



Building a better
working world

Fast Growth Platform

2018 Roundup

The UK's start-up sector continues to thrive, attracting more than £5bn of investment in 2018!

As investment into start-ups and scale-ups continues to grow, our multidisciplinary Fast Growth team has supported clients by providing a single point of access to a global network of completely integrated experts

In 2018, our UK start-up and scale-up specialists have:

- ▶ Published the [2018 Fast Growth Tracker](#) – a UK wide survey of 400 tech businesses
- ▶ Provided [Legal](#) support to Fast Growth clients undertaking significant and transformational fundraising rounds in the FinTech, RegTech, CleanTech and HealthTech sectors
- ▶ Supported a number of diversity and female entrepreneur focussed events including hosting and speaking at events such as: Women in Tech, EY's Female Entrepreneur VC Pitch Prep Day and Forward Partners' D&I Breakfast
- ▶ Provided [Tax](#) advice to, and have been engaged with, industry leaders in the fast food delivery, premium home care and TV and video on demand sectors
- ▶ Provided [Transaction Advisory](#) support on a range of investments, acquisitions and disposals supporting our clients' growth and business journeys. This included performing vendor due diligence for a market-leading digital dictation software provider, advising on investments into a FinTech challenger bank and a digital experience management platform, and advising on the acquisition of a video game development studio
- ▶ Welcomed over 75 clients on to our [EY Absolute](#) platform; a multi-disciplinary function helping businesses to modernise and streamline their compliance, reporting and financial processes
- ▶ Supported a range of Fast Growth businesses with [Corporate Finance](#) advice including advising the corporate ventures team of a global logistics and supply chain leader on the creation of a software platform for temporary staffing and providing M&A Advisory support to a European leader in video game hosting on its sale to a leading global games developer

EY's FinTech team delivers exceptional multi-disciplinary service for Funding Options

"EY's specialist FinTech team had been recommended to Funding Options, and we felt that their global reach and credibility matched our international ambitions. I'm delighted to say that EY delivered all of our fundraising objectives. What really stood out was the diversity of investment interest that Funding Options was able to attract, from all types of institutions, and from across the world. A combined EY corporate finance and legal team was decisive, delivering pragmatic and timely advice, as well as clear coordination and communication"

Conrad Ford

Founder & Chief Executive, Funding Options

- ▶ Provided Advisory services to a top four mobile network for an innovation project to help them launch new financial products leveraging their customer data
- ▶ Been appointed Audit and Tax advisor to a top 'on the go' powdered food manufacturer and assisted with transfer pricing, international expansion and indirect tax advice

- Provided Legal support including advice on commercial agreements, employee incentive schemes and IP and data privacy to a range of Fast Growth clients including a mobile ticketing platform, a health tracking service and a company that develops risk profiles for medical conditions based on an individual's lifestyle data
- Audited an online doctor consultation service that is modernising how patients get frontline medical care

How EY Law can help FinTechs

At all stages of their growth, FinTechs require expert legal and regulatory advice. Our FinTech lawyers work as part of EY's multidisciplinary FinTech team across the globe which helps FinTechs navigate and overcome the most pressing legal, commercial, technical, and financial challenges in an industry where change and innovation are key to success



[Read more about our FinTech Law service here](#)

- Started a series of workshops (including Tax, Law and Corporate Finance) for start-ups to learn from experts in the field, become more informed on the most recent developments in each area and apply subsequent lessons learned to their growth plans
- Provided VAT and other Tax related services to a popular instalment finance service provider
- Connected with over 350 start-ups within the UK tech ecosystem

For 30 years, we've recognised the world's most dynamic and innovative entrepreneurs through our prestigious **EY Entrepreneur Of The Year™** programme. It's this same commitment that, through our **EY Accelerating Entrepreneurs** programme, drives us to support the next generation of entrepreneurial high-growth companies that are looking to scale-up

We are looking forward to this year's Fast Growth activity!



Richard Goold
UK Fast Growth Leader
rgoold@uk.ey.com
[@GooldRichard](https://twitter.com/GooldRichard)
Fast Growth Platform [site](#)

EY | Assurance | Tax | Transactions | Advisory

About EY

EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

EY refers to the global organization, and may refer to one or more, of the member firms of Ernst & Young Global Limited, each of which is a separate legal entity. Ernst & Young Global Limited, a UK company limited by guarantee, does not provide services to clients. For more information about our organization, please visit ey.com.

Ernst & Young LLP

The UK firm Ernst & Young LLP is a limited liability partnership registered in England and Wales with registered number OC300001 and is a member firm of Ernst & Young Global Limited.

Ernst & Young LLP, 1 More London Place, London, SE1 2AF.

© 2019 Ernst & Young LLP. Published in the UK.
All Rights Reserved.

ED None

EY-000084437 (UK) 01/19. Artwork by Creative Services Group Design.



In line with EY's commitment to minimize its impact on the environment, this document has been printed on paper with a high recycled content.

Information in this publication is intended to provide only a general outline of the subjects covered. It should neither be regarded as comprehensive nor sufficient for making decisions, nor should it be used in place of professional advice. Ernst & Young LLP accepts no responsibility for any loss arising from any action taken or not taken by anyone using this material.

ey.com/uk