



A person in a dark suit is holding a glowing, translucent globe. The globe is covered in a network of white lines and dots, representing a global network or technology. The person's hand is visible, holding the globe from below. The background is a soft, out-of-focus light blue.

Driving **competitiveness** and **inclusiveness** with **technology**

Tipsuda Thavaramara
Deputy Secretary-General
10.01.2017

2 Major trends



Artificial Intelligence



Blockchain

- 1 Automation of advisory and asset allocation
- 2 Alternative distribution channels
.....► new model for customer acquisition
- 3 Shift from technology-enabled human relationships to digital experiences with a little human support

- Innovation in brokerage and wealth management services enabling better investment decision support
- Products and services for traditionally unprofitable customers

Blockchain

(distributed ledger technology)



Payment



Clearing and settlement



**Audit or
data management of asset**



Smart contract

- Cryptography backed
- Verifiable
- Immutable record
- Transparency by design

Unbundling of services and New Breed of Players

Unbundling of services



Types of technology : ● Blockchain ● AI

FinTech startups and incumbents can complement one another

FinTech startups

- Innovation
- Passion
- Agility

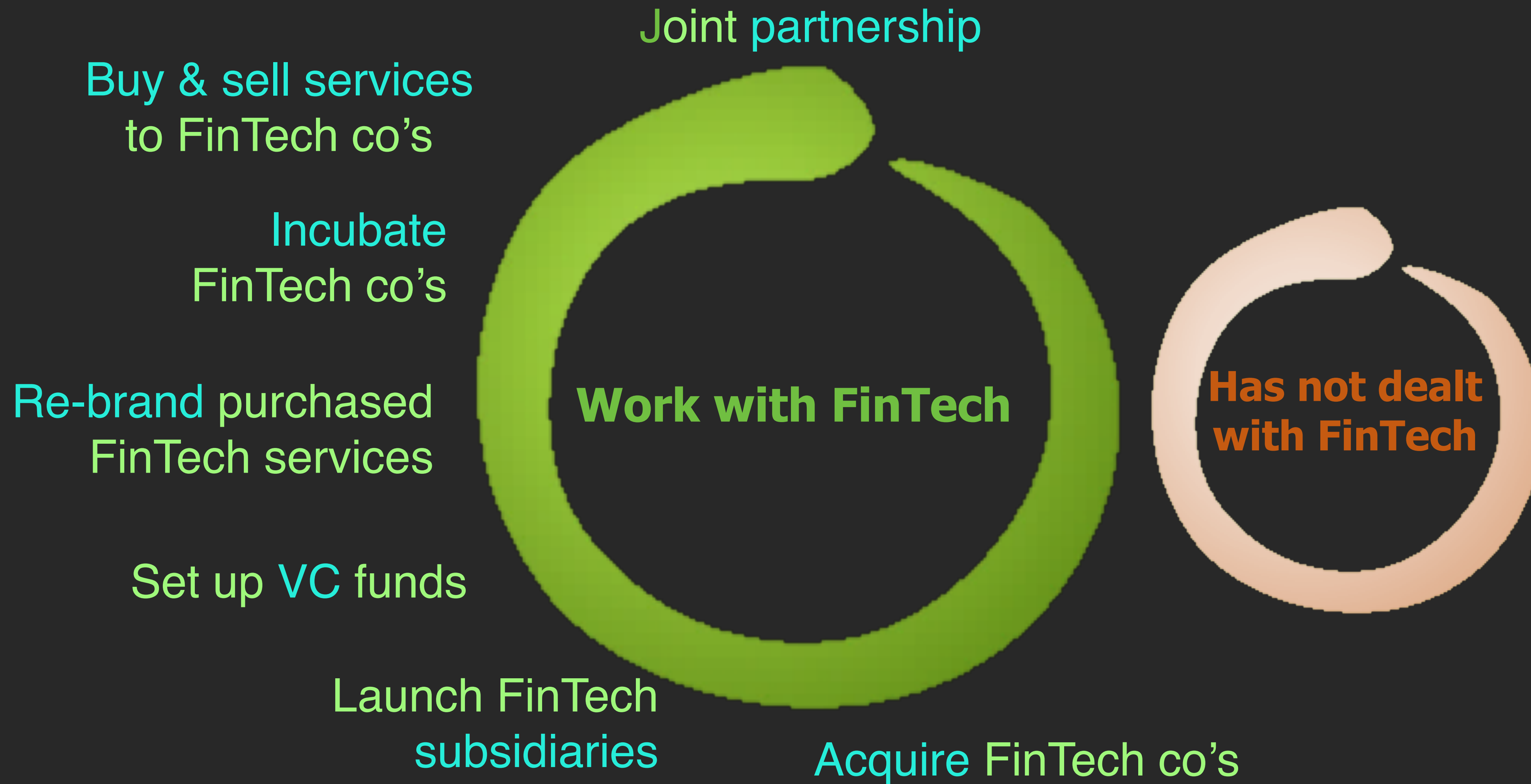


Incumbents

- Customer base
- Domain knowledge
- Human resource
- Infrastructure
- Capital
- Trust & brand

How are firms currently dealing with FinTech companies?

