



Digital Banking For Analogue Customers

Duncan Cockburn, Founder & CEO, Onebanks

Wednesday, 03 August 2022



A Word From Today's Chairman

Professor Michael Mainelli

Chairman
Z/Yen Group





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Today's Agenda

- 11:00 – 11:05 Chairman's Introduction
- 11:05 – 11:25 Keynote Presentation – Duncan Cockburn
- 11:25 – 11:45 Question & Answer



Today's Speaker

Duncan Cockburn
Founder & CEO
Onebanks





OneBanks

All banks. One location. All welcome.

Duncan Cockburn
duncan@onebanks.co.uk



Digital banking for analogue customers

A Quick Question

Number of people YET to adopt online banking

30%

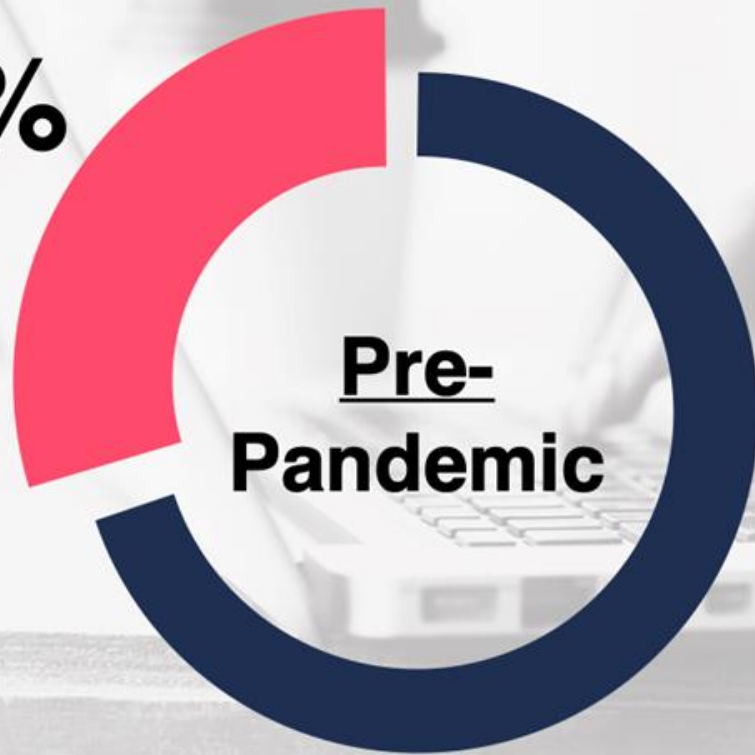


* Information from the head of large UK retail bank

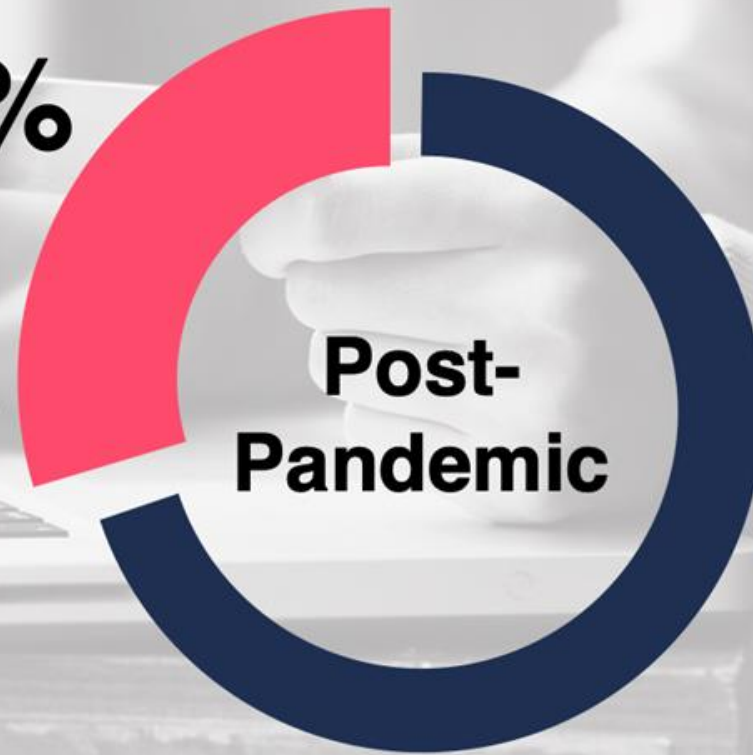
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Urgent problem for banks and society

