

# Brexit & Ireland: Strategies & Challenges

Thursday 7<sup>th</sup> July 2016

Peter Oakes, Fintech Ireland

James-Paul Galligan, Galligan Johnston

# Peter Oakes



- Executive and non-executive director and advisory committee member to regulated and unregulated companies, including Fintech, RegTech, MiFID and Funds. Panel Member, Fintech20 Ireland
- Solicitor admitted in Ireland, the United Kingdom and Australia
- Founder of Fintech Ireland & Fintech UK (RegTech Ireland & Regtech UK). These groups support 'fintech' & 'regtech' initiatives in Ireland & the UK
- 2014-2016: Board Director & Chief Risk Officer for Bank of America Merchant Services Europe (based in London)
- 2010-2013: Central Bank's first Director of Enforcement and AML/CTF Supervision in October 2010. Member of the Senior Leadership, Operations, Policy & Supervisory Risk Committees
- Over the past 25 years Peter has worked as a regulator (Ireland, UK & Australia) and in the investment management, payments, funds & fintech industries (UK & Ireland) in Board, C-Suite, Legal and Compliance/Risk roles. He has also advised Central Banks, Regulators and their senior management on a wide range of supervisory and enforcement issues

# James-Paul Galligan



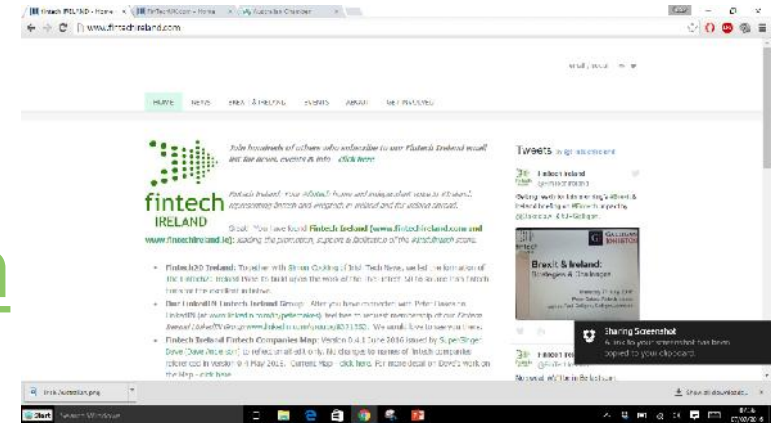
- James-Paul (J.P.) specialises in corporate, commercial litigation and financial services legal and regulatory issues and practices across a wide range of domestic and international corporate transactions, including mergers and acquisitions, joint ventures and corporate restructurings.
- J.P. also advises many UK & French companies doing business in and through Ireland and he has a particular interest in innovative financial services and, through his business and legal work across Europe
- Particularly active in helping clients assess the merits of jurisdiction of choice for financial services.
- Non-executive director of financial services companies.
- Active member of the Chambre De Commerce et D'Industrie Franco-Irlandaise/Ireland France Chamber of Commerce and the Franco-Irish Lawyers Association.
- Galligan Johnston also advises on professional negligence litigation, including litigation dedicated to matters arising from property and banking transactions.

# News and Info

Subscribe to:

[www.fintechireland.com](http://www.fintechireland.com)

[www.fintechuk.com](http://www.fintechuk.com)



# Some Mentions

- Irish Australian Chamber of Commerce
- [www.australianchamber.ie](http://www.australianchamber.ie)
  
- Stephens Green Hibernian Club
- [www.sghc.ie](http://www.sghc.ie)





# Outline

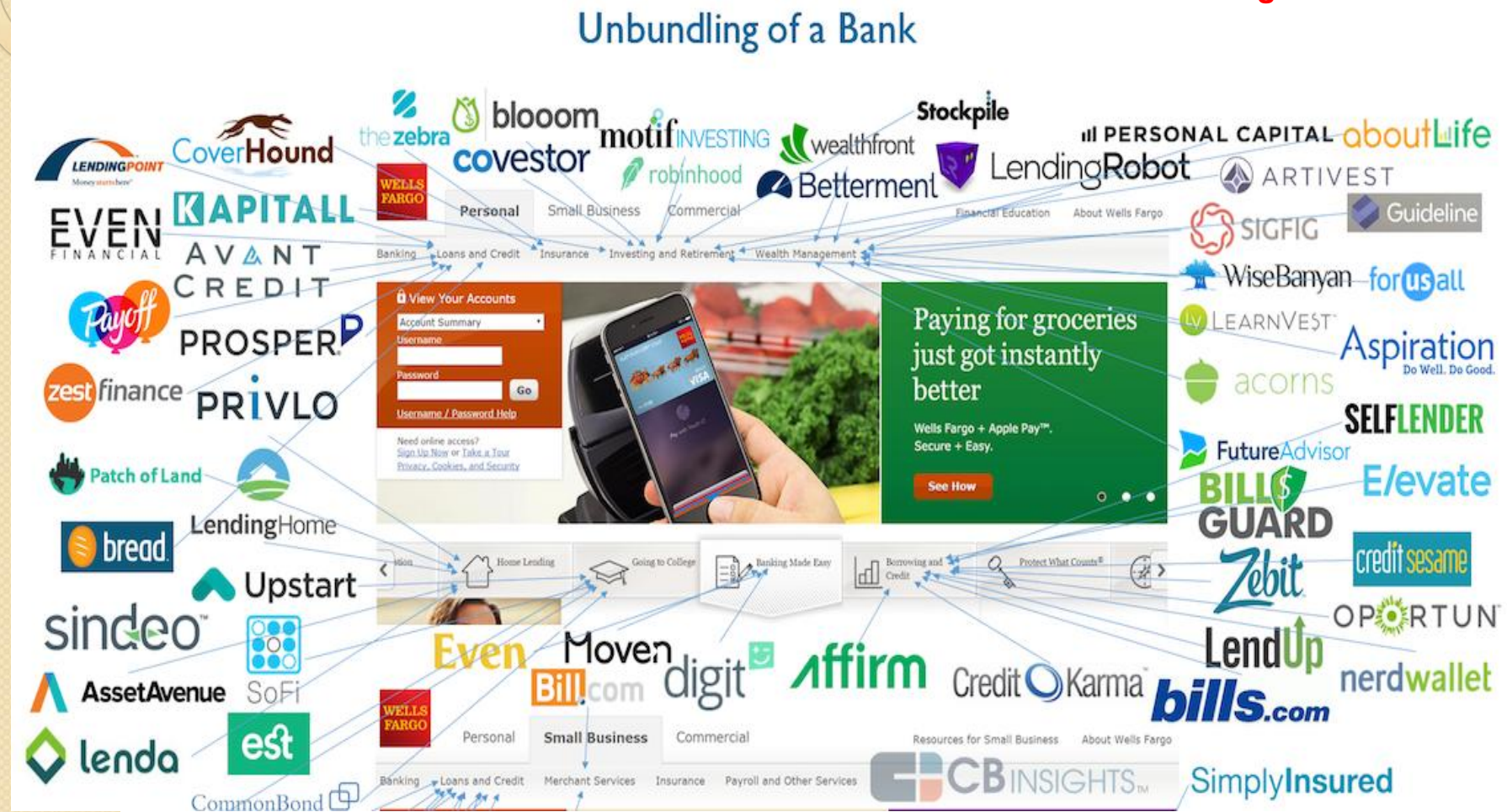
- Registration from 0730am. Commence 0800am for one hour with Q&As
- Overview: Fintech scene in Ireland
- Update: What Brexit may look like for fintech & others
- Regulatory authorisation regimes: UK, Ireland and other selected EU jurisdictions
- Impact: What to think about if you have commenced or about to commence an authorisation for a fintech business (a very practical topic – which the speakers themselves are dealing with right now)
- Next Steps: With your Q&As, comments and narratives, putting feedback from the event before Irish government, policymakers and regulators



