# Fintech Foundations and Overview
## 5-Slide Teaser
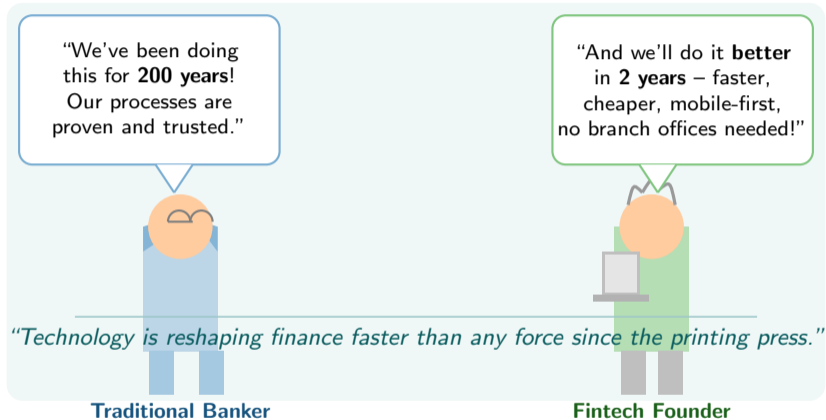
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# Why Now? The Disruption Moment



"We've been doing this for **200 years**! Our processes are proven and trusted."

"And we'll do it **better** in **2 years** – faster, cheaper, mobile-first, no branch offices needed!"

*"Technology is reshaping finance faster than any force since the printing press."*

**Traditional Banker**

**Fintech Founder**

Slide 1/5 – WHY — Core tension: Is fintech replacing banks, or are banks becoming fintech?

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# What Makes Fintech Different?

| Dimension | Traditional Bank | Fintech |
|-----------|------------------|---------|
| **Speed** | Days / weeks | Seconds / minutes |
| **Cost** | Branch overhead | Near-zero marginal |
| **Access** | Geography-limited | Smartphone = branch |
| **Experience** | Form-heavy, opaque | Intuitive, real-time |
| **Innovation** | Internal, slow cycles | Rapid iteration |
| **Regulation** | Comprehensive | Evolving / patchy |

## Seven Fintech Verticals

- **Payments** – mobile wallets, real-time
- **Lending** – P2P, BNPL, alt-scoring
- **Insurtech** – on-demand, parametric
- **WealthTech** – robo-advisors, micro-investing
- **Capital Markets** – tokenisation
- **RegTech** – compliance automation
- **Banking Infra** – neobanks, BaaS, APIs

### Fintech Defined
Technology-enabled innovation creating new financial products, processes, or *business models*.

## Key Insight
Fintech reimagines *how* financial services are delivered – not whether they exist.

Slide 2/5 – WHAT — "Fintech is not a product – it is a force that reshapes how financial services are created, delivered, and consumed."
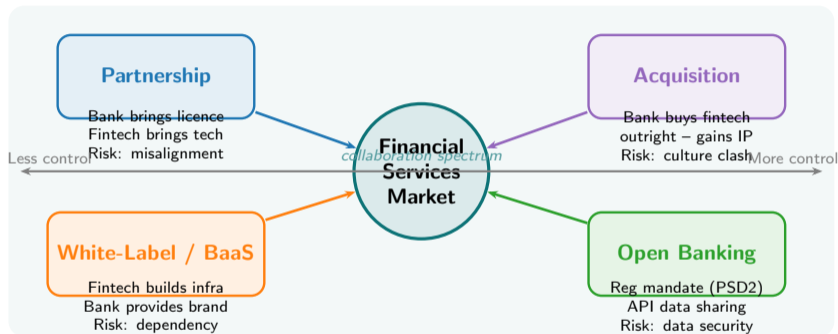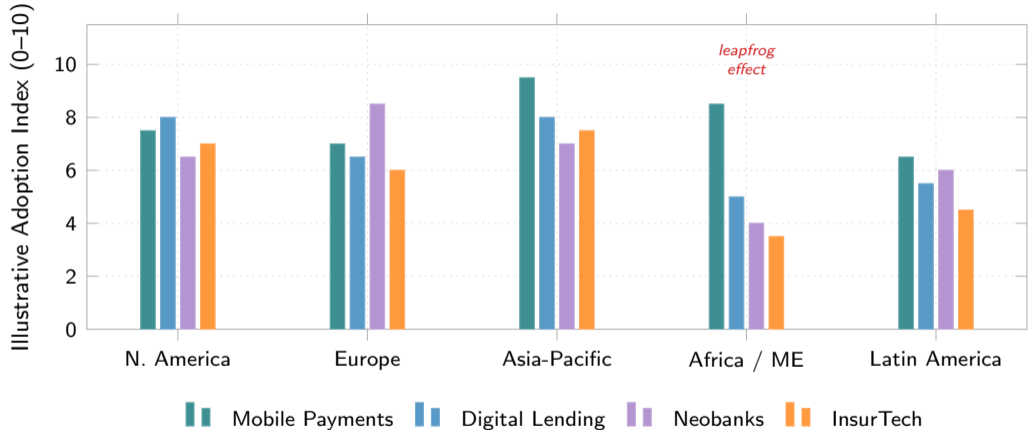
# How Do Banks and Fintechs Work Together?



**Partnership**

Bank brings licence
Fintech brings tech
Risk: misalignment

**Acquisition**

Bank buys fintech
outright – gains IP
Risk: culture clash

**Financial Services Market**

*collaboration spectrum*

Less control ← → More control

**White-Label / BaaS**

Fintech builds infra
Bank provides brand
Risk: dependency

**Open Banking**

Reg mandate (PSD2)
API data sharing
Risk: data security

Slide 3/5 – HOW — Most large banks employ *all four* models simultaneously depending on the product and market.
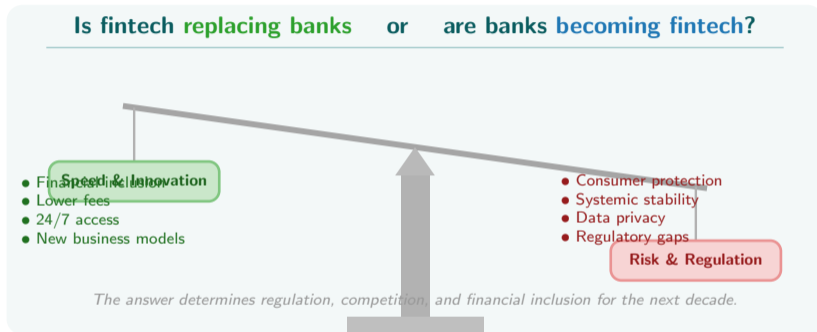
# Where Is Fintech Winning? Global Adoption Patterns



**Illustrative Fintech Adoption by Region and Category**

*leapfrog effect*

Legend: Mobile Payments, Digital Lending, Neobanks, InsurTech

*Conceptual adoption levels – illustrative comparison only. Actual metrics vary by source and definition.*

Slide 4/5 – WHERE — Regions with weaker traditional banking often leapfrog to mobile-first solutions (M-Pesa, Alipay, PIX).

# So What? Innovation vs. Stability – The Ongoing Balance

**Is fintech replacing banks** **or** **are banks becoming fintech?**

Speed & Innovation

- Financial inclusion
- Lower fees
- 24/7 access
- New business models

- Consumer protection
- Systemic stability
- Data privacy
- Regulatory gaps

Risk & Regulation

*The answer determines regulation, competition, and financial inclusion for the next decade.*

Slide 5/5 – SO WHAT — "Fintech is not a technology story – it is a governance story told in the language of technology." (L01 core thesis)