

Shepherd, a UK-based insurtech whose platform helps to monitor the performance of commercial properties, is in the midst of closing a funding round, said Stephen Chadwick, CEO.

# **Brief Summary:**

Shepherd, a UK-based insurtech whose platform helps to monitor the performance of commercial properties website

# Swoop

# **Most Recent Coverage:**

Swoop Funding, a London-based creator of a platform that helps SMBs find relevant loans, grants and investors, is in discussions to raise a Series A round, said Andrea Reynolds, CEO and founder

# **Brief Summary:**

Swoop's platform automates lending decisions by matching loans, grants and investors with businesses. The company operates both B2C and B2B models. It has 36K businesses that use its platform. It also offers a white-label solution for banks and has licensing/revenue partnerships with five such banks in Ireland, the UK and Australia.



# **Interesting Fact:**

Swoop next plans to enter Singapore followed by Canada, Mexico and then Brazil in 2021, the CEO said.



Urban Jungle, a London-based insurtech startup offering home contents, buildings and tenants liability insurance, is starting to evaluate raising a Series A round, said Jimmy Williams, CEO and co-founder.

# **Brief Summary:**

Urban Jungle's insurtech platform supports all forms of insurance and its eventual plans include offering landlord, vehicle, and travel insurance along with expansion of its existing offering in home insurance. The company has 35 distribution partners including companies like ClearScore and MoneySavingExpert.



# **Interesting Fact:**

Urban Jungle will focus on its home market for the next 18 to 24 months after which it expects to enter other European markets such as France and Spain. The US is a huge market, one it will enter with "due force," Williams said.



Trustology, a London-based startup whose platform helps to safeguard crypto assets, is interested in investor approaches for its Series A round, said Alex Batlin, founder and CEO.

#### **Brief Summary:**

The company's platform helps private and institutional investors ensure the safety of their digital assets, the CEO said.



#### Investors:

Two Sigma Ventures and ConsenSys

# **Interesting Fact:**

Before Trustology, Batlin led blockchain innovation programs at UBS and BNY Mellon and worked in investment banking at JP Morgan. He is also the co-founder of Utility Settlement Coin, Enterprise Ethereum Alliance and Trusted IoT consortias, according to his company bio.



Globechain, a London, UK-based circular economy marketplace, sees Series A likely in January 2021, said May Al-Karooni, CEO and founder.

# **Brief Summary:**

The company offers a reuse marketplace for companies to redistribute unneeded items to charities, small businesses and individuals.



#### Investors:

Kindred Capital

#### **CEO** and founder:

May Al Karooni





# **Interesting Fact:**

Environmental, social and governance (ESG) data when integrated into investment portfolio analysis can offer investors performance advantages. The company sees value from its ESG data that it is collecting and will be launching a platform and reports for its customers to benefit from this data, the CEO explained. By the end of the year, Globechain will be launching its new API for reverse logistics.



Flux, a London, UK-based digital receipts provider, sees its Series B raise likely next year, said Roisin Levine, Head of Banks.

# **Brief Summary:**

Flux's technology platform delivers itemized digital receipts to mobile banking apps.



#### Investors:

e.ventures, PROfounders, and Anthemis

#### CEO:

Matty Cusden-Ross





# Interesting Fact:

The best comparison to explain the evolution of Flux and its growth potential is similar to that of debit/banking cards, which took many years to fully adopt in the market, but now everyone uses them instead of cash, according to Levine. Flux sees a similar future with digital receipts, while it may take time to build its network, eventually digital receipts will be the next "standard."



WealthKernel, a UK-based digital wealth infrastructure provider, is planning its Series B for 2022, said Karan Shanmugarajah, CEO.

# **Brief Summary:**

WealthKernal's proprietary API platform provides digital wealth infrastructure, custody and regulatory permissions for companies offering savings and investing solutions.



#### **Investors:**

ETFS Capital, LCIF and Seedcamp

#### CEO:

Karan Shanmugarajah





# **Interesting Fact:**

Right now, it is focused on expanding throughout the European Union, with the exception of Switzerland, he noted. Players in the Middle East, South America and Africa are expressing an interest in WealthKernel's services, which is interesting to the company but is likely part of its 24 to 36 month plan.

Aire Labs, a London, UK-based credit assessment provider, will likely raise its Series C in early 2021, said Aneesh Varma, founder and CEO.

#### **Brief Summary:**

Aire's technology platform uses data to provide a fuller picture of a consumer's financial background and potential risks. Its credit insights system makes credit checking fairer for consumers who have little or no credit history by providing first-party data to allow lenders a better understanding of a borrower's financial situation.



#### **Investors:**

Crane Venture Partners, Experian Ventures, Orange Digital Ventures, White Star Capital and Sunstone Capital

#### **CEO** and Founder:

Aneesh Varma





# Interesting Fact:

Aire has not worked with investment bankers to date, but is willing to engage in conversations, the CEO said.



SeedLegals, a London-based automated legal platform for investment rounds, sees its Series B likely next year, said Anthony Rose, CEO and founder.

# **Brief Summary:**

SeedLegals manages the complete fundraising process and all legal contracts for startups through its automated platform.



#### Investors:

Index Ventures, Kima Ventures, The Family and Seedcamp.

#### **CEO** and founder:

Anthony Rose





# **Interesting Fact:**

The duo behind Seedlegals met at a party and connected over their frustrations with paying lawyers the same fees repeatedly for the same legal documents for every funding round and the lengthy timeframe it takes to complete transactions. If one can buy a divorce online, surely one can automate and complete a fundraise online as well, they questioned, and SeedLegals was born.



◆Tradeteq, a London-based provider of an electronic trading platform for trade finance assets, is evaluating the timing of its next capital raise, said Christoph Gugelmann, co-founder and CEO.

# **Brief Summary:**

Tradeteq allows non-bank investors to expand into trade finance. It offers an electronic trading platform, Al-driven credit scoring and "Securitisation as a Service," which transforms trade finance assets into capital markets products by issuing notes via a Luxembourg special purpose vehicle, based on standardized legal agreements.



