

UK FinTech Companies 2021 (DIT, India)

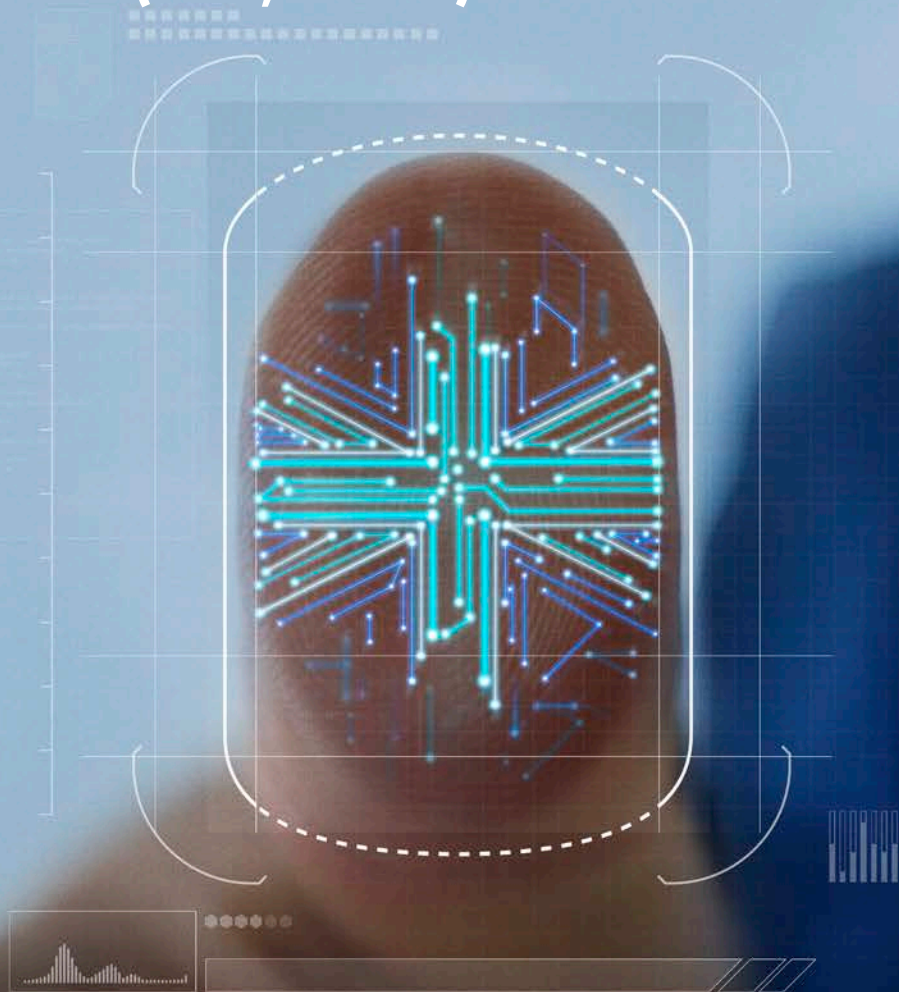


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Foreword



**The Rt. Hon. The Lord Mayor
of the City of London
Alderman William Russell**

India and the UK are both leaders in FinTech.

Our experiences of the pandemic have shown just how important and resilient this sector is.

FinTech has been an invaluable support to people.

From contactless cards to online and mobile payments, Blockchain to Open Banking – all these developments have given people more power to manage their personal finances.

This has allowed them to react quickly to the rapidly changing financial picture.

We have also experienced faster digitisation, with adoption estimated to have happened 18 months quicker due to the pandemic.

So as our economy recovers, FinTech will be one of our most valuable tools.

Investment in UK fintech hit a new record this year, with almost £18billion worth of deals in the first half of 2021.

This puts the UK second in the world behind the US.

The sector is moving quickly, highly mobile and always adapting.

Which is why the City of London Corporation and Innovate Finance worked to support the recent Kalifa Review of UK FinTech, which sets out a strategy and delivery model for us to make sure we continue to have the best possible ecosystem for Fintech.

By 2030, forecasts estimate that FinTech will contribute £14billion to the UK economy.

The Review makes a number of suggestions to ensure we achieve this. It combines recommendations to support fintech startups and scaleups access the capital, skills and regional and international expansion opportunities they need to succeed, with important measures to ensure the industry will remain underpinned by world-leading policy and regulation.

In the City of London Corporation, we are passionate about supporting dedication in this sector. Indeed, we have already seen great success with our digital sandbox pilot, which is a space for innovative companies to test out their ideas in flexible and safe space. We got a great response from the pilot and, because of that, we're working with the Financial Conduct Authority to provide greater access to the sandbox for international companies.

Global connections are crucial to the fintech story.

There are many links between the UK and India's booming FinTech sector.

In recent years, the City of London has worked closely with the Indian High Commission on the Access India Programme, helping British firms, including Fintechs, access the Indian market.

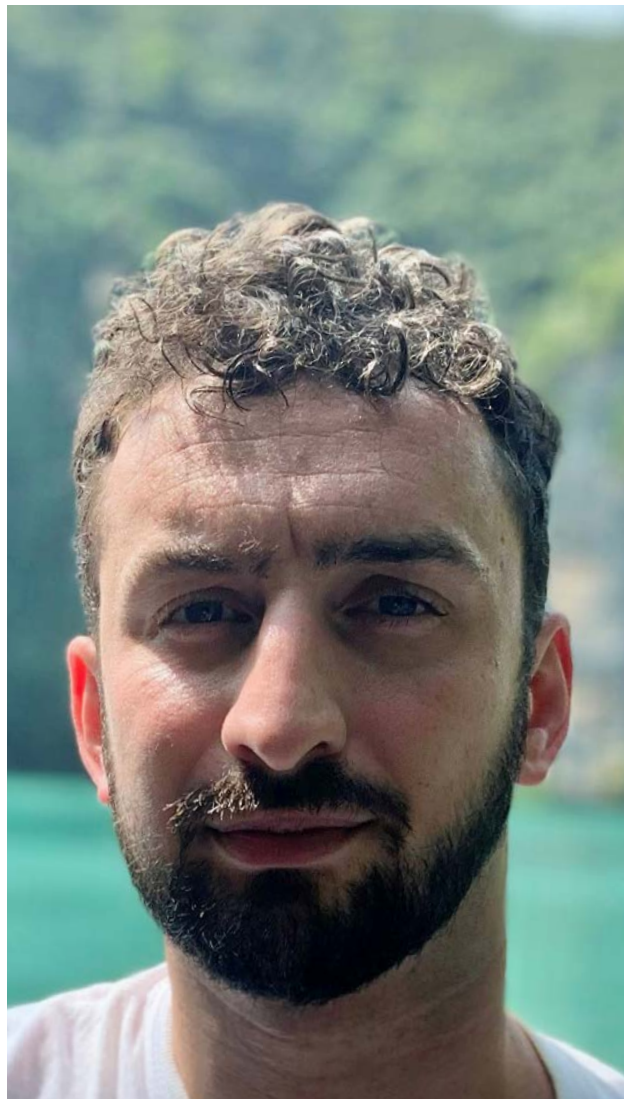
Fintech has been a central theme of the recent UK-India Economic & Financial Dialogue, with commitments to working even closer in future.

The companies listed in this brochure are part of that story, and I hope you will be able to make new connections with them and find the services you need.

I look forward to speaking at this year's Global Fintech Fest, and hearing from others about how Fintech is Empowering a Global Economy.

I wish you all a successful festival.

Foreword



Jack Jones
Co-Head of FinTech and Innovation
(International),
Department for International Trade

The UK FinTech sector contributes significantly to both the UK and global economy. The sector generated £11bn of revenue in 2019 and represents 10% of the global market share. Whilst London has proved a dominant force with more FinTechs than any other city globally, hubs across the UK continue to drive growth within the sector. Investment into Scottish FinTech firms has grown nearly 8 times in the past 5 years, whilst Manchester is rated in the top 5 most attractive European cities for FinTech firms. Additionally, the sector is at the forefront of the economic recovery following the pandemic-related challenges of 2020, providing solutions to help customers and businesses adapt and thrive in a new environment, and presenting an enticing prospect for investment.

The UK continues to offer the ingredients critical for FinTech companies to thrive, combining a highly skilled workforce, a digitally native population and a progressive regulatory and policy environment. 76,500 people work in FinTech within the UK, and there is a vast pool of talent available to stimulate further growth; London alone is home to 350,000 software developers, more than any other European city. As well as a digital adoption rate of 71%, above the global average, the ecosystem is bolstered by over 50 accelerators and innovation hubs across the entire country, driving collaboration and competition within the sector.

Underpinning the UK's credentials as a global FinTech leader are supportive regulators, particularly the Financial Conduct Authority and their Regulatory Sandbox. The sandbox allows firms to

test innovative and novel products in the market with real customers; the success and popularity of this has led to the establishment of a Global Sandbox (GFIN). The Kalifa Review, published in February 2021, proposed several initiatives to further enhance the UK's Fintech proposition, and cements the UK as the perfect confluence of ambitious policy, progressive regulation and a thriving UK-wide ecosystem.

