



What is Fintech?

2022

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“Banking is necessary, but banks are not”

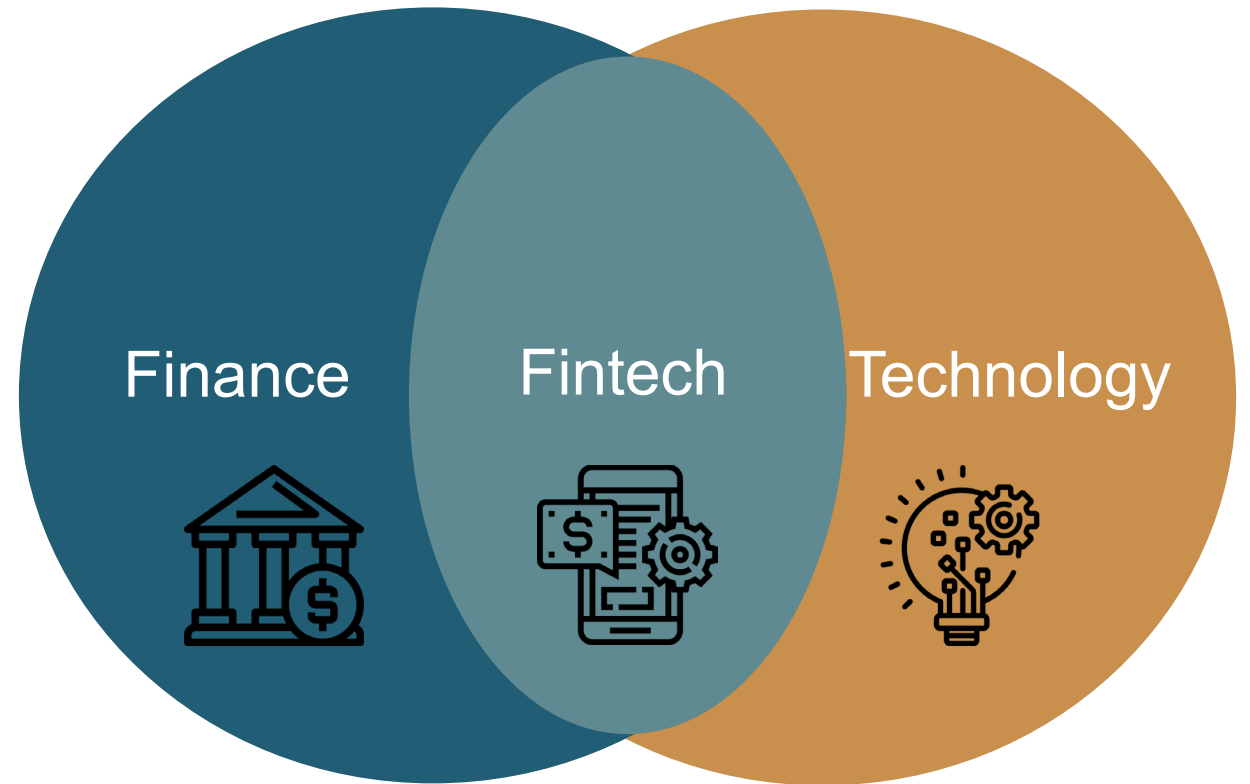


Bill Gates, 1994

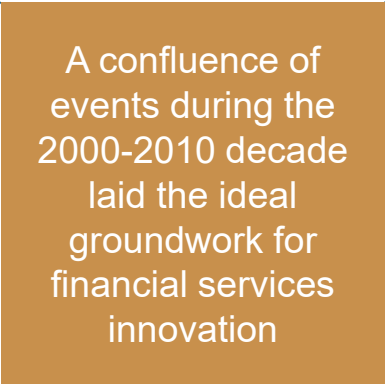
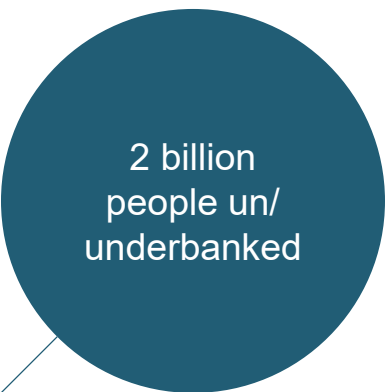
What is Fintech?

Finance + Technology

Fintechs are companies that use online access, technology and data to facilitate financial services historically offered by traditional banks and financial services providers.



The Catalysts



What is Fintech Solving For?

