

NEW YEAR COCKTAIL: Fintech in Asia



Agenda

- **1°) Welcome address**

- Prof. Dr. Bruno Colmant, chairman Belgian Finance Club
- Jean-Louis Van Houwe, chairman Fintech Belgium
- Isabelle Grippa, CEO Hub Brussels

- **2°) Economic mission in China in April 2018**

- Thierry Janssen (Just in Time Management): 7 findings
- Yannick Vandecappelle (Bank Delen) : Chinese fintech

- **3°) Economic mission in South Korea in June 2019**

- Victor Dulait (Hub Brussels): Presentation of the mission
- Question time

- **Cocktail Party**



The Belgian Finance Club

- **Main objective: Promotion & development of Brussels financial center**

Means:

- Develop communication and **exchanges between the members of the Belgian financial community**
 - Create a **feeling of membership** of a local financial marketplace
 - Favor, support and **broadcast financial research and information**
- ➔ Bimonthly conferences on various financial topics
 - ➔ Cooperation with Hub Brussels to organize economic missions abroad
 - ➔ Launch of the World Alliance of International Financial Centers “WAIFC”

BFC: program of conferences 2018

- **1°) PSD 2: The death of the Banks?**
Speakers: François De Witte (Group Isabel), Arnaud Delpütz (Belfius), Bertrand Godin (iBanFirst)
- **2°) The taxation of capital in Belgium and neighboring countries**
Speakers: Sylviane Delcuve (BNP Paribas Fortis) + Sabrina Scarnia (Tetra Law)
- **3°) The Brexit and its consequences**
Speakers: Prof. Paul De Grauwe (LSE) and Prof. Murillo Campello (Cornell University)
- **4°) The new company code: highlights for the financial sector**
Speakers: Philippe Lambrecht (FEB/VBO) , Nicolas de Crombrughe (NautaDutilh)
- **5°) VIP event (Palais des Académies) : 10 years after the financial crisis**
Speaker: Jean Hilgers, Director National Bank of Belgium
- **6°) Fintech & Insurtech: cooperation or competition with large financial institutions**
Speakers: Quentin Colmant (Qover), Georges Hubner (Gambit), Jean-Louis Van Houwe (Monizze / Fintech Belgium), Bart Vanhaeren (InvestSuite), Fabian Vandenreydt (B-Hive)
- **7°) Market stability**
Speakers: Prof. Dr. Bruno Colmant + Prof. Willem Buiters, Chief Economist at Citigroup

BFC: Indicative program for 2019

- 21/01: **New Year Party : Fintech missions in China (2018) and Korea (2019)**
- 25/02: **Cyber-security**
- XX/04: **The fiscal and economic vision of the main political parties**
- 17-21/06: **Economic mission: « Financial technologies in Korea »**
- XX/XX: **The Belt & Road Initiative**
- XX/09: **VIP event: 10th anniversary of the BFC**
- XX/XX: **Responsible finance & Impact investing**
- XX/XX: **Crowdfunding & Cooperative platforms**



4 Working groups:

- Financing the economy
- Data base on financial centers
- Green investment & infrastructures
- Financial technology initiative



FINTECH
BELGIUM

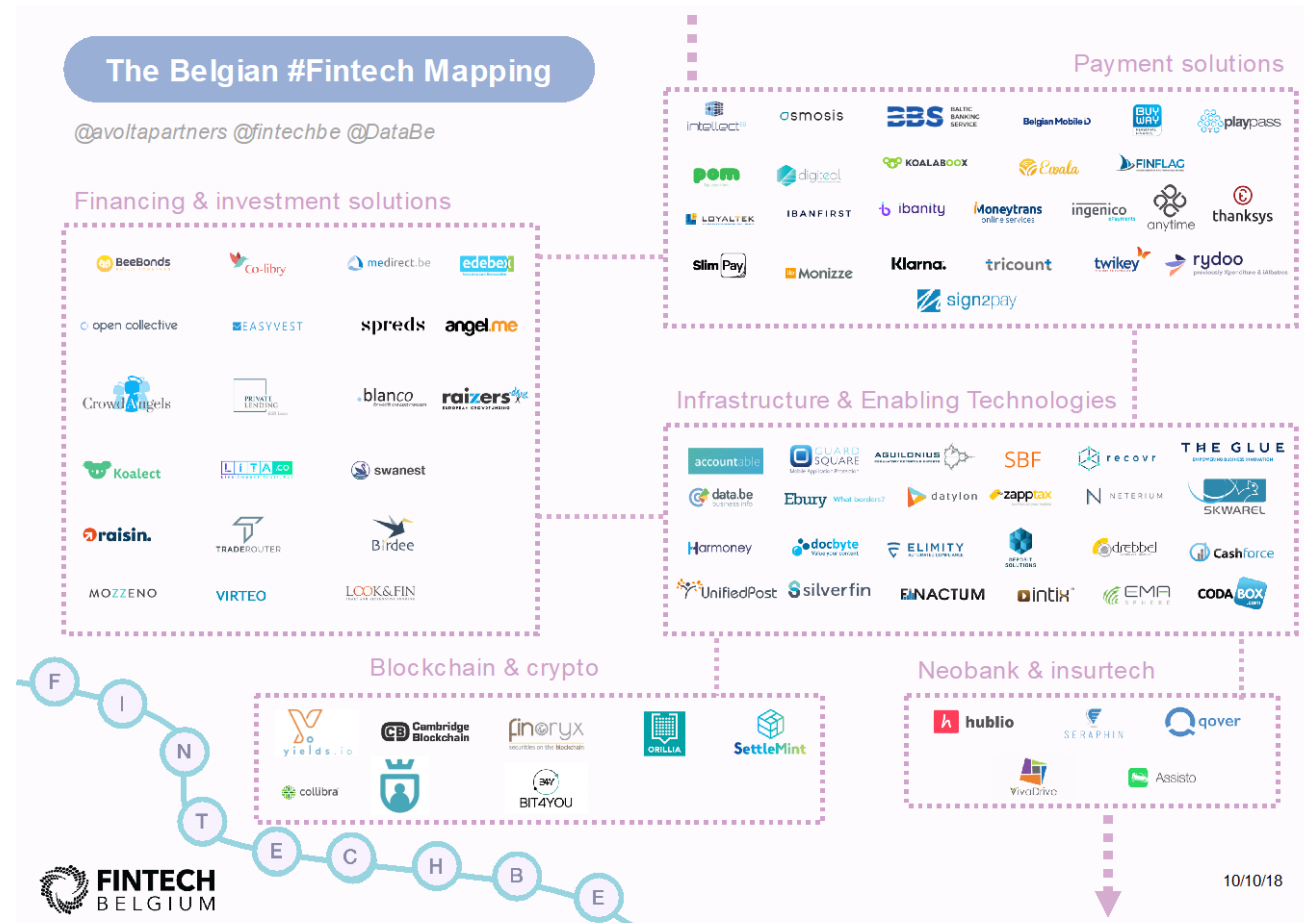
GATHERING FINANCE, TECHNOLOGY & INNOVATION

Presentation of Fintech Belgium (FTBE)
New Year Event with BFC
21st of Jan 2019

Who is FTBE

The only Association for and by its members

- Recognised Federation of Fintechs in Belgium (~100 members)
 - **finance / insurance / regulation** professionals, start-up entrepreneurs, investors, scale-up
- Member = company directly or indirectly involved in the financial services or technologies (*)
 - using/developing operational, technological or commercial innovative models
 - with a view to improve the industry or address existing / emerging issues
- Neutral + independent + non-profit
- Managed by a Board of voluntaries



(*) bank, insurance, asset management, wealth, investment, payment, crypto regulation, consulting, big data, API, open banking, cybersecurity, etc...

