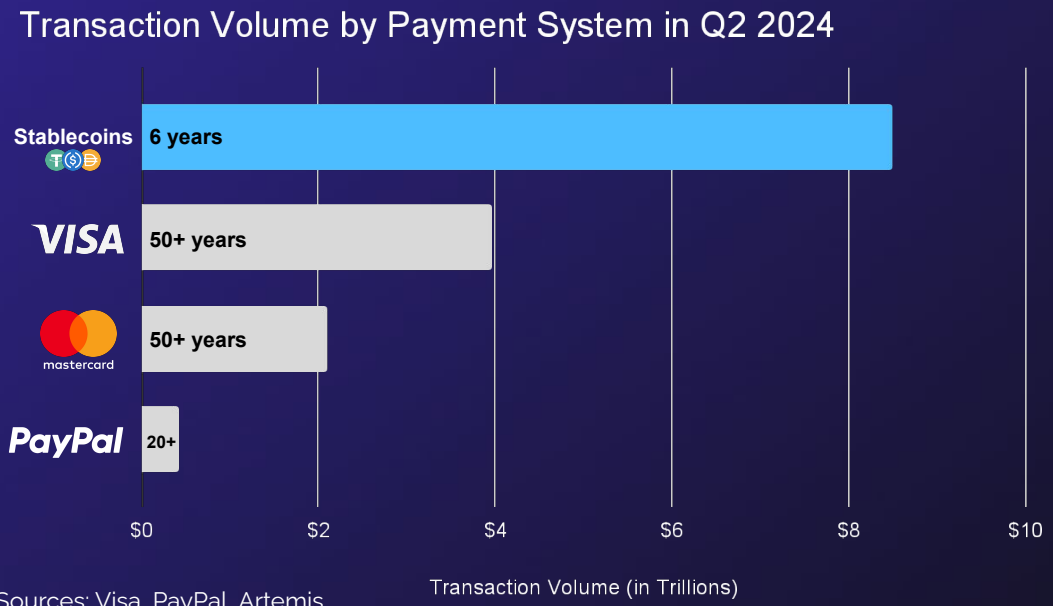
Shield

Revolutionizing crossborder trade
with B2B stablecoin payments

Stablecoins are devouring legacy payments.

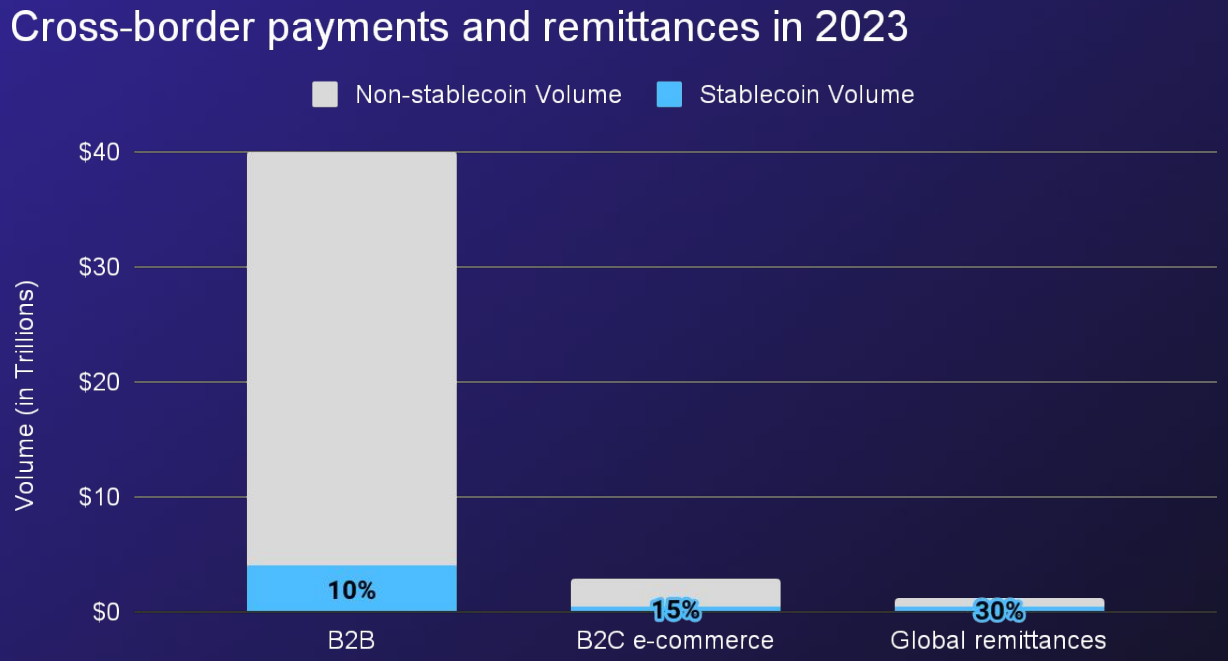
Stablecoin volume now **exceeds**
Visa, Mastercard & PayPal combined



