



Northern Ireland FinTech Symposium

BUILDING A WORLD CLASS FINTECH
ECOSYSTEM IN NORTHERN IRELAND

Platinum Partner



Gold Partner



Silver Partner



Silver Partner





INNOVATE / FINANCE

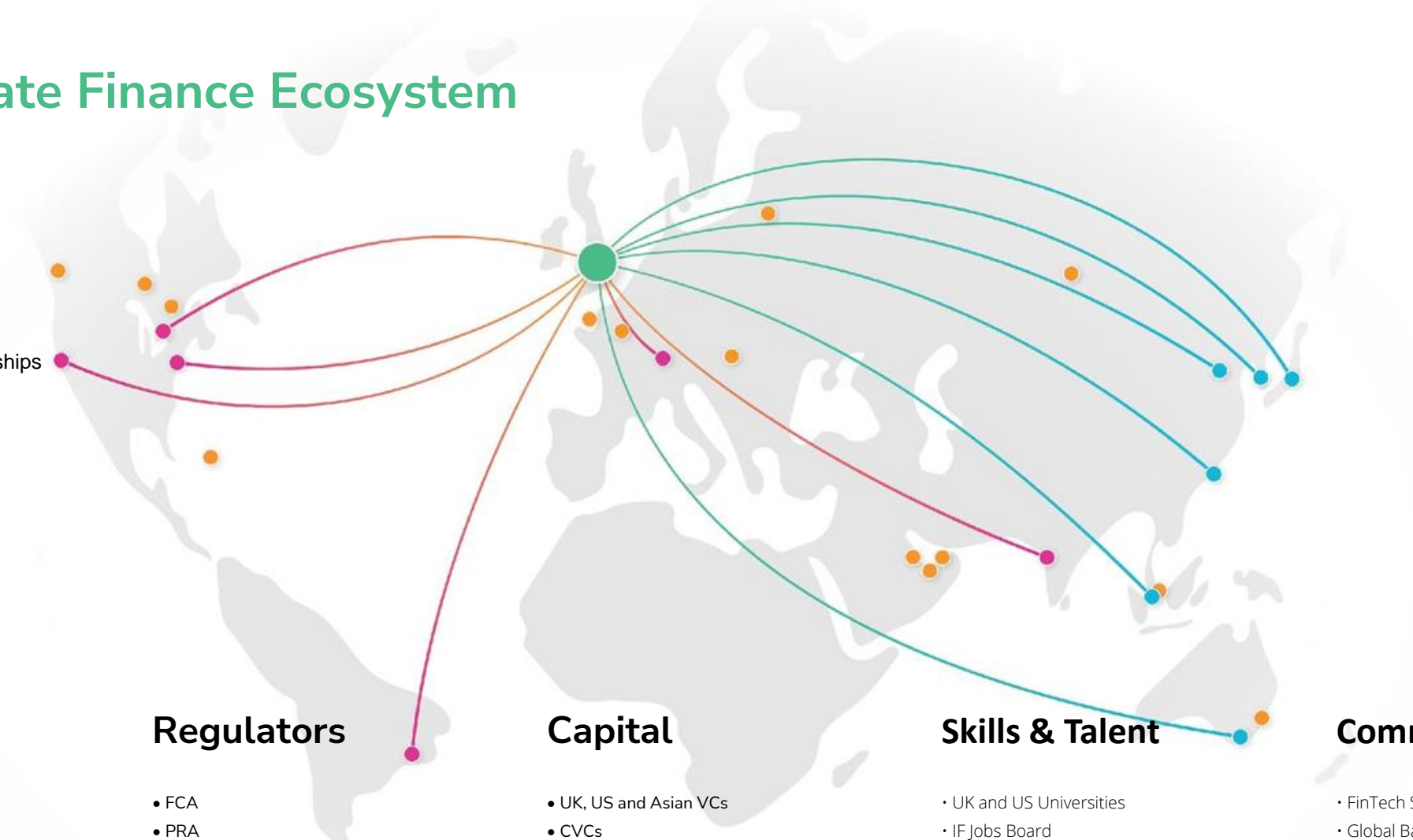
Peter Cunnane

Director of International and National
Initiatives, Innovate Finance

@innfin

The Innovate Finance Ecosystem

- FinTech Bridges
- FinTech Partnerships
- GFIN Members



Government

- No. 10
- HM Treasury
- US / UK Financial Innovation Partnership
- Home Office
- DIT
- City of London
- International Trade Missions
- Bank of England
- DCMS
- DFID
- Mansion House

Regulators

- FCA
- PRA
- Global Financial Innovation Network
- PSR
- TPR

Capital

- UK, US and Asian VCs
- CVCs
- Family Offices
- PE
- Angels
- Fundraising and Marketplace Platforms
- BBB
- Female Founders Network

Skills & Talent

- UK and US Universities
- IF Jobs Board
- FinTech for Schools
- Girls who Code

Community

- FinTech Startups and Scaleups
- Global Banks
- Professional Services Firms
- Financial Institutions
- FinTech Accelerators & Incubators:
 - Startup Bootcamp,
 - Rise
 - Level 39
- UK FinTech National Network
- International Fintech Hubs
- Global Exchange and Infrastructure Players
- Big Tech

UK FinTech Ecosystem & a supportive national network

“Innovate Finance is leading on valuable work in areas such as attracting investors, access to skilled people and international engagement, so we are delighted to be working in collaboration with them in supporting the development of FinTech enterprise. Without shared values of encouraging diversity and inclusion in financial innovation, we are looking forward to developing our partnership in supporting FinTech growth.”

**Stephen Ingledew,
Executive Chairman,
FinTech Scotland**

£11.6 bn

UK FinTech
sector revenue in
2019

186

accelerators
in the UK

*UK FinTech: Moving mountains and moving
mainstream – EY, 2020*

8%

of financial
services output

205

incubators
in the UK



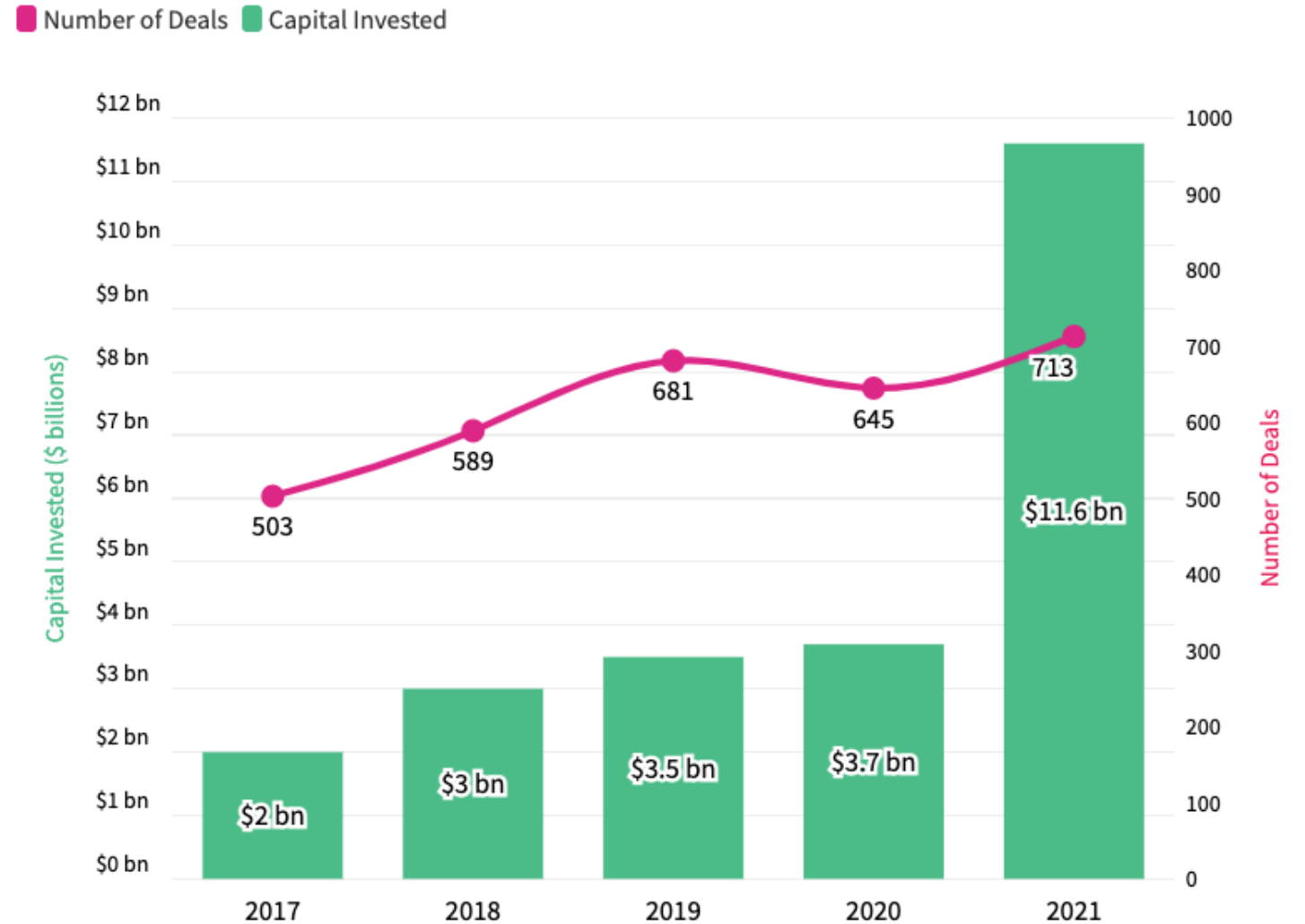
2021 Investment Figures

UK sees record year for FinTech investment – reaching \$11.6 billion in 2021 – up 217% year-on-year.