PwC Global FinTech Survey 2016



Cross border potential for FinTech

- Easily **scalable**
across region and beyond
- **Not constrained**
by borders
- Increased interests in
FTA negotiations
- Smaller economies can
leapfrog hurdles
in traditional models

**Regional
opportunities
for Thai players**

How do we help Thai players benefit from FinTech?

Newcomer

- Encourage
- Mentor
- **Create Space**

Incumbent

- Encourage them to **embrace** rather than fight or resist

Ensure data
accessibility

Navigate legal
uncertainties

Reduce
barriers to
entry

Data accessibility

Machine
readable
data

Open API

Customer's
right to
personal
data
portability

Capital
market
pool

- **Electronic transaction**
- **Digital authentication**
- **Blockchain application**



Reduce barriers to entry

and help businesses navigate regulatory environment

Virtual sandbox

Testing with data

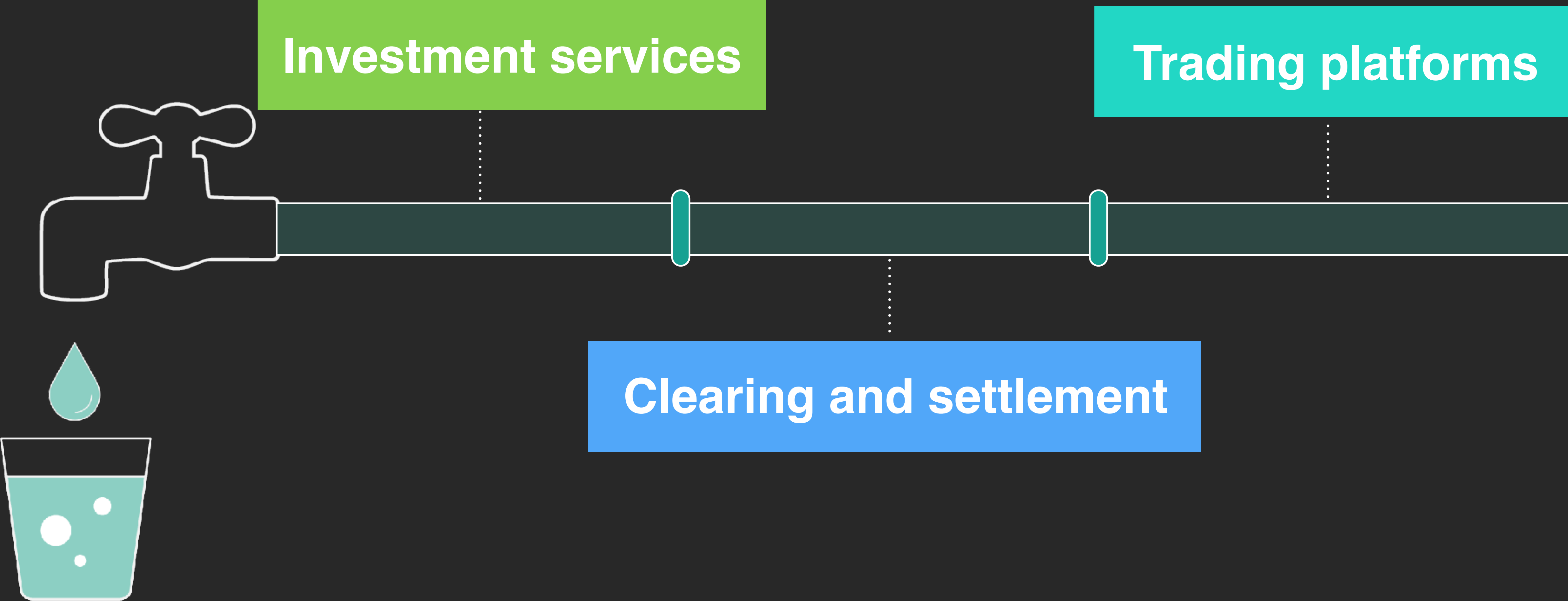
Regulatory sandbox

Restricted experiment
with real customers

Enabling regulations

Support
technology-driven
players

Sandbox schemes in the pipeline



Driving **competitiveness** and **inclusiveness** with **technology**

so that ...

- The **underserved** will be served
- Investors are **empowered**
- Thai players can **compete** in regional and global markets