

13:55 EDT, March 16 2022

Pronus, a Colombian boutique investment bank and consulting firm specialized in the fintech sector, plans to raise external capital for its regulatory technology (regtech) unit in 2H22 to fund its expansion to Chile, Mexico, and Peru, CEO Camilo Zea said.

The Bogota-based bank has yet to determine how much money it will raise for the regtech unit –Pronus Control, he said.

It wants to start approaching potential investors after Colombia's presidential elections, Zea said.

The first round of the elections is scheduled for 29 May, followed by a potential runoff on 19 June if no candidate wins more than 50% of the vote.

Pronus is in the process of splitting Pronus Control into a standalone company, Zea said. The revenue-generating unit has been operating for about five years, he added.

Regtechs use technology and regulatory know-how to address financial institutions' compliance management needs.

Zea and his wife co-founded Pronus in 2012. The bank advised 20 of the about 60 financial institutions that have launched or started operating in Colombia in the last decade, including Buenos Aires-based neobank Uala and local fintech startup Ualet.

Last month, Mexico City-based challenger bank Flink announced it [agreed to acquire](#) Ualet for an undisclosed amount.

Pronus aids financial institutions secure operating licenses from Colombia's financial regulator (Superintendencia) and raise capital from external investors, said Zea, a former research and development manager at the Superfinanciera, according to his *LinkedIn* profile.

It also helps companies issue asset-backed securities through its Pronus Capital unit, he said. For example, the bank advised Barranquilla-based Finsocial on the securitization of its payroll loans to active teachers and state pensioners, [as reported](#).

At least five financial institutions operating in Colombia are preparing to issue asset-backed securities this year, Zea noted without offering more details.

Pronus also incubates and invests in fintech startups, mostly in regulated companies that command higher valuations, he said. The bank eventually plans to place its startup equity investments into a separate investment vehicle, which could then raise money from “big investors” to continue backing fintech companies, he added.

It started working on splitting its equity investments into a standalone vehicle when COVID-19 hit, forcing Pronus to solely focus on its advisory services as Latin America’s fintech sector experienced a dramatic growth, he said.

Last year, Latin American fintech startups received USD 6bn in venture capital funding, or 39% of all VC funding in the region, according to trade group LAVCA.

by Carlos Martinez in Bogota

- 

---

  

---
  - 

---

  

---
  - 

---

  

---
  - 

---

  

---
  - 

---

  

---
- Cross Border  
Family  
Owned/Closely  
Held  
Growth Capital  
Raise  
Market Entry
- 
- Argentina  
Chile  
Colombia  
Mexico  
Peru
- 
- Financial Services
- 
- Investment  
banking  
Investment  
broking  
Venture  
Capital/Private  
Equity
-

Intelligence ID:  
intelcms-wq62fh

Grade  
Confirmed

Charge Code  
Not set

© 2022 MERGERMARKET LIMITED. ALL RIGHTS RESERVED

*To be used for the internal business of the assigned users only. Sharing, distributing or forwarding the entirety or any part of this article in any form to anyone that does not have access under your agreement is strictly prohibited and doing so violates your contract and is considered a breach of copyright. Any unauthorised recipient or distributor of this article is liable to Mergermarket for unauthorised use and copyright breach.*