

GEORGETOWN FINTECH

AN INTRODUCTION

CLUB MISSION

1) ORIGINAL RESEARCH

FinTech is all about unique and innovative solutions to *revolutionize* traditional financial services. As such, we aspire to deliver unparalleled, best-in-class insight into various subsectors of FinTech.

Research will broadly split into two main branches:

- 1) Current and future applications of FinTech
- 2) FinTech related equity research

Unlike typical student-run groups, we will not paraphrase and recite figures off published reports, but focus on conducting fundamental, top-down analysis and coming up with *our own* numbers.



GEORGETOWN FINTECH
FALL 2018 RESEARCH PAPER
Mobile Payments

GEORGETOWN FINTECH
FALL 2018 RESEARCH PAPER
Venture Capital

Analysis of FinTech Venture Capital Funding
This paper draws on a comprehensive dataset from Crunchbase to postulate several key trends in the venture capital industry's funding of fintech startups. By assessing the amount of funding allocated to companies over time, by sub-sector, and geographic regions, we identify several relevant trends in the space and attempt to connect them to form a coherent picture of the funding landscape. Focusing on the past two decades, we present four key inflection points for the industry, observe transitions in funding by sector over time, and present a thesis on the increasing geographic distribution of fintech companies. To further illustrate our points, we delve into the business and policy ramifications of these trends in case studies of Ant Financial and SoftBank, analyzing the global impact of an outlier company in China and an outlier fund in Japan respectively.

Mobile Payment Systems in Kenya
In this paper, we take a deep dive into the history, potential, and likely players in African mobile payments. The uptake for mobile payments adoption in Africa is the highest in the world, with countries such as Kenya seeing a significant portion of its GDP financed through mobile payments. We also examine the regulatory, political and legal ramifications of this wide scale adoption. We look at M-PESA and TransferWise as two primary monetary transfer applications and examine their product offerings and the advantages that these offerings provide. Decreasing the cost of credit through inexpensive information transfer serves to democratize lending, with wide-ranging implications for the African and global economy.

Medium Articles
Our very own members have used the Medium space to share their two cents regarding an array of subjects affecting the fintech landscape. Click [HERE](#) to check out these insightful op-ed's! Find two of these articles below:

Company Spotlight: Credit Karma
By Andrew Siegin
Fintech startups focused on personal finance are everywhere, and Credit Karma has established itself as one of leading fintech startups on the globe. "How" you ask? Check out what Andrew thinks is the company's key to success [here!](#)

Cryptocurrencies are Speculative Assets, Nothing More
By Angela Gladkikh
Crypto, blockchain, bitcoin... that's all we hear nowadays! Cryptocurrencies emerged as a new form of digital "money" to ensure security and reduced payment costs during the transaction process. However without any government and economic policies banking it up, where does the "money" component come into play? Angela debunks the frenzy around crypto [here!](#)

credit karma



CLUB MISSION



2) MENTORSHIP AND DEVELOPMENT

The Project Managers you will work with are carefully selected future-leaders of FinTech and related fields. Incoming associates and analysts will first undergo a specially designed boot-camp to gain a *practical* understanding of financial infrastructure and the critical thinking skills necessary to conduct in-depth research. Combined with *intimate* resume, cover letter, networking workshops, and of course, social events, know that Georgetown FinTech will *have your back* during recruiting season and all of your time at the hilltop.



