

**STONE & CHALK**

# A BLOCKBUSTER YEAR FOR FINTECH

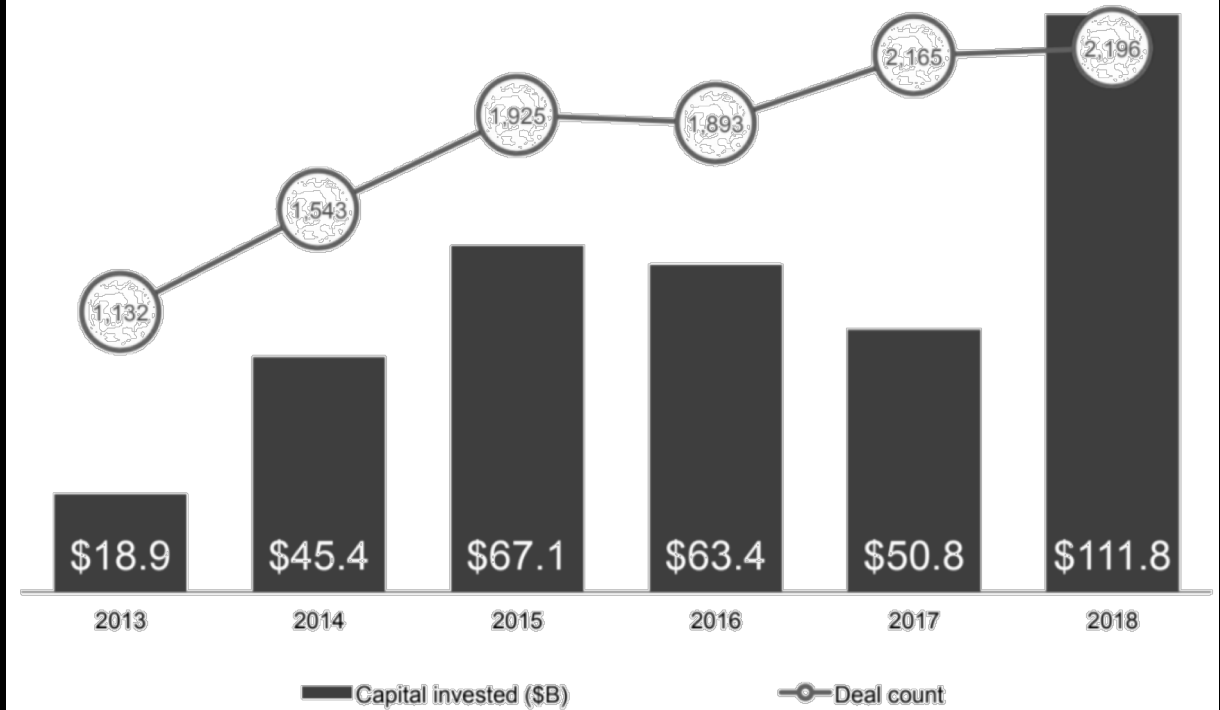


Fintech investment in 2018 has reached an all-time high, marked by mega deals of all kinds.



The number of new unicorns also increased significantly, with 16 new companies overcoming the \$1B valuation.

