

Innovación y el Ecosistema Emprendedor en el Sistema Financiero

Leticia Riquelme
Connectivity, Capital Markets and Finance

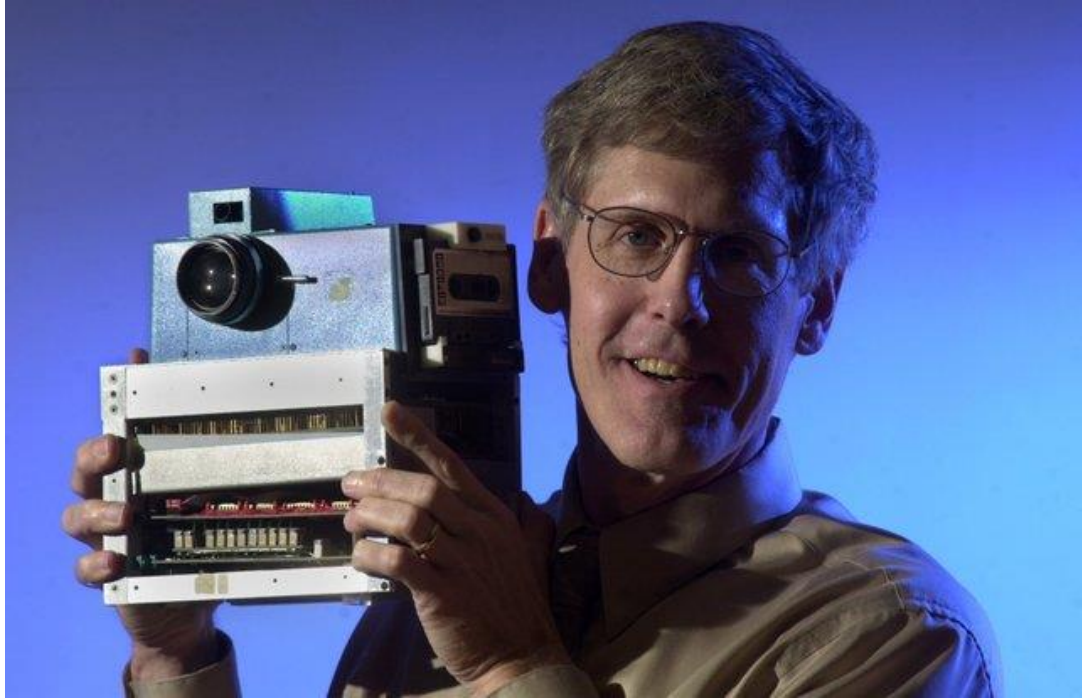


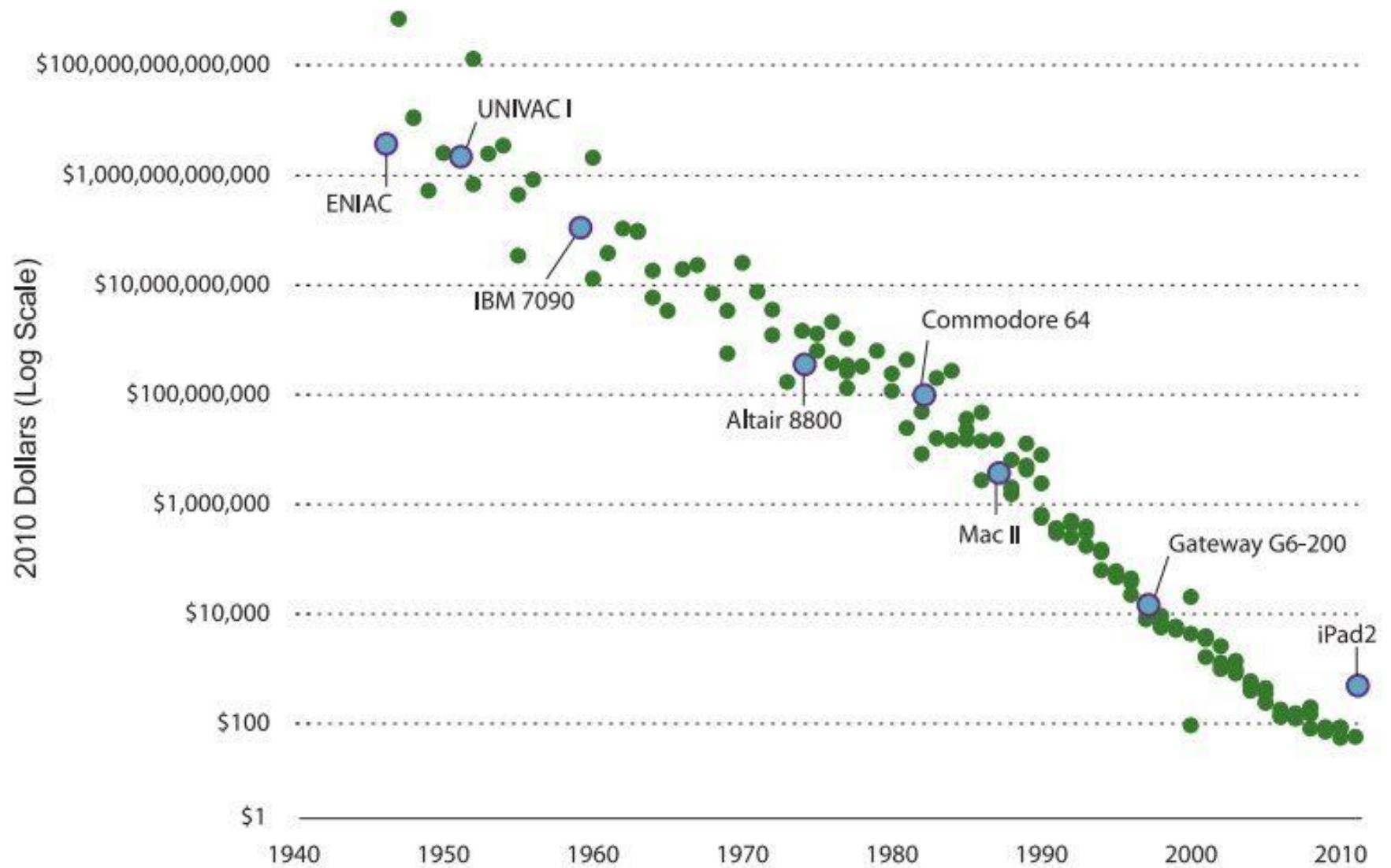
AGENDA

1.Introducción

2.Ecosistema

3.Avances

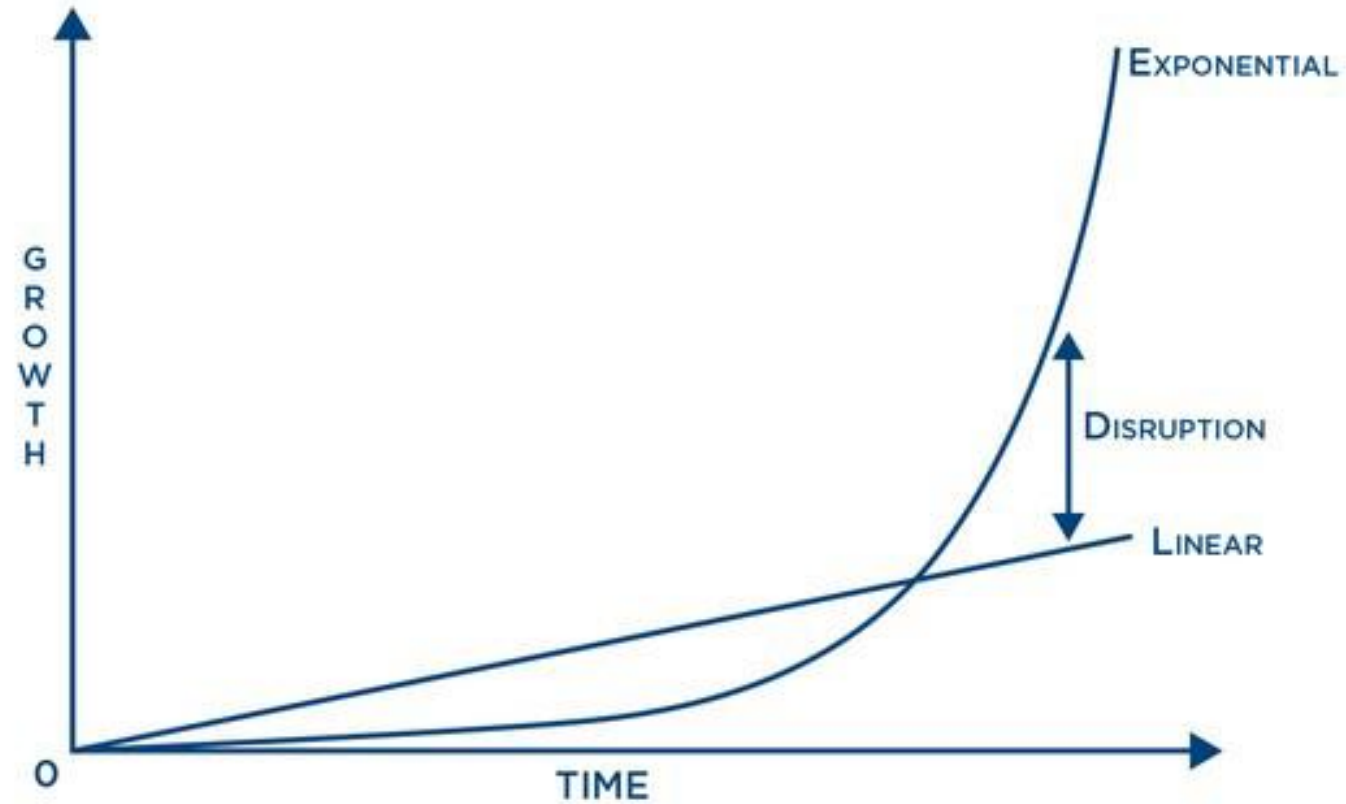




Note: The iPad2 has computing power equal to 1600 million instructions per second (MIPS). Each data point represents the cost of 1600 MIPS of computing power based on the power and price of a specific computing device released that year.

Source: Moravec n.d..

Linear vs. Exponential



Source: Salim Ismail, Michael Malone and Yuri Van Geest, *Exponential Organizations* (New York: Diversion books, 2014).



