

Fintech: International Experience and Challenges

Gabriela Andrade
Connectivity, Markets and
Finance Division

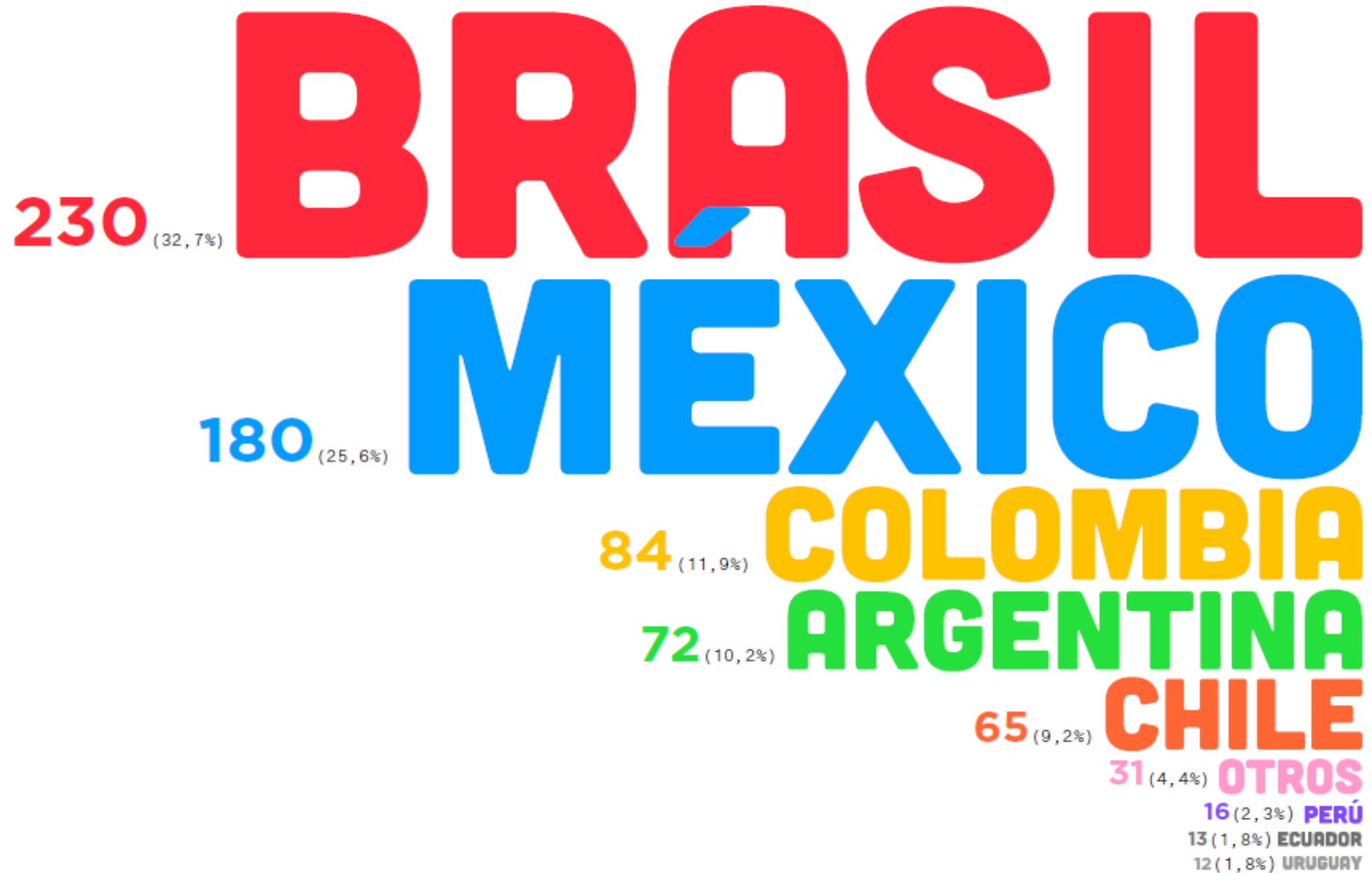




1. Fintech Landscape in Latin America

How many and where? 2017

700+
