



# Meet the 2018 CNBC Disruptor 50 companies

PUBLISHED 6:00 AM ET TUE, 22 MAY 2018

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In the sixth annual Disruptor 50 list, CNBC features private companies — from biotech and machine learning to transportation and retail and even exploring outer space — whose innovations are changing the world. These forward-thinking start-ups have not only identified unexploited niches in the market that have the potential to become billion-dollar businesses, a majority of them already are billion-dollar businesses. A startling 33 disruptors this year are unicorns that have already reached or passed the billion-dollar mark.

Unseating corporate giants is no easy feat. But we ranked those venture capital-backed companies doing the best job. In aggregate, these 50 companies have raised nearly \$78 billion in venture capital at an implied Disruptor 50 list market valuation of more than \$350 billion, according to PitchBook data. Many already are part of our daily lives, whether or not we know it. Read more about the trends that stand out in the 2018 list ranking — from drones and genes to the battles for control in the rapidly growing ridesharing, lodging and cryptocurrency industries — and the methodology used to select this year's Disruptor companies.

## #13. Payoneer

Helping companies get paid around the world.

**Founder:** Yuval Tal

**CEO:** Scott Galit

**Launched:** 2005

**Headquarters:** New York City

**Funding:** 255.2 million (PitchBook)

**Valuation:** \$1 billion (PitchBook)

**Key technologies:** Payments

**Disrupting:** e-commerce, mobile payments



George Kavallines | CNBC

This New York City-based company helps millions of businesses and professionals by facilitating seamless and transparent cross-border payments in more than 200 countries. The mission is to enable these companies — in both developed and emerging markets — to pay and get paid globally as easily as they do locally. Payoneer was started in 2005 by Yuval Tal, an Israeli entrepreneur who helped start other tech and e-commerce payment companies. Scott Galit joined as CEO in 2010 after years at First Data and MasterCard.

There are about 4 million users on Payoneer's platform, and the company works with more than 150 different currencies. Once a user is signed on to the service, he or she is able to accept payments to their Payoneer account from customers all over the world. They can then withdraw money from their local bank or from ATMs worldwide. There's a 3 percent fee charged when getting paid directly from a customer via credit card (1 percent for an e-check). There's no fee when receiving payments from another Payoneer customer.

Airbnb, Amazon, Google and Upwork are among its corporate customers, as well as millions of freelancers and small businesses. The company has raised \$270 million from investors, including Technology Crossover Ventures and Wellington Management. It has offices in India, Japan and the Philippines and last year expanded its presence to South Korea and the U.K. No word yet on when — or if — an IPO is coming soon.