

23 leading UK scaleups join Tech Nation's Fintech growth programme

- £3.6m: the average funding raised across the cohort (277% increase from last year's average)
- 40% of companies based outside of London
- 40% of companies have at least one female co-founder
- Sub-sectors represented include SME finance, payments, capital markets and fintech for good
- Companies selected providing real-world benefits such as driving financial inclusion in the UK, enabling the charity sector, and much more
- UK number one in the world for scaleup investment into fintech firms - generating £4.5bn in funding between 2015 and 2018 according to the Tech Nation Report 2019
- Programme is delivered as part of HM Treasury's Fintech Strategy with support from market leaders including Wealthify and Starling Bank

Tech Nation, the UK's leading network for ambitious tech entrepreneurs, has today revealed the 23 scaleups accepted on to its 2019 Fintech growth programme. The programme is delivered as part of HM Treasury's Fintech Sector Strategy to maintain the UK's place as a world leader in the sector.

In its second year, the six-month programme aims to help some of the most promising UK fintech companies accelerate their growth and scale at speed at home and abroad. Starting on the 24th of October the bespoke programme is specifically designed to connect and create opportunities for the founders through a series of in-depth insight sessions, networking events with key stakeholders and a three-day international showcase trip to the US.

Following the call for applications in June, the successful companies were selected by a panel of expert judges from all over the UK, including Eileen Burbidge, Partner at Passion Capital & Chair of Tech Nation; Anne Boden, CEO of Starling Bank; and Richard Theo, CEO of Wealthify and Fintech Envoy for Wales (full list in notes).

The rigorous judging process requires applying companies to be at a stage of development equivalent to seed or Series A, have a product in market used actively, and be headquartered in the UK. This year also saw B2C companies accepted on to the programme for the first time.

The new cohort features a number of scaleups within the sector that have demonstrated their credibility as future fintech leaders, with an average of £3,6m in funding raised across the companies, representing a 277% increase from last year's cohort. This rise in average funding raised indicates the growing maturity of the UK's fintech sector which has skyrocketed over the last year, and its contribution to the growth of the nation's tech sector more broadly. This view is in line with the findings from the annual state-of-the-nation Tech Nation Report 2019, which revealed that the UK remains number one in the world for scaleup investment into fintech firms, generating £4.5bn in funding between 2015 and 2018. In addition, fintech companies are creating numerous, well-paid jobs with employment second amongst high growth tech scaleups (over 11,800 people employed in UK fintech firms in 2018).

Of the 23 companies, 40% of the companies are based outside of London (compared to 35% last year) and 40% have at least one female co-founder. The cohort covers 8 cities and towns outside London including Durham, Manchester, Newcastle, Liverpool, Liskeard, Cardiff and Leeds.

The companies selected provide B2B and B2C products and services across a range of sub-sectors, including most predominantly SME finance, payments, capital markets, as well as retail investing, and consumer credit & lending. The breadth and variety of business propositions exemplifies how pervasive fintech has become in financial services. Examples of the real-world benefits and change being driven by the cohort include driving financial inclusion in the UK, enabling the charity sector, and much more.

The companies will have access to support from the programme partners; CBRE, RSM and Talent Works International, whose expertise and networks are an added benefit of being on the programme.

Quotes:

Eileen Burbidge, Chair of Tech Nation, HM Treasury's Special Envoy for Fintech, Chair of the Fintech Delivery Panel and Partner at Passion Capital commented: "The UK has a fantastic leadership position of producing globally renowned fintech companies, by being number one in the world for scaleup investment into fintech firms between 2015 and 2018, attracting an impressive £4.5 billion in total funding. I'm pleased to see another diverse group of companies on this year's programme, with 40% of companies being based outside the capital."

Mike Jackson, Entrepreneur Success Director, Tech Nation commented: "Last year's Tech Nation Fintech growth programme had tremendous success in connecting and creating opportunities for the most promising fintech companies in the UK, and we are hugely excited to replicate this again in 2019. The companies in this year's cohort have demonstrated significant promise as future fintech leaders, and with the global fintech market expected to be worth nearly £250bn by 2023, they will play a vital role in supporting the UK to remain at the head of the global pack."

Richard Theo, CEO, Wealthify commented: "We were delighted to support Tech Nation's fintech programme by taking part in the judging process. We were impressed by the high calibre of applications and look forward to seeing these innovative companies break ground in the fintech sector, particularly the company located in Wales."

