



How to Accelerate Financial Services Innovation Using Third Party Technologies

Karan Jain, CEO, NayaOne

Wednesday, 07 September 2022



A Word From Today's Chairman

Professor Michael Mainelli

Chairman
Z/Yen Group





Platinum Sponsors



Gold Sponsors



Silver Sponsors



Bronze Sponsors



Contributor Sponsors





Today's Agenda

- 10:30 – 10:35 Chairman's Introduction
- 10:35 – 10:55 Keynote Presentation – Karan Jain
- 10:55 – 11:15 Question & Answer



Poll

Why is innovation in financial services important?

Because of:

- Changing customer expectation
- Changes in regulation
- Advancements in technology



Today's Speaker

Karan Jain
CEO
NayaOne

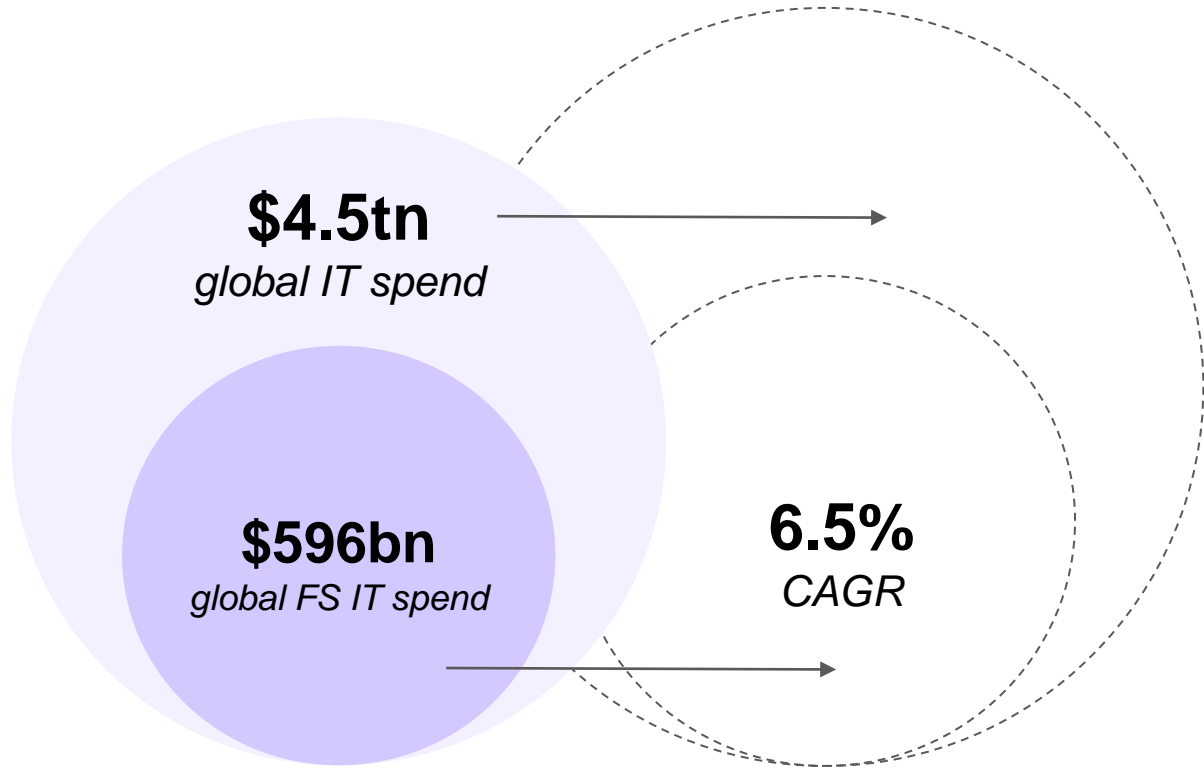




NayaOne

Strategic Fintech Infrastructure for the
Future of The Finance

Macro environment 2022



Worldwide IT Spending: Financial services

(Gartner, Inc) Global enterprise IT spending in the banking and investment services market is forecast to grow by 7.1% in 2021 to \$596 billion in constant U.S. dollars, up from \$556 billion in 2020. Spending is expected to see a five-year compound annual growth rate of 6.5% to reach an estimated \$761 billion by 2025.

Worldwide IT Spending: All sectors

(Gartner, Inc) Worldwide IT spending is projected to total \$4.5 trillion in 2022, an increase of 5.5% from 2021.

