



# **Banking Without a Bank**

Your Next Competitor

Dr. Stefano L Tresca

# STEFANO'S RESUME



**PROGRAMMER (TEEN-2000)**



**TO THE DARK SIDE\* (1997-2010)**

\* Became a lawyer



**ENTREPRENEUR (2006-TODAY)**





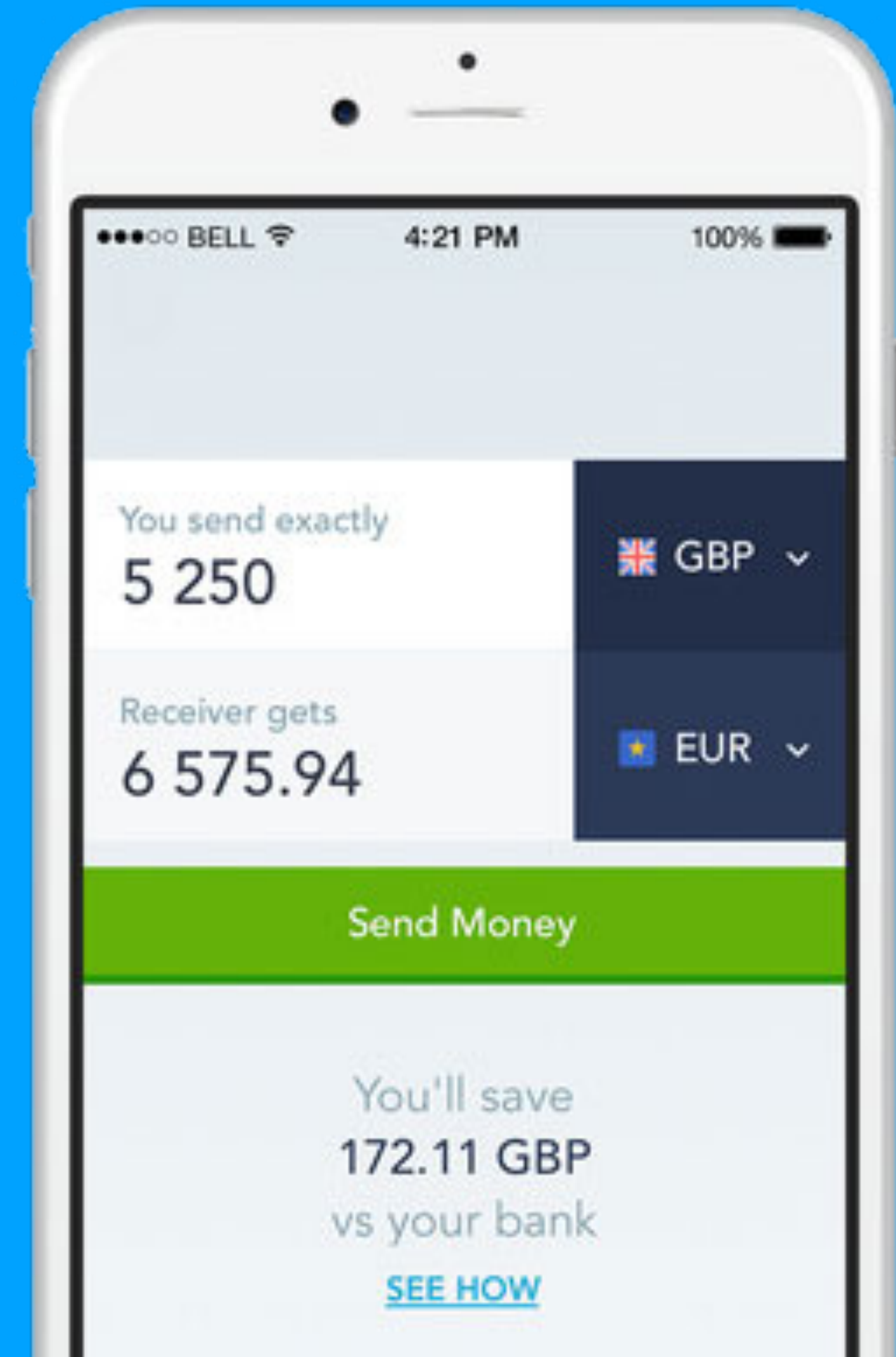






# 1. Money transfer apps to banks

TransferWise





# Low fees

The screenshot shows a web browser window with the TransferWise logo and navigation links. The main heading states: "No set up fees, no monthly fees, and no receiving fees. Pricing how it should be." Below this is a table detailing the costs for different account features.

Subscription	Add money	Receiving fees	Free bank details
€ <b>0</b> /month	€ <b>0</b> /transfer	€ <b>0</b> /transfer	€ <b>0</b> /month
No monthly account fees, unlike many traditional business bank accounts	Top-up your Borderless account for free via bank transfer	No receiving fees when you get paid internationally	No extra cost to get your local bank details
No set-up cost when you get started	No extra cost for adding new currencies	You receive the exact amount you expect	GBP, EUR and USD – with more coming



