

How Fintech Innovation is changing our Lives: A Guide to the Financial Technology Revolution

London, 13 July 2021

Susanne Chishti, CEO

FINTECH Circle

Co-Editor of The FINTECH Book Series



CEO – Susanne Chishti

Founder, Bestselling Editor, Investor & NED

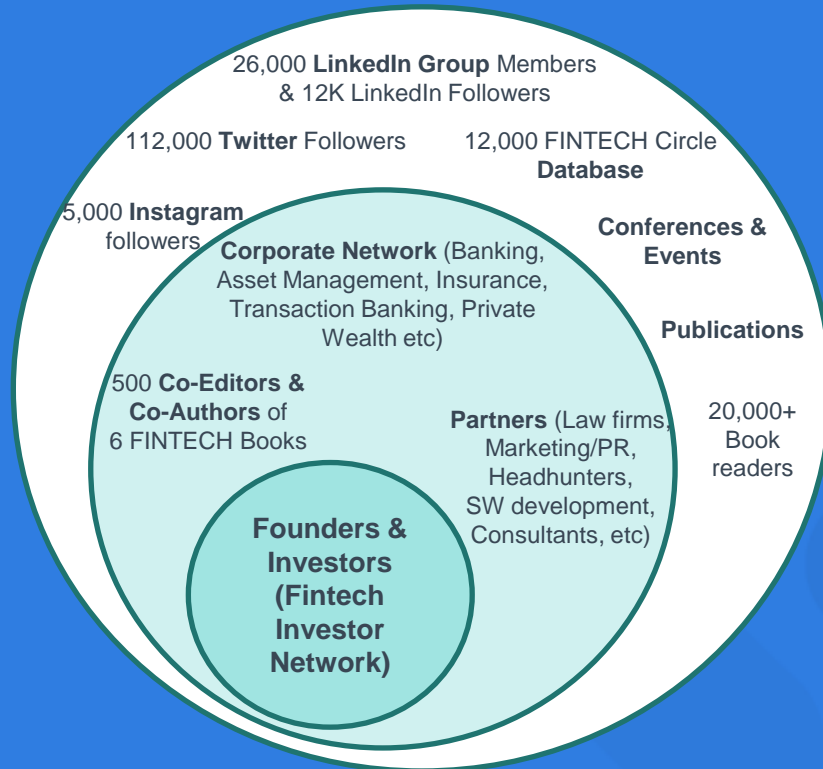
- Susanne Chishti founded FINTECH Circle after more than 15 years in senior positions at Accenture, Morgan Stanley Investment Management, Lloyds and Deutsche Bank in London and Hong Kong
- Non-Executive Director at PE owned Crown Agents Bank, inventory financing platform Supply ME PLC, alternative lender JLG PLC and RegTech company Kompli-Global Ltd
- Co-Editor of bestselling FINTECH Book Series published by Wiley focused on the fintech sector overall and its verticals WealthTech, InsurTech, PayTech, LegalTech and artificial intelligence in finance
- Selected as “Global Fintech Thought Leader” in 2019 and 2021
- Won awards by Investment Week’s Women in Investment Awards and the Fintech Champion of the Year (Funding) in 2019



FINTECH Circle Overview

Preferred Advisory Partner to the best Fintech Entrepreneurs

**FINTECH Circle
consists of
3 “Circles”**



Founders & Investors
(Fintech Investor Network)



Founders & Investors

FINTECH Circle sees the best Startups first before any other VC

AlgoDynamix 

 FUNDING XCHANGE
THE BUSINESS FUNDING MARKETPLACE

Cognism 

HUB X

divido

 FilmChain

 KASKO

coriolis 

 Lenderwize

SendSpend

 bean

 Albert

 MYFUTURENOW

The FINTECH Circle Investor Network consists of 70 investors who invested in the above portfolio companies (pre-seed and seed rounds focused on B2C and B2B fintech opportunities)