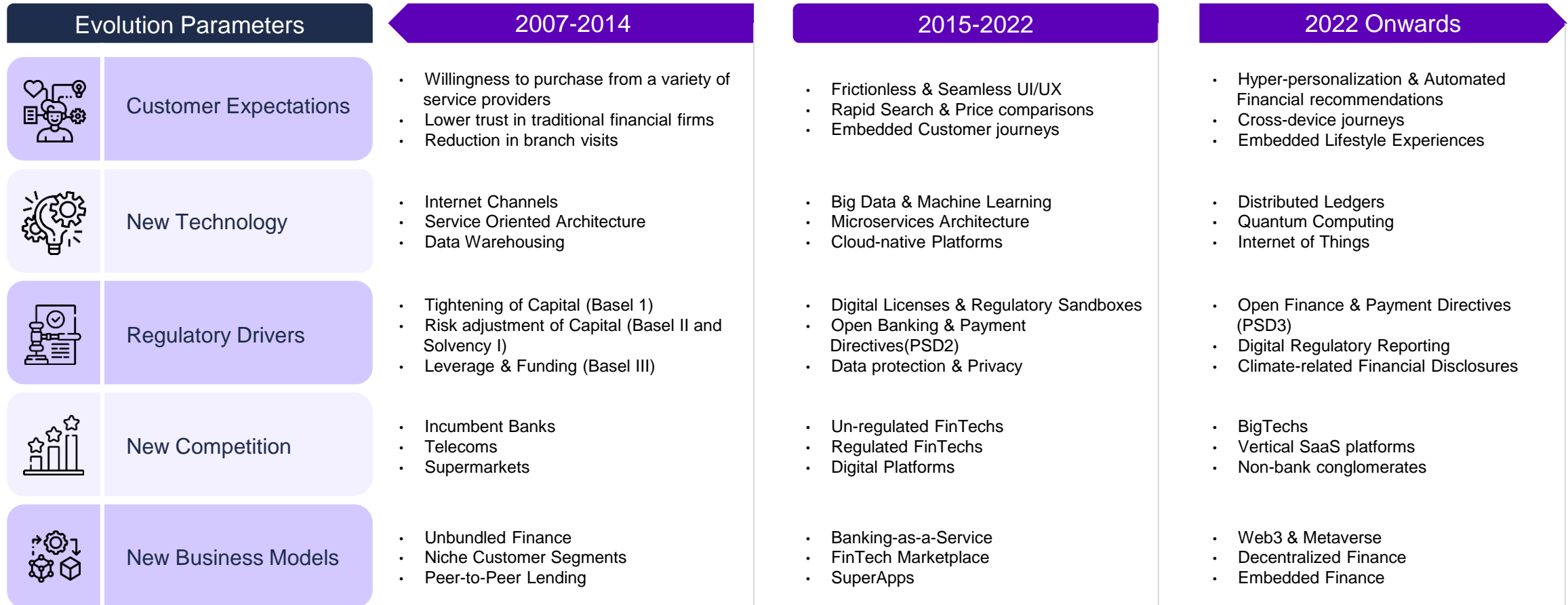
The Financial Services value chain is evolving, making transformation a necessity

Financial institutions are increasing tech spend in an attempt to address increasing pressures:

- ◇ Competition with fintechs for customer mindshare
- ◇ Margin compression
- ◇ Limited talent availability
- ◇ Inflation and rising interest rates
- ◇ Rapidly evolving technology landscape

This is exacerbating the need to establish partnerships in order to deliver and deploy at pace.

