## COMPANY PROFILE 2024 FINAP



FINAP WORLDWIDE FINTECHNOLOGY ASIA PACIFIC LANKA

## **OUR VISION**

"To be the Most Accepted Solutions Provider through Simplicity"

## ABOUT OUR COMPANY

FINAP is a renowned FinTech solutions provider that specializes in providing core banking, digital banking, and mobile banking solutions. We employ the best minds in the banking and finance space to envisage our FinTech concepts. Constant re-engineering and extensive market research ensure the best user experience, which helps sustain our customer-centric approach.

Every FINAP application is built upon four fundamental principles:

- User Experience
- Open API Platforms
- ▶ Parameterization
- ► Scalability

FINAP is an ISO 9001:2015 certified process-driven organization. We have won many accolades in recognition for our constant innovation in the FinTech domain and the quality of our products & services. We have diversified from our FinTech origins to facilitate bespoke software development, workflow automation, fleet management, and tech resource augmentation.

### OUR COMMITMENT

**STABILITY** – FINAP solutions have the strength to withstand every challenging condition successfully.

**SECURITY** – FINAP solutions possess the best architecture and take the best security practices into consideration in design, development, and implementation.

**QUALITY** – We leverage our expertise to develop a solid software foundation for your organization that is reasonably defect-free and cost-effective.

## **OUR VALUES**

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• One Team - We always help and encourage each other

Achievement - We always celebrate everyone's success

Customer Excellence - We always prosper through making our customer's business the best

Governance - We always do the right thing, at the right time, and all the time

Corporate Social Responsibility - We always do our best to deliver solutions that are sustainable

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## **OUR** LEADERSHIP



#### **KUTILA PINTO**



Founder/ CEO

A C-suite banker and entrepreneur with a distinguished career spanning Sri Lanka, the United Arab Emirates, Australia, and the Pacific, who formerly held senior positions in major banks such as Nations Trust Bank and was the General Manager of the Solomon Islands and Director Retail for Westpac Pacific Bank. A career highlight was launching Pan Oceanic Bank, the Solomon Islands' first national bank. Kutila also founded and led the expansion of FINAP. He holds a bachelor's degree from Victoria University in Australia and an MBA from Cumbria University in the United Kingdom, and he is a member of major banking institutes such as FINSIA and LIBF. He is also a CASA-certified private pilot and an FAA-certified commercial pilot. Kutila is a Graduate of the Australian Institute of Company Directors

## **OUR OPERATIONS IN INTERNATIONAL MARKETS**



We have established our corporate offices in Sri Lanka, Bahrain, and Australia. Our agents in the APAC region and Africa help us reach international markets and grow FINAP into a global brand.

## OUR PRODUCTS





#### THE BANKING SOFTWARE

ECOru provides an all-inclusive, modern, yet simple digital Core Banking System (CBS) built to empower small to more complex financial institutions & banks. Designed by industry specialists in accordance with international standards, ECOru offers Financial Service Providers (FSPs) the opportunity to create new distribution channels, competitive products, cost-effective service delivery, and provide a better customer experience.



Unlike many legacy banking systems, ECOru is a modern banking platform that supports open banking and can be parameterized to create customized financial products & services. The solution is designed to overcome common business issues in the finance industry. ECOru could be deployed as a cloud-based or as an on-premises implementation. The ability to interact well with third-party banking solutions sets ECOru apart from its competitors. FINAP has partnered with Microsoft Azure in order to provide secure, efficient, low-cost cloud-based services.



A closer look at ECOru...

## What Makes ECOru Special?

#### MODULAR

Integrated platform allows for incremental deployment

#### ADAPTIVE

Flexible processes to keep pace while your business evolves

#### SCALABLE

Grows with your business on-demand

#### EASY INTEGRATION

Connects to third-party applications with ease



#### HIGHLY PARAMETERIZED

Customize the solution

#### SECURE

Centralized administration in accordance with ĝlobal security standards

#### FLEXIBLE LICENSING

Enterprise license, Monthly subscription

#### FLEXIBLE HOSTING

On-Premises, Cloud

SUPPORT 24x7 dedicated support

OPEN BANKING Powered by open APIs



Gold Award for FinTech Solutions Category at the National Best Quality Software Awards 2020.

