



**Henry J. and Erna D. Leir Research Institute
for Business, Technology, and Society**

Leir Research Institute's Virtual Conference 2021

**Disruptive Technologies, Regulations, Business –
Implications in the FinTech Industry**

Friday, August 27, 2021
9:00 A.M. - 1:00 P.M.

Presented by:
The Martin Tuchman School of Management

Leir Research Institute's Virtual Conference 2021

Disruptive Technologies, Regulations, Business – Implications in the FinTech Industry

Friday, August 27, 2021

9:00 A.M. - 1:00 P.M.



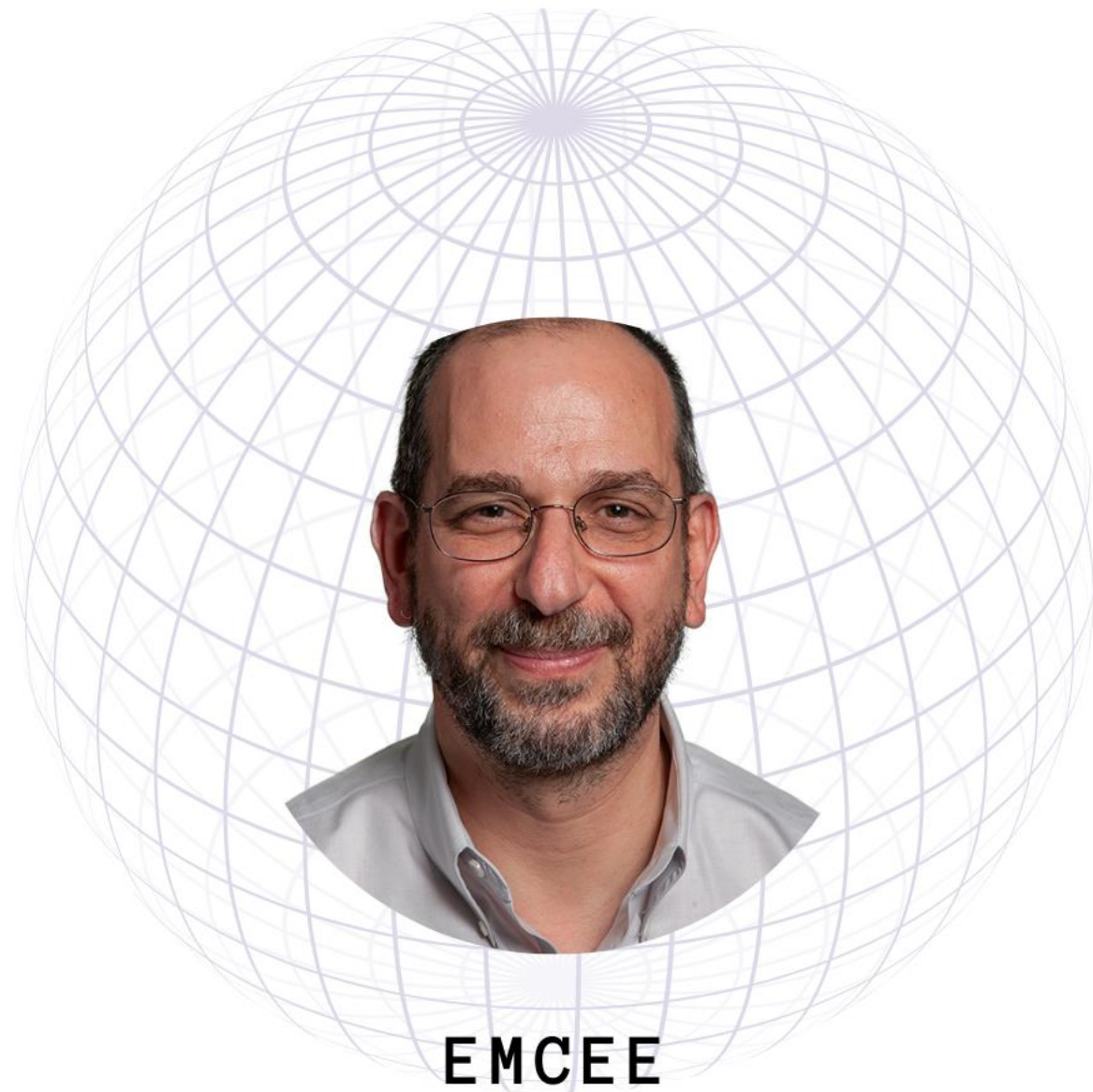
[New Jersey Institute of Technology](#)



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MICHAEL EHRLICH, PH.D.

**Director, Leir Research Institute
Associate Professor of Finance**

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OYA TUKEL, PH.D.

**Dean
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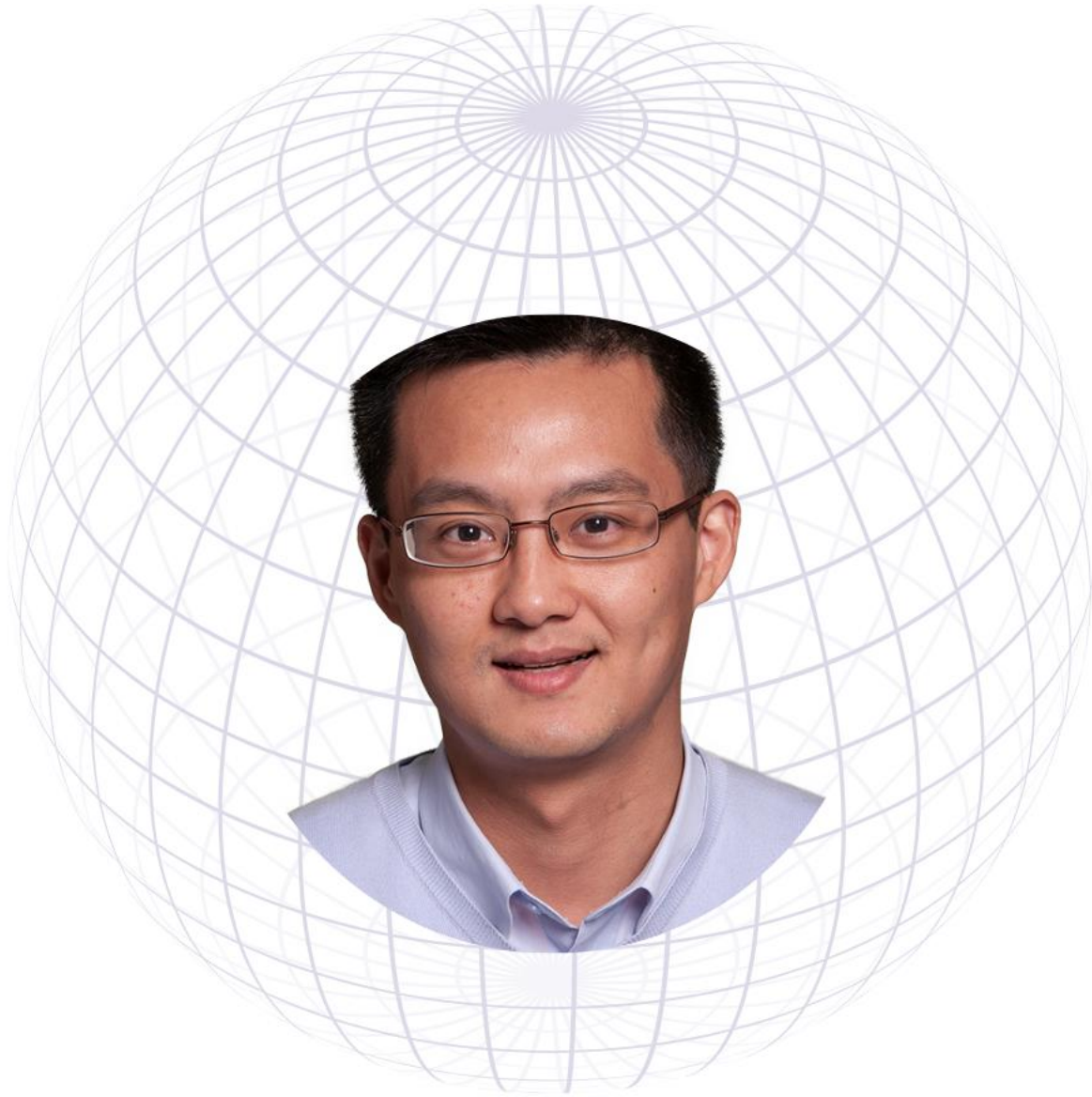
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FADI P. DEEK, PH.D.