Startups
identified



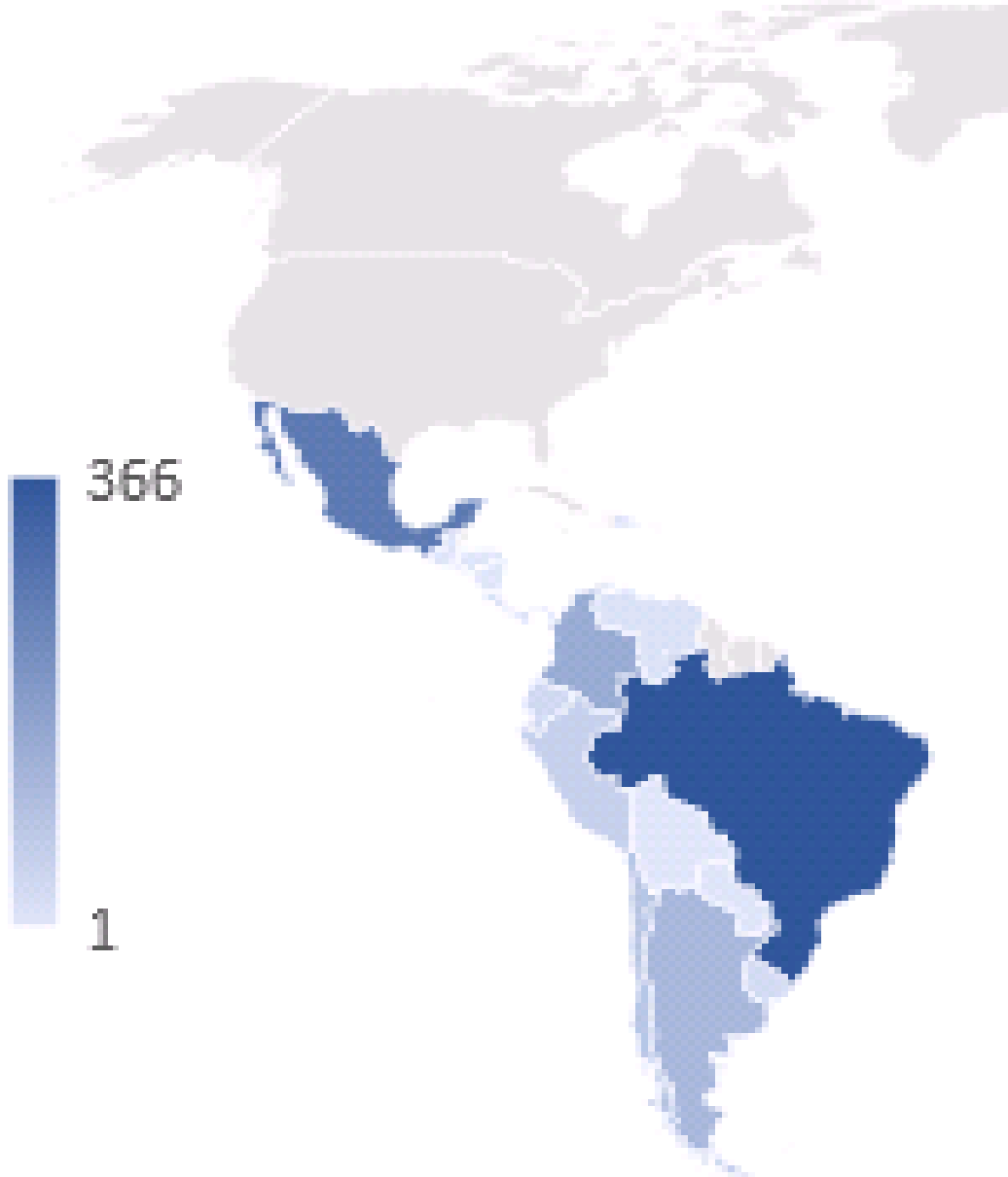
How many and where? 2018

66%

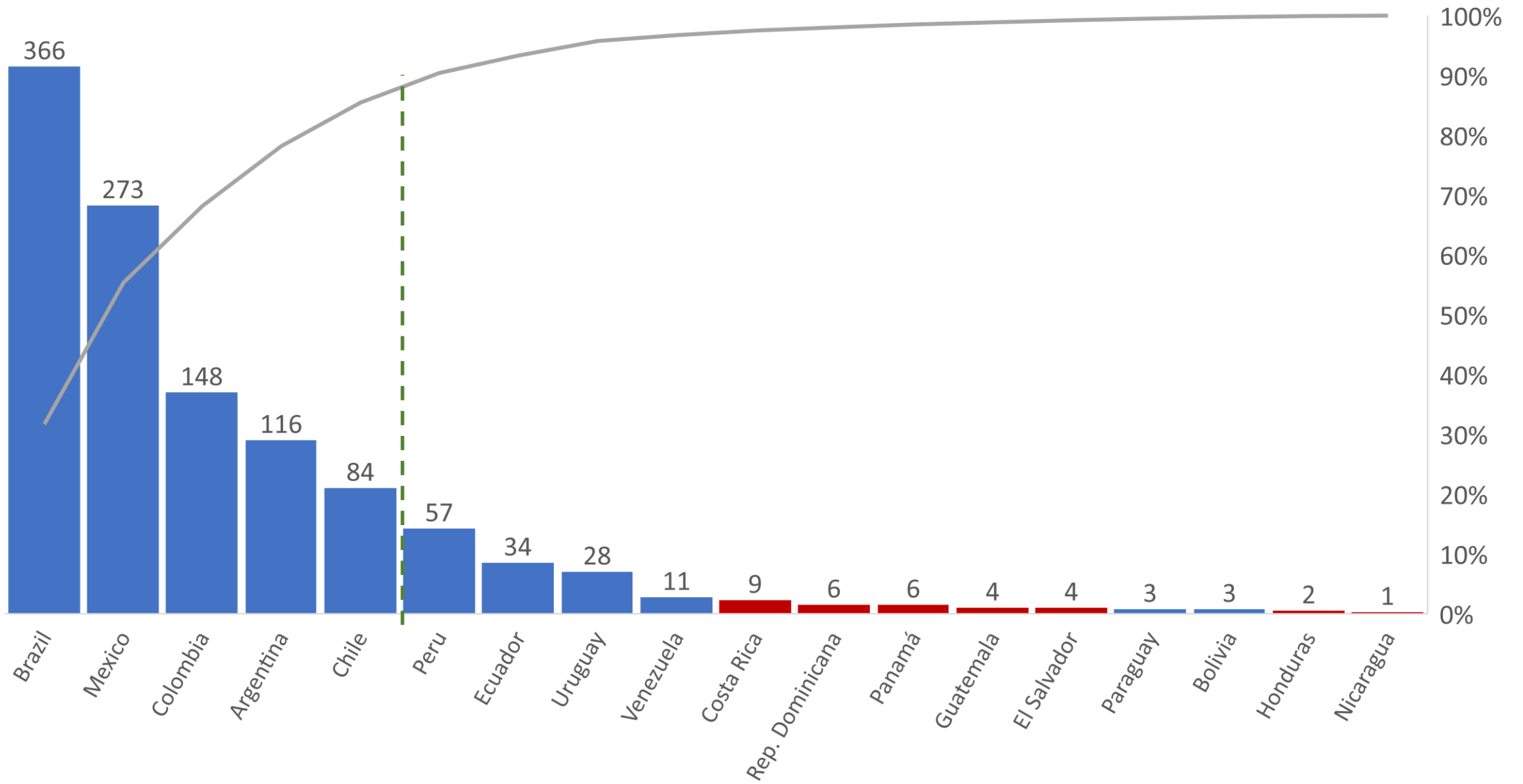
Growth

1160+

Firms identified



How many and where? 2018



Fintech “Multilatinas”



