

# LONDON

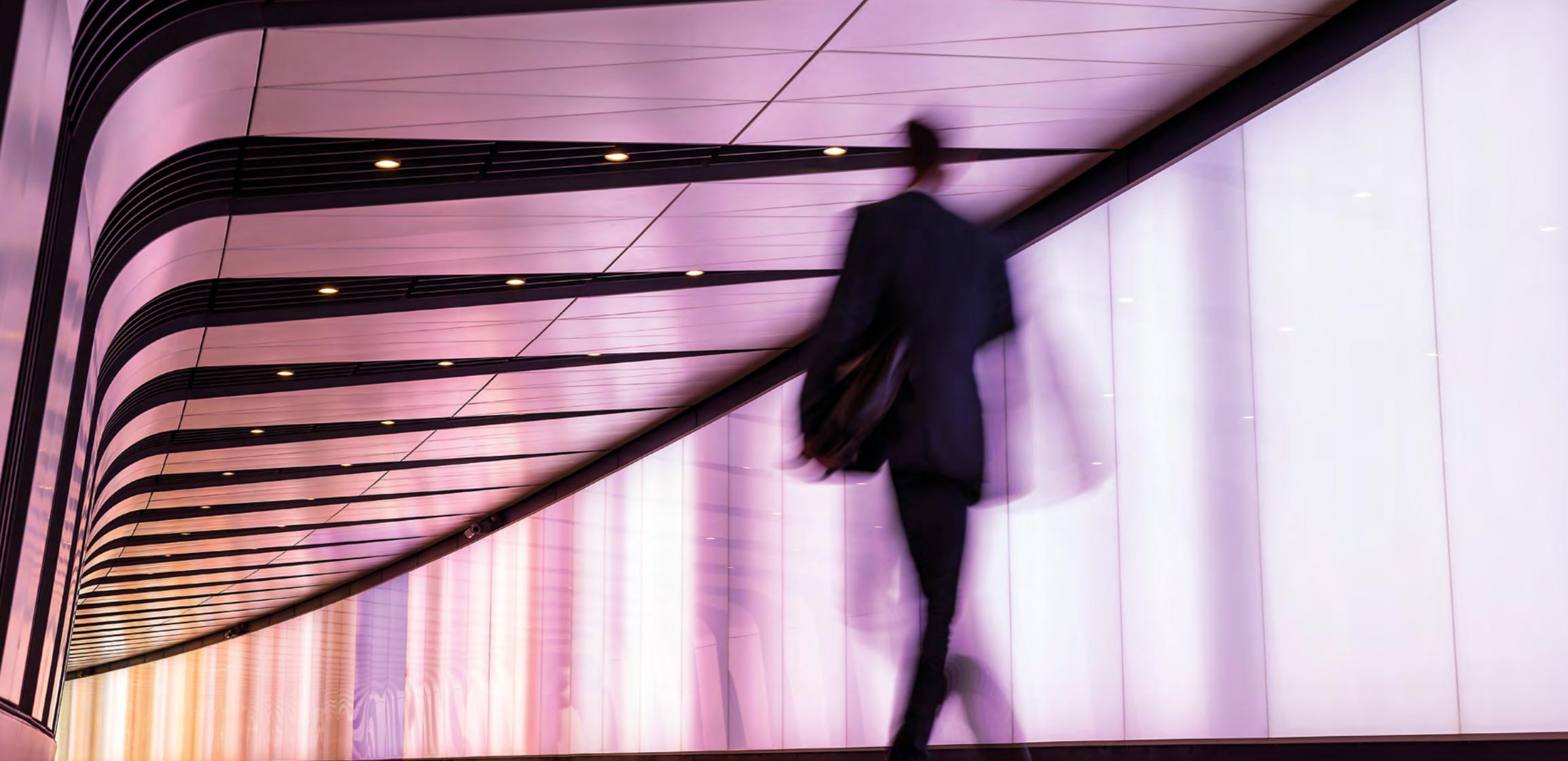
& PARTNERS

MAYOR'S INTERNATIONAL  
BUSINESS PROGRAMME

# Financial Technology Virtual Trade Mission to Germany

18-20 August 2020





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## Welcome

We are delighted to support some of London's fastest-growing fintech and cyber companies on this virtual trade mission to Germany, as part of the Mayor's International Business Programme.

