

S H / F T



@sammaule





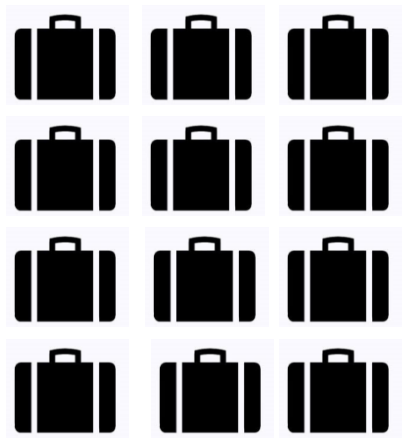
Head of Emerging Payments Carlisle & Gallagher
Chief Inspiration Officer for The Digital Finance Institute
Former TSYS, Northern Trust, Submariner



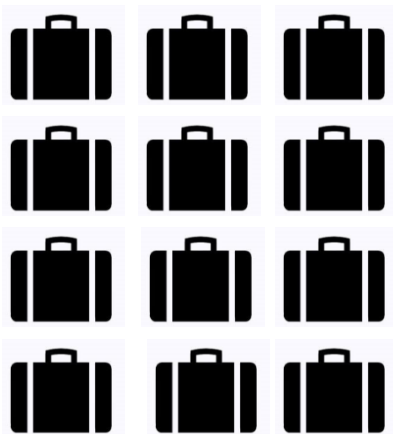


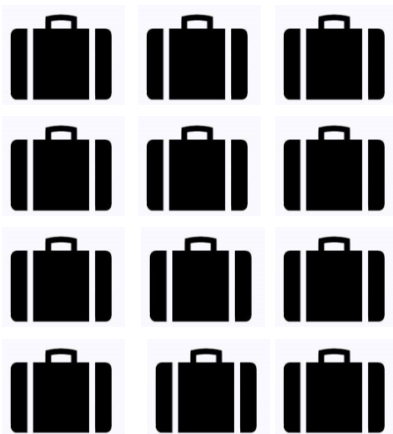


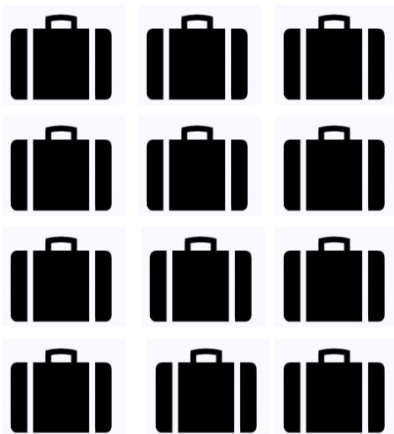


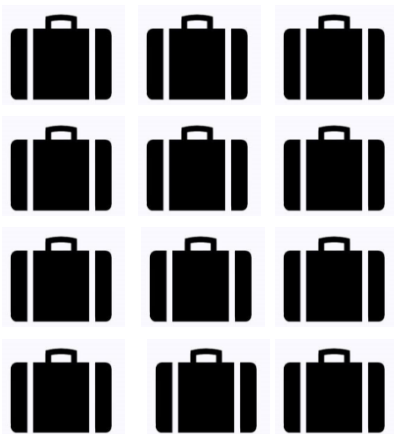




