

ORACLE®

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Collaborate, Innovate & Scale with Digital

*Transforming to Bank of Tomorrow,
Today*



ORACLE®

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Digital Bank of Tomorrow



Ecosystem



FinTechs

LAZADA
GROUP

Grab



Platform

Originations

ERP

Payments

Savings

Data Visualization

Advisory

Loans

Products

PFM

Loyalty

KYC

offers

Gamification



Life Moments

Discover

Engage

Acquire

Service

Cross
Sell

Advocacy



Products &
Analytics



Accounts



Investments



Insurance



Payments



Loans



KYC



AML



Profitability



Offers



Insights



Risk



Monetization

Data

Building Blocks for Digital Bank of Tomorrow



Frictionless
Originations
over Digital
channels



Superior User
Experience across
channels



AI capabilities for
Instant Service and
Payments



Deepen
engagement by
offering value
added services



Participate in
Open Banking
Ecosystem

Banks offering “**Frictionless**” Digital Origination across Deposit and Loan Products



-● Pioneered **five minute** customer on-boarding and, account opening process with superior customer experience as a sustainable differentiator



-● World's **first mobile only bank** offering all banking services using a mobile device

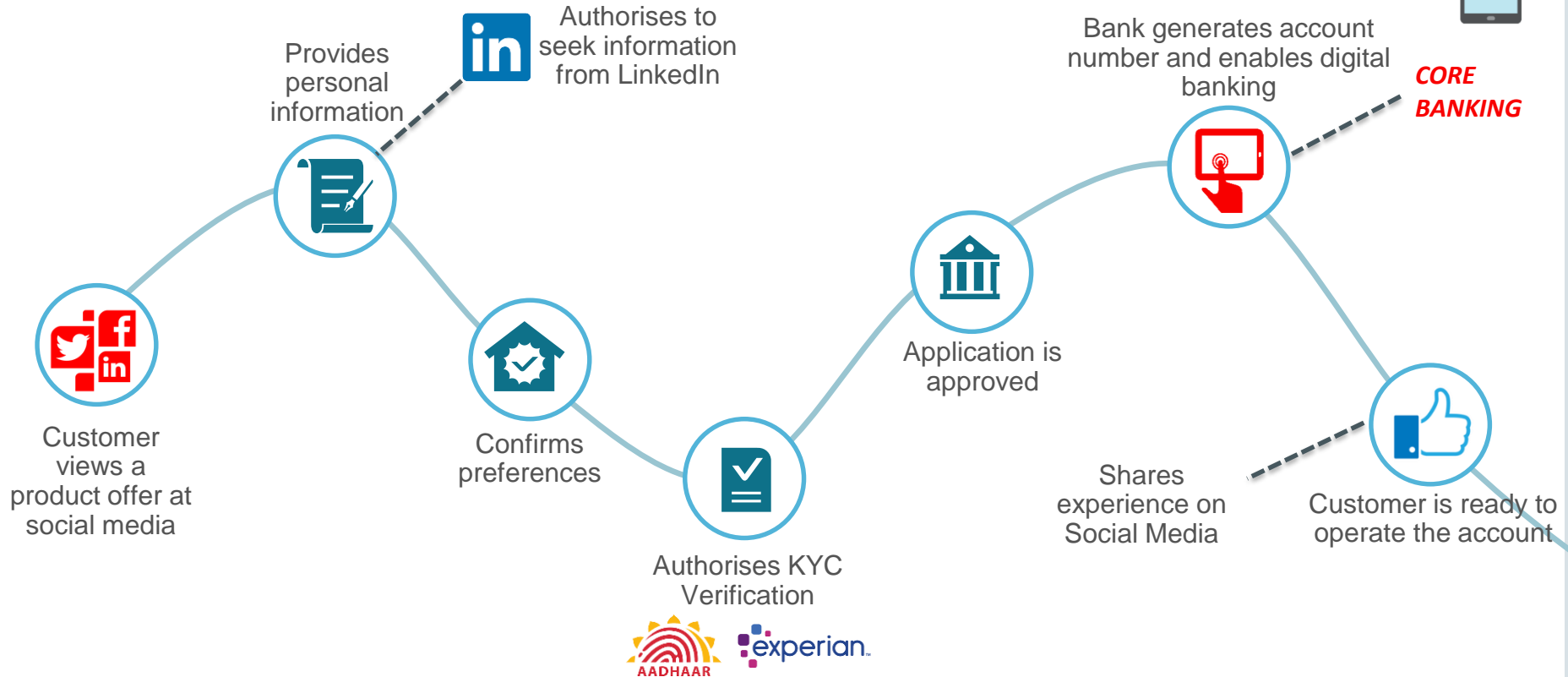


-● Savings account opening in less than **three minutes**, leveraging on captive telco customer base



