accenture

FinTechStage Festival 2019

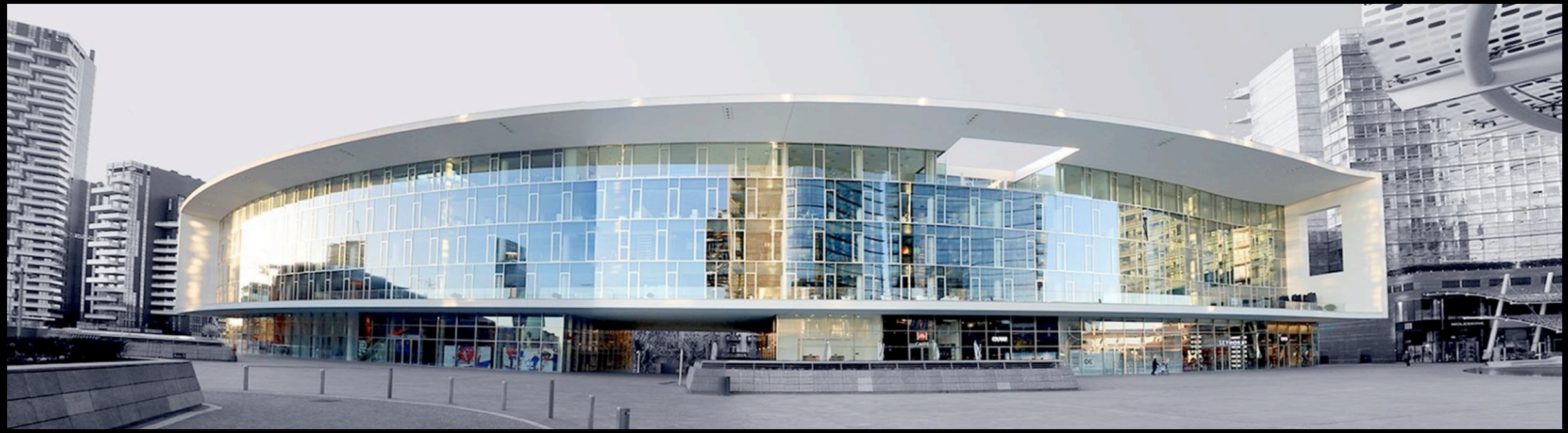
#AccentureFinTechForum
#FTSFEST19

# ACCENTURE FINTECH FORUM

## What is Really Working

Mauro Macchi, Financial Services Lead, Accenture

MAY 13, 2019 MILAN



# WELCOME

# ACCENTURE EXPERTISE ABOUT OPEN INNOVATION AND ECOSYSTEM TOPICS

We facilitate the collaboration between Incumbents and Fintechs

**114+** FSIs partner

**3,000+** Fintech applications

**192+** startup incubate

HONG KONG

NEW YORK

FinTech Innovation Lab

DUBLIN

LONDON

We invest and partner with growth-stage companies

**18+** Equity investments

**175+** strategic partnerships

**5,000+** startups in our radar

ACCENTURE VENTURES