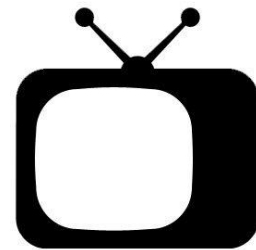
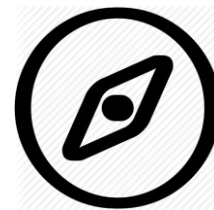
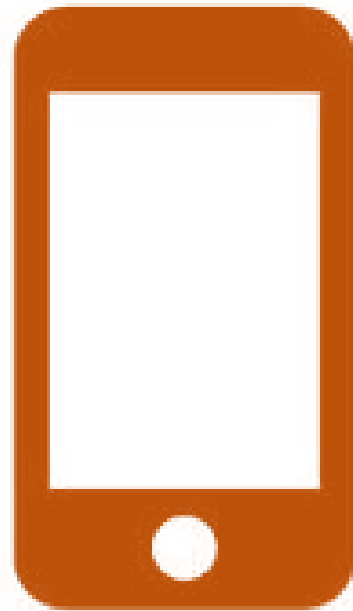
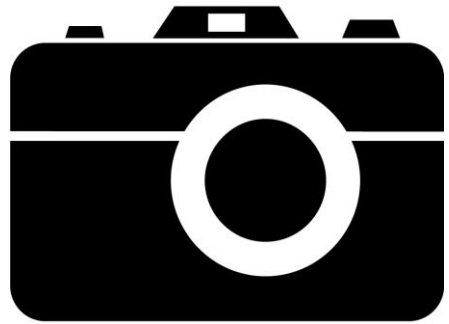
Disruption



Digitize



Dematerialize



Demonetize



Democratize





Trends: Financial Services

- Incumbents vs fintech
- Use of data: availability/sources
- Client oriented.- tailor made
- New technologies (DLT, AI, APIs, IoT, cloud, data science)
- Democratize financial services



- Avances tecnológicos
- Costos más bajos
- Digitalización
- Más datos: granularidad, fuentes, interconexiones
- Decisiones basadas en información

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6 <!-- CSS -->
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9 <link rel="stylesheet" href="css/animate.css" />
10 <link rel="stylesheet" href="css/theme.css" />
11 </head>
12 <body>
13 <!-- banner -->
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16 <div class="nav-wrapper">
17 <div class="container">
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19 </div>
20 </div>
21 </div>
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23 <div class="container">
24 <div class="row">
25 <div class="col m8 m18 hide-on-small-only">
26 <div class="card">
27 <div class="card-content">
28 <div class="text">
29 <h3>Starter</h3>
30 <p>Starter network and workspace tool for founders, it's an open source tool for building your startup network.</p>
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Payments & Remittances

Logos in this circle include: U-Payments, La Plata Forma, Finciero, PágalosAsí, virtualPOS, masblu, MULTICaja.d, MACH, PagaYa.cl, payku, khipu, FLOW, CityWallet, PayForm, retorna, llice, ionix, uanbai, SendMe!, PUNTOPAGOS, PagoFácil, RedelCom, GLOBAL 66, Pipol, CURRENCYBIRD, amiPASS, PAGO46, and PAGOmaxtron.

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Cryptocurrencies

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Insurance

Logos in this circle include: Axioma Fintech Solutions, Abaqus, FINTREE Financial Services, FONDOS, FOL, and Fintual.

Wealth
Management

Logos in this circle include: DESTACAME and 70E BIOMETRICS.

Scoring,
Identity & Fraud

Logos in this circle include: cumplid, PRESTAMOS 24, becual, KREDITO.CL, RedCapital, CHITA, Facturedo, MUNDIALIS, and CreditÚ.

Lending

FINNOVISTA FINTECH RADAR CHILE

Enterprise
Financial
Management

Logos in this circle include: QVO, COBROTECH, Clay, [organizaMe], Blinking, EDIPRO, SmartCob, CHIPAX, Gosocket, Paperless, ComunidadFeliz, KAME ONE, Cobranza Online, CFOREMOTO, coлектia, PORTAL DE PAGOS, representame.cl, RETAIL COMPASS, TuFactor, and DOBLE IMPACTO.

Crowdfunding

Logos in this circle include: CATAPULTA, CAPITALIZARME.COM, DESAFIO LEVANTEMOSCHILE, Founderlist, broota, Weeshing, Propius, godzillion.io, BESAFE, and LARES.

Enterprise
Technologies for
Financial
Institutions

Logos in this circle include: at-blac, FINVOX, EPTINEL, VARIACODE, YU-TRACK ENTERPRISE, NIVEL, Singular, TIK, LESS, KOMPLEX, ROCKETBOT, ALERTOT, PAYTECH HOLDING, and V-METRIX.

Personal Financial
Management

Logos in this circle include: AGENTPIGGY, RUVI, juus.to, UR SAVINGS, U+zave, PrimeroCotiza, and Übank.

Trading
& Markets

Logos in this circle include: BEFX, mercadosG, and CAPITARIA.

Digital
Banking

Logos in this circle include: omni IBNK and DOBLE IMPACTO.

Payments & Remittances



FINNOVISTA FINTECH RADAR MEXICO

Crowdfunding



Enterprise Technologies for Financial Institutions



Personal Financial Management



PFM: Comparison



Trading & Markets



Enterprise Financial Management



Payments & Remittances

Logos in this circle include: Cobru, Bambú Pay, cguro, ePayco, Cajero, ArmaTuVaca, Bleecard, aVISION, ZTRANSFAIR, Bitek, eglobalt, faciipay, FastTrack, BANKITY, ii.money, InstaPago, grability, eLP EnLineaPagos, pagoagil, paymentez, MOVIIRED, MultiPay, interpaguis, DRUO, PagoNet, NetM, Powwi, pasaw, pagomio, Pi Pagos, Payvalida, PlacetoPay, puntored, SPYspot, TierdAPP, Smart C.in, TPAGA, PAY Rabbit, tika, TuCompra, TowerTech, PUNTOS DIRADIS, vlipco, wenjoy, xchange, Zona Virtual S.A., and Zee PRAGOS.

Wealth Management

Logos in this circle include: UALEF, Bancavalor, alkanza, and Makers.

Logos in this circle include: AZUAN, Lynka, Verificalo.com, LIMEN, G. DELLA TERMA, LSim, ENTERDEV, and VERIFIQUESE.

Scoring, Identity & Fraud

Logos in this circle include: VCA, NEQUI, and omni|BNK.

Digital Banking

Business Lending

Logos in this circle include: ethos, Billy, Koia, gulungo, finaktiva, exponencial, aliato, crecl, LIBERA, MUTUO, semp!, INVEST LATAM, Pimes, and me:fix.

Consumer Lending

Logos in this circle include: LQN, FinanCash, ExcelCredit, ADDI, RapiCredit, KREDICITY, Credyty, aflora, lumni, Tpresto, tuyofacil, Lineru, Quien me presta, innpactia, Presto, and TU PROGRESO.

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Crowdfunding

Logos in this circle include: littleBig Money, Jachèvre, vki, help, and GRAPP.

Enterprise Technologies for Financial Institutions

Logos in this circle include: contratamarco, GUARUMO, Farmapp, shareppy, IMIX, Transfiriendo, ubilogica, Datascoring, berinblock, IncluirTec, SSMS, Minka, dataiFX, ARPÓN, and DILE.

Personal Financial Management

Logos in this circle include: investopi, tranqui, TRIBUTI, AvaluoFacil, TuImpuesto, oingz, and CENTZ.

PFM: Comparison

Logos in this circle include: finacion, financieromejor, wikiplata, Banlinea, and No en Cuelgues.

Trading & Markets

Logos in this circle include: MONBLOCK, Carteras Colectivas, buda.com, PWP, Intrades, Rentax.co, and Betriax.

