

FINTECH INVESTING

InvestTech 2017

Andrew Bird

Waimarie Investments



“Hey, would you mind taking a quick sculpture of me and my family?”

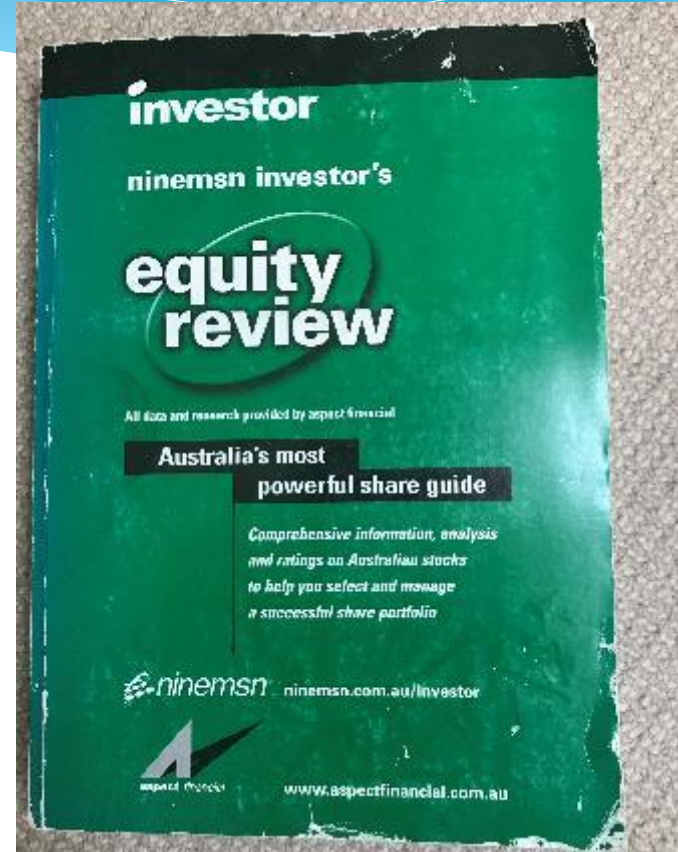


“It keeps me from looking at my phone every two seconds.”

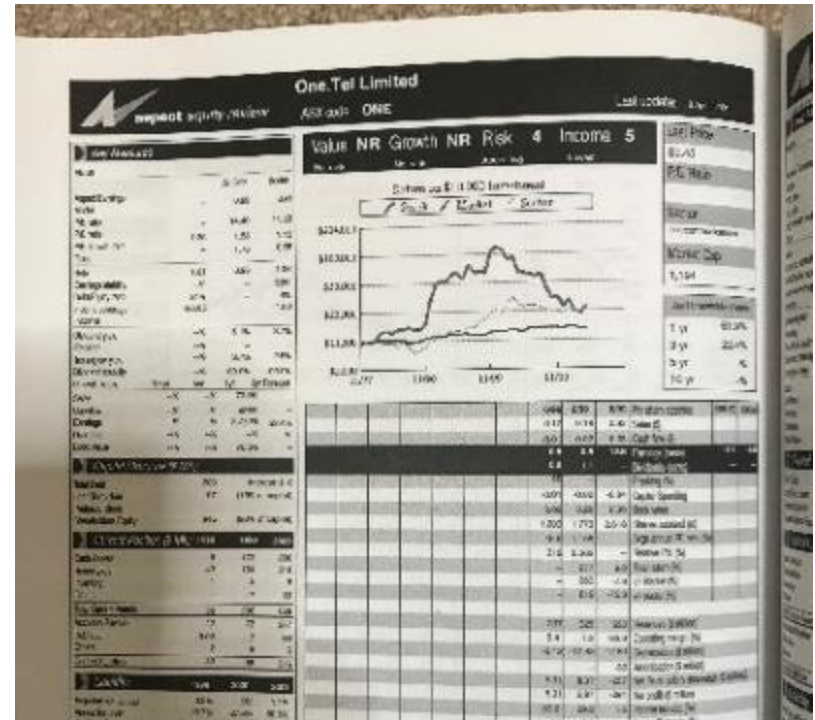
I started a fintech 20 years ago without realising