**Provost and Senior Executive Vice
President**

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ZHIPENG YAN, PH.D.

**Associate Dean
Professor of Finance
Martin Tuchman School of Management**

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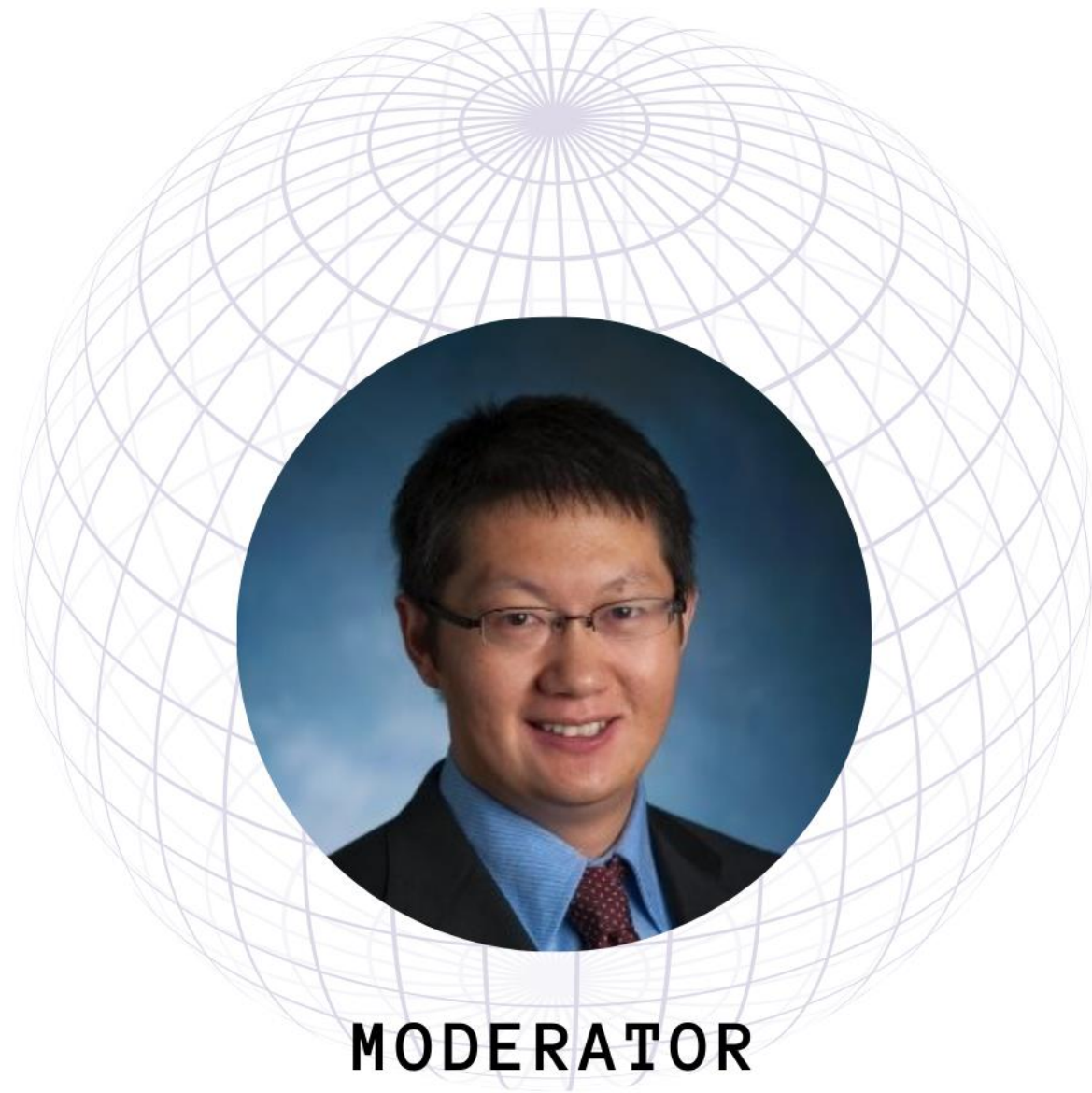
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for Business, Technology, and Society

Session # 1

Academic Overview of FinTech Research

Presented by:

The Martin Tuchman School of Management

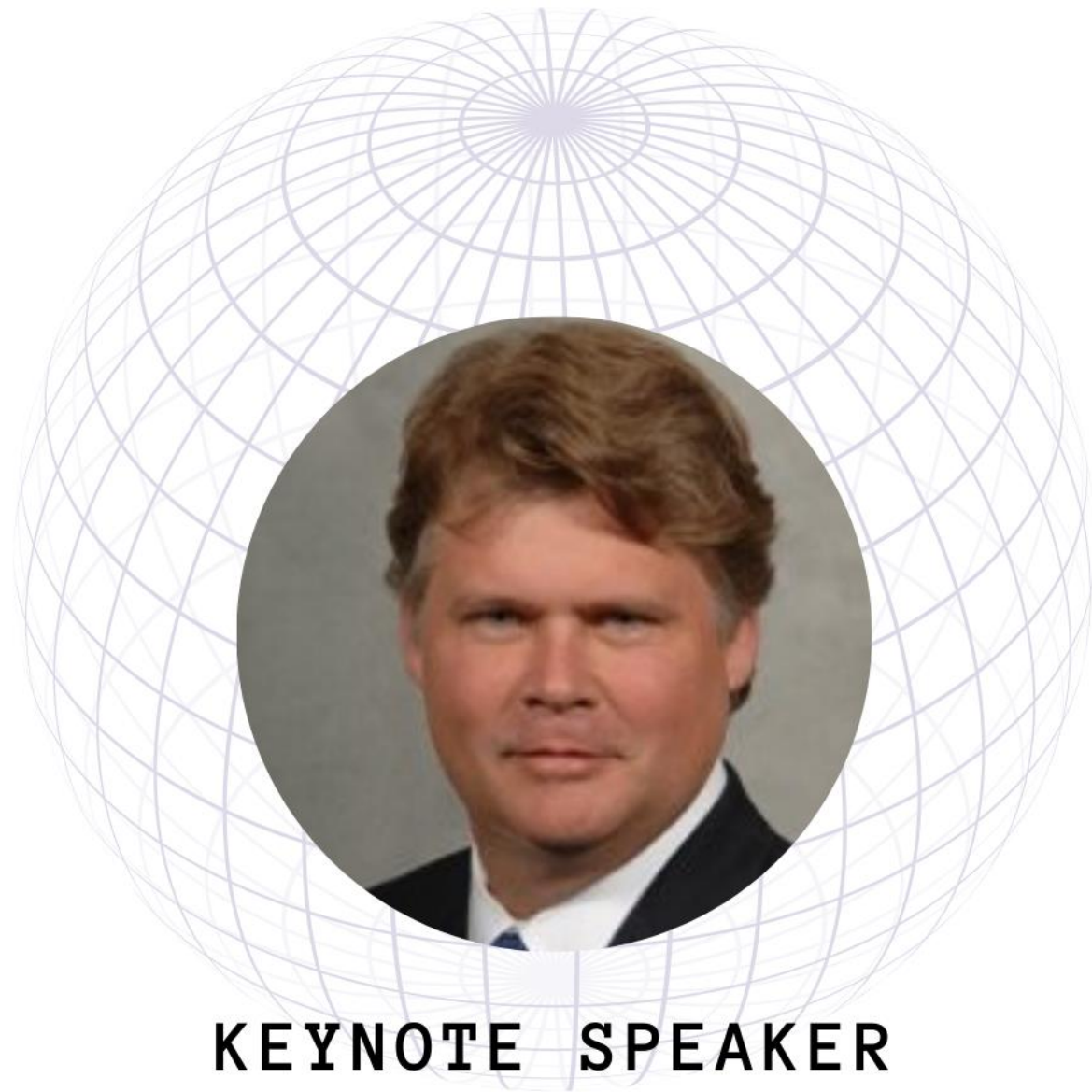


JIM SHI, PH.D.

