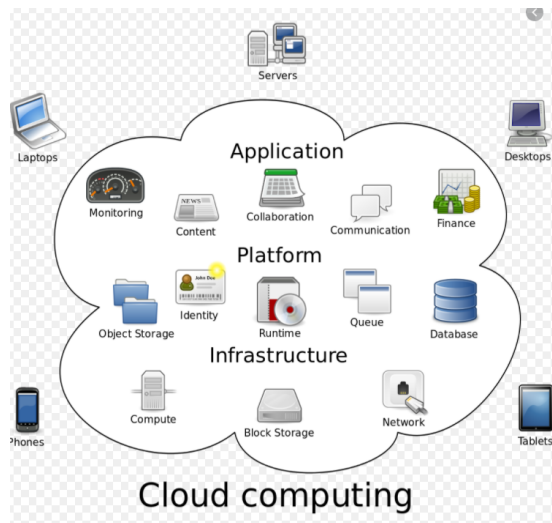
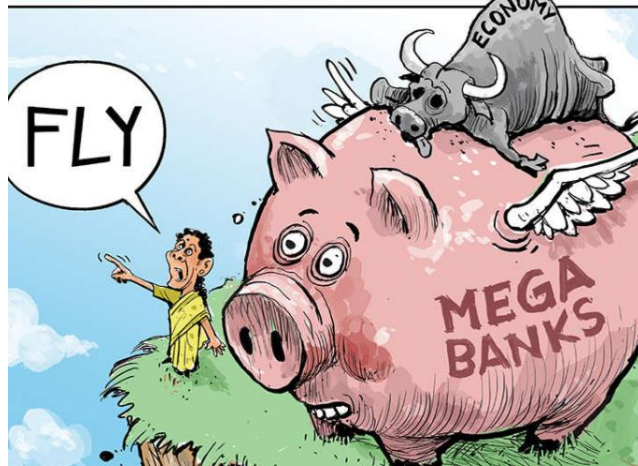


# The drivers of the Fintech revolution (1)



- **A regulatory revolution:** the Bank of England's (NBSU), EU's open banking and PSD2 regulation, FCA's regulatory sandbox
- **The universal bank model is aging** – Conceptually and technologically
  - ✓ European Universal Financial conglomerate model: intermediation, payment, Capital markets, wealth management, Advisory
  - ✓ The crepuscule of the in-house mainframe model
  - ✓ The end of the branches and cash
- **Affordable infrastructure**, such as analytics, artificial intelligence, cloud computing, and social technologies
- **Lower barriers** to entry because of new customer access methods, such as the internet and cell phone replacing the retail bank branch



