

Session 3A

Banking executive presentation: State of the industry

Presented by

David Nichols

Co-Founder & Director of Enterprise Risk Management

Xinja



XINJA

HOW MONEY SHOULD BE



Building a new kinda bank

David Nichols, Xinja General Counsel, 27th November
2018

What is Xinja?



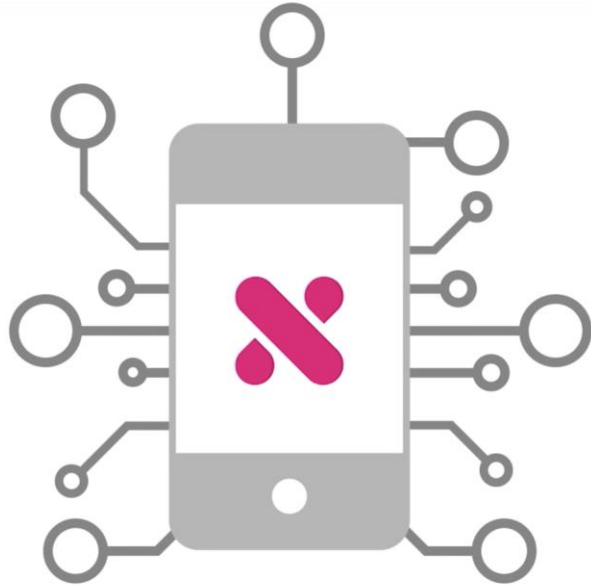
Xinja is building an
independent, 100% digital
'neobank' for Australians.
Designed for mobile.
Made for people.

NB!



Xinja is not a bank yet but has applied for a banking licence.

What is a neobank?