**Leir Research Institute
Martin Tuchman School of Management**

MODERATOR

LEIR RESEARCH INSTITUTE CONFERENCE 2021



TUCKER BALCH, PH.D.
**Managing Director at J.P. Morgan AI
Research**

KEYNOTE SPEAKER

LEIR RESEARCH INSTITUTE CONFERENCE 2021

AI Research at J.P. Morgan

NJIT, August 2021

Tucker Balch, PhD

**Managing Director, J.P. Morgan AI Research
Professor, Georgia Institute of Technology**

J.P.Morgan Chase

>80%

of Fortune 500
companies

60M

Households

4M

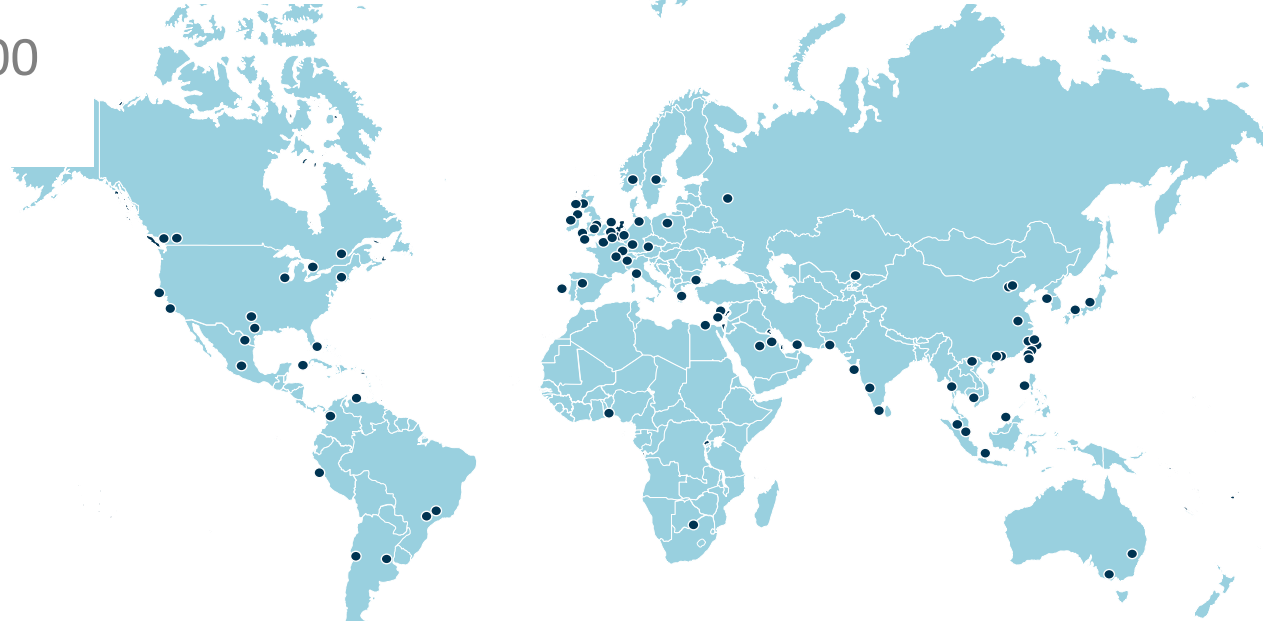
Small Businesses

>100

Markets

47M

Active digital
customers



5,000

U.S. Branches

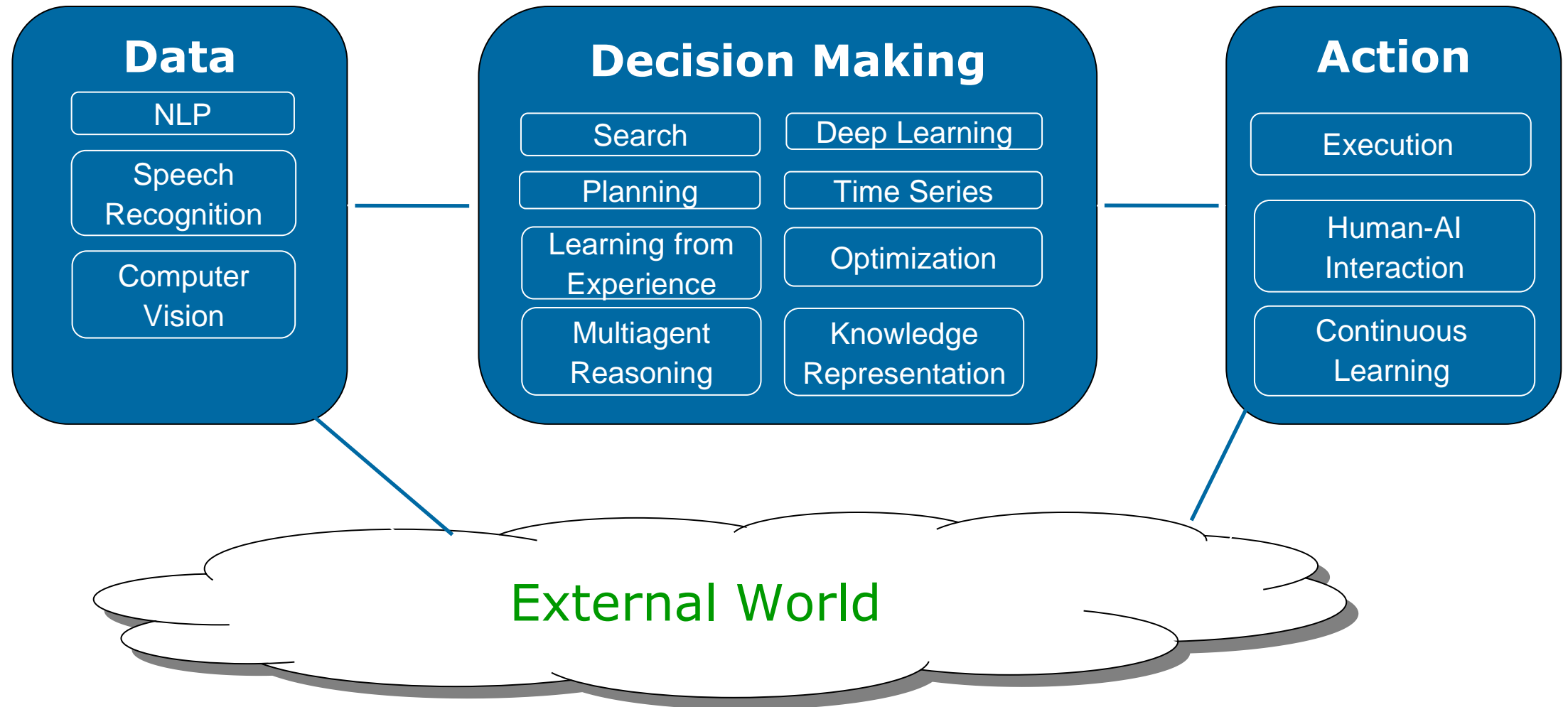
50k

Technologists

250k

Employees
60k in APAC
20k EMEA
3k LatAm

Artificial Intelligence



AI Research – Aspirational Goals

Domain

- AI to Predict and Affect **Economic Systems**
- AI to Liberate **Data Safely**
- AI to Eradicate **Financial Crime**

Stakeholders

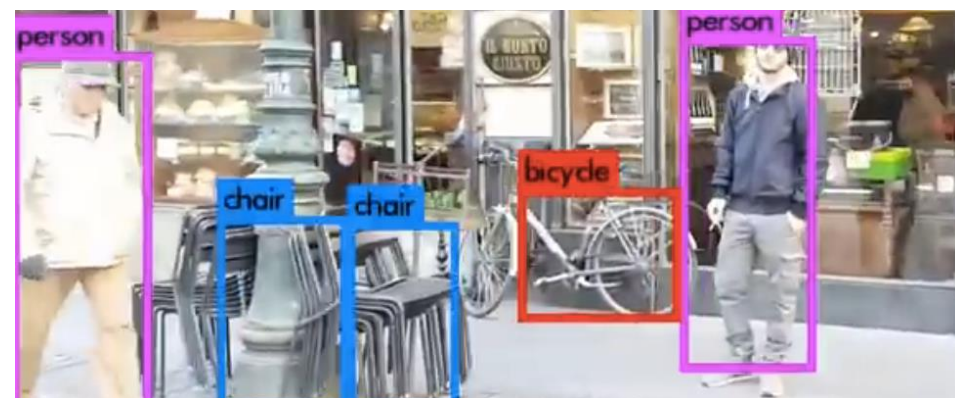
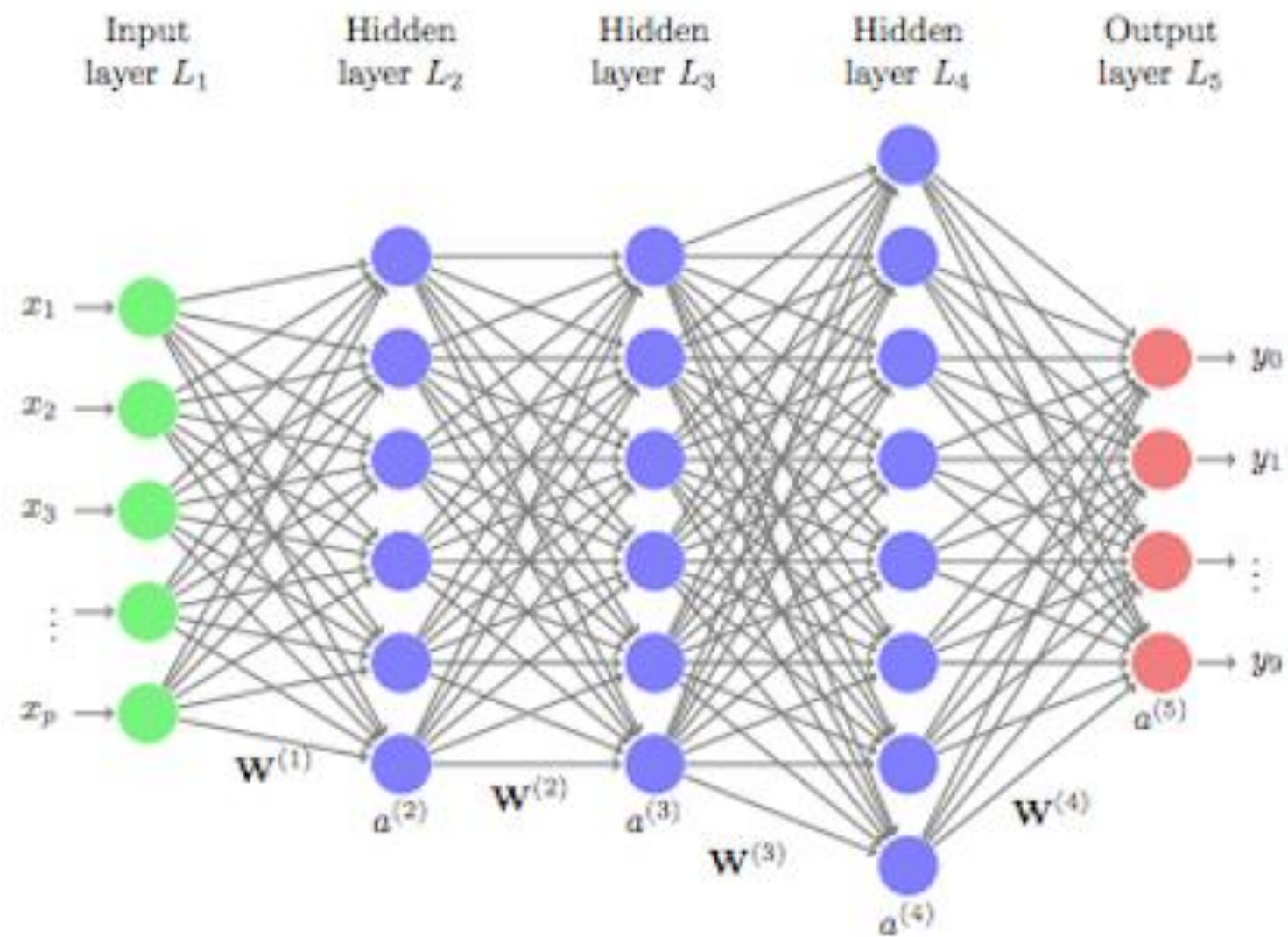
- AI to Empower **Employees**
- AI to Perfect **Client Experience**
- AI to Agentize **Policy Compliance**

