

**BANKIFI**

From Transactional to Embedded Banking

Putting Banks at the
Heart of Business



BankiFi statement

A combination of regulation and advances in technology have lowered the barrier of entry enabling new entrants to erode Bank revenues

SMEs are the low hanging fruit for new entrants having been underserved by Banks

**The next domains to be unbundled will be
Payables, Receivables and Lending**

To remain relevant to SMEs, banks must move from being product centric to being customer centric **by embedding banking in SME workflows**

Solving pain points specific to SMEs



53%

of payments to SMEs are late



BankiFi facilitates secure, convenient and **instant** payments.



72.5%

of SMEs reported they had cash flow problems



BankiFi connects to personal and business accounts, as well as multiple banks, if they are Open Banking approved.



81 days

Time spent by SMEs on non-core tasks



BankiFi seamlessly integrates to major accounting packages (Xero etc) to automate bookkeeping and workflow reconciliation.

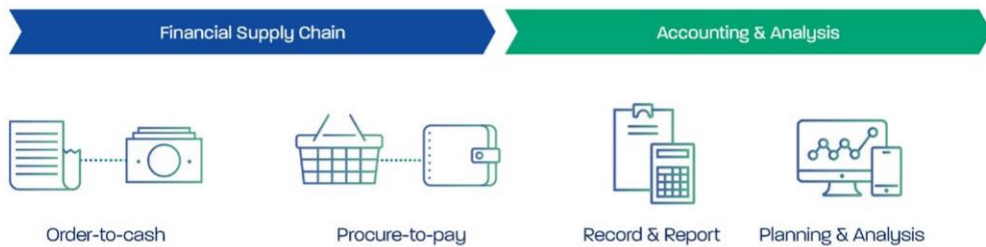
Putting Banks at the Heart of Business

SMEs currently navigate multiple third-party apps for business financial management functions



Think like your SME customers

SMEs think about financial management workflows...



...rather than products



	Financial Supply Chain					Accounting & Analysis	
	Order	Invoice	Credit	Get Paid	Deposit/Make a payment	Accounting	Analytics
Square	✓ ✓	✓ ✓	✓	✓	Square Bank (2021)	✓	✓
stripe	✓	✓	✓	✓	Goldman Sachs citi EVOLOVE BARCLAYS (Dec 2020)	✓	✓
amazon	✓ ✓	✓	✓	✓	✓	✓	✓
shopify	✓	✓	✓	✓	stripe (Dec 2020)		✓
quickbooks	✓ ✓	✓ ✓	✓	✓ ✓	green dot (July 2020)	✓	✓

Legend: ✓ = proprietary ✓ = via partner ✓ = connectivity vis APIs and/or offered via app marketplace

End-to-end business financial management

Banks typically only partially support business financial management workflows.

Non-bank competitors are starting to penetrate core banking services such as payables, receivables and lending.