Access

Expand access to financial products and services to a larger audience

Speed

Expedite processes to transact, from account opening to obtaining credit

Transparency

Simplify the understanding of financial products and pricing

Lower Cost

Offer traditional products and services at more efficient pricing, especially when compared to incumbents

Customer Experience

Create more intuitive and engaging user experiences

Fintech companies offer individuals & businesses compelling financial services propositions

Fintech Today: In Numbers

\$2.3 Trillion

Capital invested into Fintech companies since 2000

26,500

Number of Fintech companies

Fintech continues to challenge and disrupt traditional financial services

\$122 Billion

Capital invested in Fintech in **2021**

5,400

Fintech companies founded since **2020**

How do Fintechs do this?

Data Driven

Customer Experience Focused

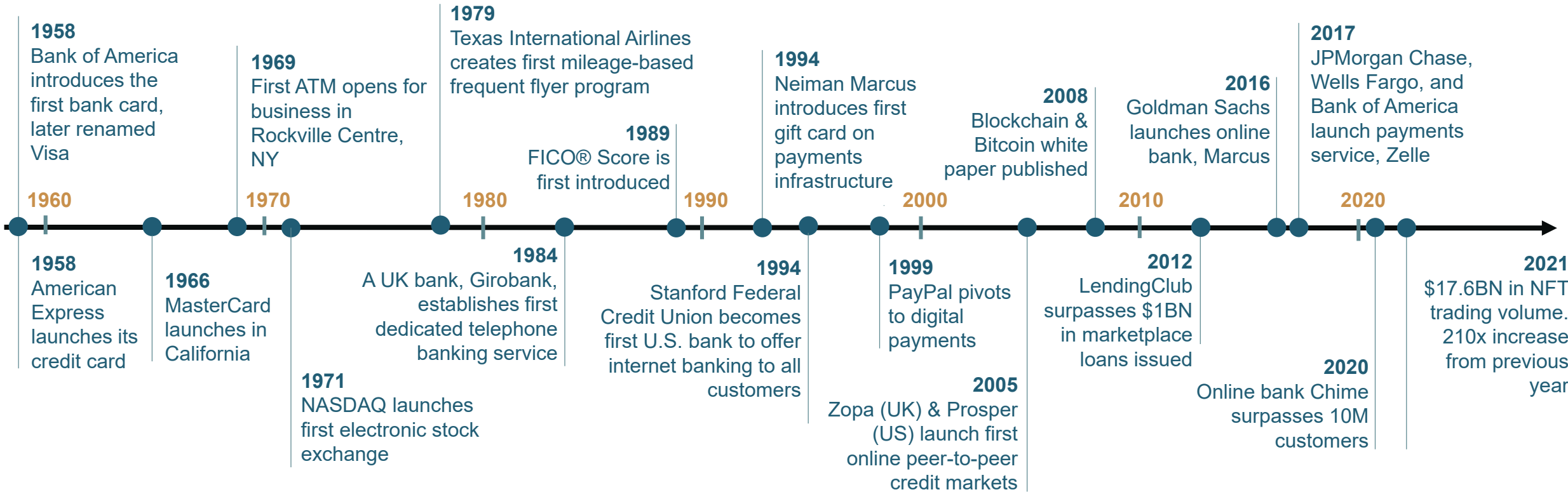
Mobile Friendly

309

Number of Fintech Unicorns


A Brief History of Innovation in Financial Services


The financial services industry has long looked to technology to drive higher levels of service and convenience for its customers through digitization. A new generation of Fintech entrepreneurs have continued this trend by leveraging innovations across mobile technology, big data, and machine learning to increase customer value across many traditional payments and banking products.



