

FINTECH BRIDGE IRELAND & NEW JERSEY

Fintech Bridge IRELAND AND NEW JERSEY

Discover how New Jersey can provide Irish companies with the support, funding, and resources needed for successful investment in North America.

Date: Wednesday, April 14, 2021

Time: 15:00-16:30 IST | 10:00-11:30am EST

[REGISTER](#)

Join Choose New Jersey, FinTech Ireland and the New Jersey City University (NJCU) School of Business together with Tech United, Global Shares, Fenergo, Broadridge and SelectUSA (supported by Armstrong Teasdale) for a webinar on fintech trends and opportunities within Ireland and the U.S. State of New Jersey.

Hear from New Jersey Governor Phil Murphy, business leaders and panel experts about economic synergies between New Jersey and Ireland and gain insight about the New Jersey's innovation ecosystem and talent pool.



Fintech Ireland 2nd Opening Address



Peter Oakes

Founder, Fintech Ireland & US TechFin
Consultant, Armstrong Teasdale



These slides at <https://fintechireland.com/events.html>

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Peter Oakes, Founder of Fintech Ireland & Fintech UK, recognised Leading Fintech Consultant: Chambers & Partners 2021

Peter Oakes, who has vast international regulatory experience as a former director of the Central Bank of Ireland.

Clients say:

- *Peter is high-profile, he has very strong governance capabilities and is very good for a regulated FinTech company*
- *his area of expertise is in licensed applications with the Central Bank. He can explain what is required in black and white from the regulator but also what is left unsaid*
- *Peter would be my first port of call for any FinTech looking to obtain an e-money licence*
- *Peter's reputation really helps; he's top of the list of local Dublin-based regulatory consultants*



Peter Oakes

FintechIreland.com
FintechUK.com
CompliReg.com



<https://bit.ly/38ecPig>



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Presenter – Peter Oakes



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<p>Director (INED), Susquehanna International (Ireland), Fintech / Regulated MIFID options market maker www.sig.com</p>	<p>Director (NED), TransferMate Global Payments, Fintech / Regulated PSD2 www.transfermate.com</p>	<p>Director (INED), Op+al Financial (Ireland), Fintech / Emoney B2B www.optal.com</p>
<p>Chairman, AWM Wealth Advisers www.awmwealthadvisers.com</p>	<p>Strategic Consultant Finserv, Fintech & Regulation, Armstrong Teasdale - Europe https://www.armstrongteasdale.com</p>	<p>Advisory, Deposify, Fintech / online escrow www.deposify.com</p>
<p>Strategic Consultant Finserv, Fintech & Regulation, Clark Hill Solicitors www.clarkhill.ie</p>	<p>Founder, CompliReg, Fintech Consultancy www.CompliReg.com</p>	<p>Founder, Fintech Ireland www.fintechireland.com</p>
<p>Founder, Fintech UK www.fintechUK.com</p>	<p>Founder, FintechNI.com www.fintechNI.com</p>	<p>Founder, US TechFin www.USTechFin.com</p>



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International Central Banking & Regulatory Experience



Banc Ceannais na hÉireann
Central Bank of Ireland

Eurosystem

Director of Enforcement & AML/CFT
Supervision (Senior Management
Committee)



ASIC

Australian Securities & Investments Commission

Senior Officer, Legal Division &
Registrar, Federal Tribunal



مؤسسة النقد العربي السعودي

Saudi Arabian Monetary Authority

(Consultant) Advisor to Deputy
Governor of Banking Supervision
(Supervision/Enforcement)

*Organisations went
through transformational
change.*

*All now focussed on
innovation, fintech and
digital transformation.*



(FSA) Enforcement Lawyer

- About Fintech Ireland
- Why Ireland for Fintech (FDI & Export)



@FintechIreland

Connected to the Fintech Ecosystem Network



Tracking 400 'fintech' network companies
– names, executives, business type



5,720+ Twitter followers @FintechIreland

- 14,000+ total twitter followers across all fintech handles



260+ Fintech Ireland Surveys Received

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



150,000+ web visitors a year



2,400+ network subscribers to Fintech Ireland

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



95+ events (presentations at local & international events)



2,280+ LinkedIn Company Page Followers/
1,600+ LinkedIn Group Members

- <https://www.linkedin.com/groups/8321352/>
- <https://www.linkedin.com/company/fintech-ireland>



9,700+ audience at events to date

Source: Fintech Ireland

Irish Financial Services – by the numbers



10,000+ firms providing *finserv* in Ireland and overseas regulated by the Central Bank



3rd largest exporter of *finserv* from the European Union



250 of the world's largest *finserv*, including

- 50% of the world's top 50 banks
- 75%+ of the top global 20 banks



€5.38 trillion total funds AUA (14,000+ funds administered; 8k funds domiciled / 6.5k non-domiciled. 1,000 fund managers from 50+ countries have assets administered in Ireland)



45,000 people employed directly in international *finserv*

- **7,000 work in fintech.** Payments & Regtech = two largest fintech sectors.

105,000+ technology sector employees



Source: Various including – Fintech Ireland, Central Bank of Ireland, Irish Funds Industry Association & IDA Ireland

The Fintech Ireland Maps Indigenous (v4) & International (v1)

NB: A couple of logos have been updated following the release of the Maps on 15 March 2021. Indigenous Map is now v4.1 and Internal Map is now v1.1



Source: Fintech Ireland, Peter Oakes & Peter O'Halloran

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Credit/Lending

accelerated payments.
CREDITEXPO
CreditLogic
finclude
FIRST CIRCLE
Flender
:fund:it
FUND SME
FUTURE FINANCE
GRID FINANCE
InitiativeIreland
invoicefair
Linkedfinance
LOANITT
luna connect
MortgageBrain
OnlineApplication.ie
PCS
PROPERTY BRIDGES
Spark
Simpler
SUPPLY FINANCE
trezeo
ymba

Platforms

Argeau
Assured
aspengrove solutions
CleverCards
CR2
layer
LEVERIS
LoanGuru
Peeled
Sentenial
Sidero
Swoop
UNITEK.AI

