



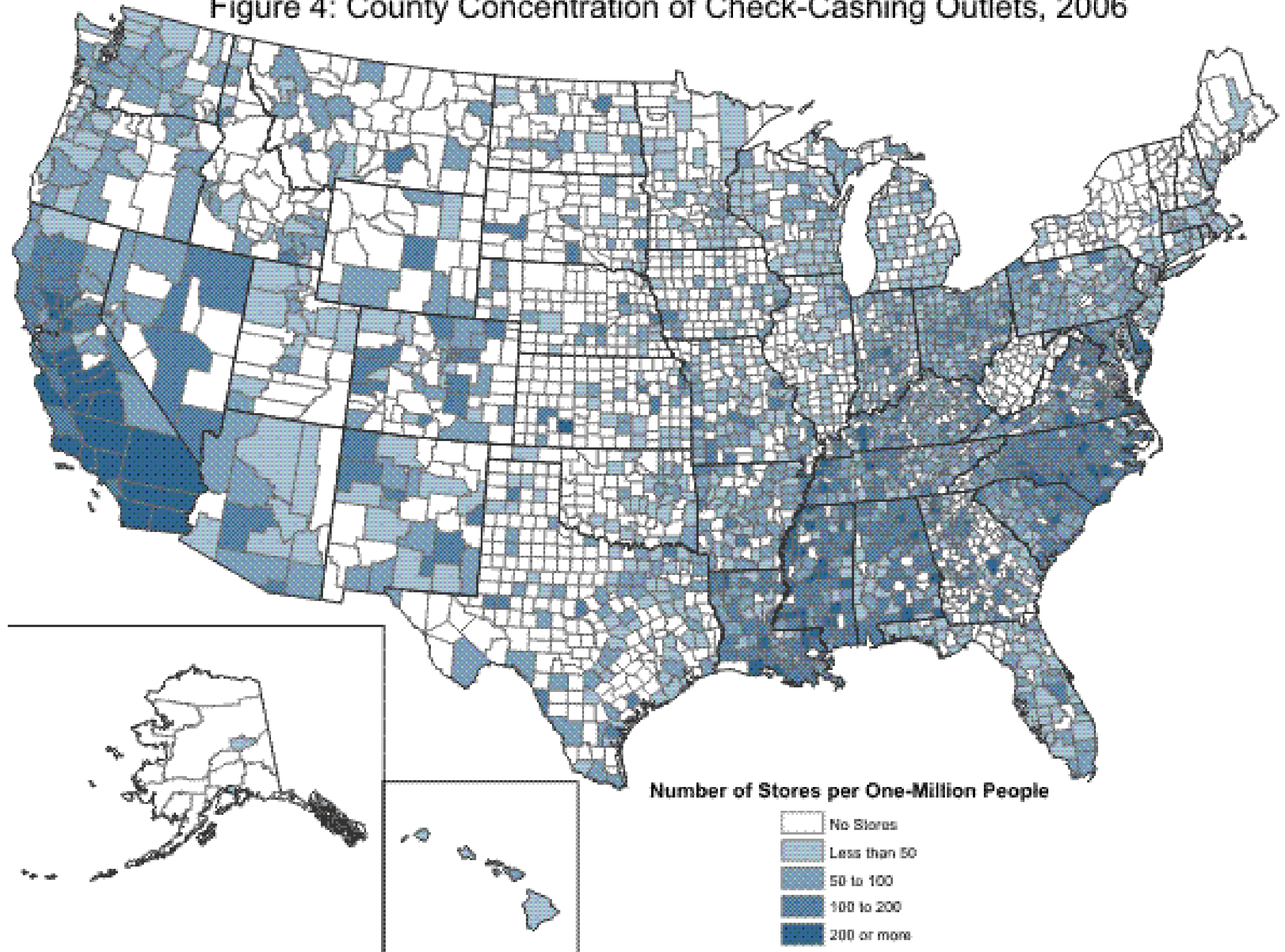
Joe Constantino

The Bank of the Future

What's in store for us?

