

# FINTECH FOR FINANCIAL INCLUSION

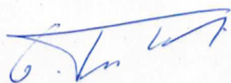
The European Fund for Southeast Europe (EFSE) warmly welcomes you to the inaugural Fincluders Startup Challenge.

For over a decade, the EFSE has supported micro and small enterprises in Southeast Europe and the European Eastern Neighbourhood Region with EUR 5 billion in funding for 730,000 small businesses and private households. Beyond the funding, the EFSE has supported the 'entrepreneurship ecosystem' also via Technical Assistance, providing EUR 16 million to over 300 projects for capacity building of financial institutions, youth entrepreneurship and access to responsible finance.

To engage with the huge opportunities offered by financial technology to deliver broader, more cost effective and transparent financial services, the Fund's Development Facility has launched the Fincluders Startup Challenge competition to identify innovative Fintech startups who are committed to financial inclusion.

From nearly 100 entrants, 15 finalists have emerged with fresh ideas to expand financial inclusion, increase entrepreneurship, and bolster small businesses. I am looking forward to be inspired, excited and to explore the future of financial inclusion for our partner countries.

Best regards,

A handwritten signature in blue ink, appearing to read 'C. Tiskens', is written over a light blue rectangular background.

Christoph Tiskens

Chairman of the Board of the European Fund for Southeast Europe



# DAY 1 – 28 NOVEMBER: Learn, work, exchange and have fun in Berlin!

## **09:30 – 13:00 MENTORSHIP SESSIONS**

Get to know all the participating startups from all over the world

Extensive mentoring from financial technology experts, corporates, entrepreneurs, investors and more

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## **13:00 – 14:00 LUNCH**

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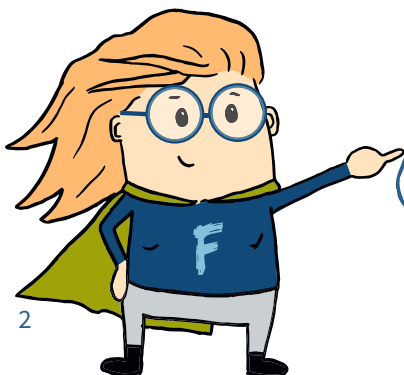
## **14:00 – 18:00 „FINTECH STARTUP“ SAFARI – MEET OTHER STARTUPS IN BERLIN**

Participating startups have the chance to visit startups, accelerators and incubators in Berlin

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## **19:00 – 21:00 BERLIN TOUR**

Experience Berlin: a tour of the city at night



### **WHERE?**

Newest co-working space in Berlin!

Space Shack

Hauptstraße 19

10827 Berlin

# DAY 2 – 29 NOVEMBER: PITCH, MEET & NET- WORK

**15:30 – 16:00    REGISTRATION**

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**16:00 – 16:30    WELCOME AND OPENING REMARKS**

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**16:30 – 17:30    ROUND ONE OF STARTUP PITCHES**

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**17:30 – 18:00    BREAK FOR SNACKS, DRINKS, SOCIALISING**

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**18:00 – 19:00    ROUND TWO OF STARTUP PITCHES**

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**19:00 – 19:30    BREAK FOR DRINKS, SOCIALISING**

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**19:30 – 20:00    THE TOP 6 STARTUPS FACE THE FINAL CHALLENGE!**

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**20:00 – 20:30    AWARDS CEREMONY AND CLOSING REMARKS**

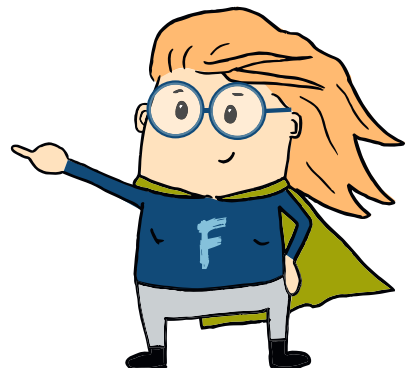
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**20:30 – 23:00    NETWORK, SOCIALISING, FOOD AND DRINKS**

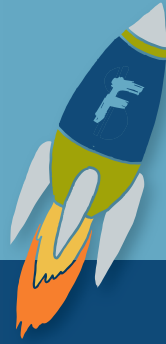
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## **WHERE?**

Academie Lounge  
Köthener Str. 44  
10963 Berlin







# STARTUPS



# QuickCash



Mariami Rusishvili  
CEO

**Name:** Quick|Cash  
**Country:** Georgia  
**Website:** [www.qcash.ge](http://www.qcash.ge)

**Quick|Cash** offers an innovative credit scoring and loan underwriting platform for small businesses in frontier markets based on a fully online algorithm. It targets the access to finance gap in Georgia and Eastern Europe. Its client niche is micro, small and medium businesses burdened with collateral, limited access to working capital, growth potential, and a need for quick and low-cost loan processing and unconventional underwriting that is purely automated and online.