#### Investors:

Accelerated Digital Ventures and GTR Ventures

#### **CEO** and founder:

Christoph Gugelmann





# **Interesting Fact:**

Given the current environment with the pandemic, Tradeteq is evaluating whether it makes sense to move forward with a raise this year or delay it until early 2021.

# **FVF L**EDGER

# **Most Recent Coverage:**

EverLedger, a London-based blockchain technology startup, is planning its Series B raise in 2022, said Leanne Kemp, CEO.

#### **Brief Summary:**

EverLedger is able to create digital copies of items, such as wine, diamonds, gemstones, minerals and luxury goods and track those assets over their lifetime journeys. Products can be registered on Everledger's private blockchain, where every transaction is securely recorded and accessible to end consumers.



#### Investors:

Tencent, Graphene Ventures, Bloomberg Beta, Rakuten, Fidelity, and Vickers Venture Partners

#### CEO:

Leanne Kemp





# **Interesting Fact:**

The company is also expanding into resource recovery, answering the question of "Where does it go after me?" Kemp explained. It is starting to look at tracing the recovery and recycling process of batteries, plastic, tires, aluminum and mattresses, she said.



◆Eigen Technologies, a London-based artificial intelligence and data science provider, is planning to see how its next two quarters play out before deciding on its Series C plans, said Lewis Liu, CEO and co-founder.

#### **Brief Summary:**

Eigen uses machine learning and natural language processing to extract unstructured data and insights from documents and contracts. Its platform teaches artificial intelligence to read any document by training with examples and using search templates to unlock critical data.



#### Investors:

Lakestar, Dawn Capital, Temasek and Goldman Sachs Growth Equity, ING

#### CEO and co-founder:

Dr. Lewis Liu





# **Interesting Fact:**

Liu, a first-generation immigrant from China, grew up in New Jersey before attending Harvard where he received bachelor's degrees in both physics and fine art and a master's in theoretical physics. After graduating, Liu moved to London to begin his career at McKinsey before receiving his doctorate in

atomic & laser physics from the University of Oxford. He founded Eigen in 2014 after developing laser physics for his PhD. Liu's PhD research ultimately became the beginning of Eigen and the building blocks for the company today.



♦ Yapily, a London-based company offering an open banking API to let enterprises connect to banks, is willing to entertain investor approaches for its upcoming Series B round, said Stefano Vaccino, CEO and founder.

# **Brief Summary:**

Yapily's API connects to each bank and financial institution's open API, providing its customers a way to make any payment from any account.



#### Investors:

Lakestar, HV Holtzbrinck Ventures, and LocalGlobe

#### **CEO** and founder:

Stefano Vaccino





# Interesting Fact:

It started expanding across Europe in Q1 this year and will continue to grow its footprint in the UK, Germany, Italy, Spain, France and Ireland, the CEO said. It remains pragmatic for international growth and may look to enter Australia, Canada, Brazil and Mexico next year. Yapily may enter the US as part of its longer term plans.



\*ABAKA, a London-based digital retirement solutions provider, will close on its Series B raise this year, said Fahd Rachidy, founder and CEO.

# **Brief Summary:**

ABAKA's SaaS platform utilizes artificial intelligence to offer digital retirement, banking, wealth and advisory solutions to global banks, financial institutions, private banks and wealth managers. (Founded 2015)



#### Investors:

The company has raised \$10m to date and its investors include Anthemis, Thames Trust, Ace&Co and Downing Ventures. It raised \$6.5m in Series A funding in January 2020.

#### **CEO** and founder:

Fahd Rachidy





# Interesting Fact:

ABAKA sees an IPO on the Nasdaq as a possibility for the company at some point in the future, the CEO said. Before an IPO, it would need to reach the benchmark of \$100m in recurring revenue, the executive said.

# **ThingCo**

#### **Most Recent Coverage:**

ThingCo, a London-based insurtech telematics provider, is in the process of raising capital, said Mike Brockman, CEO and founder.

#### **Brief Summary:**

ThingCo's telematics product is similar to a dash cam. It is installed on a driver's windscreen and uses artificial intelligence voice and crash detection technology to record driving data that can help drivers save money on car insurance.



Advisors: Corniche Capital

#### CEO:

Michael Brockman





# **Interesting Fact:**

Thi Similar to a dash cam, Theo is installed on a driver's windscreen and uses artificial intelligence voice and crash detection technology to record driving data that helps drivers save money on car insurance, get rewarded for good driving, and offer accident assistance.

Aug 04, 2020



#### **Most Recent Coverage:**

Freetrade, a London-based challenger stockbroker that offers commission-free investing, could potentially raise its Series B towards the end of the year or in early 2021, said Viktor Nebehaj, co-founder and CMO.

#### **Brief Summary:**

Freetrade offers an iOS and Android investment platform in which investors are able to invest in 1200 stocks and ETF's, commission-free via their phones.



#### Investors:

Draper Esprit

# **Interesting Fact:**

Freetrade is targeting "everyone" as a potential customer, but it is initially focused on the 100m millennials in the E.U., Nebehaj told FHM.



◆Pirkx, a London-based employee and workforce benefits platform provider, is likely to raise its Series A in the near future, said Stella Smith, founder and CEO.

# **Brief Summary:**

Pirkx's mission is to make wellbeing benefits affordable for everyone. Its target customers are contractors, the self-employed and organizations that hire a larger number of gig economy workers. (founded in 2018)



#### CEO:

Stella Smith





# **Interesting Fact:**

Pirkx CEO Stella Smith found success in the investment banking world and then decided to help friends and family start and grow small businesses, and became involved with investment and venture capital firms. Smith founded pirkx while also building a small massage therapy business where she discovered it was difficult to offer wellbeing benefits and perks to small businesses, like her massage therapy business, due to its size.



Trunomi, a UK-based RegTech, could look to raise its Series A financing this time next year, said CEO Shawn Brown.

# **Brief Summary:**

Trunomi provides businesses a SaaS-based consent management and personal data rights platform which enables them to request, receive and capture customer consent to the use of their personal data.