NEOBANK



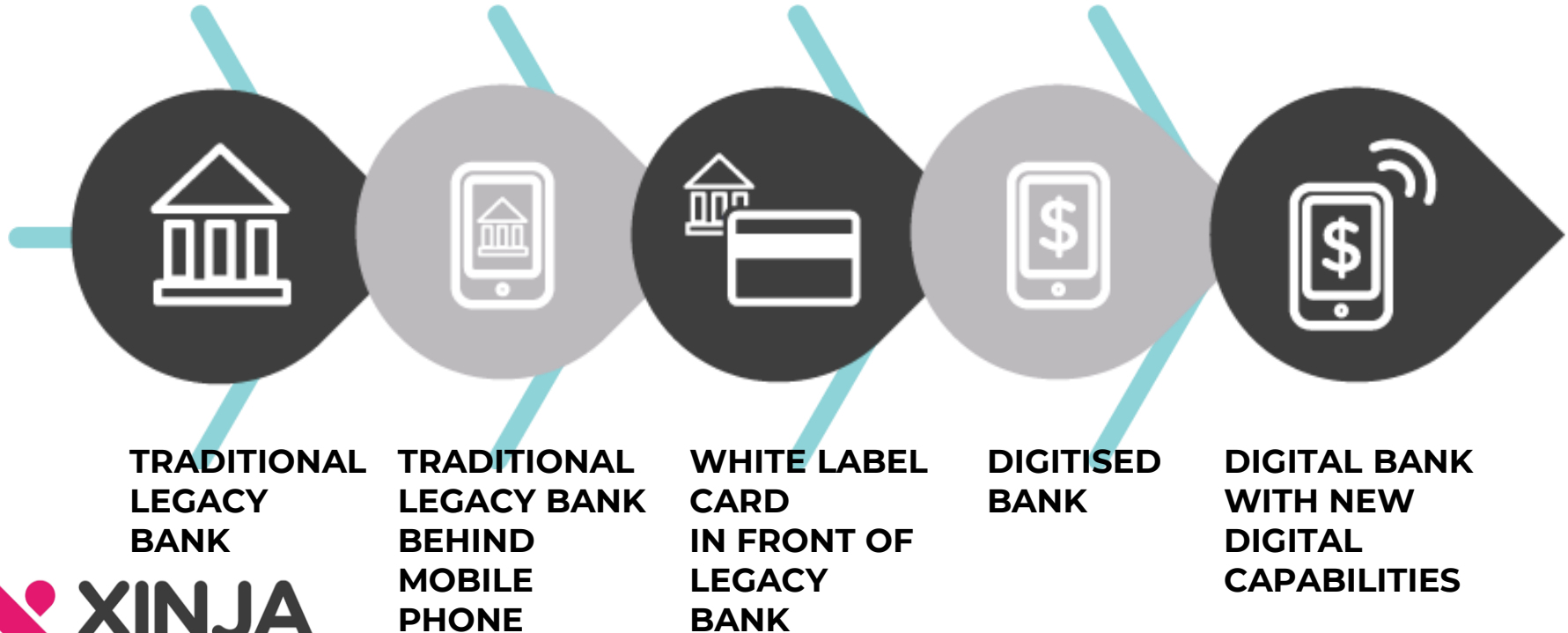
OLD BANK



**“Digital banking is only 1%
done.”**

- David Brear
11FS

What a neobank is NOT....





It's NOT about digital

A large crowd of people, likely students, are seated in bleachers. Many of them are holding open laptops, suggesting a lecture or a class where technology is being used. The entire image has a strong blue color cast. Overlaid on the center of the image is a quote in white text.

**“Everything we do as
millennials is different to
our parents, but banking is
the same.”**

- Arthur



STARLING BANK



monzo



We are not alone



Atom bank



fidor
BANK

WeBank
微众银行





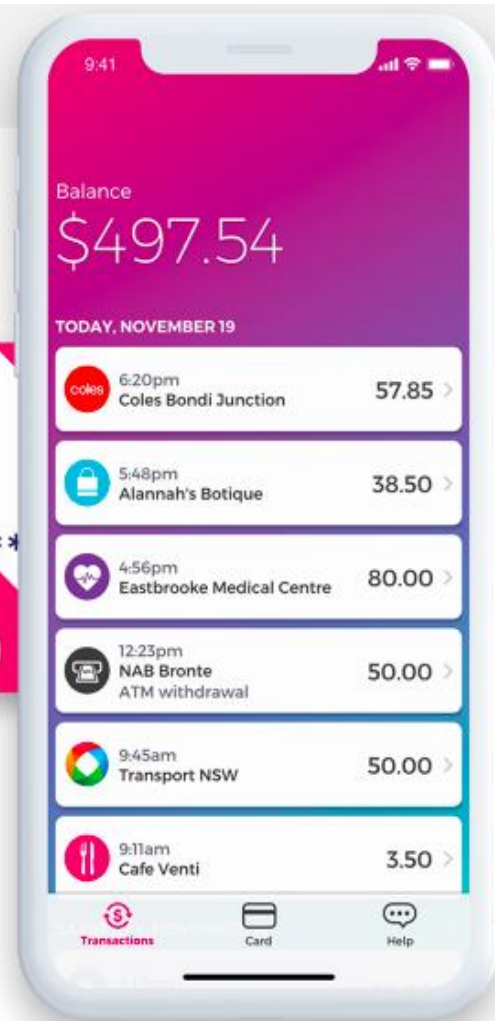
So what *is* a neobank?

The background of the slide features a photograph of the interior of a mosque, likely the Blue Mosque in Istanbul. The image shows a series of large, ornate arches supported by columns, with intricate geometric patterns on the walls. In the foreground, there is a pool of water that reflects the architecture. The entire image is overlaid with a semi-transparent magenta or pink filter. The quote is written in large, white, bold, sans-serif capital letters across the center of the image.