Jamie Hardesty, North East Entrepreneur Engagement Manager, Tech Nation, commented: "It's a great pleasure to see Paid, Honcho and Kani Payments announced as part of this exciting cohort. While the North East is blessed with many service providers operating in the field, far fewer product-based innovators, which are creating and developing their own innovative technologies, exist. However, it is tech startups such as these which have the ability and potential to truly transform the economic prosperity of our region. We hope that by being a part of this exclusive programme, the three North East firms not only survive but thrive, as they look to scale in the future."

Dawn Dunn, Fintech Cluster Manager, Dynamo, commented: "I am so pleased to see such strong representation from the North East fintech community. Our region's rapidly growing financial technology sector boasts not only household names, such as Sage and Atombank, but a host of companies providing vital software products to international banks and financial institutions. These finalists demonstrate that the north east's tech talent has a very broad base, and is sufficiently well

supported to foster and develop the innovative mindset needed to become a significant force in a highly competitive field. I wish them the very best of luck."

Huss EL-Sheikh, CTO & Co-Founder, 9fin, London, commented: "We're beyond excited to be joining Tech Nation, and the Fintech programme comes at the perfect time for 9fin. As we scale at home and abroad, the chance to tap into a network of fellow founders, mentors, investors and potential partners will really allow us to keep driving the business forward."

Owen Hall, CEO, Heliocor, London, commented: "You only have to scan the quality of the programme alumni ('FinTech royalty'!) to understand what a huge opportunity this is for us. We are thrilled to have been selected. Heliocor is ambitious to become a global powerhouse quickly – we look forward to working with Tech Nation and our fellow cohort members to accelerate that growth."

Ben Wigham, Product Owner, Kani Payments, Newcastle upon Tyne, commented: "At Kani we're always looking to learn from others' experiences, be that other founders, or experts in the field - Tech Nation's Fintech Programme looks to be a fantastic mix of both. Having been involved in other Tech Nation events prior we have full faith in the team, and after hearing great reviews from scheme alumni we're excited to get started!"

Kieran D'Silva, Co-Founder & CFO, PrimaryBid, London, commented: "Having just closed our Series A we are looking forward to working alongside and learning from leaders in the field as we continue to scale."

Nicholas Heller, Co-Founder & CEO, Fractal Labs, London, commented: "Building a rocket ship is one thing. Ensuring it doesn't explode after lift-off is another. We're excited to work with the Tech Nation network to scale our business to new heights."

Marcus Kern, Co-Founder & Director, Duesday, Liskeard, commented: "The Tech Nation programme is an awesome opportunity to rocket-boost our network. We're super excited to share our payment innovations with our fellow FinTech scaleups and drive new ideas to market."

Jessy Conflon, Head Of Marketing & Growth, Paybase, London, commented: "At Paybase, we pride ourselves on helping businesses cater to the modern consumer, so as the FinTech landscape grows, we want to be at the helm of change to be able to constantly improve our product for the end user. Having a space to connect with fellow FinTechs and to forge partnerships with incumbents on the FinTech Nation programme will help this."

Roger Vincent, Chief Innovation Officer & GM (UK&I), Trade Ledger, London, commented: "As a high-growth global enterprise technology player, being part of an ecosystem of like-minded fast-moving companies, each of which is disrupting their prospective industries, is a huge opportunity for us. It gives us a chance to share ideas, collaborate and establish new friendships which could be game-changing for our business."

Gavin Sewell, CEO, Honcho Markets, Newcastle upon Tyne, commented: "I'm really excited to meet other FinTech founders at a similar stage in their journey, to share experiences, bounce ideas and form lasting relationships and partnerships."

Freddy Kelly, Co-founder & CEO, Credit Kudos, London, commented: "We're excited to rub shoulders with some of the biggest names in Fintech in order to expand our reach through partnership and collaboration. The only government backed organisation of its type, Tech Nation

and the Fintech programme will give us unparalleled access to decision-makers and key stakeholders in Fintechs and major financial services businesses.”

Tom Howsam, Founder, Paid, Durham, commented: “Paid is excited to follow in the footsteps of household names like Monzo and Revolut. The exposure that being on the FinTech program will bring to Paid will allow us to bring our immediate payment solution to many more micro businesses, enabling them to thrive and grow without having to suffer the setbacks that chasing invoices or late payments causes.”

Andrew Rabbitt, CEO & Co-Founder, incuto, Ilkley, commented: “Tech Nation is the leader on awesome initiatives to enable companies to grow and learn through recognised programmes that are adapted to a variety of sectors. incuto is excited to be part of the Tech Nation Fintech programme and hopes to connect to others disrupting financial services.”