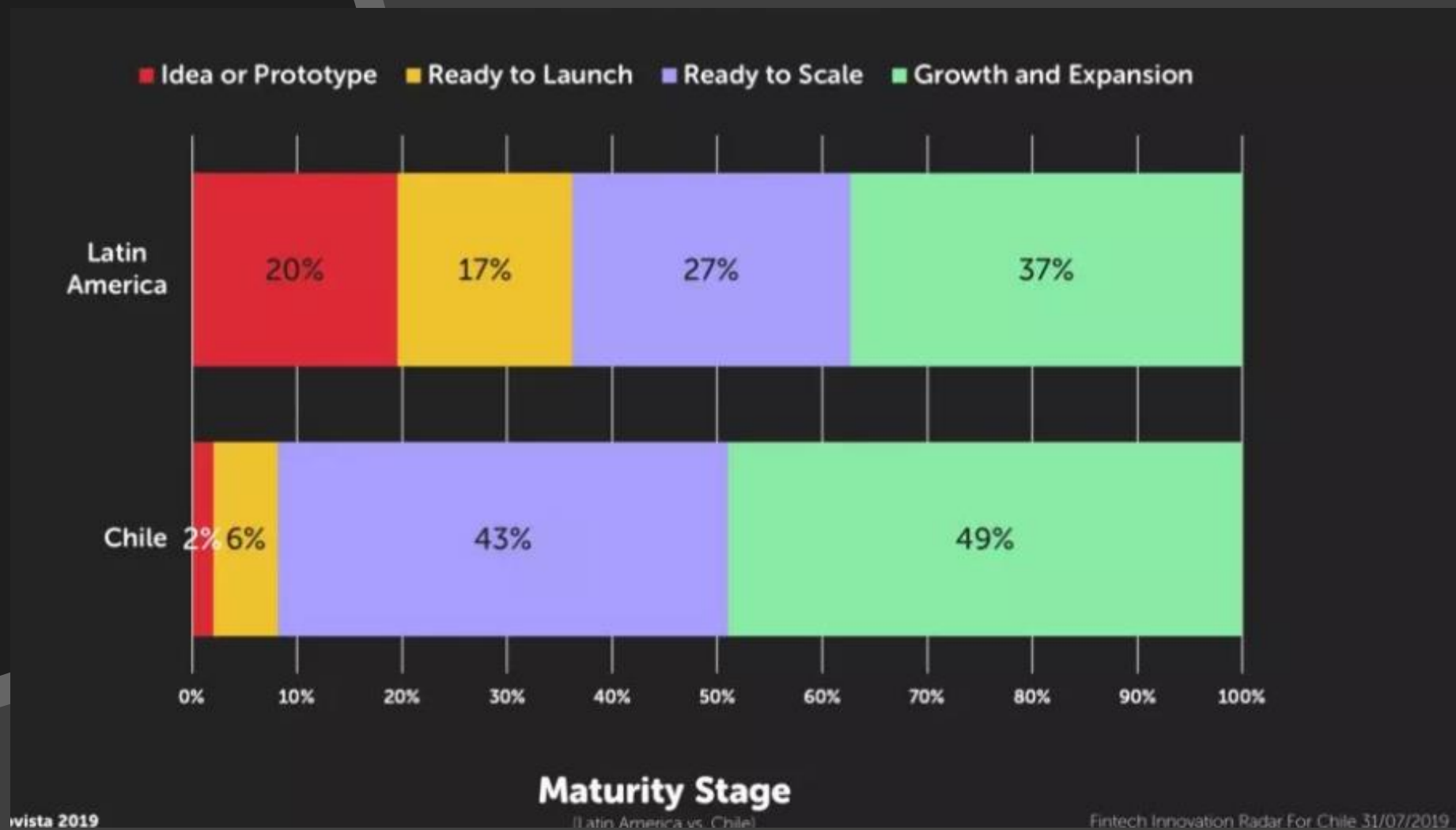
Enterprise Financial Management

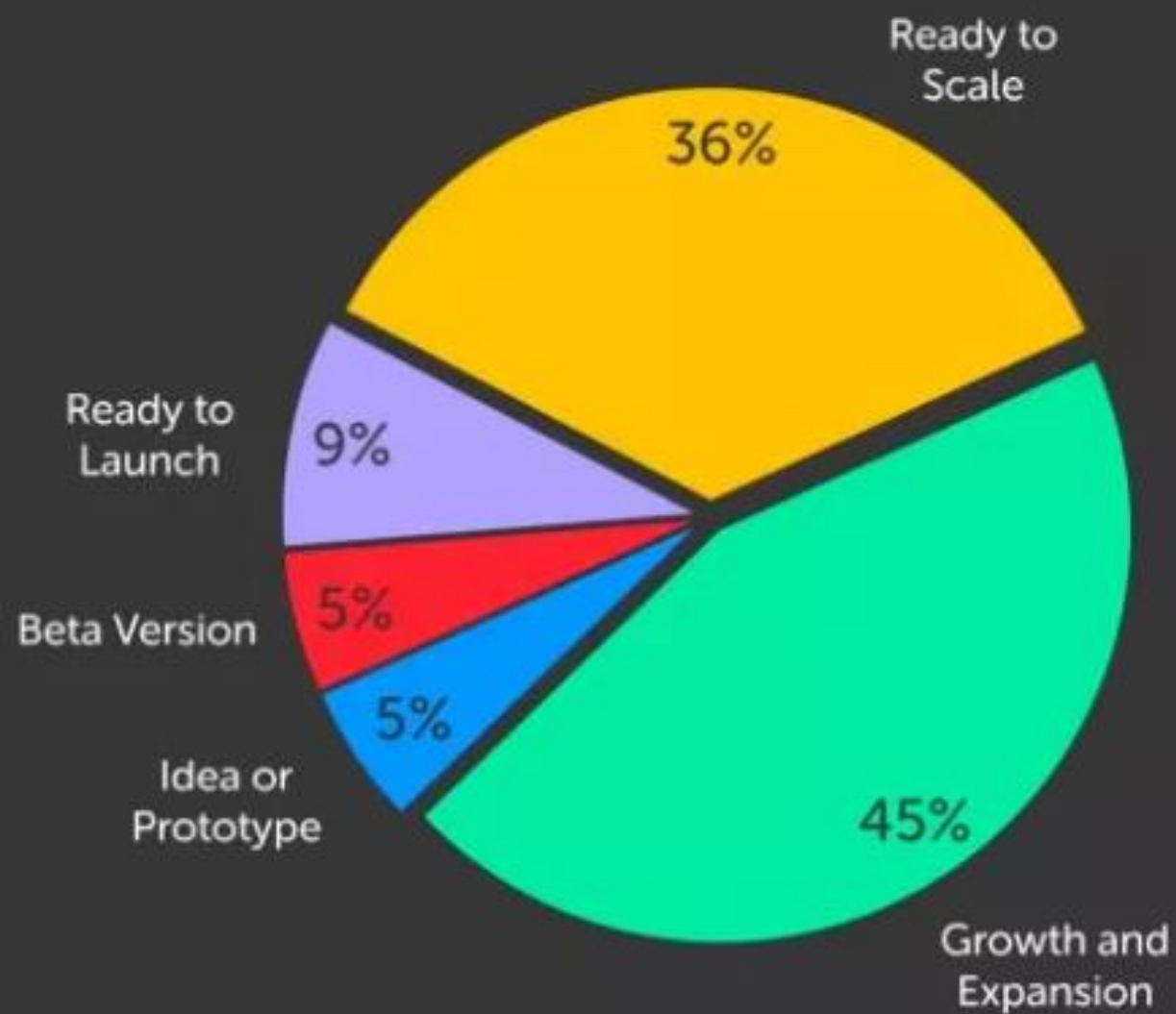
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Insurance

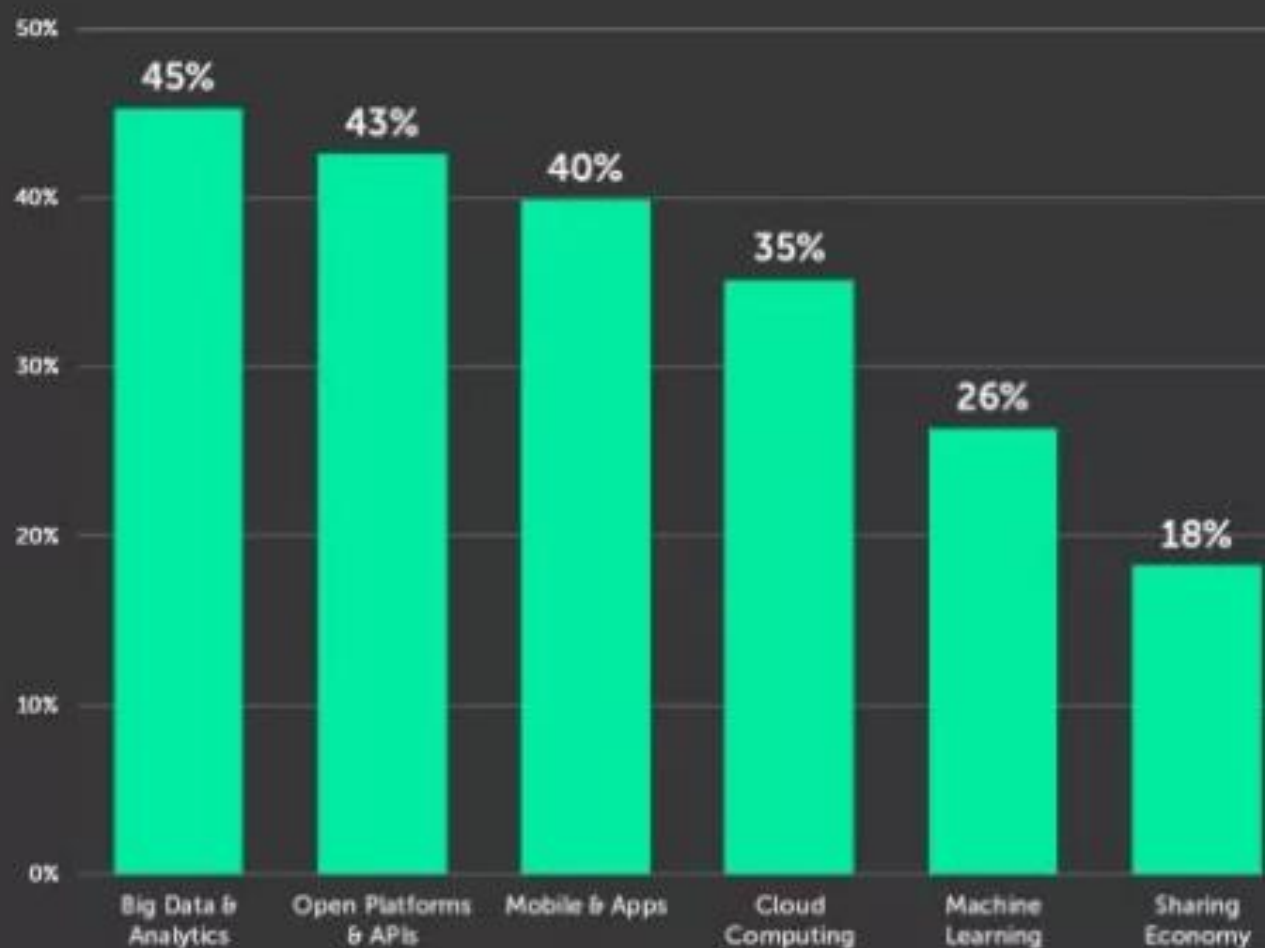
Logos in this circle include: seguroCanguro, seguro, SOMOS, compara online, AgenteMotor, SOFTSEGUROS, BUSQO, segurosfacil, Tu seguro inteligencia, and segurapp.

- Chile 91%
LATAM 64%,
requerirán de incentivos





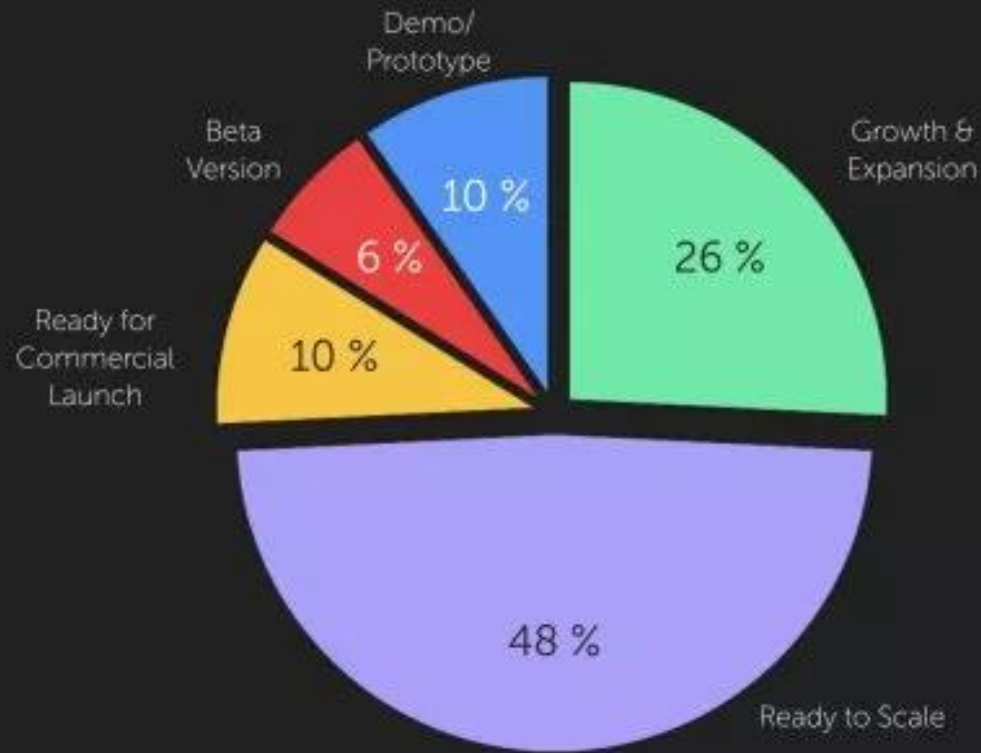
Maturity Stage



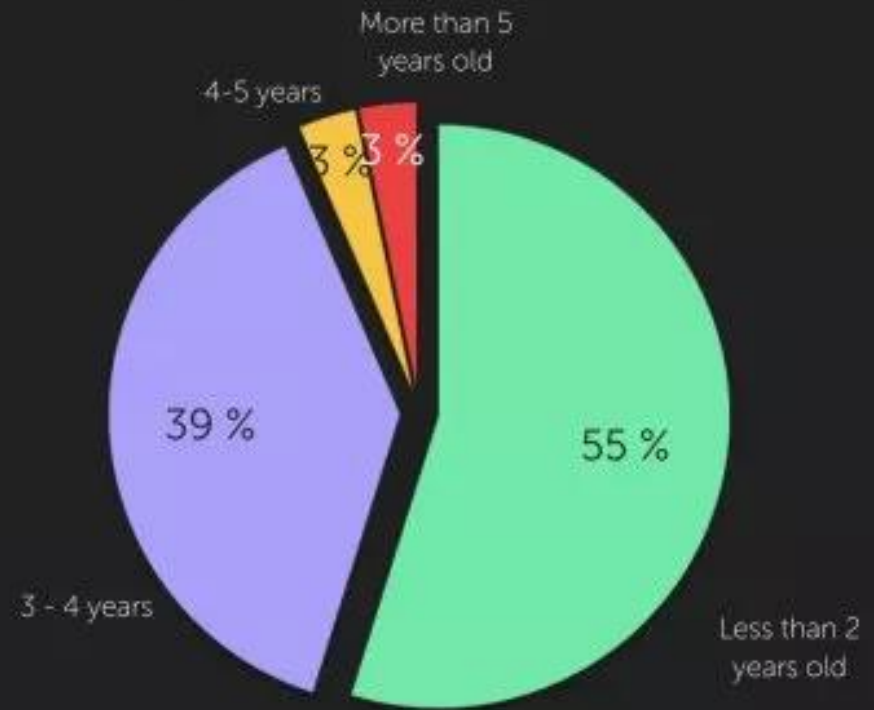
Enabling Technologies

(percentage of startups mentioning each technology)