The Evolution of Financial Services Industry

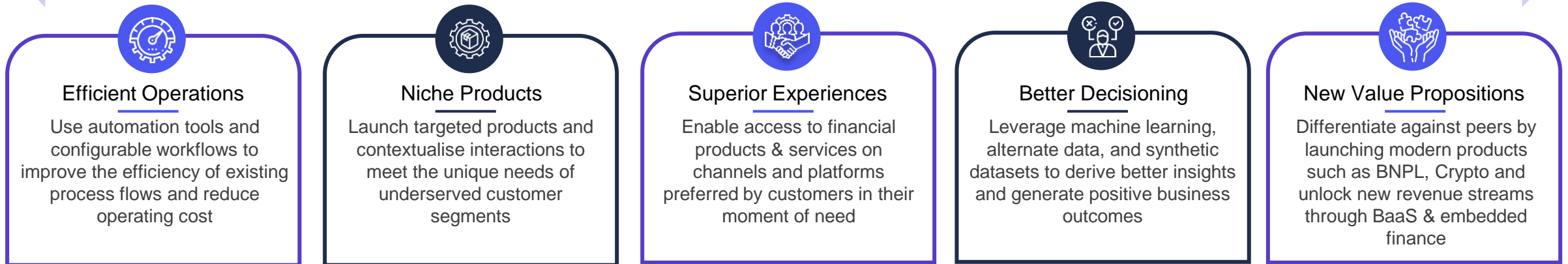


Digital Evolution in Financial Services

Over the last decade, the financial services industry has seen a lot of evolution due to digitisation, disaggregation and re-aggregation. This has resulted in new business and operating models for financial service providers, increased collaboration with other industries, and has created superior, personalized and contextual experiences for customers.

How can we innovate in financial services using third party?
































1 Financial institutions see FinTech startups as a major part of the digital future. A shift to platform-based business models and digital ecosystem set-up provides institutions with new opportunities to re-imagine and re-architect their operating models, product offerings, customer experiences, decision-making approaches, and revenue streams.



Collaboration is the way forward for Financial Services Innovation

Collaboration and Co-creation

Collaborative ways to conceptualize, create and capture value has become a norm in the way financial services industry. We are witnessing a variety of players embracing collaboration to drive innovation and transformation initiatives in their quest for growth, profitability, market expansion, and customer-centricity.

Collaboration Entities	Entities Involved	Collaboration Archetype	Collaboration Objective
Bank-Bank	   	Open finance Challenge	To invite teams of innovators from around the world to prototype and present innovative ideas.
Bank-FinTech	   	Open Banking Alliance	To allow businesses to accept instant customer payments via the Faster Payments service.
Bank-Digital Platform	 	Banking-as-a-Service	To enable convenient access to financial services for millions of consumers in Indonesia.
Bank-BigTech	 	Embedded Finance	To provide lines of credit up to \$1 million to merchants selling on the Amazon platform.
Bank-Card Network-FinTech	  	Product Partnership	To allow credit cardholders to pay via interest-free installments at merchants with a 'Pay Later' option.
FinTech-FinTech	 	FinTech Marketplace	To integrate with investment app and enable customers to easily round up their spending in real-time and invest.
BigTech-FinTech	 	Distribution Partnership	To offer Tap to Pay on iPhone for business customers to accept payments from consumers.
Regulator-Regulator	 	FinTech Bridge	To deepen cooperation on FinTech, to facilitate trade, investment and ecosystem development in the FinTech sector
Regulator-Bank	 	Regulatory Sandbox	To track updates to regulations within the FCA Handbook and align implementation with bank's internal policies.
Regulator-FinTech	 	Regulatory Sandbox	To allows hotel guests to pay for services with the Lucid Pay wristband or digital wallet
Regulator-Bank-FinTech	  	Regulatory Sandbox	To co-develop an App to help customers better manage their finances.
Government-Government	  	FinTech Bridge	To enable closer and stronger collaboration on FinTech between governments, financial regulators and the industry

