

FinTech

EXECUTIVE SUMMARY

Financial institutions are responding to these changes in the marketplace by developing competing technologies, partnering with FinTech companies and transforming their service delivery through new online tools and payment systems.

BLG is positioned to help both financial institutions and established and emerging FinTech companies navigate the new era of digitalization and face the obstacles and issues that may arise by embracing a long term digital vision.

Our lawyers act for a variety of clients involved in the FinTech sector, including domestic and foreign financial institutions, payment acquirers and processors, commercial and consumer finance entities, mobile device manufacturers and mobile payments and e-wallet providers. We also provide advice to FinTech entrepreneurs and other digital financial service providers, and institutional and venture FinTech investors.

As a full service national law firm, with strength across a wide range of practice areas, BLG's financial services and technology lawyers can seamlessly draw upon the legal expertise of all practice areas, including securities & capital markets, investment management, intellectual property, commercial litigation and tax. This diverse background allows us to provide clients with comprehensive, specialized, practical advice on FinTech regulatory and payments issues.

PUBLICATIONS & PRESENTATIONS

Our group is very active in organizing seminars for our key clients and collaborators. In May of 2016, we organized an Industry panel of experts in Toronto for a session entitled: *The FinTech Revolution: Industry Trends and Legal Challenges*. During the fall of 2016, we also organized panels of experts in the FinTech and Payment industry for all BLG's National Financial Services symposium held around the country.

- *The FinTech Disruption: Boom, Bust, Millennial* — Vancouver, October 19th, 2016
- *FinTech: A Look Into the Trends and Issues* — Calgary, November 15th, 2016
- *Emergence and Legal Aspect of FinTechs* — Montréal, November 9th, 2016
- *FinTech: An Industry Panel* — Toronto, November 10th, 2016
- *Disruption in the Financial Sector* — Toronto, November 10th, 2016
- *Sweeping Change in Financial Products, Services and Technologies* — Toronto, November 10th, 2016

Leaders of our group also invite industry experts for each of our monthly internal meeting to expand not only our relationships with key players, but our knowledge of relevant issues in this area.

Presentations

- Moderator, "Looking Ahead in FinTech and Global Trends," Digital Finance Institute's FinTech Canada Conference, August 2017. (Stephen Redican)

- Co-Chair, "A Market Study into the Competitive Landscape for New, Technology-led Innovation and Emerging Services in the Canadian Financial Services Sector," Canadian Institute's 12th Annual Forum on Payment Compliance in Canada, February 28, 2017. (Stephen Redican)
- Moderator, "Has Canada gone Cashless? Straight Talk from the Industry: What's Next for Mobile Commerce and Payments?," Canadian Institute's 12th Annual Forum on Payment Compliance in Canada, March 1, 2017. (Stephen Redican)
- Panelist, "Critical things you must know to protect your FinTech and get you on the right path to growth," Digital Finance Institute conference in Vancouver, May 3, 2017. (Rob Dawkins)
- Speaker, "Fraud Risk Management in the Era of Faceless Clients," International Association of Financial Crimes Investigators international conference, August 30, 2017. (Rob Dawkins)

Publications

- Author, "Technology Transformations: Innovation, Disruption and the Regulation of Fintech," topic in Top 10 Legal Risks for Business in 2017, *BLG Publication*, January 2017.
- In the FinTech (R)Evolution, the *Future Belongs to Innovators* (PDF, 398 KB)
- "Regulators and governments must co-operate on fintech," *The Globe and Mail*, November 15, 2016.

Recent Client Bulletins

- "Simple Agreements for Tokens ("SAFTs") and the Regulatory Risk of ICOs and Token Sales," February 2018.
- "Canadian Competition Bureau Releases Draft FinTech Report for Public Consultation," November 2017.
- "Department of Finance Launches Second Round of Consultations on Reform of Federal Financial Institution Statutes," August 2017.
- "Regulation of Payment Service Providers in Canada: Proposal for a New Retail Payments Regulatory Regime," July 2017.
- "Regulating Fintech in Canada," October 2016.
- "FinTech Market Study May Lead to Important Regulatory Changes in Canada," May 2016.

RANKINGS & RECOGNITIONS

The FinTech Group or its members are recognized in:

- The 2019 edition of the *Chambers FinTech guide*.