

Fintech ecosystem Germany

Germany meets THE SILICON VALLEY OF EASTERN EUROPE

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Berlin, 29 June 2020

bitkom



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Digitale Transformation at Bitkom

Active members in Digital Banking & FinTech department



Bitkom membership development (2001-19)

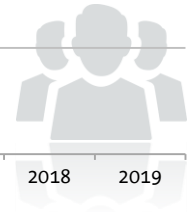
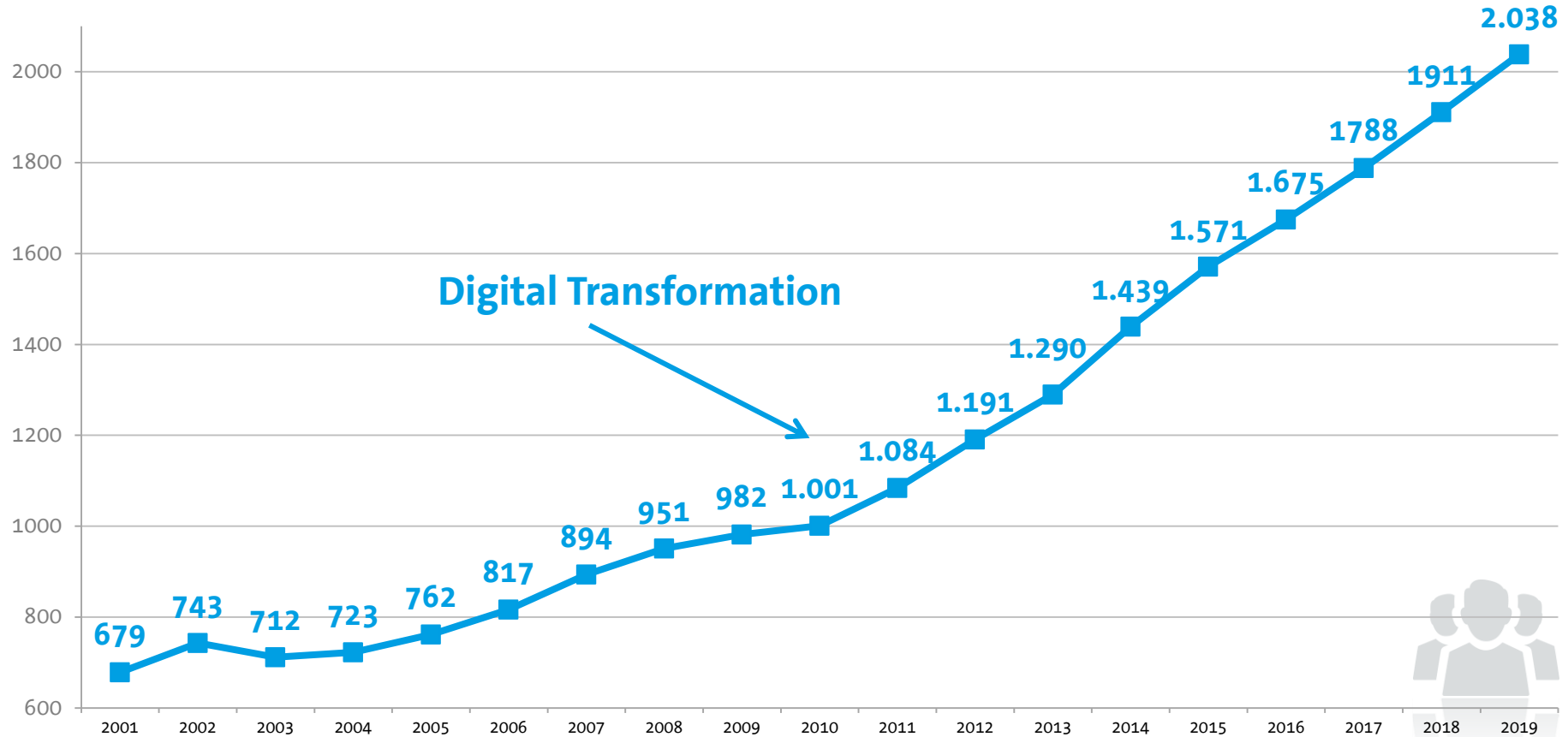
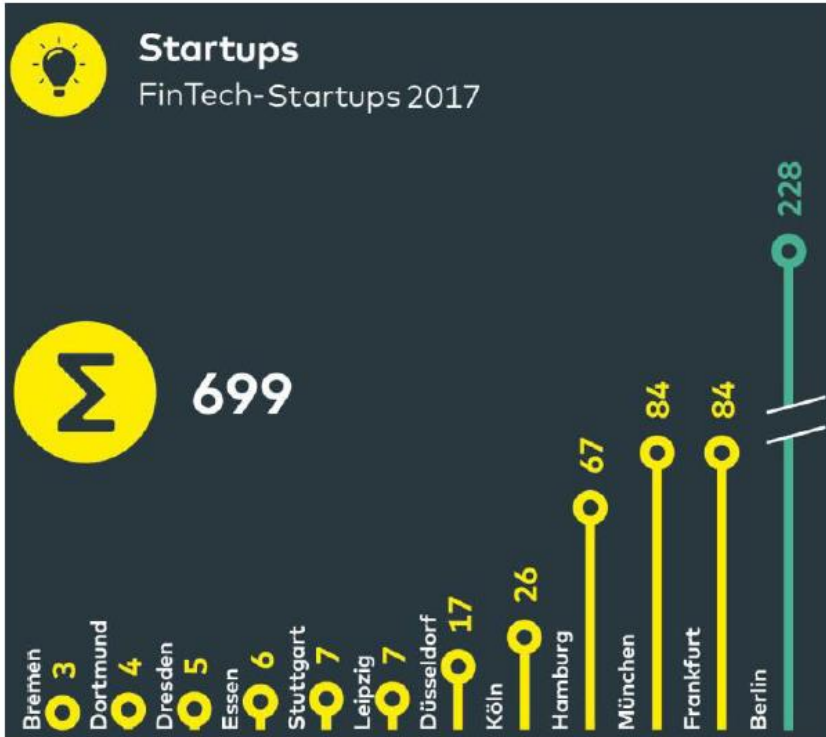


