

DIGITAL FINANCIAL SERVICES

How can Banks Develop Successful Fintech Partnerships

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Digital Finance Services

Main Objectives

Financial Inclusion

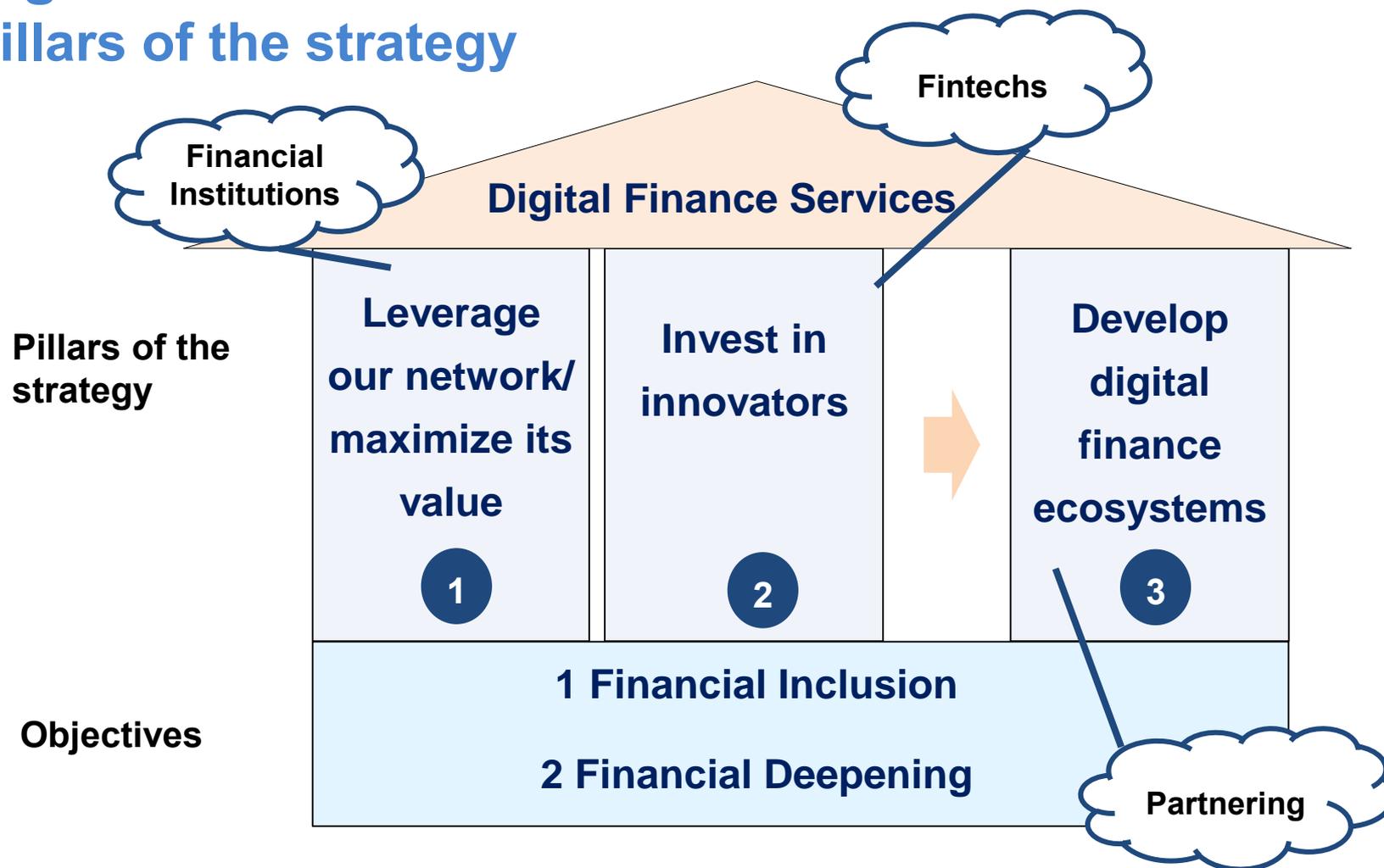
- Serving unserved/underserved segments
 - 2 billion people don't have a basic account
 - MSMEs struggle to access finance with an estimated 3 trillion dollar gap
- Increasing financial activity and product
- Reducing costs to customers

