



CANTILAN BANK

10.23.17 RBAP SYMPOSIUM | TANYA HOTCHKISS, EVP OF CBI

DIGITISING BANKING SERVICES: CLOUD BANKING TECHNOLOGY

CHALLENGES AND OPPORTUNITIES IN RURAL BANKING



PHILIPPINES

FINANCIAL INCLUSION

43 branches and offices

Strategically located across Mindanao and Leyte

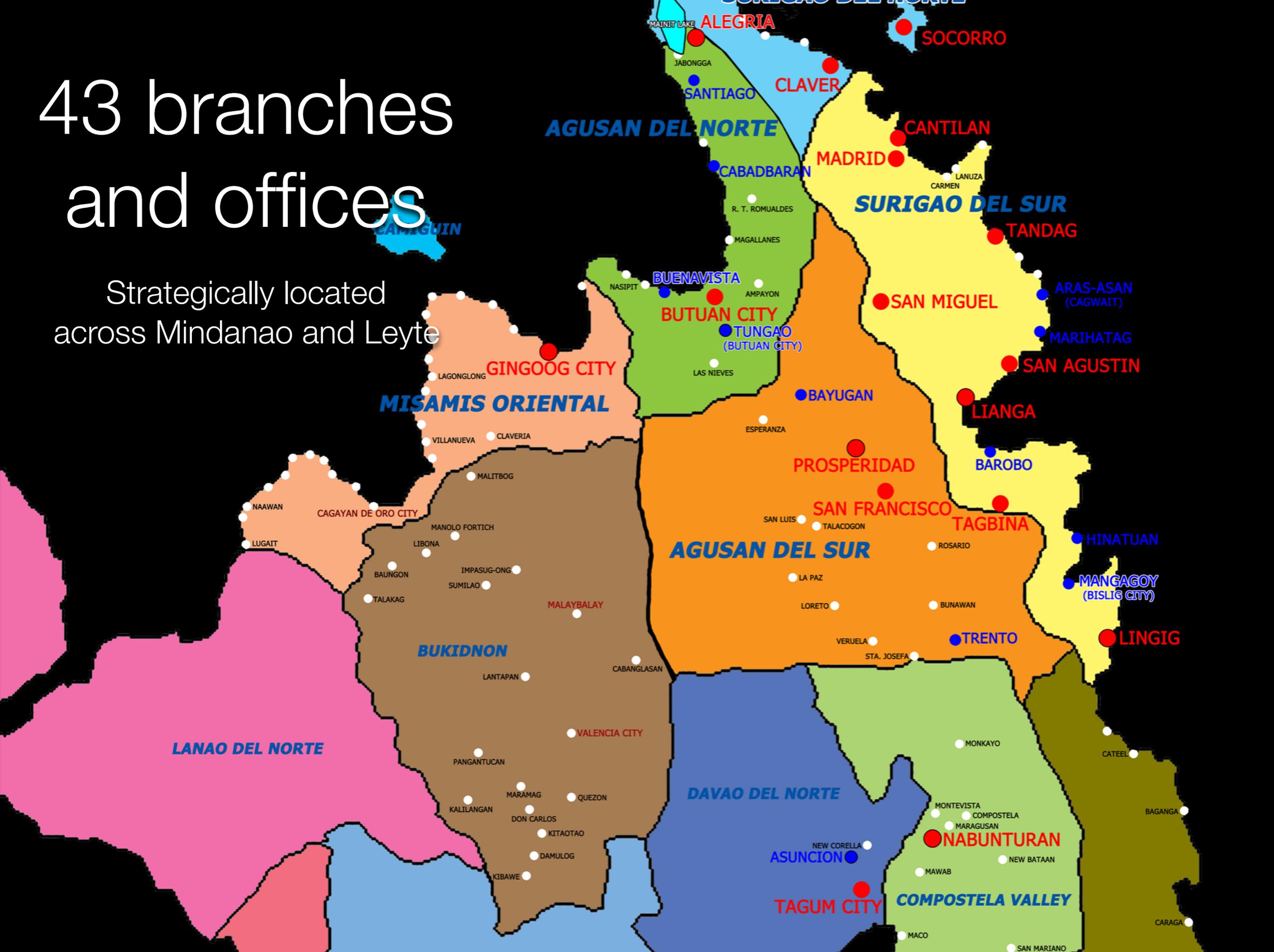




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**86% OF FILIPINO HOUSEHOLDS DO NOT
HAVE A BANK ACCOUNT**



**40% OF
UNBANKED
TOWNS ARE
LOCATED IN
MINDANAO**

**RURAL BANKS =
FINANCIALLY EXCLUDED**

**RURAL BANKING AND FINANCIAL
INCLUSION:**

**THE REAL COST OF DOING
BUSINESS**





JAGNY USA
MARSHAL
Track 6

PALAWAN

Sa P0.77 nga kantidad,
matagamtamag ang
atong seguridad!
CB KALINGA
Pangasinan State University - San Carlos Campus
Pangasinan State University - San Carlos Campus
Pangasinan State University - San Carlos Campus

