

BANK 4.0

FUTURE OF BANKING + PAYMENTS

NOVEMBER 21 2021
GLOBAL RELEASE DATE

INTERNATIONAL BESTSELLING AUTHORS
BRETT KING & DR. RICHARD PETTY

THE RISE OF
TECHNOSOCIALISM

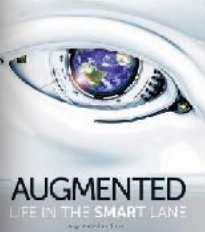
How Inequality, AI and Climate will Usher in a New World



FOREWORD BY
Arnold Schwarzenegger

www.techsocialism.com

BRETT KING



AUGMENTED

SEE THE SMART LINE

BRETT KING

BANK 2.0

HOW CUSTOMER BEHAVIOR AND TECHNOLOGY WILL CHANGE THE FUTURE OF FINANCIAL SERVICES



BRETT KING

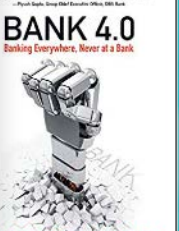
BRANCH TODAY, GONE TOMORROW

THE CASE FOR THE DEATH OF BRANCH BANKING

BRETT KING

BANK 4.0

How Customers, Banks & Finance Will Change



BRETT KING

BRETT KING

BANK 3.0

WHY BANKING IS NO LONGER A PLACE YOU GO TO - BUT SOMETHING YOU DO



Brett King

Breaking Banks

The Innovators, Rogues and Strategists Rebooting Banking



WILEY



FROM 1472-1980

BANK 1.0

OFF ON



ACTIONLINE

SIMPLE, SPEEDY
BANKING BY TELEPHONE

1

2

3

4

5

6

7

8

9

FROM 1980-2007

BANK 2.0



FROM 2007-2016

BANK 3.0



Digital

Distribution

Physical

High

Low

Friction

BANK 1.0
1472-1980

BANK 2.0
1980-2007

BANK 3.0
2007-2017

BANK 4.0
2017-Onwards



Informal Banking

- Nascent currency/trading systems
- “Under the mattress” savings



Community-led Banking (1400-1950)

- Single Bank Relationship (Geographically geared)
- Only accessible via bank branch



Universal Banking (1950-2000)

- Primary Financial Institution
- Branch as the primary channel



Omni-channel Banking (2000-2025)

- Multiple FI relationships
- Channel agnostic access



Ubiquitous Banking (2025+)

- Banking utility embedded in the world
- Technology-led money experiences/advice



**SURVIVING
BANKS**

**TECH
GIANTS**

**BANKING
EXPERIENCES**

FINTECH



2025: THE ECOSYSTEM PLAY

TECH + FIN + FINTECH ECOSYSTEMS IN REAL-TIME IN THE CLOUD



Q1.2021 **\$28Bn** IN NEW FUNDING

THE BIGGEST SINGLE FINTECH FUNDING QUARTER EVER



Q2.2021 \$31Bn IN NEW FUNDING

CORRECTION: THE BIGGEST SINGLE FINTECH FUNDING QUARTER EVER

The background features a collection of 3D-rendered spheres in various shades of purple and blue, some with highlights and shadows, giving them a glossy appearance. A credit card is positioned diagonally across the center. The card is dark purple with a red and orange Mastercard logo in the top right corner. The Nu Bank logo, a stylized 'nu' in white, is visible on the card. The name 'GABRIELA LIMA' is partially visible on the card. The text '\$750 MILLION' is overlaid in large, bold, white capital letters.

\$750 MILLION

JUNE 2021

40 MILLION CUSTOMERS



프렌즈 체크카드는 캐릭터에 관계없이 동일한 혜택이 제공됩니다

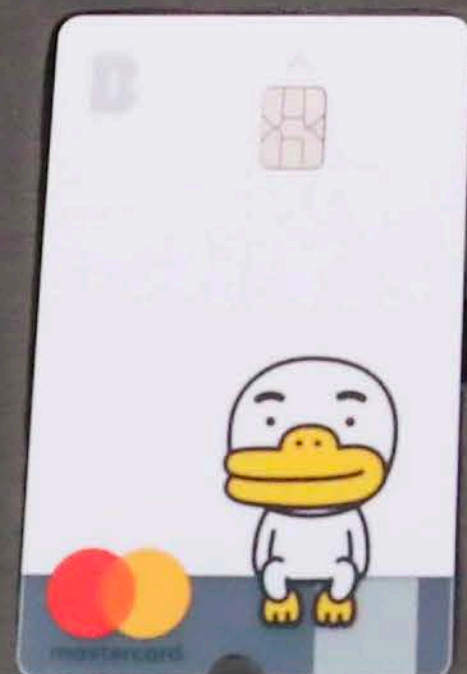
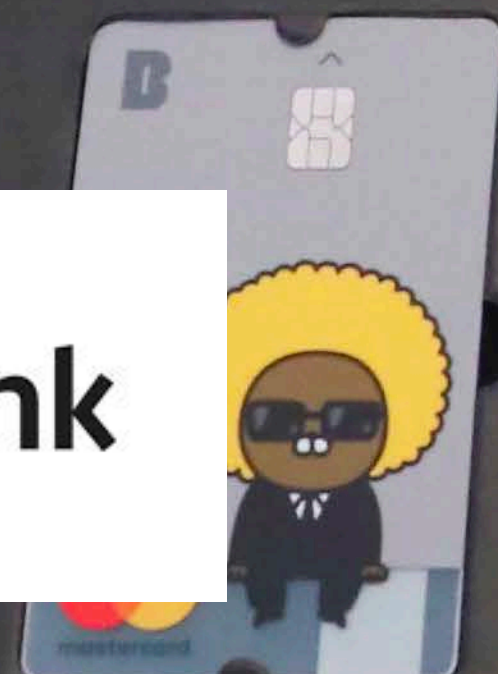
을 때마다 조건없이 적립되고, 특별한 프로모션 캐시백을 받을 수 있습니다.



4.87초에 한

IPO NOVEMBER 2021

\$1.3 BILLION
15 MILLION CUSTOMERS



카카오뱅크
지금



JULY 2021

\$800 MILLION

16 MILLION CUSTOMERS



\$510 MILLION

SEPTEMBER 2021

5 MILLION CUSTOMERS

N26

OCTOBER 2021

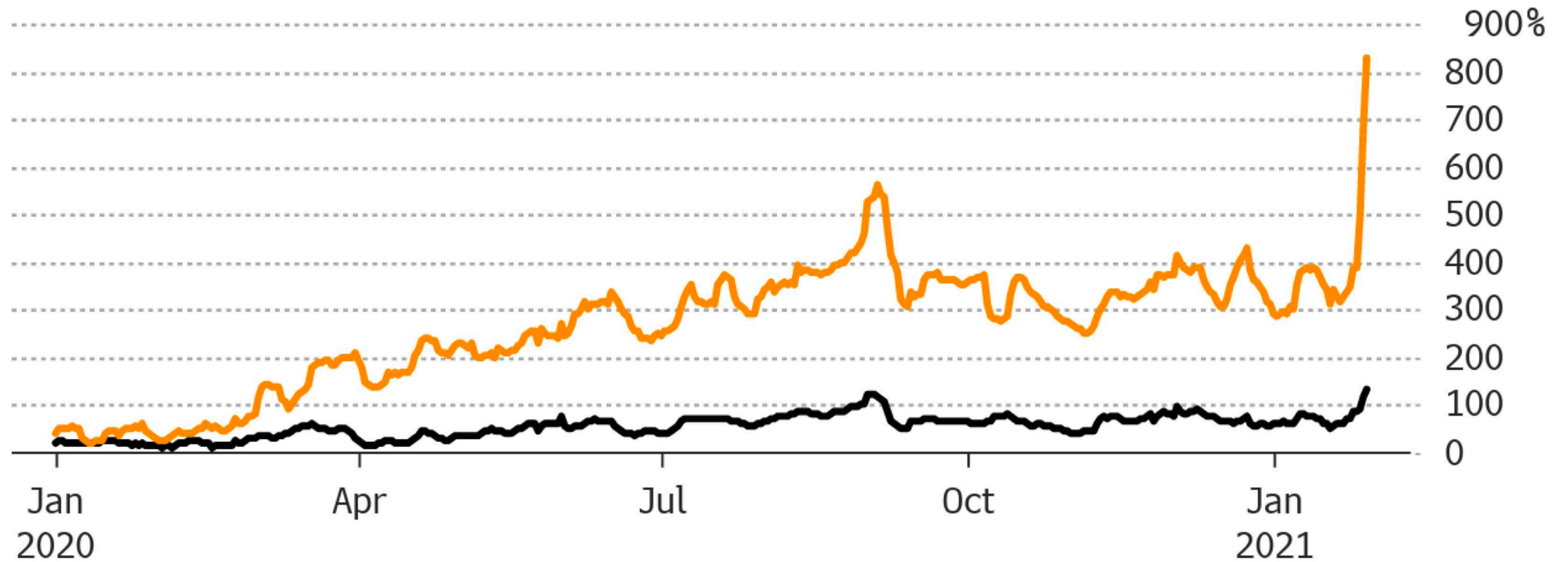
\$900 MILLION

7 MILLION CUSTOMERS



Robinhood

Traditional Brokers Robinhood



DISRUPTED SAVINGS

YU'E BAO DISRUPTED THE HIGH YIELD MODEL



YU'E BAO



The image shows a large, illuminated sign for WeBank. The sign features the word "WeBank" in a stylized, 3D font. The letter "a" is replaced by a penguin character with a red band across its eyes. Below the English name, the Chinese characters "微众银行" (WeBank) are displayed in a similar 3D, illuminated font. The sign is set against a dark blue background with a curved, metallic-looking surface. In the upper left corner, there are some smaller signs for "Toilet" and "Subway" in English and Chinese.

WeBank
微众银行

2015-2020 WEBANK ACQUIRED

200MN

CUSTOMERS

China's Ant Group to form a financial holding company after regulatory clampdown

FROM 2017...

BANK 4.0?