Stablecoins grew in 6 years
to same volumes that took
50 yrs for Visa & Mastercard.

Sources: Visa, PayPal, Artemis

The $40 trillion B2B segment lags behind in adoption.

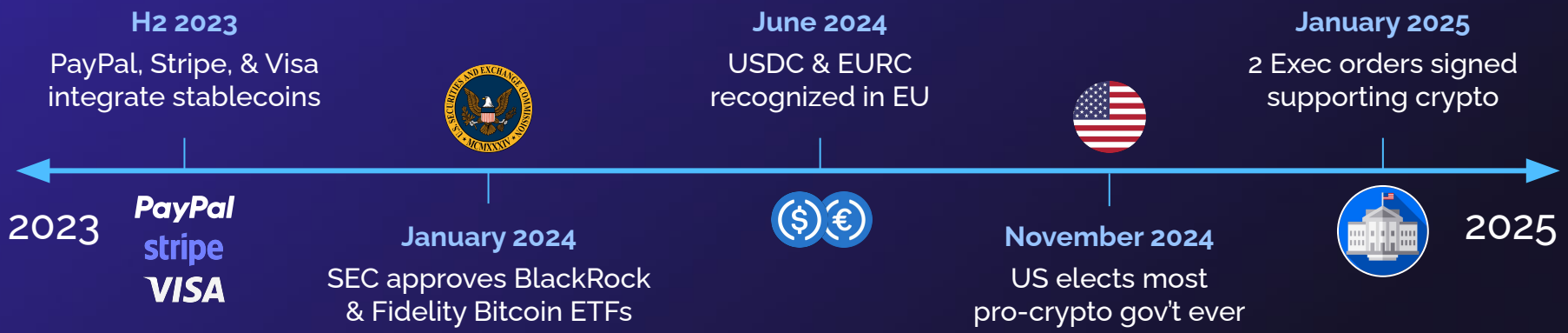


Stablecoins have gained traction in remittances, but a **40x opportunity exists in B2B trade.**

Driving **50% of global GDP**, B2B lags in adoption as **trad. businesses still see crypto as "dirty money."**

Sources: World Bank, FXC, Juniper Research, BVNK

Recent regulatory advancements unlock the B2B oppty.



Regulatory advancements and entry of major players into crypto has created an environment for B2B trade to finally operate on stablecoins.

However, legacy market leaders still have terrible B2B UX.

