



International  
Institute of  
Entrepreneurship

# Transforming banking with FinTech

By // **Matthew Gardiner**  
// **Founder of Catch London**

Visiting lecturer,  
Cass Business School and  
The Asian Banking School

FinTech is disrupting every banking sector at an increasing rate. US\$75bn has been invested globally in FinTech since 2010, almost equivalent to the amount invested by banks in innovation in the same period.

VC investment in Australian FinTech more than tripled from AU\$185m to AU\$656m from 2015-16, bucking a global trend. Meanwhile global FinTech adoption rates rose to an average of 33% in 2016, surging from 13% to 37% in Australia from 2015-17.

New FinTech companies and challenger banks continue to swell the ranks of the 14,000 registered to date including 80 'unicorns' valued at USD 1bn and over. Tech giants Facebook, Amazon, Apple, Google, AntFinancial, TenCent and Baidu continually explore capital intensive opportunities to offer banking and payment services to consumers.

This program analyses leading global FinTech operations, their evolving capital efficiencies, customer acquisition and retention strategies.

Rapid iteration strategies are developed for leaders to keep pace with FinTech innovations in Blockchain, Artificial Intelligence (AI), Machine Learning, Robo Advisory, RegTech and Augmented Reality (AR) across banking sectors.

Evaluating FinTech opportunity costs through engagements with regulators in regulatory compliance 'sandbox' environments in multiple jurisdictions is covered. Global innovations are reviewed in the context of forthcoming Open Banking legislation including PSD2, MFID II and Open Banking API standards.

Banking leaders are prepared to leverage their banks' trusted status and lead the innovation agenda into a future increasingly defined by technological advantage, fully anticipating the rise of the FinTech 'embedded bank 4.0'.



## Training methodology

The program features lecture discussions to introduce up to the minute FinTech market data and innovations.

These are complemented by experiential learning with rapid prototyping and project base FinTech Regulatory Sandbox methodologies.

Participants develop an understanding of FinTech innovation, past, present and future, and customer acquisition and retention strategies whilst managing banks' regulatory compliance and investment risk.

## Program outline

### *Morning Session*

#### THE EMERGENCE OF FINTECH

Payments, blockchain, AI and disruptive technologies

- The morning session profiles the rapid emergence of FinTech
- Key drivers include the context of consumer led, context driven mobile first economies, permissionless innovation across multiple banking sectors and Open Banking API infrastructures
- The designs, models and capital efficiencies of FinTech disruptors in EMEA, APAC ASEAN and MENA from challenger banks to Facebook, Amazon, TenCent and Ant Financial are profiled
- Current applications of Machine Learning, AI and Robo Advisory, their influence on global trends in banking and the emergence of RegTech will be profiled
- After a study of the recent emergence of regulatory sandboxes in regional capitals and their impact on governance, participants will simulate the key operations of a regulatory sandbox

### *Afternoon Session*

#### FINTECH INNOVATION

The future of banking and Fintech

- We review opportunities for collaboration with and investment in FinTech companies
- The increasingly important role of banks in enabling FinTech innovations to rapidly scale is detailed
- We discuss diverse regional regulatory regimes, the rapid pace of innovation in multiple emerging markets and the opportunities and risks of serving the underbanked and unbanked
- The facilitation of 'embedded banking' by advanced AI, Robo Advisory, smart contracts, Open Banking APIs, Banking as a Service and digital identities
- Potentially dramatic shifts in valuations of commodities and futures markets stemming from advances in AI, autonomous transportation, robotics, energy, pharma and biotechnology are covered
- Participants engage in a rapid prototyping exercise on the day's themes
- They then develop regulatory sandbox innovation strategies for multiple FinTech projects running in parallel

## Case studies

Rapidly developing innovations which are on course to distinguish FinTech as the definitive competitive advantage in banking are covered with case studies from:

HSBC, Westpac, ANZ, NAB, Barclays, Lloyds, Everledger, Hyperledger, R3, MasterCard, Revolut, Prospa, Tryro, The FCA, The Bank of England, NASDAQ, Thompson Reuters, Baidu, Apple, Ant Financial, DBS, TenCent, Amazon, Google, Facebook, TransferWise, Atom, No 26, Starling, MPesa, BitPesa, Blockchain.com, Wealthfront, Betterment, RailsBank, 3i, Improbable, IBM Watson Deep Mind, Arago, and 1776

## About the trainer



### Matthew Gardiner

#### Founder of CatchLondon

Visiting Lecturer, Cass Business School, London and The Asian Banking School

Matthew Gardiner is the founder of CatchLondon. He consults to banks, financial institutions, FinTechs, corporations, and VCs on blockchain, AI, payments, Open Banking APIs, Banking as a Service, RegTech, compliance, risk and cyber security.

He is an incisive public speaker on emergent strategies in FinTech, InsurTech, and other emerging technologies including biotech, pharmaceuticals and energy. He has recently spoken at Barclays Rise, CSFI, Dubai Futures, Bank Negara, Bank of China, the Institutional Investors EU Summit and The Turing Trust.

Matthew has substantial networks in the UK, US, APAC, ASEAN and MENA spanning banks, FinTech companies, corporate VCs and insurers including Blockchain.com, Innovate Finance, the FCA's Regulatory Sandbox, Barclays, Lloyds, HSBC, State Street, Rise, Level 39, EY, PwC, Google Ventures, People's Bank of China, China Life, TenCent, Alibaba, PPMG, MPesa Transfer Wise, Revolut, Braintree, VocaLink, MoFo, Union Pay, Open Banking API and WC3.

Matthew is a mentor at FinTech accelerators in London, New York and Hong Kong, sits on the advisory board of Lysis Financial, a regulatory advisory firm and is a contributor to The FinTech Book. Matthew is a visiting lecturer at Cass Business School Executive Education and The Asian Banking School where he has led programs for C-Suite level banking, financial services and cyber security delegates with diverse portfolios from EMEA, APAC, ASEAN and MENA.

He is scaling financial inclusion with NGOs and tech companies in 27 countries at Techfugees.com.

## About IIE



The IIE is established by Pitcher Partners, a firm known nationally for its strategic insight and advisory services to middle market firms, not for profits and government agencies alike.

Our objective is specifically to accelerate entrepreneurial and innovative thinking within professional service firms and middle market clients.

No professional firm, middle market business or even government agency – including local government – is immune from disruption. It takes entrepreneurial skills and innovation to be successful in highly competitive and disrupted business environments.

Entrepreneurship is the ability to turn ideas into actions, commercial outcomes and community impact. Any person with the right mindset, drive and motivation can do it.

**Date:** 25 September 2017

**Time:** 8:30am for a 9:00am start – 5:00pm

**Location:** Level 19, 15 William Street, Melbourne

**Fee:** \$1,500/person +GST

**Registration:** <https://www.eventbrite.com.au/e/transforming-banking-with-fintech-tickets-37228772260>

# CONTACT US



**Meg Quinn**

Program Manager

+61 3 8610 5475

meg.quinn@pitcher.com.au



**Frank Wyatt**

Academic Director

+61 414 392 323

frank.wyatt@pitcher.com.au

**Pitcher Partners International Institute of Entrepreneurship**  
Level 19, 15 William Street, Melbourne, VIC 3000  
+61 3 8610 5000 | partners@pitcher.com.au

