

# LOSING TO FINTECH COMPANIES? FINANCIAL INSTITUTIONS AND THEIR DIGITAL TRANSFORMATION

Dario Fuentes

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“ROSETTA” LANDS IN A COMET WITH A COMPUTER LESS POWERFUL THAN YOUR SMARTPHONE



# Over 8,000 Fintech companies in the U.S.A.

## FINTECH | LANDSCAPE everisDigital



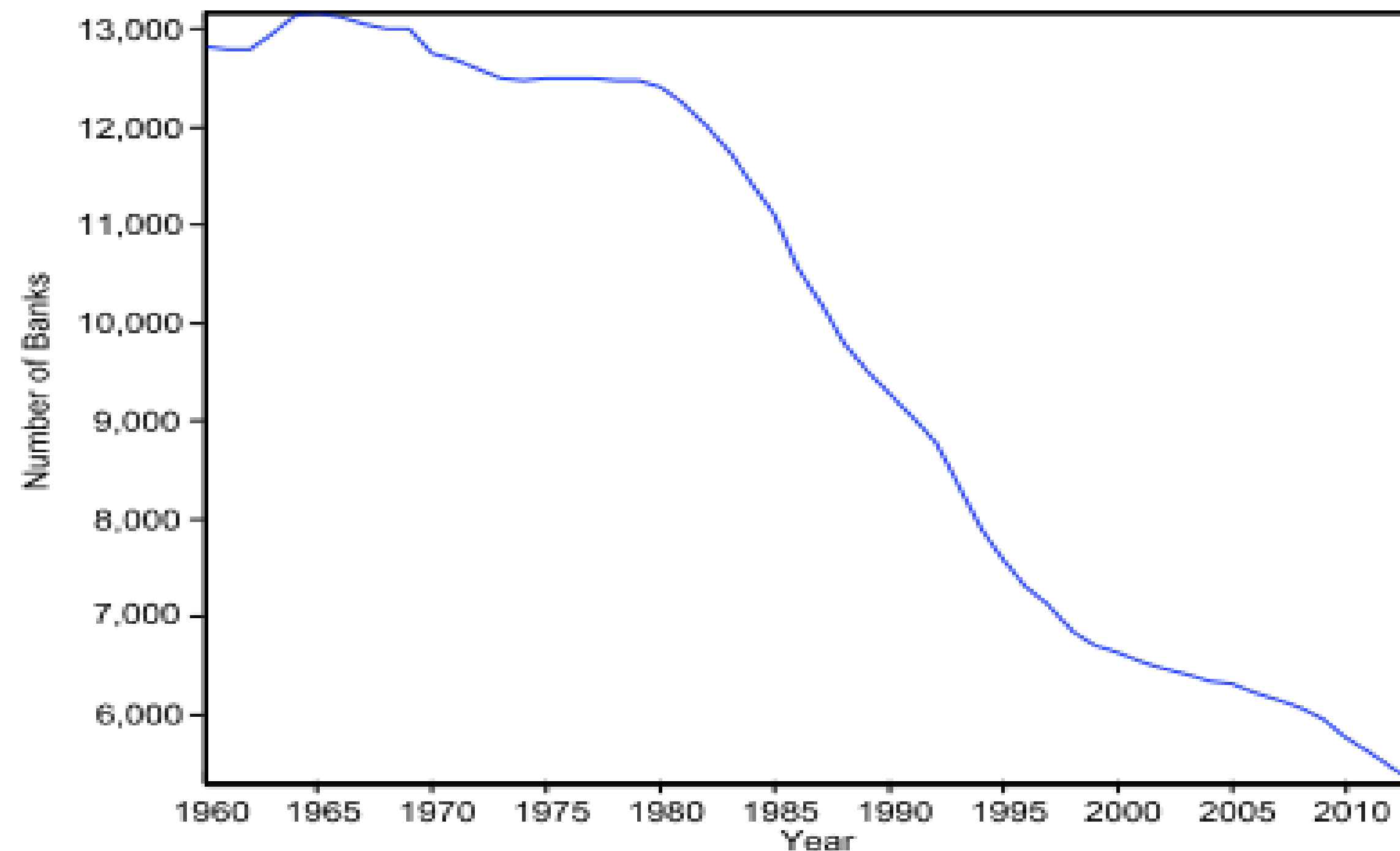


# Not your regular children's bank account

- Osper is not a bank
- Ease of use
  - Account set up in under 2 mins
  - Free of charge
  - Set up from mobile or web
  - Fraud and identity checks are done in real time, no need for branch visit
- Secure
  - One App two logins, one for parents, one for young people
  - Tracking children's spend, parents can load money for multiple children
- Education
  - Teaching young people to budget

# The number of independent banks in US has declined 50% since 1960

Figure 1 Total Number of Independent Banks



- More than 20% of Financial Services are at risk to FinTechs by 2020



- 10% to 40% of retail banking revenues, between 20% to 60% of profits

Options...



# Sustainability of Financial Services

## Four Options Presented



Acquire Fintech  
Startups

Establish  
Corporate  
Venture  
Accelerators

Partner and  
Collaborate  
with Fintechs

Create a digital  
pure play digital  
bank



# Moven is helping TD Bank acquire more clients

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Select an option below to find helpful advice, handy tools, and more.  
If you choose one, we'll remember it for your next visit. Your selection is optional.

- I'm new to Canada
- I'm in school
- I've got a new job
- I'm buying a home
- I'm starting a family