**“Banks focus on maths,
not behaviour, whilst
most of money is about
behaviour, not maths .”**

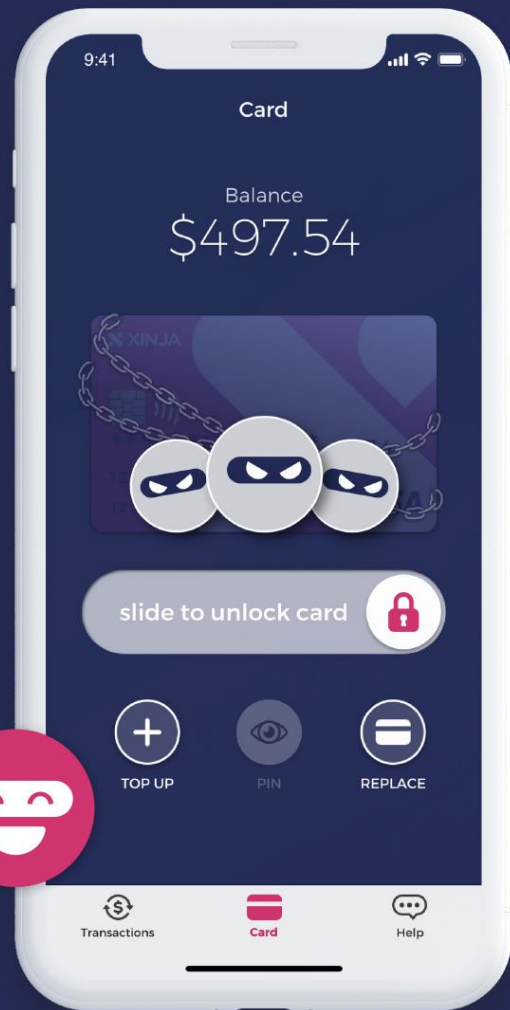
- Andrew

working for you



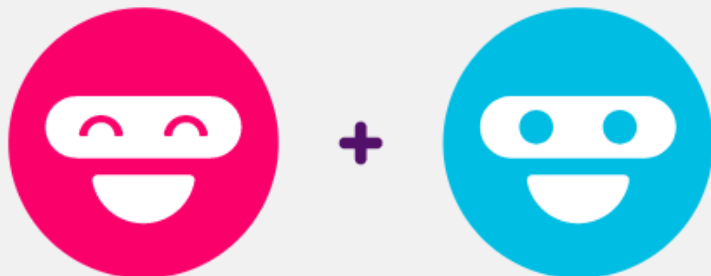
easy as... and fun

Set up your account in seconds with zero paperwork.
Friendly fast support 24/7 with in-app chat. Better,
faster money decisions without the angst.



a win - win

100% digital + latest technology = low costs for us & competitive rates & low or no fees for you. Plus we design our products to help you get ahead – if you do well, so do we.





**Building a bank *with*
our customers
and in their interests**

A vintage photograph of four women standing in a room filled with early computer hardware. The women are dressed in mid-20th-century attire, including dresses and a button-down shirt with a skirt. They are holding large, complex circuit boards or components. The background is filled with rows of similar equipment, creating a sense of a large-scale computing environment. The image has a reddish-pink tint.

