

# Finnick

Fintech Legal Professionals

## Enabling your License to Operate



# Introduction

**Practical legal support for FinTechs that want to move fast – and stay compliant.**

Finnick Legal ("**Finnick**") is a Dutch boutique law firm, founded in 2021 by Arie van den Bergen, with one clear mission: **make the 'license to operate' easy** for FinTech companies.

Specialised in license applications (PSD2, MiFID II, CCD2, MiCAR), compliance with financial laws and regulations, contract negotiations, compliance training or the design of financial products and services in payments, investments, consumer & business credit and crypto & blockchain.

Thanks to a practical and results-oriented approach and attention to specific business needs, FinTech companies feel supported in their business operations.

## What sets us apart?



### We go the extra mile

Delivering comprehensive solutions beyond basic legal advice



### We simplify the complex

Translating regulatory requirements into actionable business strategies



### We work fast and with focus

Rapid response times without compromising quality or attention to detail



### We connect you to our network

Access to trusted specialists across the regulatory ecosystem

**With Finnick, you don't just get legal advice — you get a legal partner.**

## Legal Fintech Services

Comprehensive legal solutions designed specifically for the fast-moving FinTech ecosystem. We provide end-to-end support across all critical areas of financial technology regulation.



### License Applications for Financial Services

**A fast, transparent and predictable process**

*Payments, investments, crypto, crowdfunding, credit, intermediaries*



### Regulatory Compliance

**Stay in control of regulatory compliance**

*Product development, innovation, customer documentation, policies, supervisors*



### Contract Negotiations

**Clear, balanced and workable contracts**

*IT & outsourcing agreements, customer documentation, partnership and white label agreements, credit documentation*



### Compliance Training

**Practical, relevant and directly applicable**

*PSD2 and PSD3/PSR, AML/CFT and AMLR, DORA, MiFID II, CCD2, Fintech legislation*

## Our Areas of Expertise

We specialise in certain expertise areas that are relevant to Fintech companies.

### Payments

**Payments made simple and fully prepared for PSD3 and PSR**

- Payment licensing
- Setting up payment propositions
- Issuing (cards and wallets)
- Acquiring (payment services to merchants)
- Embedded payments
- BNPL
- Open Banking

### Investments

**MiFID II made simple with clear documentation and strong processes**

- Asset management
- Investment advice and robo-advice
- Trading platforms and brokers
- Crowdfunding
- Tokenized assets
- Embedded investments

### Consumer & business credit

**Keep your financing proposition under control**

- Consumer credit
- Business loans
- 'Buy now, pay later' (BNPL)
- Credit mediation
- Crowdfunding
- Embedded finance

### Crypto and Blockchain

**From MiCA license to supervision-ready processes**

- MiCAR license applications
- CASP services
- Tokenization/NFT
- DeFi
- Web 3
- Whitepapers

# Financial License Applications

## The Challenge

*As a FinTech, you cannot operate without the right license. But applying for one is costly and time-consuming. A license application that is incomplete or unclear quickly leads to questions, delays and extra costs – while you want to focus on growing your business.*



## How we help you tackle the Challenge

01

### Clear Process Explanation

We explain the license process upfront, so you know exactly what to expect from start to finish

02

### Transparent Cost Mapping

Clear cost mapping and regular updates ensure no surprises throughout the application journey

03

### Clear Documentation

Drafting documentation that is clear, consistent and accessible for both your team and supervisors

04

### Early Issue Identification

Spotting legal and regulatory issues early and translating them into practical solutions

05

### Team Preparation

Organizing workshops to help employees prepare and review documentation effectively

06

### Supervisor Communication

Handling all communication with supervisors to keep the process smooth and efficient

07

### Multi-Advisor Coordination

Coordinating with other advisors (risk & compliance, consultants, accountants) for a complete, aligned application



**Free Download:** A comprehensive license application manual to guide your preparation process is available for download [here](#).



# Compliance with Financial Laws and Regulations

## The Challenge

*As a FinTech, you need to comply with financial laws and supervisory requirements. If not, you risk enforcement, sanctions, reputational damage and dissatisfied customers. In practice, keeping oversight is difficult: rules are fragmented, new regulations keep coming, and outsourcing to third parties adds complexity. On top of that, compliance is often only added after the product is built – leading to postponed launches, repeated development cycles and unexpected legal costs.*



## How we help you tackle the Challenge

1

### Complex to Clear

Translating complex regulation into clear, practical steps your team can actually apply in daily operations

2

### Reactive to Proactive

Embedding compliance in your products and processes from the start, avoiding costly redesigns and delays