Funds & Trading

Cardinal Analytics
CHASINGRETURNS
COALFACE
Eagle Alpha
EZOPS
FRS
fundcalcs.com
Fund Recs
HARBINGER TECHNOLOGIES
INTelligence
Peracton
ye@up
Z SIGNALS

Crypto & Blockchain

Bitcove.ie
BitEx.ie
Blockaviation
The SME Chain
nafasi
TRADEX

FinOps

antuar
ApplyOno
CHECKVENTORY
e-cfs
docuSOFT
Finalysis
Payslip
ROCKALL
Quaternion
RAPCRATING
Global Shares
SOAR

InsurTech

ClaimVantage
covernet
Describe Data
FINEOS
hublio
MAJESCO
My Cyber Risks
PIPRATE
RELAY software
compare.ie

Accounting

ACCOUNTS
CASHANALYTICS
CASHBOOK
CALCFOX
Outmin
PaycheckPlus
SortMyBooks
Surf accounts
TaxHug
TheSaurusSoftware
ezora
Yendo

Payments

AZUCKO
actusmobile
airpos
ALPHA
ASSURE HEDGE
AWSO
BARRACUDAY
Bige
Bitnet
cambrist
CashDesk.ie
Cheetah Money
Circuit
currencyfair
ding
continuum
CROSSFLOW
CUSOP
Easy Payments Plus
COMM
ECHA GROUP
FESTY
Fexco
fire
GLOBAL RISK TECHNOLOGIES
ioc
Importwise
Loylap
MiFinity
MONEX
mozobi
NUAPAY
OneCall
payhere
PaymentPlus
payzone
prepaid FINANCIAL SERVICES
prommt
Real
SafeCharge
savvy
splink
STR-KE
SWIRL
tola.
touchtech
TransferMate GLOBAL PAYMENTS
viepal
Volbeneo
WayPay
worldnet



RegTech

AQMETRICS
ARM
CalRisk
CORLYTICS
CORRIBPOINT
CYBER PRISM
Cyber Risk Aware
Daon
DATACTICS
fenergo
FinReg
FINTECO
FD
FUNDS AXIS
Know Your Customer
Kyckr
GECKO GOVERNANCE
hivera
iPal
INTEGRALYNX
Integrity360
LEI WORLDWIDE
MCO
miuraregtech
NeoTutum
phonovation
Planet Verify
query layer
red flare
regbot
Regulert
risksystem
Searchless.com
sedicii
silverfinch
sysnet
spearline
taxamo
Think Evolve Solve
ubo service
UrbanFox
VIClarity
VIZOR
xcelerit
Xiir

