OPENING PLENARY

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Let’s talk about the accountants’ market around the digitalization
Everybody talks about « automatization », and predicts the disappearance of accountants, but the reality is completely different.
Job shortage is going to become one of the biggest challenges of our profession.
• Satisfaction is really high in our sector because of price / quality ratio
• Assistance is our key role
• We are the companion of the entrepreneur
Demand for automatization is weak.

How manage two type of clients?
• Fintech wants a big jump
• Big jump needs to be motivated and stay a winner
Accountant is a very trustable partner of the enterprise.

TRUSTABILITY = Proximity X Skills X Credibility

Availability

80%
Belgium is an SMB market
1,9 Mio Business actors in Belgium
98,6% less than 10 employees
« Go to market » seems to be the main issue of « digital solution » to get and transform SME
Accountant could be the miracle solution!
DIGITAL TRANSFORMATION

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Relevance of Fintech  X  Prescription, Support & Assistance  X  Integration

Competition
« Cooperation is not an idea, it is the solution for many of you »
Agenda of Today

• Who’s FinTech Belgium?
• Facts & Figures
• FinTech members: opportunity or threat?
• Business case: collaboration between accountants & Monizze
• Debate with Emmanuel Degrève
Who’s FinTech Belgium?

Our Mission

1. To actively and tangibly promote the FinTech sector in Belgium and Belgian FinTechs abroad
2. Platform for dialogue with regulators and other parties
3. To share the experience, knowledge and information within and outside the community

Federating / representing the Belgian FinTechs

- 1460+ Members
- 3430+ followers
- 1430+ FinTechers
- +1300 members
Belgian Venture Capital (‘15–’17) : Total “Tech” versus “Fintech”

**Total Tech VC Market**

€514m raised in 3 years

**Total FinTech VC Market**

€55m+ raised in 3 years

Where smart money is going

If we look at the investments made by the 30 most active investors (“smart money”), we can observe #IoT #deeptech and #fintech as trending sectors.
Facts & Figures

Fintechs in Belgium are at the beginning of their ascent. All fundraisings in recent years have been completed for Seed and Series A rounds.

Fintechs in Belgium are quite diversified across industries: from payment methods to blockchain solutions.

The most important service is infrastructure & enabling technologies, which often takes the form of ERP. The payment is mainly represented by apps.
FinTech members: opportunity or threat?

Financing & investment solutions
- BeeBonds
- Co-liby
- medirect.be
- edebex
- open collective
- EASYVEST

Payment solutions
- spreds
- angel.me
- Blanco
- raizers
- SlimPay
- monizze
- Klarna
- tricount
- sign2pay

Blockchain & crypto
- intellect
- osmosis
- BBS
- BALTIC BANKING SERVICE
- Belgian Mobile
- BUWAY
- playpass
- pom
- digiteal
- KOALABOXX
- EOala
- ibanity
- Moneytrans online services
- ingenico
- thanksys

Infrastructure & Enabling Technologies
- LOYALTEx
- IBANFIRST
- interpay
- Priceloom
- theglue
- accountable
- Guard Square
- Agil-r
donnis
- SBF
- recovr
- theglue
- data.bis
- Ebury
- What borders?
- datylon
- zapptax
- NETERIUM
- SKWAREL

Neobank & insurtech
- raizers
- birdee
- TRADEROUTER
- swanest
- Harmonity
- docbyte
- ELIMITY
- SHADOW
- MASON SOLUTIONS
- drebbel
- Cashforce
- Unified Post
- silverfin
- NACTUM
- intix
- CODA BOX

Members: opportunity or threat?
Business case: Monizze, a FinTecher

- Entered in 2011 the market to provide an alternative to entrepreneurs and SMEs by focusing on a digital solution (electronic meal vouchers).

- Our Need: a strong and innovative “go-to-market”

- Our Finding: “the Role of accountants” as advisors for our potential customers

- Our Collaboration: Offer accountant customers (largely SME)
  - a custom-made & easy-to-use solution (100% digital, No hassle)
  - a competitive pricing
  - a responsive & efficient after sales service.

- Example: we develop automatic order feature to reduce the administration.
Thank you!
Any questions?

Jean-Louis Van Houwe
President FinTech Belgium & CEO Monizze
Thank you

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