# *Overview: Fintech scene in Ireland*

# Unbundling Banks

Source: © CB Insights







# Fintech Attacking Banks' Value

## fintech Chain

IRELAND

Source: © CB Insights

### The Digital Banking Market Map





# Ireland's Fintech Ecosystem

Source: © Dave Anderson / <https://www.linkedin.com/in/daveandersonireland>

Fintech Ireland			Irish Companies			Version 0.4 May 2016	
<b>Payments</b> actusmobile AlphaPaymentsCloud AV/SO Bitnet CLOUDpayments CUSOP ding* Easy Payments Plus COMM merchant solutions Embedded Payments Elavon FEXCO fire GLOBAL RISK TECHNOLOGIES payment+ payzone PERFECT CARDS realerx payments SAFECHARGE CARD SERVICES V E S T A Volteneo WayPay worldnet	<b>Investing</b> activateclients COALFACE CHASINGRETURNS Eagle Alpha EZOPS First Derivatives plc FRS fundcalcs.com Fund Recs myfuturenow Peracton rubico.in brilliant investing made easy Z SIGNALS	<b>Regulation</b> AQMETRICS fenergo: sysnet. global solutions. silverfinch risksystem VIZOR	<b>Accounting</b> bankhawk analytics Bullet big red cloud billfaster CASHANALYTICS calcfox juggle MyMoneyPlatform PennyOwl ThesaurusSoftware TREASURY HQ Yendo	<b>FinOps</b> antuar doco:soft invoicefair ROCKBORD CREDIT ASSESSMENT Advancing Excellence in Credit Risk Assessment rockall tech xcelerit	<b>Credit/Lending</b> :fund:it FUTURE FINANCE GRID FINANCE Linkedfinance ORCA	<b>Currency/FX</b> BARRACUDA <sup>FX</sup> CurrencyFair FINTRAX GROUP MONEX TRANSFERMATE TRANSFERMATE GLOBAL SERVICES	<b>Insurance</b> exa:ve FINEOS STACKSWELL & CO This graphic is free for your personal use. For commercial use, corrections & additions, please get in touch. dave@GingerTechie.com @supergingerdave
<b>Others</b> bq:kers.ie smarter money brite:bill CR2 CHANNEL BANKING SOFTWARE MoneyMate Group moQom taxback.com UBANQUITY	<b>Bitcoin</b> Bitcove BitEx.ie Irelands Bitcoin Provider coinprism						



# Quarterly investment into fintech companies

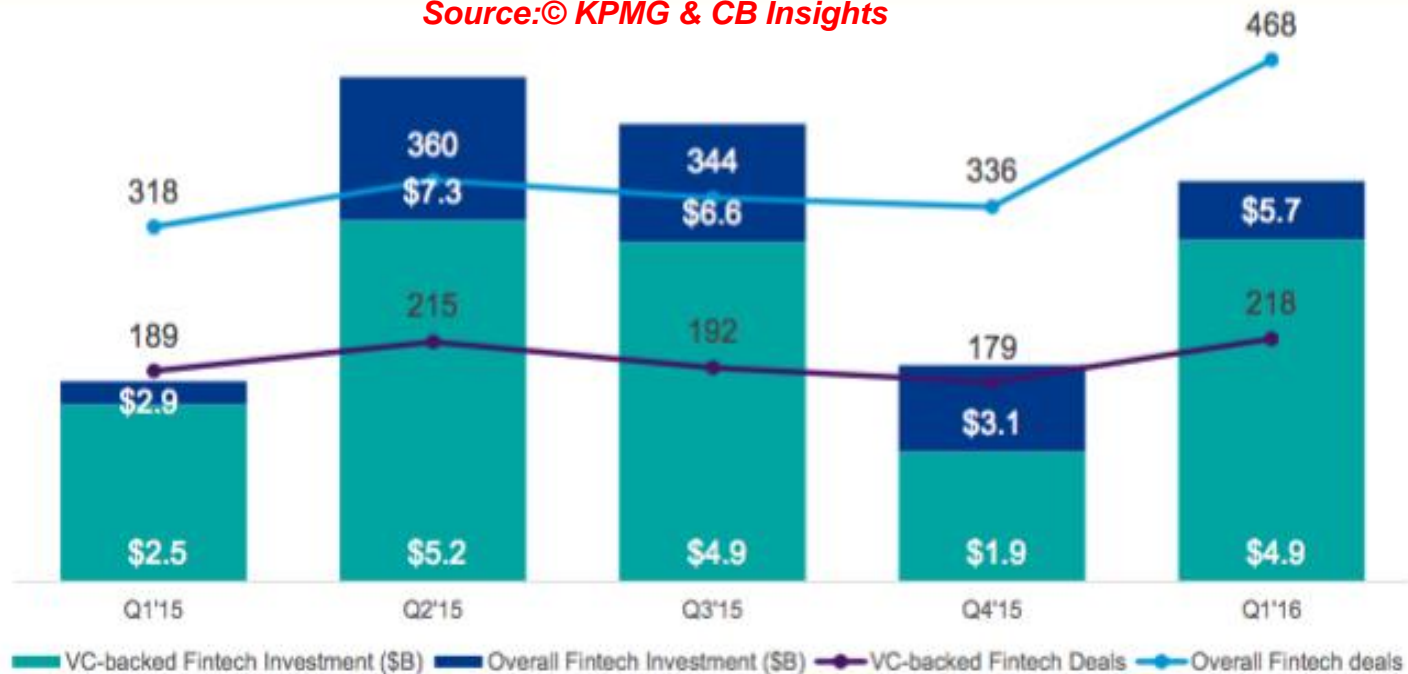
- Q4 2015
  - VC back Fintech investment: **\$1.9BN**
  - Overall Fintech investment: **\$3.1BN**
- Q1 2016
  - VC back Fintech Investment: **\$4.9BN**
    - (218 deals & 96% increase on same quarter 2015)
  - Overall Fintech Investment: **\$5.7BN**
- On a quarter-over-quarter basis, VC-backed fintech deal activity rose **22%** in Q1 2016

# Quarterly Global Fintech Financing Trend

## Quarterly Global Fintech Financing Trend

VC-Backed Fintech Companies vs. Overall Fintech Investment\*, Q1'15 – Q1'16

Source: © KPMG & CB Insights



\*Overall investment includes fintech funding by angel investors, angel groups, private equity firms, mutual funds, hedge funds, VC, corporate and corporate VC investors.

