

FinTech: The Time Machine

A snapshot of trends and ideas

Filip Genov
Sophia Lab

Sofia
June, 2019

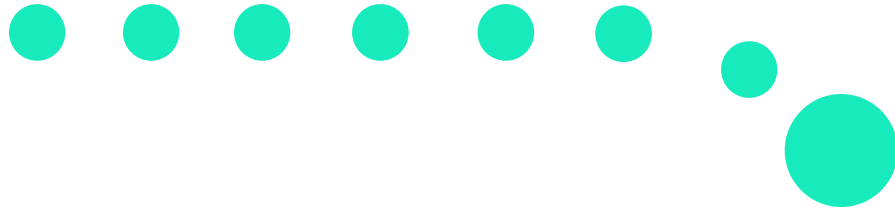


OUR “BANKING VISION”

(for the Regional & Int'l T2/T3 commercial banks)

GAFA

Google, Apple, Facebook, Amazon & Co



FinTech Disruptors



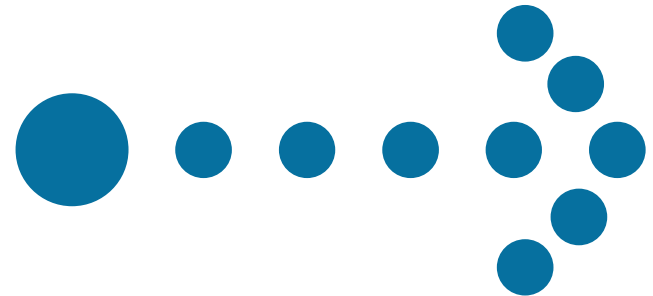
Digitally (More) Advanced Banks



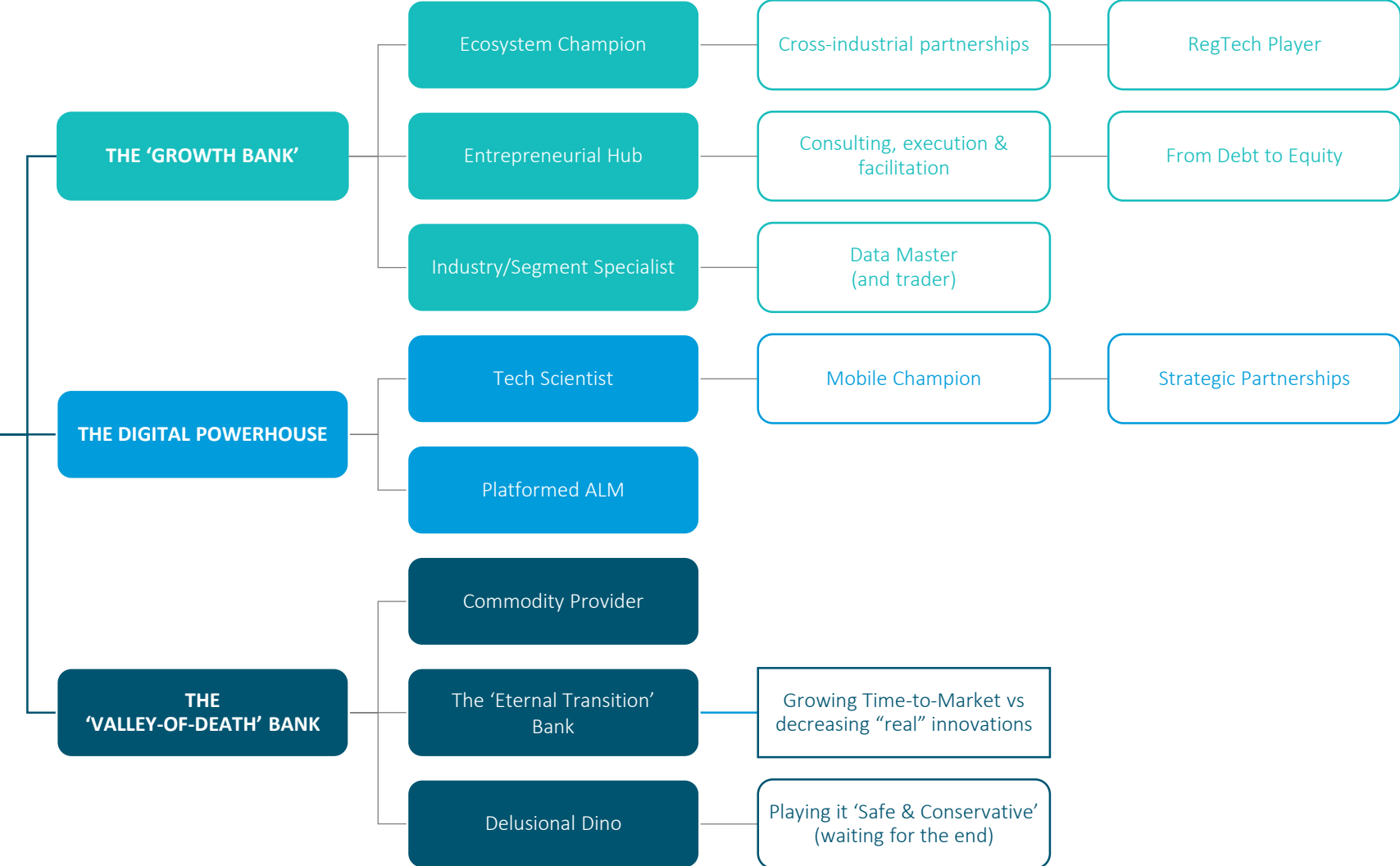
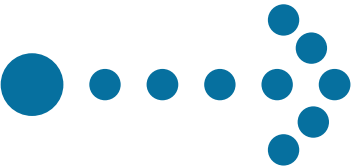
New Regulations