THE EXPERIENCE ERA

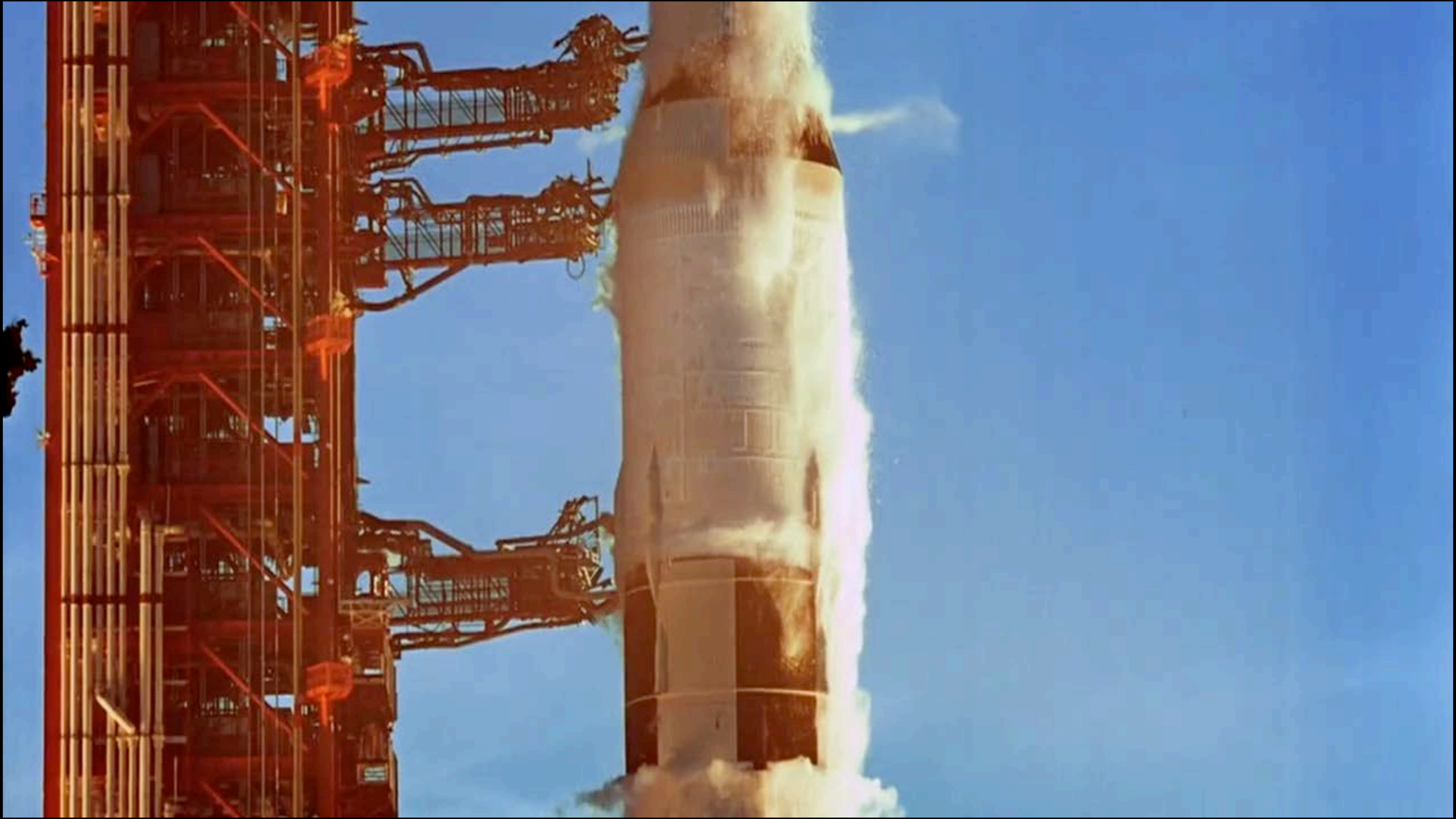


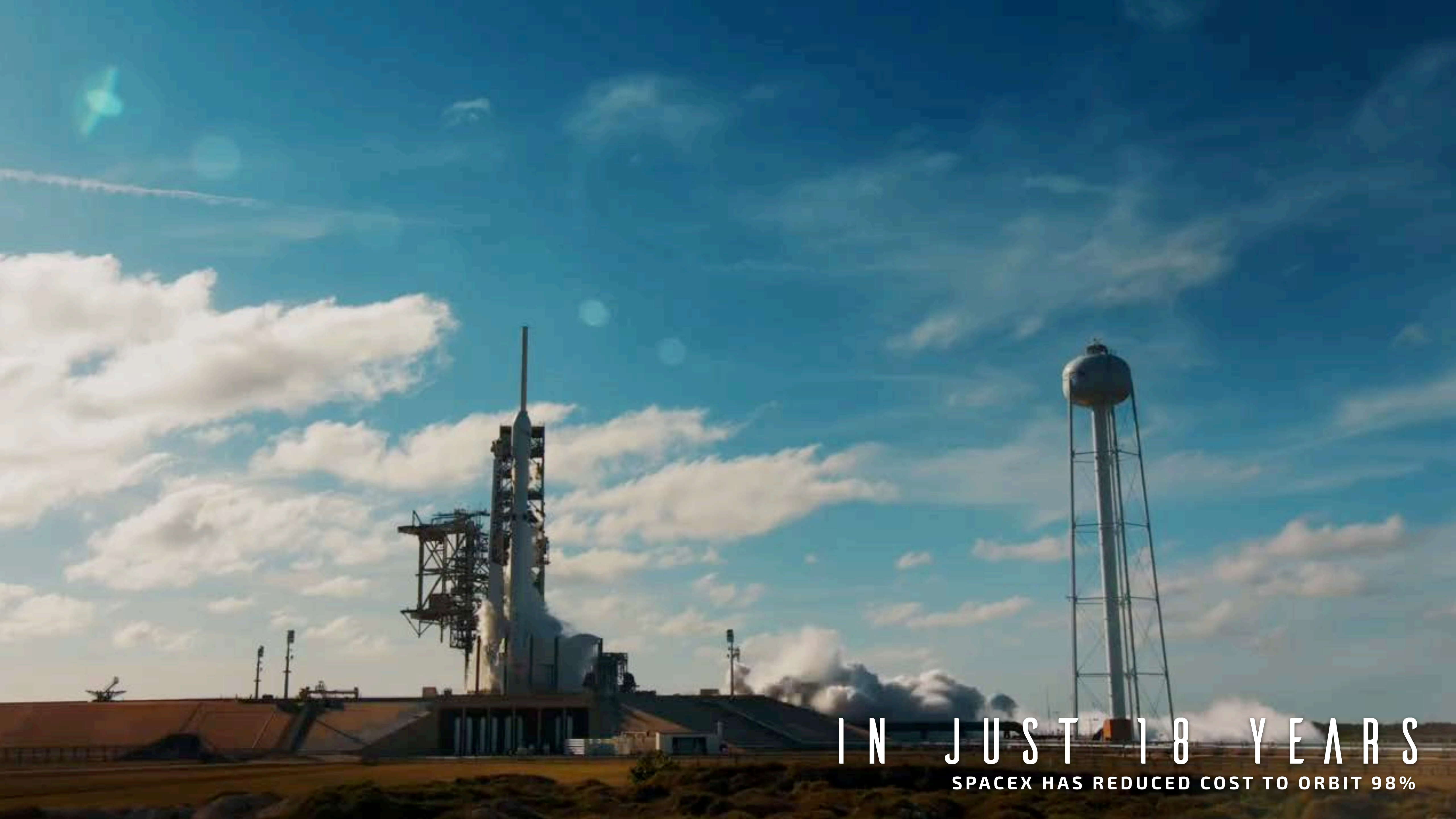


DISRUPTIVE INNOVATION

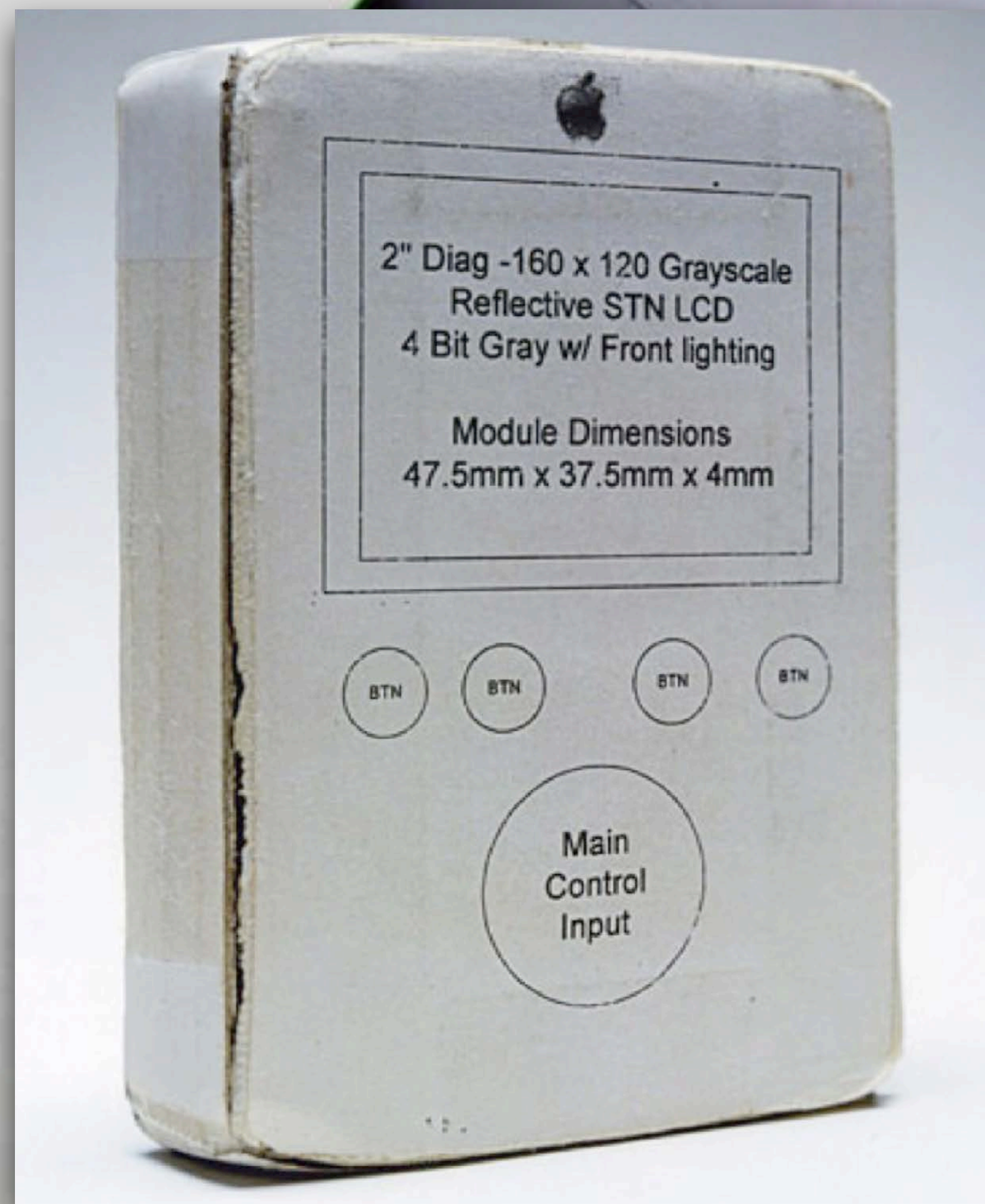
WHAT HISTORY TEACHES US ABOUT DISRUPTION