3

### Risks to Solutions

Identifying key risks and bottlenecks early, and turning them into workable, implementable solutions

4

### Uncertainty to Clarity

Managing supervisory expectations proactively with transparent communication and consistent documentation

### Contract & Outsourcing Review

Reviewing contracts and outsourcing arrangements to ensure external dependencies are supervision-ready

### Regulatory Horizon Scanning

Providing regulatory horizon scanning so you're prepared for upcoming changes like PSD3/PSR or CCD2

### Permanent Partnership

Acting as a permanent point of contact, ensuring continuity and safeguarding compliance knowledge in your team

# Contract Negotiations

## The Challenge

*As a FinTech, you enter into contracts with partners, suppliers, financiers and clients. It is crucial that agreements are clear, risks are properly managed and negotiations do not drag on. A strong contract protects your business and forms the basis for a sustainable partnership. If not handled well, you risk conflicts, delays, issues with supervisors or even the loss of key relationships.*



## How we help you tackle the Challenge



### Clear Documentation

Drafting clear and accessible contract documentation – understandable for all parties and legally sound



### Risk Management

Identifying key risks and translating them into solutions – including liability, compliance and supervisory requirements



### Efficient Negotiations

Steering negotiations efficiently – achieving fair outcomes quickly and avoiding unnecessary delays



### Balanced Interests

Balancing your interests with those of your counterpart – ensuring strong relationships and long-term cooperation

📄 **Free Download:** Download our comprehensive checklist for IT and outsourcing contracts to ensure you cover all critical areas in your negotiations is available [here](#).



# Compliance Training

## The Challenge

*Regulatory requirements change quickly. Teams need to speak the same language, have clear roles, and work according to consistent processes. In practice, knowledge is often fragmented and rules are interpreted differently. This costs time, creates mistakes and delays, and increases the risk that processes are not set up consistently or in line with supervisory expectations.*



## How we help you tackle the Challenge



### Immediately Applicable Training

Providing trainings that are immediately applicable, so your team knows exactly what to do today



### Step-by-Step Guidance

Translating complex rules into clear step-by-step guidance and formats, ensuring processes are predictable and consistent



### Role-Specific Sessions

Delivering practice-based, role-specific sessions, so everyone understands their role and responsibilities



### Practical Materials

Equipping teams with materials and checklists they can use directly in daily operations



### Interactive Learning

Building in interaction and Q&A, addressing the specific questions and challenges of your organization

**Result:** With this approach, you reduce the risk of mistakes and inconsistencies and build more efficient, supervision-proof processes that enable growth while maintaining compliance.

# Payments

## The Challenge

*The payments market is facing major changes. With the arrival of PSD3 and PSR, regulatory requirements are increasing and the playing field for payment service providers is becoming more complex. This brings risks: stricter licensing requirements, more supervision, and the possibility of delays or fines if you are not ready on time. For many payment service providers, this means spending valuable time and resources on documentation, interpreting rules, and coordinating with regulators – when the focus should really be on innovation and customer focus.*



## How Finnick helps you tackle the Challenge



## Payments - Relevant Experience



Finnick is a trusted legal partner for innovative FinTech companies navigating regulatory complexity in payments.

### Recent Project Highlights

#### PSD2 Implementation

Supporting a Dutch online bank with the comprehensive **implementation of PSD2**

#### Regulatory Resolution

Assisting Dutch payment institutions in addressing **regulatory concerns with the Dutch Central Bank (DNB)** effectively

#### Partnership Agreements

Advising on **partnership and white-label agreements** with various payment service providers across Europe

#### License Applications

Assisting various payment institutions with **license applications** with the Dutch Central Bank (DNB)

#### Scope & Exemptions

Advising on the **scope of payment services and exemptions**, including support with exemption registrations at DNB

#### Industry Standards

**Revising the Rules & Regulations** for the Dutch payment scheme iDEAL, shaping industry standards

#### Proposition Implementation

**Implementing payment propositions** for a range of payment service providers, from startups to established players

**Trusted sparring partner:** With our practical, entrepreneurial approach and personal commitment, we are more than just legal advisors. We are your trusted sparring partner – from strategy to implementation.