≈1/3
operating in
more than one
country

Year of incorporation

(10,9%) antes del 2011

(07,0%) 2011

(07,7%) 2012

(14,4%) 2013

(15,1%) **2014**

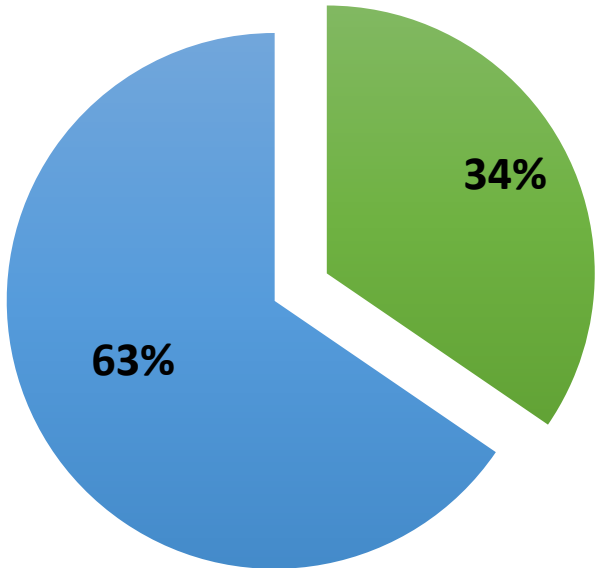
(23,2%) **2015**

(21,8%) **2016**



Funding

Has your company received any external funding or investments?