IN JUST 18 YEARS
SPACEX HAS REDUCED COST TO ORBIT 98%



Apple Card





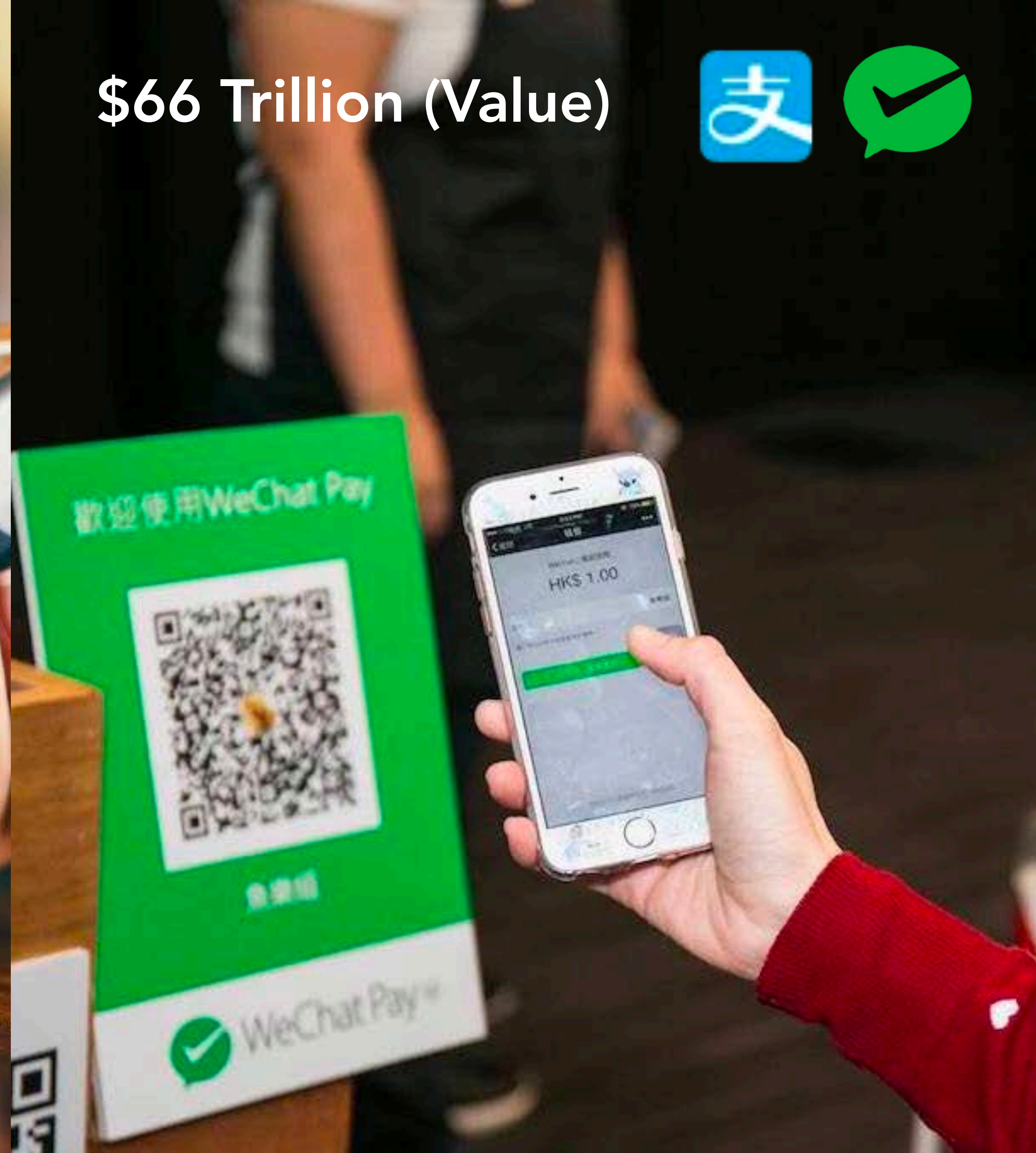
MEANWHILE IN CHINA

FACIAL RECOGNITION – CHINA IS NOT QR CODES VS TOKENS ANYMORE

\$66 Trillion (Value)



\$32 Trillion (Value)



LOWEST FRAUD RATES

IN THE WORLD. WITH 0.0006 BPS OFF 459,000TX/SEC



CNP FRAUD \$130BN

MASTERCARD/VISA 11.2BPS OF FRAUD FOR CNP





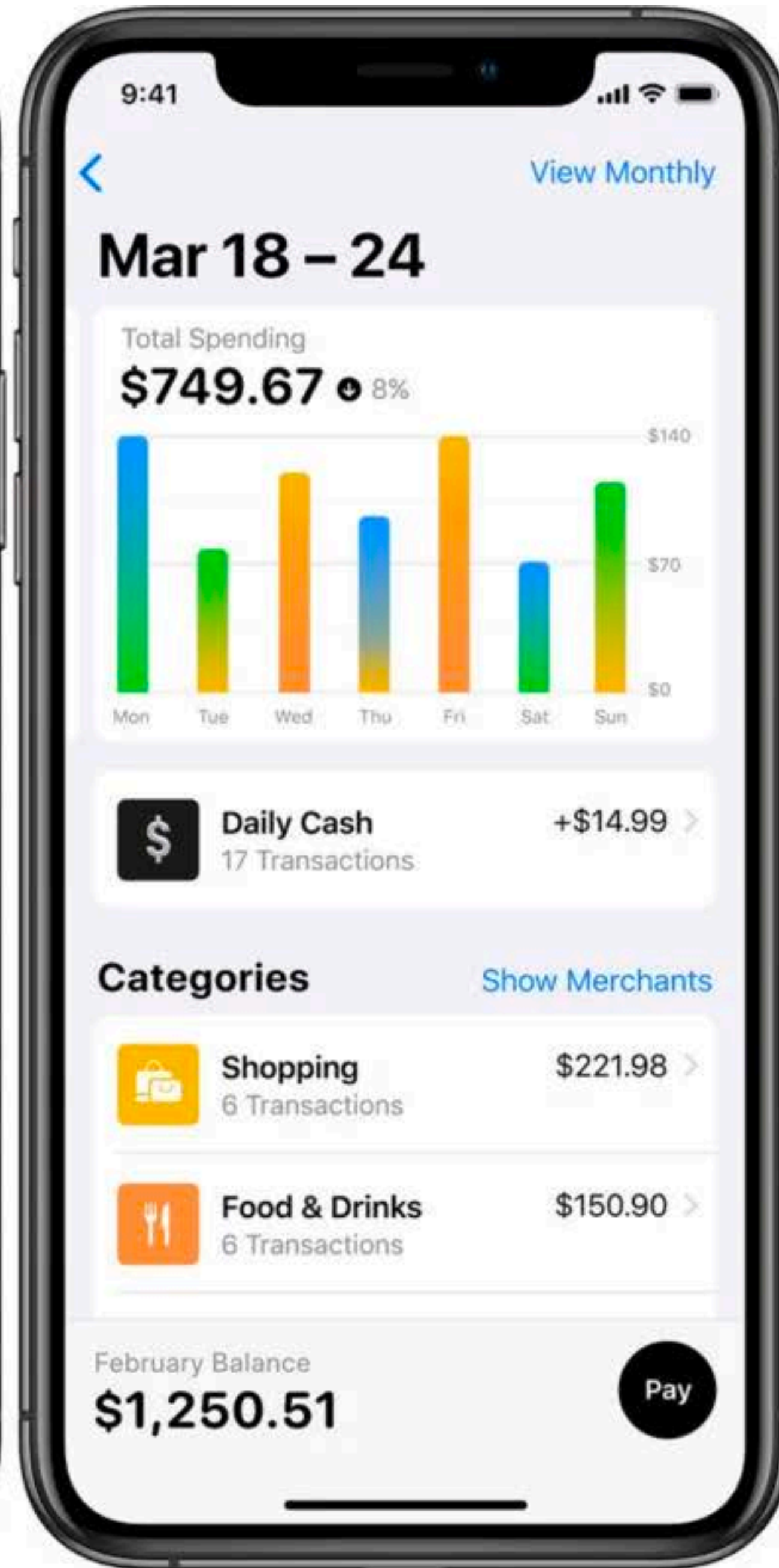
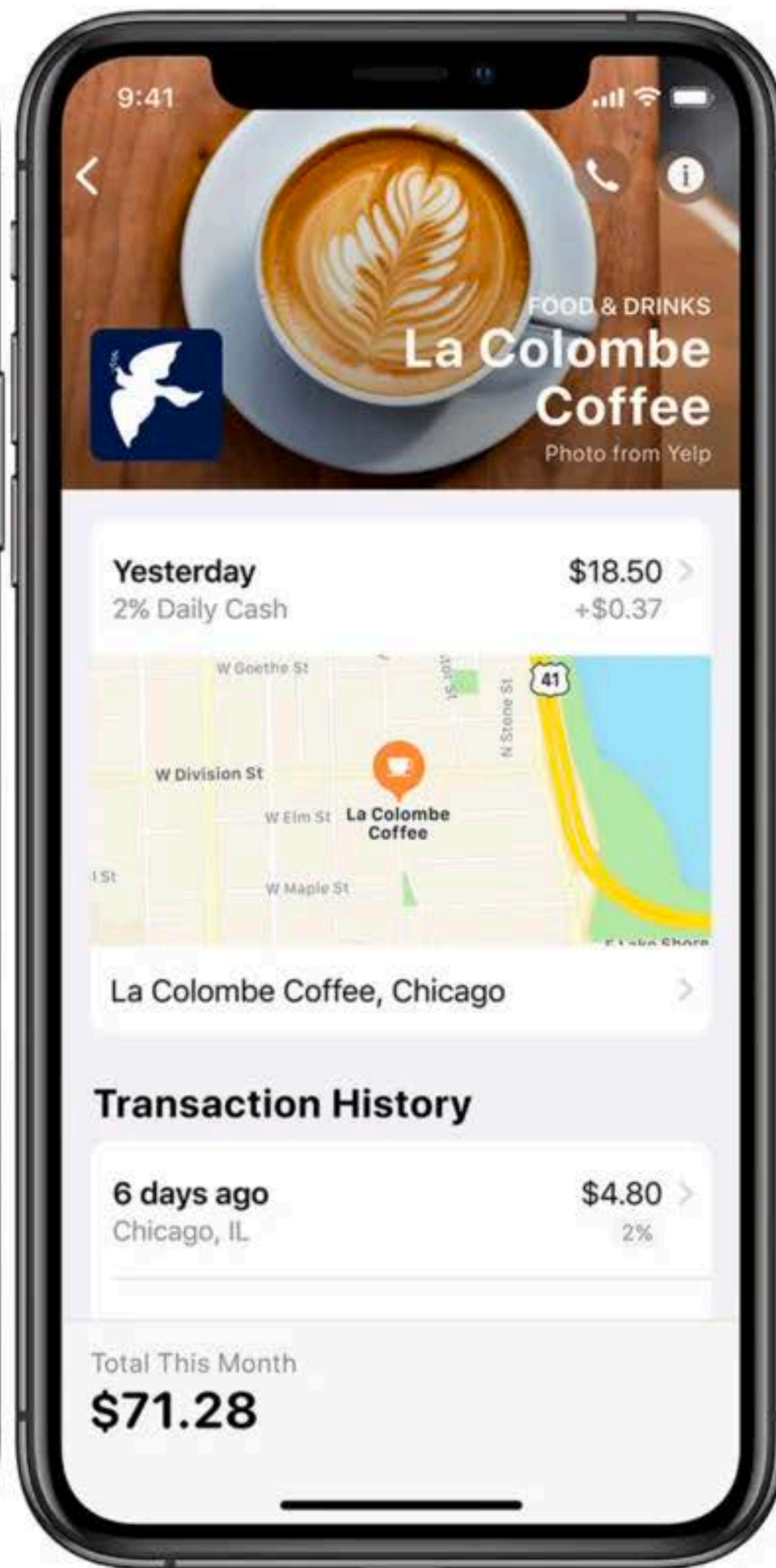
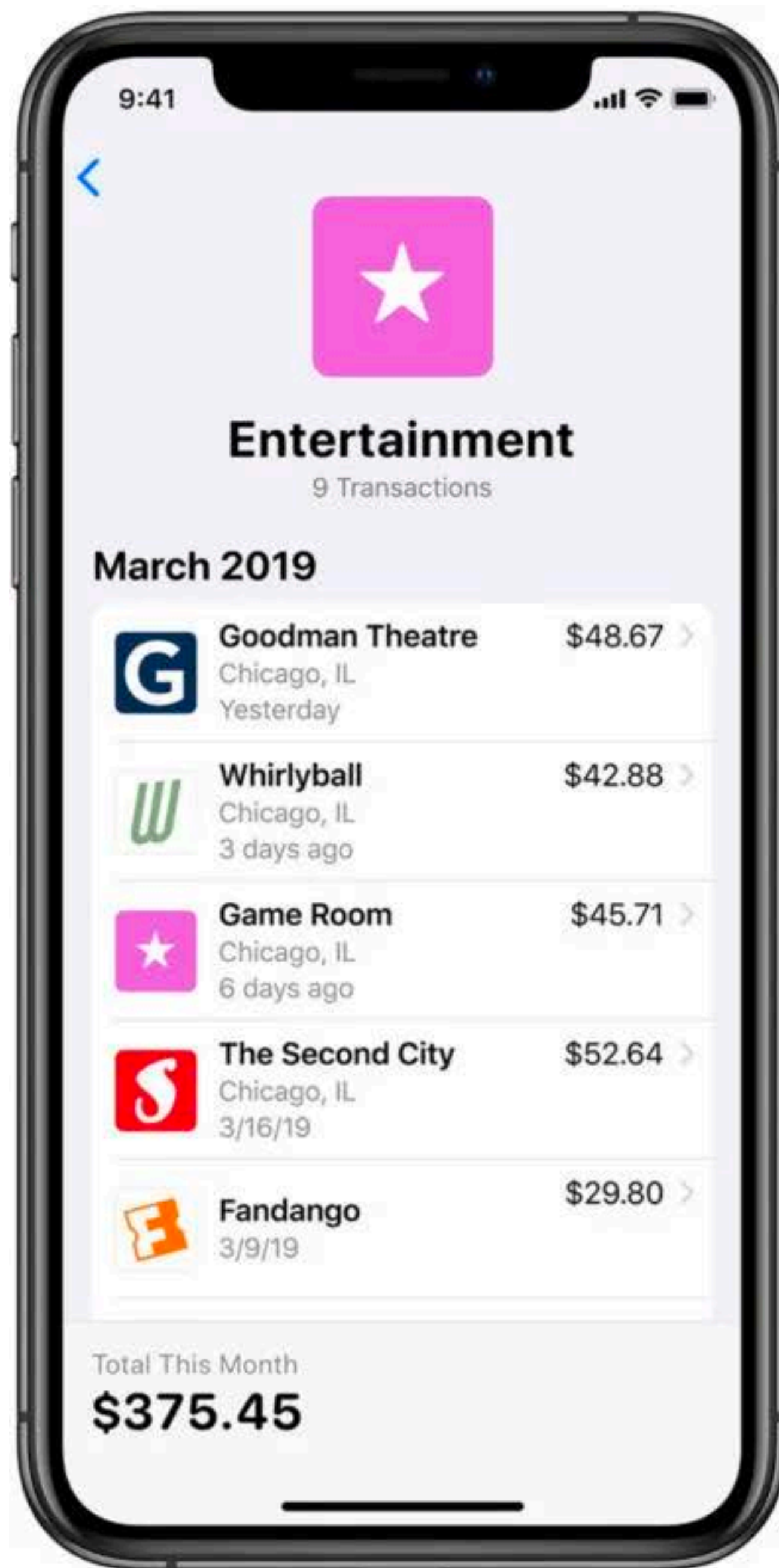
IN 2020 **\$12Bn** IN MERCHANT FINANCING

