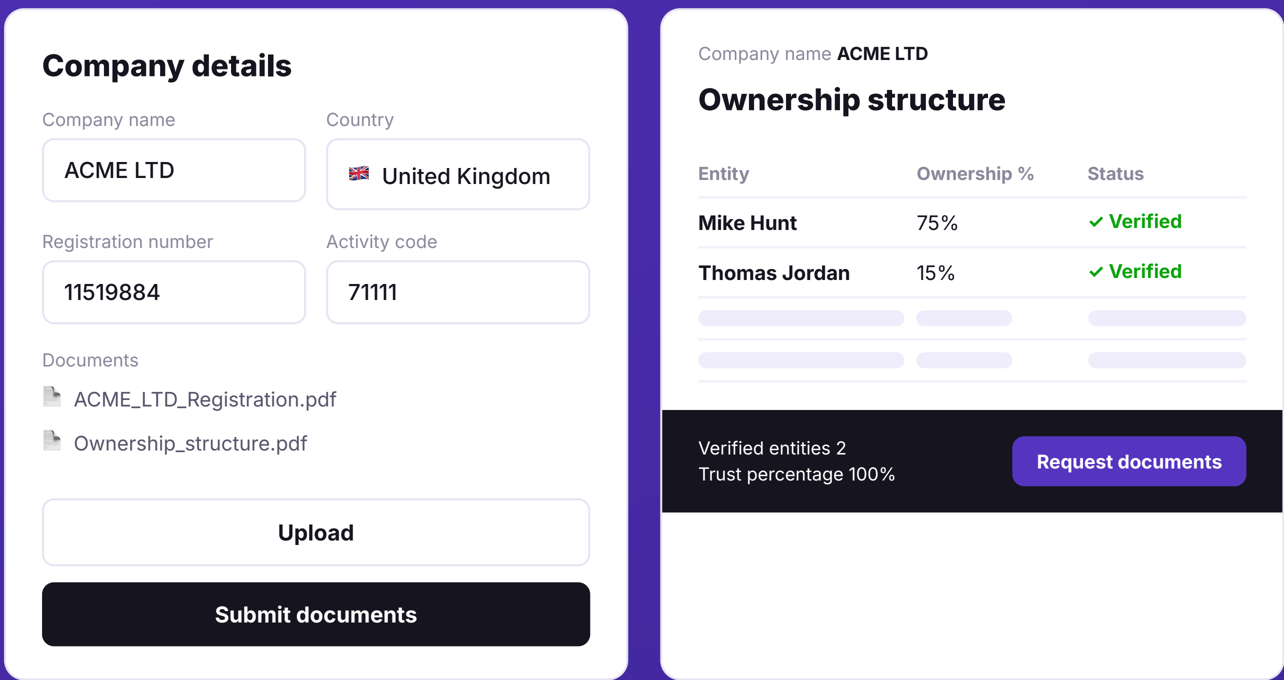
iDenfy Rated on G2: 4.9 Rated on Capterra: 4.8

COMPLIANCE BENCHMARK REPORT · 2026

KYB Onboarding Guide of 2026

A statistical case study of live KYB onboarding configurations: what compliance, fintech and payments teams collect, verify and screen before trusting a business partner.



METHODOLOGY & SAMPLE

A case study built from the configuration decisions partners actually made

Every data point in this report comes from an anonymized onboarding-configuration form. It's the exact form iDenfy partners fill in when they design their own Know Your Business (KYB) flow: which fields to collect, which documents to request, and which checks to run at each layer of a corporate entity. Company names have been removed. The compliance decisions stay.

92%
require corporate documents
before approving a business client

89%
screen the company itself
against sanctions lists

74%
trace the full UBO chain
not just direct shareholders

59%
run 4-layer AML screening
company, director, rep & shareholders

65%
set the UBO line at 25%
the FATF / EU AMLD default

10%
skip the representative role
collapsing it into the director

Sample: 73 completed configurations submitted by regulated and semi-regulated businesses (payments and fintech platforms, iGaming operators, crypto/VASPs, staffing and EOR providers, and marketplaces), each mapping their KYB requirements across five entity layers: **the company**, its **director/CEO**, its **authorized representative**, its **individual shareholders/UBOs**, and its **corporate shareholders**.

Response rates vary by question (noted throughout as *n*) because later, more granular questions were answered only by partners who use that layer at all. A lower n tells you which partners configured that layer.