Problem for banks

Banks under profitability headwinds

Most of the UK's 6,000 bank branches not economically viable

Government and regulators clamping down on branch closures

Problem for society

Millions without skills to access digital banking being left behind

People deprived of essential financial services due to branch closures

Customers and SMEs must travel further to access basic banking services

Solutions in other industries

Other industries moving to subscription and shared infrastructure economy

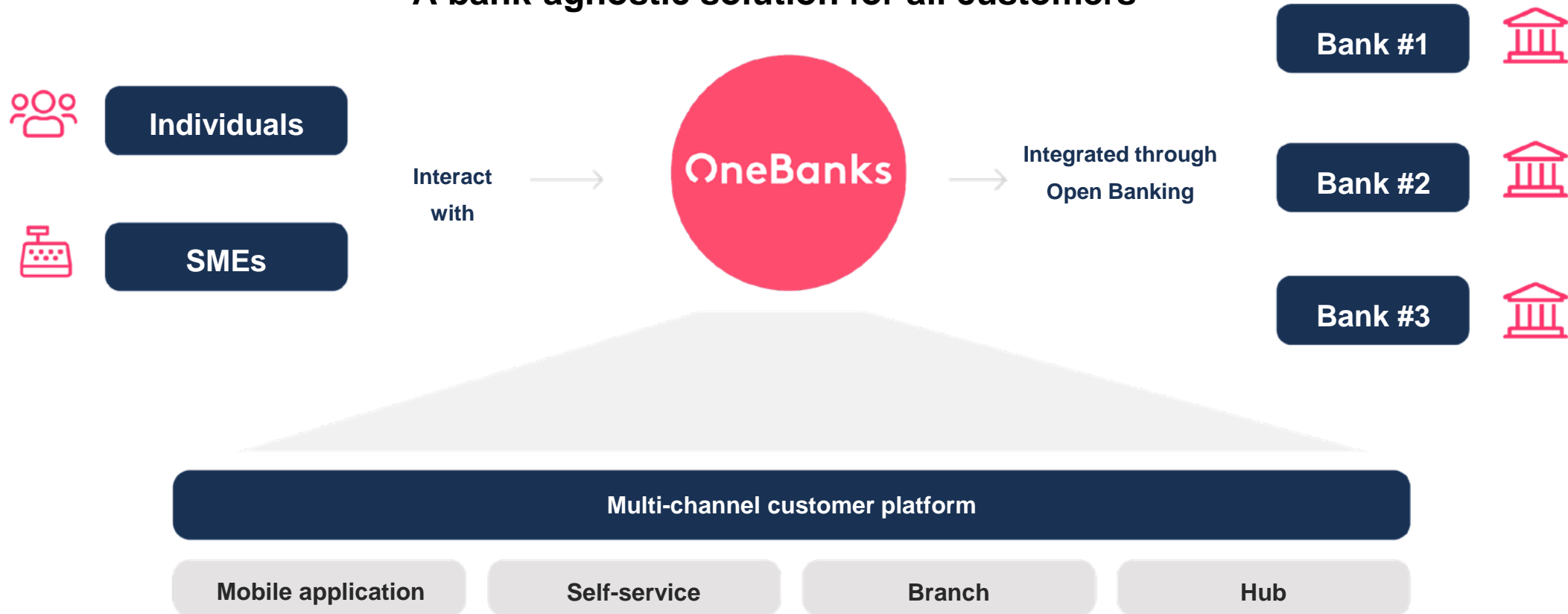
Allowing customers to conveniently access services in cost-efficient manner

Companies can focus on main business, leaving non-core operations to third parties



Solution: OneBanks ecosystem

A bank-agnostic solution for all customers



OneBanks is a **technology platform** which seeks to enable financial institutions to maintain or broaden a **cost-efficient** presence, connecting the digital world with the physical one to ensure no consumer is left behind.