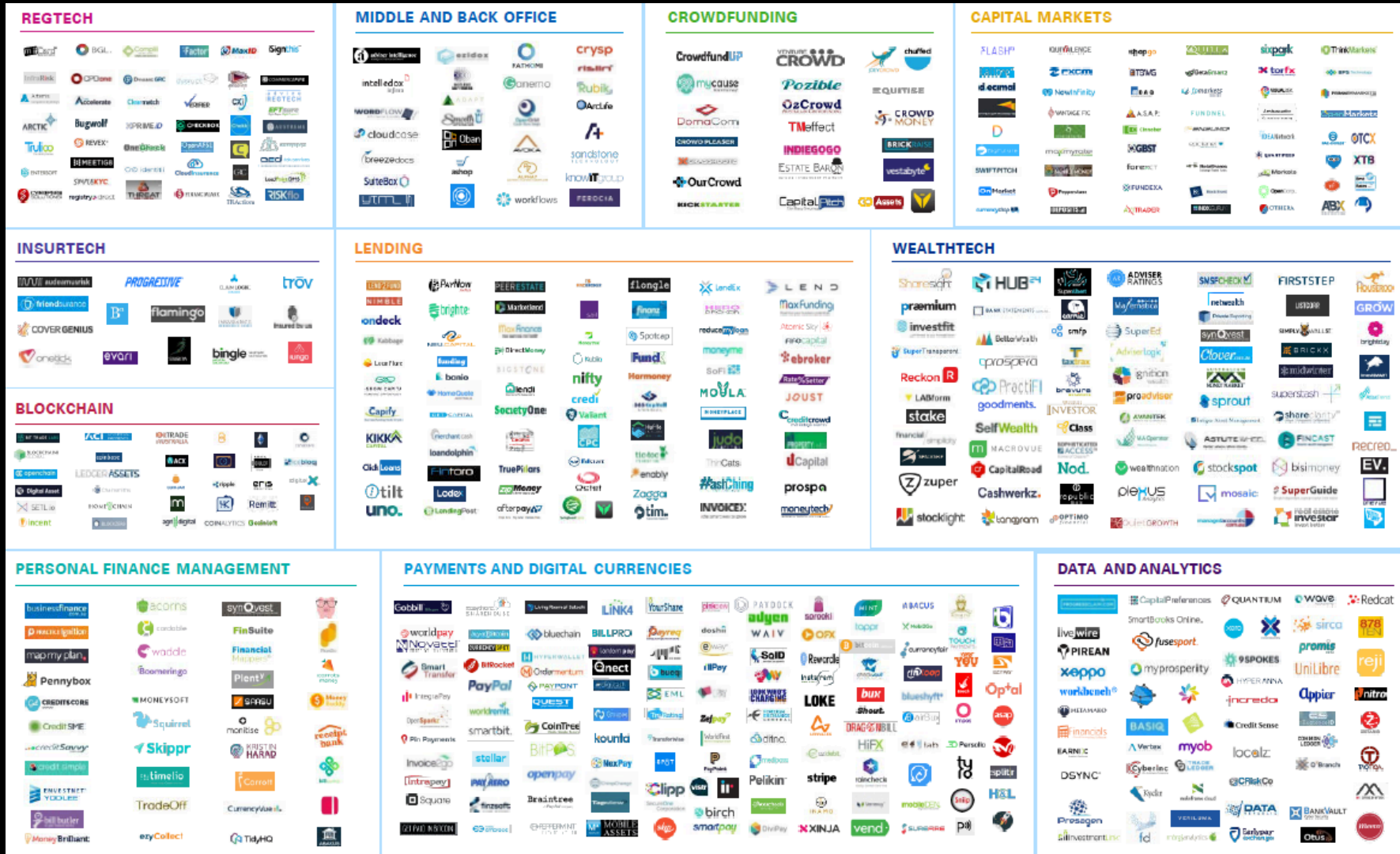
Total investment activity (VC, PE and M&A) in fintech  
2013–2018