- I'm starting a business
- I'm planning to retire



[Spending by Category](#) | [Spending Insights](#)

[ALL](#) | **WANTS** | [NEEDS](#)

**\$890** BELOW TYPICAL | **\$1,951** TYPICAL SPEND | **\$1,061** SPENT SO FAR

**Monthly Spending as of January 14, 2016**

**\$890**  
Below Typical  
**\$1,061**  
Spent So Far

FROM 3 ACCOUNTS

You're nicely on track to save some money this month.

**JANUARY 2016**

Shopping	\$280.35	>
Groceries	\$184.64	>
Dining Out	\$174.26	>
Home	\$133.24	>
Entertainment	\$130.98	>
Travel	\$85.79	>
Cash	\$60.00	>
Fees	\$12.50	>

# Foundation is in partnership with Bank of Bennington for Small Business Loans


Home | Rates 402-238-2245 info@bankbenn.com

**BANK OF Bennington**

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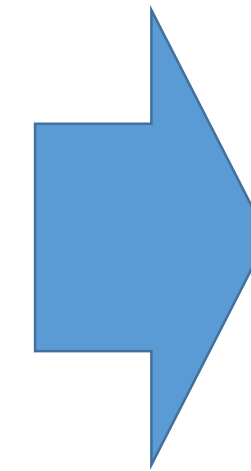
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Home > Small Business Loans



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**BANK OF Bennington**

IN PARTNERSHIP WITH BancAlliance POWERED BY FOUNDATION

- 1 Your Basic Information
- 2 Your Loan Request Details
- 3 Your Business Information
- 4 Your Personal Information
- 5 Your Loan Options
- 6 Next Steps

### LET'S START WITH SOME BASIC INFORMATION...

Do you currently have an existing account with Bank of Bennington?  
 NO  YES

Email Address  Confirm Email Address

Business Name  Zip Code of Business  Use of Proceeds

How Old is this Business  Annual Business Sales  Annual Business Profit Before Tax

Your information will not be reviewed until all requested information is provided and you click "Submit Information" at the end of Step 4

[Continue >](#)

Will not affect your credit score!

