

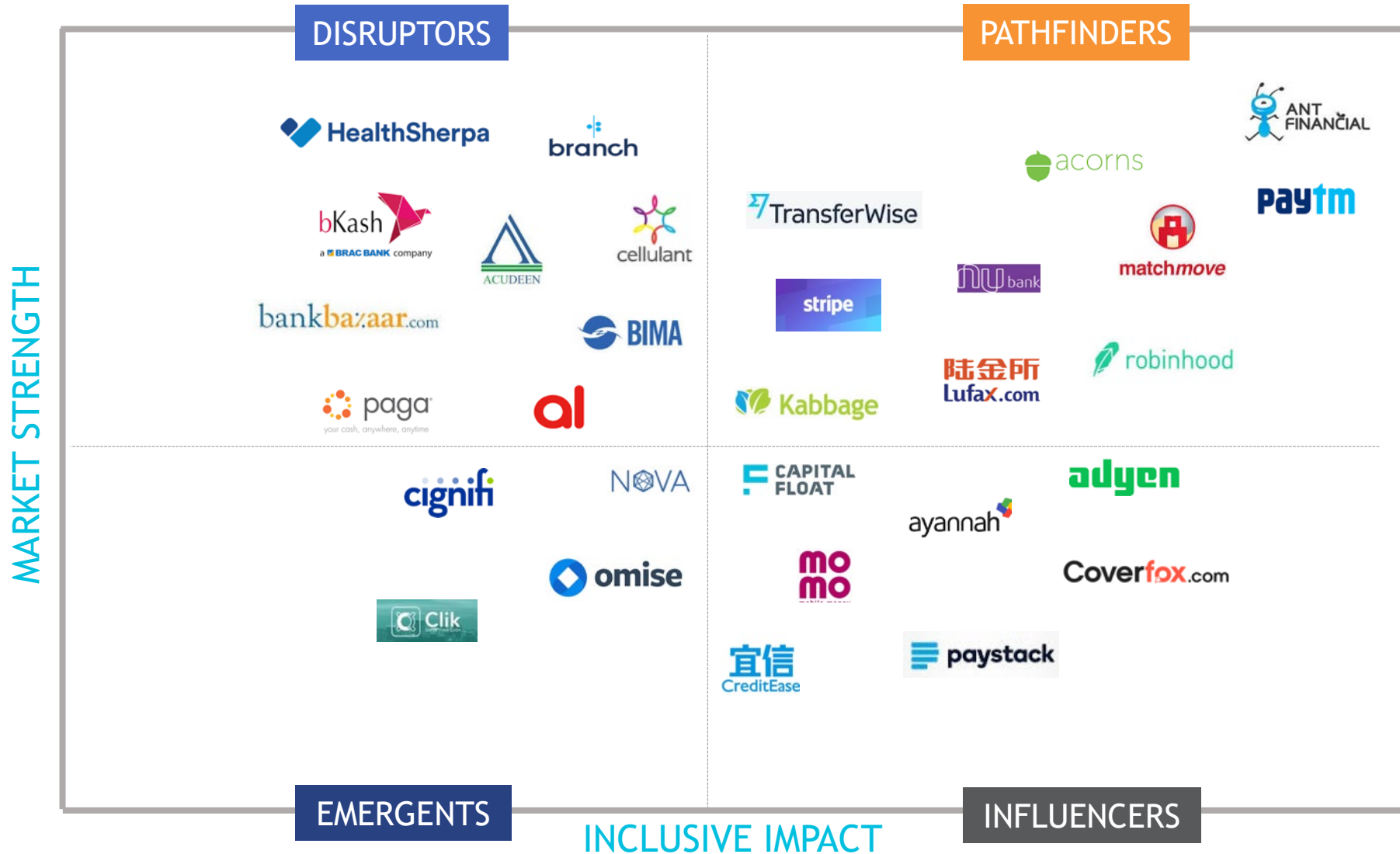


Inclusive FinTechs Quadrant

burnmark 

MSC
MicroSave Consulting 

Inclusive FinTechs focus on providing convenient and affordable access to suitable financial services to the un(der)served population



We chose the leading FinTechs from a global pool of 100+ inclusive FinTechs

- We have identified FinTechs across various geographies such as Asia, Europe, Latin America, UK, and the US based on several acclaimed sources of global FinTech rankings.
- MSC defines inclusive FinTechs as “financial technology companies that provide convenient and affordable access to suitable financial services to the un(der)banked and un(der)served population in the world”.
- These 100+ FinTechs and the final shortlist of 30 FinTechs are based on scores derived on the basis of a broad set of parameters. These include the sector of FinTechs, geographic location and global presence, the focus area for the FinTechs in terms of consumers or businesses or both, the funding stage of the FinTechs, the funding amount, the annual revenue generated by the FinTechs, growth of customer base, total employee strength, and the founder’s experience.
- We have considered FinTechs launched till December, 2018 for our analysis.



We used a combination of quantitative and qualitative parameters to arrive at a score that defines the position of FinTechs in the quadrant

X-axis: Inclusive impact



Types of customers served (LMI, millennials, women)



Inclusive technology



Accessibility and availability of products and services



Product mix (Number and kind of products offered)



Affordability of products and services

Y-axis: Market strength



Customer growth rate



Licenses and approvals



Funding stage



Types of partnerships



Strength of founders



Total employee strength

Globally, there are various emerging FinTechs to watch out for (In no particular order)



Breathe Life, launched in 2018, is a Canadian InsurTech that helps distributors tap into unserved markets with digital solutions. They recently secured a C\$4.5 million seed funding.



Cassava Fintech, founded in 2017, is a specialist in delivering innovative digital financial solutions across the mobile ecosystem. Based in Africa, this fintech delivers solutions through its strategic partners such as mobile operators.

FIGURE

Launched in 2018, this US-based FinTech offers new access points for consumer credit products using inclusive technologies such as blockchain, AI, and advanced analytics. They have received a total funding of USD 115 million.



Gini is a Hong Kong-based all-in-one personal financial management application that allows users to see spends on all their bank accounts in one place. Launched in 2016, Gini uses data science to learn the spending habits and preferences of users.



Humaniq, based in UK, aids financial inclusion by enabling businesses to reach to the emerging markets. Their proprietary mobile technology and biometric identification aim to reduce fraud and improve security for customers.



Founded in 2017 and headquartered in Berlin, Moeco is a decentralized platform designed to provide global IoT connectivity. They have raised a total funding of USD 1 million so far.



Mt Pelerin is a Swiss project to create a crypto bank in total compliance with regulations. Launched in 2018, Mt Pelerin is defining a protocol to use blockchain for banking services, and building a core banking system that tokenizes the entire bank's balance sheet.



PolicyPal, a Singapore-based company uses blockchain technology to build a decentralized platform to bridge the gap between consumers in developing countries and insurance providers. It raised USD 20 million in an ICO in March, 2018.



TrueLayer offers a toolkit to build financial applications that connect to bank data, verify accounts, and access transactions all the time. This UK-based fintech has raised USD 11.8 million till now.



Launched in 2018, Wise is a digital banking platform for small businesses. They integrate with banking technology to offer cloud based products and services. They have raised a pre-seed funding of USD 1 million so far.

MSC is globally recognized as the local expert in economic, social, and financial inclusion



International FI consulting firm with
20+ years of experience



Developed **250+** FI products and channels now used by
50 million+ people



Projects in **~50** developing
countries

To know more about Inclusive FinTechs, please contact:

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