> 'Most Innovative & Best Solution' in Cloud Computing at National Best Quality Software Awards 2020.





Award of Appreciation in the Business & Commerce Category at e-Swabhimani 2020.

## System tested and audited by CERT Sri Lanka.



## OCEANUS

#### **NEO BANKING & WALLET SOLUTION**

Oceanus is a powerful Neo banking platform where all the functions, people, and infrastructures are sustained by one revolutionary solution. Oceanus is highly interoperable and can be integrated with any core banking system or any third-party solution.

Oceanus is a four-in-one FinTech solution that empowers financial institutions with full-fledged core banking, agent banking, merchant banking, and a digital wallet.



#### Section 2015 Secti

- Core banking platform to manage all back-office operations of Financial Service Providers
- Solution Agent Banking
- Bringing banking to the customer's doorstep. Empowers financial institutions to reach untapped markets of the financially underserved.
- **Merchant Banking**
- Facilitate E-commerce & POS transactions and expand the bank's commercial footprint.
- **Oigital Wallet**
- Empower customers to make day-to-day transactions with smart devices, paving the way for a cashless economy and branchless banking.



A closer look at Oceanus...

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# What can the Oceanus ecosystem do?

- ✓ Mobile wallet app
- ✓ Web portal for online transactions
- ✓ Biometrics for easy and secure logins
- Send-to-end transaction security
- ✓ Transactions with QR codes
- $\checkmark$  Send money and receive money
- Bill payments & statutory payments
- Oeposits and withdrawals
- Merchant payments
- ✓ Agent banking



Neo banking allows Financial Service Providers (FSPs) to enable a technology-rich service to their agents, merchants & customers via a mobile eco-system that ensures an extremely simplified banking experience for all parties involved with uncompromised financial benefits. The Oceanus neo banking solution facilitates branchless expansion for FSPs. Mobile banking & digital wallets also promote financial inclusion in remote areas where bank branches are scarce. Oceanus empowers FSPs to provide marketplace access to their customers and increase customer advocacy.







#### FIELD AGENT MOBILE APPLICATION

A closer look at Mula...

Mula, the Field Agent Mobile App digitalizes the core processes carried out by field agents of microfinance, finance, and banking while improving their efficiency, increasing customer advocacy, and reducing operational costs. It is embedded with real-time transactions, high-security controls & offline mode which enable field agents to work in remote areas with no internet; thus, eliminating the need for a customer to physically visit a central branch.



## What can Mula do?

Mula is embedded with special functions and features that cannot be found in a stock standard application. An agent can use Mula to onboard customers, create loans, upload relevant documents, and disburse loans; all away from the bank's branch. Mula automates the entire loan process paving the way for a paperless bank. Hence Mula improves the sustainability and the availability of your financial institution.

The application facilitates real-time transactions and high-security controls. The built-in route setup function enables field agents to easily navigate their routes, and it enables managers to assign routes with ease.

Not your stock standard field agent application...

There is a vast untapped market of the unbanked and the underbanked population in the developing world, which traditional banking channels have failed to reach. Traditional banking infrastructure lacks innovation and is too costly to dominate the financially underserved market segments. Mula helps FSPs to overcome geographical barriers to reach the financially underserved. A network of strategically positioned field agents powered by Mula can facilitate branchless expansion.







Pioneering Digital Transformation in Microfinance

FirstMicro is a cutting-edge **Microfinance Software Solution** crafted to empower microfinance institutions with digital excellence. This all-encompassing, cloud-native platform is designed to cater to the unique needs of microfinance operations, regardless of their scale.

Key Modules of FirstMicro Microfinance Solution:



FirstMicro Microfinance Solution is the quintessential toolkit for microfinance institutions, especially tailored for small and medium-sized enterprises (SMEs). It is engineered to be a pivotal resource in enhancing their operational framework and propelling them towards unprecedented levels of success. With FirstMicro, these institutions gain a reliable and powerful suite of tools that are integral to their growth and service optimization.



#### NANOFINANCE SOLUTION

#### Where Little Loans Lift Big Dreams

We understand the vital role nanofinance plays in developing countries. That is why we created Cixor - the ultimate solution to empower nano lenders aligned with the United Nation's Sustainable Development Goals. Cixor is the only application of its kind built specifically for the 2 million + nano finance service providers worldwide.

