



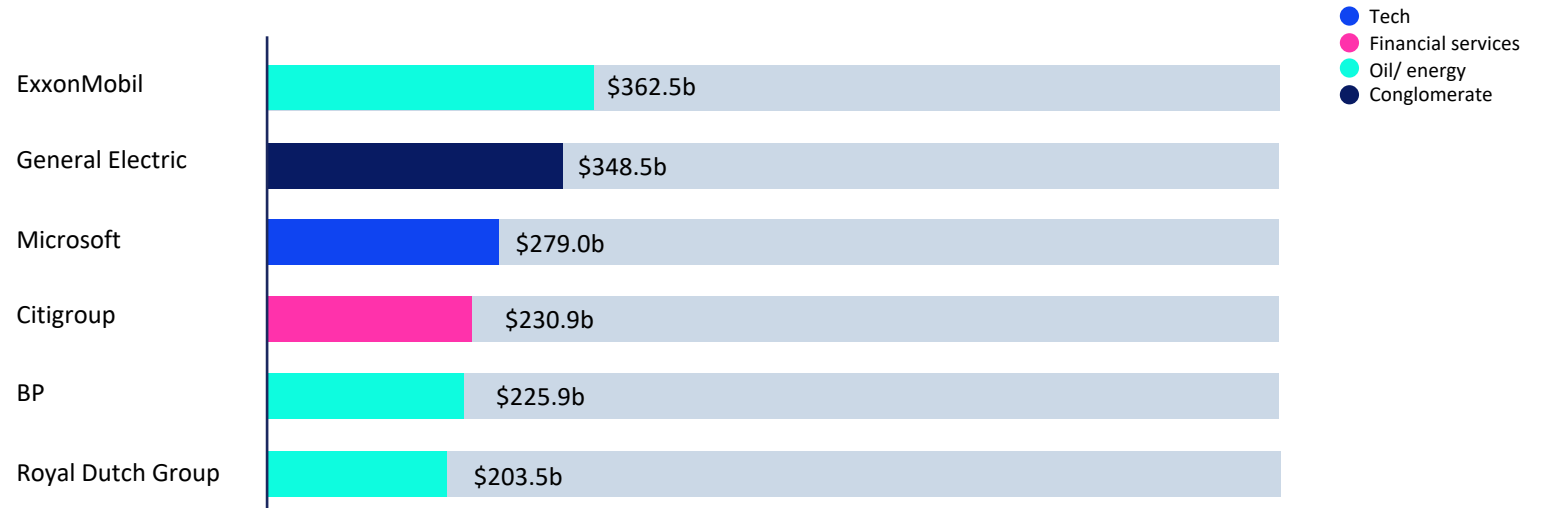
Accelerate to another level

The FinTech opportunity

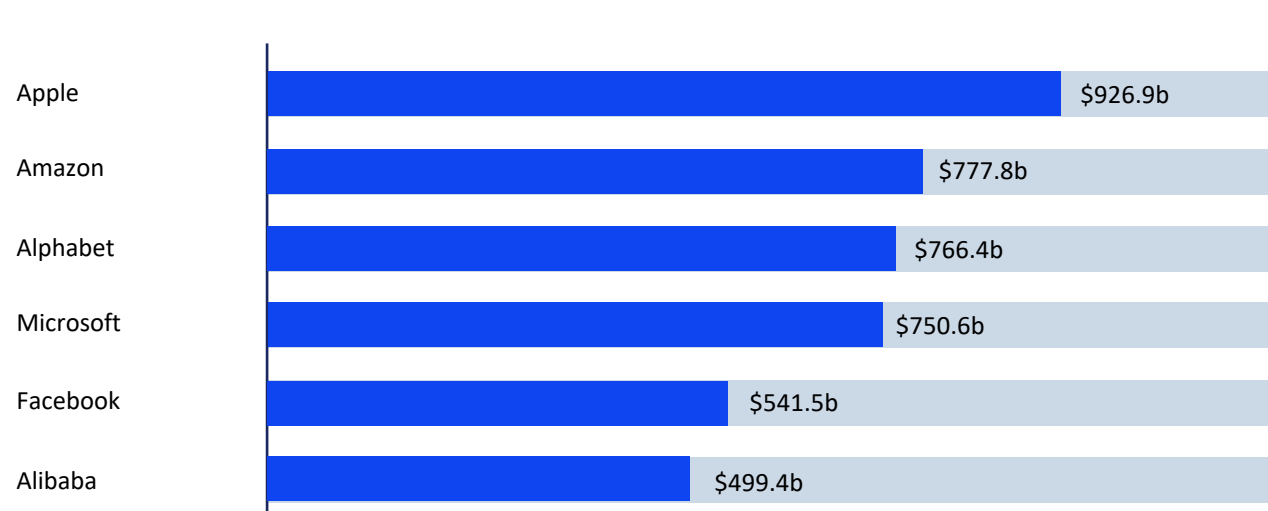
# Shift in global market capitalization

We are living in the new tech age

## 2006



## 2018<sup>1</sup>

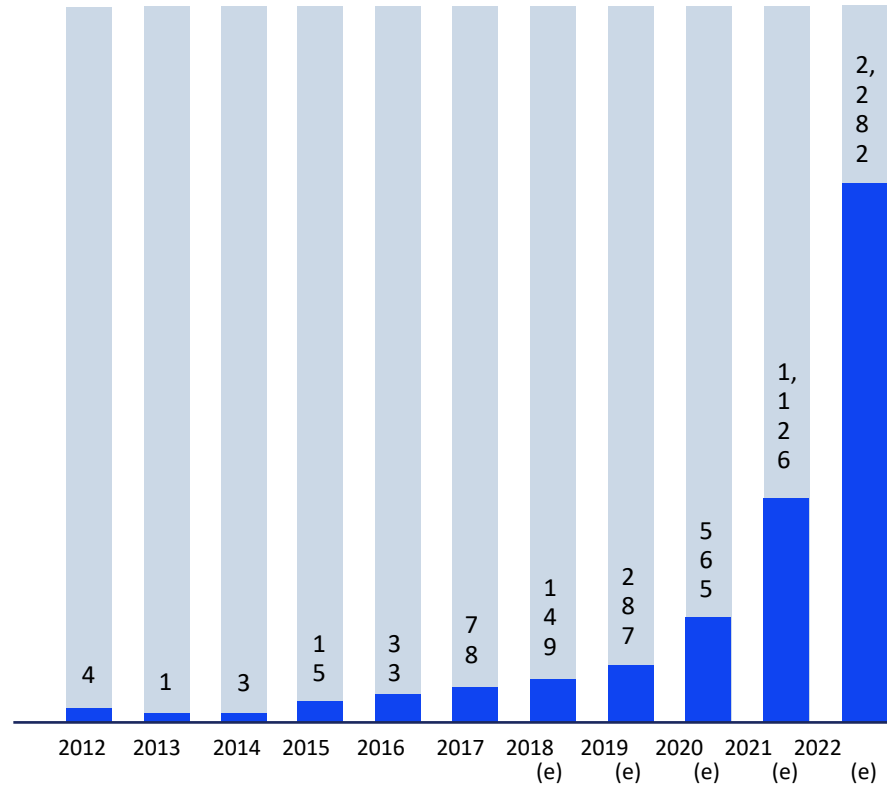


<sup>1</sup> As of May 11, 2018  
Source: Statista

The FinTech opportunity

The Middle East opportunity is consistently growing

### Middle East financing deal volume<sup>1</sup> (USD millions)

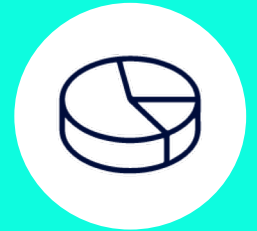


<sup>1</sup> VC deals only  
Source: Accenture

### Market drivers



**~80%**  
Unbanked population



**~50%**  
SME lending



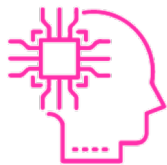
**~4X**  
E-commerce transactions by 2022



**~1 in 2**  
Customers want to go digital

The FinTech opportunity

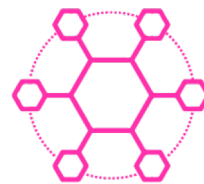
# Top areas of FinTech focus in the Middle East



Artificial Intelligence & Machine Learning



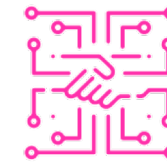
Digital Wallets



Blockchain



Big Data & Predictive Analytics



Crowdfunding



Cloud Computing



Infrastructure & Operations



Biometrics & Digital Identification



Internet of Things

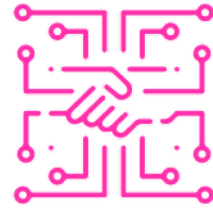


Natural Language Processing

## We leverage DIFC's position as a leading financial centre



# We have a comprehensive offering for FinTech startups



Address priorities of leading international and regional financial institution and insurance partners