UK remains #2 in the world.

32 Mega Deals (+£100 million) in the UK.

Investment into UK FinTech 2017–2021:





INNOVATE / FINANCE

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@innfin



Northern Ireland Fintech Symposium

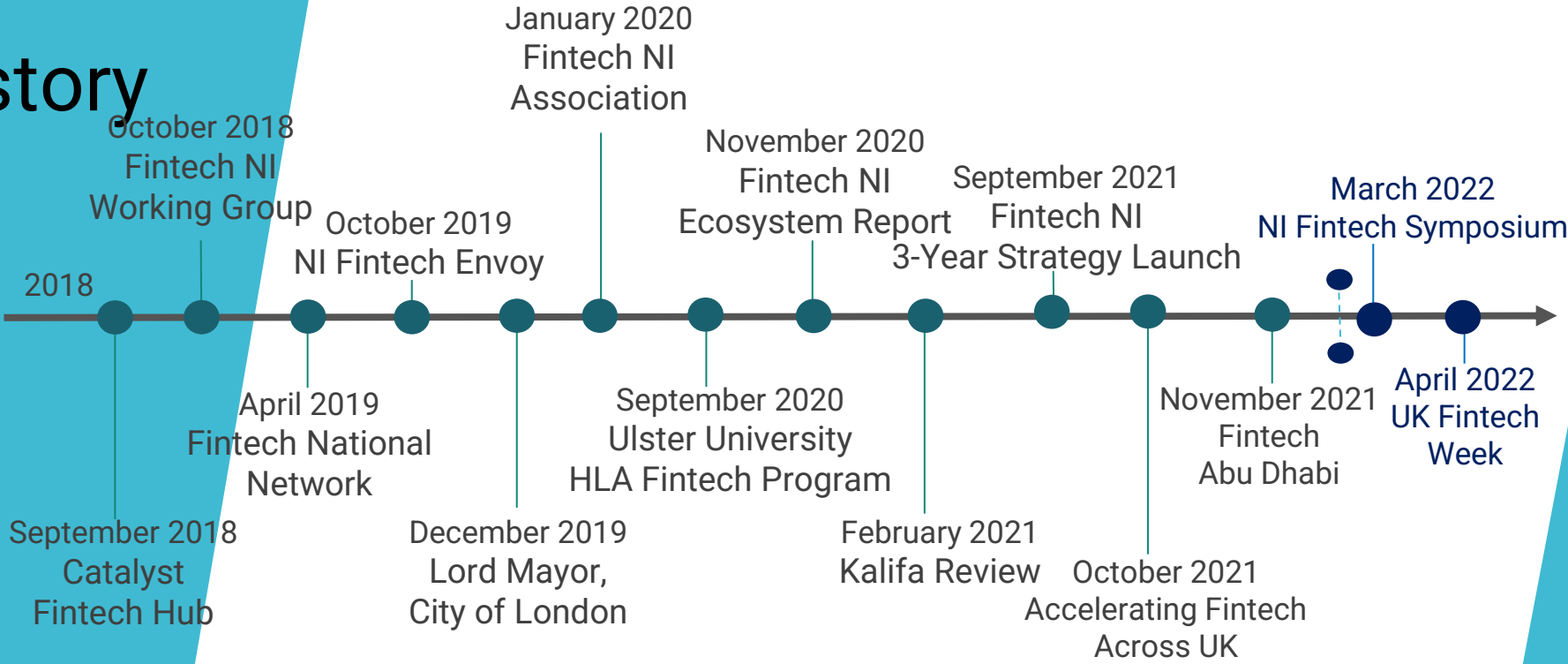
Spotlight on Northern Ireland

Andrew Jenkins

Chair, Fintech NI Association
HM Treasury Fintech Envoy for Northern Ireland
Director, Engineering, Arity (A company founded by the Allstate Corporation)



A Brief History of Time



Ecosystem Report



Northern Ireland FinTech & Support Ecosystem



Source: [Fintech NI Association Ecosystem Report 2020](#)

© Whitecap Consulting

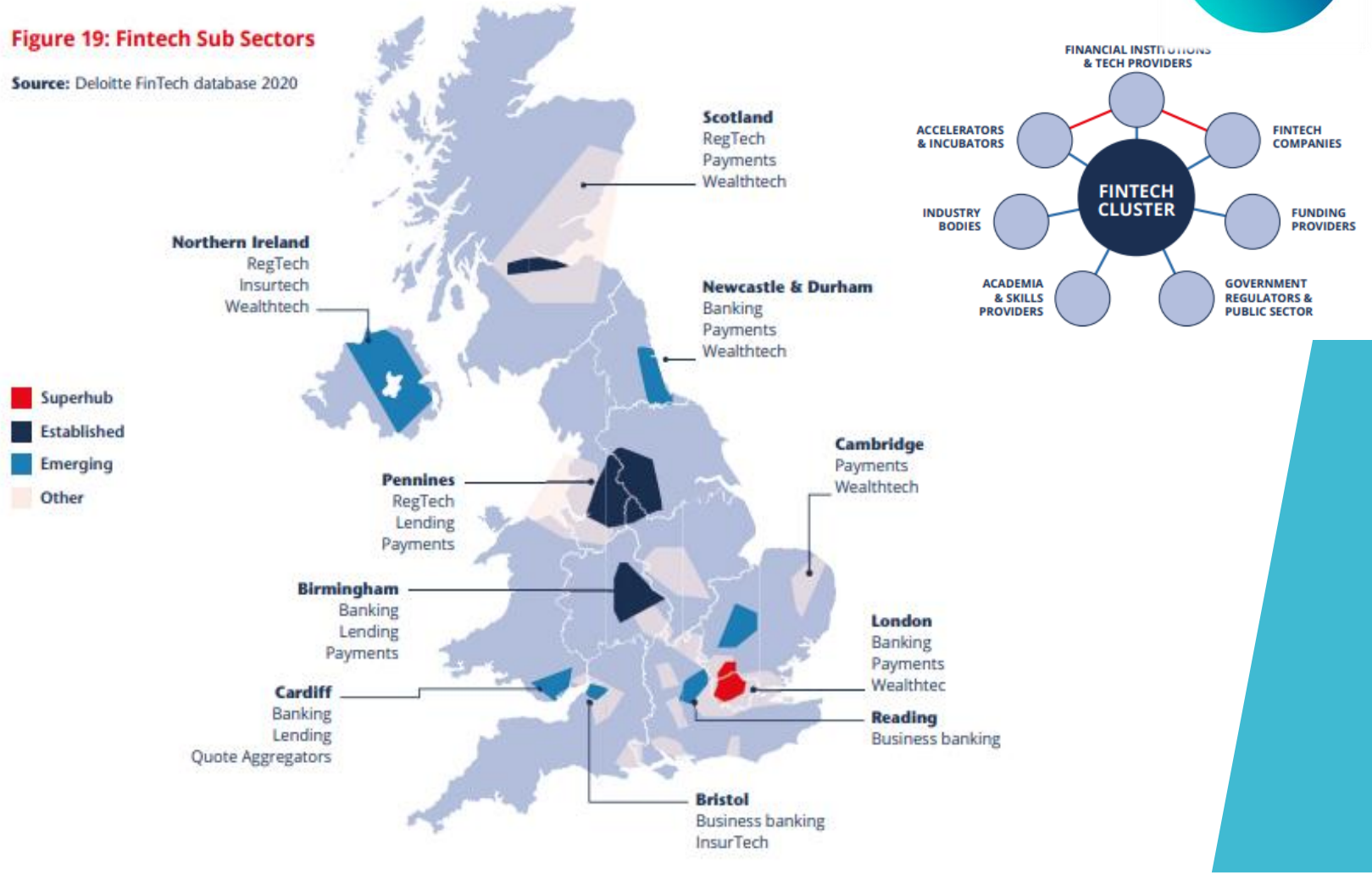
Kalifa Review

The Power of Clusters



Figure 19: Fintech Sub Sectors

Source: Deloitte FinTech database 2020



Source: [The Kalifa Review of UK FinTech - GOV.UK \(www.gov.uk\)](https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/431202/kalifa-review-uk-fintech-2019.pdf)

3-Year Strategy and Roadmap

1 Key Strengths of the Northern Ireland FinTech Cluster

7,000 People currently employed in FinTech jobs in NI	74 FinTech firms	£391.5m GVA (estimated)	Unique Selling Points:
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- 1 Geographical Advantage** (UK/EU/US intersection)
- 2 Supportive and Collaborative Community**
- 3 Talent, Skills and Education**
- 4 Expertise and Focus Areas**
Cyber Security, AI, Data Analytics, RegTech

2 The Vision, Mission and How It Can Be Achieved

Vision: "A dynamic FinTech ecosystem, with a connected community, recognised for its industry-led innovation driving global engagement for the benefit of the wider society in Northern Ireland"

Mission: "To build a connected community leveraging the knowledge and expertise of the existing financial services and digital sectors, coupled with funding and business support to transform the sector and benefit the wider economy in Northern Ireland"

Strategic Objectives:

- 
Governance and Strategy
- 
Collaboration
- 
Profile & Eminence
- 
Talent and Skills
- 
Access to FinTech Support
- 
Policy & Regulation

3-Year Strategy and Roadmap

3 The Key Asks

- FS Firms**



Strategic partnership funding to support FintechNI in securing dedicated resources to support, engage and collaborate with the local ecosystem and national stakeholders.
- FinTech SMEs**



Contribute SME know-how, provide ideas/solutions to the ecosystem and form collaborative partnerships with incumbent FS firms and FDI companies.
- Academia / Skills Providers**


Provide insight, guidance and appraisal to further identify 'Talent & Skills' requirements to support the cluster. Contribute resources to FintechNI to support key activities.
- Government/ Public Sector/ Regulator**



Improve engagement on policy, regulation and frameworks with local FinTech cluster participants. Facilitate access to later stage private sector funding to support scaling.
- Supporting Service Providers**


Improve engagement with the ecosystem, forming partnerships and providing strategic advice to support the growth and development of ecosystem.

