

# PANORAMA FINTECH

JAVIER SALINAS MALASPINA

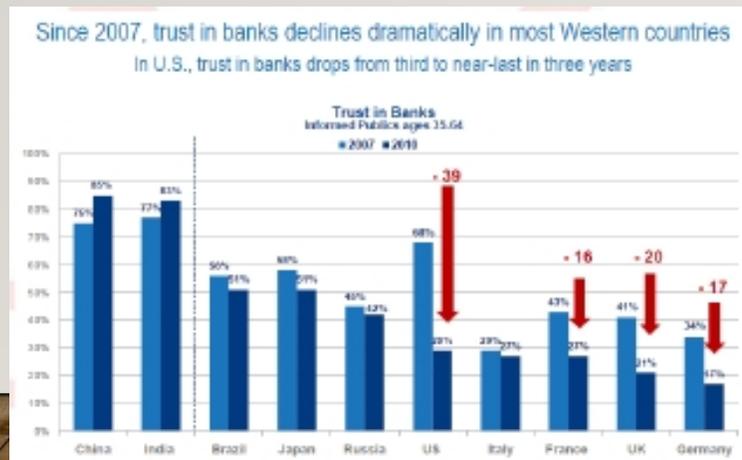
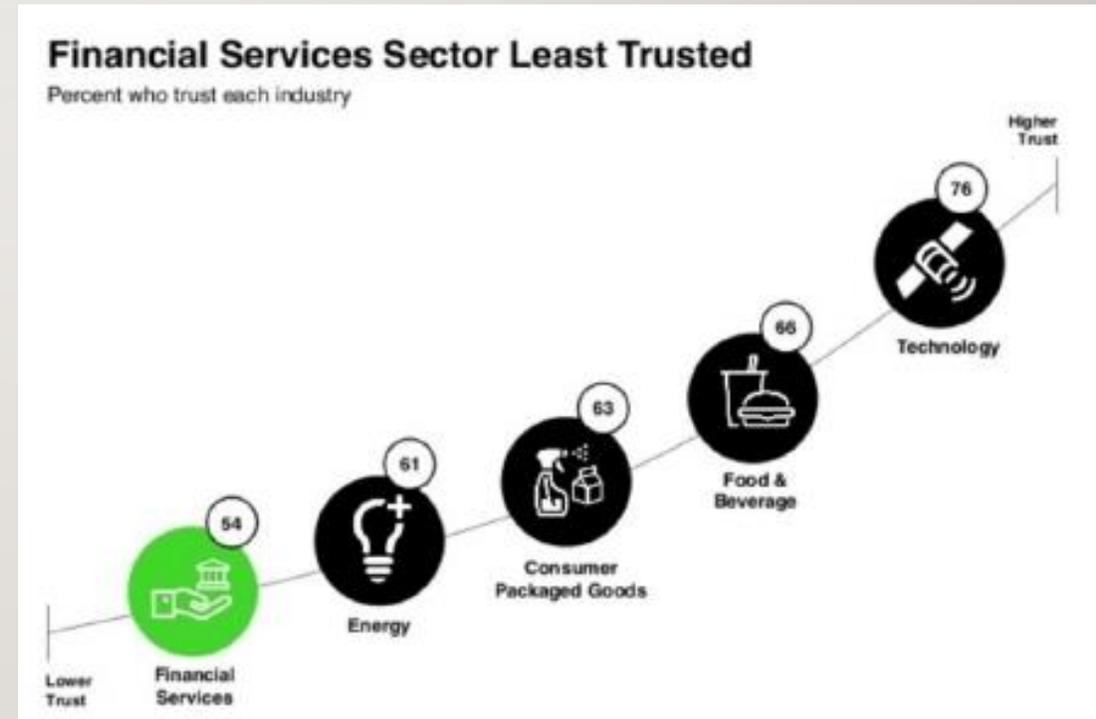
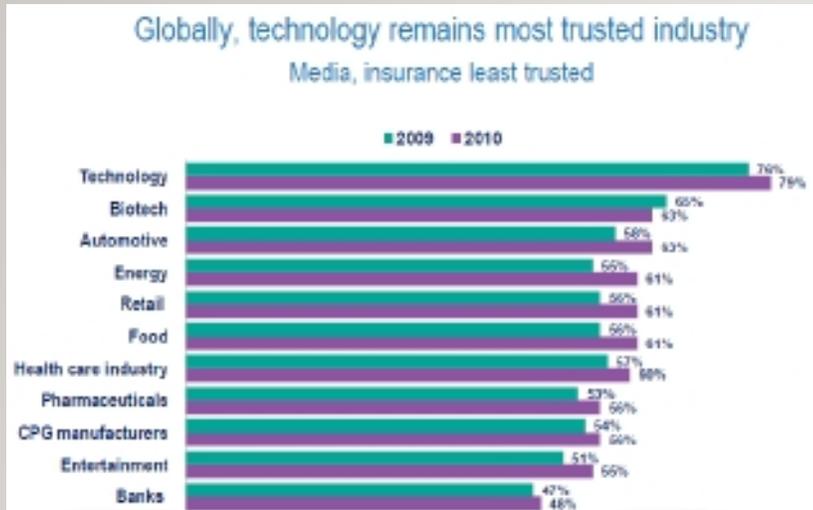
04 DE DICIEMBRE 2017