Saving / Investing

MyWallSt
MYFUTURENOW
MyMoneyPlatform
SproutPlans
TontineTrust
TUCR

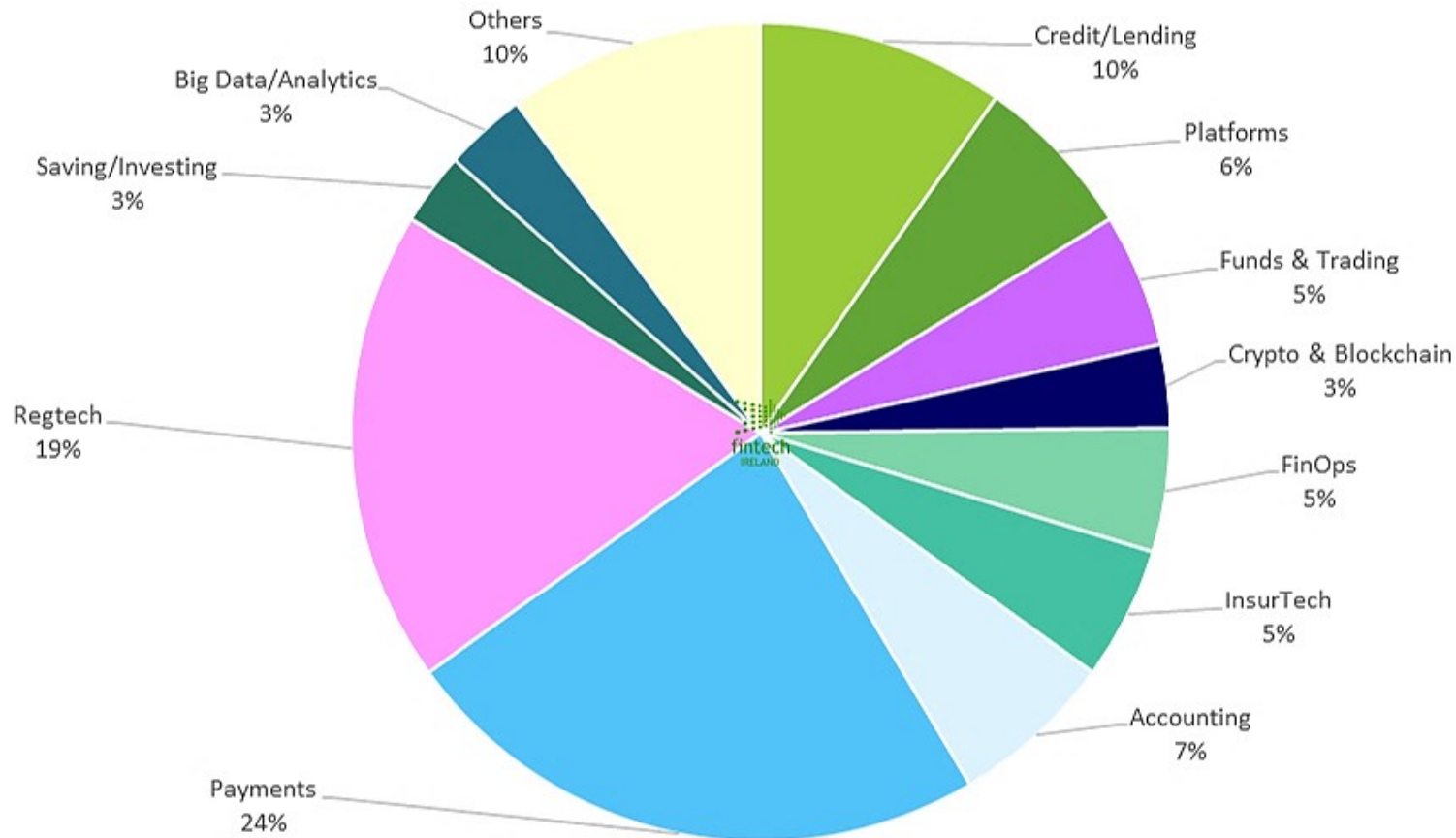
Big Data / Analytics

ALLEGIANT
BOXEVER
RYLIEN
COURTSDesk
CX INDEX
DataChemist
KX
geowox

Others

bisees
bqokers
brite:bill
change donations
COINDRUM
CONCEPT DAIRY
deposify
engageHUB
EPIIONE
immedis
Lightyear
loyalBe
MoneyMate Group
Money Point
Ostia
OpenBack
offr
pTools
rX
taxback.com
Taxback International
trustap
xtremepush
yatta
Zarion.

Indigenous Fintech Fintech Ireland Map



Source: Fintech Ireland, Peter Oakes & Peter O'Halloran

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Credit/Lending

Funds & Trading

Crypto & Blockchain

Saving / Investing

InsurTech

Accounting

Payments



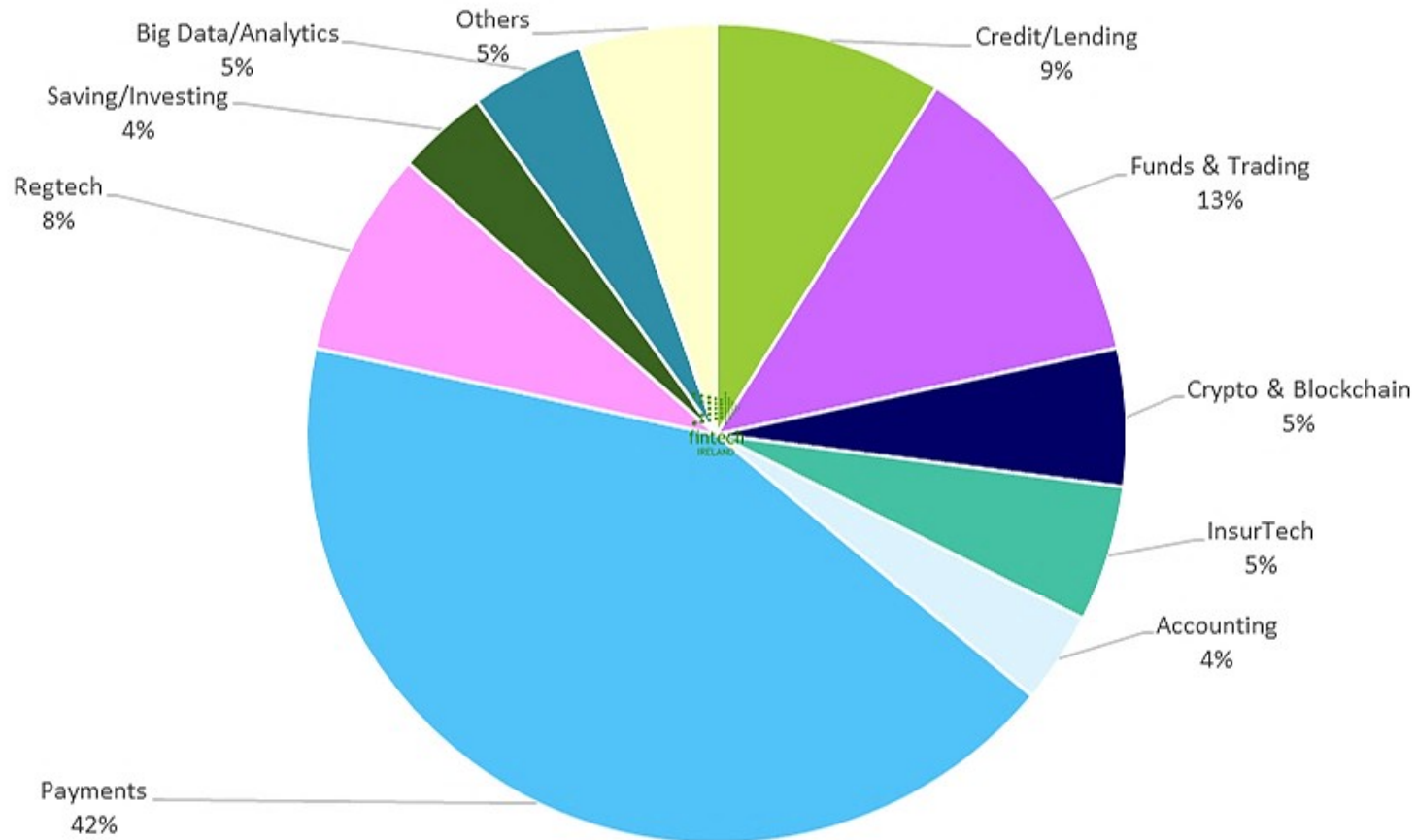
Kindly acknowledge Fintech Ireland as the source when you use our data