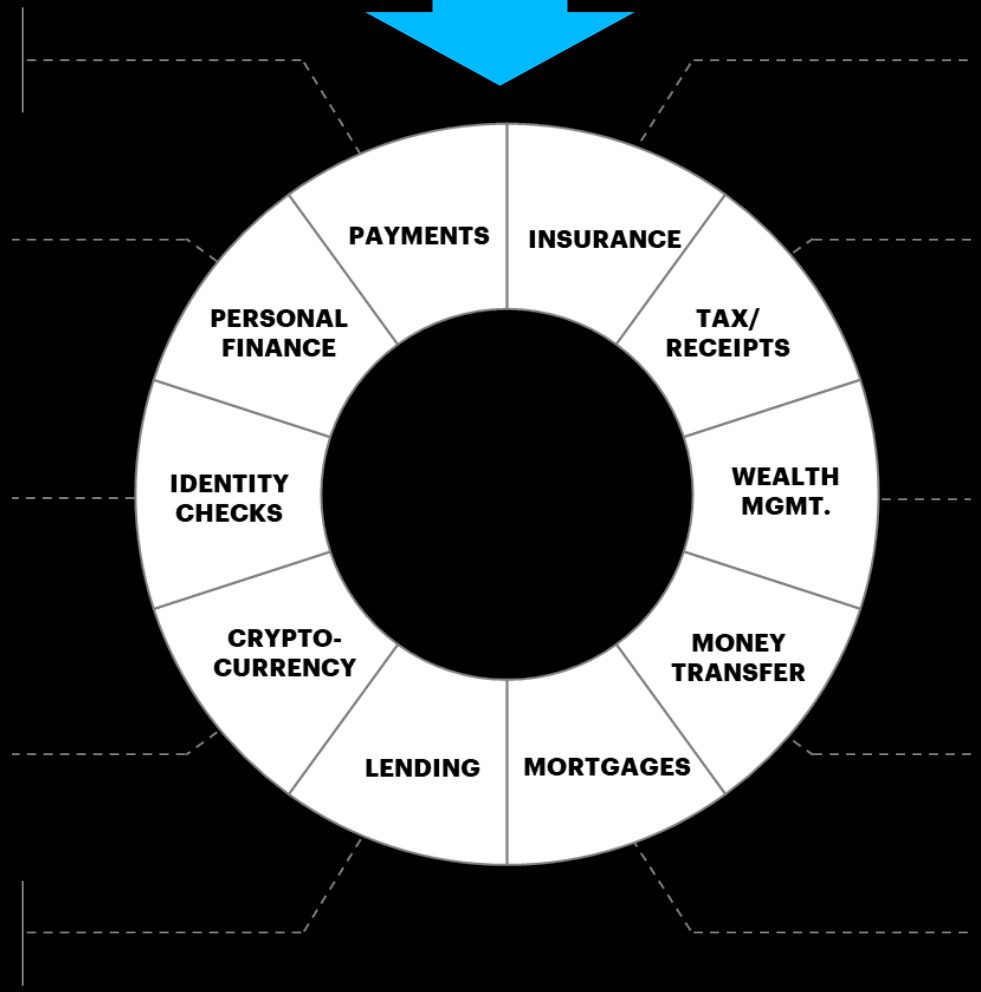
# FINTECH EXPLOSION

COST OF COMPUTING DECREASED

ACCESS TO RELEVANT TECH SKILLS INCREASED

ADOPTION OF DIGITAL/ INTERNET INCREASED

ADOPTION OF AGILE "FAIL FAST, FAIL CHEAP" DELIVERY METHODOLOGIES




Source: Accenture Research on CB Insights data

# COLLABORATION DEALS ALONG THE VALUE CHAIN

## BANKING VALUE CHAIN

| Customer Origination | Customer Relationship | Product Servicing and manufacturing | Balance Sheet management | Core Transactions / Shared services | Utilities/ Infrastructure | Administrative Functions |
|---|---|---|---|---|---|---|