- 🔊 A low-cost monthly subscription model
- 3-minute customer onboarding process
- Option to operate as a Shariah-compliant user
- Quick & easy data migration process
- Simple user configuration register, subscribe, & start using
- 🕘 Real-time portfolio worth calculation (No EOD required)
- Real-time double-entry processing
- 🖉 Multilingual system
- Access in respective time-zones

With Cixor, we are paving the way toward a more inclusive and prosperous future, where even the smallest loans can help lift the biggest dreams. Our platform provides the financial tools needed to empower the most vulnerable and help them escape poverty.



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#### **TRUCK BOOKING & FLEET MANAGEMENT SOLUTION**

FLEX is FINAP's truck booking and fleet management solution that facilitates the transactions between customers, truck drivers, and truck owners. This application is built with unique features specific to the truck booking industry. FLEX's real-time transport monitoring and control system was designed to help organizations reduce fleet operating costs and save employee time while providing updates and information on hires, loads, tracking, and costs in a user-friendly manner. The solution can be implemented; both on-premises and in a cloud ecosystem.

We have designed FLEX to withstand adverse market conditions and to efficiently manage your fleet during crisis situations such as the 2021 shortage of Heavy Goods Vehicle (HGV) drivers in the UK.



#### **RETAIL ORDER MANAGEMENT & FORECASTING SOLUTION**

Retail Order Management & Forecasting Solution (OMS) is a state-of-the-art software solution designed for demand forecasting and stock replenishment, catering to retail enterprises. OMS is a comprehensive system that can keep track of consumer, supplier & warehouse data, identify patterns and generate forecasts.

#### OMS consists of the following modules,



OMS was successfully implemented and is currently in operation in the leading supermarket chain in Sri Lanka.



A closer look at OMS...







#### MOBILE-BASED DELIVERY APPLICATION

Introducing DROP it OFF – the ultimate last-mile delivery solution tailored for the retail industry. As the essential final step in the online ordering services provided by major supermarket chains, our application efficiently connects registered drivers with customer delivery orders. When an order is placed via the online platform, the nearest outlet fulfills the request, sending an instant notification to nearby registered drivers, simplifying and enhancing the delivery experience, DROP it OFF sets a new standard for convenience in the retail sector.

#### DROP it OFF Concept Diagram





#### FIN-NECT ENTERPRISE CLOUD

ERP (Enterprise Resource Planning) is an integrated software system that streamlines and manages core business processes, improving efficiency and decision-making within an organization. By unifying diverse systems into a single platform, ERP enhances real-time data visibility, enabling proactive and informed strategic planning.







#### WAREHOUSE MANAGEMENT SYSTEM

Efficient warehouse management plays a vital role for businesses handling tangible goods, especially in the manufacturing industry, which frequently faces challenges in balancing surpluses and shortages. Streamline your warehouse operations receiving, inventory, storage, packing, and shipping for seamless day-to-day processes.

#### The Warehouse Management Process



Receiving - Quality & Quantities Ensure precision from the start. Our WMS lets you meticulously check and code incoming goods for accuracy and quality, laying a strong foundation for seamless inventory management.



Put-Away - Optimized Storage Allocation Efficiently transport goods from docks to designated areas. Our WMS optimizes put-away, placing items in ideal spaces for easy retrieval, ensuring streamlined accessibility.



**Storage** - Smart and Secure Safeguard your items in optimal conditions. Our WMS features a smart storage system, indexing all spaces for easy tracking.



**Picking** - Swift Order Fulfillment Speed up order fulfillment with our intuitive picking features. Effortlessly locate items, ensure accurate picks, and fulfill customer orders promptly.

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Packaging - QR Coding for Traceability Streamline the packaging process with our WMS. Efficiently pack items and generate QR codes for traceability.

Shipping - On-Time Delivery with Precision Ensure on-time delivery with our WMS. Generate correct documentation and ship products to the right destinations at the right time.

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## Resource Augmentation

We support your business by augmenting our expert tech resource personnel with you.

#### As a client, you will benefit from,



## Bespoke Developments

We have successfully completed several bespoke software developments for our clients in various industries.



