

Fintech Ireland + Copenhagen Fintech

Tuesday 6th December 2016

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Peter Oakes - Founder, Fintech Ireland & Fintech UK



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

Executive & non-executive director, advisory committee member to regulated & 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

2014-2016: Board Director & Chief Risk Officer for Bank of America Merchant Services Europe

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

peter@peteroakes.com / hello@fintechireland.com

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Thanks to Fintech Ireland Event Collaborators

- Dave Anderson**, Fintech community organiser and DevOps Transformation Consultant

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

Twitter: [@gingertechie](https://twitter.com/gingertechie)


- Peter O'Halloran**, Vice President & General Manager, eCommerce, EMEA at First Data

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

Twitter: [@p_ohalloran](https://twitter.com/p_ohalloran)


- Alex Lee**, Investor and Board Advisor to FinTech firms

<https://uk.linkedin.com/in/alexjameslee>

Twitter: [@AlexLeeFintech](https://twitter.com/AlexLeeFintech)

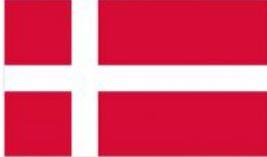


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Agenda






COPENHAGEN FINTECH

Copenhagen	Dublin	
18:30	17:30	Arrive & Networking FintechBridge
19:00	18:00	Presentations
19:45	18:45	FintechBattle
20:30	19:30	Voting for FintechBridge
21:00	20:00	FintechBattle Winners
21:30	20:30	End / Networking

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Speakers





Peter Oakes
Founder
FintechIreland

Margaret Clancy
Head of Global Sales
TransferMate

Thomas Krogh Jensen
CEO
Copenhagen Fintech

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FintechBridge

- Connect with ~ 130 Fintechies
- Publish selected information to attendees:
 - Tell people who you want to meet
 - Create a [Doodle.com](https://www.doodle.com) page to publish your availability, so others can pick meeting times
 - Share your LinkedIn Profile
- Opt-in at www.fintechbridge.eu
- Twitter: @fintechbridge / @fintechireland

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Fintech Ireland

fintech- What Is It?

- Fintech Ireland formally established in August 2014 (existed earlier as an informal group)
- *The idea behind Fintech Ireland is to help put Ireland on the global fintech map*
- A core foundation was, and remains, to help local fintech firms *understand and navigate the regulatory requirements in Ireland and for entrepreneurs looking to expand overseas*, to help them with international introductions
- We connect fintech firms with those looking to invest in them, we introduce them to mentors and potential business partners too.

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Fintech Ireland

fintech - A Free Service

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- No fees charged for events
- Not a subscription membership base
- Independent and impartial
- Highly effective
- A fintech community enabler and supporter
- We can host informative events because of the generosity and goodwill of our sponsors

@ulsterbank / @solarflare10g / @voxprogroup
/ @dogpatchlabs

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Fintech Ireland

fintech - By the Numbers

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- Website visits per month =10,000+
- 2,700 plus twitter followers (@fintechireland)
- 630 LinkedIN Group members
- Connected universe of 5,000+ professionals

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 Fintech Ireland
fintech- Media
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FINTECH: MORE THAN JUST A MARRIAGE OF FINANCE AND TECHNOLOGY

FINTECH IRELAND HELPING TO PUT IRELAND ON THE GLOBAL FINTECH MAP
SIMON COCKING • DECEMBER 5, 2016

Next Oakes outlines the evolution of fintech here and its future prospects

Regulatory jitters

However, many within the industry are worried about the thorny issues of regulation. Last week, it emerged that Coinjar, a hot US fintech company, had opted to establish in London rather than Dublin. Fintech Ireland, a group championing the space, said it raised questions about why so many regulated fintech firms shun Ireland.

"In Ireland, the perception is that the Central Bank is not a great regulator to deal with from the start-up scene, or if you're moving into the financially regulated space," said Peter Oakes, who is driving the Fintech Ireland project.

