

How in the Future...Every Company Will Be a Fintech Company

SPEAKER

Angela Strange, Andreessen Horowitz

The background of the slide features a dense cluster of skyscrapers, likely in a financial district like Manhattan, viewed from a low angle looking up. The buildings are made of glass and steel, reflecting the light. The sky above them is a clear, pale blue.

Every Company Will Be a Financial Services Company



Startups



Financial
Services
Incumbents



All
Corporations



No One Loves Their Bank

WELLS
FARGO

CHASE

28%
Trust banks to be fair
and honest



BANK OF AMERICA

citibank



MoneyGram®
money transfer



“It’s expensive to be poor”

AMSCOT®

WesternUnion WU

Innovation is Hard

Brick & Mortar

75%
IT costs on
Maintenance

INCUMBENTS

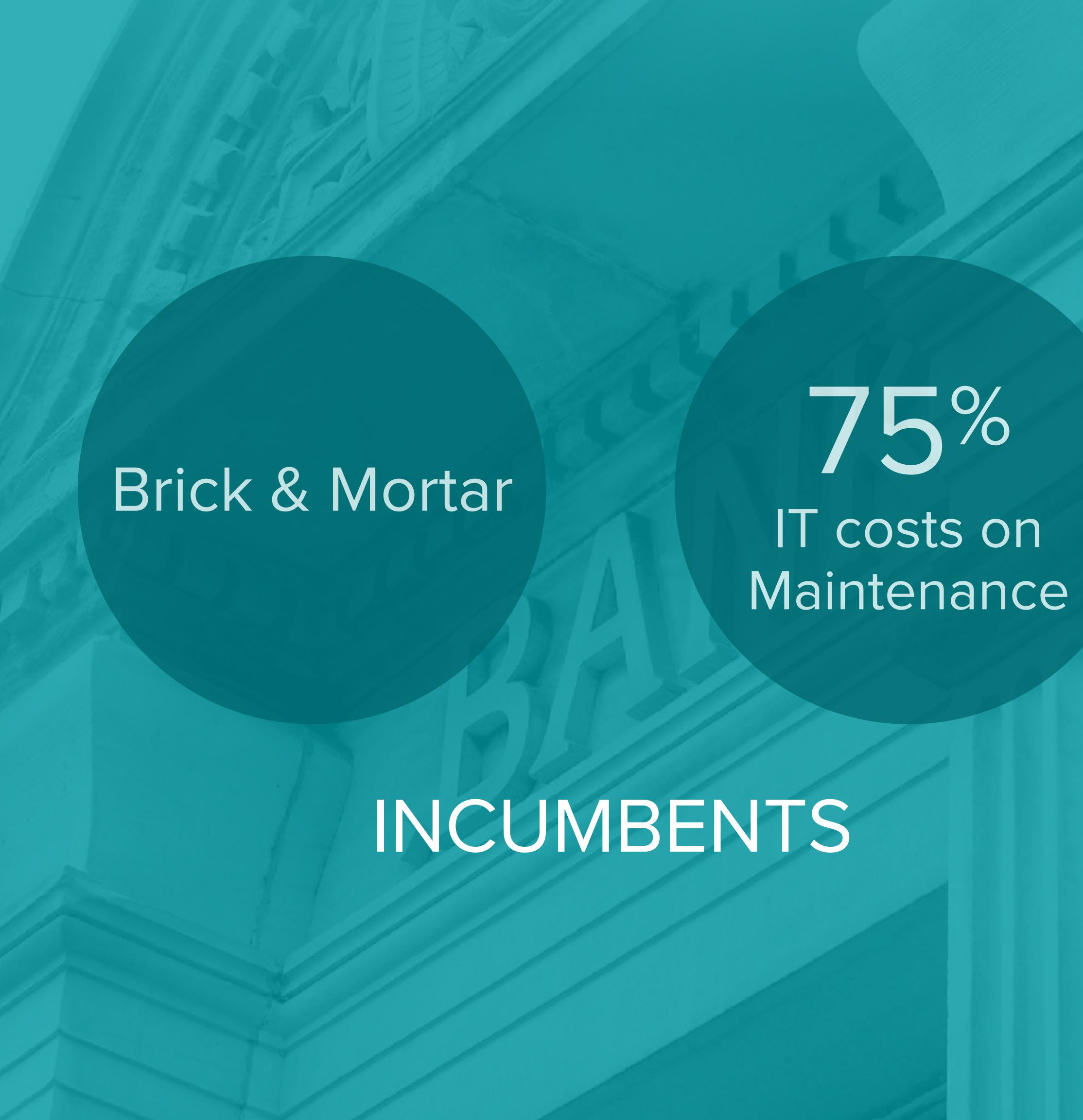
Innovation is Hard



Brick & Mortar



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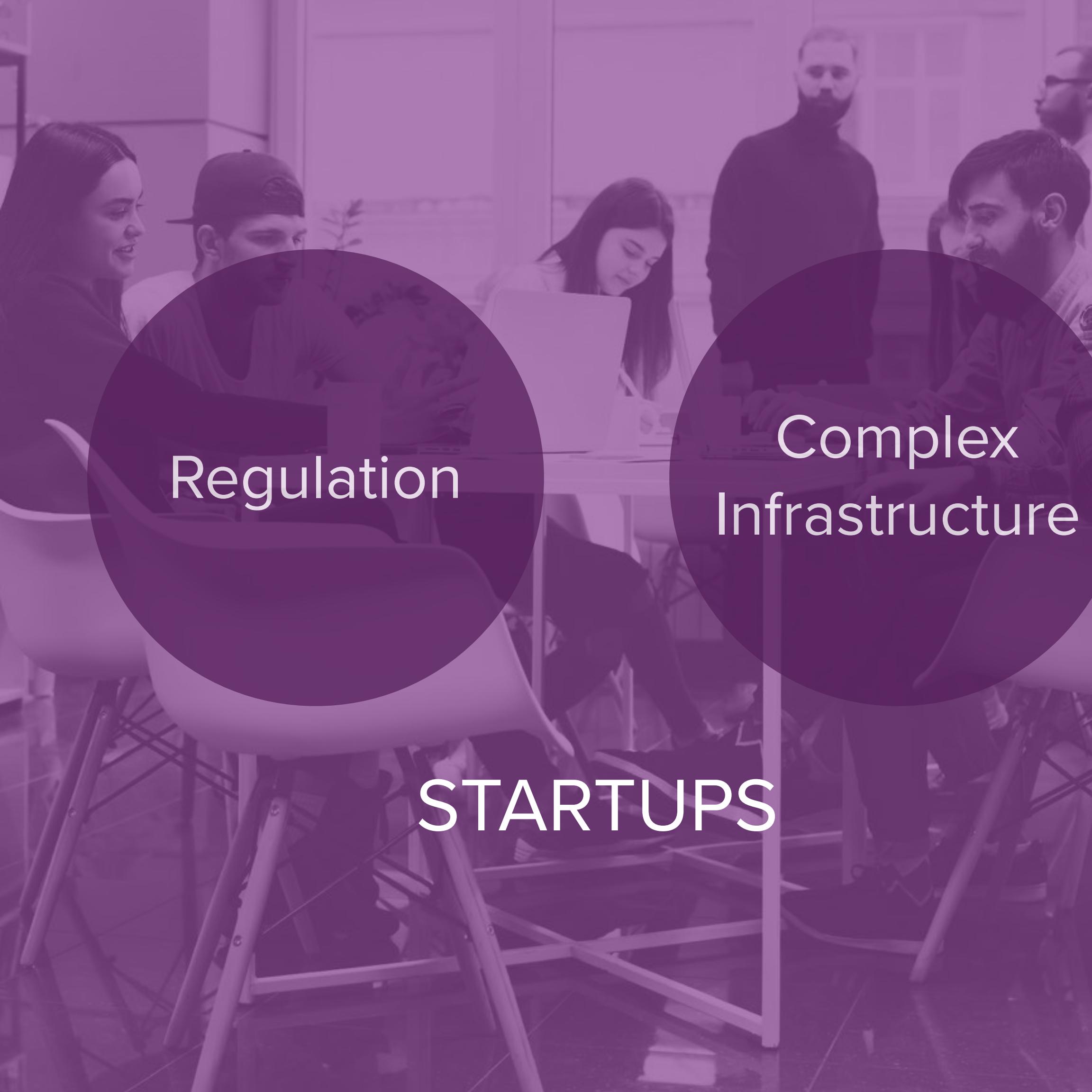