**52%**
Of deal of European Banks with Fintechs

**7%**
of deal of European Banks with Fintechs

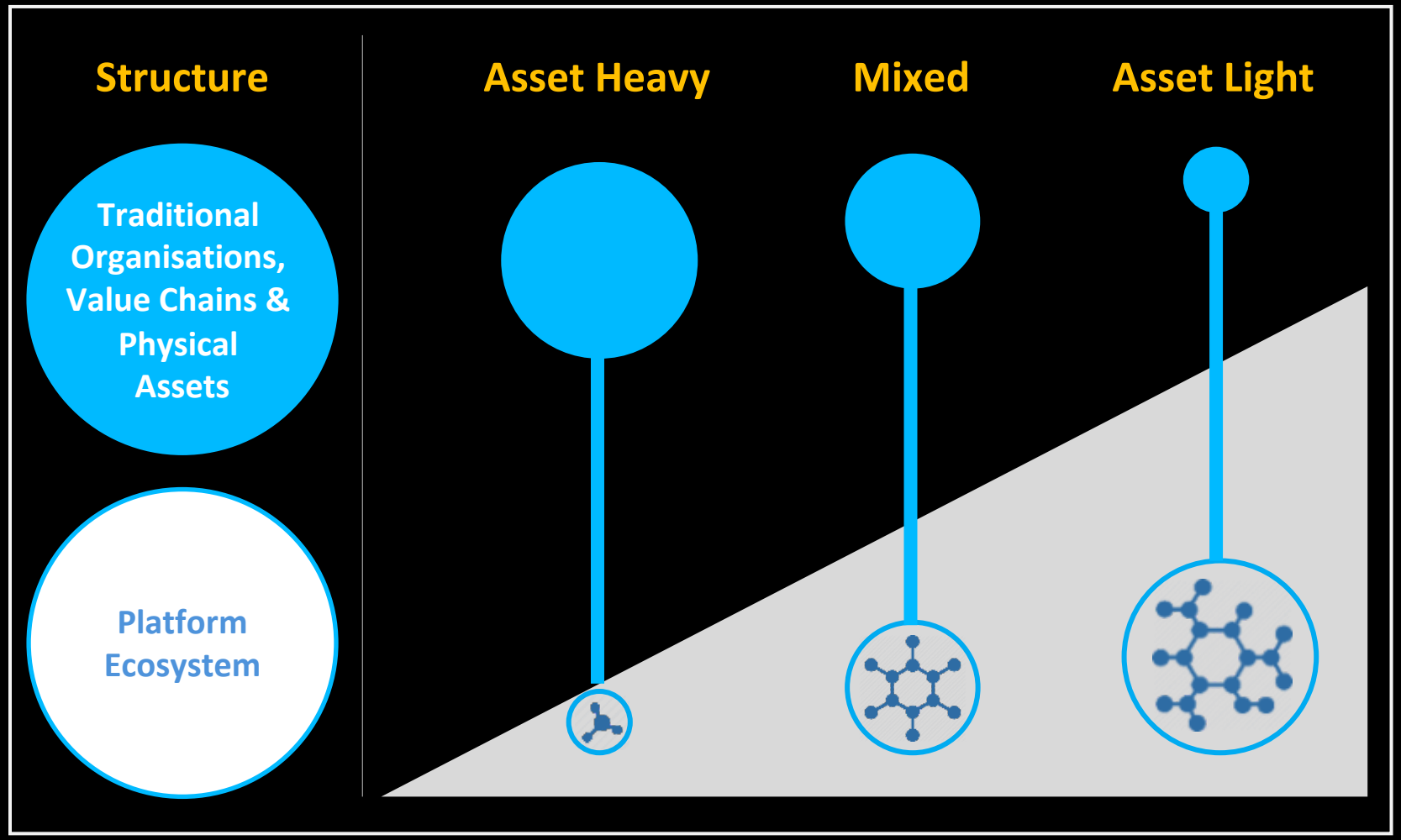
**41%**
of deal of European Banks with Fintechs