#fintech FT
Your essential weekly fintech briefing

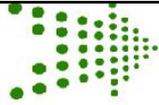
Brutal approach of banks attracts scrutiny

By Caroline Glendon
November 21, 2015

Ireland plays for high stakes in fintech game
03:55, 12 April 2015 by Jack Horgan-Jones, Roisin Burke and Ian Kehoe



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 Fintech Ireland
fintech- Goal
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To continue our work to ensure that Ireland becomes and remains a global fintech hub

- Ireland has a fantastic entrepreneurial community.
- We are looking forward to more involvement with Ministers, Government Departments, Regulators and Industry so that innovation will continue to flourish.
- No person can be an island unto themselves. *For that reason we travel (at our own expense) to Europe, Asia, the US and other global centres to develop closer international fintech ties with Ireland.*

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Fintech Ireland

fintech- 2016

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- 2016 was a great year
- Marked step up from 2015, which was the year where *we played a very active and leading role in helping improve the efficiency and effectiveness of the fintech authorisation regime* in Ireland
- Raised the *profile of Fintech Ireland (and Fintech in Ireland)* locally and internationally
- Involved in host or collaborating in *more 20 events in Ireland and overseas*

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2016: Our Year In Fintech

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Q1	Q2	Q3	Q4
January to March	April to June	July to September	October to December
<ul style="list-style-type: none"> • Money2020 Europe Fintech Ireland Lead-In Event • Cyber Security Exchange • Ireland's Fintech Scene • European Financial Forum 	<ul style="list-style-type: none"> • Money 2020 Europe (Denmark) • Start Up Bootcamp • Fintech Speed Dating • FintechStage Amsterdam • Future of Banking Summit • FX & Fintech Platform (TCD) • Board Governance and the MLRO • Blockchain Conference Dublin 	<ul style="list-style-type: none"> • Fintech Island, Belfast • 4AML Briefing • Cyber Security Summit • Brexit & Fintech • IIEA Brexit & Fintech • IOT Summit • M1 Payment Corridor Panel 	<ul style="list-style-type: none"> • Homecoming (Belfast) Fintech • AMLP Forum – Fintech & Regtech • FintechBridge Copenhagen • Fintech20 Ireland

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And if that wasn't enough.. (1/2)

- Board Presentations to the International Offices of Credit Agricole and KBC
- We took the CEOs, CFOs and CIOs through transformation in financial services, fintech strategies and blockchain
- More of these presentations are being lined up now



And if that wasn't enough... (2/3)

- Meetings with Members of the European Parliament, Staff of the European Commission, Ministers, Central Banks and Regulators in Europe
- Through our separate work, we (*Dave, Alex, Peter and I*) have mentored Irish and international fintechns free of charge



And if that wasn't enough... (3/3)

- Worked with a local University as part of the Internal Panel reviewing a planned MSc in FinTech



June: Fintech Speed Dating



 **September: Fintech Island**



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 **Fintech Ireland**
fintech- 2017 (1/2)
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- Acknowledge the negative consequences of a **hard Brexit on Ireland**
- Mobilising a group of **talented people to promote Ireland** as the international home of both regulated and unregulated fintech
- Being **independent** means being able to call out and address blockages in the fintech regime to ensure the right thing is done
- There will be more events in 2017
the challenge is fitting them all in the one year!

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Fintech Ireland

fintech- 2017 (2/2)

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- Being approached by numerous bodies, both industry and large financial companies, looking to get involved www.gingertechie.com
- However what is important is that the fintech community remains at the heart of what Fintech Ireland does <http://www.fintechireland.com/get-involved.html>

We Want You

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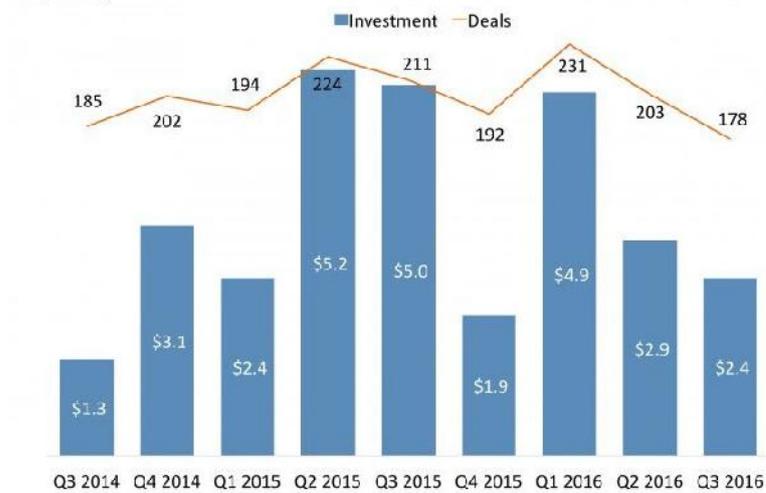


Quarterly Global VC Fintech Investment (Business Insider)

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Quarterly Global VC Fintech Investment

2016, Billions(\$)