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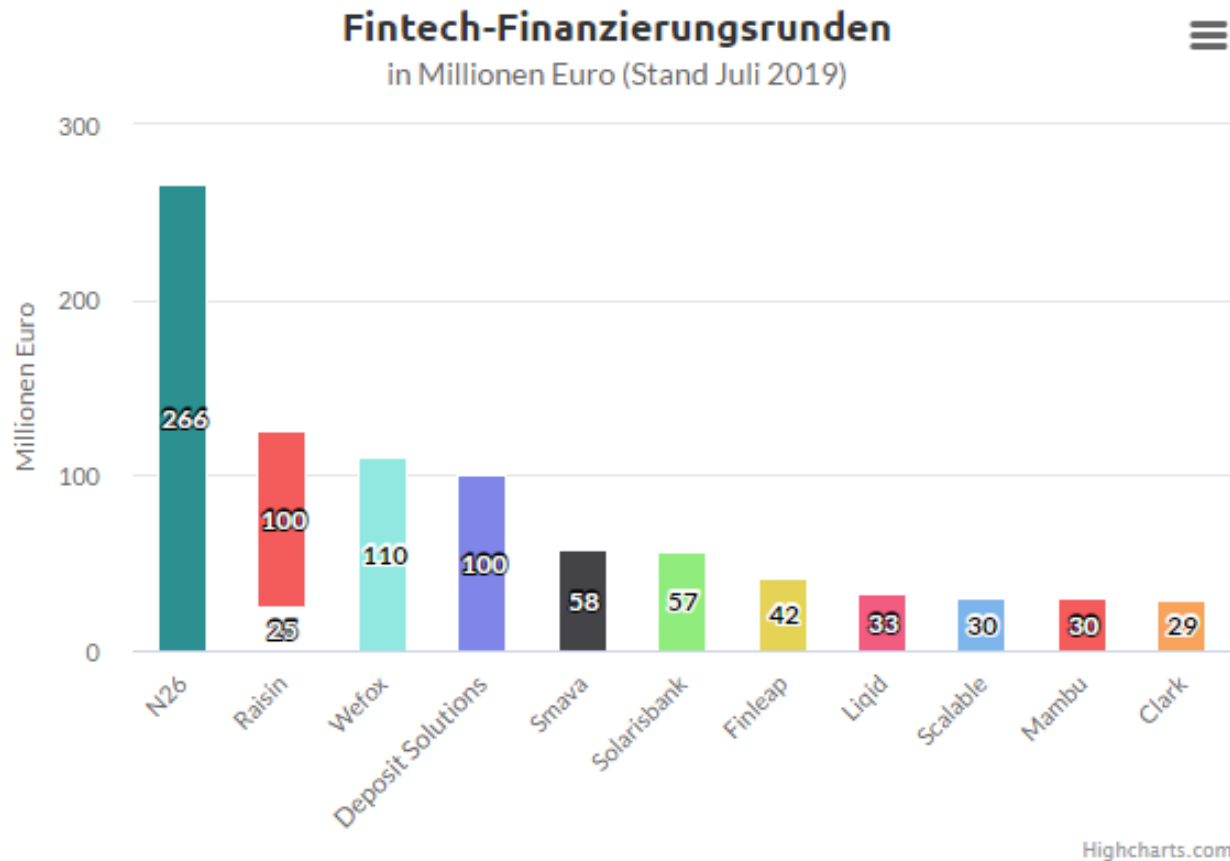