| LENDING | INVOICE FINANCING | CURRENT ACCOUNTS | COMPLIANCE |
|---|---|---|---|
| | | | |

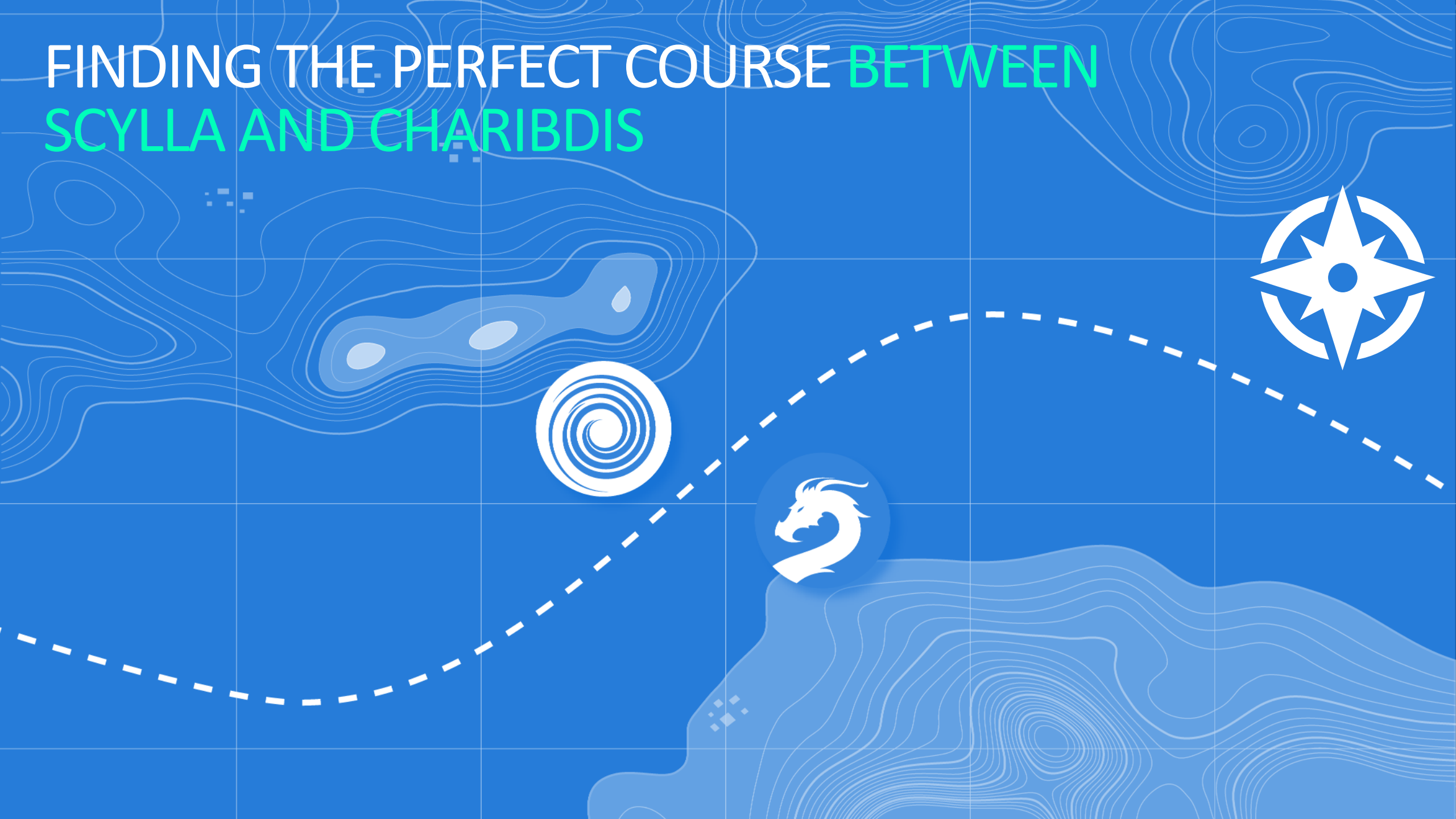
Source: Accenture Research on CB Insights data

# PLATFORM ECOSYSTEM STRATEGIES

“Platforms beat products every time”



# FINDING THE PERFECT COURSE BETWEEN SCYLLA AND CHARIBDIS



“A SHIP IS SAFE IN HARBOUR; BUT THAT’S NOT WHAT SHIPS ARE FOR”

John A. Shed, American Author