

# **NEOBANKING**

## **Sales Proposal**

# WHAT IS A NEOBANK?

- Neobanks are **financial technology (fintech) companies** that provide digital banking and other financial services online.
- A neobank has a 100% online presence, and there are no physical branches.
- Neobanks primarily target digital-savvy customers who are looking for convenient banking solutions.

# TRADITIONAL BANK

# VS

# NEOBANK

Physical Banking	▪	<b>Service Platform</b>	▪	Web & Online Services
Long-term and personalized	▪	<b>Client Relations</b>	▪	Flexible, virtual, customized
In-person, phone/online	▪	<b>Customer Support</b>	▪	Phone/online
High, Complex	▪	<b>Fees</b>	▪	Low, transparent
Entire	▪	<b>Banking License</b>	▪	None or partial
Yes	▪	<b>Bank Offices</b>	▪	No
Time-consuming	▪	<b>Confirmation Process</b>	▪	Instant

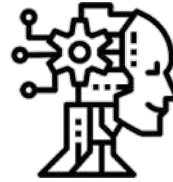
# NEOBANKING – KEY FEATURES



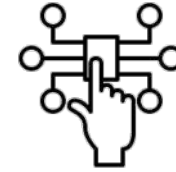
Cost-effective



Customized UX



AI Technology



Branchless  
Banking



24/7 Financial  
Service System



Biometric  
Technology



Real-time Fraud  
Detection



Gamification

# NEO BANKING ON THE RISE





## DID YOU KNOW?

The global customer base of neobanks has grown from 2 million to 15 million in 3 years, and the number of neobanks has increased from around 70 to over 250. (source: Statista)

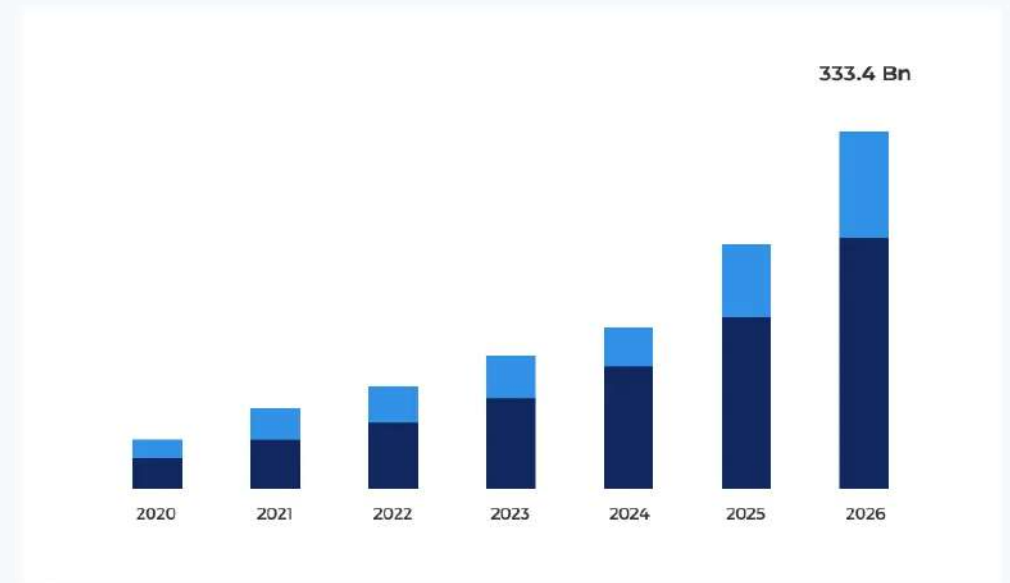
# FUTURE OF NEOBANKING

The neobank market is standing at **\$31+ billion** as of 2020, and the CAGR of this industry is around **42%**.

Looking at the current stats, the neobanking industry is growing **rapidly**.

The neobank sector's capitalization is expected to exceed **\$377 billion** in the next **4-5 years**, which is over **10x growth** within less than seven years.

NEOBANKING MARKET SIZE, BY ACCOUNT TYPE, 2020-2026



Source: [www.kbvresearch.com](http://www.kbvresearch.com)

# THE CHALLENGE?

It's the **digital-first era!**

People no longer want to spend their time, money or energy visiting banks and waiting in **long queues**.







**THE SOLUTION?**

# Let's Go Digital!

## *Introducing* **NEO BANKING APP**

We are experts in building **digital banks** and **cloud infrastructure** for banking services.

As consumers continue to increase online, businesses are switching to digital channels to compete with the rising fintech landscape – that's where **we** come in.

# WHAT DO WE DO?



Help clients build **digital banks** from scratch



Expertise in **built on delivery**



Offer **compliant cloud solutions** for banking services



Complete assistance from **launch to roll-out**

# OUR NEOBANKING SERVICES

- Account Management
- Payments Processing
- Online Cash Transactions
- Online Credit/Debit Cards
- Micro-investments
- Wealth Management
- Peer-to-peer Transfers
- Insurance Services
- E-wallet Services

# WHY CHOOSE US?



Low Cost



Convenience



Cloud  
Infrastructure



Quick Market  
Access



Swift Payments  
& Transactions



Advanced  
Security



Experienced  
Industry Experts



Value-added  
Services

# HOW WE DO IT?

## Our Technology Experts work across 5 Specialized Capabilities

- STRATEGY
- CLOUD
- DATA
- CYBER SECURITY
- ECOSYSTEM INTEGRATION



# NEOBANKING EXPERTISE



## 1. STRATEGY

From strategy to execution, our team of experts takes care of each facet of neo banking.



## 2. CLOUD

With the top 1% of talent holding expertise in building cloud infrastructures for banking services, we help you build top notch digital banking solutions for your businesses and clients.



### 3. DATA

Using data intelligence to build and store data stacks, we also take care of data personalization to provide end-to-end banking solutions to customers.



### 4. CYBER SECURITY

We have created a CISO to address all client's security concerns and implement a top-notch cyber infrastructure for our digital banking services.



### 5. ECOSYSTEM INTERGRATION

We help our clients get to market faster by enabling efficient stakeholder management and leverage our strong relationships with the best of breed SaaS partners in the digital banking space for additional support.



# NEOBANKING NETWORK

 45 CLIENTS

 8 COUNTRIES

 3 CONTINENTS



# MEET THE TEAM

Collective experience of 100+ years in the banking and fintech industry, working on clients from all around the world.

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Picture

**FULL NAME**

DESIGNATION

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**FULL NAME**

DESIGNATION

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Picture

**FULL NAME**

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# WORK WITH US

Do you have  
any questions?

email@website.com  
+XX  
www.website.com



**THANK YOU!**