

FindRisk

Powered by AI

AI-Powered Self-Service SaaS for Enhancing Risk Control and Meeting Regulatory Standards

OVERVIEW

- Company Purpose
- The Big Problem
- What is FindRisk
- Market Opportunity
- Product Structure
- Competition
- Roadmap
- Pricing Strategy
- Team
- Fundraising ask

OUR PURPOSE

Our mission is to use AI to make compliance easier and more beneficial for businesses.

Our platform not only helps businesses meet regulatory standards but also supports sustainable and socially responsible growth

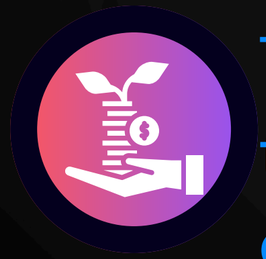
THE BIG PROBLEM



In 2023, approximately €4.8 billion in fines were imposed due to the insufficient AML controls



KYC/KYB questionnaires in Europe are filled more than MILLION times IN A DAY



The onboarding process for customers typically takes around 32 days due to rigorous AML checks and assessments

WHAT IS FINDRISK?

KYC/KYB ASSISTANT



AI-based KYC/KYB questionnaire
Self-service
Autofill onboarding
AI application assistant
AI alerts for KYC officers
Summarized reports
AI-powered monitoring

SCREENING



Sanctions, adverse media, PEP screening
Auditable evaluations
AI alerts for KYC officers
AI-powered monitoring

RISK SCORING

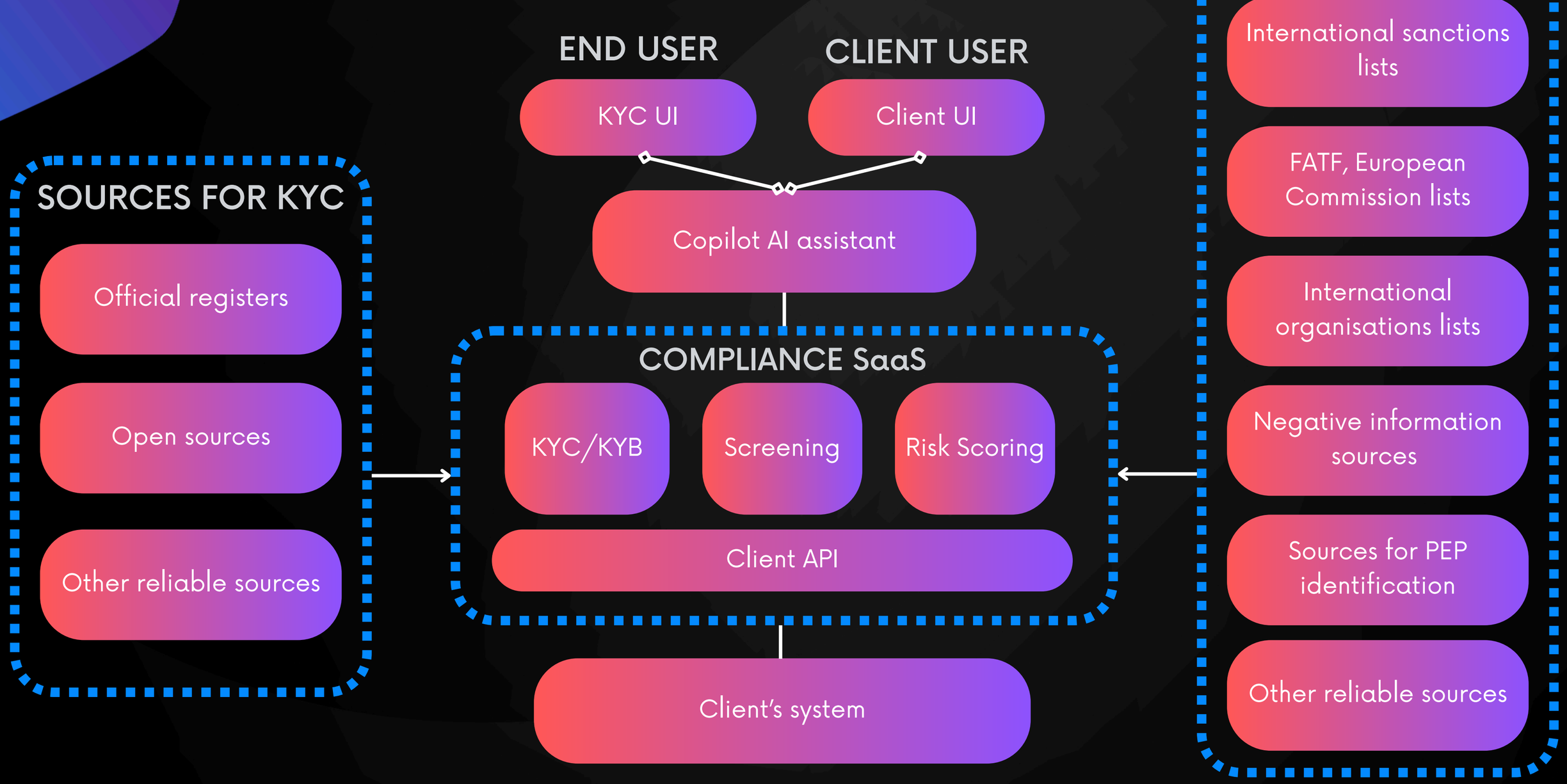


Client’s individual risk scoring
EWRA
Compliance officer assistant
AI automated reviews of business customers
AI-powered monitoring