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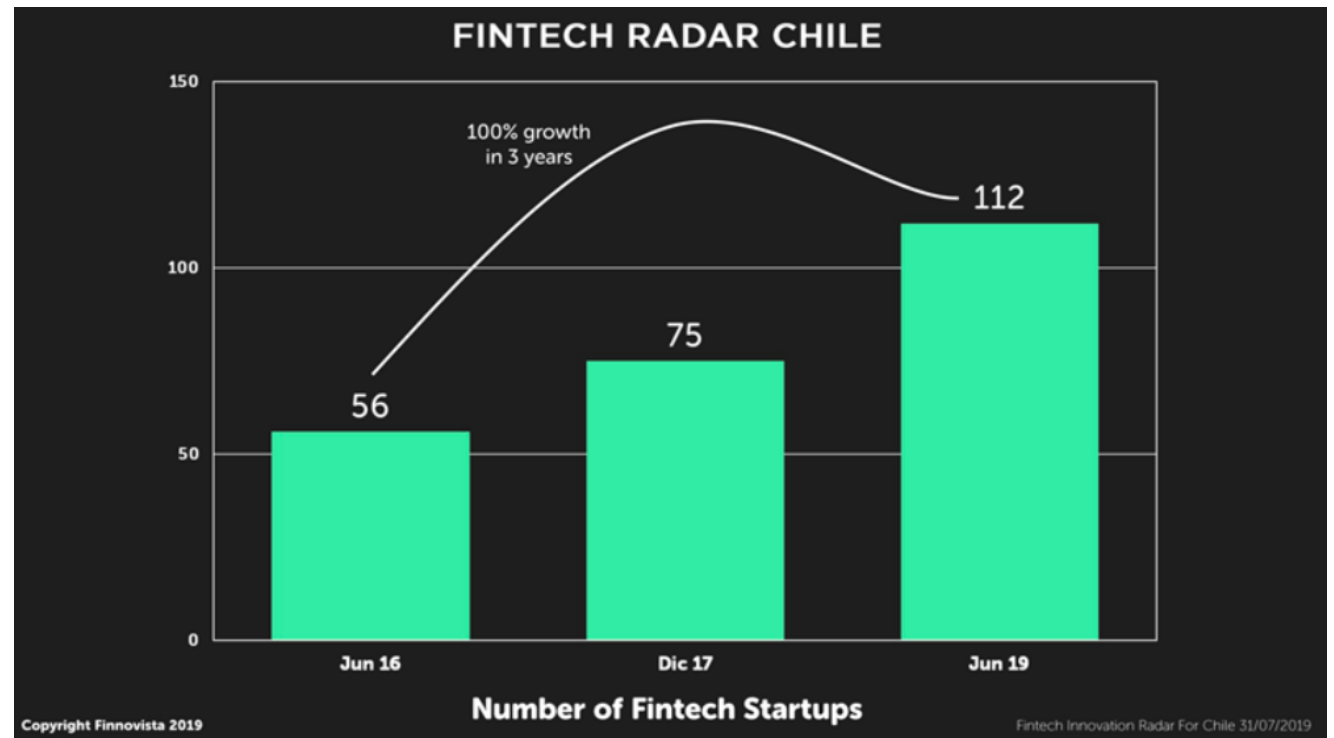


Startup Maturity Stage

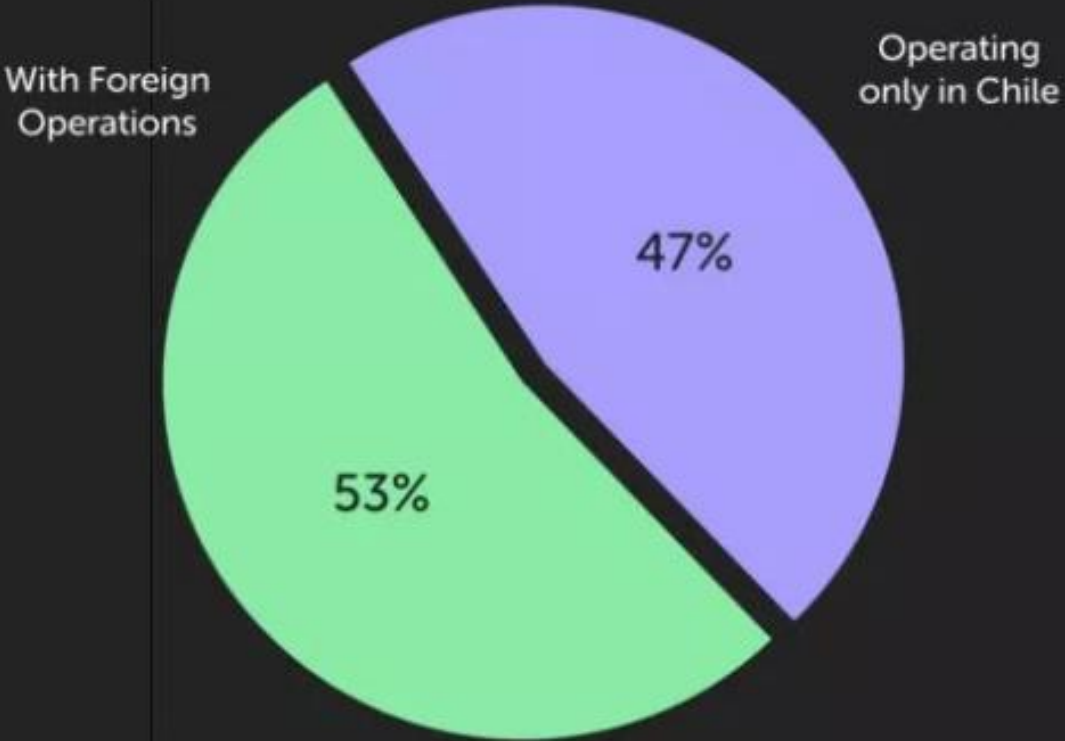


Age

- Las más maduras de la región,
- Dos tercios de las startups fueron creadas hace más de 3 años
- Mercado especialmente atractivo para la inversión.