Big Data / Analytics

RegTech

Others

International Fintech Fintech Ireland Map



Source: Fintech Ireland, Peter Oakes & Peter O'Halloran

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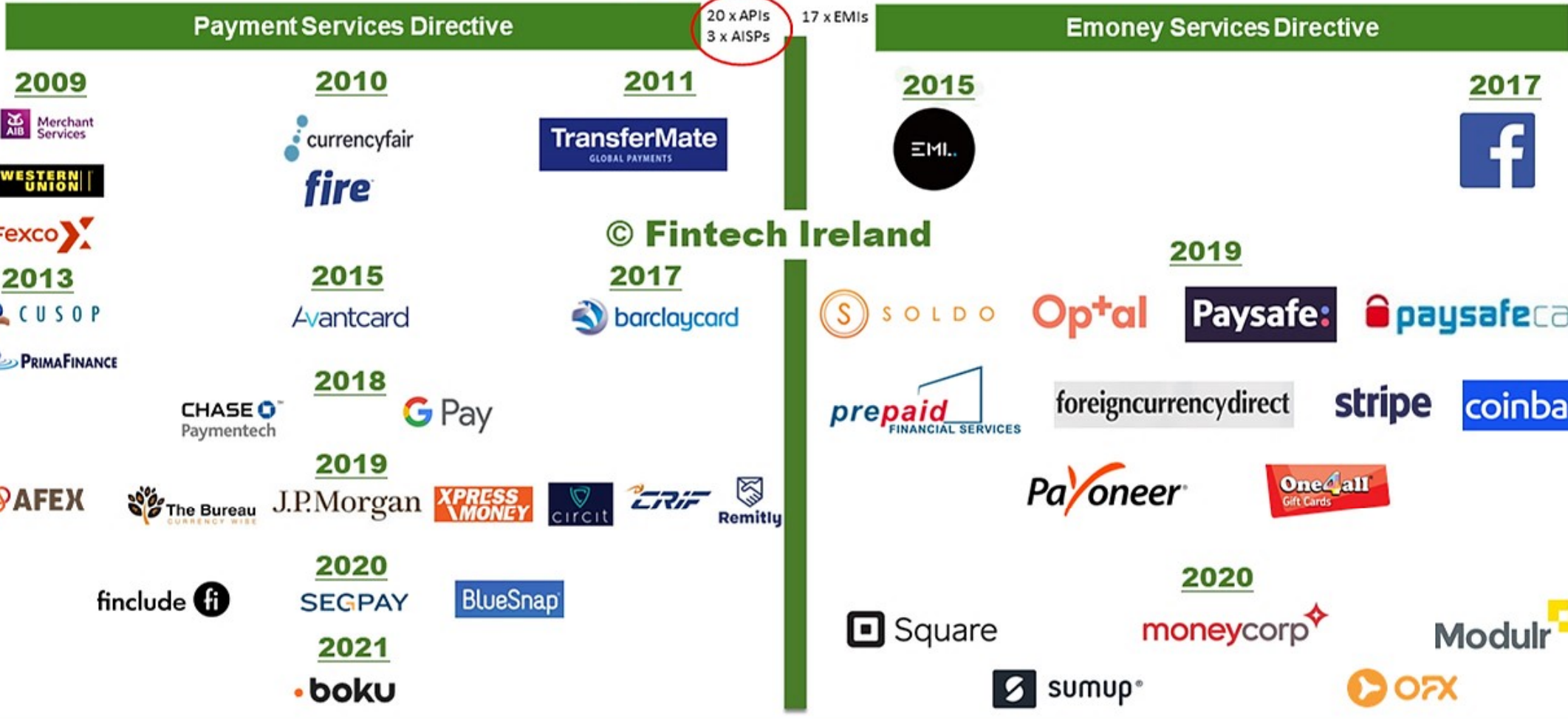
Breakdown of Maps Side by Side

The All-Ireland Fintech Map (Indigenous & International) March 2021



Emoney & Payment Services Firms Authorised in Ireland [V5.1 as at 25/03/2021]

CBI register records SWFS being withdrawn 20/02/2020



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Fintech Ireland International Network – US, UK and Northern Ireland

Fintech UK
www.FintechUK.com

"for UK Fintech companies & overseas Fintech businesses wishing to establish operations in the UK from overseas"



Supported by Kerman & Co, Lawyers (UK)
www.kermanco.com

Fintech UK initiative is supported by:

- Kerman & Co
- Fintech Ireland



Fintech UK - Objectives

Fintech US
USTechFin.com / US-Fintech.com

USTechFin.com
US-FinTech.com



Welcome to US FinTech & US TechFin

Supporting Fintech (US, UK and abroad) working with international friends across 6 groups on #FinTech & #TechFin.

Through our network in the US and internationally, we aim to inform the community of relevant information, news, insights and events that will empower you along your fintech journey.

See our key partners in the US below. Please do contact and help us grow our network.

"We support indigenous US FinTech growing in the US and scaling globally. US-FinTech.com, through its partnership with international fintech groups, assists overseas fintech companies find a home in the US"

Web: <https://US-Fintech.com>

Twitter: @US_Fintech / @USTechFin

Fintech Northern Ireland / Fintech NI
www.FintechNI.com

"an extension of the work of the all-island of Ireland Fintech Ireland network to promote and showcase Northern Irish fintech"

HOME ABOUT EVENTS GET INVOLVED



Welcome to FintechNI.com
Fintech Northern Ireland

Web: <https://FintechNI.com>

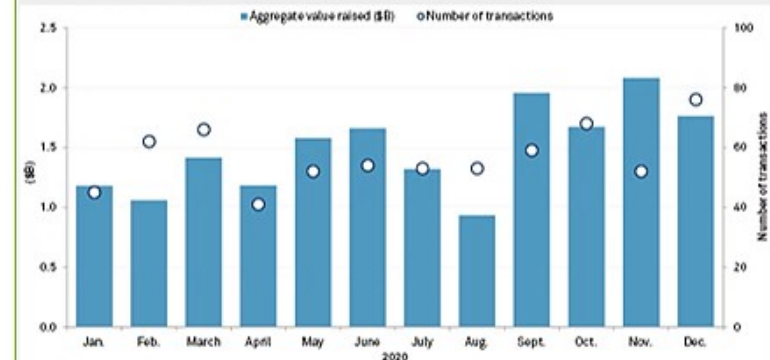
Twitter: @NIFintech

US fintech funding remains strong - \$17.8bn into private US fintech companies

US fintech funding still going strong, following 20% jump in 2020

As predicted, U.S. fintech funding in 2020 outpaced 2019 in both amount raised and volume of transactions, despite — and in some ways due to — the COVID-19 pandemic. S&P Global Market Intelligence foresees another strong year in 2021, which has already burst out of the gates due to Robinhood Markets Inc.'s \$3.4 billion raise amid the GameStop Corp. frenzy.