India is one of the fastest growing FinTech markets in the world, with more than 67% of companies founded in the past 5 years. It is estimated that 1/3 of unicorns in India are FinTech companies, and the \$2bn of investment in the first half of 2021 almost matches the \$2.7bn in the entirety of 2020.

Venture capital investment in the UK sector doubled to \$6.2bn compared to the previous 6-months, and secured total investments of \$24.5bn, more than the rest of Europe combined

The impressive growth of the sector in India, the high level of Government support, and the clear appetite for investment in the sector makes India one of the most promising and exciting prospects in the global FinTech market, and a natural partner for the UK.

I am therefore thrilled to announce the association between the Department for International Trade (DIT) and the Global FinTech Festival. In the UK we are proud of what the UK FinTech sector has achieved, and eager to continue working with like-minded countries around the world to build on these achievements and nurture new opportunities. This festival follows a challenging time for the industry globally and is thus the perfect opportunity to strengthen existing friendships, forge new business relationships, and spark new collaborations. I encourage all participants in this festival to reach out to my team whenever you consider the UK and FinTech; we look forward to discussing how we can help you succeed and grow in the years ahead.



Last \$57.6600

▲ 0.2300 (0.40%)

Volume 839,900

08-08 14:45

Company Profiles

Agvesto

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www.agvesto.in (In)

Introduction

Agvesto is an insurance and capital markets business that offers agricultural insurance and debt products to the farmers and the agricultural businesses across the value chain.

The insurance products are designed to protect against climate related natural hazards (Heatwave, Drought, Flood, Excess rainfall, Hail, Wildfire, Cyclone) along with Logistics risk and Health risks.

The debt products are designed to provide access to capital to the companies and also the bond issuers such as corporations, municipalities and governments. We are a FCA regulated insurance broking business in the UK.

India market focus

Our subsidiary companies Agvesto India Private Limited and Agvesto India IMF Private Limited are addressing the insurance and capital markets needs.

Objective for India market

- Introduce insurance programs to the value chain
- Seeking B2B partnerships with businesses and financial institutions who are servicing rural segments.

Experience in the Indian market:

Currently delivering insurance programs across value chain.

Customers & key partners

US: 3 Major Insurers, 2 Surplus lines broker

UK/Europe: MGA, Lloyds brokers

India: A major General Insurer and Reinsurance partners

Bonds: Water bond issuers at the inter state level,

Insurance: Rural focussed Banks, NBFC/MFIs, FPOs, Agri businesses, Private sector Insurers.

Capabilities & USP

Insurance:

Deliver coverages to the agriculture and energy sectors.

Provide risk transfer/insurance programs to Agricultural Crop, Logistics, Health across arable, livestock, fisheries and aquaculture segments (direct and via partners).

Debt/Bonds:

Assist in debt solutions to the value chain companies in agriculture and sustainability focussed projects.

Assist issuers of Green/Sustainable bonds in issuance and post issuance.

First of its kind bespoke insurance platform that is complimentary to existing government programs.

Agri businesses, Off-takers, Farmers Producer organisation can get bespoke coverage against natural hazards.

Quality standards/Accreditations

EU EIT Climate KIC grant award, UKRI Grant award

Her Majesty's Treasury (HMT) Fintech award for 2020

Platform (Security audit competed in 2021 for Indian market)

AssetVault

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Introduction

AssetVault Limited: UK HQ with an Indian subsidiary

Offers Consumer Wills, Guardianships, Trusts and Power of Attorney in India via AasaanWill brand

Launched in India in 2021 after a successful UK run

100% legally valid Wills from the comfort of your home at a fraction of a lawyer's cost within 30 minutes

Globally, AssetVault has cataloged over £1.5 B worth of assets

B2C product; AasaanWill is digitizing Estate Planning

Third wave is coming. Taking care of your loved ones is a huge part of financial wellbeing

India market focus

Indians work hard to build up assets but fail to create an estate plan. Over 95% do not have a Will

Without a Will, it costs ~INR 75,000 and 8 months in court to get control of Estate

Guardianship of minor children in jeopardy

Current Will writing process is expensive, confusing, time consuming and offline

Total market size over \$4B p.a and nearly 140M people

Customers

Retail customers at various life stages. eg. Live-in partners, Married couples, New Parents, Home Buyers, NRIs, Retirement Planners and Same sex partners. Urban and semi-urban audience

Key partners

We partner with Financial advisors, CAs, Insurance agents, HR professionals and FIs to help their clients, employees and customers

Capabilities & USP

100% legally valid, crafted by expert lawyers

Online: from the comfort of your home in just 10 mins

Five times cheaper than a lawyer

Notarization and Registration included

Lawyer access for any queries

Multi-Factor authentication: extreme focus on data protection

Customer support on phone: 9am to 9pm, 7 days a week

100% money back guarantee if not happy with final document

AasaanWill Varsity: educates India on Succession Planning

Quality standards/Accreditations

Fintech Rising Star Award by IFTA 2020

Backed by TechStars London

SXSW Fintech finalist, Accenture Fintech Lab London

Special Jury Award winner, Vizag Fintech Festival

Bibimoney

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Introduction

Founders, the Jessa family, originally from Gujrat and settled in Tanzania and the UK.

Bibimoney is bespoke patented, omnichannel digital banking solution that can reach 100% of mobile phones a market and cross border – a truly interoperable mobile money solution. Channels include online app and non-smart phones with our patented SIM-Skin.

Highly scalable and sustainable financial inclusion for the un- and under-banked, down to the last mile.

Bibimoney is established in other markets and ready to launch in India.

India market focus

Focus on creating sustainable financial inclusion right to the last mile - enabling our customers and partners to digitise their process and reduce costs of financial service to all.

Looking for Investors to supporting growth in India and prospective customers and partners to grow the ecosystem and distribution network.

Customers & key partners

Banks, financial service providers, remittance companies, SOE's
Every mobile phone user
Government, corporates, NGOs and SME's

Key partners

Financial product providers wanting to digitize their supply chain
Distribution networks – formal and informal retail outlets & agents

Capabilities & USP

Allows partners to offer any financial service digitally and on mobile, but to ALL phones (Smart & non-smart) on ALL mobile networks.

Products include - P2P/P2M, Bill pay, Airtime top-up, bulk cash distribution and collection, Cash-in, Cash-out, savings, pensions, nano-loans, micro & nano insurance.

Bibimoney is the only solution offering access to 100% of mobile phone users on any network – rural and urban areas as well as cross border (based on local regulations).

Digitize and reduce cost of financial service delivery

No need for Data connectivity or USSD as it communicates using our patented SIM-Skin technology and encrypted SMS.

Quality standards/Accreditations

Digital Leader Impact Awards 2021: Finaical Inclusion Winner

W&F Fintech Awards 2019::Most Innovative Mobile Payments Solution Provider'

IT Europa 2019 – 'Mobility Application Solution of the Year',

Global Business Insight Awards 'Sustained Excellence in Mobile Banking Services – 2019, UK

Boseman

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Introduction

Boseman believes that managing money digitally, in the future, will be radically different from today's Neobanks, Robo-Advisors and Credit Apps. They work with global partners, across the US, Europe, LatAm and Japan, to custom build the next generation of money management tools. In the credit, investment and consumer banking space with an exceptional team who besides building one of the Valley's first Robo-Advisors, FutureAdvisor (acquired by Blackrock, 2015) have also built and scaled products at Skype, Facebook and Unicorn Startups like Palantir and Intercom.

India market focus

Working with Technology and Telecom companies, Fintech Scaleups and Financial Institutions looking to build fundamentally innovative Embedded or Standalone Fintech products in the Credit, Investment, Payments or Consumer Money Management space.

Customers & key partners

Technology Companies embedding Fintech
Fintech companies

Financial Institutions

Key partners

Account Aggregators (E.g. Plaid)

Infrastructure Providers

Payments Networks

Quality standards/Accreditations

Multiple awards across London/Silicon Valley from Singularity University, Innovate Finance and selected by Governments multiple times amongst still competition.

Contis

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Introduction

Contis is a financial technology company and a European leader in Banking-as-a-Service. We provide end-to-end payment processing, card issuing and embedded finance solutions – enabling over 200 clients to deliver next generation multi-currency accounts, cards and apps to their customers.

We serve a diverse client base across banking, fintech, financial inclusion, insurance – and we're Europe's leading provider of card solutions for crypto businesses. Our unique crypto payments solution won Best Industry Innovation at the Card & Payments Awards 2021.

Contis has seen record growth, and recently announced we are joining forces with Germany's latest fintech unicorn: Solarisbank.

Our ambitious growth plans include geographic expansion across Europe, APAC and EMEA. This year alone, the 140 strong Contis team is expanding to 200+.

Contis has an e-money license and is authorized to provide regulated payment services in the UK and EEA.

India market focus

As part of Contis' expansion into APAC, we would like to work with Indian financial institutions, fintechs, start-ups, scale-ups, insurance companies, investment houses, major retailers / businesses who require a solid but dynamic processing technology provider.