**But it's not just a  
matter of fees**



Kristo Käärmann  
CEO of Transferwise

## What customers want

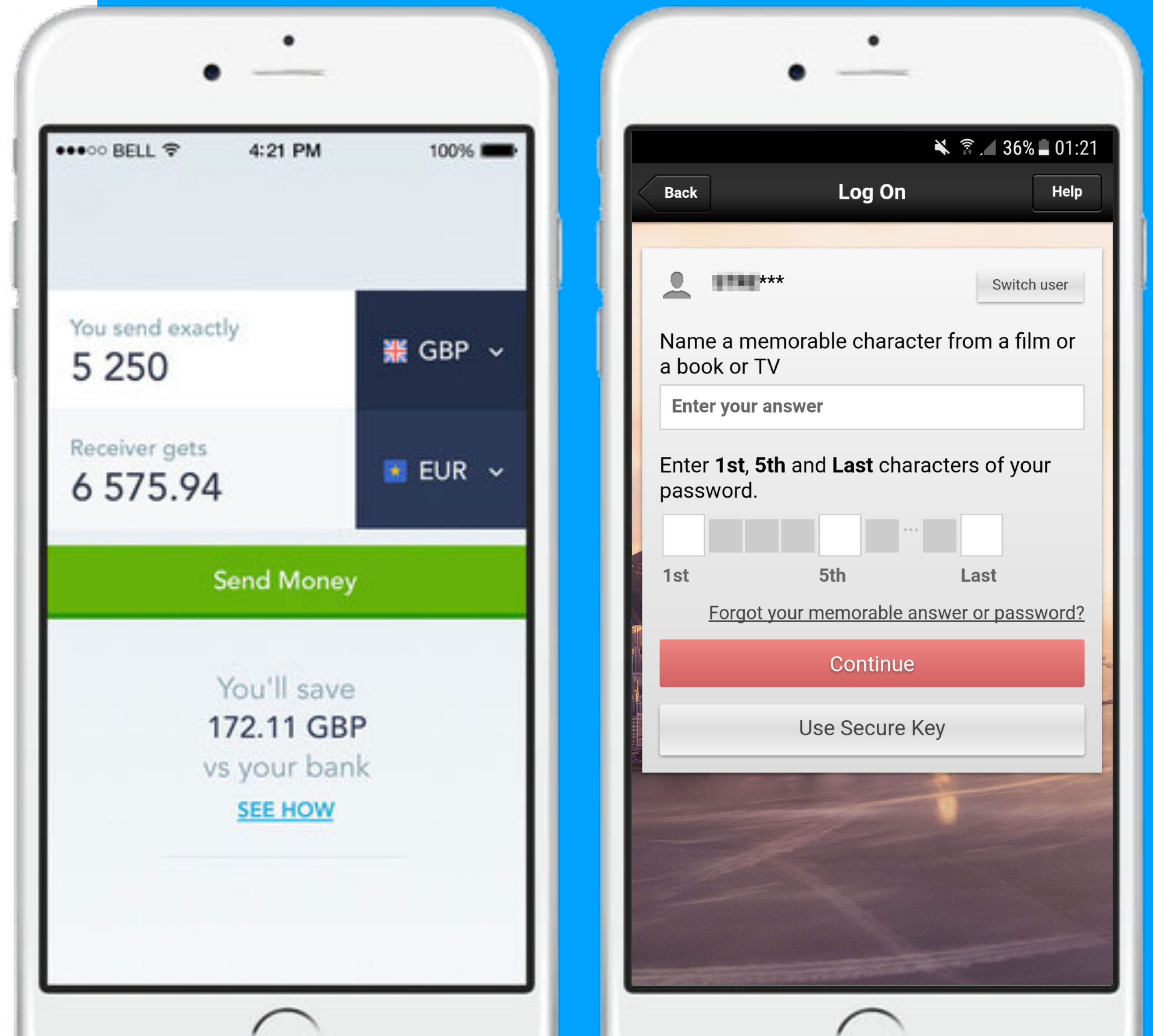
- Easy to use (UX UI)
- Speed of transfer
- Low fees