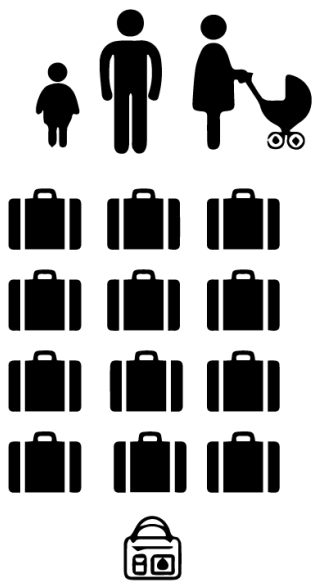


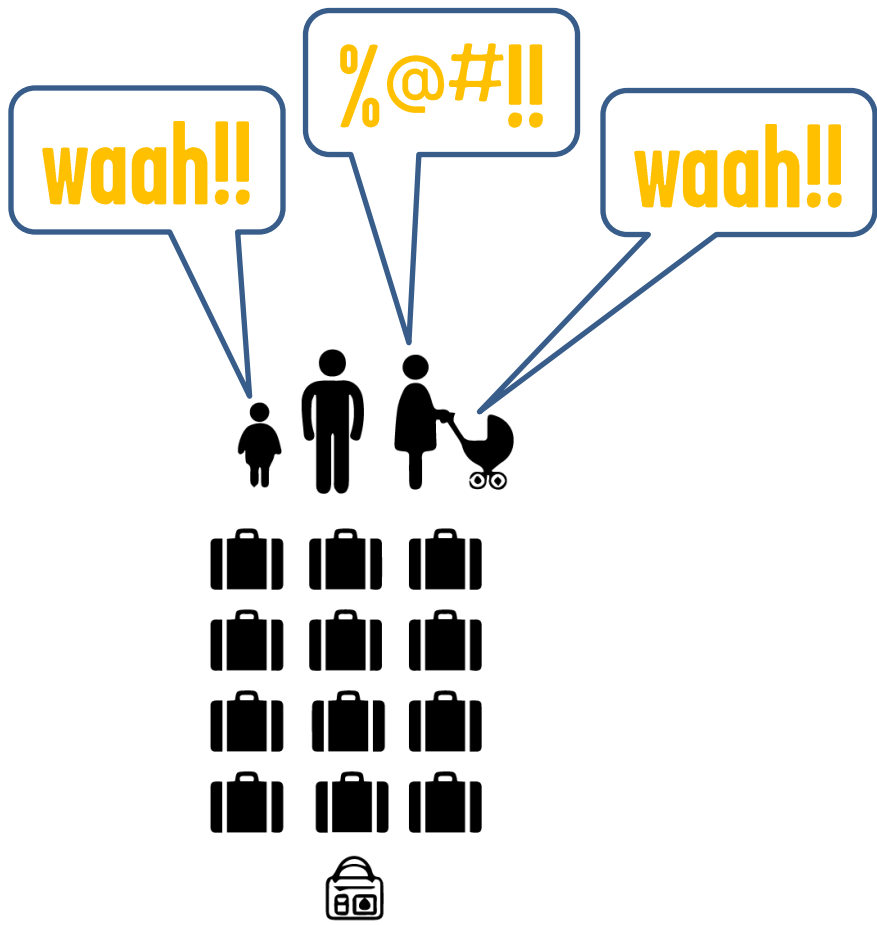
















A photograph of a car's interior, showing the dashboard, steering wheel, and center console. The image is overlaid with a semi-transparent blue filter. The text "sh*ft happens" is written in a bold, yellow, sans-serif font across the center. A blue circle highlights the gear shift area.