Introduction to regulators and government entities essential for our growth
Contis has an established Indian regional presence through its Ahmedabad offices, including our CTO

Customers

Aviva, Paysera, Bitpanda, Swipe, BP, Binance, Token
UK Credit Unions

Key partners

Card networks - Principal Member to both Visa and Mastercard
Tech suppliers - W2, Ordopay, PIN4, Token

Capabilities & USP

Fully integrated, hosted solutions made available to clients via API on a highly reliable private cloud infrastructure capable of operating globally
Delivering payments services such as personal accounts and cards (physical and digital) along with connectivity to major banking payments rails across UK and Europe (Faster Payments, BACS, CHAPS and SEPA).

Specialist in B2B and B2B2C delivery, including value-added services – eg: customer services, rewards, anti-fraud, open banking connectivity (etc).

Delivery offices in UK (Skipton & London) and Lithuania with development teams in Ahmedabad

We are uniquely positioned to provide holistic end-to-end card issuing, processing and payments solutions entirely built and managed in house – delivering the highest platform reliability in the industry (99.99% uptime) while continuously developing innovative capabilities (consistently recognized as Best Industry Innovator).

Quality standards/Accreditations

Winner: Best Industry Innovation, Card & Payments Award '21 | Fintech Power 50 2018, 2019, 2020 | FT 1000 Europe's fastest-growing companies

CreditEnable

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Introduction

CreditEnable is a multi-award-winning credit insights and technology company that applies proprietary data analytics and AI technology to enable intelligent and efficient lending to SMEs. Our senior team has over 100 years of experience in tech, credit risk and SME equity investing across major developed and emerging markets. Our technology platform provides decision optimizing solutions to help SME lenders grow efficiently, while supporting SMEs to prepare for and access affordable credit from formal financial institutions. The firm also provides embedded financing solutions to e-commerce platforms and other platforms to help SMEs in those ecosystems access affordable finance.
Stage of development – Operational in India
Target market: India and emerging markets
B2B2C

India market focus

Continue expanding our presence in the India market, expand network of lender partners and strategic partners.

Highlight any experience in the Indian market:

CreditEnable works with 25+ lender partners with a combined AUM of \$260B and a suite of over 100 SME loan products. We also have a strategic partnership with Flipkart, one of India's leading e-commerce players with 300,000 sellers and over 300 million registered users.

Customers

SMEs that require assistance to secure business loans

Banks, NBFCs and financial institutions who lend to SMEs

Key partners

Lenders: banks, NBFCs and financial institutions who lend to SMEs

Digital SME provider platforms (tax, compliance, B2B commerce).

Corporate partners with network of SMEs

Capabilities & USP

We use machine learning to process and categorise the personal and financial data our customers provide us, and our proprietary credit assessment and lender matching algorithms are lender validated with lenders' specific criteria. This allows us to accurately match borrowers to lenders so that borrowers get the best loan suited to their business needs and lenders get the borrowers that best fit their credit criteria. We have 41 employees, 38 of which are based in India.

For borrowers: We ensure our borrowers get the best loan product suited to their credit profile and secure that loan directly for them. We also don't charge any fees for our services. Borrowers experience a stress-free process and benefit from reduced interest rates at better terms.

For lenders: Access to quality, creditworthy SME borrowers, reduced underwriting costs, reduced TAT on loan disbursements.

Quality standards/Accreditations

[IFC: Silver Winner, Responsible Digital Innovator of the Year 2020](#)

[The Central Bank of the UAE - Named one of the Fintech100 by The Central Bank of the UAE \(2020\)](#)

[Winner of Inclusive FinTech50 \(2019\)](#)

[The Fintech Power 50: Winner of 50s Ones to Watch](#)

Crowd2Fund

Contact

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CEO

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United Kingdom

🌐 www.crowd2fund.com

Introduction

Chris Hancock founded Crowd2Fund in 2014. We are an investment platform for entrepreneurs and so far our investor community of 12k investors have funded 500 businesses via the platform with £40m of investment capital.

We target small and medium sized businesses seeking loan based expansion capital.

We are a B2C platform

📍 India market focus

We would like to bring the platform technology to India and extend the platform capability to include payment and banking services to help people access not only investment capital but also give people access to a bank account and debit card via their smart-phone.

We have multiple Indian partners ready to go who have extensive local knowledge and will help us deploy the technology.

📍 Customers

UK based SME businesses

Sophisticated and high net worth investors.

Other FinTech start-up companies

📍 Key partners

Family office

Capabilities & USP

A bespoke P2P lending platform built to the highest standards

Blockchain enabled payment system

The platform brings together both investors and businesses in a single marketplace

We are currently supported and run from the UK but plan to have a local presence in India.

Only platform for SMEs that allows investors to choose the different businesses they want to back and allows them to build a diversified investment portfolio.

Businesses borrow from Crowd2Fund because it enables them not only to access capital but build a network of sophisticated investors who can support them over the longer term.

📍 Quality standards/Accreditations

MoneyNet 20201 Most innovative P2P platform

Directly FCA regulated

Cygnetsise

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Introduction

Cygnetsise is a London based blockchain start-up founded in 2016. Cygnetsise offers firms an application to manage and distribute Authorised Signatory Lists. This includes bank mandate management, delegated authorities, and authorised trader lists.

The product is live with nearly 50 enterprise paying customers across 21 jurisdictions. Corporate service providers, fund administration, private banking, asset management, trade finance & corporate banking. Although the product is horizontal covering all corporations in any industry. Offers a revenue generation opportunity.

Complements e-signature products.

B2B Product.

📍 India market focus

We are looking at prospective investors, customers and distribution / channel partners in this market.

We are aware that the problem we solve is widespread in India, but currently have no clients nor partners there.

📍 Customers

Banks and other financial services.

Corporate service providers

All medium to large organisations

📍 Key partners

Distribution / Resellers: Temenos, PWC, TrustQuay

Capabilities & USP

Permissioned Blockchain (with nearly 500 entities as at Aug 2021).

Replacing manual & inefficient processes, the Cygnetsise application reduces the time spent maintaining authorised signatory registers & provides a full record of changes made.

Integration into existing platform infrastructures (such as e-signatures).

Digitisation of this process removes paper whilst users gain better risk oversight, corporate governance and control.

Decentralised database that each user can offer trusted signatory data (and notarised documentation) to their peers, without the need for a 3rd party to administer.

Records all changes made with a timestamp.

📍 Quality standards/Accreditations

CityAM – Enterprise Blockchain Application of the year 2020

Doreming

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Introduction

All-in-One HR-Attendance-Payroll platform, integrated into regional banking & payment system, which enables workers to timely access their wages as they earned

An award-winning HR-financial technology company with over two decades of experience in banking integration, human resource, and payroll system development

India market focus

Focus is to realize a transaction tax, integrated with digital payment infrastructure among employers, employees and Department of Revenue. Transaction tax is like a consumption tax that is automatically collected at the time of payment.

This would help the Department of Revenue to collect tax effortlessly in real time and help the government to gain the ability to step up creating jobs for future emergency events by allocating the revenue to invest in infrastructure projects.

Customers

Temporary staffing service providers, Logistics, Call centers, Restaurant franchises, Manufacturing centers, Apparels, Medical equipment provides, Hotel chains, and Hospitals

Key partners

Banks, Mobile Payment & POS providers, Tax Authorities, Government Agencies, and Payroll Outsourcing companies

Capabilities & USP

Streamline outdated and fragmented HR processes from time and attendance, payroll, into “just-one-click”.

Provide your employees an immediate access to their earned wages.

Automatically calculate and collect taxes.

Offer alternative means of assessing credit based on concrete work and pay histories as well as financial participation records.

Enable the government to track and compensate for decreases in income due to external shocks such as COVID-19 and enable workers to apply for, manage, and repay emergency loans by linking the loan agreements to their national ID.

System that handles, automates, and secures to process all the complexities efficiently and accurately with over two decades of experience in ensuring customers stay compliant

Quality standards/Accreditations

Fintech 100 Emerging Star

Member of Level 39 & Innovate Finance in the UK

Grand prize of the Minister of Internal Affairs and Communications

Grand prize of the NTT Data Open Innovation Business Contest

Grand prize of the Mirai by Mitsui Sumitomo Financial Group

Earth.id

Contact

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Introduction

Company: EarthId is a UK based company founded by Shiv Aggarwal, a global thought leader in Identity and Blockchain space. EarthId is transforming how people interact with the financial services, access healthcare, apply for employment and travel seamlessly. EarthId's solution is going to be the cornerstone of the future economies.

Product: EarthId's SSI platform allows secure and frictionless exchange and verification of identity information. EarthId helps organisations reduce identity frauds, and save time and costs associated with customer onboarding processes, while ensuring privacy and regulatory compliance.

Product Stage: Live solution

Market: Cybersecurity, IAM, Fintech, Regtech, Deep Tech

B2B product

India market focus

Objective for the Indian market – Drive adoption of self-sovereign identity in compliance with PDPB and other cybersecurity and data protection guidelines

Experience in India Market – EarthId has operations in India and plays an industry leadership role in the Blockchain and Identity space.

EarthId's team, including Shiv Aggarwal and Debajani Mohanty are well renowned experts in the Indian ecosystem.

