
FINTECH CONNECT

Wales Pavillion

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4 December

tradeandinvest.wales





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This is FinTech. This is Wales.

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Tech sector worth
£8.2bn to the Welsh
economy



44,000 people are
actively employed
within the Digital
Economy



3,500 homegrown
and multinational
technology operations

This is FinTech.

Wales is home to a flourishing technology ecosystem.

The nation's tech sector is worth an estimated £8.2bn to the Welsh economy and it continues to grow.

Almost 44,000 people are actively employed within the Digital Economy in Wales with main hubs focused around Cardiff and Newport in the south, Swansea in the west and Wrexham in the north.

Where the market goes, the supporting technology industry follows. Wales is home to over 3,500 homegrown and multinational technology operations, including global leaders like CGI, Backbase, Target Group, Equiniti, Admiral, Dell EMC and Sapiens.

Our thriving tech ecosystem with its growing supply chain combined with our entrepreneurial universities provides a firm foundation for fintech to thrive.

A vibrant innovation community allows start-ups, investors and large corporations to meet and share ideas.

Founded in 2019 as a not-for-profit, **FinTech Wales** exists as a global voice for Welsh-based FinTech and Financial Services.



Product/Service

FinTech Wales strives to raise the awareness of the thriving FinTech ecosystem in Wales, they focus on having the right skills and supporting the vibrant community to start-up, scale and grow. It will develop the environment to help FinTech companies' start-up or scale-up in Wales and aims to establish Wales as a rapidly emerging pillar of the global FinTech economy.

The association has established an Advisory Board of 20 people including representation from Welsh companies such as Confused.com, Admiral, The Principality and Capital Law. FinTech Wales will act as a global voice and advocate for FinTech, introducing the benefits to FinTech entrepreneurs and innovators of establishing a business in Wales, as well as nurturing and supporting those companies already in Wales.



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Bikmo is an award-winning cycling insurance specialist whose mission is to protect the world's riders.

BIKMO

Product/Service

Helping to make cycling easy, fun and accessible for everyone, they provide extensive cover for bikes, kit and riders across the UK, Ireland, Germany and Austria. With offices in Chester, UK and Innsbruck, Austria, Bikmo employs 30 passionate riders and apply a deep understanding of a cycling lifestyle to its policies.

Grounded in the belief that businesses should be a force for good on our planet, Bikmo is an accredited BCorp business. As part of a global network of leaders using business to effect positive change, the Company has committed to improving the environment, as well as the lives of its staff and customers.

Alongside their direct business, they partner with large organisations to support their customers and members, including British Cycling, Brompton, CycleScheme and Deliveroo.



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Since 2015, **Delio** has been at the forefront of digitally transforming the private markets landscape.



Product/Service

Our mission is simple – we want to help financial institutions to connect their clients with private investment opportunities quickly, transparently and compliantly. We do this by placing highly configurable, white-labelled technology in the hands of the world's most respected organisations to create, scale and streamline their end-to-end private investment propositions.

And while technology is at the heart of our business, we're more than 'just a fintech'. Our team possesses decades of expertise gained at some of the world's most respected financial firms. This unique combination enables us to deliver cutting-edge digital tools that are underpinned by a deep understanding of the specific business, process and regulatory challenges that our clients face.

So whatever your private markets challenge, we are here to help. We are Delio.



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LDMS has been at the forefront of delivering cutting edge solutions to the technology-focused credit market for more than 20 years.



Product/Service

We provide end to end lending and credit software covering asset finance, consumer & business loans, motor finance, mortgage lending and collections. We are a global supplier with active solutions in multiple countries, supporting multiple languages, currencies and regulations.

We are focused on providing a seamless interface to managing the entire lifecycle of a loan through a highly configurable platform proven to work for small teams, all the way up to large multi-national enterprises. Our systems have powered the formidable growth of LC Financial Holdings, now managing over €37bn in assets across a wide range of customers in all credit market verticals.

We specialise in fully integrated, high productivity applications delivered as a fully hosted cloud solution.



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QuoteOnSite is a Welsh, cloud-based SaaS platform that helps SME's manage their Quotes, Proposals, Contracts and Email Promotions.



Product/Service

Using our platform, business owners and their sales teams can keep track of their documents and pipeline remotely, from any browser-enabled device whilst improving the sales experience for their clients.

Equity funded in May 2019, QuoteOnSite has users in the UK and abroad who benefit from our streamlined approach to sales engagement and document management.



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W2 is committed to delivering proven, innovative, and reliable technology that makes it simple to manage and extract value from the KYC and AML supply chain through a single API.



Product/Service

W2 gives your consumer and corporate customers a seamless digital experience, and, in addition, removes the traditional blockers of upfront fees, multiple supply contracts and usage commitments, allowing you to focus on growing your business.

W2's technology enables businesses to remove the complexity from compliance, help adhere to all current and future regulatory requirements, and aid in ensuring that the ease and efficiency of the customer onboarding journey is as streamlined as possible.

Not only will W2's technology help allow for a compliant onboarding process, but constant monitoring of current customers will prevent any fraudulent activity and money laundering from taking place in the business.

W2's mission is simple; Complexity should never be a barrier to business.



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