Hubs live in three sites in the UK



Format: P1



Format: P2



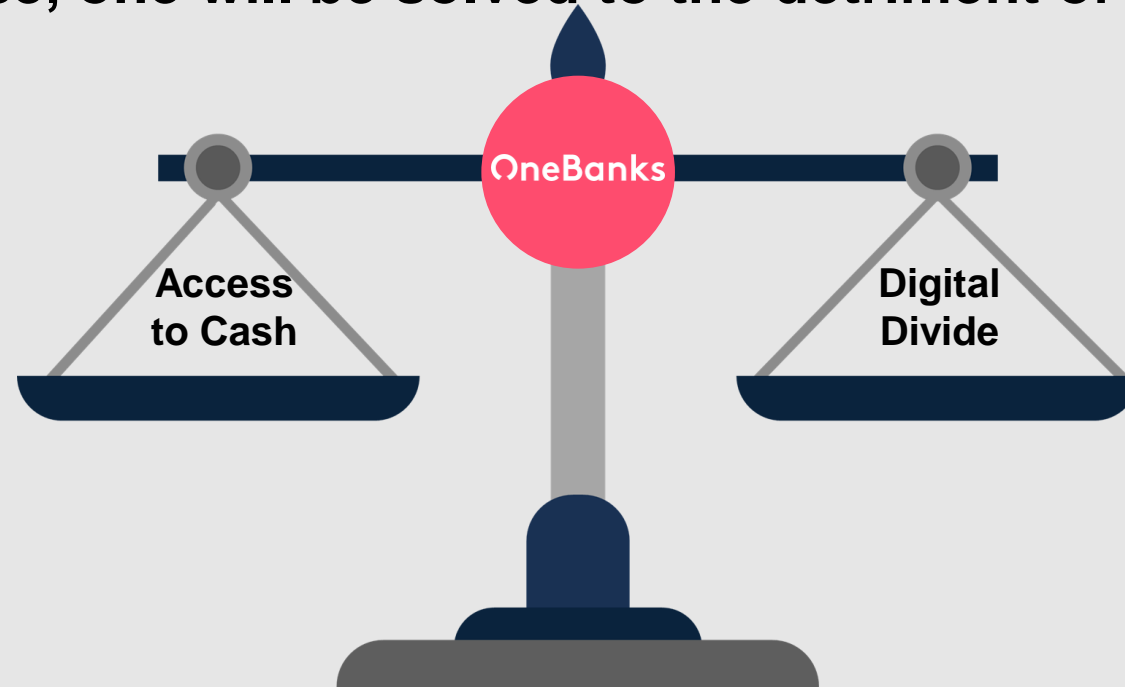
Format: P3

- OneBanks sites are customizable depending on the needs of banks and communities
- Solutions range from technology licencing, a self-service device, through to a bank branch equivalent



Market positioning

Access to digital and access to cash issues need to be solved in tandem, otherwise, one will be solved to the detriment of the other



OneBanks OneBanks has a digital solution which is focussed on supporting a sustainable cash infrastructure, enabling people to access cash for as long as they require and support people on the digital journey



How OneBanks are innovating to support analogue customers

Open banking was introduced to provide customers with more control over who they share data with.

This concept of decentralised finance needs to be embraced within the cash space to allow customers to transact however, wherever and whenever they want.

Identity

Data

Payments

- New ways to authenticate customers and drive great customer experience
 - Cardless but not yet cashless
- Supports a wide range of transactions in a cost effective and compliant manner