Customers

Enterprises across BFSI, Healthcare, Travel and Hospitality | Public Sector | Innovative SMEs

Key partners

Fujitsu, Tech Mahindra, Hedera Hashgraph, Government Blockchain Association, BlockApps, Fulcrum Biometrics, Tech 5

Capabilities & USP

Universal ID with Selective Data Disclosure
Multi-Channel and Multi-Tenant Digital ID wallets
Passwordless Authentication using multi-modal biometrics

Identity Provisioning and Proofing
Identity Verification Across 200 Countries
Compliant with W3C DID and VC standards
Benchmarking SSI using 3rd generation DLT
Fighting frauds using multi-modal biometrics
Multi-channel multi-tenant wallets for both low-tech and high-tech environments

Championing keyless and passwordless access management
Identity Management supported across 200+ countries
Ingenious thought leadership and industry expertise
Unparalleled enterprise grade platform

Quality standards/Accreditations

“Best use of Blockchain in Financial services” award at India FinTech Awards (IFTA) 2019
Finalist at India FinTech Awards (IFTA) 2020 for “Best Innovation in RegTech” and “Fintech Startup of The Year”

Findexable

Contact

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United Kingdom



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Introduction

[findexable](#) is a data analytics company which has built the world's first real-time [Global Fintech Index](#).

The Index is a digital discovery channel giving buyers of fintech innovation a 360° view of the fintech landscape, new innovations and technologies. It enables every single fintech company in every corner of the world to register and showcase themselves, identify suitable growth programmes, new markets and gauge competitive trends.

The Index launched in July 2020 and the [second Global Fintech Rankings Report](#) launched in June 2021 – achieving 1,000+ downloads across 111 countries in the first week. If you are a fintech company, accelerator or association involved in supporting fintech, put yourself on the map [here](#).

India market focus

Objective for the Indian market-

Looking for all companies and organisations involved in fintech in India to get engaged with the real-time Global Fintech Index to ensure the Indian fintech ecosystem is accurately reflected. Strategy and growth consultancy, bespoke research and analysis are available together with commercial partnerships and promotion opportunities.

Footprint in the Indian market-

To reflect a full, up-to-date and consistently relevant picture of India's fintech ecosystem we're working closely with IAMI, DLAI and the India Blockchain Association.

Customers

National/regional/local governments and growth agencies | Investors and buyers of fintech | Fintech companies | NGOs

Key partners

Technology and data partners | Fintech associations (the Global Fintech Network) | Regional Ambassadors

Capabilities & USP

A discovery platform with a map to track and benchmark fintech activity, fintech companies, accelerators and fintech associations in +285 cities worldwide.

Using real-time technology to make it easier to invest and to ensure more money flows to innovative firms often overlooked.

A Global Partnership Network including StartupBlink, Crunchbase, SEMrush and more than 70 regional organisations provide a truly global reach of 60 million and in-market knowledge and expertise.

Board with in-depth experience in fintech, finance, commercial, marketing and government relations.

A truly global, objective, unmoderated and real-time fintech discovery tool and ecosystem benchmark.

This is an open access database giving every fintech company the opportunity to be featured free of charge.

Quality standards/Accreditations

Save the date: 1-4 November 2021 for the launch of the [Fintech Diversity Radar](#), the first dataset and analysis of gender diversity in global fintech. The launch is hosted at [Financial Inclusion Week 2021](#).

FXGuard

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Introduction

FXGuard is a UK based fintech start-up company with a vision to forever change the way corporations and institutions, both big and small, manage foreign exchange (FX) risk in their businesses. Protecting bottom-line by active, and effective FX risk management is even more important for businesses during uncertain, and challenging times. FXGuard is well placed for strong client traction, and growth in the current, and post Covid19 environment due to its unique FX risk focus, and digital offering.

India market focus

Senior level client contacts of Founder, and Leadership Team would deliver initial customers and traction. The word of mouth due to our unique subscription pricing making FX risk management utilitarian would also be the key to bring the customers to us. This will be followed up by digital marketing, partnerships with treasury/accounting firms, macro-economic, and treasury events.

Capabilities & USP

A full-service technology driven web-portal where both SME and large customers can manage the FX risk in their businesses. They can do it by analysing their FX exposure (FX Exposure Calculator, Risk Impact, etc.), dealing in FX products (in our Trading module), and using our analytics (Risk Horizons, Risk Alert, Hedge Accounting, etc.), while reducing the cost of effectively managing the FX risks through our unique industry first subscription-based model (similar to SaaS). Depending on the size of customers, and their existing FX risk management approach (if any), we believe that our solution can bring in the average savings in excess of 0.5% of FX volumes dealt by our customers, and further several percentages of savings by protecting their gross margins from FX movements. We have a demo ready product, and plan to launch by Q4 2021.

Quality standards/Accreditations

Most large banks and FX brokers are our competitors. Both have little focus on FX risk management, and this results into higher costs for their customers over time. With focus on technology driven FX risk management, and utilitarian costs, we would offer better FX risk management at significantly reduced prices to our customers, both big and small. FXGuard's FX risk focused proposition for businesses only: "Platform-Pricing-People" will be the key differentiator from its fragmented competitors who focus on both individual and business customers. In a large and fragmented FX market, there is substantial room for a player with nuanced, unique, and disruptive value proposition such as ours.

Glint Pay

Contact

Andy Barlow

Creative and Brand Engagement
Director

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London,
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Glintpay.com

Introduction

Glint is the gold-based, global, multi-currency Fintech, regulated by the FCA, with teams in the US, UK and Japan, that has enabled real, allocated gold to be used instantly and securely, as everyday money in electronic payments.

Buy, save, send and spend real gold and other currencies digitally using your mobile device and Glint Mastercard. Glint's clients own their allocated gold and it is kept secure in a Brinks Vault in Switzerland, insured by Lloyds of London.

Currently B2C with early stages in B2B

India market focus

Aim to launch Glint to consumers and businesses in India.

Requirement to partner with a Mastercard issuing bank.

Looking for: India focused investors: VC's, Corporates & Family Offices. Distribution & API partners: Gold brokers, wealth managers, banks, robo-advisors, ETF's, Telco's and payment platforms.

Glint has had exploratory talks with: HDFC & ICICI banks, Aditya Birla, Tata & an Indian gold ETF.

Inward remittance payments: \$83bn mainly from Middle East & USA.

Most of the 554m 19-80yr old Indian population own gold:

- \$54bn annual Indian consumer gold demand
- \$8bn annual Indian investment gold demand
- \$6bn Indian gold ETF holdings

Customers

Over 84,000 registered users in UK, USA and Europe.

Small number of corporate clients testing the product.

Key partners

Mastercard | Lloyds Bank | Sutton Bank | Sprott Asset Management | Tokyo Commodity Exchange

Capabilities & USP

Proprietary, unique, multicurrency platform.

Glint enables payments in real, digitized gold, even at the checkout, anywhere Mastercard is accepted.

Democratization of gold ownership. Minimum \$0.01.

P2P payments: Clients can now send and receive digitized gold between Glint accounts both domestically and cross-border.

Glint's FX is up to 6 x cheaper than the banks and its transactions are super-fast, taking less than 1/4 of a second.

Teams in London, UK; Bolder, US and Tokyo, Japan.

Regulated framework across UK, Europe and USA. Would require approval from RBI.

Quality standards/Accreditations

Regulated in the UK by the Financial Conduct Authority

PayTech Award Winner

ICC Solutions

Contact

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CEO

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United Kingdom



www.iccsolutions.com

Introduction

ICC Solutions was incorporated in 1996 by Dave and Wendy Maisey, with the head office located in Warrington in the UK.

For over 20 years we have been the globally established vendor in the EMV Test Tool space, supplying qualified test tools for all the major payment brands including Visa, Mastercard, Discover and American Express.

Our test tools and services are purchased time and time again by major banks, acquirers and merchants who love their ease of use and extremely high quality.

India market focus

We are looking to the Indian market to provide prospective new customers and source distributors and resellers within different regions of the country.

We have sold our products in India previously, but feel that, in the current financial climate, our test tools and test cards are extremely relevant and would be invaluable.

Customers & key partners

Banks (merchant acquiring)

Payment Brands

Merchants / Retailers

Terminal & Card Vendors

Key partners

Distributors

Resellers

Capabilities & USP

Our product portfolio offers the complete set of qualified test tools for contact and contactless EMV terminal testing for both Level 2 and Level 3.

We stand out from the crowd with our dedicated team who are passionate about the products and services we provide – from initial enquiry to after sales support.

Exporting to over 100 countries has given us vast knowledge of the needs of our customers, no matter what their location or industry sector.

Quality standards/Accreditations

Winner of four Queen's Awards for Enterprise in the International Trade Category (2012 & 2016) and Innovation Category (2012 & 2017).

Proud to be DIT Export Champions and Northern Powerhouse Export Champions.