Financial Deepening

- Promoting well-managed financial institutions (FIs)
- Improving financial sustainability of FIs

Digital Finance Services

Pillars of the strategy

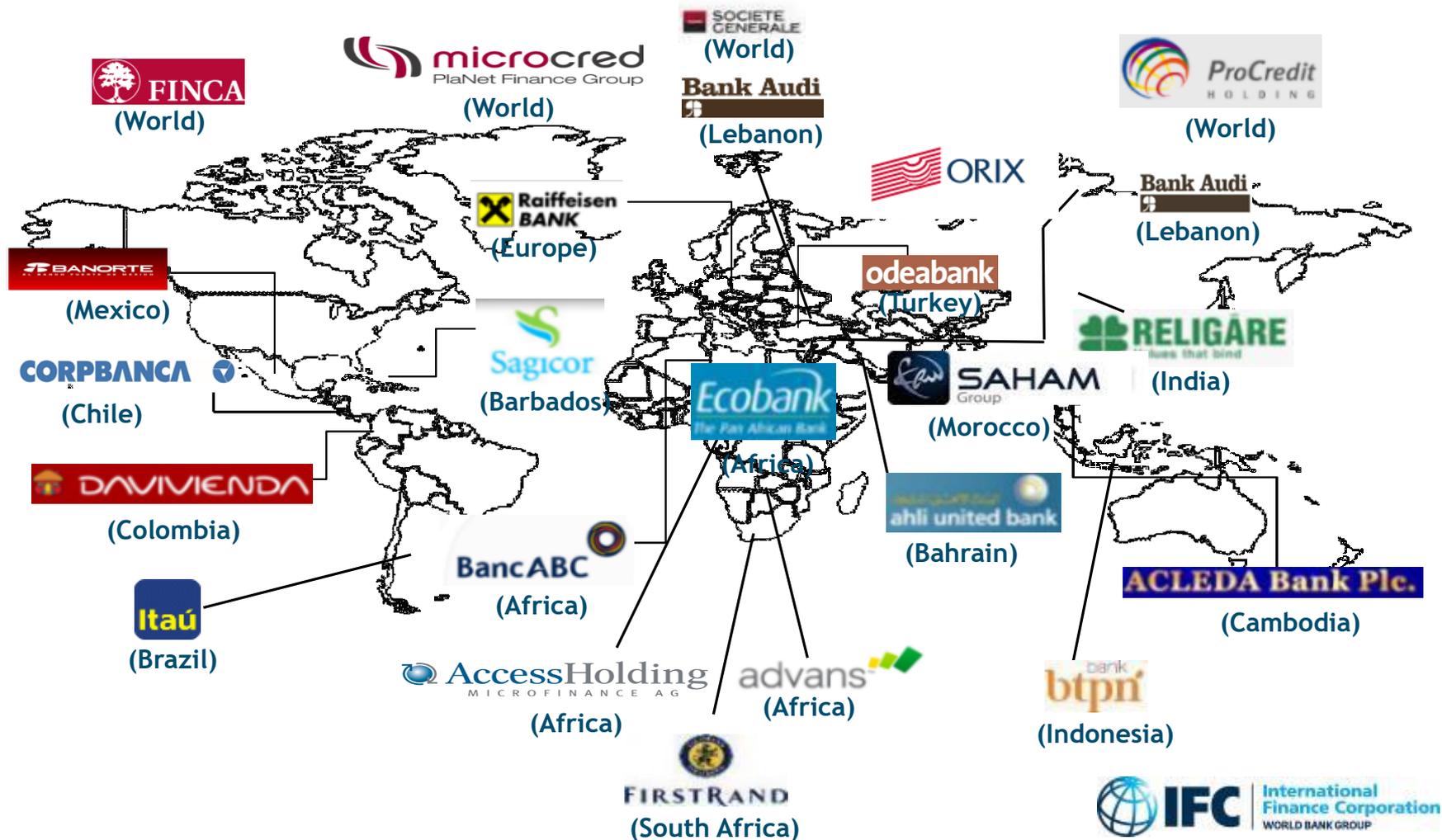