Values

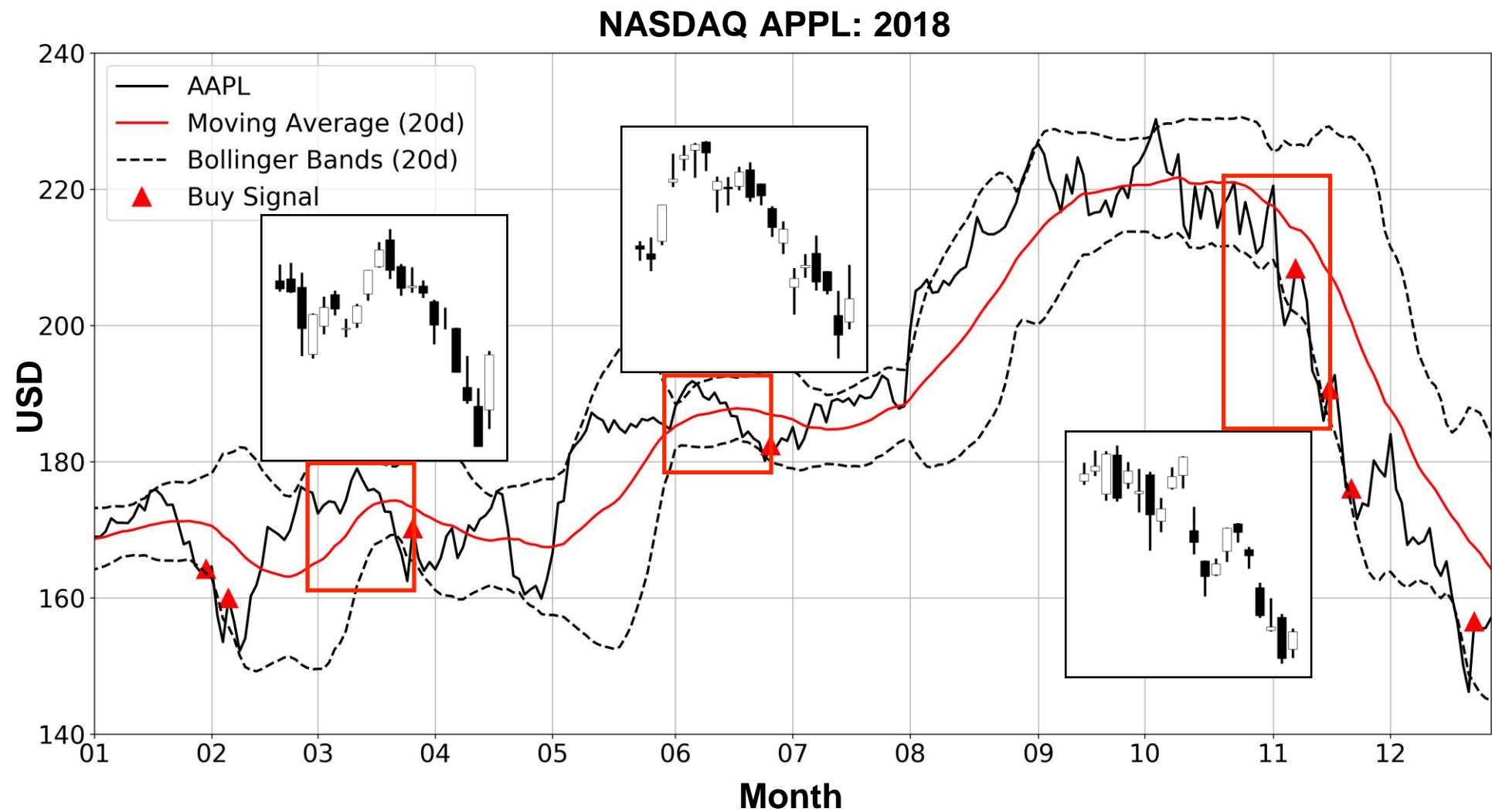
- **Establish Ethical and Socially Good AI**