**How many of
you have written
a paper check?**

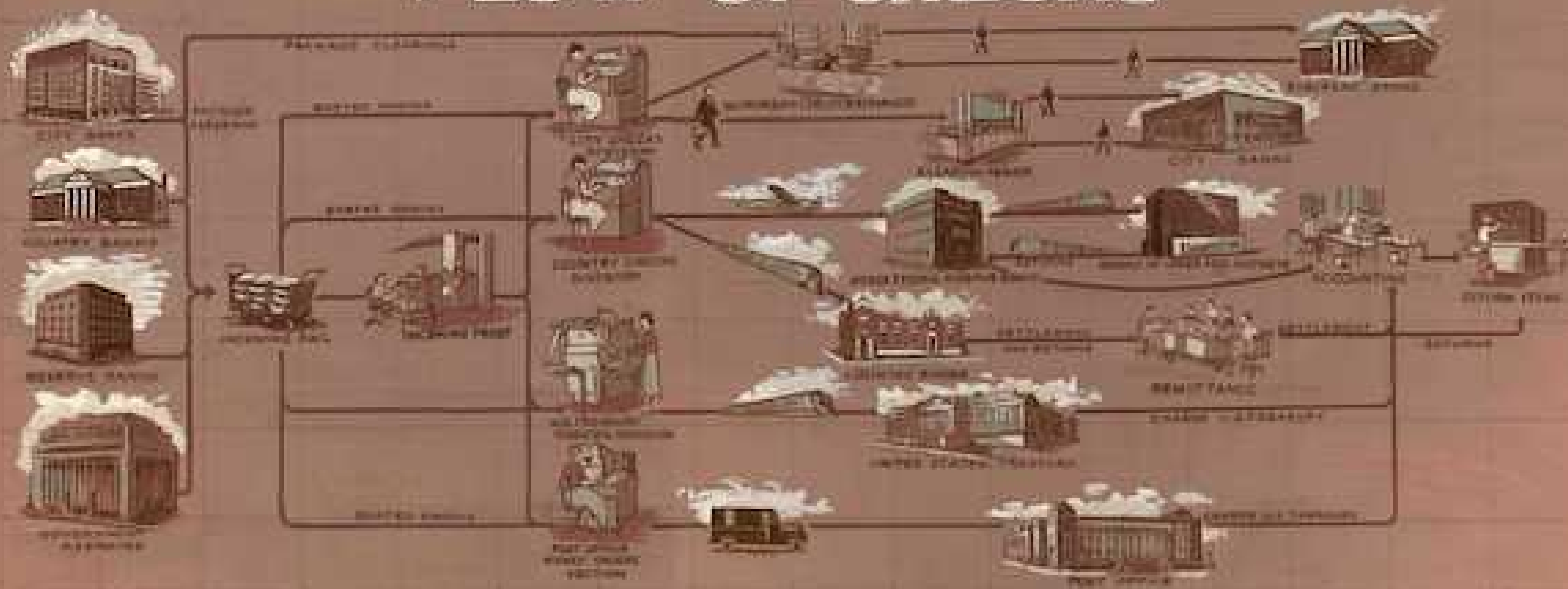
Figure 4: County Concentration of Check-Cashing Outlets, 2006