Source: [Fintech NI Association 3-Year Strategy and Roadmap](#)



Building on a
position of
strength

G-SIRT

Global Centre for Secure & Intelligent
Regulatory Technology



Northern Ireland Fintech Symposium

Spotlight on Northern Ireland

Andrew Jenkins

Chair, Fintech NI Association
HM Treasury Fintech Envoy for Northern Ireland
Director, Engineering, Arity (A company founded by the Allstate Corporation)



Making a better world for all through financial innovation, collaboration and inclusion

Northern Ireland FinTech Symposium





**THE PERFECT BLEND OF
TECHNOLOGY
AND FINANCIAL
EXPERTISE**



#SCOTLANDISNOW

FinTech Scotland Cluster

FinTech Scotland Community

Enable the development of the innovative fintech community



200 Innovative FinTech SMEs

FinTech Scotland Strategic Partners

Facilitate impactful collaboration between committed participants



30+ Strategic Partners

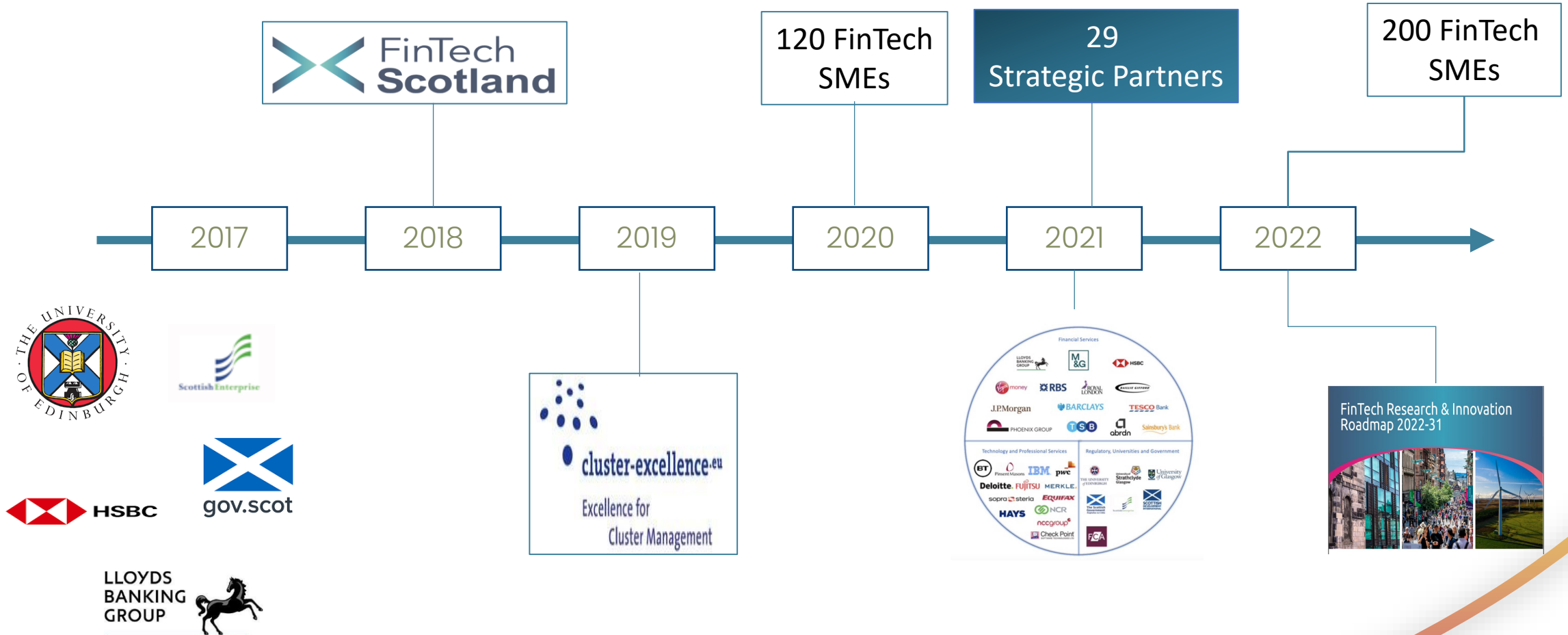
FinTech Scotland Cluster

Lead the development of a globally recognised inclusive cluster



UK's First Accredited FinTech Cluster

Our Journey so far.....



Fintech Scotland - FinTech SME Community



AccessFintech teams with Goldman Sachs to launch derivatives cash payments affirmation service

Edinburgh tech firm Amicus nets first public sector contracts
Edinburgh-based software firm Amicus has entered the public sector by securing contracts with the Scottish government and the NHS.
By Emma Newlands
Tuesday, 22nd December 2020, 11:11 am

East Lothian Biscuit Tin founder appears on Dragons' Den - How she fared
By Rebecca Carey | becca_carey_@
SEO Journalist



Scottish fintech HubSolv sold to international software firm Aryza
Young founders will stay on to lead the company to further growth as part of a larger group
SHARE | By Peter A Walker, Content Editor
11:01, 22 JAN 2021 | UPDATED 11:04, 22 JAN 2021

DirectID Raises \$3m to Support Global Expansion
Ross Kelly
24 January 2022, 02:44pm

money marketing Capgemini and Origo to supply digital plumbing for dashboards

FinTech Collaborative Innovation

FinTech Scotland Community



FinTech Scotland Strategic Partners



Fintech Market Collaboration



LAUNCH
2022

Sustainability

A sustainable and responsible approach to doing business is integral to everything we do. We aim to Help Britain Prosper by operating as a responsible, sustainable and inclusive Group.

Colleague Support

We have over 58,000 Colleagues and are committed to supporting them with the best technology and processes as we move into a new, post pandemic, operating model.

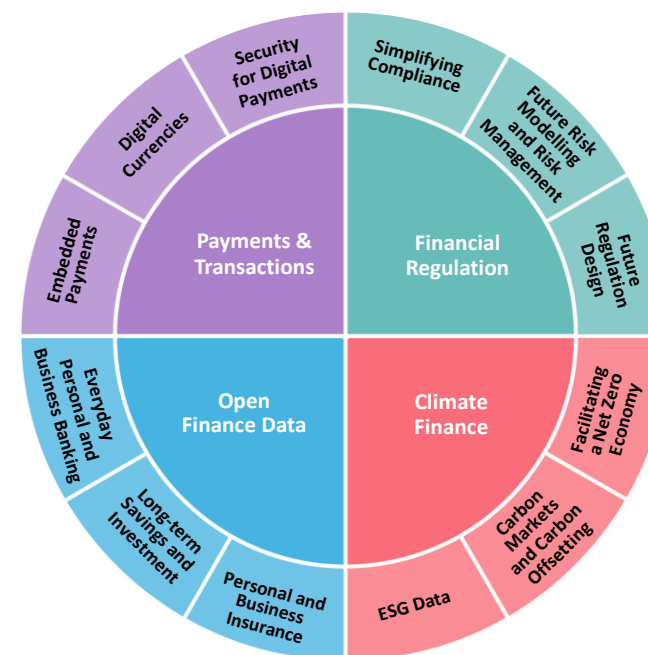
Our Customers' Financial Lives

We operate in an integrated way through a range of distribution channels and brands to ensure our customers can interact with us when and how they want, enabling us to address the needs of different customer groups more effectively.

FinTech Research and Innovation Roadmap

“This is a pioneering document. It accelerates the development of FinTech excellence, across financial services and the broader economy both in Scotland and the UK”

Ron Kalifa OBE



FinTech Cluster – Global Engagement on Innovation

UK wide Collaboration



International FinTech Development



FinTech Global Trade Missions



European FinTech Collaboration Group



FinTech Cluster - Scotland's Fintech Festival 2022



16th of September to 7th of October

THE  TIMES



FINTECHNORTH

JOE ROCHE, ENGAGEMENT MANAGER



FINTECHNORTH

Twitter: @fintechnorth

LinkedIn:

<https://www.linkedin.com/company/fintechnorth>



UK FinTech = London



23-Mar-2016 by Robert Churcher

FINTECHNORTH



Leeds



Liverpool



Manchester

OUR PURPOSE:

To connect and build the northern FinTech community, to help develop the northern and UK FinTech economy.

OUR OBJECTIVES:

1. Bring together the FinTech community in the north
2. Promote the north as a FinTech centre of excellence
3. Help develop the FinTech sector in the north
4. Align to the development of the national FinTech sector

OUR VALUES:

Professional, Inclusive, Collaborative, Neutral.