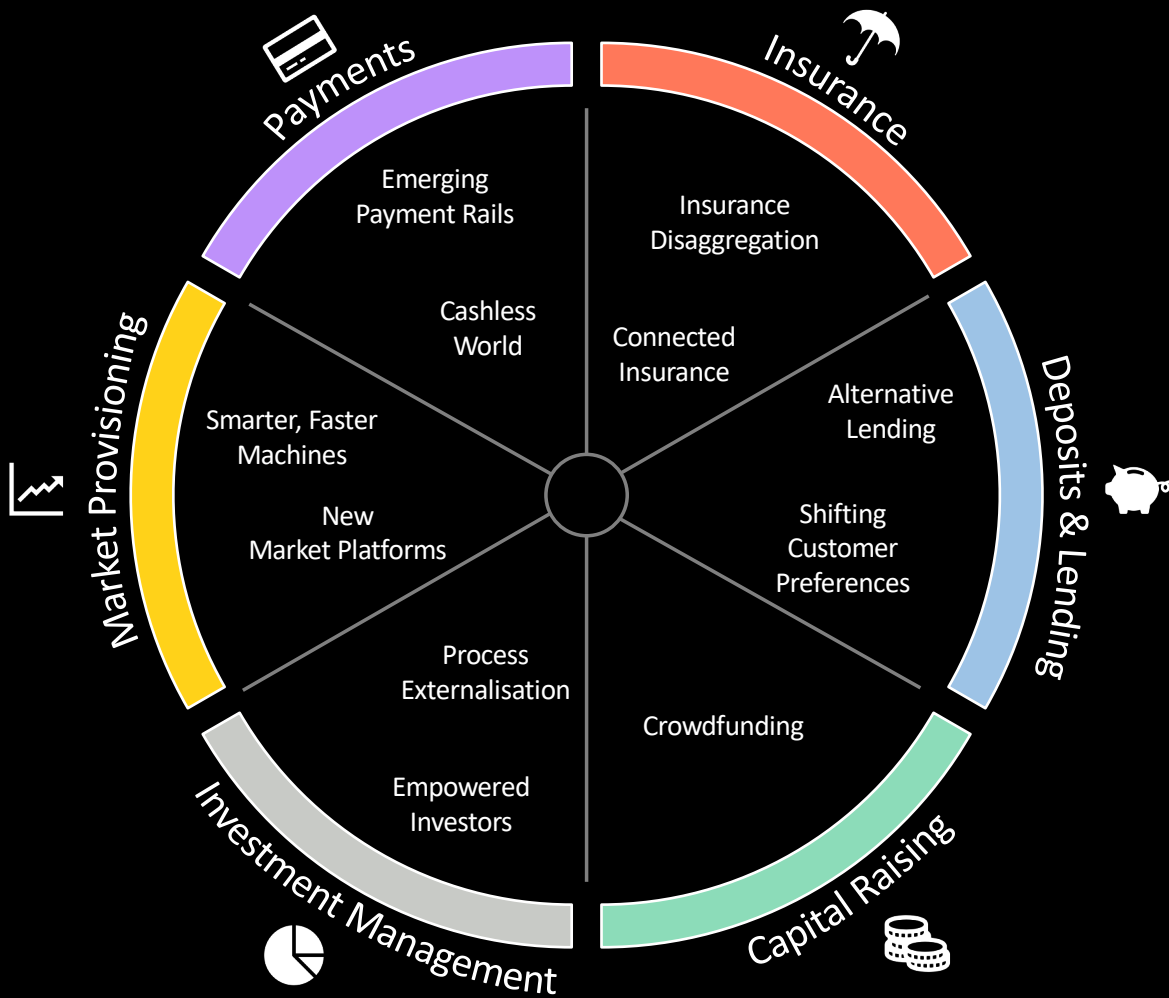
Source: KPMG – The Pulse of Fintech 2018



# AUSTRALIAN FINTECH LANDSCAPE



# 11 CLUSTERS OF INNOVATION



## GLOBAL TRENDS



41 global fintech unicorns, valued at **\$154.1B**



Challenger banks continue to grow, with **millions** of customer accounts



### Hot areas:

- Regtech
- AI/Machine Learning
- Blockchain
- Automation

# CHANGING CONSUMER BEHAVIOUR



TODAY

Gen Y makes up  
**22%** of the  
population today  
& will constitute  
**50%** of the  
workforce in the  
next 5 years