Our Missions (FTBE)

“The voice of FinTechs in Belgium”

1

Actively promote our FinTech sector in Belgium and abroad – mainly EU

- Successful Summit, Meetup, PR
- Relay with other intl. Associations (EU)
- Missions (China, Corea,)

2

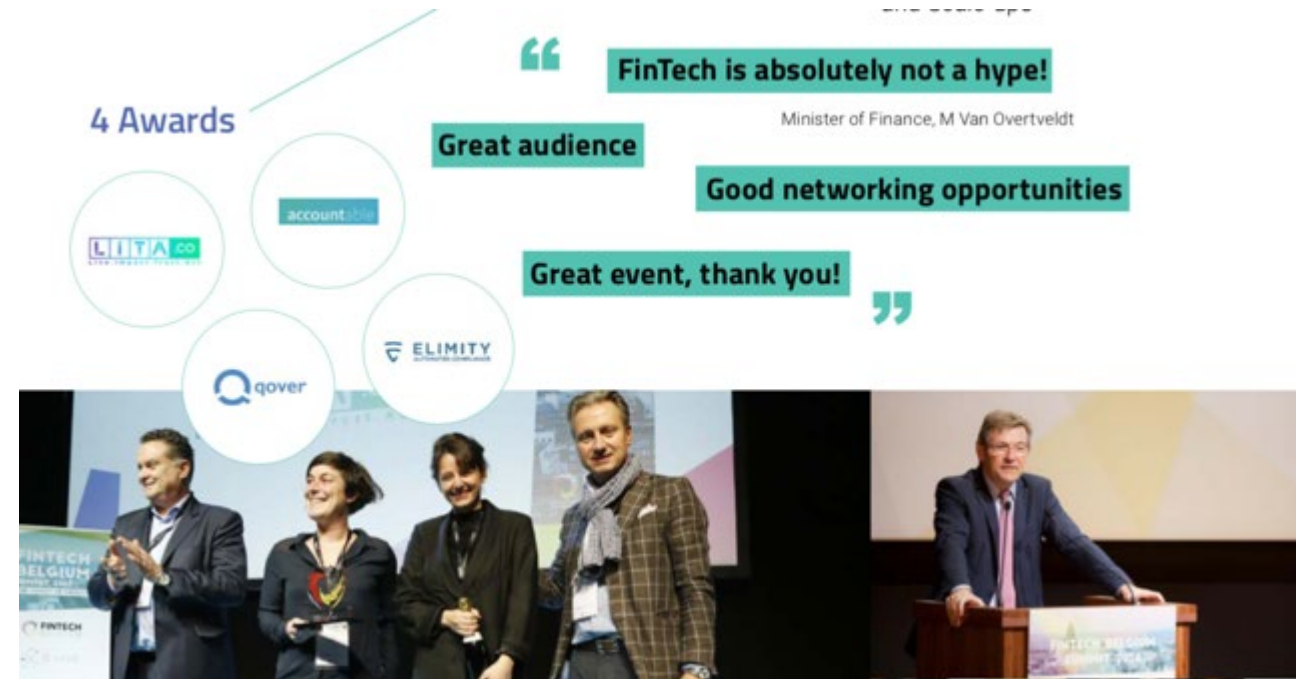
Platform for dialogue with regulators and parties, making member's voices heard

- Workgroup on Payment Institution
- Dialogue with HLG, B-Hive, MinFin, Febelfin, Agoria, BFC, Export

3

Share experience, knowledge and information within and outside the community

- Meetup, PR, Newsletter, ...
- Specialized groups of interest



- 1 Summit that gathers btwn 500-800 professionals / 4000 sqm
- 5 Meetups on trends with 20-60 participants



OUR BEST WISHES FOR

2019

hub.brussels

Mrs. Isabelle Grippa – CEO



hub
.brussels 
our business is to help yours



HUB.BRUSSELS

- Brussels Agency for Business Support since 1st January 2018
- Offers solutions and advice for start-ups and scale-ups in Brussels and beyond
- Support: strategy, finance, clustering and internationalization
- Sectoral approach: Eco-construction, Broadcasting, Retail, Life Science, Digital, Tourism, Green Technologies, Circular Economy and Social Economy



Export & Invest

- More than 90 trade commissioners provide free support to SMEs in every continent
- Export: trade fairs, help in prospecting clients and trade partners, business opportunities overview, economic mission, princely mission, buyers invitation, thematic seminars, networking
- Invest: attraction of foreign companies in brussels, Welcome package (3 months free of charge desk and support to open a business in Brussels)



Fintech Sector

- Brussels is a producer of services
- Finance sector is one of the most important in Brussels
- Fintech is booming worldwide with opportunities in Europe, America, Africa and Asia
- Our partners: Belgian Finance Club, Agoria, Fintech Belgium



Fintech promotion 2018

- Fintech mission in China (Shanghai, Hangzhou, Shenzhen, Beijing)
- Partners: Belgian Finance Club and Agoria
- Program: matchmaking seminars, visit of Alibaba, WeBank & Baidu Finance

2°) Economic mission in China in April 2018



COLLECTIVE INTELLIGENCE,
TRANSVERSALITY,
WORK-LIFE BALANCE
REGULATORY COMPLIANCY
DISRUPTIVE COMPETITION
DIGITAL TRANSFORMATION
ON-LINE PLATFORMS, DIGITAL
MARKETPLACE, CONNECTIVITY,
SMARTPHONE

INDUSTRY 4.0
AGING POPULATION
BIG DATA
DIGITAL ECONOMY
INTERNET OF THINGS (IOT)
ARTIFICIAL INTELLIGENCE (AI)
BLOCKCHAIN

NEW MARKET REALITIES
SOCIAL NETWORKS
MOBILITY
CRYPTO-CURRENCIES
UBERISATION

USAGE VS. OWNERSHIP
PARTICIPATIVE/EMPOWERING MANAGEMENT
INTEGRATED ECOSYSTEMS
SMART CONTRACTS
CO-CREATION

迪埃里·杨森
联合管理合伙人

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你好



Economic Mission to China



Dates:
22 – 28 April 2018

Travel:
Brussels
Beijing
Shanghai
Hangzhou
Shenzhen
Beijing
Brussels



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Contextes

Nos Findings

Conclusions



Contextes

Le voyage

La causerie

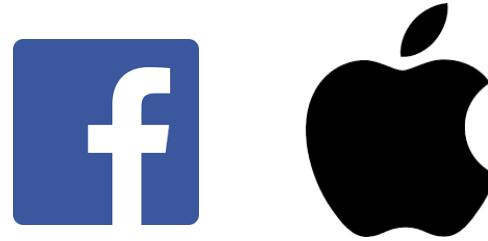
Le marché

L'environnement politique

Les principaux acteurs



BAT vs. FAANG



Nos Findings

- L'environnement clients
- Le lien clients
- Les transactions clients



Nos 7 Findings

- L'environnement clients
- Les liens clients
- Les transactions commerciales



1. Les écosystèmes

	Finance	Retailer	Internet services	Telco
Payment				
Lending				
Bank				
Insurance				
Securities				
Wealth Mgt				
Credit score				
Crowdfunding				



Les écosystèmes

	Finance	Retailer		Internet services		Telco
						
Payment	1qianbao	Alipay	JD Payment	Tenpay - WeChat Pay	Baidu Wallet	Xiaomi Pay
Lending	Chengyi - Puhui	Ant Micro Loan - Huabei	JDIOU	Weikidai - Renrendai	Baiduxiaodai	
Bank	PingAn Bank	MyBank		WeBank	Baixin Bank	
Insurance	PinAn Insurance	ZhongAn Insurance - Cathay Insurance	JD Insurance	ZhongAN Insurance	BaiAn Insurance	
Securities	PingAn Securities	Tebon Securities		Futu - Huatai		Tiger Securities
Wealth Mgt	Lufax	Tinahong - Yu'E Bao - Ant Jubao - Shumi - Taojin 100 Index	JD Xiaojinku	Howbuy.com - Licaitong	Baifa - Baizhuan	Jijinbao - Huoqibao
Credit score	Qianhai Credit	Sesame Credit		Tencent Credit		
Crowdfunding	PinAn Haofang	Taobao - Antsdaq	JD Crowdsourcing	Tencent Lejuan		Duocaito



2.