Support services from partners



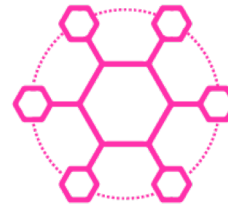
Access to investor network of VCs and Angels, including DIFC'S USD 100M FinTech Fund



Co-working space in DIFC, MEASA's leading international financial centre



Marketing & PR exposure



Events and networking opportunities with community of like-minded individuals



Fit-for purpose regulation by the DFSA and regulatory sandbox scheme (ITL)

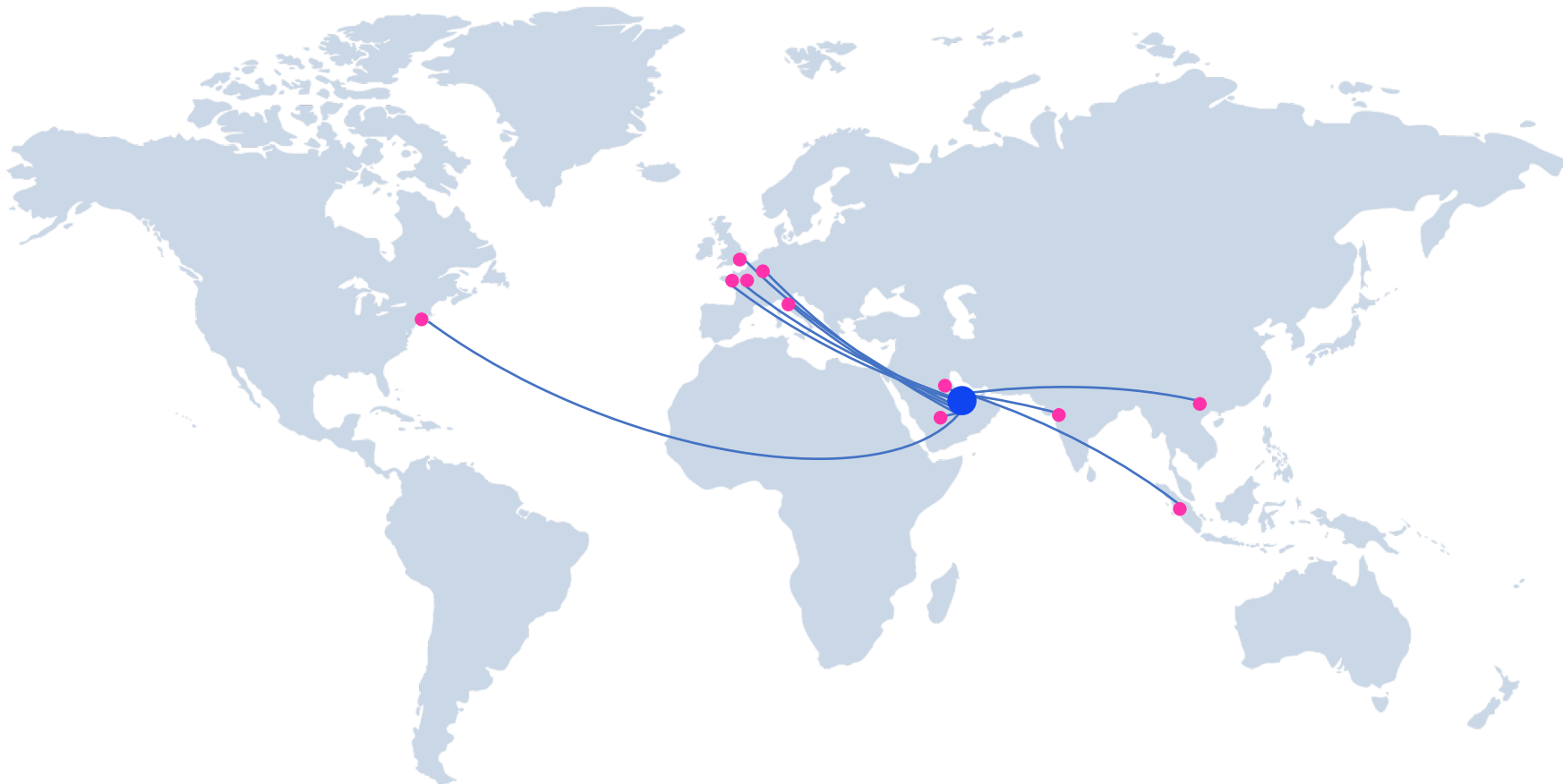


Network of partnerships with international accelerators and associations

Raising unicorns

We bring global access to our community

Through association with international FinTech hubs



● FinTech Hive location  
● Network locations

# Receive mentorship by and deliver solutions for the largest financial industry plays

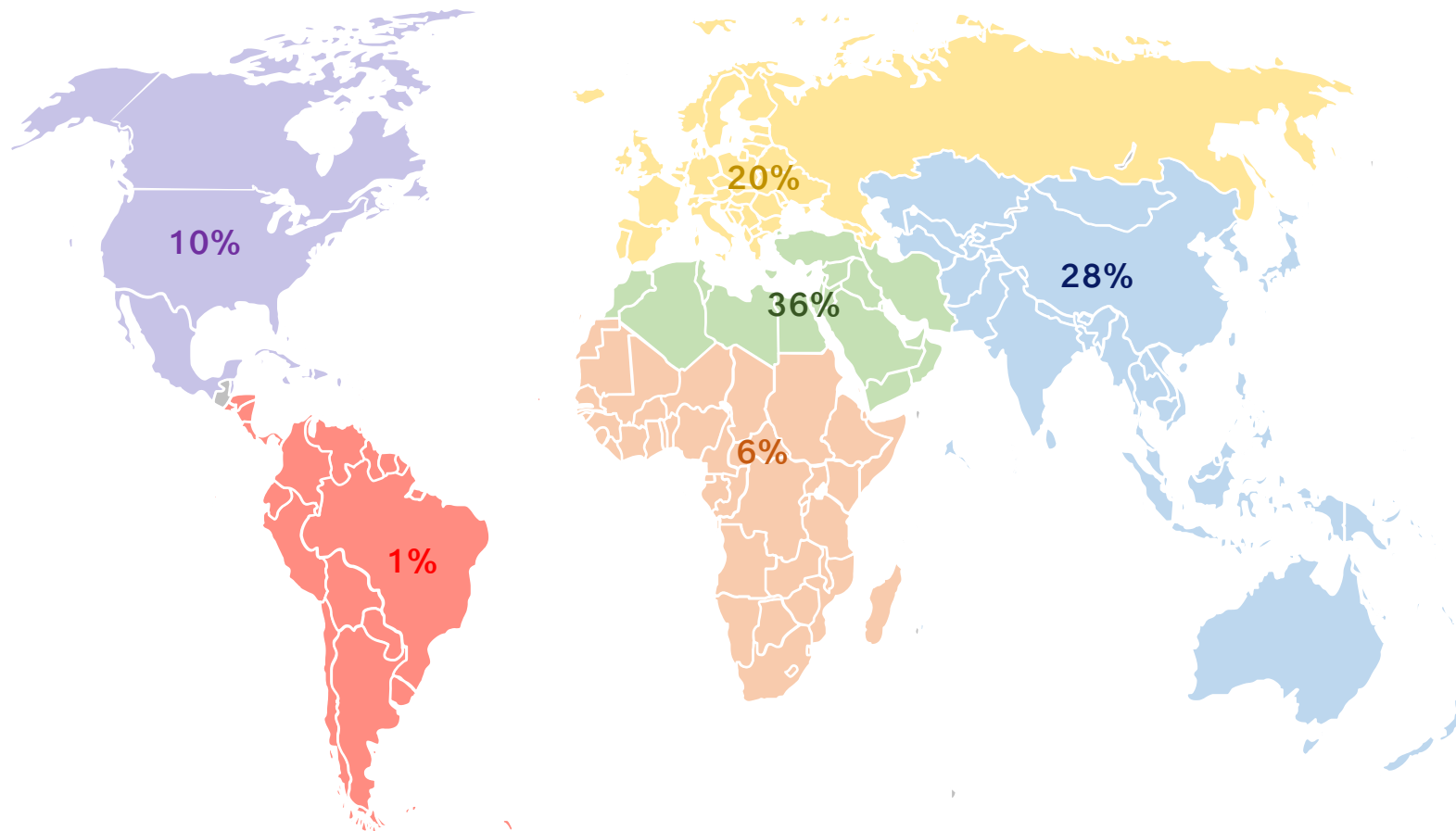
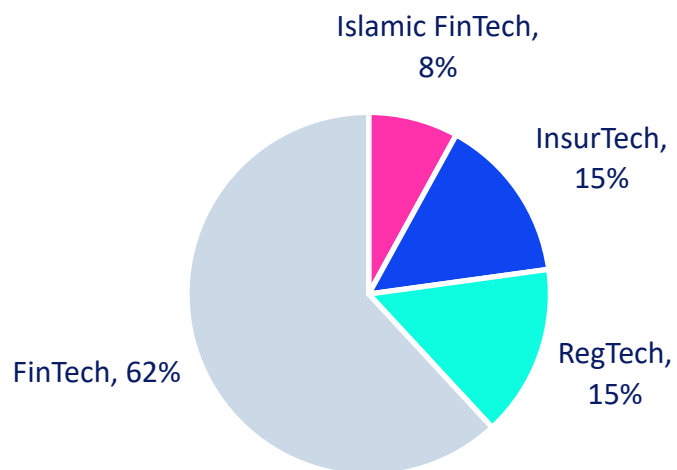