# Easy to use

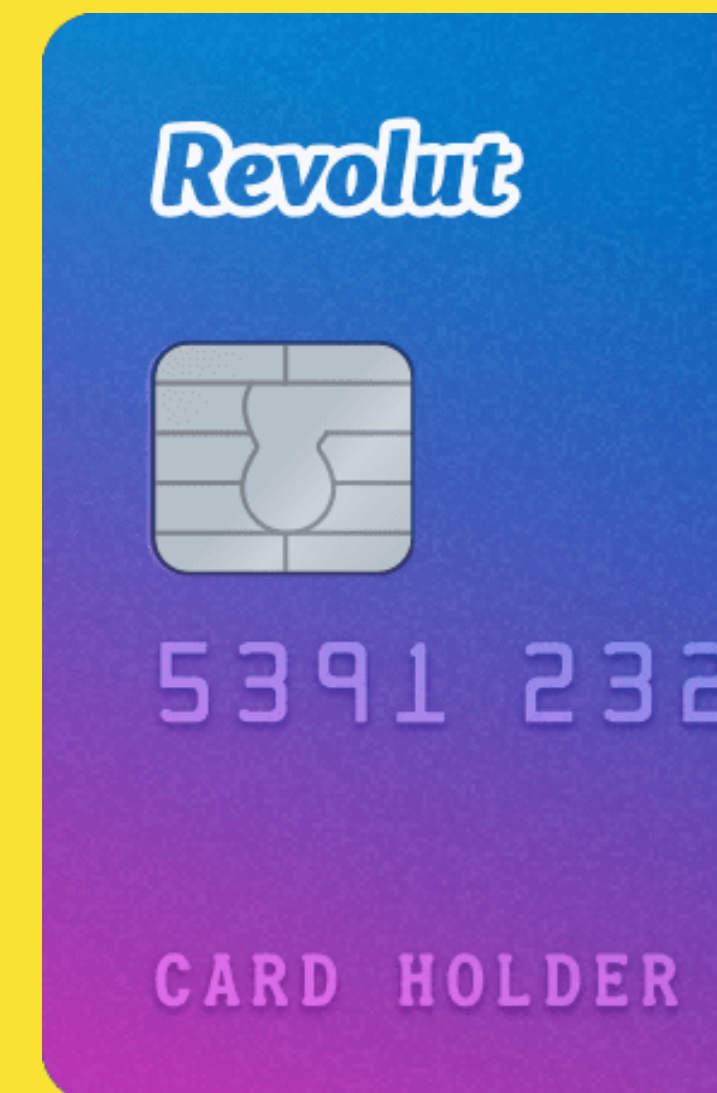
Transferwise vs.  
Traditional Bank\*

\* HSBC as example  