BIG DATA

COLLECTIVE INTELLIGENCE, TRANSVERSALITY, WORK-LIFE BALANCE, REGULATORY COMPLIANCY, DISRUPTIVE COMPETITION, DIGITAL TRANSFORMATION, ON-LINE PLATFORMS, DIGITAL MARKETPLACE, CONNECTIVITY, SMARTPHONE, USAGE V.S. OWNERSHIP, INDUSTRY 4.0, AGING POPULATION, BIG DATA, DIGITAL ECONOMY, INTERNET OF THINGS (IOT), BLOCKCHAIN, PARTICIPATIVE/EMPOWERING MANAGEMENT, INTEGRATED ECOSYSTEMS, SMART CONTRACTS, CO-CREATION, NEW MARKET REALITIES, MOBILITY, CRYPTO-CURRENCIES, UBERISATION, ARTIFICIAL INTELLIGENCE (AI)



Nos Findings

- L'environnement clients
- **Les liens clients**
- Les transactions commerciales



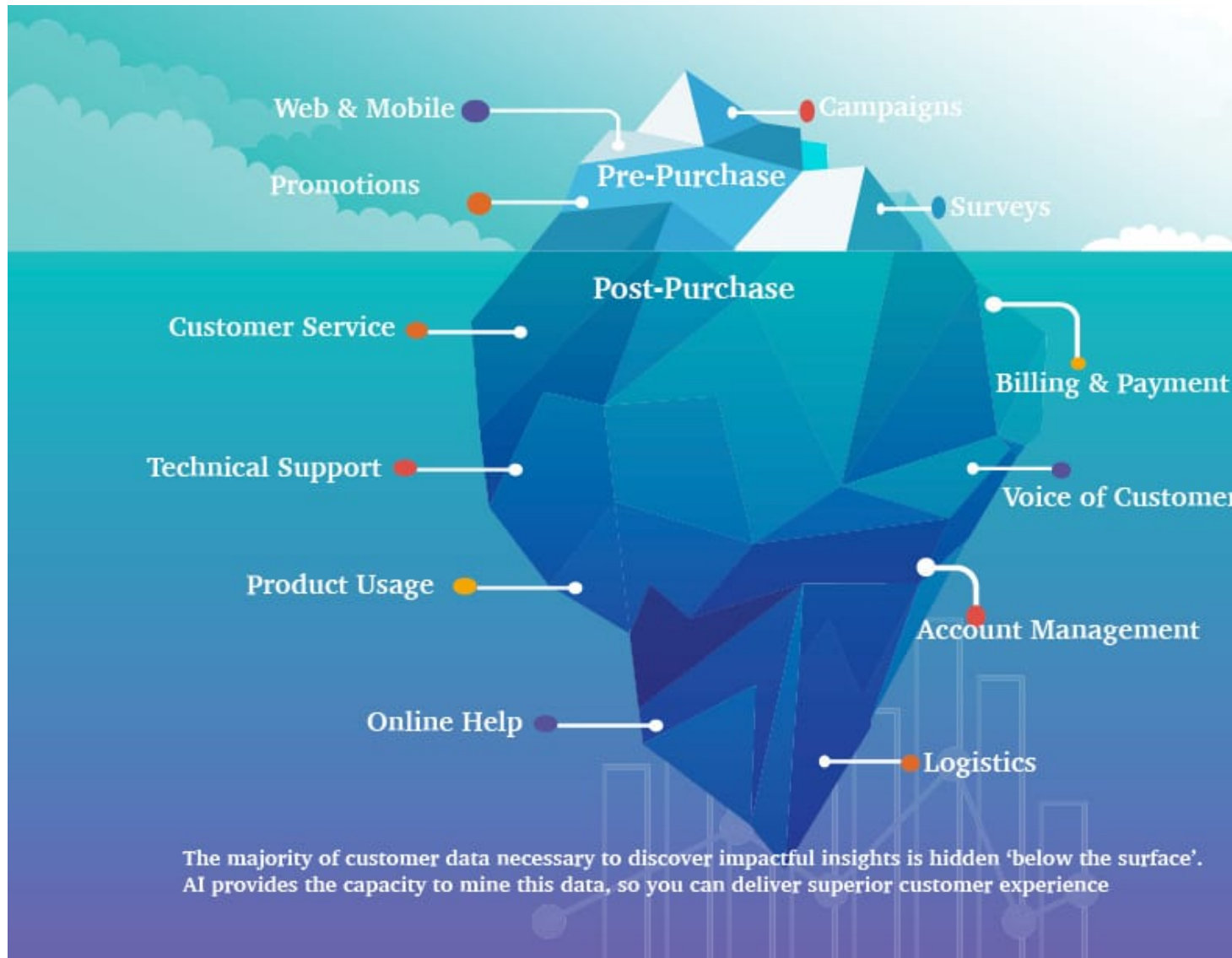
3. Mobile



COLLECTIVE INTELLIGENCE
TRANSVERSALITY
WORK-LIFE BALANCE
INDUSTRY 4.0
AGING POPULATION
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NEW MARKET REALITIES
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COMPETITION
ARTIFICIAL INTELLIGENCE (AI)
PARTICIPATIVE/EMPOWERING MANAGEMENT
INTEGRATED ECOSYSTEMS
SMART CONTRACTS
CO-CREATION
USAGE U.S. OWNERSHIP
DIGITAL MARKETPLACE, CONNECTIVITY, SMARTPHONE



4. AI



COLLECTIVE INTELLIGENCE, TRANSVERSALITY, WORK-LIFE BALANCE, REGULATORY COMPLIANCY, DISRUPTIVE COMPETITION, DIGITAL TRANSFORMATION, ON-LINE PLATFORMS, DIGITAL MARKETPLACE, CONNECTIVITY, SMARTPHONE, USAGE U.S. OWNERSHIP

INDUSTRY 4.0, AGING POPULATION, BIG DATA, DIGITAL ECONOMY, INTERNET OF THINGS (IOT), ARTIFICIAL INTELLIGENCE (AI), BLOCKCHAIN, PARTICIPATIVE/EMPOWERING MANAGEMENT, INTEGRATED ECOSYSTEMS, SMART CONTRACTS, CO-CREATION

NEW MARKET REALITIES, MOBILITY, CRYPTO-CURRENCIES, UBERISATION

5. 3 1 0

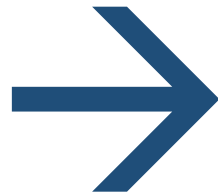
3 minutes registration

1 second approval

0 manual labor to use the service



6. Crypto-monnaies



Nos Findings

- L'environnement clients
- Les liens clients
- Les transactions commerciales



7. Blockchain



Smart Contracts



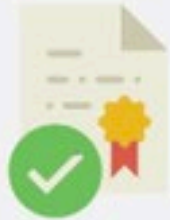
Option contract written as code into a blockchain.