**VI CURSO SOBRE LOS SISTEMAS DE PAGOS EN EL PERÚ - BCRP**



# Antecedentes

## Una cuestión de confianza



Fuente: Edelman 2017 Trust in Financial Services

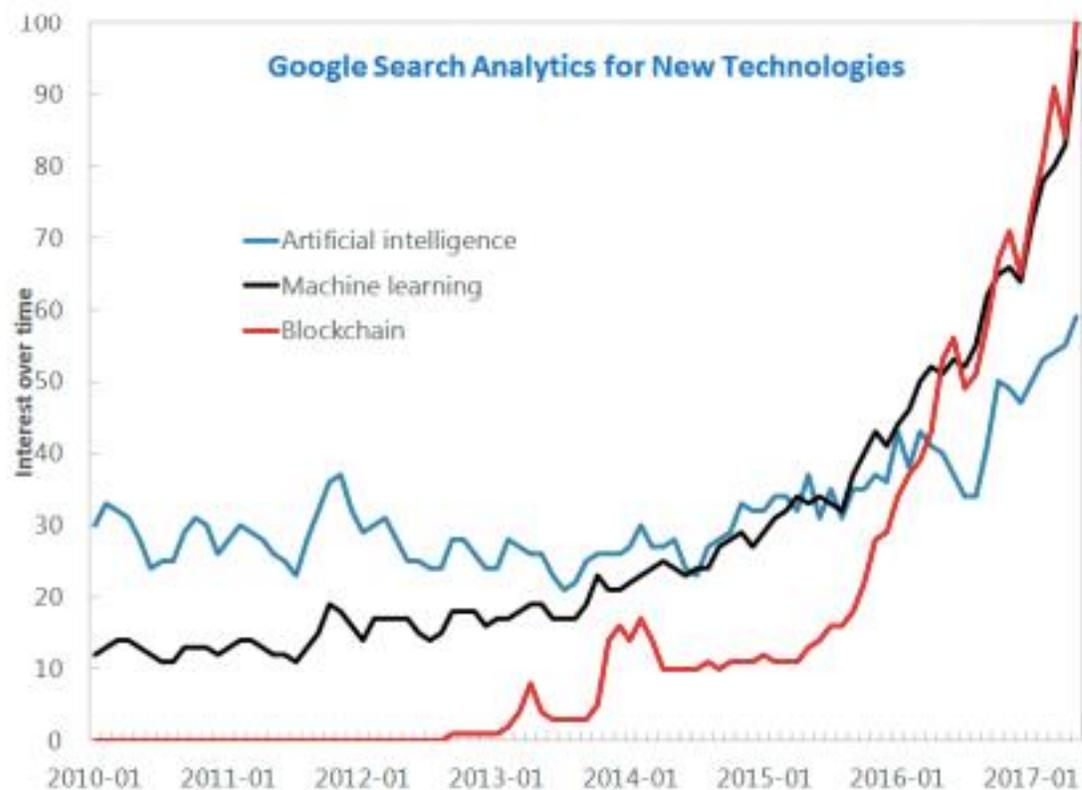
Fuente: Edelman 2010 Trust in Financial Services

## Figure 2. Asset Prices in Financial Services and Search for New Technologies

### Stock Market Index of Financial Services



Source: KBW-NASDAQ and IMF staff calculations.



Source: Google Trend Analytics.

Figure 3: Progress of FinTech adoption globally and across 20 markets

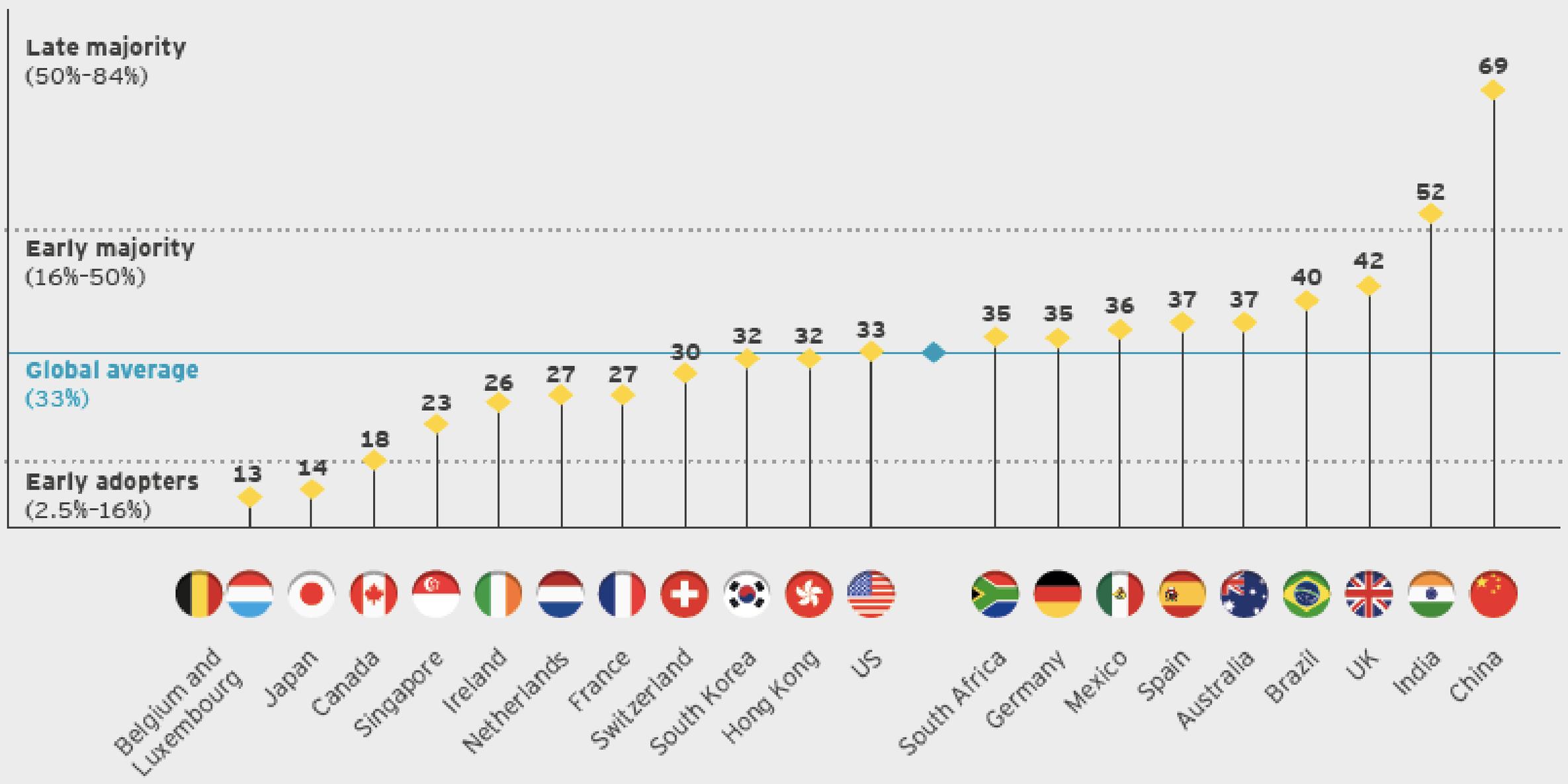
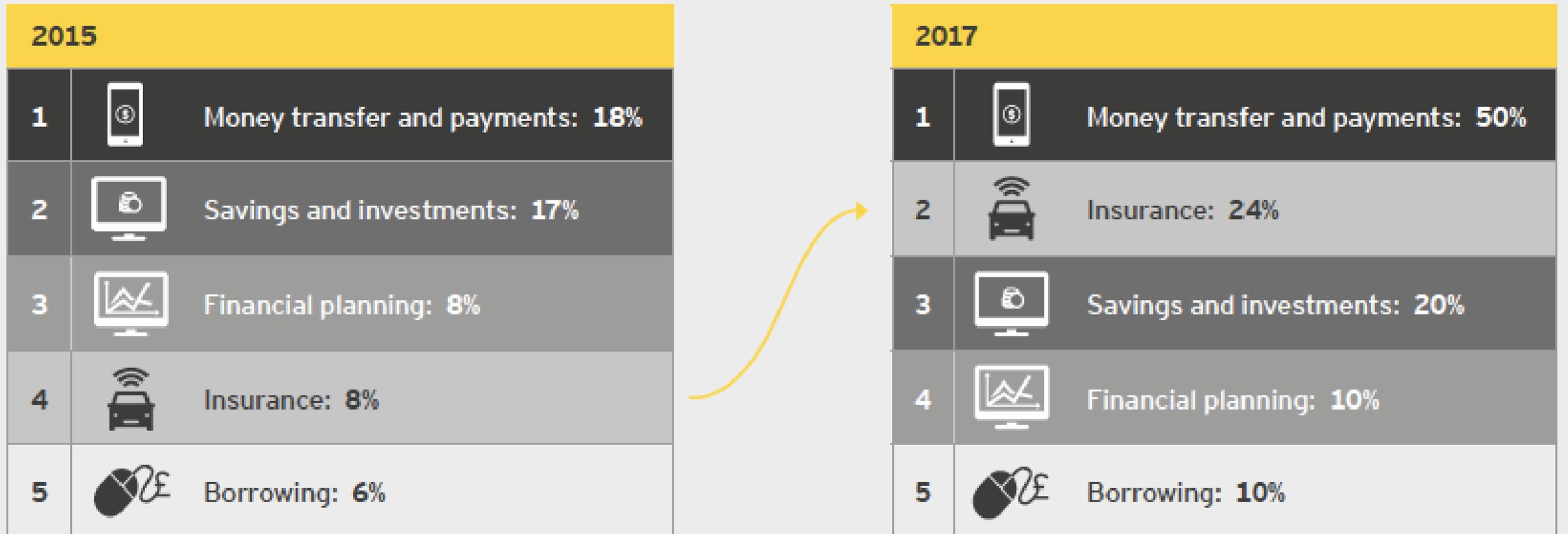