#### Investors:

Allectus Capital, CloudScale Capital, Fenway Summer Ventures, Fintonia Group, Persistent Systems, Saturn Partners, SenaHill Partners and WorldQuant Ventures

#### CEO:

Shawn Brown





# **Interesting Fact:**

The company goes to market directly and does not sell its product via partners or resellers which has been a successful strategy, the CEO said. Brown said he took over as Trunomi's CEO in 2018 to spearhead the company's growth globally. Trunomi is adding new business in a variety of verticals including banking, insurance, telecom, gambling, healthcare, ecommerce and automotive, and others, he said. The company was founded by Stuart Lacey in 2013.

# **Z**Railsbank

#### **Most Recent Coverage:**

\*Railsbank, a London-based open banking platform, has just begun to provide its services in the US and expanded to Asia-Pacific in Q4 2019.

# **Brief Summary:**

Railsbank is a global Banking as a Platform (BaaP) whose technology is used by banks, businesses and brands to offer fintech-related services.



#### Investors:

Moneta Capital, CreditEase, Clocktower Technology Ventures, Singapore Life, Visa, Global Brain and Firestartr

# **Interesting Fact:**

Verdon spent nearly 30 years in the finance industry and before that, an engineer in the manufacturing industry. There he said, he experienced firsthand the deep transformation within the manufacturing industry (for example, Toyota inventing Kanban cell manufacturing and JIT manufacturing etc). This has shaped how he looks at the financial services industry: product, product engineering, process engineering, qualitative techniques and end-to-end automation, he explained.



Cutover, a London-based SaaS information technology management platform for fintechs, is likely to raise its Series B towards the end of 2021, said Ky Nichol, founder and CEO.

#### **Brief Summary:**

Cutover's solution helps enterprises more effectively plan, orchestrate and audit the human and automated activities that drive critical events, such as technology releases, resilience testing, operational readiness, and major incident recovery, according to the company.



#### **Investors:**

Index Ventures, Sussex Place Ventures, Contour Ventures, Partnership Fund for New York and Outrun Ventures

#### **CEO** and founder:

Ky Nichol







Project Imagine, a UK-based software startup that has created a white-label consumer app offering geared towards banks and fintechs, is in discussions about its next funding round, said Aritra Chakravarty, CEO.

# **Brief Summary:**

The company operates Pi1, a cloud-based digital banking services platform that runs the consumer app Dozens. Pi1, is a complete white-label offering from payments to wealth that uses a single API and advanced analytics geared for banks and fintechs.



#### CEO:

Aritra Chakravarty





# **Interesting Fact:**

Chakravarty describes the company as a Monzo and Nutmeg rolled into one. An investment banker and HSBC veteran for 15 years, he moved from Hong Kong back to London in 2017 and launched Project Imagine in 2018.

# DEADHAPPA

## **Most Recent Coverage:**

DeadHappy, a UK-based pay-as-you-go life insurance provider, is exploring its Series B round options, said Phil Zeidler, co-founder.

#### **Brief Summary:**

DeadHappy's platform helps customers to reimagine what life insurance is for by creating emotional connections to life insurance. Policyholders can specify how funds are to be used once they die such as for paying off mortgages, loans, school fees, funeral costs and more.



#### Investors:

e.ventures and Octopus Ventures

#### Co-founder:

Phil Zeidler





# **Interesting Fact:**

DeadHappy has been focused on the UK market, but it is in discussions to expand internationally via strategic partnerships in Australia and the US. It is in active conversations regarding one potential partnership in Australia and is in talks with two insurers in New York and will likely enter into a deal for the US in early 2021, according to cofounder Phil Zeidler.



Anorak Technologies, a UK-based insurtech that has created a platform for advisers for covering life, critical illness and income protection, is planning to raise its Series A in the next 12 months, said David Vanek, CEO.

# **Brief Summary:**

Anorak offers coverage for life, critical illness and income protection. Its platform calculates the amount of coverage a customer needs and only showing options to suit those needs. Its B2B2C model includes partnering with banks, challenger banks, online mortgage brokers, money management apps and asset managers to offer Anorak's platform as an add-on sorvice for their existing customer bases. service for their existing customer bases.



website

#### Investors:

Kamet

#### CEO:

David Vanek





# Interesting Fact:

The company is named after the "anorak protective jacket" as its goal is to protect loved ones in the event of a family member's death, CEO David Vanek told FHM. Additionally, "anorak" in the UK is a term for socially awkward geeks who typically have a passion for boring subjects.

Jun 16 2020



#### **Most Recent Coverage:**

So-Sure, a London, UK-based mobile phone insurtech, is in the midst of raising its Series A round, said Dylan Bourguignon, CEO and founder.

#### **Brief Summary:**

So-Sure's aim is to make getting mobile phone insurance, cheaper, faster and simpler.



#### Investors:

500 Accelerator, Breega Capital and 7Percent

#### CEO:

Dylan Bourguignon





# **Interesting Fact:**

Partnerships to assist So-Sure with international expansion efforts would be of interest, the CEO said. Partnering with mobile networks, retailers and telecommunications companies to cross sell So-Sure insurance at the point of sale would also be of interest.



Xelix, a UK-based startup using AI to help finance teams reduce errors and prevent fraud, will be re-evaluating plans for its Series A raise later this year, said Paul Roiter, CEO.

# **Brief Summary:**

Xelix's target customers are companies that handle large volumes of invoices annually. Its technology is applicable across sectors ranging from retail, construction, to manufacturing.



#### **Investors:**

Passion Capital, LocalGlobe and angels

#### CEO:

Paul Roiter Interesting Fact:

Prior to COVID-19, Xelix planned to open a US location, but it is holding off on those plans to see how the market plays out, Roiter said.



Mojo Mortgages, a UK-based online mortgage broker, is planning to raise its Series B in early 2021, said Richard Hayes, CEO and co-founder.

#### **Brief Summary:**

Mojo is a free site which helps first time buyers find a low rate on a mortgage.