Quarter	Investment (Billions \$)	Deals
Q3 2014	\$1.3	185
Q4 2014	\$3.1	202
Q1 2015	\$2.4	194
Q2 2015	\$5.2	224
Q3 2015	\$5.0	211
Q4 2015	\$1.9	192
Q1 2016	\$4.9	231
Q2 2016	\$2.9	203
Q3 2016	\$2.4	178

Source: KPMG, CB Insights

BI INTELLIGENCE

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UK Venture Capital Fintech Investment (1/2)

“Just last week, Innovate Finance released figures showing UK VC investment for fintech firms decreased by 26% in Q3 2016 to \$532 million and is approximately half of the total 2015 investment of \$1.1 billion”



Visit <http://new.innovatefinance.com/>
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UK Venture Capital Fintech Investment (2/2)

GLOBAL FINTECH VC INVESTMENT to Q3 2016



\$15.2 billion invested over 839 deals

Source: Pitchbook

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Q1-Q3 2016 Irish Venture Capital fintech Euro 000Ks (1/2)



Q1-Q3 2016
VC Activity



VC Activity by Sector

Software	1200
Telecomms/Communications	1000
Electronic Components	800
Other	74533

IVCA Venture Pulse 2016
Funds raised by Irish SMEs



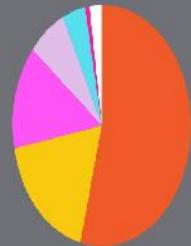
Q3 2016 VC Activity	€k	Sector	Investors	Advisors
Adapt Pharma	9000	Life Sciences: MedTech Devices	Private	
Alpha Payments Cloud	450	FinTech: Platform	Corporate	Beauchamps
AltraTech	1950	Electronic Components: Agri	BOCOGF (Kemel)	
B9 Energy Control	1300	EnviroTech: Software	Crescoent	
Bluestep Medical	600	Life Sciences: MedTech	Angels	
Caragon	500	Software: Data Analytics	Growth, EI	Philip Lee
Carotek Therapeutics	84000	Life Sciences: Pharma/Bio	Arch, Woodford, Lightstone, Cambridge Innovations + Univ, Evotech, Google	
Contego Sports	500	Other: Safety Equipment	WF, Angels (Investors Forum)	
Coova Networks	300	Software: IoT Network	Investor, Delta, AIBSCF (DBIC)	William Fry
Digit Game Studios	4000	Software: Gaming	Corporate	Mazley, William Fry
Ezoniq	4200	FinTech	EI, Private	
Fartec	250	Electronic Components: Communications	Investor, BUISSEF (Delta), Private	Mazley, William Fry
FieldAware	2650	Software: CRM	Oyster Tech, Atlantic Bridge, Summit Bridge (CIGTF), NDRC, Private	Mazley, William Fry
GC Aesthetics	17800	Life Sciences: MedTech Devices	Oyster, Montreaux, Private	
Genomics Medicine	45000	Life Sciences: Pharma/Bio	Arch, Polaris, Google Ventures, ISIF, Maveron	William Fry
HealthBeacon	1750	Life Sciences: MedTech Devices	Oyster Tech, Private	ByrneWallace
HomeTree	100	EnviroTech: Consumer Products	Frontline, Private	
Inflazone	16150	Life Sciences: Pharma/Bio	Fountain, Novartis	ByrneWallace, A&L Goodbody
Irishly	1150	Software: CRM	BOI SSUSEF (Delta), AIBSUAF (ACT), Private	ByrneWallace, William Fry
Jobbio	3400	Software: Recruitment	AIBSCF (DBIC), Monita, Private	Mason Hayes Curran, Beauchamps
Kyckr	3400	FinTech: Software	IFD	
Mobacar	850	Software: Travel	Delta	William Fry
Neuravi	8135	Life Sciences: MedTech Devices	Life Sciences Partners, Fountain, Delta, WF	William Fry
NeuroPath Therapeutics	2200	Life Sciences: Pharma/Bio	Private	William Fry
Optivex	425	Electronic Components: Counterfeiting	BOI SSUSEF (Delta), AIBSCF (DBIC), EI, Private	
Parkrip	500	Software: Parking	EI, Private	
Plank	725	FinTech: Software	BOI SSUSEF (Delta), NDRC, Angels, EI, Private	William Fry
Poppleem	500	Software: Marketing	BOI SSUSEF (Delta), EI, Angels	William Fry, Philip Lee
Pulsate	1350	Software: Marketing	Dunhumby, BOI SSUSEF (Delta), Corporate, EI, Private	William Fry, Philip Lee
Read World Retail	920	Software: Analytics	EI, Private	
Rufus Gaming	100	Software: Gaming	Private	Philip Lee
Roomex	3600	Software: Hospitality	Frontline, Angels	
Rubicon	1200	FinTech: Software	EI, Corporate, Angels (Fintech Forum), Private	Mazley
Signum Surgical	2650	Life Sciences: MedTech Devices	WF, Angels (Inus, MedTech), EI, Private	
Sportisc	2400	Software: Gambling	Private	
Serve	8700	Software: Mobile Marketing	Summit Bridge (CIGTF), Acero, Atlantic Bridge, ISIF, AIBSCF (EE), Private	ByrneWallace, William Fry
Vidialfred	370	Software: Compliance	EI, Private	ByrneWallace
Visure	14240	Life Sciences: MedTech Devices	Fountain, WF, Life Sciences, Evonk, Parakee, ABV, OMV, Private	William Fry, Eugene F Collins, A&L Goodbody
Undisclosed	3625			
Total	247840			