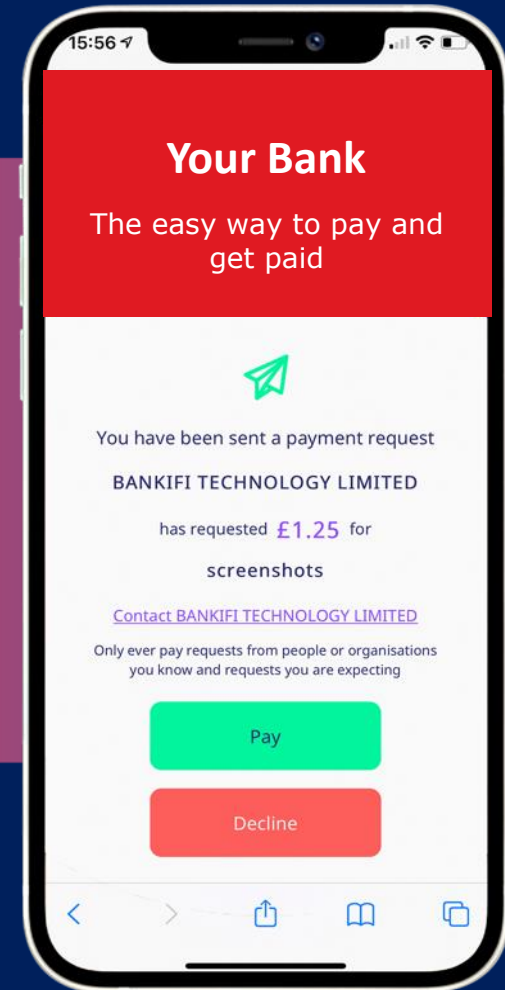
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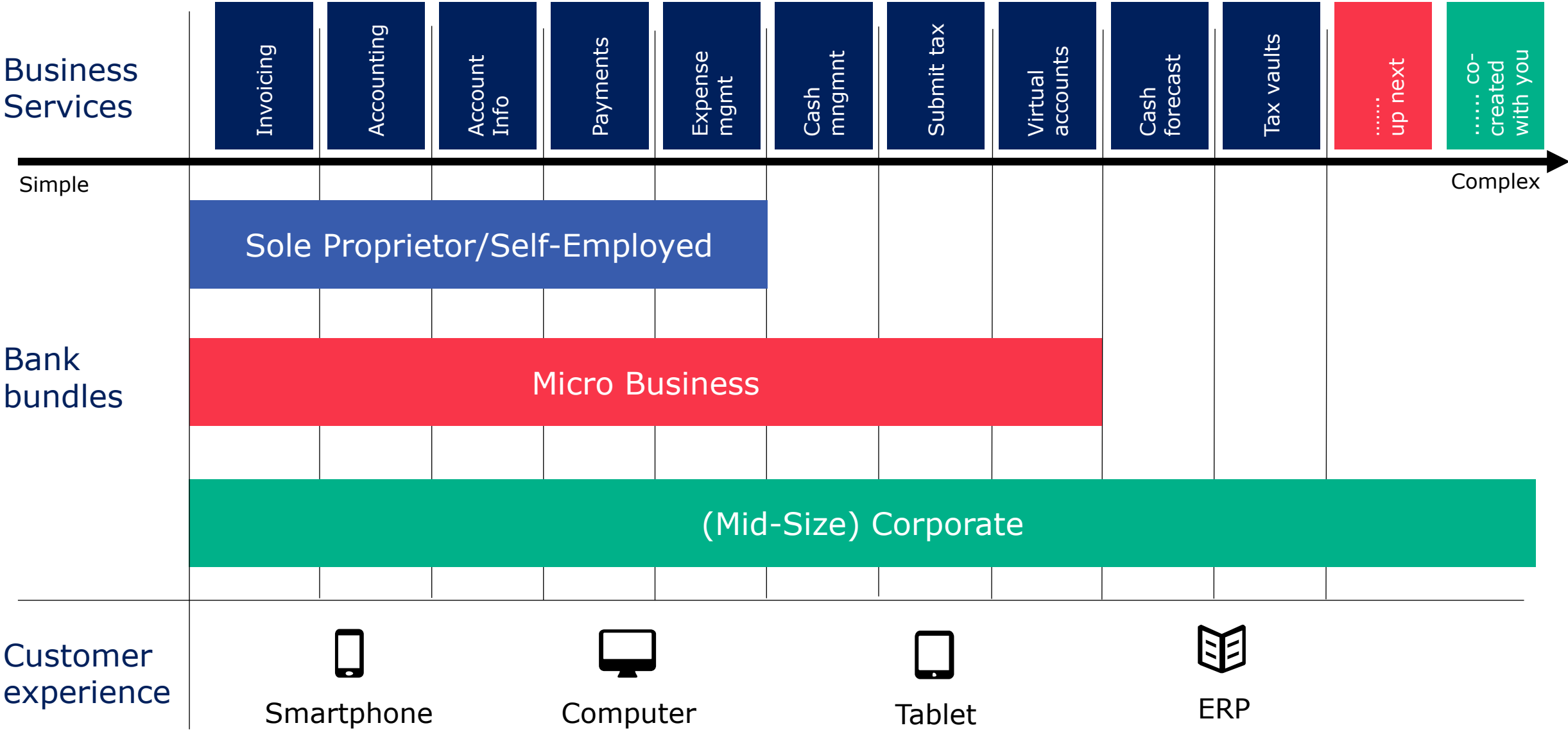


