



What we're hearing and seeing from Irish fintechs scaling into London

Thursday 14th November 2019

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Board Director & Advisory Committee
Regulated Fintech and Regtech
Fintech Ireland
www.fintechireland.com

Fintech Ireland – Peter Oakes, Founder



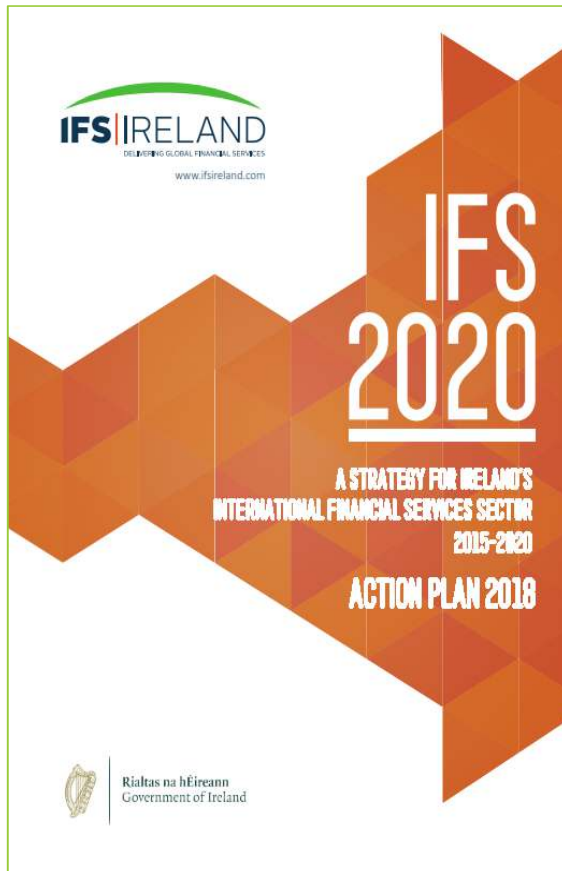
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EX-CENTRAL BANKER & REGULATOR | CHIEF RISK /
COMPLIANCE | FINTECH | REGTECH | PAYMENTS |
EMONEY | THE FINTECH50 | LAW | FUND RAISING

 <p>Director (INED), Susquehanna International (Ireland), Fintech / Regulated MIFID options market maker www.sig.com</p>	 <p>Director (NED), TransferMate Global Payments, Fintech / Regulated PSD2 www.transfermate.com</p>	 <p>Director (INED), Optal Financial (Ireland), Fintech / Emoney B2B www.optal.com</p>
 <p>Chairman, AWM Wealth Advisers www.awmwealthadvisers.com</p>	 <p>Strategic Consultant Finserv, Fintech & Regulation, Clark Hill Solicitors www.clarkhill.ie</p>	 <p>Advisory Committee, The Mizen Group, Regtech / Compliance Management & Data Investigation Platforms & Advisory www.mizengrp.com</p>
 <p>Advisory, Deposify, Fintech / online escrow www.deposify.com</p>	 <p>Advisory Committee, Kyckr, Regtech, CDD/KYC Solutions www.kyckr.com</p>	 <p>Advisory Board, Corlytics, Regtech / Regulatory Intelligence www.corlytics.com</p>
 <p>Founder, Fintech Ireland www.fintechireland.com</p>	 <p>Founder, Fintech UK www.fintechUK.com</p>	 <p>Consultant, Kerman & Co www.kermanco.com</p>



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Fintech Ireland is well regarded in Ireland



"FinTech Ireland are particularly active in the start-up scene, advancing Ireland's unique ability and leveraging its capacity to become and remain a global centre for FinTech." [page 40, Irish Government's IFS2020 Action Plan 2015-2020 \(2018 update\)](#)

Connected to the Fintech Ecosystem



Tracking 350 'fintech' companies – names, executives, business type



125 companies have completed the Fintech Ireland Survey

- <https://fintechireland.com/fintech-survey.html>



1,350+ subscribers to Fintech Ireland

- <https://fintechireland.com/get-involved.html>



1,100+ Members of the Fintech Ireland LinkedIn Group

- <https://www.linkedin.com/groups/8321352/>
- <https://www.linkedin.com/in/peteroakes/>



Connected to the Fintech Ecosystem



5,350+ Twitter followers **@FintechIreland**

- 13,000+ total twitter followers across all Fintech handles



150,000+ web visitors a year



65+ events (presentations at local & international events)