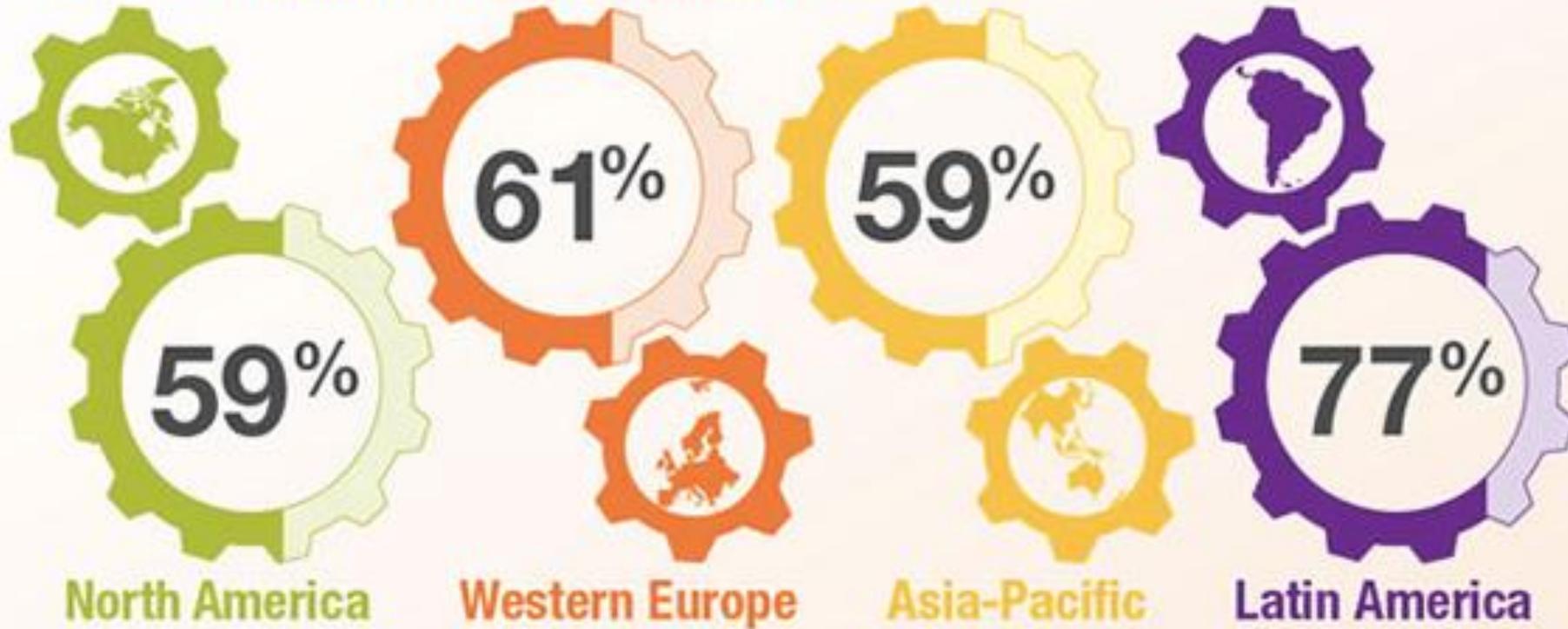
Figure 6: Comparison of FinTech categories ranked by adoption rate in 2015 and 2017



# Bankers **Underestimate** the impact of FinTech firms on their customers



Nearly **2/3<sup>rds</sup>** of customers globally  
are using FinTech products or services