Source: The Pulse of Fintech, Q1 2016, Global Analysis of Fintech Venture Funding, KPMG International and CB Insights (data provided by CB Insights) May 25th, 2016.

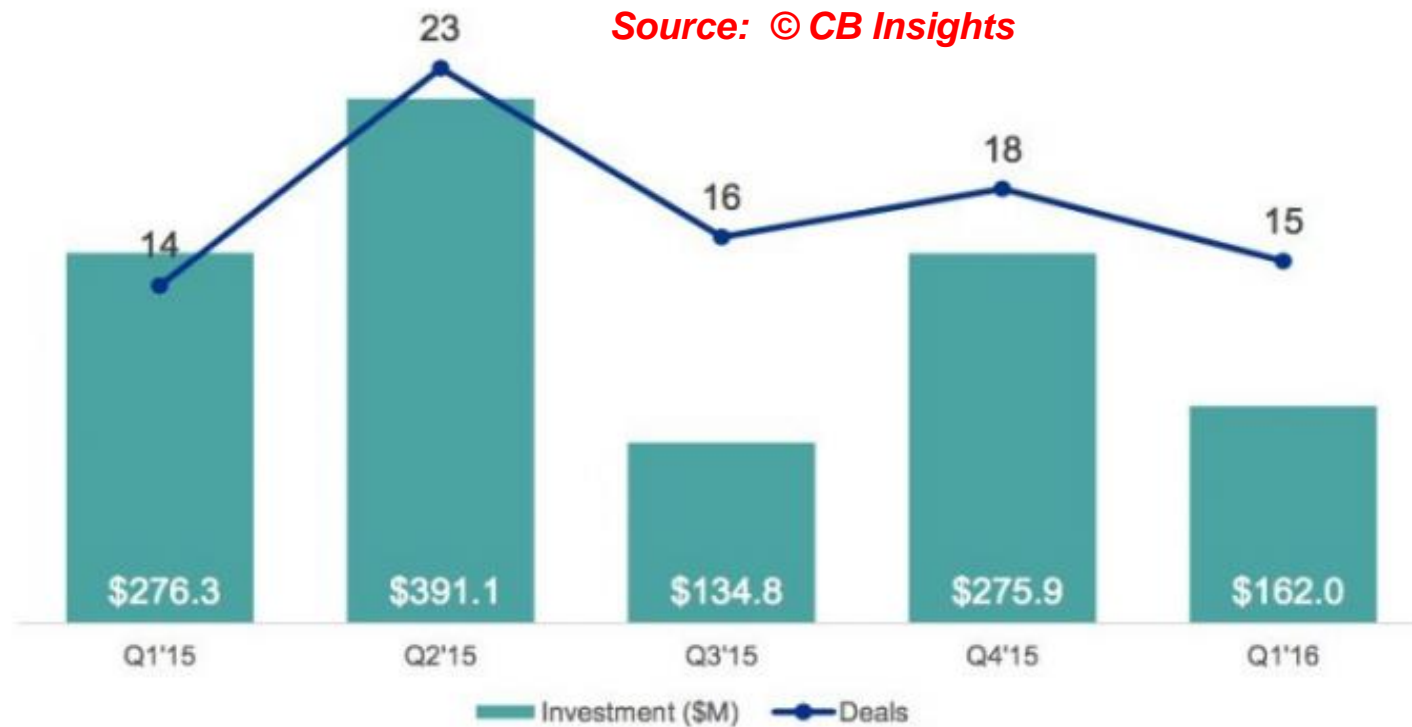


# Global Picture

- Value of global fintech investment in 2015 grew by 75% to **approx \$22BN** driven by deal-flow across continental Europe and Asia-Pacific (source: Accenture)
- Funding of start-ups in the global fintech sector more than doubled in 2015 reaching **\$12.2BN**, up from **\$5.6BN** (source: PwC)

# UK VC Activity Lagging

**UK Fintech Investment Activity**  
VC-Backed Companies, Q1'15 – Q1'16



## Ireland – Fintech Investment (1/4)

- Hard to find overall accurate figures (see next page for *VC investment*)
- In 2014:
  - global investment in fintech = **\$12.2BN**
  - Europe experienced highest investment growth rate with increase of **215%** to **\$1.48BN**
  - UK and Ireland accounted for more than **42%** of 2014 European growth rate total i.e. **\$621MN**

## Ireland – Fintech Investment (2/4)

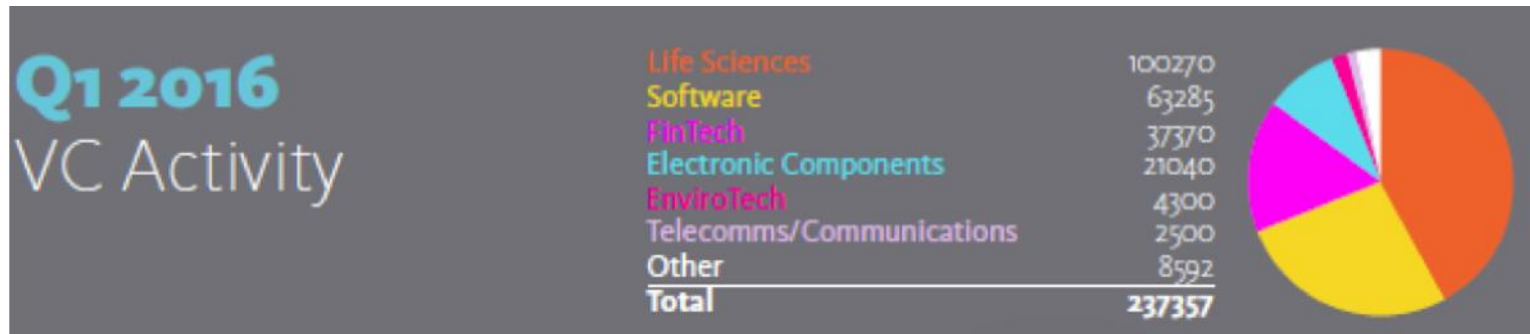
### fintech - 2015 VC investment

- In 2015 Irish firms raised **€522MN** in venture capital  
up by **30%** on **€400.8MN** achieved in 2014. Approx **92%** of funds raised were for expansion purposes (source: Irish Venture Capital Association & Irish Times - <http://www.ivca.ie/> )
- In 2015 **€10.8mn** direct angel money was invested into 50 companies through a local Irish business angel network (source: HBAN - <http://www.hban.org/> )



