

NAB Ventures **A Corporate Venture Fund**

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Banking in the 19th century



A lot has changed

Unbundling of a Bank



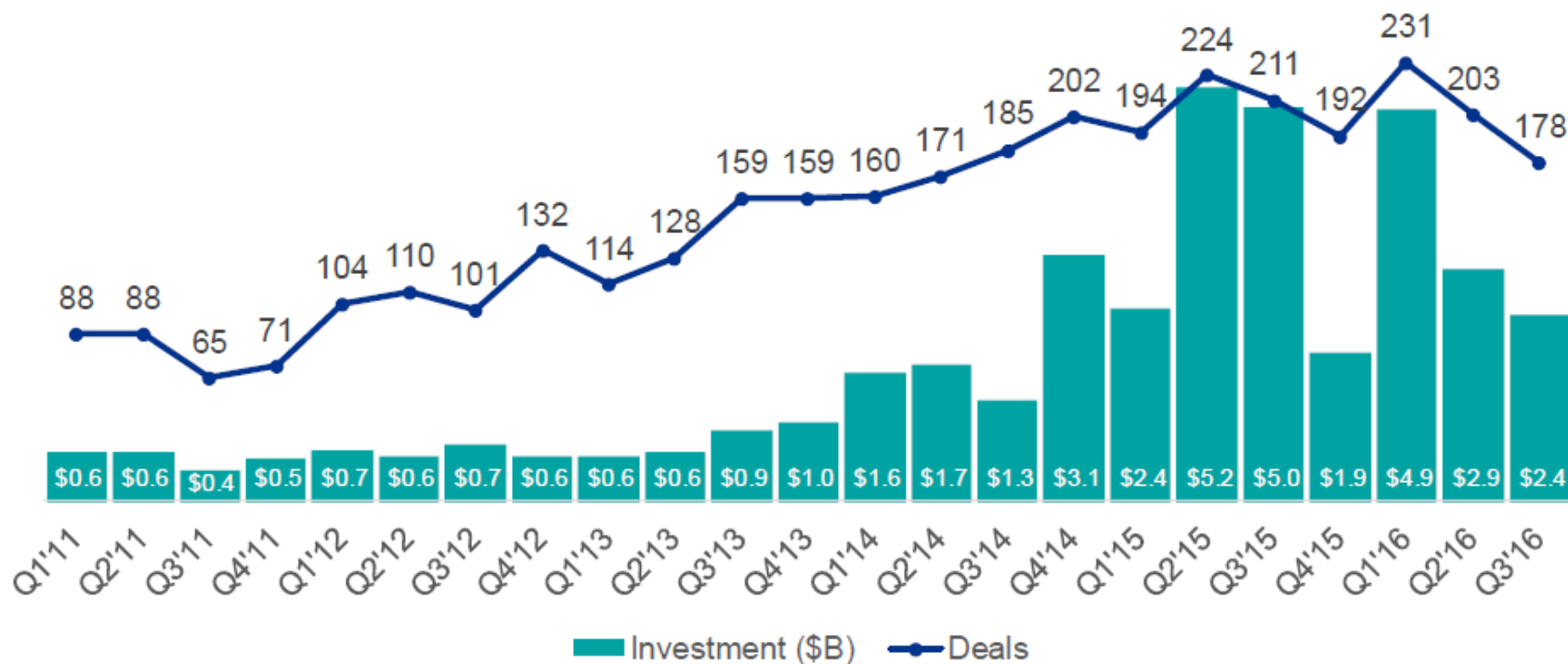
Source: CB Insights – Fintech Trends – Wells Fargo example