■ No
■ Yes



47,9%

Sponsoring Investors

30,0%

Accelerators

17,4%

Foreign Private Capital Funds

20,5%

Local Private Capital Funds

13,7%

Government Programs

11,1%

Other Corporate Institutions

7,9%

Financial Institutions

3,2%

Crowdfunding

Business Segments

54% B2C
46% B2B

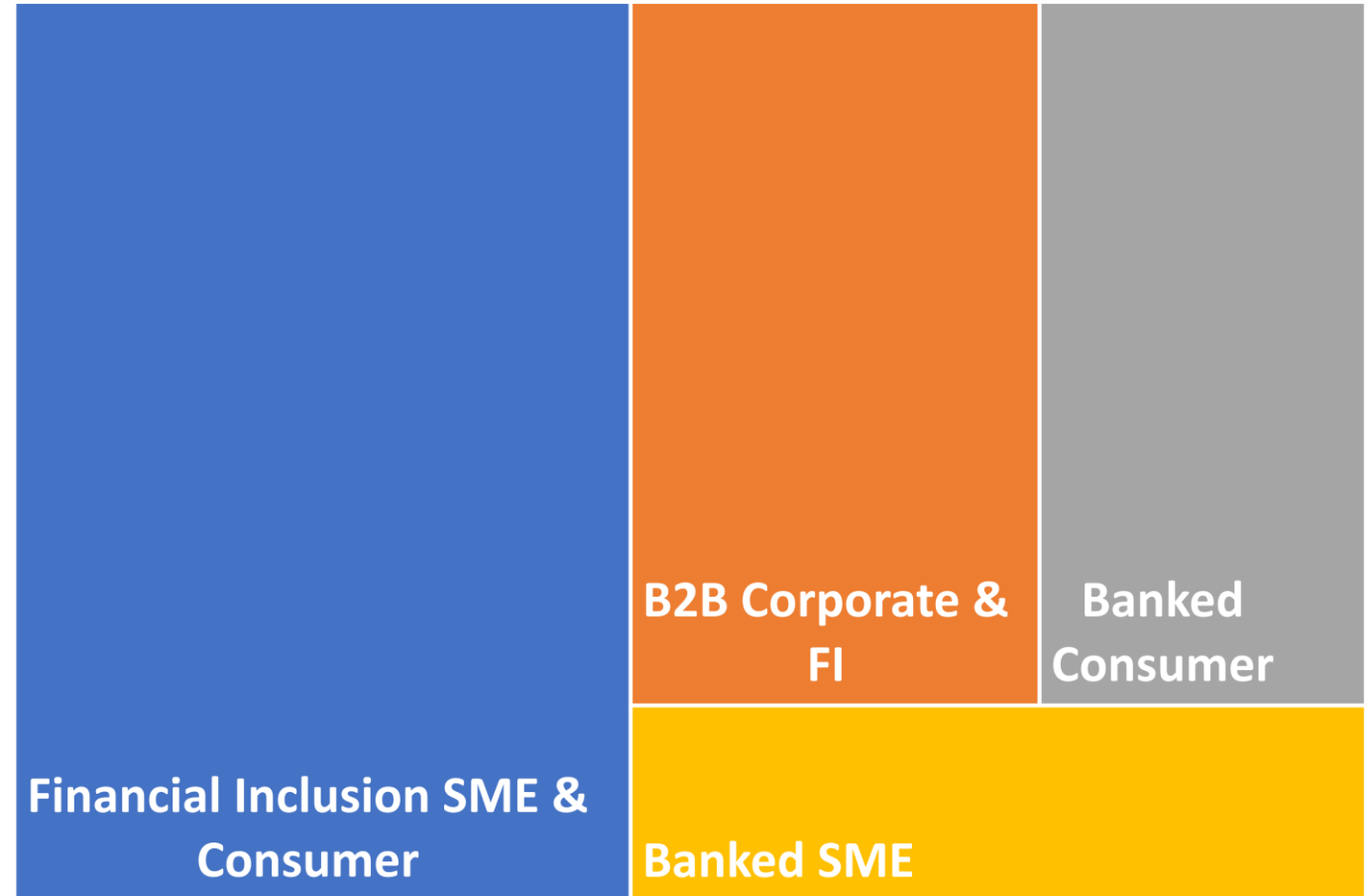


Target Clients

≈46%

**aim to serve clients
that remain excluded
or underserved by the
traditional sector**

Target Market



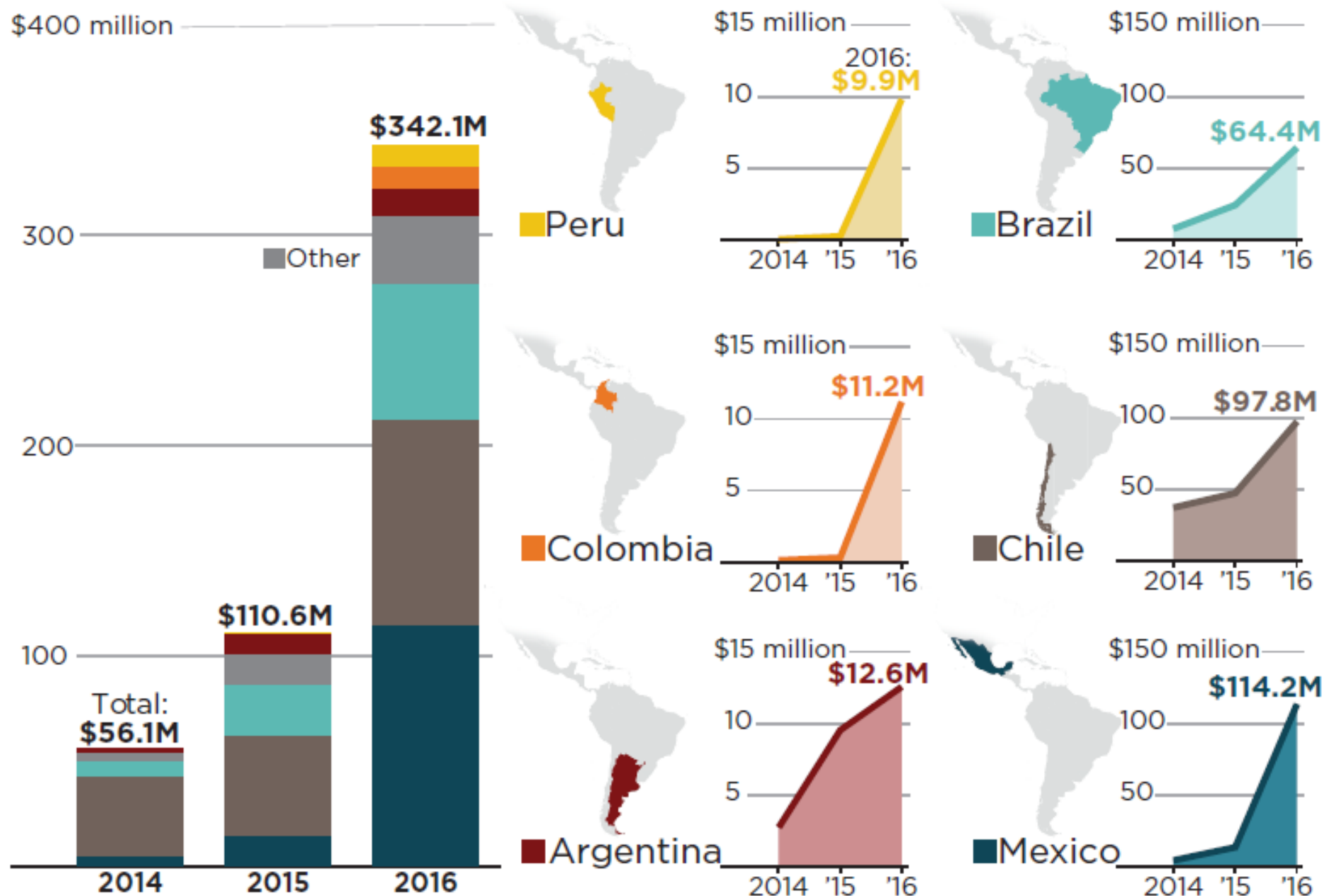
Focus on SMEs

27%
consider SMEs as
their main client



Alternative Finance: LAC (US\$)

