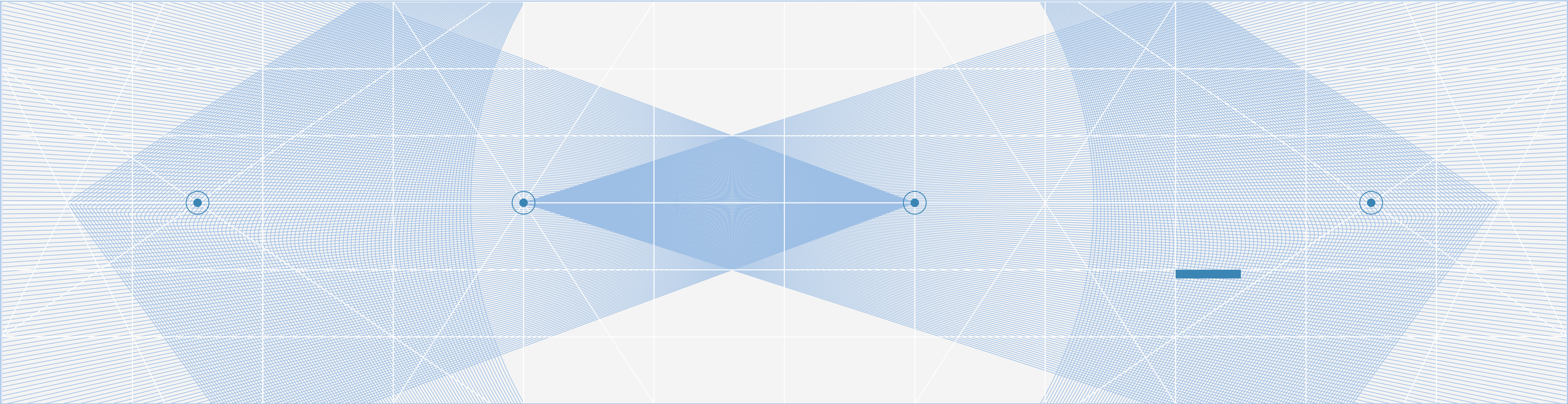


# FINTECH FOUNDRY

*by Shearman*

SUPPORTING THE INNOVATORS SHAPING  
THE FUTURE OF FINANCIAL SERVICES





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# Why Shearman?

**Our success is built on our clients’ success.**

Branching out from our foundation on Wall Street, we have established deep roots in the U.K., Europe, the Middle East and Asia. Our firm has a long and distinguished history of supporting our clients wherever they do business, from major financial centers to FinTech hubs in emerging and established markets.

With 850 lawyers in 25 offices around the world, we offer FinTech clients a unique blend of legal expertise, industry knowledge and global capabilities.

**Several key differentiators set us apart from our peers.**

**Dedicated Emerging Growth Practice**

We have a dedicated Emerging Growth practice that works exclusively with start-ups and the investor community. This team is based in Austin, Texas, one of the fastest growing tech hubs, and works seamlessly with colleagues from Silicon Valley and New York to London, Singapore and Dubai. Our Emerging Growth team provides FinTech companies with strategic advice for each stage of growth.