Accelerated investment around Fintech

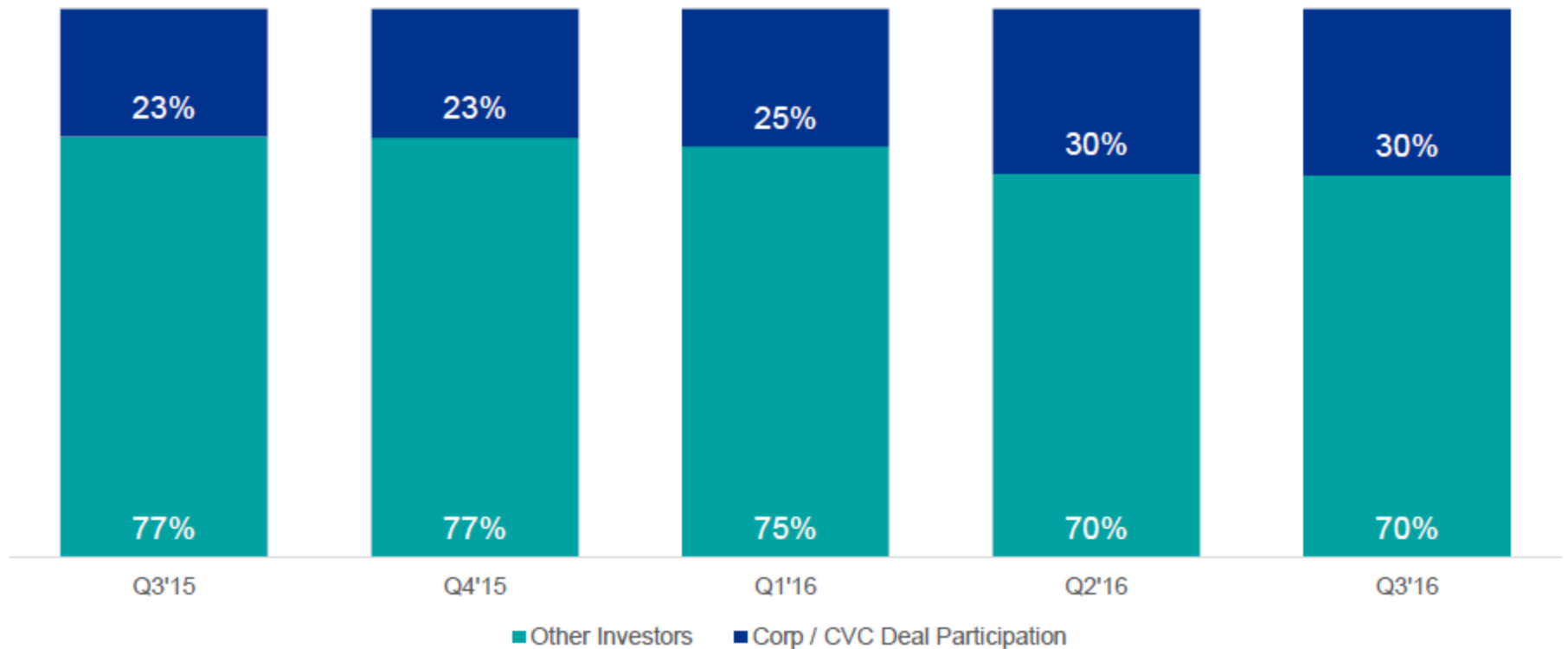
Quarterly Global Financing Trends to VC-Backed Fintech Companies

Q1'11 – Q3'16



Corporate VCs now make up 30% of Fintech deals

CVC Participation in Global Deals to VC-Backed Fintech Companies Q3'15 – Q3'16



20 Fintech Unicorns valued at \$68B; 15 in payments or lending



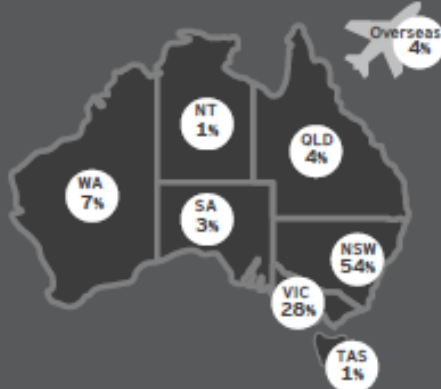
Source: CB Insights – Pulse of Fintech, August 2016



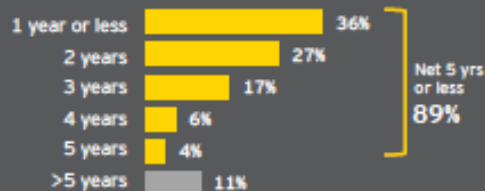
Australia Fintech Scene is starting to take off...