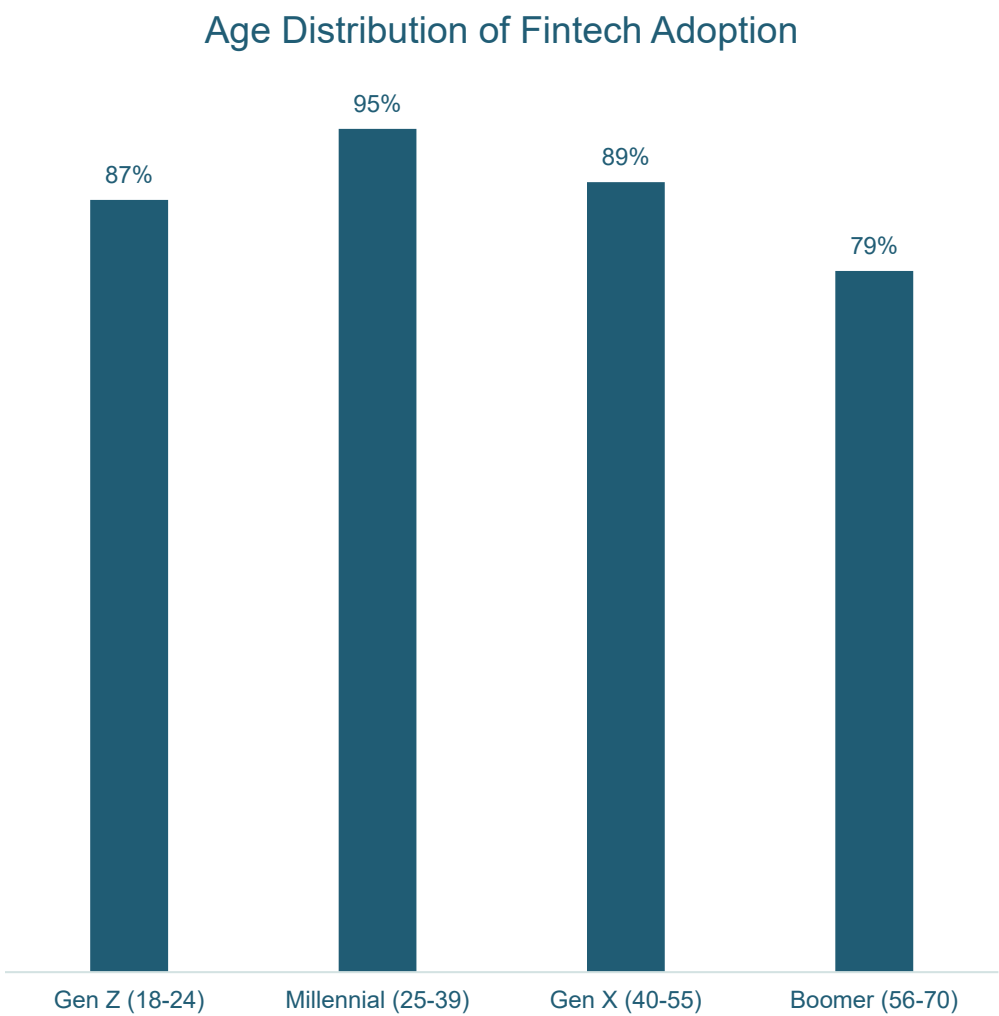
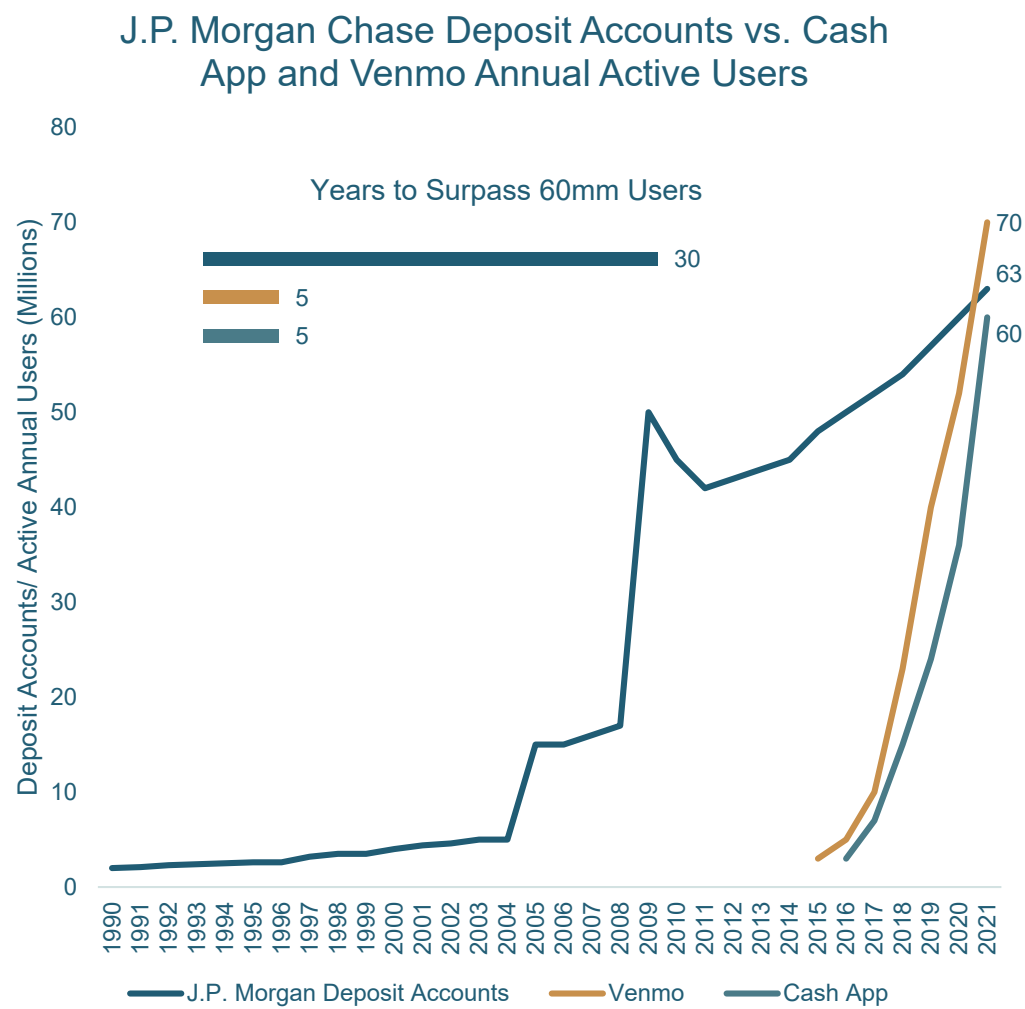


