

weConnect and encognize join forces to support FinTech/RegTech companies venturing in Japan

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weConnect Japan K.K. (weConnect) and encognize G.K. (encognize), both headquartered in Tokyo, have announced the establishment of a co-operation initiative to support and accelerate the business growth of Financial Technology (FinTech) and Regulatory Technology (RegTech) firms entering the Japanese market.

The framework enables weConnect and encognize to refer to each other FinTech/RegTech companies and assist them respectively with operational and compliance backend and with Japan market entry strategy and execution.



Scott Smoler, CEO of weConnect, said: *“Japan is a uniquely challenging market to navigate given the inherent cultural differences. The business opportunities can be significant for FinTech/RegTech companies but everything takes more time and effort compared to other markets. In order to be successful, companies need to make sure they are fully focused on executing the right localized strategy. This is why the weConnect / encognize co-operation is so compelling: encognize provides the effective go-to-market strategy and weConnect enables companies to fully focus on executing that strategy while providing comfort that all operational and compliance needs are being met.”*

Bruno Abrioux-Takano, Founder and CEO of encognize, commented: *“I’m delighted to launch this co-operation framework with weConnect at a time when the overall Japanese startup ecosystem has never been so active. Our joint initiative should allow to reduce the entry barriers for overseas FinTech/RegTech ventures looking at expanding in Japan by offering both robust, turn-key operational backend capabilities and focused, strategic business development services. Enabling new entrants to succeed in Japan should in return stimulate the local innovation and further contribute to a sound development of the domestic FinTech and RegTech ecosystems.”*



About weConnect Japan K.K.

weConnect helps multinationals expand and grow in Asia by taking care of their back-office compliance so they can focus on their core business. We provide all communication and deliverables in English, ensure global, local and statutory requirements are met, and embrace a disciplined, process-driven, tech-enabled service delivery model.

Learn more about weConnect: <http://goweconnect.com/>

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About encognize G.K.

encognize is an independent Japan-based consultancy boutique that focuses on digital technology innovation, responsible leadership programs and strategic business development, primarily in the fields of RegTech and FinTech.

Learn more about encognize: www.encognize.com

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