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What is FinTech?

Organisations combining innovative business models and technology to enable, enhance and disrupt financial services.

Technology and business model innovations shaping the FinTech market

Disrupt Collaborate Reinvent **Digital Banks Market Infrastructure Payments & Money** (including DCBs) **Digital Identity** ΑI & Enterprise **Transfers** Data **Blockchain** RegTech **Alternative Finance Marketplaces Personal Financial Open Banking Mobile first**

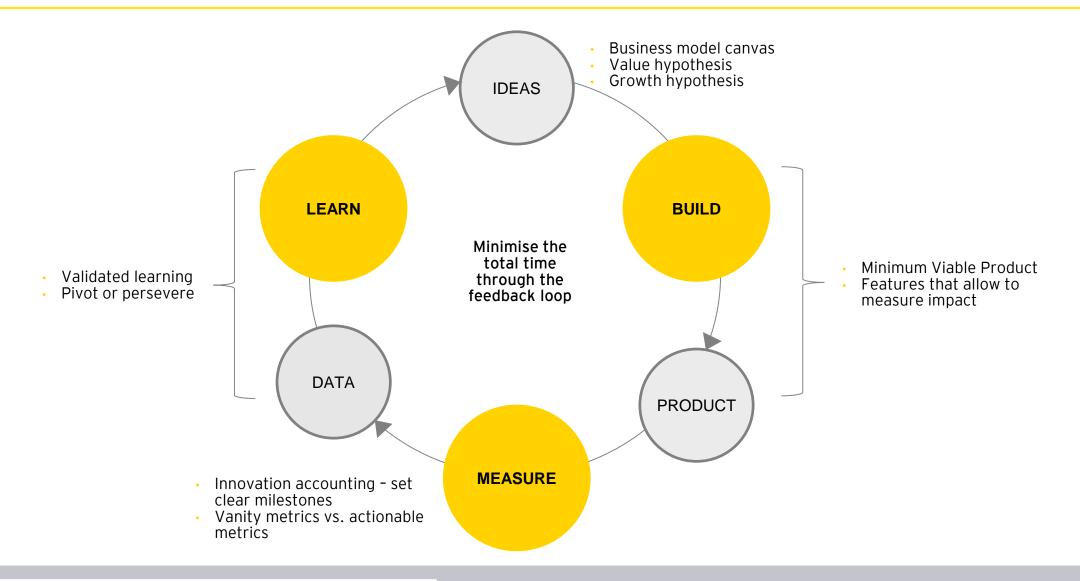
InsurTech



Management

WealthTech

Lean start-up and the "test, learn, iterate" cycle

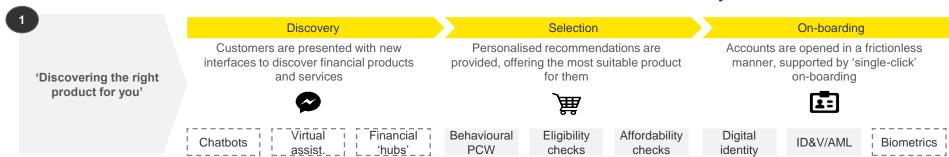


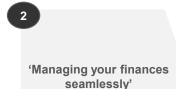




The global trend towards Open Banking is creating a wide array of new financial services propositions

Illustrative Customer Journey





Milestone planning

Integrated budgeting tools are tailored to profiles and support specific financial milestones



Budgeting tools

Affordability checks

Int. credit scoring

Enhanced credit decisions

Credit ratings are influenced by spending/saving habits; lending is personalised and inclusive



Enhanced credit scor.

Inclusive underwriting

Third party overdrafts

Intelligent financial mgmt

Intelligent 'assistants' anticipate needs, understand preferences and optimise ongoing finances



Aggregation

ion Liquidity Rec sweeping Al and Machine Learning

Rec. engines

Faster payments

Next gen platforms provide access to faster, cheaper and more 'intelligent' payments



Payment initiation

'One-click' payments

Program. payments

3

'Making the most of your data'

Lifestyle

Lifestyle offerings are embedded, presenting deals and offers to enrich everyday life



Deals and offers

Point of intent offers

Enhanced marketing

Data mgmt.

Central tools help the user manage ongoing consents and permissions to their data



Permissions platforms

Digital Identity

Key:

Open Banking Use Cases Supportive trends/enabling innovations





Typical experiences of using "safe spaces" to support innovation

	Feature	Implications for innovators	Role of regulators
1	Tests target new business models or technologies	 Regulators will test business model elements that challenge existing or ambiguous regulations Often, the technology focus for testing will differ from country to country 	► Identify FinTech models relevant to local development ► Understand the financial and operational impacts of new models
2	Tests have specific objectives and scope	► Common tests include: applications enabled by blockchain, P2P lending risk management, robo- advisory design, security and stability of algo-trading, suitability test for a wealth management platform, biometric security	Identify areas that would benefit from "real-life" experiments
3	Limited impacts to production environment	► Common customer safeguards will be set, depending on regulatory risk appetite, these could include: a limit on the number of users or a ban on testing risky or complex products	► Specify objectives and customer safeguards for different FinTech models
4	Rigorous testing from regulators before production	 Companies must submit regular status reports to assess risks on an ongoing basis and evaluate impacts brought by different business models Regulators reserve the right to terminate the test for any violation 	 ▶ Design an operating model, including target customers and selection criteria ▶ Improve the current regulation based on sandbox experience



Thank You

To find out more

Visit to ey.com/fintechindex

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