



Fintech Challenge Myanmar
FCM2020

FINTECH CHALLENGE MYANMAR 2020

Shortlisted Fintechs

Fintech	Country	Key Priority Area	Description of activities / business model	Comments
atyati technologies (www.atyati.com)	India	Digital and Financial Literacy	atyati a fintech company offers GANASEVA platform to financial institutions like banks and NBFCs to cater their rural customers with financial services. The Financial services includes Micro loans, savings, deposits, withdrawal, remittances, TD, RD, utility bill payments via an agent assisted channel. Ganaseva platform offers mobile applications for tab, micro ATM's, POS, net books and a web application to service customers. As part of micro loans, platform supports end to end management of group and individual loan cycle including loan origination, management and collection. As part of agency banking services, agent can service the customer with financial needs like opening a bank account, deposits, withdrawal, fund transfer etc. We have our product implementation around 20 banks in India and overseas. We are servicing more than 40+ million customers through 14,000+ agents in 50,000 villages across 26 states of the country.	
KoeKoe Tech (www.koekoetech.com)	Myanmar	Digital and Financial Literacy	KoeKoe Tech has developed a gamified financial literacy feature, "Finance Manager," in the maymay app, an mhealth app that sends maternal and child health messages in 9 ethnic languages to pregnant women and mothers. The feature seeks to support these women by providing essential financial information and encouraging them to be more digitally and financially inclusive. Our next step is to translate the Finance Manager into ethnic languages including Kachin, Kayah, Kayin and Mon as well as collaborating with financial service providers for technical integration so as to provide Maternal and Child Cash Transfer (MCCT) to women digitally through maymay.	

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<p>ONOW Myanmar Co. Ltd. (www.onow.org)</p>	<p>Myanmar</p>	<p>Digital and Financial Literacy</p>	<p>ONOW is a social enterprise that increases the income and confidence of underbanked populations through business incubation and financial capabilities. Target customers are connected to a bank account and startup loan, guided through digital transactions and business idea creation, and coached through market research, validation, launch and success. ONOW designs and deploys financial services technology to identify, profile, segment, and connect MSMEs to the access to finance and acceleration services needed to succeed and grow.</p>	
<p>ThitsaWorks (www.thitsaworks.com)</p>	<p>Myanmar</p>	<p>Digital and Financial Literacy</p>	<p>ThitsaWorks is a Myanmar financial technology company based in Yangon. Founded in 2016 in Yangon, the company is providing a core banking solution, a microfinance data sharing platform (MCIX) and a financial Chatbot (Pite Pite). ThitsaWorks provides technical solutions to local and international MFIs in Myanmar, including complex MIS implementations, data conversions and the customizing of regulatory reports required by the Financial Regulatory Department.</p>	
<p>Monkiri (www.monkiri.com)</p>	<p>Myanmar</p>	<p>Digital and Financial Literacy</p>	<p>Monkiri is a mobile e-learning platform focusing on improving financial literacy and inclusion. Through modular lessons, users learn about core financial concepts and are exposed to relevant financial service providers.</p>	
<p>Zabai (www.zabai.org)</p>	<p>Myanmar</p>	<p>Digital and Financial Literacy</p>	<p>Zabai AS is providing high-quality education for young people in Myanmar. The education is provided through e-learning, video lessons and blended learning and it is distributed from a platform specifically created for developing countries. Zabai produces all our products locally, by local employees, on a common technical platform for both content creation and distribution. With local production, we ensure relevant local content at a local cost. Zabai is currently present in Myanmar with 15 employees and have had projects with ADRA, UNCDF, Save the</p>	

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			children, Fida, NRC and Swisscontact among others the last two years.	
SDGR LTD (www.Shwedingar.com)	Myanmar	Digital and Financial Literacy	Shwedingar.com is a financial education and product comparison platform providing a vast range of free, unbiased and easy-to-understand finance content. We have over 150 articles on various financial topics as well as over 10 financial product comparisons. Our website content is complemented by our Facebook Page and Facebook Messenger (bot+live).	
AwanTunai (www.awantunai.co.id)	Indonesia	MSME Finance / Alternative Lending	AwanTunai is digitizing the Indonesian FMCG supply chain by acquiring wholesalers, digitizing their operations, and providing their micro-merchant customers with affordable inventory purchase financing and integrated online ordering. Lending operations are low cost due to digitized transaction (inventory purchase) data and the highly predictive nature of transaction data.	
Cropin Technology Solutions (www.cropin.com)	India	MSME Finance / Alternative Lending	SmartRisk is a Predictive and Prescriptive Solution for Risk Monitoring, Mitigation and Forecasting Intelligence. The AI and Machine-learning based platform detects cropping patterns and predicts the future of the crop, thus highlighting the associated risk and opportunity for agri-stakeholders. The businesses can achieve farm-level crop detection and yield prediction through the SmartRisk capabilities that can also establish the historical performance of every pixel at farm/postcode/state/country level by utilizing easy-to-use Connector APIs.	
Crowde (www.crowde.co)	Indonesia	MSME Finance / Alternative Lending	CROWDE is an agriculture-focused fintech startup that empowers farmers across Indonesia with technology and capital. Thousands of farmers and investors across Indonesia have already put their trust in us to accomplish what has not been done before: a farmer-friendly financing ecosystem that put in touch investors seeking attractive returns with farmers that are looking for capital to grow, create employment, and support local communities. e understand how to assess agri-project financing and manage risks pertaining to agriculture.	