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Q1-Q3 2016 Irish Venture Capital fintech Euro 000Ks (2/2)



Q1-Q3 2016
VC Activity



VC Activity by Sector

Life Sciences	394490
Software	179275
FinTech	101045
Telecomms/Communications	31100
Electronic Components	26491
EnviroTech	13250
Other	18882
Total	734533

Fintech Figure = Euro101,045,00

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An example of a local Angel Network

Visit <http://www.hban.org/>
 © Halo Business Angel Network





In 2015 HBAN business angels, across the island invested €10.8m into 50 companies. This direct angel investment leveraged a further €15.8M of additional public & private funds into these companies from organisations such as Enterprise Ireland, venture capital companies and founders. These numbers have risen steadily from 2011 when HBAN helped 29 companies raise €12m of which €6m came from angel investors.

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Fintech Map – Dave Anderson

(Fintech Ireland Collaborator)
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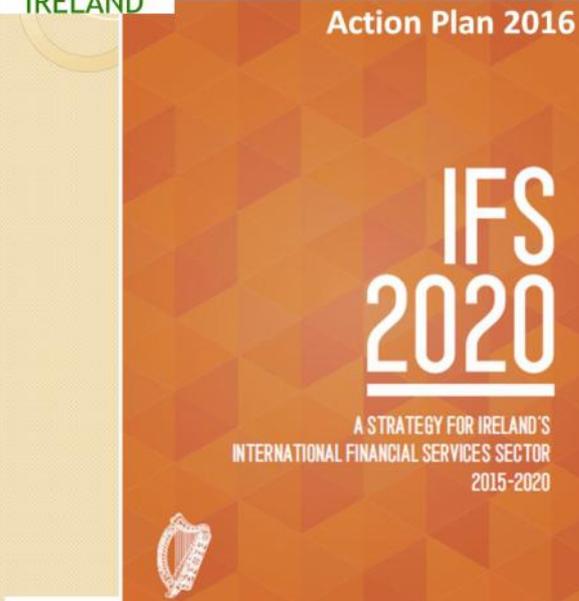
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Irish Government's Fintech Strategy

fintech IFS 2020 (Updated 2016 Action Plan)



IFS 2020
A STRATEGY FOR IRELAND'S
INTERNATIONAL FINANCIAL SERVICES SECTOR
2015-2020

INTERNATIONAL FINANCIAL SERVICES: SOME FACTS & FIGURES

- 400+ IFS COMPANIES
200 IRISH OWNED
- 35,000+ DIRECTLY EMPLOYED IN IFS
- 1/3 OUTSIDE DUBLIN
- 1st FOR AVAILABILITY OF SKILLED PEOPLE
2ND FOR FINANCIAL SKILLS
- 4th LARGEST EXPORTER OF FINANCIAL SERVICES IN THE EU

IS EUROPEAN HOME FOR: 

ALTERNATIVE INVESTMENT FUNDS

- #1 LOCATION
- 1,100+ FUND PROMOTERS FROM 30 COUNTRIES
- €3.2 TRILLION OF ASSETS UNDER ADMINISTRATION

AVIATION FINANCE

- 14/15 TOP AIRLINE AVIATION LESSORS ARE LOCATED HERE
- 50% OF THE WORLD'S COMMERCIAL AIRCRAFT OWNED OR MANAGED FROM IRELAND

