

Report on the outcomes of a Virtual Mobility¹

Action number: CA 19130

Grantee name: Codruța MARE

Virtual Mobility Details

Title: The Fintech Sector in Romania and the Balkans

Start and end date: 12/09/2022 to 30/10/2022

Description of the work carried out during the VM

The main goal of this VMG was to engage stakeholders in the Action by constructing the first national report on the Romanian Fintech Sector. A secondary goal was to gather national reports on the Fintech sector in different countries, members of CA 19130 and create a collection of such reports, that will be made publicly available to all CA 19130 members and, afterwards, to the general public.

To create the collection of national Fintech reports, a call was launched by e-mail in the entire Action for members to contribute and send national reports. A total number of 13 national reports, 3 CEE countries reports and several country reports on specific FinTech topics were received, that are made available on Google Drive, through this link:

https://drive.google.com/drive/folders/1isLjD0FNmqRb8aDCMBk3qwuzCc4janJ9?usp=share_link

In respect to the main goal, a partnership was created with the Romanian FinTech Association (RoFinTech). With their help, the team made up of different researchers, members or non-members of CA 19130, constructed a database with all FinTech companies that are based in Romania, and active both in Romania and abroad. These companies were assessed based on their main economic indicators, like maturity on the market, number of employees, main FinTech field of activity, and economic performance indicators (turnover, assets, etc.). A questionnaire was constructed following the Report produced by Tal Tech School of Business and Governance in Estonia, and Finance Estonia.eu (**REPORT**). The consent for using the Estonian model was previously obtained. We opted for this model in order to ensure comparability between countries. The survey was conducted within the Romanian Fintech companies. 20 out of the 55 identified FinTechs in Romania answered the questionnaire. For a first report, a first attempt to characterize the Romanian FinTech sector, we consider this response rate as being satisfactory. The main focus of the final report is on the results of the survey. Additionally, the report also presents a review of the European and Romanian legislation in this respect, along with a part to assess the impact of Covid-19 upon the sector. The report benefitted from the review of the

¹ This report is submitted by the grantee to the Action MC for approval and for claiming payment of the awarded grant. The Grant Awarding Coordinator coordinates the evaluation of this report on behalf of the Action MC and instructs the GH for payment of the Grant.

representatives of RoFinTech (Magda Sandulescu), the National Bank of Romania (Raluca Micu), and the Financial Supervisory Authority (Tudor Doman), among others. Consequently, it brought together researchers, FinTechs and regulators.

The report was officially launched on the 28th of October in Bucharest, as an event of CA 19130, in the hybrid mode. It was followed by an interesting panel made up of Fintech, banks and regulators representatives, discussing the results of the report.

Discussions have already been started with CA 19130 members and FinTech representatives from other countries, for extending this study at least in the Balkan area for next year. We have already contacted Albania, Bulgaria, North Macedonia, Croatia. Other countries stated their interest, like, for example, Hungary.

Description of the VM main achievements and planned follow-up activities

There are two main achievements of this VMG.

1. The first collection of national reports regarding the FinTech sector state-of-the-art in CA 19130 member countries. This collection is available for all CA 19130 members following this link:

https://drive.google.com/drive/folders/lisLjD0FNmqRb8aDCMBk3qwuzCc4janJ9?usp=share_link

2. The first report on the Romanian FinTech sector, that assesses the development level of this sector in Romania and points out the main characteristics, along with the difficulties and the impact of Covid-19. The report is also publicly available on the drive, together with the other national reports.

Another very important achievement of this VMG is that it brought together academia, the private sector and the regulators, contributing to the stakeholders involvement strategy of the Action. This contribution is in accordance with the Action's strategy in this respect. The actions in this VMG contribute to an enhancement of the relationships and a fruitful implementation of this strategy.

Planned follow-up activities relate to:

1. Start working on the next edition, the 2023 edition of the Romanian Fintech report. Once with the beginning of GP3, the questionnaire will be applied once again, and the sector will be monitored for new companies. In the second part of GP3 we will launch the results in the 2023 report.
2. Discussions were already conducted with CA 19130 members or representatives of FinTechs in the Balkan area and Hungary: Rezarta Peri (Albania), Petre Lameski (North Macedonia), Georgy Penev (Bulgaria), Jonida Kellezi and Linda Shomo (Easy Pay, Albania), Aneida Bajraktari Bicja (Balkans Capital), Irena Rushaj (Union Bank of Albania), and Sabi Osmani (Easy Albania), Balint Molnar (Hungary).
3. The questionnaire will be applied in all the Balkan area and national reports will be constructed for 2023 in all these countries.
4. Contacting FinTech representatives from other Balkan countries in order to be able to have a final global report of the region.
5. A VMG Podcast with Vasile Strat in which to present the main results to the Action members and the public.
6. Publication of the Romanian FinTech Report with ISBN/ ISSN, if possible, as open access.

Pictures from the official event:





