

DAVID AGAR
NON-EXECUTIVE DIRECTOR

CONTACT

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PROFILE

An entrepreneurial business leader with significant strategy, growth and commercial experience within the technology sector, including fintech/payments, mobile and IoT companies in the UK, Europe and North America.

Over the last 25+ years he has led fast-growth, complex B2B/B2C businesses, often against challenging economic conditions. This experience enables David to provide 'critical friend' support required by any executive board. Utilising an analytical mindset and sound judgement, he is able to identify and assess benefits and risks to develop and drive commercially-focused strategies in line with sound financial, governance and regulatory requirements.

David combines resilience and emotional intelligence with a dynamic, yet structured approach to business improvement. Excellent interpersonal and communication skills enable him to focus on key issues and provide support to businesses in challenging and achieving their key objectives whilst creating value - an approach which can be applied to any sector.

AREAS OF EXPERTISE

Strategic Planning • Investment Fund Raising • Finance & Budgeting • Growth & Scaling • Profitability Improvement • Relationship Building • Internationalisation • Coaching & Mentoring • Regulation & Compliance • Risk Assessment & Mitigation • Board Acumen

CAREER HIGHLIGHTS

- Launched and scaled 4 x successful start-ups in the UK, expanding internationally with local presence in Germany and the USA, including 24 years B2B asset leasing experience
- Deep understanding of the global remittances ecosystem
- Built out an FX payments network across Africa, with a particular focus on East Africa
- Negotiated commercial relationships terms for the whole E2E payment process with multiple banks and NBFIs/MTOs/acquirers (incl. safeguarding, multi-currency, FX, IBANs/sub-accounts, AML/ID verification)
- Obtained a full EMI FCA license, successfully launching a new cross-border money transfer platform
- Wrote an investment memorandum and presented at investment roadshows, subsequently securing VC investment of £575K (culminating in a trade exit to a Tier 1 operator within 4 years)
- Completed 2 x successful turnaround / transformations

- UK/European market-entry viability project for an early-stage Asian fintech mobile payment platform
- Developed the GTM strategy/plan for a \$60M US-based IoT operator to launch into key EU markets
- Negotiated the acquisition and successful integration of 2 x competitors
- Established successful strategic partnerships with many blue-chip enterprises incl. Visa International, Vodafone, O2 Telefonica, Thomas Cook, Cendant Corporation/Avis-Rent-A-Car

EDUCATION

1980 – 1983	Sheffield University	Economics
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CAREER HISTORY

Dates	Employer	Position
Sep 11 – Present	GMT Consulting	CEO

GMT Consulting provides strategic planning, commercial/business development and project/interim services. David has led projects for both VC backed and privately-owned clients. These include:

- Multiple fund-raising projects (dilutive/non-dilutive) up to £1M including defining strategy/business plan/5yr budget
- Created an innovative/disruptive concept social impact fintech around accessible digital banking for vulnerable people, achieving £100K grant funding from Innovate UK.
- CEO interim leading an ICO for a UK-based blockchain-enabled fiat/crypto payments platform (\$8.2M raised).
- GTM project lead (FTC) for a privately-owned \$100M US IoT operator to launch its connectivity services and analytics platform across Europe.
- COO interim role for a VC-backed VOIP business to launch a greenfield mobile data roaming service
- Strategic business sale advisory/planning for a £1.3M leisure company

Dates	Employer	Position
Jun 18 – Nov 20	TalkRemit Ltd	CEO

TalkRemit is a full EMI FCA licensed fintech start-up providing diaspora communities in Europe & Scandinavia with money remittance, e-wallet and banking services. Having led the final stage of the FCA application, David developed the strategic and financial business plan. Key achievements include:

- Obtained safeguarding bank facilities with one of the UK's 5 clearing banks.
- Negotiated commercial terms/integrated with multiple banks, FX partners and aggregators.
- Completed the pilot service soft-launch within 14 weeks of being granted the FCA EMI license
- Liaised with specialist consultants re options for EU SBI/EMI license for post-Brexit passporting.
- Identified multiple HMRC tax refund opportunities totalling c.£0.25M

Dates	Employer	Position
Jan 05 – Aug 11	GO-SIM	CEO-Co-Founder

GO-SIM was a disruptive start-up business that became the world's 3rd largest international roaming SIM card MVNO.

- Responsible for all strategy / planning and P&L, as well as executing the GTM plan (including ecommerce / direct and affiliate partner marketing / indirect channels). Established strategic partnerships with major travel market brands, as well as multiple co-brand and white label partnerships.
- Revenues reached £4M (run rate) in final year at point of exit to a mobile network operator, with EBITDA of 18% and headcount of 8.

Dates	Employer	Position
Jan 93 – Sep 11	Hirefone Group Ltd	CEO/Co-Founder

Hirefone was a start-up business that became a leading B2B international communications rental provider to Times 1000/Fortune 500 companies, with offices in the UK, Germany and the USA.

- Responsible for all strategy / planning and P&L, as well as GTM. Established a number of strategic partnerships with leading Tier 1 operators in the UK and Germany.
- Revenues reached £3M with EBITDA of 28% and headcount of 45.

Dates	Employer	Position
May 98 – Dec 92	Cellhire PLC	Operations Director

Cellhire is one of the world's largest communications rental providers, with offices in the UK, USA, France, Germany, Japan and China.

- As the company's first employee David joined as National Accounts Manager, responsible for all business development. As revenues quickly grew, this role was widened significantly to include all sales / marketing and operations. After 2 years, he was promoted to Operations Director.