INCUMBENTS



Regulation



Complex
Infrastructure



STARTUPS

It Used to be Hard to Start a Software Company



10 YEARS AGO

\$100,000+ • Months to Deploy



TODAY

\$100 • 1 day to Deploy



Amazon Web Services Era is Coming to Financial Services



It's Not Just Fintechs

Uber

The Uber Visa Debit Card—designed exclusively for drivers

MARTECH TODAY

Shopify reports 45% revenue growth, more than one million merchants on the platform in Q3

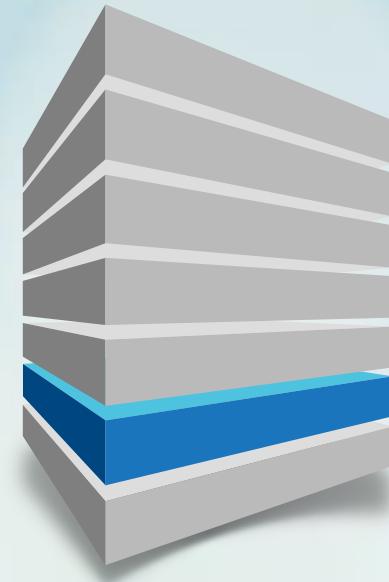
Shopify reported total revenue of \$390.6 million, a 45% increase from one year ago.

engadget

Lyft hopes free banking and cheap repairs will lure drivers away from Uber







CORE SYSTEMS

Connecting Accounts

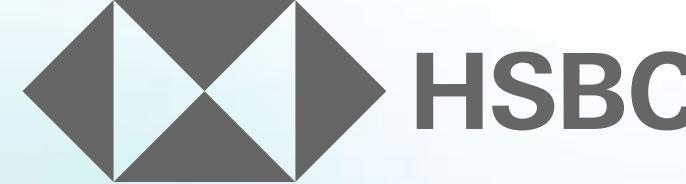
ally



State Farm®



Santander

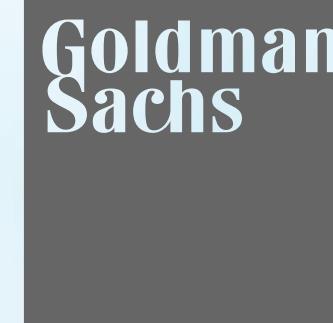


CapitalOne®



BANK OF AMERICA

CREDIT SUISSE



BARCLAYS

STATE STREET®



SUNTRUST

citi

JPMORGAN CHASE & Co.