Check Processing Centers in 2023

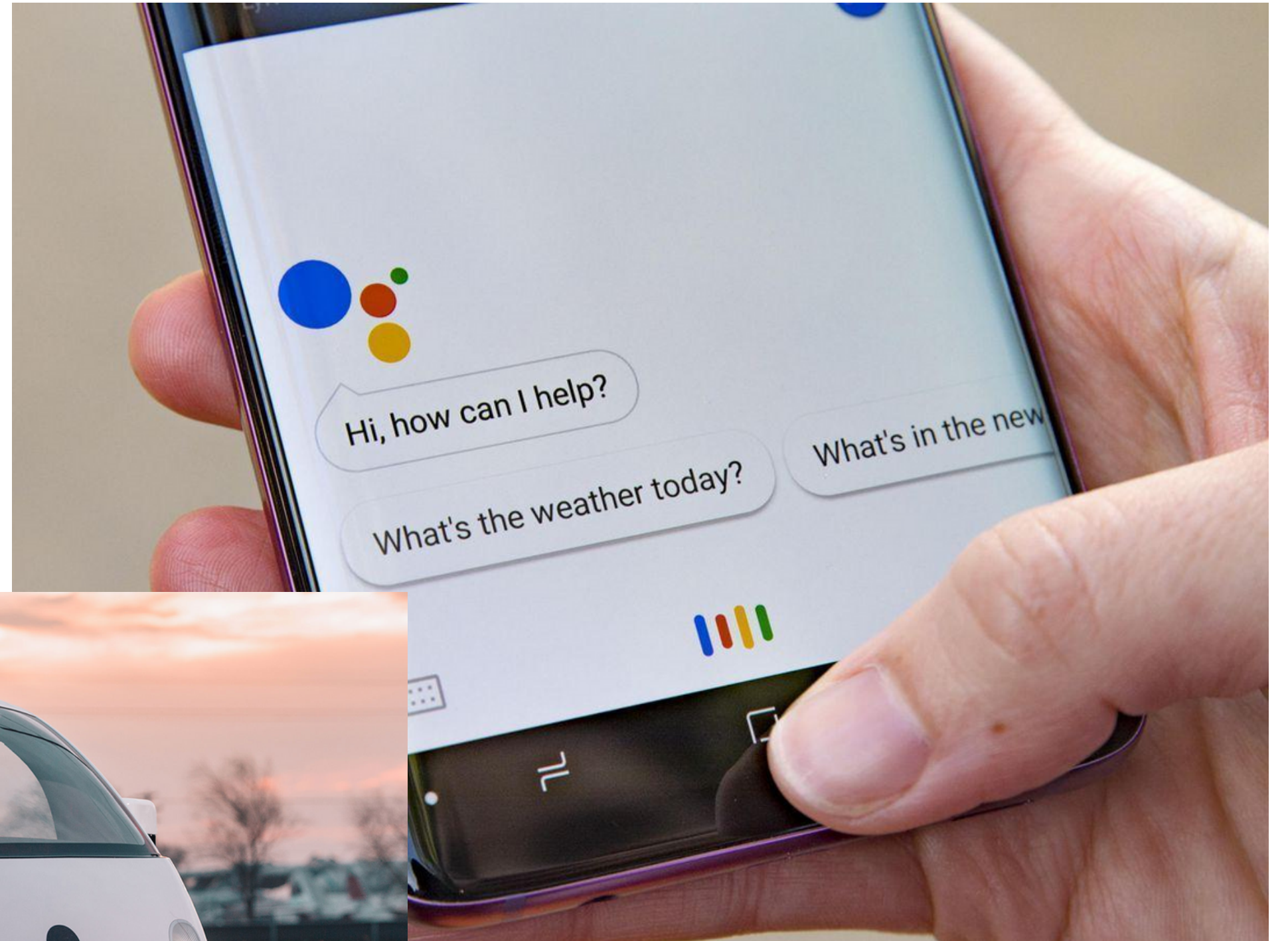


FLOW OF CHECKS





Do-It-For-Me Culture



What are we used to seeing in
the banking industry?



What's in store for us?

**Technology is rapidly
innovating how we
bank.**



As of 2023...

Age group	Percent who primarily use online banking	Percent who primarily use mobile banking
15-24	6.3%	74.1%
25-34	12.9%	69.4%
35-44	18.4%	60.5%
45-54	22.8%	49.1%
55-64	27.3%	33.2%
65+	28.2%	15.3%



**How will we
bank in the
future?**

Here are some predictions

Proliferating Virtual Presence

Innovating our mobile exposure

As customers continue to bank primarily on mobile devices, it is important to tailor to their needs and be of service within a simple online search.

Partnering with Fintech

Fintech offers a variety of services that many people already have accounts with and use. If First Bank can integrate the appropriate fintech, customers will be more inclined to bank with us.

Integrating AI

Artificial Intelligence has already come a long way. Incorporating AI into how we already conduct day to day business can take weight off of our shoulders and make the consumer process easier.

Innovating Mobile Exposure

- Many people prefer to bank via mobile device.
- Expanding upon mobile exposure does not take away from in-person service.
- 79.3% of millennials were interested in digital banking while only 33.8% of baby boomers were interested

Customers may be hesitant because...