Katana Lab

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Introduction

B2B SaaS spinout from ING Bank Credit Trading + AI Lab

Available on Bloomberg since May 2021 (APPS KTNA <Go>)

Streaming analysis of over 200 million bond pairs to determine relative value of any bond against all others

Leading edge Machine Learning to highlight high-profit trade opportunities with 80% accuracy

India market focus

Seeking value-adding strategic investors in scale-up funding round

Interest to add Indian asset managers and banks as Katana users

Ideal partnership would be able to contribute to both of these

Customers

Asset Managers

Banks

Other bond traders & credit managers

Addressable market for fixed income research & data estimated at \$15bn globally

Key partners

Bloomberg

Google Cloud

IHS Markit

Capabilities & USP

Leading edge Machine Learning & Big Data technology

Highly scalable Google Cloud computing platform

Experienced team of experts across disciplines

Sole provider for fully comprehensive relative value analysis

Significant cost and expertise barriers to create in-house

Machine Learning to estimate probability of trade profit

Available via Bloomberg or web browser as SaaS

Leading Point

Contact

Rajen Madan

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Introduction

Leading Point is revolutionising the way companies manage their operating models. We solve industry pain points around legacy complexity, spiraling costs and an ability to compete, leading to inefficient change.

Practitioner founded and led. A growing number of financial institutions, fintech and innovators rely on Leading Point to provide mature propositions in market entry & execution, enterprise data, ESG stewardship, risk and regulatory management and operating model performance.

India market focus

Looking to assist India Fintech and Financial Institutions to save millions in recurring costs through digital op models, create improved funding outcomes and global partnerships.

Leading Point are open to partner with Indian Fintech looking to expand in EMEA and North America using our domain expertise, solutions and relationships. They are keen to assist Banks, Insurers and Asset Managers significantly improve KPI's. They were part of the Fintech Trade Mission to India in 2019-20 with the London Mayors Office.

Their core team have extensive experience in business growth, innovation, VC, digital platforms and a wealth of partnerships with blue-chips and start-ups.

Customers & key partners

Clients and partners include Global Financial Institutions, Market Data Providers, Fintech, Tech Innovators

Recent successes include Citi, Deutsche, Nomura, BAML, Wells Fargo, HSBC, UBS, Barclays, LSEG, Lloyds Market, iManage, Bloomberg, Clarivate, ARX. We are also working with companies outside

FS, including the J.League and several cutting-edge start-ups.

Capabilities & USP

Modellr: B2B SaaS product that combines expertise in operational processes, business rules and analytics to capture & measure operating model performance. Uses smart analytics and AI to provide insights into the data being viewed at any time.

Use cases: Third Party Data Management, Regulatory Ops, ESG Impact, Alternate Data, New Product and Service Studio

USP & BENEFITS TO END USER

Accelerated digital transformation, operating model performance, clearer view on regulatory risk, ESG impact management, third party data management and alternate data solutions.

Quality standards/Accreditations

2021 Listed as one of the most influential financial technology companies of 2021 by Harrington Starr

2020 Natwest Accelerator (Modellr and SMART_Dash Products)

2020 Investment Association Fintech Accelerator

2019 A-Team Data Management Awards – S/L Best Proposition for AI, ML, Data Science, Best Analytics Solution Provider, Best in Data Management

BSI Accreditation ISO 27001 Global Delivery

Industry Leading Data Kitchen Initiative

Mayors High Growth Business Company

McLEAR

Contact

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COO

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Introduction

McLEAR is an OEM and the pioneer of wearable payment technology for consumers and businesses. Our Smart Ring was invented & patented in 2013, made from a durable ceramic, designed and engineered to be water and shock resistant, requiring no battery or charging, and is payment certified compliant from Visa, Mastercard & Rupay.

McLEAR joined the MTG Japan family in 2017, as part of a series A raise of \$22.5m. McLEAR has 6 board of directors with experience from Sony, BoA and Thales.

The company currently operates in B2C markets in the UK and Japan, Kuwait will be our 3rd.

Supported by a strong network of partnerships such as Visa, Bankwest (Halo), Translink, Warba Bank Kuwait, Quantic, NPCI, Transcorp and many more.

India market focus

McLEAR have completed NPCI certification to become the first Indian Smart Ring issuer for Rupay contactless. McLEAR have forged a strategic partnership with Transcorp Int to launch India's first consumer Smart Ring program. The first 1,000 Indian consumers will start to receive their Smart Rings during the month of September 2021. NPCI are our payment network partners for this project.

Capabilities & USP

Our Smart Ring uses RFID/NFC to communicate to readers using passive technology. This means no charging or no batteries.

The problem: Physical payments have a terrible user experience post pandemic. The card is too big to carry easily and electronic devices run out of battery.

Mobile phones and cards are easy to lose. The world is moving to contactless technology post pandemic.

The Solution: A passive wearable Ring capable of combining a transit card, payment card and access control pass. Your Ring is always to hand, easy to carry, hard to lose and hard to forget. Pair this to an existing mobile application for UI. McLEAR has agreed to expand its manufacturing to India with its existing global partner should its Transcorp partnership become successful after launch.

Customers

Quantic Bank (U.S), Bankwest (AU), Transcorp (India), Warba Bank (Kuwait), EVERING (Japan).

Key partners

Visa, Thales, NPCI

Quality standards/Accreditations

Paytech Winners 2019, Innovate Finance Winners 2019, UK Fintech Award Winner 2021, UK Fintech Award Runner up 2021,

Payment certifications with Visa, Mastercard & NPCI (Rupay)

McLEAR have one goal, to make life more convenient by replacing the card as the dominant form factor for payment, access and transit.

Your Ring is always to hand, no more looking for your wallet, authenticating to your watch or phone, no more charging... oh, and it's waterproof.

Novastone

Contact

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CEO

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Introduction

Novastone is a London-based, international technology company that builds privately hosted white label messaging solutions for high value customer interactions in financial services, healthcare, legal and other organizations with critical high value interactions.

Novastone's secure, mobile-centric instant messaging platform is designed for firms that deliver a high-touch, personalised customer experience through relationship teams and customer service centres.

India market focus

Novastone is looking to work with regulated financial services businesses to adopt Novastone to solve the need for all client communications over instant messaging channels, such as WhatsApp, to be regulatory compliant, recorded and auditable and improve their client experience.

The Indian Financial Services Sector Regulations are similar to the UK and require all advice and communications with clients to be recorded, auditable and compliant.

Novastone is also looking for Indian technology partners to provide the local hosted AWS cloud environment and first line services for their Indian financial services clients, who are wanting to adopt Novastone's secure messaging solution.

SECURE MESSAGING SOLUTION

Novastone's mobile and web apps enable ultra-secure instant messaging with clients and colleagues, and are integrated with WhatsApp and WeChat, for those conversations where privacy and compliance are not optional.

Capabilities & USP

Deliver the best customer engagement with the market's most secure mobile chat

Accelerate productivity integrating staff workflows into customers' favourite chat channels

Easily connect internal and external contacts without compromising security, privacy and your regulatory requirements

Customers

Private & Commercial Banks

Wealth Management Advisory Businesses

Asset Management Businesses

Key partners

Cognizant & Other System Integrators

Infrastructure Providers

Channel Partners

Quality standards/Accreditations

PwC Scale Wealth Tech Programme

WealthBriefing Best Client Communications Award

Onfido

Contact

Harvinder Singh | Nikhil Saigal
VP Sales & Ops (APAC) | Country Lead

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Introduction

Onfido believes that identity is more than numbers. We digitally prove a user's real identity using AI. First, we verify their photo ID, then match it against their facial biometrics. This means businesses don't have to compromise on experience, inclusion, privacy or security. That's how we give companies like Revolut, Zipcar and CoinDCX the assurance they need to onboard customers remotely and securely.

Onfido is headquartered in London. It was founded in July 2012 by Husayn Kassai, Eamon Jubbawy and Ruhul Amin and has more than 450 employees in offices across San Francisco, New York, Lisbon, Paris, New Delhi and Singapore

India market focus

India is the third largest commercial market for Onfido outside of the US and UK. In India, Onfido serves some of the largest players in the areas of financial services, SME lending, consumer finance and transportation.

Customers

Crypto
Gaming & Gambling
Insurance
Transportation
Banking & Finance
Key partners
Credit Bureau's
System Integrators in India

Capabilities & USP

Onfido's identity verification (IDV) platform is a risk engine that combines various signals to assess whether a user is in fact the person they claim to be. They cover over 4500 document types from over 195 countries and in comparison, with the facial biometrics checks for impersonation fraud or spoof attempts. All this happens in a matter of a few seconds.

Control exposure to fraudulent applicants
Reduce customer drop off with better user experience
Get customer on-boarded faster with reduction in acquisition costs
Reduce internal manual overheads
Empower compliance team with granular results

Quality standards/Accreditations

Onfido Named to the 2020 CB Insights Fintech 250 List of Fastest-Growing Fintech Start-ups

Onfido Wins "AI-Based Cybersecurity Solution of the Year" in the 2020 Cybersecurity Breakthrough Awards

Onfido Wins "Best Innovation in Algorithmic Bias Mitigation" & "Outstanding Leader in Accessibility" at CogX 2020

We've been shortlisted in the 'Security Innovation of the Year' category at the National Technology Awards 2021

Oomero

Contact

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CEO | COO

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Introduction

The team has built this product from a payment industry background to simplify the compliance regime.