BB&T

usbancorp

KeyBank



Deutsche Bank

FIFTH THIRD BANK

BNY MELLON



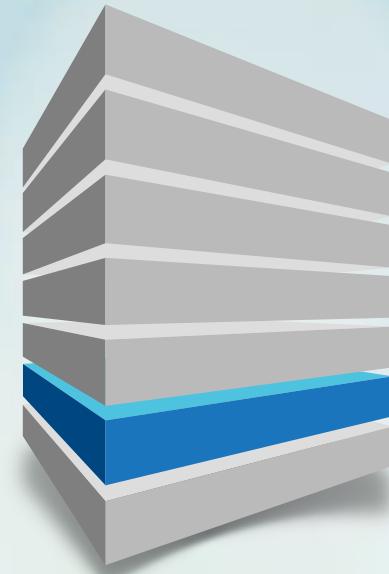
Citizens Bank®

UBS

Morgan Stanley

UnionBank

TD Bank



CORE SYSTEMS

Connecting Accounts

ally

E*TRADE®
State Farm®

SUNTRUST

KeyBank

BNY MELLON

charles
SCHWAB

AMERICAN
EXPRESS

PNC

Santander

Fidelity
INVESTMENTS

WELLS
FARGO

Citizens Bank®

TIAA

UBS

HSBC

CapitalOne®

BANK OF AMERICA

citi

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Goldman
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USAA

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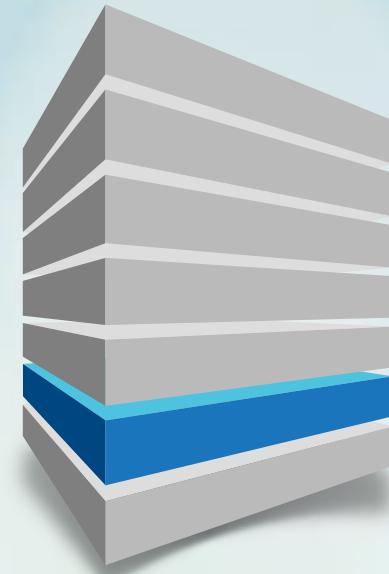
UnionBank