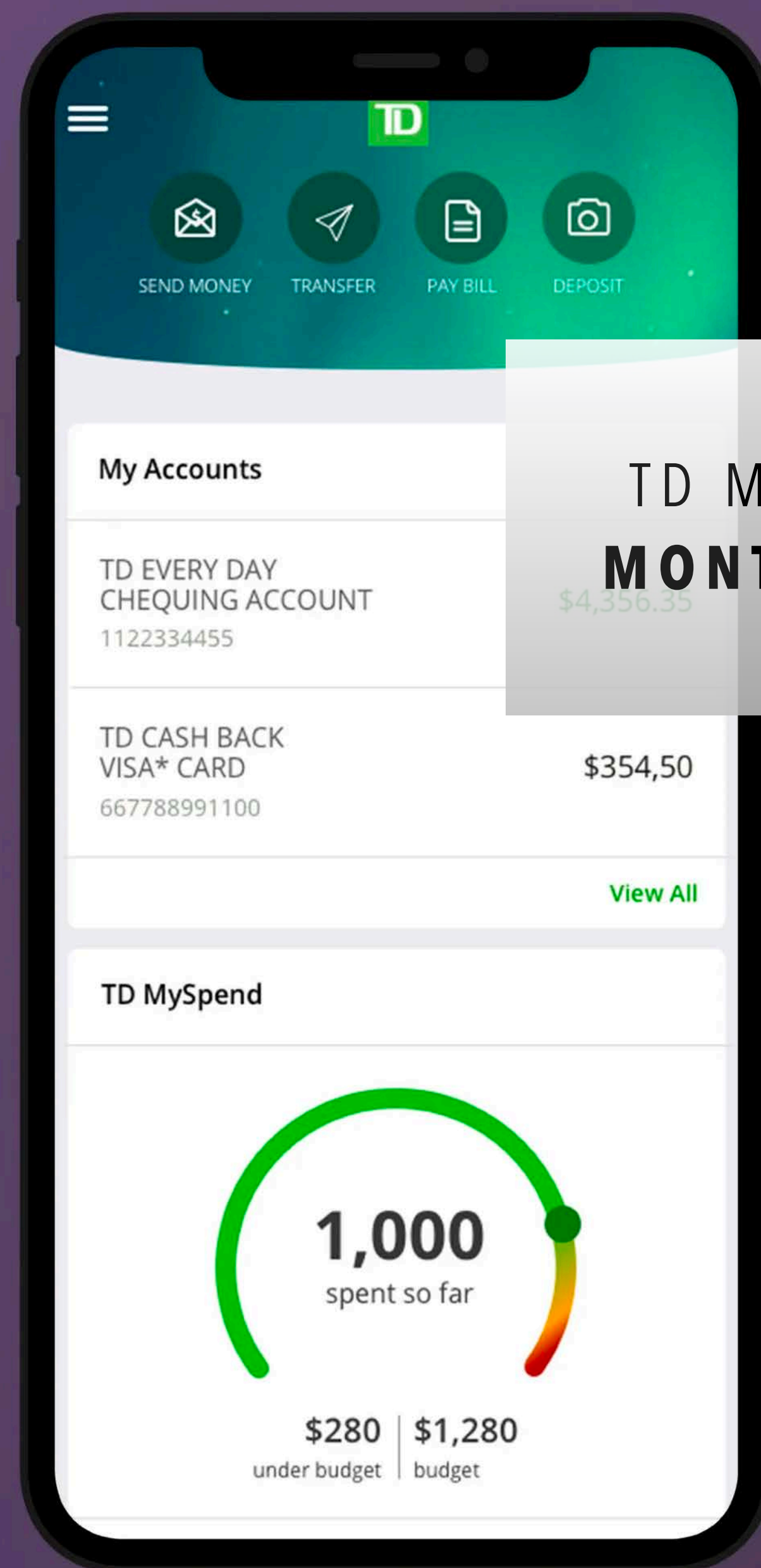
ONE OF THE 5 BIGGEST SME LENDERS IN CHINA