87

events since April 2016

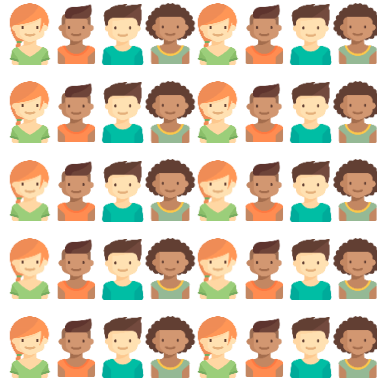
11 full day conferences

9 trade missions

£0 external investment

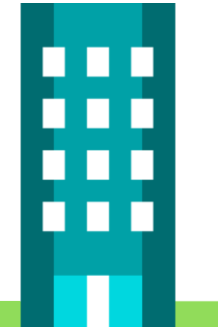
FINTECH NORTH

#FinTechNorth

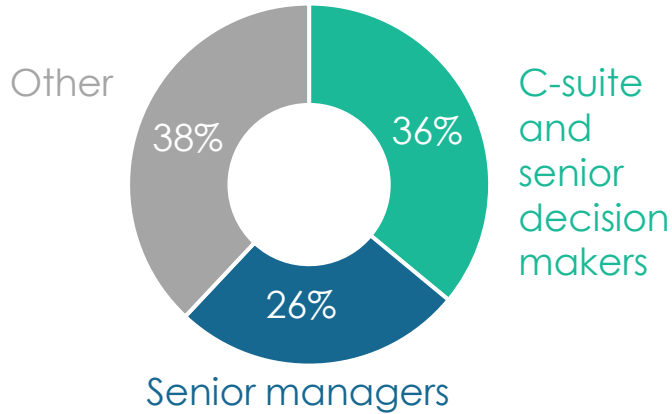


10,000+ registrations from 800 companies

Including...



Senior audience



High quality speakers and partners



455

Speakers from 22 countries so far



26.4% female attendees



51.19% at 'Equality, Diversity & Bias in FinTech' – May 21



INNOVATE
FINANCE

FINTECHNORTH

FinTech
Scotland

DESIGN

TECH
NATION

DYNAMO
Growing the North East IT economy

FINTECHNI

FinTech
Wales

FinTech West

SUPERTECH

ondato

SQUIRE

PATTON BOGGS

invest
newcastle.uk



Department for
International Trade

RSM

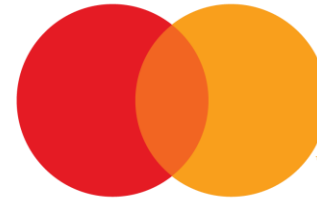
SWISH FUND

Newcastle
Strategic
Solutions



GFT

sandstone
TECHNOLOGY
TRANSFORMING BANKING EXPERIENCES



INFINITYWORKS

Part of Accenture



Leeds
CITY COUNCIL

ClearGlass

Auden

UK
adviser
Helping finance your world

CIP
Card Industry Professionals
SIMPLE SOLUTIONS. PROFESSIONAL SERVICE

REFINITIV™

tasika

SEE. UNDERSTAND. IMPROVE

WELLHOUSE

ROOQ

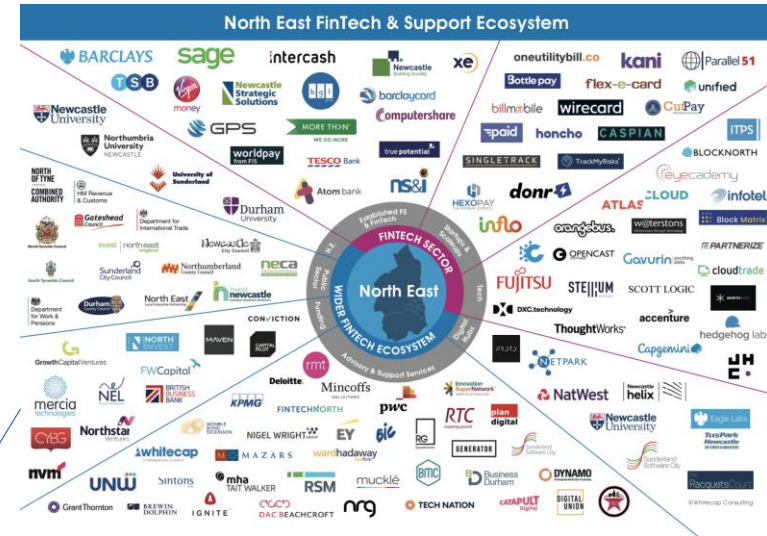
MAKING SOFTWARE WORK

TISAtech

UKBlackTech



FINTECH NORTH



The North West

- Liverpool home to Shop Direct & Circa 5000 – Wealth Management, Gaming, Creative agencies
- Specialism in eCommerce & Payments
- Manchester Home to some of FinTech's Rising Stars: Nivo, Bank North, Mojo Mortgages
- Established players like Adyen, Klarna
- Manchester 2nd largest PE hub in Europe (after London) – mature funding ecosystem
- Universities all active in FinTech (UoM, MM, Salford)
- Leeds & Manchester part of the established "Pennines cluster" identified by Kalifa Review



Leeds City Region FinTech & Support Ecosystem

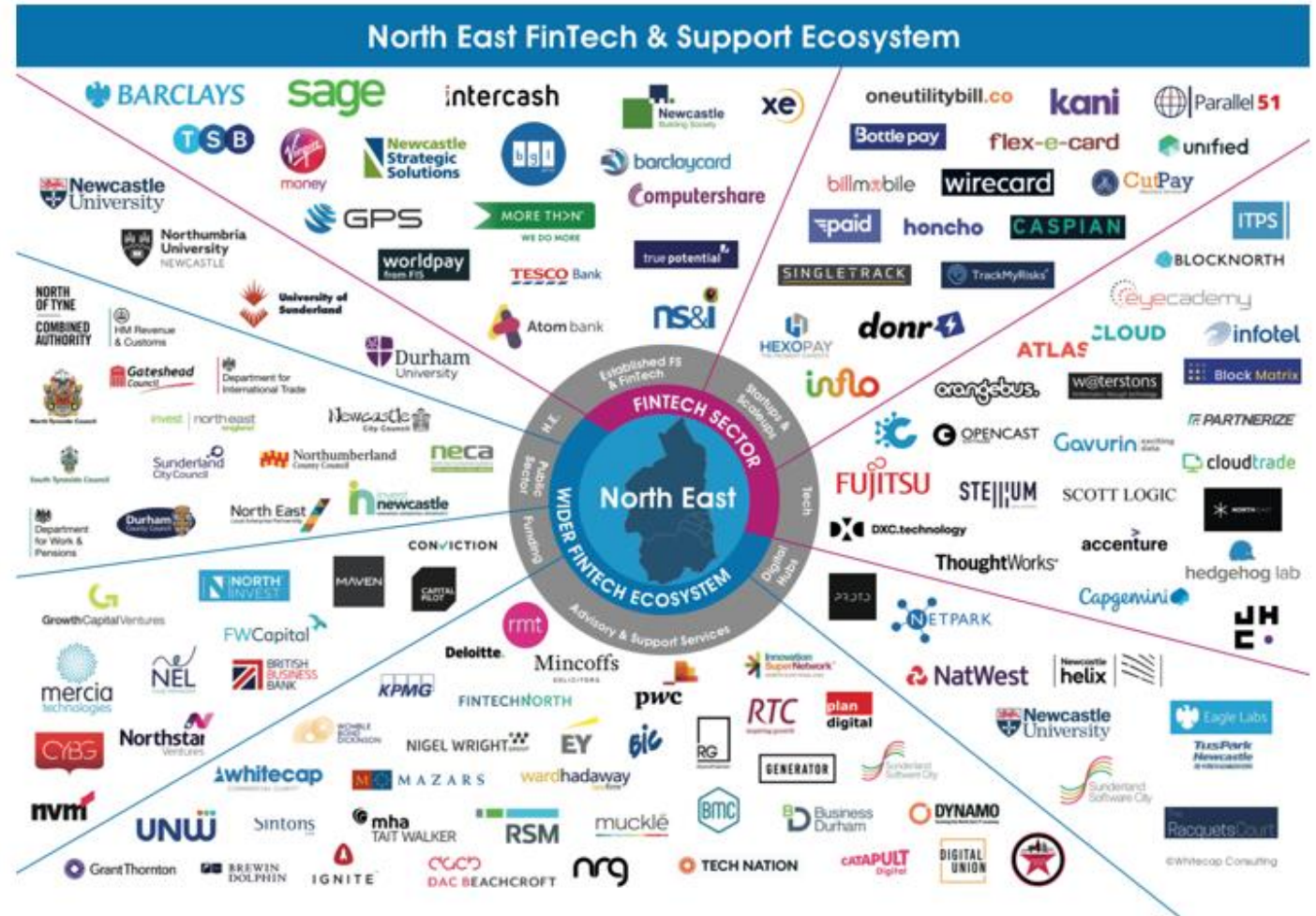


Yorkshire & Humber

- Leeds City Region, specialism in Banking & Lending
- Developments in Leeds: FCA, BoE, CGFI, British Infrastructure Bank
- Leeds Uni active – NEXUS
- Emergent FinTechs with purpose: Tred, ilumoni, Freeze Debt, earth chain, WAC, Curveblock
- Leeds and Manchester identified as part of established "Pennines cluster" by Kalifa Review
- Leeds home to all the UK's major credit unions – LCR a net contributor to public purse
- Razor – innovative tech & engineering, Sheffield
- Emerging ecosystem in Hull (C4di) and East Coast

The North East

- Innovation corridor between Newcastle and Durham – identified as an “emerging cluster” by Kalifa Review
- Home to SAGE (Newcastle), Atom Bank (Durham) Virgin Money (Newcastle) and NSS (Newcastle)
- Emerging specialism in payments
- Kani (b2b infrastructure) Bottlepay (cryptos)
- Newcastle, Northumbria and Durham universities active in FinTech
- Young start-up ecosystem, average age of founders is 41



FINTECHNORTH

Leeds Conference – 17th March 2022

- Welcome address from John Glen MP
- Themes of Sustainability, EDI & 'Better FinTech'
- Bank of England's plans for Leeds, AI & CBDC's
- Racial Diversity in Leeds Digital – Report by Diverse&Equal and WiLD
- Panel Discussion: Talent and Culture
- User Experience Service Design
- Panel discussion: "Can FinTech save People and Planet?"
- Panel Discussion: National Connectivity
- 150+ delegates
- 35 speakers
- 15 participants in FinTech Showcase



FINTECHNORTH

Future Activity

Innovate Finance Global Summit – 4th & 5th April

Bank of England Diversity event – 6th April

Newcastle Conference - 14th July

Payments Conference Manchester – June

Ethical FinTech Forum – 30th June / 1st July –
Roundtables September & October

Financial Inclusion Forum - early July

Manchester Conference – November

+ more!