500 Co-Editors
& Co-Authors
of 6 FINTECH
Books

Fintech Thought Leadership



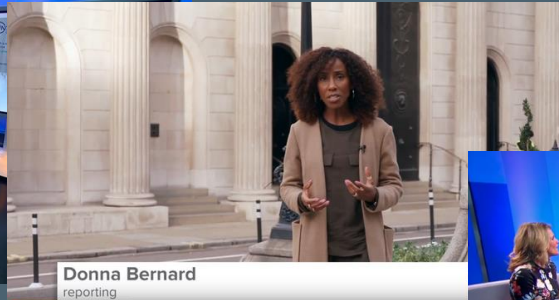
Sharing latest Fintech Technologies & Developments globally



The Future of Fintech



- Programme raising awareness and understanding of the global financial technology sector, and the vital role of fintech during the global pandemic
- We created the 1st Fintech Film!



FINTECHCircle.com/the-future-of-fintech

40% of companies are at risk
of being displaced because
they're not equipped for the
digital future.

(Source: Global Center for Digital Business Transformation)

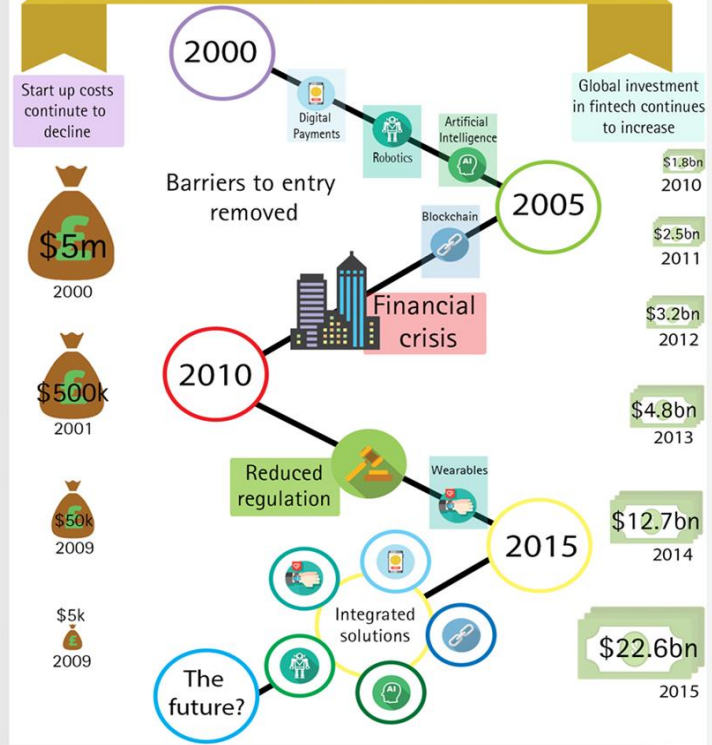
Globally FINTECH is booming!

- North America leads fintech activities but activities in other regions growing.
- Fintech subsectors gaining traction, including
 - **InsurTECH**
 - **WealthTECH**
 - **RegTECH**
 - **PayTECH**
 - **AI applied to Finance**
 - **Blockchain**
- A shift to **Co-Creation**:
Internal innovation labs, acceleration programs or innovation garages combined with external know-how



How did it start?

The story of Fintech

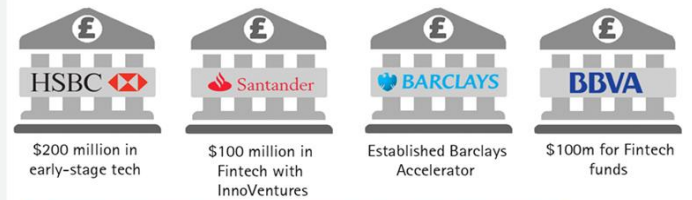


Evolve and adapting

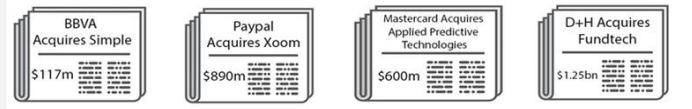
Successful startups



Banks investing in Fintech



Shift to banks collaborating with Fintech

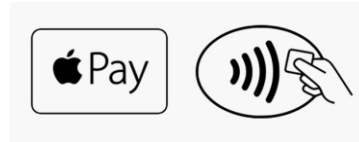


The last years have seen an explosion of FINTECH Companies



- Threat to unbundle services of traditional banks
- “Death by a 1000 cuts”