Fast facts: Sector profile

Business based



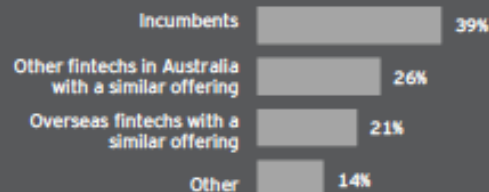
Age of company (excl. Don't know)



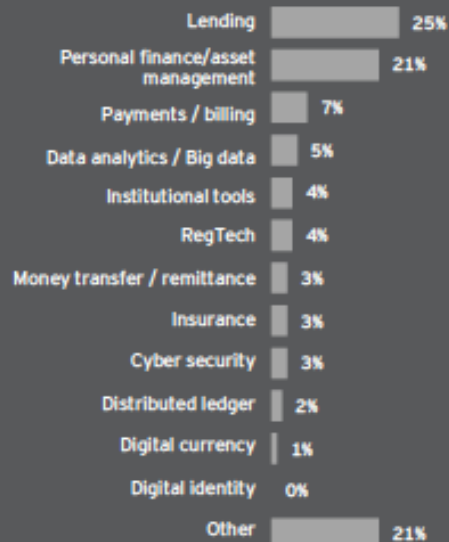
Company stage



Biggest competitors



Type of fintech



Number of employees (median)



End customers (multiple response - excl. don't know)



KGSM Fintech Top 100



Source: EY Fintech Australia Census 2016

Australia and NZ growing in representation – 10 / 100



Key Innovation Clusters within Financial Services



Source:

NAB Battlegrounds

Help customers navigate the full home ownership journey



HOME OWNERSHIP

FOUNDATIONAL CAPABILITIES

- Use deep understanding of data to drive customer insights and solutions
- Leverage inherent bank capabilities including trust, security and identity

Provide a “connected” experience for small and medium businesses



CONNECTED BUSINESS



CASHLESS WORLD

Help customers move to easier, faster, richer payments

EMPOWERED INVESTMENT



Help customers build, monitor and manage wealth:

Key Criteria for Investment

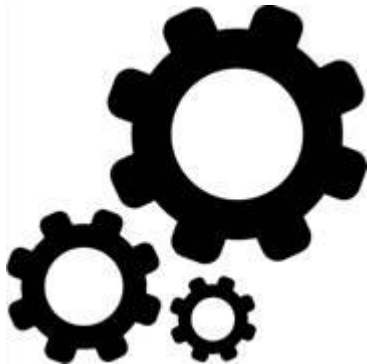
Founders



Market Potential



NAB Leverage



NAB Innovation



2020 Strategy

Themes

**Sensing &
Scanning**

Build

**Experiments
Express
Delivery**

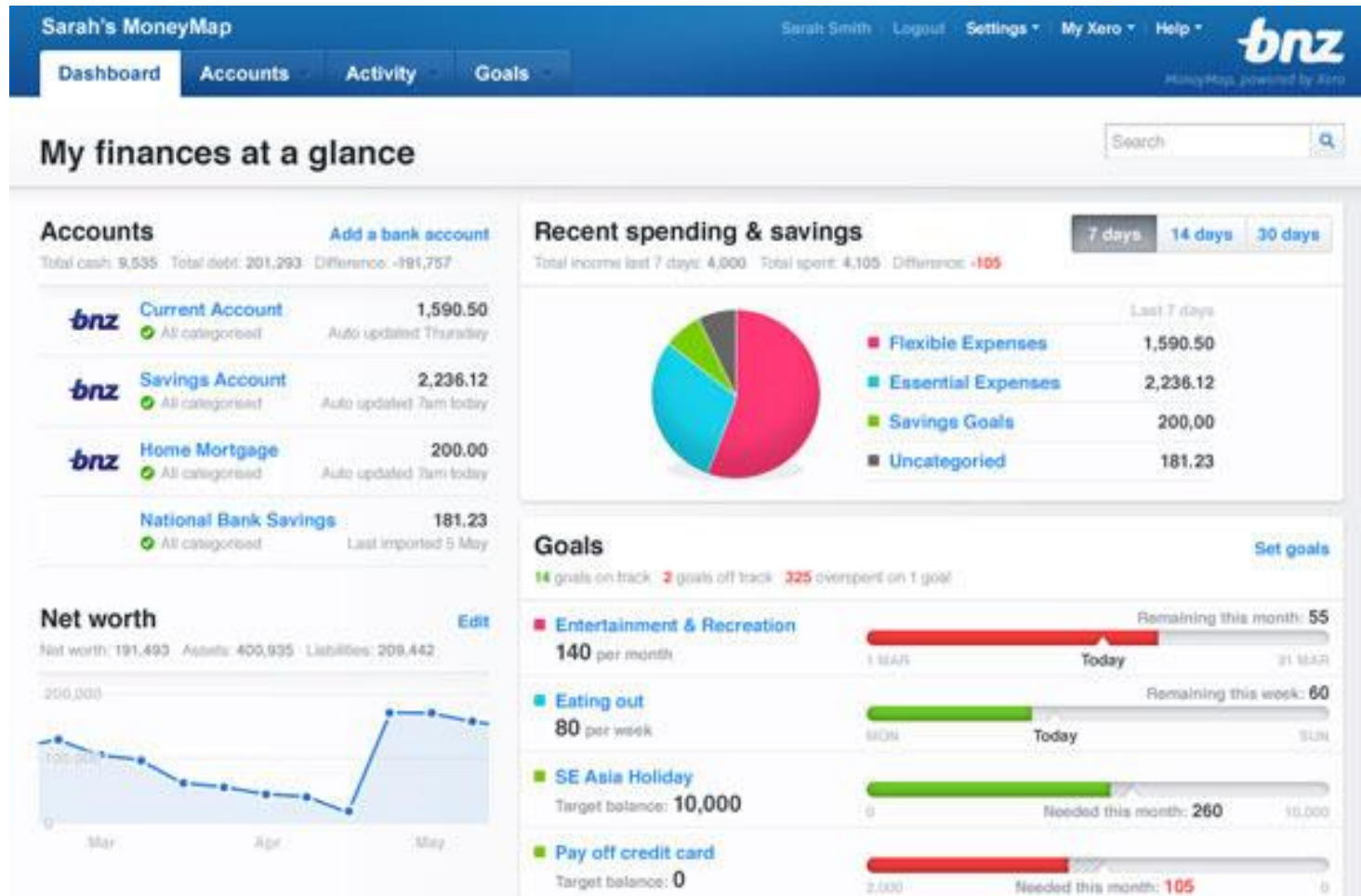
Partner

**Commercial
Deals
Joint
Ventures**

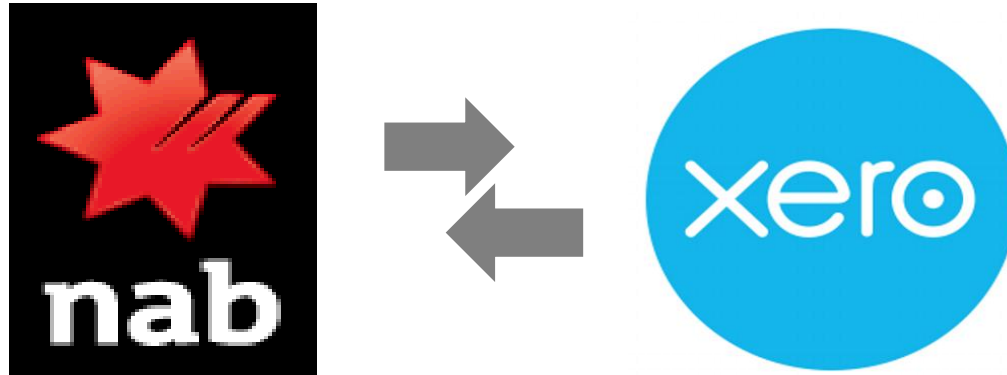