Single API or SaaS Platform which automates all compliance functions and then manually intervene to mitigate any hits.

Product is ready for launch.

Great for Retailers, Jewellers, Auction Houses, Real Estate as well as Financial markets such as Fintech, Share Dealers, Banks etc.

Working with clients to create complex products tackling fraud, account takeover attacks & phishing fraud as well transaction monitoring and custom solutions development.

This product is B2B and B2B2C.

India market focus

Objective for the Indian Looking for investors as well as clients. Discussing with Banks to supply data from our suppliers.

Highlight any experience in the Indian market; Already in deep discussions with several business information suppliers to integrate our product to give them better depth. Also reversing their product into our system to bring High quality Indian Corporate Data to our clients.

Customers

UK / Global Retail Banks
Other FinTechs / RegTechs
High Value dealers – Jewellers, Gold / Bullion, Watch Dealers, Auction Houses, Accountants, Lawyers, FX Companies

Key partners

Resellers | Channel Partners

Capabilities & USP

Single API and standalone SaaS platform for all compliance needs.

Addresses all key metrics to support compliance teams.

We use best of breed suppliers to support our clients.

Full local support in UK and India.

Any other

We provide a unique hybrid model with a variety of well defined suppliers.

Reduced compliance cost with all information updated daily.

Our product and expertise deliver a complete compliance solution using a hybrid of electronic & manual checks.

Quality standards/Accreditations

Ability to provide / create own Transaction Monitoring platform

Understand core banking

Understand cross border payments

PiP iT Global

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CEO

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Introduction

3 co-founders with 20+ experience in industry

International cash payments Platform for migrants to support their families at home by making cash payments where they live

We are cheaper and safer than cash transfer

Launched and transacting in the UK with payments going to Africa

Banking, e-wallets, e-commerce, bill payments
B2B2C product

India market focus

Looking for merchants in India (banks, e-commerce, e-wallet, billers) who want to be able to accept cash payments from NRI's

Also interested in working with Cash Collection Partner in India – Major retailer, POS or ATM Network.

Within the next quarter we will be accepting payments in GCC – Key remittance region for India.

Customers

UK/Global ig retail banks

E-wallets

Bill aggregators

E-commerce

Other FinTechs

Key partners

As above we are B2B2C

Capabilities & USP

Cloud based platform.

Migrants are often unbanked in their new country meaning they have to use expensive cash transfer offices to get money home. With PiP iT they can spend cash where they live to support family at home.

We are based in Ireland, and have an associate office in Mumbai.

Consumer – cheaper, safer and retain control of funds, compared to remittance.

Merchants – access to a bigger market via cash, Financially Excluded can use PiP iT.

Quality standards/Accreditations

DIT 2020 FinTech Award Winner

Ollie Walsh – Finalist in 2019 'Founder of the Year Awards in Ireland'

Prodigy Finance

Contact

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Country Head

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India

🌐 <https://prodigyfinance.com/>

Introduction

Prodigy Finance is revolutionising postgrad student loans, built on the idea that access to financing for international graduate education should be borderless, and based on future potential rather than current circumstance.

Established product - to date we have loaned over \$1b to over 20,000 students

Market = international students from 130 countries globally who want to study at top schools in US & Europe

B2C primarily, although we do offer a return to investors

India market focus

India is our leading market with c.50% of our customer base, studying STEM and Business degrees. We continue to expand our focus on the Indian market via direct customer outreach and via our partners.

Our student loan product does not need a co-signer and a collateral, which makes it a huge pull for Indian students. 89% of our customers did not have any other funding option, if not for Prodigy Finance.

Customers & key partners

International students (80% of our customers come from developing countries)

Key partners

We work with 800 top schools & universities in USA & Europe

We're funded both by institutional investors (Goldman Sachs, Deutsche Bank and Credit Suisse) and by private individuals

Capabilities & USP

Ours innovative borderless funding model is the first and only one of its kind in the world - no one else lends to students from as many countries, or supports as many global schools

Customer support team available via phone, chat or email throughout process

No collateral or cosigner required

Completely online process - get a quote in 20 minutes

Loan up to 100% cost of tuition and living expenses

6 month grace period after graduation before repayment

Quality standards/Accreditations

UK Enterprise Awards' 'Best Student Finance Company 2019'

Finance Monthly Fintech Awards' 'Lending - Advisory Firm of the Year - UK' (2019)

Ranked 33rd in The Sunday Times Hiscox Tech Track 100 in 2018

Protectbox

Contact

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Introduction

Founded in 2017 by CEO whilst she worked in UK government (Foreign Office) who saw gap for a marketplace that lets buyers find & buy all their security for their home, office, customers, city & more in 1-place. Signup-to-solutions in clicks, whether they're technical or not! See how sustainable what they're buying is & offset it through us too. 'Give' part of their subscription to their chosen cause, as they buy. Take pain away for suppliers too. Our AI/TechForGood helps buyers demystify a complex market by understanding their needs, then packaging solutions/suppliers to meet what our AI-driven system has learnt their need to be.

Value-add, plug-n-play for partners: extend existing or create a new security marketplace. Adapt our AI for their own offerings.

Selling globally, to all buyer, supplier & partner types. Agri, Health, Defense, carbon offset iterations in development, funded by UK government grants (£200,000 secured to date)

India market focus

Looking for: direct leads & channel partners to all buyers, suppliers, partners for our security marketplace. Just like banks sell insurance as an add-on, we can be sold as add-on by banks, insurers, investors, accountants, lawyers, telcos, OEMS, distributors/re-sellers, gov'ts, regulators, Trade Associations, Diaspora Councils, Chambers of Commerce etc
Pilots for non-security iterations (same profiles as for above)
Investment from (&/or potential trade sale to) HNW/ family offices
CEO & Advisors have extensive policy, security & infrastructure experience in India. CEO of Indian origin, spent early years there.

Customers

0,000s of users/partners including respected, global names
'0,000s of suppliers, with '000,000s products sold globally

Key partners

Sage & Oracle marketplaces offer our security marketplace to their business customers. Data is localised in Oracle's systems
Global (incl India) insurance broker offer us as their post-policy purchase security service, for their business/consumer customers
Developer of Agri, Health & Smart cities marketplaces for Indian government, are enhancing their services using our AI. We're also iterating our NetZero score/ offset for them, to UN SDG reporting tool
UK Agri data marketplace developing carbon offset mktplace with us

Capabilities & USP

AI (responsible, unbiased) & lean plug-and-play architecture.
Lean, remote team picked for right skills & to reduce operating costs. Desktop/mobile apps automated for low operating costs
Client servicing team/Support operation on ground in India.

Sales distribution partner enables sales into India

1st to market:

Unique: No one offering our full end-to-end process that goes beyond 'self-serve' & used as plug-n-play extensions

User-friendly process: 1st to package solutions using AI

Independent

High barriers to entry: go-to-market requires government & corporate Partners prohibitively large Supplier ecosystem not easy to access

Tech4Good:

Values of Trust, Transparency, Fairness, Inclusivity
unique non-security/NetZero iterations developed with partners accurately with over two decades of experience in ensuring customers stay compliant

Quality standards/Accreditations

10 Awards (50+ finalist) incl CogX 2020's Best AI in Cybersecurity & Most Influential Women in Tech longlist 2021, 2020, 2019 & 2018
30+media incl Times, Telegraph, CityAM, Evening Standard, WiredTechZero taskforce & UK govt's SME Climate Commitment members

Revolut

Contact

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India

🌐 <https://www.revolut.com/>

Introduction

Launched in 2015 in UK, we are building the world's first truly global financial superapp for individuals and businesses

36 countries, 2400+ employees, 30+ currencies, 20+ products across retail and business segments

Our growth story:

o 16M+ Retail signups, 5 lakhs+ Business sign ups

o 150M+ transactions

o \$~1B+ Cross border transaction/ month

Highest valued startup in UK at \$33B after a Series E round of \$800M in July, 2021

Our key products globally: Cross border payments, Savings, Card Payments, Wealth and Trading (Commodities, Stocks)

Revolut is led by CEO Nik Storonsky, supported by Co-Founder and CTO Vlad Yatsenko and board team.

The board is led by Chairman Martin Gilbert.

India market focus

£25M committed to the expansion in India market

Expected to go live in 2022

Revolut intends to support government's effort on financial inclusion and literacy by leveraging its strength in technology to increase digital adoption and help democratise digital financial services

Product roadmap curated to Indian regulations and consumer needs while leveraging our global tech architecture and synergies

Revolut India is led by CEO Paroma Chatterjee

Capabilities & USP

Revolut is building the world's first global financial superapp, to help people get more from their money – from everyday spending to planning for the future.