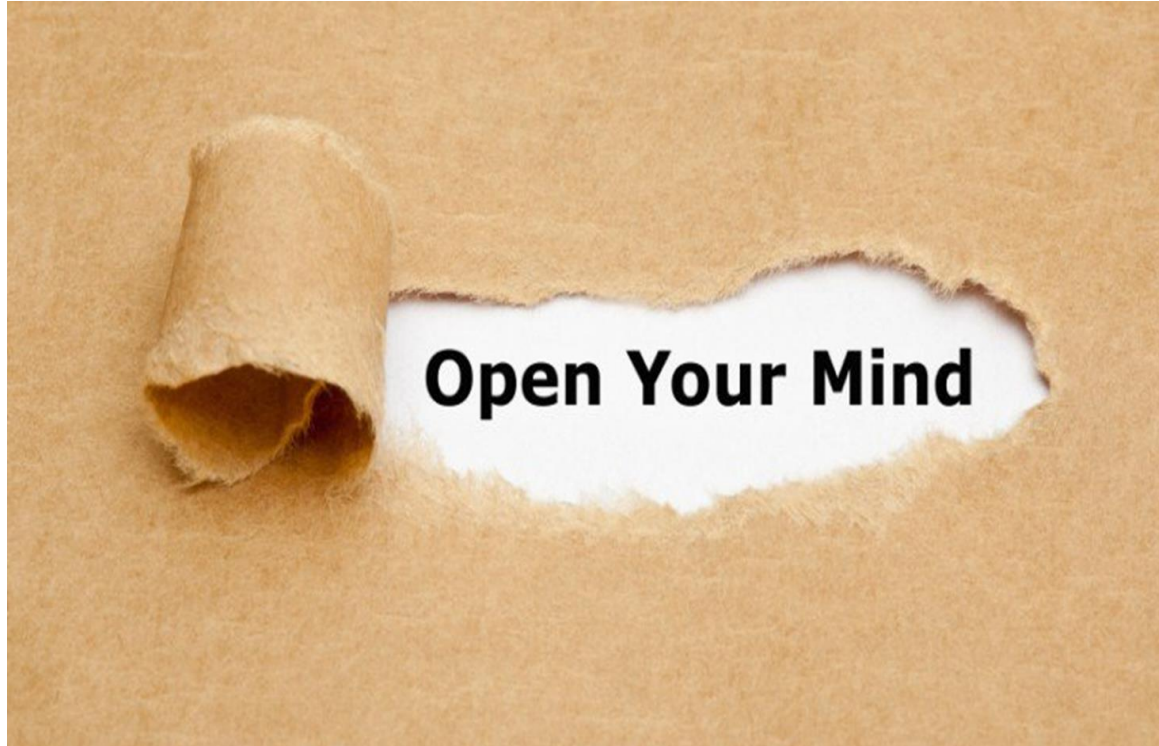
Tech Giants are moving into Financial Services – Banks watch out!



“**Financial Innovation Now** is an alliance of technology leaders working to modernize the way consumers and businesses manage money and conduct commerce. We believe that technological transformation will make financial services more accessible, safe and affordable for everyone, and we promote policies that enable these innovations.

Our member companies include **Amazon, Apple, Google, Intuit and PayPal.**”

How Open is your Company?



Open APIs?

Limited restrictions are placed to participate in the development, commercialization or use of your platform