# Bankers also underestimate how their customers **feel** about FinTech services



FinTechs offer faster services

FinTechs provide a good experience

Customers



81%

80%

pp difference<sup>2</sup>

45

40

Bankers



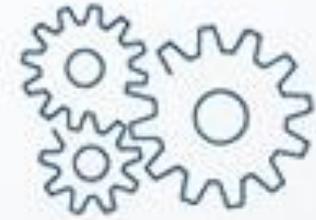
36%

40%

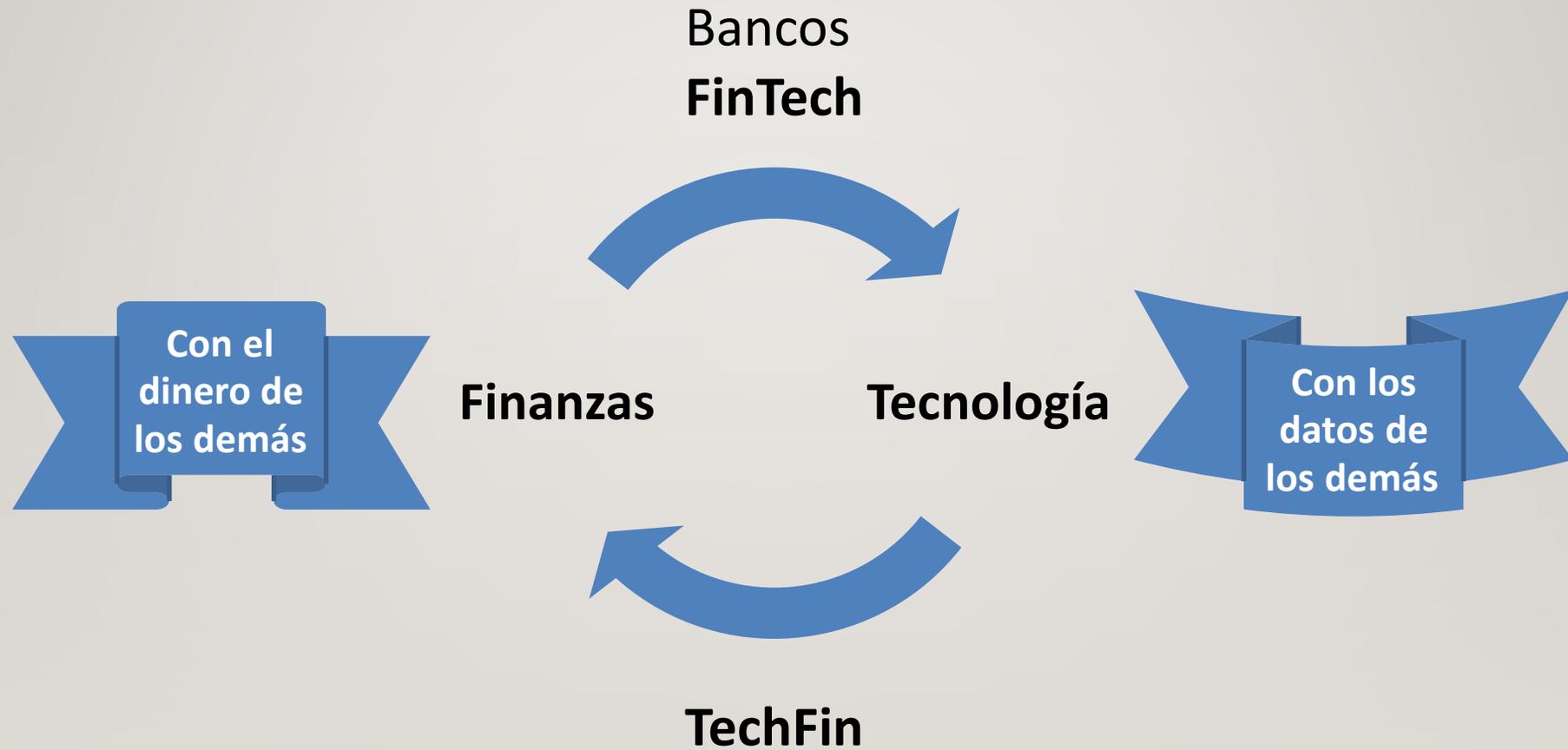
<sup>2</sup> pp difference refers to the percentage point difference between the customers' perception and bankers' perception

Competition is **evolving** into acceptance,  
as banks see **opportunities** for  
collaboration