FINTECHNORTH

INTERESTED IN SPEAKING,
SPONSORING, HOSTING OR
PARTNERSHIPS?

joe@fintechnorth.uk





SUPERTECH

Spotlight on the West Midlands
March 2022

WM FINTECH

“Established FinTech Hub” [Ref Kalifa Review]

FinTech sector

122 firms

60% established FS/
FinTech firms

20% Tech
firms

20% startups &
scaleups

93%
people working
in established
organisations

7,377
estimated FinTech
related roles

£411.7m
GVA (estimated)

6.2%
of UK FinTech GVA

FinTech startups & scaleups

24 firms,
employing

87% B2B

534 people

21% B2C

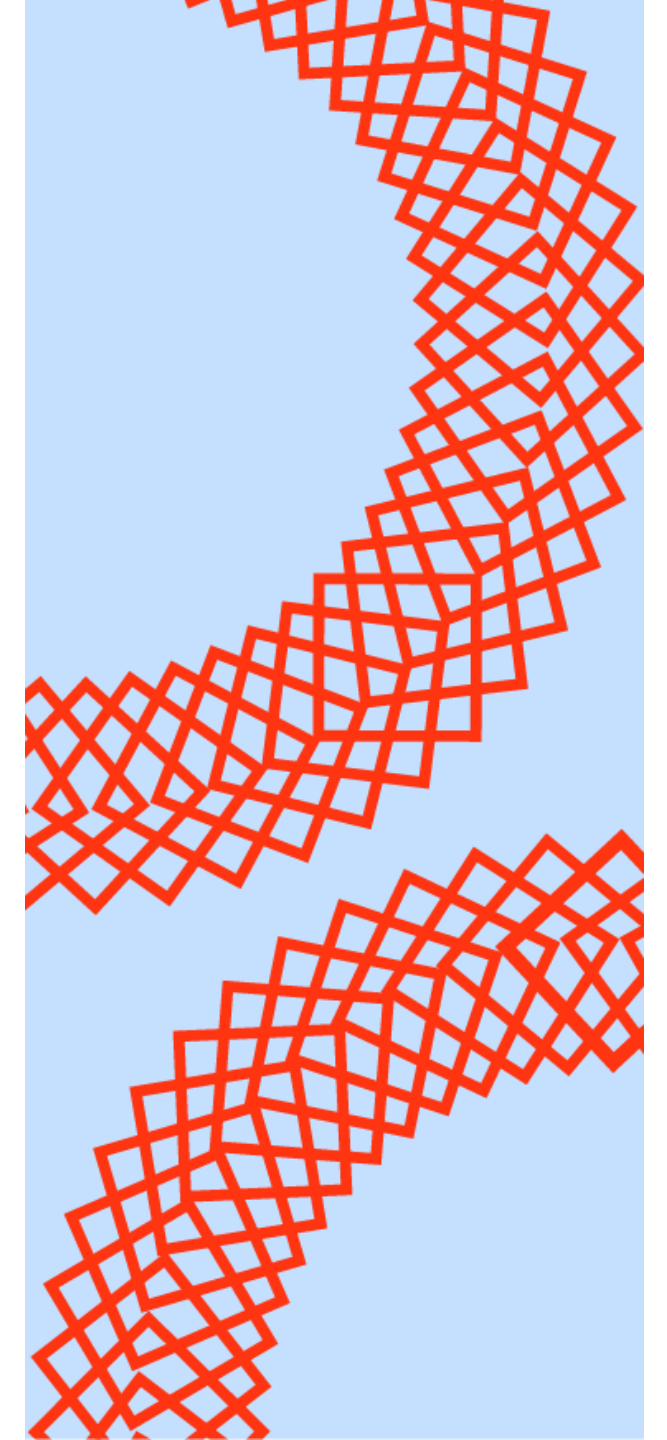
48yrs
average age
of founders

8 yrs
average age
of firms

71%
have main office
in the region

54%
are startups

As per Whitecap Consulting Ecosystem Report, May 2019.





THE UK'S FIRST
PROFESSIONAL
SERVICES TECH
SUPERCLUSTER



THE SUPERCLUSTER RATIONALE

- 1.** FinTech has been on an incredible trajectory and is a pioneer where others might follow.
- 2.** Technology-led disruption doesn't respect silos and the opportunities are often in between the verticals
- 3.** The West Midlands is a globally relevant and highly interconnected centre of BPFS



ABOUT THE WEST MIDLANDS

- **West Midlands Economy £105.1bn**
(State of Region report, 2020)
- **HE Student population 155k**
across 9 universities
- **Population 4.5m**
- **Workforce £1.9m**
- **Only dedicated Professional Services Academy in Further Education in the UK**
- **Super youthful, super diverse demographic**

SIZE OF SECTOR

Business, Professional & Financial Services (BPFS) is the largest sector in the region.

- BPFS sector employs circa 360,000 approximately 19% of all WMCA employment.
- 60,000 people employed in real estate contributing over £12.5bn (GVA, 2018).
- Nearly 42k businesses accounting for roughly 30% of all business in the region.
- 45,000 people employed in legal & accounting in the region contributing over £2bn (GVA, 2018).

- BPFS = £28bn (GVA); equivalent to 26.5% of the West Midlands economy.
- 29 of top 100 law firms have West Midlands presence.
- 24 out of the top 50 property advisory firms have West Midlands presence.
- 22 out of top 100 accountancy firms have West Midlands presence.