**Impact:**

Quick|Cash heavily contributes to providing the working capital, the essential financial means for growth of small business that is not served by the conventional financial institutions.

# NOTES

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Ender Varlik  
CEO/Founder



Omur Filiz  
Co-Founder

**Name:** Kredico  
**Country:** Turkey  
**Website:** [www.kredico.com](http://www.kredico.com)

**Kredico** is an online lending platform, which enables borrowers to access personal loans by using borrowers' social network data in addition to their payment history for assessment of their creditworthiness. It helps banks to better understand their customers and it brings new customers to banks too. Banks may offer new products to its customers using Kredico's online platform benefiting from its low cost of operations.

**Impact:**

Kredico helps underbanked customers by providing them with a credit score and facilitating their access to affordable loans offered by banks.







Grant Taylor  
Founder/CEO

**Name:** Quotanda  
**Country:** Mexico  
**Website:** [www.quotanda.com](http://www.quotanda.com)

**Quotanda** is a lending as a service (LaaS) platform that enables organizations (schools, lenders, foundations and government agencies) to set up student financing programs to make education more affordable. Quotanda offers a comprehensive white-label solution for its partners including: mobile-enabled loan origination, automated credit decisions, extended loan servicing, and default management.

**Impact:**

Quotanda democratizes access to education and makes education affordable globally, by connecting thousands of lenders and schools to millions of students.





Nino Cosic  
Co-Founder & CMO

**Name:** Circle.Money  
**Country:** Croatia/Serbia  
**Website:** [www.circle.money](http://www.circle.money)

**Circle.Money** helps you take care of your claims and debts - paperless, safe and fast. Its aim is to disrupt the current national debt settlement landscape and become the provider of the most innovative, secure, cross-border solution for debt settling. Circle.Money guarantees top-of-the-line infrastructure and process simplicity to all its consumers.

**Impact:**

The service is proactive and provides ethical solution to debt settling as it is voluntary and helps companies to resolve/avoid solvency issues without impacting the solvency of other companies.





Rade Strizak  
CEO and Co-Founder



Dordije Sipcic  
CFO and Co-Founder

**Name:** Yutransfer  
**Country:** Bosnia and Herzegovina  
**Website:** [www.yutransfer.com](http://www.yutransfer.com)

**Yutransfer** is a money remittance company focused on emigrants from all South East Europe countries living abroad. Sending and receiving money is done in a seamless and user-friendly way also at the fraction of the cost of traditional money transfer providers. Yutransfer also provides its customers with a prepaid MasterCard and service is available 24/7.

**Impact:** Yutransfer supports financial inclusion and bank card usage awareness in an area where card transactions are still lower than the EU average.





Mehmet Memecan  
CEO/Founder

**Name:** Tarfin  
**Country:** Turkey  
**Website:** [www.tarfin.com](http://www.tarfin.com)

Through its cloud-based platform, **Tarfin** connects retailers' open credit sales with the lending capability of financial institutions. Tarfin's financing partners provide retailers with competitive receivable financing for sales to credit-worthy, yet underbanked farmers. Retailers that use Tarfin minimize their receivable risks and have easy access to a cheap source of working capital. Tarfin also helps member retailers better manage receivable risk with the country's first farmer credit risk scoring system.

**Impact:**

Tarfin connects underbanked farmers with competitive lending facilities, thus facilitating financing without the hassle of visiting banks, putting up collateral and filling out countless pages of paperwork.







Larry Christopher Bates  
Chief Security Officer/President

**Name:** Bitland  
**Country:** United States of America  
**Website:** [www.bitland.world](http://www.bitland.world)

**Bitland** is an organization that aims to provide services to allow individuals and organizations to survey land and record deeds onto the Bitcoin Blockchain. As the pilot project is working out of Kumasi, Ghana the team is looking to expand their reach further into the African continent. As the organization grows, they look to build infrastructure in developing countries to potentially unlock billions of dollars in untapped property rights.