because I am a customer





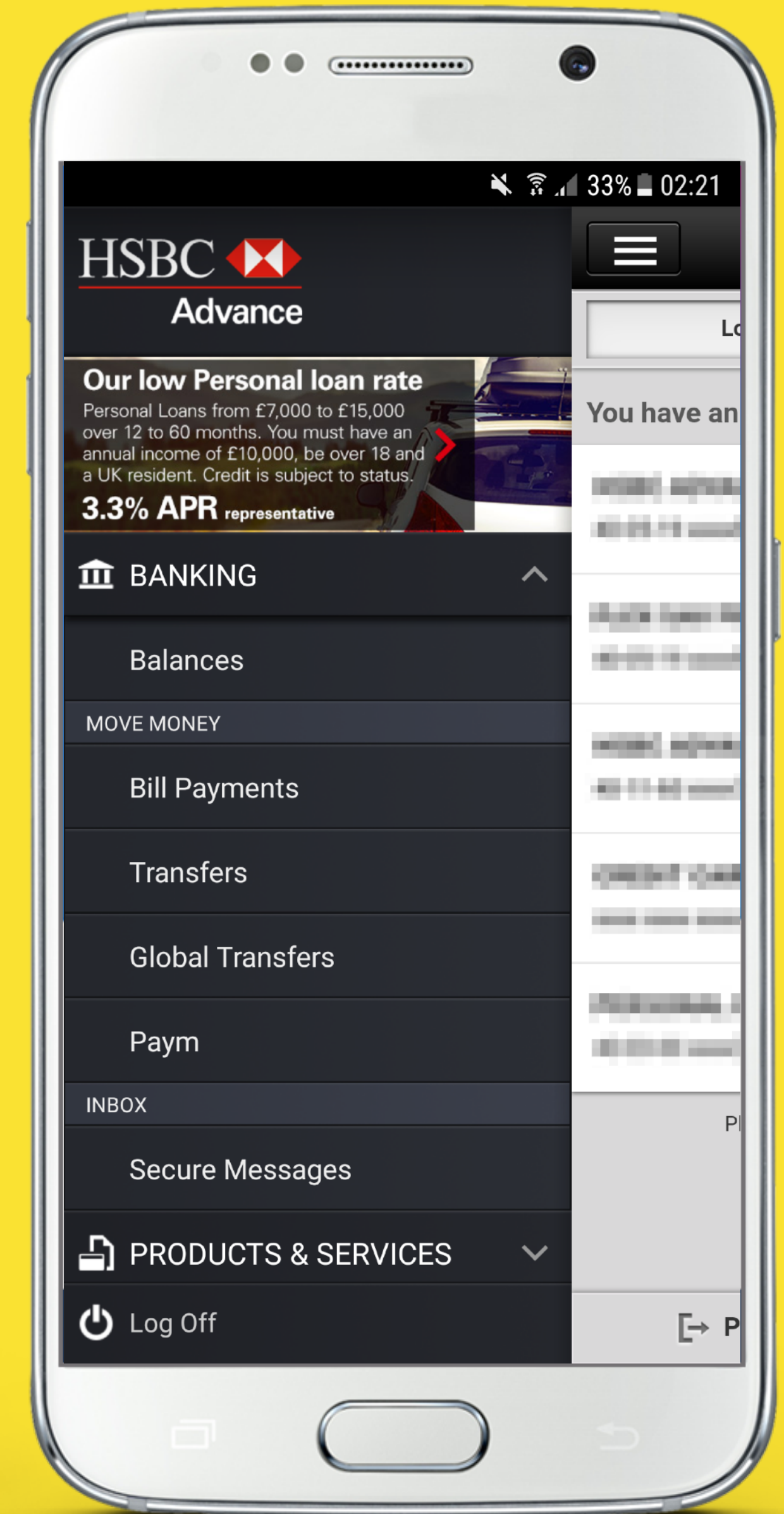
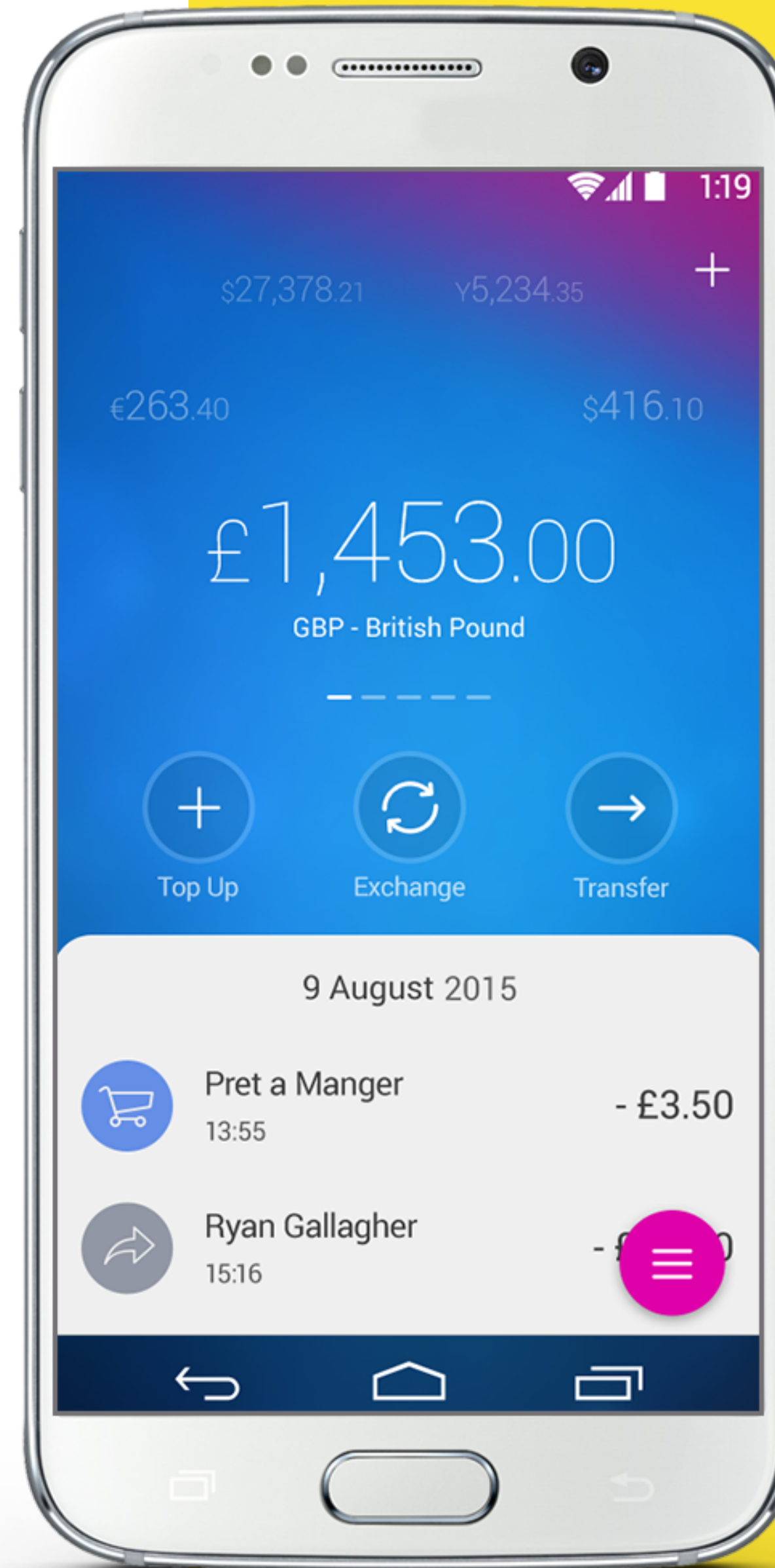
## 2. Debit card to banks