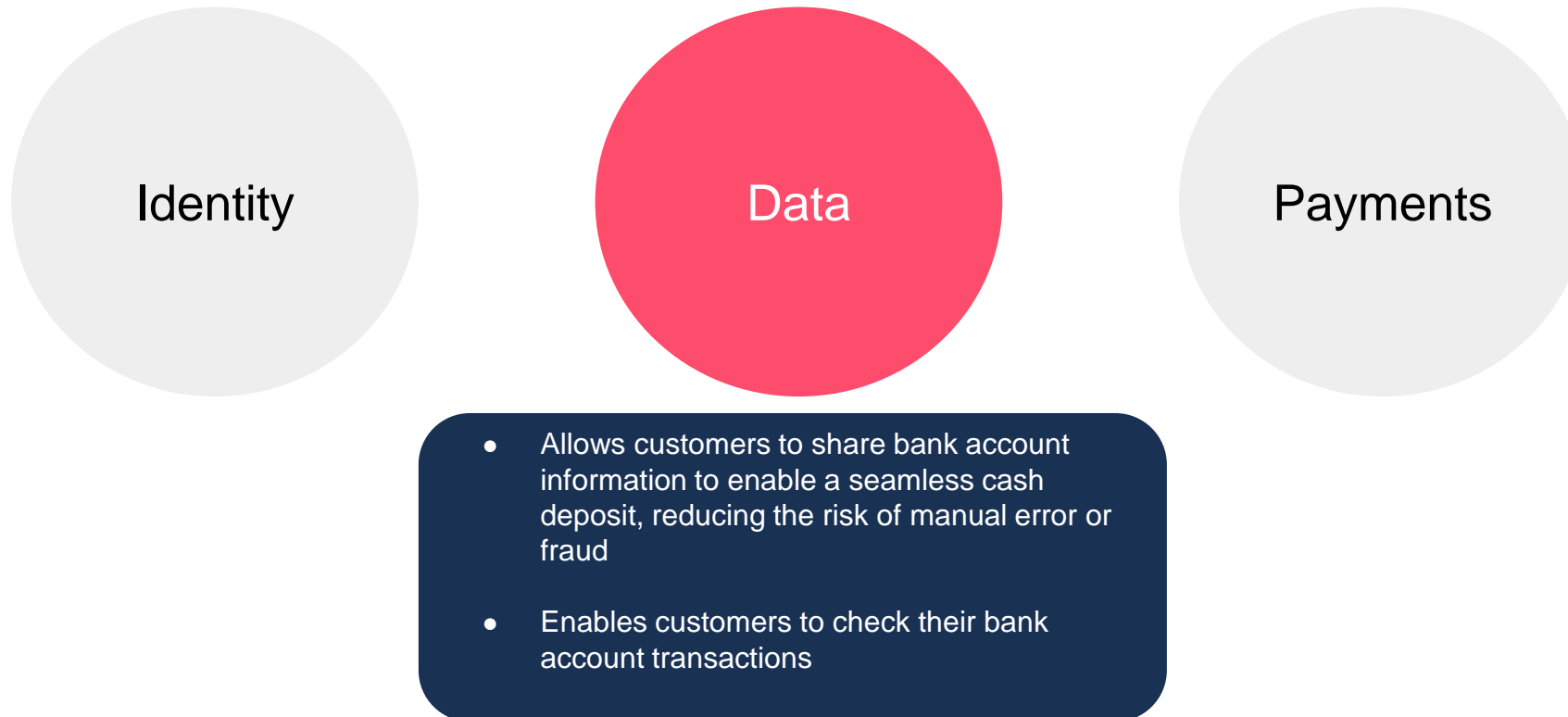
Banks have the unique opportunity to embrace decentralised solutions in order to drive innovation and competition and the help their customers access cash but also move digital



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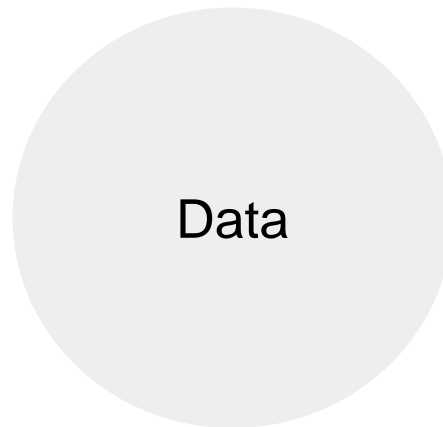
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- Built on top of faster payments which means there are more and more solutions which will continue to improve customer experience
- Enables customers to benefit from the latest payment solutions eg CoP or RtP

Banks have the unique opportunity to embrace decentralised solutions in order to drive innovation and competition and the help their customers access cash but also move digital



Roll out plans

01 Kiosk proof of concept

Located in underbanked locations to increase public brand, test the technology and be involved in the Communities Access to Cash Pilots

Completed

02 Paid pilot with banks

Aim is to showcase the flexibility and capability of the technology. One with a major bank in their "pop-up" branch in a busy city shopping centre, and the other with a building society seeking to provide "last bank in town" services over the counter.

In progress

03 Expansion in UK

Working with partner banks to deploy solutions in the areas where branches are likely to close over the next 3 years.

2022/3

04 Horizontal expansion

Exploring innovative ways to support our user base and continue to connect the physical world with the digital one to ensure no one gets left behind

TBD

05 International expansion

Roll-out the solution internationally as Open Banking gains traction in Europe, we have proof points from UK market and branch rationalization gains traction

TBD



The future: uniting the physical with the digital



Enabling customers to perform everyday banking, including cash deposits, withdrawals, bill payments and support getting to online banking.



Supporting free access to cash in local communities with cash and coin recycling services.



Enabling customers to access their banking services without the need for cards or smartphones.



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Comments, Questions & Answers





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Thank You For Listening

Forthcoming Events

- Wed, 03 Aug (15:00-15:45) Nature-Based Finance – Using Bonds To Restore The Planet
- Tue, 09 Aug (10:00-10:45) Bangladesh Trade, Development & Economic Prospects In The Emerging Asian-European Supply Chain
- Wed, 10 Aug (15:00-15:45) What Does An Information Commissioner Do?
- Thu, 11 Aug (12:00-12:45) Trust In AI: Rethinking Future Command

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