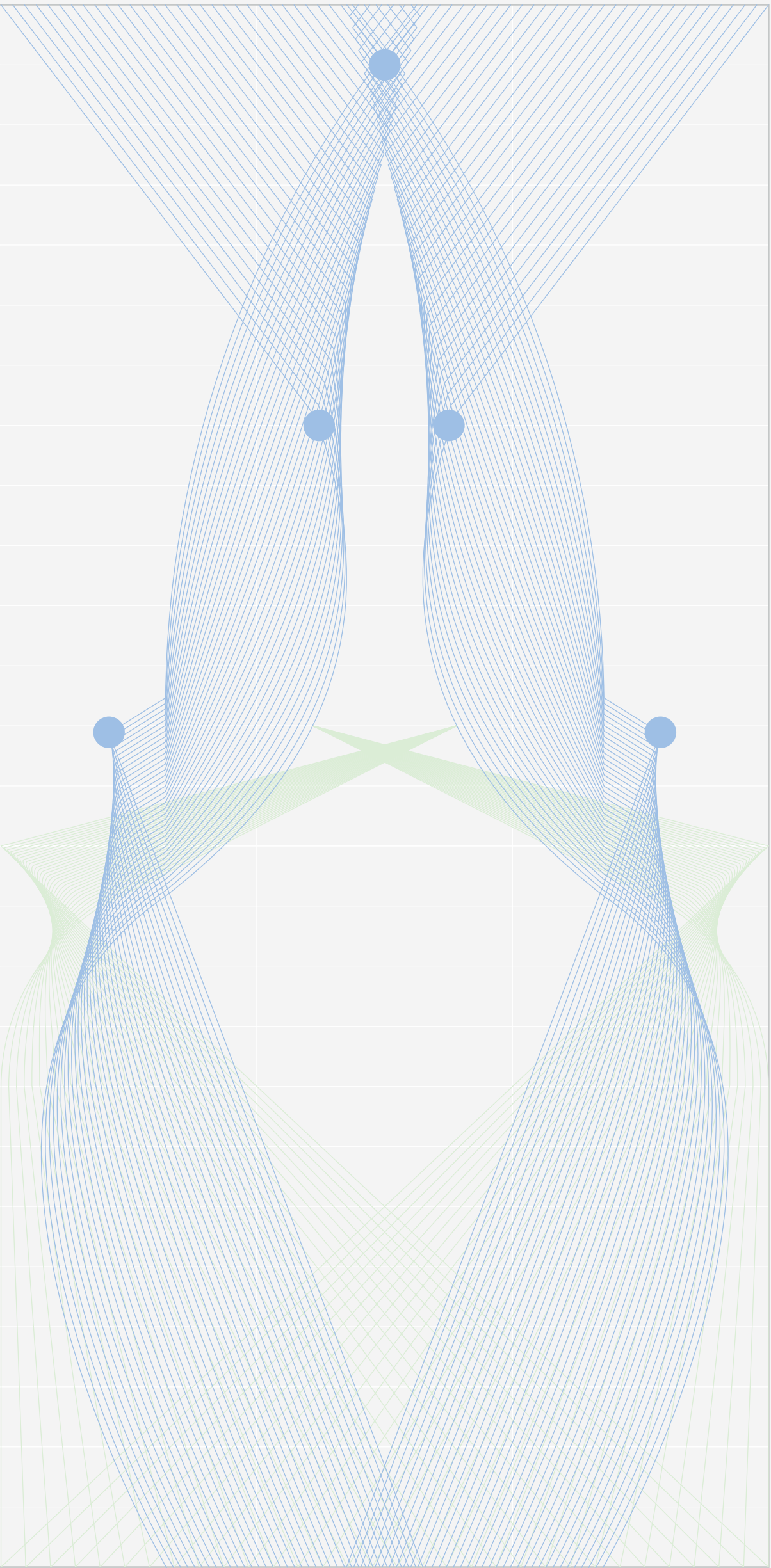
Our firm is closely linked with major banks and financial institutions in the U.S., U.K, Europe and Asia. With the increase in mergers and joint ventures, our longstanding relationships in the sector are helping to enable partnerships, financing and deeper collaboration between financial institutions and FinTechs.

**Cross-Border Regulatory Expertise**

FinTechs face a patchwork of regulations around the world, and any company with multinational ambitions must have their regulatory house in order. Our team’s extensive experience with cross-border financial regulation gives our clients an edge over their global competitors.

**Global Firm**

FinTech is a global play, and our firm is uniquely positioned to support FinTech companies with global ambitions. Our lawyers come from 75 countries and speak more than 60 languages, giving our clients a depth of local knowledge and experience virtually anywhere in the world.



