

The Fenergo Story

Accelerating Business Growth through
Innovation, Community and Data



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Solving the Financial Services Challenge

In the wake of the 2008 financial crash, many financial institutions (FIs) struggled to comply with an increasing list of regulatory obligations designed to provide the governance needed to thwart another financial crisis.

However, this very well-intentioned action produced a series of unintended consequences, including a more procedural and lengthy compliance process. This in turn, impeded the ability for FIs to onboard clients in a timely fashion, thereby killing the client experience.

Fenergo was established to help financial services firms reduce risk and manage compliance, creating a client experience that meets modern client expectations and demand. Our industry leading Client Lifecycle Management (CLM) software solutions provide FIs of all sizes with solutions to accelerate business growth through regulatory compliance, digital enablement and operational efficiency.



Fenergo CLM SaaS Solutions in a Snapshot

Fenergo's SaaS solutions transform the client experience by offering a faster, more efficient way to onboard and operate across the client lifecycle, unlocking new revenue potential for financial firms that can deliver excellent client experience.

Future-proofing regulatory obligations and driving operational efficiencies is at the heart of what we do. Fenergo CLM digitally orchestrates client journeys through every stage of the client lifecycle from initial onboarding and KYC to continuous monitoring and client offboarding.

Fenergo's SaaS solutions include:

Fenergo dynamically manages the complexity of any client type, any product type and every client journey across all segments, channels and devices, offering clients and their customers a frictionless digital experience.

By offering a modular approach to digitalizing the client lifecycle, Fenergo enables FIs to choose to solve for a particular pain point e.g. KYC or Transaction Monitoring. Alternatively, FIs can digitalize the full end-to-end client lifecycle process in one go or build up over time.



// We have tracked Fenergo for many years and have been impressed with its strong market position, innovative technology and consistent strong positive feedback from a customer base of large financial institutions. Marc Murphy and his team have proven their strength year after year in this very demanding industry..."

- Benoît Ficheur, Partner in charge of growth investments at Astorg

Fenergo – Our Growth Story

Over the last 15 years, Fenergo has experienced significant global growth, cementing our position as industry standard for Financial Crime and Compliance, and Client Lifecycle Management software solutions.

Unicorn Status

In 2021, Fenergo earned Unicorn status (valued at \$1bn) after being acquired by Astorg and Bridgepoint, with a combined AUM of \$39bn. Less than a year later, Fenergo completed its first acquisition by acquiring Sentinels AI, a financial crime company specializing in AI-powered Transaction Monitoring solutions.

Starting out with a handful of professionals in its headquarters in Dublin, Ireland, Fenergo now counts 850+ bright and talented CLM, digital transformation and regulatory experts across 17 offices worldwide.

Our subject matter experts bring rich and deep domain experience spanning regulation, financial services operations and SaaS technology. Each and every one of our employees are focused on creating and delivering best-in-class technology solutions that meet the specific regulatory and technology needs of financial institutions today.



North America

EMEA

APAC





No.1 for CLM & KYC Technologies

With 100s of successful implementations under our belt, Fenergo is globally recognized by industry experts for our commitment to future-proofing FIs with next-generation technologies.

We consistently rank as the number one provider of Client Lifecycle Management and Know Your Customer (KYC) solutions by the analyst community including Chartis Research, Aite Novarica Group and Celent.

In 2023 alone, Fenergo won coveted industry recognition with publications and analysts alike such as:

Winner:
Best CLM, KYC and
OpsTech - Onboarding




Anti-money laundering
product of the year
Fenergo



Fenergo
Winner:
Client Lifecycle Management

fenergo
is an AIFinTech100 company



Winner:
Best in Compliance
Management



Winner
Fenergo
Best Client On-Boarding Solution
A-TEAM GROUP



Winner:
Best Regulatory Change
Management Solution





fenergo Client Council

Client-Centric & Community-First

What sets Fenergo apart is its community-backed approach, which incorporates best practice solutions from a client community comprising over 155 regulated global FIs. This collaborative approach ensures that Fenergo's solutions are not only innovative but also tailored to meet the real-world needs and challenges faced by FIs around the world.

