

Oaklins

Next gen anti-financial crime platform consolidates with larger diversified BFSI platform

DEAL FLASH | ECM, TMT | MARCH 2025

DEAL SNAPSHOT

CustomerXPs (Clari5), an anti-financial crime platform based in Bengaluru, India, that offers both enterprise and SaaS solutions to banks and fintechs, has entered into a strategic partnership with Perfios Software Solutions, an India-based international B2B SaaS company.

Trusted by leading banks worldwide, Clari5 is a category leader in fraud mitigation, risk management and anti-money laundering (AML) solutions. It processes over 10 billion transactions monthly, manages more than one billion accounts and serves customers in over 15 countries. Clari5 currently employs over 200 people and is a one-stop shop for financial fraud and risk management.

Founded in 2008, Perfios Software Solutions serves the banking, financial services and insurance industries across 18 countries, empowering over 1,000 financial institutions. Through its pioneering software platforms and products, Perfios helps these companies optimize their origination, onboarding, underwriting and monitoring processes at scale and speed. Perfios delivers 8.2 billion data points annually, facilitating faster decision-making and accelerating access to credit and financial services for their clients' customers. Headquartered in Bangalore, Perfios offers a comprehensive suite of over 75 products and platforms, providing clients with a robust, end-to-end technology backbone.

“We first met Oaklins’ team in India during Ganesh Chaturthi, and true to the spirit of Lord Ganesha — the remover of obstacles — they demonstrated their expertise in handling complex, high-stakes deals. Their ability to apply a non-cookie-cutter approach and navigate intricate transactions with precision truly sets them apart as industry-leading dealmakers.”

RIVI VARGHESE
FOUNDER AND CEO
CUSTOMERXPS SOFTWARE
INDIA

OAKLINS’ ROLE IN FACILITATING THE DEAL WAS VITAL TO ITS SUCCESS

Oaklins’ team in India led the transaction from the initial approach to the completion of the conditions precedent. Acting as the exclusive financial advisor to CustomerXPs, the team helped ensure a seamless transaction and a successful exit for existing shareholders. They positioned CustomerXPs as a high-value asset in the financial crime risk management space, highlighting its advanced fraud detection capabilities and strong market presence. The team structured the deal to maximize value for stakeholders while aligning with the long-term growth strategy of Perfios.



MARKET TRENDS & DEAL DRIVERS

The financial crime risk management sector is experiencing rapid growth due to rising digital transactions and increasing regulatory scrutiny. Advanced fraud detection and AML compliance have become critical for financial institutions, driving demand for AI-powered risk management solutions. Market trends indicate a shift towards integrated, real-time fraud prevention platforms that enhance security and compliance. Strategic acquisitions in this space are fueled by the need for scalability, global expansion and robust technological capabilities to combat evolving financial threats and regulatory challenges.

M&A VALUATION ASPECTS

The financial terms of this transaction remain undisclosed. However, the valuation of SaaS businesses is typically influenced by several key factors.

The revenue growth, recurring revenue and customer base, and market penetration of a company significantly influence its valuation as well as the buyer landscape. Technology, product innovation and regulatory compliance and certifications are other critical value drivers in the Indian banking SaaS industry.

Profitability and margins along with strategic partnerships also all play a critical role in achieving a strong valuation for Indian banking SaaS companies.

TALK TO OUR ADVISOR



✉ **VIKAS DAWRA**

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Vikas has over 25 years of investment banking experience, with a track record of leading more than 250 transactions in M&A, private equity, cross-border, joint ventures and alliances, as well as public market transactions.

“This transaction further reinforces Oaklins’ credentials in the tech space and highlights the opportunities in the regtech segment of IT-enabled SaaS platforms. Global financial fraud is ever present and ever evolving. The need for financial institutions to stay a step ahead of those willing to commit financial fraud is critical. This deal enables Oaklins’ team in India to position itself as an experienced advisor with in-depth understanding of the sector, and demonstrates that regtech firms are attractive acquisition targets for larger fintech platforms.”

VIKAS DAWRA

MANAGING PARTNER, OAKLINS, INDIA

**OAKLINS HAS CLOSED 328 DEALS IN ECM
AND 1,286 DEALS IN TMT**

United by a strong belief that we can achieve the extraordinary. Oaklins is a global team of 850+ financial advisory professionals in 40 countries providing M&A, growth equity, ECM, debt advisory and corporate finance services to support entrepreneurs, corporates and investors in reaching their goals.

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