sh*ft happens

1

sh*ft hits

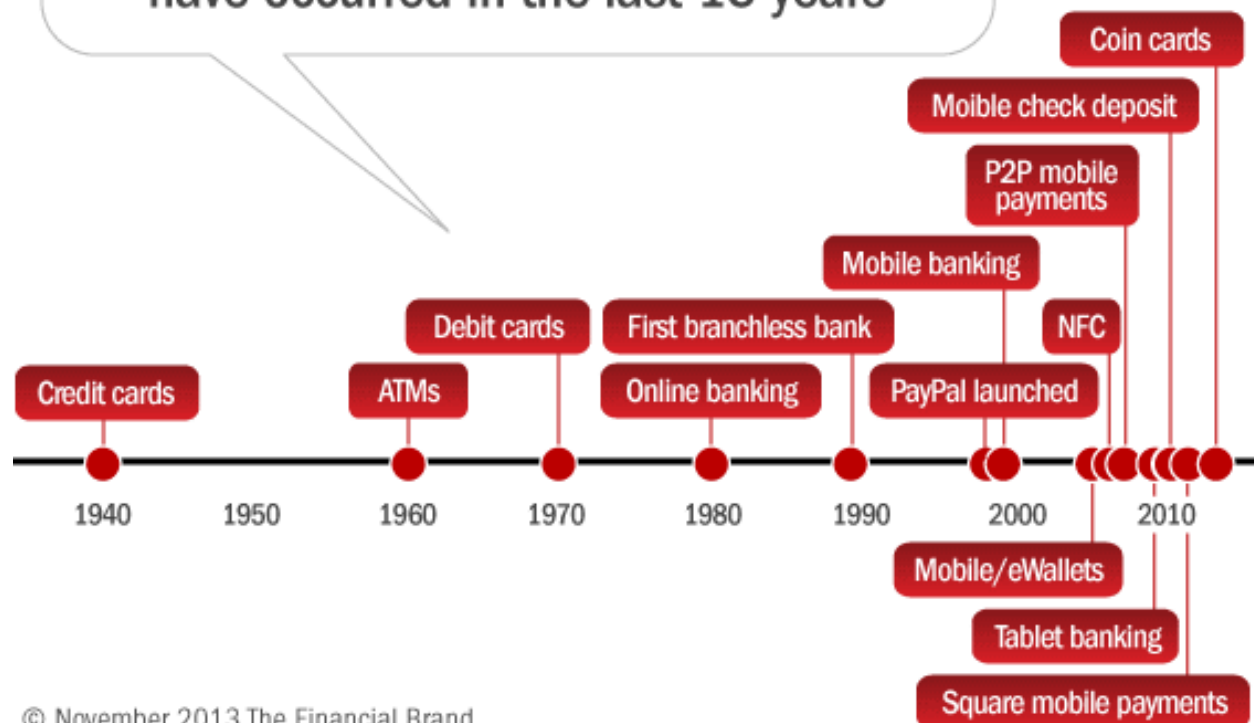
the fan



atm



Most major payments innovations
have occurred in the last 15 years



A photograph showing two men moving a large, white, rectangular sign with the words "LEHMAN BROTHERS" in raised, black, serif capital letters. The man on the right is a young man with curly blonde hair, wearing a light blue button-down shirt and dark trousers, holding the right side of the sign. The man on the left is partially visible, wearing a dark jacket and light-colored trousers, holding the left side. They are standing in front of a building with a large glass window. The window reflects a multi-story brick building with many windows. A yellow triangular graphic is overlaid on the reflection. A red vertical banner with white text is visible in the background, partially obscured by the sign. The scene is set outdoors, likely on a city street.

LEHMAN BROTHERS

A photograph of a man in a light blue shirt holding a large, white, three-dimensional sign that reads "LEHMAN BROTHERS". The sign is positioned in front of a building with many windows. The word "fintech" is overlaid in large, bold, yellow letters across the center of the image. A yellow triangle points towards the word "fintech".

fintech

LEHMAN BROTHERS

mobile





“

Smartphones are such a pervasive and insistent part of daily life that the proverbial visitor from Mars might conclude they were an important feature of human anatomy.

cloud



2.5 quintillion bytes of data daily

90% of data every 2 years

**“Innovation in
Iowa... is just
innovation. You
have a computer.
You’re everywhere.”**



capital

A man with a shaved head, wearing a dark suit jacket over a light-colored button-down shirt, is seated and gesturing with both hands while speaking. He is positioned in the center of the frame against a dark blue background. Two white speech bubbles with yellow text are overlaid on the image. The first bubble is on the left, pointing towards the man's head, and the second bubble is on the right, pointing towards his hands.

**I am dying to fund
a disruptive bank.**

**We can reinvent
the whole thing.**

Figure 4: Global FinTech Financing Activity



Source: Accenture and CB Insights

“

Silicon Valley is good at getting rid of pain points.
Banks are good at creating them. – JPMC CEO Jamie Dimon