- **security skepticism**
- **too new or untested**
- **lack of face-to-face interaction**
- **too technical**
- **unsure of FDIC insurance**
- **physical cash dilemma**

**We don't have to
substitute this**



For this



Fintech 250

2022

Payments processing & networks

- xendit FOODICS ~~GOBA~~ GOCARDLESS Rapyd
- MODERN TREASURY stripe ~~MP'S AFRICA~~ checkout.com
- teamapt EBANX CITICOM Thunes. mollie
- sumup cedar SpotOn Razorpay melio
- PayCargo SaltPay bajance Airwallex
- Modul ripple pine labs innovati checkwalk
- Volanté BharatPe FINIX deliverect

Payroll & benefits

- deed gusto
- Velocity Global bob
- dailypay CaptivateIQ
- RIPPLING PayFit
- Oyster Finwheel
- Nayya papayglobal
- remote atomic
- darwinbox guideline

Asset management

- CAIS AlphaSense ADDEPAR

Corporate cards & expense management

- airbase
- tribal tide 分贝 SPENDESK
- Brex MESH ramp yokoy
- Payhawk JEEVES JUNI Qonto

Digital banking

- Revolut ~~COHO~~
- greenlight tonik
- COBANK Current
- monzo Starling Bank
- Lydia agi Varo
- chime Klar N26

Cryptocurrency

- Chainalysis Prime Trust Blockchain.com
- FALCONX consensus KUCOIN TAXbit
- Fireblocks MoonPay zero
- PAKOS BINANCE ELLIPTIC
- TALOS STARKWARE nansen TRM
- LENER GEMINI CoinDCX alchemy

BNPL & credit cards

- Petal upgrade
- Klarna. zick
- uplift tobbly
- AVANT
- atome A

Capital markets

- SYMPHONY CAPITOLIS Digital Asset
- Trumid carta E-Genesis LIQUIDITY SPENSAHNA iCapital

Consumer lending

- weLab Caribou kueski
- Happy Money. credits
- TALA Anyfin CRED

Business lending

- built Yubi OakNorth
- Fundbox CZFO wayflyer
- biz2credit Konfio pipe

Accounting & finance

- pilot Chargebee
- #FloQast Khatabook
- highradius tpaffi

Investing & trading infrastructure

- DRIVEWEALTH
- upvest Alpaca

Financial services automation

- SHANNONAI glio
- unqork HYPERSCIENCE
- earnix

Fraud prevention & compliance

- ALLOY feedzai
- Signifyd UNICO MMUTA
- Ji Prove future CLARTEXA
- FARTER veriff onfido

Retail investing & wealth management

- STASH Republic Betterment
- ALTO acorns Pluang Wealthfront
- women Grower Yieldstreet public.com
- Moonfare
- Flink etoro

Core banking & infrastructure

- BRICKBASE Solaris NYMBUS Thought Machine
- zeta unit deserve TRUCLAYER crossriver

Real estate & mortgage

- QuintoAndar Flyhomes Let

Insurance

- SOOQTA NEXT ETHOS BRANCH
- ZEGO Tractable cowbell zebra snepsheet
- VOUCH CAPEANALYTICS Ladder MgnyPets kin

Mobile wallets & remittances

- paga Chipper

Partnering with Fintech

- In 2023, there are 11,651 startup fintech companies in America
- On average, Gen Z and Millennials use about 30-40 fintech services, perhaps without even realizing it.
- Banking as a service (BaaS)
- Embedding finance
- We can diversify services
- Banks have the customers, fintechs have the technology