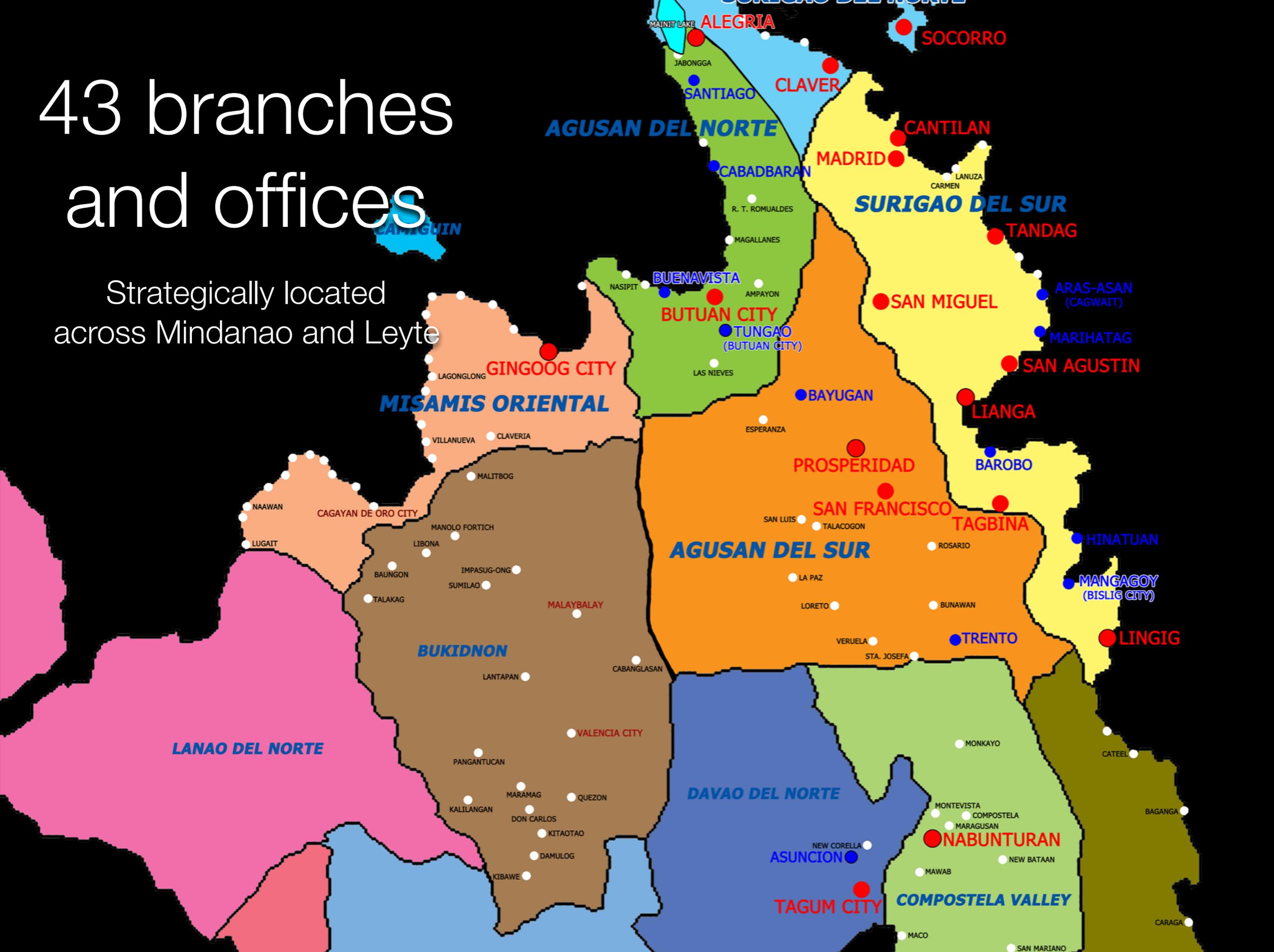


SESSION HALL

1. BRICK-AND- MORTAR PRESENCE

43 branches and offices

Strategically located across Mindanao and Leyte



2. DISPROPORTIONATE COST OF ICT AND BACKUP POWER SYSTEMS

WHAT DOES IT COST TO RUN A NETWORK
OF BRANCHES ACROSS MINDANAO?