# Ireland – Fintech Investment (3/4)

## - 2016 Q1 VC investment



Source: ©IVCA

- See above & next slide
- Quarter 1 2016:

Total Q1 VC investment = **€237.3mn**

Fintech VC investment = **€37.3mn** (i.e. **15%** of total Q1 VC investment)

Fintech firm Future Finance received **€23.75mn** of the total fintech investment (i.e. **64%** of total fintech VC investment)

# Ireland – Fintech Investment (4/4)

## - €237mn – Q1 2016 VC Activity

Q1 2016 VC Activity

Software 23750  
 FinTech 37376  
 Electronic Components 2400  
 Telecomms/Communications 4300  
 Other 8592  
 Total 237357

IVCA Venture Pulse 2016  
 Funds raised by Irish SMEs

www.ivca.ie

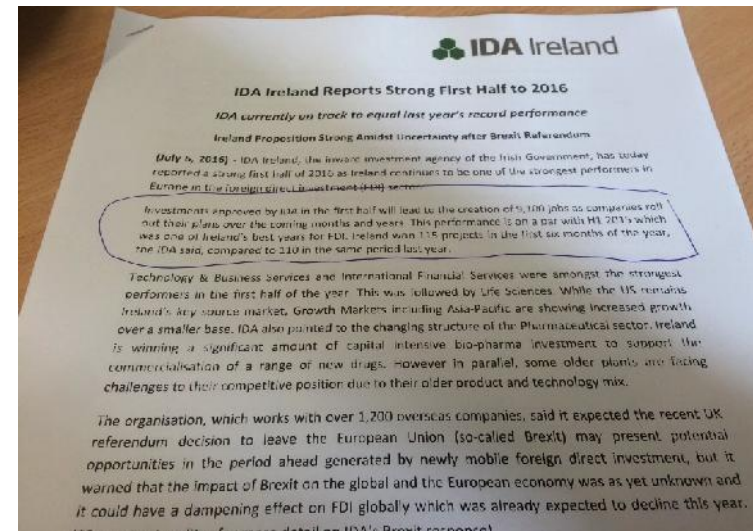
IVCA  
 Funding Innovation for Ireland

Q1 2016 VC Activity	€k	Sector	Investors	Advisors
4Tech	25900	Life Sciences: Pharma/Bio	NeoMed, Vallance, RMM	
Amryt Pharma	2000	Life Sciences: Pharma/Bio	Privates	ByrneWallace
AQ Metrics	2700	FinTech: Compliance Software	Frontline, Bluff Point, EI	
Ayda	550	Life Sciences: Diagnostics	Privates	
Aylien	580	Software: Data Analytics	SOSV, EI	
Balls Media	300	Software: Consumer	Key Capital, EI	
Beutifi	550	Software: Retail	EI	
Bizimply	2000	Software: Human Resources	Causeway Capital, 500 Startups, Privates	
Brim Brothers	140	Life Sciences: HealthTech	Privates	Philip Lee
Buildingeye	500	Software: Construction	Frontline, EI, Angels	
Cirdan Imaging	4600	Life Sciences: Diagnostics	BOICGF (Kernel), Clarendon, Qubis, Corporate	
Coindrum	1800	Electronic Components: Consumer	Angels (HBAN Investor Forum), Privates	
Corrata	600	Software: Data Analytics	Delta, Privates	
CurrencyFair	8000	FinTech: FX Platform	Octopus, Frontline, Proxy	Maples, BDO
Deposify	1100	FinTech: Escrow	BOI SSUESEF (Delta), Escher, EI, Angels	ByrneWallace, William Fry
Endeco (Wire-Lite Sensors)	4300	EnviroTech: Software	Greencoat, AIBSUAF (ACT), AIBSCF (DBIC), Angels (Bloom), Privates	Mason Hayes & Curran, William Fry
FenestraPro	550	Software: Construction	Privates	
FIRE1	7000	Life Sciences: Devices	Lightstone, NEA, Corporate (Medtronic/Covidien)	
Future Finance	23750	FinTech: Lending Platform	QED, Colchis, Invus, KCK, DW, Fenway Summer, Ridge Road, 1/0 Capital	William Fry
Gridstore	9000	Electronic Components: Data Storage	Atlantic Bridge, Acero, GGV, Onset, Privates	A&L Goodbody
Hibergene	3500	Life Sciences: Diagnostics	Privates (EIIS)	
InvizBox	100	Telecomms/Communications: Network	Privates (Crowd)	
Iterum Therapeutics	36000	Life Sciences: Pharma/Bio	Frazier Healthcare, Canaan, New Leaf, Sofinnova	
Kneat Solutions	5500	Software: Compliance	Corporate (Fortune Bay Corp)	
LearnUpon	550	Software: Online Training	EI, Privates (Angel)	
Linked Finance	1000	FinTech: Lending Platform	Frontline	Maples
mAdme	1200	Telecomms/Communications: Telecoms Software	Delta, EI, Privates	William Fry
Meetings Booker	1000	Software: Meeting Space	BOISESF (Delta), AIBSUAF (ACT), Angels	Maples, Beauchamps
MP Stor	1900	Software: Data Storage	BOISESF (Kernel), Privates	
My Service History	50	Software: Car Maintenance	Growing	Philip Lee
Novaerus	13400	Life Sciences: Pharma/Bio	Summit Bridge, Polaris, Fidelity Biosciences, Privates	Maples, William Fry
Oneview Healthcare	40000	Software: MedTech	IPO	
Perigord	2417	Other: Packaging	BDO Development Capital	KPMG, Eversheds, Hogan & Associates, Lee & Sherlock
PQ Bypass	6365	Life Sciences: Devices	Seroba Life Sciences, Ascent Biomedical, Corporate, Tag, Privates	Maples
Pundit Arena	650	Software: Consumer	Angels (HBAN Investor Forum), Privates	
Reflex	20	Software: Gaming	Growing	Philip Lee
Smartfrog	8900	Electronic Components: Surveillance	Target Global, e.ventures	
Surf Holidays	400	Software: Travel	Privates	BDO, Flynn O'Driscoll
SynergySuite	1900	Software: Hospitality	Oyster	
Vearsa (ePub Direct)	890	Software: Publishing	Investec, Privates	William Fry
VT Networks	1200	Telecomms/Communications: Network	Privates	
Zeto	1100	Electronic Components: Sensor Networks	BOISESEF (Kernel), Simple Green (BVP), EI	
Undisclosed	13345			
	237357			

Source: ©IVCA - [www.ivca.ie/wp-content/uploads/2016/05/IVCA-VenturePulse-Q1-2016-Publish.pdf](http://www.ivca.ie/wp-content/uploads/2016/05/IVCA-VenturePulse-Q1-2016-Publish.pdf)