89% pair basic registration data with a sanctions check on the company itself

Company data collected

n=73

Company name	99%	72/73
Registration number	90%	66/73
Company type	79%	58/73
VAT number	70%	51/73

92%

collect at least one company document (67/73)

2.8

avg. document types per client, when documents are required

Certificate of Incorporation · Proof of address · Articles of Association · Source of funds / wealth

Address details collected

n=72

Full address	99%	71/72
Country	81%	58/72
City	78%	56/72
Street	75%	54/72
Operating address	74%	53/72
Post code	72%	52/72

Checks & services applied to the company

n=71

Sanctions list screening	89%	63/71
Address verification	82%	58/71
Government register pull	73%	52/71
Adverse media / negative news	69%	49/71
VAT number validation (EU)	56%	40/71
Address audit	45%	32/71
EIN verification (US)	44%	31/71
Website audit	35%	25/71
Bank account verification (EU)	32%	23/71
Company credit report	31%	22/71

PILLAR 2 · THE DIRECTOR OR CEO

The person who signs is checked almost as thoroughly as the company

Details collected

n=72

Full name	93%	67/72
Nationality	72%	52/72
Citizenship	65%	47/72
Self-declared PEP status	58%	42/72
Tax ID number	42%	30/72

Documents requested

n=59

Identity document	98%	58/59
Proof of address document	66%	39/59

Checks & services applied

n=65

Identity verification	88%	57/65
Sanctions & PEP screening	85%	55/65
Adverse media / negative news	69%	45/65
Proof of address verification	55%	36/65
Personal bank account check (EU)	15%	10/65

Reading the gap

Only **15%** verify a director’s personal bank account, the one check tied to a specific payment rail rather than to identity. Everything else clears **55%** adoption or higher. Identity, sanctions and adverse-media screening have become the assumed baseline for this layer. Bank verification stays a targeted add-on, used when the payment flow calls for it.

PILLAR 3 · THE AUTHORIZED REPRESENTATIVE

A near-mirror of the director layer, with one structural exception

Details collected

n=65

Full name	94%	61/65
Nationality	65%	42/65
Citizenship	62%	40/65
Self-declared PEP status	55%	36/65
Tax ID number	37%	24/65

Checks & services applied

n=61

Identity verification	87%	53/61
Sanctions & PEP screening	84%	51/61
Adverse media / negative news	70%	43/61
Proof of address verification	56%	34/61
Personal bank account check (EU)	13%	8/61

Director vs. representative, check by check

director · representative

● Director/CEO ● Representative

	Director/CEO	Representative
Identity verification	88%	87%
Sanctions & PEP screening	85%	84%
Adverse media check	69%	70%
Proof of address verification	55%	56%
Personal bank account check	15%	13%

The structural exception

10% of partners skip the representative role entirely. They fold it into the director or CEO, or never separate the signatory from the owner. Everywhere both roles exist separately, adoption tracks within 1 to 2 points of each other. Partners treat the representative as the *same* risk as the director, just filed under a different label.

For a chunk of partners, risk quietly overrides the standard 25% line

Which ownership structure is collected

n=66

74%

trace the **full ownership chain**, including every indirect and ultimate owner beyond the cap table

52%

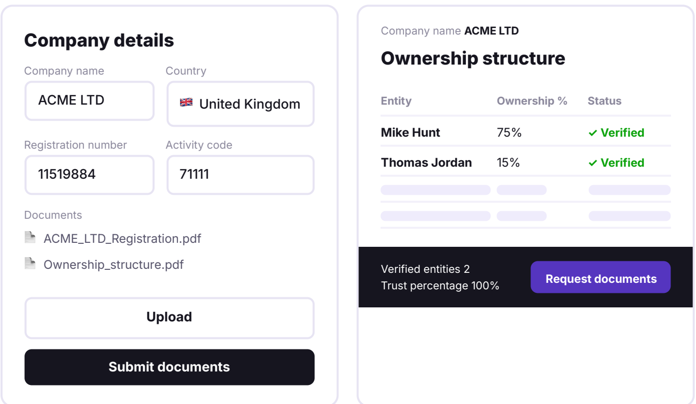
also verify **first-layer** direct shareholders as a baseline (26% of the sample requires both, layered by risk)

Minimum UBO ownership threshold

n=59

25% (the FATF / EU AMLD default)	65%	32/49
10–11% (lowered for high-risk clients)	27%	13/49
5% or below	6%	3/49
Other / variable by case	2%	1/49

Among the 49 respondents who gave a numeric ownership threshold (n=59 answered the question; 10 described a conditional rule instead of a flat number)



What this looks like in practice: iDenfy's ownership-structure card resolves each shareholder's verification status and trust percentage automatically, at whichever depth a partner configures.