Slow onboarding & bad customer service

Limited ability for high volumes

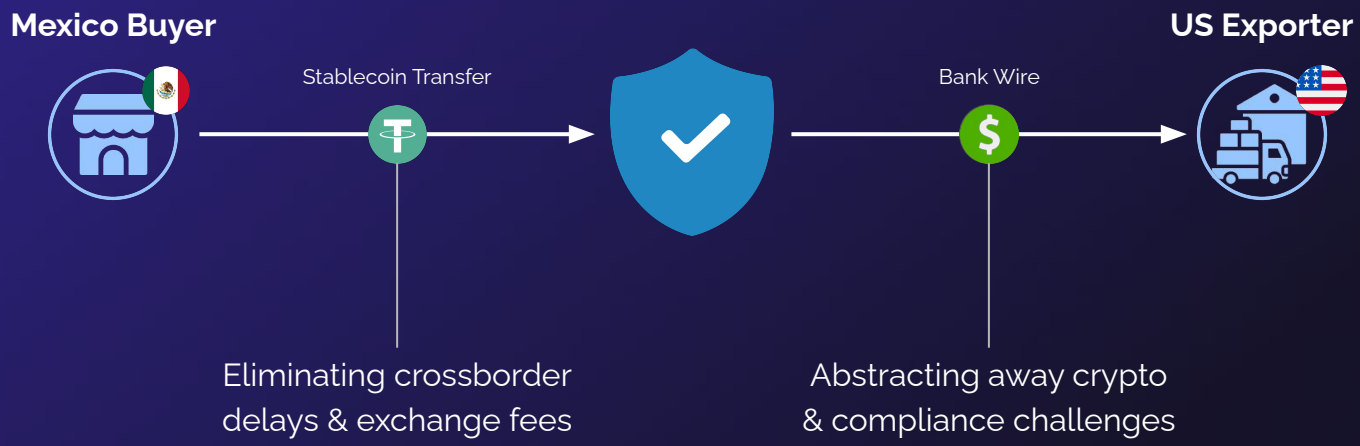
Only process fiat payments to self

Large exchanges like Coinbase optimize for retail & institutional but not middle market

Max daily deposit $25K | No 3rd party
Most companies rejected from application

We enable the fastest payments experience for exporters.

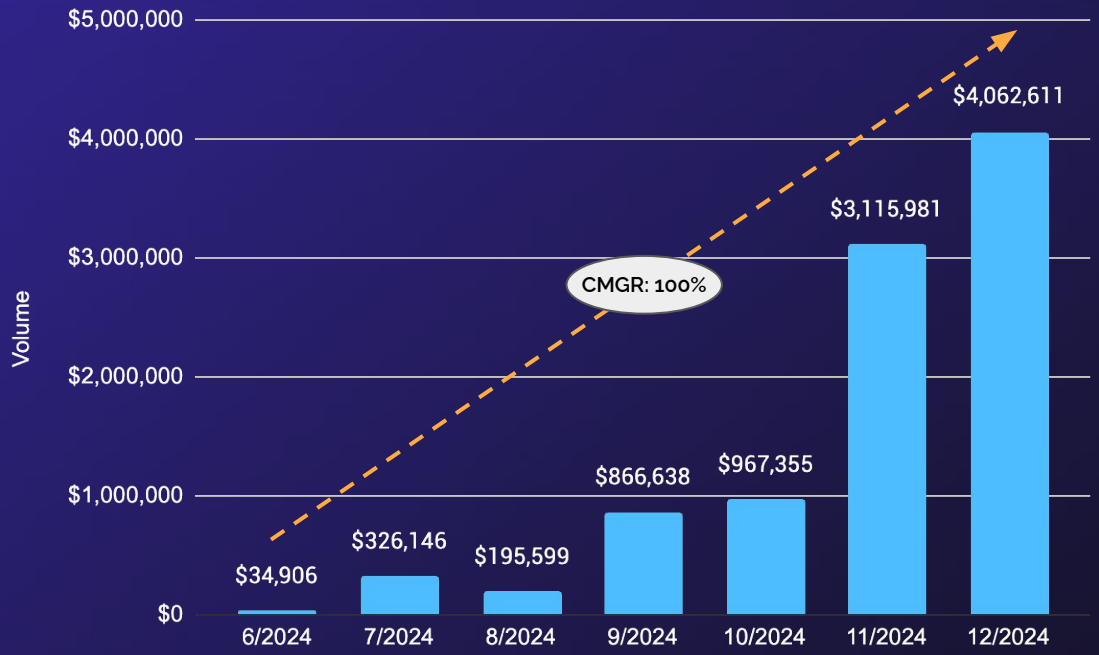
Helping a Mexican Importer Pay Stablecoins to their Supplier in USA



Similar to Mercury for tech startups, Shield optimizes compliance for exporters.
Our niche focus enables the fastest and most scalable onboarding & payments.

We went from 0 to $14M in 7 months since licensing.

Growth in volume since operationalizing



$14M

total volume

$250K

annualized revenue

$12M in Q1 pipeline from an existing client

We've proven repeatable use cases. Now it's time to scale.