Source: Goldman Sachs
FinTech impact to traditional Wall Street Players 2014

\$4.7 trillion in
revenue

\$470 billion in
profits



Bradley Leimer @leimer

9 Jan

**** Breaking News ****

There are now 910 payment startups on AngelList angel.co/payments

**** Don't panic. It's only innovation ****



Bradley Leimer @leimer

9 Jan

**** Breaking News ****

There are now 910 payment startups on AngelList angel.co/payments

**** Don't panic. It's only innovation ****

2,070

Source: Angel.List

Number of FinTech Companies as of September 22, 2015

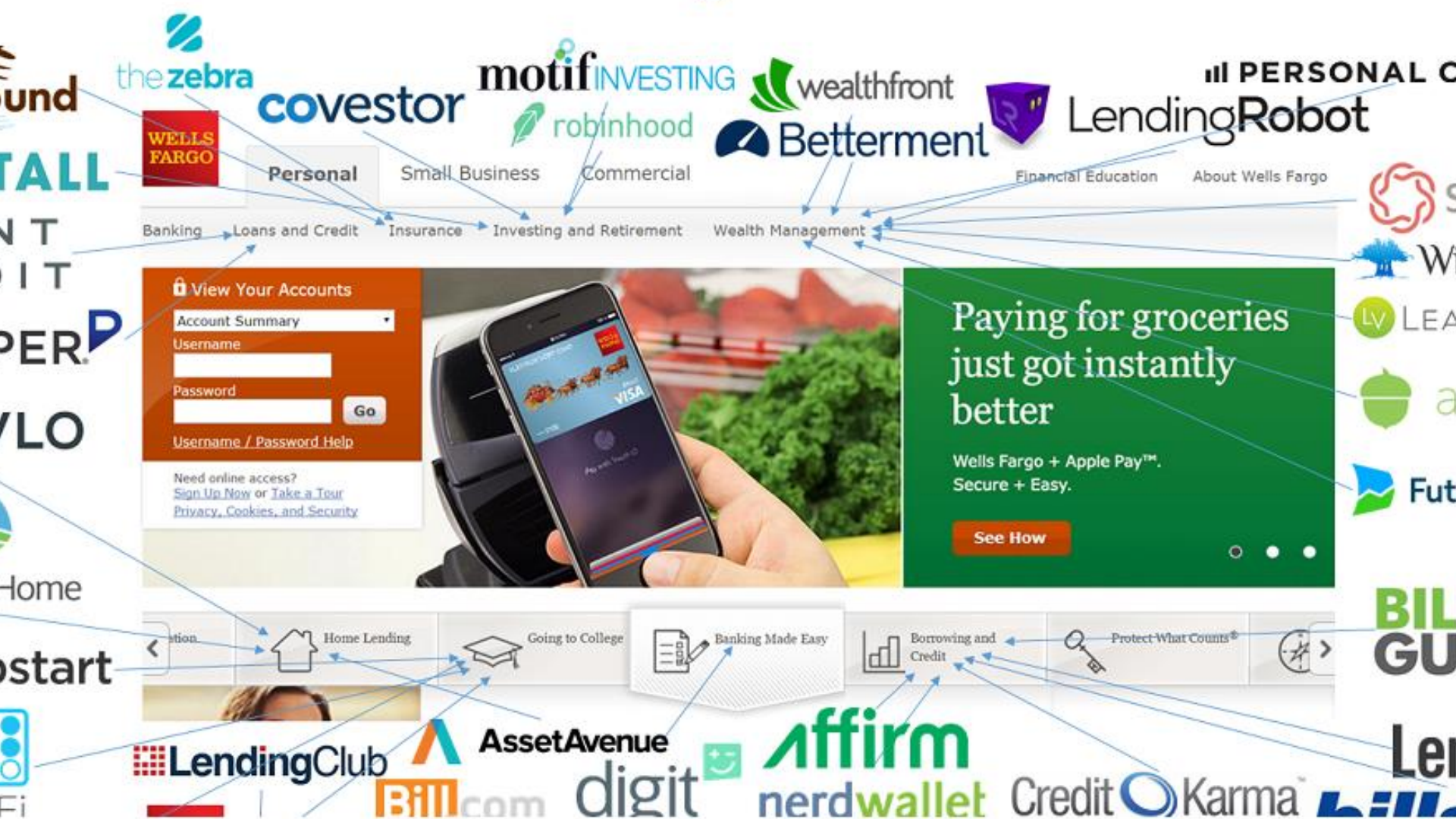
8,666

finance

6,981

banks

Number of Banks as of January 2013 (lowest count since Great Depression)