# Benefit from additional services from ecosystem partners



# ~425 applications received for 2019 FinTech & InsurTech programme



2017



2018



# Alumni



## Delio - Private Market Technology

**Founded in 2015 and grown from a team of 7 in 2017 to a team of 32 people today. Delio now operates across Europe, the Middle East, US and Asia Pacific.**

Delio is a white label digital infrastructure that supports financial organisations, including top-tier global banks, to launch, streamline and scale the way they connect private assets with capital. There are currently \$2.5bn of live deals being transacted across the Delio infrastructure.

**Currently incorporating a wholly owned subsidiary in the DIFC with a hiring roadmap in place to begin in September 2019**

**\$2.5m**  
FY20 Annual  
Revenue

**\$4.5m**  
Closing Pre  
Series A Round

**187%**  
YoY Growth in  
B2B Clients

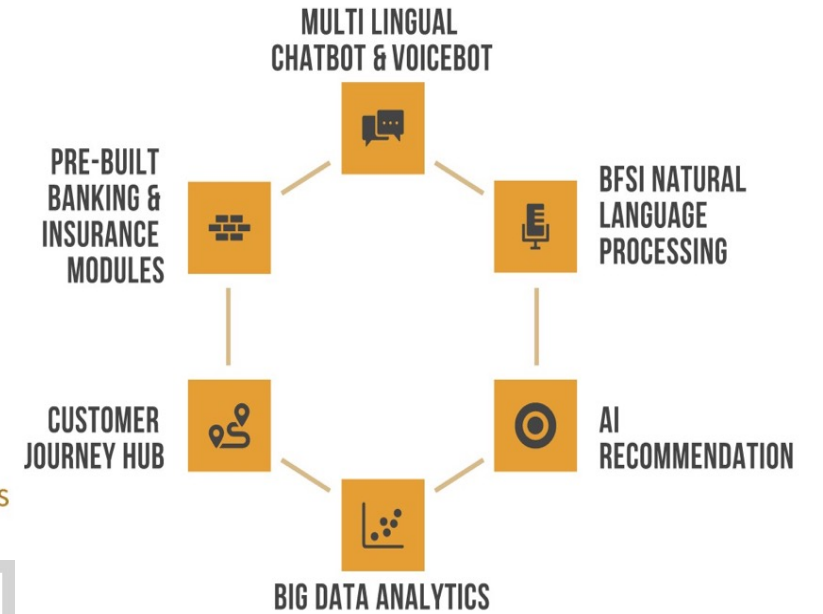
Delio services some of the world's leading financial institutions, such as Barclays, UBS, and ING.



Success stories



- EMBEDDED BANKING**  
 Across channels, languages, domains
- SELF DRIVEN FINANCE**  
 Big Data, Recommendation Systems, Customer Journey
- RAPID DEPLOYMENT**  
 Pre-built - AI models, Security, Compliance, Legacy connectors



TRACTION



Fintech Hive Impact

Customer growth : 4x  
 Country presence : 8 countries  
 Revenue Growth : 10x  
 Funds raised : Angel investment  
 Team Growth : 3x

# AccelerateHer







Thank You!

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