# Acquisition



## The happy day a Goal comes true.

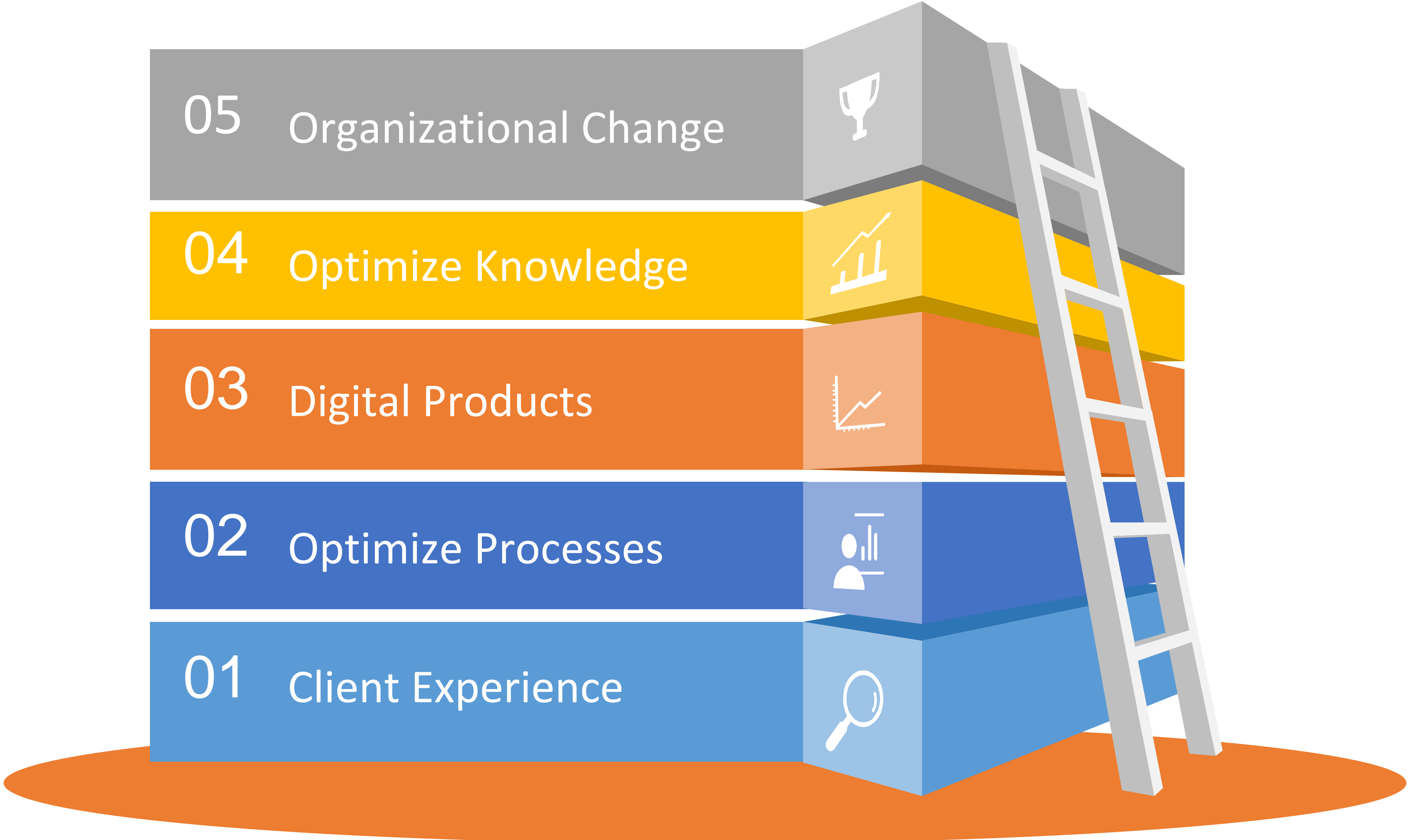
The money's right there to bring the thing you've been saving for to life.

