



## STEWART FOSTER

Based in London, Stewart is an experienced and successful IT Entrepreneur and CEO having worked at executive level for over 17 years at both private and public companies. High energy, lead from the front, passionate and adaptable 'servant leadership' style. Proven revenue generator, loves a good crisis and thrives in chaotic turnaround or start up situations.

2021 - Current

### **FINTECH - Step Fourth Ltd (S4)**

Co-Founder & CEO [www.stepfourth.uk](http://www.stepfourth.uk)

- S4 is privately funded and was launched to market in December 2022
- Developing a new pioneering product for UK FCA regulated firms that will set a new standard for the wider market

2008-2020

### **FINTECH & FINANCE - Third Financial Software Ltd (TFS)**

Founder & CEO

- Fintech Start-up, developed the multi award winning Wealth Management (WM) Software called 'Tercero' using an UK technical team based in London and Birmingham
- Led the market with multiple innovations as the only UK integrated F2B WM system using a single technology stack
- Sales led CEO, involved in nearly all the approximately 75 new name sales. Tercero was UK's best selling system
- In 2017, raised growth capital, obtained FCA regulatory permission and launched a subsidiary company Third Platform Services Ltd offering outsourced Custody & Operations services.
- Grew the business from a standing start to over £1bn of AUA (Assets under Advice) in the first full year of operation
- Moved from CEO to Director in August 2018 and in October 2020 Stewart sold significant portion of this equity in TFS and stepped down from the main board

1998-2007

### **FINTECH - Financial Objects Plc**

International Software Vendor to Banking, Wealth Management and Risk Markets

- My first IT company, rose from business analyst to main Board Director. Successfully turned around two struggling business divisions within the group, which was a driving force in the turnaround of the overall groups financial performance
- 2002-2005 - As Operations Director, successfully turned the retail banking software Division Activebank from a declining and significantly loss making business into a profitable, growing division with 42% organic growth, 15% profit margin and £5.9m of revenue. Achieved through a combination of individually accountability, new business growth and setting up a 150 man offshore Development Operation in Bangalore. Success led to my promotion to a main board Director of the plc in May 2005
- 2005-2007 - Involved with acquisition Wealth Management WMS business and given additional responsibility to manage this business. My second turnaround, successfully turned zero growth & modest loses into high growth and profits within 18 months

1994-1997

### **INVESTMENT BANK - JPMorgan London**

Middle and Front Office

- Started my career in the Middle office of the Exotic FX Options desk before moving into the Front Office and the FX Sales desk
- Gained experience working in Front, Middle & Back Office environments during a secondment to their New York office

### **Education**

- Master of Business Administration (MBA) - University of Wolverhampton
- Degree in Housing and Development (BA) - University of West of England
- Malvern College - 3 A Levels, 10 O Level & GSCE's

### **Interests**

Family, technology, innovation  
outdoor pursuits, advanced  
tennis player, military history & NFL