FINTECH RADAR CHILE



Internationalization



Mexico



Colombia



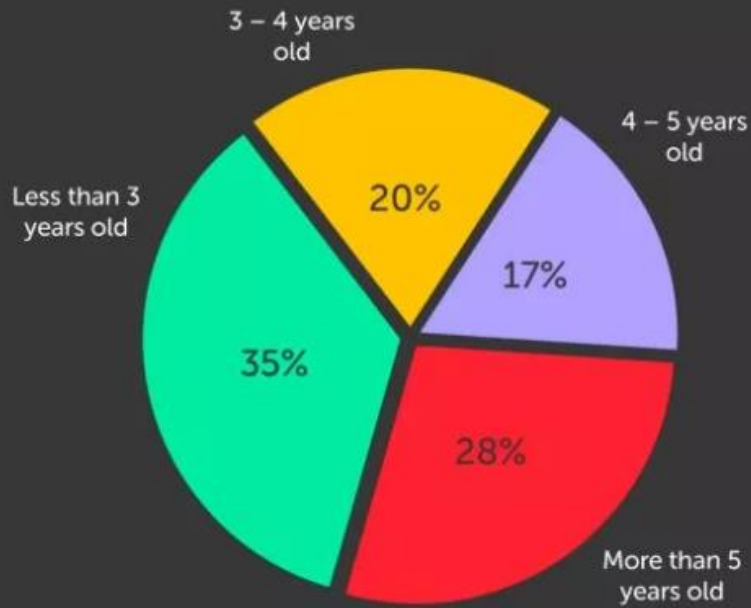
Peru



Argentina

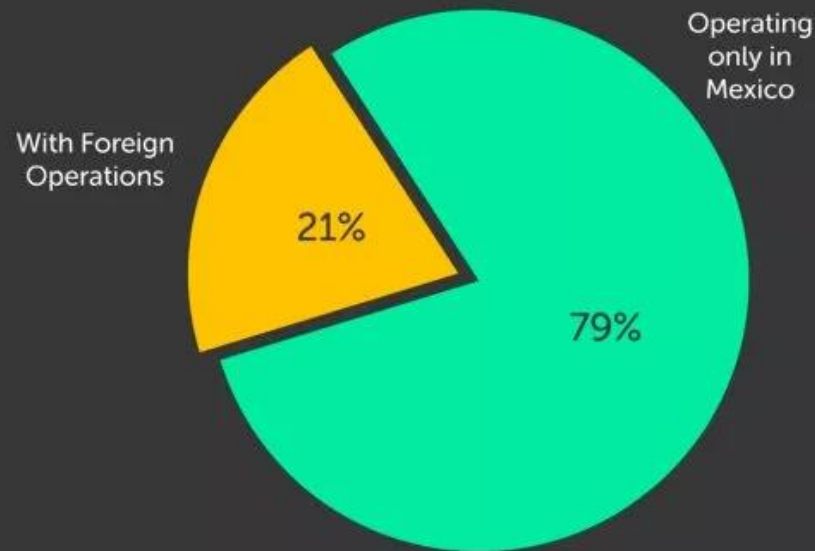
Top Foreign Destinations

Baja internacionalización de las empresas



Age of Company

FINTECH RADAR MEXICO



Internationalization



Top Foreign Destinations

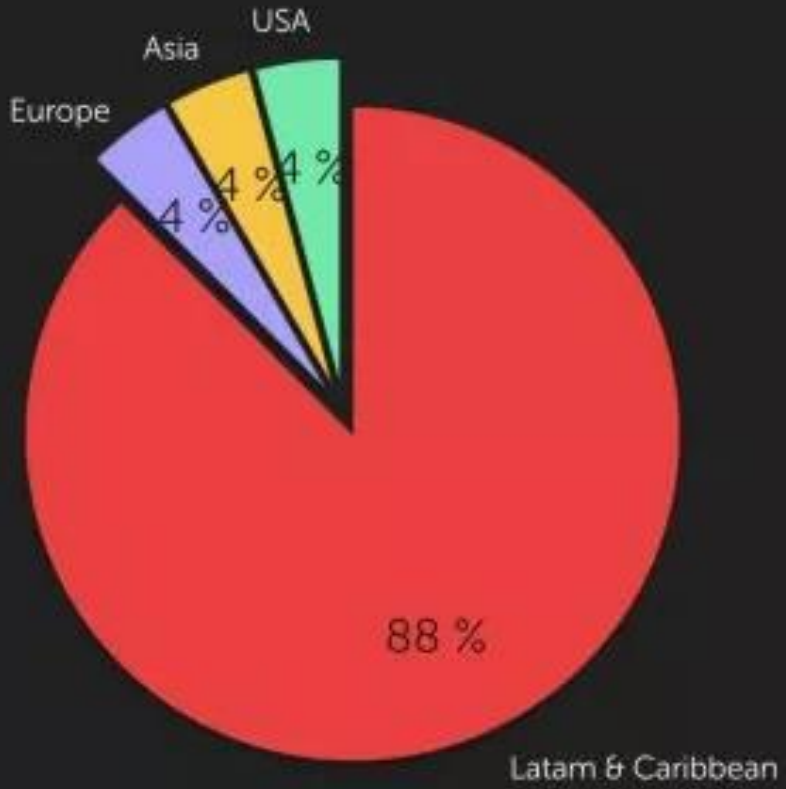
65% empresas más de 3 años

29% startups internacionales

FINTECH RADAR COLOMBIA

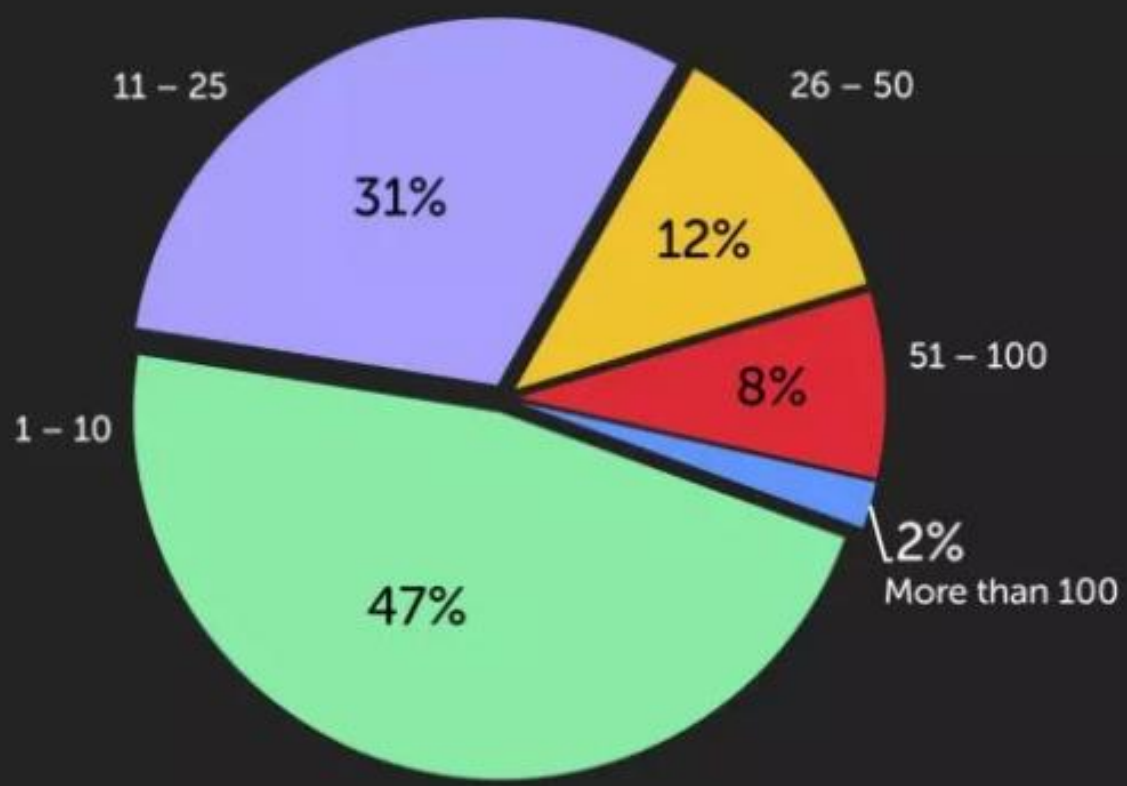
Internationalisation: Top Countries
(Number of startups)

-  Perú
-  Ecuador
-  Costa Rica
-  Mexico
-  Chile

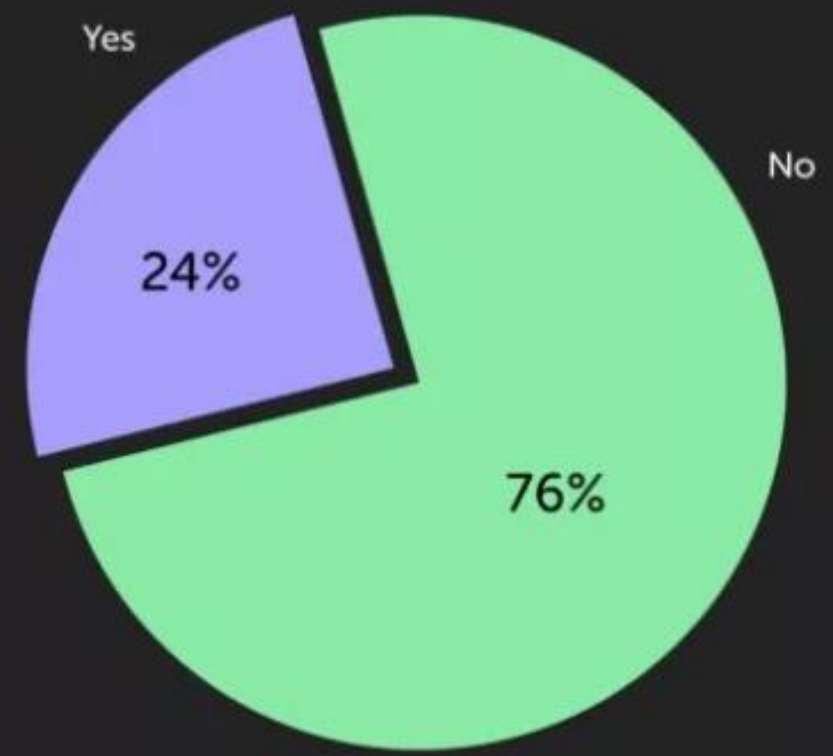


Internationalisation: Top Regions
(Number of startups)