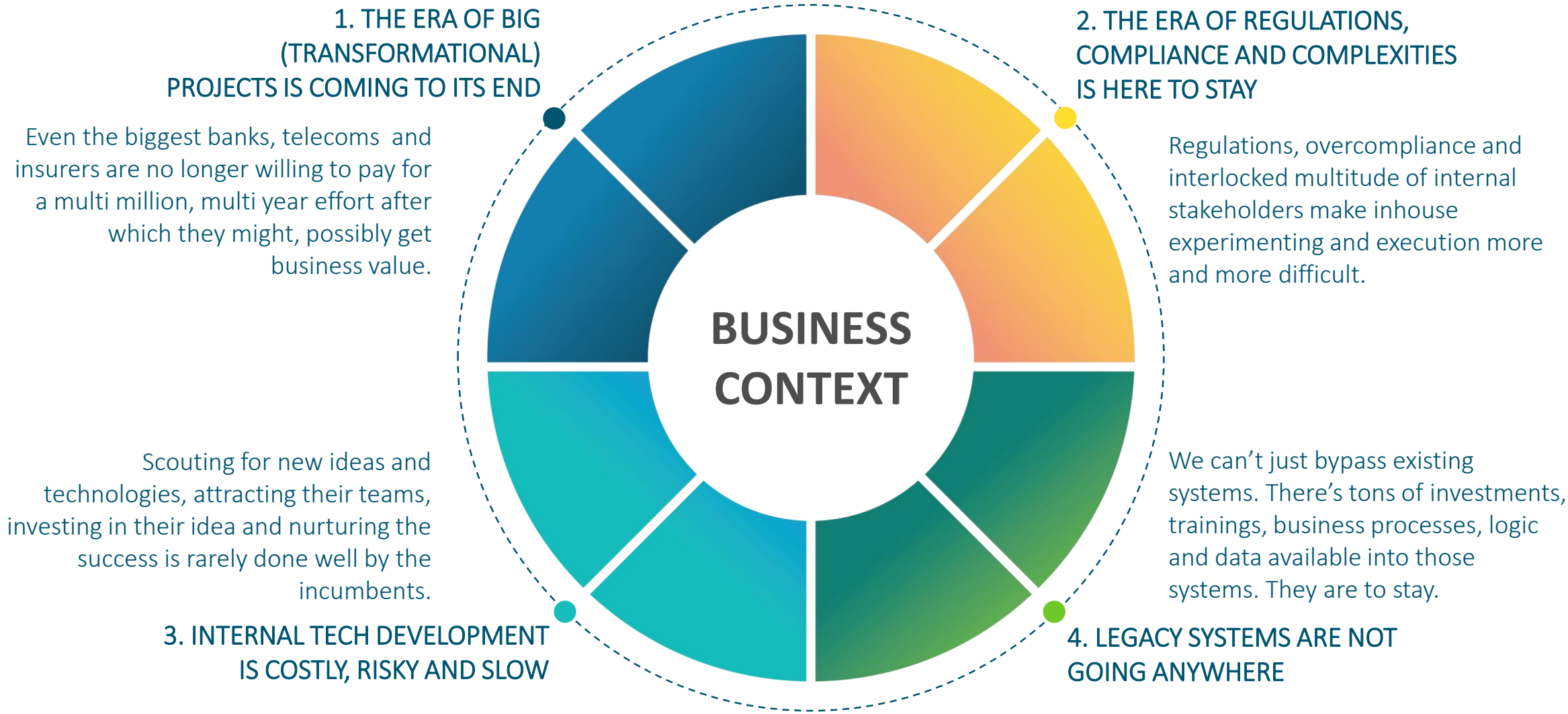
What's ahead for the “normal” banks?



