

Canada

FINTECH BRIDGE CANADA & IRELAND



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Nancy Smyth
Ambassador of Canada
to Ireland
(Embassy of Canada)

Kaz Nejatian
VP, Merchant Services
Shopify

Meena Bhullar
Vice Consul & Trade
Commissioner (Embassy of
Canada in Ireland)

Peter Oakes
Founder
Fintech Ireland

Jennifer Reynolds
President & CEO
Toronto Finance International

Mark Shorten
VP Financial Services,
IDA Ireland

Andrea Reynolds
CEO/Founder
Swoop

Eamonn McKee
Ambassador of Ireland
to Canada
(Embassy of Ireland)

Canada



Global Affairs
Canada
Trade Commissioner
Service

Affaires mondiales
Canada
Service des
délégués commerciaux



An Roinn Gnóthaí Eachtracha
Department of Foreign Affairs

When: 1530-1630 Irish Time / 1030-1130 ET
Tuesday 30th November 2021

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



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IRELAND FOR FINANCE

www.fintechireland.com www.ireland.gc.ca

These slides are available together with other material from the event at:

- <https://fintechireland.com/events/fintech-bridge-ireland-Canada>, or
- <https://fintechireland.com/events.html> (and navigate to 30th November 2021)

Agenda, Presenters & Audience

Twitter: @FintechIreland @CanadaIreland
#FintechIreland #FintechIRLCAN

Host – Peter Oakes / Fintech Ireland



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Agenda (1/2)

Welcome: from **Peter Oakes**, Fintech Ireland (& CompliReg.com)

Guest Speaker: **Nancy Smyth**, Ambassador of Canada to Ireland

Ireland & Canada Fintech Presentations:

- *Ireland Ecosystem Presentation*:
 - **Peter Oakes**, Founder, Fintech Ireland
- *Canada Ecosystem Presentation*:
 - **Jennifer Reynolds**, CEO of Toronto Finance International

Guest Speaker: **Eammon McKee**, Ambassador of Ireland to Canada



Nancy Smyth
Ambassador of Canada to Ireland



Jennifer Reynolds
CEO, Toronto Finance International



Peter Oakes
Founder, Fintech Ireland



Eammon McKee
Ambassador of Ireland to Canada

Agenda (2/2)

Panel Discussion

- *Panel Member:* **Kaz Nejatian**, Vice President, Merchant Services, Shopify
- *Panel Member:* **Andrea Reynolds**, CEO & Founder, Swoop
- *Panel Member:* **Meena Bhullar**, Vice-Consul & Trade Commissioner, Embassy of Canada in Ireland
- *Panel Member:* **Mark Shorten**, Vice-President, Financial Services & Life Sciences, IDA Ireland
- *Moderator:* **Peter Oakes**, Fintech Ireland



Kaz Nejatian
Vice President, Merchant Services, Shopify



Andrea Reynolds
CEO & Founder, Swoop



Meena Bhullar
Vice-Consul & Trade Commissioner, Embassy of Canada in Ireland



Mark Shorten
Vice President, Financial Services & Life Sciences, IDA Ireland

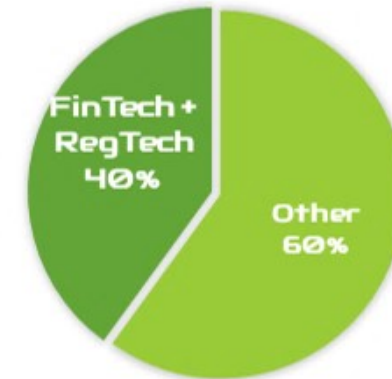
Proceedings to a Close

Today's Audience

(stats identical to March 2021 event)

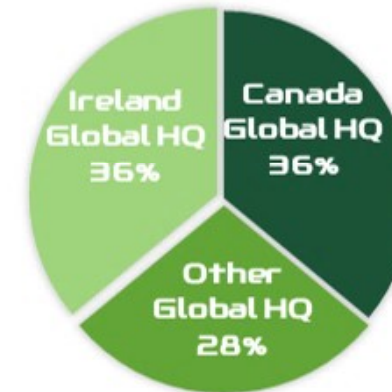
40% FinTech + RegTech / 60% Other

- Other = Financial Institutions, IT, Cloud Computing, Software, Government Agencies (including Embassies / Trade Agencies), Educational Institutions, Professional Services Firms (Law, Accounting, Consulting, Recruitment), NEDs, Media, Tech Hubs
 - Financial Institutions = Banks, Insurers, Asset/Fund Management & Brokers (where not in 'fintech')
- [NB: Many Financial Institutions which selected 'Other' are embarking on digital journeys. If they had selected 'Fintech', the split would be closer to 65% Fintech v 35% Other!]*



Global HQ

- Ireland: 36%
- Canada: 36%
- Other Overseas: 28%
 - Other Overseas: China, India, Turkey, Malta, Croatia, USA, Spain, USA, Belgium, UK, The Netherlands, Germany and Czech Republic



Source: Eventbrite Registration

Connected to the Fintech Ecosystem Network

 Tracking **570** 'fintech' network companies – names, executives, business type

 **385+** Indigenous & International Fintechs Mapped

 **290+** Fintech Ireland Surveys Received
◦ <https://fintechireland.com/fintech-survey.html>

 **2,800+** network subscribers to Fintech Ireland
◦ <https://fintechireland.com/get-involved.html>

 **2,750+** LinkedIn Company Page Followers/
1,990+ LinkedIn Group Members
◦ <https://www.linkedin.com/groups/8321352/>
◦ <https://www.linkedin.com/company/fintech-ireland>