Contract is part of the public blockchain.



Parties involved in the contract are anonymous.



Contract executes itself when the conditions are met.



Regulators use blockchain to keep an eye on contracts.





COLLECTIVE INTELLIGENCE
TRANSVERSALITY
WORK-LIFE BALANCE
REGULATORY COMPLIANCY

INDUSTRY 4.0
AGING POPULATION

DIGITAL TRANSFORMATION
ON-LINE PLATFORMS, DIGITAL
MARKETPLACE, CONNECTIVITY,
SMARTPHONE

USAGE U.S. OWNERSHIP

DISRUPTIVE COMPETITION

ARTIFICIAL INTELLIGENCE (AI)

NEW MARKET REALITIES

MOBILITY
CRYPTO-CURRENCIES
UBERISATION

BIG DATA
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INTERNET OF THINGS (IOT)

PARTICIPATIVE/EMPOWERING MANAGEMENT
INTEGRATED ECOSYSTEMS
SMART CONTRACTS

BLOCKCHAIN
CO-CREATION



Think, Test, Fail & Learn



Conclusions des Findings chinoises

- Vision holistique des opportunités de marché par le biais des écosystèmes
- Une obsession et une capitalisation du Big Data
- Dématérialisation complète des transactions économiques
 - #1 mondial des m-payments
 - Blockchainage des transactions





COLLECTIVE INTELLIGENCE
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INDUSTRY 4.0
AGING POPULATION

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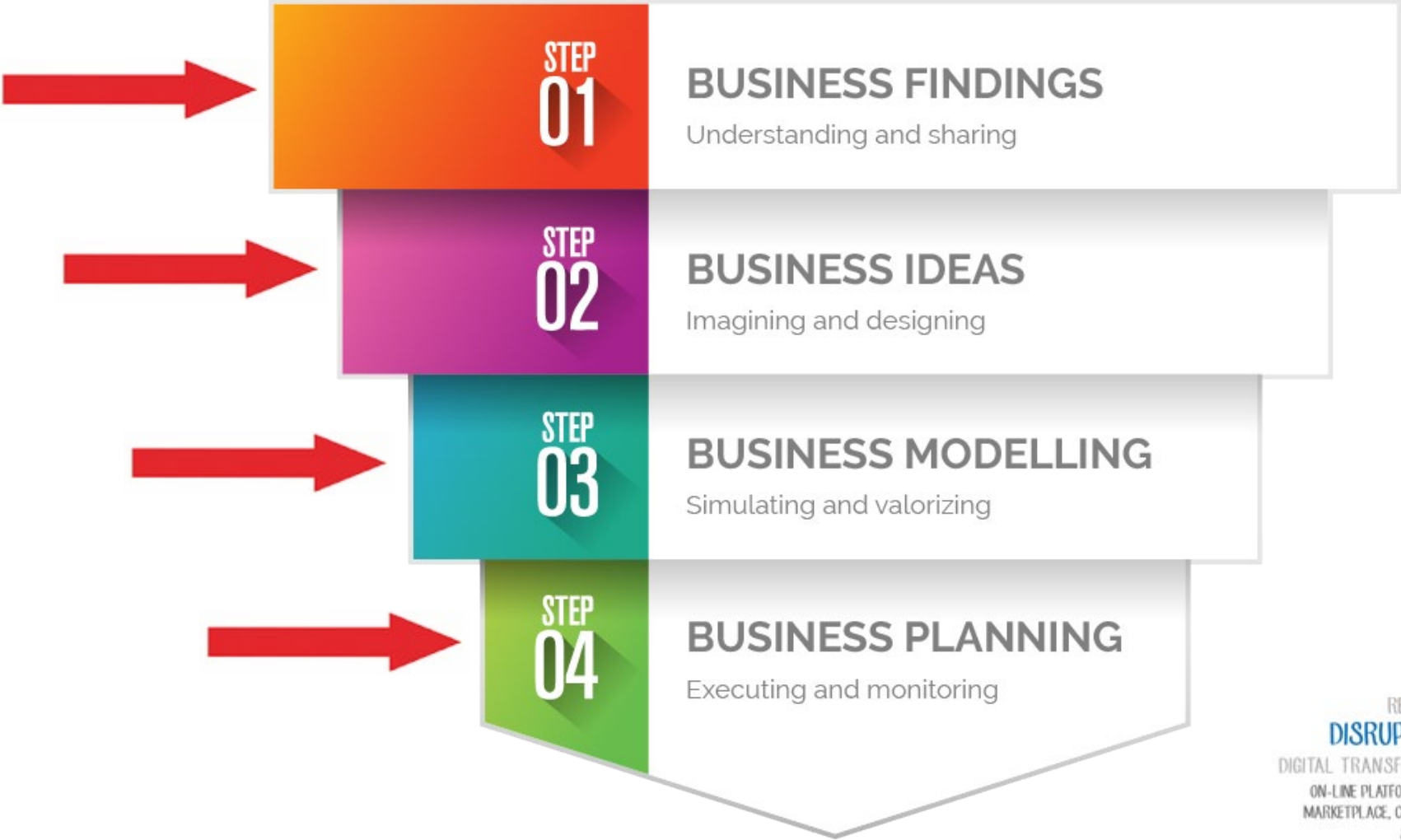
L'utilité de ces Findings

Prendre conscience que des NRM peuvent impacter les business models historiques des entreprises (même successful):

- la création de valeur du passé peut être affectée par les NRM et donc ne pas perdurer (Kodak, Nokia, ...)
- de nouveaux modèles peuvent apporter une nouvelle création de valeur (Uber, Amazon, Drive Now, ...) (e-commerce, économie de la fonctionnalité, économie du partage,)