- Last Mile Delivery Mobile Application for Retail Enterprises
- Inventory Management & Point of Sales (POS) Solution
- Document Scanning & Management Solution
- Taxi Booking & Ride Hailing Solution
- Middleware System
- Bill Payment Kiosk Solution

## Talent-as-a-Service (TaaS)

Talent-as-a-Service (TaaS) is a hybrid of tech resource augmentation and bespoke software development models. The TaaS model enables our clients to outsource a particular task, which we shall complete by utilizing our resources.



## Robotic Process Automation (RPA)

Streamline routine tasks, enhancing efficiency and reducing operational costs.



#### Productivity

Achieve high task volumes in record time, enhancing overall efficiency.



#### Availability

Benefit from non-stop operations as bots work 24/7, eliminating downtime.



#### Accuracy

Ensure a flawless workflow with an impressive 0% error rate a every step.



Audit Trail Enhance transparency and accountability with a detailed log of every automated task.

## Managed IT Services

## **Network Operations Center (NOC)**

Experience Peak Network Performance.





## **Security Operations Center (SOC)**

Your Shield Against Cyber Threats.



## OUR TECHNOLOGY



## FINAP STRATEGIC & BUSINESS PARTNERS



Microsoft Gold-Certified Partner in Application Development, Application Integration, and Cloud Platform

Lanka Microfinance Practitioners' Association

Member of Lanka Microfinance Practitioners' Association



Government & private sector enterprise for human resources development in Sri Lanka



Member of Sri Lanka Association for Software Services Companies

## acentura

Leading IT solutions provider for the financial services industry in China



Member of Federation of IT Industry in Sri Lanka



System Auditor of ECOru Banking & Finance Solution



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## WHAT'S NEXT

FINAP, which has been in business for seven years, is a market leader in worldwide and Sri Lankan software solutions. As evidence of our excellence, FINAP's solutions have revolutionised a number of significant Sri Lankan financial sector businesses.

We relocated our headquarters to Bahrain in 2023, which was our most recent expansion move following the 2022 relocation to establish our East Asia operation in Australia. Our business migration illustrates our expertise and growth in the worldwide market.

FINAP is continually pushing itself to be the best. Our agents, strategically placed in East Africa, South Asia, and South-east Asia, have an impact on worldwide markets. Regional competitiveness is a primary objective as we develop in Africa and Asia-Pacific.

We stress quality and security in order to succeed and develop globally. FINAP celebrates being a process quality champion by meeting the ISO 9001:2015 requirements and is currently being reviewed for certification as an ISO 27001:2022 firm. These accomplishments are more than just merit recognition; they illustrate our dedication to setting new benchmarks in the software industry.

## AWARDS & RECOGNITIONS



#### National Best Quality Software Awards (NBQSA) 2020 GOLD Award Winner

Our flagship FinTech product, ECOru Core Banking Solution, was the Gold Award Winner of the "Finance & Accounting Solutions (FinTech) Business Services Category" in the NBQSA Awards 2020.



#### National Best Quality Software Awards (NBQSA) 2020 Most Innovative & Best Solution in Cloud Computing Award

ECOru Banking and Finance Solution was further recognised as the "Most Innovative & Best Solution in Cloud Computing" in the NBQSA 2020 awards.



#### National Best Quality Software Awards (NBQSA) 2021 Bronze Award Winner

Our Order Management & Forecasting Solution (OMS) won the Bronze Award for Supply Chain Logistics in the Industrial Category.

Finte	chnology Asia Pacific
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淤	FINTECH
The a	neual listing of top companies providing the dest Finlach Solutions in the APAC region
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#### APAC CIO

FINAP was featured as one of the 25 hottest FinTech Solution Providers in 2018 by the APAC CIO Outlook Magazine, Silicon Valley, USA.



#### APICTA Awards 2020-2021

Both ECOru (Banking & Finance Solution) and OMS (Order Management & Forecasting Solution) were nominated for the Asia Pacific ICT Alliance (APICTA) Awards held in Malaysia.



#### e-Swabhimani Awards 2020

Recieved the e-Swabhimani 2020 Certificate of Appreciation in the Business & Commerce Category.

