

United Kingdom's FinTech Mission to New York City



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BRITAIN & NORTHERN IRELAND

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The UK's Department for International Trade



Department for International Trade

The UK's Department for International Trade (DIT) is proud to host the second annual Trade Mission to Empire FinTech Week in April 2018. This Mission will offer 15 of the UK's top FinTech companies the opportunity to explore the US market and NYC's financial services industry through five days of workshops, networking events, one-to-one meetings, and more. Previous missions have seen UK companies learn best practices about US expansion strategy and business development, network with top-level industry executives, and pitch to venture capitalists.

DIT has overall responsibility for promoting UK trade across the world and attracting foreign investment to our economy. We are a specialised government body with responsibility for negotiating international trade policy, supporting business, as well as delivering an outward-looking trade diplomacy strategy. We have professional advisers around the UK and staff across more than 100 countries. Our headquarters are in London.

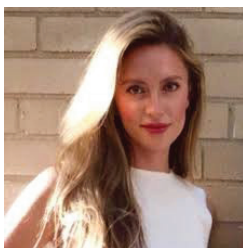
If you would like to meet with any of the delegates during the mission, please email Maria Deam or Francesca Lorenzini below.

#UKatFTWNY



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Company Profiles



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AccessPay

AccessPay are on a mission to redefine the corporate banking experience. Motivated by the belief that corporate businesses are underserved by their banks, our calling has been to empower treasury and finance professionals with the intelligent tools they need to become more efficient and more secure. Levered by changes in demand, legislation and technology, the company has been actively working to deliver solutions that empower their customers to make smarter, more insightful business decisions. AccessPay is ranked in the 2017 Deloitte UK Technology Fast 50, a ranking of the 50 fastest-growing technology companies in the UK.

Mission Objective

We are expanding into the US and are keen to meet:

- Business partners
- Integration partners
- Banking partners
- Potential customers (any organisation where payment or cash management automation is on their agenda)

Company Profiles



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ACORN machine

SMEs are the backbone of most economies around the world, yet SME lending (facilities in the sub-\$25m category) is the most neglected segment of the credit market.

ACORN machine is a FinTech platform that helps automate the way banks penetrate this underserved and underestimated market. It does this by leveraging process excellence, machine learning and technology to fuel data-driven decision making across the loan lifecycle.

The concept of ACORN machine was proven via OakNorth, a UK challenger bank co-founded by Rishi Khosla and Joel Perlmán in 2015. The bank has a loan book of c.£1bn and reached cash-flow break-even in just 11 months.

The management team have backgrounds from leading institutions such as Palantir Technologies, Amazon, McKinsey, Intel, Apple Inc and Goldman Sachs. In November 2017, the ACORN OakNorth Group closed a £250m investment round with several high-profile investors - GIC, the Singaporean sovereign wealth fund, Toscafund, Coltrane, and the Clermont Group – which valued the business at c.\$1.3bn.

Mission Objective

We hope to connect with US banks and lending institutions and introduce them to the ACORN machine proposition.

Company Profiles



Mike Jordan
Chief Commercial Officer

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Bink

Bink is a brand built with a clear vision - to redefine loyalty, making life simple and rewarding for all.

Bink's unique technology, Payment Linked Loyalty (PLL), links your payment card(s) to your loyalty schemes. Meaning that through the simple act of paying, you also present your retailers loyalty ID - no need for plastic cards, membership id's or paper coupons.

Payment Linked Loyalty is set to transform the loyalty experience. It's a simple add-on to any retailers' loyalty scheme to provide 100% of purchase data from payment cards – gaining valuable insight and allowing for truly personalised CRM from our partner brands. Bink can act as a valuable engagement and adoption tool for loyalty platforms across the world, whilst making life simple, quick and rewarding for consumers.

Bink is operating in the UK & USA, and has offices in London and the South East, as well as San Francisco with more territories to come.

Mission Objective

Bink is growing rapidly in the US and is building partnerships with major banks and retailers to re-define and super charge customer engagement. With this mission, we want to deepen relationships within the payments eco-system and value chain - from banks, to retailers, to investors.

Company Profiles



Ben Richmond
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CUBE

CUBE is an innovative, enterprise-wide regulatory change management platform that de-risks the regulatory change process, scales with your operations (when entering new jurisdictions, or adding new products and solutions), and dramatically cuts compliance costs.

Utilizing Artificial Intelligence, Machine Learning and Natural Language Processing, CUBE:

- automates the entire end-to-end compliance lifecycle
- captures global regulatory data, creating a vast data lake of cross-border regulatory intelligence
- identifies which regulations relate to your business
- alerts you to regulatory changes that pose a compliance risk to your business
- pinpoints all policies and procedures affected
- enables rapid remediation

From offices in New York, London and Melbourne, CUBE serves multi-jurisdictional financial institutions, including global banks, wealth managers and insurance companies. Today, 1.5 million staff in 180 countries consume regulatory intelligence, and manage regulatory change initiatives, powered by CUBE.