-● Digital personal unsecured loan disbursement **within eleven minutes** in bank account

Customer Journey for Digital Account Origination



Simplified Origination for a Personal Loan using a mobile device



Simplified Origination for a Personal Loan using a mobile device



7:30 4G

You are applying for Personal Loans

Purpose

☐ Education

☒ Home Renovations

☐ Travel & Holiday

☐ Wedding

☐ Other

Amount

HK\$103,000.00

Term

2 Years

Calculate

Monthly EMI HK\$4,418.32

7:30 4G

☐ Other

Amount

HK\$103,000.00

Term

2 Years

Calculate

Monthly EMI	HK\$4,418.32
Service fee	HK\$0.00
Interest rate	2.8%

Personal detail →

Simplified Origination for a Personal Loan using a mobile device



7:31 4G

You are applying for Personal Loans

1 — 2 — 3

Personal Detail

Upload photo ID

Upload ID Skip

7:31 4G

You are applying for Personal Loans

1 — 2 — 3

Personal Detail

Upload the image →

Simplified Origination for a Personal Loan using a mobile device



7:37 4G

Review Offer

We have the following offers for you

Loan Amount

HK\$103,000.00

P100	Interest Rate	2.8
P200	Interest Rate	2.9
P300	Interest Rate	3

7:38 4G

Review Offer

Terms and conditions

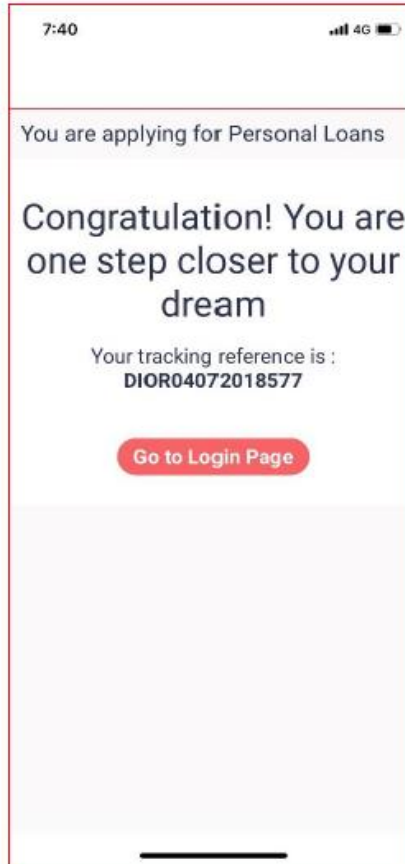
This agreement is between: 1. Bank ("us" or "we"), and ("you").If we're giving the loan to you jointly, this agreement will apply to both of you and we can require either of you to repay it.It's important that you read the whole of your agreement and pay particular attention to the wording in item 2 a. (Repayments) and the notice about your right to withdraw, which you should read.

☒ I accept the terms and condition

Accept and Upload Document →

Terms and conditions

Simplified Origination for a Personal Loan using a mobile device



Oracle offers Multi-Product Originations across Channels



Self-Service Origination

- Save and resume
- Fill application faster
 - LinkedIn and Facebook integrations
 - OCR partner integrations
- Offer Acceptance



○ Multi-Product Origination

- Savings and checking
- Term deposit / Certificates of deposits
- Credit Cards
- Auto Loans
- Personal Loans
- Mortgages loan and In Principle Approval
- Payday Loans

