

LONDON & PARTNERS

MAYOR'S INTERNATIONAL
BUSINESS PROGRAMME

Fintech Virtual Trade Mission to North America

5-9 October 2020





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Welcome

I am delighted that some of London's most innovative fintech companies will be exploring new business opportunities in North America, as part of a virtual trade mission with the Mayor's International Business Programme.

Over the next few days our delegates will be virtually visiting the financial, banking and fintech powerhouses of New York, San Francisco, Charlotte and Illinois, to name just a few.

North America is considered the most competitive and rapidly developing technology market in the financial industry, expected to cross the \$100 billion mark by 2025. In the age of social distancing, more consumers have turned to digital tools and solutions, with banks and companies investing heavily to increase the security and ease of financial transactions.

Europe continues to build exciting new products in fintech, with London as a key hub. The UK capital is home to an ever-growing array of fintech companies thanks to its position as a global financial centre, its deep technology talent pool, supportive regulation, an early-adopting customer base and an extensive investor network; last year, \$2.11 billion was invested in London fintech companies.

As the world begins the road to recovery, new innovation will require global collaboration and I'm extremely proud that the Mayor's International Business Programme will play a role in facilitating new fintech relationships across the Atlantic.

I wish all of our delegates a highly productive trade mission. I hope you benefit from this fantastic business networking opportunity.



Laura Citron
Chief Executive, London & Partners



LONDON & PARTNERS

We are London's international trade, investment and promotion agency. It is our role to promote London internationally as a leading world city in which to visit, study, invest, grow and meet.

Our work helps achieve good growth for London and Londoners and has supported over 70,000 jobs since we were founded in 2011.

What we do:

- Foreign Direct Investment (FDI)
- Trade & Growth
- Business Tourism
- Major Events
- Leisure Tourism
- Higher Education & Talent
- London's global reputation

We focus proactively on the core markets, audiences and sectors who will bring good growth for London.

For more information, please see londonandpartners.com



The Mayor's International Business Programme

The Mayor's International Business Programme helps ambitious high-growth (scaleup) companies from London's technology, life sciences and urban sectors to expand their businesses internationally.

Tailored to fit a company's specific international growth ambitions, this exclusive programme provides:

- One-to-one and one-to-many mentoring and ongoing guidance from entrepreneurs and business leaders
- Focused workshops and events that provide the opportunity to learn from expert advisers
- Live leads for specific business opportunities in North America, Europe, China and India
- The opportunity to join high-profile targeted trade missions led by our team of international business experts

For more information on the programme please visit gotogrow.london



Photo by Christiann Koepke

With thanks to...



Illinois
Department of Commerce
& Economic Opportunity
OFFICE OF TRADE & INVESTMENT



WILSON
SONSINI



Meet the team



Dhaval Gore

Head of Mayor's International Business Programme

dgore@londonandpartners.com

I am proud to be supporting this virtual trade mission to North America, as part of the Mayor's International Business Programme.

Our diverse delegation spans a wide spectrum of new and disruptive fintech services - from regtech, payments, SME finance, API management, digital retirement solutions, biometric authentication and business services.

The mission will offer business leaders from each of the companies a deeper understanding of the North American market and connect them to a range of regional business experts and potential customers. I very much look forward to sharing, learning and building long-lasting, mutually beneficial relationships for all.



Amrit Kang

US Business Manager, London & Partners

akang@londonandpartners.com

As US Business Manager, I am delighted to be welcoming such an innovative group of London-based scaleups to North America on this virtual trade mission.

The North American fintech market is one of the most competitive and rapidly developing in the world, and I am looking forward to furthering our existing business relationships, as well as exploring new connections, right across the region.

I'd like to take this opportunity to thank our amazing partners and host cities for all of their hospitality and help shaping this trade mission. We look forward to meeting you soon and introducing you to our fantastic digital delegation.



Penny Harwood

Interim Chief Representative, North America, London & Partners

pharwood@londonandpartners.com



Matthew Hobbs

VP, Business Development, Canada, London & Partners

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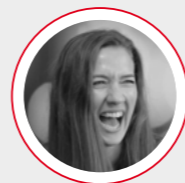


Photo by Robert Bye

Meet our companies



David Brear
Group CEO



Zoe Anstey
CEO Business
Manager



Digital banking is only 1% finished – we created the team for the next 99%. At 11:FS we've assembled the world's top banking, fintech and insurance leaders to transform traditional banks from within. Combining corporate expertise with startup agility, we are uniquely placed to help overcome legacy systems, create new business models, and develop next-generation, customer-centric services.