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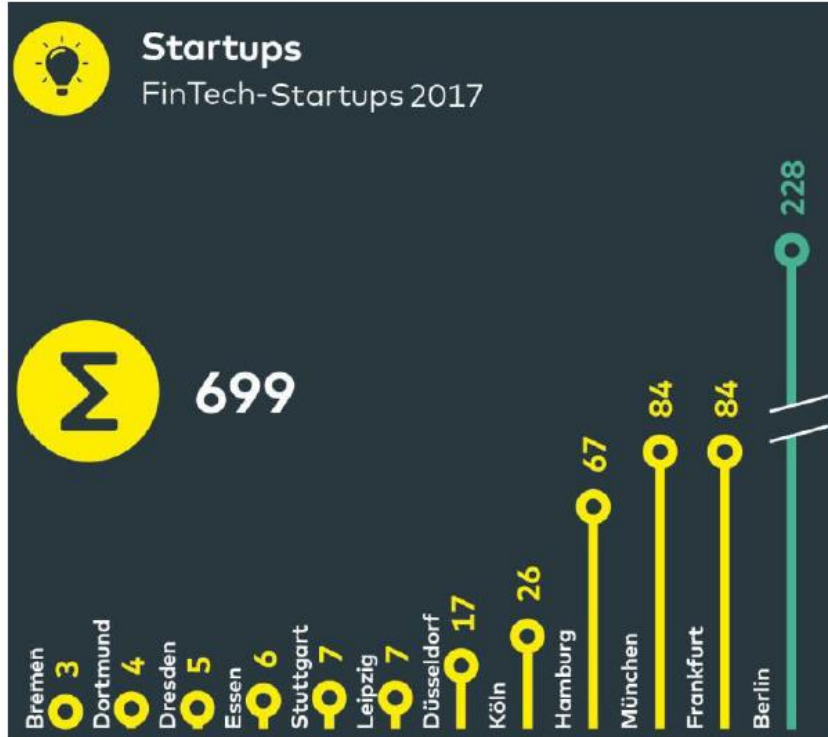
Number of fintechs & funding rounds