STATE STREET.®

usbancorp

FIFTH THIRD BANK

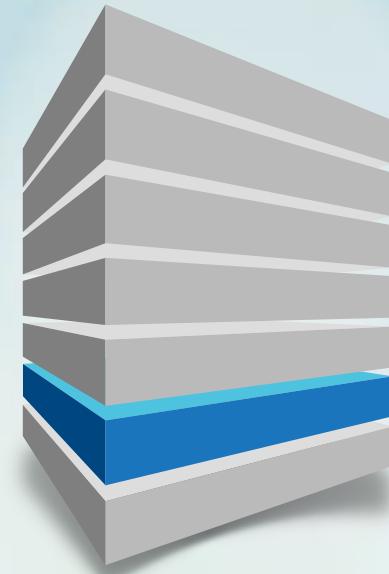
TD Bank



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Connecting Accounts

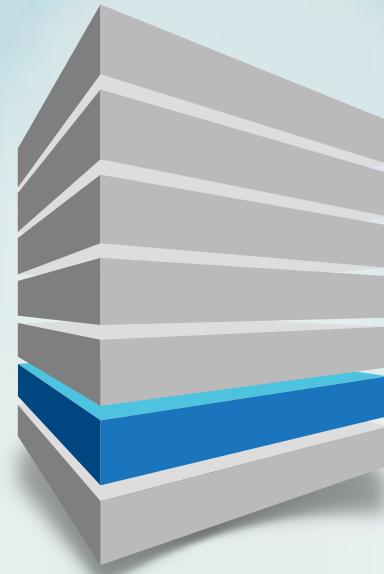




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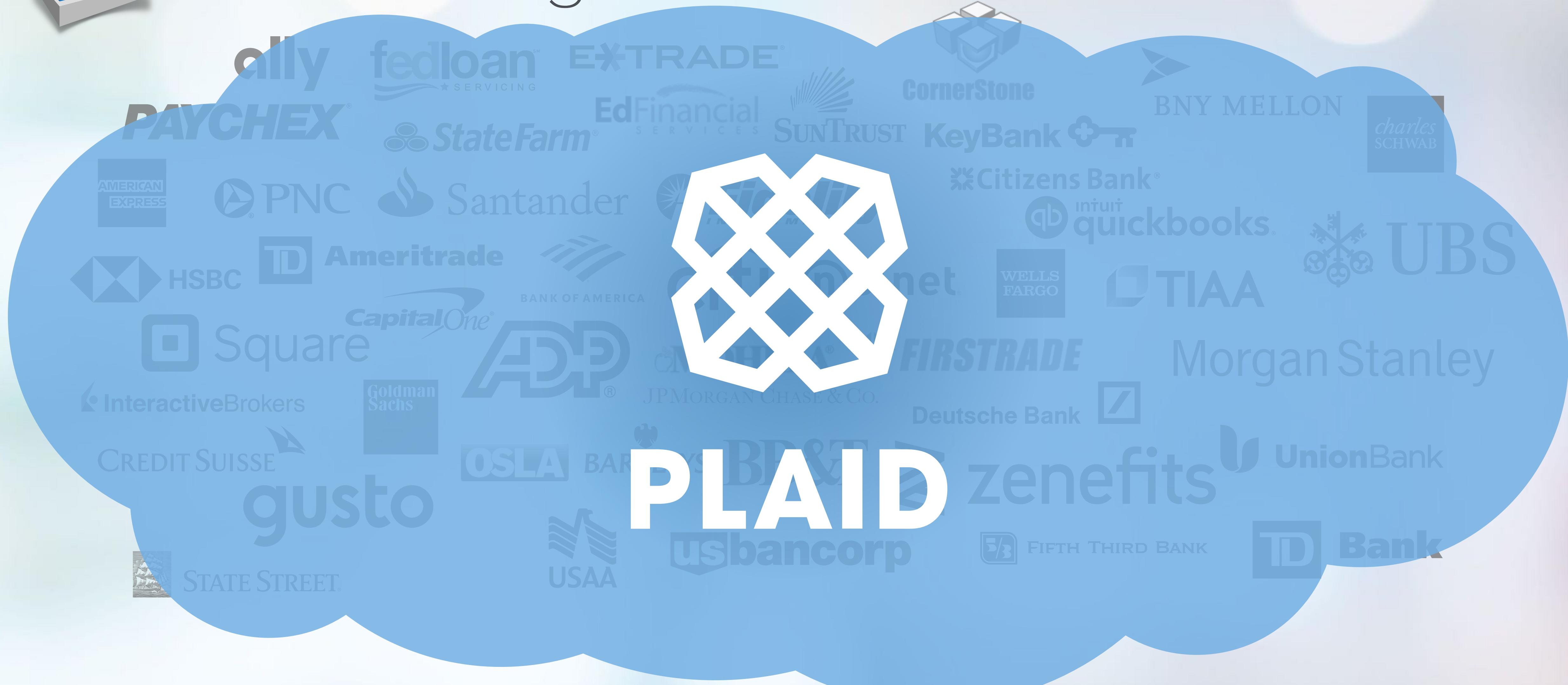
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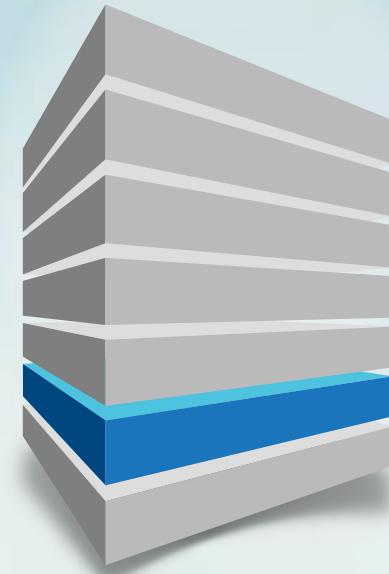




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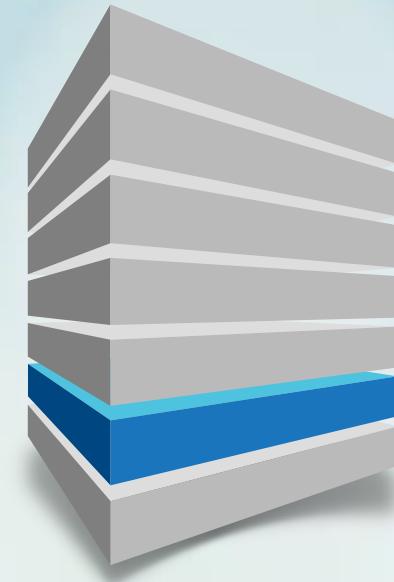




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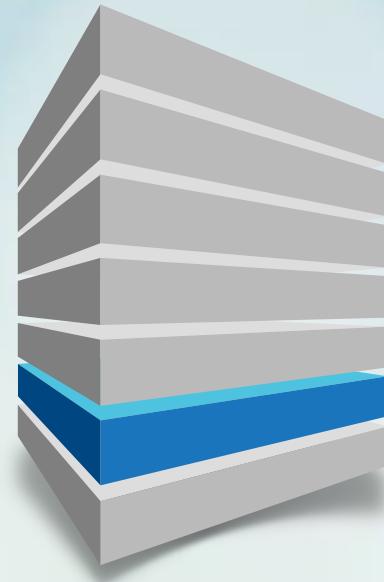