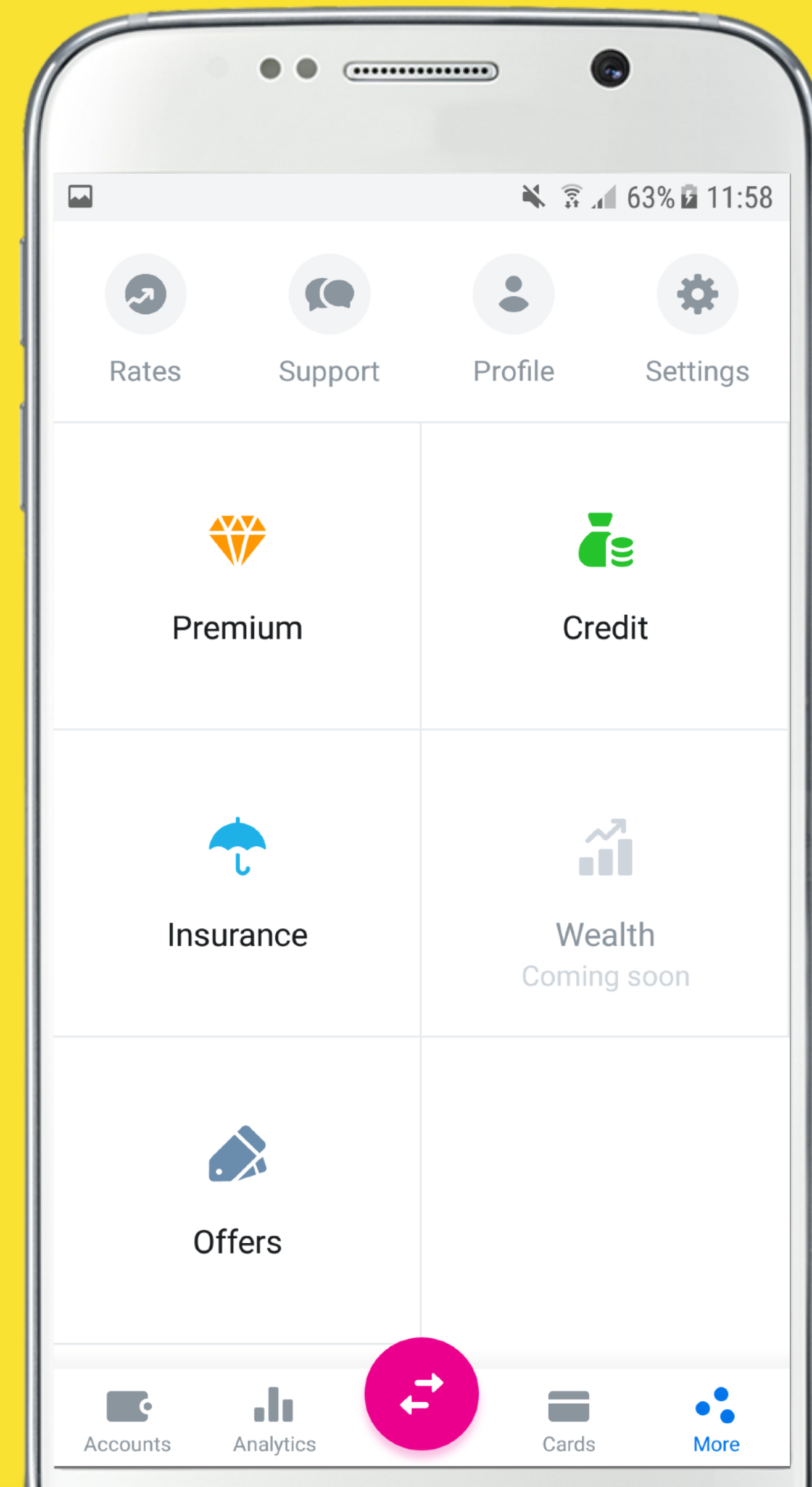
# Easy to use

Revolut vs.  
Traditional Bank



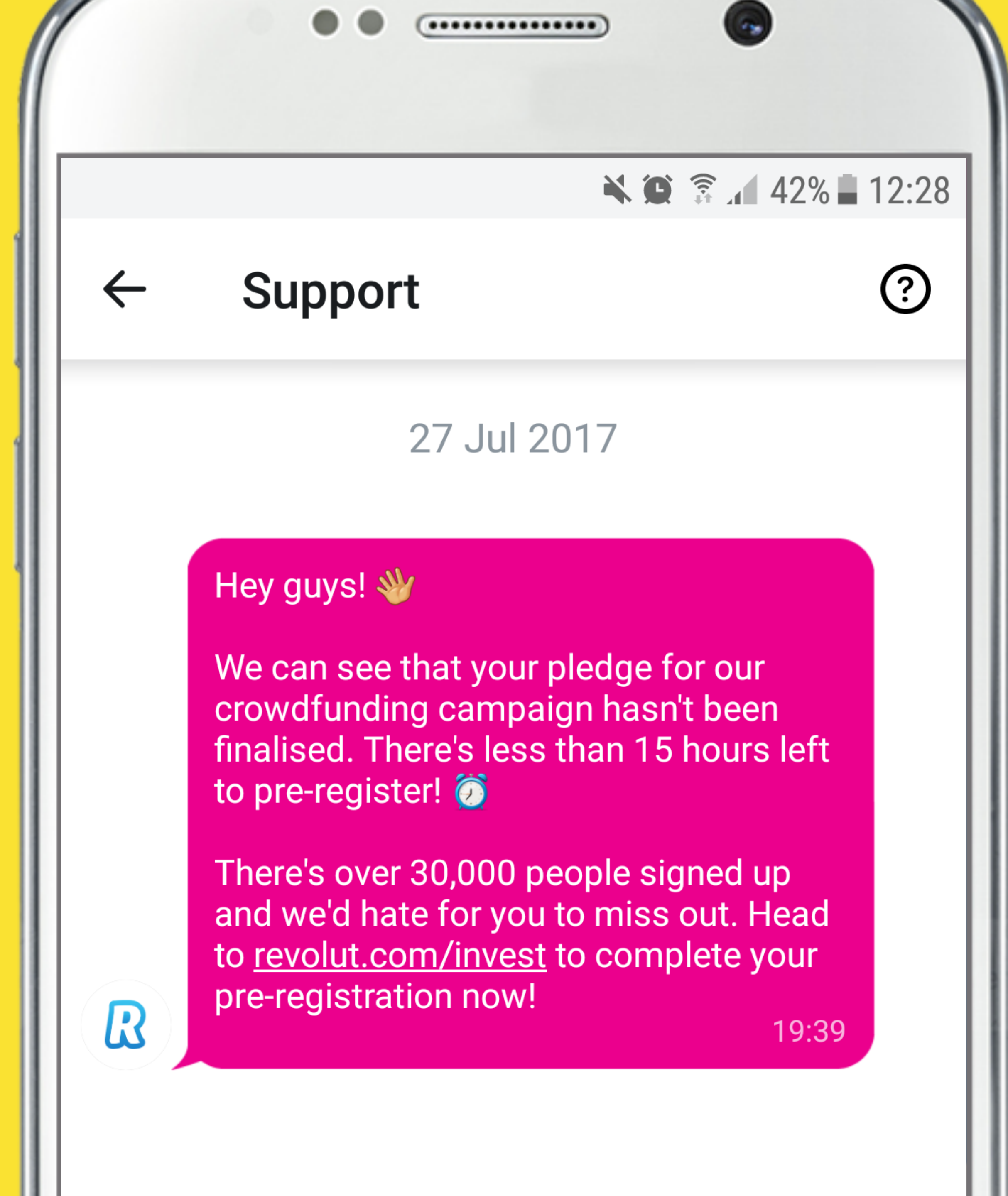


# Vertical





It's NOT just a  
payment business.  
It's a **relationship  
business**





# How we imagine banks vs. startups today





How it really is







**Imagine someone faster than  
David and stronger than Goliath  
joining the battlefield.**





... not King Kong. They are much  
(much) bigger.



### 3. From social to banks



G.A.F.A.