 **5,800+** Twitter followers @FintechIreland
◦ 15,000+ total twitter followers across all fintech handles

 **160,000+** web visits a year

 **100+** events (presentations at local & international events)

 **10,500+** audience at events (hosted & spoken at) to date

Source: Fintech Ireland

Irish Financial Services – by the numbers



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



3rd largest exporter of *fin serv* from the European Union



Home to 20 of World's Top 25 FinServ



€6.4 trillion total funds AUA



45,000 people employed directly in international *fin serv*

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

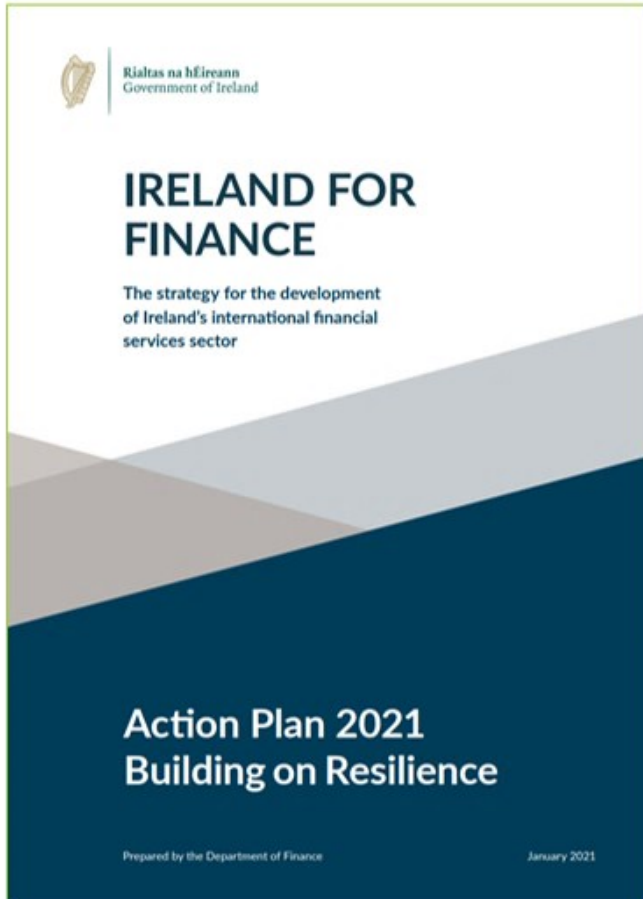
105,000+ technology sector employees



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

Ireland For Finance

An Irish Government Initiative



“The 2021 Action Plan, drawn up in partnership with industry, sets out clearly how we intend to build on our strengths and successes in recent years in this dynamic and growing sector.”

Minister for Finance & Public Expenditure and Reform, Paschal Donohoe TD (11/02/2021)

“This Action Plan brings vital new measures and continuity amidst the disruption of the pandemic as we look to realise the full potential of the sector and aid the national economic recovery”

Minister of State for Financial Services, Credit Unions, and Insurance Seán Fleming TD (11/02/2021)



IFS Ireland (now *Ireland For Finance*)

"FinTech Ireland are particularly active in the start-up scene, advancing Ireland's unique ability and leveraging its capacity to become and remain a global centre for FinTech."

- [page 40, Irish Government's IFS2020 Action Plan 2018](#)



Image © IFS Ireland

Ireland's Fintech & Payments Network

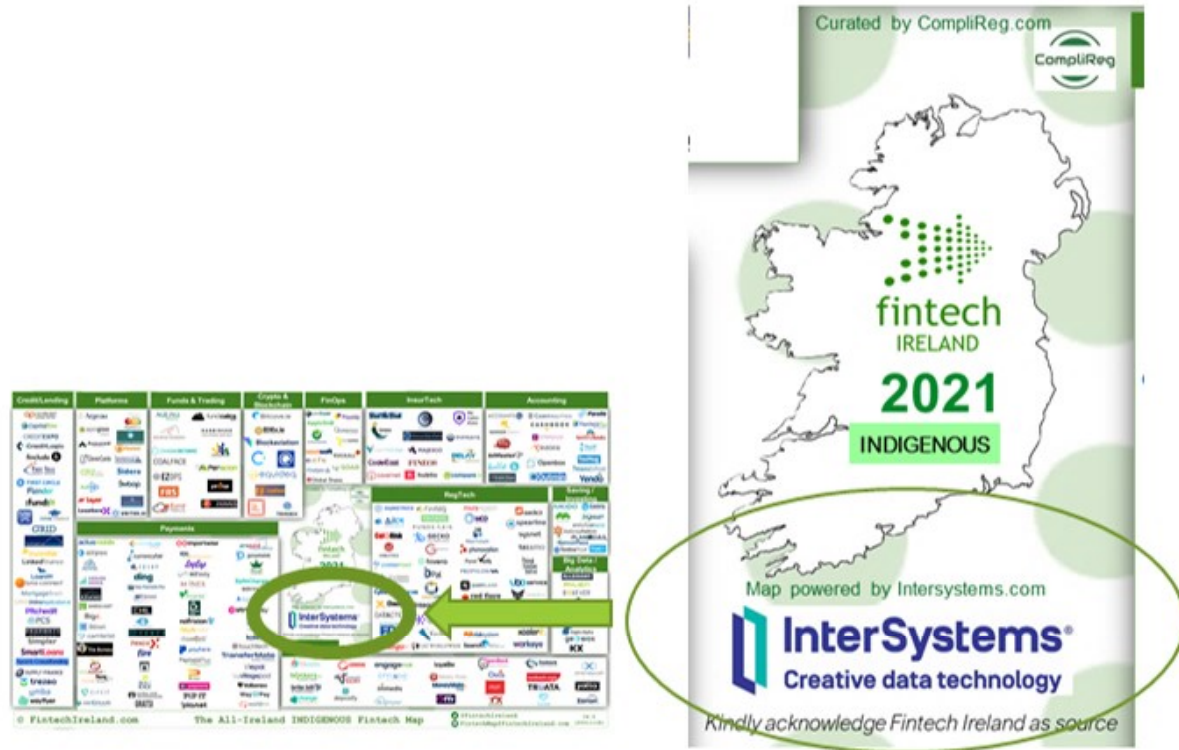


Fintech Ireland is an integral part of the Irish fintech ecosystem

Source: IDA

Thank you InterSystems

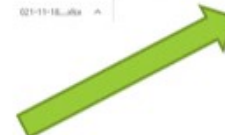
Sponsor of the Fintech Ireland Indigenous Map



The fintech sector has been going from strength to strength in recent years, with more than **150 fintechs worldwide** now fitting the criteria of being a "unicorn" and valued at least \$1 billion. Often thought of to be more agile and innovative than more traditional financial services institutions, fintechs are delivering significant value to consumers and businesses alike and have reshaped how some interact with financial services. However, despite the success experienced by fintechs like Revolut, Klarna, Stripe, and Monzo, fintechs still tend to face a range of challenges – albeit different ones from traditional financial services institutions – including implementing the right technology, maintaining a healthy balance sheet, and expanding their business.



To understand the challenges around getting the technology "right", priorities for the coming year, and perceptions on collaboration with more traditional institutions, InterSystems surveyed over 500 senior decision makers from 12 countries within fintechs globally, including the UK and Ireland, North and South America, Singapore, and New Zealand.