INDUSTRY LED

 FINTECH WM

 PROPTech WM

 LAWTECH WM



David Stewart
Wesleyan



Mike Bristow
CrowdProperty



Cliff Dennett
Bruntwood
SciTech



Tony Randle
Shoosmiths



Jof Walters
Million Labs/
Silicon Canal



Simon Davis
Nimbus Maps

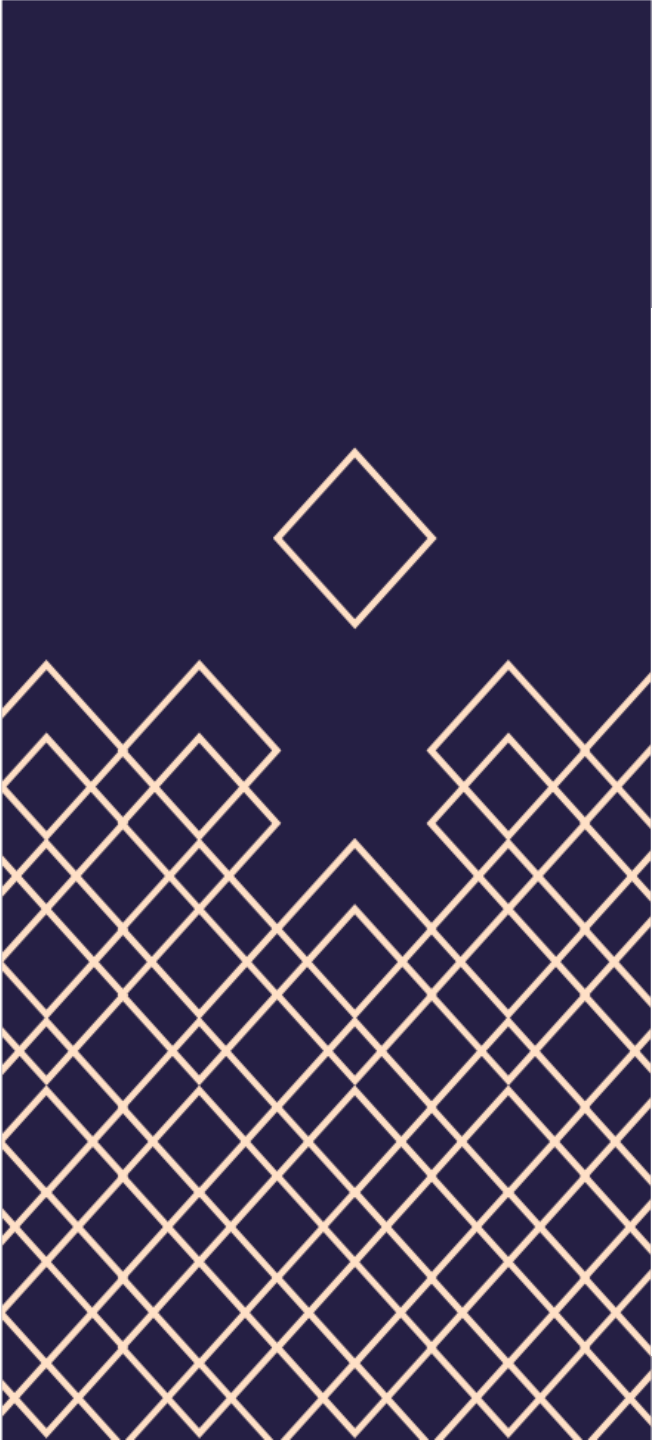


Ashley Hancox
CBRE



Inez Brown
HCR/ Birmingham
Law Society

PART OF  SUPERTeCH





1. Position the West Midlands as centre of next generation services & a centre of excellence

2. Vociferous championing of the West Midlands, both to International & domestic audiences

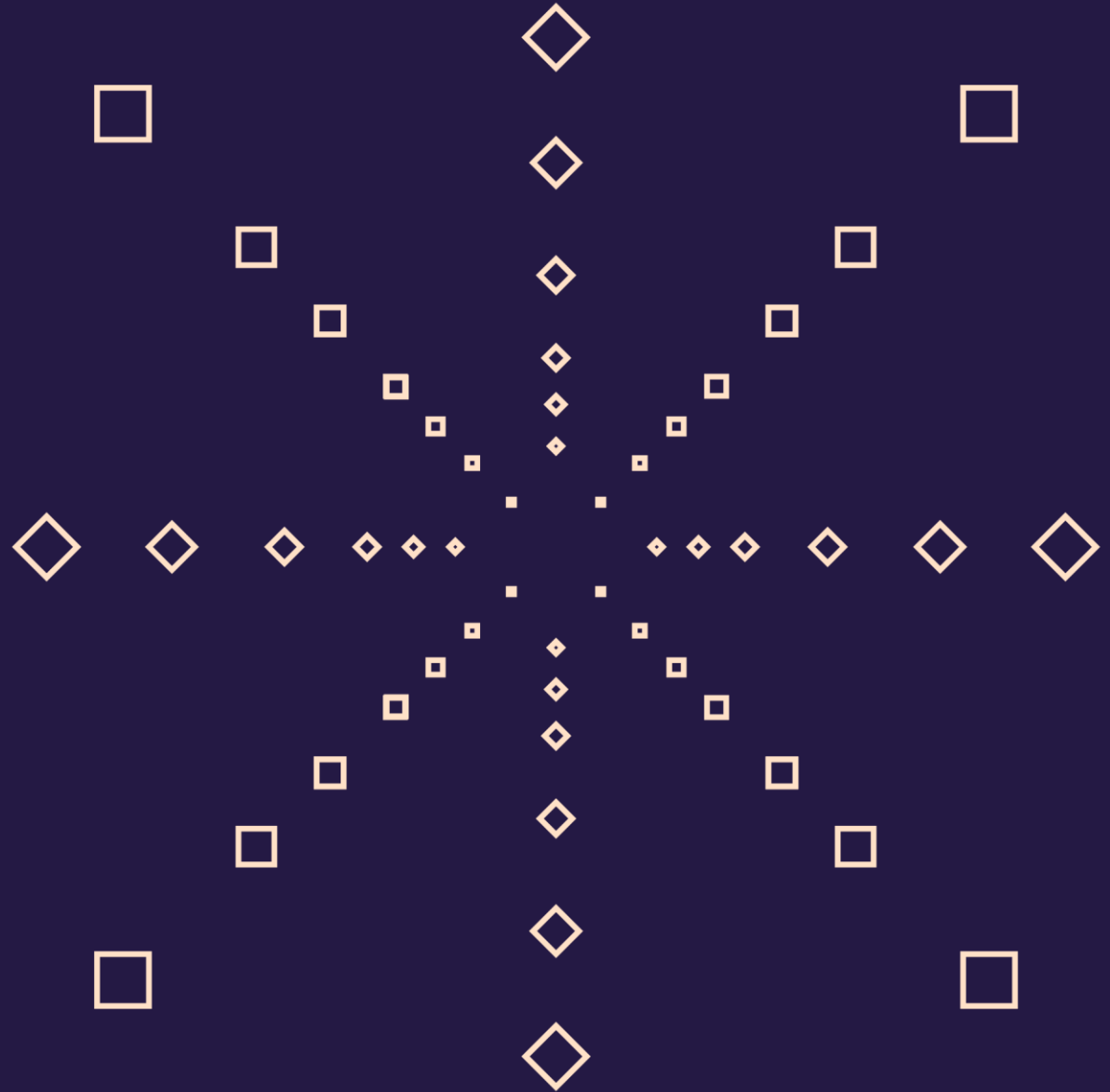
3. Enable technology-led service evolution between traditional business silos

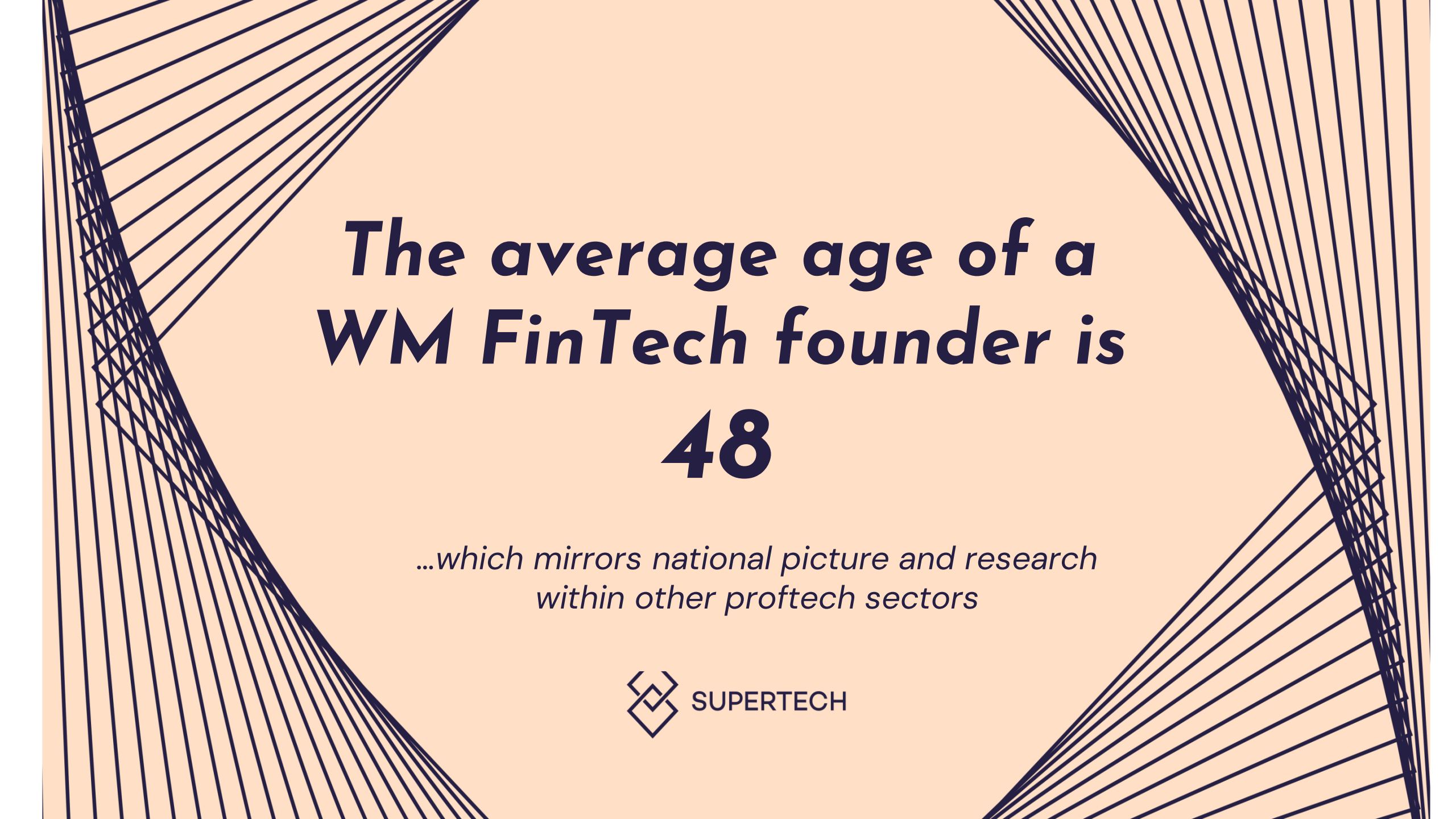
4. Build innovation capacity to underpin proposition

5. Enhance connectivity to accelerate ecosystem development

***CLUSTER
PRIORITIES***

***LEADING
INITIATIVES***





***The average age of a
WM FinTech founder is
48***

*...which mirrors national picture and research
within other proftech sectors*





SUPERTECH

+



Million Labs

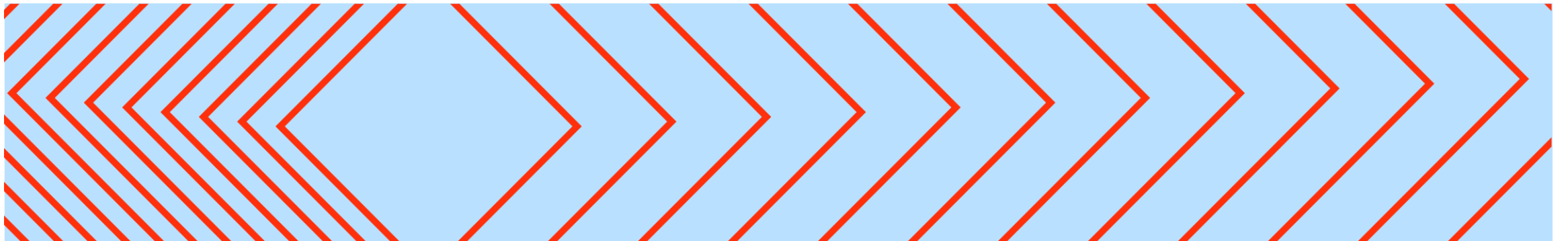
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**SuperTech
Seeds**

