Fintech and the New Financial Landscape

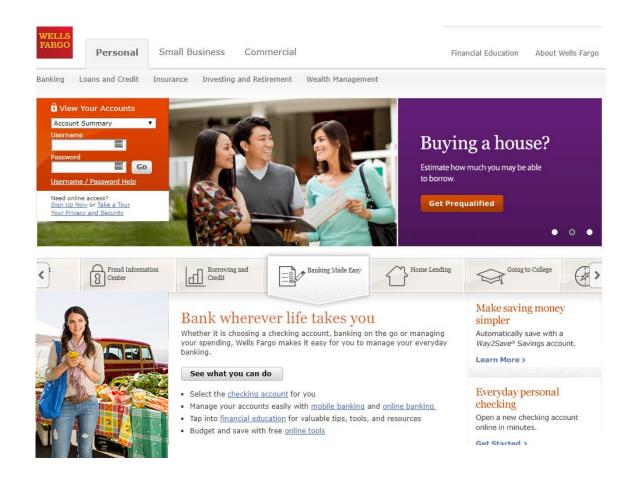
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3 Ways Technology and Data Can Lead to Financial Inclusion

1. Reducing operating costs

 Lower costs enable expanded credit access, lower rates, and more attention to smaller loans

2. Improving credit decisioning

 Lower losses mean lower prices and expanded access, especially in credit segments traditionally difficult to price

3. New business models focus on addressing market gaps, e.g.

- Personal loans that deliver lower prices to credit card customers
- Small business loans reach an underserved segment
- Auto loans that cut out hidden dealer markups