Value, volume of funding rounds for private U.S. fintech companies increased in second half of 2020



Data compiled March 3, 2021.
 * The analysis uses a best-efforts approach to capture only the portion of the offering that was raised during 2020, excluding tranches that closed prior to that time frame.
 Reflects private placements for private, U.S.-based fintech companies, as defined by S&P Global Market Intelligence. Excludes debt transactions.
 Totals from first six months were from a prior analysis published July 27, 2020.
 Dates are the assumed closing date of the offering as of the time the data was compiled. Rounds might be subsequently extended.
 Source: S&P Global Market Intelligence
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*“Though the virus wreaked economic havoc in 2020, interest rates remained relatively low, consumers embraced digital channels and the routes for venture capital firms to exit their investments, be it public offerings or M&A, remained open. Each of these factors likely contributed to the **\$17.8 billion** that investors poured into private U.S. fintech companies in 2020, via **681 transactions**, up from \$14.8 billion and 539 transactions in 2019.”*

Source: S&P Global Market Intelligence
<https://us-fintech.com/news--insights/us-fintech-funding-jumps-20-in-2020>

Irish fintech funding remains strong

- *Early-stage companies struggling*



“Despite the positive overall figures in a difficult year, the data highlights a concern that early-stage companies are finding it increasingly difficult to raise funds,” Gillian Buckley, Irish Venture Capital Association (IVCA)

- Overall funding figures up 2020 – €925m invested in Irish SMEs last year compared to €820m the year prior
- Investments in early-stage start-ups dropped 32%, from €285m to €194m.
- IVCA deems an early-stage start-up deal to be €5m or less.

Source: IVCA / Silicon Republic - <https://www.siliconrepublic.com/start-ups/start-up-funding-decline-2020>

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Highlights from Fintech Ireland Survey

- Some Data
- Key Challenges

Fintech Ireland Survey / Census

- We are conducting an ongoing Fintech Survey / Census
 - for all fintech firms on the **Island of Ireland**
 - 260+ responses
 - 24 questions straightforward questions
 - 60% response rate on Freeform Feedback
 - average time it takes to complete = 12 minutes

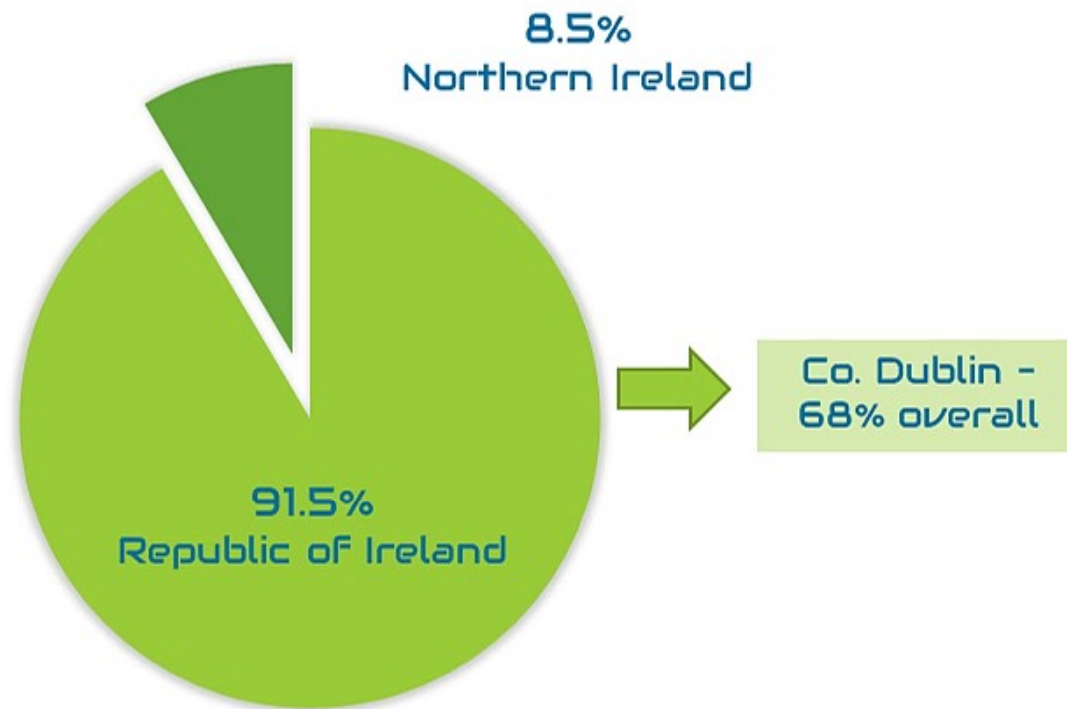


<https://fintechireland.com/fintech-survey.html>

Fintech Ireland Survey – Data (1/8)

(sample of answers to some questions)

- **Indigenous Fintech:** in which part of Ireland are you located?



Fintech Ireland Survey – Data (2/8)

(sample of answers to some questions)

- What sector within Fintech does your company operate? (by response)
 - **# 1 Regtech**
 - **# 2 Payments**
 - **# 3 Others** – *there's a demand to create a 'Trade Finance' subsector on the Fintech Ireland Map!*
 - **# 4 Insurance**
 - **Blockchain, Banking & Crypto Assets towards the bottom**
- ***NB: Response to this question is broadly inline with our Fintech Ireland Maps***

Fintech Ireland Survey – Data (3/8)