Biggest Fintech Companies in the World

Visa		Paytech	\$415 BN
Mastercard		Paytech	\$323 BN
Ant Financial		Open Banking	\$312 BN
Tencent (Fintech Only)		Regtech	\$173.5 BN
Intuit		Accounting	\$ 105 BN

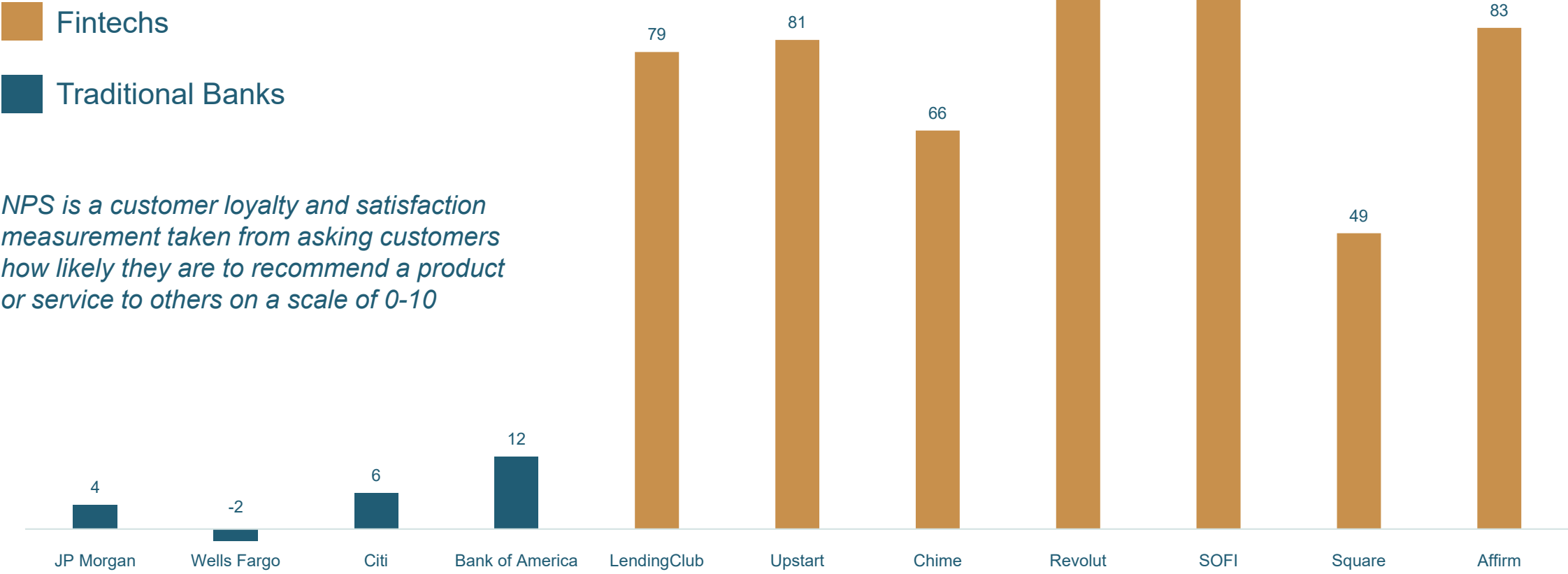
Stripe		Paytech	\$95 BN
PayPal		Paytech	\$91.2 BN
Fiserv		Open Banking	\$62.2 BN
Block		Paytech	\$ 48.8 BN
Adyen		Paytech	\$48 BN

Strong Adoption... Across All Age Groups



Fintechs are Preferred vs Incumbents...

Net Promoter Scores (NPS)



...Causing Incumbents to Pay Attention

“Fintech companies here and around the world are **making great strides** in building both digital and physical banking products and services. **From loans to payment systems to investing**, they have done a great job in developing easy-to-use, intuitive, fast and smart products. We have spoken about this for years, but **this competition now is everywhere**. Fintech’s ability to merge social media, use data smartly and integrate with other platforms rapidly (often without the disadvantages of being an actual bank) will help **these companies win significant market share**.”

Jamie Dimon, January 2021

Every Company will be a Fintech



1984



2019

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