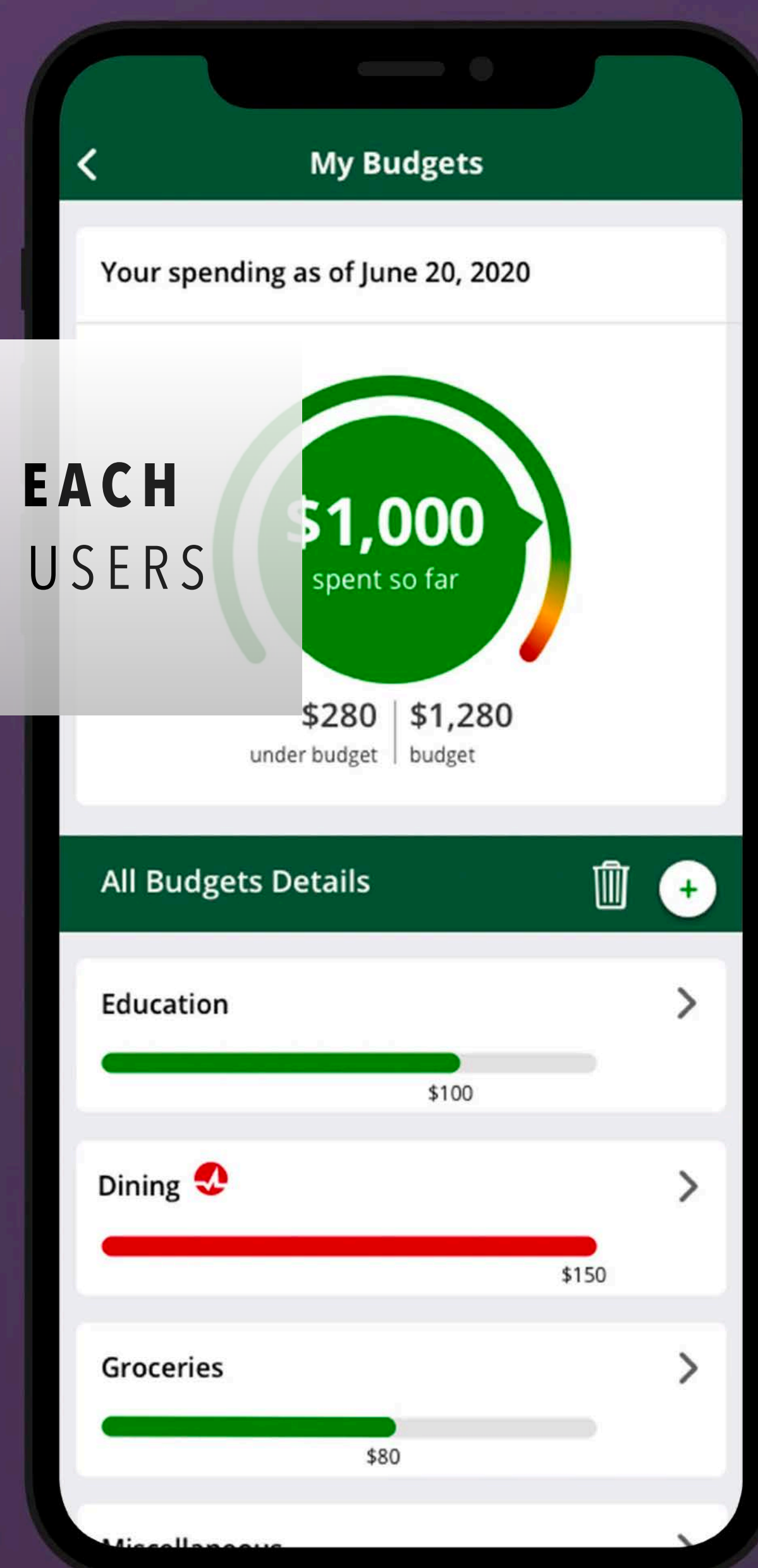
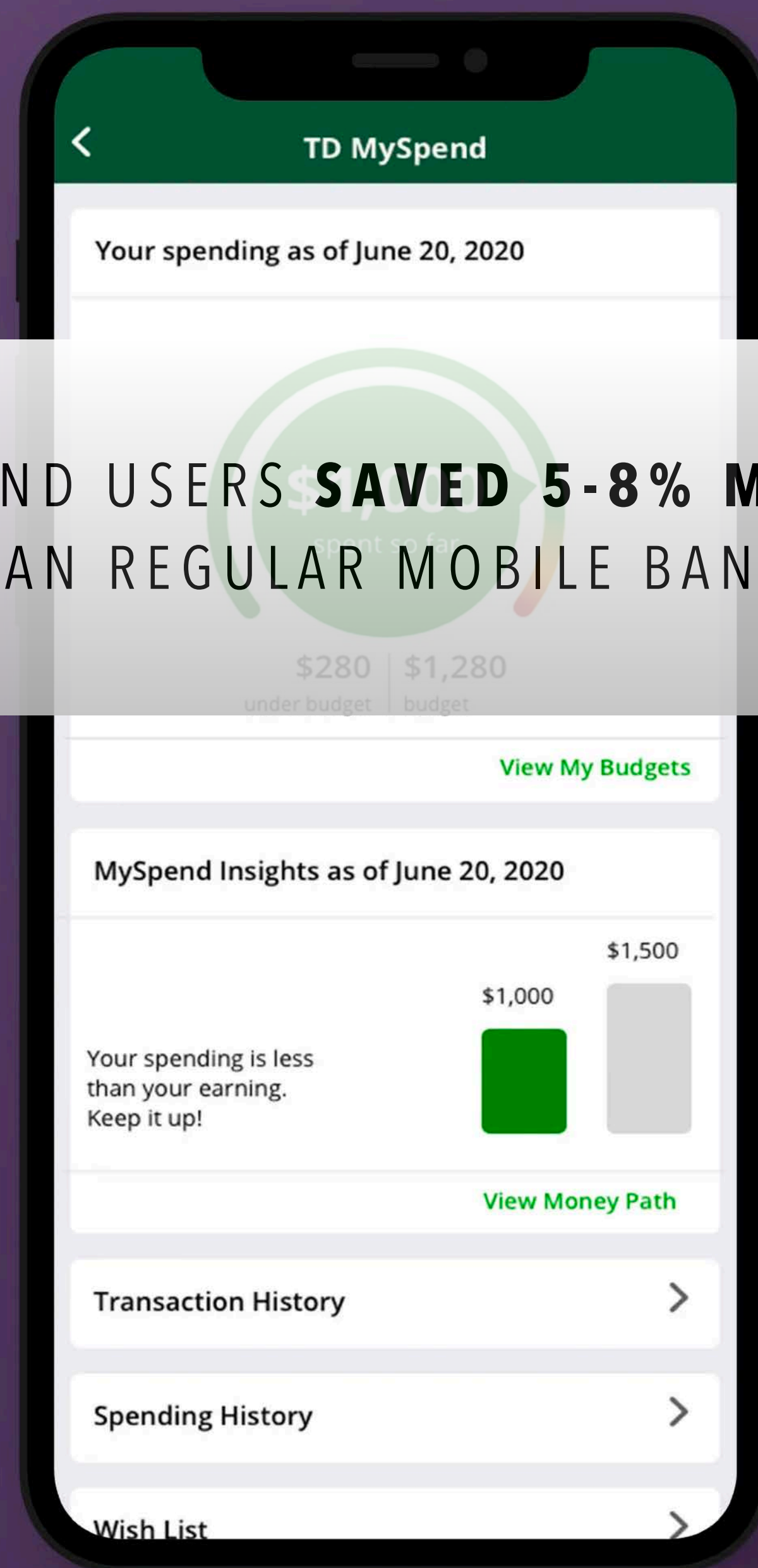
CASH CRUNCH

CASH IS A KNOWN TRANSMISSION VECTOR



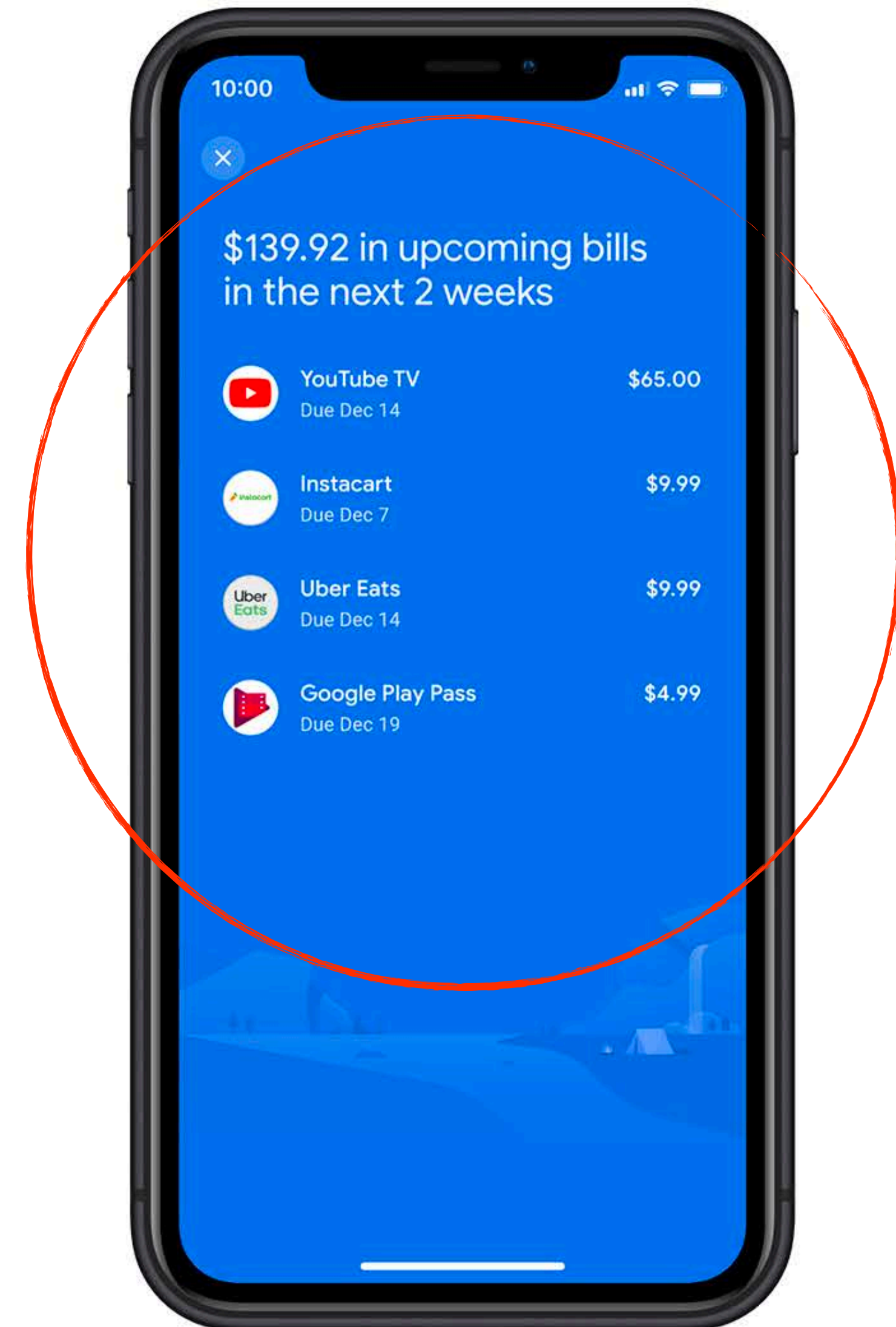
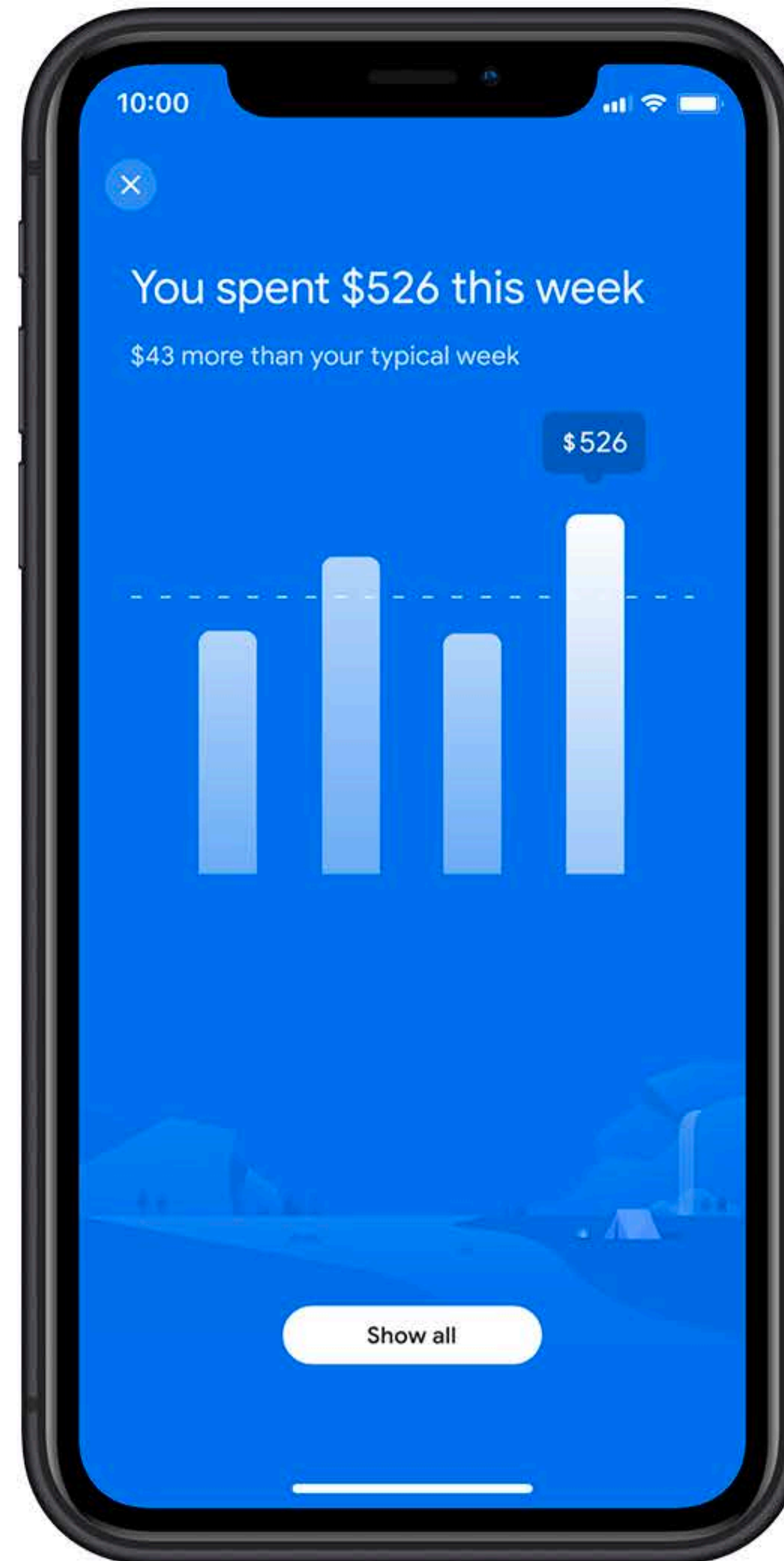
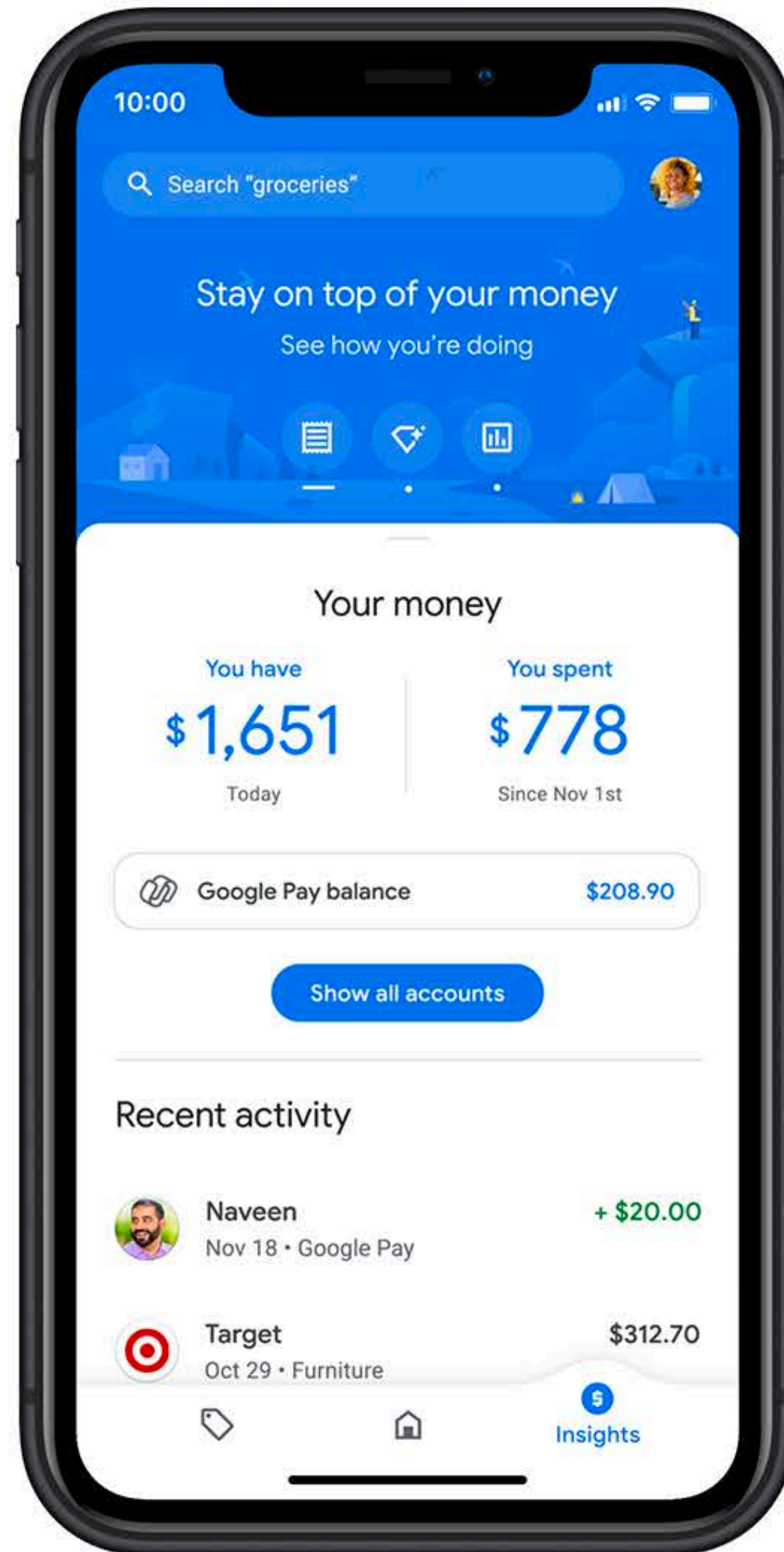