MySpace was the dominant Social Network until 2007

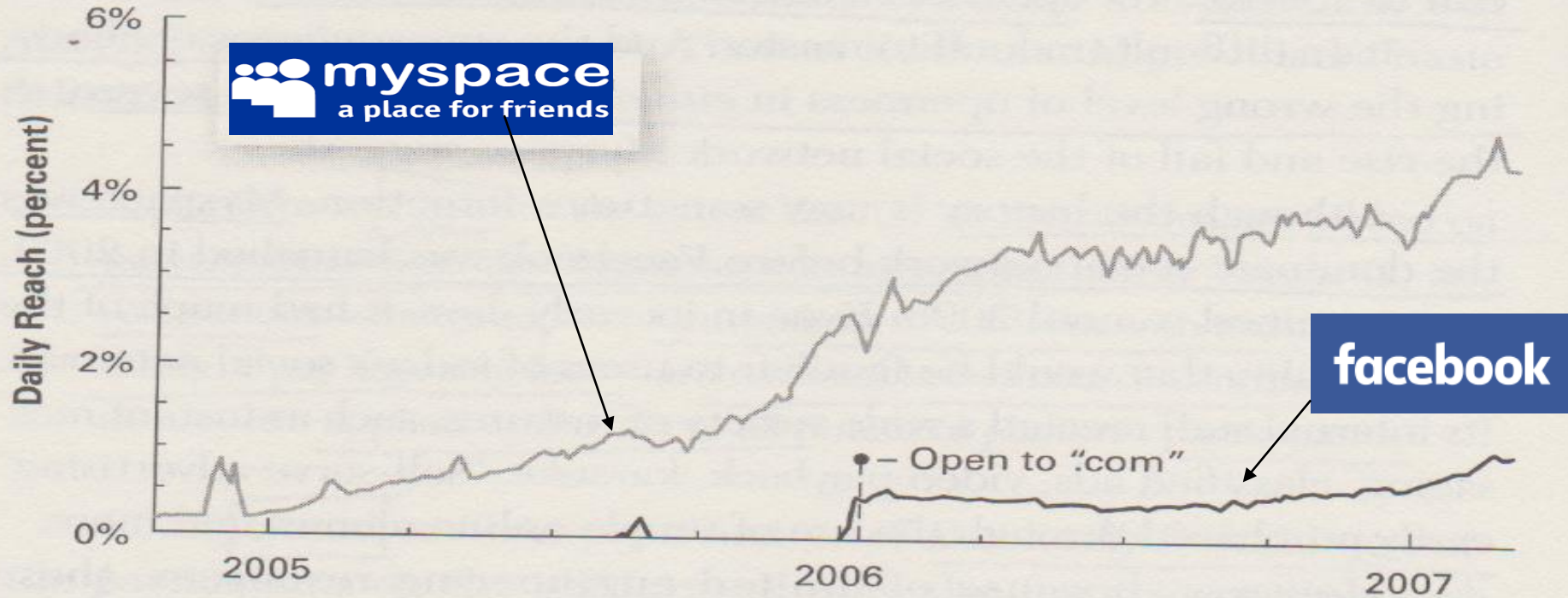


FIGURE 7.1. The market dominance of Myspace over Facebook during 2006 and early 2007. © 2015, Alexa Internet (www.alexa.com).