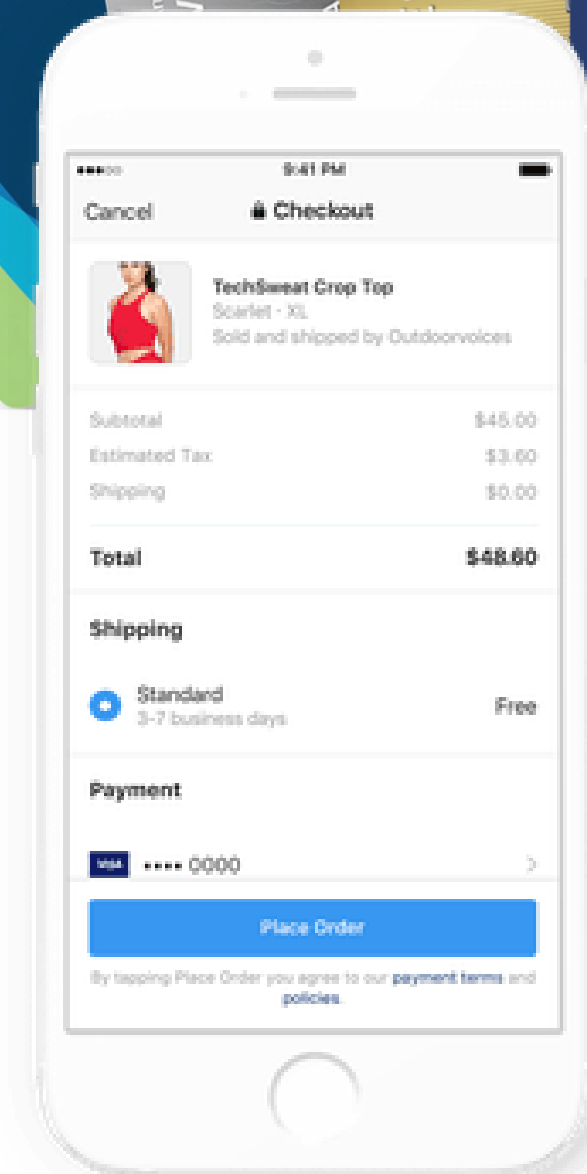
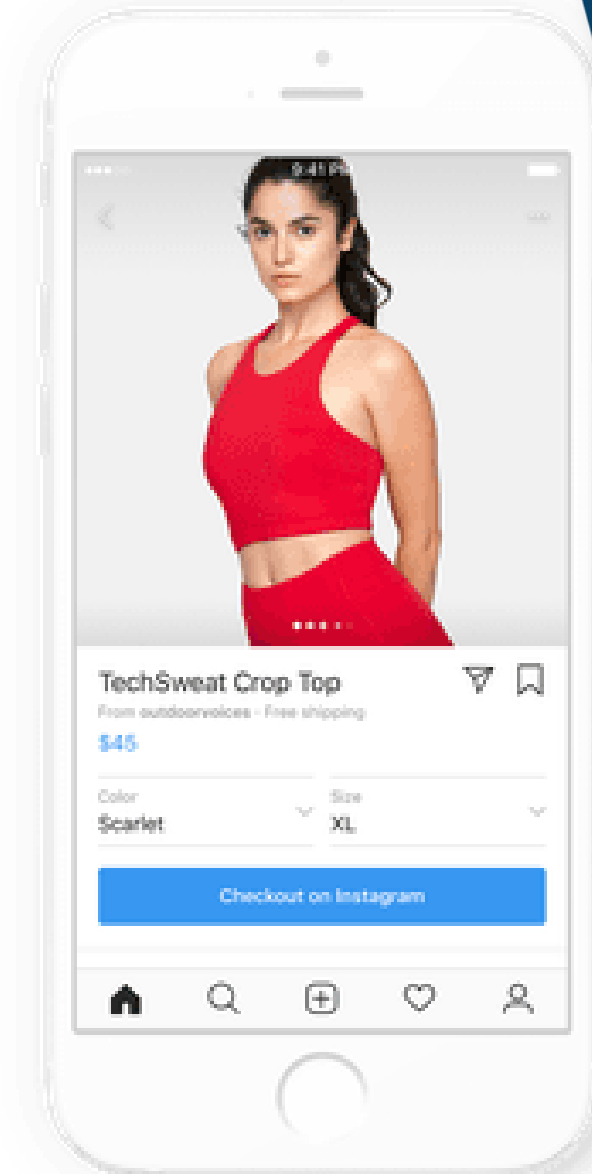
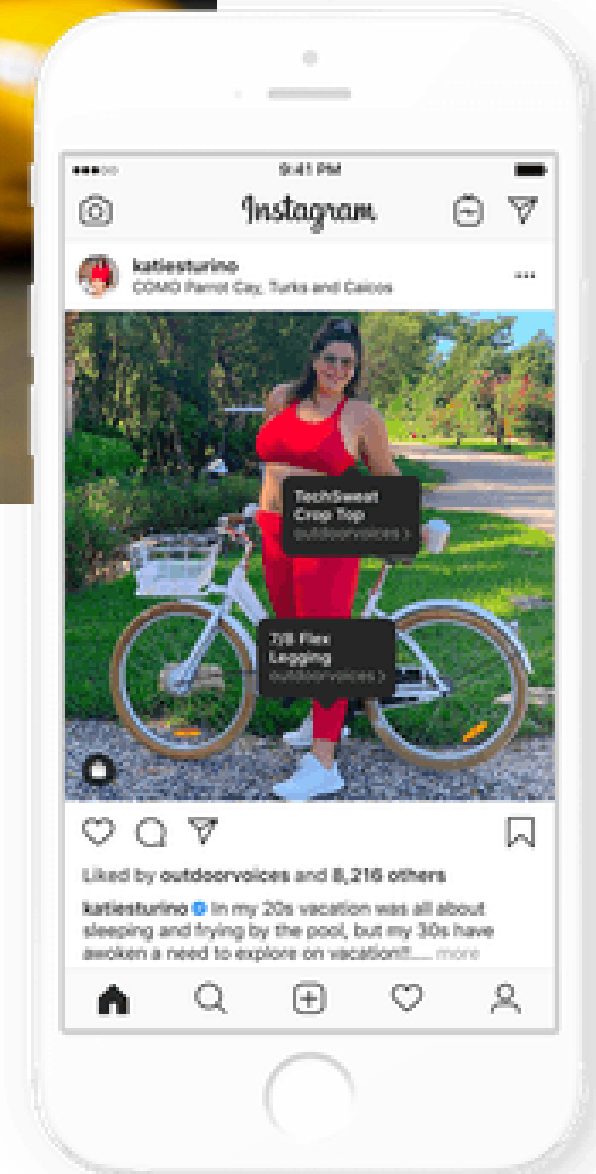