2022

Millennials will drive future of retail growth

# NEW CUSTOMERS, NEW CHALLENGES

## The **CURIOS** customer



Find new ways to answer customers' questions

## The **DEMANDING** customer



Find ways to deliver the right information at the right time

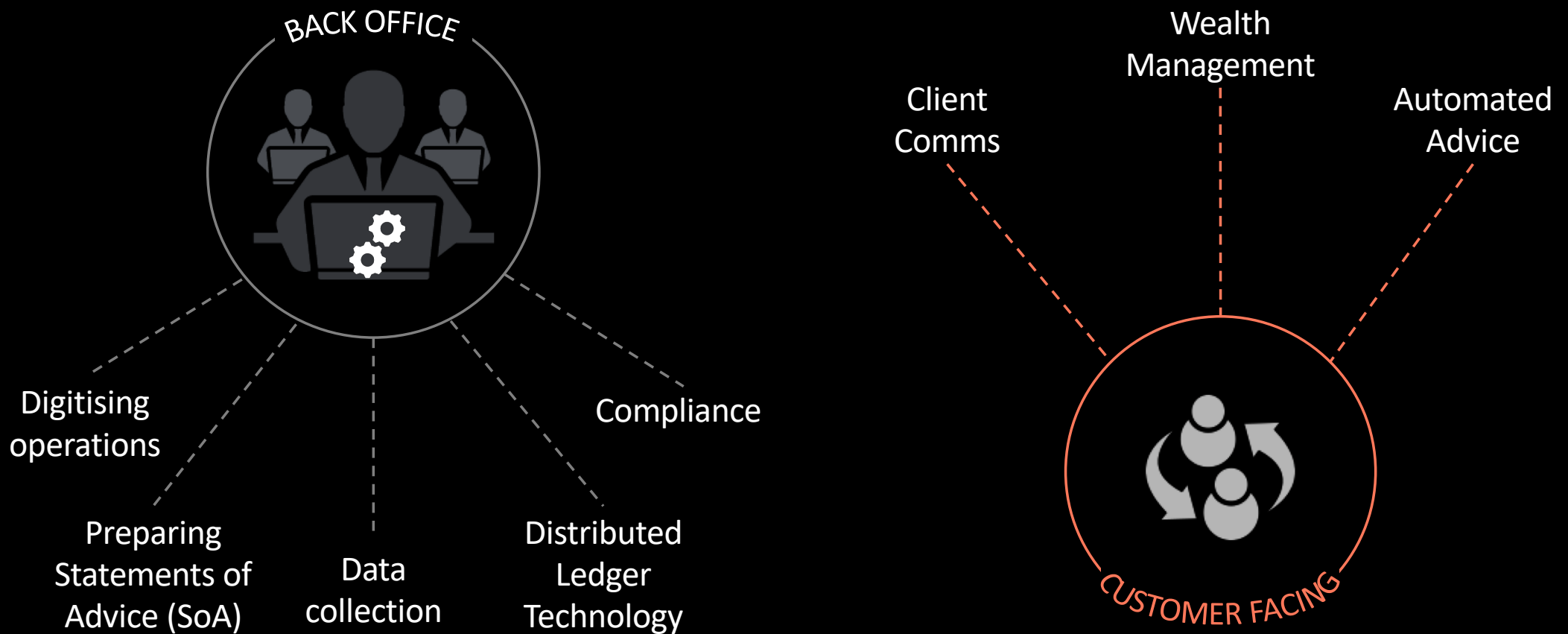
## The **IMPATIENT** customer



Shift strategies to keep up with impatient customers



# HOW TECHNOLOGY IS SOLVING PROBLEMS FOR STOCKBROKERS AND FINANCIAL PLANNERS



# HOW TECHNOLOGY CAN IMPROVE THE CUSTOMER EXPERIENCE



## EXCHANGE PERSONAL DATA FOR BENEFITS

Customers are happy to provide more data if they will get something useful in return.



## LIFE STAGE PERSONALISED SUPPORT

Nearly 75% of customers want advice that is relevant to their life stage, financial needs and medium/long-term objectives.



