

The fintech reality in Germany & Austria

Fintechs across **Germany and Austria** operate in a tight box:

- ▶ Users expect **instant, fully digital onboarding** for accounts, wallets, cards, BNPL, and payments.
- ▶ Regulators expect **face-to-face-equivalent identity assurance**, strong controls, and **full auditability** aligned with;

Germany's GwG / BaFin expectations

Austria's FM-GwG / FMA Online-IDV safeguards

Most teams end up choosing between:

- ▶ **Legacy Videoident** that slows users down and inflates costs, or
- ▶ **Pure automation** that's hard to defend for higher-risk tiers, limits, credit products, or suspicious activity.

Shufti sits in the gap, mobile-first user experience with BaFin/FMA-grade assurance, delivered fast and cost-efficiently.

Key Challenges For DACH Fintechs

Regulation & risk

- ▶ Remote onboarding must support **AML/KYC obligations** and risk-based controls (CDD/EDD escalation) aligned to **BaFin (DE)** and **FMA (AT)** expectations
- ▶ PSPs/EMIs, neobanks, and credit providers face increasing scrutiny on **how identity is verified**, how risk is escalated, and how evidence is retained.

Cost & operations

- ▶ Traditional video KYC models, relying on costly in-house teams, often lead to **high agent costs**, slow handling times, and inflexible staffing.
- ▶ Fragmented tools for video, documents, AML checks, and reporting creates operational complexity and weaker oversight.

Digital Onboarding & UX

- ▶ Users abandon flows when forced into branch/post-office steps or clunky third-party portals.
- ▶ Automation is excellent for low-risk onboarding, but fintechs still need a **high-assurance step-up** for high-risk cases, disputes/chargebacks, and suspicious activity.

Shufti Video KYC For DACH Fintechs

Shufti provides a BaFin- & FMA-aligned Video KYC platform purpose-built for neobanks, PSPs, BNPL, and digital lenders:



Risk-based orchestration (hybrid)

- Automated KYC by default.
- **Step-up to Video KYC only when needed** (risk rules, product type, tier/limits, suspicious signals, credit workflows).



Live video with trained KYC experts

- 1:1 video sessions where agents confirm live presence, inspect ID, and capture supporting documents when required.
- ~2 minutes verification time to keep onboarding fast.



AI-assisted verification during the call

- Real-time **face match & liveness**, and **document authenticity checks**.
- Optional AML modules (e.g., sanctions/PEP)



Audit-ready evidence for BaFin & FMA contexts

- Structured logs, session artefacts, and decision reasons available via dashboard or API—supporting reviews, audits, and supervisory requests.

How Shufti Solves The Big Three Regulation, Cost, Digital Onboarding

Regulation

- ▶ Supports Videoident-style controls, live interaction, liveness, document checks, and robust documentation.
- ▶ Risk-based escalation paths help you operationalise AML/KYC and internal CDD/EDD policies consistently across Germany & Austria.

Cost

- ▶ **No need for an in-house team**, Shufti handles verification operations end-to-end, reducing staffing and operational overhead.
- ▶ **Lowest-cost Shufti KYC agents** S+ pay-per-verification model = fintech-friendly unit economics.

Digital / Remote Onboarding

- ▶ Fintech-friendly unit economics are achieved through Shufti's lowest-cost KYC agents and a pay-per-verification model.
- ▶ Embedded, mobile-first journeys keep users inside your app/web flow.

Core Fintech Use Cases (Germany & Austria)

BNPL & Digital Lending

Challenge

Remote credit workflows with strong borrower verification and auditability.

Shufti

Video KYC to confirm the real person behind the device and capture supporting evidence in the same session.

PSPs, EMIs & Payment Companies

Challenge

Fast onboarding for users/merchants with defensible identity and risk escalation.

Shufti

Video sessions to verify identities/beneficial owners and collect supporting docs in one flow, plus automation for low-risk cohorts.

Neobanks & Digital Banks

Challenge

Fully online accounts/cards while meeting regulatory expectations.

Shufti

Automated KYC for standard users; Video KYC for higher-risk profiles, large limits, and EDD cases.

Why Choose Shufti Video KYC?



2-minute verification time for faster onboarding and higher conversion.



Lowest-cost agent model, No in-house FM-GwG required to run Video KYC operations.




Guided, Single-session verification reduces failed checks and retries



Audit-ready evidence through dashboard/API for regulated oversight

Ready To Secure Your Platform?

Stop letting fraud and regulatory risks dictate your growth.

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