Buy

**NAB
Ventures**

Strategic Investment – XERO



Strategic Investment – XERO



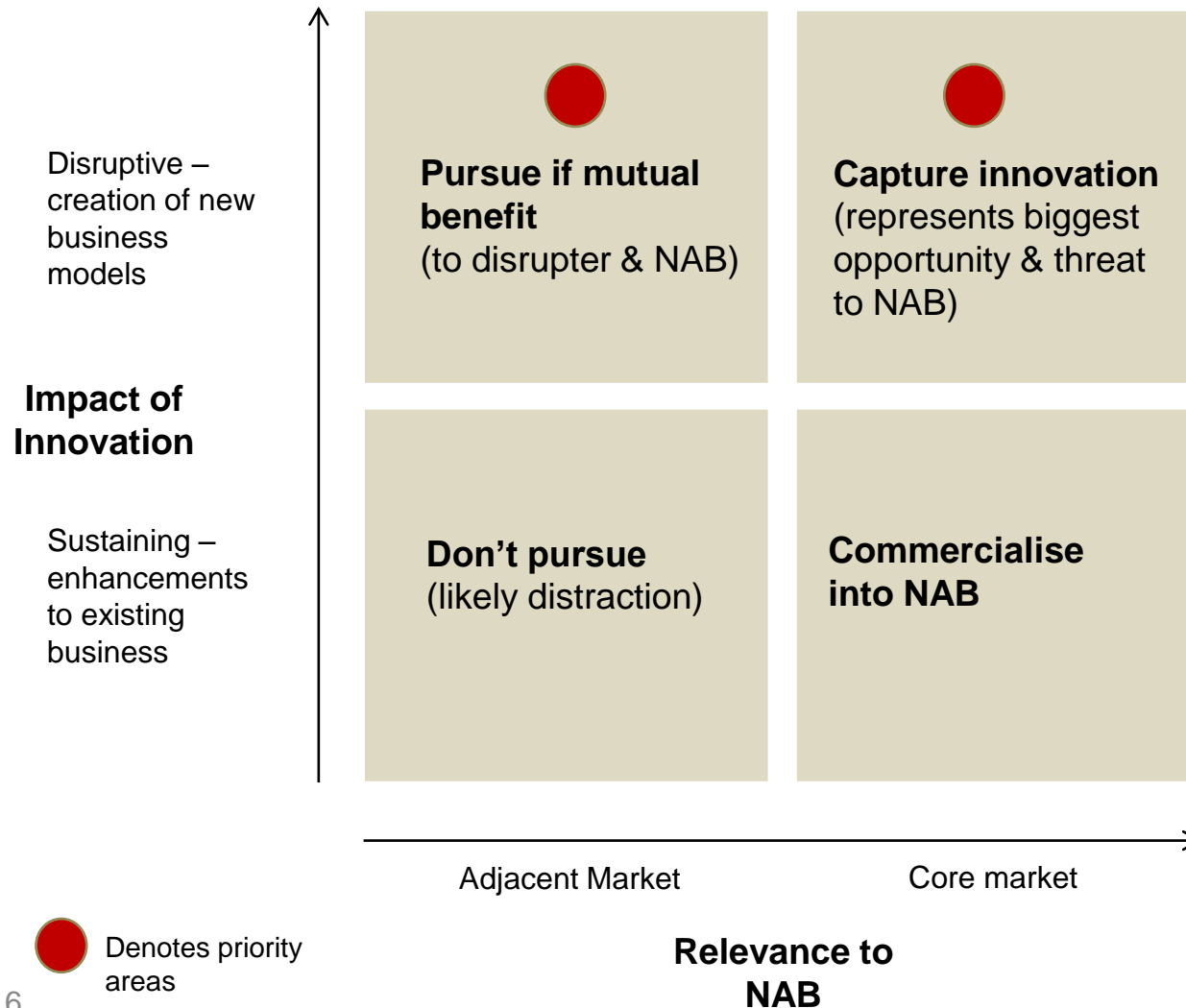
Market leading bank integration

Simplifying the accounting process by setting up of bank feeds between NAB and Xero. This can be done in less than a minute and entirely online within NAB Internet Banking.