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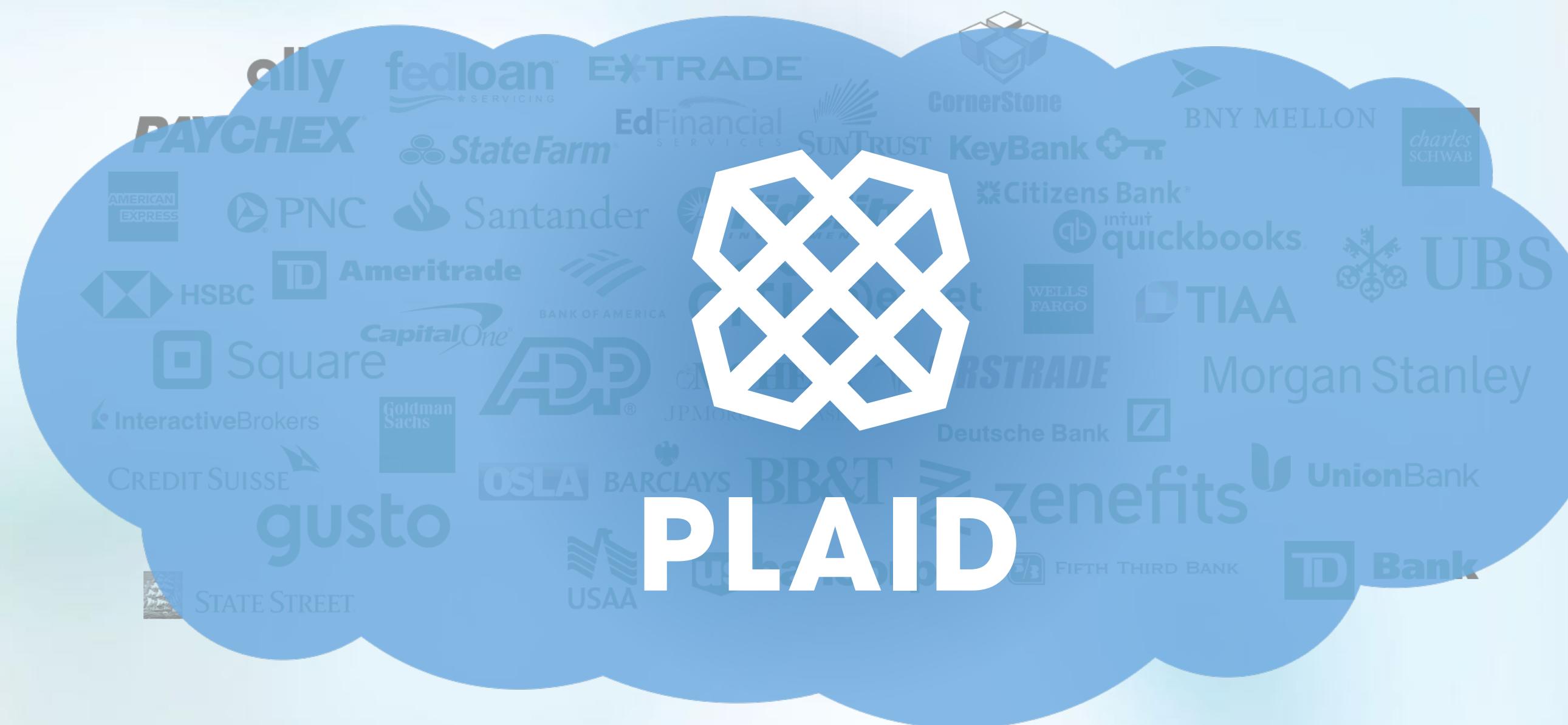
Connecting Accounts





CORE SYSTEMS

Connecting Accounts



Department of Education Loans

Account: E817782315

Next Due Date: 3/17/2016

Sort by: Interest Rate | Due Date | Loan Balance

Group ID	Interest Rate	Outstanding Balance	Payment Amount
B	6.800	3711.15	\$0.00
E	6.800	5247.14	\$0.00
F	6.800	7465.47	\$0.00
C	7.900	5115.47	\$0.00