Georgia Stewart, Co-Founder, Tumelo, Bristol, commented: “Delighted to be joining Tech Nation's Fintech Programme to collaborate with and be challenged by other founders changing the face of finance with technology.”

Ben Pollard, Founder & CEO, Smarterly, London, commented: “We’re really excited to be part of the Tech Nation Fintech program to help us on our journey and have the opportunity to learn from such an experienced group of professionals.”

John Downie, CEO, SteadyPay, London, commented: “Looking forward to being part of this Tech Nation programme which facilitates a strong network of resourceful founders and tech leaders. It will be great to dive into this experience with everyone.”

ENDS

Notes to the Editor

Introducing the Fintech 2.0 cohort

Tumelo - South West - Bristol

Tumelo gives visibility and influence to investors who want to have a positive impact with their money. They create socially responsible investments, provide visibility so investors in funds and pensions can see exactly where their money is going, and help shareholders have influence to create lasting change.

Anna Money - Wales - Cardiff

ANNA combines a business account and debit card with invoicing and tax reminders. For freelancers and small businesses, it’s ideal for SMEs that use light commercial vehicles (“LCVs”) for their work.

Honcho Markets - North East - Durham

Honcho Markets operates a reverse-auction electronic marketplace for the distribution of financial services products. Product vendors compete in real-time, open and transparent auctions to win a consumers' business. Honcho charges vendors a nominal fee, removing expensive sales commissions from the distribution chain.

Paid - North East - Durham

Paid allows micro businesses to flourish without falling victim to key challenges. Addressing the increase in the gig economy, people working independently and late payment of invoices crippling

small companies, Paid have created simple workflows and business management that sits alongside the ability to get paid as soon as work is completed.

Incuto - Yorkshire - Ilkley

Incuto is a technology platform for credit unions, community banks and lenders, transforming them into community-focused challenger banks. Making ethical lenders relevant, accessible, sustainable and efficient, Incuto is tackling the poverty premium by ensuring everyone can gain access to affordable, responsible financial services.

Duesday - South West - Liskeard

Duesday has reinvented direct debits and regular bill payments, giving more control and rewards to the payer. They help utilities, leisure clubs and the housing sector with bill collections and loyalty offers and their core payments platform is integrated with the UK and Mexico payments networks.

tickr - North West - Liverpool

tickr is transforming impact investment for Europe's next generation of investors. For people who want to invest, but want to have a positive impact on society and the environment at the same time, tickr's app allows users to invest in socially responsible companies with as little as £5.

PrimaryBid - London

PrimaryBid democratises the capital markets by allowing retail investors access to new share issues from listed companies at the same discount as institutions. Their deposit saving tool also helps users choose the best savings accounts and predicts the time it will take to save the required amount.

Nivaura - London

Nivaura provides digital investment banking solutions that are revolutionising capital markets by optimising efficiency, transparency and accessibility for market intermediaries. Their primary initiative is to defragment and vertically integrate capital markets by automating the issuance, administration and the entire life cycle of financial instruments.

Trade Ledger - London

Trade Ledger is the world's first open digital banking platform that gives banks the ability to assess business lending risk in real time. Using Machine Learning, open APIs, Robotic Process Automation and AI, they enable banks to address the global undersupply in trade finance lending, while providing high-growth companies with the working capital needed to sustain growth.

TradeCore - London

TradeCore is a platform-as-a-service provider that enables fintechs to build next-generation banking and investment products. TradeCore's full stack offering does all the heavy lifting, allowing companies to focus on launching unique fintech customer experiences.

Fractal Labs - London

Fractal is an API based intelligence platform focused on Small-Medium-Enterprise (SME) banking. They aggregate permission-based SME data used to score risk, enhance it using AI, and provide a targeting engine for financial institutions to empower them to better service their clients.

Molo Finance - London

Molo is the UK's first fully-digital mortgage lender. By bringing together a real-time mortgage decisioning engine with an easy online application process designed by and for customers, they deliver a proposition focused on speed, ease and transparency.

Heliocor - London

Heliocor is a regulatory compliance software business that wants to change the way the world does business; restoring trust. Their tune-able products (AI, Machine Learning and Deep Learning enabled) help financial services companies to risk manage, tailor and automate onboarding clients (Dokstor) and then monitor their transactional activity in real time (Robolitics) to ensure regulatory compliance.

