

## PAYMENTS & REMITTANCES

### PAYMENTS GATEWAYS

- A seller service, usually provided by an e-commerce site or e-store enabler
- Authorizes credit cards or direct payments for online and office businesses, and individual merchants
- Can be thought of as an online point-of-sale terminal for your business

### E-WALLETS

- An app that lets users store and spend money from a mobile and/or smart device
- A user can link and top-up their e-wallet from a bank account
- Increasingly used as tools for financial inclusion in emerging markets

### REMITTANCE TECH

- A service that facilitates cross-border money transfers between individuals
- Tech companies are innovating to make remittances quicker and seamless at a fraction of the cost incurred by banks and incumbent players

## CRYPTOCURRENCIES & BLOCKCHAIN

### BLOCKCHAIN

- The underlying technology upon which all cryptocurrencies are based
- A public ledger of online transaction, shared among different nodes on a network. It can never be deleted, making it easier to detect fraud and embezzlement
- Has the potential to revolutionize a multitude of business sectors, and not just fintech

### CRYPTOCURRENCIES

- A form of digital money in which encryption regulates generation of currency units and verifies transfers of funds, operating independently of a central bank
- Regulators and central banks attempt to deal with cryptocurrencies differently from market-to-market with some like China attempting to ban them
- In the UAE, the central bank clarified regulations at the start of 2017, stating it does not outlaw cryptocurrencies

## ALTERNATIVE FINANCE

### CROWDFUNDING

#### REWARD-BASED

- In exchange for money given by fans of the project, the business or organization will give some type of incentive for them to participate
- Rewards can be anything, ranging from goods and services to discounts, and vouchers

#### DONATION-BASED

- Users find projects that they wish to donate money to in exchange for nothing
- Often directly linked to charity or noble causes that the funders want to actively support

#### EQUITY-BASED

- Entrepreneurs and start-ups can find small investments from multiple backers in exchange for a financial stake in their company or assets proportionate to the amount invested. The rights of the new shareholders may vary, depending on terms and conditions

#### DEBT-BASED

- Individuals lend money to businesses or other individuals with the expectation that it will be repaid with interest
- For Shariah-compliant peer-to-peer (P2P) platforms, interest is removed or replaced by other fees, sometimes related to the use of the platform



### DIGITAL BANKS

- An online-only version of a normal bank, provides checking and savings accounts, with deposits, withdrawal and transfer facilities

## ENTERPRISE TOOLS & SOFTWARE

### SOFTWARE-AS-A-SERVICE

- A business model in which the application is hosted by a service provider
- Financial SaaS is cloud-based and accessible from anywhere
- If the accountant's computer crashes, all records will remain intact

### CLOUD-BASED POINT OF SALE (POS)

- A type of system in which information for processing transactions is retrieved or access from the cloud or a cloud service
- WiFi-connected smart devices to replace cash registers
- Business owners can transact on the go, and monitor a store's activity and metrics remotely, in real-time



WHAT ARE THE DIFFERENT TYPES OF FINTECH?

### INSURETECH



- Meant to help users save money and more efficiently approach the insurance space
- Often explores opportunities that the big players may not, such as highly customized policies or using data from the customer's devices to better understand their behavior and offer dynamic premiums

## ADVICE & PERSONAL FINANCE

### COMPARISON

- Allow Users to find, compare, and purchase financial products such as credit cards, loans, and insurance
- Users filter criteria based on preferences to find the most popular financial products

### MANAGEMENT

- Combines personal investment management, financial advice, and planning applications for high net-worth individuals
- Some products in this category are designed for personal financial management

### ARTIFICIAL INTELLIGENCE

- Robo-advisors provide advice or portfolio management online with close to no human intervention
- Offer actionable financial and investment suggestions based on mathematical principles, statistical analysis, and proprietary algorithms



### REGTECH

- A Class of software and applications that address regulatory issues in financial services
- Helps users and businesses comply with market specific regulations
- Also meant to help companies fight financial crime and mitigate risk in a variety of forms, including customer onboarding, fraud detection, cyber security, and more