- Exporters: $100Ms - Billions / year
- They congregate in industrial trade districts and trade expos
- They value compliance above all

We've proven what this market wants in payments:

- **Low cost:** Accept stablecoins from intl buyers
- **High speed:** Make intl payments feel domestic

How capital will accelerate our growth:

- **Amplify existing clients:** With FBO accounts, buyers can now pay stablecoins to 100% of their suppliers. Offering whitelabel integrations further incentivize.
- **Close bigger clients in pipeline:** Bigger, more regulated clients have greater compliance requirements: FBO accounts, real-time payments

We are targeting a $100B beachhead and a $40T TAM.

US-LatAm
B2B Cell Phones

US-LatAm
B2B Trade

Global
B2B Trade

Sources: World Bank, Statista, Research and Markets

Our compliance infra enables fast B2B crossborder trade.

Features	coinbase stripe bitpay Consumer & Retail Businesses	ShieldPay B2B Cross-Border Payments
Onboarding Speed	Days to weeks	Same day
Transaction Speed	5-day withdrawal holds & frequent delays on large payments	Reduced payment holds due to niche focus and data collection
Invoice Substantiation	✗	✓
3rd Party Payment Support	✗	✓
Transaction Sizes	Low-value, high volume	High-value, low volume
Jurisdictional Compliance	Local single-region requirements	Multi-region (e.g., MICA, OFAC compliance)

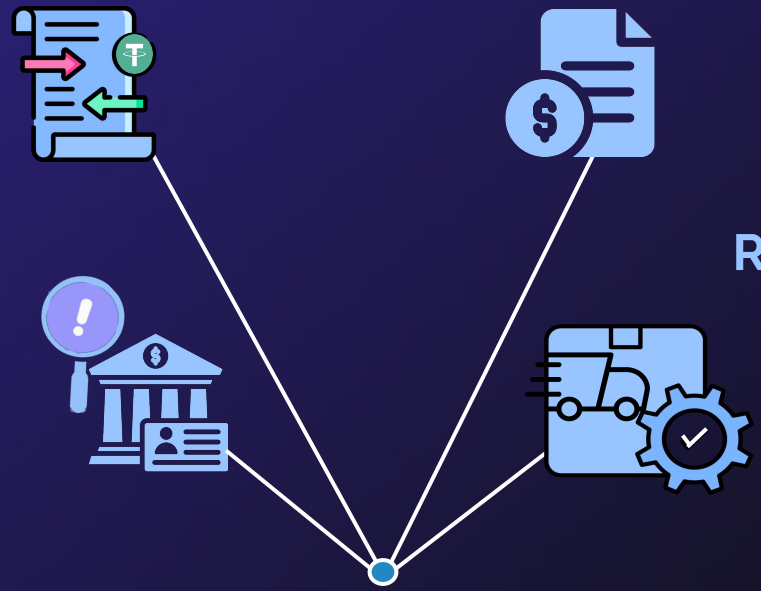
Niche data eliminates onboarding & payment bottlenecks.

Blockchain ledger

Transaction history with counterparties

Proprietary client data

Invoice for each transaction, tying wallets to businesses



Databases/APIs

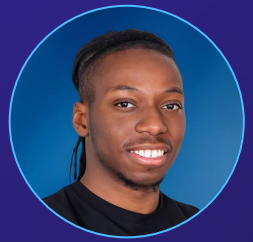
Real-time databases verify business identities instantly

Real-world trade data

Public shipping records showing business volumes

Niche-specific data collection and automation enables **streamlined onboarding and compliance checks.**

We've built B2B products at world class tech companies.

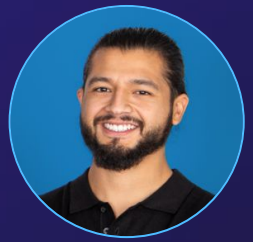


Emmanuel Udotong, CEO
Strategy, Compliance, Banking

McKinsey & Company

Pinterest

PRINCETON UNIVERSITY



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Product and Sales Leader

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PRINCETON UNIVERSITY

Isaiah Udotong, COO
Operations, 0:1 Builder

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Y Combinator

Massachusetts Institute of Technology

Our Investors

ShieldPay

$2.1M

Oversubscribed Pre-seed

a16z crypto CSS23 · kraken VENTURES · Bessemer Venture Partners

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NGC Ventures · M-H VENTURES · coinswitch · Orange DAO · WAGMI VENTURES

Angels from **Coinbase**, **BlackRock**, **Huobi**, **McAfee**, **Department of Defense**

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