7,500+ audience at events



Irish Financial Services – by the numbers

10,000+ firms providing financial services ("finserv") in Ireland and overseas regulated by the Central Bank



4th largest exporter of finserv in the European Union



250 of the world's largest finserv players are here

- including half of the world's top 50 banks
- 17 of the top global 20 banks

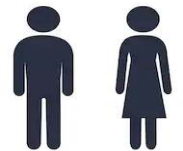


€4.2 trillion total funds AUA (14K administered: 7.3K Irish & 6.6K o/s)



45,000 people employed directly in international finserv

- 7,000 work in fintech



€2.1 billion contribution to exchequer in taxes each year



Ireland's Top Importing Partners (2017)

UK = No.1 @ €18.8bn

Top Importing Partners 2017

The UK was the biggest import market in 2017, with imports of over €18.8 billion.

Imports of Petroleum products were €2.7 billion while imports of Medical and pharmaceutical products were €3.1 billion. Imports of Food and beverages were almost €4 billion in value, and imports of Machinery and transport equipment were €3.2 billion.

There were €16.2 billion of imports from the USA in 2017, including imports of Chemicals and related goods of €5.9 billion, and imports of Machinery and transport equipment to the value of €8.1 billion was imported from the USA in 2017.

France, Germany and China made up the remaining top 5 import partners.

UK - €18.8bn
 USA - €16.4bn
 France - €10.5bn
 Germany - €6.9bn
 China €4.4bn

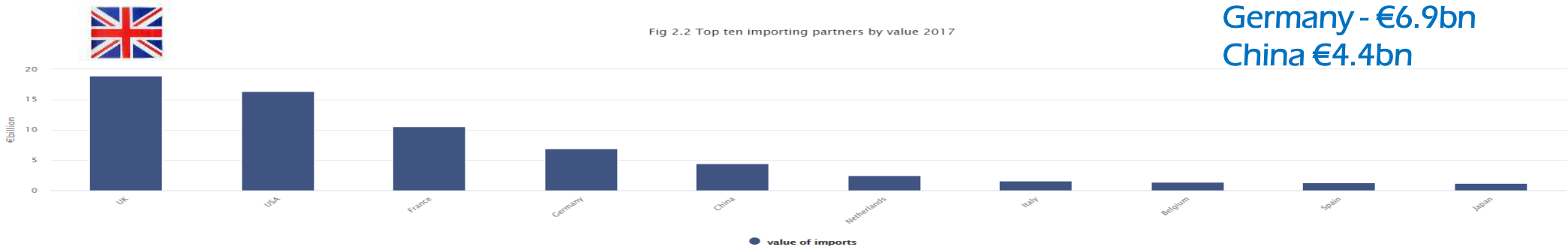


Table 2.2 Top ten importing partners 2017

Rank	Country	€million	% of total imports
1	UK	18,868	24
2	USA	16,368	21
3	France	10,500	13
4	Germany	6,890	9
5	China	4,424	6
6	Netherlands	2,434	3
7	Italy	1,564	2
8	Belgium	1,394	2
9	Spain	1,317	2
10	Japan	1,209	2

Open in Excel: [Ireland's Trade in Goods 2017.TBL2.2 \(XLS 12KB\)](#)

[Visit Table TSA10 on Statbank](#)

Go to [Trade Balance 2017](#)

<https://www.cso.ie/en/releasesandpublications/ep/p-ti/irelandstradeingoods2017/toptradingpartners2017/>

Ireland's Top Exporting Partners (2017)

UK = No.2 @ €16.4bn

Top Trading Partners 2017

Top Exporting Partners 2017

The USA was Ireland's largest export market in 2017, with over €33 billion in exports. The second biggest export partner was the UK, with €16.4 billion of exports.

Medical and pharmaceutical products and Organic chemicals comprised €20.5 billion, or 62% of the total exports to the USA in 2017.

Belgium, Germany and Switzerland complete the remaining top 5 export markets.

