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# Technology Transformation:

Breaking ground in the new economic & social  
environment

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Presented by  
N J (John) Karantzis  
B.E. LL.M M.Ent FIEAust Eurlng CPEng

iSignthis eMoney Ltd (Cyprus)



# What is the digital revolution?

- Digital resources are infinite, based on intellectual capital
- Economic scarcity exists through IP protection regimes, patents, design, copyright.
- Success depends up on :
  - a range of creative and useful arts interacting to create the Intellectual capital
  - scale / take-up through either demand growth or regulated growth

# What is the digital revolution?

- Unregulated digital services success most recently based upon the Silicon Valley VC approach, driven by a large domestic US economy, mass marketing and generic (global) propositions.
- Regulated sector growth requires focused innovation, localized approach + specialized services > leading to online AML regulated sector services, Fintech, and Regtech

# Regulated Growth?

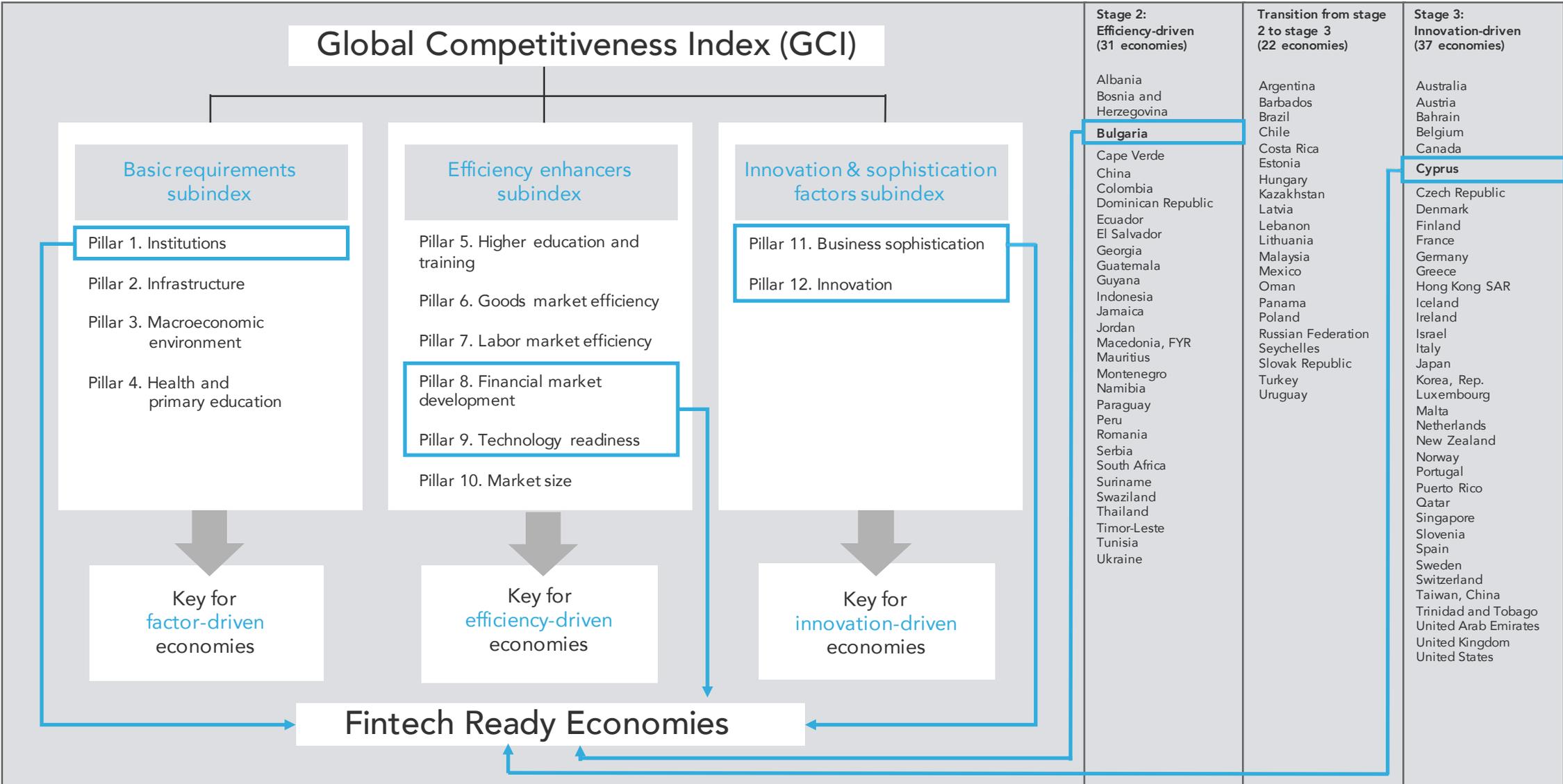
- Traditional FI's >> moving to greater use of technology.