## ECB warns the future of money is at stake as Facebook preps January

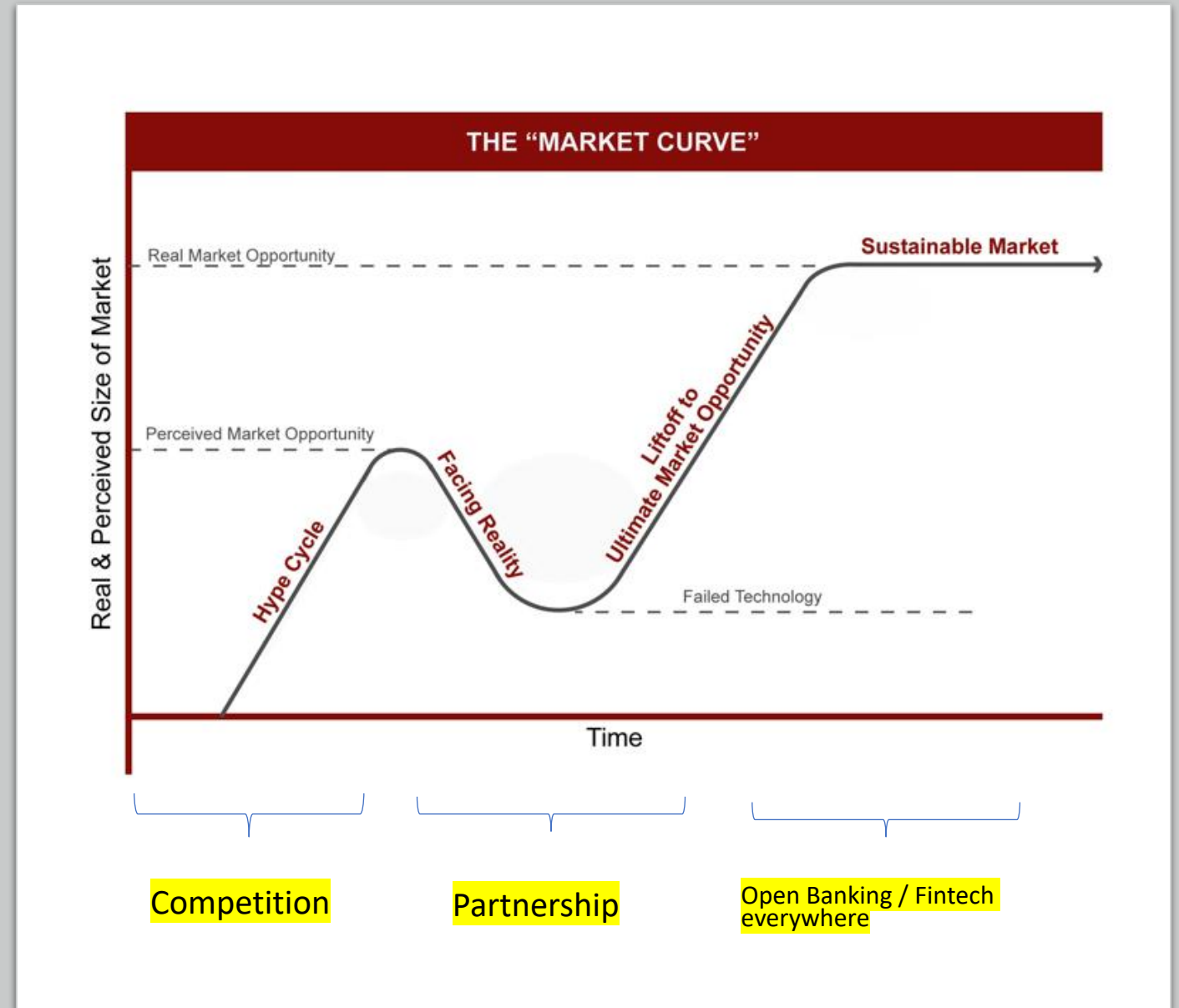


## The drivers of the Fintech revolution (2)

- New currencies and credit systems:
  - Blockchain and the Cryptocurrencies becoming main streams
  - Quantitative easing and Modern Monetary policy: what is a world of 0 interest rate?
  - The terrible secret: your savings are stored in Cobol!!!!
  - The new marketplaces: Crowdfunding, peer to peers
- Changing consumer behavior and expectations from financial services providers: Customer Centric and Tech-savvy customers
- Fintech as a driver to economic and social development: government and multilateral organization initiatives
- Post Covid Digital world, poorer and more digital

# A maturing industry (not in Latam!)

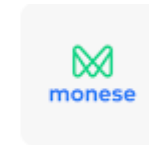
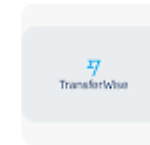
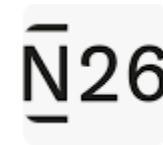
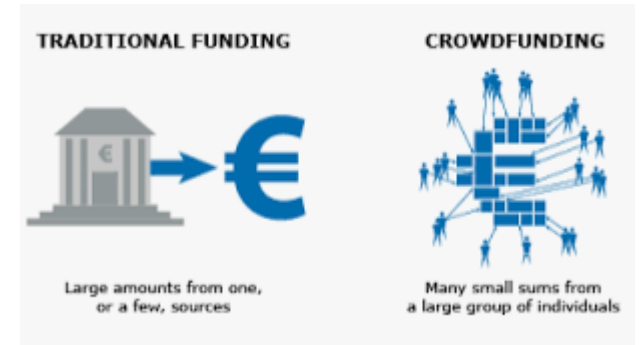
- Annual early-stage (seed & Series A) deals already dropped to a 5-year low in 2019
- Fintech business and funding are spreading to emerging and frontier markets
- Fintech is becoming mainstream
- Fintech had its Enron Scandal: Wirecard, Greensill
- Fintech has its bubble burst: “the crypto nuclear Winter”



# The competing model



- CDO / CTO
- Intrapreneurship Program



## La néobanque Fidor plombe les comptes de BPCE

Par [Delphine Cuny](#) | 10/05/2019, 6:00 | 509 mots  
Lecture 3 min.

**BNP Paribas completes the acquisition of Compte-Nickel**

# The collaboration model, open Banking: BNI Europa

Consumer Finance

Real Estate

SME FINANCE

auxmoney

lendinvest

Funding Circle

Prodigy Finance

upgrade

LENDROCK

edebex  
innovative cash flow solution

younited credit.

RAIZE

Owns Channels

Banco BNI Europa and NDGIT become partners and accelerate PSD2 and Open Banking in Europe

Lisbon/Munich, 31 January 2019

Banco BNI Europa

BNI Europa the Portuguese bank challenging traditional banking

BNI EUROPA's Balance Sheet



raisin.

SAVEDO

Outsourced Channels

Owns Channels



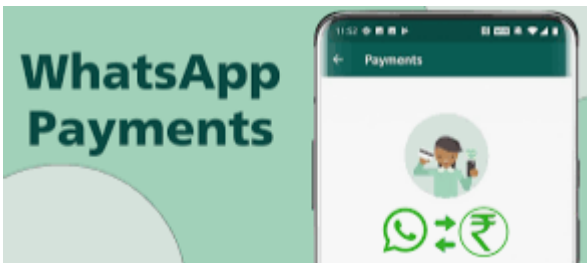
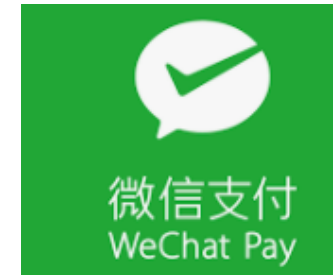
# Fintech everywhere – Embedded Finance / DEFI



Other related business:



Amazon Lending: 6 Funding Options for Sellers



The future of banking: The rise of the platform giants