LICENSE, CORE SYSTEMS, PAYMENTS, DATA

Checking Account + Debit Card





LICENSE, CORE SYSTEMS, PAYMENTS, DATA

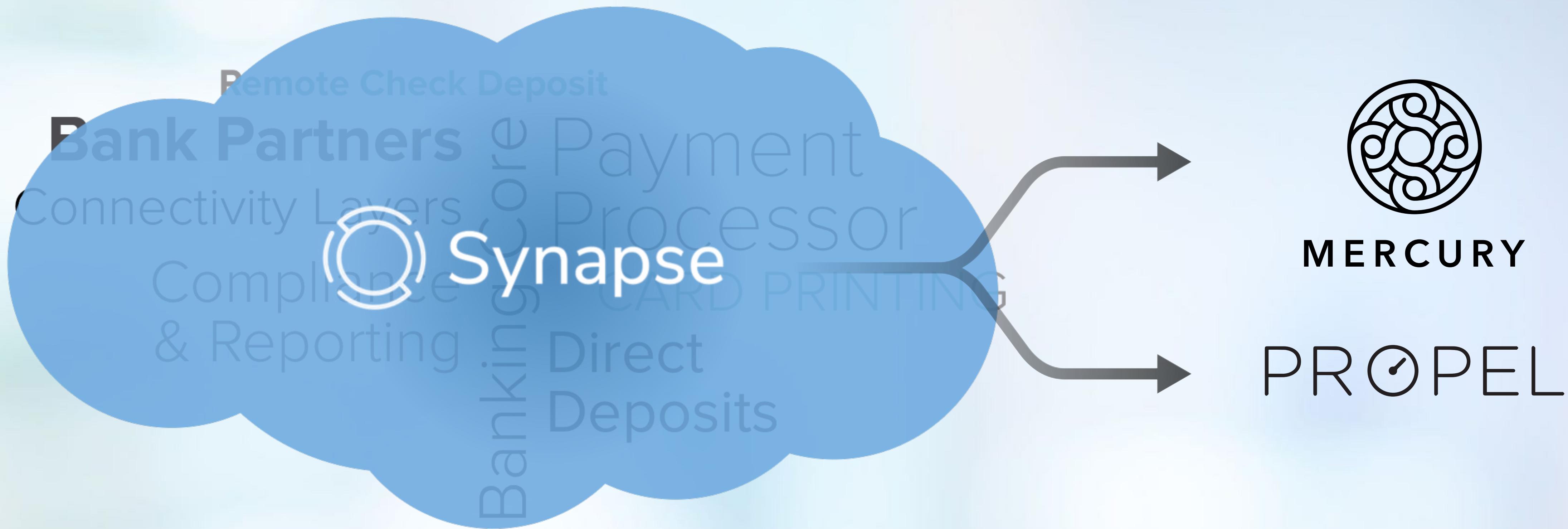
Checking Account + Debit Card

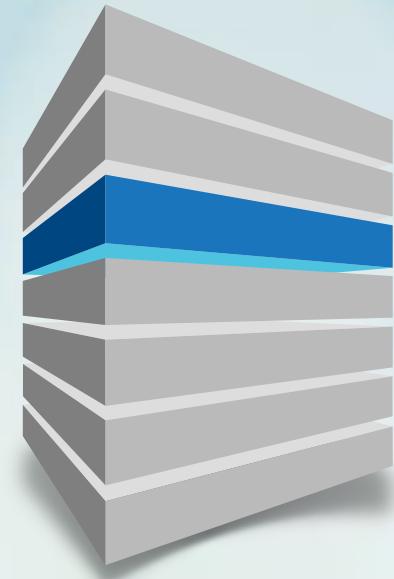




LICENSE, CORE SYSTEMS, PAYMENTS, DATA

Checking Account + Debit Card

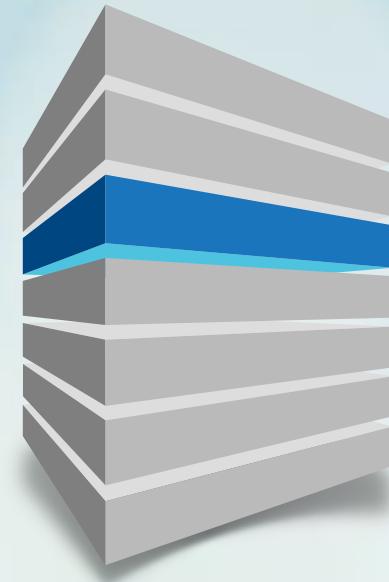




REGULATORY

Anti-Money Laundering





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Anti-Money Laundering

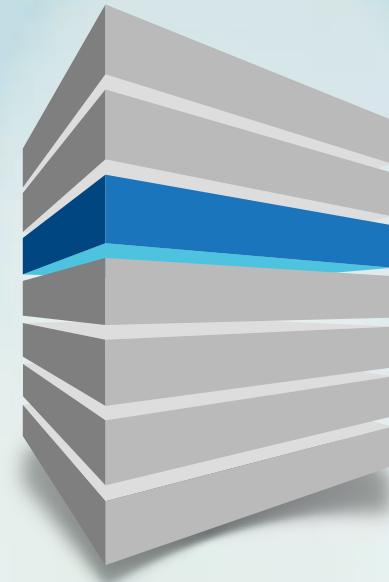
False Positives

**Comply
Advantage**

Manual
Reviews

100s of
Sanctions
lists

<3%
Caught!



REGULATORY

Anti-Money Laundering

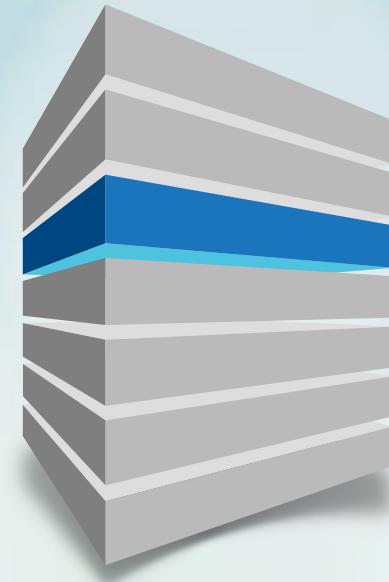
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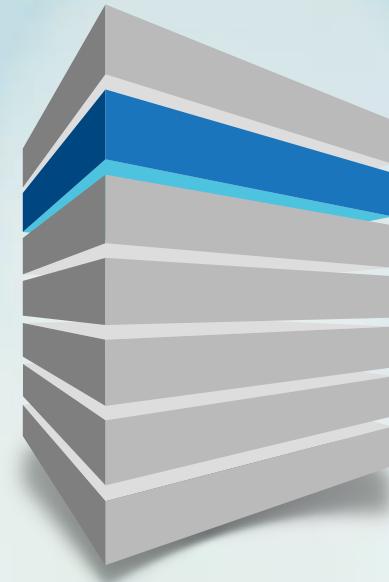
REGULATORY