#### **Advisors:**

Knights Plc, Premier Property Lawyers

#### Investors:

NVM Private Equity and Maven Capital Partners

#### CEO and co-founder:

Richard Hayes





# **Interesting Fact:**

Mojo initially started as a mortgage comparison service, but ten months into that offering, the co-founders decided the technology solution was too complex. The company switched gears to focus on one product offering to help first time home buyers. The founders chose the company name because it wanted to bring energy or "mojo" back into the home buying space.



ChainThat, a London, UK-based insurance blockchain solutions provider, will begin its next capital raise in 9 to 12 months, said David Edwards, founder and CEO.

# **Brief Summary:**

ChainThat's blockchain technology is targeted at insurance brokers, carriers, and reinsurers.



**Advisors:** Morrison & Foerster

#### **Investors:**

Xceedance

#### **CEO** and founder:

David Edwards





# **Interesting Fact:**

The reinsurance industry is largely not digital, and in these times where employees are forced to work remotely, insurance platforms need to be digital to better serve customers. COVID-19 may be the catalyst needed for insurance innovation to catch up with the fintech market, CEO and founder David Edwards told FHM.



\*goHenry, a US and UK-based fintech whose mission is to help millions of kids become good with money, is looking to close its Series B in 2020, with proceeds used to accelerate marketing in the US and enter new markets, co-founder Dean Brauer said.

# **Brief Summary:**

goHenry offers a debit card and app with parental controls for children aged 6-18. The app helps children to earn, save, spend, and give money responsibly without the danger of debt. Parents can set up automatic allowances, help their kids earn extra for completing chores, and set controls on how much and where they can spend.



website

#### CEO:

Alex Zivoder





# Interesting Fact:

As far as its product during these times, goHenry is as relevant as ever as parents continue to give allowances to children and want to ensure they continue delivering financial education in the home, and kids continue to purchase and spend money online, Brauer told FHM..



♦YuLife, a London-based insurtech that has created an incentive-based insurance platform that rewards people for living well while protecting loved ones for the future, will likely raise its Series B round early next year, said Sammy Rubin, cofounder and CEO.

# **Brief Summary:**

YuLife is a group life benefits provider. The company got its name because its mission is to help you be be the best "you" in your life, the CEO said. Rubin chose a giraffe as its mascot because it has the largest heart of any land animal, and YuLife's culture is built around loving people and its staff. The giraffe is named Yugi, which means wise mentor.



#### Investors:

Creandum Funds, MMC Ventures, Notion Capital, Anthemis Exponential Ventures, RGAX, OurCrowd and LocalGlobe

#### **CEO** and co-founder:

Sammy Rubin





# Interesting Fact:

YuLife's app rewards users with digital currency upon completion of daily activities such as walking or meditation. The "yucoins" can be traded in for gift cards from brands such as Amazon and ASOS. Additionally, its gamification software that allows users to participate in a universe with games, quests and treasure chests encourages engagement and promotes healthy living.



Insly, Insly, a London, UK-based insurance software provider, is in capital raise discussions with potential investors, said Risto Rossar, CEO.

# **Brief Summary:**

Insly's cloud-based insurance management platform aims to makes insurance easy to understand and manage for both providers and end users,



#### **Investors:**

Black Pearls VC, UNIQA Ventures, Concentric and the London Co-Investment Fund

#### CEO:

Risto Rossar





# **Interesting Fact:**

This is a challenging time for companies in this ever-changing environment, said Rossar. While venture capital investors are still interested in investing, it remains to be seen how the economy will change in the next six months. Companies should watch their run rates carefully and hold tight during these unknown times. This gives companies like Insly a significant advantage, as it is able to deliver a cloud-based remote and state of the art working solution for insurance businesses, he said.



©Curve, a London-based fintech that consolidates all bank cards and accounts into a single card and mobile app, will begin raising its Series C this year, said Amanda Orson, VP of North America.

#### **Brief Summary:**

Curve consolidates all bank cards and accounts into a single card and mobile app.



#### Investors:

Gauss Ventures, Creditease, IDC Ventures, Outward VC, Santander InnoVentures, Breega, Seedcamp and Speedinvest

#### CEO:

Shachar Bialick





# **Interesting Fact:**

The company is interested in strategic partnerships with US-based banks and financial institutions to grow its US footprint, the executive said. In the UK, Curve partners with ApplePay, GooglePay, Sony, Fitbit and Garmin. Curve plans to grow these partnerships throughout Europe as well.

# artificial.

#### **Most Recent Coverage:**

\*Artificial Labs, a London-based insurtech that uses AI and machine learning to digitize data collection, contract negotiation and pricing for insurance companies, is in the midst of raising capital, said Damian Arnold, CEO.

#### **Brief Summary:**

The company uses artificial intelligence and machine learning to digitize data collection, contract negotiation and pricing for insurance companies.



#### **Advisors:**

Resolution Partners, Taylor Wessing, Pinsent Masons

#### Investors:

Alma Mundi InsurTech Fund, Force Over Mass

#### CEO:

Damian Arnold





# **Interesting Fact:**

The company's competitors include Boost in the US and Cytora and Instanda in Europe.

# whenfresh

#### **Most Recent Coverage:**

WhenFresh, a London-based data-as-a-service provider for FIs, will begin fundraising conversations in September, said Mark Cunningham, co-founder and director.

# **Brief Summary:**

WhenFresh offers a temporal database that allows users to roll forward and backwards in time to gain data insights. Its also offers a set of APIs that allow customers access to real-time data on real estate and properties. Its customers include lenders and insurance companies, who use WhenFresh in assessing potential risks before approving loans, mortgages and insurance policies.



#### **Advisors:**

Moore Stephens and Cannings Connolly Solicitors

#### Investors:

CLS Group

#### Director and co-founder:

Mark Cunningham





# **Interesting Fact:**

WhenFresh is Cunningham's fifth startup. He co-founded WhenFresh with Alan Dean, Technical Director.



\*Kasko, a London-based insurtech that designs, launches and scales functional and digital insurance products across any distribution channels, is in the midst of raising seed capital, said Nikolaus Suehr, CEO and co-founder.

#### **Brief Summary:**

Kasko is an insurtech-as-a-service provider that offers customized white-label insurance products to insurers.



