



**The Quest for Cashless
Society**
Mehul Desai

Finablr is a Global Payments Technology Company



Full-service Global Payments and FX offering delivered via an omni-channel proposition



Broad and diversified network with licenses in key markets



Globally recognised and trusted brands



Underpinned by modern proprietary technology

We are a global payments technology company offering a diversified range of services spanning cross-border payments, foreign exchange solutions, digital banking, payments processing and much more...



Our Reach and Scale

44

COUNTRIES

170+

COUNTRIES WITH AGENCY
PRESENCE

150m+

TRANSACTIONS PROCESSED
ANNUALLY

23m+

INDIVIDUAL CUSTOMERS

1,500+

CORPORATES AND
INSTITUTIONAL PARTNERS

\$115b

APPROXIMATE ANNUAL
TRANSACTION VOLUME

Broad and Diversified Geographic Network



- Direct presence
- Presence via agents

End-to-end, Integrated Infrastructure across the entire Payments and Foreign Exchange Value-chain



ORIGINATION

- = Licenses
- = Own digital network
- = Own physical network
- = Partner network



PROCESSING

- = Proprietary technology
- = Operations
- = Compliance and Risk



LAST MILE DISTRIBUTION

- = Proprietary network
- = Agents
- = Correspondent banks
- = Payment Service Providers

...with best-in-class Operating Capabilities



TREASURY

- = Real-time, 24/7 FX pricing
- = Bank grade treasury management system
- = Predictive liquidity



PAYMENT PROCESSING INFRASTRUCTURE

- = 200+ operational bank accounts globally
- = Ripple and SWIFT integrations



TECHNOLOGY AUTOMATION

- = Physical cash management
- = Unique, global network of vaults to source and distribute foreign currencies