OUR "BANKING VISION"



OUR "BANKING VISION"



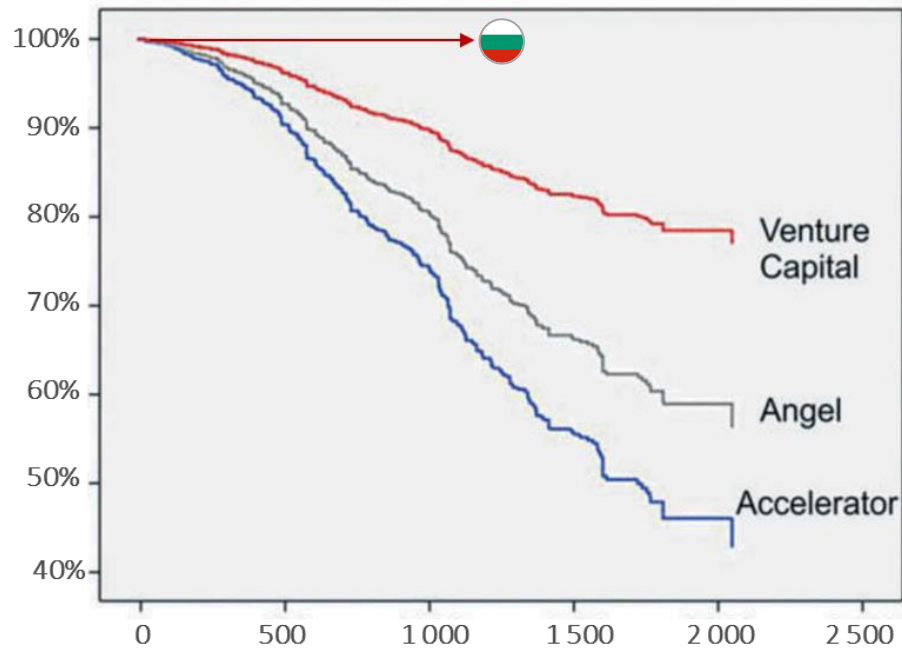
HUNGER FOR END-TO-END (E2E) TECHNOLOGY PRODUCTS & SOLUTIONS:

- KYC & CDD systems
- Cyber security
- Mobile wallets, apps and solutions
- Digital bank & digital banking
- Advanced analytics, visualization & data/processes management tools
- RPA & back-office automation
- Mobile supply chain finance and factoring systems



