

Fintech Delivery Panel

Minutes for the Meeting - 27th November 2018

Date: Tuesday 27 November 2018

Location: Funding Circle, 71 Queen Victoria Street, London, EC4V 4AY

Time: 1000 – 1200

Attendees:

1. Eileen Burbidge, Partner, Passion Capital (**Chair**)
2. Eamon Jubbawy, COO, Onfido (**Deputy Chair**)
3. Ahmed Badr, General Counsel, GoCardless
4. Blair Turnbull, MD, Digital & Retail, UK & International, Aviva
5. Charlotte Crosswell, CEO, Innovate Finance
6. Chris Pond, Vice Chair, Financial Inclusion Commission
7. Martin Cook, General Counsel, Funding Circle
8. Matt James, Head of Scouting UK & Europe, RBS
9. Stephen Dury, Chief Customer and Innovation Officer, Santander UK
10. Thomas Price, Head of FinTech, Banking and Credit Team, HMT
11. Will Thorne, Innovation Leader, The Channel Syndicate (Dial-in)
12. Greg Michel, Fintech Lead, Tech Nation
13. James Griffiths, Project Manager, Fintech, Tech Nation

Apologies:

1. Alice Newton-Rex, CPO, WorldRemit
2. Anil Stocker, CEO, MarketInvoice
3. Anna Wallace, Innovate Head of Department, FCA
4. Anne Boden, CEO, Starling Bank
5. James Varga, CEO, The ID Co
6. Gus Macfarlane, COO, Global Innovation, Barclays
7. Kaushalya Somasundaram, Head of Fintech Partnerships & Strategy, HSBC
8. MB Christie, COO, Tech Nation
9. Paul Rippon, Deputy CEO, Monzo
10. Philip Brown, Head of Policy, LV=
11. Taavet Hinrikus, CEO, Transferwise

1. Welcome from the Chair:

- 1.1. Welcome from **Eileen Burbidge (EB)** and thanks Funding Circle for hosting the meeting.
- 1.2. **Chris Pond (CP)** explains he will need to leave at 11:00 to attend the Open Banking Expo where he will be speaking.
- 1.3. **Will Thorne (WT)** will be joining via dial-in due to extenuating circumstances and being the only one available for the Insurtech Board update.
- 1.4. Welcome to **Blair Turnbull (BT)** who is joining the meeting for the first time. Offer of introductions but was not necessary from papers and name plates.

2. Agenda Item 2 - Treasury Verbal Update:

- 2.1. **Thomas Price (TP)** gave verbal update.

3. Agenda Item 3 - Fintech Toolkit update:

- 3.1. **Matt James (MJ)** gave the update. The guidelines were launched early November and have seen over 4000 downloads. Since this we have had a roundtable with fintech companies organised by Innovate Finance and gathered 9 points which were included in the papers and outlined issues or points to consider when moving forward. Fintechs would like more clarity on who to talk to within corporates. Annex D was of particular interest to the fintechs so would be good to consider when moving forward.
- 3.2. **MJ** requests if the FDP can push the guidelines out to anyone who might find it useful and generally be ambassadors for this work.
- 3.3. **EB** asks what lessons have been learned and how will momentum be maintained. **MJ** explained that it was generally a positive experience. Collaboration of the banks in that way is a new concept and is very exciting for the possibilities moving forward. The fintech community was very engaged. The next challenge is to make sure it forms the base for further documents moving forward and ensuring it is kept alive and growing with the toolkit.
- 3.4. **MC** asked how we would track success of this project and who will benefit from this work?
- 3.5. **MJ** explains that the success will be driven by the number of downloads of the document and the reach this document has. It will also be shown by the work to come and the foundation this work sets for future projects. The next steps could take the form of a charter that banks can sign up to and demonstrate they are a good partner for fintech companies. That framework for having a self-motivated system will be more viable than trying to get banks around the table trying to agree the measures.
- 3.6. **SD** asks if there is a way of telling who is downloading the document and if it is possible to contact who has downloaded it. **GM** said that Tech Nation were currently not gathering information about who is downloading the document but will take the point away to see what is possible.

