

## Codat Limited - £5M Award

### Key Achievements to Date

- Codat's platform has been used by banks, alternative lenders, insurers, payments/point of sale providers, cash flow forecasting tools and many more to accelerate development of new and improved integrated products for SMEs.
- Codat has increased the proportion of UK SMEs covered, the variety of use cases supported, and the number of financial services providers using our platform.
- Codat's platform now enables financial products to integrate with Xero, Quickbooks Online, Quickbooks Desktop, Sage Business Cloud, Sage 50, Kashflow, FreeAgent, Freshbooks, Clearbooks, Exact, Wave, Zoho Books, Pandle and Kashoo all via a single, developer friendly API.
- Codat successfully ran the first iterations of our Enablement and Access programmes, and we are pleased to report that a number of participants have gone on to offer native accounting integrations as a permanent feature, particularly to accelerate access to finance.
- We continue to track ahead of target for commitments 4, 5 and 7 which will ultimately measure the value delivered to UK SMEs with CIF funding.
- Codat's CIF funded development has taken on greater significance in the wake of COVID-19. We have built and delivered an application journey solution for the Coronavirus Business Interruption Loan Scheme (CBILS) and Bounce Back Loan Scheme (BBLs) which has been deployed by UK Tier 1 & 2 lenders. Codat has enabled c.£6.9bn of funding applications for the BBLs and c.£15.3bn of funding applications across all schemes to date, demonstrating the value of scalable data infrastructure in terms of outcomes for small businesses.

### Assessment Period 4 (April 1<sup>st</sup>, 2020 – June 30<sup>th</sup>, 2020)

#### Commitment 1

To accelerate the development for two of Codat's existing product modules:

- **Achieve push and pull capability of all available data types for currently supported accounting packages in Codat Core, and 5 further accounting packages used by UK SMEs which are not currently supported (within 12 months of award). Codat Core is a single, developer-friendly API allowing providers of SME financial services to exchange data with their SME customers' accounting packages. Codat Core handles end user authorisation/authentication, standardisation of data into a single format, and synchronisation of data on an ongoing basis.**
- **Addition of 3 major e-commerce platforms as data sources in Codat Commerce Sync (within 18 months of award). Codat Commerce Sync is a module for POS and eCommerce solution providers to sync their SME customer's sales and payment data to their accounting software.**

We have now delivered this commitment - adding 3 new accounting integrations in this assessment period.

We will continue to develop our platform beyond our initial commitment and will continue to expand our engineering teams and make strong progress with supporting additional data types that benefit SMEs.

#### Commitment 2

**To implement a new Codat FinTech Access Programme, enabling 12 FinTech providers at a time to develop new SME products (including banking, lending, payments, insurance and other financial services) from initial concept to Minimum Viable Product using the Codat Core platform for six months, with full support, free of charge (initiated immediately, first cohort of 12 in the programme within 6 months of award).**

We have delivered this commitment. We will continue to provide help to an increasing number of small business-facing financial services providers as they take integrated products to market.

#### **Commitment 3**

**To implement a new Codat Enablement Programme, enabling 12 UK non-Tier 1 SME lenders at a time to conduct testing and refinement of new SME products using the Codat Core platform, with full technical and client enablement support, free of charge (initiated immediately, first cohort of 12 in the programme within 9 months of award).**

We have delivered this commitment. SME lenders have risen to the task of servicing the small businesses of the UK during the unprecedented difficulties of the COVID-19 crisis, and Codat's white-labelled CBILS application flow and Enablement Programme has been deployed as a key part of this, helping thousands of SMEs receive funding far more quickly than they otherwise would have.

#### **Commitment 4**

**To enable, through commitments 1-3, no fewer than 20 new SME lending products or services which use real-time accounting integrations to improve user experience and reduce funding time for UK SMEs to reach the market within 36 months. To include no fewer than:**

- 5 non-Tier 1 UK banks
- 15 UK non-bank alternative lenders

We are on track to deliver this commitment.

#### **Commitment 5**

**To enable, through commitments 1-3, no fewer than 10 non-lending SME FinTech products and services use realtime accounting integrations to improve SME user experiences to reach the market within 36 months. To include no fewer than:**

- 2x SME insurance providers
- 2x FX Solution providers
- 3x EPOS or Payment providers
- 3x cash flow forecasting or business management software providers.

We are on track to deliver this commitment.

#### **Commitment 6**

**To develop and launch an SME facing consent management portal for SMEs to view and control data sharing permissions linked to their accounting platform (within 18 months of award).**

We are on track to deliver this commitment.

**Commitment 7**

**To enable a minimum of 100,000 UK SMEs to benefit from new integrated products and services developed on the Codat platform (within 36 months of award).**

We are on track to deliver this commitment. We remain confident of achieving this commitment significantly ahead of target and going on to over-deliver against this success metric.