unbundling of banking

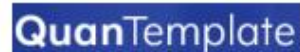
Property & Casualty

Life, Annuity & Health

Distribution



Administration



Underwriting



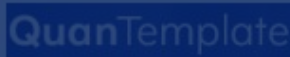
Structure



un-bundling of financial services

Property & Casualty
Distribution

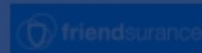
Life, Annuity & Health



Underwriting



Structure



2

sh*ft

gets real

ignore



eximious est ferrous neco

dumb ass



The illustration depicts a protest scene with several dark blue rectangular signs held up by stylized hands. The background is a light blue sky with two white, fluffy clouds. The central sign features the TransferWise logo, which consists of a circular icon with three dots and the brand name. To the left, a sign partially shows the words 'BYE BYE'. To the right, a sign clearly states 'BYE BYE BANK FEES'. The overall style is flat and modern.

 TransferWise

BYE
BYE

BYE BYE
BANK FEES

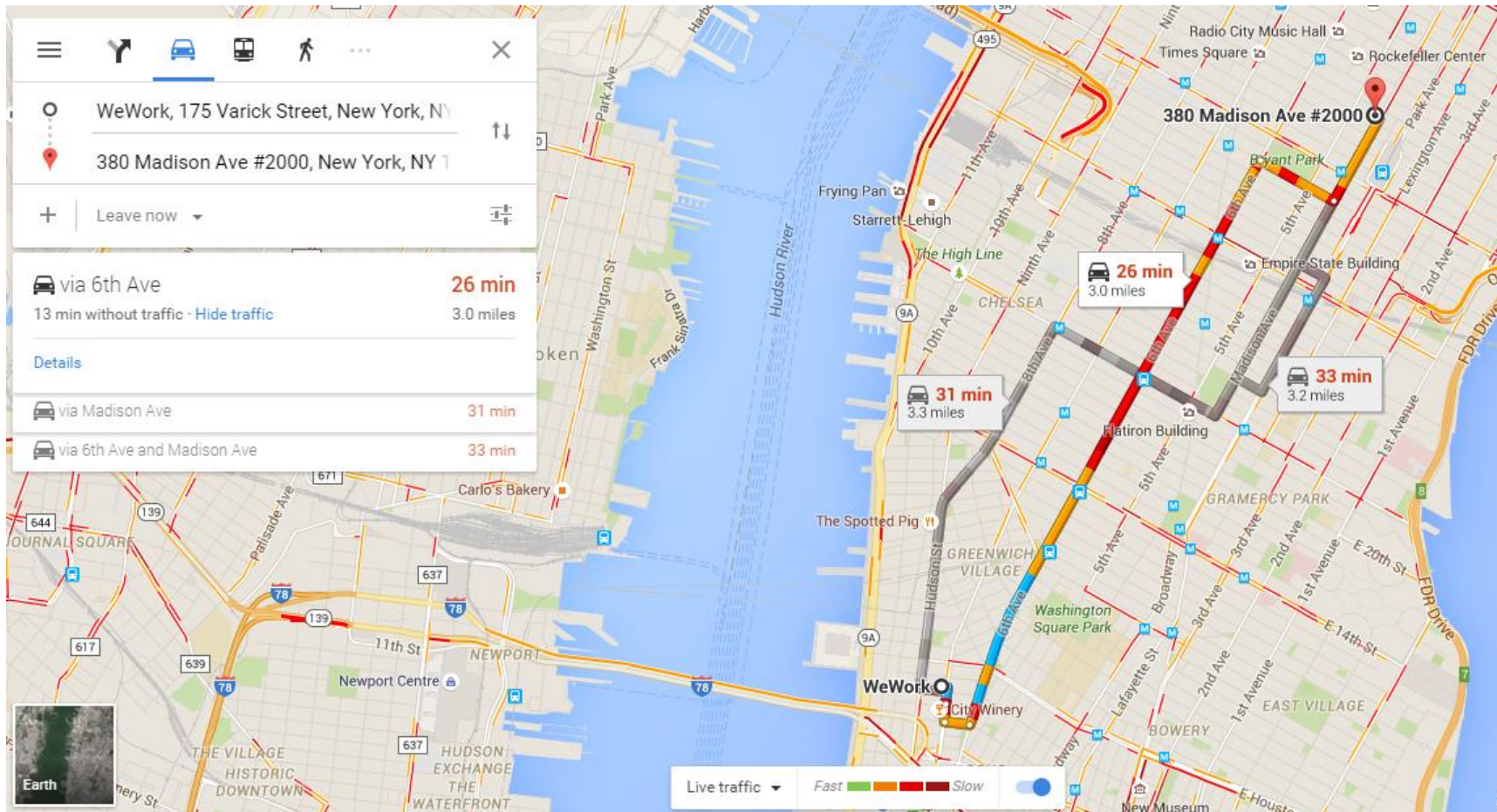
Founded 2010

\$4.7 billion since launch



\$783 million a month

Richard Branson & Marc Andreessen



acquire



A man with a shaved head and a goatee, wearing white-rimmed glasses and a black button-down shirt, is smiling and looking towards the camera. He is framing his face with his hands, with his fingers pointing outwards. The word "hire" is overlaid in a bold, yellow, sans-serif font. The background is a blurred city street scene with a building and some people walking.

hire



Future of Work