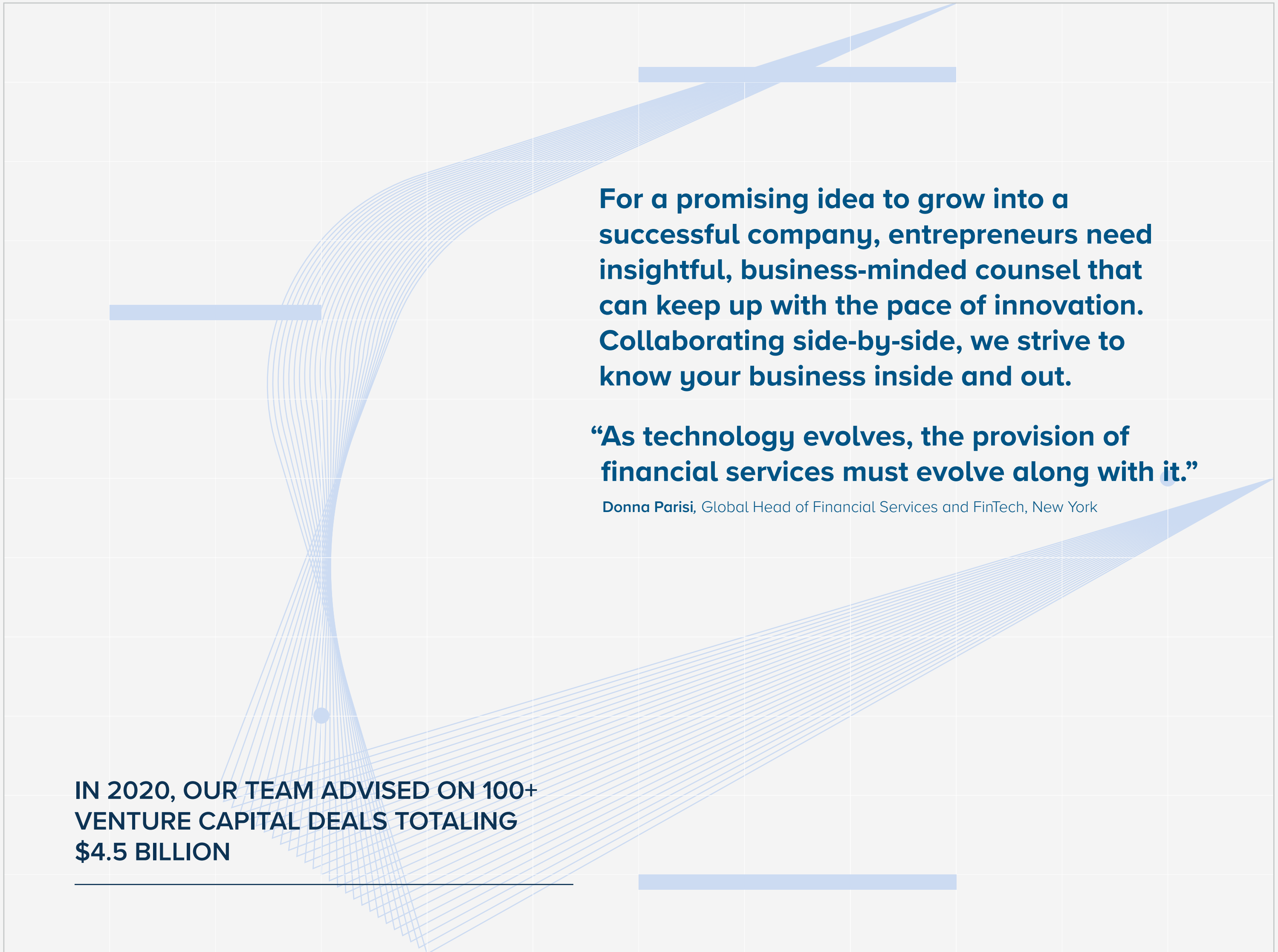


# Introducing: FinTech Foundry by Shearman & Sterling

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A program dedicated to enhancing and supporting the global FinTech ecosystem including financial institutions, FinTech start-ups, accelerators and incubators, venture capital and private equity investors and policymakers. FinTech Foundry by Shearman provides opportunities and a platform for entrepreneurs, incumbents and investors to connect, collaborate and share insights.