INDIGENOUS PAYMENTS INDUSTRY

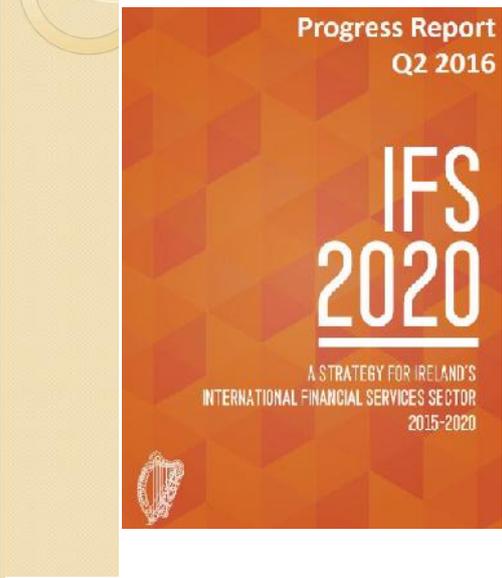
- 25 PAYMENTS COMPANIES
- 2,000+ JOBS HERE

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Quarterly Progress Reports



IFS 2020
A STRATEGY FOR IRELAND'S
INTERNATIONAL FINANCIAL SERVICES SECTOR
2015-2020

Table 1: Monitoring Dashboard - 10 headline actions

Action	Title	Q2 2016
1	Deliver a coordinated approach to promotion of IFS under the new banner brand	●
2	Ensure that the skills needs of the IFS sector are adequately reflected in the development and implementation of national policy in the Further and Higher Education systems	●
3	Promote IFS as a career option	●
4	Talent attraction and retention for the IFS sector	●
5	Promote IFS development on a regional basis	●
6	Operational Metrics for the Central Bank	●
7	Double Taxation Agreements and other bilateral instruments	●
8	Assess Ireland's Financial Markets Infrastructure	●
9	Enhance Ireland's Research and Innovation ecosystem for the IFS sector	●
10	Develop opportunities in niche and emerging IFS sub-sectors and new markets	●

Legend

- Action contains measure(s) delayed beyond scheduled quarter
- Action contains measure(s) at risk of being delayed
- Action on track
- ✓ Action Completed

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EU Parliament – Fintech Report



- “Fintech is a big new part of our financial services industry in Ireland. We need to be prepared for what comes out of the EU in terms of regulation. Dublin has a huge amount of expertise in the Fintech sector and has adapted well to the rise of Fintech as a global trend.
- “The potential for further development of the sector in Ireland is enormous. Globally, Fintech investment more than tripled to about 12 billion US dollars in 2014 and this has almost doubled in 2015.

Brian Hayes MEP confirmed to lead negotiations for the European People’s Party in the European Parliament on a report on Fintech

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Regulatory Sandboxes (examples)

- United Kingdom
- Australia
- Malaysia
- Singapore
- Hong Kong
- Lithuania (planned)
- USA? – A House Bill published in September 2016 to compel financial service regulators to establish ‘Innovation Offices’



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Not all plain sailing for fintech



Fintech can also help markets become more competitive by enabling new firms to enter a market and compete with existing firms in a viable way.

However new innovations bring new risks for consumers and new challenges for supervisory authorities and it is important that supervisory authorities remain focussed on their core responsibilities for consumer protection while recognising the potential benefits for consumers

- Director of Consumer Protection, Central Bank of Ireland, Bernard Sheridan

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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

15/06/2016 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.

[Twitter](#) [Like](#) [0](#)

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

Author: Fintech Ireland

Archives:

- June 2016
- May 2016
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- June 2015
- May 2015

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Ireland's Fintech Strategy is Evolving

IFS 2020
A STRATEGY FOR IRELAND'S
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2015-2020

IFS 2020
A STRATEGY FOR IRELAND'S
INTERNATIONAL FINANCIAL SERVICES SECTOR
2015-2020
Action Plan 2016

Fintech Strategy for
Ireland
Coming Soon

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Our #FintechBattle Contestants

MYMONII
#fintechbattle 1

HUF SY
#fintechbattle 3

ASSUREHEDGE
#fintechbattle 3

MyMoneyPlatform
#fintechbattle 5

ye up
#fintechbattle 6

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 **Coming Soon**

Date	Event
15th Dec	Fintech20, Dublin
24th Jan 2017	European Financial Forum, Dublin
26-28th June 2017	Money2020 Europe, Copenhagen

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Dave Anderson

fintech- Thank You!!!

- The Irish side of this bridge was built by Dave Anderson
- He is an absolute powerhouse of ginger and tech
- www.gingertechie.com
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 **Thank you**

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