Embedded Banking

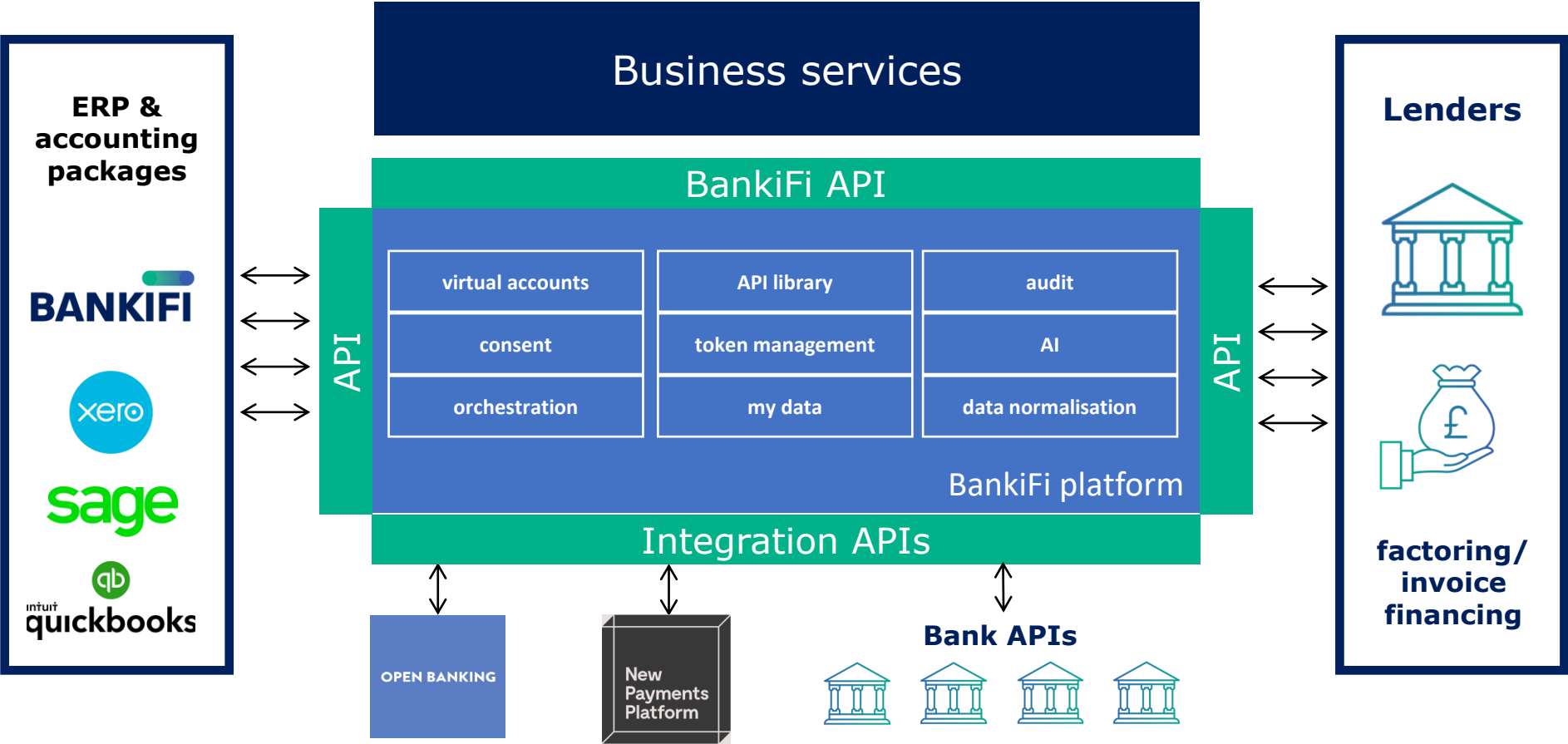
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A continuum of business services – create your own segmentation