Mondrian: Decisions from observing *images*

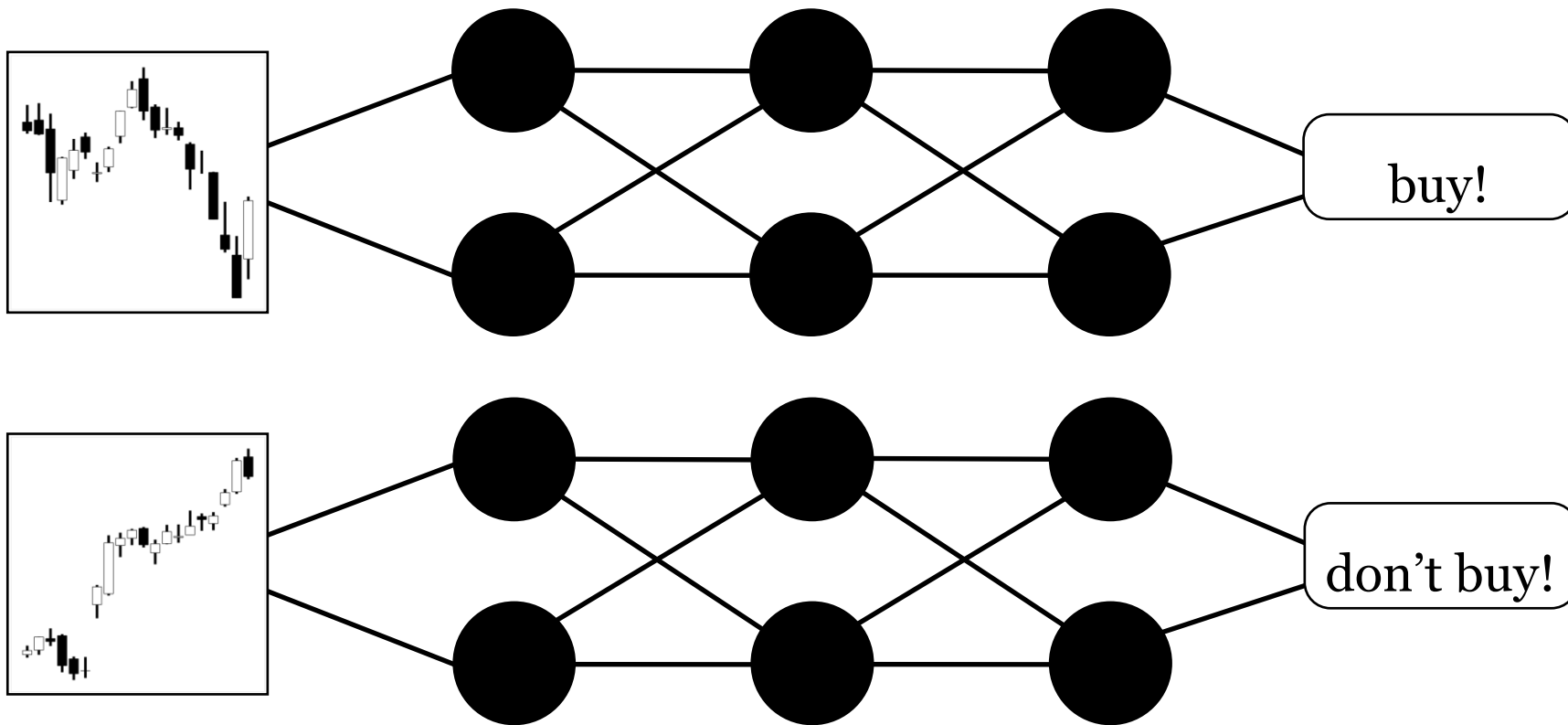
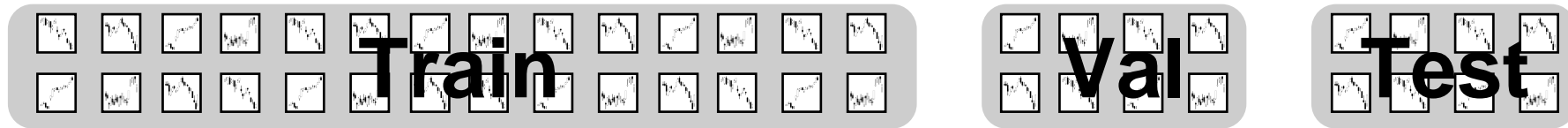




images

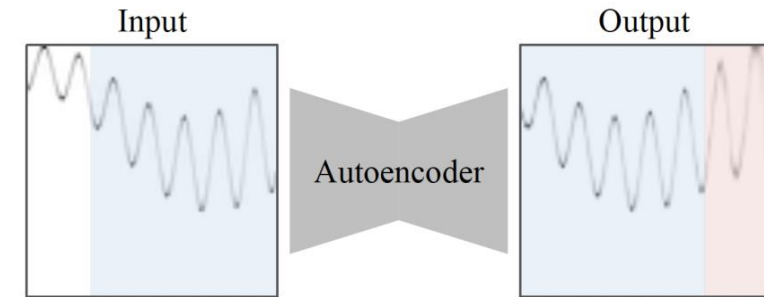
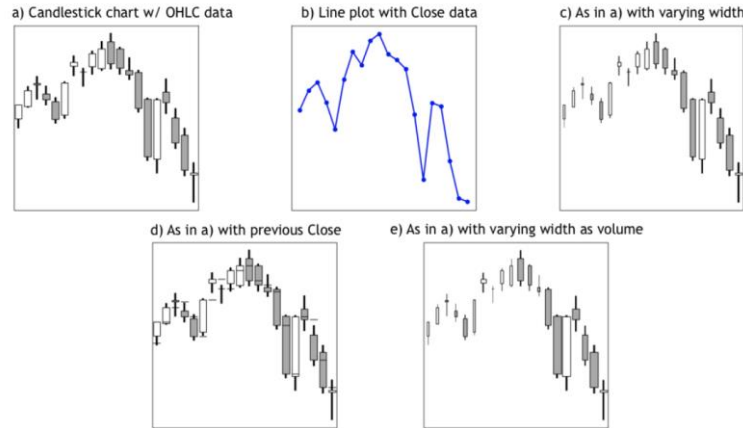


Images



Our model performs at 95% accuracy and 94% precision on historical S&P 500 data

Reasoning through Images

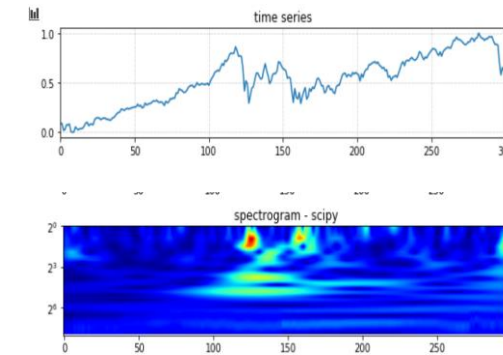


Mondrian-P: Time series and Image Prediction

Mondrian-C: Decision-Making Image Classification



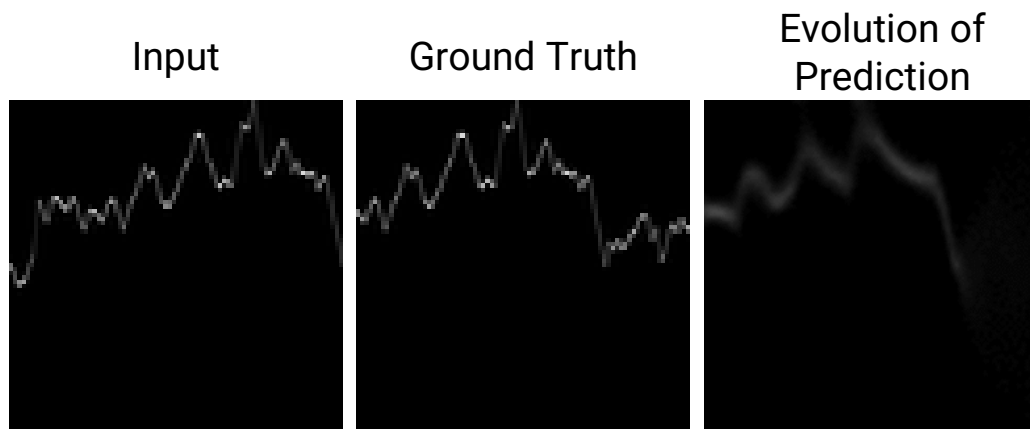
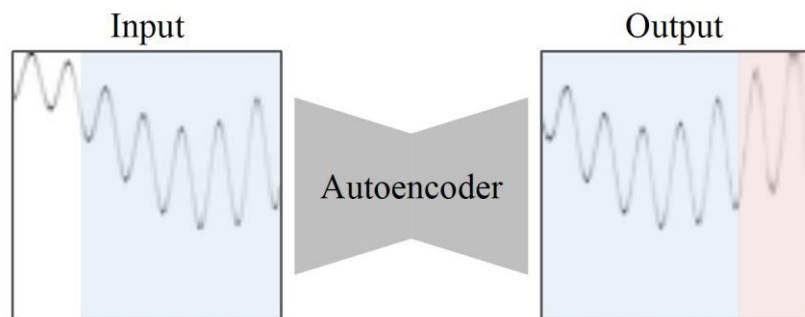
Mondrian-V: Time series and Video Prediction