<https://www.intersystems.com/industries/business/financial-services/global-fintech-landscape/>

The Fintech Ireland Maps Indigenous (v4.5) & International (v1.5)

Indigenous Map – Dark Green
Edition v4.5 (November 2021)



International Map – Light Green
Edition 1.5 (November 2021)



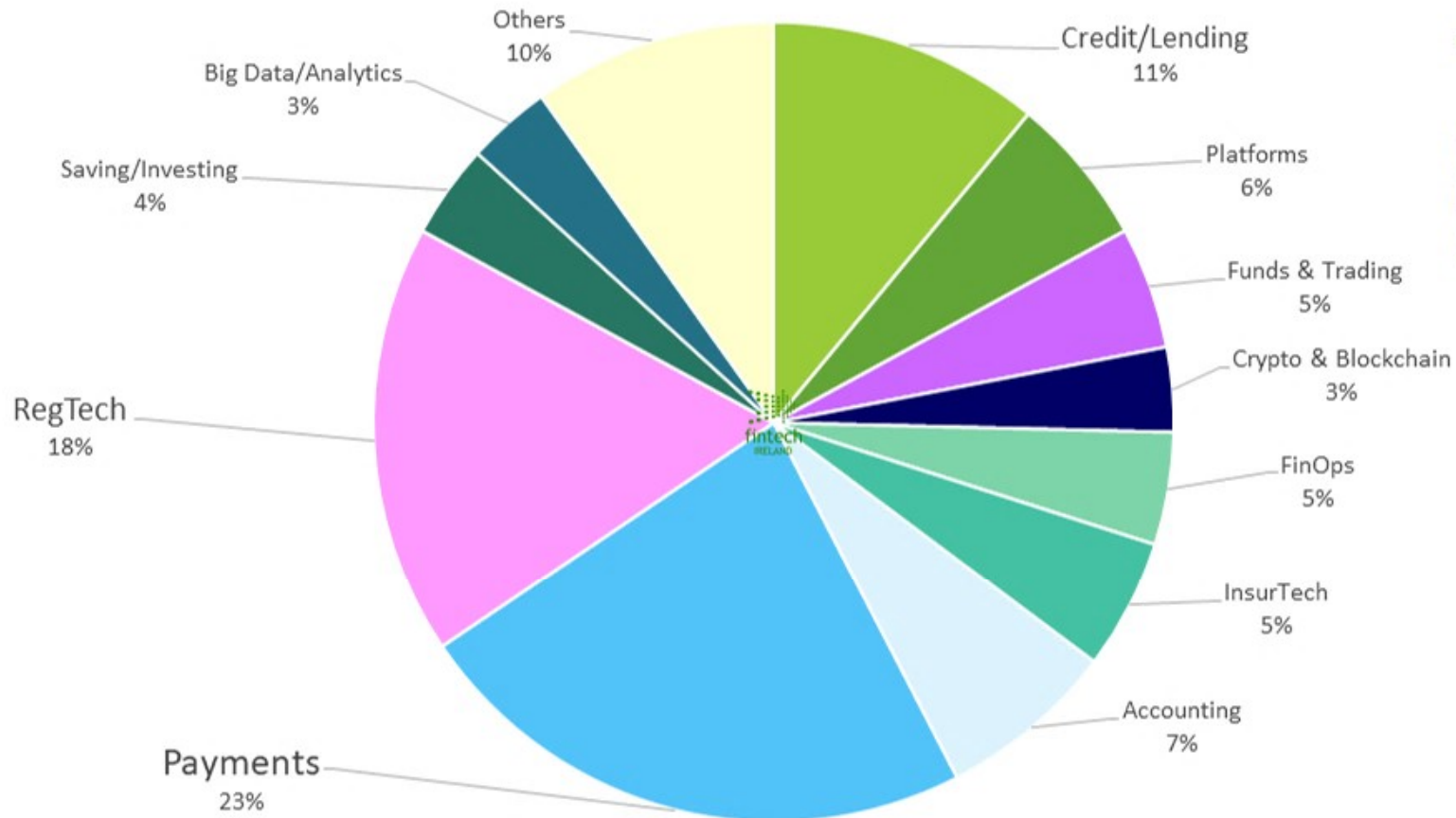
- 386 fintechs across both Maps
- Up 8% (29) since March 2021 editions
- Payments (Paytech) is the largest category on each Map

Source: Fintech Ireland

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Indigenous Fintech - Fintech Ireland Map



Top 3 Categories:

Payments: 23%
RegTech: 18%
Credit/Lending: 11%

Source: Fintech Ireland

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Credit/Lending

accelerated payments.