A risk-adaptive threshold, written by hand

Beyond the 49 numeric answers, **10 respondents wrote in a conditional rule** instead of a flat percentage. Almost all of them followed the same shape: *"25% for standard risk, 10–11% for high-risk clients."* That's the risk-based UBO threshold regulators recommend. Here it shows up as a rule partners had to spell out by hand, because the flat-percentage question didn't leave room for it.

When a shareholder is itself a company, it gets treated like one

Data collected on company-type shareholders

n=73

Company data / name	96%	70/73
Registration number	73%	53/73
Company type	66%	48/73
VAT number	51%	37/73

Checks applied to shareholders (individual + corporate)

n=59

Verify individual shareholder identity	83%	49/59
Company shareholder sanctions screening	80%	47/59
Individual shareholder sanctions/PEP screening	78%	46/59
Individual shareholder adverse media	68%	40/59
Company shareholder adverse media	63%	37/59
Individual shareholder address verification	61%	36/59
Government register pull (company)	46%	27/59
Credit report (company)	20%	12/59

Adverse media screening is the one check applied almost uniformly

across all 5 layers

Company	69%	49/71
Director / CEO	69%	45/71
Representative	70%	43/71
Individual shareholders	68%	40/71
Company shareholders	63%	37/71

Adverse-media screening adoption by entity layer, virtually flat across all five layers (63 to 70%)

The full-stack adopter

59% of partners run sanctions and PEP screening at all four checkable layers (company, director, representative and shareholders), end to end, with no gaps. The remaining 41% apply it selectively, most often skipping the shareholder layer. That layer also has the lowest response rate in this entire report, at 81%. Both numbers point at the same maturity gap.

WHAT THE DATA MEANS

Four patterns that extend iDenfy's KYB onboarding guide

Cross-referenced against The Guide to KYB Onboarding. Some findings confirm the guide's principles. Others surface a gap the guide should now address.

01

Risk-based depth is already happening, informally

iDenfy's own KYB guidance argues onboarding flows should apply **risk-adaptive depth** instead of uniform scrutiny. This sample shows that principle already at work. The 25%/10% tiered UBO threshold appears on its own in write-in answers, and the ownership-structure question shows 26% of partners running *both* a first-layer and a full-chain check depending on the case. Most of this logic still lives in a compliance officer's head. It hasn't been written down as a configurable rule yet.

02

The representative role is a design choice

10% of partners collapse the representative into the director. Everywhere the role exists separately, its checks track the director's within 1 to 2 points. That matches the guide's own recommendation to "design around decisions, not tasks": partners are asking one identity question twice, under two labels, rather than scoring the representative as lower risk. A flow that lets a single verified identity satisfy both roles removes a redundant step and keeps the control in place.

03

Document collection is the norm. Its depth still varies by 3x

92% of partners collect at least one company document. The number of document types they ask for ranges from a single Certificate of Incorporation to five or six: registration, ownership structure, licenses, source of funds, annual reports. That spread is the clearest evidence in the sample that "collect only what's relevant" gets applied unevenly. Some partners have already tuned document requests to their actual risk exposure. Others are still sending out a default bundle.

04

Shareholder screening is where onboarding maturity shows up first

The shareholder layer has the lowest response and completion rate of all five pillars (81% for checks, 56% for documents), and it's the layer most often dropped from an otherwise full sanctions/PEP cascade. UBOs are also the layer regulators scrutinize hardest during an audit, which makes this the highest-leverage place for a partner to close the gap between "we run KYB" and "we run KYB completely."

EXPANDING THE GUIDE

Five additions to KYB onboarding best practice, backed by this sample

These extend the "Best Practices" section of iDenfy's KYB onboarding guide with what 73 live configurations show partners actually need next.

01 **Codify the risk-tiered UBO threshold**

Don't make ownership % a single flat field. Build it as a rule: 25% for standard-risk clients, stepping down to 10 to 11% for high-risk sectors or jurisdictions. One in five numeric respondents already described that exact pattern by hand.

02 **Let one verified identity satisfy two roles**

When the director and representative are the same natural person, don't re-run identity, sanctions and address verification twice. Detect the overlap and reuse the result. That removes the redundancy behind this report's "10% skip the representative" finding.

03 **Size document requests to risk level**

Move from a fixed company-document checklist to a tiered one: Certificate of Incorporation as the floor for every client, with Articles of Association, source of funds, and register extracts added only above a defined risk score.

04 **Treat the shareholder layer as the completion metric**

It has this sample's lowest screening and documentation coverage, so use shareholder-layer completeness as the KPI that tells you whether a KYB program is audit-ready, alongside overall onboarding completion.