#### **CEO** and co-founder:

Nikolaus Suehr





## **Interesting Fact:**

There will eventually be a liquidity event for its investors to monetize their investments, Suehr explained. Ideally, one of its customers will become a strategic investor at some point, which will lead to a buyout. The timeline is difficult to predict as it depends on how far along Kasko is with its growth goals. It could look for strategic investors to acquire a minority or majority stake in three to five years, he estimated. Likely acquirers are insurance carriers or IT consulting or IT vendor firms.



The Floow, a Sheffield, UK-based motor telematics provider, is considering capital raise options to support its strategic development, said Aldo Monteforte, CEO and founder.

#### **Brief Summary:**

The Floow's telematics systems use wireless devices and GPS monitoring of drivers and vehicles to collect data, assisting insurance companies in monitoring risky driving behavior in real-time.



#### Investors:

Fosun Group, United Electronics Co, Direct Line Group

#### **CEO** and founder:

Aldo Monteforte





## **Interesting Fact:**

The company is in discussions regarding strategic partnerships and expects to close on two or three deals this year, the CEO said. It has a strategic partnership with Munich Re for Japan and India. Under the terms of the partnership, Munich Re resells The Floow's technology into their customer portfolio. The Floow is interested in additional partnership deals similar to Munich Re. Additionally, partnerships with OEM manufacturers, in which The Floow assists them with monetizing data from their equipment, would be a fit.



Neos, a London-based smart technology home insurer, is evaluating advisors to assist with a capital raise, said Matt Poll, CEO.

## **Brief Summary:**

Neos aims to make home insurance smarter by connecting cameras, sensor technology with insurance. Through its app customers can instantly monitor water and smoke damage, break-ins, and thermostat controls.



#### Matt Poll:

CEO





# **Interesting Fact:**

Neos is in discussions regarding partnerships with US insurance carriers, the CEO said. Neos provides the carrier with a white label product customized to the carriers requirements. It has a partnership with American Family Insurance and would be interested in similar partnerships going forward. American Family partnered with Neos in 2019 to help customers proactively protect their homes using smart home technology and related products and services. It also has partnerships in The Netherlands, Spain and Poland.



◆FloodFlash, a London-based catastrophic event-based insurance company, is planning its Series A for Q4 this year, said Adam Rimmer, co-founder.

## **Brief Summary:**

FlashFlood provides businesses flood cover in the UK. Its offering includes a mobile-connected sensor which detects flooding inside properties. When a predetermined depth of flooding occurs on a premise, FlashFlood provides a set payout. (Founded 2017)



#### Investors:

LocalGlobe, Pentech Ventures, Hambro Perks, InsurTech Gateway, and one private investor

#### co-founder:

Adam Rimmer





## **Interesting Fact:**

Prior to FlashFlood both co-founders held positions at RMSFlashflood was founded after the two co-founders helped the New York Metropolitan Transport Authority (MTA), in the wake of Hurricane Sandy, develop a different type of parametric cover that would pay \$200m if water rose above a certain depth in the New York harbor, as reported by FlashFlood.

Honcho, a UK-based reverse car insurance marketplace, is in the process of raising a crowdfunding round, said Gavin Sewell, CEO.

## **Brief Summary:**

Honcho is designed to be the opposite of an insurance marketplace, the executive said. Instead of consumers shopping for the best insurance rates on a marketplace site, Honcho allows insurers to enter a competitive real-time bidding process in order to offer the best price to those customers, he said.



#### CEO:

Gavin Sewell





# **Interesting Fact:**

Instead of consumers shopping for the best insurance rates on a marketplace site, Honcho allows insurers to enter a competitive real-time bidding process in order to offer the best price to customers, CEO Gavin Sewell told FHM.



ANNA Money, a Cardiff, UK-based mobile business account platform, is starting to raise its next round of capital, said Eduard Panteleev, founder and CEO,

## **Brief Summary:**

ANNA is an app, a debit card and a business account that helps small businesses and startups with their financial admin. It targets micro SMEs, freelancers and sole proprietors to help them manage their accounting and administrative tasks. Its customers range from freelancers, software developers, content providers, designers and YouTube publishers.

#### website

**Advisors:** Lewis Silkin, Sheridan Law

#### **CEO** and founder:

**Eduard Panteleev** 





## Interesting Fact:

ANNA Money CEO Eduard Panteleev said a friend of his came up with the name for the company. Panteleev liked the name because it was feminine and symmetrical. ANNA is an acronym for Absolutely No-Nonsense Admin.



Previsico, a Loughborough, UK-based provider of real-time street level flood warnings, will be pursuing its Series A round this spring or late in the year, said Jonathan Jackson, CEO.

#### **Brief Summary:**

Previsico—a spin-out from UK-based Loughborough University—provides street- level flood risk predictions and analytics. (Founded 2019)



Advisors: Mills and Reeve

#### Investors:

Lloyd's Lab and Plug and Play (source, CB Insights). The company had raised £300K through angel and seed rounds as of January Jackson told FHM. In June, the company secured a £700k loan from Innovate UK.

#### Founder and Chief Science Officer:

Prof. Dapeng Yu, F





# **Interesting Fact:**

Previsico participated in a ten-week program at Lloyd's Lab during which time it developed a new underwriting tool to

enhance insurers' flood risk models for both residential and commercial property, and fine art risks. The tool, which has since been launched, was designed with input and analysis from leading re-insurers, as reported by the company.



◆Tapoly, a London-based on-demand insurance provider, is in conversations to raise its Series A round, said CEO and founder Janthana Kaenprakhamroy.

## **Brief Summary:**

Tapoly provides on-demand flexible commercial insurance products for SMEs, freelancers, the self-employed and the gig economy. It offers commercial insurance products on demand, directly to customers, as well as through brokers and affiliate partners.



#### **Investors:**

Lifenet, Startup Funding Club, the London Co-Investment Fund and nine angel investors

#### CEO:

Janthana Kaenprakhamroy





# Interesting Fact:

Kaenprakhamroy previously worked in investment banking in London. Born in Thailand, she moved to Sweden at age 12, and came to London to study English. Kaenprakhamroy is named as one of the Top 6 Women Founders to Watch by Forbes and is among the Top 10 Insurtech Female Influencers according to the Insurance Institute.