Capitalflow

CREDITEXPO

CreditLogic

finclude

FIRST TECH CREDIT UNION

FIRST CIRCLE

Flender

fundit

FUND SME

FUTURE FINANCE

GRID

initiativeireland

invoicefair

Linkedfinance

Loanitt

luna connect

MortgageBrain

OnlineApplication.ie

PitchedIt

PCS

PROPERTY BRIDGES

Simpler

SmartLoans

Spark Crowdfunding

SUPPLY FINANCE

trezeo

ymba

wayflyer

Platforms

Argeau

aspengrove solutions

Assured

CleverCards

CR2

FLIP-PAY

layer

LoanGuru

Peel

Pivot Cloud Solutions

Sentential

Sidero

Swoop

UNITEK.AI

Payments

actusmobile

airpos

ALPHA

ASSURE HEDGE

AZUCKO

BARRACUDA

Bige

Bitnet

cambrist

The Bureau

CashDesk

Cheetah Money

CIRCI

continuum

CROSSFLOW

currencyfair

CUSOP

ding

Easy Payments Plus

COMM

EML

FESTY

Fexco

fire

Chester Money

GLOBAL RISK TECHNOLOGIES

GRATSI

Funds & Trading

AQUAQ Analytics

Cardinal Analytics

CHASINGRETURNS

COALFACE

EZOPS

FRS

Fund Recs

fundcalcs.com

HARBINGER TECHNOLOGIES

INTELLOGIST

Peracton

yeoUp

Z SIGNALS

Payments

importwise

ioc

LoyLap

MiFinity

MONEX

mozobi

MOONEY JAR

nofrixion

NUAPAY

OneCall

payhere

PaymentPlus

payzone

PIP IT

planet

Crypto & Blockchain

Bitcove.ie

BitEx.ie

Blockaviation

equideq

nafasi

The SME Chain

TRADEX

FinOps

Antuar

ApplyOno

Quaternion

DocuSoft

e-cfs

Finalysis

Global Shares

Payslip

ROCKALL

SOAR

Curated by CompliReg.com



InterSystems®
Creative data technology

Kindly acknowledge Fintech Ireland as source

Others

bisees

bqokers

brite:bill

change donations

COINDRUM

CONCEPT DAIRY

deposify

InsurTech

Beal The Bank

Carisma

ClaimVantage

CodeEast

covernet

Describe Data

PIPRAE

MAJESCO

FINEOS

hublio

My Cyber Risks

RELAY software

Ucompare.ie

RegTech

AQMETRICS

ARM

CalRisk

CORLYTICS

CORRIBPOINT

CYBER PRISM

Cyber Risk Aware

DATACTICS

FD

FinReg

FINTECO

FUNDS AXIS

GECKO GOVERNANCE

hivera

DPal

INTEGRALYNX

Integrity360

Know Your Customer

Kyckr

miuraregtech

MCO

NeoTutum

phonovation

Planet Verify

PROPYLON

QUERYLAYER

red flare

regbot

Regulert

risksystem

sedicii

spearline

sysnet

taxamo

Think Evolve Solve

service

UrbanFox

ViClarity

VIZOR

xcelerit

workeye

engageHUB

EPIONE

immedis

Lightyear

loyalBe

Money Point

MoneyMate

offr

OpenBack

Ostia

pTools

TRUATA

taxback.com

taxback international

Accounting

ACCOUNTS

bankhawk analytics

billfaster

Bullet

calcJob

CASHANALYTICS

CASHBOOK

enterpryse

ezora

Openbox

Outmin

Parolla

PaycheckPlus

SortMyBooks

Surf

TaxHug

ThesaurusSoftware

Yendo

Saving / Investing

AIKIDO

Centric

MyWallSt

MYFUTURENOW

MyMoneyPlatform

PLAN DAIL

SproutPlans

TontineTrust

TUCR

Big Data / Analytics

ALLEGIAN

RYLIEN

BOXEVER

COURTDESK

CX INDEX

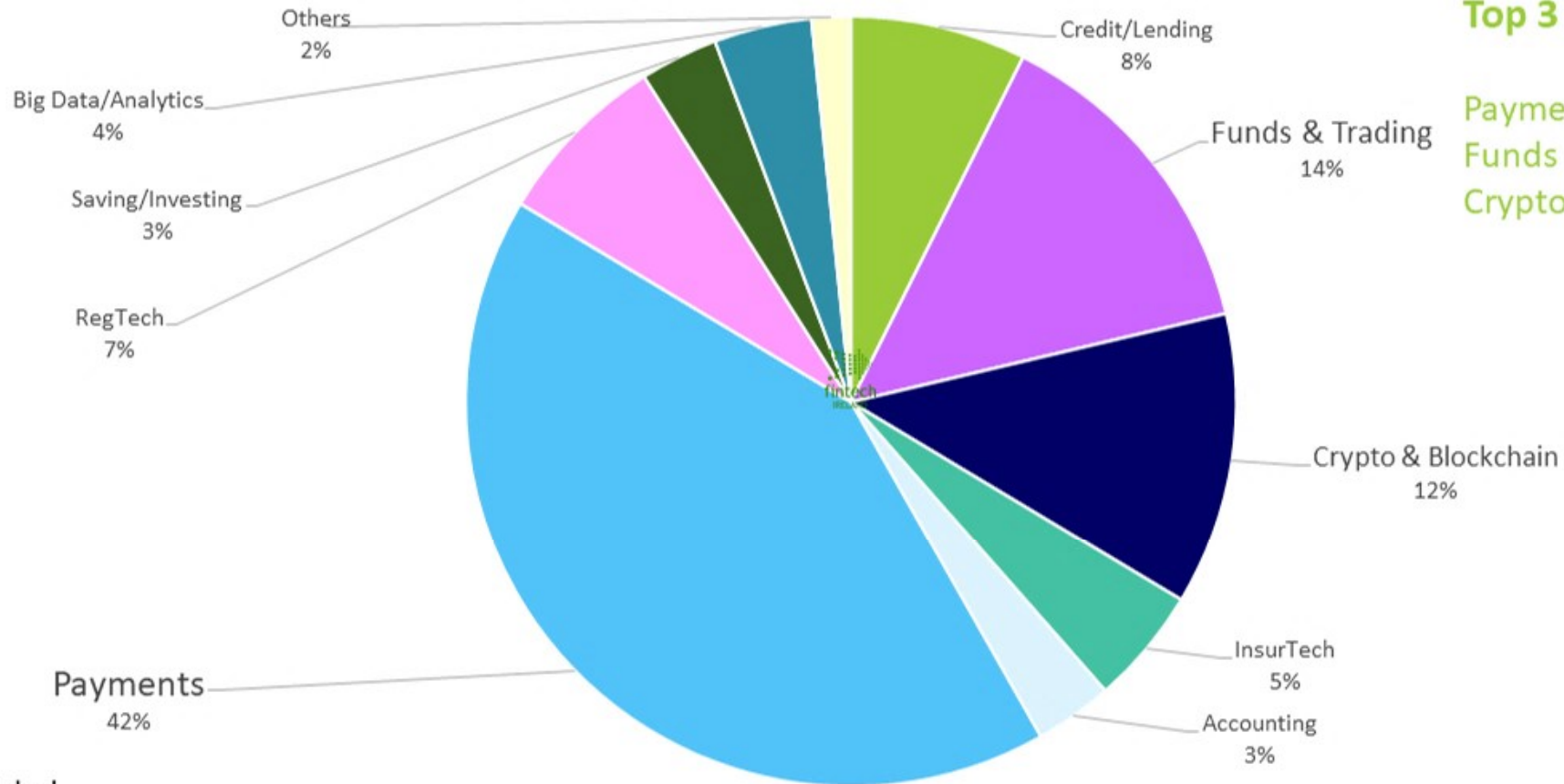
DataChemist

Eagle Alpha

geowox

KX

International Fintech - Fintech Ireland Map



Top 3 Categories:

Payments: 42%

Funds & Trading: 14%

Crypto & Blockchain: 12%

Source: Fintech Ireland

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Credit/Lending

Funds & Trading

Saving / Investing

InsurTech

Accounting

Payments



Others

Big Data / Analytics

RegTech

Crypto & Blockchain

RegTech Ireland Map

www.RegTechIreland.com



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The All-Ireland RegTech Map

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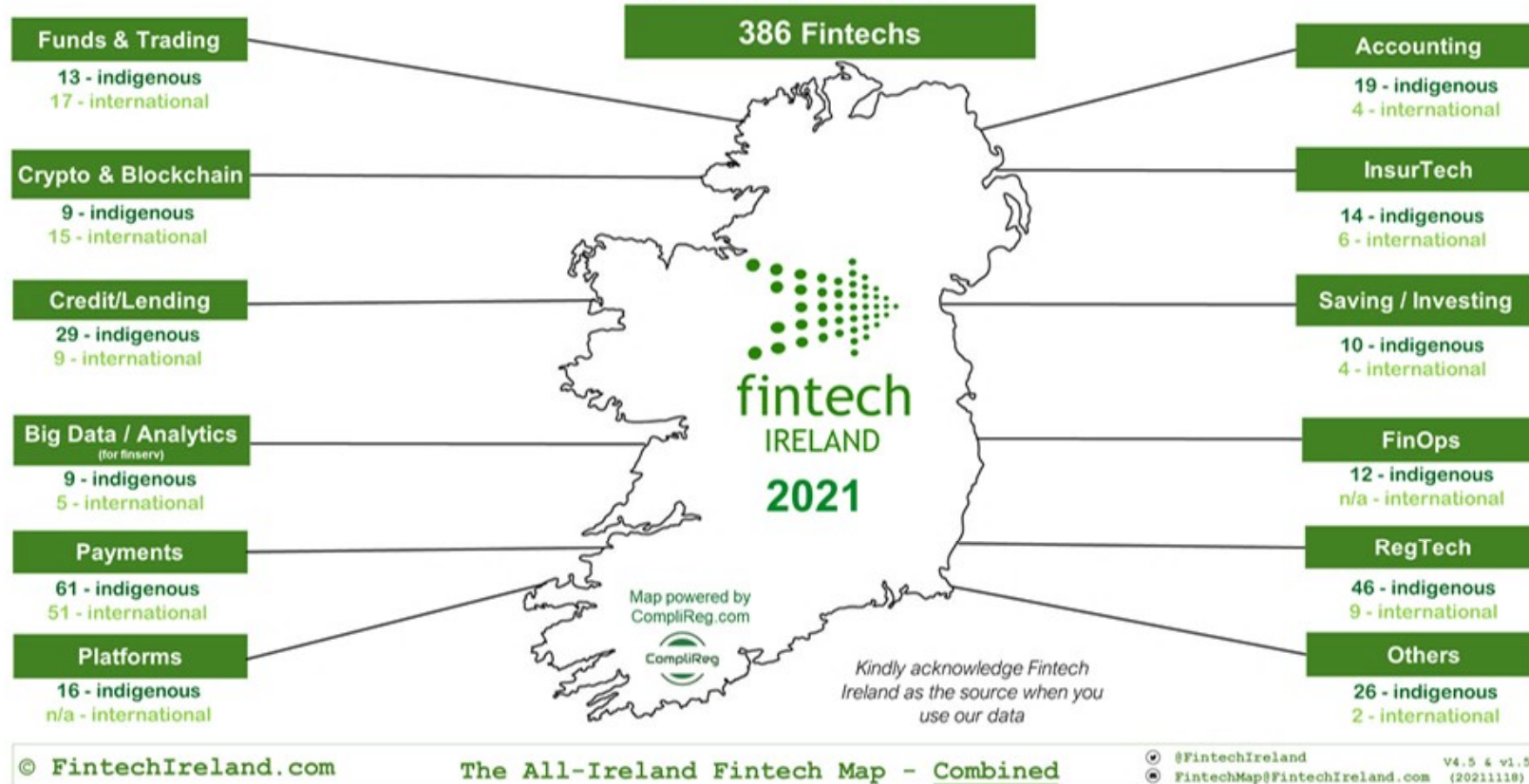
Breakdown of Maps (1/2) Side by Side

Sector 	Indigenous Map 2021 v4.5	International Map 2021 v1.0	
Credit / Lending	29 (24)	9 (10)	
Platforms	16 (16)	n/a	
Funds & Trading	13 (13)	17 (14)	Growth in Crypto/DLT and Funds & Trading
Crypto & Blockchain	9 (8)	15 (6)	
FinOps	12 (12)	n/a	
InsurTech	14 (13)	6 (6)	
Accounting	19 (16)	4 (4)	Growth in Accounting
Payments	61 (58)	51 (48)	Growth in Payments
RegTech	46 (45)	9 (9)	
Saving / Investing	10 (7)	4 (4)	Growth in Saving / Investing
Big Data / Analytics	9 (8)	5 (5)	
Others	26 (25)	2 (5)	
Total	264 (246)	122 (111)	

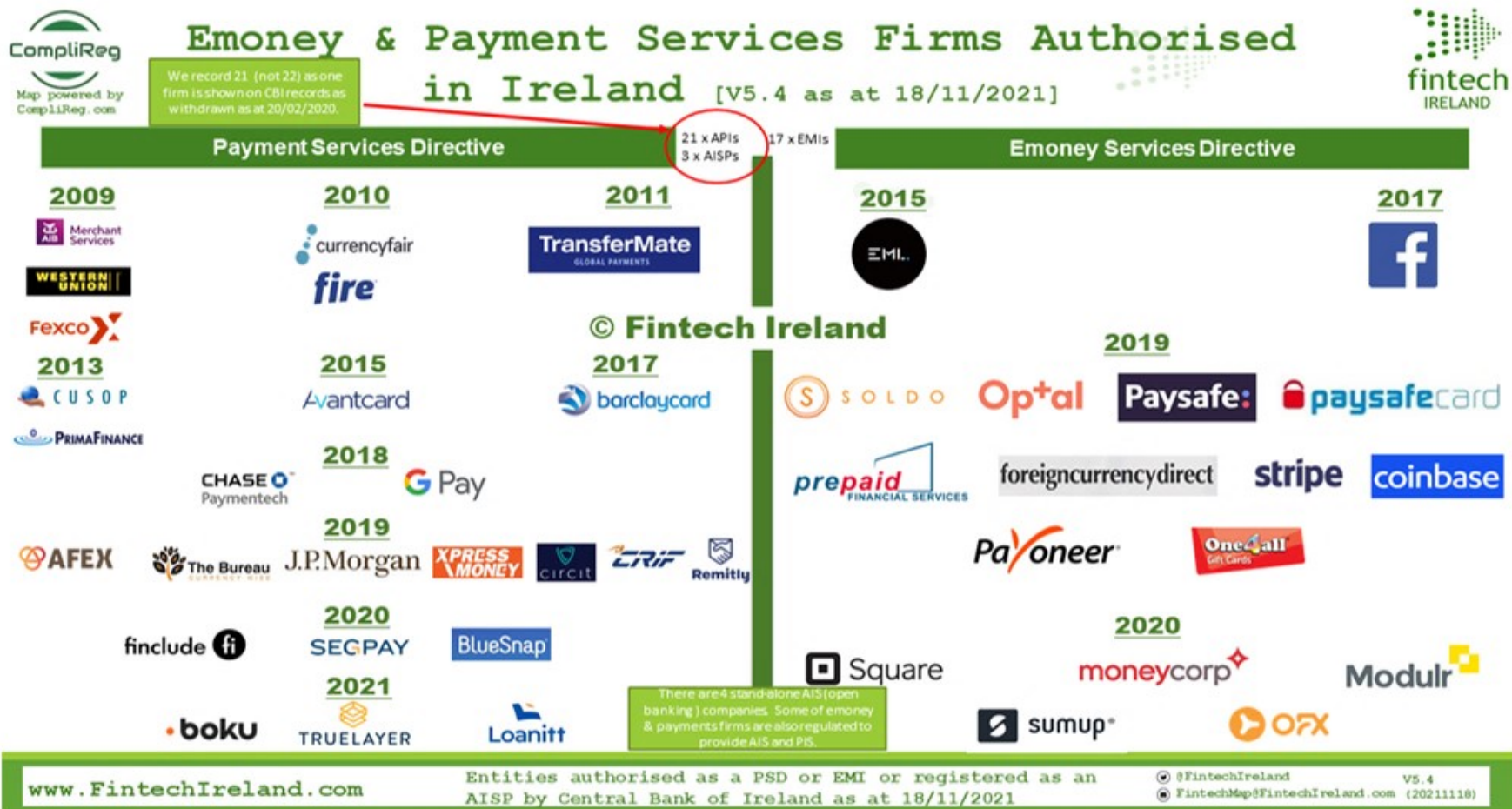
Source: Fintech Ireland

Breakdown of Maps (2/2) Side by Side

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



Regulated 'fintech' in Ireland Emoney and Payment Services firms



Fintech Authorisation Guides

Comprehensive and free authorisation guides written in association with www.CompliReg.com
<https://fintechireland.com/fintech-authorisations.html>



Why Ireland for Fintech?