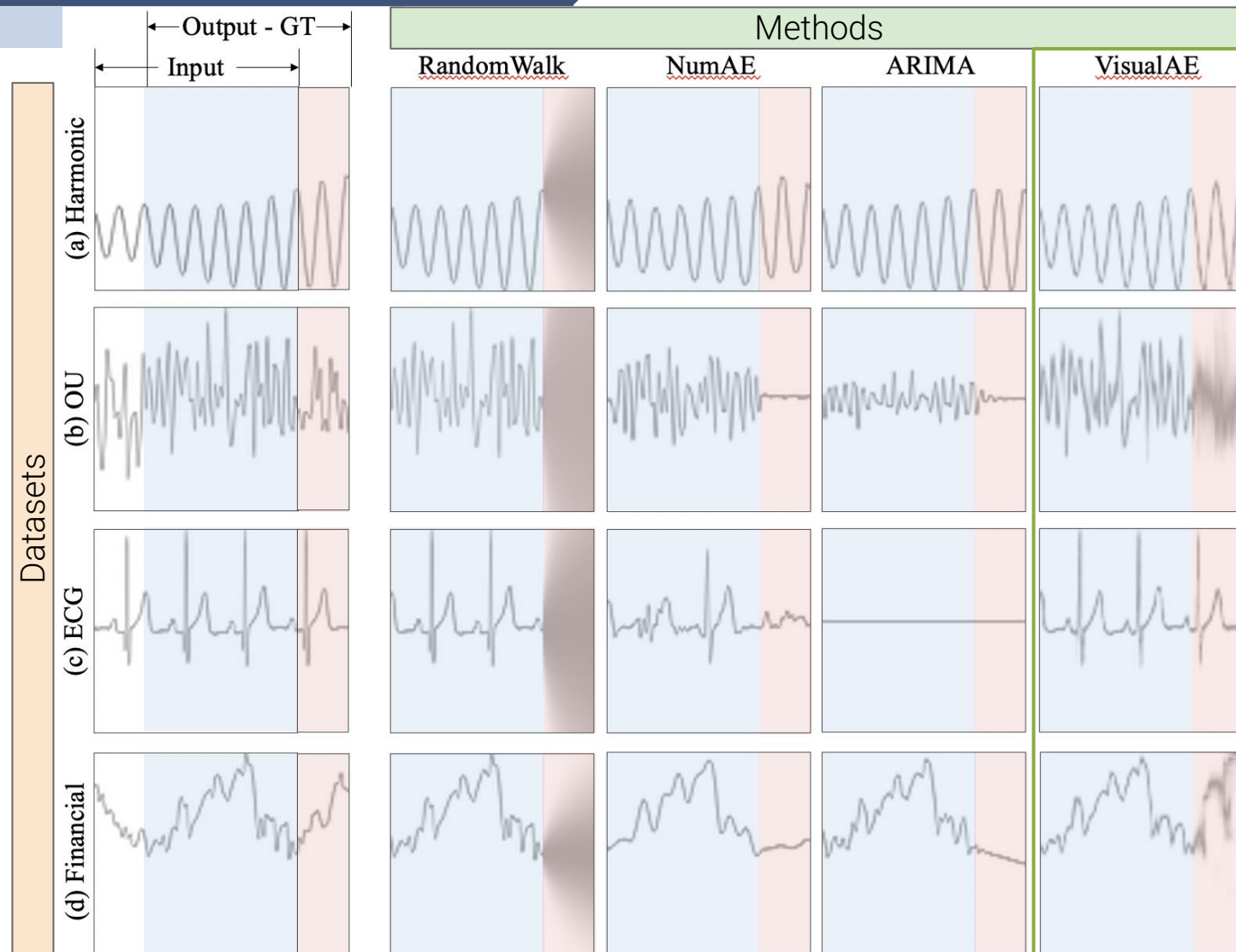
Mondrian-A: Visual Forecasting with Attention