9fin - London

9fin uses artificial intelligence to extract key data & insights from financial documents. They consume, organise and understand the world's fixed income financial data, making it easier for investment professionals to search, filter and analyse.

SteadyPay - London

SteadyPay is a socially aware credit service with a vision to provide financial wellness to those paid by the hour/gig. They do this by smoothing out workers' income, giving them consistency across pay cycles which allows them to budget, save and pay for expenses.

HighCastle - London

HighCastle is a UK blockchain-based share registrar and investment marketplace, which provides the end-to-end technological infrastructure and legal framework for compliant offering, issuance, distribution, management and trading of private securities.

Credit Kudos - London

Credit Kudos is a newly established Credit Reference Agency selling credit scores to UK lenders (B2B). They use newly available open banking and PSD2 data to increase accuracy, whilst widening the pool of borrowers to those previously excluded by traditional credit scoring methods.

GoodBox - North West - Manchester

GoodBox serves the charity sector by providing a single point of entry to a full range of fundraising solutions. From award-winning contactless hardware, to a platform enabling charities to analyse and improve their fundraising, GoodBox provides the third sector with the tools needed to thrive in an ever-changing digital landscape.

Kani Payments - North East - Newcastle

Kani Payments has built a fintech reporting and reconciliation platform, which uniquely consumes data from a client's transactional processor, card scheme, bank account and more; transforming these complex streams into tangible outputs. Users can run 24 distinct reports, including those needed for regulation, as well as create bespoke automated reconciliations.

Smarterly - London

Smarterly aims to turn the UK into a nation of investors. By promoting the benefits of healthy savings habits, they make investing simple, easy and accessible for the mass market. Smarterly works with employers to allow people to save directly from their pay, often with a contribution boost as a more accessible complement to pensions.

Paybase - London

Paybase is a flexible payments solution for marketplaces/gig economy platforms, fintechs and cryptocurrency businesses. It combines payments, compliance and risk management, allowing

businesses to reach market quickly and seamlessly. Their structured flexibility accommodates a wide array of use cases, enabling businesses to build better, more competitive products.

Apexx Fintech - London

Apexx is a payment platform that connects enterprise to multiple acquiring banks, APMs, and PSPs as well as optimising the payment flow to drive up payment acceptance and lower costs. APEXX consolidates these providers into a single integration point offering complex merchants the flexibility to operate a payment stack that reflects the needs of their business.

Tech Nation Fintech Growth Programme judging panel:

- Richard Theo, CEO at Wealthify
- Imran Gulamhuseinwala, Implementation Trustee at Open Banking
- Catherine Wines, Co-Founder at World Remit
- Tim Levene, CEO at Augmentum
- James Varga, CEO at The ID Co
- Cathy Lyall, Co-Founder at Seismic Foundry
- Samantha Bedford, Head of Innovation & New Ways of Working at CYBG
- Paulette Rowe, Global Head of Payments and Financial Services Partnerships at Facebook
- Simon Taylor, Co-Founder and Blockchain Lead at 11:FS
- Al Lukies, CEO at Pollinate International
- Lou Smith, Head of Intelligent Automation at RBS
- Alexandra Frean, Head of Corporate Affairs at Starling Bank
- Greg Michel, previous Head of Growth Programmes at Tech Nation

Fintech 2019 cohort in numbers:

- £3.6m: the average funding raised across the cohort (277% increase from last year's average), Nivaura (16.5M), Anna Money (14M), and Molo Finance (11.7M) are the top three companies raising the most funds.
- £310,000 in average revenue
- £7,160,000 approximate total revenue
- £82,600,000 approximate funds raised in total, Nivaura alone raised £16.5m.
- 40% of companies based outside of London
- The Fintech cohort has headquarters in nine different cities across the UK, including: Bristol, Newcastle, Ilkley, Liskeard, Cardiff, Liverpool, Durham, Manchester and London.
- 40% of companies have at least one female co-founder
- Sub-sectors represented include SME finance, regtech, payments, capital markets and fintech for good
- Companies selected providing real-world benefits such as driving financial inclusion in the UK, enabling the charity sector, and much more
- Top challenges of companies joining Fintech are: funding, liquidity & investment, followed by sales & customer traction, international expansion, and talent hiring and scaling teams.
- The US is the most important market to Fintech founders, followed by Germany and Australia.
- UK number one in the world for scaleup investment into fintech firms - generating £4.5bn in funding between 2015 and 2018 according to the Tech Nation Report 2019