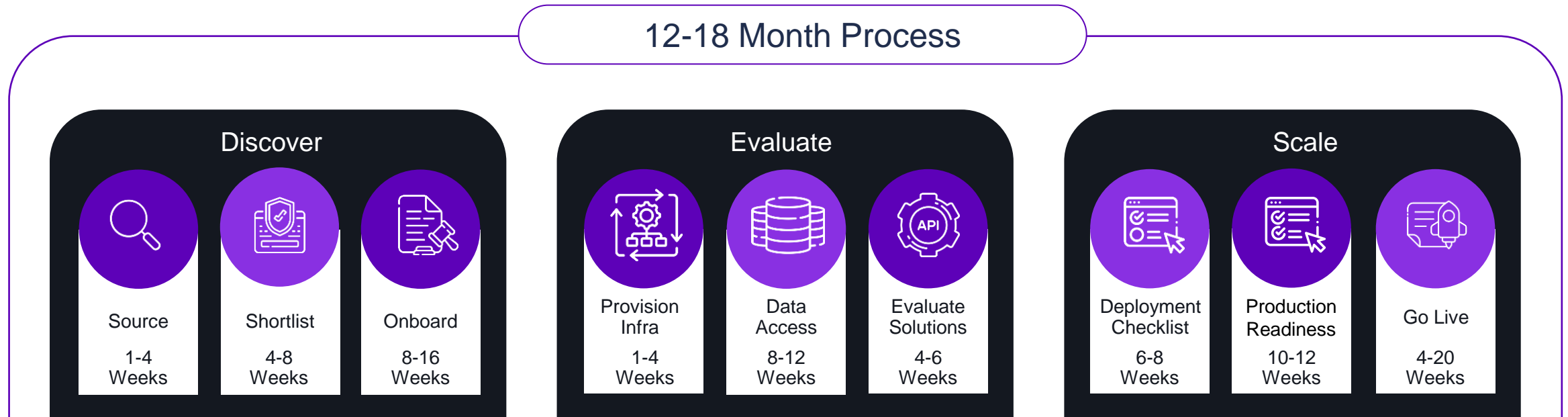


Poll

What is the biggest barrier for innovation?

- People
- Process
- Technology

Why Collaborative Innovation Is Hard?



The end-to-end process from identification of collaborative innovation partners to successfully launching innovative solutions in the market takes a long time owing to the coordination it requires between a gamut of internal teams to make arrangements for the innovation, infrastructure and datasets.

The current approach makes the collaborative innovation process extremely costly and difficult to scale across various innovation initiatives.

Activate Open Innovation

A spectrum of collaborative innovation approaches

Banks and FinTech companies cooperate in various shapes and forms, with different objectives and varying levels of financial and non-financial resource commitments from either side. Increasingly, innovative collaboration models such as accelerators, incubators, digital sandboxes and corporate venture funding have all come into the mix to propel collaborative innovation in the industry.



Tech Scouting

Use-case specific scouting of best-of breed technology solutions for experimentation & prompt launch.

Innovation Culture

Time-bound and objective-driven programs facilitating collaboration with industry experts and mentors to generate Proof of Concepts.

Crowdsourcing

Leverage the imagination and problem-solving skills of outside developers to quickly generate prototypes.

Competitive Drills

Replacing intimidating interviews with a competitive drill where candidates can show their skills in real-time.

