

UK Fintech

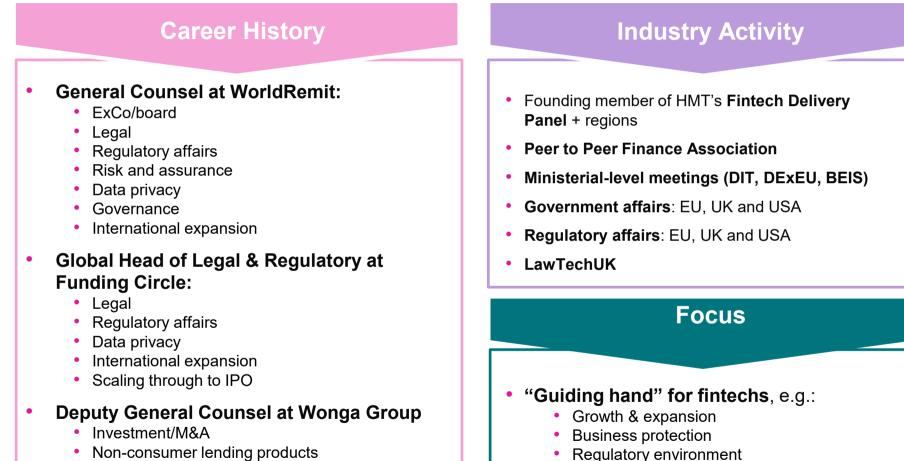
Regulation and opportunities for existing and future investors

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Martin Cook, Head of Fintech

About me





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Digital innovation and transformation

- Non-consumer lending products
- Operations
- International expansion ٠
- Royal Mail, Euroclear Bank and law firms

Trends in the UK Fintech environment





Doing business in the UK: observations



- Open economy, business focussed
- Good support structures for businesses:
 - Strong advisory community
 - Active eco-system, including trade groups
- Strong rule of law and regulatory certainty
- Large talent base:
 - e.g. financial services (end-to-end capability) and tech
 - Domestic and global

Starting business in the UK: considerations

- Establishment mechanics: best corporate structure?
- **Analysis:** the regulatory perimeter; ongoing compliance burden
- Route to market: authorisation vs "appointed representative"; MVPs; regulatory engagement
- Office space and facilities
- Key local contracts
- **Tax:** set-up and funding issues; repatriation of money
- Intellectual property: protection needed
- **Staffing:** requirements; local talent (availability and cost); visas
- **Banking:** getting a bank account (start early)
- **Data:** equivalence but local registration or representative

"Launchpad" service for inward investors



Overview

- Our project managers help inward investors to fast track the UK set up process to let them focus on serving customers and winning new business
- Free scoping consultation meeting
- Full-service offer
- Rapidly deployed project management to deliver on the ground support
- Fixed-fee pricing of legal advice for the establishment of UK entities
- Our overseas enquiries



24 hour help desk:

launchpad@burges-salmon.com



Thank you!

Martin Cook martin.cook@burges-salmon.com



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