

Australian and New Zealand **LendIt Fintech Mission to the UK**

23 - 27 September 2019



Australian and New Zealand LendIt Fintech Mission to the UK September 2019

Worth more than £7 billion to the UK economy, fintech remains one of the fastest-growing sectors in the UK and is home to over 50% of Europe's fintech startups.

The UK's Department for International Trade in partnership with FinTech Australia and FinTechNZ has selected 13 ambitious companies from Australia and New Zealand to join this trade mission and explore the opportunities the UK offers.

Innovative companies emerging from the rapidly growing Australian and New Zealand fintech ecosystems already do well in the UK, with the likes of Airwallex, Everledger, Xero and Trade Ledger

finding a natural home and forming strong commercial partnerships to build their global business.

Australia and New Zealand are also welcoming an increasing number of UK fintechs with the likes of Revolut, Go Cardless and DigiMe all doing business here.

This trade mission will provide opportunities for participants to meet and network with the UK's world leading financial services ecosystem, and for UK companies to learn more about the exciting fintech innovations and opportunities emerging in Australia and New Zealand.

UK-Australia Fintech Bridge

Launched in March 2018, the UK-Australia Fintech Bridge has been instrumental in forging strong links between these two fintech ecosystems. It is an agreement between the UK and Australian governments to support fintech companies in both countries. Through activities such as this trade mission, it promotes, co-operation and partnerships and facilitates entry for fintechs into each other's markets. It also helps to reduce regulatory barriers and works towards alignment on policy.



About the Mission Organisers



Department for
International Trade

UK Department for International Trade

The UK Department for International Trade (DIT) helps businesses export, drives inward and outward investment, negotiates market access and trade deals, and champions free trade. Our team in Australia and New Zealand supports companies in the financial services sector.

Tess Thomas, Director of Investment, Australia and NZ

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Annette Taylor, Trade and Investment Manager, New Zealand

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FinTech Australia

FinTech Australia

FinTech Australia is a member-driven organisation that is building an ecosystem of Australian fintechs to advance the global economy and culture. We are here to build a strong community, foster connections while supporting innovation and regulation that our

members require. Above all else, we are here to be the voice of the Australian fintech community.

Rebecca Schot-Guppy, General Manager, FinTech Australia

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FinTechNZ

FinTechNZ contributes to New Zealand's prosperity through technology innovation in financial services. Our aim is to facilitate connections, promote New Zealand's fintech capability and advance the fintech ecosystem by ensuring the

foundations for successful financial technology innovation and adoption are in place.

James A Brown, General Manager, FinTechNZ

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Australian and New Zealand LendIt Fintech Mission Delegation



APLY ID

APLY ID is a digital identity verification solution. Using APLY ID, organisations are able to quickly and easily verify the identity of their potential and existing customers, to ensure they comply with AML and KYC legislation.

www.aplyid.com



CT CHECKOUT AUSTRALIA

CT Checkout Australia is a new software that, at this time, has no competitors. The company is trailblazing a new form of ultra-secure payment for eCommerce transactions. Though some systems may seem to offer the same type of platform, it's important to realize CT Checkout was built by eCommerce experts for web merchants and online shoppers and the only company that offers online encrypted card payments to web merchants. This essentially means that online fraud is eliminated giving an unprecedented level of security, where no actual card data is ever on the internet, so there is nothing for hackers to find.

www.ctcheckout.com.au



CREDI

Credi.com is the world's favourite free online platform for documenting and managing loan agreements between family, friends and related parties. Create, negotiate and e-sign loan agreements in minutes with ease using the Credi loan builder wizard. Bringing clarity, protection, and compliance for the parties to previously informal loans. Track repayments and loan variances online or through the Credi mobile track app. Credi documented loans help keep wealth within families and communities by reducing friction and increasing trust and transparency between parties to the loan and reducing dependence on higher interest rate sources of funding.

www.credi.com



FUNDTAP

FundTap makes business funding simple. We turn outstanding invoices into the cash businesses need to run and grow. By taking advantage of new technologies and integrations, FundTap enables funding in minutes rather than days. Our automated process makes it simple and quick for SME businesses to access funding to solve the cash flow problems that limit the ability of businesses to succeed.