Collaboration Platform

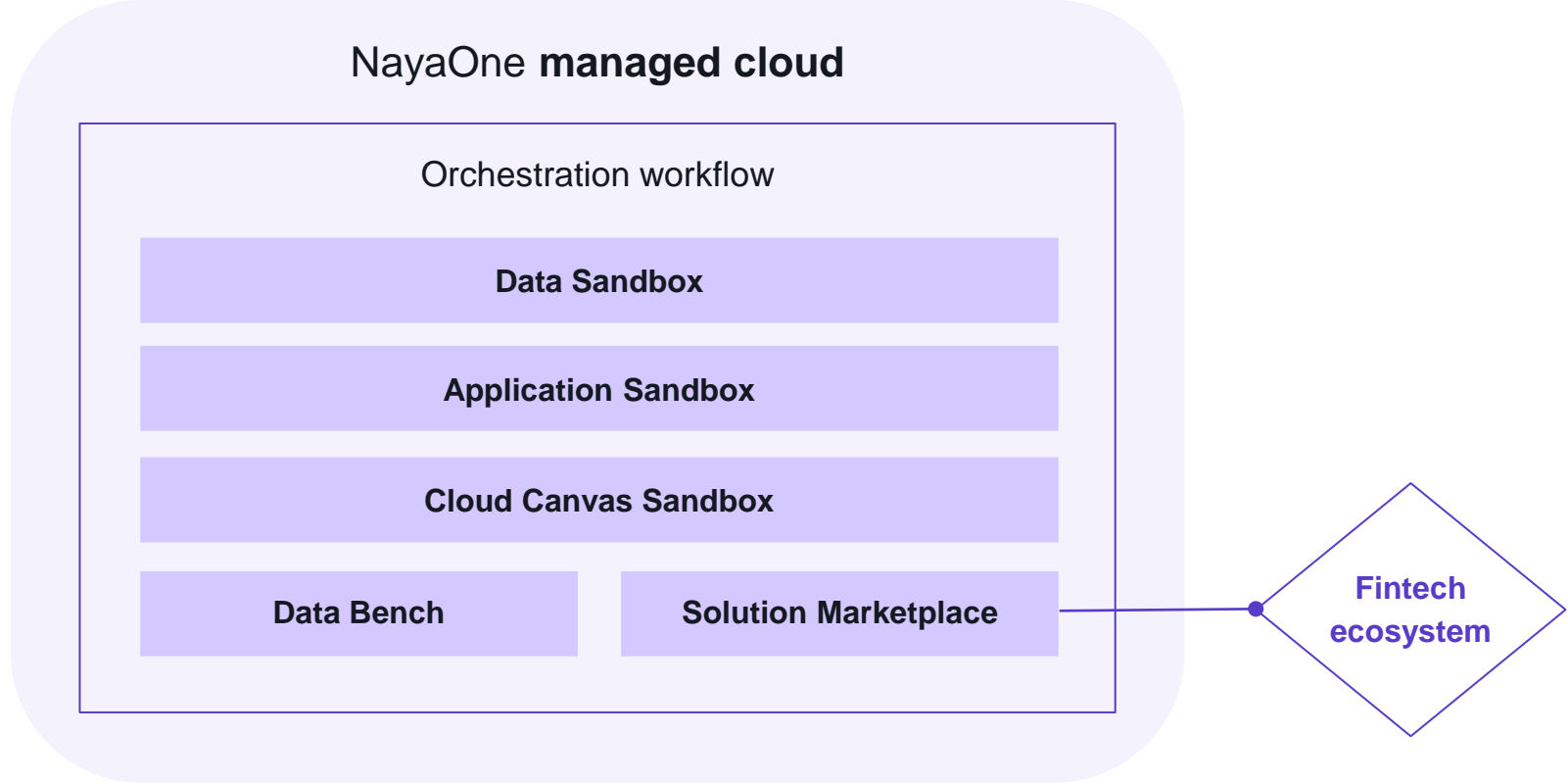
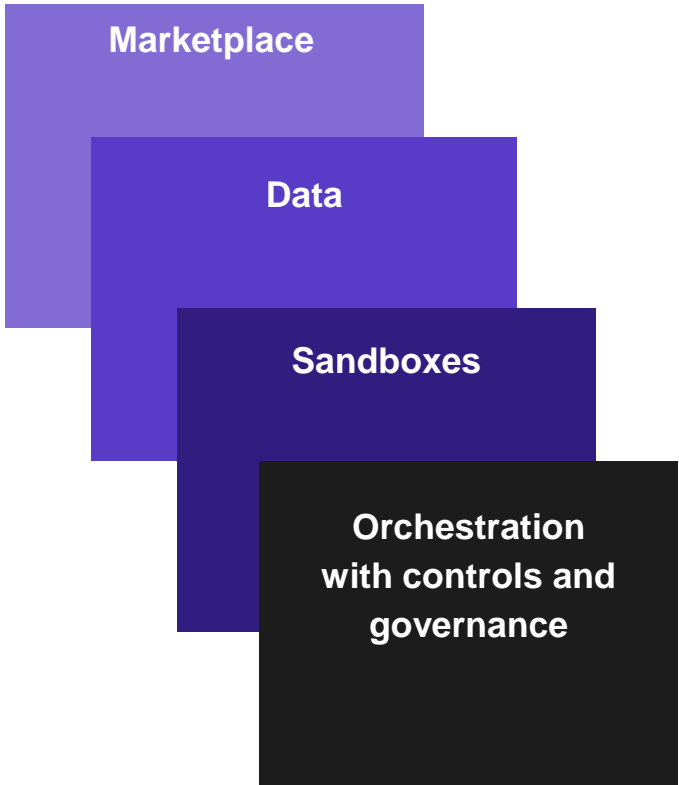
An online platform aimed at early-stage development propositions, where firms can access data sets to test and build prototype solutions.

Financial Commitments

Funding via venture funds, mergers and acquisitions, varying from minority stakes to full acquisitions.

Regulatory imperatives and the rise of digital business models create a clear need for collaboration to drive innovation agenda

Inside NayaOne





Thank you!

Karan Jain, CEO

karan@nayaone.com

www.nayaone.com



Comments, Questions & Answers





Platinum Sponsors



Gold Sponsors



Silver Sponsors



Bronze Sponsors



Contributor Sponsors





Thank You For Participating

Forthcoming Events

- Mon, 12 Sep (11:00-11:45) The World Is Burning – Climate Change & Global Fires
- Wed, 14 Sep (11:00-11:45) The Evolution Of The Modern Data Platform
- Tue, 20 Sep (11:00-11:45) Central Bank Digital Currencies In Europe
- Wed, 21 Sep (17:00-18:30) A City Of London & Birkbeck Roundtable Event on Sustainability & Resources

Visit <https://fsclub.zyen.com/events/forthcoming-events/>

Watch past webinars <https://www.youtube.com/zyengroup>