Méthodologie pour intégrer ces/VOS Findings dans votre modèle d'affaires



COLLECTIVE INTELLIGENCE, TRANSVERSALITY, WORK-LIFE BALANCE
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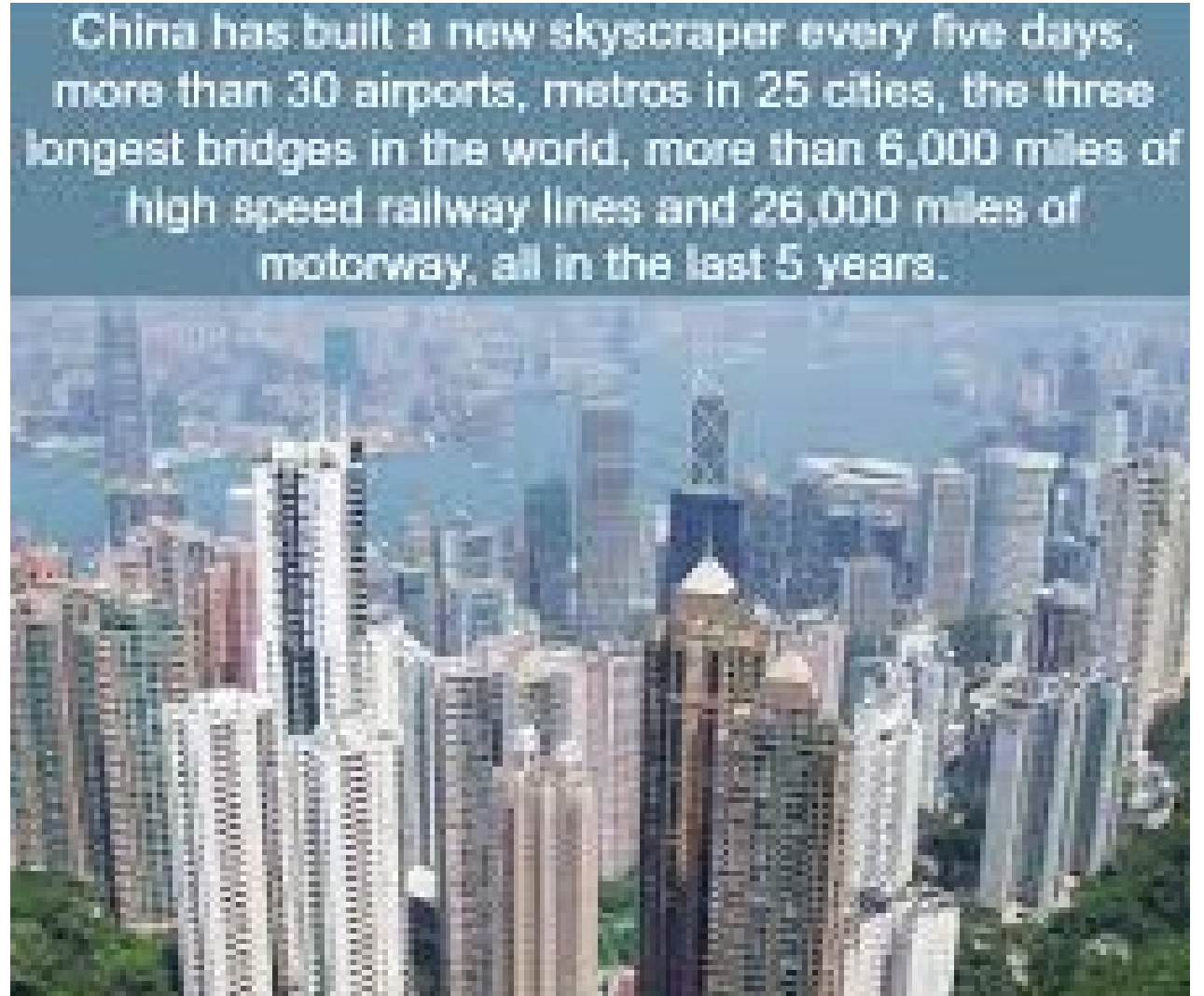
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COLLECTIVE INTELLIGENCE
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Yannick Vandecappelle (Delen Private Bank) : Chinese fintech

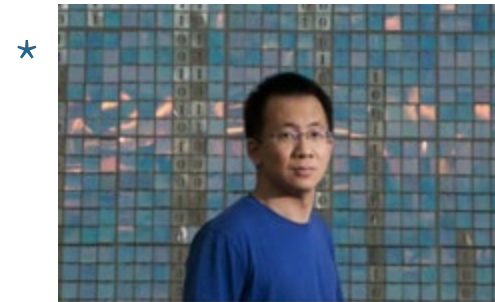
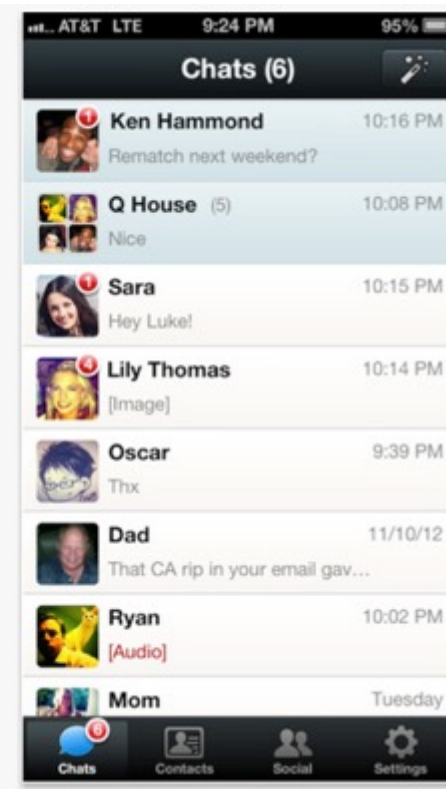
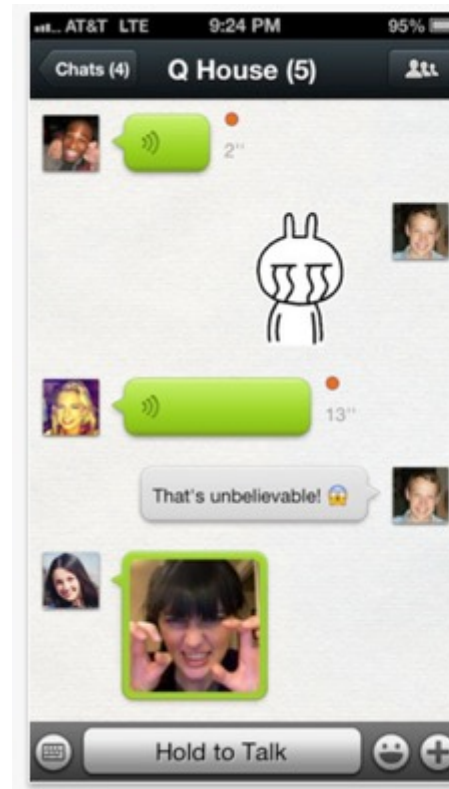
- #20YearsChallenge