05 **Make adverse media screening a floor across every entity type**

It already lands at a near-identical 63 to 70% across all five entity layers in this data, closer to universal than any other check except identity. Treat it as a baseline requirement for every entity type, not an optional add-on for some.

THE IDENFY DIFFERENCE

Every gap in this report is easier to close on one platform than on several

The redundant identity checks, uneven document depth, and under-screened shareholder layer this benchmark surfaces are, structurally, integration problems. They're simplest to fix when one platform runs the whole KYB flow itself, rather than stitching it together from other vendors' APIs.

MOST PLATFORMS

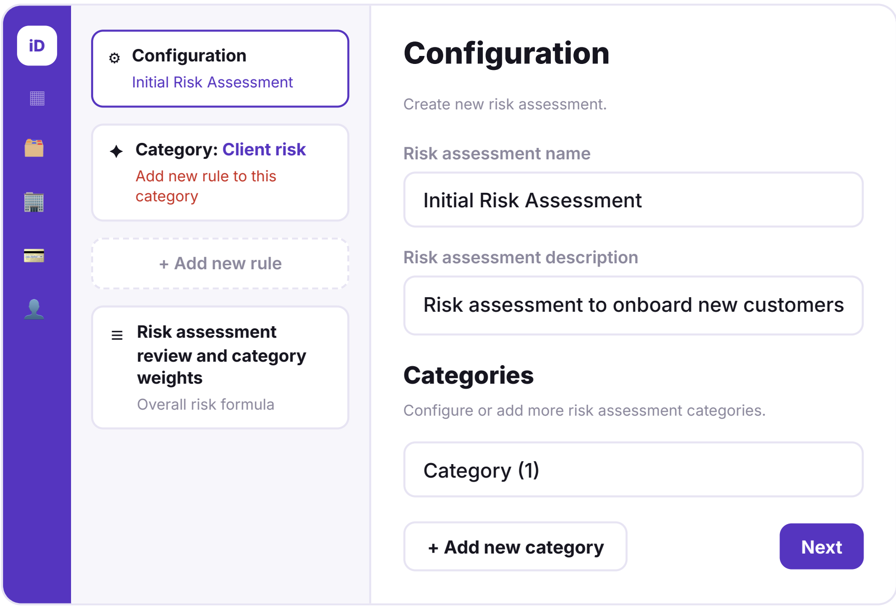
Multi-vendor orchestration

- Several AML, KYC and registry providers plugged in behind one interface
- Every check carries its own vendor cost, plus a platform margin on top
- Coverage, SLAs and roadmap depend on suppliers the platform doesn't control
- Escalations travel through two or three separate parties

IDENFY

In-house identity, KYB and AML

- Identity, document, sanctions, PEP and adverse-media checks are built and run on iDenfy's own platform
- One contract, one price list, and no reseller markup layered on top of a check
- The same team that builds the platform reviews the edge cases manually
- One vendor to audit, one data processing agreement, one integration



One workflow builder configures risk tiers, document rules and screening depth for every entity layer in this report (company, director, representative, shareholders), with no hand-off to a third-party vendor.

16,000+	200+	99.9%
document types supported	countries covered	verification success rate

CUSTOMER STORY

FTMO replaced a bureaucratic vendor with one configurable KYB platform

Before iDenfy, FTMO's KYB reviews depended on a semi-automated third-party vendor and manual back-and-forth for missing documents. Onboarding could stretch several days, and the team had no dedicated in-house KYB specialists yet. Read the full case study at idenfy.com/use-cases/ftmo-idenfy-study.

FTMO

"We needed a secure platform that allows us to design a customized KYB process, store all client documentation safely, and efficiently perform AML checks. The ability to fully customize our KYB flow to match our internal procedures was a key factor, along with the seamless integration and intuitive interface."

Krzysztof Skupinski
Team Leader, Operations Onboarding Department, FTMO

98%
onboarding success rate
with a faster KYB process end to end

40 hrs
saved every week
through onboarding automation

240,000+
accounts managed
on iDenfy's KYB infrastructure

180+
registries, 120+ countries
cross-matched automatically

iDenfy

Turn this benchmark into your own KYB configuration

iDenfy's Know Your Business solution covers every layer in this report (company, director, representative, individual and corporate shareholders) as configurable, no-code workflows backed by 180+ government and credit-bureau registries across 120+ countries.

88%	40 hrs	24/7
average form completion rate	saved weekly per client	automated onboarding

Explore the KYB Solution →