TD MYSPEND USERS **SAVED 5-8% MORE EACH MONTH** THAN REGULAR MOBILE BANKING USERS



PREDICTIVE CASHFLOW

WILL BE REQUIRED TO **DYNAMICALLY MANAGE DEFAULT SCENARIOS**





**66% OF US BANK ACCOUNTS
OPENED DIGITALLY (2020)**



GO PAY

Bayar tanpa repot.
GOPAY-in aja

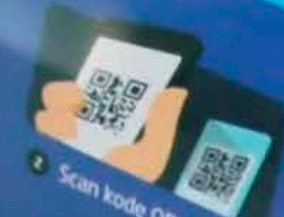


SOSRO, GO-FESTIVAL GBK

GO FOOD FESTIVAL



Buka aplikasi GO-PAY, klik "Bayar"

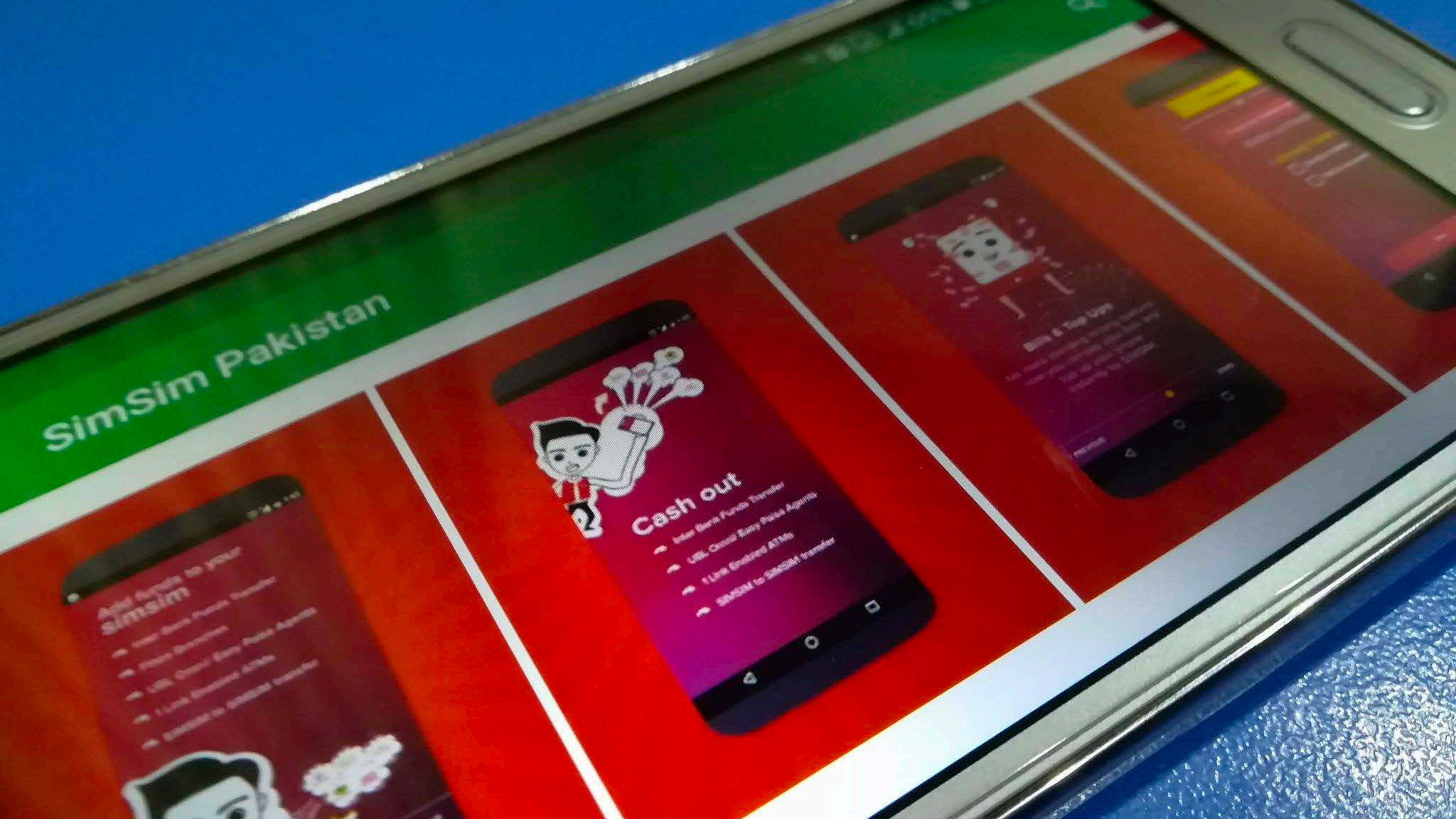


Scan kode QR di atas.

Grokk

Singtel





SimSim Pakistan

Add Funds to your SimSim

- Inter Bank Funds Transfer
- LBB Credit Easy Pass Agents
- 1 Link Enabled ATMs
- SARIM to SARIM transfer



cash out

- Inter Bank Funds Transfer
- LBB Credit Easy Pass Agents
- 1 Link Enabled ATMs
- SARIM to SARIM transfer



Bank & Tag Use

Inter Bank Funds Transfer
LBB Credit Easy Pass Agents
1 Link Enabled ATMs
SARIM to SARIM transfer

SAMSUNG

100%

11:20 AM

Xin chào Molly!

29.000.000



Nạp tiền
điện thoại



Quét mã



Chuyển
tiền nhanh

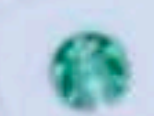


Mua vé
xem phim

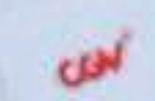
COUPON SẴP HẾT HẠN



KFC



Starbucks



CGV Cinema

-40% Combo Gà

-20.000 Machiato

-10% Vé sweetbox

Xem hết 12 Coupon

Vận may đã tới!