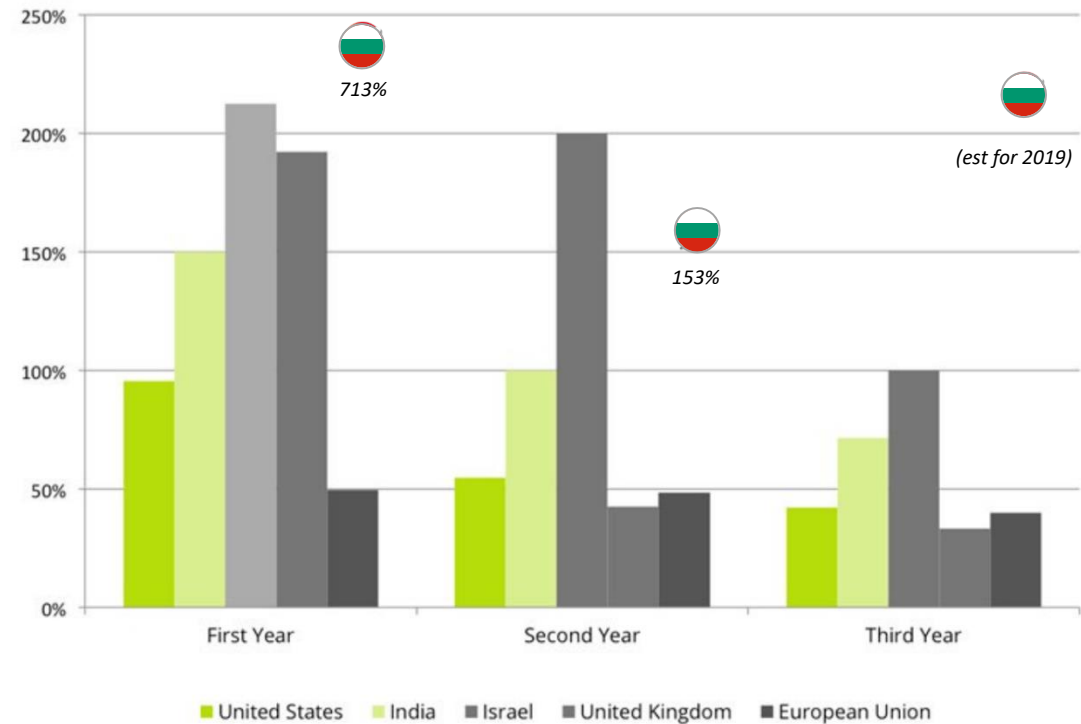
GOOD DAYS FOR THE (BG) FINTECH, WHO GET INTO THE LOCAL VALUE CHAIN (E2E)

Startups: DAYS OF SURVIVAL FROM INVESTEMENT



Source: Choi & Kim, Cogent Economics & Finance (2018)

AVERAGE GROWTH RATE FOR (FIN)TECH STARTUPS



Source: Giulia Girardi, Average Growth Rate for Tech Startups, 2016



INNOVATING IS DIFFICULT FOR THE (BIG) INCUMBENTS – EVERYWHERE...

The Biggest Obstacles to Innovation in Large Companies

Based on a survey of 270 corporate leaders.

Responses

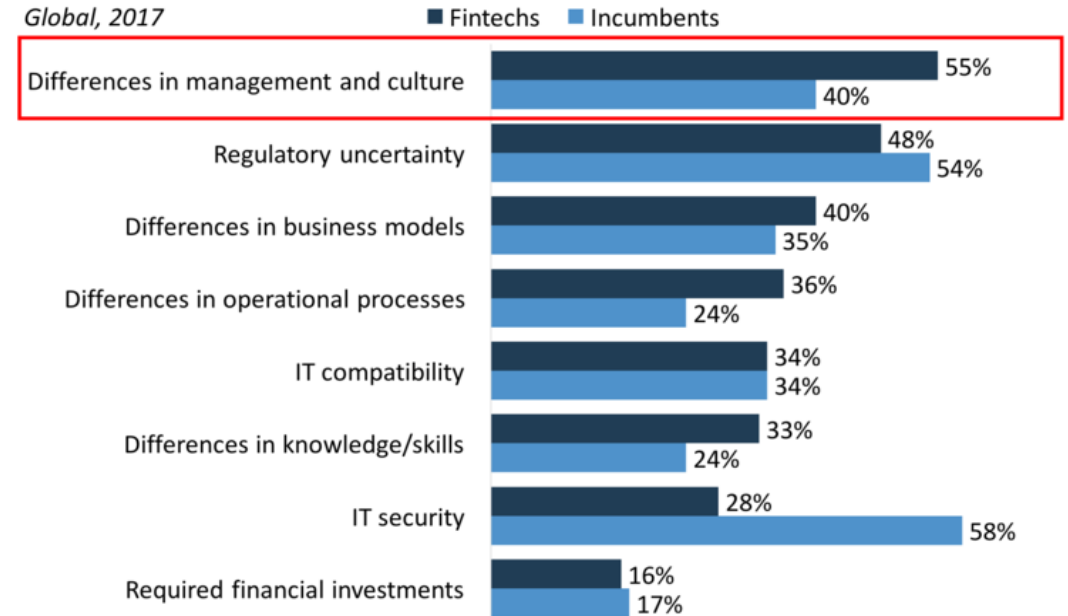


Source: Innovation Leader

HBR

Challenges Fintechs And Incumbents Face When Working Together

Global, 2017



Source: PwC

BI INTELLIGENCE



INNOVATING IS DIFFICULT FOR THE (BIG) INCUMBENTS – EVERYWHERE...