FINTECH RADAR CHILE

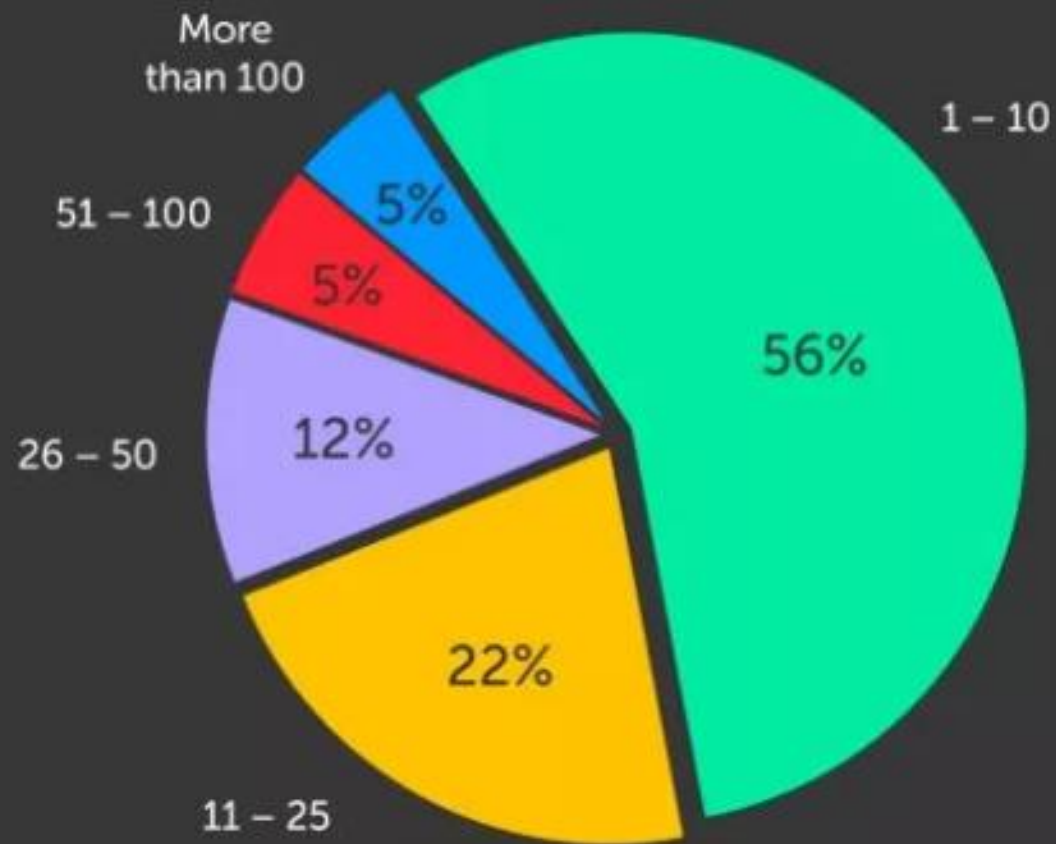


Number of Employees

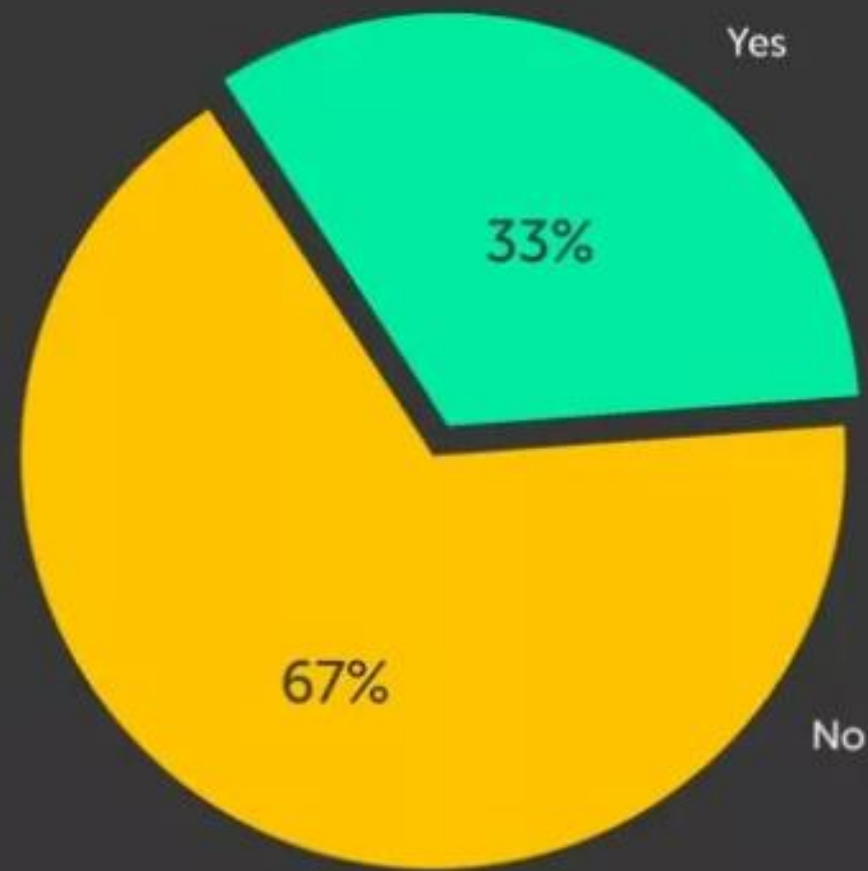


Women Founders

FINTECH RADAR MEXICO

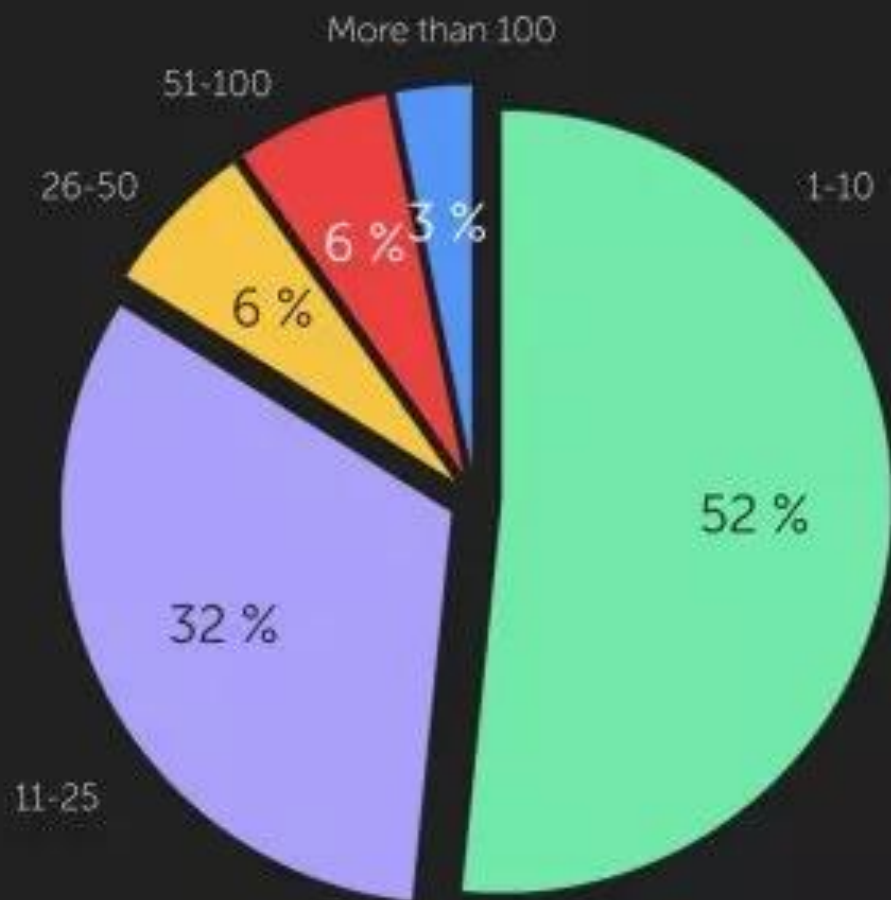


Number of Employees

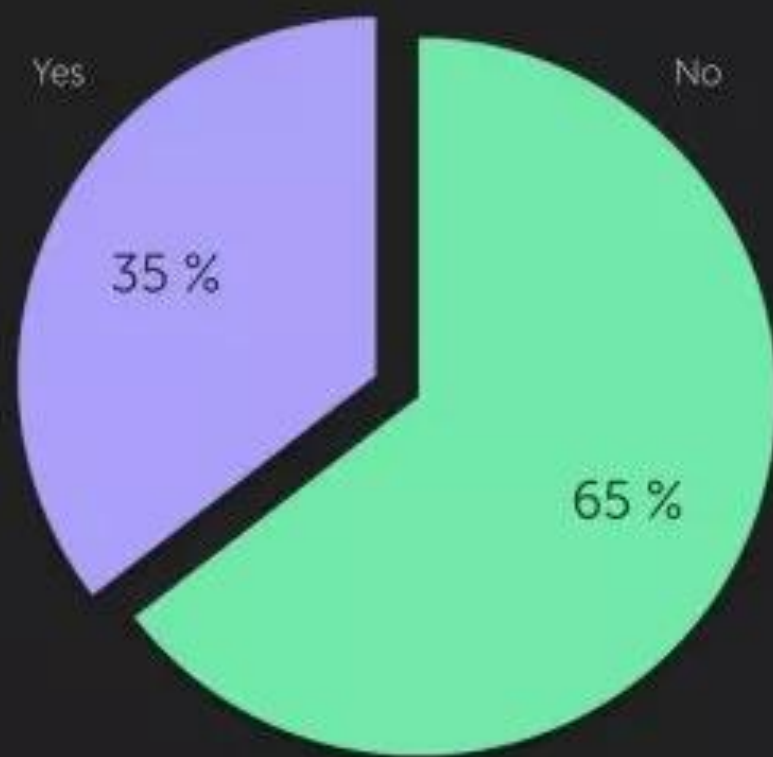


Women Founders

FINTECH RADAR COLOMBIA



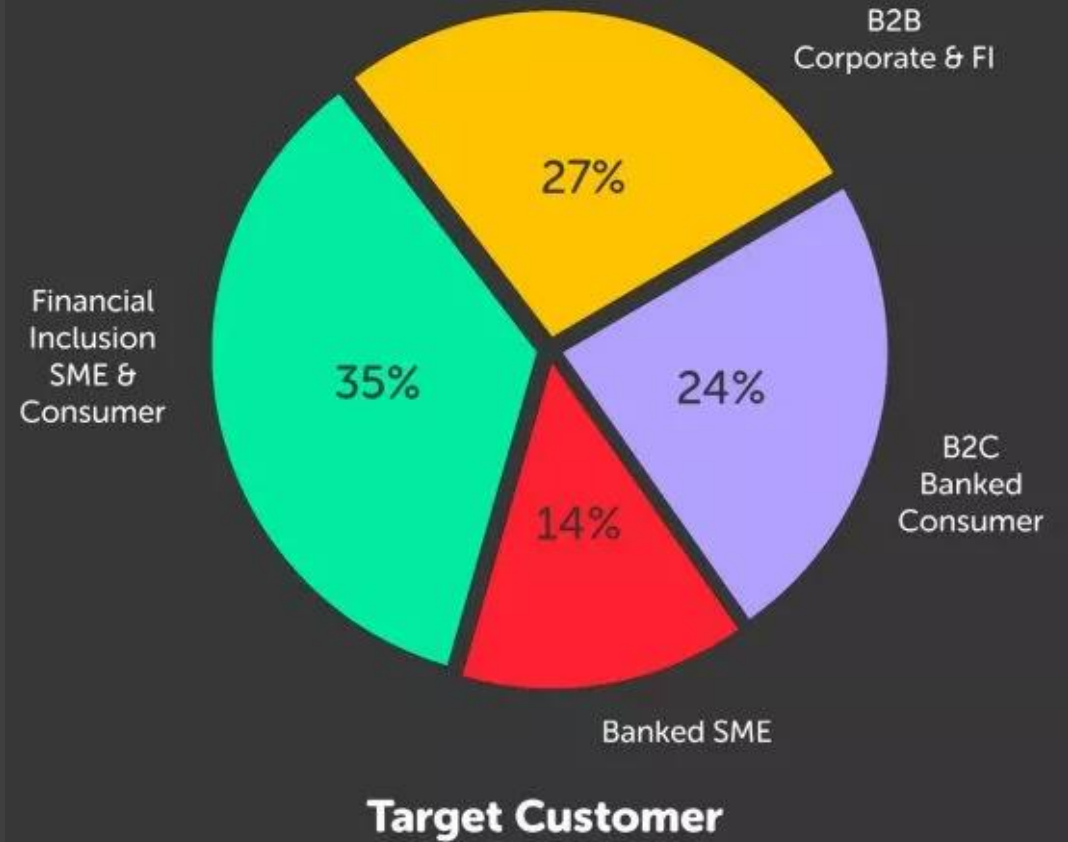
Employees



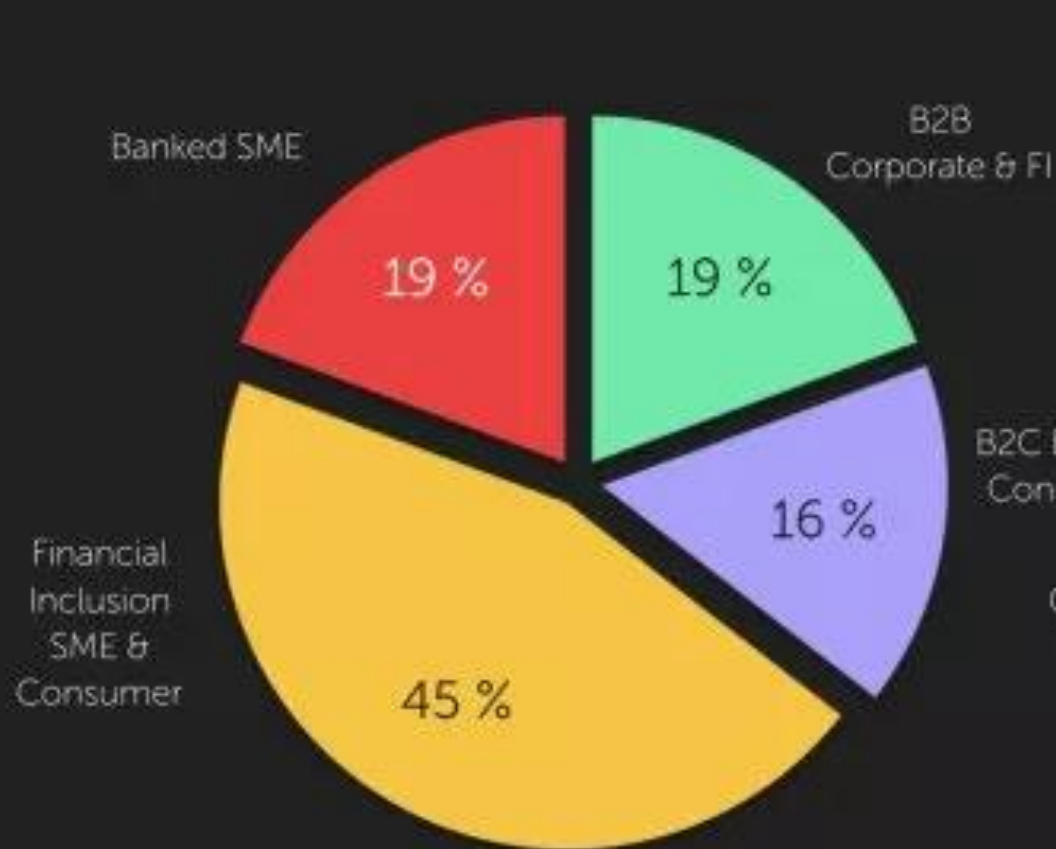
Women Founders

- En México 32% no tiene un servicio financiero
- 35% no bancarizados o sub-bancarizadas.
- 38%, bancarizados.
- 27%, grandes corporativos

