

Fintech Delivery Panel

Agenda and Papers for meeting: 10 September 2018

Date: Monday 10 September 2018

Location: Onfido, 3 Finsbury Avenue, London, EC2M 2PA

Time: 1000 – 1200

Attendees:

1. Eileen Burbidge, Partner, Passion Capital (**Chair**)
2. Eamon Jubbawy, COO, Onfido (**Deputy Chair**)
3. Alice Newton-Rex, CPO, WorldRemit
4. Anil Stocker, CEO, MarketInvoice
5. Anna Wallace, Innovate Head of Department, FCA
6. Charlotte Crosswell, CEO, Innovate Finance
7. Chris Pond, Vice Chair, Financial Inclusion Commission
8. Kaushalya Somasundaram, Head of Fintech Partnerships & Strategy, HSBC
9. Stephen Dury, Director, New Business Models, Santander UK
10. Matt James, Head of Scouting UK & Europe, RBS
11. Philip Brown, Head of Policy, LV=
12. Martin Cook, General Counsel, Funding Circle
13. Ahmed Badr, General Counsel, GoCardless
14. Thomas Price, Head of FinTech, Banking and Credit Team, HMT
15. MB Christie, COO, Tech Nation
16. Greg Michel, Fintech Lead, Tech Nation
17. Meera Last, Programme Manager, Tech Nation
18. James Griffiths, in secondment from the FCA to Tech Nation

Apologies:

1. Anne Boden, CEO, Starling Bank
2. Gus Macfarlane, Managing Director Global Innovation, Barclays
3. James Varga, CEO, The ID Co
4. Taavet Hinrikus, CEO, Transferwise
5. Paul Rippon, Deputy CEO, Monzo
6. Will Thorne, Innovation Leader, The Channel Syndicate

Agenda

1	1000-1005	Welcome from the Chair	Discussion	Eileen Burbidge
2	1005-1020	Standards Toolkit <ul style="list-style-type: none">● PAS final draft complete after a public consultation and review● Press release in draft - to be shared after the 7th September when ready	Update & Discussion	Matt James
3	1020-1040	FDP Steering Committee <ul style="list-style-type: none">● Application to the FCA sandbox to be submitted in October● Pilot launch on track for Q1 2019	Update & Discussion	Eamon Jubbawy
4	1040-1055	Skills & Talent Working Group <ul style="list-style-type: none">● Verbal update	Discussion	Claire Replacement
5	1055-1110	Insurtech Board <ul style="list-style-type: none">● Progress on all groups	Update & Discussion	Will Thorne
6	1110-1115	Access to Capital <ul style="list-style-type: none">● Feedback on event● Next date	Update & Discussion	Eileen Burbidge
7	1115-1130	Treasury Update <ul style="list-style-type: none">● Verbal update	Update	Thomas Price
8	1130-1200	AOB <ul style="list-style-type: none">● Other workstreams to consider	Discussion	Eileen Burbidge

Agenda Item 1 - Welcome from the Chair

We are grateful to Onfido and Eamon Jubbaw for hosting this meeting.

Agenda Item 2 - Toolkit Update

This group has made excellent progress on the PAS and accompanying press release.

Update	<p>PAS: Following a public consultation, and a meeting to resolve the suggestions and comments made, the PAS has been finalised and is ready for publication.</p> <p>The BSI have been leading on the draft for a press release, to be published on the 10th October, that would announce this piece of work.</p> <p>We are looking to plan an event for the launch and release of the PAS. Proposed location for this event is RBS's space in RocketSpace, Angel. The aim would be to accompany the press release with useful context, with a selection of speakers with relevant experience in using/requiring an onboarding standard for a partnership.</p> <p>Event & Launch: Proposed outline agenda for the event - 8:30: Arrival & Breakfast 8:40 - 8:45: FDP & PAS Introduction 8:45 - 9:10: Five retail banks lead on presentation of process/results 9:10 - 9:15: Update on next steps - fintech standards 9:15 - 10: Panel discussion with case study of successful partnership and lessons learnt</p>
Next steps/to discuss	<ol style="list-style-type: none">1. Treasury want to extend this work towards an industry standard - this group would like to understand what the goal looks like and how we can begin work to progress towards this.2. The press release and accompanying event - are we taking the right approach to announcing this piece of work?

Agenda Item 3 - FDP Steering Committee

The Steering Committee have made significant progress in the last quarter.