Banks' **strategies** for competing with FinTechs



# FinTech versus TechFin



# BANCOS Y FINTECH

## Instituciones Financieras



## Barreras de entrada

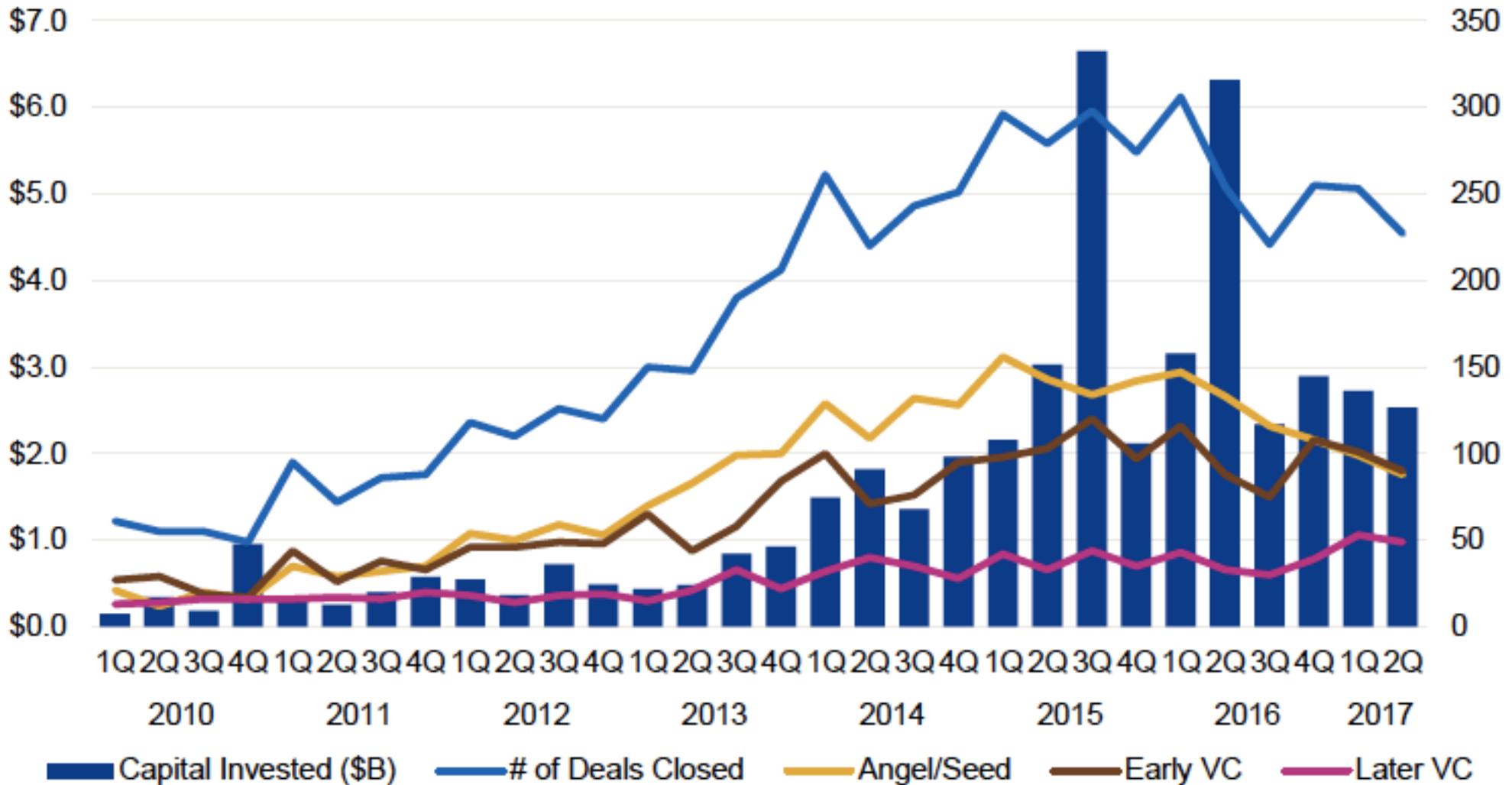


## Empresas FINTECH

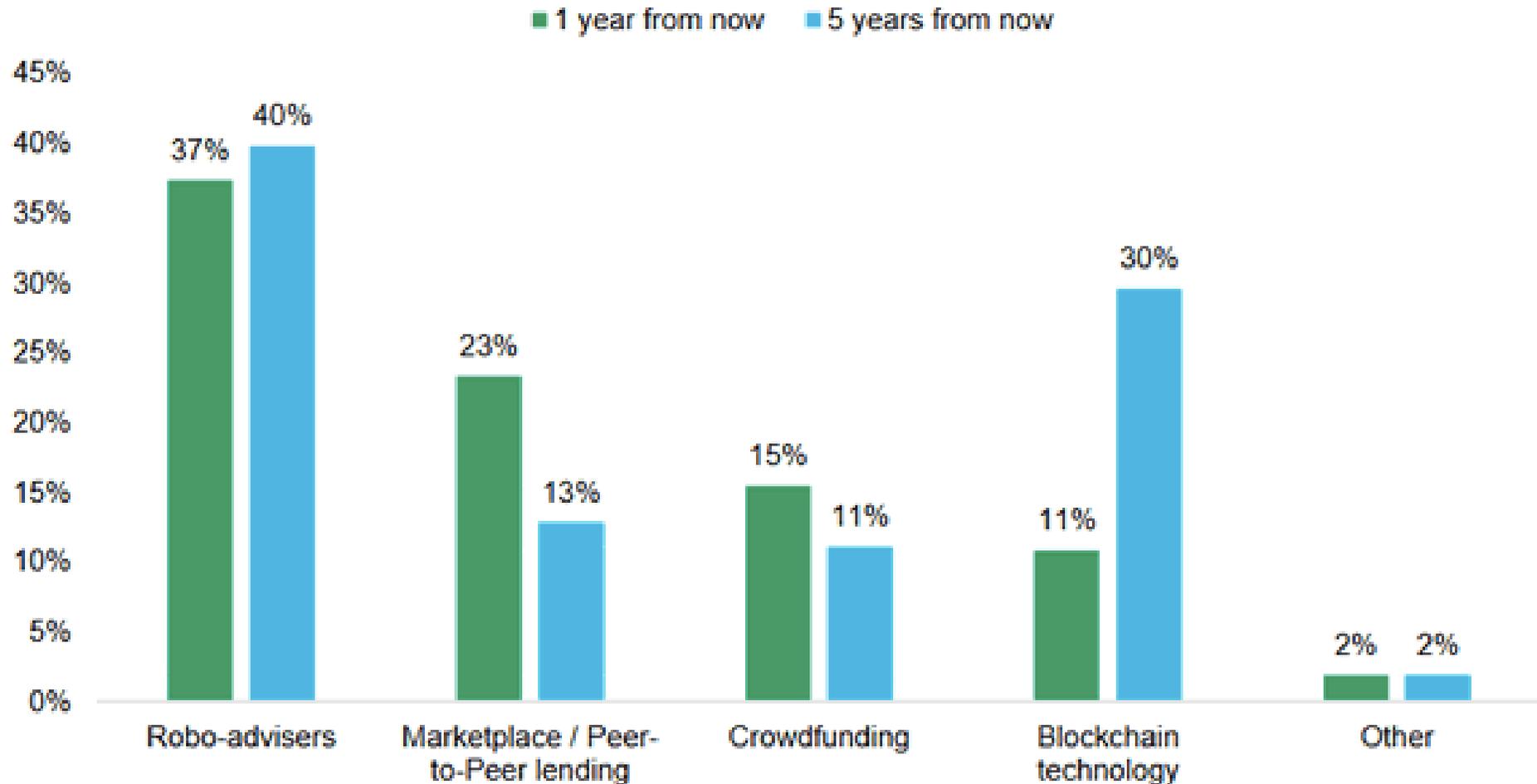


# Global VC activity in fintech

2010 – Q2'17



## Greatest impact on financial services industry, by timeline\*



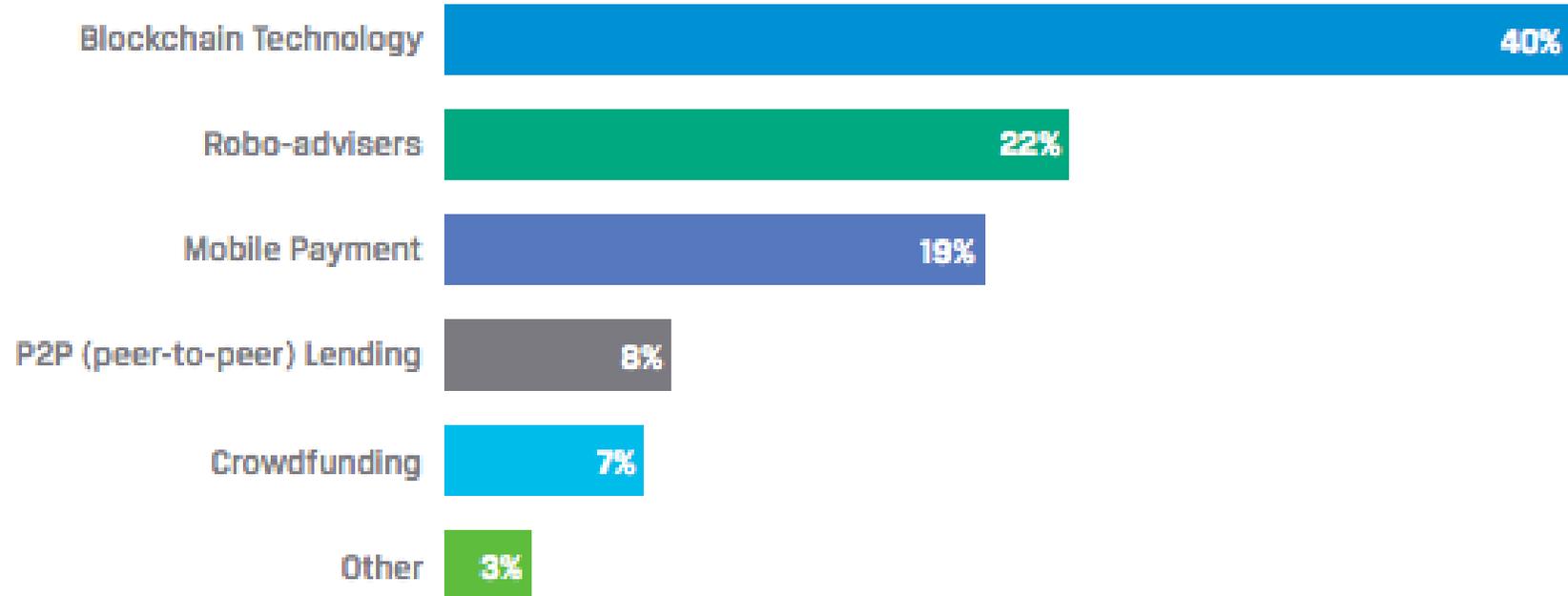
Question: Which technology do you see as having the greatest impact on the financial services industry 1 year and 5 years from now?