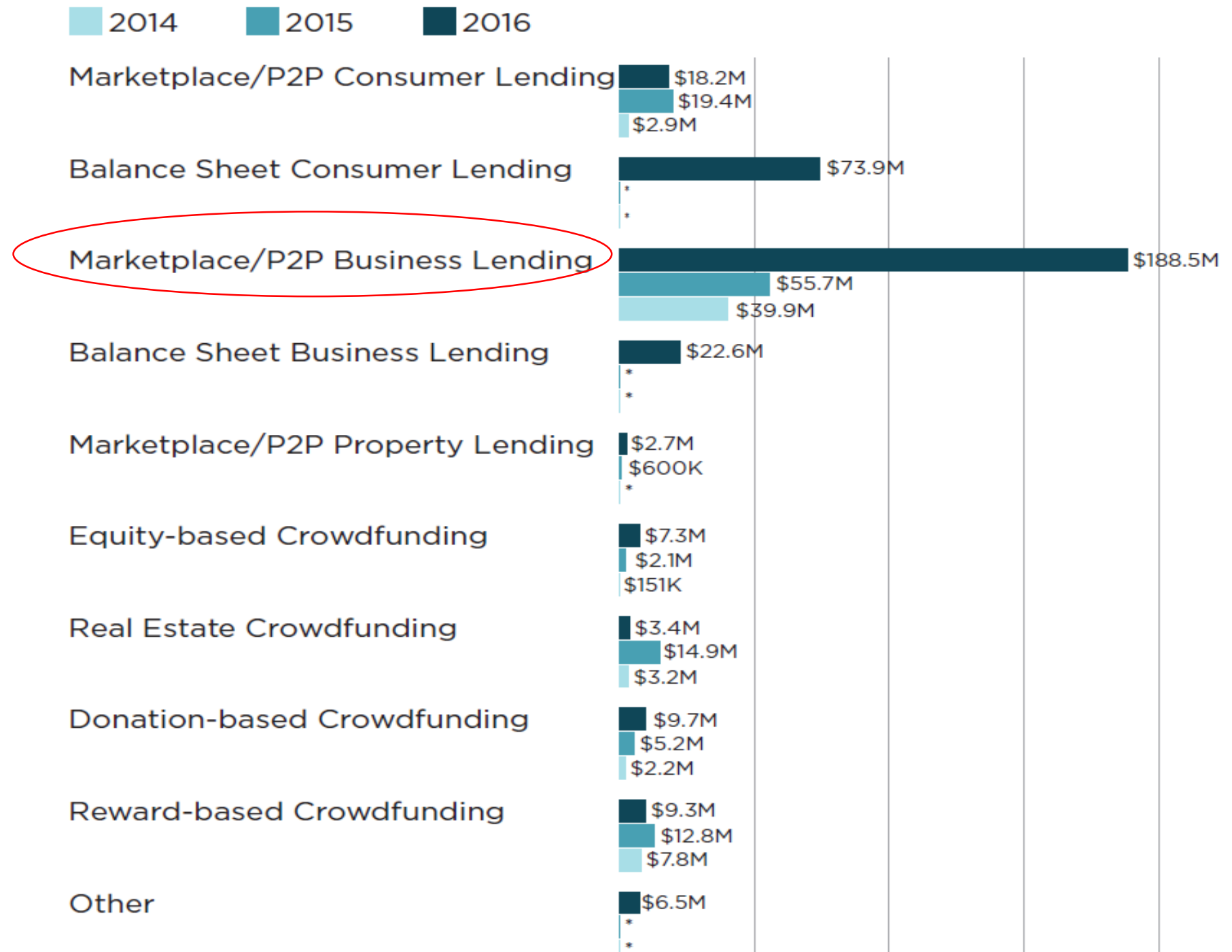
**2015-2016
growth:
209%**



Alternative Finance: LAC segments (US\$)

Business lending:

- ✓ 57% of total
- ✓ 239% growth



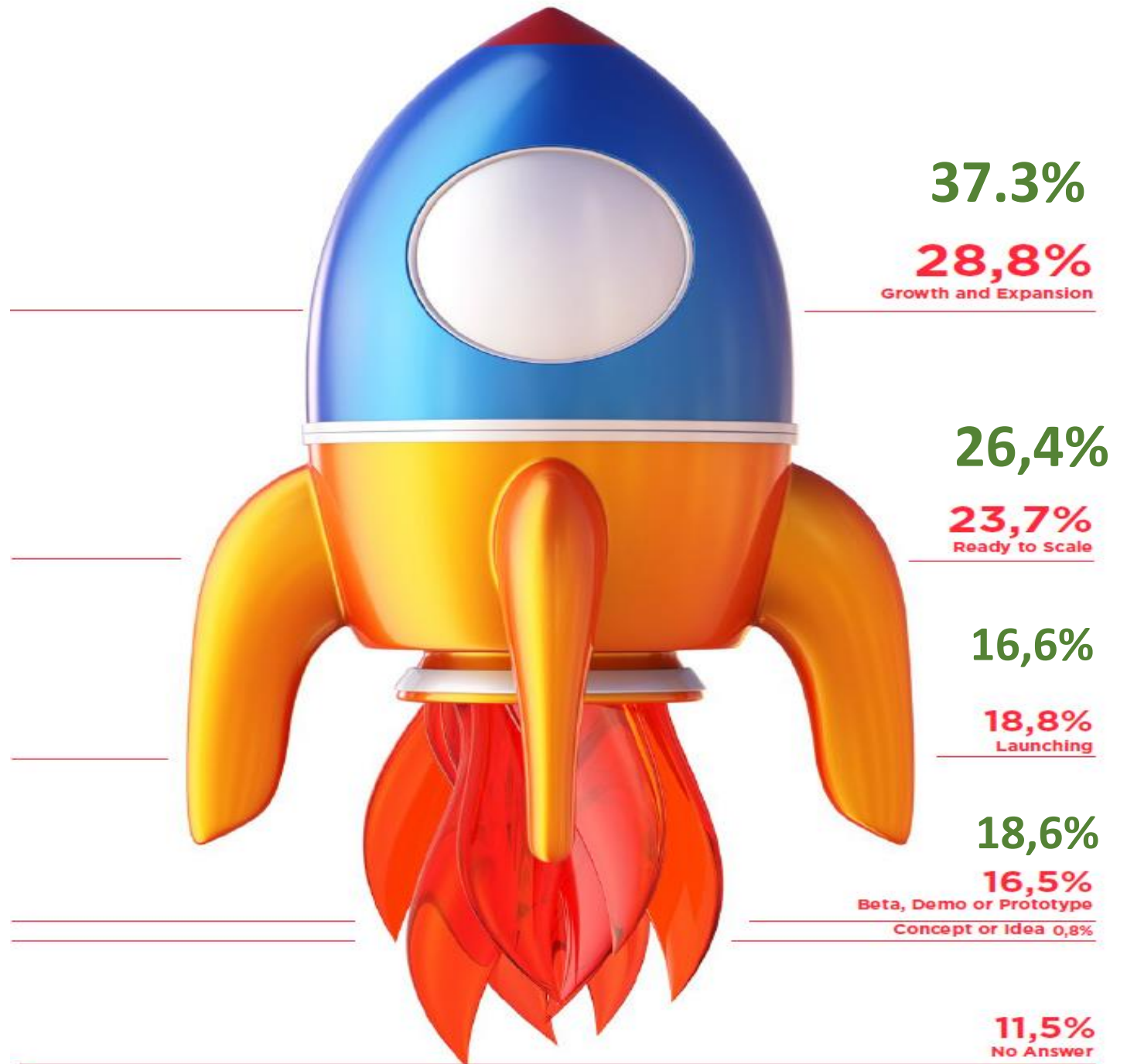
2. Challenges

Development Stage

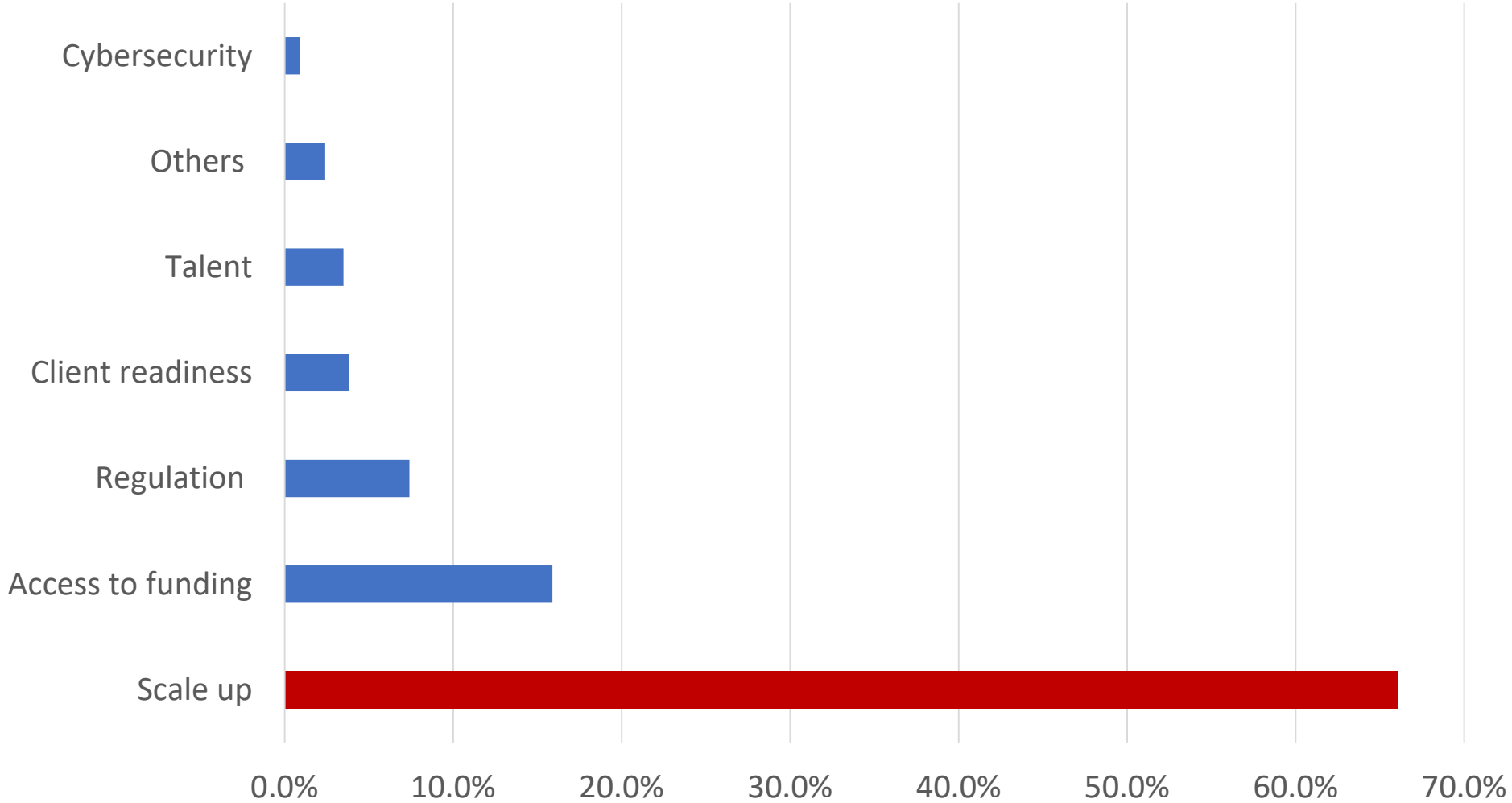
Only a third is in a mature stage