#KeyFinding 1



WECHAT – the one app that rules them all *



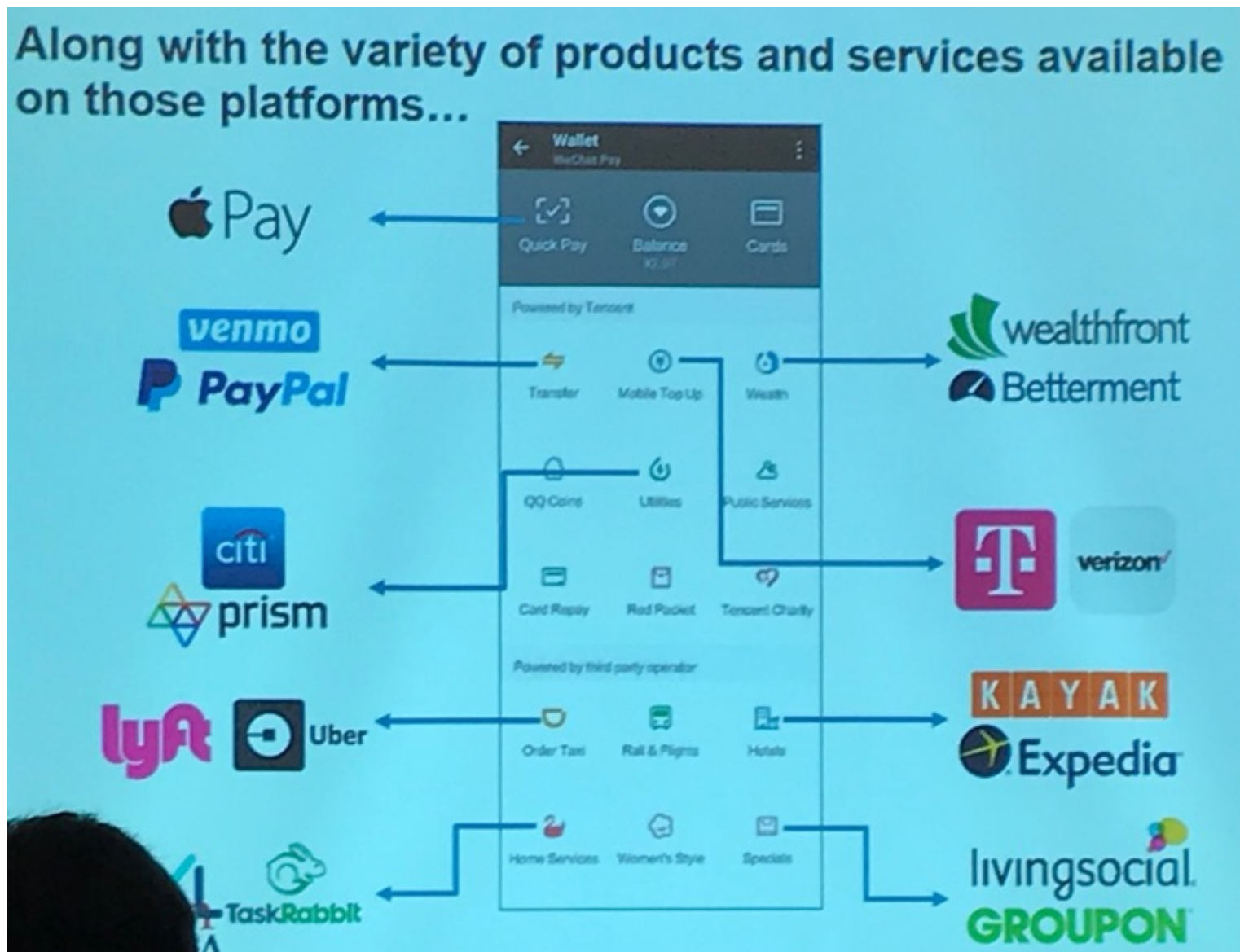
Zhang Yiming, de oprichter van ByteDance, mikt met zijn nieuwe chatapp op Chinese millennials. © Bloomberg

Start-up van 75 miljard daagt Chinese reus Tencent uit

Wim De Preter

Op de Chinese markt voor chatapplicaties barst een boeiende strijd los. Nieuwkomer Duoshan, familie van de ook bij ons populaire app TikTok, wil de dominantie breken van de internetreus Tencent en zijn WeChat-app.

Embedded Financial ecosystem



Wechat Pay+ Official Account

Connect every Chinese customer for Business Overseas

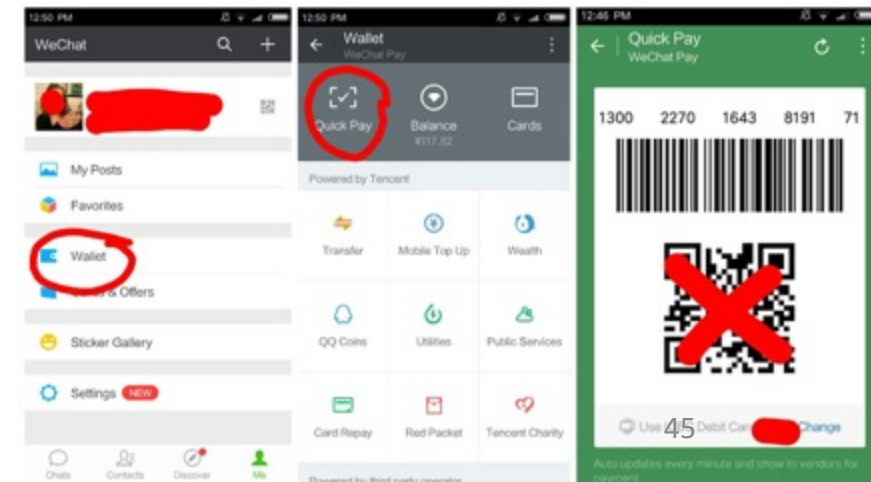


- Mobile account top up
- Pay utilities
- Quick Pay in store
- Transfer money / split bills = “go dutch”
- Virtual red envelopes
- Ease of use for both merchants
- By Wealth management products
- Virtual currency

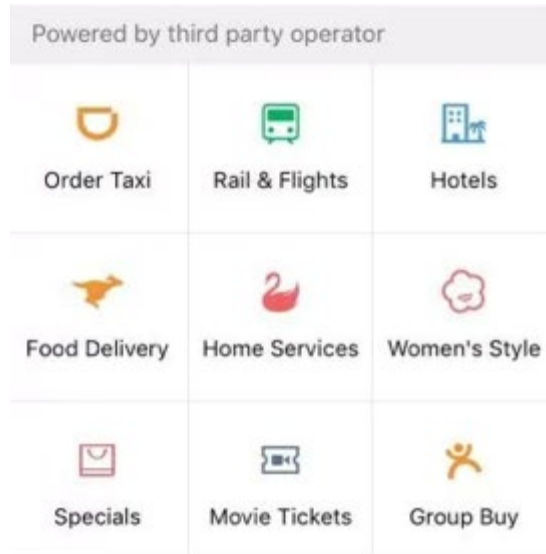
WechatWALLET

Chinese consumers spent US\$5.5 trillion via mobile payment platforms in 2016, about 50 times more than their American counterparts. By the end of 2016, Tencent alone saw its active mobile payment accounts exceed 600 million users per month. On average exceeding 600 million transactions per day.

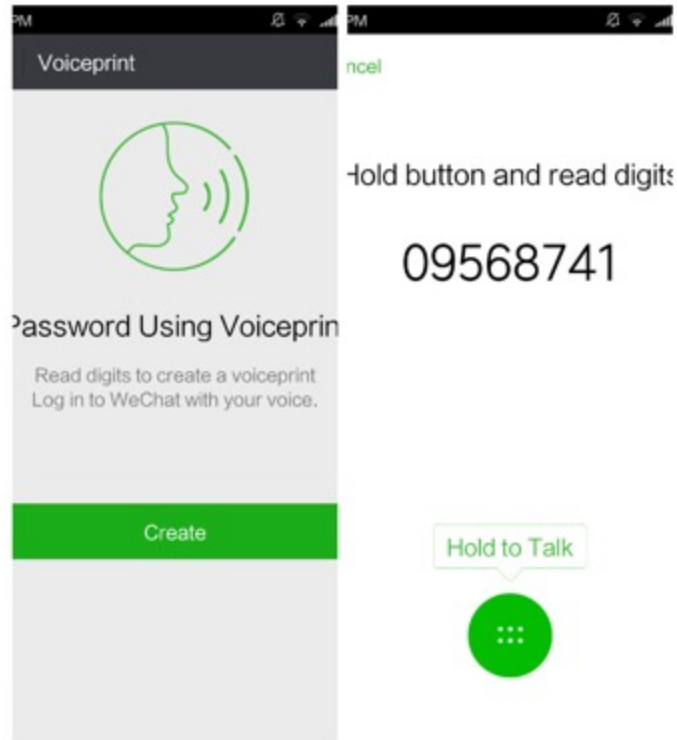
The cashless lifestyle is now becoming a reality in China.



- Business SDK (web.wechat)
- 9 user multi video chat
- Track deliveries
- Order food / Table reservation
- Hotel / Flight / Taxi
- Send a postcard
- Step tracker
- Compare prices
- VoicePrint
- CreditScoring
- 3th plugin / identity
- Edit aliases
- Public services (Visa/doctor)
- Share real time location



WechatWhat?