Our Peter Oakes has written comprehensive guides on *Why Ireland For Fintech* for:

- securing an Electronic Money Authorisation;
- securing a Payment Institution Authorisation (which includes AISP and PISPs);
- securing a Virtual Asset Services Provider Registration;
- securing a MIFID authorisation;
- Overview of Certain Prudential, Conduct of Business Rules, Outsourcing and AML/CFT Guide.

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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Fintech Ireland Survey / Census

- We are conducting an ongoing Fintech Survey / Census
 - for all fintech firms on the **Island of Ireland**
 - 290+ responses
 - 24 questions straightforward questions
 - 70% response rate on Freeform Feedback
 - average time it takes to complete = 12 minutes

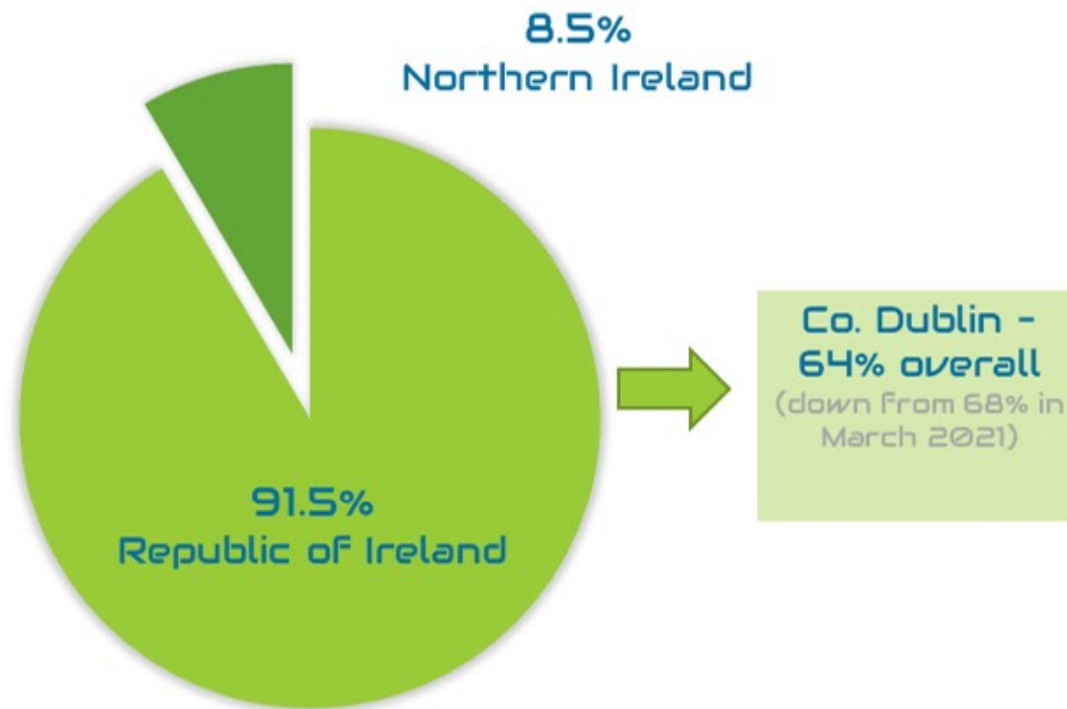


<https://fintechireland.com/fintech-survey.html>

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 Others** – *up from No. 3**
 - **# 3 Payments**
 - **# 4 Platforms & Insurance tied**

* *there's a demand to create a 'Trade Finance' subsector on the Fintech Ireland Map!*

Fintech Ireland Survey – Data (3/8)

(sample of answers to some questions)

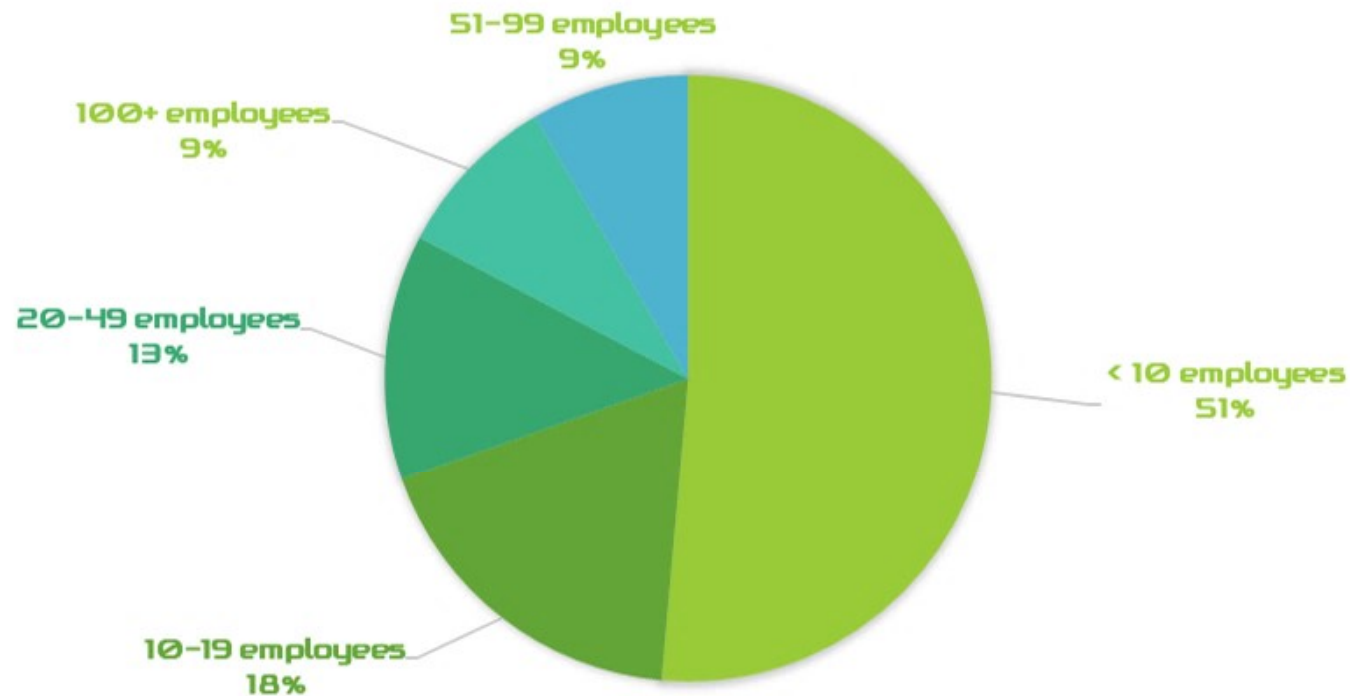
- Is your company expecting to hire in the next 12-18 months?
 - **95% = YES (ALL respondents from July 2020 – November 2021)**