3. OPERATIONAL, IT, BUSINESS CONTINUITY, AND COMPLIANCE RISK

**IN SUM, RURAL BANKS ARE
EXPECTED TO DELIVER BASIC
FINANCIAL INFRASTRUCTURE
DESPITE THE LACK OF
AFFORDABLE & ROBUST
PHYSICAL AND ICT
INFRASTRUCTURE**



**RURAL BANKS =
FIRST MILE IN FINANCIAL INCLUSION**



#1

DIGITIZATION THROUGH CLOUD

**DIGITIZATION IS THE PROCESS OF
USING TOOLS AND TECHNOLOGY
TO IMPROVE JOURNEYS.**

DIGITIZATION

- ▶ Digital tools have the capacity to **transform customer-facing journeys** in powerful ways, often by creating the potential for self-service.
- ▶ Digital can also **reshape time-consuming transactional and manual tasks that are part of internal journeys**, especially when multiple systems are involved.

**CLOUD COMPUTING
OR SAAS: WHAT IS IT?**

CLOUD

- ▶ What is cloud computing? https://www.youtube.com/watch?v=ae_DKNwK_ms 3:19
- ▶ What is cloud computing SaaS? <https://www.youtube.com/watch?v=xiOJMhY2IAU> 3:06
- ▶ Changes to computer thinking <https://www.youtube.com/watch?v=J9LK6EtxzgM> 5:38



CLOUD

- > a **utility**: only pay for what you use
- > enables businesses to **EXACTLY align technology expenditure with requirements**

CLOUD GIVES YOU ACCESS TO:

> BEST IN CLASS SECURITY

> COMPLIANCE

> TRANSPARENCY

> SCALABILITY

> RELIABILITY OF SYSTEMS



**CLOUD
SOFTWARE-AS-A-
SERVICE (SAAS)**

**CLOUD: LEAVES THE IT TO
THE IT PROFESSIONALS;
MAKES US BETTER BANKS**

CANTILAN BANK'S

DIGITAL TRANSFORMATION

**TO WIN THE DIGITAL
BATTLE, WE MUST DRIVE
UP:**

- + CUSTOMER RELATIONSHIPS**
- + STRUCTURAL SECURITY**
- + MULTI-CHANNEL CAPABILITIES**
- + STABILITY**
- + SPEED**

HIGH-TECH AND HIGH TOUCH



**RURAL BANKS + KEY PARTNERS
MUST DRIVE DOWN COSTS AND
RISKS THROUGH TECHNOLOGY**



JOINT MEDIA EVENT JULY 26, 2017:
ADB, CANTILAN BANK, ORADIAN

“The pioneering introduction of cloud banking in the Philippines is a key moment in solving the challenges of financial inclusion. Cloud technology can upgrade the competitiveness of rural banks and enable them to provide affordable, high quality financial services. With this in mind, we are excited to support and observe the collaboration of Oradian, the ADB, and Cantilan Bank.”

BSP GOV. ESPENILLA, JULY 26, 2017

KEY PERFORMANCE INDICATORS

FASTER TIME-TO-MARKET

A photograph of a modern, two-story Cantilan Bank building. The building is light-colored with a gold-colored decorative border along the roofline. The Cantilan Bank logo, a stylized gold leaf, is mounted on the wall above the name "CANTILAN BANK" in blue, three-dimensional letters. The building features large windows with green-tinted glass and a balcony with a white metal railing. A blue awning is visible over the entrance area. The sky is blue with light clouds, and there are palm trees in the foreground.