And...

- Fintech is displacing traditional FI's providers:
  - financial services,
  - banking / lending / crowdfunding
  - remittances / p2p payments
  - C2b b2b payments,
  - eWallets/mWallets,
  - Securities/FX/Binaries/CFD's /trading,
  - wagering / gambling

- FinTech gives rise to RegTech
- Fusion of skills to provide support:
  - Compliance solutions (identity, monitoring, analytics, reporting, audit) + legals!
  - Networks/rails/security
  - Back office systems for compliance audits (AML, Securities Exchange Reporting, liquidity)

# World Economic Forum : GCI



Source : The World Economic Forum, The Global Competitiveness Report 2013–2014

# Fintech Hubs : Now and Upcoming

## Fintech Frontrunners

- ✓ New York (United States)
- ✓ London (U.K.)
- ✓ Singapore (Asia)
- ✓ Tel Aviv (Israel)

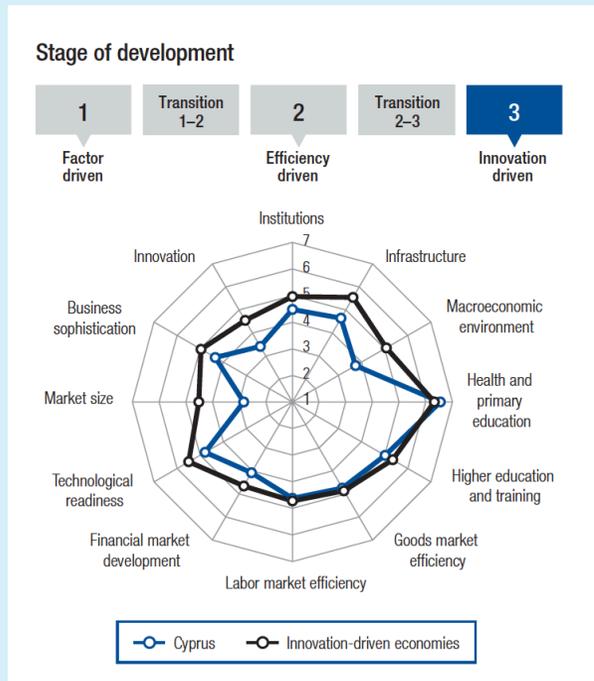
## Future Fintech Frontrunners

- ✓ Oslo (Norway)
- ✓ Amsterdam (Netherlands)
- ✓ Copenhagen (Denmark)
- ✓ Stockholm (Sweden)
- ✓ Helsinki (Finland)

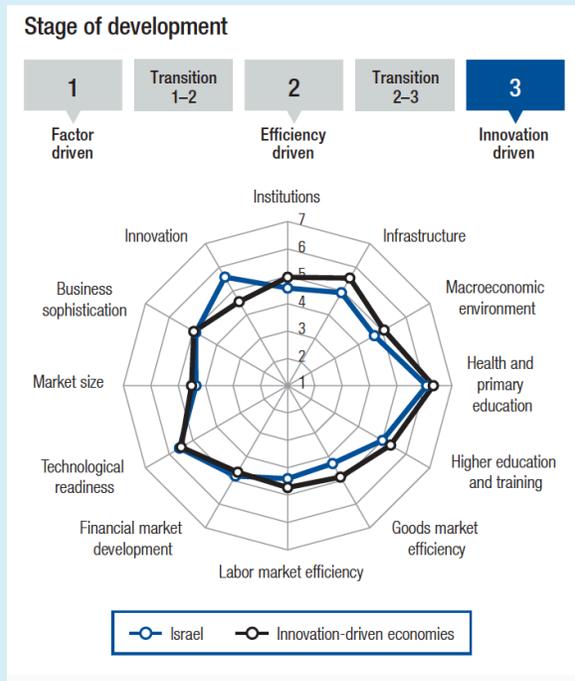
All of these rate highly on the GCI in the Fintech elements + have high competency / native english.