- * Founded Aspect Financial in 1997
- * The goal was to produce independent equity information and research for SELF-DIRECTED Investors, UNBUNDLED from broking
- * Merged with Huntleys' in 2001 to form Aspect Huntley
- * Sold to Morningstar in 2006
- * I ran the combined Morningstar business until 2010
- * Since then I have been full-time (angel) investor

A few artefacts
remain from this
early period



One of our tearsheets
of an infamous company
from the period



What have I invested in


Sharesight

LEGALVISION®

allette


TimeBase

 shoebboxed


PageSeeder

 criticalarc


enboarder

 xero

First, look for entrepreneurs with real insight into a specific problem

“The way to get startup ideas is not to try to think of startup ideas. It's to **look for problems, preferably problems you have yourself.**

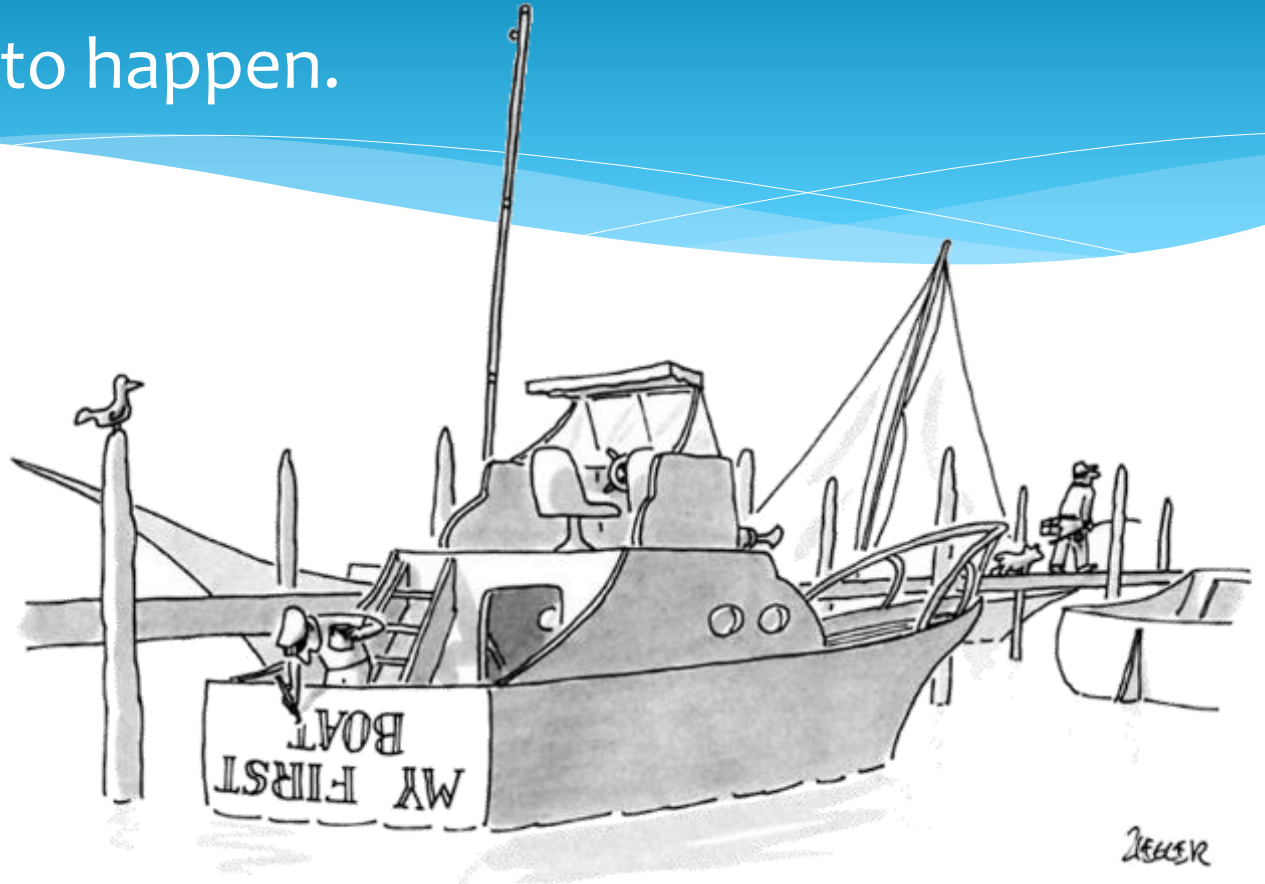
The very best startup ideas tend to have three things in common: they're something the **founders themselves want**, that they **themselves can build**, and **that few others realize are worth doing**. Microsoft, Apple, Yahoo, Google, and Facebook all began this way.”