By 2019, approximately **one quarter of the entire U.S. workforce will be independent workers** (self-employed, independent contractor, freelancer, temp contractor, etc.).

Source: MBO Partners, Independent Workers and the On-Demand Economy, & U.S. Bureau of Labor Statistics



Read more: Free agent workers are becoming an integral part of the talent supply chain

partner












3

sh*ft

hits home

don't be stupid

Awareness of start-ups by executives at banks

Entrants	I'm aware of the company and what they do.	I'm aware of them but don't know what they do.	I've never heard of them.
 nutmeg	23%	35%	43%
 Betterment	8%	19%	73%
 Square	15%	27%	57%
 venmo	6%	15%	78%
 azimo	6%	26%	67%
 TransferWise	15%	35%	51%
 LendingClub	18%	36%	45%
 RateSetter	17%	26%	56%
 PayPal	92%	8%	0%

* 110 senior execs ranging from director to C-suite were asked about the startups they were aware of.

Source: Bye Bye Banks? © July 2015 The Financial Brand

act like a start-up





80 million

THE MILLENNIAL DISRUPTION INDEX

Identifies the industries most likely to be transformed by Millennials, the largest generation in American history.

3 years

15 categories

200+ interviews

10,000+ respondents



68%

in 5 years, the way we access our money will be totally different.



70%

in 5 years, the way we pay for things will be totally different.



The change will be **seismic**.



33%

believe they won't need a bank at all.



Online

Personal
Computing

Mobile

Discount
retail

Household
Goods

Banking



Nearly
half

are counting on tech start-ups to overhaul the way banks work.