Anti-Money Laundering



Enables

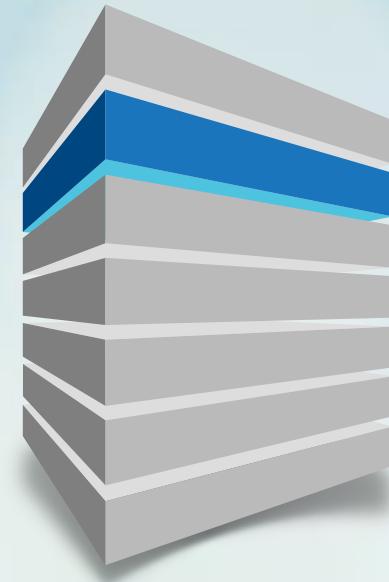
- Higher Success Rates
- Better Customer Experience
- Reduced Cost



FRAUD

Synthetic Fraud

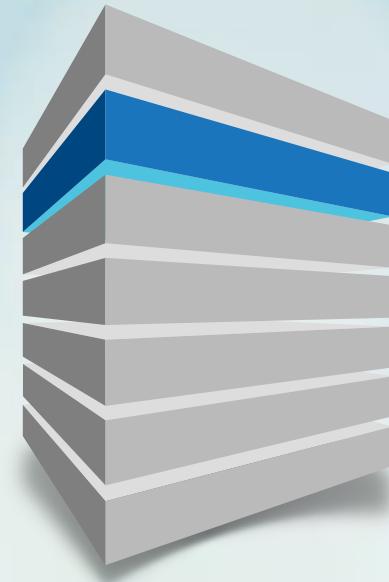




FRAUD

Synthetic Fraud





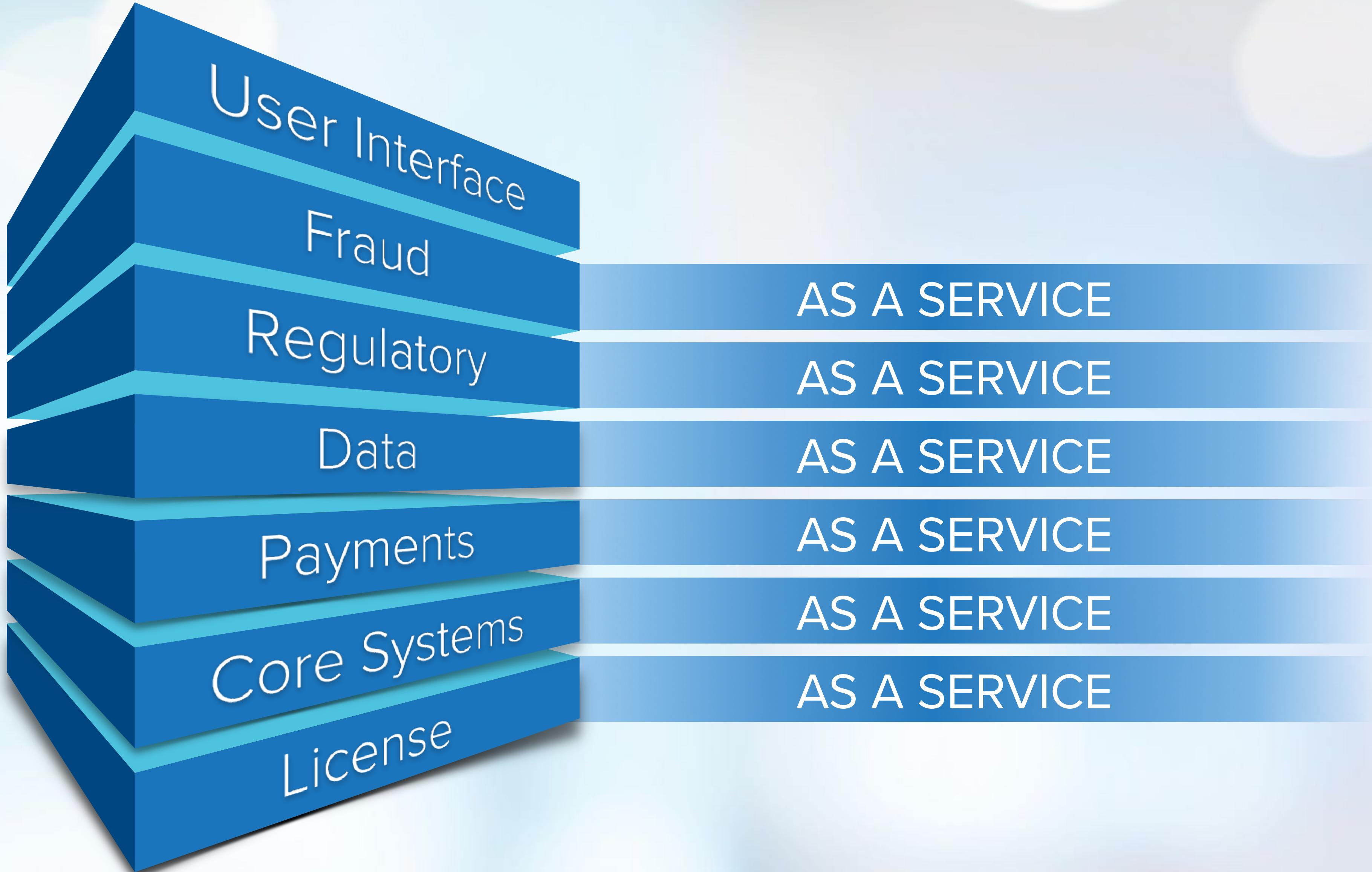
FRAUD

Synthetic Fraud

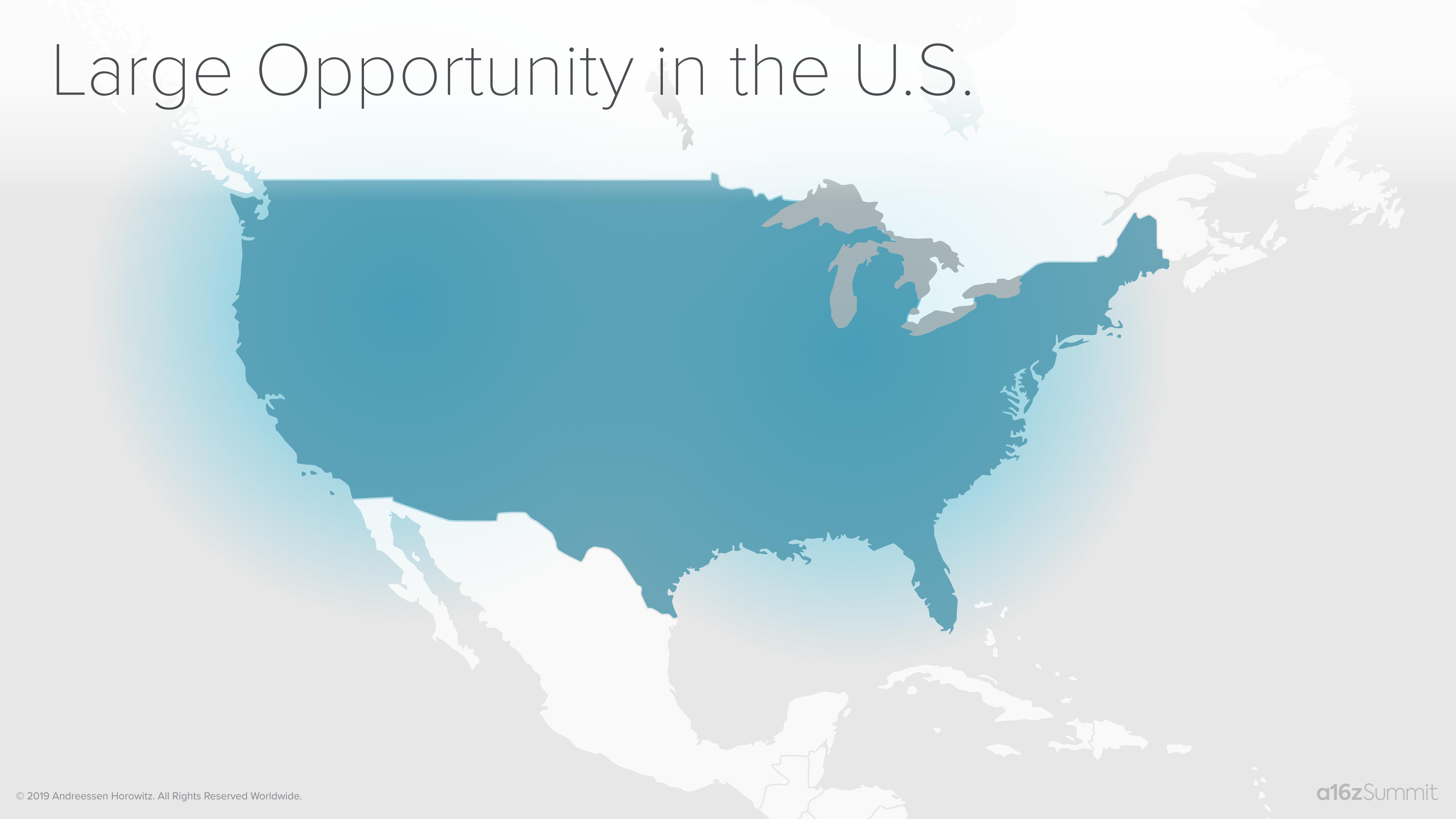


Reduces Fraud for:

Card Issuers
Auto Loans
Personal Loans
SMB Loans



Large Opportunity in the U.S.



Even Bigger Opportunity Worldwide





Startups



Financial
Services
Incumbents



All
Corporations



The background of the slide features a dense cluster of skyscrapers, likely in a city like New York or Chicago, with their glass and steel facades reflecting the light. The buildings are tightly packed, creating a sense of urban density and height.

Every Company Will Be a Financial
Services Company

The background features a vibrant orange color with a subtle, organic texture. It consists of numerous concentric, wavy, petal-like or leaf-like shapes that radiate from the center, creating a sense of depth and movement.

a16zSummit