- USA - €33.3bn
- UK - €16.4bn
- Belgium - €13.3bn
- Germany - €10.1bn
- Swiss - €6.2bn

Fig 2.1 Top ten exporting partners by value 2017

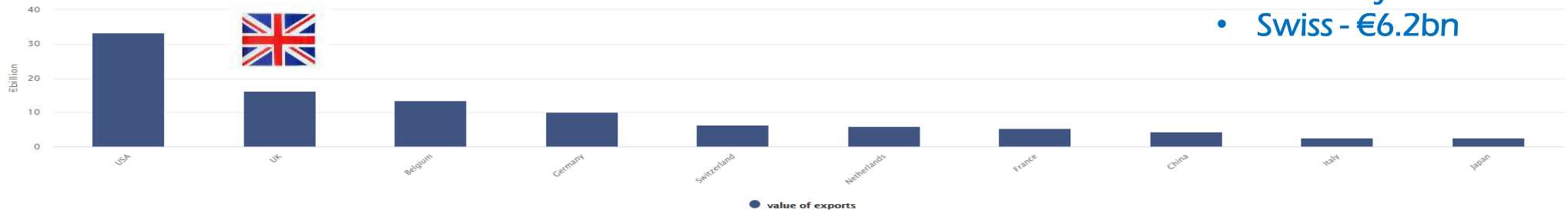


Table 2.1 Top ten exporting partners 2017

Rank	Country	€million	% of total exports
1	USA	33,284	27
2	UK	16,455	12
3	Belgium	13,333	11
4	Germany	10,099	8
5	Switzerland	6,212	5
6	Netherlands	5,929	5
7	France	5,348	4
8	China	4,378	4
9	Italy	2,620	2
10	Japan	2,617	2

Open in Excel: [Ireland's Trade in Goods 2017 TBL2.1 \(XLS 12KB\)](#)

Visit [Table TSA10 on Statbank](#)

Source: CSO Ireland

Credit/Lending

CREDITEXPO
credilogic
FIRST CIRCLE
Flender
:fund:it
FUND SME
FUTURE FINANCE
GRID FINANCE
invoicefair
Linkedfinance
MortgageBrain
ORCA
PeeledFinance
Spark
Simpler
SUPPLY FINANCE
trezeo

Currency & FX

ASSUREHEDGE
BARRACUDAFX
cambrist
currencyfair
MONEX
TransferMate

Funds & Trading

Cardinal Analytics
fundcalcs.com
CHASINGRETURNS
Fund Recs
COALFACE
HARBINGER TECHNOLOGIES
Eagle Alpha
Peracton
EZOPS
yeoUp
FRS
Z SIGNALS

Crypto & Blockchain

Bitcove.ie
BitEx.ie
BLOCK AVIATION
CONSENSYS
TRADEIX

Saving / Investing

moneycube
MYFUTURENOW
MyMoneyPlatform
MyWallSt
PennyOwl
the pension store
TUCR

Insurance

ClaimVantage
hublio
exame
RELAY software
FINEOS
WeSavvy

Accounting

ACCOUNTS
Bulleet
Surf accounts
TaxHug
bankhawk analytics
CASHANALYTICS
calcfox
TheSaurusSoftware
big
ezora
billfaster
PaycheckPlus
Yendo

Payments

actusmobile
ding*
LoyLap
planet
AlphaPaymentsCloud
Easy Payments Plus
WFO
prepaid FINANCIAL SERVICES
AWSO
COMM
MiFinity
SafeCharge
Bitnet
Embedded Payments
mozobi™
savvy
Bluefin
ESCHER GROUP
NUAPAY
SWIRL
www.CashDash.ie
FESTY
One4all
touchtech PAYMENTS
Cheetah Money
FEXCOX
lola.mobilepay
CIRCLE
fire
PaymentPlus
VESTA
continuum
GLOBAL RISK TECHNOLOGIES
payzone
Volteneo
CROSSFLOW PAYMENTS
ioc
perfectcard
Way Pay
CUSOP
importwise
PiP IT
worldnet



FinOps

antuar
CHECKVENTORY
circuit
e-cfs
docuSoft
Finalysis
GLOBAL SHARES
Quaternion
RAPIDRATINGS
ROCKALL

RegTech

AQMETRICS
Funds-Axis
regbot
CaloRisk
Know Your Customer
sedicii
spearline
CORLYTICS
Cyber Risk Aware
G.E.C.K.O. GOVERNANCE
silverfinch
DataChemist
Governor
sysnet
DATACTICS™
DPal
taxamo
EUROCOMPLY
fenergo
VIZOR
FinReg
INTEGRALYNX
xcelentit
FINTECO
MCO
Planet verify
Xiiir
First Derivatives plc
riskssystem
Zarion software