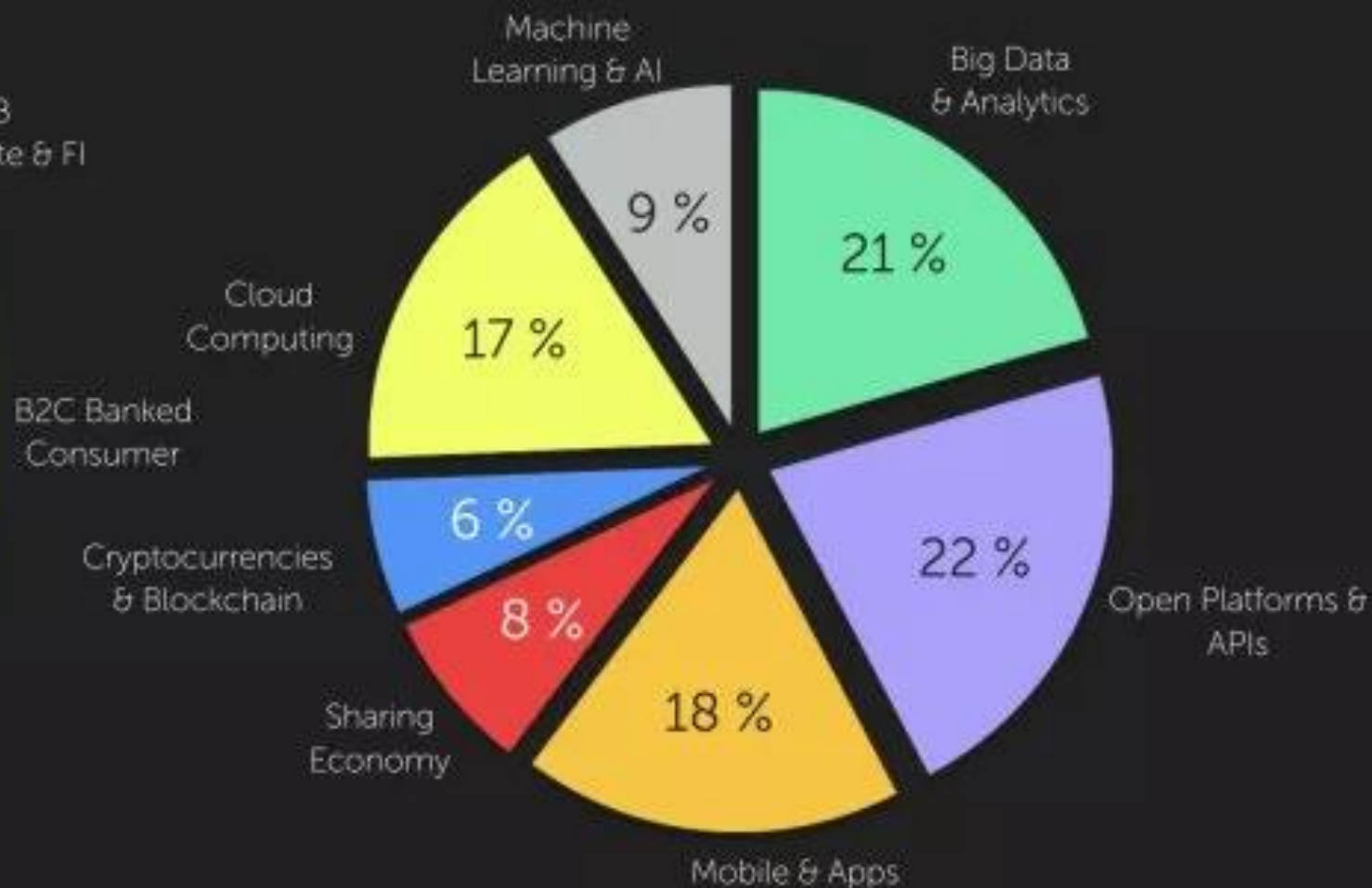
FINTECH RADAR MEXICO



FINTECH RADAR COLOMBIA



Target Customer

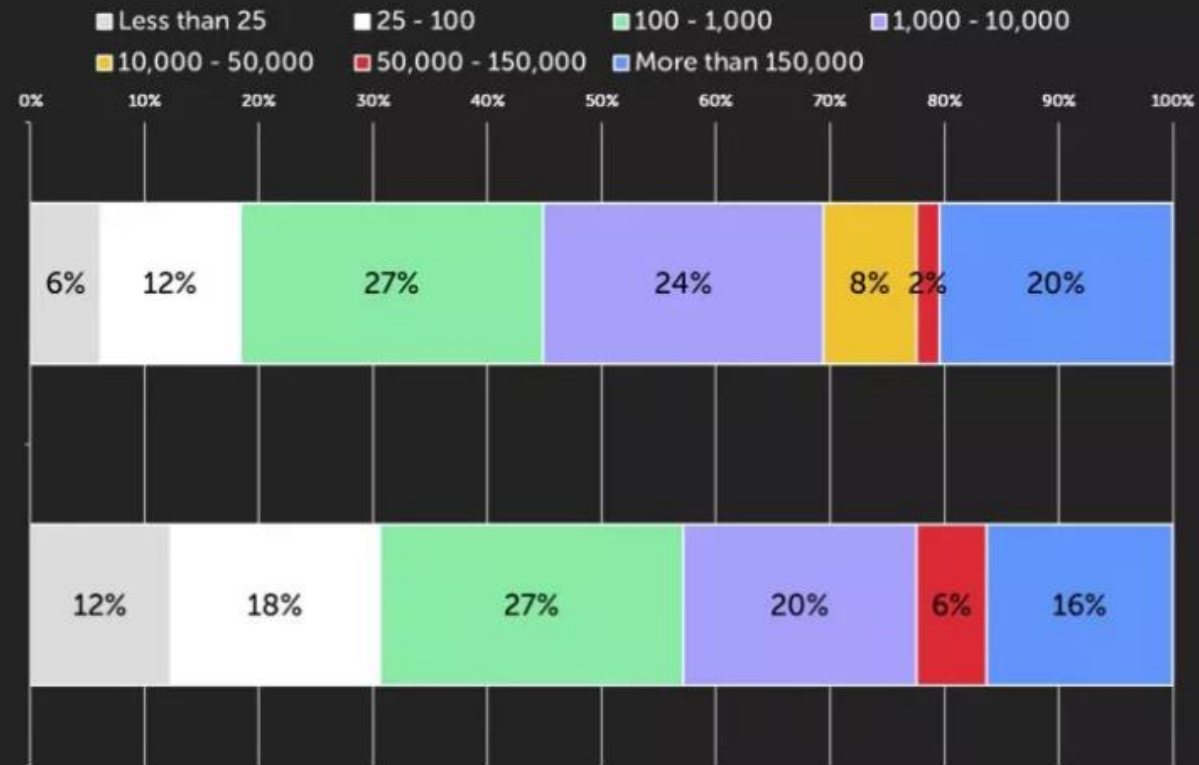


Main Technology

- 4 millones de usuarios activos
- transaccionan 600 millones de USD al mes
- México 2 KM USD al mes.
- Ingresos 120 millones de USD, 1.1 MUSD por startup

FINTECH RADAR CHILE

Number of Clients



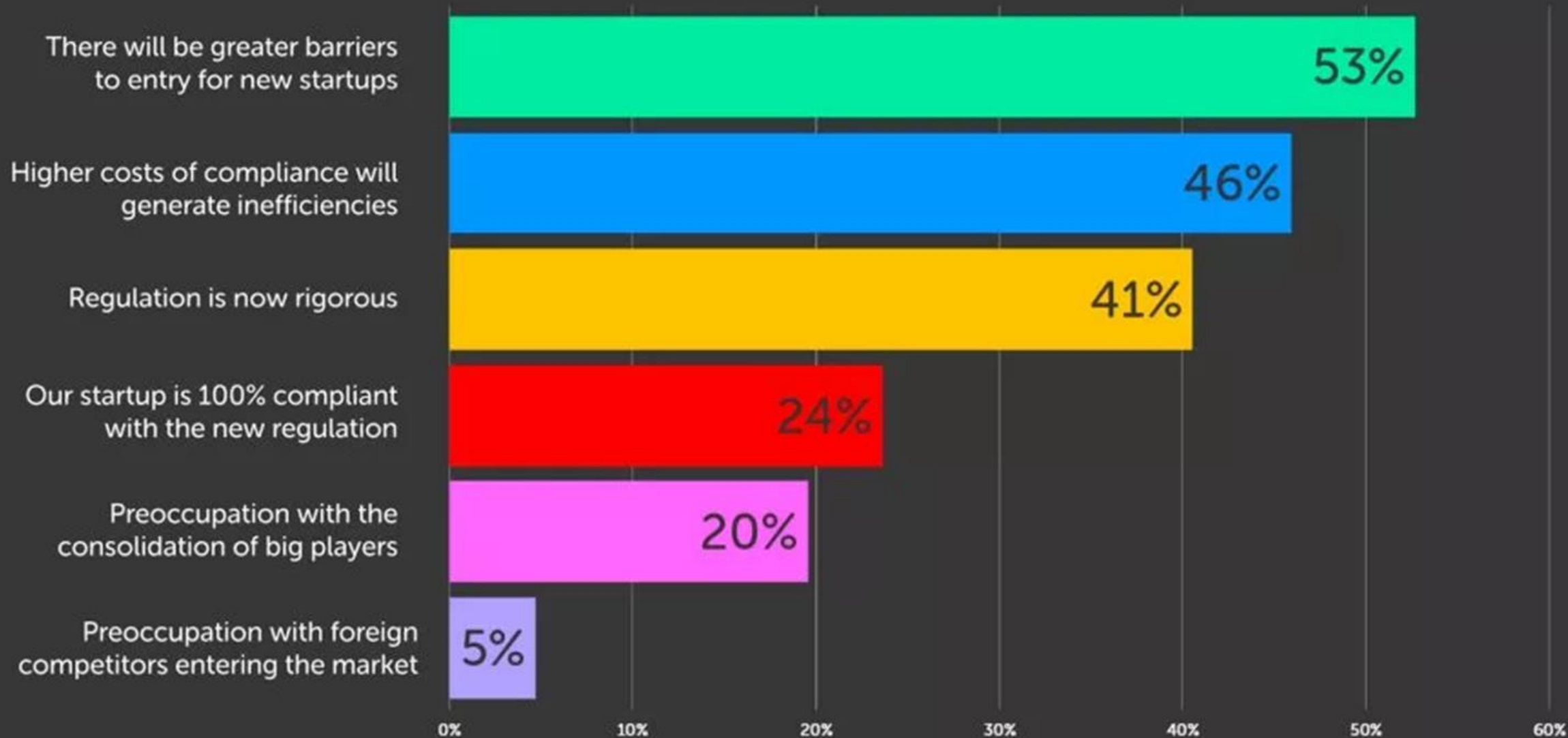
Number of Active Users

- 6 y 8 millones de usuarios activos,
- 20% con más de 10,000 usuarios activos y 50% más de 1,000 clientes
- transaccionarían mensualmente \$39 mil millones de pesos
- ingresos anuales \$3,400 millones de pesos
- \$8.7 millones de pesos facturados por startup Fintech al año).
- PayPal \$250,000 mdp 2017.

FINTECH RADAR MEXICO



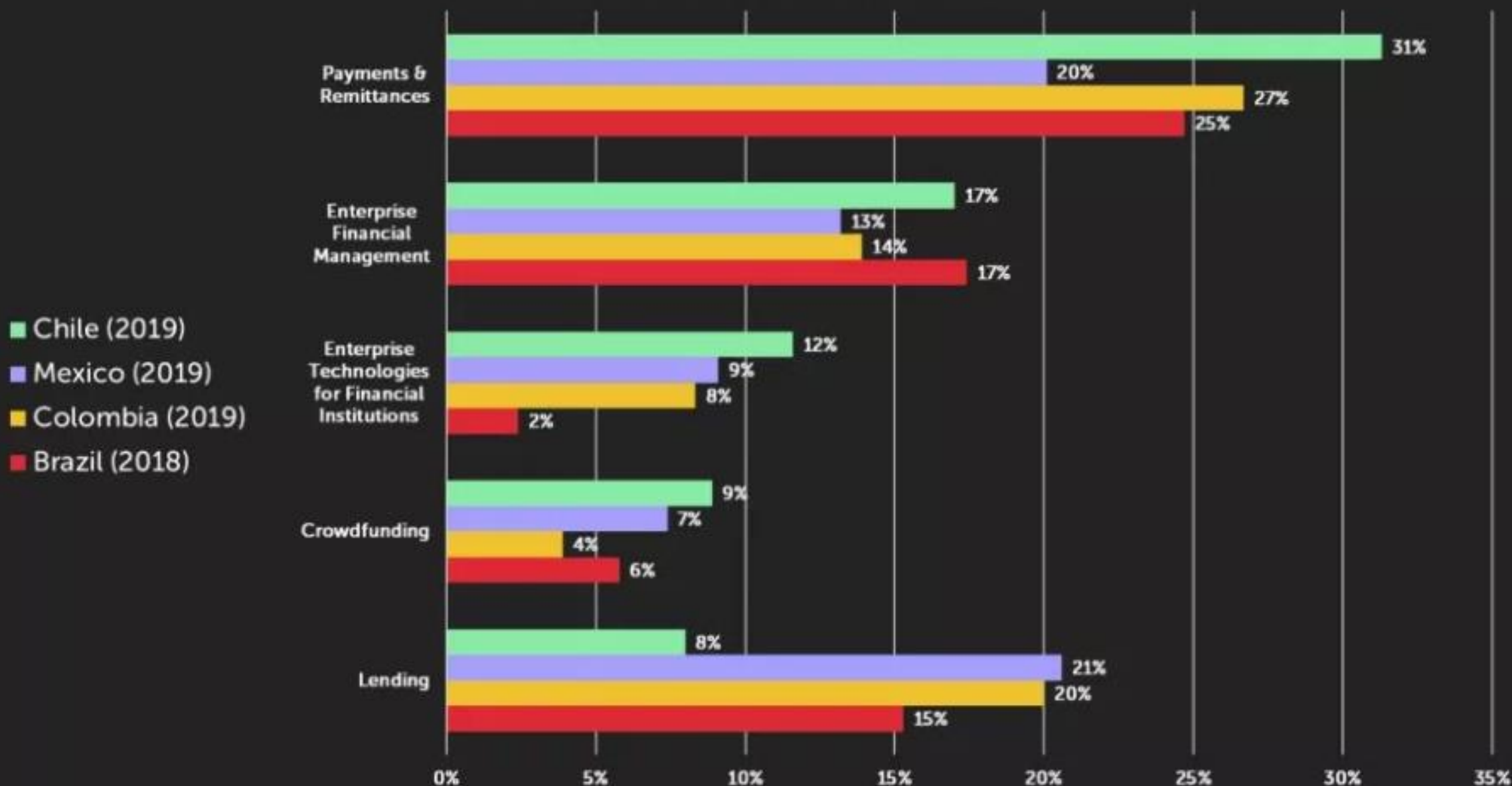
FINTECH RADAR MEXICO



Perceptions about Fintech Law

(percentage of startups mentioning each statement)