Jan 14, 2020



#### Most Recent Coverage:

Nucoro, the London-based provider of an Al-driven wealth management platform, may pursue its Series A round in early 2021, said Melanie Palmer, CMO.

## **Brief Summary:**

Nucoro offers white-label wealth management products which it customizes for each client. Target customers include banks, wealth managers, IFAs, insurance providers and other financial services businesses with a minimum of 500K customers.



#### CMO:

Melanie Palmer





# **Interesting Fact:**

Nucoro is the company behind Exo Investing, which raised about €16.5 million (£14.5 million) in seed capital from investors including Ariane and Benjamin de Rothschild, José Manuel Bolívar (founder of ETS) and Daniel Treves and Hugo Ferreira, heads of Edmond de Rothschild corporate finance subsidiary La Cie Benjamin de Rothschild SA, according to a Citywire report.

# △ SalaryFits

#### **Most Recent Coverage:**

\*SalaryFits, a platform which connects employees and FIs through employer payroll systems, is planning to start targeting the US market in 2020, CEO Délber Lage told this news service.

#### **Brief Summary:**

SalaryFits is a platform that plugs into employer payroll systems, and provides financial institutions real-time data about employees, so that FIs can then provide employees more targeted products and services including loans, investments, and insurance, the CEO said.





Sthaler Ltd., the London-based parent company of Fingopay, a B2C identity authentication product, is planning to raise its Series A round in early 2020, CEO Nick Dryden told this news service.

#### **Brief Summary:**

Fingopay is the brand name for the company's hardware and software solution used for payments, loyalty programs and secure access. The Fingopay system typically is placed at the point of sale, and scans an individual's finger vein pattern with infrared light. The scanned pattern is then converted into an individual 'digital ID' key and stored in the cloud, according to the company.



# Advisors: Cowgills

# **Interesting Fact:**

Before Sthaler, Dryden worked primarily in the music industry as a technologist, manager and venue owner, he said. Problems often arose at those venues around security, including missing cash. Dryden became interested in biometrics because he felt that many of the music industry's biggest problems could be solved using the technology, he said.



Wrisk, a London-based insurtech providing cover for gadgets, electronics, personal items and vehicles, anticipates its next capital raise in Q2 or Q3 2020, said CEO Nimeshh Patel.

## **Brief Summary:**

The company offers a mileage-based car insurance policy through partnerships with BMW/MINI and RAC, at which customers are offered the option to purchase Wrisk insurance at the point of sale. Wrisk is seeking additional vehicle partnerships similar to these.



**Advisors:** Shoosmiths LLP

#### Investors:

RAC, Oxford Capital Partners, RLC Ventures, QIC, Hiscox, private investors and crowdfunding

## **Interesting Fact:**

Niall Barton and Darius Kumana co-founded Wrisk in 2015. Patel, who was an early advisor and investor in Wrisk, moved into the CEO role in July after previously serving as the COO since January 2018. Previously, he spent seven years advising start-ups in the UK and the US. He also held executive roles at Drawbridge, which was acquired by LinkedIn earlier this year for \$300m, and AOL Europe.



\*Rapyd, a provider of APIs that allow ecommerce firms to accept payments in local currencies that has offices in the UK, Israel and the US and which is now valued at more than \$1bn, is planning to make at least one acquisition by the end of Q1 2020, CEO Arik Shtilman told this news service at a recent industry conference.

## **Brief Summary:**

The company is looking at acquisitions to enhance its tech stack and bring in some talent. It will likely "pull the trigger" on at least one acquisition, possibly two, in Q1 2020, he said. It has been looking at targets in the card processing and issuing space and other companies that are compliant with Rapyd's technology that could potentially reduce the number of people required in various processes, according to Shtilman.



#### Investors:

Durable Capital Partners, Oak HC/FT, Tiger Global, Coatue, General Catalyst, Target Global, Stripe, Entrée Capital



◆Fidel, a London-based company offering an API to link payment cards to applications, has its Series B round "in motion," a company source told this news service.

## **Brief Summary:**

Fidel offers two products: Transactions and Offers. With Transactions, customers can link direct-to-customer cards through its secure SDKs and easily surface real-time transaction data from Visa, Mastercard and Amex. With Offers, clients can from one place create and manage card-linked offers with a variety of retailers. Customers using Transactions include RBC, Avios and Klarna. Offers clients include Just Eat, Aer Lingus, and TopCashback.



#### Investors:

Nyca Partners, QED Investors, Citi Ventures, RBC Ventures, Commerce VC, Elefund, 500 Startups, Horizons Ventures and angel investors Cris Conde and Taavet Hinrikus



Tractable, a London, UK-based insurtech using AI to assess damage and predict repair costs, will engage in conversations with potential investors, said Norval Scott, Head of PR and Communication for EMEA.

## **Brief Summary:**

Tractable uses artificial intelligence for accident and disaster recovery, according to the company. Its technology speeds up insurance claims for vehicle and property damage claims from weeks to minutes. Its visual damage appraisal technology removes the middleman appraiser and its computer vision technology allows for quicker insurance payouts and claims processes.



#### Investors:

Insight Partners, Acequia Capital, Plug and Play Ventures Alexandre Dalyac







•KASKO, a UK-based insurtech offering a multi-functional platform, may consider raising capital next year to help fund development and more expansion, co-founder and CTO Matthew Wardle said.

## **Brief Summary:**

KASKO mainly works with P&C insurers and the SME market, but in the future it could potentially help health and life insurers digitalize their products. KASKO is a SaaS product and mainly charges an annual fee for use of its product. The company is capable of providing other payment structures, depending on the client's needs.



## **Interesting Fact:**

The company was profitable in 2017, has since been investing back in expansion initiatives. KASKO is aiming to operate profitably next year, theexecutive said. Right now, the company has about 20 insurance clients.



Divido, a UK-based startup which offers retailers and FIs a point of purchase financing platform, plans to raise its B round in 12 months, Christer Holloman, co-founder and CEO, said.