2018

2017



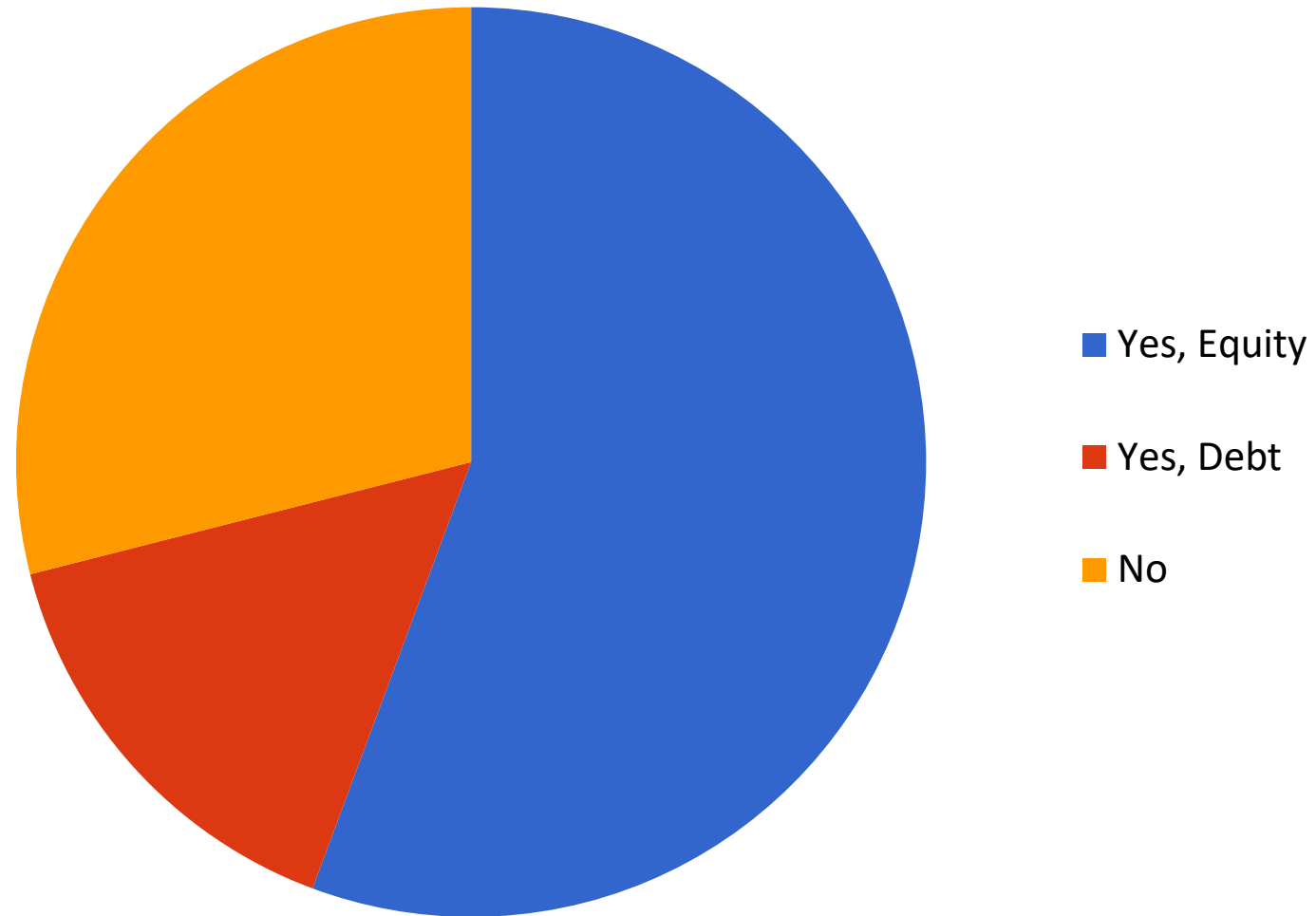
Main Challenge for your firm in 2018



**Scaling-up
remains as
the main
challenge**

Funding, 2018

Are you currently fundraising?