Pillars of the strategy

1 Leverage our network...

Partnership Opportunities

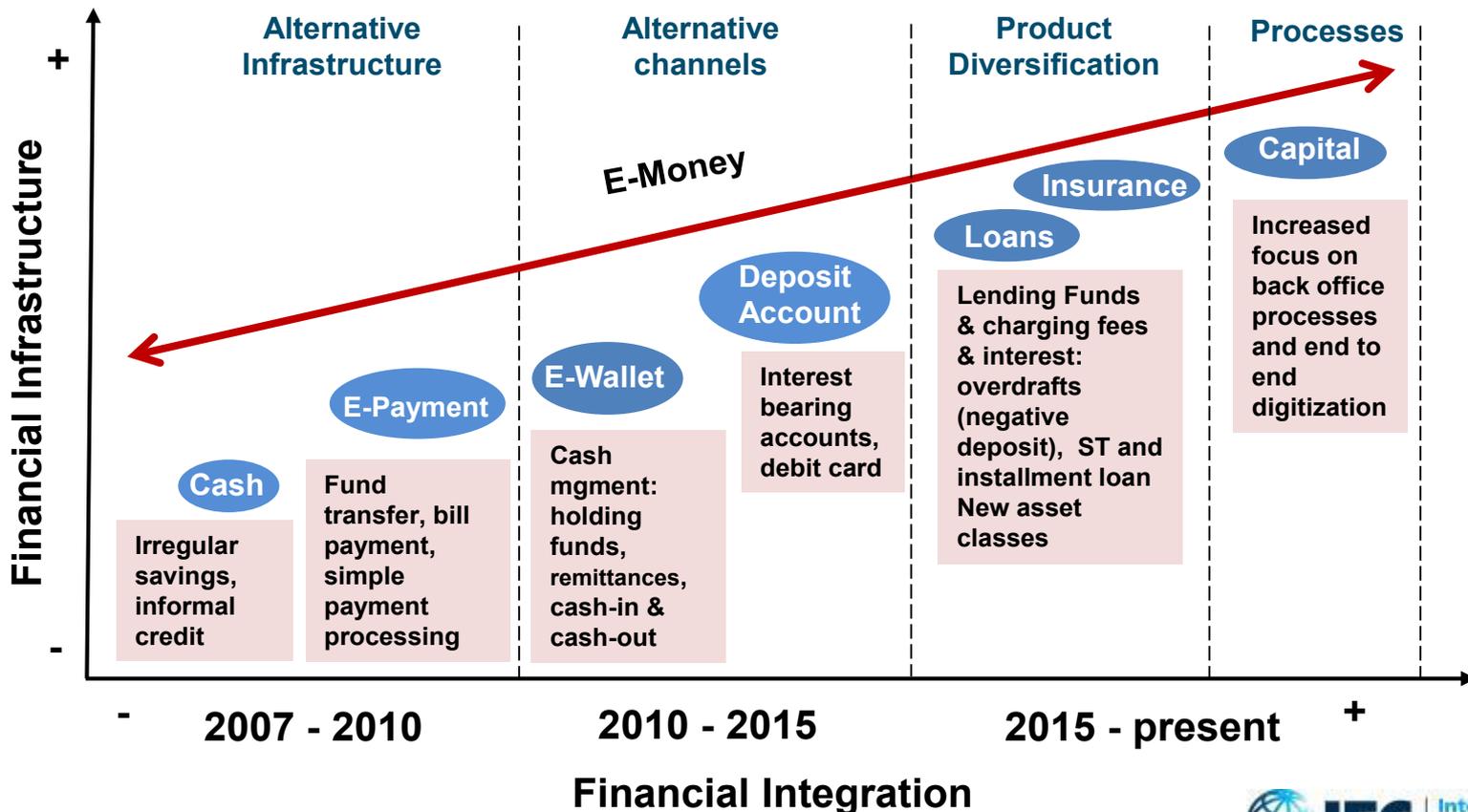
- Global network of over 750 financial institutions
- Growing portfolio of 30 fintechs, VC funds, and accelerators