Spend abroad like a local and send money internationally with excellent exchange rates
Gold standard security and fraud protection - we protect customers with award-winning security systems and trusted partners

Machine Learning, Cloud Technology, Data Science/Analytics

Faster and more efficient operations, and deeper understanding of financial management - benefits for Revolut and the customer
Strong customer support teams based out of Europe and other regions

Territorial Reach and Recognition

Territories Served

UK and Europe

United States

APAC - Singapore, Japan, Australia and New Zealand

Recognition

2020

Tech Company of the Year at the UK Tech Awards

Deloitte Technology Fast 500 (EMEA)

Sunday Times Tech Track 100 (UK)

Telegraph Tech Hot 100 (UK)

British Bank Awards - Innovation of the Year (UK)

SalaryFits

Contact

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Global CEO | Head of Operations India

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📍 India, United Kingdom
🌐 salaryfits.com

Introduction

With everything we do, we believe in driving financial inclusion and promoting sustainable finance.

Our platform leverages the relationship between individuals and employers to provide financial institutions with the data and tools they need to offer fair financial products to an underserved population. We offer an easy-to-use financial wellbeing portal for employees that enables the efficient administration of salary deductions for HR & opens a new commercial channel to providers.

Our Track Record

We have 15 years of experience and helped over 5 million families to get access to fair financial services.

Presence in Brazil, Italy, India, Mexico, Portugal & the UK.

Raised US\$ 6 million in Series A funding in 2019.

India market focus

Driven solution to underbanked and new to credit, individuals without access to fair financial products.- SalaryFits is established in India, running few pilots, and currently looking forward for BSFI/Fintech partners to scale up its operations.

Capabilities & USP

Financial Providers

New customer acquisition channel.
Real time access to payroll data for KYC & risk assessment process.
Lower acquisition, transaction and collection costs.

Significantly lower delinquency rates.

Corporate / HR

Minimal workload and no cost for the employer.
Improving talent retention & employee engagement.

Compliance with global Info-sec & Data-sec regulations.

Employees

Access to products with better than market conditions.

User-friendly & hassle-free platform enabling salary deduction.

Independent financial education on how to save tax, make savings, insure themselves and much more.

Quality standards/Accreditations

Nominated in India Fintech Awards among the best fintech startups in the country in 2017, 2018 and 2019

Shortlisted in category "Most Innovative Startups" at TechHR India

Awarded with The Economic Times BFSI Innovation Tribe 2020 in the Startup category

Quality Management System

>> ISO 9001 certified.

>> Information Security Standard

>> ISO 27001 certified.

>> 100% cloud-based on AWS Servers

Sokin

Contact

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CEO

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Introduction

Sokin was founded by Vroon Modgill in March 2019 and exists to make global payments simple for both consumers and businesses.

Sokin is the only payment provider enabling global payments for a fixed monthly fee, giving consumers the power to make unlimited payments and transfers in a simple, transparent and hassle-free way.

Focused on creating an open and transparent payments platform, the new generation fixed fee payment service - Sokin Global Currency Account - is a convenient tool for unlimited international transfers and cost-effective currency exchange in 38 currencies to over 200 countries and territories for one fixed monthly cost.

The Sokin debit card can be used for all day-to-day activities as well as travel payments abroad. The debit cards will be available in over 80 countries (subject to, and pending, local licensing and regulatory requirements) and first launched in the UK in August 2021.

India market focus

India is a key market for Sokin and the team is fully committed to launching Sokin's full package of services in the region shortly.

Sokin has already partnered with MasterCard and RazorPay within India to help accelerate plans to launch the consumer wallet and card services - bringing consumers more choice and the power to make unlimited payments and transfers safely, seamlessly and securely.

Sokin has an aggressive rollout plan for a start-up and is set ramp up efforts to bring the power of Sokin to the Indian and the South Asian market.

Customers & key partners

Sokin is the official FX global payments provider for well-known football clubs Arsenal, Everton, Fulham and AS Monaco, with others due to be announced shortly, and has partnered with Mastercard in Europe, Asia and the Americas (to-date).

Capabilities & USP

Sokin is for those who want a low-cost alternative to the current system notoriously known for being exclusionary and complicated. There are no additional costs or hidden fees just straightforward currency exchange and money transfers, simplifying and democratising the process.

Consumer model: 1.) Basic Account is free which provide you with a 38 currency Global Currency account, 2.) Premium account is for a fixed monthly fee, and you get to make unlimited money transfers and currency exchanges.

Business model: Sokin charge a fixed fee % for each transaction with no hidden costs or FX mark ups.



Studio Graphene

Contact

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🌐 www.studiographene.com

Introduction

Studio Graphene designs and builds digital products. Our mission is to help create a world where new digital ideas transform lives.

We're a 90 person strong team of strategists, designers, engineers and product managers - headquartered in London, with studios in Gurugram, Lisbon and Geneva. Partnering with clients of all sizes from startups to global brands, we take a human-centred approach to our work. We're agile and creative - but have the experience and end-to-end capabilities to add value and turn our clients' ideas into reality.

Studio Graphene was founded in 2014. We focus on designing and developing Fintech products and software for both B2B and B2C markets.

India market focus

Our aim is to leverage our experience in Open Banking and creating innovative Financial Services products in Europe to work with Indian startups and Corporates, as well as international companies wanting to expand and customise their offering for the Indian market.

The vast majority of our work has focussed on working with clients in London and our experience working with clients in India is limited. However, a substantial portion of the Studio Graphene team is based in New Delhi and our expertise and knowledge of the market is supported by our physical presence on the ground.

Customers

Two of the largest banks in the Middle East.

A number of Fintech startups in the UK including Canopy and Mintago.

Key partners

AWS for cloud hosting

Capabilities & USP

Product Management, UI/UX Design, Full stack custom software development and DevOps / Cloud capabilities.

We help startups and ambitious businesses bring their digital product ideas to life.

We have 65 employees in our office in Gurugram.

We have extensive experience in designing, building and launching Fintech initiatives in the UK. In-house design and technical capabilities experienced in the Fintech / Open Banking space, with a focus on designing complex digital solutions for Fintech applications.



Tide

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🌐 <https://www.tide.co/>

Introduction

London-based Tide is the leading business financial platform in the UK, on a mission to help save SMEs time (and money) in the running of their businesses. With over 6% market share in the UK, it is launching in India as its first international market. It employs over 700 professionals worldwide, is one of LinkedIn's top 10 hottest UK companies to work for.

We support business owners from the very beginning, helping them register and set up their business, to taking their companies to the next level, with various credit options. Tide's platform connects multiple products and tools to help reduce the time spent on admin tasks.

UK- Established mature product (With over 350,000 SMEs as members, more than one in every 20 SMEs in the UK use Tide for their business banking and administration).

India - Ready to launch

MSMEs; organised and unorganised

Is this a B2B or B2C or B2B2C product: B2B

India market focus

Tide is presently in its Alpha stage, going into Beta by the end of 2021, wherein we plan to onboard 500 SMEs. A formal launch in early 2022, when we look to onboard 25,000 SMEs in the first year of operations. Over the longer term, we aim to reach 2 million SMEs in the next 3 to 5 years.

When assessing new markets, India emerged as a clear front-runner with 64 million SMEs and growing, there is a huge opportunity for scale. Besides, India has a large pool of highly educated and talented people. Tide has partnered with RBL to provide its banking infrastructure. Tide is also closely working with regulatory bodies like NPCI for UPI and others.

Customers

UK Home Office: SMEs
UK /Global Big Retail Banks: NA
Other FinTechs: NA

Key partners

Distributors: NA
Resellers: NA
Channel Partners:
(Tide's main banking partners)
ClearBank
PPS

Capabilities & USP

Kind of Technology used: Full-stack technology, data science, mobile and web, backend, cloud services etc. We also use AI and advanced data analytics for risk management, marketing and product development.

The needs of SMEs globally are universal. Tide's Agile structure-One Platform Concept-can be adapted and integrated with local product service partners to suit the specific needs in each market.

More than 200 Tideans (employees) in India working from the Global Development Centre (GDC) in Hyderabad; over the next one year the India team is expected to grow to 350+ employees.

Through Tide, we aim to bring convenience, to help SMEs in India get easy access to products like bank accounts, cards, securing working capital, managing cash flow, etc. along with tailor-made solutions for SMEs.

As the country emerges from the pandemic, SMEs are going to be crucial to the economic recovery and will need all the support to get back on their feet. Tide is committed to serving the 64-million and growing Indian SME sector and will help unleash the true potential of Indian small businesses.

Quality standards/Accreditations

Tide has also won two BCR grants in partnership with ClearBank (the only organisation to win two major awards), for \$82m and \$34m.

