

FROST & SULLIVAN

Fintech Research Program

FinTech Research Program

Helping financial services institutions capitalize on the Fintech revolution

Established market participants – including banks and financial institutions – are reinventing themselves to remain relevant in a fast-changing environment. The challenges are substantial, but the potential rewards are huge; technology is driving the financial services revolution.

Are you ready to enter this digital age? Our global team of thought leaders, industry experts, and consultants allow you to understand fintech market dynamics and provide you with the insight and confidence to drive disruptive changes that are set to shape your future business strategy.

Our FinTech research program is tailored to guide incumbent financial institutions in leveraging the fintech revolution. We help your organization develop actionable plans for the adoption of fintech and other digital technologies.

Fintech companies are poised to benefit from updated industry information, including success stories in the fraternity in other parts of the world.

Reinventing the Future of Financial Services Industry



The fintech industry is becoming a venture capitalist magnet, attracting over US\$150 billion in investment from 2012 to 2018. We present selected statistics and trends that signify the growing importance of fintech.

Virtual Currency Boom

Total market capitalization of cryptocurrencies stood at US\$ 206+ Bn as of 25th October 2019.

US \$ 206+ Bn

Payments via wearable devices are set to increase exponentially over the next 5 years.

Source: coinmarketcap.com

Corporate payments are forecast to overtake consumer payments by 2030, providing larger market opportunity for stakeholders in the payment segment

40% of processes in insurance and banking services are likely to be automated by 2025

Automation is expected to reduce the retail banking workforce by at least **one-third** by 2025

MOST VALUED FINTECH

Ant Financial

the most valued fintech company in the world is worth

US \$ 150 Bn

in 2018

Source: Bloomberg News

Top Challenges Faced by Financial Services Industry

Financial services on-the-go

The prevalence of connected mobile devices are driving consumer demand for simplified access to financial services that are convenient, automated, flexible, and allow transactions on the move.

Innovative business models

The growth of technology and innovation labs has created new business models that are disrupting every segment of the financial services industry.

Millennial population

The entry of millennials into the workforce is set to raise the demand for uninterrupted, online, and ubiquitous access to financial services. Millennials are tech-savvy, looking to social network for decision-making, and expecting to make payments through their mobile phones.

"There are numerous, possibly hundreds of fintech companies that use latest technology and have better focus on customers than we [banks] do. They have changed the rules of the games and had tremendous impact on our customer expectation and experience. We will need to start acting and thinking like fintech companies, before it is too late."

– CEO of a leading global bank

"I need to constantly look at not only upcoming technologies, but also emerging fintech companies entering our space. The fast pace change brought over by fintech companies is challenging to match but also difficult to capture these changes in time."

– CEO of a leading global financial company

"We build our products looking at what customer's needs are and provide services that is, in the best interest of customers. Whereas most of the global wealth management companies have built their products and then pushed it to the customer, their interest is to sell the product and not focused on selling the right product to customers."