# IDA Report – 6 July

- Investments approved by IDA in the first half will lead to the creation of **9,100 jobs**
- On a par with H1 2015 which was one of Ireland's best years for FDI
- **Technology & Business Services and International Financial Services** were amongst the strongest performers in the first half of the year. This was followed by **Life Sciences**





*Update: What Brexit may  
look like for fintech &  
others*

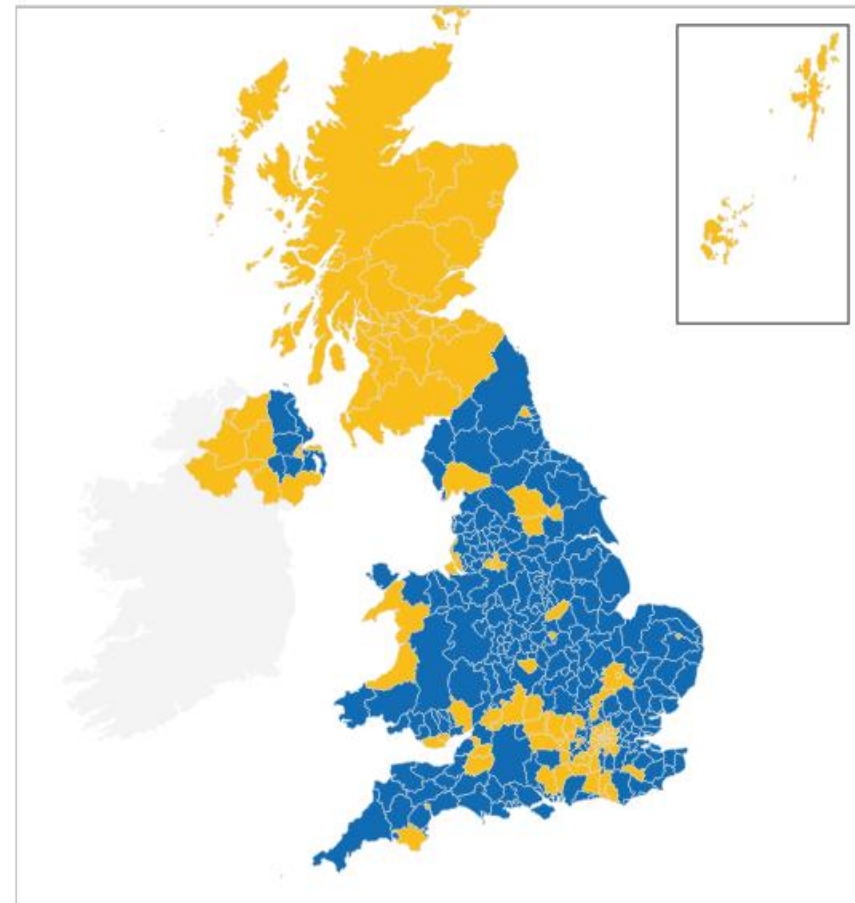


# EU Referendum

## The overall result

Leave polled the most strongly in 270 counting areas, with Remain coming first in 129.

Key: ■ Majority leave ■ Majority remain ■ Tie ■ Undeclared



- UK voted

51.9% Leave EU  
(17,410,742 votes)

48.1% Remain In  
EU (16,141,241  
votes)

# Bank of England



The image shows a screenshot of the Bank of England website. At the top, there is a navigation menu with the following items: Home, About the Bank, Monetary Policy, Banknotes, Markets, Financial Stability, Prudential Regulation Authority, Publications (highlighted), Calendar, News Releases, Speeches and Articles, Interviews, Monetary Policy, Markets, Financial Stability, Minutes, Parliamentary Committee Hearings, Statistics, and Education and Museum. The main content area features a breadcrumb trail: Home > Publications > Statement from the Governor of the Bank of England following the EU referendum result. Below this is the title "Statement from the Governor of the Bank of England following the EU referendum result" and the date "24 June 2016". A video player is embedded, showing the Governor speaking at a podium. The video title is "EU referendum result - Statement by the Governor of t...". Below the video is a "Press release" link with a PDF icon. The text of the press release begins: "The people of the United Kingdom have voted to leave the European Union. Inevitably, there will be a period of uncertainty and adjustment following this result."

# Financial Conduct Authority



About us

Consumers

Firms

News

Your FCA

Home > News > Statement on European Union referendum result

Latest >

Consumers >

Firms >

Warnings >

## Statement on European Union referendum result



Published: 24/06/2016 Last Modified: 24/06/2016

On 23 June, the UK voted to leave the European Union (EU). This has significant implications for the UK.

The FCA is in very close contact with the firms we supervise as well as the Treasury, the Bank of England and other UK authorities, and we are monitoring developments in the financial markets.

Much financial regulation currently applicable in the UK derives from EU legislation. This regulation will remain applicable until any changes are made, which will be a matter for Government and Parliament.

Firms must continue to abide by their obligations under UK law, including those derived from EU law and continue with implementation plans for legislation that is still to come into effect.

Consumers' rights and protections, including any derived from EU legislation,



# Central Bank of Ireland

  |  RSS Feeds | Site /



Banc Ceannais na hÉireann  
Central Bank of Ireland  
Eurosystem



- Press Area**
- > Press Releases
- Speeches and Interviews
- Legal Notices

Home > Press Area > Press Releases

## Statement on the outcome of the UK Referendum

**24 June 2016**

The Central Bank notes the outcome of the referendum in the UK. The Central Bank, as part of the Eurosystem, ECB Banking Supervision and the European System of Financial Supervision, more broadly, is closely monitoring the financial market and the banking sector.

The ECB has made clear that it stands ready to provide additional liquidity, if needed, in euro and foreign currencies; and that it considers that the euro area banking system is resilient in terms of capital and liquidity.

In line with our role to safeguard the stability of the financial system, the Central Bank has worked closely with banks and financial firms and measures are in place to address any immediate issues that may arise. The Central Bank is confident that the contingency measures that are in place are appropriate to address any such issues.

We will continue to closely monitor the situation over the coming days and are liaising with financial institutions, the Department of Finance and other domestic authorities, as appropriate.



# France

Low rate leads to European banks' shares  
Two ex-Barclays traders face Libor retrial  
Lloyds and RBS most exposed to property  
Japan's banks to take lead on Brexit from US

Sign up now

*First* **FT**

FirstFT is our new essential daily email briefing of the best stories from across the web

UK banks were also re-evaluating what to do with their businesses that trade EU — as opposed to UK — securities, because many analysts assume that clearing of those products will move to the continent.

HSBC said before the vote that it could move as many as 1,000 trading jobs to Paris in the event of a Leave. But because the bank already has a Paris office, it could defer any decision until right before the UK's exit comes into effect.