## MULTI CHANNEL APPROACH

Easy, seamless and effective communication with advisers can be achieved via mobile, social media, phone calls and traditional in-person meetings.



## NEW MODELS TO NEW CUSTOMERS

Highly responsive, super connected and demanding customers are accustomed to platforms such as Google and Amazon, and almost 40% of customers would purchase investment advisory from an online provider.



## AUTOMATED SUPPORT

Automated advice allows for improved speed and convenience, and more than 75% of investment advisory customers say they'd be open to this model regarding asset allocation.



## NEW WAY TO BUILD TRUST

Most customers' loyalty is driven by the confidence their firm will protect their data. Therefore, personal relationships are likely to take a back seat as the main driver of trust.

# STONE & CHALK AUSTRALIA'S LEADING INNOVATION COMMUNITY

## TWO FOLD PROPOSITION

**We provide the tools and access necessary for startups to successfully commercialise and scale**

**We provide partners with exclusive access to the latest innovations, business models and technologies from the country's leading startups**



# STONE & CHALK A DIVERSE INNOVATION COMMUNITY

BLOCKCHAIN

REGTECH

FINTECH

INSURTECH

CYBERSECURITY

DATA  
&  
DIGITAL ID

AGTECH

MEDTECH

INTERNET  
OF THINGS  
(IoT)

AI &  
MACHINE  
LEARNING



VITAL LINK IN ENABLING THE INDUSTRIES OF TOMORROW



**STONE & CHALK**

# ASIA'S MOST SUCCESSFUL INNOVATION MARKETPLACE

2

INNOVATION HUBS

SYDNEY & MELBOURNE

150+

RESIDENT STARTUPS & SCALEUPS

HIGH POTENTIAL VENTURES

800

RESIDENTS

A COMMUNITY OF LIKE MINDED  
ENTREPRENEURS

130

STARTUPS GRADUATED

HAVE BECOME S&C ALUMNI

\$330M

CAPITAL RAISED

OUR RESIDENTS & ALUMNI

600

JOBS CREATED

TO FUEL THE AUSTRALIAN ECONOMY

20+

CORPORATE PARTNERS

AUSTRALIAN &  
INTERNATIONAL

25+

EXPORTING

ASIA, NORTH AMERICA,  
EUROPE

650

EVENTS PER YEAR

CORPORATE, INNOVATION AND  
NETWORKING

# S&C VALUE ADDED SERVICES TO PARTNERS

CULTURAL  
CHANGE

LEARNING  
&  
DEVELOPMENT

INNOVATION  
AS A SERVICE

CAPABILITY  
ENHANCEMENT

ACCELERATED  
PROBLEM  
SOLVING





# S&C RESIDENTS SUCCESS STORIES

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## HSBC links up with Moneycatcha







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## Fintech startup, Trade Ledger, launches world-first tech to help banks fight off global tech giants

**FINANCIAL REVIEW**  
— NEWS WEBSITE OF THE YEAR —

## Liberty buys MoneyPlace in personal loan push

**FINANCIAL REVIEW**  
— NEWS WEBSITE OF THE YEAR —

## ANZ buys into Data Republic ahead of open banking

**FINANCIAL REVIEW**  
— NEWS WEBSITE OF THE YEAR —

## Agriculture blockchain startup AgriDigital raises \$5.5m in Square Peg led round

**FINANCIAL REVIEW**  
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2018 at 1:00 AM  
May 30 2018 at 1:00 AM

## Brighte secures trio of new high-profile investors, including Farquhars, Airtree

# INTRODUCING...

daisee

**Richard Kimber**  
CEO & Founder

[www.daisee.com](http://www.daisee.com)

map my plan 

**Paul Feeney**  
CEO & Founder

[www.mapmyplan.com.au](http://www.mapmyplan.com.au)

**STONE & CHALK**

**Leona Murphy**  
Chairman

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