- 3.7. **GM** states that there has also been a lot of international interest in the document from, Brazil, Italy and Israel so far. **GM** explains that a charter could improve competition within the industry. **SD** asks that if these are unsolicited can this be used to support the DIT's initiatives.
- 3.8. **CC** is in discussion with DIT to build a 'super portal'. If people are interested in fintech. The aim is to collect all information about the industry in one place to help people coming into the UK understand the climate. This is in discussions still but will be a big piece of work going forward.
- 3.9. **EB** thanks everyone for their information and **MJ** and **GM** for their update.

4. Agenda Item 4 - Digital ID working group:

- 4.1. **Eamon Jubbawy (EJ)** gave the update. Approaching Q1 for the sandbox to kick-off. This is a big piece of work and an opportunity to show what has been achieved in three years. In the current climate in the UK this can help protect against fintechs who might currently be discouraged from headquartering in the UK. Overall this will also provide a better experience for the UK consumers as the ultimate goal of both this project and this group.
- 4.2. Non-FDP banks have been included in the talks along with five tech providers. **EJ** opens this up and asks if anyone else within the FDP wants to get involved. It is a completely open project as is the sandbox. Currently it is anticipated that entries will be staggered over 12 - 18 months. Starting with a small number of fintechs and the banks joining later. Thomas Ward has been appointed as case officer from the FCA and is working on this as a point of contact. The FCA is pushing and continually looking to get this up and running, this is a great position to be in with the regulator leading on innovation in this way.
- 4.3. **EB** was interested to know how the communication was going with the rest of the group and other banks.
- 4.4. They are all now feeding in, it is becoming the leading project and everyone is now feeding in information.
- 4.5. **SD** stated that the FSTIB report is being launched around a similar topic, a number of recommendations came out of it and a few are currently with the FCA and with HMT. **SD** explains that the liability model needs to be solved alongside the technology issues in order for this to fully be ready.
- 4.6. **EJ** explained that those issues and alignment are what they will be working on moving forward and has already read and been engaged with the FSTIB report.
- 4.7. **CC, SD** and **EJ** discuss the possibility of all the individuals and people involved get together as a group to align this work. There are currently different people looking at this issue but in very different ways.
- 4.8. **EB** appreciates the comments from everyone involved and as with the toolkit, gives commendations for getting all the parties around the table and making strides in this work.

4.9. **CP** left the meeting.

5. **Agenda Item 5 - Skills & Talent working group:**

- 5.1. **GM** gave the update. **GM** has provided a number of options for the group to consider.
- 5.2. Change of tact when considering the Skills & Talent working group we are still without a chair for this group, and we believe it may be a good tactic for the panel to support existing initiatives.
- 5.3. There is an FSTIB report coming out in January which is focusing on skills and talent from the perspective of universities.
- 5.4. **SD** explained that there is a big problem with measurements of necessary skills in the market, and skills coming out of the universities. There will also need to be a push for secondary schools as well.
- 5.5. **BT** asked what the problem the group is trying to solve is?
- 5.6. **CC** the main focus is on the skills required for the industry over the coming years.
- 5.7. **SD** confirmed this and went on to explain that in 7 to 10 years time banks alone may need more talent than the environment can provide. This is already an issue that fintech is facing today so will only be increased over the years.
- 5.8. **CC** backed the university and college approach from fintechs explaining having a presence is key. Having workshops or going into universities, colleges and secondary schools in order to feed their own pipeline.
- 5.9. Group went on to discuss some of the existing initiatives and how to get involved in this initiatives.
- 5.10. **EB** asked whether we should catalogue everything we know already and all the initiatives that members are involved with or have connections to. This way we can have an overview of what is going on and where or if we need to get involved.
- 5.11. **GM** and Tech Nation will collect this information and feedback to the group.
- 5.12. **CC** brought up the final point around the possibility of a job board for fintech jobs and finding a way to get this into universities.
- 5.13. **EB** thanks everyone for their engagement and says we will continue to look into this work stream.
- 5.14. **EB** welcomes **Will Thorne (WT)** who has dialed into the session to give the Insurtech board.