Embedded Finance

Integrate financial services into non-financial platforms



Fintechs =
customers for
banks

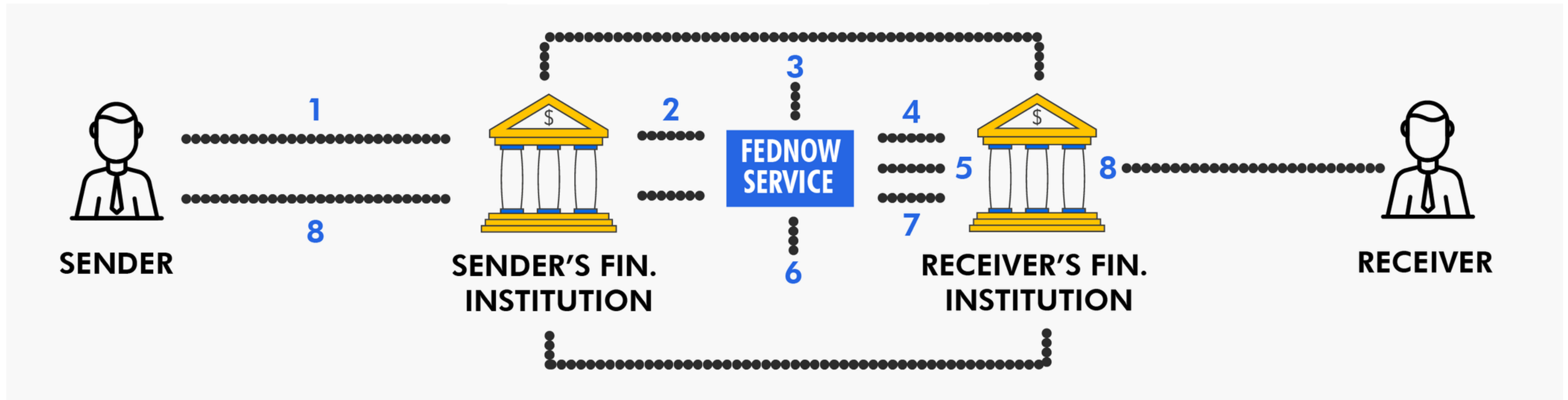


Banking as a Service

Banks provide their banking infrastructure and services to third-party companies to incorporate into their own products and services.



Wait to see how Federal Reserve plays in the RTP game



What do we have as an advantage?