Tide has also won the Banking Tech of the Year at the UK Fintech Awards 2021

Voicekey

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Introduction

Experts in Voice-Based-Tech solutions
Owned software IP products - Voice Assistance & Voice Authentication

Multiple Languages – English, Hindi and Gujarati

Patents in place for USA and UK, whilst pending for EU

Over ten years of Research, Development and Innovation

Financial Services, Government, Healthcare

B2B and B2B2C

📍 India market focus

Implementing POCs within Indian Financial Services Market,

Seeking Partners/Resellers

Products in multiple languages - English, Hindi and Gujarati

Nilesh Gopali – Mumbai based Voicekey India Lead with valuable local expertise & Global FS deep knowledge

Tech Team - based in India

📍 Customers & key partners

UK MOD | Banks | Government type applications (TBA) |

Key partners

Amazon | Google Partner Advantage
Microsoft

📍 Capabilities & USP

Voice based solution across multiple languages and at scale

AI /Neural Network based software IP products - Voice Assistance & Voice Authentication

Patents in place for USA and UK, whilst pending for EU

Over ten years of Research, Development and Innovation

Tech Team based in India

Truly International with multiple languages

Superior performance and reduce costly old Pins and Passwords

No need to share personal/confidential data to be authenticated

Less tech savvy consumers can also easily operate

Improves user experience with faster, frictionless voice assistance and authentication

📍 Quality standards/Accreditations

Part of UK based Natwest / RBS Fintech Accelerator

Part of Mumbai FinTech Hub Accelerator

UK MOD Approved

Voxta

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Introduction

Voxta was founded to deliver voice solutions in Indian languages

Our voicebots handle conversations in 10 languages

Mature product with continuous new product innovation

Financial services, Retail, Govt and other

B2B for clients with large user bases

📍 India market focus

Looking for clients interested in improving customer service

Tailored to handle diverse Indian languages and voice accents

Financial services, Retail, Govt and other

📍 Customers & key partners

Financial services - large and mid sized Indian

Indian state government for self service platform

Consumer retail for customer service

National government for surveys

Capabilities & USP

AI & machine learning applied to customer service

All major Indian languages

Automates all calls and works 24/7

Strong development and client team from Hyderabad

One stop shop for Conversational AI & implementation

Call centre and mobile app voice automation

40 – 70% cost savings with improved CSAT ratings

Client owns data – not large tech giants

Low risk for clients - Voxta takes risk of initial implementation

New service within weeks

📍 Quality standards/Accreditations

Nasscom award for “AI for Good”

London Mayors FinTech delegation to India

WealthObjects

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Introduction

WealthObjects is a B2B financial technology company, helping forward looking financial institutions launch modern customer-centric digital wealth, investing, insurance and agent/adviser-led hybrid advisory solutions.

Wealth Managers, Investment firms, Banks, Insurance companies, Brokerages and many others work with WealthObjects to launch fully customised omni-channel digital platforms or improve their existing propositions.

India market focus

We are keen to build long term innovation and digital business model partnerships, and offer our innovative technology solutions to the Indian Financial Services Industry.

We have staff located in UK (London) and India (Hyderabad).

Capabilities & USP

One Platform – 100% REST APIs – Cloud Native – Powers many Solutions.

Our Solutions:

Digital Robo Advice

Hybrid Digital Advice

Digital Retirement

Self Directed Investing

Modern Adviser Software

Hyper-Personalised Portfolios

Many Others. Visit our website.

Quality standards/Accreditations

Certified as meeting both ISO 9001:2015 (Quality Management Systems) and ISO 27001:2013 (Information Security Management System) standards.

Multiple awards and recognition from Gartner, Bankers Technology, and many others in the industry as Best Platform Provider and Top Fintech companies in Europe.

Winvesta

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Introduction

The leadership team has over five decades of cumulative experience in global financial services and is spread across the UK, US, and India

Winvesta is a financial services platform that enables Indian residents to bank and invest globally with a multi-currency account and a US brokerage account.

Market – Retail & sophisticated investors in India and abroad

Winvesta recently launched the global banking product which is available for both individual and corporate customers such as Indian businesses looking to expand overseas and exporters looking to collect international payments.

Providing investment and banking solutions for B2C & B2B2C clients. The US brokerage product has been live for over a year.

India market focus

Interest in global asset diversification is gaining pace in India. At the forefront of this growth, Winvesta aims to make it truly seamless for investors to acquire, maintain and reallocate investments worldwide.

With Winvesta, thousands of retail investors are now able to access alternate investment opportunities like US stocks, foreign real-estate, international startups, and more. These used to be reserved for the ultra-rich till now. Winvesta has also partnered with 20+ wealth managers to provide global investing to their clients.

Customers

Retail investors in India, UK and Middle East

Indian freelancers collecting foreign payments

Businesses and NGOs receiving and making foreign payments

Key partners

US broker-dealer and UK e-money provide

Wealth managers and investment advisors in India

Capabilities & USP

Online sign-up and KYC to offer seamless digital onboarding

Integrated overseas banking and brokerage services to enable a full suite of services in a single platform. Investors can hold multi-currency accounts in the UK to access cost-effective cross-border money movement and investment opportunities.

Winvesta is offering the first and only Multi-Currency Account for Indian residents. Winvesta clients can hold and transact in 30+ currencies from one account and manage all their global finances in one place.

Winvesta is an FCA regulated platform that offers investors same protections and recourse as a UK resident

Quality standards/Accreditations

FinTech of the Year 2020 for the Asia Pacific by Barclays Entrepreneur

Natwest Fintech Accelerator 2019-20

Part of the London Mayor's International Business Program

Wise

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Introduction

Founded in 2011, Wise (formerly known as TransferWise) is an international money transfer service, and is regulated by the FCA. It is listed on the London Stock Exchange

Globally, we have 10 million customers, transferring 7 billion GBP funds per month.

Wise customers can transfer money to 86 countries, from 45 countries, covering 57 currencies.

The company was born from a frustration with legacy financial institutions; high cost and lack of transparency in currency exchange.

In response Wise built a platform to facilitate international money transfers in a manner that is convenient, cost-effective, transparent, and customer-focused.

📍 India market focus

Wise is looking to build its presence in India next year and serve Indian customers with international payment needs.

We're also partnering with Banks, powering international money transfers to create a sleek experience for Financial Institutions and their customers.

We have been servicing flows inbound to India with trusted partners since 2015, and launched our outbound services in 2021

📍 Customers

Personal users
SMEs
Banks

Capabilities & USP

Wise is different from banks, brokers and other existing providers because we always transfer customers' money at the real (i.e. mid-market) exchange rate, and we charge a low fee of 0.5% to 2.5%, depending on the associated costs.

We also offer customers the ability to hold multi-currency balances (Wise account) connected to a Wise debit card and issue local account details for certain countries.

Through the Wise account, customers can send, receive, spend with the real exchange rate.

Our vision is to make sending money across countries as easy and affordable as sending money domestically.

📍 Quality standards/Accreditations

Connected direct to Faster Payments System.

Regulated in the UK, EU, US, Canada, Singapore, Hong Kong, Australia, Japan, New Zealand, Malaysia

Wiserfunding

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Introduction

Founded by Prof. Altman and Dr Gabriele Sabato, 2 of the major risk management experts globally, has built a team of highly experienced people in risk and technology

Cloud-based platform to provide credit risk assessment for SMEs across the globe using unique models and technology

The company has been trading for 3 years and has an established product with almost 70 clients globally

90% of the existing clients are in the financial industry with a small minority using the tool for the supply-chain

B2B product only

📍 India market focus

The objective for the Indian market is to look for prospective clients in the financial industry

We have signed one of the largest Indian banks (to be announced soon) and we are speaking with all major banks in India. We look forward to discussing our solution with new fintechs and payment providers

📍 Customers

Largest Indian Bank
Revolut
Azimut Investments
BNF Bank

Key partners

Kamakura
Several technology platforms
Accounting software providers

Capabilities & USP

Cloud-based solution which connects through API or front-end to clients to allow a seamless risk assessment of prospective SMEs

Our unique models take into account structured and unstructured data to offer a credible and accurate risk assessment which allow clients to minimize their cost of lending and maximize their origination's efficiency

Support team based in India

Unique platform specifically developed for SMEs using the latest artificial intelligence technology and the most sophisticated models to assess SMEs

Enhance risk management, reduce cost of lending, increase efficiency

Yobota

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Introduction

Yobota is a cloud-native core banking platform built on open source technologies for maximum flexibility and scalability. Whatever your offering, our intelligent APIs let you build and deploy bespoke financial products, direct to the customer, without lengthy and costly development timeframes.

Standard lending products can be market-ready in just six weeks, and with our innovative Banking as a Service offering, you can launch new brands without regulatory complications.

India market focus

Yobota is looking to use its successful experience within Western Europe to provide the India Market with powerful financial tools built on next-gen core banking technology.

The Yobota core banking platform has been offering dynamic financial services to both new and established financial institutions. Empowering everything from Banks to FinTechs to create flexible, intelligent products which are focused on their customers and teams.

Customers & key partners

UK Home Office

UK /Global Big Retail Banks

Building societies, lenders and deposit providers

Other FinTechs

Key partners

Distributors

Resellers

Channel Partners

Capabilities & USP

Cloud-native core banking software designed on open source technology for seamless integration with major tech partners.

The flexibility and modularity of our platform is what sets us apart - not only can you pick and choose the elements you need for your business, but the intelligent APIs communicate directly with the core so you can build and deploy brand new, innovative products without coming back to us for development.

Standard lending products can go live in just six weeks, and you can get cash to the customer in 15 minutes.

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Department for International Trade

The UK's Department for International Trade (DIT) has overall responsibility for promoting UK trade across the world and attracting foreign investment to our economy. We are a specialised government department with responsibility for negotiating international trade policy, supporting business, as well as delivering an outward looking trade diplomacy strategy.

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