Pillars of the strategy

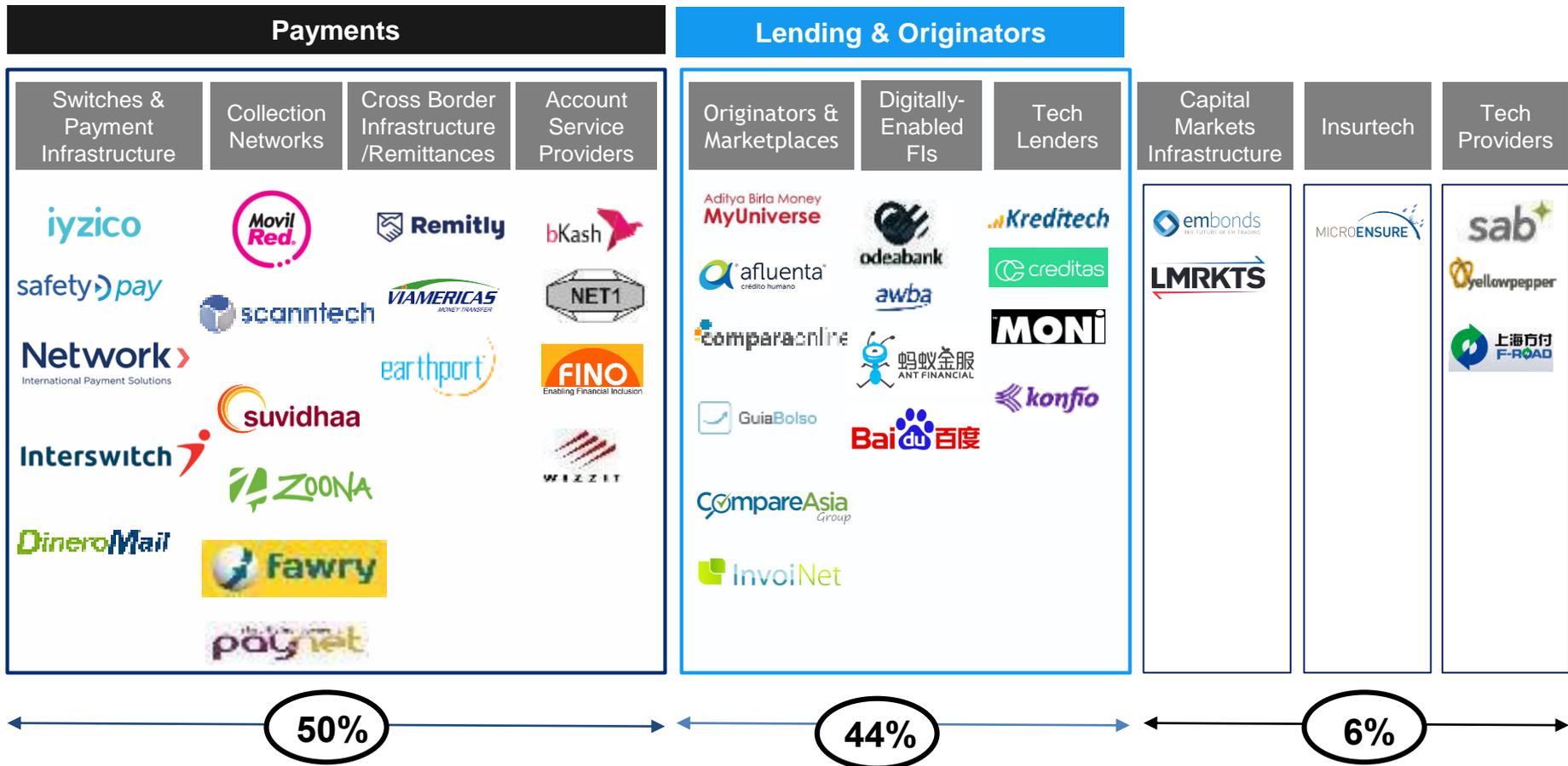
1 ... and maximize the value of our network

IFC's Advisory Services Have Evolved With The Industry To Achieve Financial Inclusion