CLUB MISSION



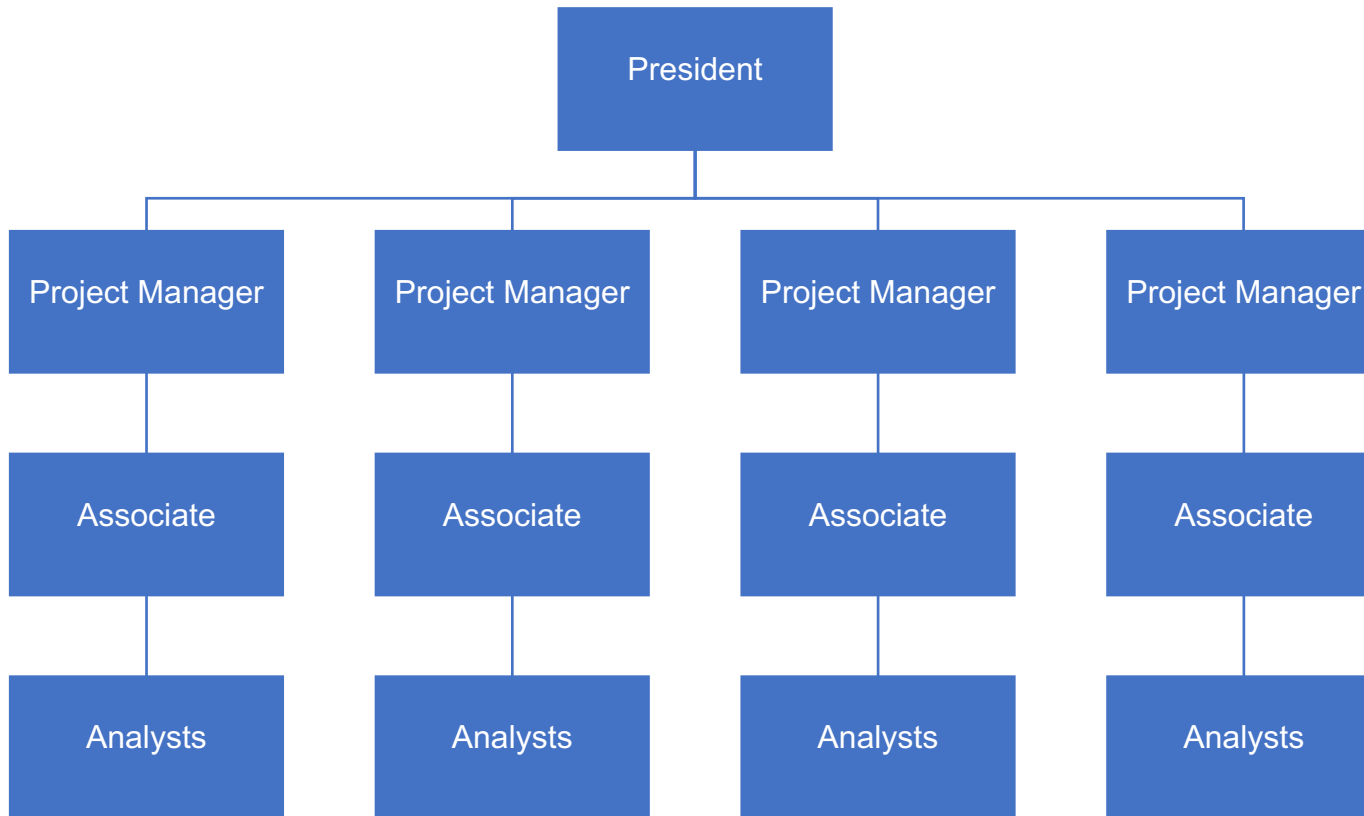
3) EXPANSIVE NETWORK

At the end of each semester, we will pitch our research to a group of panelists currently working in FinTech or related fields and receive *practical, real world critique*. This creates excellent *hiring opportunities* for deserving analysts and associates.

We also boast a unique partnership with Georgetown FinTech's MBA branch - as a member of the undergraduate branch, you will have special access to MBA FinTech speaker events. Checkout where Georgetown FinTech Undergraduates and MBAs have worked or interned at...



CLUB STRUCTURE



REPORT

- At most 8 US letter pages

POWERPOINT DECK

- At most 15 minutes
- Minimal text
- No script when presenting

CONTENT REQUIREMENTS

- Original graphs and charts (no screenshots)
- No referrals to sell-side, buy-side, consulting, and seeking alpha reports
- Professionally formatted
- Presents 3 – 5 original key theses with a convincing market story

*We are here to provide the best learning experiences for you, so the structure is subject to change depending on the needs of our incoming class.

THE EXCHANGE



| YEAR | FRESHMAN / SOPHOMORE | SOPHOMORE / JUNIOR | JUNIOR / SENIOR |
|----------------------|--|--|--|
| POSITION | ANALYST | ASSOCIATE | PROJECT MANAGER |
| WHAT'S IN IT FOR YOU | <ul style="list-style-type: none"> - Learn how to use PowerPoint, Excel, and conduct original research. - Hiring opportunities and networking referrals. - On route to become an associate. - Practical boot-camp, resume and networking workshop. - A beautifully formatted report that <i>you made</i> to bring to interviews. - Mentorship and social events. | <ul style="list-style-type: none"> - Learn how to lead original research. - Hiring opportunities and networking referrals. - On route to become a PM. - A beautifully formatted report that <i>you managed</i> to bring to interviews. - Mentorship and social events. | <ul style="list-style-type: none"> - A team of dedicated analysts and associates sharing a similar interest in the specific area of FinTech. - A beautifully formatted report that <i>you led</i>. - Intellectual autonomy. - Social events. |
| WHO WE WANT | <ul style="list-style-type: none"> - Genuine interest in FinTech. Previous background not necessary. - Sharp, ability to think on their own, teamwork skills. - Tough skin and a hard worker. - Comfortable with numbers. | <ul style="list-style-type: none"> - Genuine interest in FinTech. Previous background not mandatory. - Sharp, ability to think on their own, leadership skills. - Confident with quantitative research, excel, and PowerPoint. - Pursuing or confirmed professional summer experience. - Interested in becoming a PM. | <ul style="list-style-type: none"> - Someone who is genuinely interested in FinTech with a general idea of which direction they want to pursue before coming in. - Background in finance, economics, technology, research, and related fields. - Ability to be critical about other's work. - Management skills and stewardship. - Strong quantitative skills. - Professional summer experience. |