

RegTech

OPEN PROJECT

RegTech Open Project plc (RTOPL) is a technology business specialised in regtech that has developed the award-winning *Orbit Open Platform*, which helps its customers maintain a competitive advantage through uncertain times, by navigating the complex regulatory landscape, maintaining a stable operating environment, efficiently managing business disruption, whilst improving compliance.

Why 

Protect the business, the customer and the brand

Demonstrate compliance to regulations & standards

Reduce the cost of maintaining operational resilience

13

Industry sectors

19

clients international

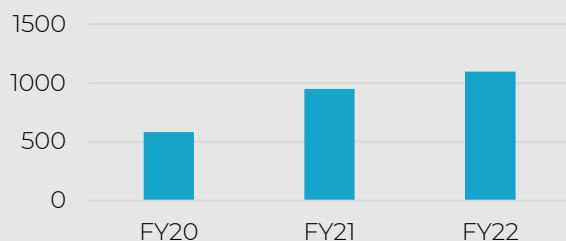
£1.5m

investment made

3

Global market positions

Like-for-like revenue (£000)

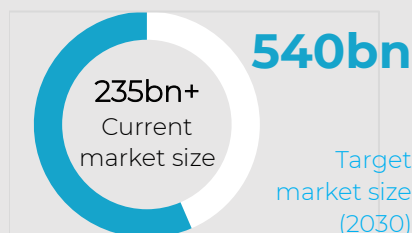


RegTech Open Project has **delivered consisted revenue growth** on a like-for-like basis over the past three years, capitalizing on the significant demand for its product and the increasing focus placed on operational resilience. On a like-for-like basis revenue between **FY-21** and **FY-22** increased **15%** from **£950,000** to **£1.1 million**

RTOP have built **strong strategic business relationships** with:



SUMMER ATLANT CAPITAL



Global regulatory changes and increased scrutiny are **driving demand** for RTOP's offering

Clear innovation-led strategy to maximise significant growth potential

RTOP's model and offering is highly scalable and readily transferable across multiple geographies.

It has existing, strong foothold in the sector with significant scope to grow market share within and across markets, and additional 'essential services' verticals.

Exploring opportunities for growth further in UK and North Western Europe, UAE, Brazil, as well as North America and China/APAC

7x

NW Europe

20x

China & USA

33x

Top 10 global economies

Addressable market size relative to Italy

RTOP's mission is to be the blitz-scaling regtech business

Rapid growth in
existing & new
geographies

Accelerated
distribution
model

World-class
marketing and
sales

Leverage
technical
innovation

Offering the most comprehensive end-to-end specialised OR management software via the Orbit Open Platform – its proprietary business-to-business SaaS platform – and targeting high gross margins, built on a recurring-revenue business model which leverages the cloud adoption curve in each geography served.

RTOP's senior team

Ian Halliday-Pegg

Chief Executive

Ian has over 20 years' experience leading innovative digital companies and building teams to enable fast-growing companies to achieve their potential. He has a proven track record of delivery. Previous roles include Chief Commercial officer at Regnology, Managing Director EMEA at Galvanize (now Diligent), and Regional Vice President at GRC Solutions.

Corrado Rosi

Group Chief Operating Officer

Corrado is responsible for managing RTOP's design and product development processes and systems, personnel and operational matters. From Admission, he will be the person in charge of the Company's Italian permanent establishment. He has been with RTOP since July 2020, have previously been a UX design consultant, and co-founder of New Design S.r.l. He has a Bachelor of Arts (BA) degree in graphic design and visual communication from IED Istituto Europeo di Design Milano.

Diana Ramirez Sanchez

Head of Product Management

Diana's central role at RTOP is product strategy and roadmap development. With a background in NIKE Group, now part of Accenture, she joined RTOP in 2019, leveraging her 12 years of experience. As a former Manager in the Regulatory Services practice at NIKE Group, Diana led projects for client companies, promoting GRC solutions. She's an active member of ASCOM and engages as a relator and speaker at their events. Diana's dedicated involvement exemplifies her commitment to professional growth. Her expertise and engagement make her a driving force behind RTOP's innovation and success.

Albert Ganyushin

Chairman

Albert has long career in capital markets, and since 2017 has served as Head of Capital Markets at Dr. Peters Group with responsibility for international institutional business. Between 2010 and 2016, he worked in leadership roles in the listings business of NYSE Euronext Group after a career in investment banking that started with Deutsche Bank A.G. (London Branch) in 2000. He began his professional career as a management consultant with Accenture in London in 1995.

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