Nossa Familia Coffee	8.00
	Coffee & Tea
Safe-to-Spend*	\$400.00 ✓
Coffee ☕	\$50.00
Dining out 🍷	\$120.00

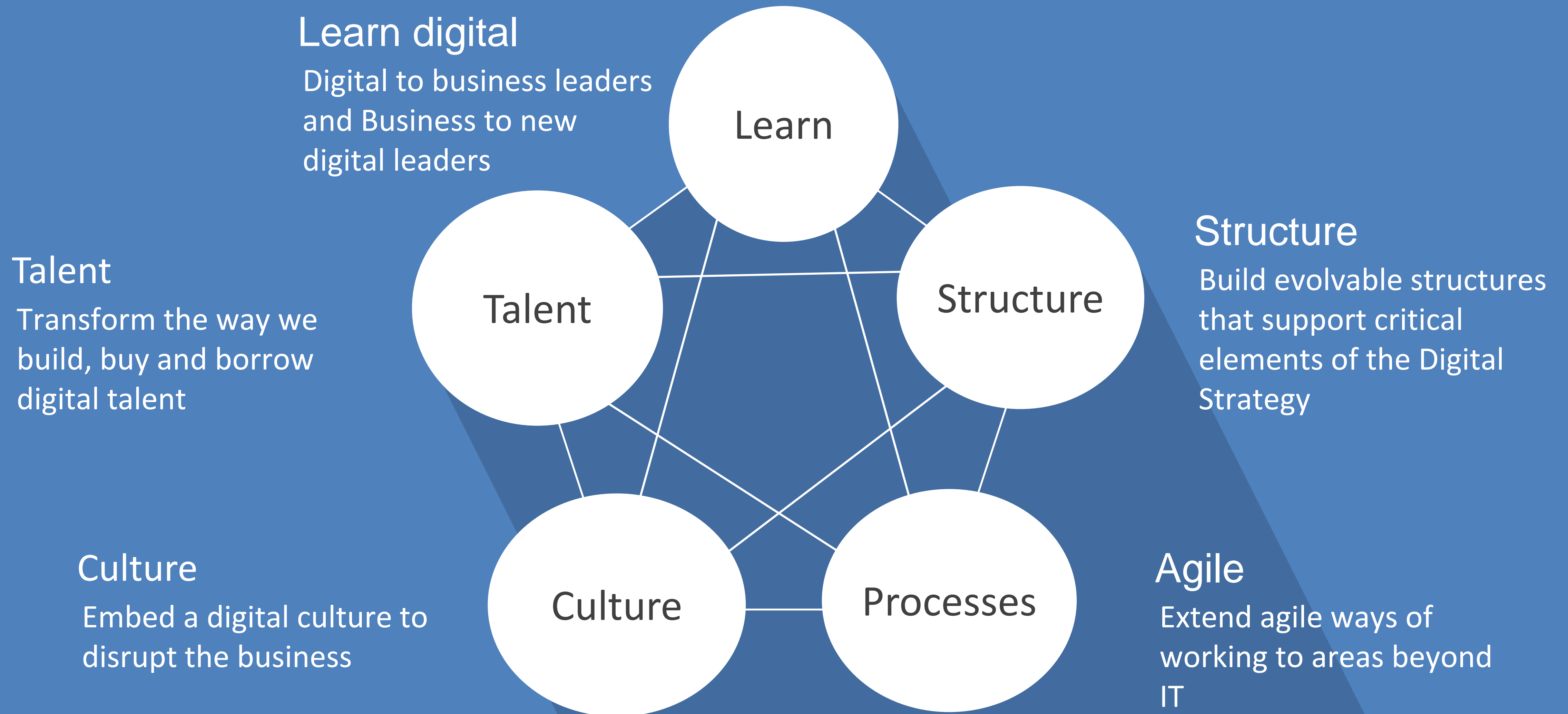
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# Taking on Options Presented Requires Digital Transformation