\* Excludes not sure

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## IN WHICH OF THE FOLLOWING AREAS DO YOU THINK FINANCIAL TECHNOLOGY (FINTECH) WILL BRING ABOUT THE MOST SIGNIFICANT CHANGES TO THE FINANCIAL SERVICES INDUSTRY?

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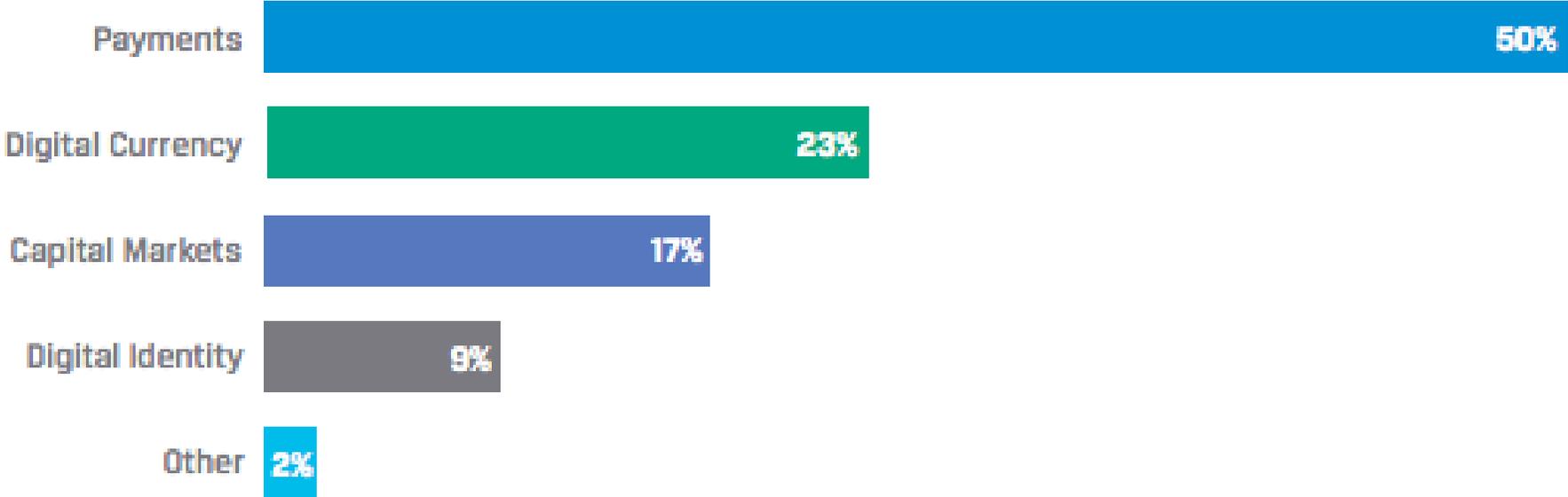
\* Results do not add up to 100% due to rounding.

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# OVER THE NEXT FIVE YEARS, IN WHICH OF THE FOLLOWING AREAS OF FINANCE WILL BLOCKCHAIN TECHNOLOGY MAKE THE MOST INROADS?