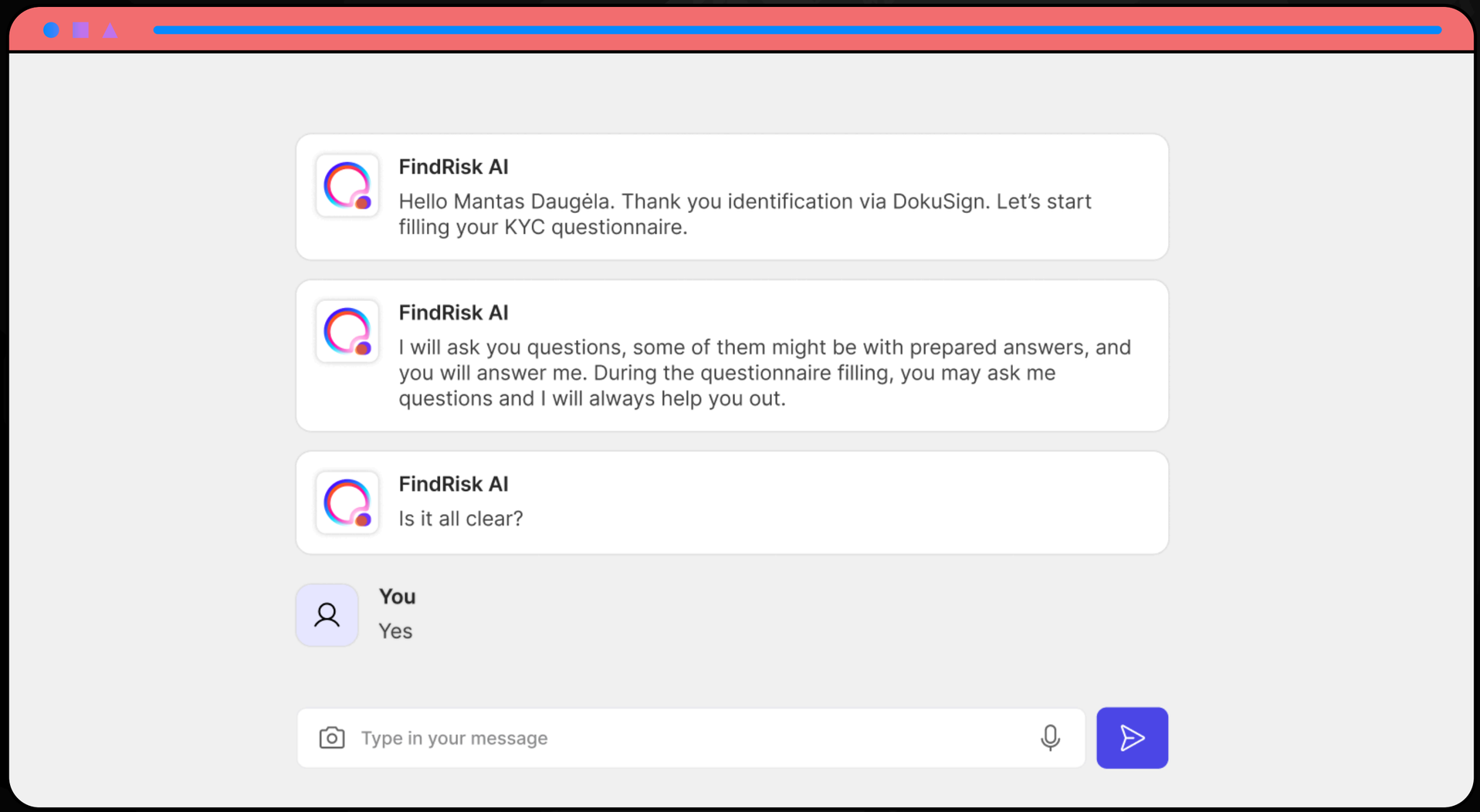
MARKET OPPORTUNITY

- The global enterprise governance, risk, and compliance (eGRC) market is projected to reach 134.86 billion USD by 2030
- Each financial institution within EU must have an AML/CFT officer. Average annual salary per person 60-110k Eur (European Banking Authority Guidelines)
- In EU, there are 5640 monetary financial institutions (MFIs). In USA – 11 534 MFIs and similar type institutions

PRODUCT STRUCTURE



HOW FINDRISK LOOKS LIKE?