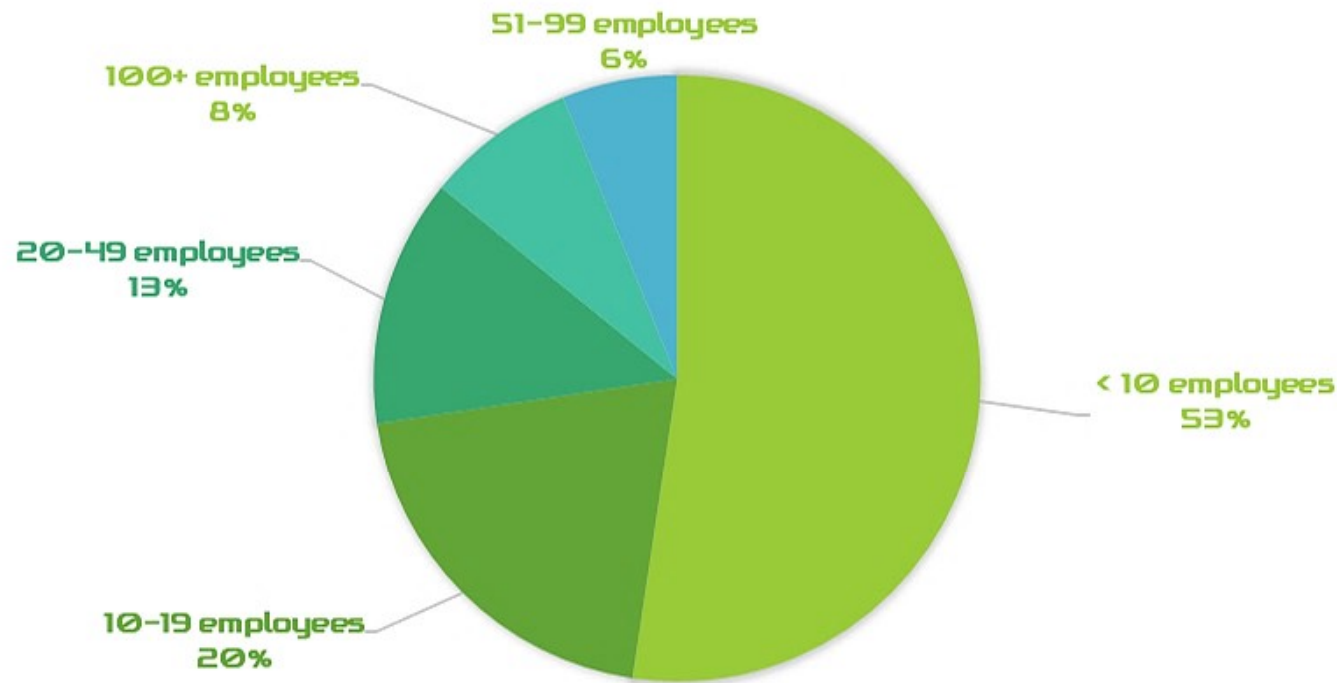
(sample of answers to some questions)

- Is your company expecting to hire in the next 12-18 months?
 - **95% = YES** (say ALL respondents from July 2020 – March 2021)
- **Note: On 22 June 2020 CIPD Ireland reported that only a fifth of the businesses it surveyed said that they planned to take on more staff in 2020: Source <https://www.rte.ie/news/business/2020/0622/1148821-fewer-firms-planning-to-hire-staff-or-raise-pay/>*



Fintech Ireland Survey – Data (4/8) (sample of answers to some questions)

- How many employees does your company have?
[Indigenous Fintech Only – RoI & NI]



Fintech Ireland Survey – Data (5/8)

(sample of answers to some questions)

- Gender - Board & Management Levels*
- Revenue - last year, this year, next year*
- Investment Raised?*
- Investment Required?*
- Is Ireland an easy place to raise investment?
- Would you like Fintech Ireland to connect you to investors?
 - **60% = YES**

Strongly Agree - 6%
Agree - 20%

Neither Agree or Disagree -
48%

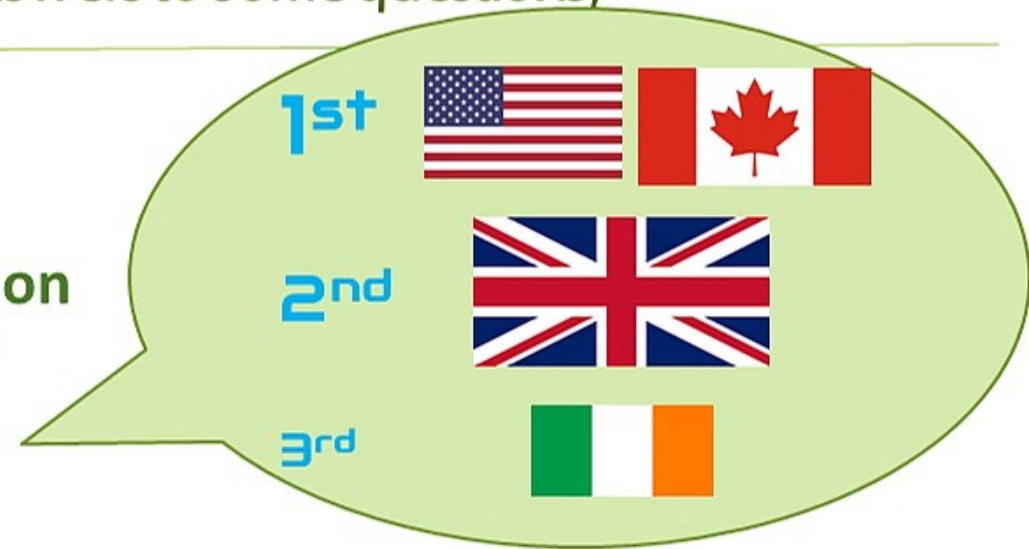
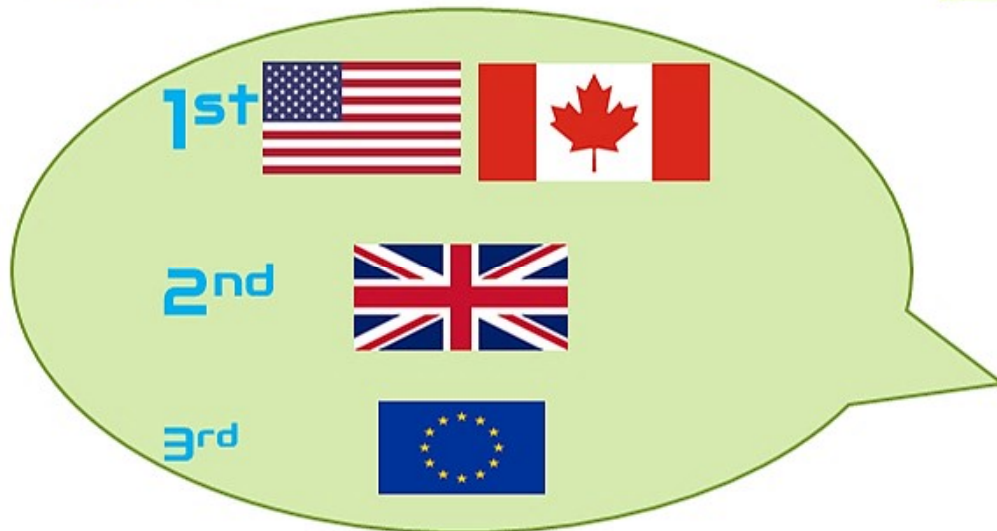
Disagree - 21%
Strongly Disagree - 5%