**GOOGLE**

**1.3 trillion search per year**

**APPLE**

**\$246 billion cash**

**FACEBOOK**

**1.2 billion customers**

**AMAZON**

**\$136 billion annual revenue**



**G.A.F.A.**



**And there is more**





A different form of competitor

**A.I. (Artificial Intelligence)**



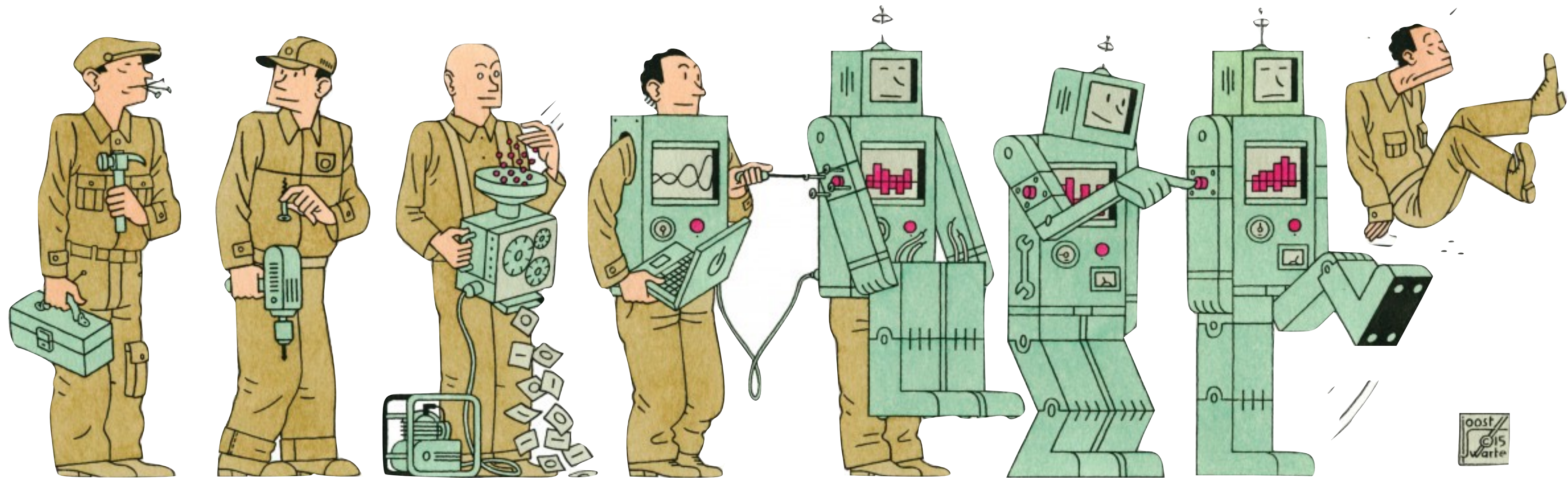


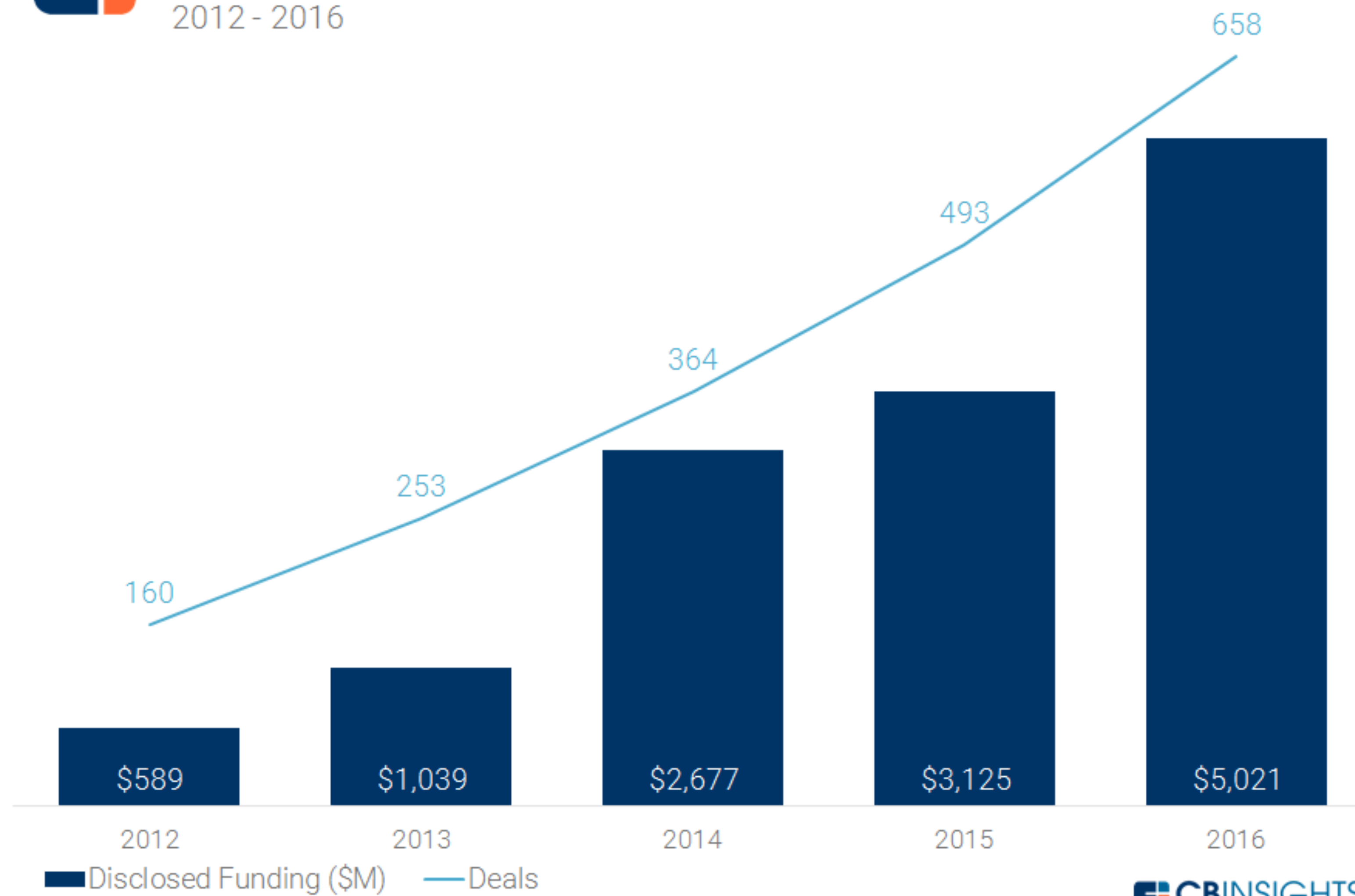
Image by JoostSwarte.com





## AI ANNUAL GLOBAL FINANCING HISTORY

2012 - 2016

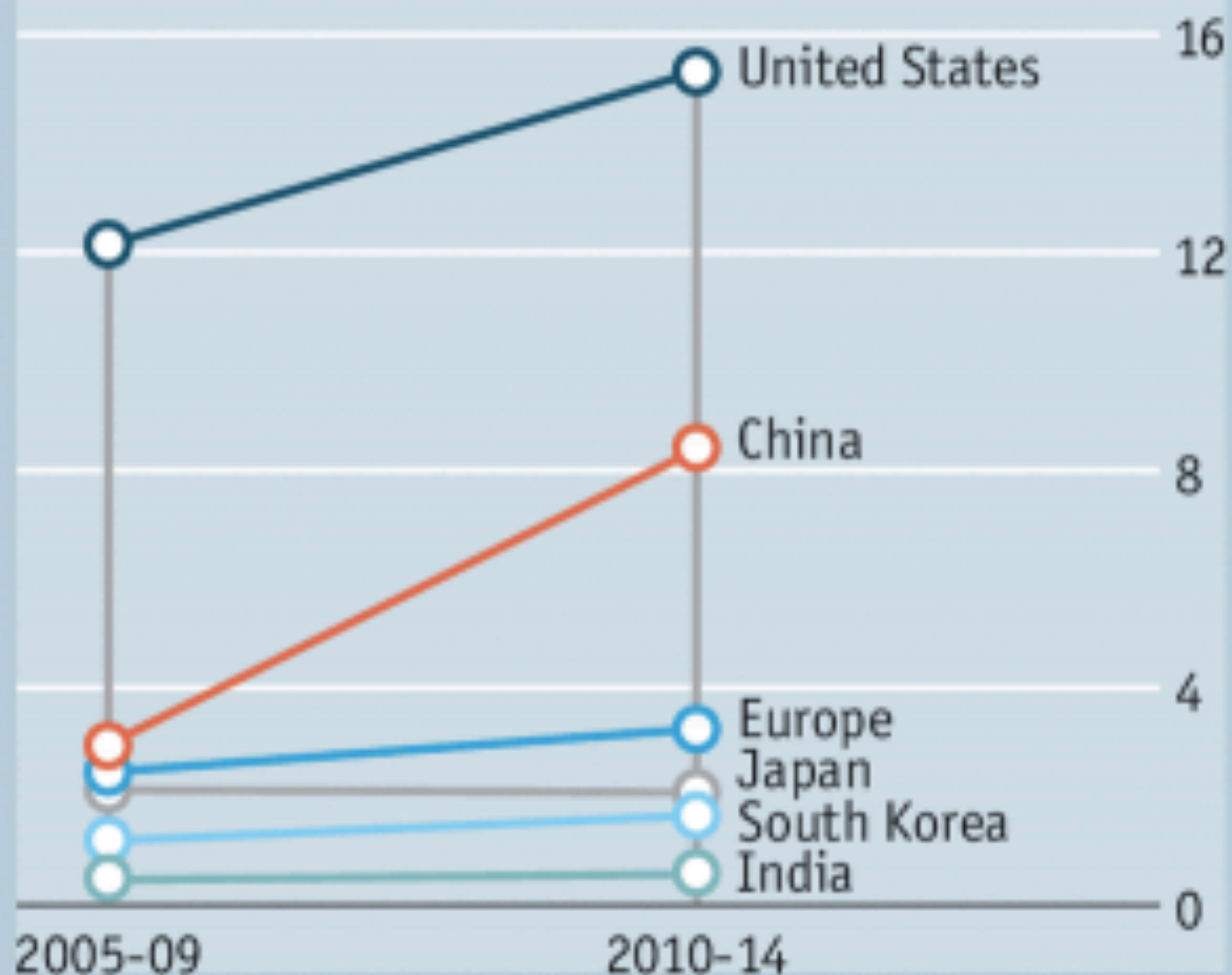




## Race of the machines

Number of artificial-intelligence patent applications

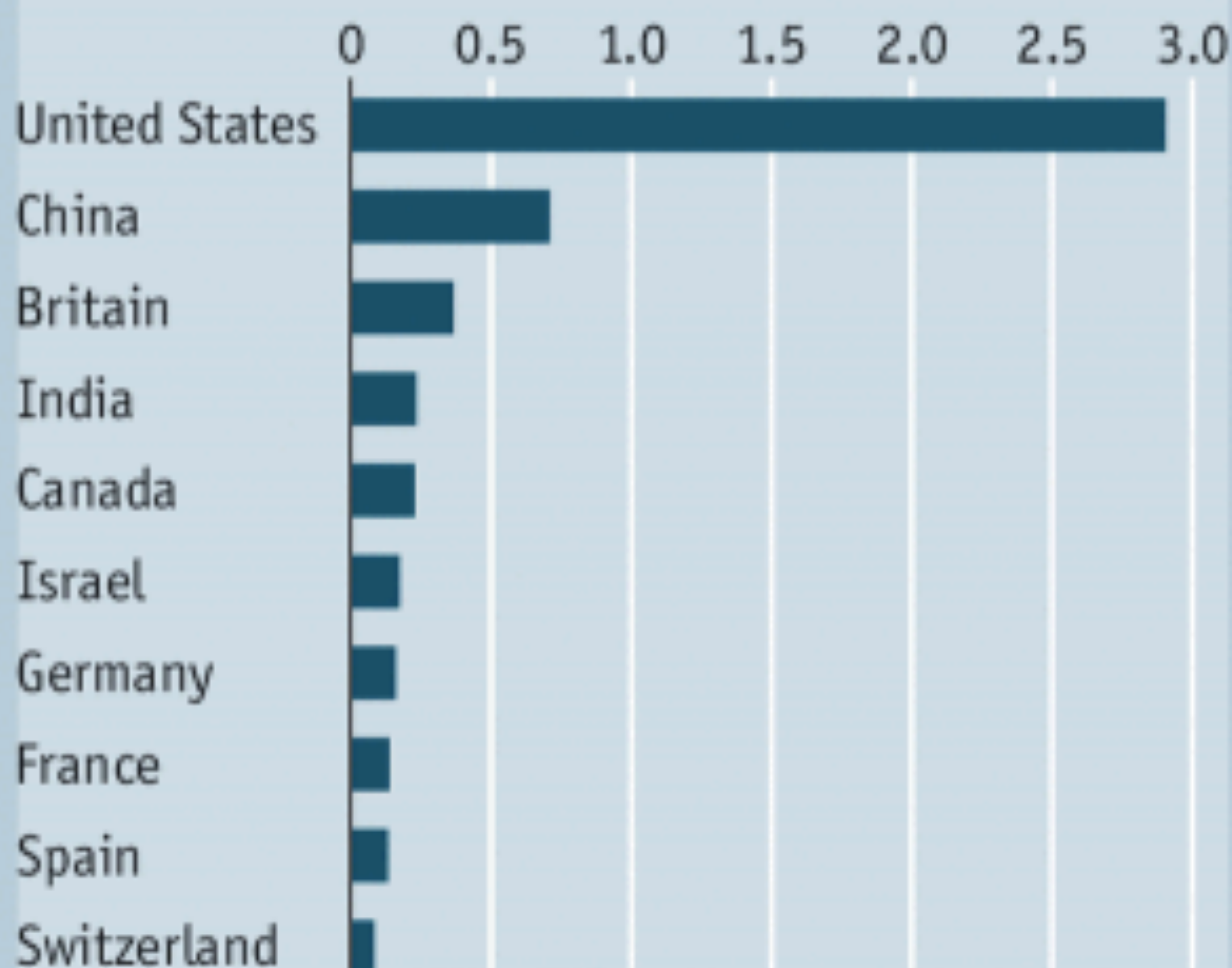
'000



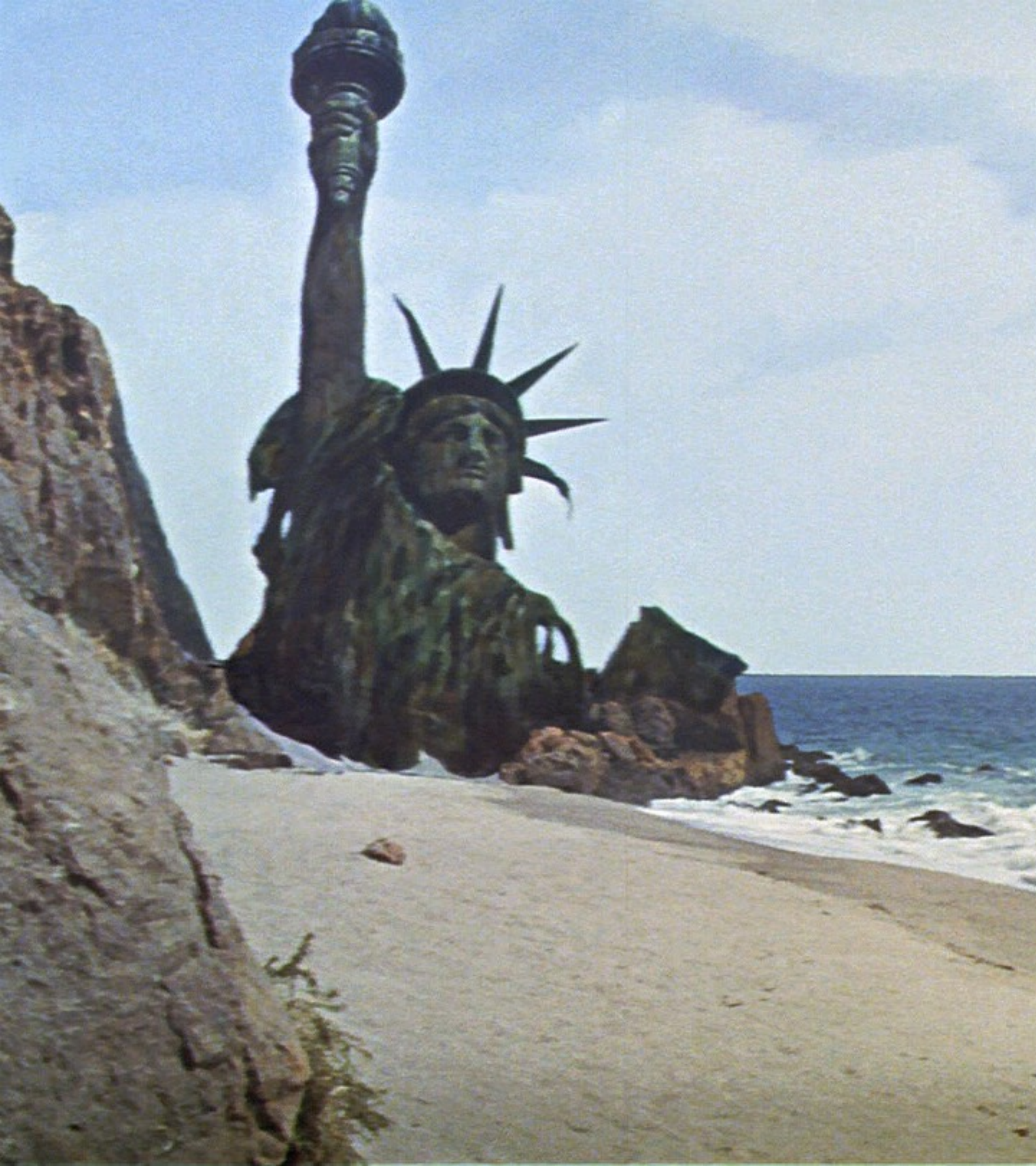
Sources: Press reports; Wuzhen Institute

Number of artificial-intelligence companies

Selected countries, 2016, '000







**Is this the end  
of banks?**