Facebook overtakes MySpace after opening its Platform to Developers mid 2007

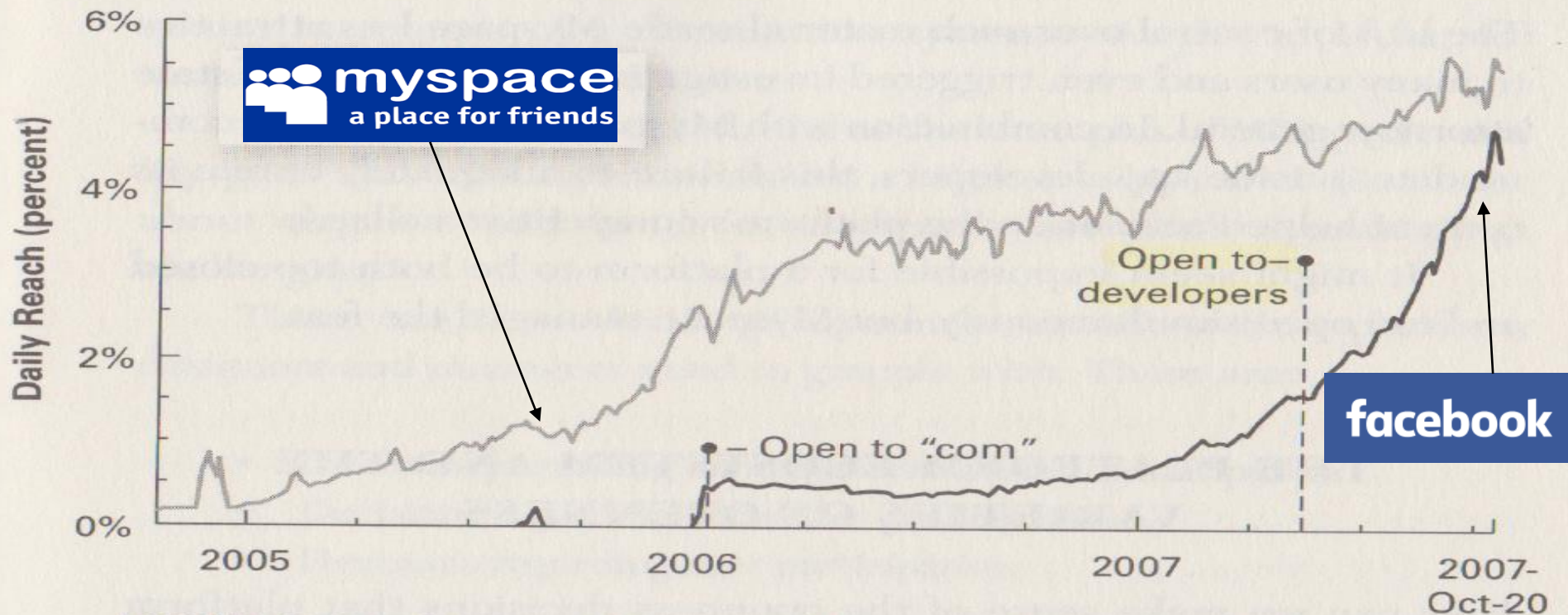


FIGURE 7.2. Facebook rapidly overtakes Myspace after opening its platform to developers in May 2007. © 2015, Alexa Internet (www.alexa.com).



A bank with no API Strategy will not be able to compete.
We believe the initial cost of setting up API systems may be high but the opportunity cost of not doing so is higher.

Mr Michael Gardner,
Head of Innovation Center, Silicon Valley,
BNY Mellon



Don't let yourself be lulled into inaction!



“We always overestimate the change that will occur in the next two years and underestimate the change that will occur in the next ten years.”

Bill Gates, Microsoft



REDSTONE
INSIDE THE FAMILY FEUD

**WHO TO
BLAME FOR
COLLEGE
COSTS**

**\$60 OIL?
BELIEVE IT**

**RETIREMENT GUIDE
REARRY OR SHACK UP?
DYING WITHOUT A WILL**

NOVEMBER 12, 2007 | WWW.FORBES.COM

Forbes

Nokia

**ONE BILLION
CUSTOMERS—
CAN ANYONE
CATCH THE
CELL PHONE KING?**



ALPHI
MAGNET
BLUETOOTH
HEADSET

**PLUS
11 GADGETS WE LOVE**

Olli-Pekka Kallalvuo
Chief Executive

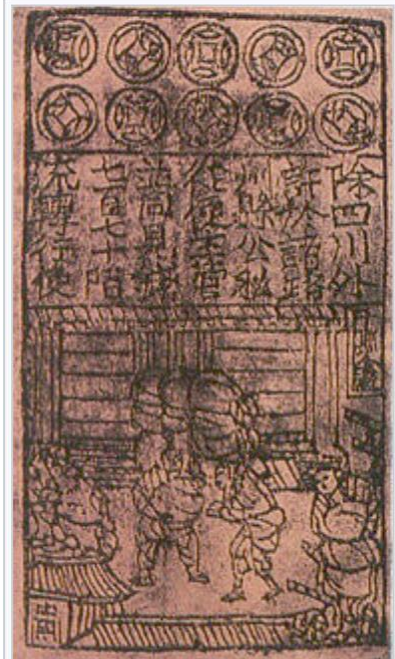
U.S. \$9 / CANADA \$9.99



Can anyone
catch Nokia as
the Cell Phone
King?