## COMPANY RESUME

- COMPANY NAME: Fintechnology Asia Pacific Lanka (Pvt) Limited
- **COMPANY TAGLINE:** The Software Company
- **BUSINESS ADDRESS:** 31A, Buthgamuwa Road, Kotuwegoda, Rajagiriya, Sri Lanka.
- **TELEPHONE:** +94 76 824 7643/+94 76 477 3317
- **WEBSITE:** www.fintechasiapacific.com
- **EMAIL:** info@fintechasiapacific.com
- EXECUTIVE CHAIRMAN: Mr. Kutila Pinto
- NON-EXECUTIVE DIRECTORS: Mr. Amith Wijayasooriya
  - Mr. Fairooz Habeeb Mr. Dilan Savio Perera
  - Mr. Lahiru Kannangara
- ADVISORS TO THE BOARD: Mr. Padmal Silva Mr. Ryan Wijesundera Ms. Rachel Paul Ms. Vinuri Settinayake
- COMPANY SECRETARIES: AGS Corporate Services (Pvt) Ltd

No 380/3, Robert Gunawardena Mawatha, Battaramulla, Sri Lanka.

► AUDITORS: AGS Associates, Chartered Accountants

No 380/3, Robert Gunawardena Mawatha, Battaramulla, Sri Lanka.

- **BANKERS:** People's Bank, Pan Asia Banking Corporation PLC, and DFCC Bank PLC
- ► **TYPE OF COMPANY:** Limited Liability
- **REGISTERED OFFICE:** 31A, Buthgamuwa Road, Kotuwegoda, Rajagiriya, Sri Lanka.
- PLACE OF INCORPORATION: Colombo, Sri Lanka.
- YEAR OF INCORPORATION: 2017
- ▶ YEAR OF BUSINESS COMMENCEMENT: 2016
- BUSINESS REGISTRATION NUMBER: PV-125383

## OUR COMPANY HISTORY





Research & Development team was formed to start the feasibility study for a Core Banking System.



- >Company incorporated.
- >Started the development of ECOru Core Banking Solution.
- Signed agreement and started the development of a fresh food labeling application for Keells Super, the largest supermarket chain in Sri Lanka.
- Truck booking application development & implementation for SyTrans.
- Inventory and Point of Sales (POS) system implementation for Panatina Chemists Limited in the Solomon Islands.



- Commenced the development of a Kiosk and a middleware solution for John Keells Holdings PLC.
- >Implemented an Order Management & Forecasting Solution for John Keells Holdings PLC.
- The development and implementation of a Taxi Booking & Ride Hailing application for YouCab.
- FINAP was featured as one of the 25 Hottest FinTech Solution providers in 2018 by APAC CIO Outlook Magazine, Silicon vallev.



- > Business partnership agreement signed with Sri Lanka Telecom. Opened an office in Singapore.
- > ECOru Core Banking Solution won the Gold Award for Finance & Accounting Solutions (FinTech) in the Business Services Category at the National Best Quality Software Awards (NBQSA) 2020.
- ECOru Core Banking Solution was crowned as the Most Innovative & Best Solution in Cloud Computing at the National Best Quality Software Awards (NBQSA) 2020.
- ECOru Core Banking Solution was awarded a certificate of appreciation in the Business & Commerce category at the e-Swabhimani National Digital Social Impact Awards.



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2021

- Certified with ISO 9001:2015 Quality Management System.
- Microsoft Gold-Certified Partner in Application Development, Application Integration, and Cloud Platform.

OMS Retail Order Management and Forecasting Solution won the Bronze Award for Supply Chain Logistics in the Industrial Category at the National Best Quality Software Awards (NBQSA) 2021.

🗼 Both OMS and ECOru were nominated for APICTA 2020-2021 awards held in Malaysia.



Australia.



Launched FINAP Micro Banking (FMB) Business Arm Established the headquarters > im Manama, Bahrain Launched Joint venture SmartTech in Muscat, Oman Launched the FIN-Nect Enterprise Cloud ≻

Launched the Gulf Platform > Solution (GPS) to cater into the GCC market.

# FOR THE BUSINESS



FINAP WORLDWIDE FINTECHNOLOGY ASIA PACIFIC LANKA

#### **Head Office**

- FINAP Worldwide Co. W.L.L
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