COMPETITION

ondato

Ondato

Ondato focuses only on KYC/KYB processes, while **FindRisk handles overall business compliance challenges.**

Regology

Regology is an AI platform for compliance teams worldwide. **FindRisk is for businesses starting their compliance journey.**

Kobalt Labs

Kobalt Labs focuses on AI-powered compliance for data privacy, while **FindRisk helps businesses navigate state regulations and sanction rules.**

sumsub

Sumsub

Sumsub specializes in identity verification solutions for onboarding while **FindRisk focuses on AI-driven real-time risk monitoring and predictive compliance management.**

ROADMAP

August/September

New legal entity, Website, AI model testing

The official start of Findrisk

October

Pre-seed round

750-1M funding round

December

Findrisk MVP

System ready for live

December/January

Client onboarding

Onboarding whitelisted clients

REVENUE MODEL

01

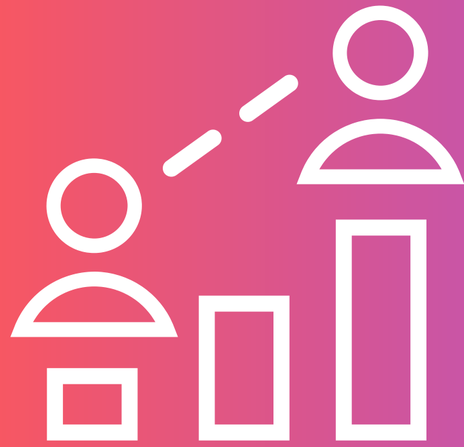
Subscription Plans: Offer tiered subscription plans (Standart, Pro, Premium) with varying features and usage limits.

02

Enterprise Licensing: Customized solutions for large organizations.

03

Integration Partnerships: Collaborate with existing banks as service or CRM tools (e.g., Mambu, Pipedrive and etc) for seamless integration.



PRICING STRATEGY

STANDARD

- KYC/KYB Questionnaire
- Self-Service
- Autofill from Registry
- AI alerts for KYC officer
- Automatic updates and reports
- FindRisk SaaS Platform (1 module) and AI Co-Pilot
- API

150-300 EUR/MONTH
USER

PRO

ALL STANDARD FEATURES

+

- FindRisk Saas Platform (2 Module)
- FindRisk Co-Pilot (Standard)
- Sanctions; PEP; Adverse Media Screening
- Business Information Monitoring

600 EUR/MONTH
+SCREENING PRICE 0.90 Eur per customer

PREMIUM

ALL STANDARD AND ADVANCED FEATURES

+

- FindRisk Saas Platform (3 Module)
- FindRisk Co-Pilot (Premium)
- Compliance Officer (3 hours/month)
- Client’s Individual Risk Scoring
- EWRA (additional cost)

2500 EUR/MONTH
+ EVALUATION PRICE 50 Eur per customer

SO...WHY US?



SAVE COST & INCREASE REVENUE



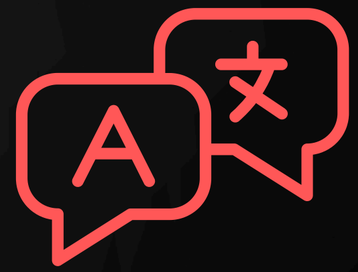
FULLY DIGITAL SELF-SERVICE SOLUTION



ELIMINATE ALL HUMAN ERROR



SECURITY & PRIVACY GUARANTEE



MULTILANGUAGE ABILITIES

OUR TEAM



Mindaugas Petronis

Founder&CEO,
Business
Development,
Strategy



Agnė Daukšienė

Founder,
COO,
Compliance,
Legal



Žilvinas Kybartas

Board member
CTO,
AI,
Technology



Timas Saltanavičius

Engineering,
Computer Science



Mantas Daugėla

Product Owner,
UX/UI



Aistė Uždavinytė

Marketing

MORE ABOUT US



Mindaugas

Warranty Expert

More than 12 years of experience in Fintech and Insurtech, **>100 M lifetime revenue, 10 EU markets&US experience**



Agnė

Expert Lab

More than 19 years of experience in legal and compliance area in banking, fintech and asset management sectors.



Žilvinas

Inventi

More than 20 years of experience in technology, delivering complex systems for Banks and Fintechs



Timas

UBS bank

Software engineer with experience in developing scalable back-end sales and trading applications for investment banks.



Mantas

Hostinger

More than 10 years of experience in developing and designing products (UI/UX), most of it SaaS based platforms.



Aistė

Warranty Expert

More than 5 years global experience in Marketing, mostly in Insurance, Aviation and Fintech sectors.

FUNDRAISING ASK

750-1M
PRE-SEED ROUND

5M
VALUATION

15-20%
EQUITY

100K
TICKET SIZE

FINANCIALS KPIs

3k *

2024 Q2 MRR

50k

2025 MRR
(Forecast)

150k

2026 MRR
(Forecast)

400

CAC
(Forecast)

800

1 client average
monthly
Premium

70%

GROSS MARGIN
(AVERAGE)

FindRisk
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THANK YOU

Let's connect!

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