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### Virtual Banks



### Mobile Channels

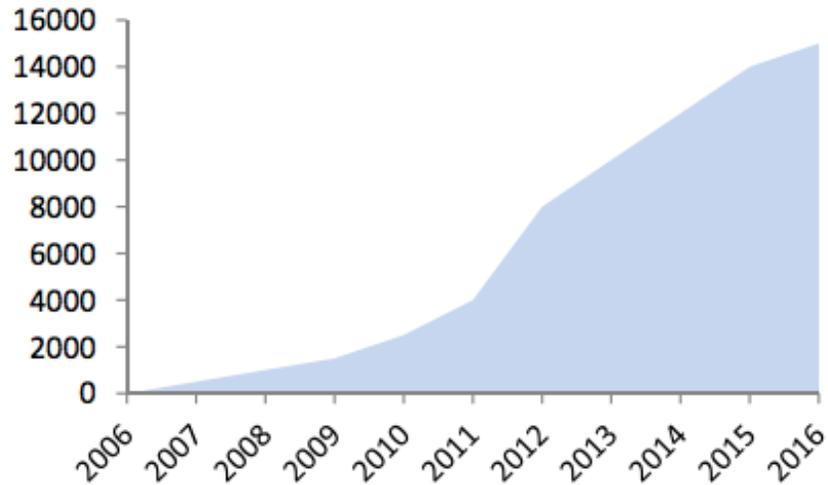


### Banking Platforms



#### QUANTITATIVE EVIDENCE

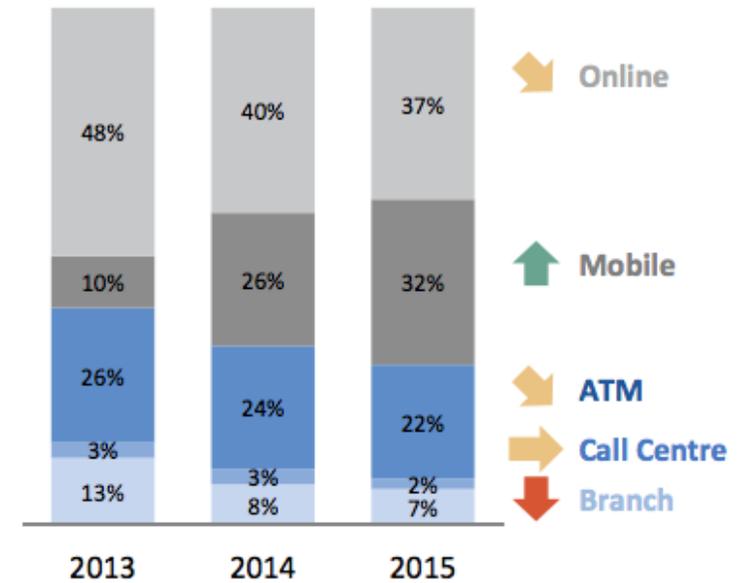
Total Number of Publicly Available APIs on the ProgrammableWeb Directory<sup>3</sup>



Rise of APIs in financial services

#### QUANTITATIVE EVIDENCE

Share of Most Common Banking Channels (US)<sup>6</sup>



Dominance of digital channels

Payments & Remittances

Payments: Crypto

PFM: Comparison

Personal Financial Management

Lending: P2P

Lending

Wealth Management

Financial Education & Savings

Enterprise Financial Management

Crowdfunding

Insurance

Scoring, Identity & Fraud

Trading & Markets

# FINTECH RADAR SPAIN

Payments & Remittances

LeMando  
ComproPago  
saldomx  
SF-Pago  
netero  
ePesos  
NetPay  
BROXEL  
Openpay  
PayIt  
pagofácil.net  
un dos tres  
Billpocket  
clip  
CONECTAPP  
CONEKTA  
chapulín  
Zaveapp  
PocketPay  
ENDIK credit link  
PayMe  
BanWire  
Blumon Pay

Bitcoin

volabit  
mexbt  
Bitcoin42  
BITSO  
PULSEBTC

Bitcoin

piggo  
VINIK  
vest  
Briq.mx  
Finx  
HAUSFUNDING  
RESUELVE tu deuda

Crowdfunding

finve  
Prestadero  
AhorroLibre  
Quotanda  
kubo. financiero  
PitchBull Funding  
presta2  
yotepresto.com comunidad de préstamos

Lending

Mobilender  
CrediRent  
kueski  
fonde  
konfio  
MUNETT  
COHETE  
Credilike.me  
El buen socio  
MR PRESTA  
MFM  
credikoinx  
alivio  
ApoyosExpress  
Credirama  
laudex  
ASPIRIA  
VISOR  
ADELANTA TU NOMINA  
Proyecto PYME  
Kredito24.mx  
mimoni  
Prestamos Rápidos Hoy

# FINTECH RADAR MEXICO

Financial Education & Savings

Wealth Management

Trading & Markets

Enterprise Financial Management

Comparison Sites

NEZU  
ROCKET  
MDC MercadoDeCredito.com  
Banlinea  
comparabien.com  
Credify

FLINK  
kiwi  
zobvio  
bonsai

Scoring, Identity & Fraud

DIGITAL CASH  
BAYONET  
TOKEN  
nubity  
IFS Gore

HAGAMOS LA VACA  
RAISEHUB  
FONDEA DO RA  
recaudia  
moneypool  
aportemos  
aporta.org.mx  
microchinito.com  
iventure  
investon.me  
play business

Personal Financial Management

ComparaGuru.com  
consuelo  
truvius  
ASEGURATE fácil  
Seguro Inteligente.mx  
SALUD CERCANA

Insurance

Crowdfunding (Rewards and Equity)

Factigo  
mostrador  
espiral  
Tickard  
Conta LISTO  
Creachcore  
FACTURAMA  
gestionix  
Bitfel  
ELEVACLOUD  
contarte  
enCONTA  
facturame.  
NMML  
diverza.  
listo.  
Corebook  
DevBlocks

# FINTECH RADAR COLOMBIA

Payments and Remittances

Enterprise Financial Management

Crowdfunding

Insurance

STARTUP STOCK EXCHANGE

Online Lending

Trading and Markets

Savey.co

Personal Financial Management

Scoring, Identity and Fraud

Financial Education and Savings

Financial Comparison

# FINTECH RADAR CHILE

Payments & Remittances

masblu khipu  
slice FLOW  
CROWDTRANSFER Dinex  
Pipol PUNTOPAGOS  
CURRENCYBIRD  
ionix ushcoin

Scoring, identity & Fraud

VARIACODE  
DESTACAME.cl  
70C

Financial Education & Savings

fuvokita.com  
AGENTPIGGY  
mifutu.ro  
tutanda

Enterprise Financial Management

Blinking  
organizaMe  
Paperless SMARTCOB  
LESS KIMPLEX  
FINTREE

Personal Financial Management

juunto  
credito y seguros.cl  
PRIMEROCOTIZA  
Branch Banking

Bitcoin

Octopus Market  
YAYKUY SURBTC  
CHILEBIT.NET  
BITNEXO

PFM: Comparison

brota Propius  
dodo Founderlist  
Descejo DALEIMPULSO.COM  
CROWDFUNDING.CL Weesling

Lending

Eacturedo  
Buerce

umpld  
RedCapital  
becuai  
IMPACTO

Lending: P2P

FOL.cl  
FinTech Solutions

Wealth Management

CAAAPITAL  
FINVOX

Trading & Markets

comparaonline  
AsegurateAqui.com  
seguroconectado

Insurance

Crowdfunding

Payments & Remittances

A large circular cluster containing logos for various payment and remittance services. The logos include: recargapay, olpays, mobbex, VeriTran, Biopaym, totalcoin, yacaré, CashingApp, mercado pago, Dinero faxj.com, vinti, GeoPagos, nubepago, and PaySur. At the bottom of the cluster, the text "flexibility + ideas" is written in red.