**Fintechs will not want to be
federally regulated by becoming a
charter.**

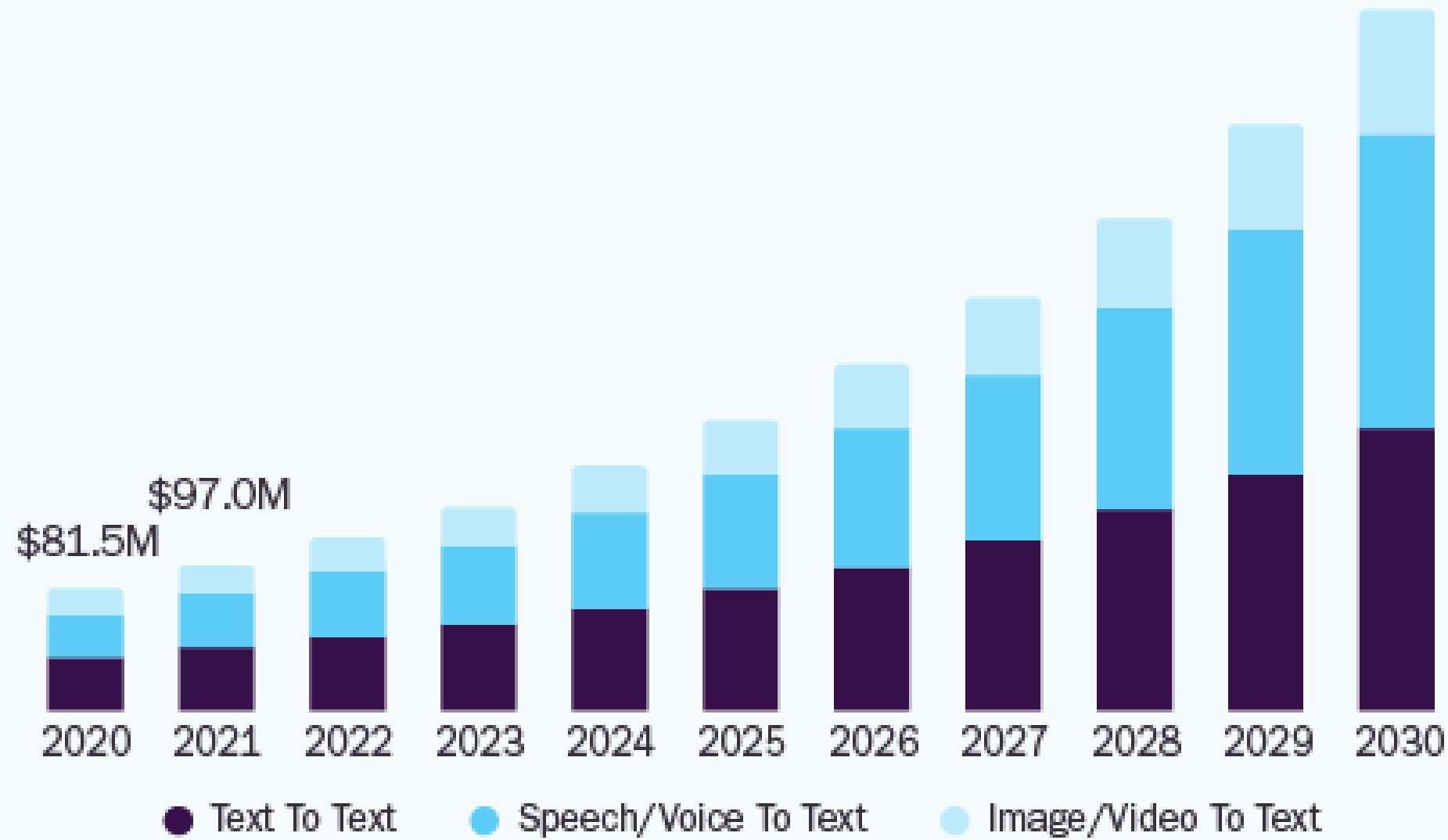
Integrating AI

By integrating Artificial Intelligence, we can...