Providing a combination of experienced counsel and a global footprint in key financial centres and FinTech hubs around the world, our FinTech Industry team serves as your single point of contact, bringing together experienced lawyers with financial regulatory, M&A, intellectual property, cybersecurity, capital markets, finance and litigation experience to help you navigate the FinTech landscape.



For a promising idea to grow into a successful company, entrepreneurs need insightful, business-minded counsel that can keep up with the pace of innovation. Collaborating side-by-side, we strive to know your business inside and out.

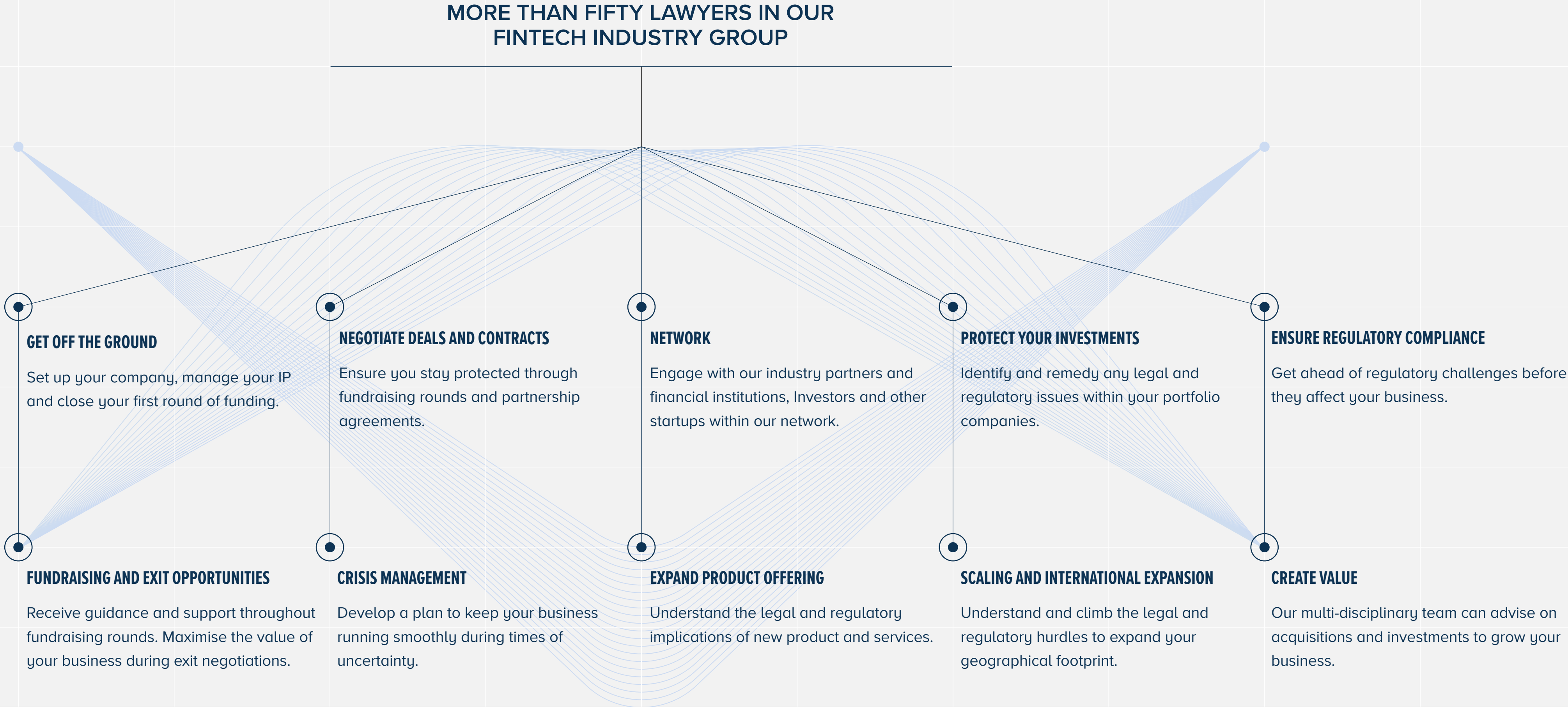
**“As technology evolves, the provision of financial services must evolve along with it.”**