Recent funding rounds

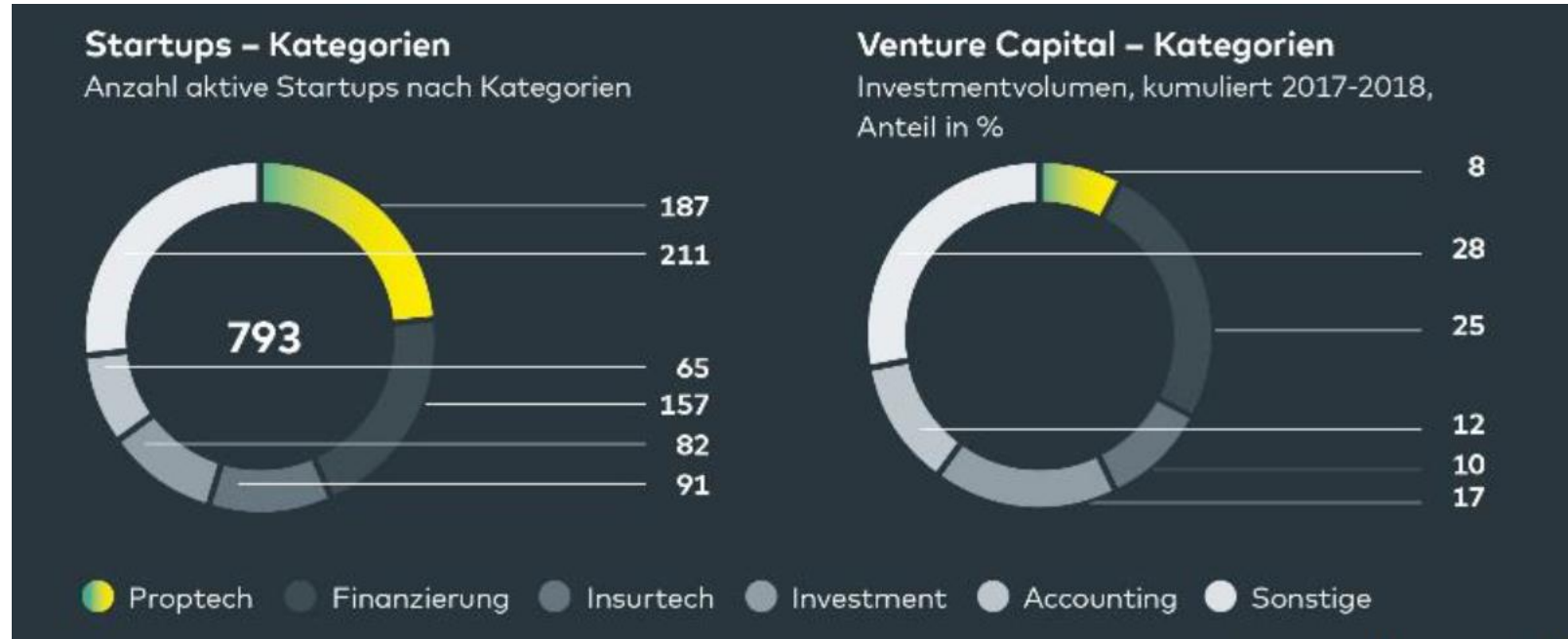


Fintechs in Germany and where to find them



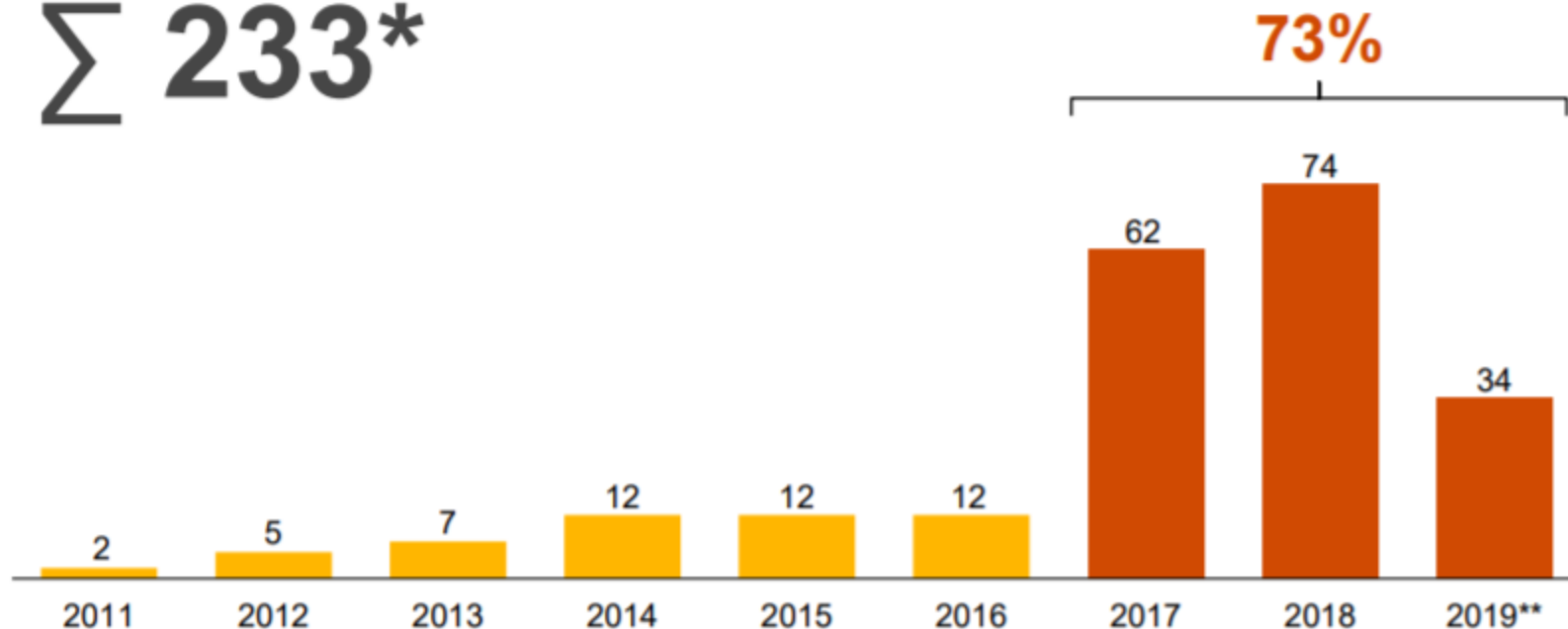
- Berlin, not Frankfurt
- München gets traction, overtakes Frankfurt
- Reasons for Berlin: low rental costs business properties, hipness, ecosystem, funding, universities, most international
- not because – despite Berlin politics ;)