**...AND YET – THE BIGGEST CHALLENGE IS
THE INNOVATIONS OPERATIONAL MODEL**



OPERATIONAL MODEL: STATE OF THE ART



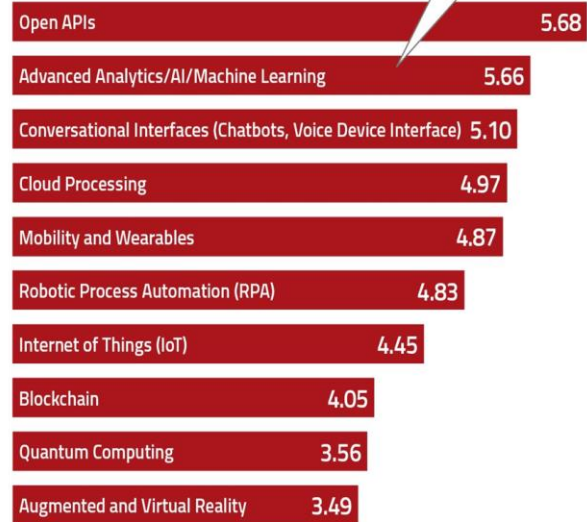
<10% of discussed ideas go into R&D



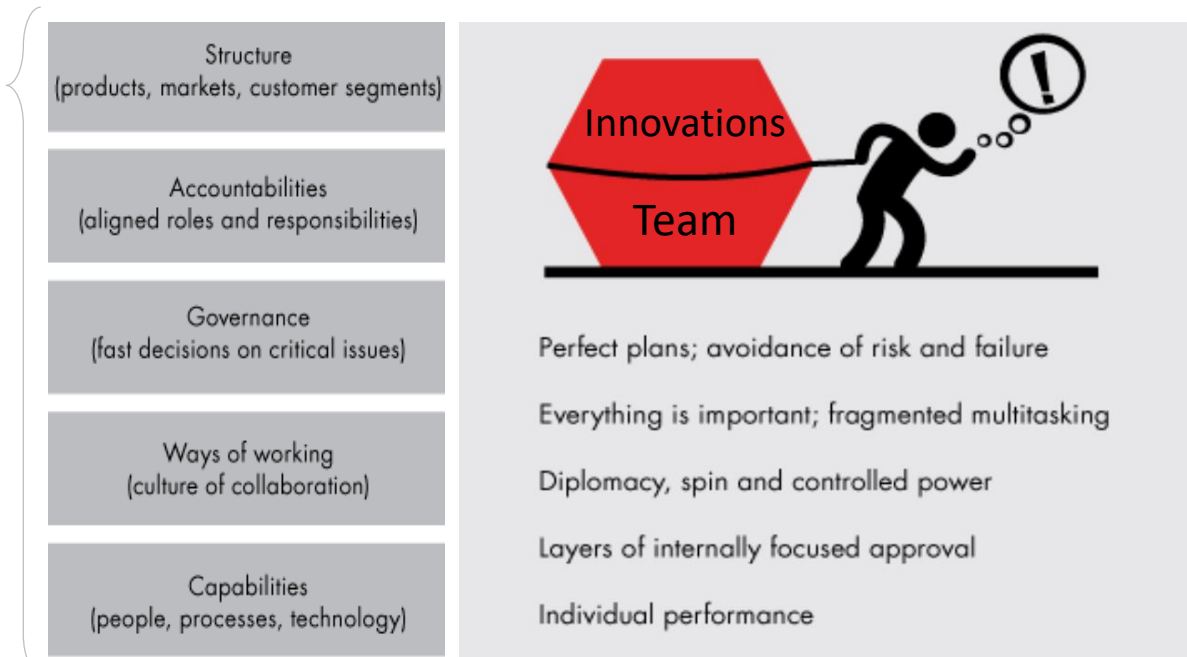
IMPACT OF TECHNOLOGIES ON BANKING IN 2019-2020

On a scale of 1-7 (where 1 is very low and 7 is very high)

1st national ICT priority for 2020-2025, backed by EU-HPC



SOURCE: EYma-Infosys Finacle © November 2018 The Financial Brand



Unfulfilled expectations on all sides (& all blame each other)



WE NEED TO UPGRADE THE INNOVATIONS PROCESS INTO TRANSFORMATION STRATEGY & EXECUTION