OUR OBJECTIVES

To expand 11:FS's global reach and brand presence by better understanding the financial landscape and customer needs in North America.



Fahd Rachidy
Founder & CEO



ABAKA is a digital savings and retirement enterprise SaaS platform, powered by Artificial Financial Intelligence™. Our technology helps institutions deliver digital savings and retirement solutions, as well as scalable financial advice to their customers. ABAKA's library of modular applications powers conversational AI, personalised nudges, big data insights, financial dashboards and amazing customer experiences.

OUR OBJECTIVES

To explore commercial discussions with potential clients in the US and Canada. With already existing clients licensing the ABAKA products and technologies in North America, as well as strategic partners deploying our solutions, introductions, product demos and technology review meetings can be easily arranged with our local team based in the East Coast.



Rich Heller
Senior VP, Sales



ClauseMatch is a smart document collaboration platform that applies a deep understanding of regulatory lifecycle and machine learning to help compliance, legal, finance, operations and risk departments automate impact assessment and collaborate effectively throughout the entire implementation process. It reduces costs, demonstrates compliance to regulators and speeds up implementation. ClauseMatch is working across industries: financial services, insurance and energy companies, as well as regulators.



Elisabeth Clark
Customer Success Manager

OUR OBJECTIVES

To grow our reach to North America through relationships with financial institutions and insurers. We want to understand the market better and increase our brand awareness in the market. Ideally, we would meet with 25 new target companies, leading to five potential new business opportunities.



Hari Sandhu
CEO & Director



EmpowerRD saw too much government R&D funding leaking to inefficient advisors. Developing cutting-edge technology throughout the process, we've reduced the cost and improved the reliability of government innovation incentives applications. We're allowing deserving businesses to access their rightful public funds for as little cost to the taxpayer as possible.

OUR OBJECTIVES

To make new partnerships with both industry institutions and governments in North America. We want to hear from businesses and government on how to successfully operate and increase our brand awareness in the market.



Alina Lapusneanu
Founder & CEO



Fiskl is a mobile-first SaaS platform enabling small businesses to manage their business finances and teams from anywhere. Fiskl's API and Data Engine also offers a powerful API and data intelligence platform to financial institutions focused on SMBs, enabling them to rapidly build and monetise their SMB base with 'beyond banking' services.



Keith Downer CEO
– the Americas

OUR OBJECTIVES

To connect with banks and other companies focused on SMBs who can benefit from the Fiskl financial management platform offering. Fiskl has its largest customer base in the USA, along with ongoing bank partnerships, and would like to expand by engaging new partners (banks, lenders, payment providers, other companies with focus on fintech and SMBs).



Joe Palmer
President



iProov provides unique, patented technology for online facial biometric authentication. Governments, banks and other enterprises globally use iProov to remotely verify customer identity and assure the genuine presence of an online individual. Used for onboarding and authentication, customers include Rabobank, ING, Knab Bank, the Department of Homeland Security and the UK Home Office.



Simon Williamson
VP North America

OUR OBJECTIVES

To expand our proposition to North America through partnerships with both financial institutions and retailers. We want to understand the market better, and look at challenges and opportunities.



Tom Howsam
Co-Founder & CEO



Paid makes it easy for large companies to work with their micro suppliers by automating the procurement process, and ensuring micro suppliers get paid instantly on completion of work.



Natasha Foster
Co-Founder & COO

OUR OBJECTIVES

To expand our understanding of the North American enterprise market in terms of tail-end supplier onboarding, contracting and payments - specifically the emphasis on how important it is to be able to efficiently work with smaller suppliers who provide valuable services, but at a relatively tiny cost. We want to understand if our UK research translates across to large North American companies.



Joanne Smith
Founder &
Executive Chair



Recordsure turn customer conversations and documentation into valuable insights which drive performance, conduct and culture. Our cutting-edge technology combines human-level intelligence with machine-powered capability to support compliance, customer care, risk management and sales at scale in financial services and similar regulated sectors.

OUR OBJECTIVES

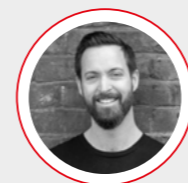
To help spread awareness of some of the latest fintech capabilities in the field of voice and document analytics, whilst strengthening our understanding of the compliance and operational challenges that firms are facing in North America and Canada.