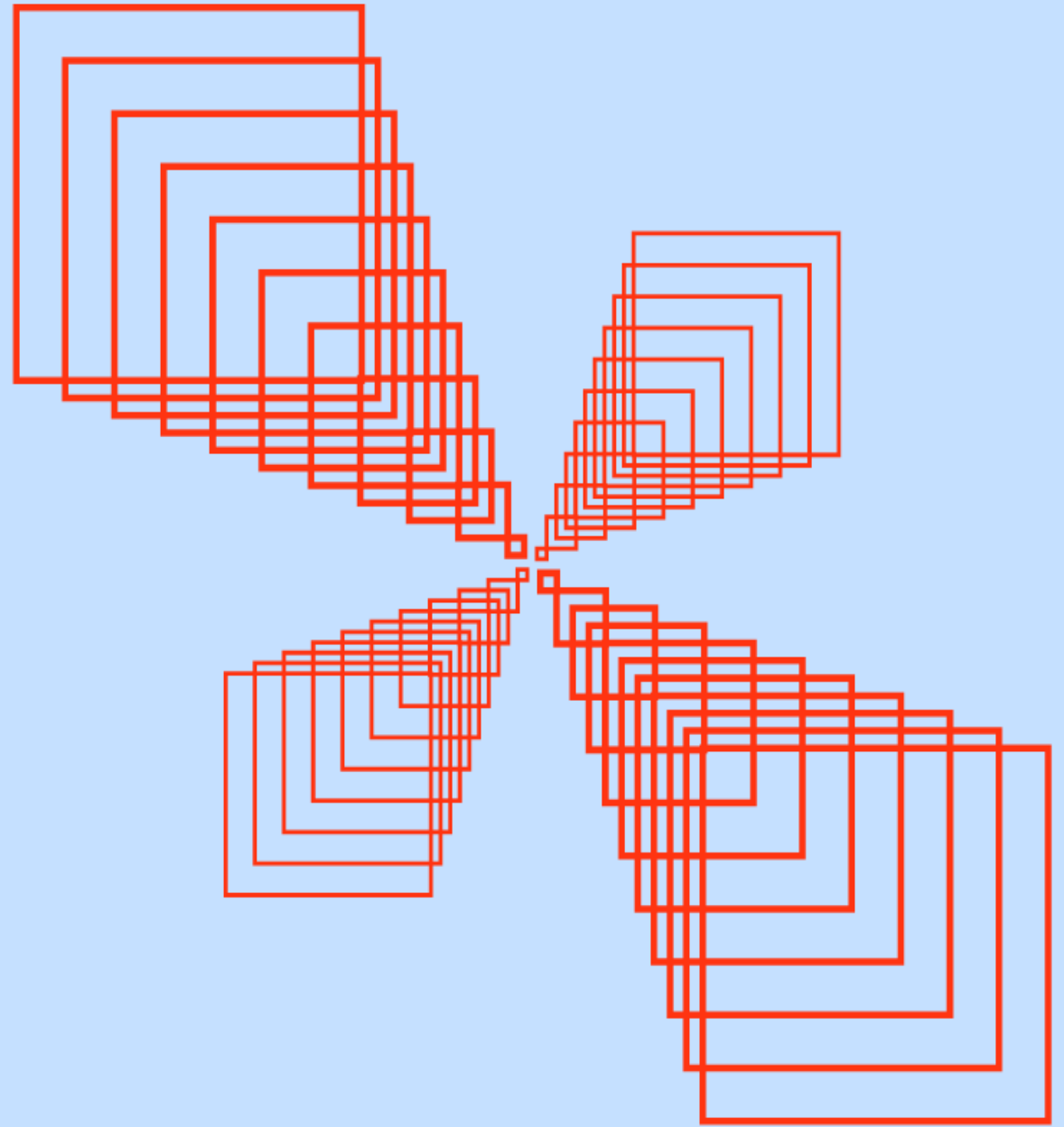
**Rapid Learn
Bootcamps**

+

**UK's first
ProfTech
PreAccelerator**



***ENHANCING
CONNECTIVITY
ACROSS THE
ECOSYSTEM***





CALLING ALL FINTECHS

Discover more about our new
Serendip[®] FinTech 2022 Technology
Challenge in partnership with
Bruntwood SciTech and
BNP Paribas Personal Finance.

supertechwm.com/serendip



CONNECTOR SERIES

- Brokered connections with anchor institutions
- Open to any SME for knowledge exchange and relationship building

WESLEYAN

we are all about you

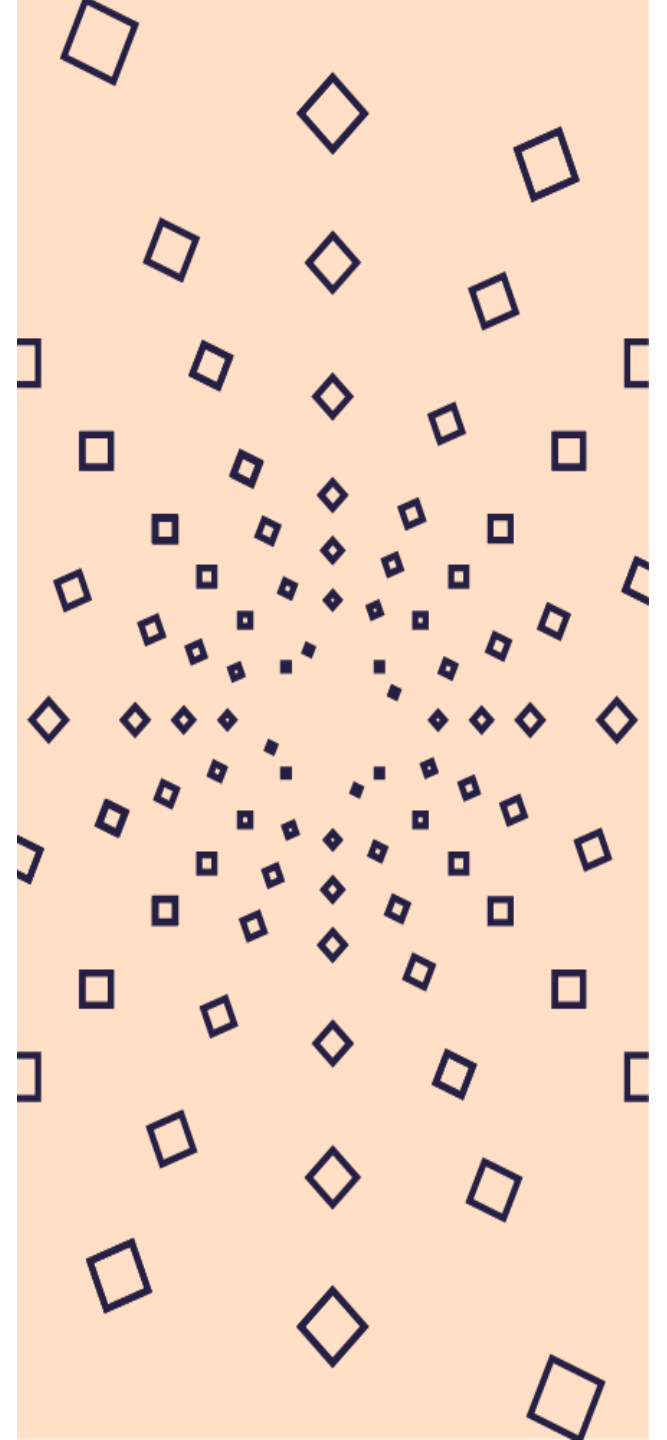


BNP PARIBAS
PERSONAL FINANCE



BARCLAYS

"The 1-2-1 session was fantastic and has exceeded my expectations. The Connector Series is ideal for innovative tech start-ups and a great way to build connections with industry and to learn more from potential clients" [Founder]





***...plus some
networking like it's
2018!***



UNIVERSITY OF
BIRMINGHAM

Launching SuperTech: Dinner at The Exchange



FEATURED



TALKING TO THE WORLD



ONE REGION MANY WORLDS The West Midlands



THANK YOU
www.supertechwm.com



SUPERTECH

Northern Ireland: A Global Hub for Fintech, Financial & Professional Services



Karen Bradbury
Financial & Professional Services Sector Lead
Invest NI



Northern Ireland - Key Facts

Population

1.86 million
people

2.8% of the UK

Population 16 - 44

Northern Ireland
47.0%

England
45.6%

Scotland
42.7%

Wales
41.7%

Youngest and fastest growing
population in the UK

Weekly Earnings

Wales
£506
€577

Scotland
£548
€625

Northern
Ireland
£504
€574

England
£556
€634

Lower operating costs



Northern Ireland – Did You Know?