# Not necessarily

**Banks have strengths too:**

- 1. Banks always survived and adapted**





## Not necessarily

Banks have strengths too:

1. Banks always survived and adapted
2. **Banks are guaranteed by the Central Bank (startups are not)**





## Not necessarily

Banks have strengths too:

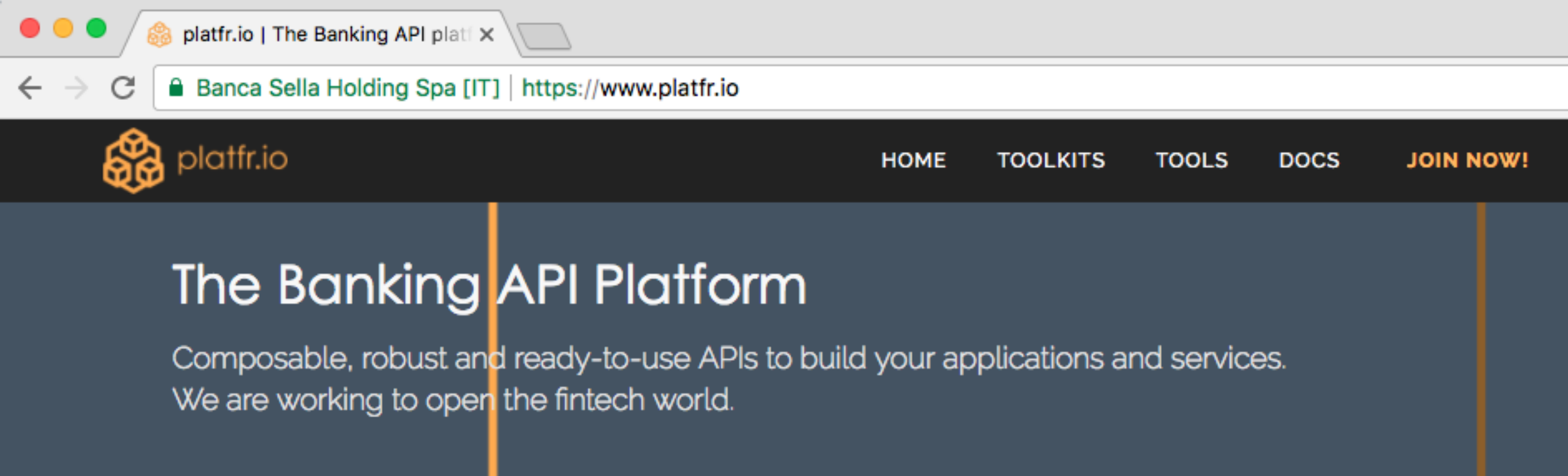
1. Banks always survived and adapted
2. Banks are guaranteed by the Central Bank (startups are not)
3. **Banks have privileged relationship with business customers**



# The future of banks

1. Going vertical
2. Focusing to retail and B2B  
(Locally?)
3. Acquiring startups  
(and leaving them independent)
4. Selling to startups
5. Becoming irrelevant





## Your fintech business model, made easy

Our products help to enable your business model: through APIs we provide easy-access endpoints to otherwise complex services, allowing your business logic to directly interact with the banking infrastructure.



### Toolkits

Toolkits are ready-to-use packages designed to provide specific support to your business model. Each toolkit can be simply integrated into your web portal or mobile app, enabling:

- MARKETPLACES »
- CROWDFUNDING PORTALS »
- WHIPROUND PLATFORMS »

... and more to come.



### Tools

Tools are the building blocks that can be composed into more complex solutions: if our pre-packaged toolkits don't suit your requirements, you may find all the flexibility you need by powering your platform with our tools:

- ACCOUNT MANAGEMENT »
- PAYMENT GATEWAY »
- ESCROW ACCOUNT »
- SPLIT PAYMENTS »
- eMONEY »

# Open Banking Platfr.io



**DR. STEFANO L. TRESKA**

 **@startupagora**

**<http://linkedin.com/in/stefanotresca>**