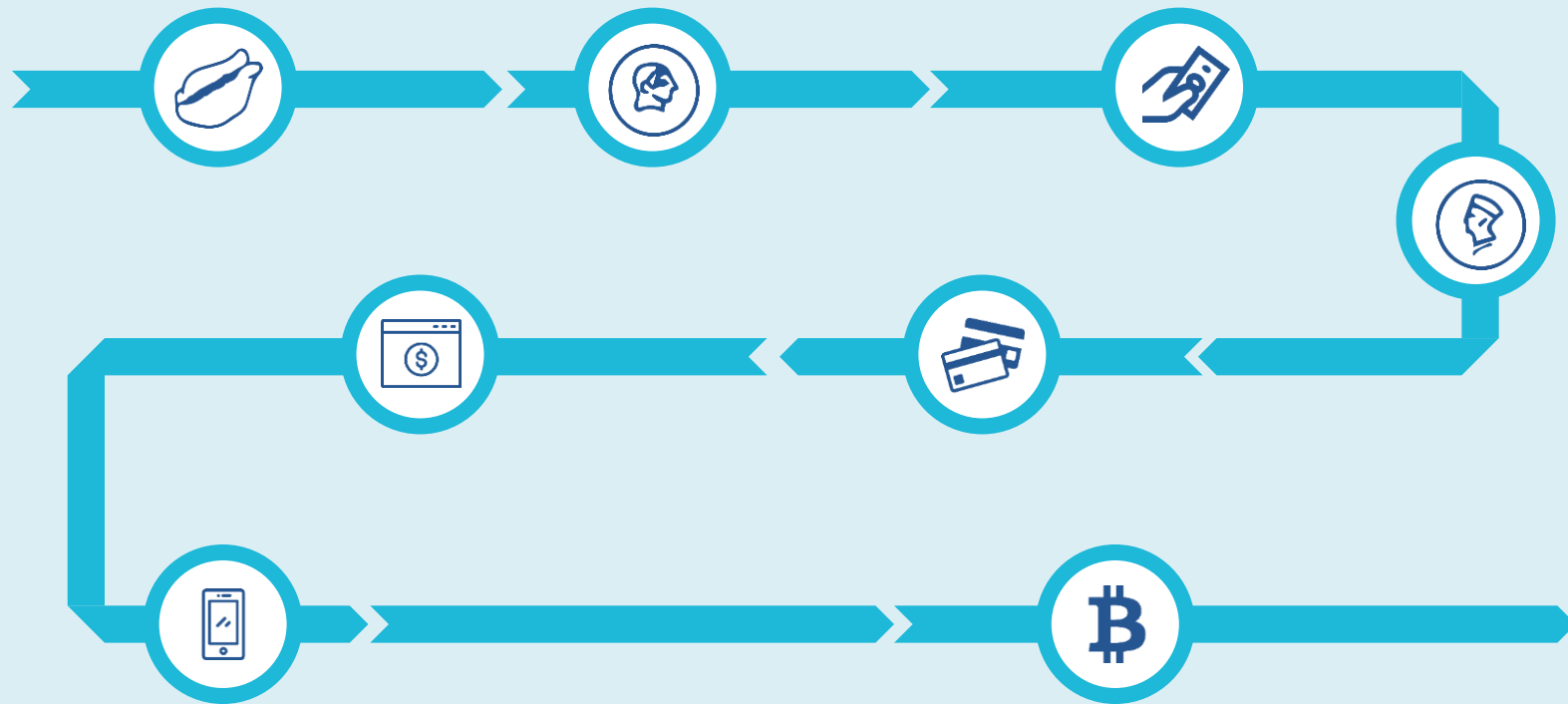
GLOBAL BUSINESS SOLUTIONS

- = Five locations across the globe with 1,800+ employees
- = 500+ processes managed

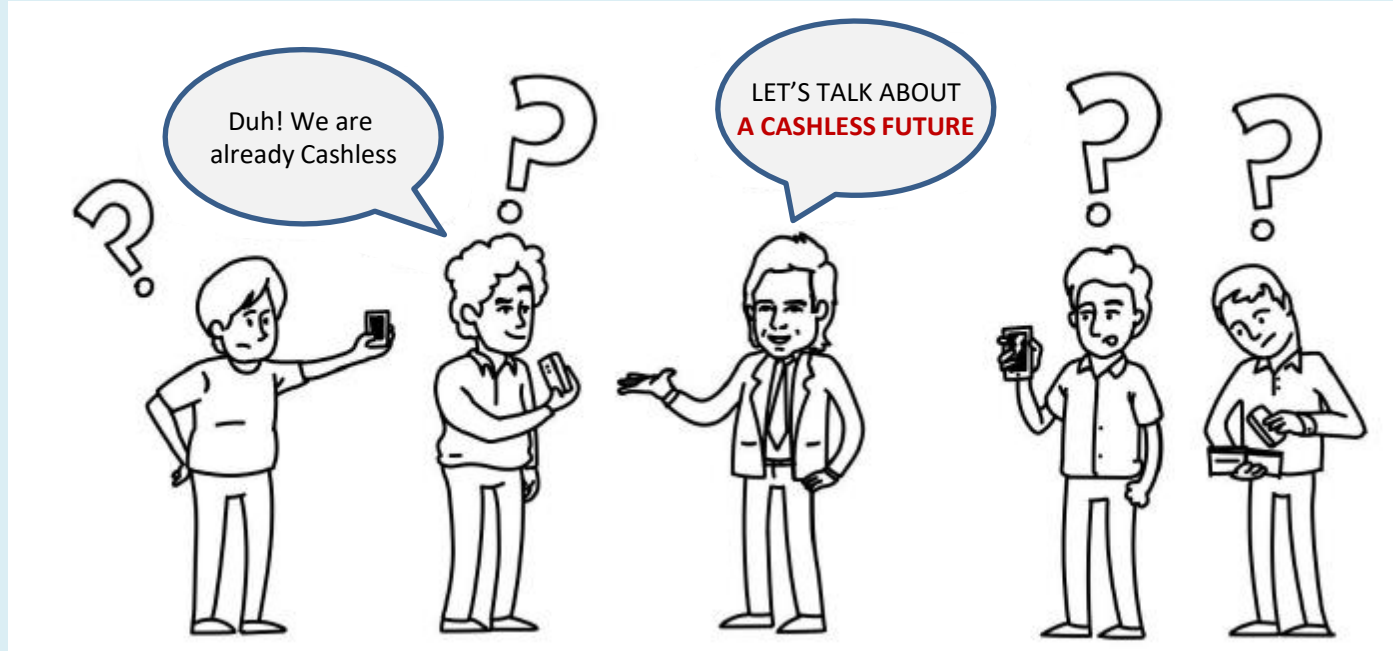
War On Cash



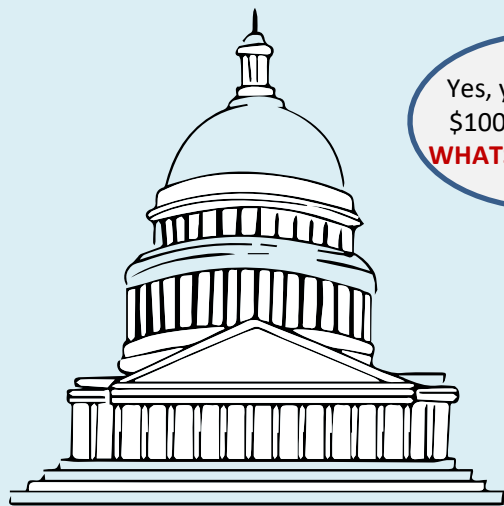
Evolution of Cash



Cash-replacement versus Cashless



Cash works all around the World because of State Fiat



Yes, you gave me \$100, I got \$100.
WHATS SO SPECIAL?