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 - 8.5% (6%)
Agree - 20% (20%)

Neither Agree or Disagree -
48% (48%)

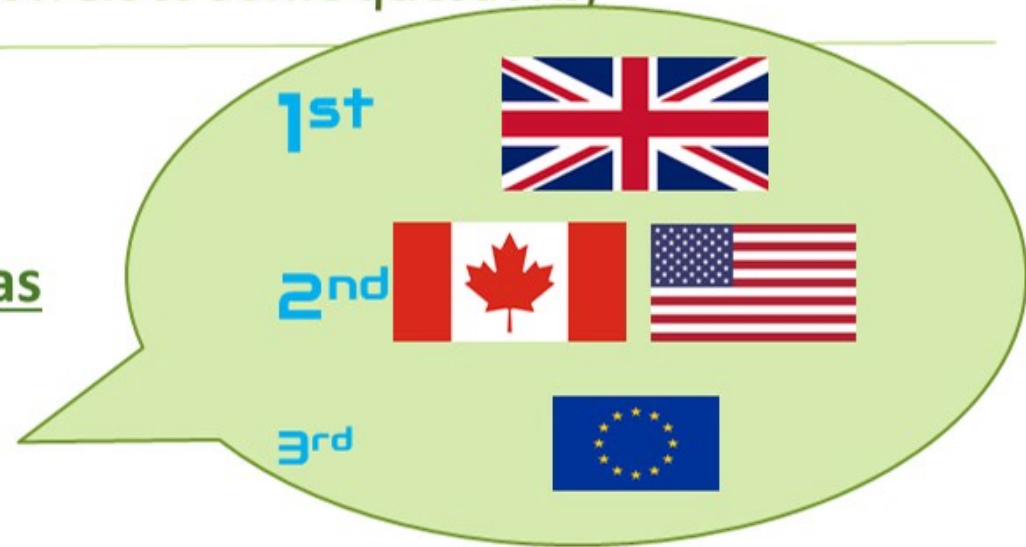
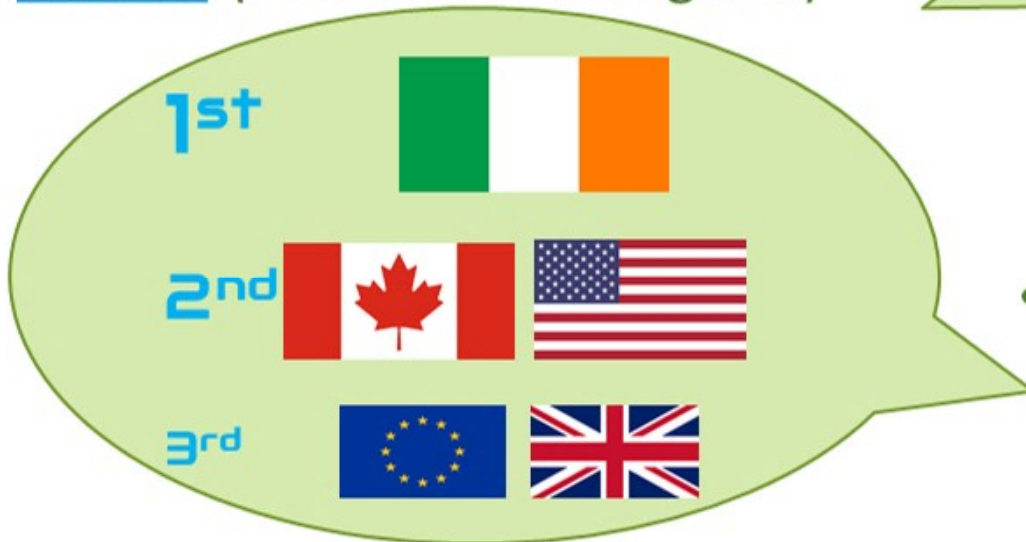
Disagree - 18.5% (21%)
Strongly Disagree - 5% (5%)

* = 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 **Overseas Expansion** for Indigenous Irish Fintech (of 8 overseas regions)

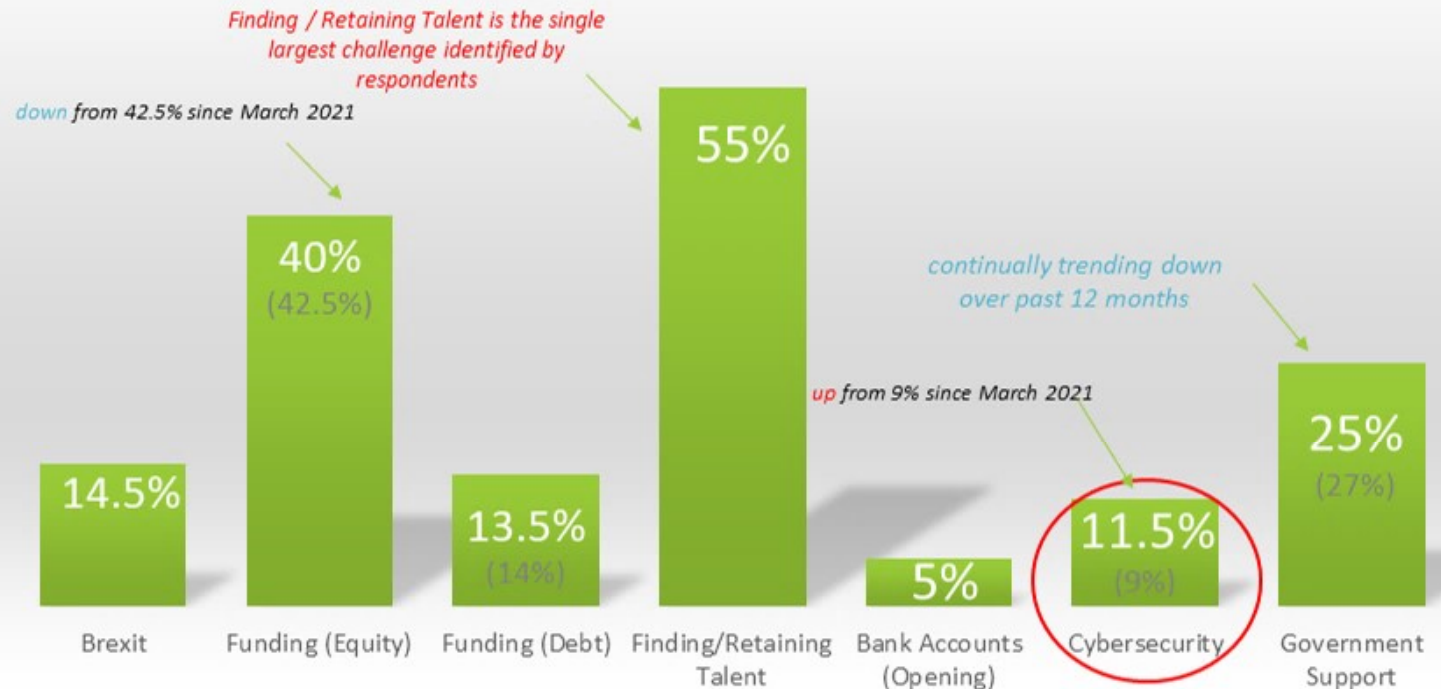


- Top 3 Priority Regions for **Expansion** for International Fintech based in Ireland(of 8 overseas regions)