Fintech categories



Fintech deaths

Σ 233*



*) Inkl. 13 zeitlich nicht zuordenbare Geschäftseinstellungen

***) Jan. bis Mai

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Open Banking

Phase 1: »unbundling the banks«

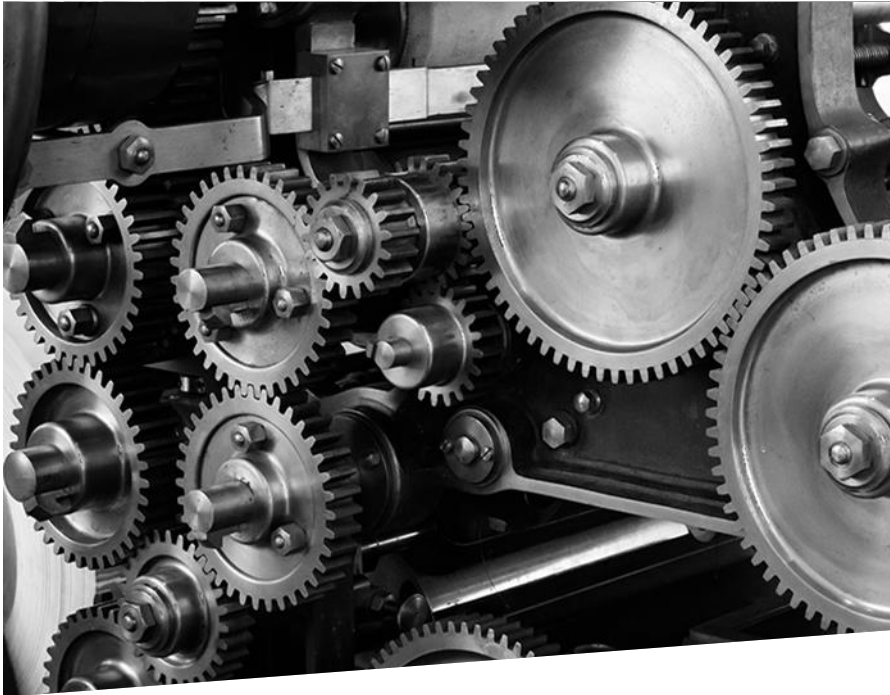


- old world: integrated banks, full stop shop
- fintechs: scaling quickly, narrow scope
- examples
 - Weltsparen/Raisin, 17 Mrd. Euro
 - Scalable Capital, > 1,7 Mrd. Euro

»banks vs. fintechs«

Open Banking

Phase 2: »rebundling fintechs & banks«

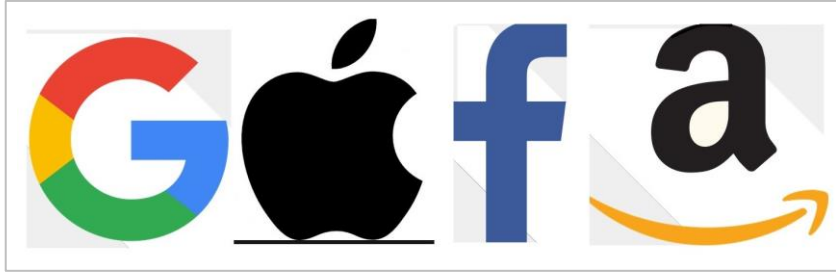


- business opportunities on both sides
- examples cooperations
 - Weltsparen/Raisin: 86 banks, PayPal (19 Mio User in Germany)
 - Scalable Capital: ING (1,7 Mrd Euro), new: WhiteLabel cooperations
- examples platforms
 - N26
 - solarisBank

»Kooperationen & Investitionen«

Open Banking, PSD2 & #GAFA

Who gets the customer?

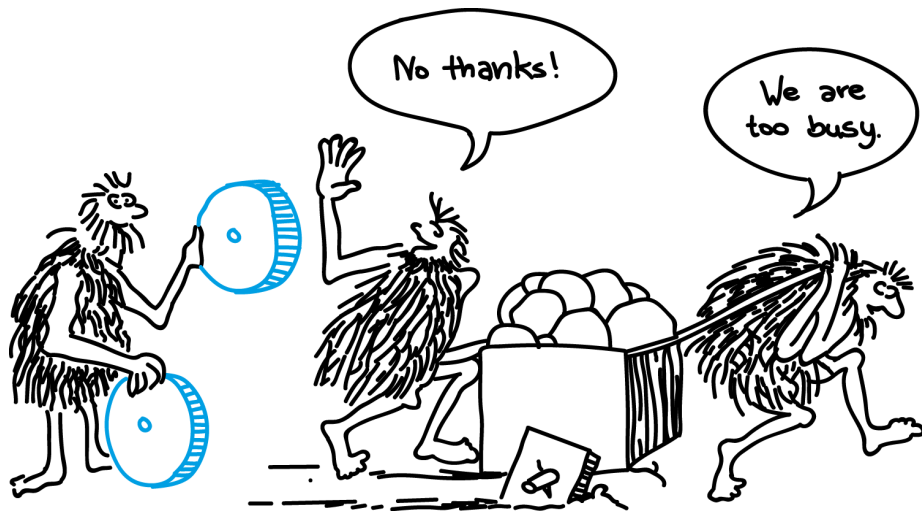


- Banking without banks
- touch points: WhatsApp (210x) versus Bank-App (1x)
- P/E-ratio of bigtechs -> obligation to grow!
- examples: Libra, GooglePay, Apple-Card, loans by Amazon & PayPal -> contextual banking (not pipeline)
- loyalty to the banks? well... maybe not

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