

# HAMISH ANDERSON

Business: Money Mover

Job Title: Founder and CEO

Website: [www.moneymover.com](http://www.moneymover.com)

## What does your business do?

Money Mover is a FinTech (financial technology) start-up which makes global payments cheap, simple and transparent through the use of cutting edge technology. We have developed an online foreign currency exchange and global payments platform for SMEs and 'mass affluent' private individuals as we learned that both these sectors are underserved by existing service providers.

The wholesale currency markets best serve banks and multinational corporations which exchange and transfer large amounts of money. UK SMEs, which are increasingly active in foreign markets, are left facing steep charges for the services, which significantly impacts on their profitability.

## How long has it been going?

We founded the company in November 2013, but the three founders have a combined 55 years of expertise in banking, finance and technology.

## Where's it going from here?

We have made rapid progress, and have recruited several beta clients from local technology, life sciences and agriculture businesses who have already started using our service. We have also launched our website and the web application is scheduled to go live this month! Things are particularly busy at the moment, as we're raising external capital for a Seed Enterprise Investment Scheme/Enterprise Investment Scheme round of investment.

Money Mover was also recently selected as a founder member of Innovate Finance – a new industry organisation launched by George Osborne which is designed to maintain the UK's position in financial services by supporting the next wave of FinTech companies. It is a great honour to have been chosen to be a part of this.

## When did you get involved?

I have been involved from the beginning – it was my eccentric idea to abandon a great job with HSBC in Canary Wharf to see whether I have what it takes to be an entrepreneur. I managed to convince my

friends and co-founders, Simon Reeves and Andrew Comber, to join me in this venture and, between us we've seed-financed and created Money Mover. We spent some time looking at businesses that were highly profitable for the banks but which could be improved using technology. We founded Money Mover because making foreign payments was an issue that we had all come up against in both our personal and professional lives, and we were fed up of seeing small organisations penalised because there was not an easy, simple and inexpensive solution to the problem.

## What's your greatest business achievement?

To get as far as I did in banking (head of European sales in prime finance with HSBC) without being terribly good at maths! Actually, perhaps that was an advantage. If I could break down a complex problem into steps simple enough for me to understand, then I could be pretty sure that my clients would understand it too.

## What's the best bit of business advice you've been given?

Treat people well. In an increasingly competitive marketplace where it is harder to differentiate between products and services, success or failure can be down to the way you treat the people you rely on, both customers and colleagues.

## AND OUT OF WORK...

### How do you relax?

By being not very good at a number of sports such as, skiing, golf and sailing. Playing and listening to music; eating good food and watching films that leave you on the edge of your seat - Gravity and Captain Phillips were two that really made an impression in the last year or so.

### What's your favourite restaurant?

Eating is a passion of mine. My favourite restaurants are La Colombe D'or in St Paul de Vence, Nobu Park Lane in London and Planet Spice in Godmanchester. Andrew and I had an excellent family

meal at Jamie's in Cambridge recently, and my local, The George in Buckden, is consistently good and was a big factor in moving there!

## What's your favourite holiday destination?

It would have to be France, it has it all. I've never thought that the French have fully appreciated how lucky they are to have every possible type of holiday on their doorstep. My favourite holiday is probably skiing in Val d'Isere – the combination of awe-inspiring scenery, mountain restaurants and just enough exercise to ease the conscience!

## What do you drive?

I drive a sensible diesel BMW. One of the changes I made moving from banking to entrepreneurship was to wave goodbye to my beautiful Porsche 911, and put the proceeds towards the development of Money Mover's web application – I know, it seems crazy! But to be honest, I haven't missed it. I get all the excitement I need from trying to keep on top of all the elements of a young and dynamic business.

## Any tips for a work/life balance?

Don't think that swapping the life of a City banker to become an entrepreneur is going to magically give you more family time. I'm working just as hard now as I was in banking, except I don't get paid. I don't pretend to have any magical solutions for managing the work/life balance, but my family (my wife, Louise, and my son and daughter) give me great joy and the time I spend with them is the most precious of all. I try to remember to approach life with as much vigour and enthusiasm as I can. To do as much as possible and not to forget to have fun!

## Tell us one thing on your 'bucket list':

There are three things that I would struggle to choose between... (1) produce a feature film or (2) an album (the musical genre is not too important) or (3) go on a camping expedition with my son to the Pacific Northwest of the US. We'd both like to prove the existence of Bigfoot!