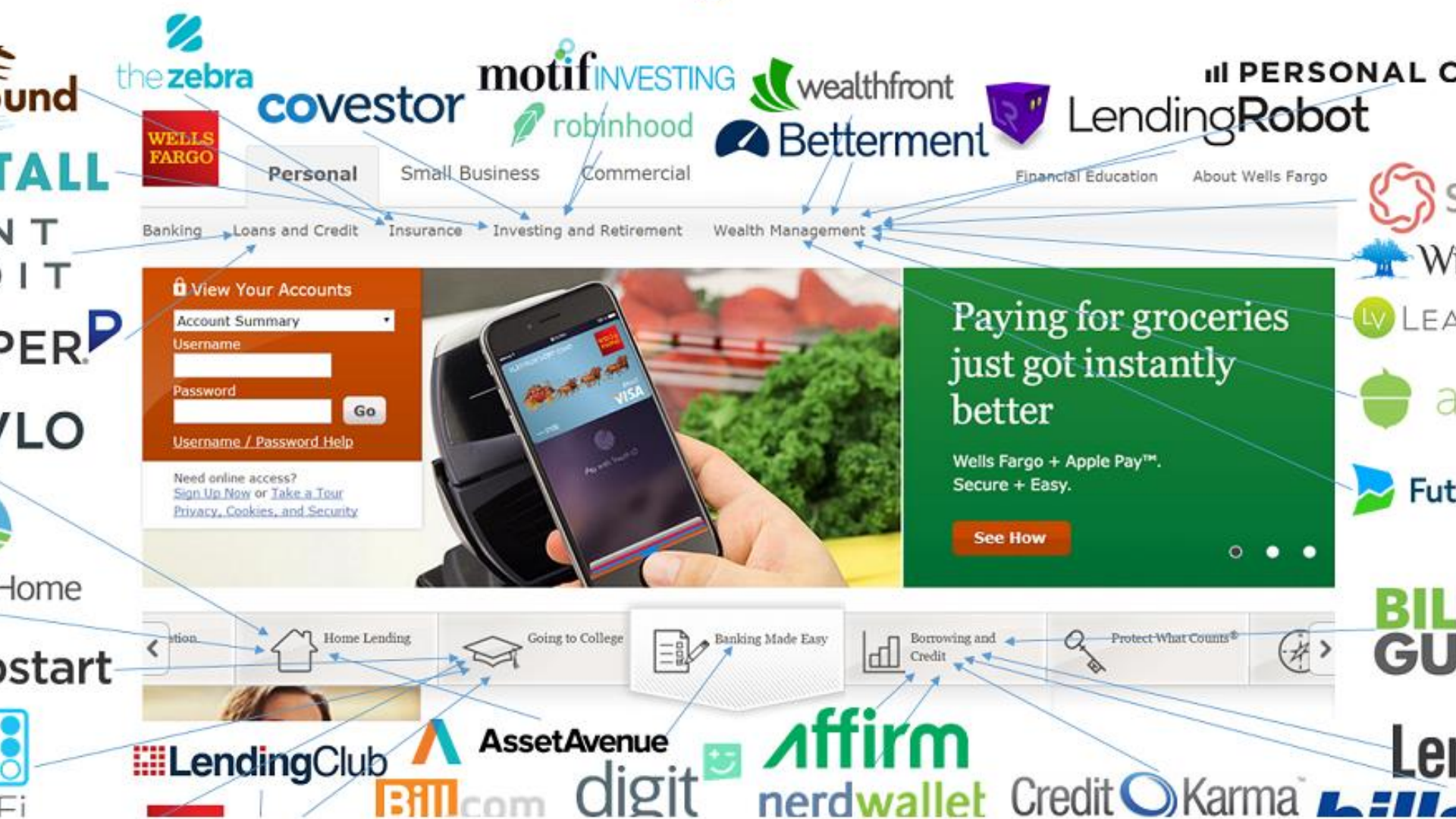
They believe innovation will come from **outside the industry**.



73%

would be more excited about a new offering in financial services from **GOOGLE, AMAZON, APPLE, PAYPAL, OR SQUARE** than from their own nationwide bank.