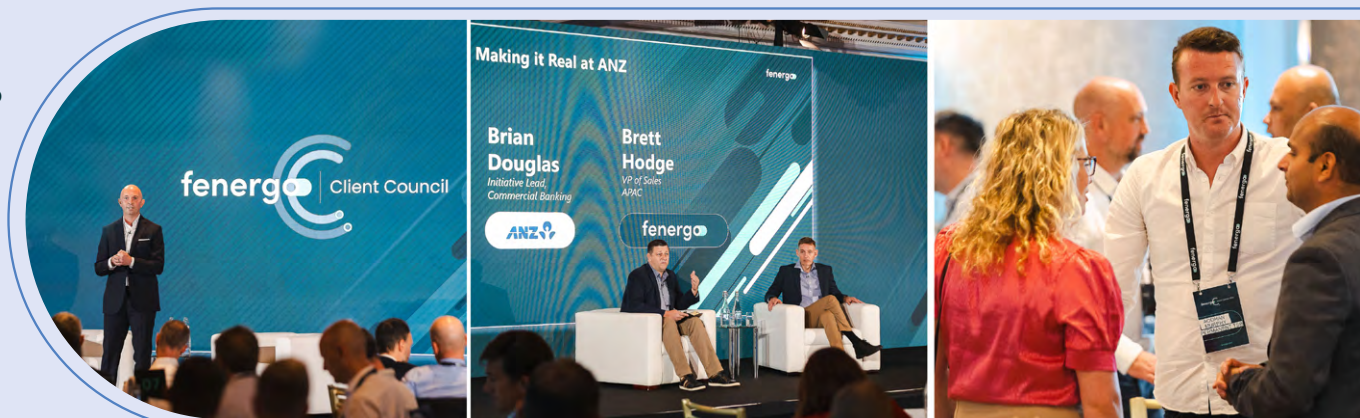
Fenergo's client-centric and community-led approach redefines client onboarding and guarantees regulatory compliance. With our co-designed model, we offer a powerful business rules engine that adapts to your specific needs.

Fenergo harnesses the power of our global client community through a series of working groups, events and ongoing communications. Each client organization has a Client Portfolio Lead who navigates the clients through their Fenergo journey from initial onboarding to go-live to ongoing engagement throughout the relationship.

Fenergo's clients have an active voice in our product and regulatory roadmaps, playing a pivotal role in shaping the development of our solutions through participation of our multi-themed working groups held each quarter in each region. During these working groups, clients can battle test our products before they go to market, enabling us to deliver industry-validated technology that provides a solution to the challenges experienced by FIs today and in the future.

The highlight of our year is the gathering of all of client advocates and leaders for one week every year at our Global Client Council where we collaborate, educate and share best practice ideas and strategies to collectively advance our knowledge, expertise and peer networks together.

Thanks to our extensive global network, Fenergo is uniquely positioned to address both segment-specific and regional nuances, ensuring a tailored and comprehensive solution for your business.





Award-Winning Client Implementations

It's not just Fenergo that's been internationally recognized by market experts. Our clients have also received accolades and awards for the successful implementation of our technology.

Discover the client stories behind the award wins:



**BNP Paribas:
Celent Model Bank Award**

Our client, BNP Paribas S.A. won the Celent Model Risk Manager Award for 'Legacy and Ecosystem Transformation' for its groundbreaking OneKYC project, a Fenergo implementation.

The global financial institution won the award for the implementation of Fenergo's CLM solution for its 'One KYC' project, a group-wide utility for collecting, storing and maintaining information and documents for KYC, onboarding and more for its corporate clients across all business lines and countries.

One KYC has enabled BNP Paribas to realize its ambitions in creating a single client view that increases transparency between entities operating within its entire global network, improving time to revenue and client experience.



**Bank ABC:
IBSi Global FinTech Innovation Award**

Bank ABC set out to become the "bank of the future" and transformed its group-wide onboarding process for corporate clients with Fenergo's SaaS CLM solution.

The technology provided the bank with a single-client view that automated KYC, AML and regulatory compliance steps, whilst enabling the Bank to grow its global customer base, eliminate operational inefficiencies and open corporate accounts in a matter of hours.

Watch Our Explainer Video

Click on the video link to see more information on what Fenergo's CLM Solution offers.

Next Step: Explore Fenergo Client Lifecycle Management

Fenergo's SaaS CLM solutions revolutionize the way FIs navigate the intricacies of client onboarding, KYC processes and ongoing compliance.

From accelerated client onboarding to improved operational efficiencies, enhanced risk management and reduced total cost of ownership, discover how Fenergo CLM is helping FIs in a new era of digital transformation. Find out why leading banks choose Fenergo and how our partner ecosystem accelerates innovation and integration.

For further information about Fenergo

Visit www.fenergo.com

Email us discover@fenergo.com