2007

Change is hard in Finance – an Industry that is 500+ Years old



Jiaozi, the world's first [paper-printed currency](#), an innovation of the Song era (960-1279).

What is Financial Technology?

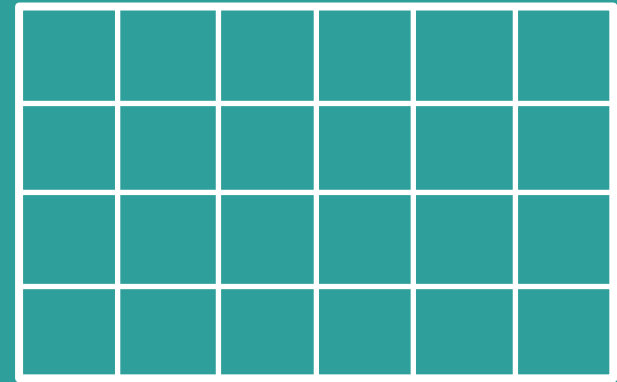
Layer 1: Technology applied to all Finance sectors:

- Retail Banking
- Corporate/Investment Banking
- Trading
- Asset Management/Private Banking
- Transaction banking/Payments
- Insurance etc

Layer 2: Technology enabling Business Models:

- Business to Consumer (B2C)
- Business to Business (B2B)
- Business to Government/Regulator (B2G)
- Platforms, Peer-2-Peer Lending, CrowdFunding etc