# So, why not Cyprus and Fintech ?

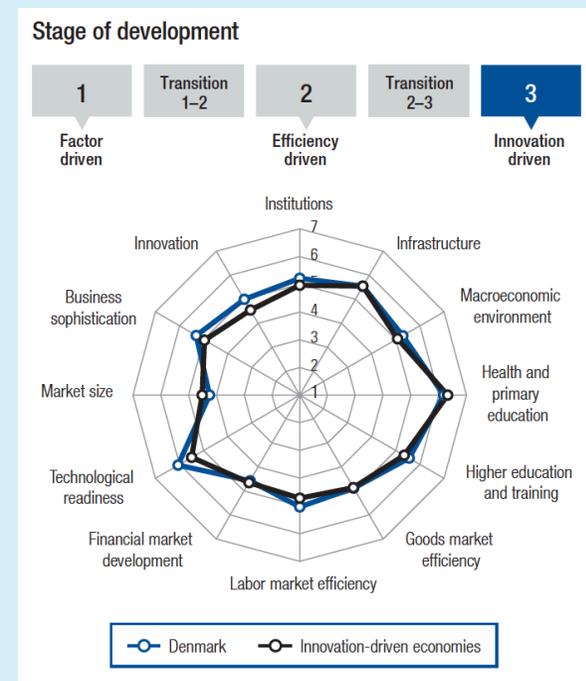
## Cyprus



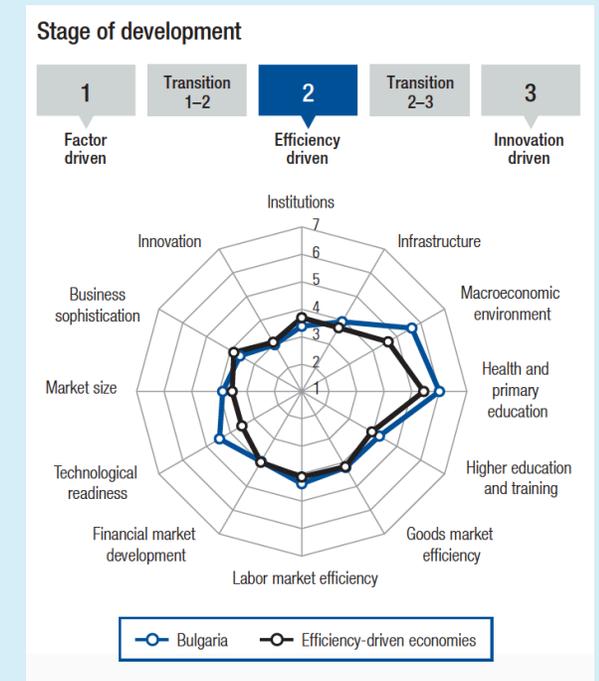
## Israel



## Denmark



## Bulgaria



Source : The World Economic Forum, The Global Competitiveness Report 2013–2014

# Cyprus and Fintech

World Economic Forum GCI Pillar Score	CY	IL	DK	BG
Innovation	3.4	4.9	5.0	3.0
Business Sophistication	4.3	5.6	5.3	3.6
Tech Readiness	4.8	5.6	6.0	4.4
Institutions (IP Rights)	4.4 PCT	4.6 PCT	5.0 PCT	3.0 PCT
Financial Market Dev (Regulation)	4.0 EU	4.6	5.3 EU	3.4 EU

Source : The World Economic Forum, The Global Competitiveness Report 2013–2014

# Why Cyprus?

- Innovation economy with all the “right” Fintech ingredients
- EU Member with access to EFTA & SEPA
- Location – physical access, time zone, EU/Mid East ‘bridge’
- Language – English, with a multilingual workforce
- Workforce – highly skilled, experienced AML sector workforce
- Law – common law basis, with EU regulatory overlay.
- Corporate Tax – attractive

# iSignthis<sup>®</sup>



# iSignthis Ltd (ASX : ISX), Who are we?

- Australian Securities Exchange (ASX) listed company
- 15 Months on the ASX, MC ~\$250m, founded 3 years ago.
  - We develop in-house our own Anti Money Laundering (AML) and Transaction Monitoring Software for AML regulated businesses.
  - We have specific solutions for the raft of incoming 2017 EU law around payments, security of internet payments and AML for FI's/CIF's/Banks and FinTech
  - We hold patents in multiple jurisdictions for our technology
  - HQ in Melbourne, Australia + EU Operations Centre, Nicosia
  - Sales offices Amsterdam + London + Paris (Q3)
  - ISX is RegTech supporting and enabling FinTech and traditional FI's to fulfil compliance functions using automated means.