From burden to edge: KYC reliance in fintech

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Nice to meet you

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COO

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We are Mollie

Mission:
eliminate financial bureaucracy

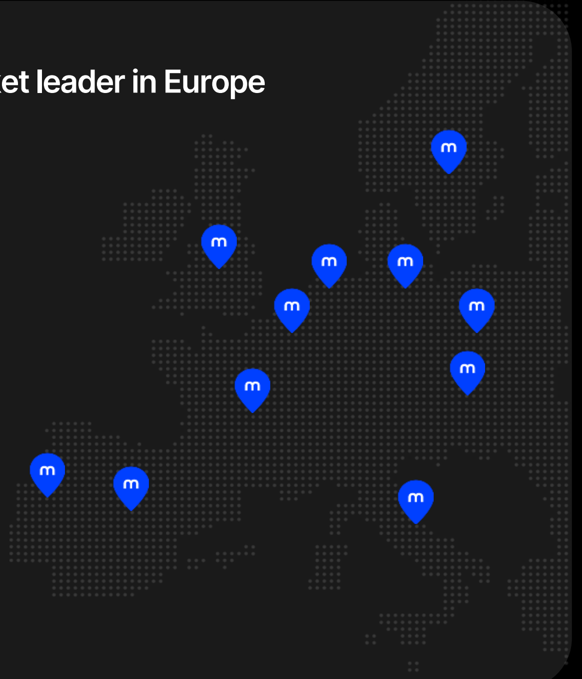
We’ve been disrupting payments since 2004

Europe’s most localized PSP at scale: Serving 250,000+ businesses of all sizes

Hyper localized in 17 markets

- Supporting 35+ local payment methods across Europe
- True localization through local integrations, language, support, and commercial teams

Market leader in Europe



Payments in banking

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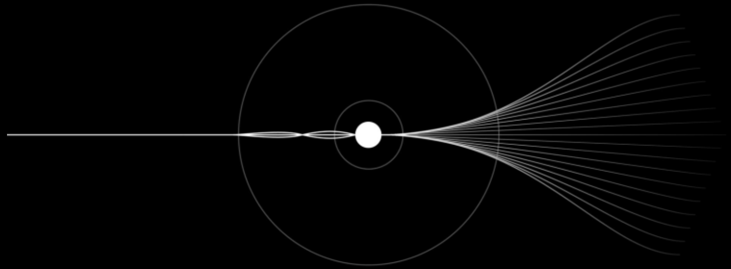
Digital first banks are redefining B2B banking

They remove friction: onboarding feels instant and invisible

They scale through automation, not headcount



The disruption has its challenges

- Business owners, often use a digital bank as their second account
- The connection with the business owners are too loose
- Monetisation of banking products can be challenging, impacting overall profitability of the customers

Payments unlock daily relevance and profitability

- Turn a passive secondary account into the primary operating account businesses rely on

- From loose relationships to loyal and profitable customers

- Monetisation of payments on average add 53% of untapped revenues

Banking x PSP partnerships

Grow fast.

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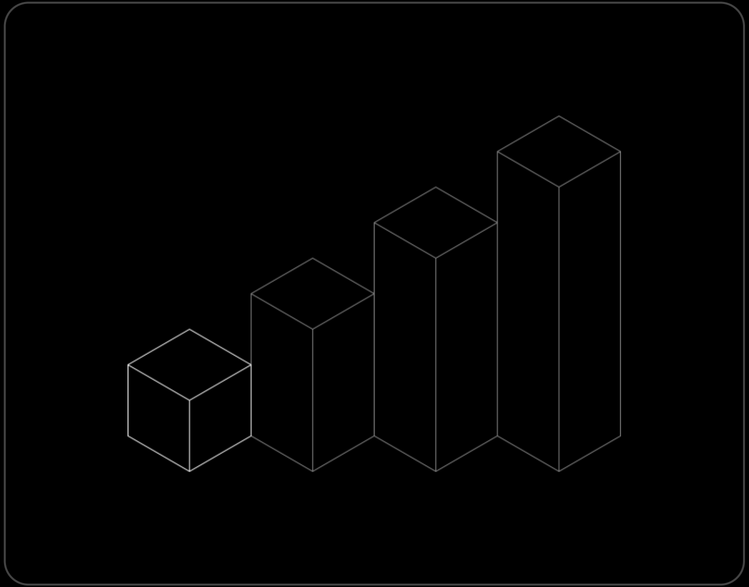
The infra decision is a strategic bet, not a vendor call

- This is not “build vs buy.
  It's “scale fast vs get stuck”.

- The wrong partner locks you into legacy patterns you were born to disrupt.



Where even the most agile banks get stuck when trying to scale

- Localisation: markets don’t copy-paste (local IBANs, schemes, authentication)
- Ops becomes people-heavy: risk & support headcount explodes with growth
- Monetisation becomes an afterthought

PSP x Neobank Infrastructure Partnership Models

Models	PSP-first / MoR	Partner set-up (no KYC reliance)	Partner set-up (with KYC reliance)	Full PSP or Direct scheme access
KYC ownership	PSP owns KYC entirely	PSP re-KYCs the end customer	Bank owns KYC - PSP fully trusts	Bank owns and operates
UX friction	High, PSP-branded onboarding	Medium, second onboarding step	Low, no duplicate onboarding	Very low, bank owns
Time to market	Fast	Moderate to fast	Very fast	Slow (multi-year ramp)
Control over monetisation	Low	Medium	High	Full control

Proven expertise in banking collaborations

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KYC Reliance: Neobank-led experience, PSP-led compliance

- PSP acts as the licensed acquirer. Managing settlement, scheme access, and AML infrastructure

- Responsibility is shared. PSP relies on the bank's KYC to onboard customers accurately

- The digital bank is joint data controller. Owning the customer relationship, pricing, and UX, with the PSP acting as controller where required

Frictionless onboarding powered by APIs and KYC reliance

- Average onboarding time: 1.5 minutes — from sign-up to activation
- Seamless pre-fill via verified data — all customer details shared automatically through API, no manual input

The result: Speed and scale — without compromising UX

- Go live and monetise fast. Less than 2 months time-to-live, 18k onboarded customers through KYC reliance
- Clean, seamless UX with 98% automated onboardings via fully integrated API, no Mollie interface required

Compliance goes without saying (and stays invisible)

- Real-time AML, PSD2, monitoring, table stakes
- The point is: scale without adding compliance friction or people

Three main takeaways

- Banking is moving fast, but relevance often lags

- Monetising payments drives engagement and create untapped revenue streams

- Never compromise on UX or speed, it breaks growth of customer base and the future of automated banking

Ready to turn compliance into a competitive advantage?

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