www.fundtap.co.nz



HUDSON GAVIN MARTIN

We are a law firm specialising in technology, media and IP. Our clients push the boundaries in technology innovation and digital transformation. We identify challenges (finding practical solutions to them) and commercial opportunities (helping clients maximise them). The only law firm represented on the Executive Council of FinTech NZ, we regularly help fintech clients navigate complex legal issues to execute their business strategy - whether providers or customers, incumbents or challengers.

www.hgmlegal.com



MAFEMATICA

Mafematica is a SaaS-based business providing choices of securities portfolios direct to consumers and intermediaries, which offers probability-based real-time forecasts for general savings, education funding, or retirement cashflows. Incorporated into the offering are choices of transaction parties and efficiency of reporting. This tool can be used in a client controlled web and app environment. Internationally, there is a large gap in the market and we see the UK as an early opportunity.

www.mafematica.com.au



MAINFRAME CLOUD

Mainframe Cloud has developed a high performance data access layer capable of providing direct real-time access to several mainframe data sources. Direct real-time access, combined with a read and write functionality, has the potential to eliminate the need for overnight batch processing and enables a multitude of other data centric activities including Data-as-a Service, Open Banking, AI and Business Analytics, Application Development and Mainframe Migration. Mainframe Cloud is interested in partnering with UK fintechs and insurtechs whose solution would be augmented or enhanced by an ability to access legacy data sources directly and in real-time.

www.mainframecloud.com



ORIGINID

Simplify digital on-boarding of customers with OriginID. We provide Enterprise-level, customised end-to-end, realtime digital verification solutions for all of your AML/KYC and application processing requirements.

www.originid.co.nz



Paypa Plane

PAYPA PLANE

Paypa Plane delivers recurring (direct debit) or scheduled payment brilliance to banks, PSPs and gateways via a 'plug-in' SaaS system. Our clients use their existing payment rails and acquirers, through Paypa Plane. Meaning, they can do what they do best (move money about), and we can do what we do best - managing all the complex functions of recurring payments - from payer consent capture and account management to automated exceptions handling and reconciliation.

www.paypaplane.com



PROJECT PAY

Project PAY is an award winning SaaS construction industry payment platform. It solves the delayed and non-payment issues in the construction industry globally. It streamlines and digitises the invoice processes, linking it to payments, making sure that project funds are protected in project trust accounts that cascade down the supply chain to ensure prompt payment. This disruptive and collaborative payment platform enables low-cost working capital to be offered to project participants across the supply chain with minimal risk due to new legislation requiring project funds to be held in cascading trusts. The platform provides an upfront and continuing cash flow finance offer to ensure project participants are never left waiting for payment

www.projectpay.com.au

SavvyKiwi

SAVVYKIWI

SavvyKiwi's online platform provides an educational video based tool and the insights needed to help you make better informed pension fund decisions. It delivers an unbiased experience independent of all fund providers and ensures that you make better pension fund choices and over time alerts you to any changes with your fund that needs your attention in a timely manner.

www.savvykiwi.com



SEISMIC FOUNDRY

Seismic Foundry is an early stage capital markets fintech fund with offices in the UK and Australia offering:

- A Discretionary Fund - see portfolio at www.seismicfoundry.com
- Co-Investment Opportunities
- Startup Advisory Services: Through our own due diligence process as lead investor with startups we have developed an advisory service covering the key areas required to start companies on their pathway to growth, from business planning and strategy through to raising funds and finding Investors in the UK

www.seismicfoundry.com



XGEN GROUP

XGen Group is a fintech solutions provider targeting the banks, financial service providers and the insurers. It specialises in:

- Digital Customer Onboarding
- Loan Originations and Decision Bots
- Cross-Sell and Up-Sell AI CRM
- Automated Debt Collection

XGen's team of experts become your partner in your business and help you rediscover the true potential of your institution and spot new, previously unimaginable opportunities.

www.xgengroup.com.au

Join the conversation

#UKFintechMissionANZ

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DIT

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