Mission Objective

CUBE is excited to be joining the UK DIT FinTech Mission in New York. We look forward to connecting with global banks, wealth managers and insurance firms, who are keen to inject technology innovation into the regulatory change management process, and to cut compliance costs. At CUBE, we understand that financial institutions are striving to innovate. However, when it comes to investing in technology, and protecting clients, it is crucial to select low-risk, proven solutions with track record. CUBE is an award-winning solution, with solid global infrastructure, 24/7 follow-the-sun support, and many Tier 1 customers willing to share their experience of CUBE with you.

Want to check us out in advance? Ask Gartner, Forrester or Deloitte, whose reports recognize CUBE as defining the landscape in global regulatory change management. Our awards include: FinTech Global RegTech 100, Market FinTech Top Performer 2016/2017, WealthBriefing Europe 2018 shortlisted Best Compliance Solution.

Company Profiles



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Currencycloud

Currencycloud helps businesses solve their global payment problems. Our platform automates the collection of funds, currency conversion and payouts to over 200 countries, making international payments cost-efficient, seamless and transparent for banks, e-commerce and payment businesses. Clients can plug our APIs into their infrastructure to build and customize payment solutions that fit the way THEY do business, or use our white label platform to get to market fast. We do all the heavy lifting so our clients can focus on their core business.

Launched in 2012, Currencycloud is headquartered in London with an office in New York and is regulated in Europe and the U.S.

Company Profiles



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EValue

EValue is the UK's market leader in the provision of digital, personal finance advice products and services. These products combine expert actuarial knowledge, pioneering asset modelling and risk management. Primarily they are used in the UK by banks, product providers, advisers and employers to enable them and their customers/employees to understand and make complex, individual, personal financial decisions.

EValue's software solutions cover all financial planning needs with versions for use by consumers and advisers. What's more, because all EValue's products are built on a single Planning & Advice Engine, all versions of our tools are entirely compatible, enabling both advisers and consumers to work together on financial plans.

Mission Objective

We wish to build relationship and identify new customers and partners/re-sellers. EValue supplies software to all the UK's retail major banks, 80-90% of financial product manufacturers and 10,000 financial advisers. Over 1,000,000 employees access EValue's retirement modellers via their employers.

EValue's software has been deployed in other European countries, the middle east, Hong Kong and Singapore.

Company Profiles



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GOCARDLESS *GoCardless Ltd*

GoCardless offers a simple way for organisations to take bank to bank recurring payments however and whenever they want to across multiple markets with a single point of access. We currently support Bacs in the UK, SEPA across the Eurozone and Autogiro in Sweden with Betalingsservice in Denmark and BECS Direct Debit in Australia opening very soon - and more markets including the US and Canada to follow. GoCardless supports over 30,000 global businesses, processing over \$4bn a year in payments, from startups and small businesses to global corporations such as Box.com, Trip Advisor & Sage. We integrate with best in class software platforms, offer a world-class API and a simple to use dashboard.

Mission Objective

With our mission to build out a global bank to bank payments network, the ability to offer both US and international businesses the ability to collect from their US customers is key. We are looking to engage with potential banking partners, as well as businesses collecting recurring payments that would like to improve their payments experience. This could be to automate their payments, reduce involuntary churn and/or improve customer experience. We are also interested in expanding our partner network of marketing leading software platforms to include a broader portfolio of US companies.

Company Profiles



James Varga
CEO

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The ID Co.

The ID Co. was founded in 2011 with a mission to empower consumers with their bank identities and bank statement data. By leveraging banks as a strong proxy for trust and custodians of our data we open up new opportunities to provide better experiences with reduced fraud, better compliance and more accurate decisions. theidco.com

DirectID our business service, focuses on one time verifications with a frictionless user experience that can be embedded directly into a business process. The DirectID Platform combines Bank Verified Identities and live bank statement data with document, bureau and other data sources the DirectID Platform changes the customer onboarding process.

DirectID Insights enriches standard bank transaction data through the addition of data attributes such as categorisation, classification, verified income, cashflow and more, offering a much fuller picture of an individual's financial position. DirectID is able to offer this additional value by applying trained models to the massive volume of transactional data that passes through our platform, and applying this to individual reports.

Mission Objective

The primary purpose of joining the programme is to engage with more US clients as we start to expand our focus in North America. Having a number of key customers in the US provides a strong basis for us to expand our US operations later in the year.

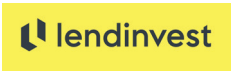
In support of this we are also raising a growth or Series A round.

Company Profiles



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LendInvest

LendInvest is one of the UK's fastest-growing and largest FinTech companies. With \$1 billion of lending capital, we operate Europe's leading marketplace platform for property lending and investing and are one of the UK's biggest non-bank mortgage lenders. Using technology, we bring together all types of investors - from individuals through to the world's largest financial institutions - and connect them with borrowers to provide fast, flexible property finance. We're backed by Atomico, the European VC firm, and were named Europe's Allstar Company at the Investor Allstar Awards 2017.

Mission Objective

LendInvest is an award-winning, fast-growing FinTech that's bringing technology to mortgages - one of the largest areas of finance, but one that's still mostly offline. We've built Europe's largest marketplace platform for property finance and are one of the UK's leading non-bank mortgage lenders. We're backed by Atomico and count Citigroup and Macquarie among our institutional investment partners.