* = *Topics for other webinars. Contact us if you spot a topic on which you wish to contribute!*

Fintech Ireland Survey – Data (6/8)

(sample of answers to some questions)

- Top 3 Priority Regions for **Expansion** for Indigenous Irish Fintech (of 9 regions)



- Top 3 Priority Regions for **Overseas Expansion** for Indigenous Irish Fintech (of 8 overseas regions)

Fintech Ireland Survey – Data (7/8)

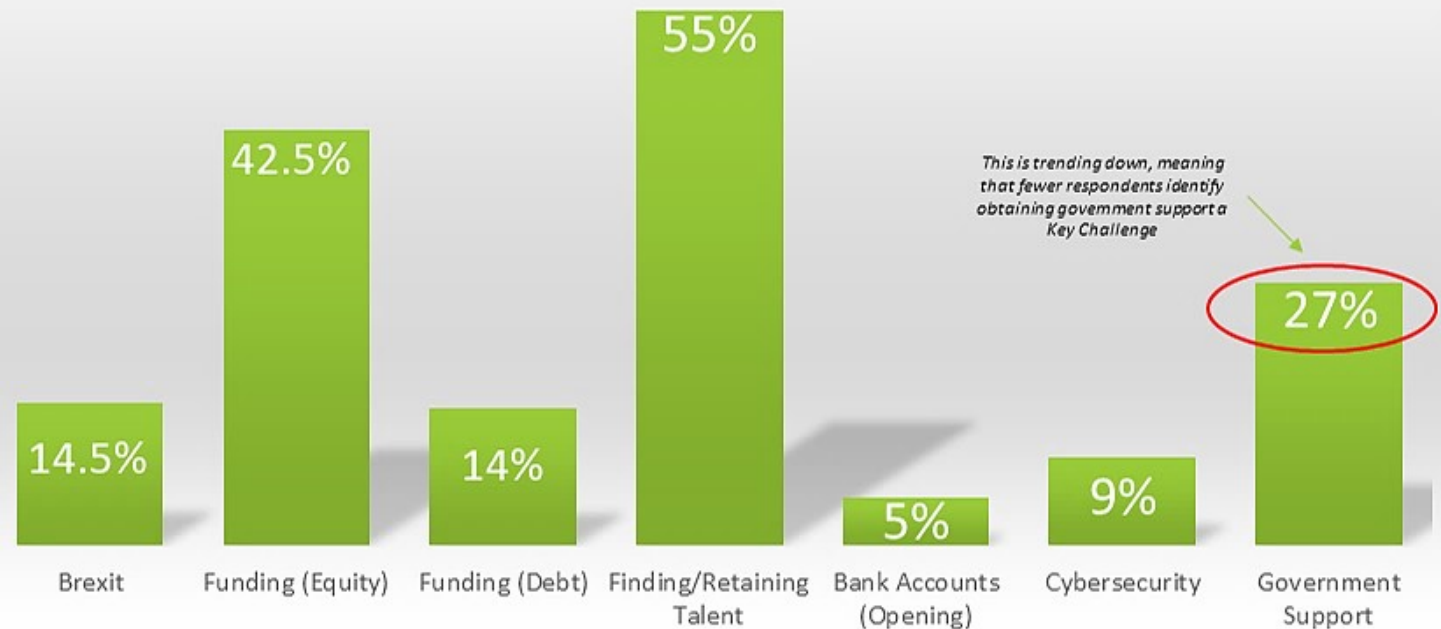
(sample of answers to some questions)

Key Challenges Indigenous Fintech

How to Read Chart.