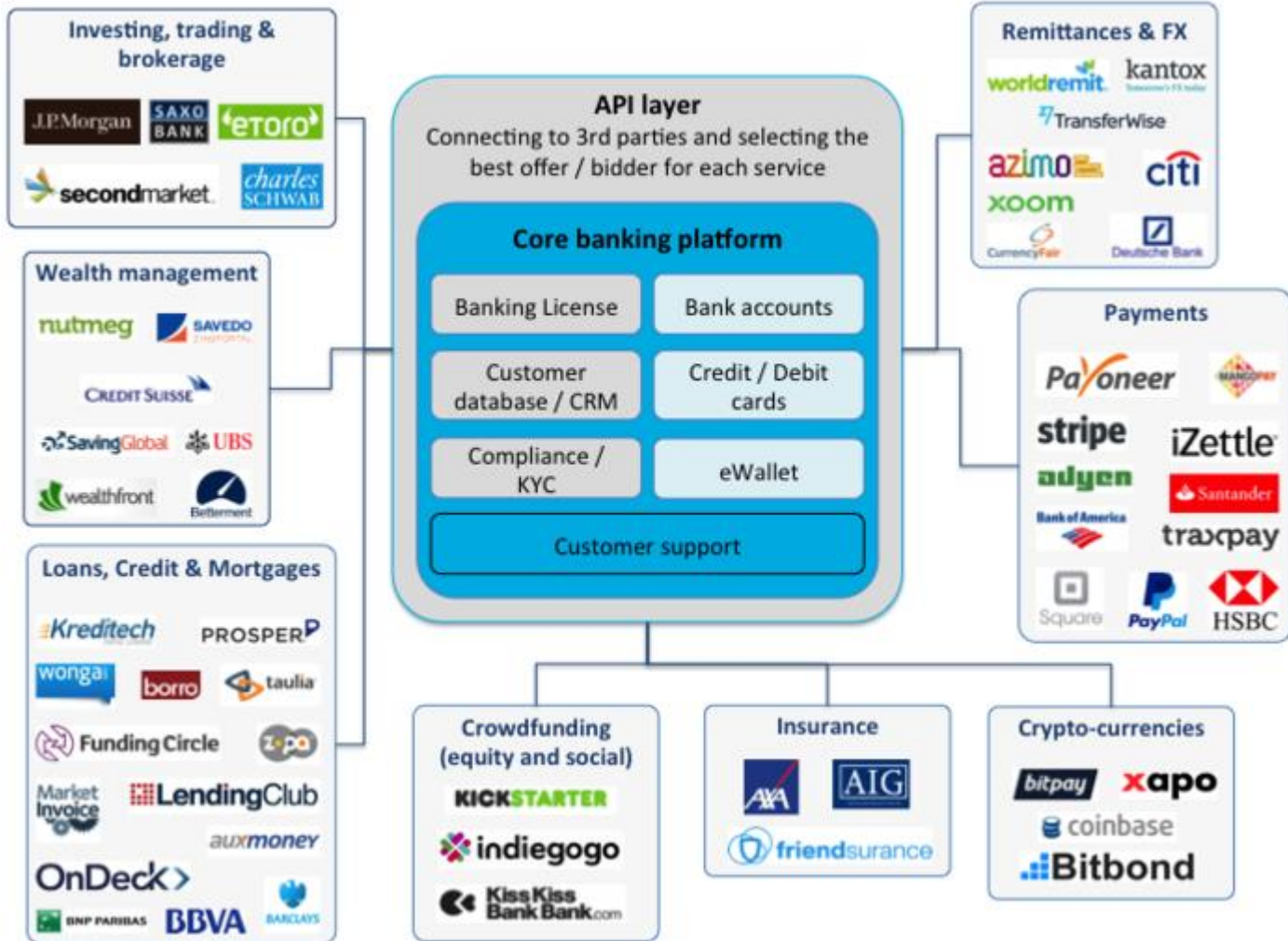
think narrow & deep



think legos

re-bundling of banking





“

In order to keep up,
there's no possible way
we can do it on our own.

Heather Cox, Citi's Chief Client Experience,
and Digital Marketing Officer



think digital

“

40% of businesses will not exist in a meaningful way in 10 years.

70% of companies will 'attempt' to go digital but only 30% of those would succeed.

If I'm not making you sweat, I should be.

- CiscoCEO John Chambers



Uber

The world's largest
taxi company, owns
no vehicles.

The world's most
popular media owner,
creates no content.

Facebook

Alibaba

The most valuable
retailer, has no inventory.

The world's largest
accommodation provider,
owns no real estate.

Airbnb

Something interesting is happening.

TOM GOODWIN



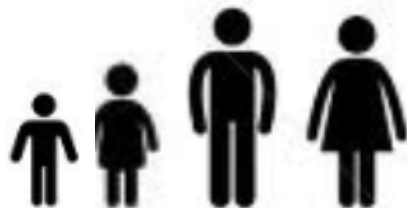
















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