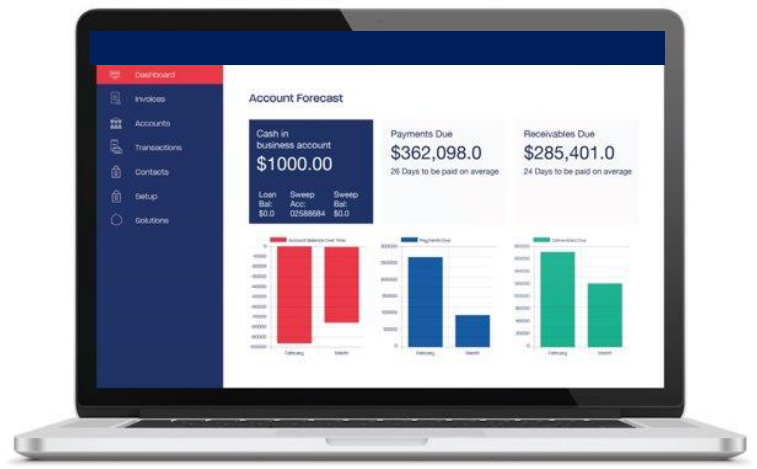
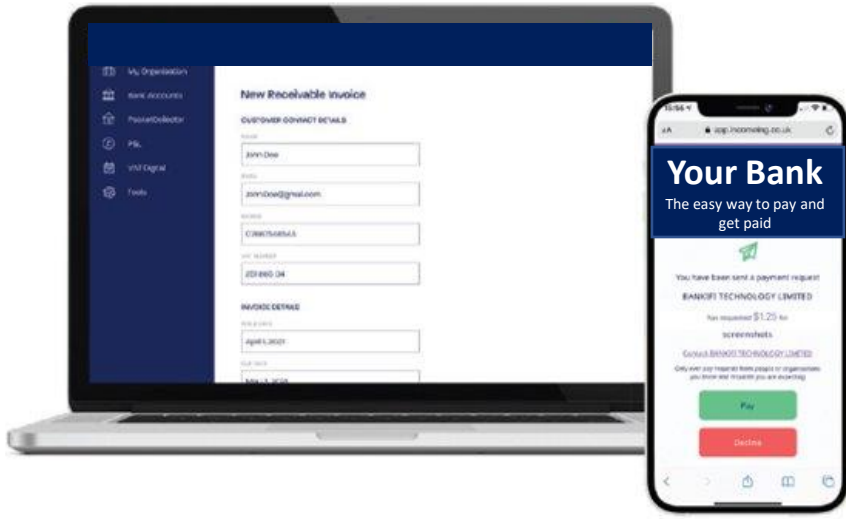
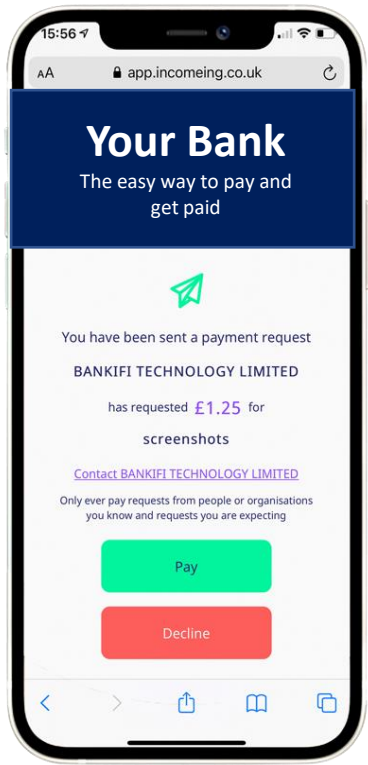


BankiFi – functional architecture



Putting Banks at the Heart of Business

Make your business banking channels the place SMEs go to for all business finance management