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			Beyond connecting investors and farmers we also integrate the entire agriculture ecosystem from suppliers to customers through technology.	
<p style="text-align: center;">Kiu (www.kiuglobal.com)</p>	<p style="text-align: center;">Vietnam</p>	<p style="text-align: center;">MSME Finance / Alternative Lending</p>	<p>Kiu started over 5 years ago as a project to identify the issues faced by farmers MSMEs and SMEs. After interviewing over 600 business owners; Kiu Founders identified that access to finance and digitization are the key needs of these business owners. With high financial institution rejection rates, non-existent credit histories and no collateral to put up to qualify for loans being the most common problems that these small business owners face. Kiu pioneered the idea of software in the cloud for the emerging markets and creating impact using our technology to help SMEs and MSMEs in the ASEAN who are traditionally rejected by traditional financial institutions for loans and credit.</p>	
<p style="text-align: center;">Sarine Myanmar Co. Ltd. (www.shwelan.com)</p>	<p style="text-align: center;">Myanmar</p>	<p style="text-align: center;">MSME Finance / Alternative Lending</p>	<p>ShweLan is a Fintech startup that looks for innovative tech solutions to solve the MSME credit gap in Myanmar. We focus on working capital financing solutions, including invoice discounting and inventory financing and partner with NBFIs and banks to deliver credit to underserved MSMEs. We have developed an Invoice Discounting Platform to support Myanmar banks with the management and verification of invoices in a supply chain-financing product. Our team combines technology and financial services expertise to deliver a turnkey solution to our partner banks combining our technology with consulting services and international best practices.</p>	
<p style="text-align: center;">ZigWay (www.zigway.co)</p>	<p style="text-align: center;">Myanmar</p>	<p style="text-align: center;">MSME Finance / Alternative Lending</p>	<p>ZigWay is a fintech social enterprise based in Yangon, Myanmar. We help people break free from poverty, by harnessing the power of technology. We provide flexible, affordable loans and subscriptions for everyday goods and services via our mobile application. By putting money back into the pockets of our customers, we give them the peace of mind that comes with financial freedom. We work with financial institutions and other partners in order to help them provide their financial services cost effectively with our technology.</p>	

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<p>Mote Poh Co., Ltd. (www.motepoh.com)</p>	<p>Myanmar</p>	<p>MSME Finance / Alternative Lending</p>	<p>Mote Poh helps companies attract, engage and retain key stakeholders with a range of benefits programs: Employee Benefits: We help SMEs provide competitive employee benefits - Discounts, Salary Advance, Telemedicine, Medical Cover (current) - and Auto Savings and Micro Insurance (future). Charity Fundraising: We help local charities fundraise better - with recurring donations and rewards for donors. Customer Loyalty: We help telcos, banks and mobile money companies surprise and delight with customers with tailored Discounts programs.</p>	
<p>Brankas Pte Ltd (https://brank.as)</p>	<p>Philippines</p>	<p>Digital Remittances</p>	<p>Brankas is Southeast Asia's Leading Open Banking technology provider: we partner with financial institutions across the region to help them launch a complete Open API system in weeks, not years. Our technology empowers banks, fintech partners and users to build and activate real-time and secure APIs for payments, identity, transaction data, and more. Our vision is to make modern financial services available to everyone by increasing access and encouraging partnerships between financial institutions and fintech partners.</p>	
<p>Tilt</p>	<p>Mauritius</p>	<p>Digital Remittances</p>	<p>Tilt enables enterprises to make disbursements & collections securely through a network an interoperable digital and cash payment solutions. Tilt is looking to create systemic change in emerging market for enterprise payments by being the most innovative & scalable enterprise payment provider offering ease, choice and control. Ease “Well-designed user interfaces with built in chat support services Choice “ Interoperable digital and cash services with choice to both enterprises and consumers. Control“. The Tilt payment code can validate receipt of funds and support reversals. Strong analytics is a foundation of the offering with a focus on BI and reconciliations.</p>	
<p>Dinger</p>	<p>Myanmar</p>	<p>Digital Remittances</p>	<p>Dinger is a settlement aggregator for social businesses in Myanmar to accept all payments in a single checkout process.</p>	