CANTILAN BANK

KEY PERFORMANCE INDICATORS

COST REDUCTION



COST REDUCTION

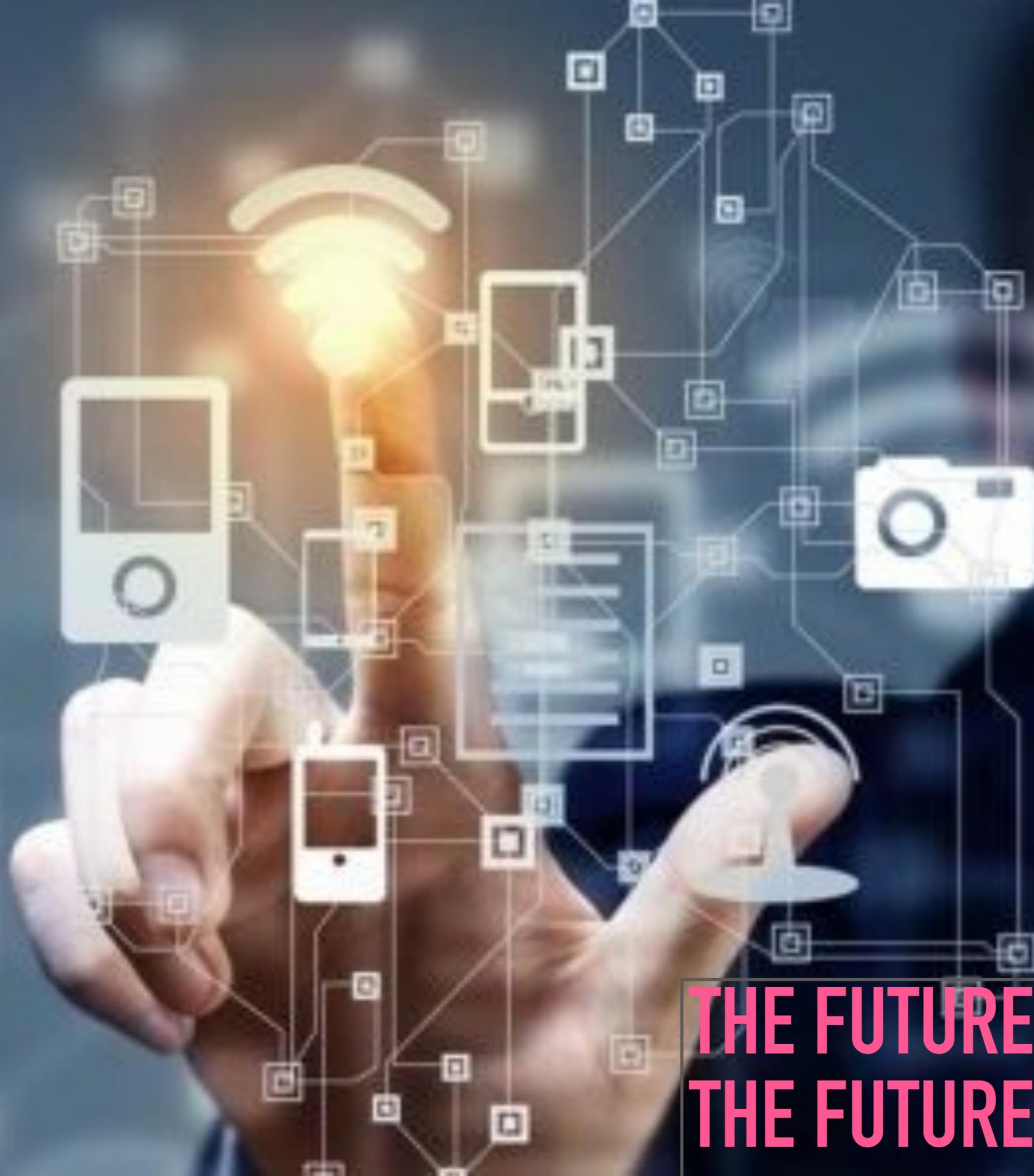
- ▶ Outsourcing to the cloud through Instafin's SaaS model, can significantly mitigate and even eliminate associated IT, operational, and business continuity risks.
- ▶ Real-time monitoring helps optimize asset risk management and mitigates operational, strategic, and regulatory compliance risks.
- ▶ Direct positive implications on Cost and Operational efficiency. Consequently, such gains can lead to optimal use of capital.

KEY PERFORMANCE INDICATORS

SERVICE QUALITY IMPROVEMENT



CLOUD GIVE US A DOUBLE WIN OF CUTTING COSTS WHILE BRINGING THE INSTITUTION CLOSER TO THE CLIENT, MAKING OUR SERVICES MORE FLEXIBLE AND RESPONSIVE TO THEIR NEEDS AND MARKET CHANGES.



**THE FUTURE IS DIGITAL.
THE FUTURE IS HERE.**

**AN INVESTMENT IN
KNOWLEDGE ALWAYS PAYS
THE BEST INTEREST.**

Benjamin Franklin

Thank you
Daghang salamat



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