Update	<p>As part of covering any regulatory considerations around transferable digital identity, this group is preparing to submit an application to the FCA in October for a bespoke regulatory sandbox for the pilot (launching in Q1 2019). The working group has requested FCA representation at the next meeting, in order to provide an overview of the sandbox - including any specific considerations for this pilot, eg. how the sandbox may work with a consortia of providers testing different models of shared digital identity simultaneously.</p> <p>As part of the application, this group described their innovation thusly:</p> <ul style="list-style-type: none"> ● The innovation is the ability to safely and securely ‘port’ or transfer verified identity across financial services (and other) organisations so that customers do not need to be continuously re-verified afresh and ‘relying parties’ can be assured that identity verification done previously can be trusted and re-used [as part of their own KYC process] – making the onboarding and KYC journey simpler for both the customer and business. ● Another layer of innovation is that the group are seeking to test with various different consortia of partners – blockchain-based and non-blockchain solutions. This will allow us to test both the concept of shared identity and [a number of] different operating models for it simultaneously <p>Below is the proposed initial timeline for the application & pilot run:</p> <ul style="list-style-type: none"> ● October – secure entry into the Sandbox ● November / December – agree liability framework, trust framework and detailed user flow with consortiums participating in Sandbox ● January – testing starts & lasts for 3 months (phase 1) and 6 months (phase 2)
To discuss	Eamon to give accompanying verbal update and group to discuss.

Agenda Item 4 - Skills & Talent Working Group - verbal update

Transitions have impacted the work of this group for the last quarter. Claire Calmejane’s succession within Lloyds Banking Group hasn’t been agreed yet.

Agenda Item 5 - Insurtech Board

Progress has been made by all working groups. They held their quarterly update meeting at Dentons' Offices in Fleet Place on the 6th September.

Update	<p>Onboarding Working Group:</p> <ul style="list-style-type: none">● NDA, TOBA and AP have all been through multiple draft reviews.● Input received from insurtechs & incumbents, including external advisors● Drafts have been completed with the central aim maintained - ie. to create a level playing field for insurtechs & incumbents when it comes to pilot discussions● MGA draft is underway and will be distributed to the group when it is ready. <p>Support Working Group:</p> <p>Ecosystem:</p> <ul style="list-style-type: none">● This working group successfully completed an extensive “ecosystem review” in which they compared the resources made available to businesses in alternative hubs (that document has been attached alongside these papers)● This group have a proposed selection of items which would be useful for UK-based insurtechs, using the ecosystem review as inspiration:<ul style="list-style-type: none">○ Investor directory○ Start-up directory, by location○ Co-working spaces - list and reviews○ Incumbent contact directory○ Regional sites with links to local Government○ support● This group are also pursuing conversations with the PRA. <p>Investor:</p> <p>The fintech investor event was a huge success, and the investors involved were pleased to have attended. The intent of this group is to host an event of the same format for insurtech, bringing together the investors interested in this space. Ideally we would like to host this event in conjunction with the DIT event [proposed in agenda item 5], to maximise value for the UK investors.</p> <p>International Reputation:</p> <ul style="list-style-type: none">● This group have been contributing to a few pieces to assist DIT in their work;<ul style="list-style-type: none">○ Assisting with the drafting of messaging for outward missions that DIT operate, in order to align the “UK Insurtech” messaging with the needs and feelings of the UK insurance industry. This includes the messaging DIT want to promote at ITC, among other event;
--------	---

	<ul style="list-style-type: none"> ○ Discussions around replicating the work of the “fintech bridges” for insurtech; exploring partnership options with US and Australian territories. ● This group have also been discussing designing and running a bespoke event for international insurtechs, to be held in London. The central purpose would be to facilitate introductions to potential partners and investors, thereby promoting the UK as a potential secondary marketplace for overseas insurtechs. The group have secured interest from Allianz in the event, who have also set aside funding if required.
To discuss	<ol style="list-style-type: none"> 1. Endorsement support from the group for the IB’s onboarding toolkit

Agenda Item 6 - Access to Capital

Update	<p>This group held the Access to Capital event on Wednesday 11th July, from 9am - 12pm, at General Assembly. 20+ VCs were in attendance, along with 17 promising fintech start-ups.</p> <p>The speed pitching morning was open to Seed - Series B fintech companies on a first-come, first-serve basis. Each startup was given an 1hr to pitch to three different VCs; 20 minutes per pitch.</p> <p>The VCs in attendance were: Accel, Atomico, Balderton, BGF, Blenheim Chalcott, Blossom, Dawn, Episode 1, Felix, FOM, Illuminate Financial, Investec, Kindred, LocalGlobe, MMC, Passion, PROFounders, Santander InnoVentures, Seedcamp, Tiny VC, & White Star Capital.</p> <p>The start-ups in attendance were: AliBoh, AtomInvest, Carter, Cashin.store, Cashmere, Coinfloor, CreditLadder, Fennech, Goldex, Laka, Maxatta, Mia, Nebeus, Penfold Ventures, Tail, Tania, & VA.</p>
To discuss	Anything that arises from the update.

Agenda Item 7 - Treasury Update

Thomas Price to give a verbal update to the Group.

Agenda Item 8 - AOB

As we are progressing well on various working groups and the panel is seeing some rotation in its membership, it is an opportune time to consider our agenda of deliverables and think about other potential areas we could cover. This time slot will be dedicated to a discussion on this topic, either in plenum or in smaller groups.