-- Paul Graham, founder of Y-Combinator

To win big you have to be contrarian AND be right

	Momentum	Contrarian
Right	Google today Maybe some stocks in this room 😊	Google in 1999 when search was “done”
Wrong	Active index huggers Bitcoin??	Soul crushing. Hard to find examples because the bodies are never found

Embrace mistakes.
They are going to happen.



It's important to manage risk (pt. 1)

- * Like drinking, Angel investing is best NOT done alone
- * If you are not embarrassed with version 1 then you have waited too long to launch
- * When you figure out what's working – concentrate and double-down

It's important to manage risk (pt. 2)

Key Angel investing objectives

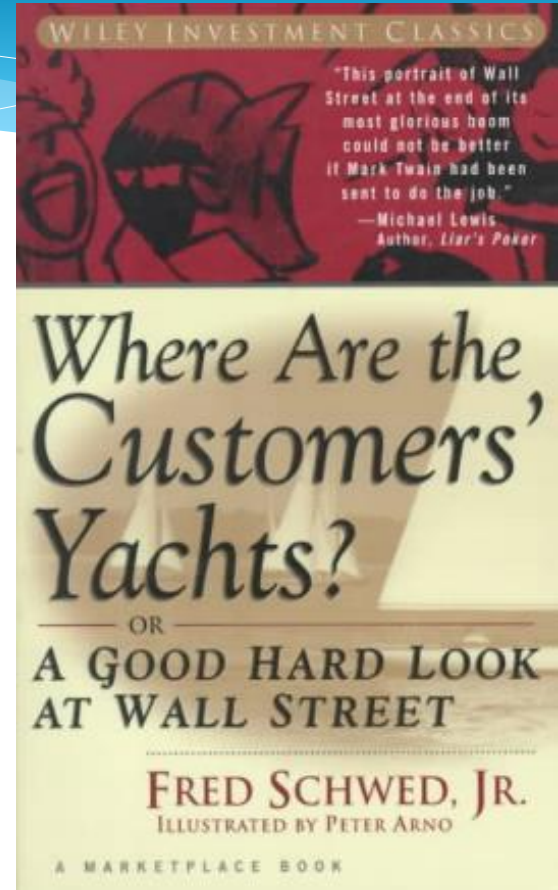
- * **Goal number 1:** I don't want to have to get a real job again
- * **Goal number 2:** Stay married (and encourage my wife to keep her job)
- * **Goal number 3:** Make a return on my time better than if I had a real job

Avoid Corporate venture capital



“You all know General Petersen from I.T.”

With Wealthtech,
I start with
the investor



Focus on self-directed investors

- * My definition of self-directed:
Everyone except Defined Benefit
- * Most investors don't realise that they are in charge
- * “Hobbyist” investors are what I look at – they are the early adopters

What interests me at the moment

- * Unbundling and connected, best-of-breed applications
- * The virtual wrap
- * Personal budgeting and savings – behavioural finance
- * Fund managers going direct
- * Boring back office stuff, e.g registries and custody
- * Passive investing and ETFs

What doesn't interest me

- * Anything the banks are doing
- * Robo-advice
- * Crypto currencies – but I do like blockchain
- * Peer-to-peer lending and non-bank lending
- * Most payments technologies, although NPP is intriguing

Oh, and privacy/data ownership will be huge



“The guy with the weird skin disease forgot to sign the privacy forms.”

Questions?

Copyright



THE CARTOON BANK

A Feature of the CONDÉ NAST COLLECTION

BILL TO: Waimarie Investments
23 Central Avenue
Mosman, NSW 2088
Australia
Attn: Andrew Bird

INVOICE NO: M39341

STATUS: Paid - CC

CUSTOMER NUMBER: CN74726

DATE: 30 Nov 2017

TERMS: 30 DAYS NET

ORDERED BY: abird Andrew Bird

Sales Executive: Registration Salesperson

TOTAL

END CLIENT:
PROJECT NAME: null - null
PO #:

INVOICE TOTAL: 50.00

BALANCE DUE: