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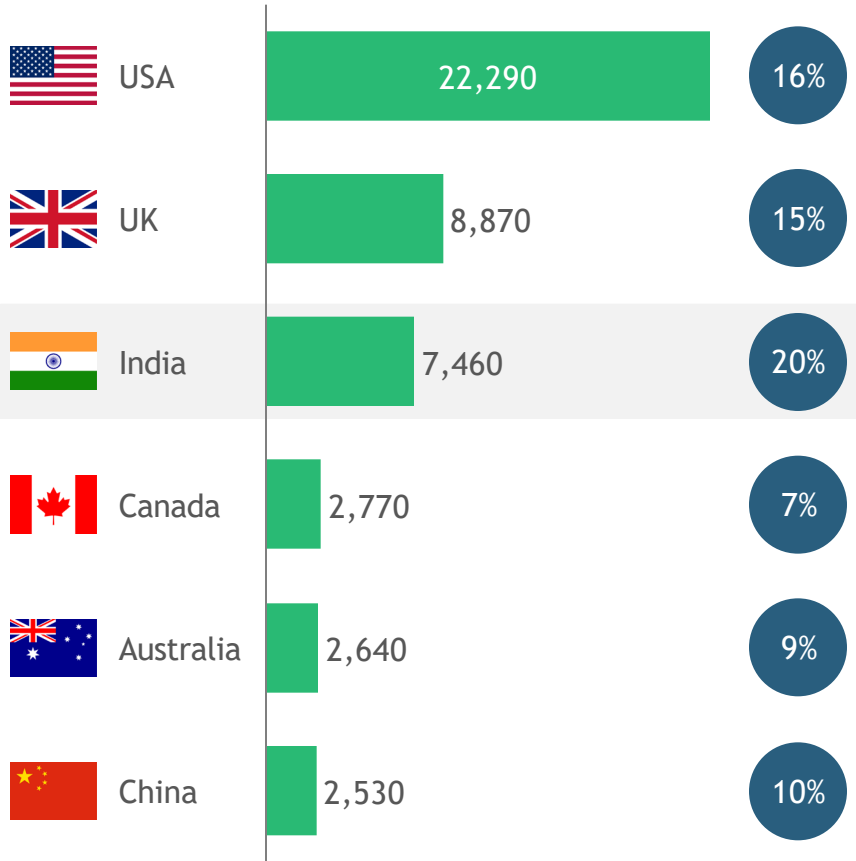
FinTechs: Learnings from past moves and improving collaborations with banks

FIBAC Presentation

MUMBAI, NOVEMBER 2022

India - home to one of the most vibrant Fintech ecosystems in the world

India: #3 in Fintech strength

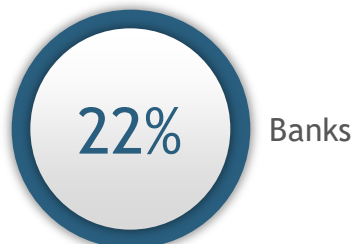


■ # Fintechs as on Jun 2022 ● CAGR of number of Fintechs over CY 2019-2022

LendingTechs

NTC coverage

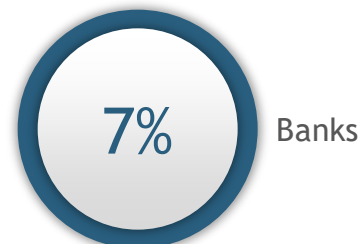
New-to-credit customer share



PayTechs

UPI adoption

Market share in UPI transaction value



WealthTechs

Activating clients

Market share in active broking clients

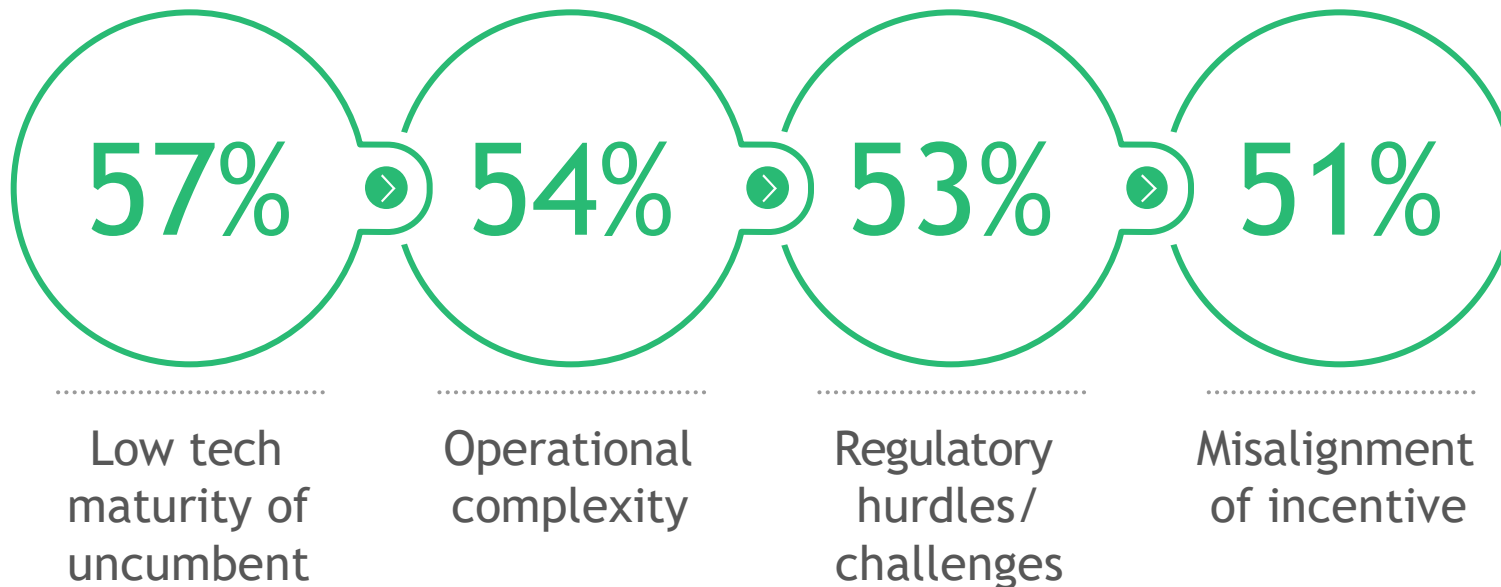


Source: Invest India report 2022: BCG Analysis

Fintech Incumbent collaboration continues to be a thorny topic

Challenges in fintech and incumbent collaboration

(% Respondents who agree)



Note: Q: What are the challenges in fintech and incumbent collaboration?
N = 102 as on 15th June 2022
Source: BCG Matrix SOFTU Survey' 22

“
The issue is to be able to extend our oversight into the partner. Regulation should extend to Fintechs in principle, not on paper
- CXO, Bank

“
A lot of incumbents want to partner but are not ready. Incumbents are slow to push the boundary of customer experience
- CXO, Fintech

“
Lack of alignment on key measurable goals - Incumbents track profitability, Fintech focuses on valuation & scale
- Founder, Fintech

Can we reimagine Fintech-Bank collaboration in a new way?

Illustration: CBANC(US) marketplace to discover & partner with FinTechs via ratings
 1,000+ products from over 450+ FinTechs providing innovative solutions for banks

1 FinTechs categorized into 6 different segments

| | | |
|------------------------------|--------------------|--------------------|
| Compliance, legal, and audit | Banking operations | Lending and credit |
| Marketing and communications | HR and training | Wealth management |

2 Incumbents can filter based on ratings

Ratings —

★★★★★

★★★★☆

★★★☆☆

★★☆☆☆

★☆☆☆☆

3 FinTechs can provide details & specification of product

Description
 PCB B offers a comprehensive portfolio of correspondent banking services designed with a single focus: to add value and enhance cash management solutions for community banks just like yours

Specifications
Key Benefits:

- Increase profitability with overnight sweep into a fed funds agency pool
- Experienced staff to assist you with day to day transactions
- Reduces staff time
- Same day issue resolutions
- Pass through excess reserves

Features

- "As Agent" Fed Funds Program
- Contingency Planning
- Correspondent Bank Connection (CBC)
- De Novo Bank Services
- Excess Balance Account (EBA)
- Insured Deposit Solutions
- Money Market Account
- Settlement/Clearing

Support

- Email/Help Desk
- FAQs/Forum
- Knowledge Base
- Phone Support

Deployment

- Web-based

Details

Type
 Other Banking Operations Software

Vendor
 PCB B

Vendor Website
www.pcb b.com

Product URL
<https://www.pcb b.com/products/correspondent-banking/cash-management>



Like consumers shopping for a toaster, BFSI professionals' shop by educating themselves, going to their peers, looking for ratings, looking for reviews

- All of this can be done on a single marketplace.

- CBANC CEO



An informed buyer typically is a better buyer because they really understand all of their options are in the marketplace, so we are excited to participate.

- Fintech CEO

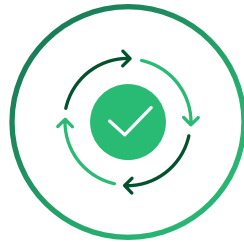
Questions for the panel



What have been your experiences with Bank Fintech collaboration?



Any patterns that you observed from these experiences on things that have worked particularly well or not at all? Learnings going forward from India/ abroad?



What do you see as imperatives for different players going forward

- Fintechs
- Banks
- Regulators
- Technology players



What would be the North Star of Bank-Fintech collaboration that we should aspire to?

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