Our delegates will be virtually visiting the financial, banking and fintech powerhouses of Germany (Berlin, Frankfurt, Hamburg and Munich). With globally-recognised financial institutions, and a robust fintech ecosystem, these regions offer considerable opportunities for London fintechs looking to grow.

As the world responds to the coronavirus pandemic, with an increased reliance on cashless technology, there is a greater need for smart fintech solutions.

In the months ahead, innovation will require a collaborative and community-led approach – and I hope that the Mayor's International Business Programme will play a role in facilitating new fintech collaborations, for the benefit of people everywhere.

Even in these challenging times, London is open for business. I wish all of our delegates the greatest success.



**Laura Citron**  
Chief Executive, London & Partners



## LONDON & PARTNERS

We are London's international trade, investment and promotion agency. It is our role to promote London internationally as a leading world city in which to visit, study, invest, grow and meet.

Our work helps achieve good growth for London and Londoners and has supported over 70,000 jobs since we were founded in 2011.

What we do:

- Foreign Direct Investment (FDI)
- Trade & Growth
- Business Tourism
- Major Events
- Leisure Tourism
- Higher Education & Talent
- London's global reputation

We focus proactively on the core markets, audiences and sectors who will bring good growth for London.

For more information, please see [londonandpartners.com](http://londonandpartners.com)



## The Mayor's International Business Programme

The Mayor's International Business Programme helps ambitious high-growth (scaleup) companies from London's technology, life sciences and urban sectors to expand their businesses internationally.

- Tailored to fit a company's specific international growth ambitions, this exclusive programme provides:
- One-to-one and one-to-many mentoring and ongoing guidance from entrepreneurs and business leaders
- Focused workshops and events that provide the opportunity to learn from expert advisers
- Live leads for specific business opportunities in North America, Europe, China and India
- The opportunity to join high-profile targeted trade missions led by our team of international business experts

For more information on the programme please visit [gotogrow.london](http://gotogrow.london)

Thanks to our partners

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**KPMG**

TaylorWessing

 Microsoft



## Meet the team



**Dhaval Gore**

**Head of Mayor's International Business Programme**

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**I am very proud to be part of this virtual trade mission to Germany, where we will be joined by a diverse group of some of London's fastest-growing fintech, cyber and tech firms.**

Together, our delegates span a wide spectrum of new and disruptive services – from insurtech, data analytics, business services, lending and investment, to the likes of financial wellbeing, payments, API management, biometrics and automation. The companies all share one common goal: that is, to grow their presence in Germany and build new partnerships.

The virtual trade mission will offer business leaders from each of our tech firms a deeper understanding of the German market, particularly within the banking and financial services sector.

I'd like to take this opportunity to thank all of our partners and delegates involved. We look forward to connecting and building long-lasting, mutually beneficial relationships.



**Miriam Ducke**

**Chief Representative Germany**

mducke@londonandpartners.com

**It is a pleasure to welcome such a fantastic group of companies to Germany.**

Germany is undoubtedly one of the key fintech and insurtech locations in Europe. The country's booming fintech industry has been driven by robust funding from domestic and increasingly international investors, the federal government's active support and the country's position as a leading financial center in mainland Europe. Today, Germany is home to some 900 fintechs. Next to the country's first fintech unicorn N26, Berlin-based WeFox and Hamburg-headquartered Deposit Solutions joined the circle of German unicorns last year.

On this virtual trade mission, we have the unique opportunity to share the breadth of the German fintech ecosystem – meeting corporates, investors and regulators in Frankfurt, Berlin, Hamburg and Munich.

I look forward to seeing all the partnerships that develop as a result of this intensive and exciting few days ahead.



**Nicola Pinder**

**Principal Advisor Germany**

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**Benjamin La Trobe**

**Business Development Associate**

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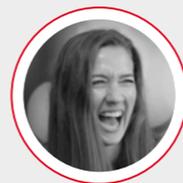


Photo by Pavel Nekoranec

## Meet our companies



**David Brear**  
Group CEO



**Zoe Anstey**  
CEO Business  
Manager



Digital banking is only 1% finished – we created the team for the next 99%. At 11:FS we've assembled the world's top banking, fintech and insurance leaders to transform traditional banks from within. Combining corporate expertise with startup agility, we are uniquely placed to help overcome legacy systems, create new business models, and develop next-generation, customer-centric services.

#### OUR OBJECTIVES

To expand 11:FS's global reach and brand presence by understanding the German financial landscape and customer needs.



**Jeremy Sosabowski**  
Executive Director,  
Client Solutions



**Mike Hamm**  
Business  
Development  
Advisor, DACH



AlgoDynamix analytics provide advance warning of major directional market movements. Unlike other solutions, the underlying technology does not require any historical data or knowledge of any previous events. The analytics cover most asset classes including equities and FICC and are used by investment banks and asset managers including family offices.

#### OUR OBJECTIVES

To continue onboarding buy side and sell side financial organisations. We service both 'buy' side asset managers and 'sell' side investment banks. The ongoing uncertainties with coronavirus have created an even greater demand for our financial forecasting analytics especially as these analytics do not require any 'training' or knowledge of previous events.



**Michael Smith**  
Co-Founder & Director



Appamondo is an award-winning Zendesk Master Partner and digital help desk specialist in the DACH and UK regions. Zendesk is a global CX SaaS provider with multiple fintech use cases including Starling Bank, Monzo and Revolut. Our USP is designing, developing and customising customer-centric support solutions for the fintech and other markets.



**Anna Faber**  
Business Development Manager, DACH

OUR OBJECTIVES

To build awareness and unlock business opportunities in the territory through meeting fintech companies, investors, key decision makers and partners. We would also like to better understand the marketplace, hear shared experiences from organisations that have already entered the German fintech sector and build a meaningful network across the territory.



**Suchen Janjale**  
CEO



Banktech Software Services

Banktech accelerates the fintech product development journey. Banktech is working with numerous neobanks and challenger banks globally to deliver digital banking transformation projects. We are also working on various front-to-back end technologies in agile fashion to deliver a full range of digital services, from proof of value to full scale development.

OUR OBJECTIVES

To expand our partnership portfolio with fintechs / challenger banks in Germany and showcase our strengths in UK market. Banktech wants to expand its pan European service portfolio.



**Sascha Cutura**  
CEO



Convedo helps simplify, scale business and automate processes using innovative intelligent automation technologies. With its powerful AI, machine learning and software robotics capabilities, Convedo's 'Intelligent Capture Cloud' helps companies to turn vast amounts of unstructured documents and data into valuable structured information to achieve better automation outcomes.

OUR OBJECTIVES

To establish new relationships in Germany with companies in financial services and fintech. We want to gain insights on challenges and opportunities within the sector and verify how our solutions and services add value to organisations, and increase our brand awareness in the market.



**Guy Bridge**  
CEO



Finpoint is an FCA-regulated finance platform with a digital-first approach. Our partners trust us to deliver convenient access to finance to their SME community. As delivery partner of choice for the Federation of Small Businesses and UK Finance, Finpoint is setting a new industry standard for business finance.



**Marcus Gruenwald**  
CTO

OUR OBJECTIVES

To expand our B2B fintech marketplace model in Germany by working with both demand and supply side partners. Our interest is to meet with corporates and organisations that are looking for new approaches to solving access to finance for SMEs.



**Maureen Verbraeken**  
Customer Success  
Manager



Form3 helps banks and fintechs gain access to UK and European payment schemes and international payment services, delivering real-time payment processing, clearing and settlement all through cloud-native technology. As a result, banks and fintechs are able to deliver the ultimate payments experience to their customers.



