



**FINTECH**  
BELGIUM

GATHERING FINANCE, TECHNOLOGY & INNOVATION

# FINTECH AND THE DIGITAL TRANSFORMATION OF BANKING



# Xavier Corman

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- Founder and Member of the Board of FinTech Belgium asbl (non-profit)
- Co-Founder and CEO of Edebex (marketplace to buy and sell commercial receivables)

# FinTech are not (yet) banks

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- Smaller
- Disruptive
- Address new markets
- Focus on limited product/services
- Evolution by trial and errors

# Relation between FinTechs and banks

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- Cooperation more than confrontation
- Sometimes mistrust
- 3 possible attitudes :
  - collaborate
  - copy/create
  - buy

# Regulation

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- Legal environment adapted to digital business models (cloud, eID, etc.)
- Legal environment adapted to the size and real risk of FinTechs (principle of proportionality)
- Stable regulatory and legal environment
- Harmonised regulatory and legal environment across EU

# Funding

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- Tax incentive to fund startups and scale-ups
- Harmonisation of those incentives in EU

# Infrastructure & Education

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- Fast internet access everywhere (4G and coming 5G)
- Financial education starting from primary schools to Universities
- Building out centres of excellence in Tech (Universities)



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**THANK YOU**