The danger to the UK's financial services sector was highlighted by François Villeroy de Galhau, France's central bank governor, who warned that banks would lose "passporting" rights to operate in the EU if Britain leaves the single market.

The UK could try to adopt the path followed by Norway, which is a member of the European Economic

Area but not the EU. But that has drawbacks: it requires Britain to implement all of the EU's rules without having a say in writing them.

And Jonathan Hill, the Briton who resigned at the weekend as EU's commissioner for financial services, told the Financial Times that he was not sure an arrangement would work. "Most approaches that offer access come with free movement of people and I can't see that flying given the weight of immigration as an issue in the referendum debate," he said.

# Germany



## German regulator BaFin objects to a London HQ for merged exchanges

Comments create additional hurdle to planned merger of Deutsche Börse and London Stock Exchange after Brexit vote



Germany's Federal Financial Supervisory Authority says euro trading should also move from London to Frankfurt, above. Photograph: Ralph Orlowski/Reuters

Germany's financial regulator has delivered a double blow to London, saying it could neither host the headquarters of a merged Deutsche Börse-London Stock Exchange after the UK leaves the EU, nor could it remain a centre for trading in euros.

### Most popular



Portugal 2-0 Wales: Euro 2016 semi-final - as it happened!



Cristiano Ronaldo ends Wales fairytale to put Portugal in Euro 2016 final



Tony Blair unrepentant as Chilcot gives crushing Iraq war verdict



The Guardian view on the Chilcot report: a country ruined, trust shattered, a reputation...



Trump puts Republicans in awkward spot again with Saddam comments



# Gibraltar



## European Union Referendum Result

🏠 Home

📄 About Us

👤 Consumers

📁 Applicants

🏢 Firms

📖 Regulatory Approach

📑 EU Directives

✍️ Legislative Reform

🌐 International

🔗 Links

Date: Friday 24th June, 2016

On Thursday 23rd June 2016, a referendum was held to decide whether the United Kingdom should remain a part of the European Union or leave the European Union (EU).

The result of this referendum is now confirmed: the majority of people have voted in favour of leaving the EU.

However, the nature of the UK and Gibraltar's future relationship with the EU is yet to be determined and is likely to be a lengthy process.

Therefore, it is important to note that business as usual will continue, and Gibraltar – together with the UK – remains part of the EU.

This means that consumers and depositors will still be protected by EU laws, and businesses will still be able to rely on access to the EU.

The Gibraltar Financial Services Commission will continue to work towards compliance with EU Directives and relevant legislation, and we will work closely with HM Government of Gibraltar at this time and over the coming months.

Our team stand ready to answer any queries you may have – please direct these to [information@fsc.gi](mailto:information@fsc.gi).

# Article 50 Lisbon Treaty

1. Any Member State may decide to **withdraw from the Union** in accordance with its own constitutional requirements.

2. A Member State which decides to withdraw shall **notify the European Council** of its intention. **In the light of the guidelines provided by the European Council**, the Union shall negotiate and conclude an agreement with that State, setting out the arrangements for its withdrawal, taking account of the framework for its future relationship with the Union. That **agreement shall be negotiated in accordance with Article 218(3) of the Treaty** on the Functioning of the European Union. It shall be concluded on behalf of the Union by the Council, **acting by a qualified majority, after obtaining the consent of the European Parliament**.

3. **The Treaties shall cease** to apply to the State in question from the date of entry into force of the withdrawal agreement or, failing that, two years after the notification referred to in paragraph 2, unless the European Council, in agreement with the Member State concerned, unanimously decides to extend this period.

4. For the purposes of paragraphs 2 and 3, the member of the European Council or of the Council representing the withdrawing **Member State shall not participate in the discussions of the European Council or Council or in decisions concerning it**.

A qualified majority shall be defined in accordance with Article 238(3)(b) of the Treaty on the Functioning of the European Union.

5. If a State which has withdrawn from the Union **asks to rejoin**, its request shall be subject to the procedure referred to in Article 49.



# FT Report 4 July 2016

July 4, 2016 7:28 pm

## Plans for all-Ireland response to Brexit paused

Vincent Boland in Dublin

Share

Author alerts

Print

Clip

Gift Article

Comment



Irish prime minister Enda Kenny

The Irish government has backtracked on a plan to set up an all-Ireland forum to co-ordinate the response to Brexit on both sides of the border in a sign of confusion in Dublin about how to react to the UK referendum.

# Movement of Human Capital - view of a recruiter

3 hours ago

Robert Walters, a UK-listed recruiter, says that Brexit is likely to mean subdued hiring activity in the next few months, although there are bright spots in the jobs market as change brings opportunity.

The firm said in a second-quarter trading update on Thursday that group net fee income was up 7 per cent for the three months to June 30 to £69.3m. In the UK, net fee income increased seven per cent in the period, which includes the UK's EU referendum on June 23, **writes Harriet Agnew.**

Chief executive Robert Walters said:

Wherever there's change there's opportunity. Look at the number of lawyers that will be needed. Cyber security is a growth area. And jobs in media and communications have come on as a result of Brexit.

# London's fund industry

June 26, 2016 9:18 am

## Job losses loom for London's fund industry after Brexit


Attracta Mooney and Chris Newlands

[Share](#) [Author alerts](#) [Print](#) [Clip](#) [Gift Article](#)

[Comments](#)



London's fund industry will be hit by job losses after the UK voted to leave the EU. The move sent shockwaves through the asset management sector and triggered turmoil in global financial markets.



*Regulatory authorisation  
regimes: UK, Ireland and  
other selected EU  
jurisdictions*



# What's the low down?

- This has been, and will continue to be, a hot topic:

we have had discussions in:

- London
- Dublin
- Malta
- Luxembourg
- Holland
- Denmark

local and international media continuing coverage

*The usual comments about each country's authorisation process now have the Brexit dimension*

# Examples of Authorisation Regimes

www.centralbank.ie/regulation/pages/home.aspx

Financial Regulation

Financial Regulation Industry Sectors

Are you looking for regulatory information about:

- Brokers/Real Intermediaries
- Fund Service Providers
- Insurance/Mutual Undertakings
- Investment Firms
- Money Lenders
- Money Transmitters
- Payment Institutions
- Regulated Markets
- Real Estate Firms/Loan Management Firms

Industry Regulation - What's New

- 14 June 2016: Central Bank implements Fintech Enhancement to its Authorisation Process for Payment Institutions
- 14 June 2016: Central Bank implements Fintech Enhancement to its Authorisation Process for Money Transmitters/Businesses
- 14 June 2016: Central Bank implements Fintech Enhancement to its Authorisation Process for Real Intermediaries
- 14 June 2016: Central Bank implements Fintech Enhancement to its Authorisation Process for Electronic Money Institutions
- 14 June 2016: Central Bank implements Fintech Enhancement to its Authorisation Process for Loan Management Firms