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<p>Digital Trinity (www.digitrinity.com)</p>	<p>India</p>	<p>Green Finance</p>	<p>We are a Solutions company building solutions for AgTech and Energy domains using Mobility, IoT and Satellite Data analytics for On-boarding of Farmers and Micro-grid providers and then subsequent monitoring of farms and energy assets. Our Product Link2Farm is an end to end solution for capturing farmers demographic data and farm boundaries through a mobile app and provide real time monitoring of the farm using IoT sensors, Satellite imagery and Weather data. Aside Digital Trinity in 2018 assembled locally an Aqua monitoring kit in Yangon that was showcased in ASIA IoT summit by Nokia & Ooredoo. We have conducted pilots in Bago, Mandalay, Yangon , Magway, Ayeyarwady regions of Myanmar using our solution with institutions such as NGO's, Farmer cooperatives, Insurance firm and private agri companies.</p>	
<p>SatSure Analytics (https://satsure.co/)</p>	<p>India</p>	<p>Green Finance</p>	<p>SatSure is a decision intelligence company that works at the convergence of AI, satellite image analytics and financial technology to provide banks and insurance companies with alternate data based risk identification and monitoring capabilities across large areas with high cadence.</p>	
<p>Stonestep (www.stonestep.com.mm)</p>	<p>Switzerland</p>	<p>Microinsurance</p>	<p>Stonestep's team brings international experience in frontier markets plus bespoke IT and methods in order to set up and manage Microinsurance programs. We offer flexible, scalable, quick, and secure solutions through proprietary technology, mobile wallet integrations and first-class insurance expertise. Our company name, Stonestep, signals two concepts: - First, our mission is to provide the solid steps for end customers to achieve greater economic well-being through risk-transfer, and; - Second, we implement through solid steps to give prudential and operational certainty for long-term sustainability. Stonestep began working in Myanmar in 2014, and established its Myanmar subsidiary in 2016.</p>	

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<p align="center">OKO (www.oko.finance)</p>	<p align="center">Israel</p>	<p align="center">Microinsurance</p>	<p>OKO creates and distributes crop insurance to smallholder farmers in emerging countries, to secure their income and give them access to financial tools. We use simple mobile technologies to be accessible to anyone with a phone, and we automate claim verification using satellite data and images. OKO is currently available in Mali and Uganda.</p>	
<p align="center">Common Health Myanmar (www.commonhealth.com.mm)</p>	<p align="center">Myanmar</p>	<p align="center">Microinsurance</p>	<p>Common Health is a purpose-driven company that uses digital technology to advance universal health coverage. We deliver mobile-first health insurance experiences that make financial protection accessible to families at the base of the pyramid for the first time. We use artificial intelligence, data analytics and other cutting-edge technologies to manage risk and maintain efficiency without sacrificing quality. And we combine insurance with health benefits like remote primary care and doctor referrals to drive user engagement and retention. Building on our team's experience launching and scaling Asia's largest technology-enabled health microinsurance program, Common aims to reach 100 million beneficiaries by 2025.</p>	
<p align="center">AgUnity (www.agunity.com)</p>	<p align="center">Australia</p>	<p align="center">e-KYC / e-Identity</p>	<p>AgUnity (powered by Axsari) aims at changing the lives of smallholder farmers in the world by tackling issues of a lack of trust, corruption & graft, poor record-keeping and farming inefficiencies. AgUnity app, smartphone and blockchain-based solution is an instance of an app that is built by Axsari and on the Axsari platform, a customized version of the Android OS that has been specifically designed to deal with low-connectivity environments and high costs of telecommunication transmissions. The platform is a readily adaptable service-based blockchain that offers unprecedented turnaround time on software solutions by licensing access to its extremely secure technology stack, while providing custom development for specific applications to suit every clients' needs. Its solution encompasses blockchain, distributed ledgers, cryptography, tokens, and offline or low bandwidth capabilities are well suited as practical approach to solve the dilemma faced by many underserved communities.</p>	

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<p>Cynopsis Solutions (www.cynopsis-solutions.com)</p>	<p>Singapore</p>	<p>e-KYC / e-Identity</p>	<p>Cynopsis Solutions is a multi-award winning Regtech company founded by Banking & Compliance industry veterans who came together to innovate and reduce the regulatory pain points faced by banks and financial institutions in the customer onboarding and due diligence processes. By combining our regulatory knowledge and the latest functional technologies, Cynopsis Solutions has built a suite of scalable and secure e-KYC / AML / CTF solutions to enable competitive advantage for clients. Our end-to-end solution is designed according to the global FATF recommendations and is already helping more than 1,600 clients globally achieve better regulatory outcomes, improve efficiency and reduce cost.</p>	
<p>Musoni (http://musonisystem.com/)</p>	<p>Kenya</p>	<p>e-KYC / e-Identity</p>	<p>Musoni is the leading cloud core banking and digitalisation partner for microfinance. Our goal is to help MFIs to improve efficiency, reduce costs and expand their outreach into the rural areas where the unbanked live. We do this through a personal, hands-on approach, ensuring we fully understand the operations and challenges of each of our partners. Today we support 73 MFIs, serving over 1.5MM low income individuals. Aside from the CBS, we specialise in helping MFIs to use technology, including SMS for improved communication with customers, integration with mobile money, credit scoring, and the move from paper to e-KYC applications.</p>	