Payments: Crypto

A circular cluster containing logos for crypto-related payment services: ripio, coinmelon, SATOSHITANGO, CA CoinAsap, and Bitex.la.

Lending: P2P

A circular cluster containing logos for P2P lending services: afluenta, bondarea, and wayniloans.

Lending

A circular cluster containing logos for various lending services: MOON MONEY ONLINE, MR PRESTA, credility, MONI, and PAGO RURAL.

Trading & Markets

A circular cluster containing logos for trading and market services: BolsApp. and b-trader.

# FINTECH RADAR ARGENTINA

Personal Financial Management

A circular cluster containing logos for personal financial management services: zona Bancos, SIMPLICAR, elMejorTrato.com, and MOTORMAX.

Scoring, Identity & Fraud

A circular cluster containing logos for scoring, identity, and fraud services: BitCourt, KOIBANX, and RSK.

Insurance

A circular cluster containing logos for insurance services: appCar, SeguroAP, 123SEGURO, and COMPARA encasa.com.

Wealth Management

A circular cluster containing logos for wealth management services: invertir.la, IBILLIONAIRE, quiena, and Consultatio Plus.

Crowdfunding

A circular cluster containing logos for crowdfunding services: CROWDILUM, sesocio.com, Wuabi, and ideame.

Enterprise Financial Management

A large circular cluster containing logos for enterprise financial management services: colppy.com, xubio, intiza, INCREASE, CAPTAR PAGOS, pagocuotas, facturatio, Cashdelta, InvoiNet, contagram, and defacturas.

Payments & Remittances

Enterprise Financial Management

Crowdfunding

La Chancha

kapitalzocial

Novios Bóido

Préstale un sol

Vecinos 360

Credinnova

efact

wally

bitINKA

yape

CULQI

Pay & Go

MONET

remesend

Bi m

exchanger

DONDERECARGAR

Lending

solven

AXXIONA

TIENDA PAGO

innova funding

CrediFace

AgroCredit

ecash

ARCA COMUNAL

Apurata

Innova Factoring

Smart Capital

I ANDY

# FINTECH RADAR PERU

EFL

Kalifika

PROSOL

Alternative Scoring

SR

Laudox

RISKO

Enterprise Technologies for Financial Institutions

Kambista

EasyChange

Key Ex

X-CHANGE

Trading & Markets

Pathik!

TasaTop

chanchita

Savings

seguro simple.com

HELLOZUM

Insurance

UniCuenta

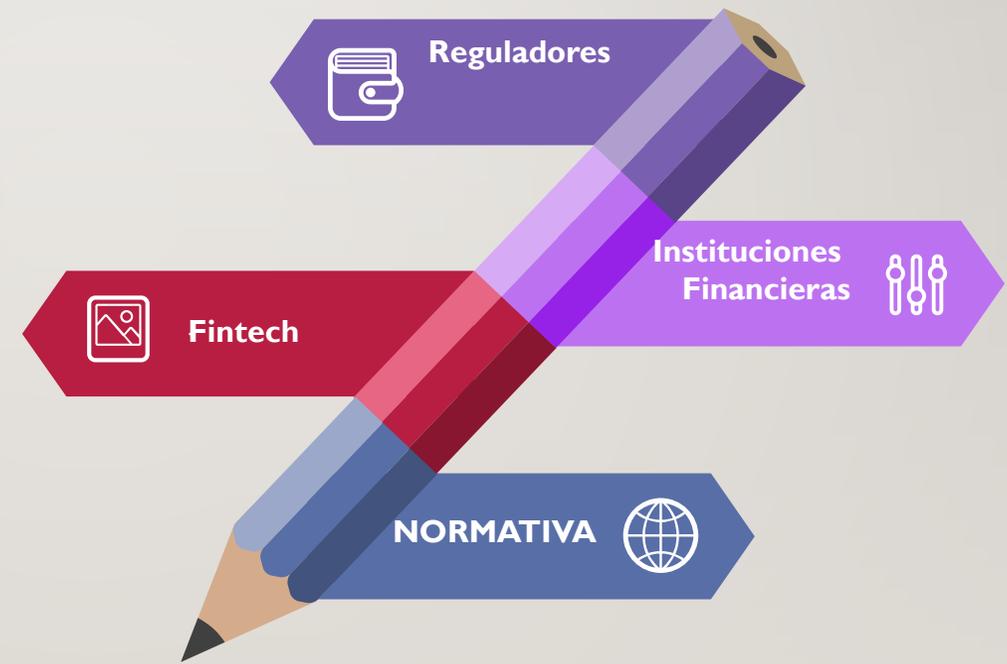
comparabien.com

Personal Financial Management

# Estrategia Fintech

Promotores del Ecosistema Fintech

100% Compromiso



# 12 Asociaciones FinTech. 20 Países representados



Argentina - Brasil - Costa Rica  
- Guatemala - El Salvador -  
Honduras - Nicaragua -  
República Dominicana - Belice -  
Bahamas - Puerto Rico - Islas  
Caimanes - Chile - Colombia -  
España - México - Panamá  
- Perú - Portugal - Uruguay

# Regulación Fintech

No

Carece de relevancia

Esperar que madure  
el sector

Si

Para garantizar  
estabilidad

Para prevenir  
delincuencia

Proteger al  
consumidor

Puerto seguro para  
nuevos operadores

Fomentar la  
competencia

# Reflexión final

Temas relevantes en los próximos años:

1. Regulación en el país y la región
2. Tema de Blockchain
3. Tema de APIs
4. Nuevas fintech en el mercado, peruanas y extranjeras
5. Mayor involucramiento de los bancos y otras instituciones financieras mas pequeñas
6. Mayor necesidad de educación y entrenamiento en los tres niveles (Gobierno, Sector privado –instituciones- y Academia)

MUCHAS GRACIAS