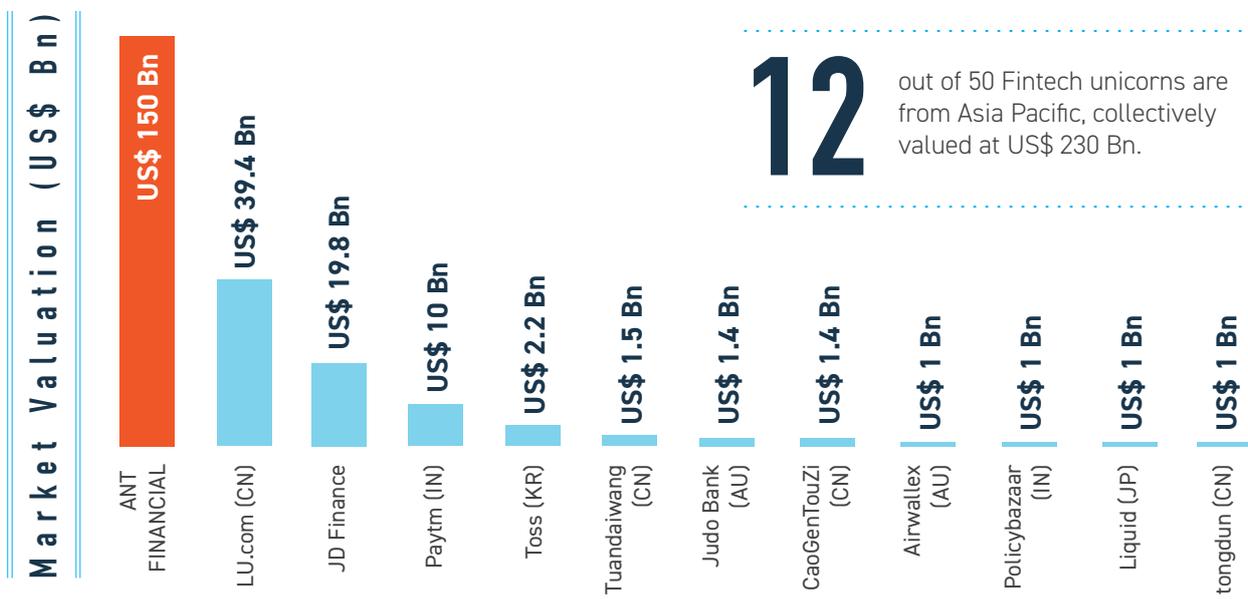
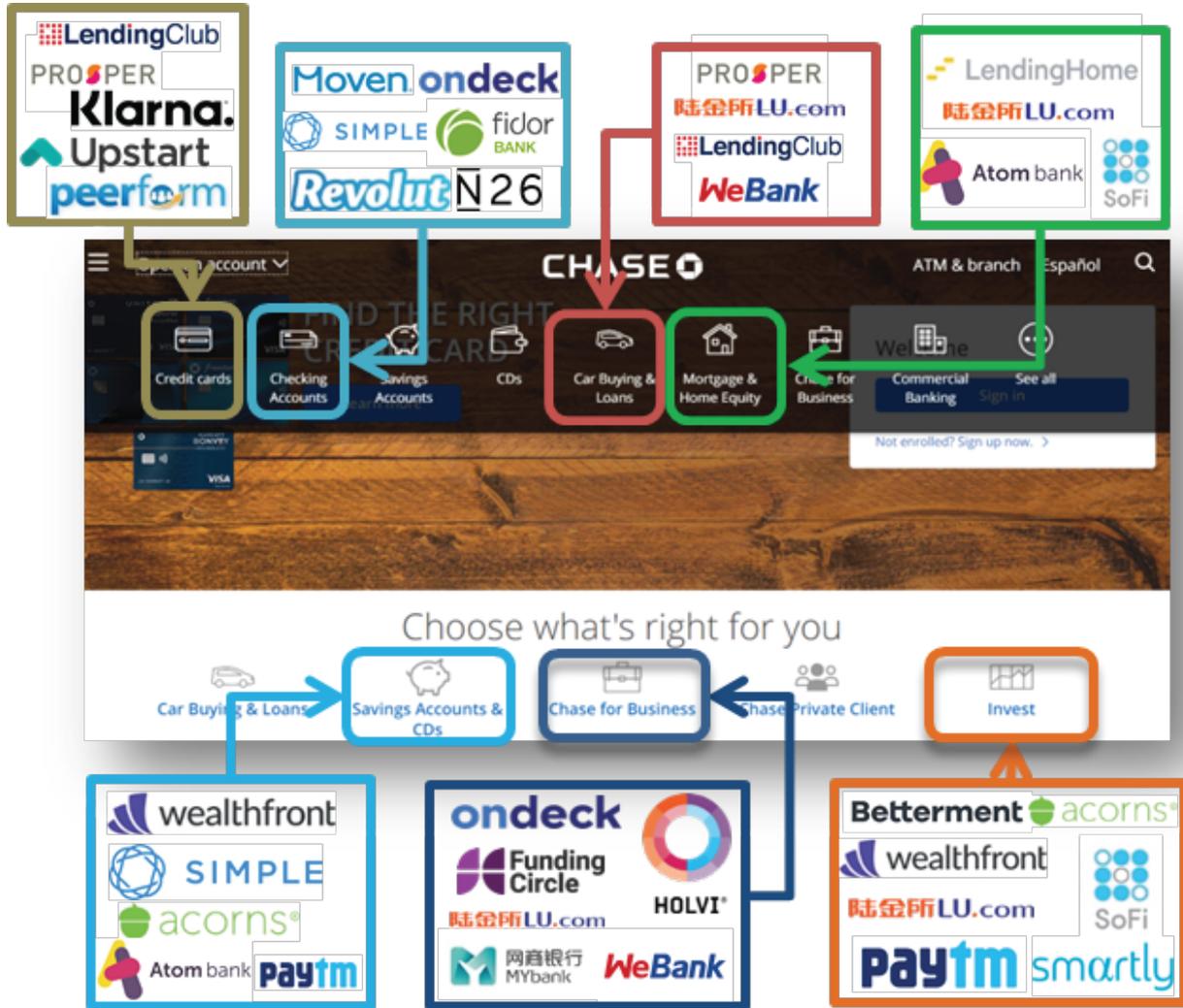
– CEO of a leading US fintech company

"There is an urgent need to deploy right technology, but it is not easy as we need to learn from our peer banks that operate at a much larger scale globally but also from successful fintech companies. The insight into technology adoption by global banks and fintech company strategy on attracting the millennial customer is very critical for us to plan our future action and to continue to thrive in future."

