



# FinTechs – Ami ou Ennemi?

Universwiftnet 2016

*Passion to Perform*

# Participants



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# Banks and Fintech Firms' Relationship

## Status: It's Complicated

THE WALL STREET  
JOURNAL.



*Don't be a fool  
Fintech won't rule  
No doubt that they're cool  
But they're just a bank's tool*

Ron Shelvin

**THE HINDU**  
Fintech startups disrupt mammoth banks

**Good news —  
fintech could disrupt finance**

Martin Wolf, Financial Times

**Dinosaurs and Banks -  
Are banks doomed to extinction?**

Mark Pearson, Equinity

**Banks vs. Fintech?  
No Contest, Banks Win**

AMERICAN BANKER.



# Key Drivers in Emergence of FinTechs



1



## Regulatory



- Payment Service Directive

2



## Technology Advances



- Support development of markets and businesses
- Cloud-based; biometric; blockchain...
- Smart devices, tablets

3



## Customer Satisfaction and Expectations



- Convenience of products and services
- Digital commerce

# FinTechs – New Players?



Non-bank, technology-driven providers of financial services built on digitalized, web- and data-based processes

## Connectivity

Social, mobile, internet

## Data

Decision making,  
behaviour prediction etc.

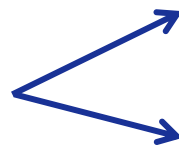
## Algorithms

Automating tasks,  
processes, concepts

## Digital Products

Retail-oriented: mobile phones,  
GPS, Google maps

## Players



Start-ups

**adyen**



**klarna**

**stripe**

More established  
technology companies



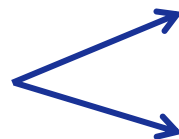
**PayPal**

**worldline**

**ingenico**  
GROUP

**Google**

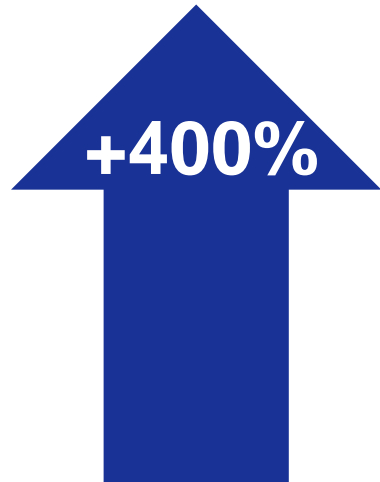
## Business Strategies



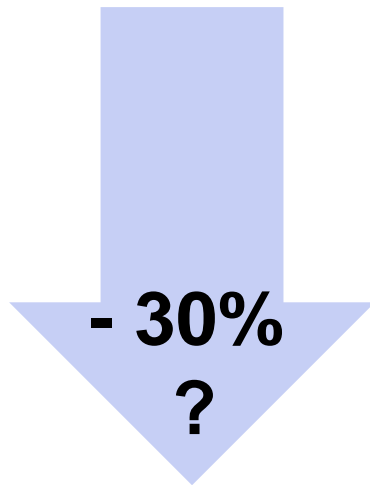
New service vs. existing market

End-to-end service vs. part of value chain

# Upside Down? FinTechs on the Rise



Global investment in FinTech in 2011-14



Bank revenues lost to innovative new players by 2020

# A Practical Example



## 1 Challenge



- DD is strategic collection method used by 80% of domestic clients
- SEPA requirement for mandate signature
- Maintain seamless customer experience and high DD volumes
- Secure validation method

## 2 Processing Solution



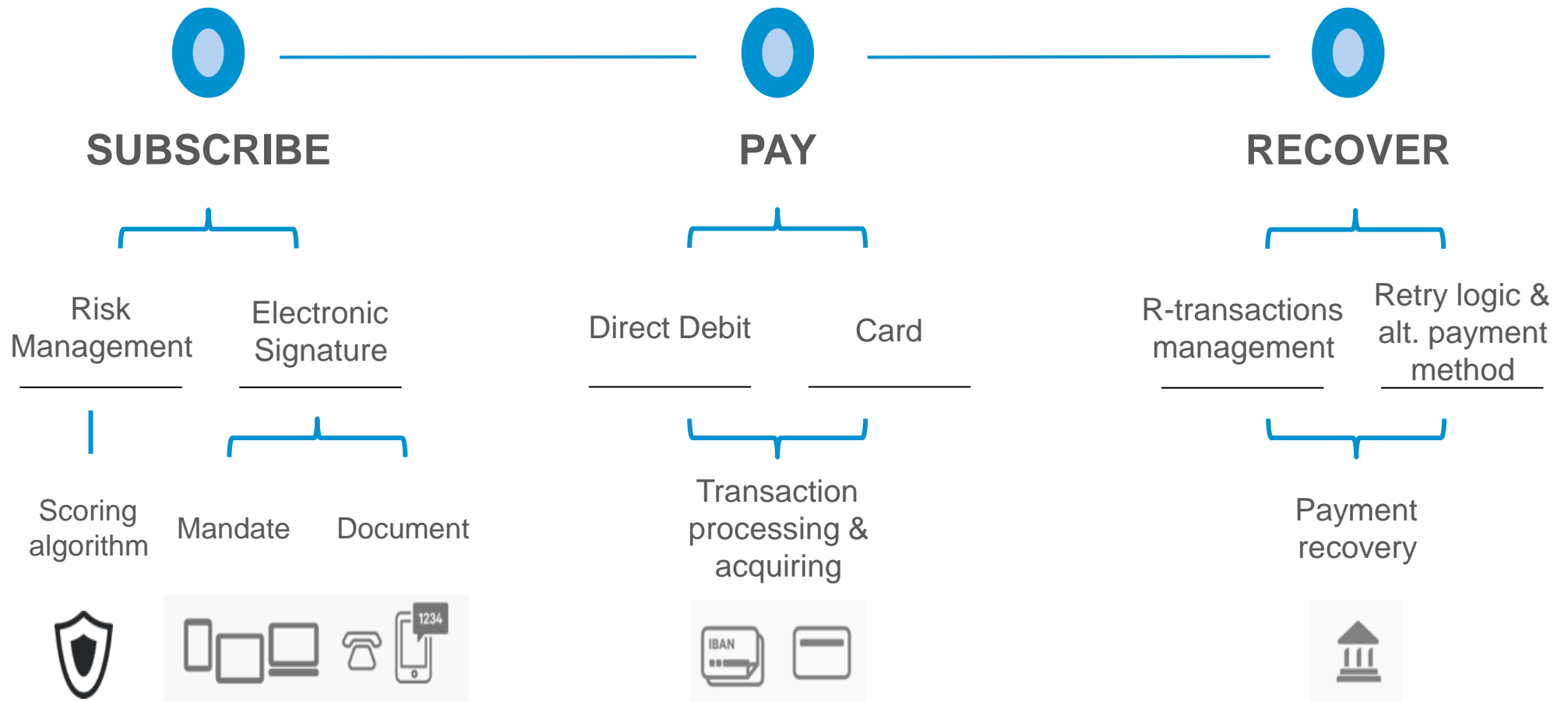
- Process EDF's high volume SEPA DD collections
- Support EDF's SEPA migration