# Investments

## The Challenge

*Laws and regulations for investment services are extensive and complex. Under MiFID II, customer documentation must be clear and transparent so clients understand the characteristics and risks of the product. Processes must also be properly designed in line with supervisory requirements. If not, the risk of customer disputes, regulatory intervention and penalties increases.*

*Many FinTechs see this as a brake on growth: instead of building their proposition, they get stuck in documentation, compliance issues and uncertainty about regulatory expectations.*



## How we help you tackle the Challenge

### License Application

Guiding you through your MiFID II license application, reducing the risk of delays and regulatory pushback

### Governance Framework

Setting up strong governance and compliance frameworks, including policies, procedures and training programs

### Customer Protection

Supporting the design of customer protection measures and comprehensive information obligations



### Customer Documentation

Ensuring your customer documentation is transparent, accurate and fully compliant with regulatory standards

### Process Implementation

Translating MiFID II requirements into workable processes for product development, governance and compliance

### Proposition Structuring

Structuring your investment proposition to align with supervisory expectations and market best practices

**Focus on Business:** Whether you are an established investment firm or entering a new market with an innovative proposition, we understand your challenges. From compliance and licensing to governance and contracts, we make sure everything is in order so that you can focus on your business.

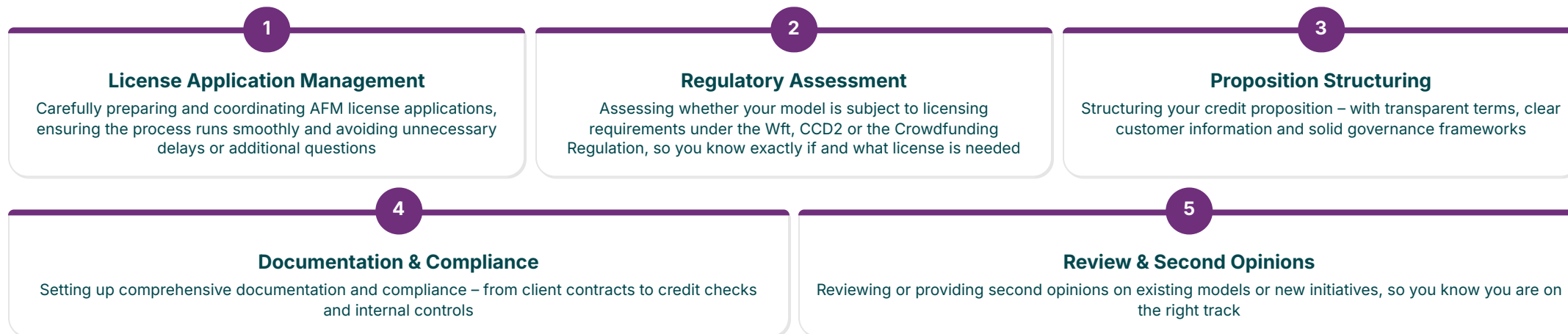
# Consumer and business credit

## The Challenge

*Offering credit services comes with many legal and regulatory challenges. Whether it's consumer credit, business loans, BNPL structures, credit intermediation, or crowdfunding platforms – the requirements of the regulator are strict and will be further tightened with CCD2 (the revised Consumer Credit Directive). This means that as a FinTech, you not only have to come up with an innovative proposition, but you also have to comply with complex licensing requirements, information obligations, and compliance processes. One mistake can lead to high costs, reputational damage, or even having to discontinue your services.*



## How we help you tackle the Challenge



# Crypto and Blockchain

## The Challenge

*The rules for crypto and blockchain are complex and change quickly. With MiCA, crypto firms face new licensing requirements and stricter supervision. Tokens must be classified correctly – under MiCA, MiFID II or e-money rules – and mistakes can cause costly delays.*

*At the same time, firms must comply with AML and the Travel Rule, safeguard client assets and design custody and staking services that are MiCA compliant. DORA also requires strong operational resilience. Without the right preparation, regulation can easily slow down your growth.*



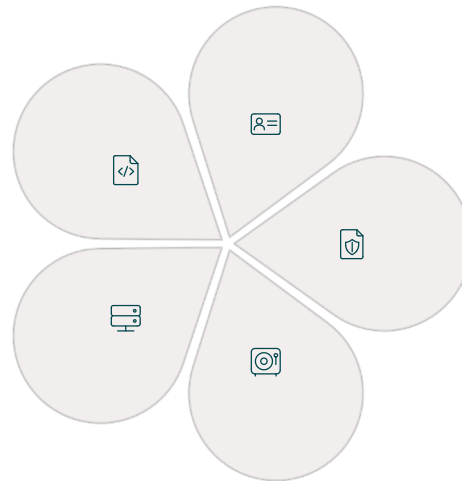
## Our Crypto Compliance Expertise

### Token Classification

Defining exactly which rules apply to your token or service – so you know upfront whether MiCA, MiFID II or e-money regulation is relevant

### DORA Compliance

Preparing your organization for DORA – with proportionate governance, incident playbooks and third-party contract clauses



### MiCA License Applications

Shaping clear and efficient MiCA license applications – reducing the risk of delays, extra questions or unpredictable costs

### AML & Travel Rule

Translating AML and Travel Rule requirements into workable policies and workflows – so your compliance is ready

### Custody & Staking

Structuring your custody, wallet and staking services – ensuring client assets are safeguarded and processes are supervision-proof

**Stay Ahead:** In a market where rules are constantly changing and supervision is becoming increasingly strict, Finnick helps you maintain an overview and control. This allows you to make choices with confidence and focus on building a future-proof crypto business.