Pillars of the strategy

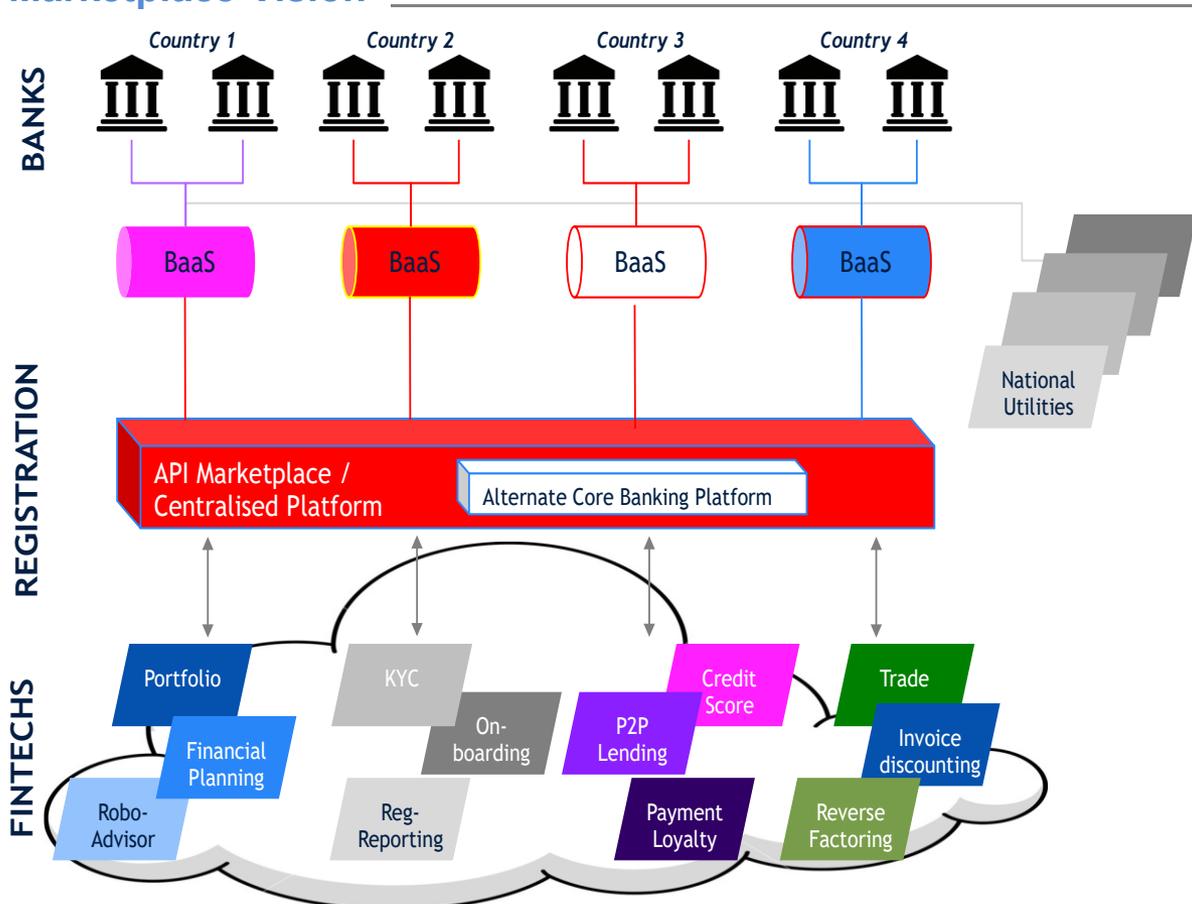
2 and Invest in innovators (c. \$500 mill)



Pillars of the strategy

3 Develop digital finance ecosystems

Marketplace Vision



Components

- **Open Marketplace platform** through which banks can plug-and-play into multiple compatible financial applications
- **APIs**, to reach interoperability & economies of scale
- **Multi-country ecosystem** that enables wide integration and regional champions to emerge
- **Matching fintechs** with gaps in the market, enabling to gain scale and support financial sector development

Main Challenges of Partnerships

- **Why?** Focus on core competencies
- **Who?** Identifying a suitable partner
- **How?** both brands, white label product?
- **Other factors:**
 - Culture and mindset
 - And Technical compatibility