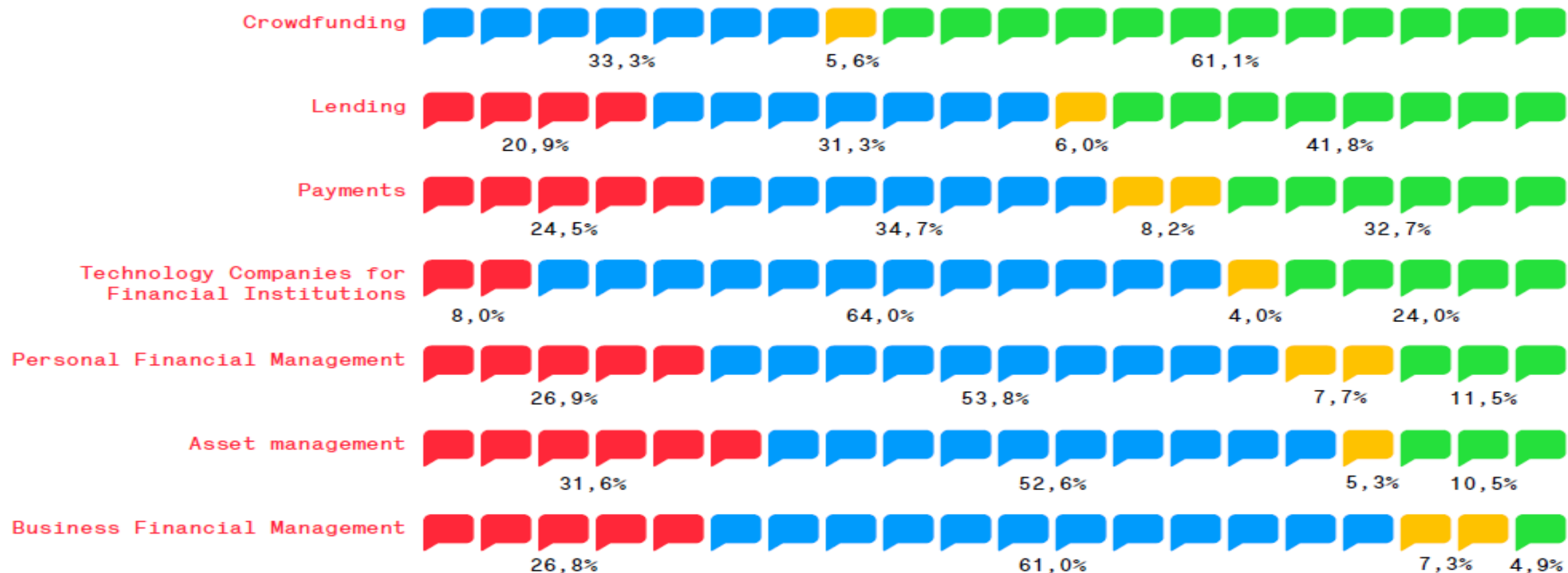


"Regulation is excessive."

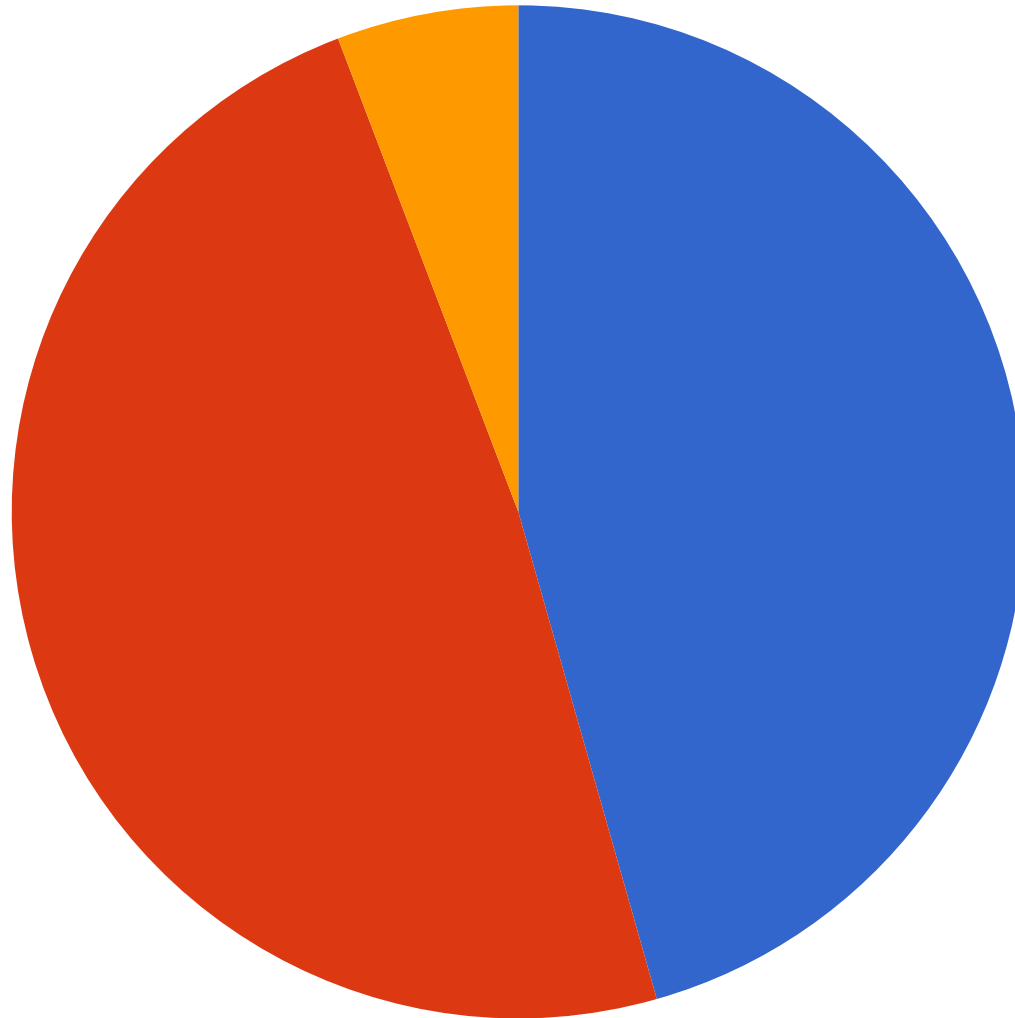
"Current regulation is satisfactory or specific regulation isn't required."

"Regulation is weak."

"There is no specific regulation and it would be necessary."



Dialogue with Regulators (2018)



- There's a STRONG openness to dialogue from regulators towards the Fintech industry
- There's a WEAK openness to dialogue from regulators towards the Fintech industry
- There's NO openness to dialogue from regulators towards the Fintech industry

Thank you





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



Business access to alternative finance a deep-dive into Mexico & Chile



Digital Finance: New Times, New Challenges, New Opportunities



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



Innovations you may not know were from Latin America and the Caribbean



2017 The Americas alternative finance industry report Hitting Stride



Digital Central Bank Money and the Unbundling of the Banking Function



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