepaid Card products, which are issued by Indue Ltd.

### Staff



### Size



### Enabler / Disruptor







# Tink



*"Tink is now the first company in the world to combine these two services to build a virtual bank where you can do all your day-to-day bank errands, across any account in any bank."*  
- Daniel Kjellén

## At a Glance

### Tagline:

Own your own money

### Located:

Sweden

### Year Founded:

2012

### Key People:

Daniel Kjellén, Co-Founder  
and CEO

Fredrik Hedberg,  
Co-Founder and CTO

### Website:

<https://www.tinkapp.com/en/>

### Category:

Wealth

### Ownership:

Private

## Company Description

Tink is a virtual bank built on top of the user's existing bank accounts. In the Tink App, the user can manage her money across any account in any bank. She can transfer money, pay bills and create personal budgets while

Tink provides unique insight, automatically categorized transactions and daily analyses of her spending. Tink today have around 350 000 users and is one of Europe's most used personal finance App's.

### Staff



### Size



### Enabler / Disruptor





*“When I was trading stocks, I would visit financial news websites and take the advice from the wrong guys. With this, investors can make a more educated decision before taking someone’s advice online.” - Uri Gruenbaum*

## At a Glance

### Tagline:

Stocks to Watch & Analyst Ratings

### Located:

Israel

### Year Founded:

2012

### Key People:

Uri Gruenbaum, Co-Founder and CEO

Gilad Gat, Co-Founder and CTO

### Website:

<https://www.tipranks.com/>

### Category:

Wealth

### Ownership:

Private

## Company Description

TipRanks is a platform that helps individual investors make better investment decisions. Their transparent, unbiased technology uses Natural Language Processing algorithms to aggregate and analyse big financial data online. TipRanks works with the biggest banks and online brokers in the world to enhance the engagement and retention on their platform by providing interactive research tools with actionable items. TipRanks can turn any platform into a high-end research tool for retail investors.

TipRanks gives you all the information you need to know who to trust and make educated investment decisions. TipRanks is a financial accountability engine that uses machine learning and Natural Language Processing algorithms to measure the performance of anyone giving investment advice online.

### Staff



### Size



### Enabler / Disruptor





Wealthsimple

WealthSimple



*"We think we can be the best at investment management, and if we can unbundle the bank and put these pieces together, we can bring down the cost of acquisition by sharing those customers and package the full suite of services outside of the bank." - Michael Katchen*

## At a Glance

**Tagline:**

Invest in Future You

**Located:**

Canada

**Year Founded:**

2014

**Key People:**

Michael Katchen, Founder and CEO

**Website:**

<https://www.wealthsimple.com/>

**Category:**

Wealth

**Ownership:**

Private

## Company Description

Wealthsimple is Canada's largest and fastest growing online investment manager. They make smart investing simple, low cost, and accessible by instantly creating a personalized portfolio of diversified, low-fee, ETFs for each client, and using technology to automate its maintenance.

Their 'Wealth Concierge' service is available by phone, email, or text to provide on-demand advice and help. We support every type of investment account nationwide, including RRSPs, TFSAs, RESPs, LIRAs, non-registered accounts, corporate accounts, and more.

### Staff



### Size



### Enabler / Disruptor





*"ZoonA has crossed a big milestone in the history of our business and for mobile money and financial inclusion in Africa. This latest milestone – \$1 billion processed is a highlight on our continued journey of bringing financial inclusion to Africa." - Mike Quinn*

## At a Glance

### Tagline:

Let's make it real

### Located:

South Africa

### Year Founded:

2009

### Key People:

Mike Quinn, CEO

### Website:

<http://www.ilovezoon.com/>

### Category:

Payments

### Ownership:

Private

## Company Description

ZoonA brings together the drive of young entrepreneurs and cutting-edge technology to bring safe and reliable money transfers to underserved communities all over Africa. Their users rely on our services to pay for family members' hospital visits, children's school fees and other needs – while our ever growing network of agents provides jobs and earning potential for young entrepreneurs where other opportunities are limited.

In doing this our work empowers communities to grow and develop – making a real difference to people's lives.

### Staff



### Size



### Enabler / Disruptor





# ZooZ



*“As the global payments market continues its exponential growth, Zooz is well positioned to play an even larger role. The company’s innovative technology optimizes and simplifies the payments process, meeting a crucial industry need that will only increase.” - Oren Levy*

## At a Glance

### Tagline:

Maximizing Payments  
Performance

### Located:

Israel

### Year Founded:

2010

### Key People:

Oren Levy, Co-Founder  
and CEO  
Ronen Morecki, Co-Founder  
and CTO

### Website:

<http://www.zooz.com/>

### Category:

Payments

### Ownership:

Private

## Company Description

Zooz is a technology company that provides a payments platform designed to help merchants maximize their payments performance. It offers the flexibility to connect with multiple financial institutions, seamlessly integrate acquirers, e-wallets, alternative payment methods, fraud management and other third-party services, and intelligently route transactions through the entire payment process.

Zooz consolidates and analyses all payment data to provide valuable information to merchants, enabling them to personalize customer experiences online and in-store. It is the partner of choice for any business seeking to extend reach, reduce decline rates, increase revenues, maintain strong customer relationships and meet the challenges of the dynamic global market.

### Staff



### Size



### Enabler / Disruptor





# Last year's report



To read *The 2015 Fintech100 report*  
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