Financial Conduct Authority

**FCA**  
FINANCIAL CONDUCT AUTHORITY

**The FCA's role under the Electronic Money Regulations 2011**  
**Our approach**

June 2013

MFSA  
MALTA FINANCIAL SERVICES AUTHORITY


Authorisation

The Authorisation Unit will have the following primary functions:

1. Receive and process applications for authorisation to conduct financial services business under:
  - The Banking Act
  - The Financial Institutions Act
  - The Financial Markets Act
  - The Insurance Business Act
  - The Insurance Intermediaries Act
  - The Investment Services Act
  - The Special Funds (Regulation) Act
  - The Trusts and Trustees Act
  - and any other legislation that may remain in force as the competent authority.
2. The Authorisation Unit shall manage the processing of applications for authorisation, licensing and recognition and passporting notifications under CRR as applicable, in compliance with the requirements of the applicable laws and in coordination with the relevant Supervisory Units which will eventually supervise the approved applicant. The Authorisation Unit shall adopt a consistent approach in processing applications and in carrying out the due diligence process, and shall work in tandem with the process across sectors, whilst fully complying with the regulatory requirements applicable to each specific sector of financial services.

The remit of the Authorisation Unit will include:

- Dealing with regulatory enquiries from potential applicants for authorisation, and other general enquiries from professional advisors.
- Meeting with the potential applicants as well as with potential shareholders, directors, senior management of the applicant and advisors acting on behalf of the applicants. Where deemed necessary, such meetings shall be held jointly with the relevant Supervisory Unit.
- Carrying out due diligence on the persons identified as qualifying beneficial shareholders or holding cases files with the applicant and persons connected to such as directors, officers, senior management, Money Lenders, Reporting Officers and Compliance Officers of the applicant, as well as a competence assessment in the case of individuals requiring specific authorisation to provide certain licensable services (e.g. investment



*Impact: What to think about  
if you have commenced or  
about to commence an  
authorisation for a fintech  
business*

# Some Points (1/2)

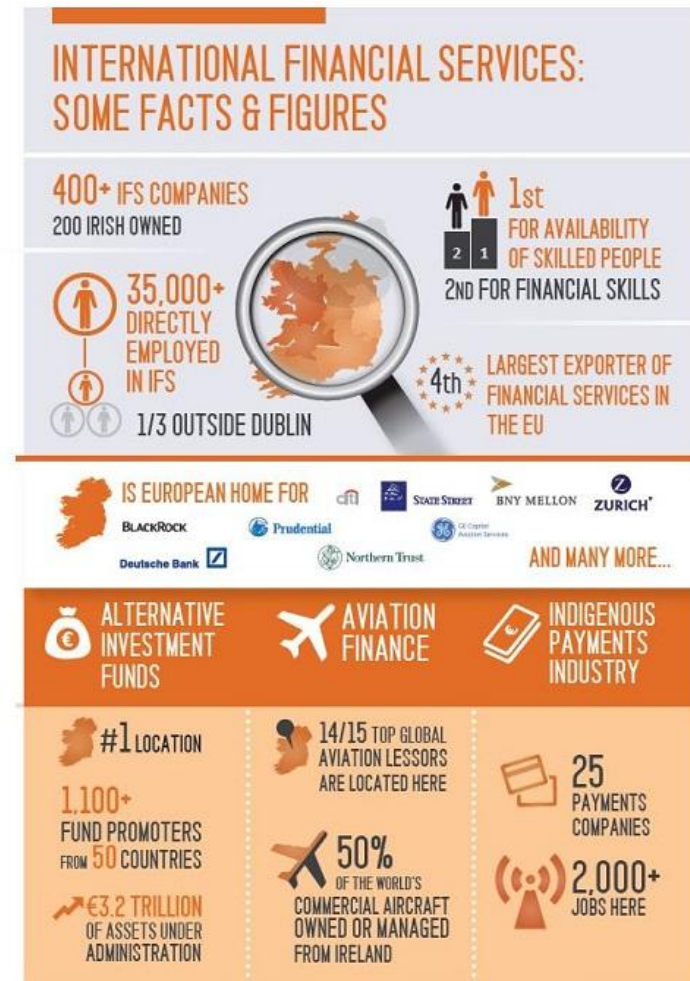
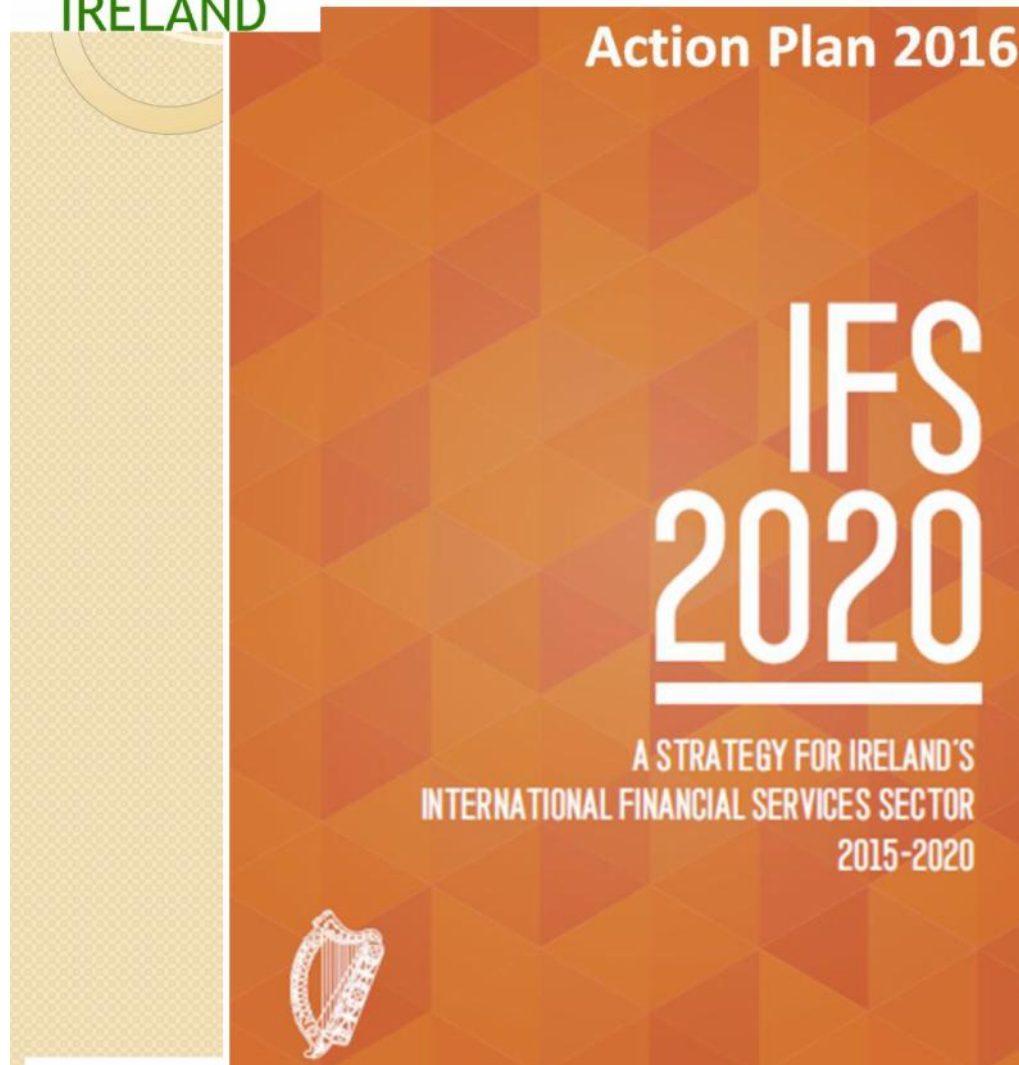
- If a UK applicant, proceed with current application
- Any value in passporting from UK to another MS?
  - FoE (potential value, but costly)
  - FoS (value?)
- Establish new entity in Ireland (or other MS) for authorisation
  - length of authorisation time, 3, 6, 12 months? v 'two year' Article 50?
  - business strategy v political uncertainty
- Grandfathering and/or Fast-tracking of applications by EU regulators for FCA firms
  - merit / legally permissible / consequences?
- Opportunities for Irish firms (with passporting rights) to act as principals for UK based firms?