– CEO of a leading bank in Asia

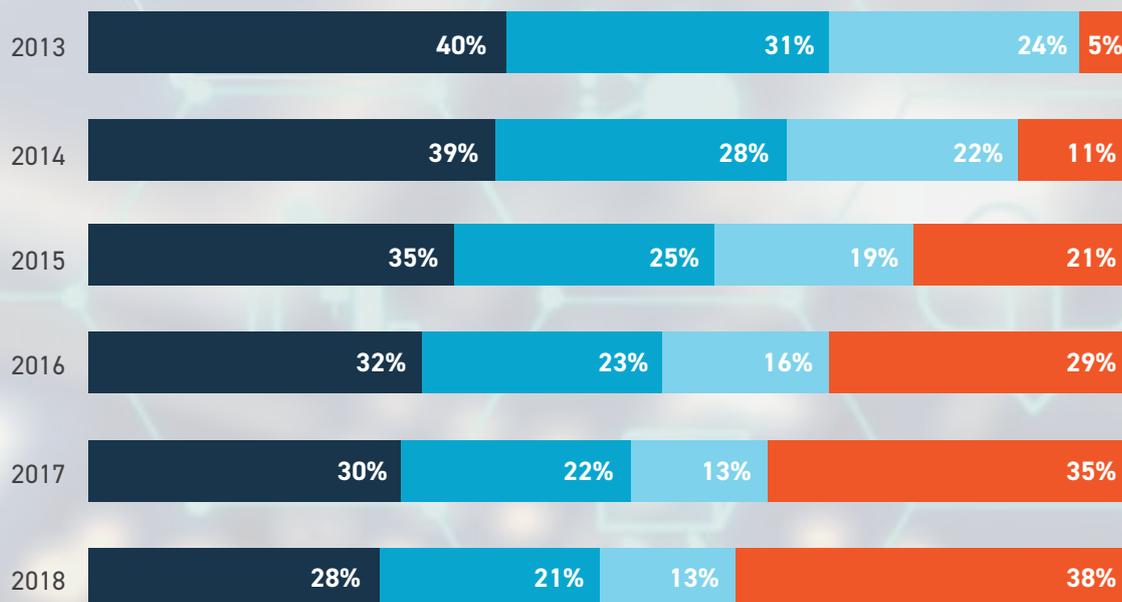
Financial services institutes are starting to feel the impact of Fintechs

Fintech are slowly replacing every product offering from the banks, wrapping it with the layer to higher convenience and better user experience



Fintechs have toppled traditional financial companies to emerge as leader in personal loans market

Total Unsecured Personal Loan Market (%), USA, 2013-2018



Research Coverage Areas and Titles

Banking-as-a-Service to Bring Agility and Flexibility to Financial Services
Global Securetech Market, 2018
Global Securetech Market, 2018
Global IoT in Financial Services Market
Robo-advisory: Entering an Era of Virtual Employees in Financial Services
European Fintech Market Outlook, 2018
FinTech—Growth Opportunities in the Global Market
Global Insurtech Market
Digital Transformation and Fintech Strategies of Citigroup
FinTech Watchlist Company Profile—Paytm
Digital Transformation and Fintech Strategies of JPMorgan Chase
FinTech Watchlist Company Profile – ZhongAn
AI and Big Data Technologies Transforming Financial Services
Digital Disruption in the Global Financial Services Sector
The Global Paytech Market: Driving Transaction Transformation
Convergence of Artificial Intelligence (AI) and the Finance Industry





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ABOUT FROST & SULLIVAN

Frost & Sullivan is a growth partnership company focused on helping our clients achieve transformational growth as they are impacted by an economic environment dominated by accelerating change, driven by disruptive technologies, mega trends, and new business models. The research practice conducts monitoring and analyzing technical, economic, mega trends, competitive, customer, best practices and emerging markets research into one system which supports the entire “growth cycle”, which enables clients to have a complete picture of their industry, as well as how all other industries are impacted by these factors.

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CONTACT INFORMATION:

Shailendra Soni
Principal Consultant & Fintech Head - ICT

ssonni@frost.com
Phone: +60.3.6204.5940
Cell: +60.1.2643.4155

Richard Wong
Vice President - Head of ICT, APAC

richard.wong@frost.com
Phone: +65 6890 0927
Cell: +65 9435 8353

Rubyni Karun
Director, Advisory Services

rubyni.k@frost.com
Phone: +65 68900238
Cell: +65 92397228

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