Oleg Mukhanov
COO & CFO



Steadypay are building the world's leading credit service for the gig economy. The gig economy comprises 50% of the global workforce and is a \$ trillion+ annual credit volume opportunity. Our strategy is to capture this market with a new revolutionary type of product: subscription credit service.



John Downie
Co-Founder & CEO

OUR OBJECTIVES

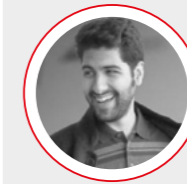
To take our product to North American markets through partnerships with local financial players, investors, as well as businesses whose employees would benefit. We want to understand better the structure of the market, differences in the opportunity versus the UK / European markets and how best to navigate the competitive and regulatory landscapes. Finally, we would like to evaluate what would be the best entry strategy based on the experience of successful businesses in the region.



Diana Paredes
Co-Founder & CEO



Suade benchmarked software is bridging the regulatory gap through modern technology, enabling financial institutions to understand and deliver their regulatory requirements efficiently. We combine practical banking experience with legal and operational expertise while leveraging on academic research to create an optimised solution. Suade's data driven-approach is designed to prevent the next financial crisis!



Murat Abur
Co-Founder & CTO

OUR OBJECTIVES

To expand our operations and client base in North America. In an ever changing financial services landscape, the regulatory burden is continually rising. We would like to find out more about the challenges and opportunities for financial services firms in N. America and interact with likeminded technology businesses that have successfully partnered in and entered the market.



Chris Shaw
CEO



Ten10 is a leading independent quality engineering and software testing consultancy. Our teams of exceptional consultants and engineers, in the USA and UK, provide innovative solutions to ensure you can deliver with confidence. In addition, the award-winning Ten10 Academy programme is developing the next generation of technology talent for our customers.



Chris Thompson
Consultancy
Services Director

OUR OBJECTIVES

To build awareness of Ten10 and identify potential new customers for our solutions and services.



James Hirst
Co-Founder & COO



Tyk is the leading, open source, cloud native API Gateway and Management platform- available in the cloud, your data center, or anywhere. From Capital One, to eBay and the Financial Times; thousands of businesses are leading digital transformations by harnessing the power of APIs via Tyk.



Michael Campbell
VP of Sales,
North America

OUR OBJECTIVES

To expand on our existing portfolio of customers in the financial services vertical by leveraging our open source, enterprise ready, highly secure, and compliant API Gateway & Management platform. Our current clients include Capital One, Starbucks, eBay, Dominos, RBS, Deloitte, GE, and many more.



Photo by Clay Banks



JPMORGAN CHASE & CO.



Meet the banks



Varo

WINTRUST

Meet our corporates & partners



Sam Teden
Investor

Sam is an Investor at Anthos Capital and runs their East Coast office based in Charlotte, NC. Sam has worked in the investment world for 4 years focusing on supporting high-growth businesses in a variety of industries.

Anthos Capital is a \$760M minority growth equity fund based out of Santa Monica, CA. Anthos focuses on partnering with businesses who are growing quickly and have an opportunity to dominate their particular vertical.



Sarah Peeler
Executive Director

Sarah is a British citizen, originally from Wilmslow, Cheshire, who has lived in the USA for 28 years. With a background in marketing and public relations, Sarah spent over 15 years in various corporate roles leading marketing research, planning and development, public relations, corporate communications, RFP/RFQ management and business development in the professional services market sector.

Since 2009, she has worked as a consultant, providing association and board member expertise for several non-profit and international business organisations, before joining the British American Business Council Carolinas as their Executive Director in 2013.



Dan Roselli
Co-Founder & Managing Director

Dan is the Co-Founder and Managing Director of CFV Ventures, a venture capital fund based in Charlotte, NC. Passionate about working with early-stage startups, he is also the Co-Founder of Packard Place – one of the largest entrepreneurial and tech centres outside of NY, Boston and Silicon Valley, home to six different business incubator programmes (such as RevTechLabs, for revolutionary tech, and QCFinTech, for financial services). A seasoned entrepreneur himself, Dan has a finance degree from Michigan State University, an MBA in marketing from the University of Minnesota and was the youngest person ever to serve on the Operating Committee of the Bank of America. He has been honoured with numerous awards, including the Top 50 Entrepreneurs Award and Forty Under 40, is the father of two sets of twins and is a passionate Spartan.

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