All Parts of Finance

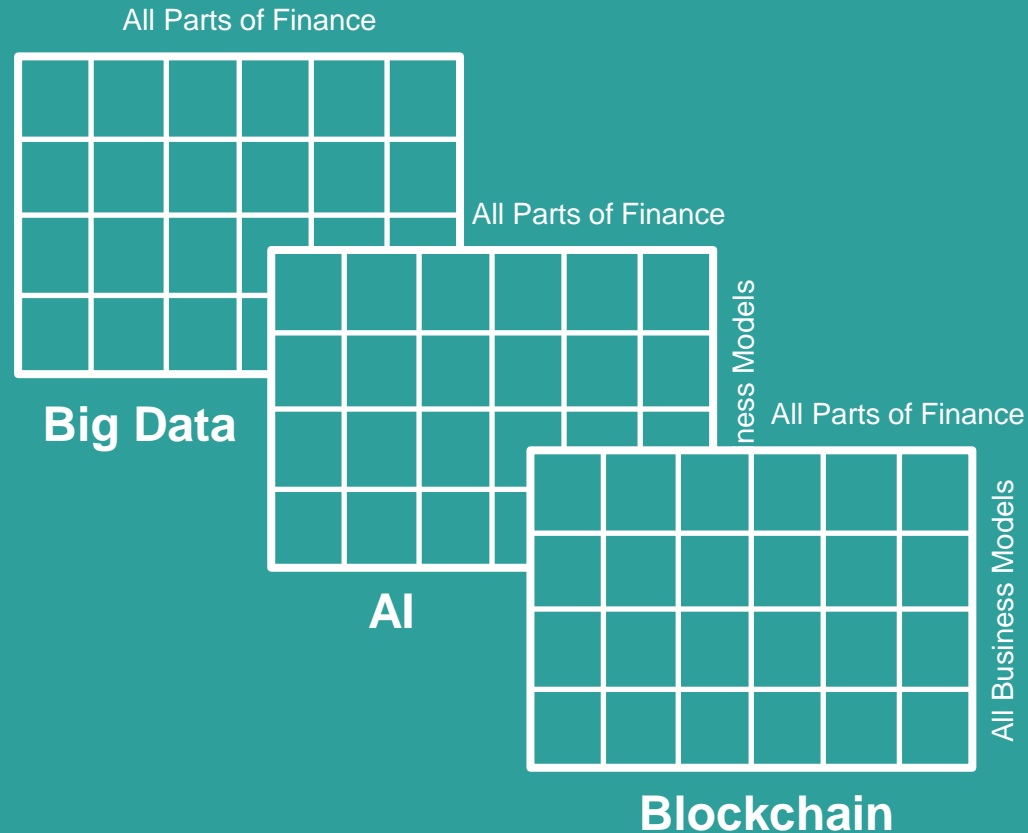


All Business Models

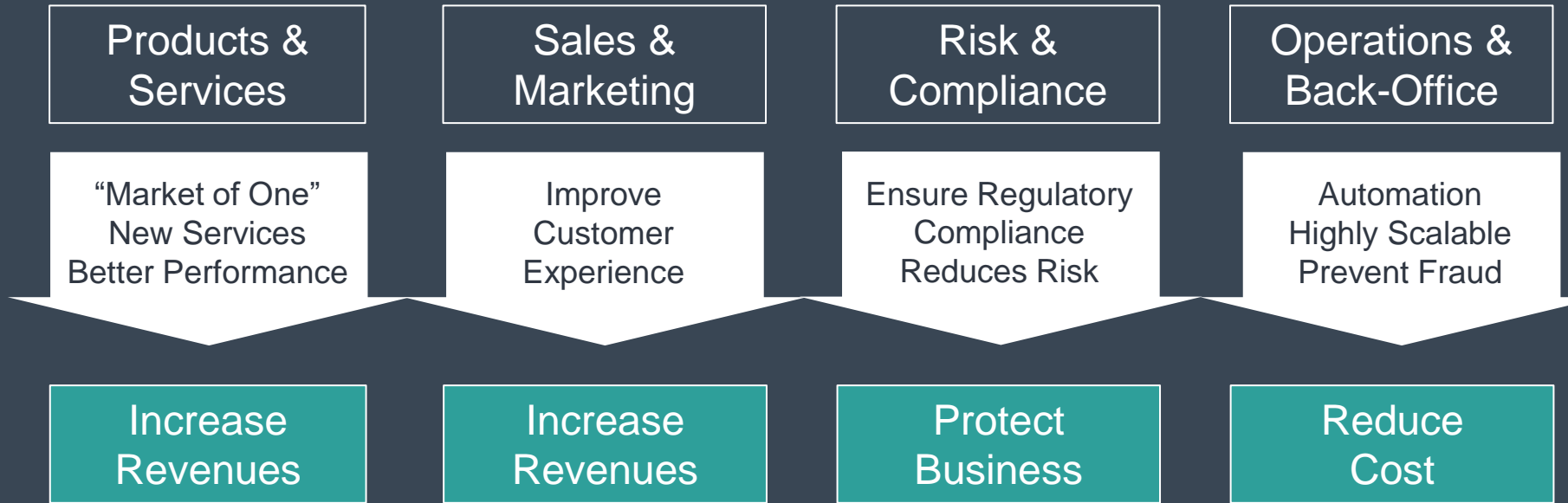
The 3rd Layer is Technology

3rd Layer:
Latest technologies applied to
all parts of Finance:

- Big Data Analytics
- Artificial Intelligence/
Machine Learning
- Blockchain technologies
- Internet of Things (IoT)/
Sensor Technology etc



FinTech Benefits



Financial Inclusion is a global Problem

More than 2 billion people have no bank accounts

- **UK:** 4% of the total adult population (**2.1M** of 54.1M, as of 2018) lack a bank account.
- **USA:**
 - **35 million** people have no bank account
 - Some 40% of Americans don't even have \$400 in a bank account, meaning they can easily get wiped out financially should the smallest thing go awry.
- Access to fairly priced financial services, and education around good financial habits, are so core to being able to live a dignified life.

Tokenizing Livestock

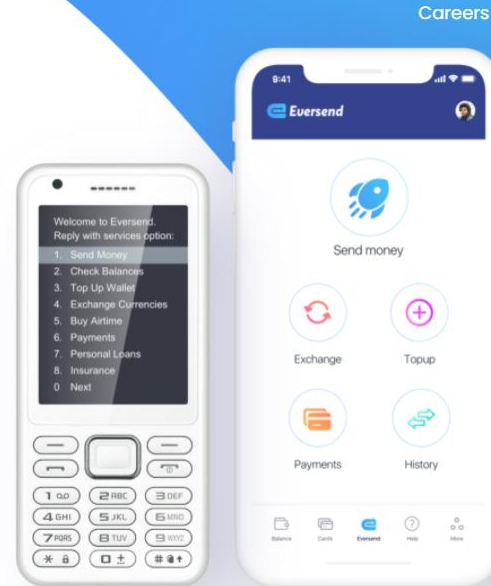
For Financial Inclusion





A neobank for Africans, anywhere in the world

A multi-currency e-wallet that allows you to exchange, spend and send money at the best possible rates. Insurance, virtual debit cards, and bill payments.