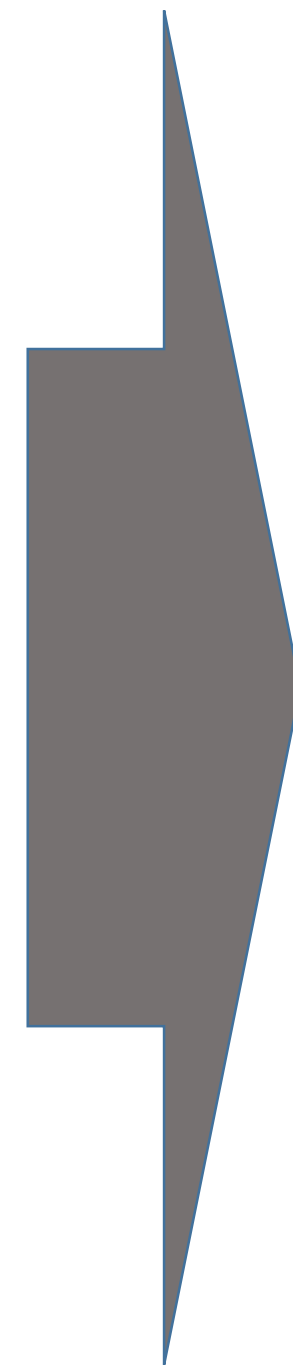
# Digital transformation requires cultural change as a foundation



# In closing, technology has changed the ecosystem in Finance

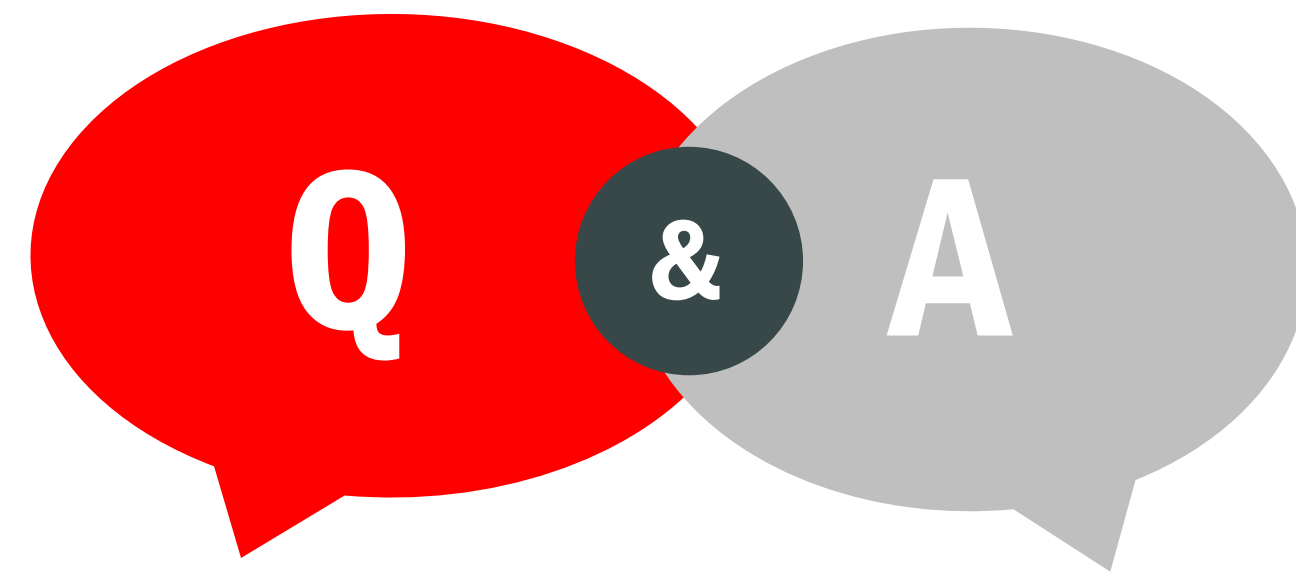
## Where we are:

- The clients want fast and easy solutions that solve real time problems
- Clients needs are being fulfilled by Fintech more than banks
- Banks will lose to Fintechs if we do not adapt



## Where we need to go:

- Prepare for different model of banking, transform our organizations to retain relevance
- Through partnerships, alliances and acquisitions, there are great opportunities for Fintechs and Banks to coexist
- Digital transformation can't be accomplished without transforming the current culture of our banks



THANKS FOR LISTENING