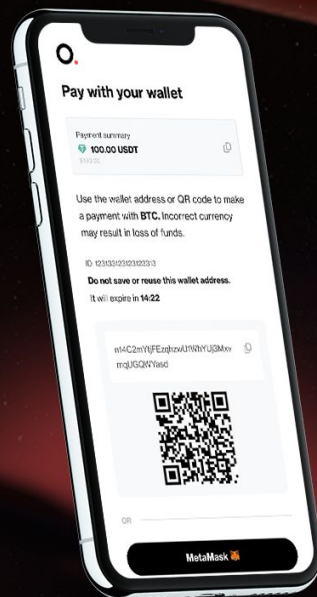


# Orbital sees global expansion of stablecoin payments platform with Chainalysis



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**Company Name:** Orbital

**Type of Business:** Payment Platform

**Chainalysis Solutions:** Chainalysis Crypto Compliance Solution

**Operating Regions:** Global

UK-based [Orbital](#) is a fintech company with an enterprise payments platform combining both traditional and blockchain rails, with transaction volumes over \$5B annually. The company offers an all-in-one global payment solution for pay-ins, payouts, exchange, and treasury management in both traditional currencies and stablecoins, plus a payment gateway for ecommerce. Orbital serves mid-to-large global corporations and online merchants, particularly those trading with emerging markets, and its mission is to simplify the global movement of money.

Given Orbital's stablecoin specialization, most of its clients have a strong connection with emerging markets in Asian, African, or Latin American countries, where stablecoins offer the most efficiency gains compared to traditional financial rails. Orbital covers a wide variety of use cases and sectors, including merchants accepting stablecoins online from consumers in Asia, businesses using stablecoins for cross border trade between Africa and Europe, and global corporations leveraging stablecoins to solve treasury inefficiencies between group entities.

## Challenge: Gain trust from third-party stakeholders to grow a stablecoin payments platform

Several years ago, Orbital began developing an innovative solution using stablecoins to transfer value more efficiently. Its clients needed help making cross-border transactions more simply, quickly, and cost effectively. However, building a stablecoin-focused payment platform posed

challenges, particularly in gaining trust from third-party stakeholders such as banking partners, regulators, and clients. Orbital needed to provide these stakeholders with confidence in its compliance and risk management practices.

## Solution: Comprehensive blockchain coverage, superior data, and advanced tooling

Five years ago, Orbital chose Chainalysis for its comprehensive blockchain coverage, which helped the company process the right tokens on the right chains to meet its clients' needs. It also found that Chainalysis' wallet and entity attribution data ranked the highest in its testing, and saw Chainalysis' screening and investigation products as the most advanced and mature in the market. Luke Wingfield Digby, co-founder and head of corporate development at Orbital said, "It is clear to us why Chainalysis has the reputation of being the gold standard in the industry."

Since that time, Orbital's compliance and transaction monitoring teams have been using Chainalysis daily to mitigate financial crime risks associated with potential money laundering and handling of illicit funds, and its partnership with Chainalysis helped facilitate Orbital's growth by giving stakeholders confidence in its compliance practices.

While some may view compliance as a point of friction in a payment processing business, Wingfield Digby sees it as a business enabler. "If you can't process payments compliantly, you

don't have a payments business. But if you get compliance right, you're actually removing friction because you're reducing the number of RFIs [Request For Information] and questions asked which can slow down payments."

## Results: Global expansion of Orbital's stablecoin payments platform

Using Chainalysis, Orbital has been able to identify and avoid risky potentially criminal exposures, make informed decisions on transactions, and enhance its compliance and transaction monitoring processes. The partnership has enabled Orbital to expand its regulatory footprint and continue innovating in the payments industry. Orbital has also benefited from Chainalysis' responsiveness to feedback and continuous product enhancements, which have supported the company's unique business needs as a payment platform rather than a crypto exchange.

Wingfield Digby believes that partnering with Chainalysis helped Orbital maintain and expand its licenses and a well-established position in global banking centers, as well as put stakeholders at ease about its products.

"We were able to put regulators at ease because we used best-in-class products like Chainalysis, which gave regulators comfort that we were doing everything in our power to screen on-chain transactions as well as possible," said Wingfield Digby. "Say you're using Chainalysis and you never get a second question from a regulator about the credibility of your transaction monitoring systems."

As for the future, Orbital believes that stablecoins are the blockchain use case that will compel traditional financial systems to integrate this technology widely, which will ultimately revolutionize global finance. "Chainalysis can help us keep pace with these changes by continuing to support the many new stablecoin tokens coming to market, across the broad range of new blockchains," Wingfield Digby said.

Recently, Orbital built a research team focused on examining on-chain data to uncover trends in stablecoin usage. "The results are interesting because they show that analyzing all on-chain

data on aggregate, which is the way most research has been done to date, can tell a very misleading story," said Wingfield Digby. "One of the challenges with the vast amount of data already produced by the array of blockchains in the wild is properly understanding and interpreting the data to uncover real usage patterns. From there we're looking to do a deep dive on geographical adoption." The company looks forward to sharing the findings of this research.

Orbital also sees major utility for stablecoins in emerging markets for addressing high inflation and other challenges.

"In the crypto space, there's a lot of payroll activity where stablecoin is the preferred currency," says a spokesperson from the research team at Orbital. "And we see a lot of people in emerging markets preferring to get payments internationally via stablecoin because it's easy for settlement. It not only protects against currency devaluation for their native country, it's also an easy way for them to also spend internationally. So, all of these challenges that traditional markets or traditional finance pose, they can easily overcome on the blockchain."

**"Say you're using Chainalysis and you never get a second question from a regulator about the credibility of your transaction monitoring systems."**

**Luke Wingfield Digby, Co-founder and Head of Corporate Development at Orbital**

Since its inception, Orbital has been able to bootstrap its growth with relatively few resources, a rare feat for a fintech company. Wingfield Digby explained that when the company identified payment friction for mid-to-large businesses early on, it "managed to generate significant traction from those early clients, and constantly reinvested the revenue to expand the business to where we are today. The first time we took on any capital was in 2023 when we did a round enabling us to grow our regulatory footprint."



# Building Trust in Blockchains

## About Chainalysis

Chainalysis is the blockchain data platform, making it easy to connect the movement of digital assets to real-world services. Organizations can investigate illicit activity, manage risk exposure, and develop innovative market solutions with deep blockchain data insights. Our mission is to build trust in blockchains, blending safety and security with an unwavering commitment to growth and innovation.