14.5% of respondents identified Brexit as a Key Challenge

27% of respondents identified Government Support as a Key Challenge

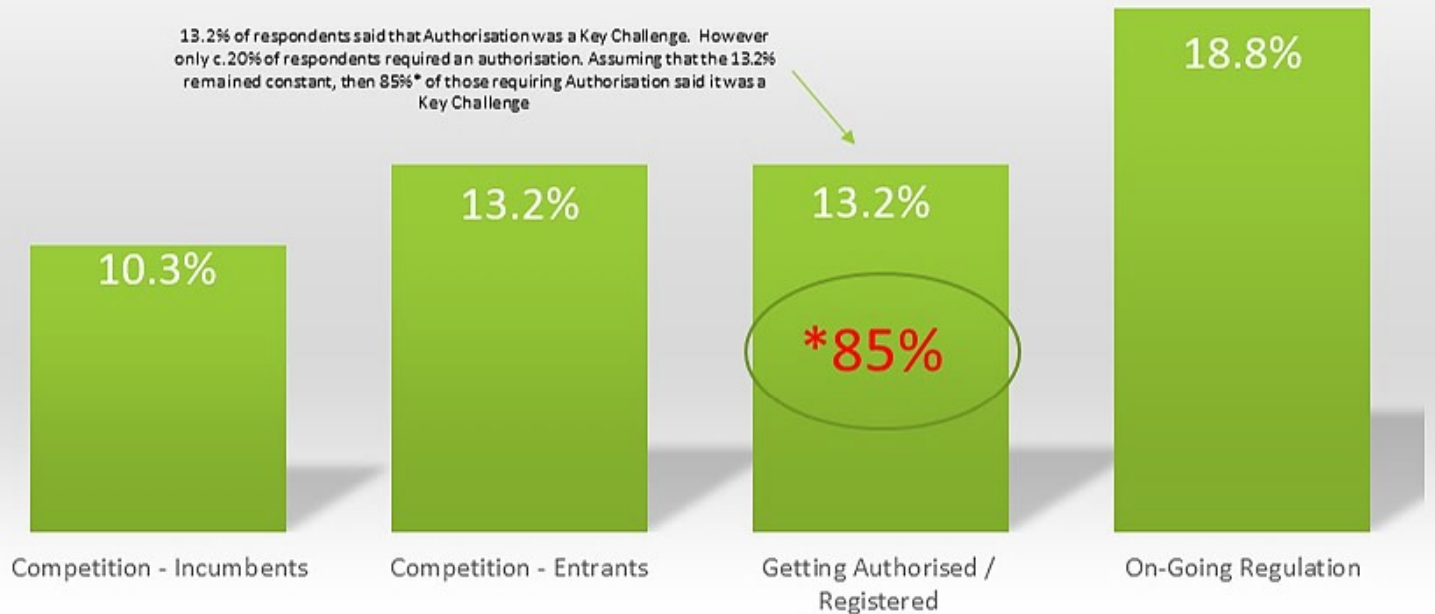


Fintech Ireland Survey – Data (8/8)

(sample of answers to some questions)

Key Challenges Indigenous Fintech

13.2% of respondents said that Authorisation was a Key Challenge. However only c.20% of respondents required an authorisation. Assuming that the 13.2% remained constant, then 85%* of those requiring Authorisation said it was a Key Challenge



How to Read Chart.

18.8% of respondents identified On-Going Regulation as a Key Challenge

□ The case for New Jersey

□ The case for Ireland

Why Choose New Jersey (for Irish companies)? (1/2)

- If there are challenges in the local market relating to:
 - raising investment
 - finding and retaining talent
 - scaling
- Have a solid offering and team, and wish to grow the team and improve the offering
- Want to go global, and take a step towards a jurisdiction where there are strong similarities in language, culture and the fostering of entrepreneurship and innovation ...
- ... then why not **NEW JERSEY?**

Why Choose New Jersey (for Irish companies)? (2/2)

Ireland is 9th largest source of FDI into US

*Ireland has been confirmed as the ninth largest source of foreign direct investment to the United States. According to the US Bureau of Economic Analysis, **Ireland's FDI into the US stands at \$235.7 billion***. Today, over **900 Irish companies** operate across all 50 states, **employing 110,000 in the US.***



Source: Enterprise Ireland, 11th March 2021

<https://www.enterprise-ireland.com/en/News/PressReleases/2020-Press-Releases/Ireland-is-the-ninth-largest-source-of-foreign-direct-investment-in-the-United-States.html>

Why Choose Ireland (for New Jersey companies)? (1/2)

- Want to go global, and take a step towards a jurisdiction where there are strong similarities in language, culture and fostering of entrepreneurship and innovation
- Expand across the European Union
- Population: Access to **448m** in **EU** and **66.8mn** in the **UK**
- Financial regulation authorisation allows *passporting* across EEA
- English first language country, benefiting from the common law system
- Highly educated, talented and multi-cultural human resources pool...
- . then why not **IRELAND?**

Why Choose Ireland (for New Jersey companies)? (2/2)

USA is single largest source of FDI in Ireland

“160,000 People Employed by 700 US companies in Ireland. US firms indirectly support a further 128,000 jobs in the Irish economy, in total accounting for 20% of employment in Ireland. Collectively US investment in Ireland amounts to \$444bn.”

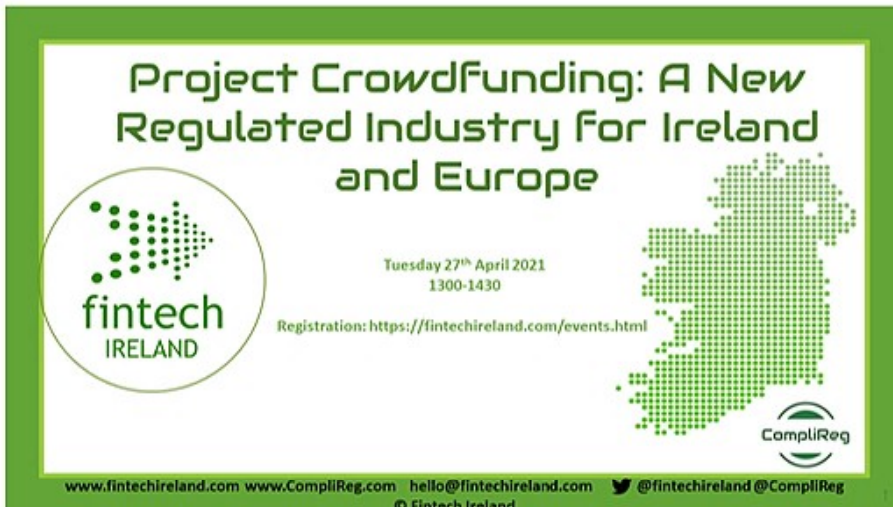


Source: American Chamber, 14th April 2021
<https://www.amcham.ie/about-us/us-companies-in-ireland/stats-facts.aspx>

Upcoming Events

We have a lot of events planned. Details to be released. If you have an idea and plan, get in contact

Project Crowdfunding Tuesday 27th April 2021



Project Crowdfunding: A New Regulated Industry for Ireland and Europe

Tuesday 27th April 2021
13:00-14:30

Registration: <https://fintechireland.com/events.html>

fintech IRELAND

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What: Roundtable: Project Crowdfunding – A new Regulated Industry for Ireland and Europe.

When: Tuesday 27th April 2021. 13:00 Irish/UK time (08:00 am US Eastern Time).

Where: Online Event

Cost: Free

Registration: <https://fintechireland.com/events.html>

Get in Touch

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	https://twitter.com/fintechireland/ / https://www.twitter.com/USTechFin https://twitter.com/oakeslaw
	www.FintechIreland.com/ / www.USTechFin.com www.peteroakes.com/ / www.FintechUK.com