

# **UK Fintech**

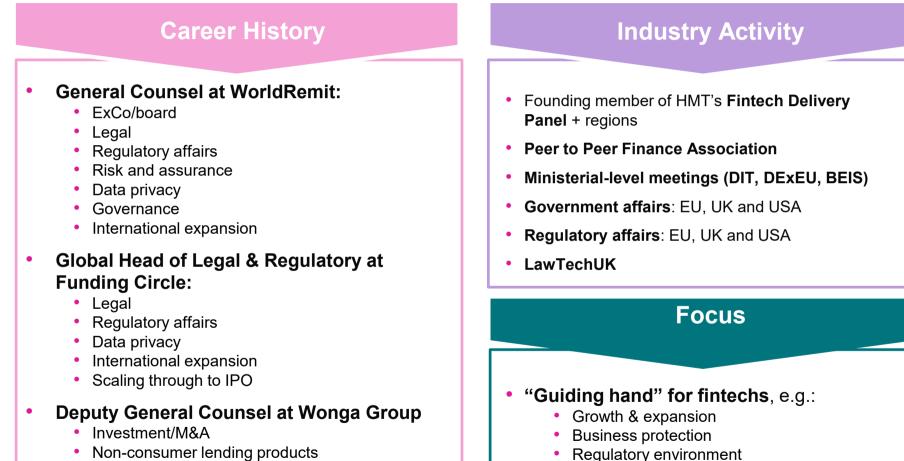
# Regulation and opportunities for existing and future investors

31 March 2021

Martin Cook, Head of Fintech

## About me





•

**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



This presentation gives general information only and is not an exhaustive statement of the law. Although care has been taken over its content, you should not rely on it as legal advice. We do not accept liability to anyone who does rely on its content.

© Burges Salmon 2021