By joining the UK Trade Mission to NY FinTech Week, we look forward to building our relationships with the city's broad FinTech ecosystem, as well as strengthening our connections to major financial institutions based in the US.

Company Profiles



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NorthRow

NorthRow (A Contego Solutions business)

Launched in 2011, NorthRow (a Contego Solutions business) is the only comprehensive risk scoring platform that can handle complex multi-source fraud detection and compliance checks on people, companies and ID documents at high speed, delivered in a single view, through one easily-integrated API.

NorthRow combines data from a broad range of commercial, open source and law enforcement sources with a proprietary risk scoring system to reduce the risk of fraud and make compliance checks and processes, such as AML (Anti Money Laundering) and KYC (Know Your Customer), as frictionless as possible. NorthRow delivers a comprehensive and holistic view of both people and companies, so that regulated and risk-conscious firms can instantly make crucial, data-driven decisions about how and with whom they do business.

Mission Objective

To open up new potential markets in the US, and possible discussions with US investors.

Company Profiles



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Pockit

Pockit

Over eight million people in the UK either do not have a bank account or are poorly served by high-street banks. This often means missing out on advantages such as Direct Debit payments and cheaper prices online. It involves dealing with cash in an increasingly cashless world. It makes managing finances much harder than it needs to be.

Pockit's mission is to change that.

We believe that accounts should be available to all, regardless of income or credit status. We think fees should be simple, fair and without any nasty surprises or jargon. We know that technology can make all this simpler and faster than ever before.

Pockit is aiming to be the world's most inclusive digital banking product. Focusing on the unbanked and underbanked in the UK, Pockit offers a current account and enhanced functionality to its ~300k customers.

Company Profiles



Daniel Shakhani
Founder

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SalaryFinance

Salary Finance is a FinTech driven by a social purpose. By partnering with employers, we offer a new benefit that helps help employees borrow sensibly, save regularly, and provide simple tools for people to manage their money. Our salary-linked employee benefits, supported by meaningful financial education, are designed to move people out of debt into savings. In doing so, we can improve their productivity and loyalty at work, as well as their overall wellbeing.

Mission Objective

Drive awareness, build new relationships and deepen our partnership with DIT.

Awards: First in list of Forbe's Socially Responsible British Start-ups;
MoneyAge Awards 2017 Winner; WSB Awards Finalist 2017; KPMGs
Leading 100 Fintech Firm Globally

Company Profiles



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ShieldPay

Shieldpay is a regulated instant digital escrow service that enables anyone to create an escrow payment in less than 10s, for free. It verifies the identity and trustworthiness of two unknown entities to each other (AML, KYC, peps, sanctions, warnings and adverse media) secures the funds and only allow those funds to leave the system when both parties agree the transaction has gone successfully. Our mission is to eliminate fraud and enable everyone, everywhere to transact securely and safely with each other in total confidence.

Shieldpay has the opportunity to become the de facto payment solution for high value items and/or payments between individuals who do not know each other. With a simple integration, Shieldpay is able to convert any classified site such as Autotrader and Craigslist into fully transactional marketplaces for the first time.

With a slight adaptation to the payments engine, Shieldpay is able to associate multiple payments to a single transaction. This utility is able to streamline payments in huge verticals such as M&A and Real Estate where traditional payment processes are notoriously slow, expensive and difficult to manage.

Shieldpay is building a payments network that eliminates fraud and enables everyone to transact in total confidence. We do this with unrivalled technology that is simple to use and puts trust and security first.

Mission Objective

Shieldpay is very grateful to have been accepted into the DIT's 2018 mission to NY FinTech week and very excited about being able to showcase our expertise to the US market, to engage with US regulators, to gain insight into overcoming barriers to doing business overseas, to identify potential customers, to meet with banks, marketplaces, VCs and fellow startups and to build long term partnerships and relationships.

Company Profiles



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Chief Platform Officer

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STARLING BANK

Starling Bank

Starling Bank is a technology company with a banking license that is looking to disrupt finance at its core. With its first funding round of \$70 million in January 2016, the company has launched the first mobile-only current account in the U. K. It has also been granted regulatory approval to launch Starling Marketplace, an app-based suite of financial products.

Mission Objective

We are currently working to expand internationally, and this trip is to kick off our work around our expansion into the US.

Company Profiles



Neil Walker
TradingHub Group
CEO

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TRADING HUB

TradingHub

TradingHub is the premier provider of software and analytics to address regulatory concerns around market abuse, best execution and rogue trading from a purely statistical and probability-focused perspective. Our unique, quantitative approach has enabled us to work with the world's largest investment banks, asset managers, hedge funds and regulators to offer a product and asset class agnostic solution.

Mission Objective

Identifying new clients is our primary mission. Secondary to that would be to understand US regulatory concerns.

Notes



BRITAIN & NORTHERN IRELAND



Department for
International Trade

great.gov.uk

DIT

The Department for International Trade is responsible for promoting British trade and investment opportunities across the world. This includes developing, coordinating and delivering a new trade and investment policy to promote UK business and bring high-quality investment to the UK.

Disclaimer

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