



HOW EFFECTIVE COLLABORATION BETWEEN BANKS AND FINTECH FIRMS IS DRIVING INNOVATION

Rakuten Financial Conference
23 January 2015

A man in a dark suit and patterned tie is drawing large, white, hand-drawn gears on a glass surface with a black marker. The background is a blurred cityscape. The text is overlaid on a red rectangular box at the bottom left.

Innovation just doesn't emerge out of thin air, it requires a productive ecosystem...



Matchi Eco-System



INNOVATORS (STARTUPS)

- Pitch market ready innovations to buyers globally
- No annual subscription fees - but 5% commission payable to Matchi on fees raised through Matchi (similar to Kickstarter)



INNOVATION BUYERS

- Gain access to the best innovations from around the world
- Pro-active matching of innovations in the market to banks needs
- Bank negotiates fees directly with innovator
- Option to post innovation challenges



INNOVATORS (ESTABLISHED)

- Pitch innovations to financial services buyers globally
- Active matching of innovations to expressed areas of interest to bank members
- Pricing options depending on the number of innovations to be listed



SPONSORS

- First viewing rights to all innovations
- Collaboration benefits with highly innovative non-competing banks:
 - Cost saving benefits
 - Revenue-generation benefits
- Exclusive sponsor events around the world



Some Matchi Members - Logo View





Matchi Essentials

- An innovation-matchmaking platform that enables banks and innovative firms to connect globally
- We seek to create collaborative relationships that deliver increased return on innovation investment
- Over 40 global banks currently signed up to source interesting and relevant innovations
- All innovations are at least at working prototype stage, and often already in the market – potentially being used by other banks in different parts of the world



“A wave of financial technology firms, many of them just a few years old are changing the ways in which people borrow and save, pay for things, buy foreign exchange and send money... they are finding and mining rich seams of profit, ... and inflating a bubble of excitement among investors that technology and the internet are about to change banking for good.”

The Economist, 2013

MATCHI • BIZ

...INNOVATION MATCHMAKING

Contact us via info@matchi.biz

See more on our site – www.matchi.biz



Backup Slides / Appendix



Current Matchi Bank Members

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- ABN-AMRO (Netherlands)
 - AIB (Ireland)
 - American Express (Singapore)
 - ANZ (Australia)
 - Bank of Queensland (Australia)
 - **Bank Hapoalim (Israel)**
 - Bank of Ireland (Ireland)
 - Barclays Africa
 - *Barclays UK*
 - Bendigo and Adelaide Bank (Australia)
 - *Bradesco Bank (Brazil)*
 - **CaixaBank (Spain)**
 - Citibank (USA)
 - Comdirect (Germany)
 - DBS Bank (Singapore)
 - Emirates NBD (UAE / Dubai)
 - Erste Bank (Austria)
 - Fidor Bank (Germany)
 - Investec Specialist Bank (South Africa)
 - Intesa San Paolo (Italy)
 - *IndusInd Bank (India)*
 - Lloyds Banking Group (UK)
 - *MayBank (Malaysia)*
 - *Mashreq Bank (UAE)*
 - MicroCred (France)
 - Nedbank (South Africa)
 - OCBC Bank (Singapore)
 - OJSC Bank Respublika (Azerbaijan)
 - Royal Bank of Scotland (UK)
 - PSB Promsvyazbank (Russia)
 - Sberbank (Russia)
 - Selfbank (Spain)
 - SNS Bank (Netherlands)
 - Societe Generale (France)
 - Sony Financial Holdings (Japan)
 - *Sumitomo Mitsui Bank (Japan)*
 - **Standard Bank (South Africa)**
 - Standard Chartered (Global)
 - *TD Bank (Canada)*
 - TSB Bank (UK)
 - TransUnion LLC (UK)
 - UBS (Switzerland)
 - Unicredit (Italy)
 - Westpac (Australia)



What Innovators Are Saying

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“Thanks to Matchi, we were able to fast track the typical uphill battle of selling into banks, helping both to drive our business forward and mainstream our technology.”

Maclane Wilkison, co-founder Contractual, Loancoin

“Matchi connected us to the right innovation and product people in a bank that needed our solution. Matchi has been our best marketing investment to date. If you don’t speak to them, your competitors will.”

Will Harris, CEO, Gmaven

“Matchi provided us with an excellent opportunity to present ourselves directly to a targeted bank audience from across different geographies.”

Tijana Zganec, Sales and Marketing Manager, Microblink Ltd



What Innovation Buyers Are Saying

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“ *Sourcing innovations from outside the bank is an important initiative in our industry and Matchi is already demonstrating its value to our organisation.* ”

Andy Wilson, Director Business Development and Operations, Standard Bank



Collaboration is the key for driving innovation. The possibilities are endless if we work together.