API first approach

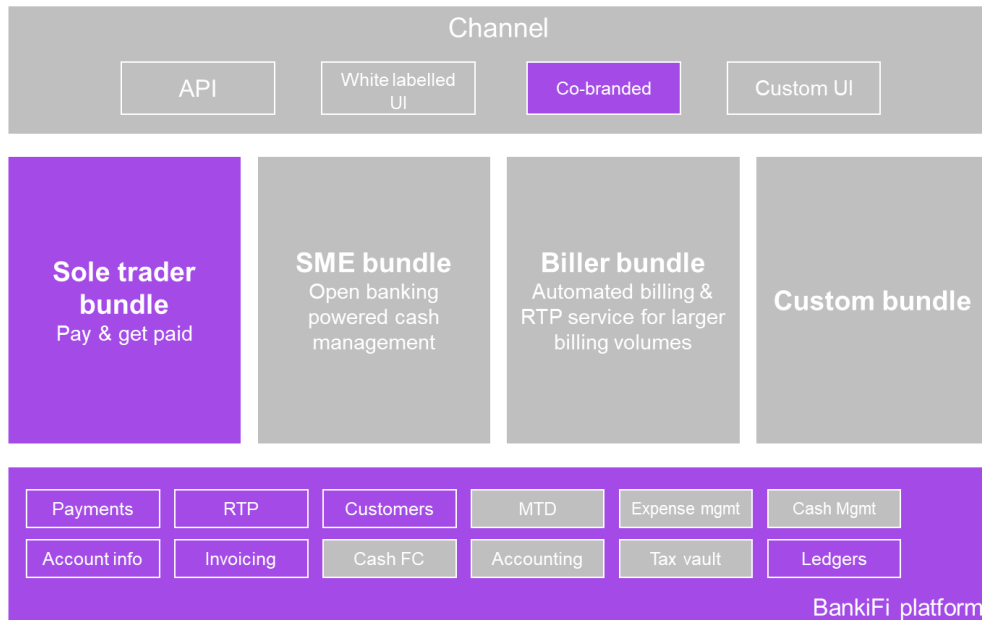


In line with what we are already doing!

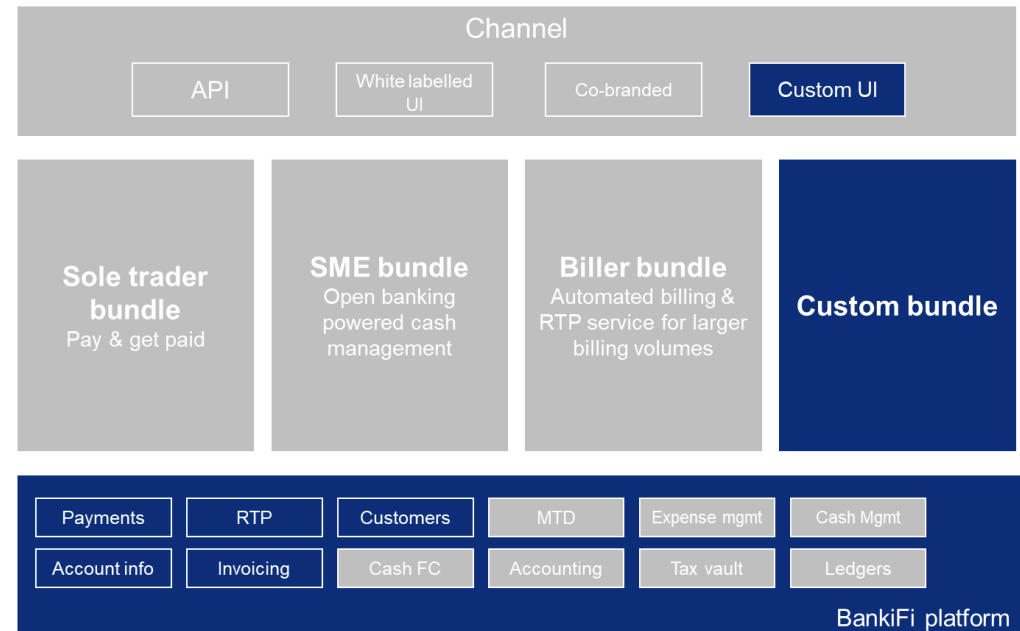
Partnering with banks to co-create tailored digital business banking propositions

incom£ing

The easy way to pay and get paid



The **co-operative** bank



One product with three deployment methods



BANKIFI

**Traditional tech
sale**

On-premise

Run and operated by
the bank



BANKIFI

**Software as a
Service**

Integrated with
business banking apps

BankiFi operated in the
cloud

incom£ing

The easy way to pay and get paid

**Banking as a
Service**

End-to-end technology
and regulatory licence



BANKIFI
Technology Platform



Putting Banks at the Heart of Business

Thank you

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