CASE STUDY 05 · CONFIDENTIAL CLIENT ENGAGEMENT

FCA regulatory perimeter analysis for a fintech marketplace

Mapping which features of a five-role fintech marketplace fell inside the FCA's regulated activities, and shaping the product around the answer.

CLIENT SECTOR Fintech marketplace connecting founders, investors and lenders	MY ROLE Regulatory perimeter and product scope adviser
WORKED WITH Founders, board and prospective institutional partners	FOCUS FCA regulated activities and licensing route

The situation

The marketplace had five user roles, each with a different relationship to regulated financial activity. One platform-wide assessment would have missed where the exposure sat.

What I did

1. **Perimeter assessment**
   A feature-by-feature review against the FCA's regulated activities regime, showing which features needed authorisation.
2. **Role-by-role analysis**
   A separate risk and licensing assessment for each of the five user roles.
3. **Licensing roadmap**
   A sequenced route to authorisation for the higher-risk features, timed against product and fundraising milestones.
4. **Product scope recommendations**
   Which features to build inside or outside the perimeter, decided before build.

HOW I APPROACHED IT

I treated each user role as its own regulatory question, so the founders could see exactly which features carried licensing consequences.

Similar work I take on

- Multi-sided fintech platforms
- Founders scoping a roadmap against UK regulatory boundaries
- Platforms preparing for investor or partner due diligence

I am qualified as a barrister and solicitor in Nigeria. UK and EU regulatory analysis is provided as compliance advice, not as a legal service regulated in England and Wales.

The client's name and working documents are withheld under confidentiality.

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