**Impact:**

The Bitland team serves as the liaison between the people needing to register land titles, and the officials that currently hold the access to the physical databases and is assisting governments in solving land disputes in areas that are currently beyond their reach.

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Genevieve Leveille  
Founder/CEO



Maxson J.Y. Tee  
Co-Founder/Engineer

**Name:** AgriLedger  
**Country:** United Kingdom  
**Website:** [www.agriledger.com](http://www.agriledger.com)

**AgriLedger** is a Mobile App that records and transacts incorruptible truth using blockchain technology. AgriLedger aims to empower smallholder farmers through data and to create a sustainable financial ecosystem to support them and their communities. AgriLedger helps farmers and co-operatives plan the distribution of produce more effectively: to find a market for their goods and to prevent waste.

**Impact:**

AgriLedger helps underserved smallholder farmers gain access to the financial system and generate sufficient annual earnings, thus alleviating poverty and empowering them and their families.





# FarmDrive



Mary Joseph  
Director of Partnerships & External

**Name:** FarmDrive  
**Country:** Kenya  
**Website:** [www.farmdrive.co.ke](http://www.farmdrive.co.ke)

**FarmDrive** is a Kenyan-based social enterprise that connects underserved smallholder farmers to financial services, while helping financial institutions cost effectively increase their agricultural loan portfolios. Using simple mobile phone technology, alternative data sets, and sophisticated data analytics, FarmDrive has built a credit risk scoring algorithm to assess small-scale agricultural lending risk.

**Impact:**

FarmDrive will not only unlock millions of dollars of previously risk-averse capital for smallholder farmers, it will improve the livelihoods of entire communities, thereby alleviating poverty, hunger, and inequalities.

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**bettervest**  
*nachhaltig · effizient · rentabel*



Patrick Mijnaals  
Managing Director

**Name:** bettervest  
**Country:** Germany  
**Website:** [www.bettervest.com](http://www.bettervest.com)

**bettervest** is the world's first crowd investment platform where people are able to jointly invest in renewable energy and resource efficiency projects from established enterprises, NGOs and local authorities at levels as low as 50 euros. In return they receive interest, which is paid by the project owner and generated by the savings that the new technology creates. In this way, the bettervest platform opens up the market domain of energy efficiency to private investors.

**Impact:**

bettervest supports sustainable energy efficiency projects that have been analyzed by experienced energy efficiency consultants, that lower carbon emissions, provide more energy independence and support the local economy by saving costs. It raises awareness for energy efficiency in society and the economy.







Anton Sergeev  
Founder



Martin Damaske  
CFO/Co-Founder

**Name:** europeone  
**Country:** United Kingdom  
**Website:** [www.europeone.com](http://www.europeone.com)

**europeone** is designed to enable banking for the bottom of the pyramid, those who cannot get bank accounts because of language, documentation and other barriers. It will help intra-EU migrants obtain a bank account that suits their needs, enabling them to work across borders, as well as helping them to support their families back home with low fees. The europeone bank is location independent and offered in most European languages.

**Impact:**

europeone is the mobile first pan-European bank aimed at serving the more than 30 million intra-EU expats, to foster integration and unification of banking in Europe.





Nagip Krasniqi  
CEO/Founder



Ardian Spahiu  
Legal and PR

**Name:** BonFinance  
**Country:** Kosovo

**BonFinance** is a startup company with the concept of transforming the current money transfer and payments system in Kosovo and the Western Balkans. The key idea is to disrupt the current conventional (inter)national money flow to/from and within the Western Balkans, by creating the missing link to the integrated European payment and money transfer stream.

**Impact:**

BonFinance aims to simplify the money flow to and from the Balkan region and offer these services at more affordable prices while shortening the processing time to the industry best standards.

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Shota Giorgobiani  
CEO



Giorgi Mirzikashvili  
CFO

**Name:** Optio AI  
**Country:** Georgia  
**Website:** [www.optioai.com](http://www.optioai.com)

**Optio AI** is a personal finance assistant based on an artificial intelligence powered chatbot. Mixing automatic data analysis & manual interaction, it helps low & mid income individuals & families to manage their finances in an easy, effective & fun way. Optio AI aims to change the existing approach of personal finance management and take it from “accounting” level to “assistance” level.

**Impact:**

Optio AI is making money management efficient and affordable for everyone, with any level of financial literacy and accounting background.

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TAQANU



Balázs Némethi  
Founder



Ilja Bakx  
Lead Developer

**Name:** Taqanu  
**Country:** Norway  
**Website:** [www.taqanu.com](http://www.taqanu.com)

**Taqanu** is a bank for refugees, making banking available for all, regardless of available documentation and residency. As a digital bank customers of Taqanu can create an identity and become beneficiaries of financial services. The focus lies on creating creditworthy identifications for refugees, which help to validate the financial personhood of the victims of social strife.

**Impact:**

Taqanu Bank gives a much needed fresh start to otherwise isolated groups, through the disbursement and deposit of funds as well as through the development of credit histories; so that these groups do not remain at the margins of society.



# NOTES

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Ashish Gadnis  
CEO

**Name:** BanQu  
**Country:** United States of America  
**Website:** [www.banquapp.com](http://www.banquapp.com)

The first ever blockchain Economic Identity technology (patent pending) platform and network that enables a secure and immutable platform for creating economic opportunities for people who are refugees and living in extreme poverty. The **BanQu** network uses a proprietary (patent pending) method to create a mashup of selfie plus other key human characteristics / biometrics for people with no access to technology or banking.

**Impact:**

BanQu unlocks access to finance and opens new opportunities for the poorest in emerging markets.



# JURY & MENTORS



## JURY MEMBERS



**UWE SCHOBER**  
Head of Equity Investments  
Finance in Motion



**NASIR ZUBAIRI**  
Fintech Advisor,  
Entrepreneur and Investor



**CHRISTOPH FREYTAG**  
Managing Director  
ProCredit Bank



**PAUL MORGENTHALER**  
Senior Investment Manager  
CommerzVentures

## MENTORS



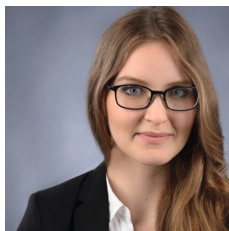
**AIAZE MITHA**  
Chief Mobile Financial  
Services Officer  
Tiixa



**JÖRG SANDROCK**  
Partner  
PwC | Strategy & Financial  
Services Practice



**NASIR ZUBAIRI**  
Fintech Advisor,  
Entrepreneur and Investor



**CELINE SCHMIDT**  
Associate - Payments,  
Fintech & Innovation  
KPMG



**AMEYA UPADHYAY**  
Principal, Investment Team  
Omidyar Network

## THE JUDGES

### **1. Nasir Zubairi – Fintech advisor, entrepreneur and investor**

Nasir is a Fintech advisor, an entrepreneur and an investor. He has been in financial services for nearly 20 years. Nasir spent 13 years working within capital markets at RBS, ICAP, HSBC and EBS. He has been immersed in the Fintech and startup sector for the past six years. As an entrepreneur, Nasir has built multiple Fintech businesses across verticals. He has advised the boards of leading financial institutions, central banks and governments. Nasir is included in the “Top 40 innovators shaping the future of financial services” by The Wall Street Journal/Financial News. Nasir has a BSc from the London School of Economics and is a Sloan Fellow from London Business School.

### **2. Uwe Schober – Head of Equity Investments, Finance in Motion**

Uwe is responsible for equity investments for the SANAD Fund for MSME. Previously, he spent more than twelve years in various positions with UBS and Morgan Stanley working in M&A and helping to raise capital (equity, debt and hybrids) for different companies in a various industries. He also assisted high technology firms in Moscow to access the Russian market. Uwe holds an economics degree from the VWA Stuttgart, an MBA from London Business School and an MA in Documentary Photography from LCC.

### **3. Paul Morgenthaler – Senior Investment Manager, CommerzVentures**

Paul Morgenthaler is a Senior Investment Manager with CommerzVentures, the Fintech fund of Commerzbank. With a background in the nonprofit sector and his penchant for sustainable investment, he is following the financial inclusion space with close interest. In his previous position as Chief Scientific Officer for Finanztip, he provided consumer financial advisory via their website. Earlier in his career, he co-founded and successfully exited a Fintech startup in the credit rating space (PSR Rating). He also advised banks in setting up greenfield operations with The Boston Consulting Group. Paul is a mentor with Startupbootcamp Fintech and Techstars. He holds an MBA degree from Harvard University, where he received the Satchu Burgstone Prize for Entrepreneurship.

### **4. Christoph Freytag – Managing Director, ProCredit Bank**

Christoph Freytag, born in Bremen in 1967, married and the father of three children, is a qualified banker and economist. From 1996, he served as a consultant in Russia, then as a member of the management board of KMB Bank (Russia) and of the ProCredit banks in Bulgaria and Serbia. In 2004 he became managing director of IPC GmbH,

the international consulting company that founded ProCredit Holding. He oversaw the licensing and foundation of the ProCredit Bank in Germany from the outset and is now the Management Board member with responsibility for the areas of business and private client support, transaction business, treasury, IT, communication and HR. Christoph Freytag is also member of the supervisory board of ProCredit Bank (Bulgaria) EAD and treasurer of the Eastern Europe Business Association of Germany e.V.

## THE MENTORS

### **1. Aiaze Mitha – Chief Mobile Financial Services Officer, Tiaxa**

Aiaze Mitha is a seasoned Fintech expert. He joined Tiaxa as Chief MFS Officer in September 2014 and is in charge of Tiaxa's nanocredit business in the global mobile financial services space. Prior to Tiaxa, Aiaze founded Amarante Consulting and was lead MFS expert for IFC (World Bank) in Africa and Latin America. Over the last 8 years, he advised mobile operators, financial institutions and policymakers with their mobile financial services initiatives globally. Before that, he directed M-Paisa for Roshan in Afghanistan. Aiaze holds a Masters of Science degree from University of Quebec and a BA from Telecom Paris.

### **2. Ameya Upadhyay – Principal, Omidyar Network**

Ameya Upadhyay is a Principal in the investment team at Omidyar Network. He focuses on the firm's Fintech and financial inclusion efforts and invests in organizations that have the potential to create economic opportunities for individuals in Africa, Europe, Myanmar and India. The portfolio he manages includes first movers in India across micro-enterprise lending, digital retail lending, merchant cash advance, online brokerage etc. He has been active in Myanmar for the last two years and is closely following the emerging mobile money ecosystem, in addition to making grants to non-profit organizations which are creating sector-wide public goods.

Prior to joining Omidyar Network in 2012, Ameya was a consultant at Bain & Company where he developed strategies for industry leaders to drive growth and enhance operations across a range of sectors, focusing on telecom, media and technology. Ameya received a bachelor of engineering from the Delhi College of Engineering and an MBA from the Indian Institute of Management Ahmedabad.

### **3. Jörg Sandrock – Partner, PwC | Strategy& Financial Services Practice**

Jörg Sandrock is a Partner in PwC | Strategy& Financial Services Practice and leads the Strategy& digital platform in Europe for financial services. Prior to consulting he worked for 3 years at Deutsche Bank at an IT Think Tank and a corporate venture fund. Jörg finished his PhD and his diploma in Business Engineering at the University of Karlsruhe.

Holding 14 years of professional experience Jörg advises senior executives on strategic issues such as digital transformation, ecosystem, IT and innovation strategy, information strategy, and the strategic use of technology to achieve business and growth objectives.

### **4. Nasir Zubairi – Fintech advisor, entrepreneur and investor**

Nasir is a Fintech advisor, an entrepreneur and investor. He has been in financial services for nearly 20 years. Nasir spent 13 years working within capital markets at RBS, ICAP, HSBC and EBS. He has been immersed in the Fintech and startup sector for the past six years. As an entrepreneur, Nasir has built multiple Fintech businesses across verticals. He has advised the boards of leading financial institutions, central banks and governments. Nasir is included in the “Top 40 innovators shaping the future of financial services” by The Wall Street Journal/Financial News. Nasir has a BSc from the London School of Economics and is a Sloan Fellow from London Business School.

### **5. Céline Schmidt - Associate - Payments, Fintechs & Innovation, KPMG**

Céline is member of the Payments and Innovation team with strong focus on Fintechs and innovations. She has previously supported the KPMG Alliance Management Team and has collected experience in managing onboarding and operational care of new strategic partnerships. Through her previous projects she gained a broad understanding of the digitalization and innovation processes within financial institutions. In addition she brings her knowledge of the German Fintech startups scene, its chances and needs.