Platforms

Assured
CR2
leveris
Sentenial

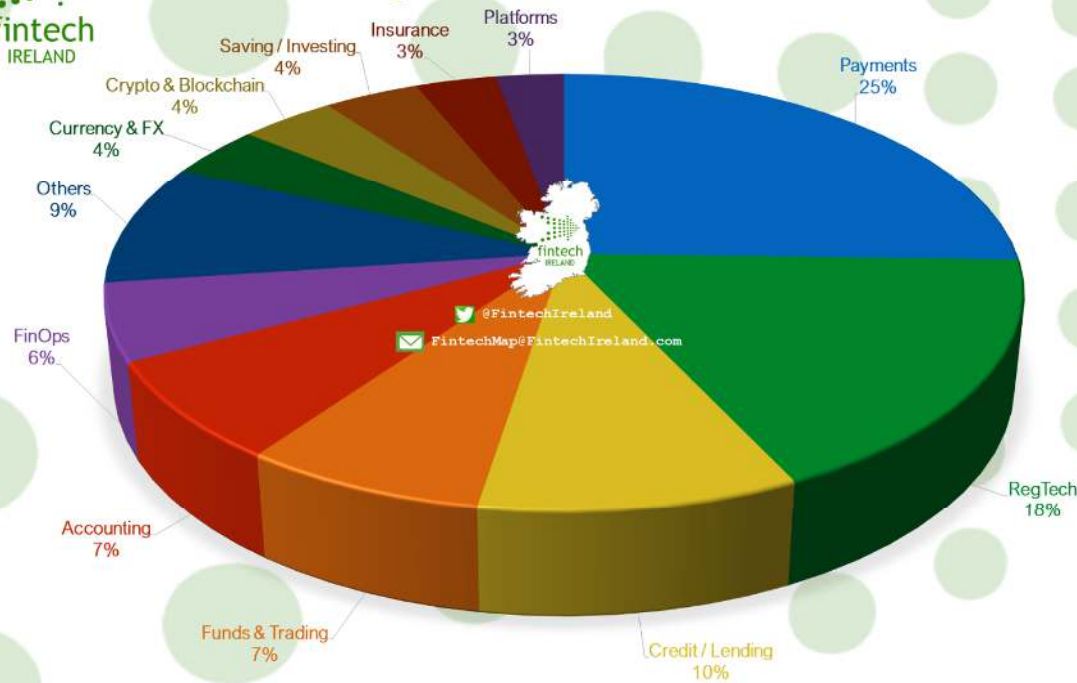
Others

bisees
COINDRUM
EPIONE
Lightyear
Ostia
bqnkers.ie
loyalBe
MoneyMate Group
pTools
UBANQUITY
brite:bill
deposify
Initiative Ireland
Money Point
taxback.com
xtremepush

Fintech Ireland Map – The Sectors



FinTech Ecosystem on the Isle of Ireland



The All-Ireland Fintech Map
www.FintechIreland.com

177 firms on Map

- Payments 25%
 - 29% with Currency & FX
- RegTech 18%
- Credit & Lending 10%
- Others 9%
- Funds & Trading 7%
- FinOps 6%
- Accounting 6%
- Currency & FX 4%
- Savings & Investing 4%
- Crypto & Blockchain 4%
- Platforms 3%
- Insurance 3%
 - NB: Fideos is an outlier within Insurance given its size