Superior User Experience across Channels and Devices



Mobile First approach leveraging native device capabilities

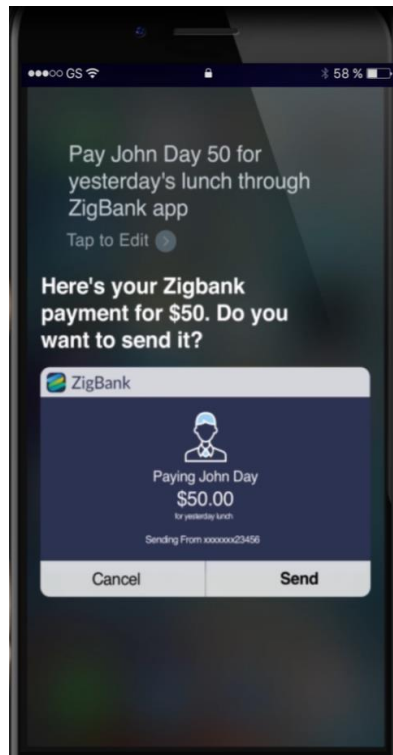
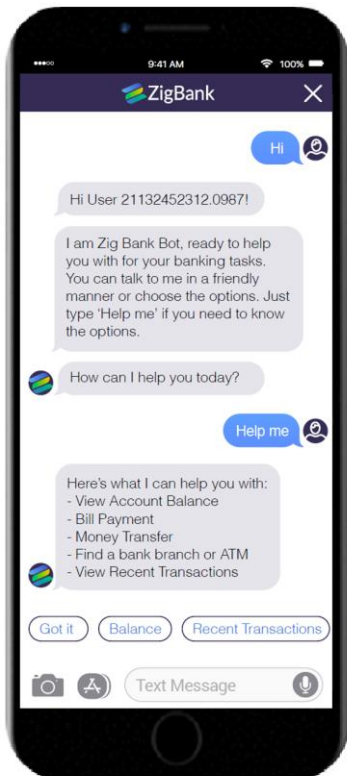
Intuitive, Context Aware Retail and Corporate Customer Dashboards

Personalised Dashboards based on customer's Digital Behavioral Insights

Account Aggregation Capabilities to Provide a View of Holdings Across All Banks



AI capabilities for Instant Banking Services



Converse with the Bank's Chatbot in Natural Language

Available In-App (Pre-Login) and on Facebook Messenger

Siri voice based payments

Deepen engagement by offering value added services such as Personal Finance Management tools