FINTECH RADAR CHILE



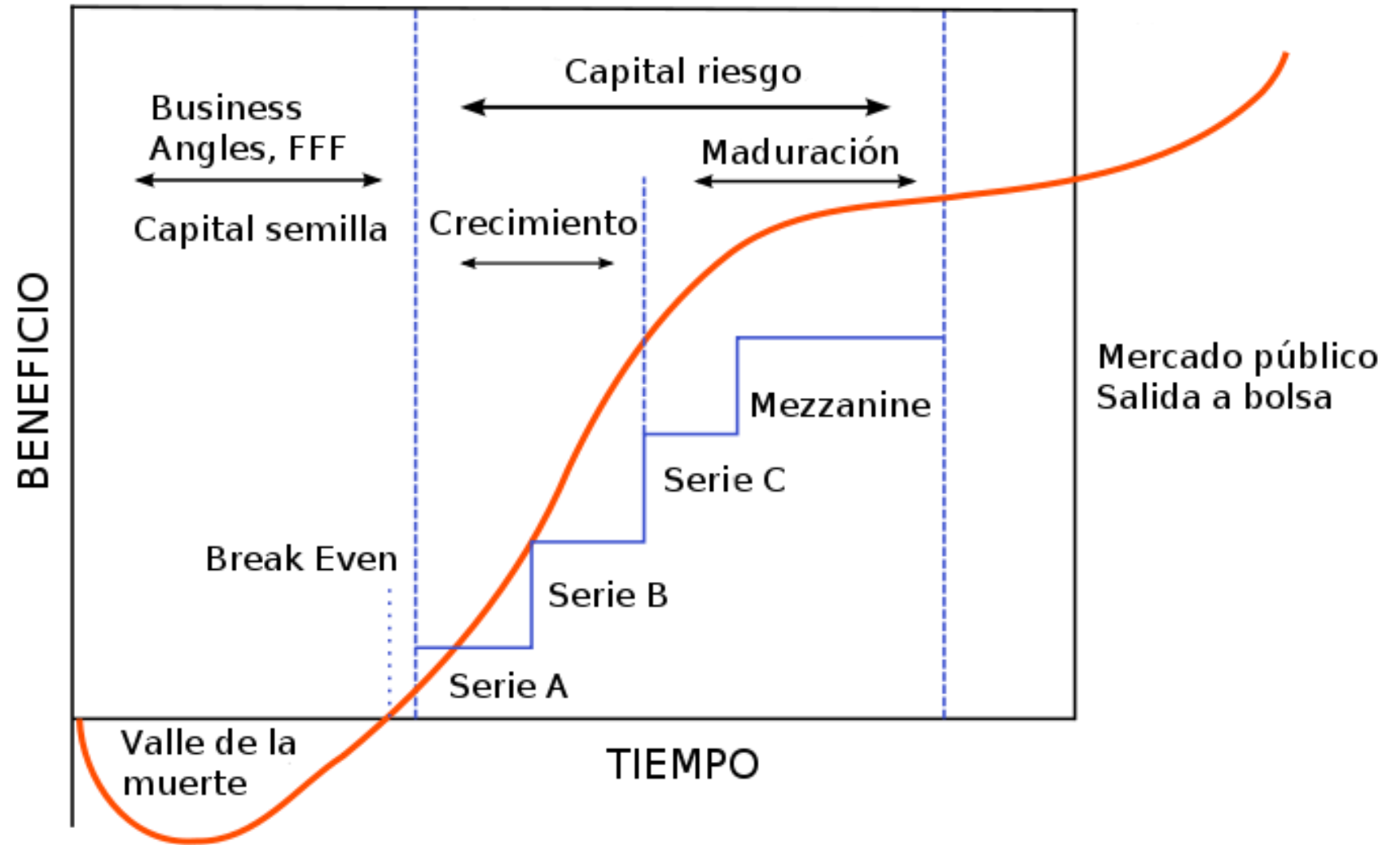
Main Fintech Segments by Country

(percentage by number of startups)

A person wearing a red t-shirt and dark pants is walking a tightrope across a deep canyon. The person is balancing with arms outstretched. The canyon walls are rugged and rocky, with a dark, shadowed interior. The text "Entorno emprendedor" is overlaid in white on the lower half of the image.

Entorno emprendedor

Fondeo



Chile

175 millones de USD de
financiación acumulada a la fecha,

1,5 millones de USD por startup
en promedio

ComparaOnline, ha levantado un
total de 30 millones de USD

México

Total acumulado \$800 millones de USD.

promedio de \$2 millones de USD levantados por startup,

69% de las Fintech recibido capital o financiamiento

4% de las compañías lo han hecho por montos superiores a \$10 MUSD

44% por montos inferiores a \$100 mil USD.

Clip, startup levantaría \$160 MUSD

Colombia

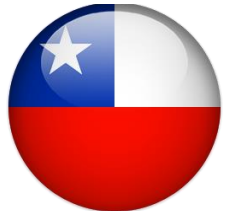
58% recibió financiamiento de terceros

63% de las startups en América Latina y el Caribe afirmó haber recibido financiamiento o inversión externa.

61% afirmó haber recibido menos de 500 mil dólares,

22% entre 500-1M

17% más 3MUSD.



Chile 112

12%.



Colombia

18%



México 394

11.3%

Mortandad



IDB

Improving lives



**LATIN
AMERICA**

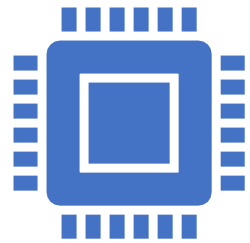
BID en la región

Regulación



Habilitador





Suptech

innovative use of technology
for supervisory agencies

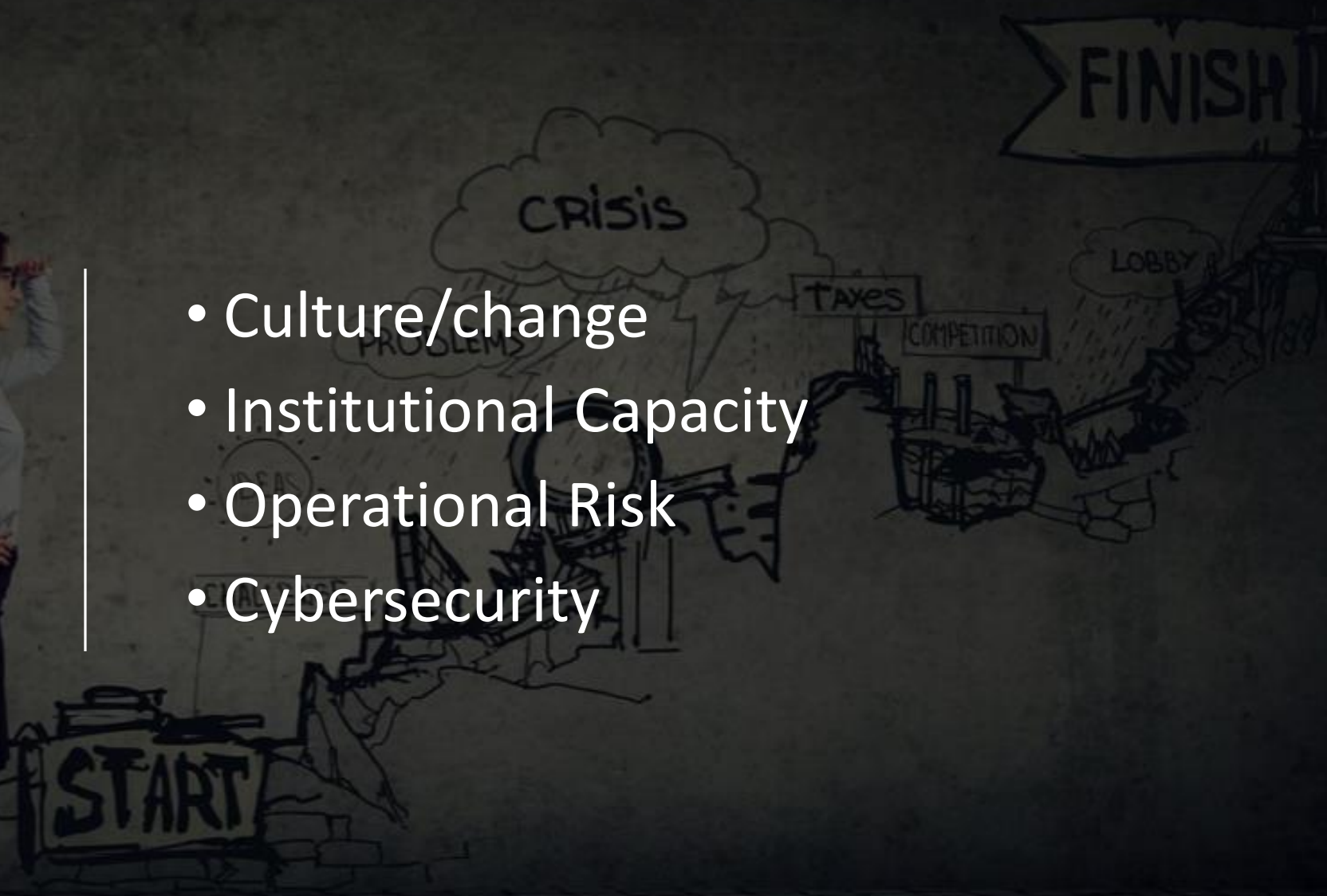
Data collection

Analytics

(market surveillance, micro and macroprudential
supervision, misconduct,)

Challenges

- Culture/change
- Institutional Capacity
- Operational Risk
- Cybersecurity



IDB
Inter-American Development Bank

Alternative Finance (Crowdfunding) Regulation in Latin America and the Caribbean

A Balancing Act

Diego Herrera

Institutions for Development Sector
Capital Markets and Financial Institutions Division

DISCUSSION PAPER Nº IDB-DP-480



September 2016

Cambridge Centre for Alternative Finance
UNIVERSITY OF CAMBRIDGE Judge Business School
POLSKY
CHICAGO BOOTH
The University of Chicago Booth School of Business

2017 THE AMERICAS ALTERNATIVE FINANCE INDUSTRY



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MARCH, 2018

**BUSINESS ACCESS TO ALTERNATIVE FINANCE
A DEEP-DIVE INTO MEXICO & CHILE**



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Regulatory Sandboxes in Latin America and the Caribbean for the FinTech Ecosystem and the Financial System

Diego Herrera
Sonia Vadillo

Institutions for Development Sector
Connectivity, Markets, and Finance Division

DISCUSSION PAPER Nº IDB-DP-573



March 2018

IDB
Inter-American Development Bank

Digital Finance

New Times, New Challenges, New Opportunities

Juan Antonio Ketterer

Institutions for Development Sector
Connectivity, Markets and Finance Division

DISCUSSION PAPER Nº IDB-DP-601



March 2017

FINTECH
América Latina 2018 | Crecimiento y consolidación



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invest
Finnovista