RegTech Ireland

The All-Ireland RegTech Map



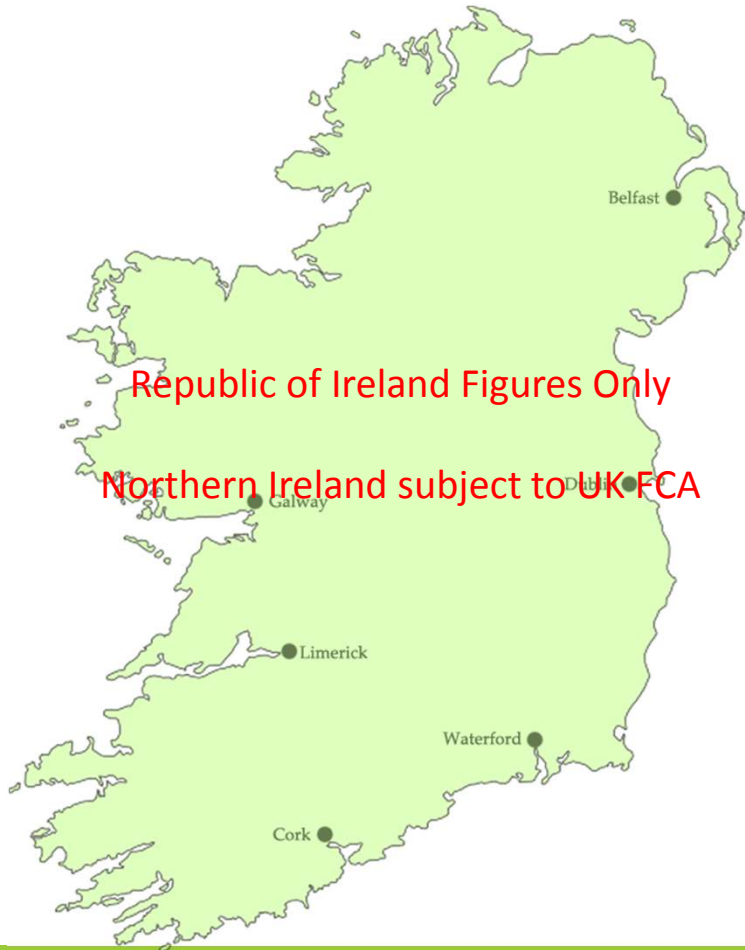
www.RegTechIreland.com

[@RegTechIreland](https://twitter.com/RegTechIreland)

Hello@RegTechIreland.com

July v1
2019

Regulated Fintech & Regtech (RoI only)



Authorised by Central Bank (14/11/2019):

- 9 x E-money Firm (Reg 9) [Incl: Facebook, Stripe & Optal]
 - 2 x these EMI firms is also licensed as a PISP & AISP (Paysafe & Stripe)
- 16 x Payment Services (PS) Firm (Reg 18) [Incl: TransferMate, Google & Western Union]
 - 262 Credit Unions are entitled to provide payment services (Reg 25(1)(c))
 - 2 x these PS firms is also licensed as a PISP & AISP (Fire & Fexco)
- 2 x Account Information Service (AIS) Providers (Circuit & CRIF RealTime)
- 1 x MiFID (Regtech - AQ Metrics)
- 1 x MiFID (Fintech - Global Shares)

Authorised in EEA, passport into Ireland:

- Approximately 554(?) x E-Money & PS

Fintech Ireland Survey / Census

- We are conducting a Fintech Survey / Census
- For all fintech firms in Ireland
- 120+ responses (little marketing)
- 24 questions straightforward questions
- Average time it takes to complete = 15 minutes
- <https://fintechireland.com/fintech-survey.html>



- We are tracking 350 'potential fintechs'

Fintech Ireland Survey – Data (1/3)



- In which part of Ireland are you located?
- What sector within Fintech does your company operate?
- How many employees does your company have?
- Is your company expecting to hire in the next 12-18 months?
 - Every respondent which ranked the UK as a top 3 priority said 'YES'
- Gender Balance - Management Level
- Revenue – last year, this year, next year
- Investment Raised?
- Investment Required?
- Is Ireland an easy place to raise investment?
- Would you like Fintech Ireland to connect you to investors?
 - 70% of respondents which ranked UK as a top 3 priority said 'YES'
- Regions for Expansion (No.1, 2 or 3 priority from 9 choices)?
 - 87 = United Kingdom

Fintech Ireland Survey – Data (2/3)

(Scaling to the UK as 1-3 priority = pool of 87)



- Key Challenges –
 - Brexit:
 - Of those that ranked the UK as a top 3 expansion priority **only 20% (17/87) said Brexit is a key challenge**
 - Funding:
 - 42.5% & 18% said equity funding & debt funding, respectively, a challenge
 - Finding/Retaining Talent:
 - 52% said that finding / retaining talent was a challenge
 - Access to Bank Accounts (corporate & safeguarding)
 - A very small minority said access to accounts was a challenge
 - Government Support:
 - 25% said that lack of government support was an issue for them

Fintech Ireland Survey – Data (3/3)

(Scaling to the UK as 1-3 priority = pool of 87)



- Competition
 - 16% said competition from new entrants was a challenge
- Getting Authorised:
- On-Going Regulation
 - 17% said that on-going regulation presented a challenge
- Other
- Freeform feedback

Thank you

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