It is not the strongest of the species, nor the most intelligent that survives. It is the one that is most adaptable to change.

Charles Darwin



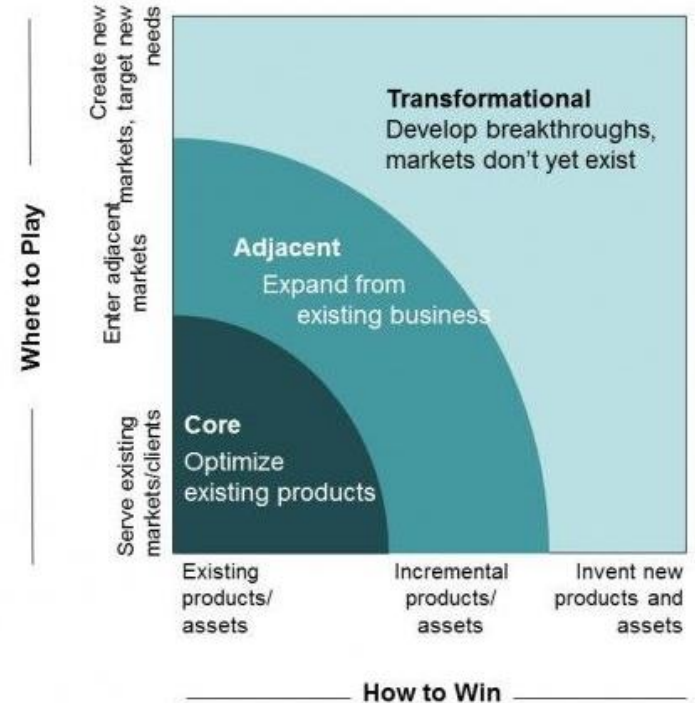
Innovation Models

Sustaining Innovation is controlled by Incumbents, but Disruptive Innovation is owned by new companies!

Prof. Clayton Christensen
Harvard Business School



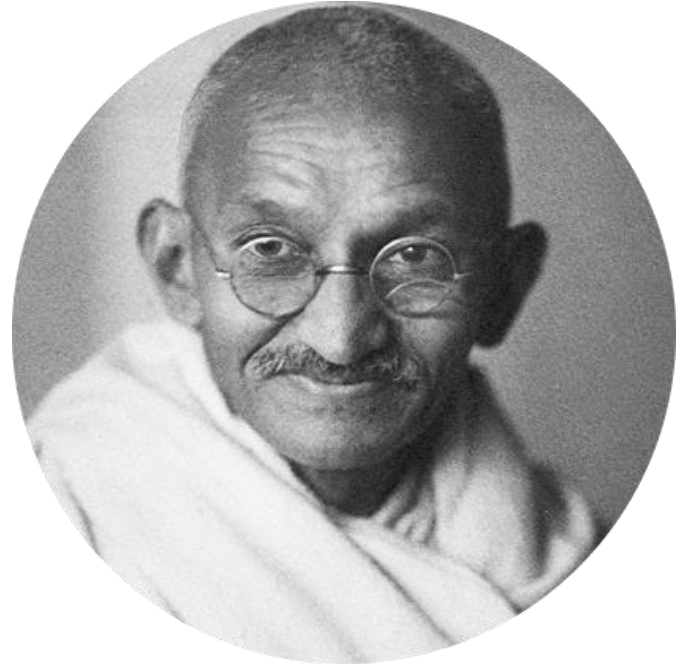
Innovation Ambition Matrix



The FINTECH PowerShift

“First they ignore you,
then they laugh at you,
then they fight you,
then you win.”

Mahatma Gandhi



Get in Touch!

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