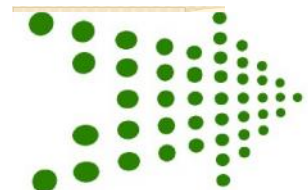




# Irish Government's Fintech

## Strategy IFS 2020 (Updated 2016 Action Plan)





# fintech IFS 2020 IRELAND

## Progress Report Q4 2015



- Update on 5 key strategic priorities
- Action Points where Fintech is covered in Q4 Progress Report:

- 1 (IDA Ireland)
- 2 (Enterprise Ireland)
- 12 (Enhance Finuas Network)
- 22 (RD&I\* within existing firms)
- 23 (Enhancing IFS – ICT\*\* sectoral collaboration)
- 24 (Sources for Funding)
- 25 (FinTech Accelerators)
- 26 (Funds Services Cluster)
- 30 (Data and Benchmarking)

\*RD&I = Research, Development & Innovation

\*\*ICT = Information and Communications Technology

# Technological Innovation and Financial Services - CBI

HOME NEWS BREXIT & IRELAND EVENTS ABOUT GET INVOLVED

## Irish Central Bank Governor gives his first fintech and innovation dominated speech

16/06/2016

0 Comments



The relatively new Irish Central Bank Governor has just given a speech (16 June 2016) on technological innovation and financial services. It is a busy fintech week at the Central Bank - it announced enhancements to the authorisation process for fintech firms on 14 June - further details [here](#).

The speech on technological innovation and financial services is [available here](#) in pdf. Enjoy.



### Author


Fintech Ireland

### Archives

June 2016  
May 2016  
April 2016  
March 2016  
February 2016  
December 2015  
September 2015  
July 2015  
June 2015  
May 2015

<https://www.linkedin.com/pulse/irish-central-bank-governor-gives-his-first-fintech-innovation-oakes>





*Next Steps: With your Q&As,  
comments and narratives, putting  
feedback from the event before  
Irish government, policymakers and  
regulators*



# Recent Article on Fintech Ireland

## Powering forward

---

The growth prospects for innovative disrupters is immeasurable, writes **Peter Oakes** as he discusses the prospects for Ireland's fast growth fintech industry.

---



Peter Oakes, founder,  
**Fintech Ireland**

---

### FUNDING FINTECH

First and foremost, the question which every entrepreneur must consider is whether proposed funding terms are fair. Many start-ups obtain their first round of financing, in addition to the founders' own pockets, from family and friends. After that, things are not necessarily easy in Ireland, leading many to look to London and further a field where investors don't seek as much equity as those in Ireland.

To me this is critical. Ireland really needs to up its game in this space if it wants to keep local talent local.

*See article from Business & Finance Magazine attached*



ARE YOU ONE OF IRELAND'S TOP  
FINTECH20 COMPANIES? APPLY TO BE ON  
THE FIRST IRISH FINTECH20 LIST!

SIMON COCKING x JUNE 7, 2016

- Fintech20 Ireland call for submissions
- <http://irishtechnews.net/ITN3/fintech-20-ireland-apply/>

FinTech 20 Ireland

**Business Name \***

**Sectors \***

*How would you best describe your sectors, eg: payments, FX, lending, Insurance, etc?*

**Year Founded \***

**Website \***

*format: http://www.name.com*

**Where are you based? \***

*City / Country - we can only include businesses whose HQ (and parent, if applicable) is based in Ireland*

**Business Bio \***

*Tell us about your business in 100 words*

**Why will your business do well? \***

*What's different about your company? What problem do you solve?*

**What have you achieved so far this year? \***



# Recent Articles on Fintech Ireland

**Fintech Ireland: Fact File**

*PETER OAKES FOUNDED FINTECH IRELAND IN AUGUST 2014*

*FINTECH IRELAND SUPPORTS AND FACILITATES THE FINTECH SCENE IN IRELAND AND PROMOTES IRISH FINTECH FIRMS GLOBALLY*



*TOGETHER WITH FINTECH IRELAND, PETER OAKES HAS ALSO FOUNDED: W: FINTECHUK.COM AND W: FINTECHCOZ.COM*

*FINTECH IRELAND IS CONNECTED THROUGHOUT THE FINTECH ECOSYSTEM LOCALLY AND INTERNATIONALLY TO FINTECH START-UPS, C-SUITE FINTECH PROFESSIONALS AT TRADITIONAL AND CHALLENGER INSTITUTIONS, INNOVATION HUBS, ACCELERATORS, TRADE BODIES, GOVERNMENTS, EMBASSIES AND INVESTORS*

**Q: Does Ireland have the capabilities to establish itself as a regtech centre of excellence?**

**A:** Without doubt, the answer is 'yes'. We excelled in regtech long before people noticed its existence. Companies like Norkom forged this market. In recent years we've seen the birth of great Irish regtech players which are exporting, including Corlytics and Fenengo. This area is 'big data' and analytics driven. Arguably Irish firms like Corvil have pioneered the work leading to this new regtech space, and there is a lot of promise here. ■

*See article from Business & Finance Magazine attached*

# Thank you

Contact Peter Oakes to discuss non-executive director & consulting services for regulated financial entities, fintech & other innovative companies



<https://ie.linkedin.com/in/peteroakes>



[peter@peteroakes.com](mailto:peter@peteroakes.com)



[+353 87 2731434](tel:+353872731434)