Budgeting



Expense
Tracking



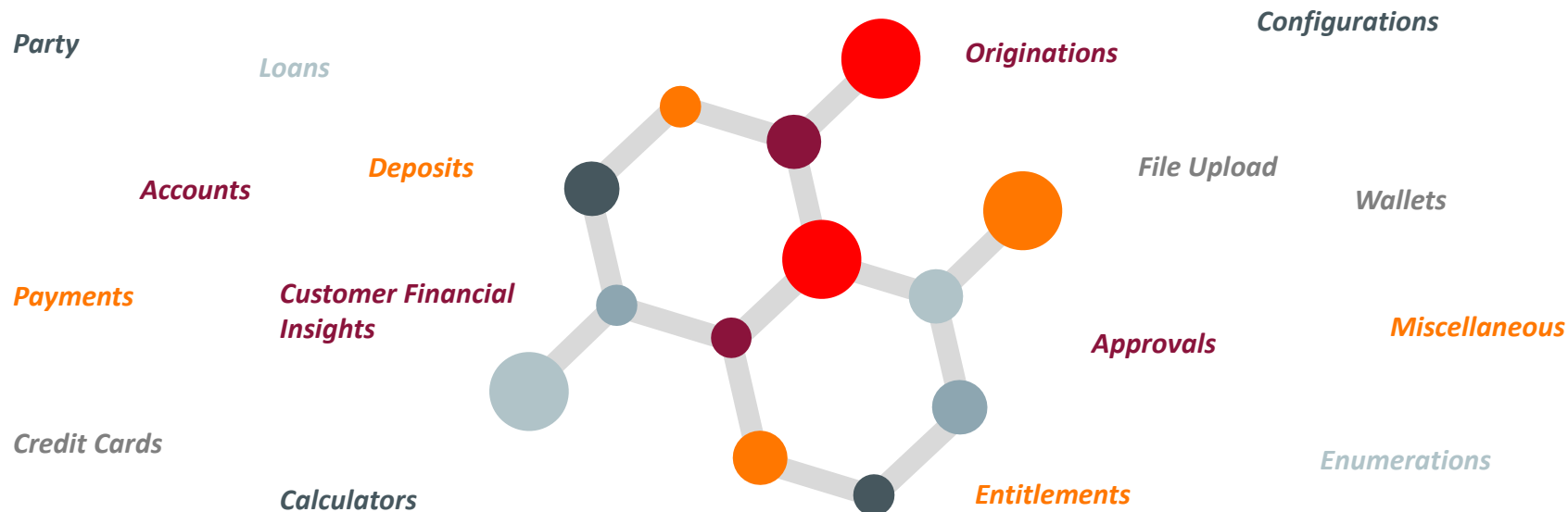
Spend
Analysis



Plan Future
Goals

Pre-built Collection of over 1500+ RESTful services

Complete business APIs - building blocks of a digital platform

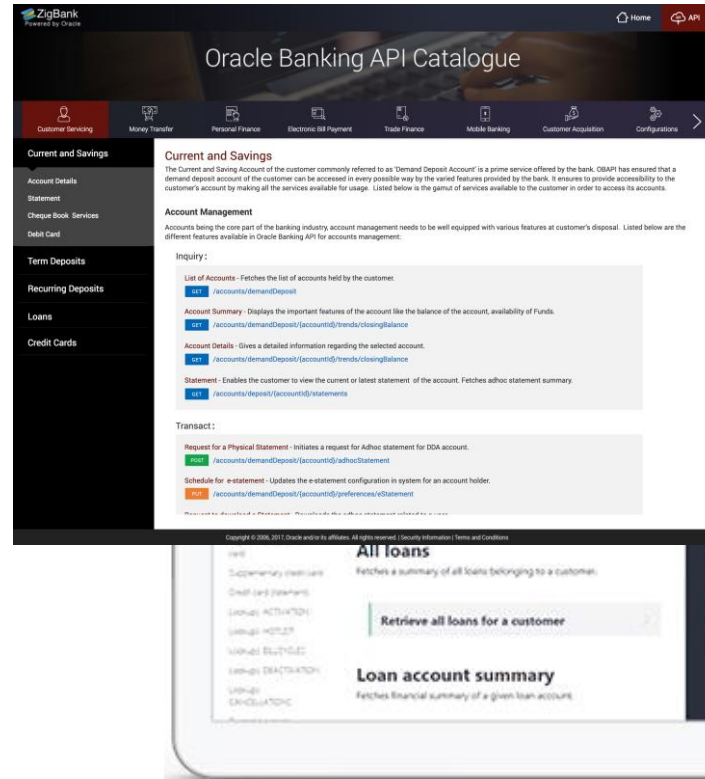


Easy Discovery and Rich API Documentation

User-friendly UI makes it easy to Discover and Consume



- Oracle Banking APIs provides rich and extensive API documentation on Swagger
- Ensures APIs are built according to industry-defined standards
- Ready for outbound discovery
- Lift and Shift API Libraries



Oracle Fintech Ecosystem Hosts Events for Banks to Interact with Innovators



The Oracle Financial Services Hackathon

#OracleBankingAPIs


- 2 Fintech's built integrations to their solutions *within an hour*
- **13 Fintech's finished implementing One Use case each within the 2 days**
- Innovative Use Cases Showcased:
 - RegTech platform making onboarding simpler using AI and Blockchain
 - AI and Natural Language processing Chatbot
 - Corporate Expense Management
 - Financial marketplace
 - Machine Learning based advise for financial goals

 **raisin.** 

 **Qalize** 



 **Lifesaver**







Superior Customer Experience

- Next generation customer centric UX
- Mobile-first approach
- Hybrid mobile applications
- Support for wearables
- Social media based payments
- Simplified Authentication
- Retail and Corporate Dashboards



Customer Engagement

- AI Powered Chatbot
- Push Notifications
- Quick Banking Profile Snapshot
- Helpdesk
- Feedback



Open Banking APIs

- Fintech Collaboration

Complete Digital Banking Platform



Multi-Entity Enablement

- Multi-tenant support to deploy multiple Brands and Country entity's on common infrastructure
- Corporates provided access to accounts across entities/ countries with a single sign on