The zero legacy opportunity



Let's OPEN

...banking



**Integration is the
new black....**



**....but it's not
about technology**



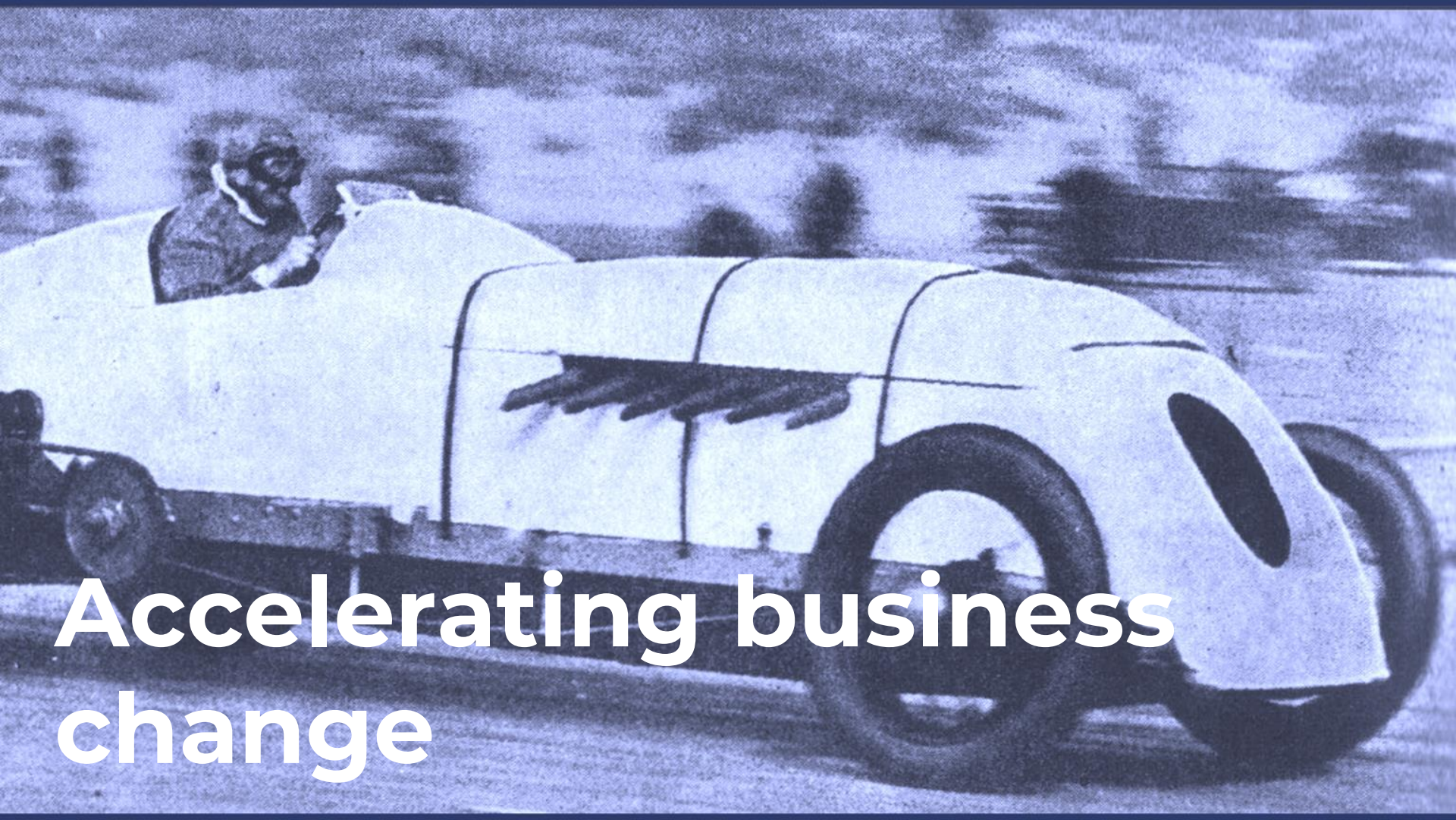
Using technology to bring humanity back to banking



The big data risk



The cultural risk



**Accelerating business
change**

Framework: Protecting the customer

- Customer at the heart
- Focus on the 'why' not just the 'how'
- Leverage new automation
- New business model - aligned to customers' interests - protect customer with product design

Framework: Working with regulators

- Proactive communication
- Consider future context
- Work through the organisation
- Based on *intent* of risk management, not just box ticking

Framework: Operationalise standards

- Not just process documents - built into actual process
- Leverage technology to automate
- Make standards meaningful for business
- Risk & compliance take ownership of operational success

Thank you.



Join us!
xinja.com.au
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