**Joeri van Loenhout**  
Customer Success  
Director

**OUR OBJECTIVES**  
To expand our cloud-native payment and API proposition to Germany through partnerships with financial institutions interested in launching richer payment propositions to their customers. We are looking to speak to businesses who are open to the idea of re-platforming, updating and integrating new technology into their business.



**Jonathan Schneider**  
Co-Founder &  
Director



Gardenia Technologies is a machine intelligence-driven platform that provides advanced working capital analytics and financial solutions to enterprise customers. Our clients benefit from working capital analytics that eliminate process inefficiencies, reduce costs and forecast further improvement opportunities, whilst our performance-based algorithms provide genuine early-cycle working capital finance.

**OUR OBJECTIVES**  
To be able to continue servicing large European businesses. We would like to expand our understanding of the German market, meet potential partners, and meet with German corporates to discuss their needs and any potential differences with some of our other large corporate clients.



**Joern Czech**  
Co-Founder &  
Managing Director



A digitally-enhanced co-investment community, IANUA empowers professional investors globally to make informed investment decisions. Creating a safe environment by vetting all involved parties, our in-house investment research team utilises proprietary technology and digitised workflow procedures to build and share individual investment reports and market research.

**OUR OBJECTIVES**  
To expand our proposition to Germany through partnerships with financial institutions, in particular private banks and professional capital markets players that are seeking efficient access to global private markets investment opportunities.



**Fabian Eberle**  
Co-Founder & COO



Keyless is a deeptech, cybersecurity company building the world's first privacy-preserving biometric authentication and personal identity management platform.



**Andrea Carmignani**  
Co-Founder & CEO

**OUR OBJECTIVES**  
To seek go-to-market support, better understand the German market, and accelerate our European expansion and attract potential partners and customers. We're targeting enterprise customers for our passwordless, privacy-preserving biometric authentication solutions, focused on financial services.



**Tuhin Chakraborty**  
Co-Founder & CEO



Mimica's process discovery tool helps enterprises analyse and transform their back office operations. Mimica records SMEs and uses artificial intelligence to generate extraordinarily detailed business process maps. These L5 maps highlight opportunities for improvement and automation, and serve as a blueprint for RPA bots. Mimica is used by RPA and transformation teams globally, across a number of different industries.

OUR OBJECTIVES

To educate transformation and RPA teams in Germany about the latest advances in process capture technology.



**Leo Do Carmo**  
EMEA Account Director



Red Sift is a data-driven cybersecurity business that uses machine learning to help organisations of all sizes and sectors address day-to-day security challenges. It offers a dashboard of tools that analyse and synthesise data from core business processes - such as email - to help users to better manage their online security.

OUR OBJECTIVES

To expand our security solutions into the German market, most specifically into the financial and retail sectors. We want to have a better understanding of the cybersecurity challenges faced by businesses in Germany, and look at the opportunities to bring our solutions further into the German market.



**Songül Arslan**  
Senior International Development Officer



Smart's mission is to transform pensions, savings and financial well-being across all generations, around the world. They are one of the largest workplace pension providers in the UK, with investments from giants like Natixis and J.P. Morgan. Their Platform as a Service (PaaS) option is available across the world.

OUR OBJECTIVES

To understand and explore the German market for platform opportunities, make connections with potential partners and look at challenges and required regulations for our business. We're also keen to hear from large financial institutions that operate in the German market to learn more about what will achieve success there.



**James Hirst**  
Co-Founder & COO



Tyk is the trusted, enterprise-ready, open source, and cloud native API management platform - available in the cloud, your data centre, or anywhere. From Capital One to eBay to the Financial Times; thousands of businesses are harnessing the power of APIs via Tyk.



**Mike Goerlich**  
Commercial Lead, Germany

OUR OBJECTIVES

To expand the capabilities of our API Management platform in the financial services vertical by understanding and enabling German clients. Our current German clients include Volkswagen, Audi, Lindner and Liebherr.

# LONDON & PARTNERS

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