6. **Agenda Item 6 - Insurtech Board Update:**

- 6.1. **WT** brief update on the papers given to the group. Publicly launching of the toolkit in early Q1 and taking a leaf out of the standards to get some government backing.

- 6.2. The Insurtech Board is on good terms with the DIT. This will be the main focus for Q1.
- 6.3. **GM** went on to say that he is very happy to see the work done on the toolkit. It is being done in a different sequence than the fintech guidelines focussing on the toolkit before bringing in any guidelines or standards, giving a template for people to use in order to have the early conversations. Looking forward to this going forward and it should be great for the sector.
- 6.4. **EB** thanks **WT** for the update.

7. **Agenda Item 7 - Access to Capital:**

- 7.1. **EB** gave update. Had a good start with 14 different VC's in attendance and an oversubscribed event. Looking to the 1st week of march for the next Access to Capital event.
- 7.2. **EB** then went on to ask the group if they believe a broad Access to Capital event is best or if they should look to be more specific next time?
- 7.3. **Panel** agreed that keeping it broad would be best early on. But Insurtech could benefit from having the focus in order to move forward with their plans.
- 7.4. **EJ** would like to know what investments have come off the back of the event.
- 7.5. **CC** explained that all help in this area is positive as this is one of the biggest challenges for Fintechs. Would it be worth or possible evaluating what VC's have invested in how much and when? It would be very useful to know about how they go through that journey.
- 7.6. **MC** explained that the first one seems to be a success and it would be good to have another event but it would also be good to measure the direct and indirect investments from the event.
- 7.7. **EB** thanked everyone for their inputs.

8. **AOB:**

- 8.1. **EB** offered a look back as a retrospective of the year. In 2017, the FDP was involved with the Fintech For All competition in November 2017. However there has been a lot of movement this year with a lot of work going on under each of the working groups.
- 8.2. **EB** goes on to thank everyone who was involved in these groups and then open it up to the panel about feedback from the work done, potential new objectives and how to reach the overall objectives and the refresh of membership which will happen in the new year. She also asked what purpose the group wants to serve going forward, and how do we best serve the industry?
 - 8.2.1. **TP** the focus on delivering projects has given the FDP a clear role in the UK fintech ecosystem.

- 8.2.2. **TP** goes on to say that the FDP is particularly relevant through the engagement with each of the sub-groups, and work streams and the fact that it is already delivering tangible projects and programmes.
- 8.2.3. **Panel** agrees that a balance between tangible products and discussing the issues in the industry is key.

- 8.3. **SD** it is key that with all of our objectives and deliverables we ensure everything is joined up and aligned with other programmes and projects in order to make sure they last and have an impact.
- 8.4. **SD** went on to talk about the original objectives and stated that the access to markets is an area where we should focus as this an area we have not yet given attention to.
- 8.5. **EJ** stated that there needs to be an equivalent to the sandbox for each of the areas. In order to test the best approach and allow people trail and error in a safe environment, particularly something like skills and talent.
- 8.6. **EB** and **GM** moved the discussion on to the membership renewal of the group. **EB** stated that we have always wanted more fintech representation on the FDP and getting 2 or 3 more fintechs around the table would help to feed the priorities for 2019.
- 8.7. **EB** requested any recommendations for new members to be sent through to **GM**.
- 8.8. **EB** opens up for any other AOB. And thanks everyone for their work and suggestions.

9. **EB** thanked everyone for engaging and thanked **MC** for hosting the meeting.

End