## Arie van den Bergen



### Founder of Finnicks Legal | FinTech Legal Strategist

With over 25 years of experience as a lawyer and in-house counsel at Deutsche Bank, ING, and Knab, Arie brings both institutional depth and startup agility to complex regulatory challenges.

At Knab, he helped build the bank's payment, savings, crowdfunding, and investment products — including PSD2 and MiFID II implementation — working closely with regulators like DNB and AFM. This hands-on experience provides invaluable insights into regulatory expectations and practical implementation strategies.

As founder of Finnicks, he now supports fast-growing FinTechs with license applications (PSD2, MiFID II, CCD2, MiCAR), compliance with financial laws and regulations, contract negotiations, compliance training or the design of financial products and services in payments, investments, consumer & business credit and crypto & blockchain.

"License to operate? We help FinTech companies secure it – practical & hands-on."

Style: pragmatic, accessible, and always solution-oriented.

[See LinkedIn profile](#)

## Maarten van Denzen

### Senior Legal Counsel | FinTech & Payments

Maarten combines a background in law and economics with deep expertise in European financial regulation—focusing on PSD2, GDPR, and integrity-driven governance. He understands both legal detail and business impact, making him a valuable sparring partner in complex regulatory matters.

At Finnick, Maarten supports FinTechs and payment institutions with licensing, compliance, and governance. He's known for his strategic thinking, sharp analysis, and collaborative style, helping clients implement regulation in a way that enables growth rather than hindering innovation.

Whether it's securing a license, setting up compliant processes, or aligning with the regulator's expectations—Maarten brings clarity, structure, and results to every engagement.

Maarten has assisted 15 payment institutions (including 4 PISPs/AISPs) with licence applications/exemptions with DNB.

*"Trusted advisor with a passion for innovation and smart solutions – from boardroom to operations."*

**Style:** thoughtful, precise, and always focused on practical outcomes.

See [LinkedIn profile](#)





## Client Testimonials

Our clients consistently recognize our collaborative approach, technical expertise, and commitment to practical business solutions in complex regulatory environments.

“

*"Collaboration is fast and lines are short"*  
*"Always a quick and clear answer in a pleasant way"*

“

*"Thinking along with the business"*  
*"A trusted legal advisor to the Management Board"*

”

“

*"Profound understanding of the business"*  
*"Leading by example: open, transparent and connecting people"*

”

### Professional Excellence

- *"Knowledgeable, professional, practical"*
- *"A passionate lawyer with a great sense of responsibility"*
- *"Diligent and fun to work with"*

### Technical Expertise

- *"Deeply skilled and hard working"*
- *"Profound knowledge of both corporate and finance law"*
- *"A structured approach and pleasant collaboration"*

*"I liked their thinking along in the search for practical solutions and noticing details we overlooked"*

View complete client reviews [here](#)



# Why Choose Finnick Legal?

Our comprehensive expertise, entrepreneurial approach, and proven track record make us the ideal partner for solving your FinTech legal matters and obtaining long-term regulatory success.



## Extensive Specialized Knowledge

Thorough experience with license applications and payment industry regulations. Currently managing various PSD2 license applications for Dutch and UK clients, with successful completion of crowdfunding license applications with AFM.



## Entrepreneurial Results Focus

Business-oriented approach with specific attention to FinTech company needs. Experienced team with proven track record combining legal and compliance expertise for comprehensive advisory services.



## Collaborative Partnership

Close collaboration as if it were our own business, with clear communication, 24/7 accessibility, and transparent approach to project challenges and opportunities ahead.

## Long-term Advisory Relationship

Continued support beyond license granting including regulatory advice, additional licenses, implementation assistance, contracting support, and other services as needed.

## Professional Network Access

Broad network of professional advisors, compliance/risk specialists, and potential leadership candidates with proven collaboration history, subject to availability requirements.

## Regulatory Relationships

Excellent established contacts with Dutch supervisors (DNB and AFM), facilitating effective communication and understanding of regulatory expectations throughout the process.



## Contact Details

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