

FinTech CEO Roundtable Results

66.7%

of surveyed FinTech CEOs believe their team has exceeded performance expectations during the current pandemic.



During COVID-19, **nearly 45%** received strategic assistance in a management role from their firm's Board of Directors.

44%

of surveyed FinTech startup leaders kicked off their latest capital raise since March 2020.



55%

have either already hired or plan to hire additional support staff during the current pandemic.



66%

OF FINTECH TEAMS DO NOT PLAN ON RETURNING TO THEIR OFFICE THIS YEAR.

0%

FACED A CHALLENGE IN TECHNOLOGY DEVELOPMENT DURING THE PANDEMIC.

HOW DID YOU FIND 2020 SALES?

FINTECH CEO RESPONSE



● Improved	55.6%
● Remained the Same	11.1%
● Stalled	33.3%

LOOKING AHEAD TO 2021

55%

OF FINTECH CEOS WILL INCREASE INVESTMENT IN TECHNOLOGY.

In 2021, FinTech CEOs will be focused on strategic product development as well as continuing to increase sales. Despite initial challenges, survey results reveal the remote working environment created by the COVID-19 pandemic has enabled startup firms to broaden their sales and marketing reach as well as hire additional technology talent.



● Increase Investment	50.0%
● Focus on Other Functional Areas	20.0%
● Priority Alignment In Progress	30.0%