# **Brief Summary:**

a UK-based startup which offers retailers and FIs a point of purchase financing platform website

#### **Investors:**

Dawn Capital, DN Capital, Mastercard, American Express Ventures



ClauseMatch, a London-based startup providing document collaboration software used by FIs to handle compliance requirements, plans to seek its Series B next year, said Evgeny Likhoded, CEO and founder.

## **Brief Summary:**

a London-based startup providing document collaboration software used by FIs to handle compliance requirements website

#### Investors:

Speedinvest, SparkLabs Global Ventures, Techstars, former Thomson Reuters CEO Tom Glocer, former SunGard CEO Cristobal Conde, Index Ventures, Talis Capital, Andrew Mullinger, and Silicon Valley Bank



LVLFi, a UK-based startup creating mobile games to subtly motivate players to exercise, is seeking a seed round, company founder Alex Devoto said.

## **Brief Summary:**

a UK-based startup creating mobile games to subtly motivate players to exercise website

#### Founder:

Alex Devoto





## **Interesting Fact:**

LVLFi charges about \$1.00 per user per month. The company's ideal customers are insurers because they tend to have the most distribution. Eventually, LVLFi could be acquired by an insurance company or a large tech company, Devoto said.



LeakBot, a provider of IoT leak detection technology for insurance companies and a part of Walsall, UK-based HomeServe Labs, the innovation arm of HomeServe (HSV:LSE), could soon be spun out into an independent company, CEO Craig Foster said.

#### **Brief Summary:**

LeakBot monitors homes 24/7 for hidden leaks and bursts that are detected by its sensor which is installed by homeowners. Instant alerts are sent to a homeowner's smartphone if there is a burst. When a leak is detected, LeakBot will arrange for an approved expert plumber to find and fix it. (Founded 2017)



# **Advisors:** Evercore

#### CEO:

Craig Foster





# Interesting Fact:

In 2019, LeakBot was the winner of the DIAmond Award at the Digital Insurance Agenda in Amsterdam. Last October, Foster told FHM the company was in early stages of entering the US market.



\*Digital Fineprint, a London-based insurtech company, will look to raise additional funding by the end of 2020, said Erik Abrahamsson, CEO.

## **Brief Summary:**

a London-based insurtech company which competes with legacy players such as Dun & Bradstreet and startups such as Groundspeed, CarbonData and Planck website

**Advisors:** Browne Jacobson



\*Blockchain.com , a company that has created its own crypto wallet and which is behind "the Pitt", a London-based crypto exchange, would like to be public at somepoint, Vice Chairman and Co-founder Nicolas Cary said.

# **Brief Summary:**

a company that has created its own crypto wallet and which is behind "the Pitt", a London-based crypto exchange website



♦ yulife, a London-based group life insurer that is seeking to redefine life insurance around the idea of better living, is focused on growing its team, adding customers, and possibly expanding beyond the UK after raising its Series A round at the end of May, co-founder and CPO Josh Hart told this news service.

## **Brief Summary:**

a London-based group life insurer that is seeking to redefine life insurance around the idea of better living website

## Interesting Fact:

The company now has achieved strong product-market fit and its priority is to grow, CPO Josh Hart told FHM. about the dangers of machines built not to solve a specific problem but to mirror human behavior. The idea that a machine might one day be smarter than a person is truly terrifying, although thankfully such a possibility is probably 10 to 20 years away, he added

# Coconut.

#### **Most Recent Coverage:**

Coconut, a London-based company behind a banking and accounting solution for freelancers, plans to raise a Series A round next year, CEO Samuel O'Connor told this news service.

#### **Brief Summary:**

Coconut provides a tax and accounting app for the selfemployed. Its users can connect all of their current accounts and credit cards, and Coconut automatically categorizes business expenses for tax purposes. It also allows users to open a business current account which includes a Mastercard debit card. (Founded 2016)



#### Investors:

In December 2018, Coconut raised over £2m in a crowdfunding campaign on Crowdcube, surpassing its target raise of \$500,000. The company raised over £2.4m in its latest crowdfund, beating its target by 350%, according to a report from July 2020.

#### CEO:

Samuel O'Connor





# Interesting Fact:

Since its launch, Coconut has onboarded 1,500 accountants, and is working with a growing number of accounting practices throughout the UK to launch an integrated accounting service offering, according to the aforementioned report from July.



Credit Kudos, a London-based challenger credit bureau, expects to raise a Series A round early next year, CEO and cofounder Freddy Kelly told this news service.

#### **Brief Summary:**

The company uses consumer transaction data to build credit profiles and scoring for individuals, including for people with limited or no credit history.



# **Interesting Fact:**

Kelly, who worked in Silicon Valley as a software engineer after graduating from the University of Manchester in 2013, moved back to the UK in 2015 only to experience problems getting access to affordable credit because of his limited credit history there. This unhappy experience as a "thin file" borrower was the impetus for starting Credit Kudos.



Plabito, a London-based online mortgage search and comparison site, is finalizing a growth round of equity capital, CEO Daniel Hegarty told this news service.

#### **Brief Summary:**

Habito does not itself make loans, but serves as an online marketplace/broker, connecting those seeking a mortgage with more than 90 different lenders, the CEO said.



## **Interesting Fact:**

Prior to Habito, Hegarty was Head of Product at Wonga, a UK-based online lender, where he started working in 2007. Before Wonga, Hegarty worked for more than 10 years as a professional musician. He began his career in music, when he was 16, when his punk rock band, Serum, was signed to a record deal.



\*Rapyd , the UK and Israel-based developer of an API that lets online merchants accept local and alternative payments, has seen a sharp rise in investor inquiries in the last 100 days, including from groups that typically aren't investors in young fintech companies, CEO and co-founder Arik Shtilman told this news service.

## **Brief Summary:**

Rapyd was originally known as Cashdash and its initial goal was to create a B2C e-wallet app. While creating the app, Rapyd's team saw firsthand the many challenges faced by merchants looking to sell products globally online. Beyond e-wallets, those hurdles include paying and collections, foreign exchange management, fund disbursement and card management. The company therefore decided to broaden its vision to offer "Fintech as a service." The company's aim is to seamlessly handle these complex backend tasks through a single API on behalf of its merchant customers.