đàn có +1 lượt đổ xi ngẫu hôm nay

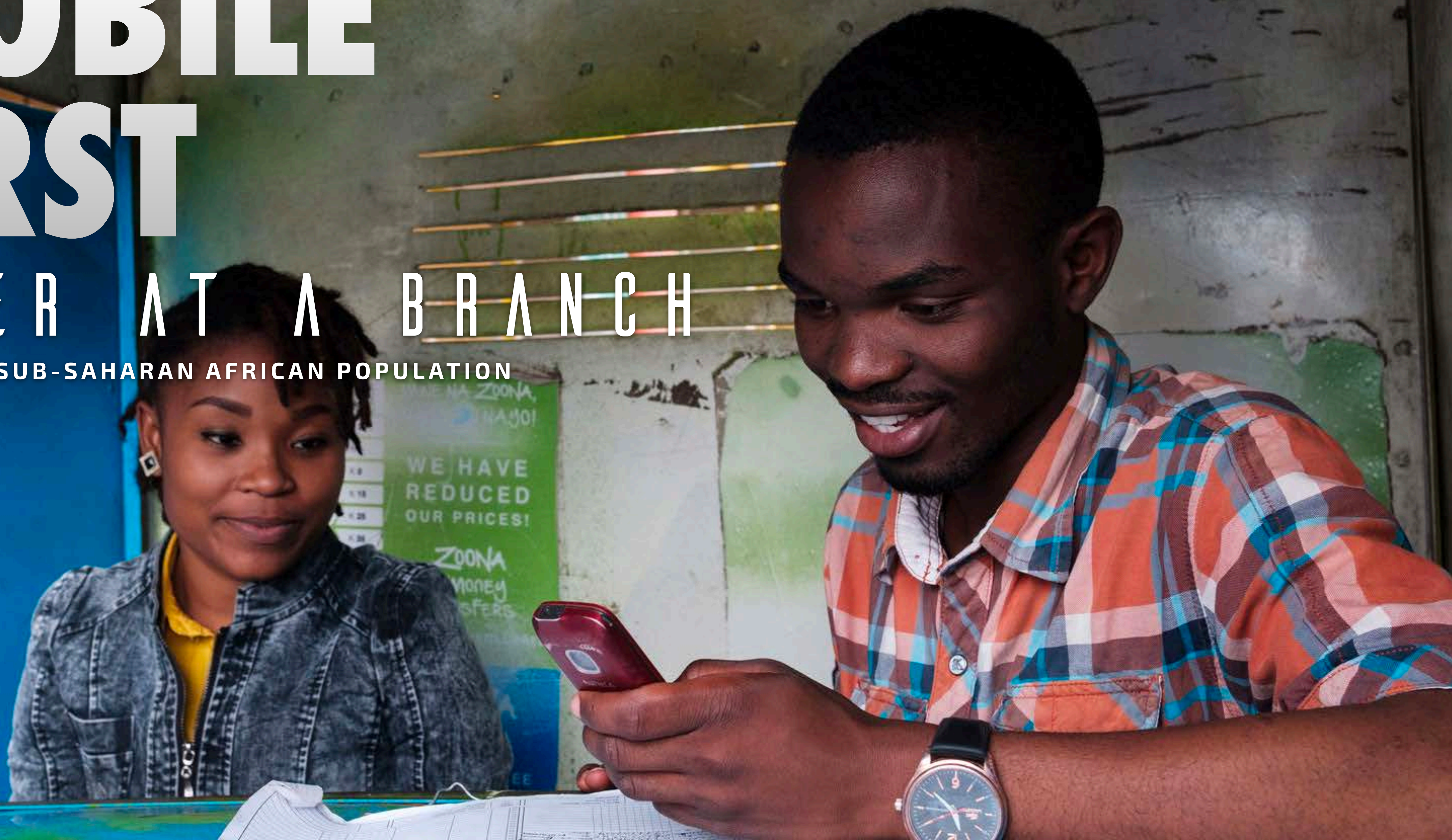
Đổ xi ngẫu



MOBILE FIRST

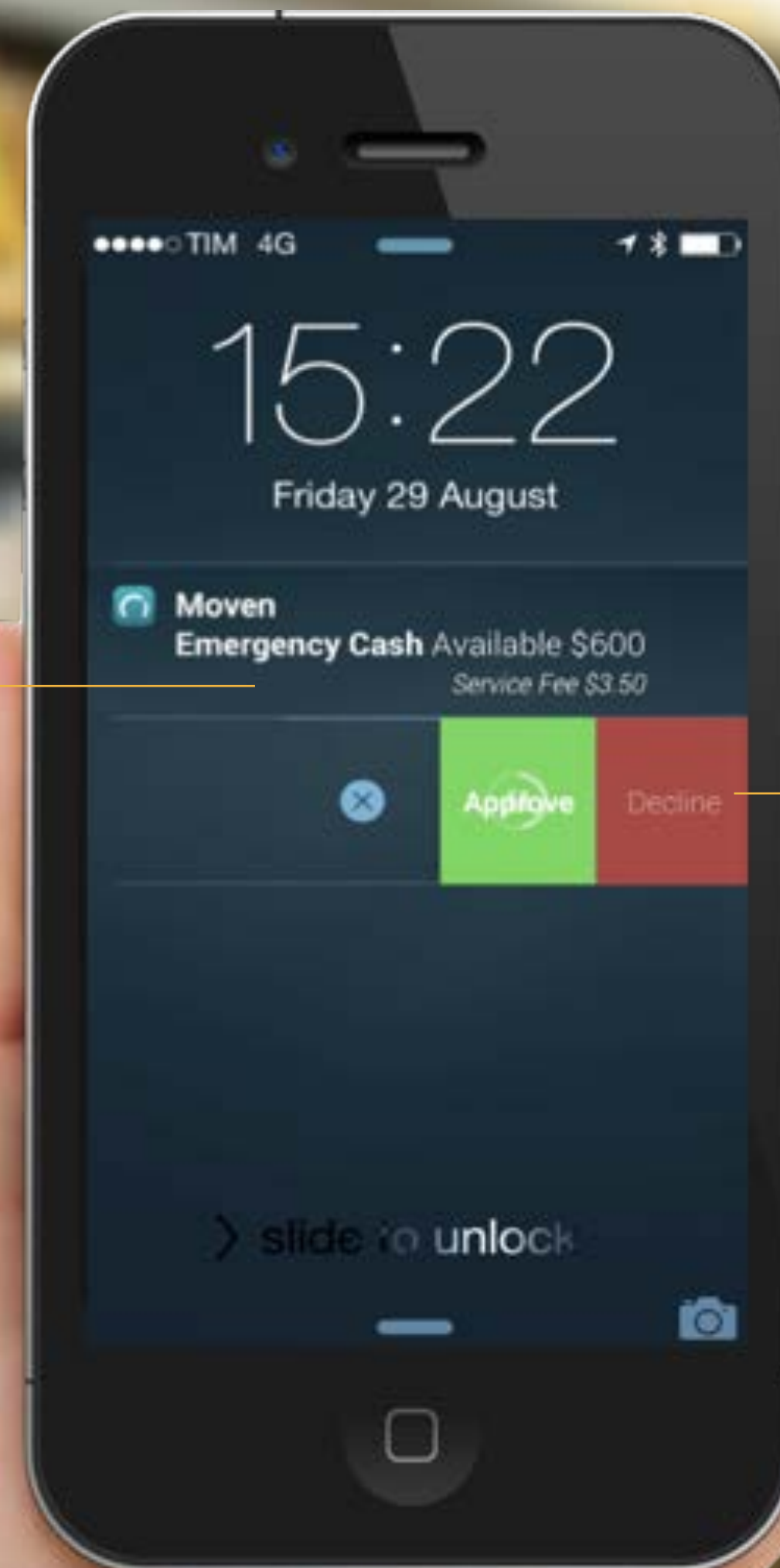
NEVER AT A BRANCH

70% OF THE SUB-SAHARAN AFRICAN POPULATION



Contextual Revenue

Bank utility moves from **products** to **use cases**, moments in time that fill a need



Low Friction

Relationship and revenue engagement can happen instantly in the **notification**



BUY NOW PAY LATER

EXAMPLE OF CONTEXTUAL CREDIT BUILT INTO PURCHASING EXPERIENCES





SPENDING ALERT

INSUFFICIENT BALANCE
FOR PURCHASE

SEP
29

HK\$17,250
RENT DUE

UNAFFORDABLE!

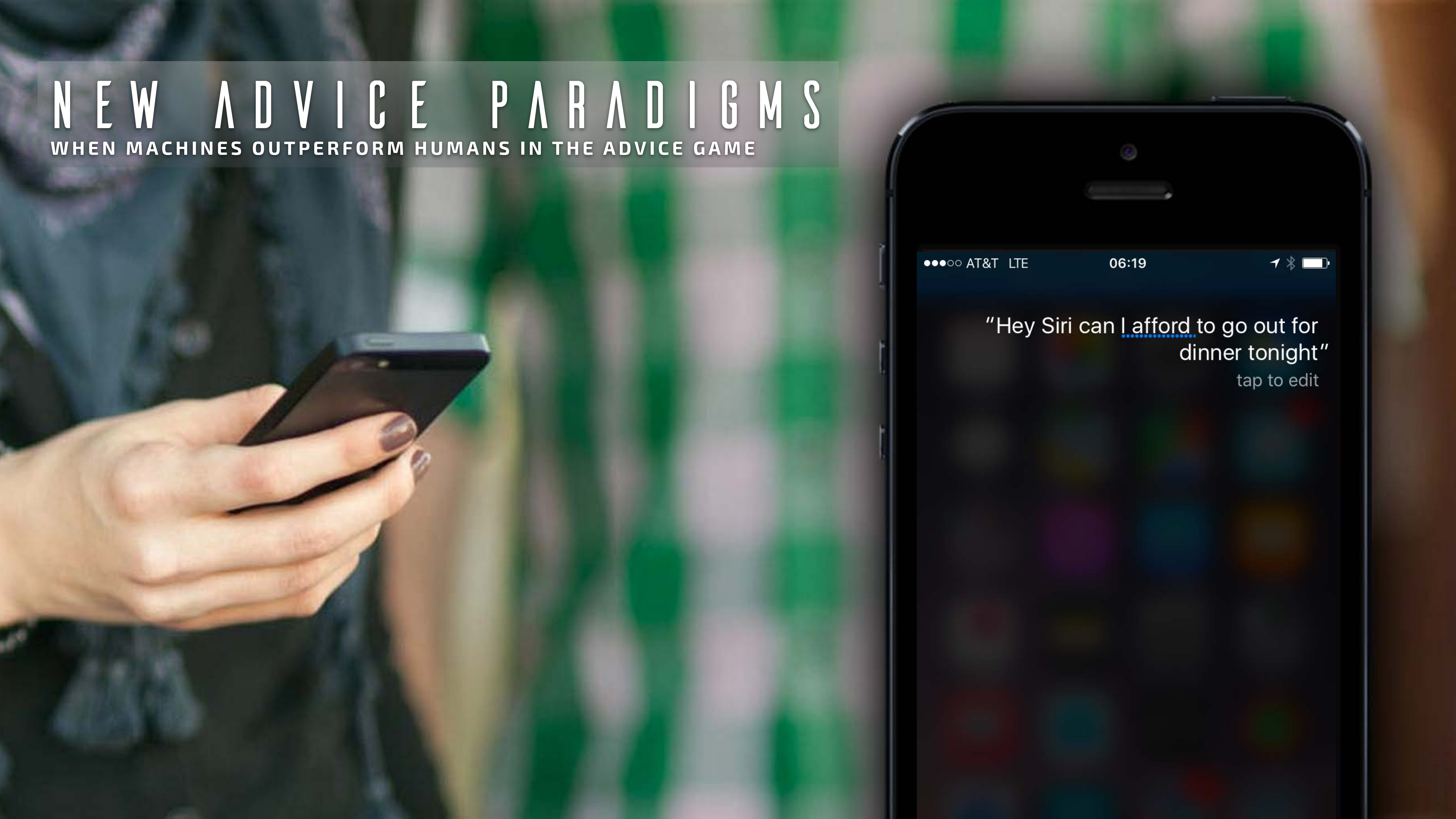
MONTHLY LOAN PAYMENTS
EXCEED CURRENT BUDGET



MODEL X
\$127,557 MSRP

NEW ADVICE PARADIGMS

WHEN MACHINES OUTPERFORM HUMANS IN THE ADVICE GAME



●●●○ AT&T LTE 06:19 ↗ ⌵ 🔋

"Hey Siri can I afford to go out for
dinner tonight"

tap to edit

FINANCE: 2025 AND BEYOND

BUILDING BLOCKS

抖音

抖音号:Alibaba_Cloud

IDENTITY WON'T BE KYC
STANDARD KYC DATA IS NO LONGER SECURABLE



: 2025

WALLETS DOMINATE DAY-TO-DAY

SMART PHONES WILL DOMINATE DAY-TO-DAY SPENDING, BRANCH VISITS EXCEEDINGLY RARE





2025:

DON'T SPEND SAVE

CORONAVIRUS WILL MAKE CREDIT CARD REWARDS AND CASHBACK NEGATIVE

2025:

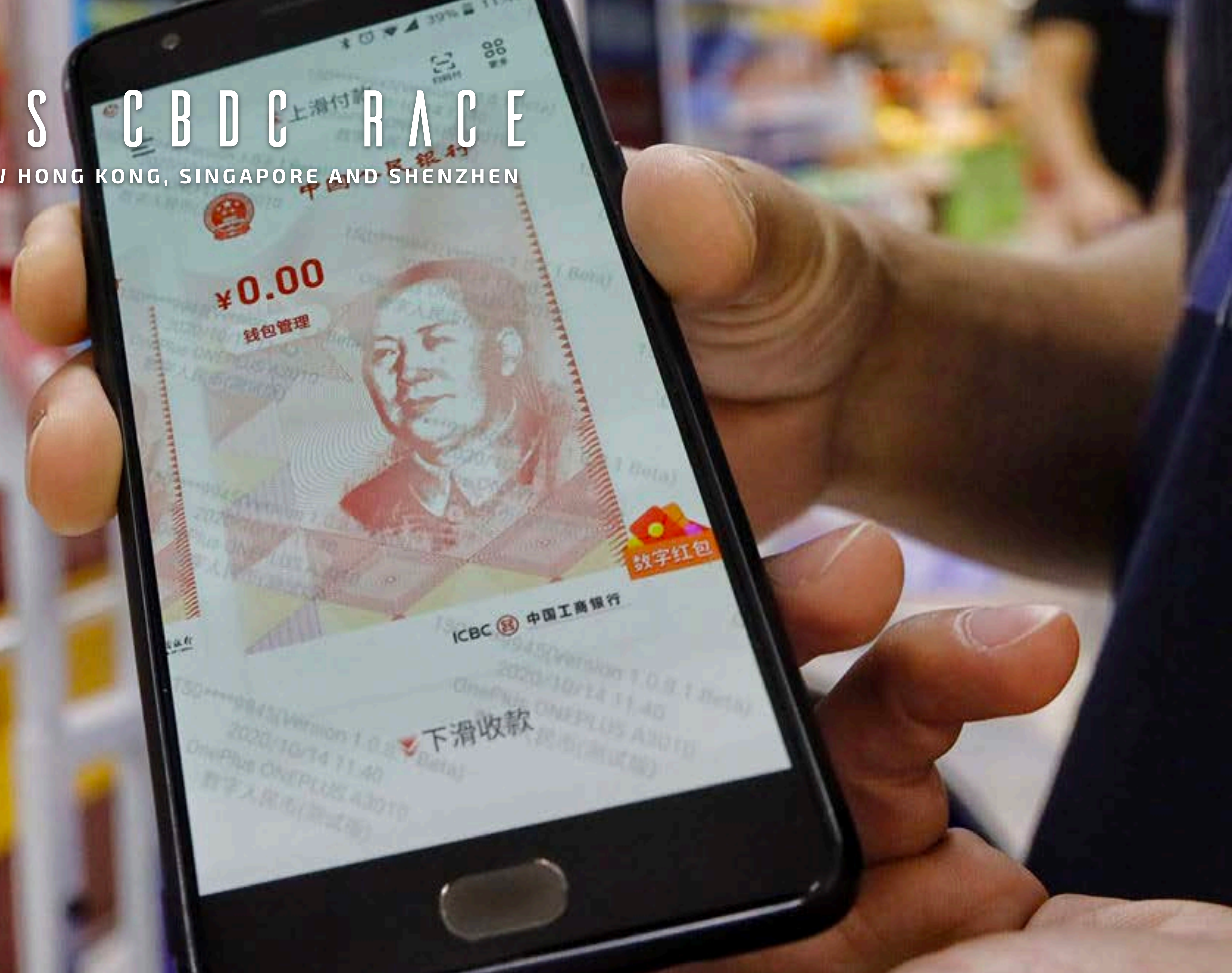
MORE AI ADVICE > HUMAN

PERSONAL AI SMART ASSISTANTS WILL GIVE MORE ADVICE THAN HUMAN ADVISORS

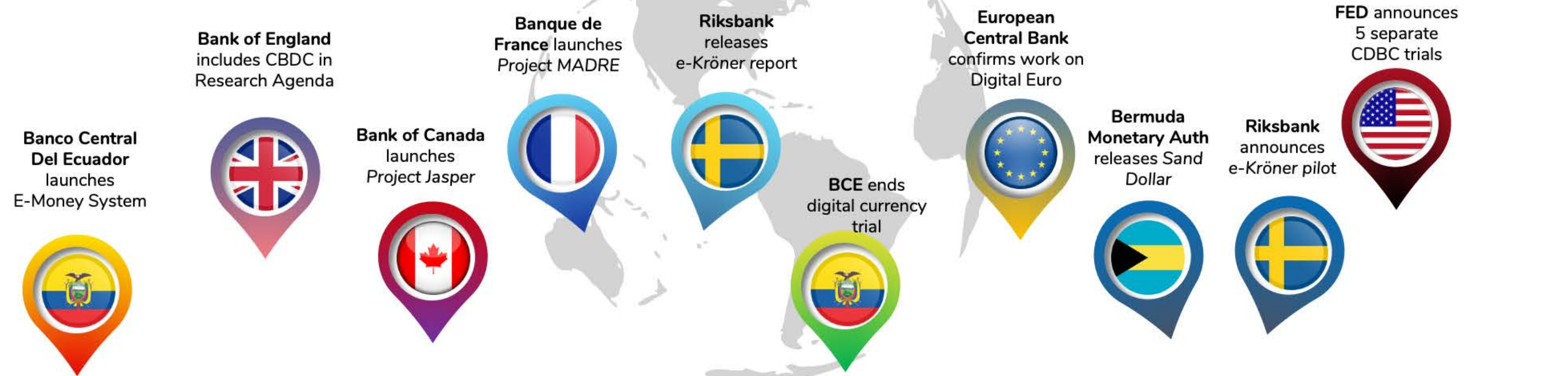


CHINA LEADS CBDC RACE

TRIALS IN 8 CITIES INCLUDING NOW HONG KONG, SINGAPORE AND SHENZHEN



REST OF THE WORLD



ASIA

AUREUS
(Rome)
1st BCE – 300s



SOLIDUS
(Byzantium)
400s - 1100s



Florino
(Florence)
1200s - 1400s



Gulden
(Netherlands)
1600s - 1700s



Réal de a ocho
(Spain)
1700s



Pound
(British Empire)
1800s



Dollar
(United States)
1900-2020s



E-Yuan?
(China)
2030s+





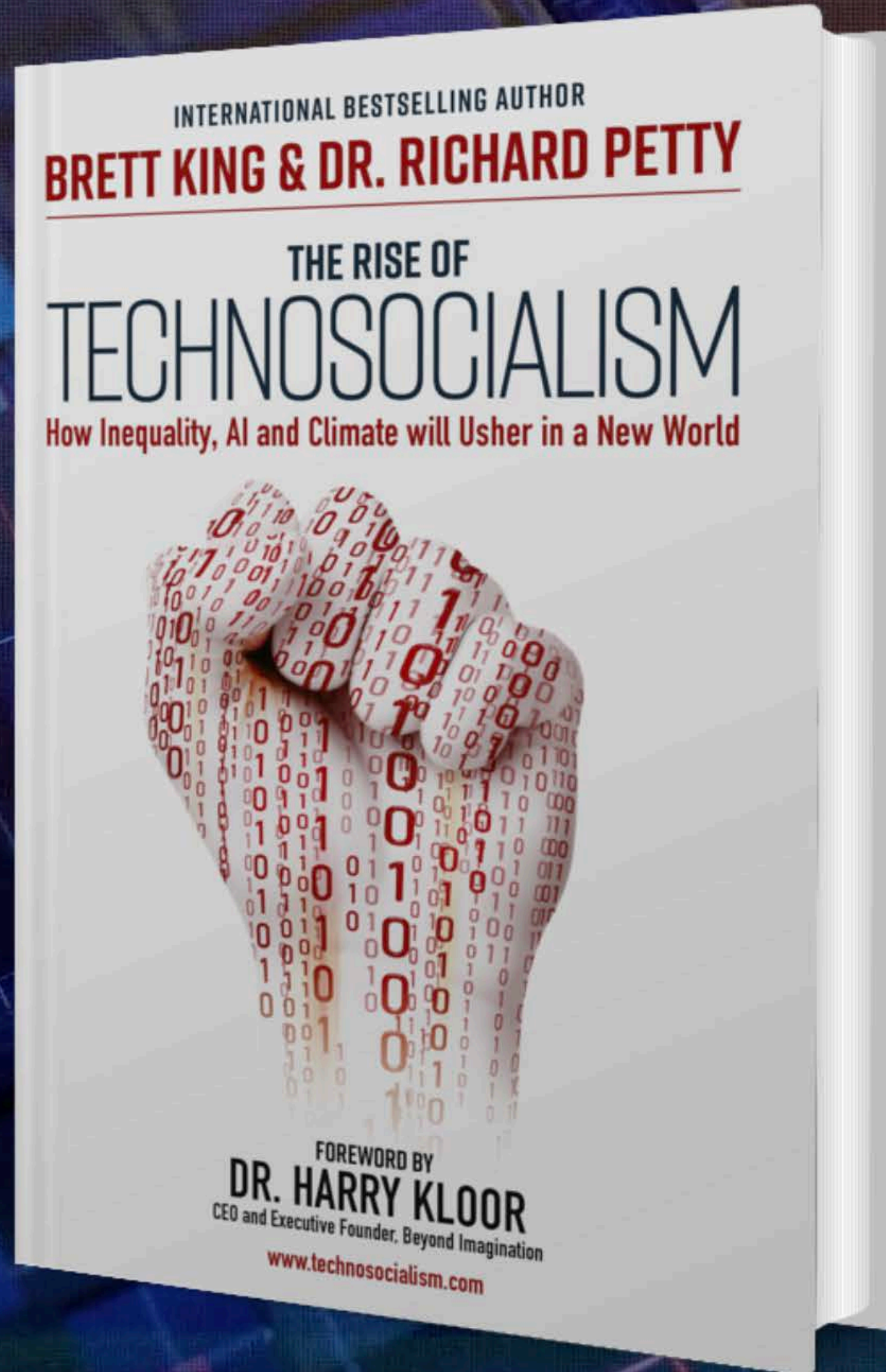
蚂蚁金服
ANT FINANCIAL

2030:
BIGGEST BANK IN THE WORLD?
THE BIGGEST FINANCIAL INSTITUTIONS WON'T BE TRADITIONAL BANKS AT ALL



IT'S ALL ABOUT SCALE

THE FASTEST GROWING FI'S ARE **ALL** DIGITAL



THE RISE OF TECHNOSOCIALISM

“The 21st century is going to be the most disruptive, contentious period humanity has ever lived through. It will challenge our most sacred ideologies around politics, economics and social constructs. It will force humanity to adapt in ways you can’t imagine...”

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