Donna Parisi, Global Head of Financial Services and FinTech, New York

**IN 2020, OUR TEAM ADVISED ON 100+  
VENTURE CAPITAL DEALS TOTALING  
\$4.5 BILLION**

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# What We Offer





“Our lawyers provide tailored, cutting-edge solutions to emerging growth challenges, working with our clients as their needs change over time.”

Barney Reynolds, Global Head of Financial Services, London

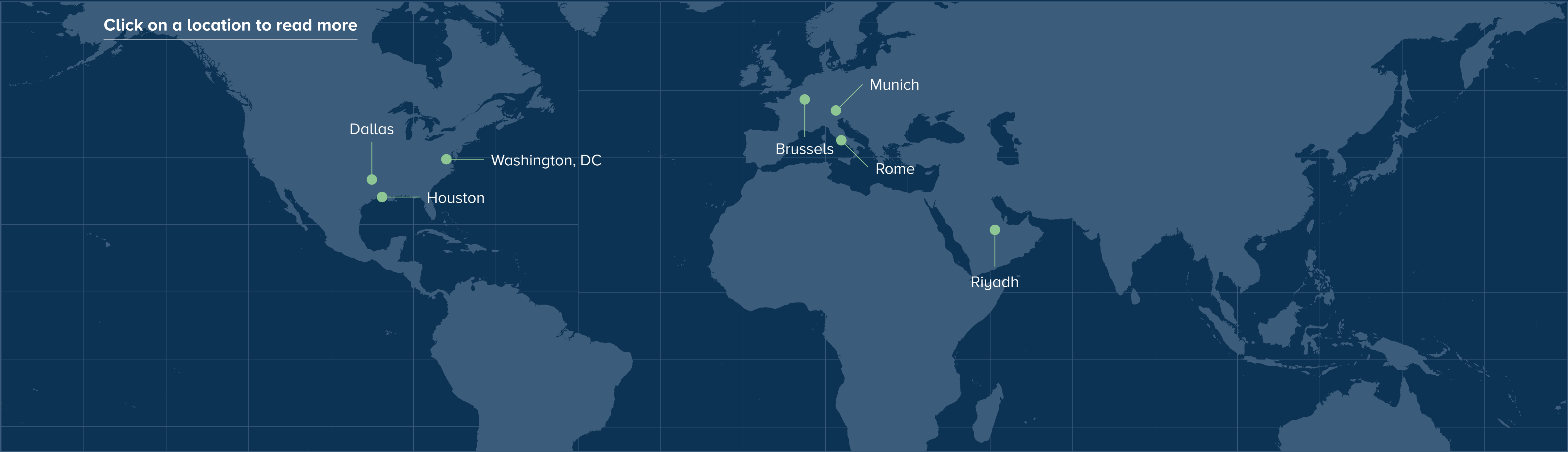
# Who We Advise

- Banks and Financial Institutions
- Crypto, Digital Assets and Blockchain Companies
- Venture Funds
- Neobanks and Digital Banking Platforms
- Alternative Lending Platforms
- Big Data Analytics Providers
- RegTechs
- Robo-advisors
- PropTech Companies
- Personal Finance (PFM)Platforms
- Remittance Solutions
- Payments Companies
- AI-based Financial Services Products
- Digital Identity and Cybersecurity Companies
- Non-FinTech and Growth-stage Companies Leveraging Financial Services

# Our Global Practice

The rise of FinTech has connected global financial markets like never before. Our multidisciplinary team of lawyers, located in key financial centres and FinTech hubs around the world, is uniquely positioned to help FinTech clients.