While transacting using cash-replacement there is a loss of value

A **TRUE CASHLESS** environment ensures exchange of value in entirety
JUST LIKE CASH



What is “Cash”?



TOKEN



CASH-
REPLACEMENT



VIRTUAL-
CURRENCY

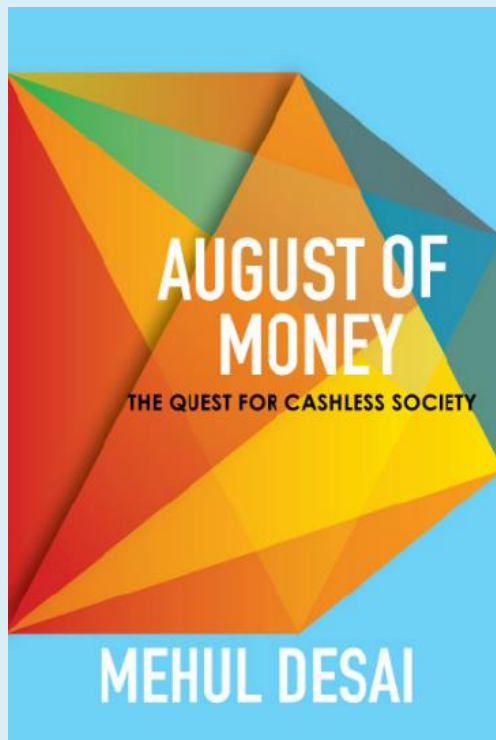


DATA



VALUE-
EXCHANGE

August of Money



- **(Forced) Convergence between,**
 - Telcos, Banks, and Providers
 - Connectivity, payments, and Goods / Services
 - Who owns the Consumer? (Hint: No one!)
- **Cash-replacement is NOT Cashless**
 - Cash is a state-backed Utility
 - Frictionless Cash-in and Cash-out
- **Key building blocks are already in place**
 - Contextual experiences for secure enabled ecosystems
 - Next-gen infrastructure
 - Math-based fiat money
- **Cashless impacts,**
 - All Consumers and Citizens
 - All industries, Geographies, and Demographics
 - Everything from Cost of Capital to National Security

Central Banks “have to” issue currency in bits and bytes

- APIs for issuing and acquiring Cash
- If they don’t, we will be forced to react to outliers

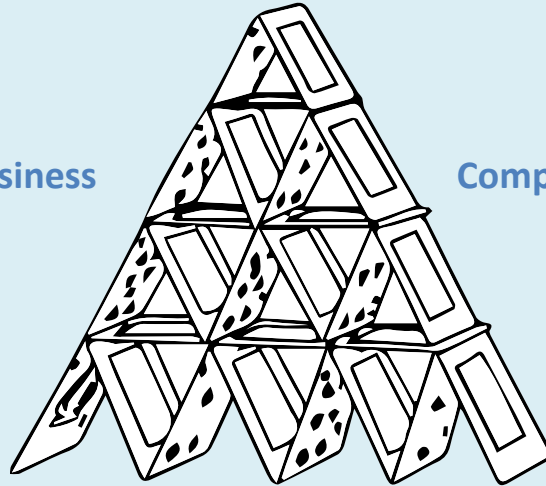
We need the right ePlumbing...

UTILITY

INCUMBENTS PLAY
THE LEAD ROLE

Business

Compliance



Technology

USABILITY

DISRUPTERS LEAD
THE WAY

...to drive Adoption and Scale

ALL VERTICALS
ALL CHANNELS
ALL DEVICES



Factors that drive adoption:

- Simplifying experience
- Applications leading transactions
- Leveraging contextual experiences and behavioral intelligence

Factors that ensure scale:

- Privacy and identity management
- Customer support
- Cost-saving for customers

War and Peace (with cash)



- **We need broader definition of personal transactions**
 - Finance, Retail, Health, Education and Government
 - Global “Utility” driven by private players
- **We need separation between Utility and Usability**
 - Usability will drive adoption
 - Utility will ensure scale
- **We need Public-Private-Partnerships**
 - Business + Technology + Regulatory roadmap
 - Security + Privacy + Identity Management
- **We need to prepare for the future of Cash(less)**
 - Acknowledge banking industry’s “identity-crisis”
 - Redefine “Store-of” and “Exchange-of” value
 - Support new behavior, methods and tokens

We need a different perception of Cash(less)

- Real & Virtual
- Public Utility vis-à-vis Private VAS

Thank You

Mehul.Desai@Finabl.com

[@mehulldesai](#)