

# Global FinVision Subscription

Guiding incumbent financial institutions to take  
advantage of 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 FinVision 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\$100 billion in investment from 2012 to 2016. We present selected statistics and trends that signify the growing importance of fintech.



## Virtual Currency Boom

Bitcoin has the highest market capitalization among all the virtual currencies circulated to date

US\$ 44.5 Bn

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

Source: CoinMarketCap as at July 28, 2017

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\$ 60 Bn

in 2016

# 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

# Global FinVision Subscription

Partner with us to access comprehensive coverage on fintech companies, and digital and fintech strategies of global leading financial institutions (FIs).

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24

Digital dossiers on global leading financial institutions, exploring how these companies approach the fintech revolution and unveiling their diverse partnerships with fintech companies.

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18

Digital dossiers on Fintech companies covering their product range, investments received, strategy, partnerships with incumbents, and potential impact on the overall industry value chain.

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6

Strategic insights will discuss the growth of the markets in the various regions, the promising startups, the trends in regulations and the initiatives by various governments to help accelerate the growth of the industry. It will also cover topical issues.

Selective list of financial companies that will be covered in the subscription program

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JPMORGAN CHASE & CO.

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AIG

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LIBERTY MUTUAL

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SUNTRUST

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ZHONG AN INSURANCE

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# Why Subscribe to Frost & Sullivan FinVision Program?



1

The FinVision research team was formed by bringing together the best of talents and ideas from 4 different Frost teams, Digital Transformation, Banking and Financial Services, Visionary Innovation Group, and TechVision. All this in addition to Frost's core capability of global footprints (45 offices), unbiased independent research, and proprietary 360° Research methodology.

2

Access to analysts and exclusive webinars – We provide analyst engagement hours and 4 webinars a year to enhance subscribers' fintech industry knowledge.

3

Attend networking events – Get invited to exclusive Frost & Sullivan Growth Innovation Leadership (GIL) events and fintech specific panel discussions.

4

Be part of an exclusive community – We facilitate learning and exchange of ideas among finvision subscribers.

# Existing Research Reports

Banking-as-a-Service to Bring Agility and Flexibility to Financial Services, Forecast to 2023

Global IoT in Financial Services Market, 2017

Robo-advisory: Entering an Era of Virtual Employees in Financial Services

Global InsurTech Market, Forecast to 2022

Cloud Platforms Powering FinTech in Europe, 2017

RegTech in Financial Services, Global, Forecast to 2020

FinTech in Europe, 2016

How Blockchain will Disrupt the Payment Industry

Smart Cities and the Impact on Fintech Innovation: The Next Smart Revolution

Australian Fintech, Forecast for 2020

Digital Disruption in the Global Financial Services Sector

Growth Opportunities in the APAC Fintech Market

In-vehicle Payments

Technology Start-ups in the United Kingdom: Challenges or Business as Usual in Brexit Britain?

Convergence of Artificial Intelligence (AI) and the Finance Industry

Wearables Future Analysis – Revolutionizing Digital Payments

Are wearables the next big evolution for payments?

Blockchain – What You Need to Know

Malaysia E-Commerce Market

Bitcoin – Key Concepts

Dark Markets: Anonymity in Bitcoin

Use of Public Key Infrastructure (PKI) to Enhance Privacy Protection and User Trust

Could Artificial Intelligence Win the Payment Fraud War?

Global Certificates Market

Financial Assessment of the European Insurance Industry

The Future of IT in Finance

Mobile Wallets – Amazon, Apple, and Google Seek the Winning Strategy

Banking and Finance Security Technology Market Assessment

Financial Assessment of the US Insurance Industry

ICT Spend in South Africa – Financial Services Sector

Are Digital Transactions Secure Enough?

Apple Brings its Transforming Influence to Mobile Payments

Hot Topic – Latin American Mobile Money and Payment Services Markets

Analysis of the Global Mobile Biometrics Market

How Can Cloud-Based Payment Impact the Payment Ecosystem?

The Future of IT in the Finance Industry – United States and Europe

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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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