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

25% 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

up from 18.5% since March 2021

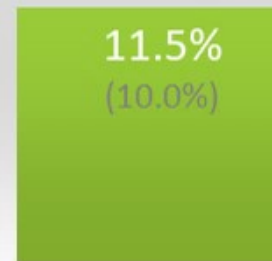
14% of respondents said that Authorisation was a Key Challenge. However only c.20% of respondents require an authorisation. Assuming that the 14% remained constant, then **70%*** of those requiring Authorisation said it was a Key Challenge

up from 10% since March 2021

down from 13% since March 2021

How to Read Chart.

22.5% of respondents identified On-Going Regulation as a Key Challenge



Competition - Incumbents



Competition - Entrants



Getting Authorised / Registered



On-Going Regulation

Fintech Funding - Venture Capital Funding



Q3 2021	Ireland*	Canada**	Global***
Total	€ 231mn (\$ 262mn)	CA\$ 3.5bn (\$ 2.74bn)	\$ 158.2bn
No. of Deals	52+	174	
GDP (World Bank)	\$ 418.6bn	\$ 1.6tn	\$ 84.6tn

Source:

* © IVCA - https://www.ivca.ie/wp-content/uploads/2021/11/IVCA_VENTURE_PULSE_Q3_21.pdf (Irish Venture Capital Association)

** © CAVCPEA - <https://www.cvca.ca/research-insight/market-reports/q3-2021-canadian-vc-pe-market-overview/> (Canadian Venture Capital Private Equity Association)

*** © CB Insights - <https://www.cbinsights.com/research/report/venture-trends-q3-2021/>

Fintech Ireland Upcoming Events



Canada **FINTECH BRIDGE** **CANADA & IRELAND**

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 Nancy Smyth Ambassador of Canada to Ireland (Embassy of Canada)	 Kaz Nejatian VP, Merchant Services Shopify	 Meena Bhullar Vice Consul & Trade Commissioner (Embassy of Canada in Ireland)	 Peter Oakes Founder Fintech Ireland	 Jennifer Reynolds President & CEO Toronto Finance International	 Mark Shorten VP Financial Services, IDA Ireland	 Andrea Reynolds CEO/Founder Swoop	 Eamonn McKee Ambassador of Ireland to Canada (Embassy of Ireland)
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When: 1530-1630 Irish Time / 1030-1130 ET
Tuesday 30th November 2021

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

Logos: Canada, Shopify, Global Affairs Canada, Office of Economic Development, fintech IRELAND, tfi, IDA Ireland, Swoop, Ireland for Finance, Government of Canada, Gouvernement du Canada, Competing, fintech Ireland, IRELAND FOR FINANCE

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Like to collaborate on a Fintech Ireland Event?

Contact Us at:

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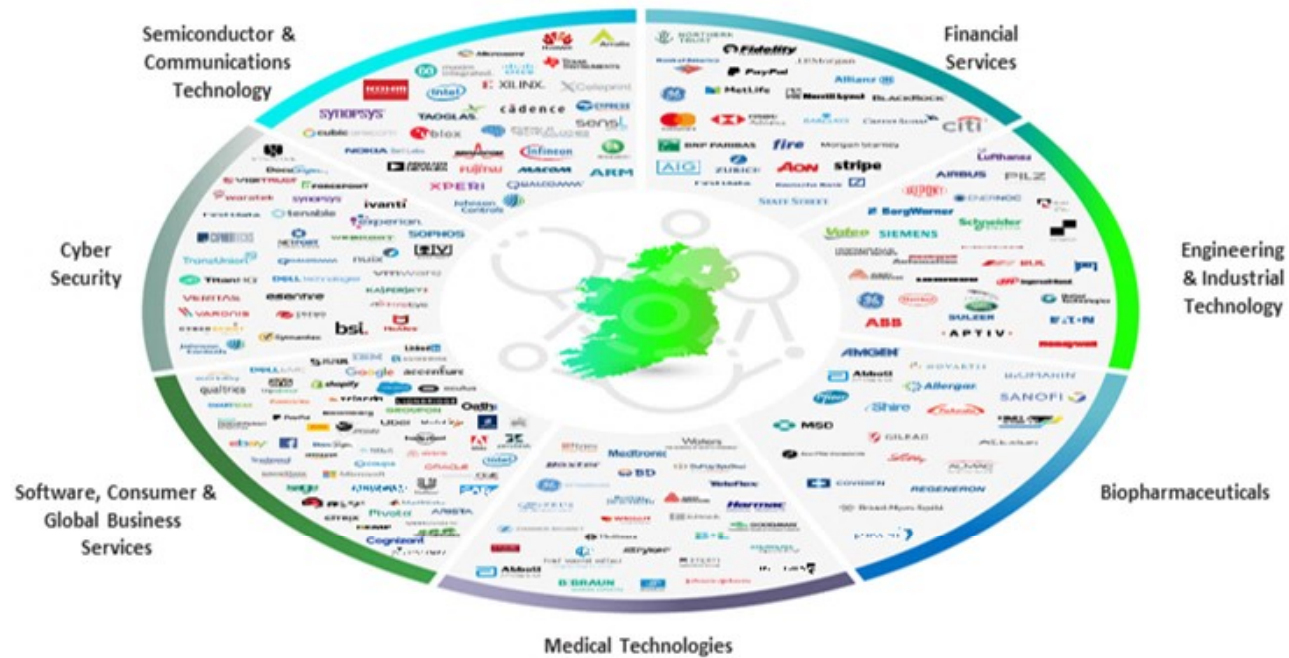


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Peter Oakes
Founder
Fintech Ireland

Jennifer Reynolds
President & CEO
Toronto Finance International

Mark Shorten
VP Financial Services,
IDA Ireland

Andrea Reynolds
CEO/Founder
Swoop

Eamonn McKee
Ambassador of Ireland to Canada
(Embassy of Ireland)

When: 1530-1630 Irish Time / 1030-1130 ET
Tuesday 30th November 2021

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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.

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- *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*



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