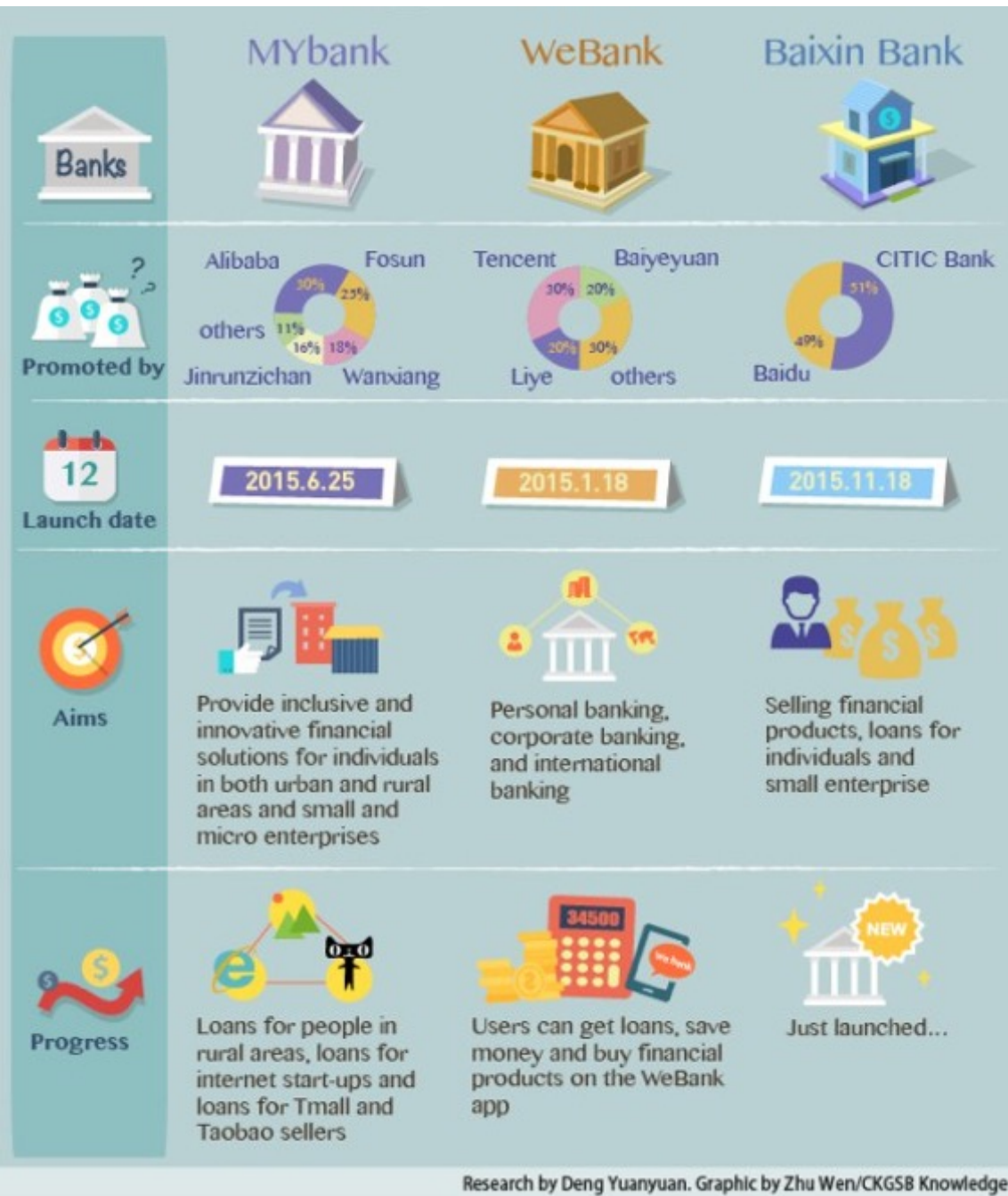
WeChat launches image recognition by location, book & music cover and languages.

#KeyFinding 2



BigTech
FULLY
Active
in Chinese Finance
ecosystem

New direct banks since 2015



Research by Deng Yuanyuan. Graphic by Zhu Wen/CKGSB Knowledge

- All tech companies started banking activity in 2015
- No physical branches = fewer overheads
- Technological advantage of BAT
- Big data and cloud computing helping in tailoring the user experience and also determining creditworthiness.



WeBank - a Tencent Company

- China's First Privately owned bank
- Leveraged on unbanked potential and entrepreneurial micro loan culture
- 'connector' connecting individual clients and small enterprises with banks and financial institutions
- Sells 3th party funds
- 57 % of staff is Tech oriented
- Actively using Blockchain for different business processes
- Visited HQ & IT war room in Shenzhen



#KeyFinding 3

Chinese Banks biggest in the world? How are they moving?



ICBC

中国工商银行

\$ 4,01 trillion

#1 in the world



中国建设银行
China Construction Bank

\$ 3,40 trillion

#2 in the world



中国农业银行
AGRICULTURAL BANK OF CHINA

\$ 3,23 trillion

#3 in the world



中國銀行
BANK OF CHINA

\$ 2,99 trillion

#4 in the world



What about traditional banks?

1- Seeking Partnership with Big tech

- ✓ *ICBC and JD.com struck a cooperation framework agreement on financial business*
- ✓ *Agricultural Bank of China and Baidu Inc. inked their own strategic cooperation agreement to build a joint financial technology lab to conduct in-depth research in the smart financial service sector*

2- Currently stuck in Incremental innovation Created their own platform (</> no traffic)

- ✓ *Branch automation / ATM innovation*
- ✓ *Align with new technologies*
- ✓ *Losing customer insights data (equal to PSDII) = loss of client relation?*

First unmanned Bank in Shanghai

(opened 04/2018 China Commerce Bank)



< First "unmanned ..."

The first "unmanned bank" appeared in Shanghai

2018-04-11 Large

Original title: The first "unmanned bank" appeared in Shanghai



CCB Opens Out the First "Unmanned Bank" Correspondent in the Industry

The "Unmanned Bank" of China Construction Bank Shanghai Branch officially debuted on the 9th Shanghai Jiujiang Road. It is understood that this is

ATM innovation (China Merchant Bank)



Next level payment ecosystem

- Taxi experience

Fail to pay via VISA/MasterCard



#KeyFinding 4

Tremendous loss of transaction data
due to disintermediation /platform payments

Example of 'visible' WeChat/ Alipay Data

Transaction Date	Settlement Date	Currency	Merchant Code		Merchant Name		Value
15/02/2016	16/02/2016	人民币元	3847	消费	深圳市财付通科技有限公司/CHN	Tenpay	人民币元99.85
15/02/2016	16/02/2016	人民币元	3847	消费	深圳市财付通科技有限公司/CHN	Tenpay	人民币元90.00
15/02/2016	16/02/2016	人民币元	8609	消费	支付宝快捷支付/CHN	Alipay	人民币元61.74