# Interesting Fact:

Prior to Rapyd, Shtilman was chairman and co-founder of ITNavigator, a provider of call center and social media management software. The company, which was started in 2004 and bootstrapped by Shtilman was acquired by telecommunications giant Avaya in 2013 for an undisclosed sum. Prior to that, Shtilman was a project manager for IBM and served for three years in the Israel Defense Forces.

# △ SalaryFits

## **Most Recent Coverage:**

◆SalaryFits, the provider of a platform that lets a person take out a loan that can be repaid through installments deducted from their salary, is planning to raise growth capital, CEO Delber Lage told this news service.

## **Brief Summary:**

SalaryFits is free to employers and it does not charge a subscription to either employees or FIs to use its platform, but makes money on fees paid by the borrower and lender on a per transaction basis.



#### Chairman and founder:

Renato Araujo





# **Interesting Fact:**

For many years, Zetra's management felt its product was uniquely suited for Brazil. By 2016, when Zetra started SalaryFits, management's views had evolved, as they saw other markets becoming more open to its approach. With the growth of open banking, markets outside of Brazil were more receptive to Zetra's use of an integrated platform, a platform that required connecting financial institutions, employer payroll systems, and consumers. Additionally, with the growth in consumer lending options internationally, including the emergence of a number of short-term products that charged consumers very high-interest rates, Zetra's payroll-based lending approach could be positioned as a reasonable alternative for both consumers and FI's in those markets, because of lower rates and less default risk respectively, Lage said.



\*Iwoca, a London-based provider of credit finance for small to medium-sized businesses, views an IPO as a "very valid option," CEO and co-founder Christoph Rieche told this news service.

## **Brief Summary:**

a London-based provider of credit finance for small to medium-sized businesses website

# **Interesting Fact:**

iwoca is a name that people seem to either love or hate, the CEO noted. Rieche and his wife came up with the name while brainstorming. They landed on iwoca as a name that was short and that stood for "instant working capital," he said. The company was also able to procure the 5 letter domain relatively cheaply, he added.



♦ Insly, a London-based insurance software provider that sells retailer software to brokers and customized software to carriers and MGAs, is likely to close on its next capital raise by the end of the year, CEO Risto Rossar told this news service.

## **Brief Summary:**

a London-based insurance software provider that sells retailer software to brokers and customized software to carriers and MGAs

website

#### CEO:

Risto Rossar





# **Interesting Fact:**

Prior to founding Insly, CEO Risto Rossar launched an online insurance broker in Estonia in 2001, which became a very large broker in the Baltics. Soon after that, he became much more interested in insurance technology, and in 2014 decided to take the knowledge he gained from his experiences working in insurance to develop better software.



Conundrum, a UK-based startup that leverages AI to help provide predictive maintenance, is planning to raise a Series A round next year, a company source said.

## **Brief Summary:**

Conundrum has developed an AI as a Service (AIaaS) platform which includes remote monitoring. The technology is aimed at serving many industry verticals including oil and gas, pulp and paper, steel and mining, chemical and also aviation.



## **Interesting Fact:**

UK-based Conundrum is affiliated with, and a brand of, Data Monsters, a 13-year-old Palo Alto-based, Al-focused professional services company, which is profitable, the source said. Data Monsters mainly works with corporate customers – including GE, Cisco, Cray, and Intel. It develops Al algorithms and has a global team of product managers, architects, designers that design intelligent software products, according to the company. The team behind the companies plans to continue to build projects which have the potential to be spunoff into their own separate companies, the source said.



Nexus Mutual, a London-based startup that aims to use blockchain technology to provide peer-to-peer insurance, initially for Ethereum-based smart contracts, is in the process of raising funds to build out its decentralized platform, CEO and founder Hugh Karp told this news service.

## **Brief Summary:**

The company designed its initial offering to focus on protecting Ethereum-based smart contracts. Such smart contracts cannot be guaranteed, which creates a need for those who enter into them to have some protection, the CEO explained.



#### Founder:

Hugh Karp





# Interesting Fact:

Karp's typical day is split between technical pursuits in the morning, including writing code and reading up on economic theory, and afternoons spent meeting with people online or in person. "It can make me a bit schizophrenic," he said, of this daily split of duties. Nexus has a distributed team, including employees in London, Ibiza, and India, among other locations. he said.



Mercaux, a London-based company that has developed an end-to-end digital in-store platform for retailers, is near closing its Series A round and has already started to hear from potential Series B investors, director Jonathan Horemans said.

## **Brief Summary:**

The company's app allows sales professionals to check inventory, provide payments, check customer history and preferences as well as social media. The app can also communicate with corporate headquarters, among other features.



# Interesting Fact:

An eventual exit is most likely to come through an acquisition, Horemans said. A potential universe of buyers could include cloud-based technology companies or point-of-sale-companies, he said. Mercaux's platform is likely to be complementary to a number of large enterprises, he said.



Coinfirm, a London-based regtech startup specializing in compliance solutions for the crypto industry, is interested in raising capital by the end of this year, co-founder and chief marketing officer Grant Blaisdell said.

#### **Brief Summary:**

The company was founded in 2016 and generated revenue in its first year of operation. By year two, Coinfirm was "pretty much profitable," Blaisdell said, adding that it also reinvested heavily in growing the business.





\*Digital Fineprint , a Q&A with Erik Abrahamsson, CEO of a London-based startup that uses machine learning to comb open data sources for insights used by both insurers and small businesses for evaluating risk.

## **Brief Summary:**

Digital Fineprint uses machine learning to comb open data sources for insights used by both insurers and small businesses for evaluating risk.





Maidsafe, a Scotland-based company working towards a safer, decentralized Internet, is pushing forward towards Alpha 3, following the company's release of PARSEC, its Protocol for Asynchronous, Reliable, Secure and Efficient Consensus, MaidSafe's Dug Campbell told Fintech Horizons.

## **Brief Summary:**

a Scotland-based company working towards a safer, decentralized Internet website