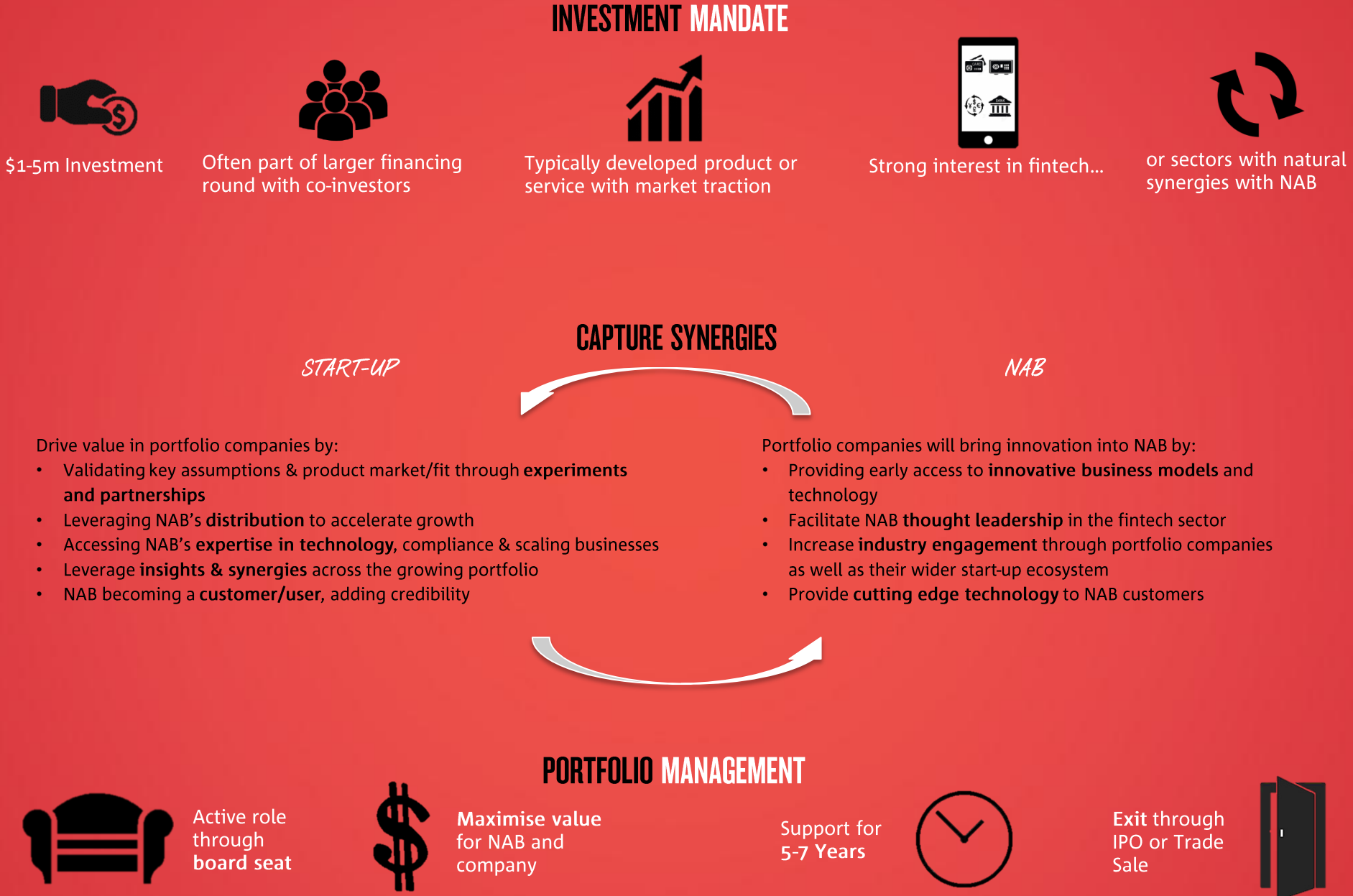
Australian first lending lead integration

Customers can consent to sending reports with pre-existing Xero data to NAB. Our bankers will call back within 2 business days to have an informed lending conversation.

Strategic investments in businesses with capabilities aligned to NAV



NAB Ventures



NAB Ventures Investments



**Payments Sector
Company -
Confidential**

**Payments Sector
Company -
Confidential**