

## Richard Aitchison

Legal Director

---

*I am a legal director in Fox Williams' fintech team. I advise on commercial contract matters and regulated retail financial products with particular expertise in payments and e-money.*

---



Richard advises clients at all stages within the fintech sector and broader financial services industry ranging from start-ups and scale-up businesses to large corporates and financial institutions including banks, e-money institutions and payment service providers.

Richard has in-depth experience dealing with complex product and financial regulatory issues for his clients including advising on new products, regulatory licensing and perimeter issues. Richard also advises on a wide range of commercial and technology matters including software agreements, licences and supplier agreements.

Richard joined Fox Williams in November 2023 from Deloitte Legal where he was part of the fintech practice. Prior to that, Richard worked predominantly in the in-house legal sector for a wide range of businesses in financial services including banking and technology. Before joining Deloitte Legal, Richard spent five years at Travelex where he specialised in advising on new products and services in the UK and other jurisdictions globally.

## Legal Expertise

---

- Fintech
- Financial services regulation
- Technology and technology contracts
- Payments and electronic money

## Experience

---

- Advised an alternative investment platform offering fractional investment opportunities to investors on its business model and associated regulatory obligations.

- Advised a fintech offering gift card solutions on their business model, regulatory structure and key supplier agreements.
- Advised a subscription management fintech on the launch of their product, terms and conditions and business model.
- Advised an insurance business on its arrangements with a key partner in relation to a customer-facing product and associated regulatory obligations.
- Advised a large European bank on the applicable regulations in respect of their new virtual IBAN service for corporate customers in the UK.
- Advised a fintech offering B2C and B2B international payment solutions in Africa on their product terms, business model and regulatory structure.
- Advised a fintech offering personal finance solutions to consumers on their business model and regulations affecting their marketing to customers.
- Advised a platform offering B2B marketplaces working capital and foreign exchange solutions on their regulatory structure and product terms.
- Advised SME finance platform Debite on its regulatory structure and the set-up of its new products and associated terms and conditions.
- Advised ESG fintech Ekko on its partnership agreement with REPX to allow sports fans to carbon offset their purchases at stadiums.