Shearman & Sterling’s deep understanding of cross-border regulatory considerations, along with our emerging growth, M&A and capital markets insights, make us an ideal partner to support the expansion of FinTechs across borders.





# From Inception to Exit or IPO

From the back-of-the-envelope to exit, we provide strategic advice for each stage of growth.

CLICK ON EACH STAGE TO READ MORE

Startup

Growth stages

M&A

IPO/Early Public Company

Mature company



# Blockchain, Crypto and Digital Assets

**“We are witnessing today the broad adoption of blockchain technology and digital assets that will reshape our global economy over the next century. Our role is to help entrepreneurs, financial institutions and investors achieve success through the power of this innovation.”**

Donna Parisi, Global Head of Financial Services and FinTech, New York

## Blockchain, Crypto and Digital Assets

Distributed ledger technology is one of the most transformational innovations of our time, and it has potential applications in virtually every major business sector. As blockchain technology matures and gains wider acceptance, we have seen a move toward the development of robust, enterprise-ready solutions. Digital assets and trading have moved from promise and potential to become key **elements** of the global financial ecosystem. The landscape for digital assets is rapidly evolving, and our team is here to be your guide.

We advise a broad range of clients, from disruptive start-ups to established players, in their efforts to capitalize on these emerging technologies. We help banks and Fortune 500 companies take advantage of new market opportunities that blockchain technology is helping to open and we facilitate collaboration and partnerships between established and emerging companies in the sector.

## Advising Disruptors and Fortune 500 Companies

We advise a broad range of clients, from disruptive start-ups to established players, in their efforts to capitalize on these emerging technologies. We help banks and Fortune 500 companies take advantage of new market opportunities that blockchain technology is helping to open. And we facilitate collaboration and partnerships between established and emerging companies in the sector.

## Our Attorneys Are Pioneers

Our global, cross-practice team of attorneys is experienced in advising the full range of market participants, including digital asset exchanges, trading companies, payments companies, custody solutions, DeFi offerings, infrastructure providers, financial institutions, corporates and more.

## Beyond Financial Services

The revolutionary opportunity of blockchain is not limited to financial services and digital assets. This technology is enabling innovation in healthcare, real estate, automotive, insurance, telecommunications and many other sectors. To understand and harness the full potential of blockchain technology, we assembled an interdisciplinary team of attorneys with deep industry knowledge in a wide range of sectors, who can help clients integrate blockchain technology into their core businesses.

From raising capital to complying with rapidly evolving regulations, we provide digital asset and blockchain companies with strategic advice for each stage of growth.

## Capabilities

- Trading Documentation and Custody Arrangements
- Regulation and Licensing
- Investment Funds
- Government Investigations and Enforcement Actions
- Taxation of Digital Assets
- Data Privacy and IP Protection
- Fundraising and Corporate Matters
- Centralized Blockchain Infrastructure
- Exit Opportunities
- DeFi



# Selected Experience

- **Greenidge**, the first publicly traded, vertically integrated bitcoin mining and power generation company that is 100% carbon neutral, on its merger with Support.com and listing on NASDAQ
- **Goldman Sachs**, and its digital banking subsidiary GS Marcus, on an agreement with **Walmart** to offer lines of credit to Marketplace sellers on Walmart.com
- **Bank of America** in its strategic investment in Paxos, which is the first regulated blockchain infrastructure platform
- **Intercontinental Exchange, Inc.** in its formation and financings of **Bakkt Holdings**, an ecosystem for digital assets
- **First Data Corporation** in its acquisition of TeleCash Kommunikations-Service GmbH from T-Systems International GmbH, a division of Deutsche Telekom AG Moneygram Payment Systems Inc
- **Eqonex (formerly Diginex)**, a digital assets financial services company and the first Nasdaq-listed company to operate a cryptocurrency exchange, on a number of corporate, regulatory, capital markets, M&A and litigation matters.
- **VMware** in its investment in Digital Asset Holdings
- **Intuit Litited** in its acquisitions of PayCycle, Inc., Acrede Technology Group Holdings and PaySuite
- **MFS Africa** a mobile-payment platform that connects 55 million people in 17 African countries, in its acquisition of Sochitel UK Limited
- **Pagseguro** in connection with its listing on the NYSE
- **ICE's** new venture, Bakkt, in a merger with **VPC Impact Acquisition Holdings** via a SPAC worth \$2.1 Billion
- **Visa** in its acquisition of **Playspan Inc**
- **Tencent Holdings** in its acquisition of a 49% interest in **Level Up!** mobile payment system
- **Hexindai** in connection with its initial public offering on the NASDAQ Global Market
- **Monitise plc** in connection with its demerger from **Morse plc** and its initial public offering. **Monitise plc** was one of the first UK FinTech companies
- **Bank of Nova Scotia** in its acquisition of **E\*TRADE Canada** from **E\*TRADE Financial Corporation**
- A Belgian fintech in connection with its proposed initial public offering and **Euronext Brussels** listing
- **Qatar Investment Authority** in connection with its equity financing of more than \$500 million in **SoFi**
- The underwriters in connection with the initial public offering and Nasdaq listing **Lexinfintech Holdings**
- **NASDAQ DMX Group** in its acquisition of the **Investor Relations, Public Relations and Multimedia Solutions** businesses of **Thomson Reuters**; in the creation of a joint venture with **Sharespost, Inc.** to form The **NASDAQ Private Market LLC**; and in its joint bid, together with **ICE**, for **NYSE Euronext**
- A cross-border digital payments company on licensing and regulatory issues
- A digital asset wallet service and custody provider on a number of regulatory, corporate, employment and tax matters
- Global banks and private equity funds in connection with FinTech investments including control related issues and investment terms
- A digital asset custody and payments platform in its application for a charter to operate as a limited purpose trust company



# FinTech Foundry

We believe that the FinTech ecosystem should be collaborative, and that sharing insights is what leads us to sharing success. That is why we have founded the FinTech Foundry atop of three key initiatives, all designed to evolve the landscape of the FinTech ecosystem.

## FINTECH SALONS

Bringing together leaders in the ecosystem to share insights and trends shaping the future of financial services and FinTech.

NFTs – Investment Opportunities in Emerging Digital Assets [Click here](#)

UK FinTech Week 2021: Trust vs Innovation -- Finding the Regulatory Balance for a Strong FinTech Sector [Click here](#)

Getting Ready to Raise Capital: What Founders Need to Know and Shouldn't be Afraid to Ask [Click here](#)

Guardians of the Data Galaxy [Click here](#)

Shearman & Sterling Corporate Venture Investor Summit [Click here](#)

## FINTECH ADVISORY

Global mentorship program providing FinTech startups with access to legal and industry knowledge during the entire life cycle of a company.

FinTech mentoring and legal advisory in partnership with **Quesnay**, and support for their Female Founders in FinTech program

Workshops and mentoring for FinTech startups in partnership with **Rise by Barclays**

Advising early-stage entrepreneurs that are diverse through **Plaid's FinRise** incubator program

## FINTECH INSIGHTS

Providing industry knowledge and know-how to keep you aware of developments in the legal space that may affect your company.

Report: The Changing FinTech Landscape: A Snapshot of Issues & Trends [Click here](#)

Report: Entering the U.S. Market: A Guide for FinTech Firms [Click here](#)

“Who’s In Charge? An Overview of U.S. Digital Asset Regulation” -- Donna Parisi column in Reuters [Click here](#)

“How Open Banking in the U.K. is Lighting the Path for Global FinTech” -- Barney Reynolds Op-Ed for UK FinTech Week 2021 [Click here](#)



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Our team works with FinTechs, financial institutions and investors navigating complex legal and regulatory challenges, working with you as your needs change over time. To learn more, **contact us**.

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