Comprehensive Business Functionality

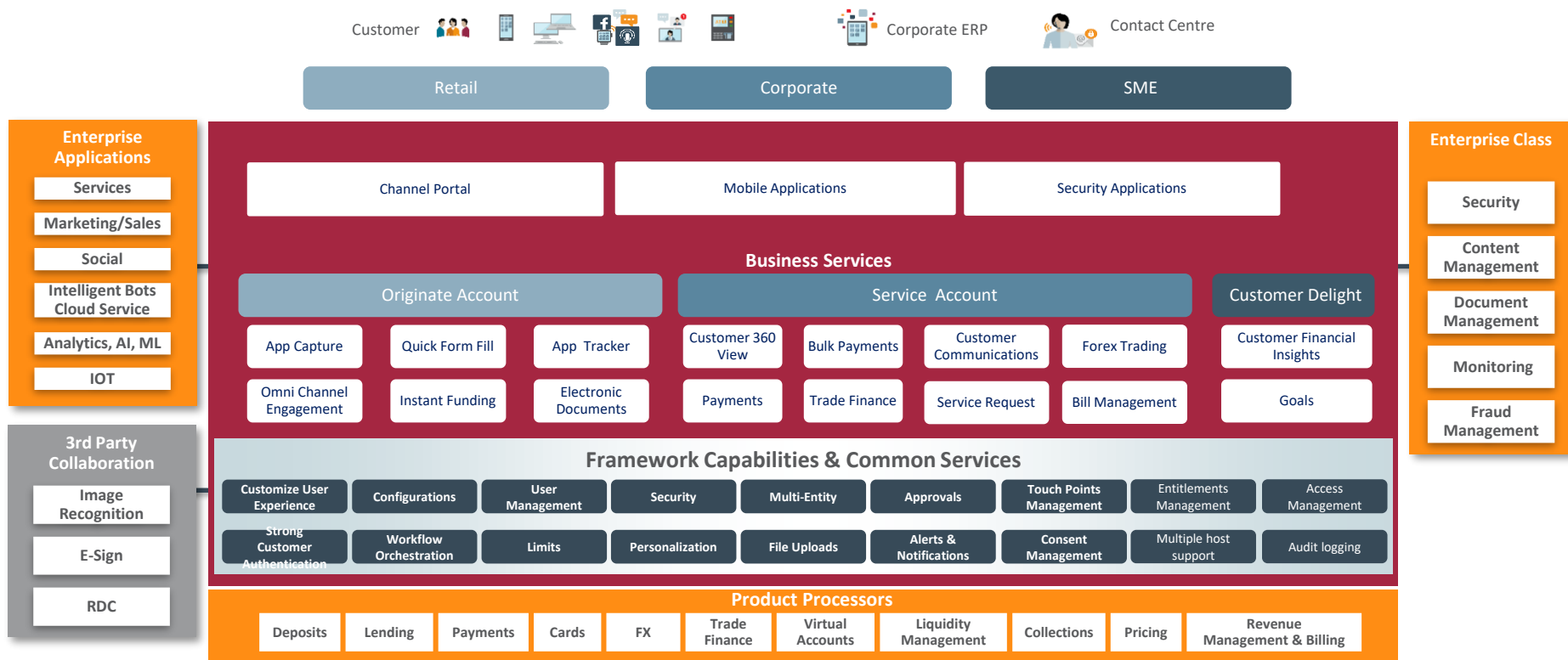
- Retail
- Corporate
- Trade Finance
- Payments
- Originations



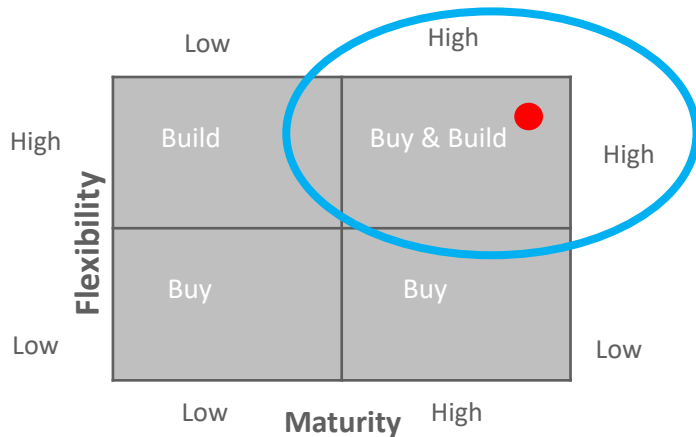
Empower the Citizen Developer

- Dashboards
- Limits
- Approvals
- Transactions
- User Management

Omni Channel Customer Experience, Open Banking Through Contemporary Architecture



Buy & Build with Oracle



With Oracle you get the best of both worlds – high flexibility & high maturity

Buy OR Build? Maturity OR Flexibility? Why not get both!



Integrated Cloud

Applications & Platform Services

ORACLE®