- **Eliminate unnecessary costs**
- **Make online/mobile banking easier overall**
- **Use available software to generate reports and visual analytics**

Asia Pacific AI Text Generator Market

size, by application, 2020 - 2030 (USD Million)

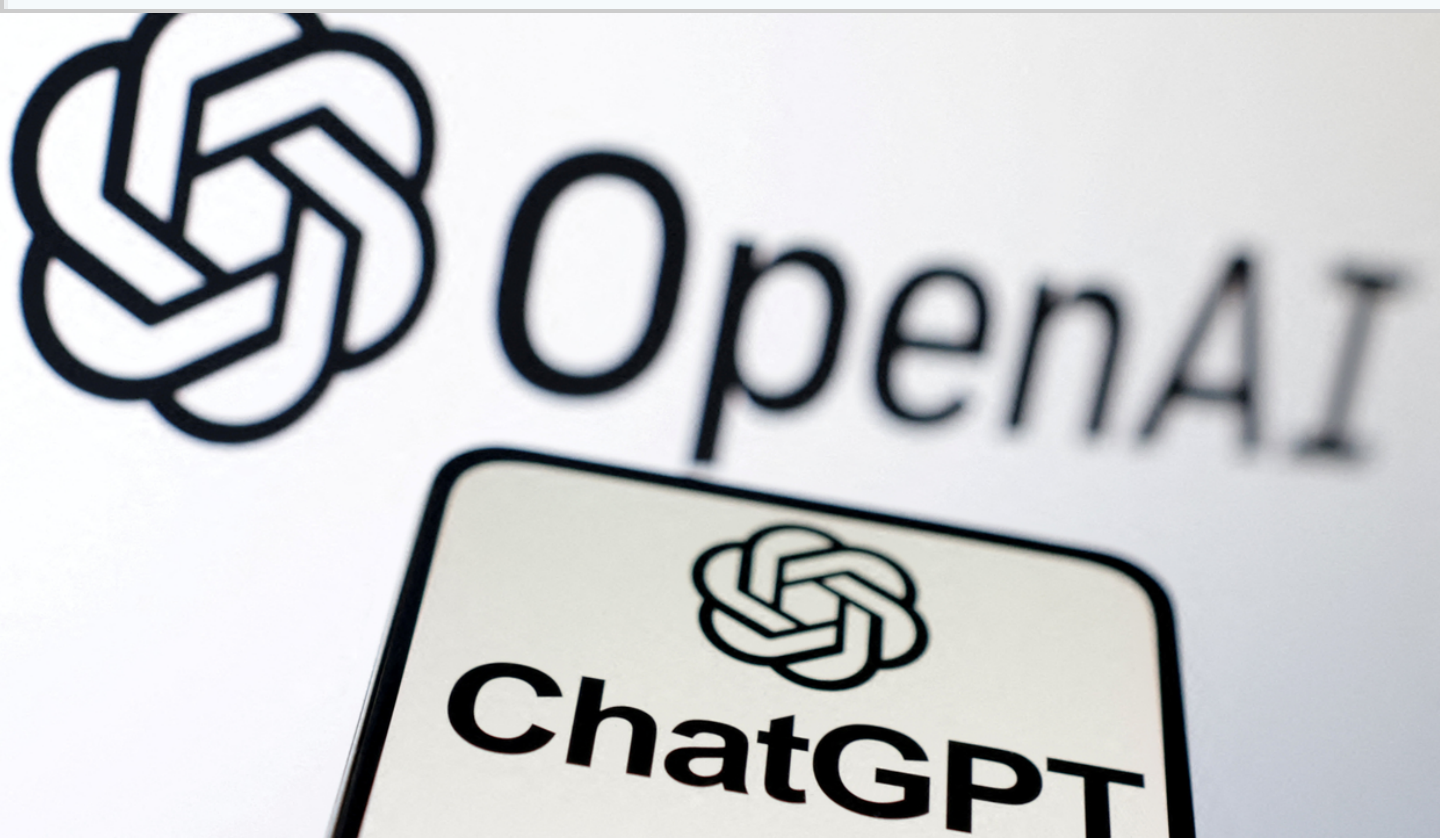


GRAND VIEW RESEARCH

19.2%

Asia Pacific Market CAGR, 2022 - 2030

Source: www.grandviewresearch.com



webLyzard
technology

To summarize, First Bank should...

- **Remain aware of current events within fintech industry/legislation.**
- **Be mindful of demographic attitudes as we expand.**
- **Look at the products/services we offer and think ahead of how these may change.**



"To be successful, you must skate to where the puck is going, not where it is."

-Wayne Gretzky

Questions?