KYC and KYS platform for AML due diligence
Our ambition

Become the reference software vendor for enterprise integrity solutions, starting with due diligence solutions for the fight against money laundering and fraud.
Corporate Identity

A highly experienced team
On average, 20 years' experience with the most successful software vendors (Anaplan, Axway, SAP, Baracoda, etc.)
KYC: a booming market

Global AML Software market

- **CAGR 12.5%**
- 2017: $1.5 Mds
- 2026: $4.2 Mds

**2017**

- $1.5 Mds

**2026**

- $4.2 Mds

- **40%** KYC
- **60%** Orchestration

**France example**

- ~600 private equity firms
- ~350 credit establishments
- ~250 insurance companies

**Orchestration 2023 = ~200M$**

- **Sponsor: business lines**
  - Chief Compliance Officer
  - Chief Digital Officer
  - COO
  - CIO

**2017**

- ~600 private equity firms
- ~350 credit establishments
- ~250 insurance companies

**Orchestration 2023 = ~200M$**
In France alone:

- Any company with a turnover > 100M€ or 500+ employees must be in compliance with the third party anti-fraud regulations (Sapin 2 law).

- This means 2000 companies, of which only 15% declare themselves compliant in 2018!

- With market and product ready, Flaminem needs to boost commercial effort to capture #1 market position
Market drivers

- Increasing compliance costs
- Higher penalties and stricter controls
- Deterioration of customer experience due to KYC

Customer pains

- Fragmented KYC processes
- Existing diligences are not enforceable against auditors
- Existing home grown tools are too bulky and costly to maintain
- No global view of a diligence
- Lack of archiving and audit trails
The offer:
A unique tool for digitalizing KYC due diligence processes

- **Ultra-simplified end-to-end orchestration of** KYC and KYS processes
- **Positioned** as the enterprise central KYC et KYS tool that allows to digitalize the entire diligence process and avoids silos
- **Highly innovative user experience** designed with business users for business users
A Unique and Innovative UX

- Fully configurable solution
- Risk-based validation workflow
- Dynamic due diligence by risk
- Instantly visible work left
- Modifiable and interactive shareholding graph
- Real-time risk scoring
- Risk history
- Archiving with audit trail and risk history
- Alerts in case of a change of status
Industrial strength solution

- Load capacity for hundreds of thousands of due diligences
- Proven security, meets the requirements of current standards and withstands intrusion tests
- Safety processes established at Flaminem and its subcontractors
- Flaminem is organized to meet the most demanding SLAs, incident management and business continuity
- Can be integrated into the company's IT system
- Available on private cloud
Our customers across France and Luxemburg
$50 bn assets under management

“Solutions around KYC due diligence have so far only been designed to comply with regulations. Flaminem has also allowed us to take into account the user experience of the operational staff who perform these tasks on a daily basis.
This has a significant impact on operational efficiency as well as on the image conveyed by compliance tools in the digital age.”

Julien Belhassen-Bpifrance
Digital Compliance Officer
Financial Security Unit, Bpifrance
Diligence digital cycle

- Increasing compliance costs
- More stringent controls and penalties
- Deteriorating customer relationship

FLOW:
- ENTER BUSINESS RELATIONSHIP
- BUSINESS RELATIONSHIP
- RELATIONSHIP CLOSURE 5+ YEARS
- DATA COLLECTION
- WORKFLOW ON-BOARDING ON-GOING SCORING ALERTS
- ARCHIVING AUDIT TRAIL
Major success factor: User adoption

• Permanent visualization of the progress of the due diligence process
• Work centred on the shareholding graph of the file
• Contextualization of due diligence according to risk
• Orchestration of KYC Ecosystem Services
Visualization of the progress of the due diligence process

On the folder level

On the shareholding chart level

On the shareholder level
Interactive shareholding graph

- Management of the shareholder chain
- Interactions with the stakeholder base
- Identification of UBOs by direct or indirect ownership
- Example of adding a stakeholder
Depending on role

- **Shareholder**

- **Client**
Contextual due diligence

- Depending on risk
  - Low
  - High
Thank you!

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