## 3 Technological Solution



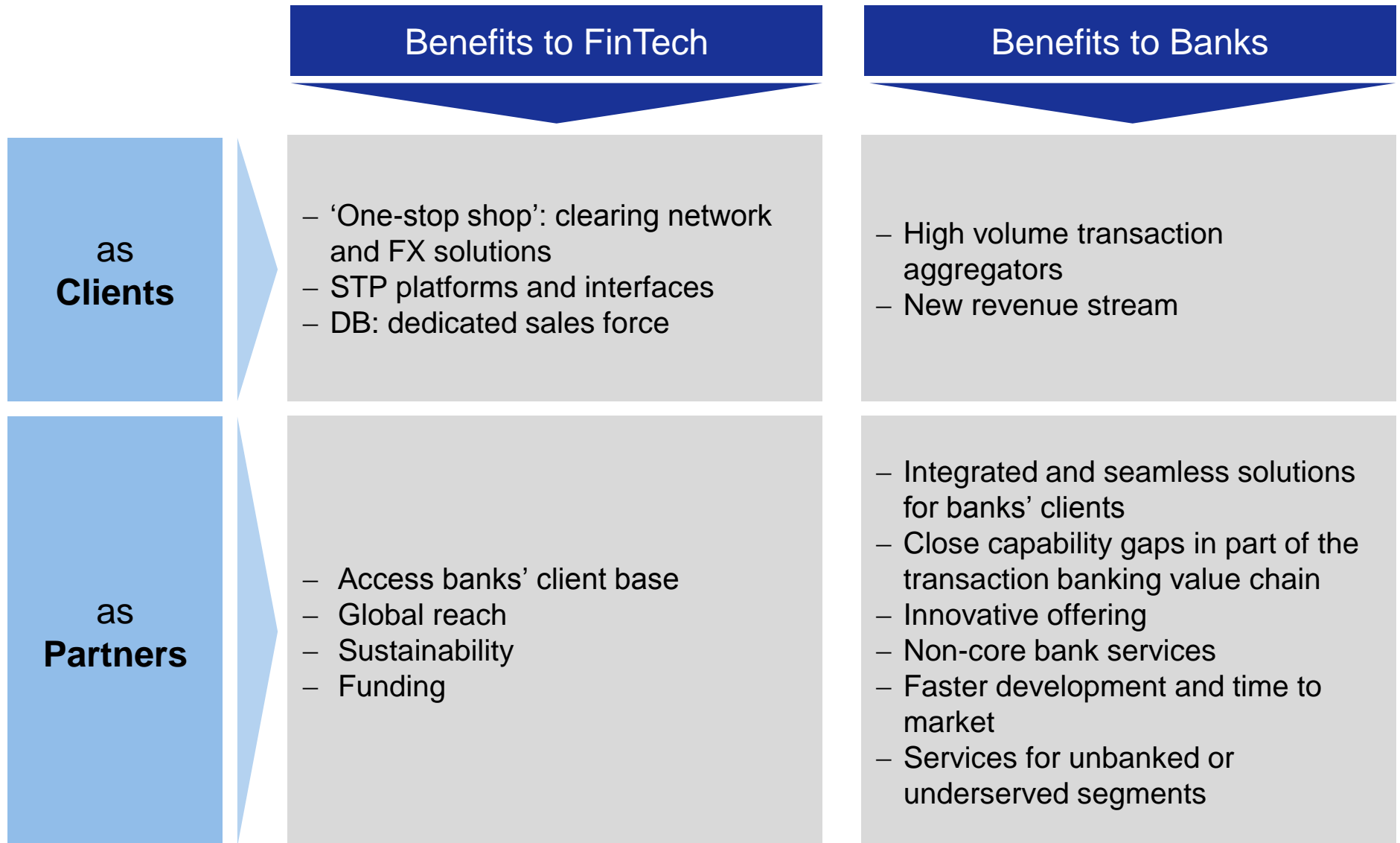
- Electronic signature for SEPA DD mandates
- Instant and paperless
- 3D Secure technology

# Slimpay provide recurring payments intelligence





# FinTechs as Clients and Partners to Banks





# What does the future hold?



Thank you!