30% of the world's aircraft seats are manufactured in Northern Ireland by B/E Aerospace



Wrightbus in Ballymena manufacture the Las Vegas Streetcar and one in three of the iconic red London buses



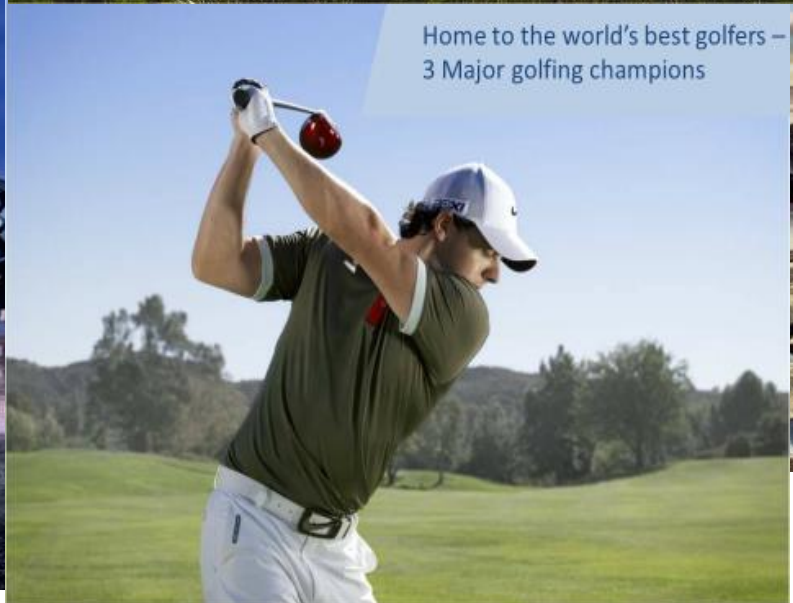
Bushmills Distillery is the oldest licensed whiskey distillery in the world



HBO's Game of Thrones filmed in Northern Ireland for 8 series



Home to the world's best golfers – 3 Major golfing champions

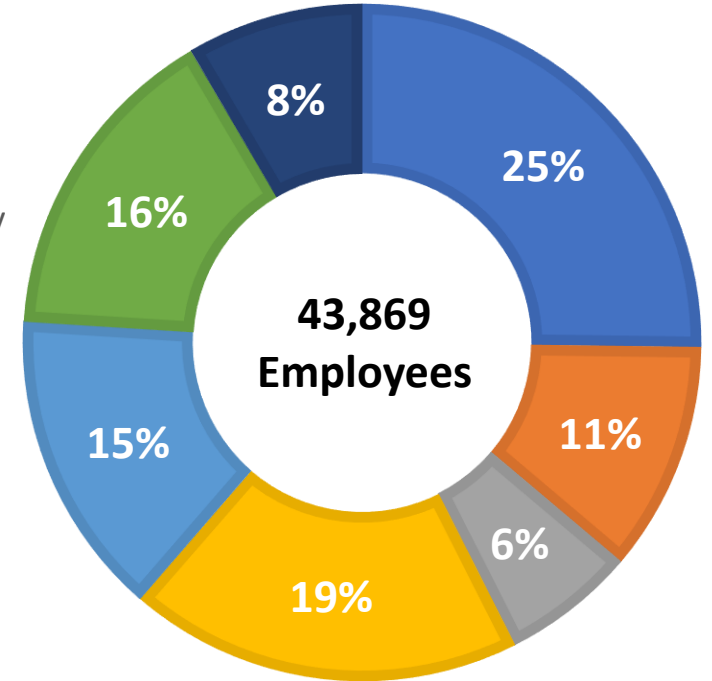


1 in 4 of the world's computer drives contains a part created in Northern Ireland by Seagate



NI Financial & Professional Services Sector Composition:

- Banking
- Insurance
- Other FS including Funds
- Accountancy
- Legal Activities
- FinTech
- Management consultancy



Northern Ireland is the world's top destination region for FS technology investment

(Source: fDi Markets FT 2021) (Timeframe 2003-2021)



... and recently ranked top 3 in the FT fDi fintech locations of the future after London and Singapore

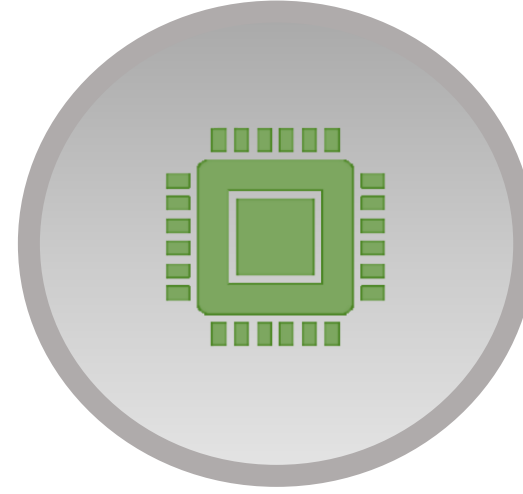
Fintech Clusters in Northern Ireland



**Trading
Tech**



**RegTech &
Compliance**



**AI &
Advanced
Analytics**



Insuretech

Why is NI such an attractive place for Financial & Professional Services companies?



A leading global location for financial services investment



A vibrant cluster of companies including **financial services leaders** such as Citi, Allstate, CME Group, FD Technologies and TP ICAP.



A culturally compatible, **highly-qualified and skilled workforce** with expertise in financial software, risk, regulation, compliance, data analytics, payments technology and fund administration. Over **40,000 employed** in the sector.



A competitive cost base due to competitive salary costs, low employee attrition rates and lower operating costs.

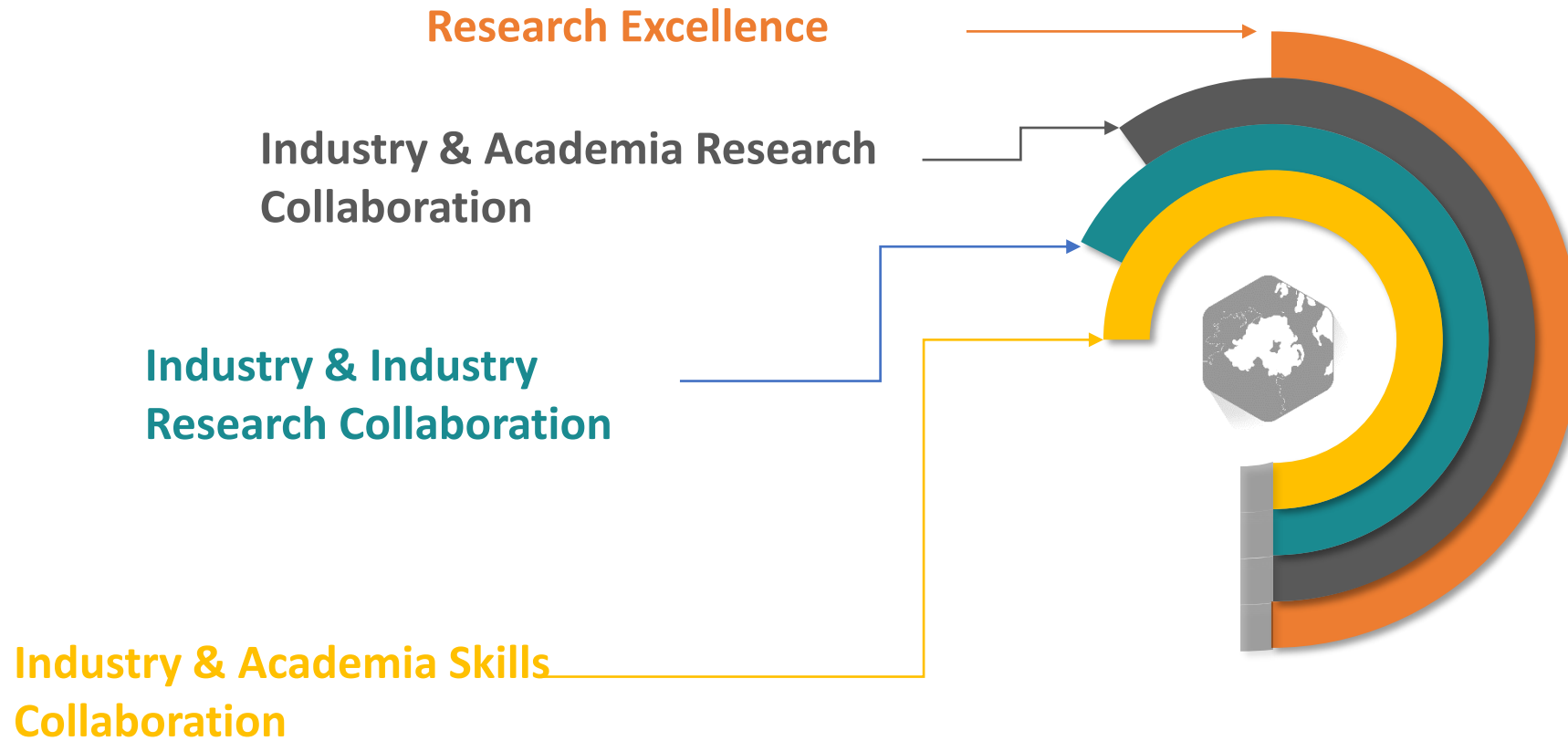


A pro business government committed to supporting and growing the sector in Northern Ireland. **Invest Northern Ireland** offers a **bespoke package of practical and financial support**, developed in partnership with clients to ensure that investor companies grow and prosper.



Excellent infrastructure with first-class property options, sophisticated telecoms and accessibility to Europe and the rest of the world.

Collaboration – a key differentiator



InvestNI.com
invest@investni.com





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ECOSYSTEM IN NORTHERN IRELAND

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Silver Partner



Silver Partner