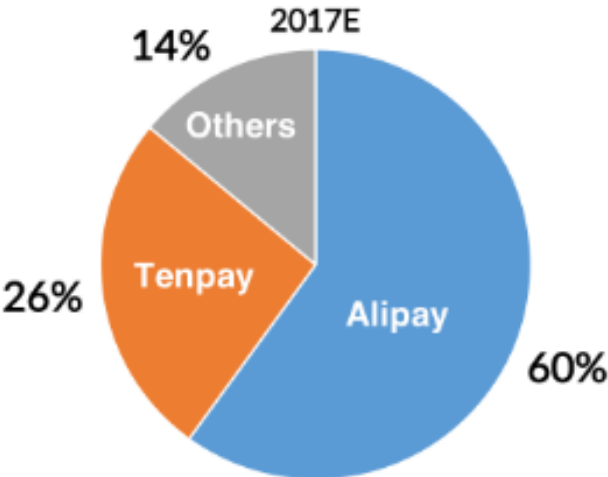
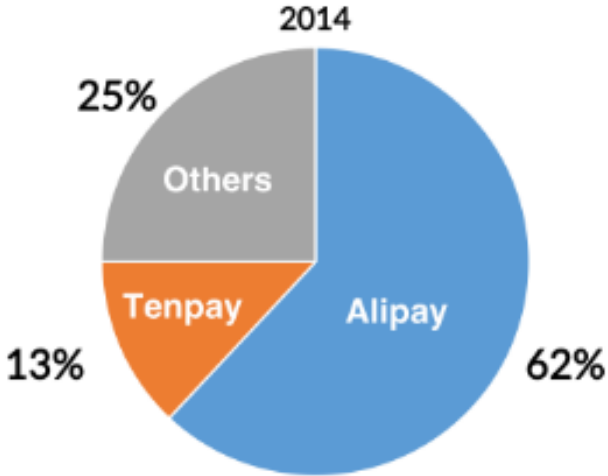
Example of 'visible' Apple Pay Data

21/02/2016	22/02/2016	人民币元	5476	消费	华联罗森有限公司/CHN	Lawsons	人民币元99.85
22/02/2016	23/02/2016	人民币元	5476	消费	顶全便利店有限公司/CHN	Family Mart	人民币元90.00
23/02/2016	24/02/2016	人民币元	5476	消费	上海福满家便利有限公司 /CHN	Shanghai Family Mart	人民币元11.80

#KeyFinding 5

Tecent was not the first mover and is no stand-alone example

Market share of payment providers based on transaction volume



Alipay launched in 2004 – 7 years before the launch of WeChat, and 10 years before WeChat Pay!, but WeChat is quickly catching up with Alipay.

Source: CICC中金公司, <http://xqdoc.imedao.com/15ad9df210d8eac3febfe7ea.pdf>, WalktheChat Analysis

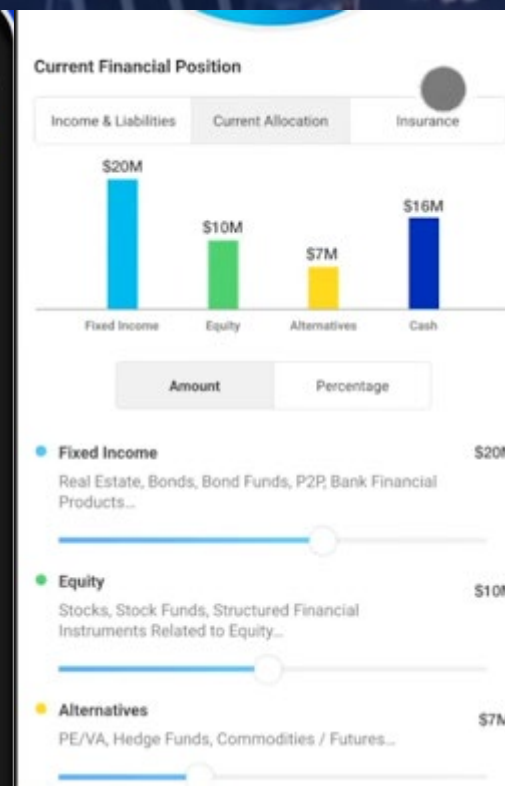
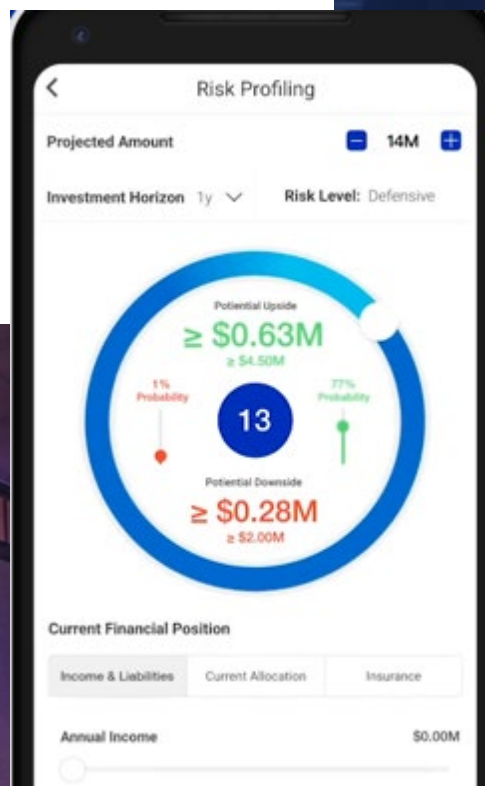
Reinvention of wealth management?

#KeyFinding 6



Introducing Crypto Wealth Management.

Bankorus is the world's first private wealth management platform powered by AI and built on the blockchain.



bLoan | Borrow crypto against any asset

Borrow in crypto against any of your existing assets—from art to zero-coupon bonds.

bID | World-class security without the cost

Access wealth management without the traditional costs of compliance or the privacy risks.

bReport | Full visibility into your assets

Accurately track current and historical asset performance.

bRisk | The new global standard for risk

Confidently assess asset risk with decentralized risk indicators for increased transparency⁵⁷





Thank you!



yanvan@delen.be



yannickvandecappelle

Best Digital Private Bank

Belgium 2017



Best Succession Planning Advice and Trusts

Belgium 2018



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Digital Innovation Strategist Corporate Disruptor
1mo · Edited

A Big Thank you [Peter Hinssen](#) for your refreshing Keynote @DelenPrivateBank event in Ghent last night. It was a blasting experience to share the stage with you!



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Financial technologies Trade mission to South Korea

17-23 June 2019



Victor Dulait
Area Manager East Asia
Hub Brussels



Why South Korea ?

Innovative economy

IT hub

Start-ups ecosystem

Chaebols

Government support

Goals

Sell your expertise/find a partner

Attract fintech investment

Promote the Brussels financial centre



Program of the mission

Monday

10:00-14:00 : Seminar & networking lunch “Fintech in Korea”

15:00-17:30 : visit of Samsung pay

20:00-21:00 : debriefing

Tuesday

09:20-10:40 : visit of Kakao Bank

11:00-12:30 : visit of Kakao Pay

12:45-13:45 : Korean traditional lunch

14:30-17:00 : Hyundai Pay

20:00 -21:00 : debriefing

Wednesday

10:00.-12:00 : startups pitchings
hub.brussels-startups alliance

14:00-17:00 : Korea-Belgium Demo day
Fintech Belgium & Korean Fintech Center

17:00-20:00 : B2B meetings & networking diner

Belgium-Korea Demo Day



Thursday

09:00-12:00 : P2P lending forum hub.brussels – World Fintech Association

12:00-13:00 : networking lunch

14:00-18:00 : seminar on Blockchain hub.brussels - Korea Blockchain Association

20:00-22:00 : Brussels' Finance Night

Friday

10:00-12:30 : visit of Toss

14:00-16:00 : TBC

16:00-18:00 : B2B meetings

18:00-21:00 : closing reception

Practical aspects

- Registration opened today (until May 15)
- Registration fee : 300€ (100€ for SMEs)
- Open to all Belgian companies
- Cost: from 2000 €
- Incentives

Thank you
Question Time