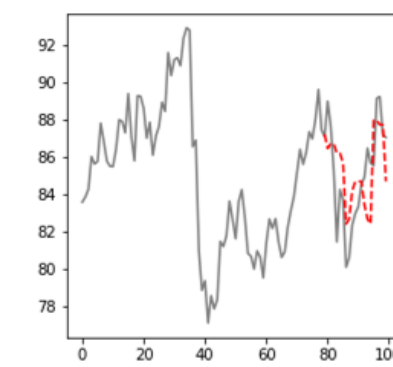
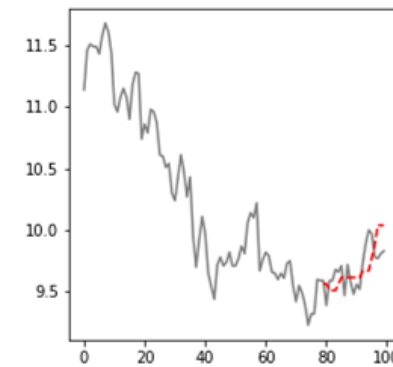
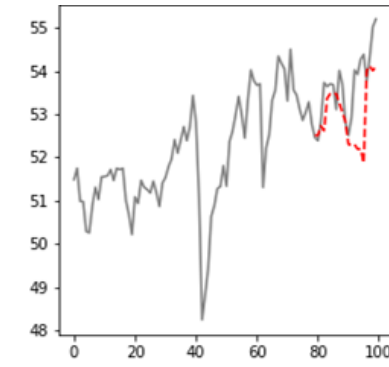
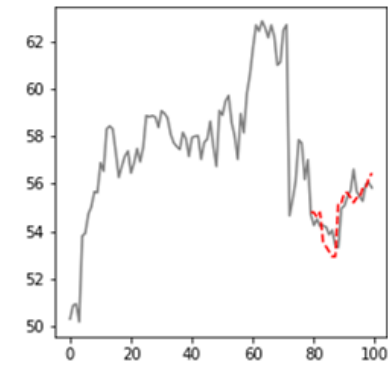
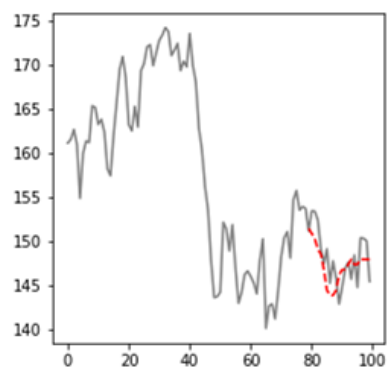
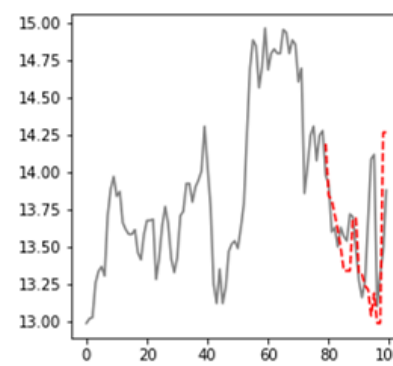
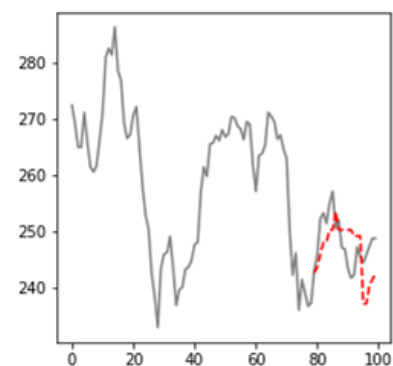
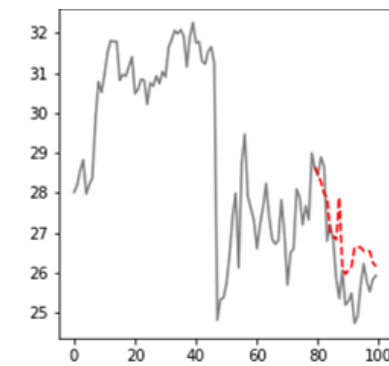
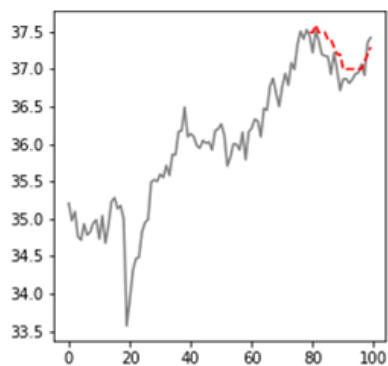
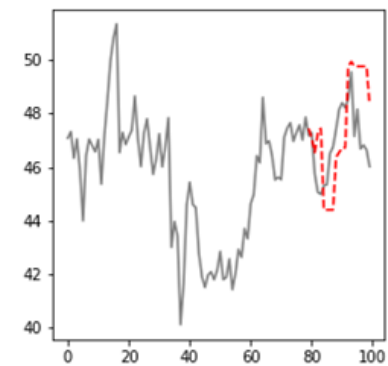
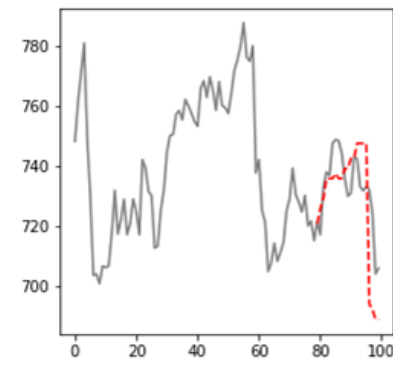
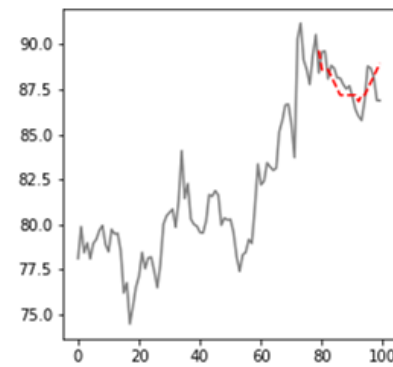
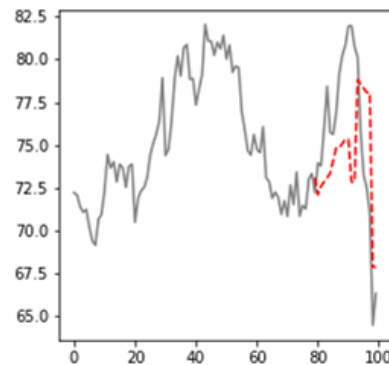
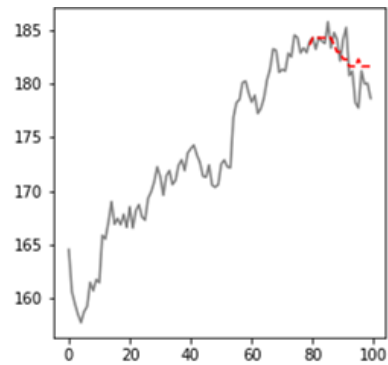
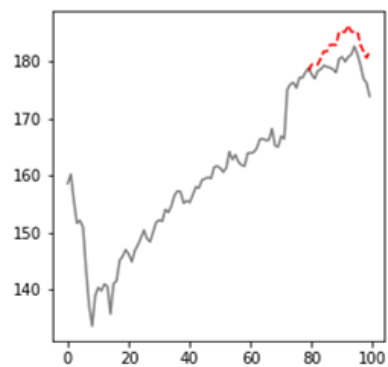


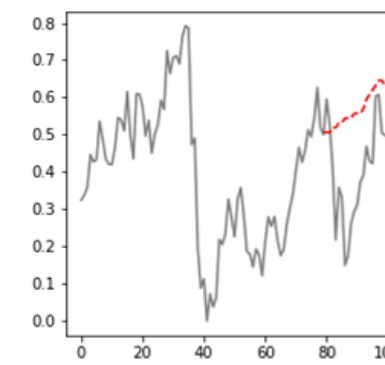
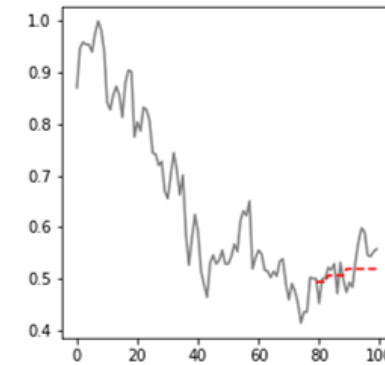
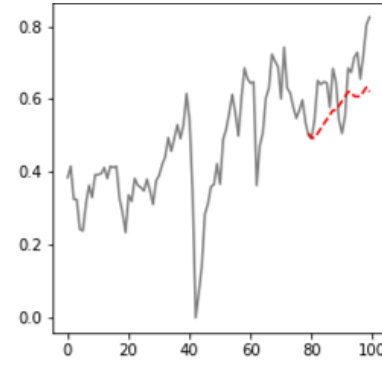
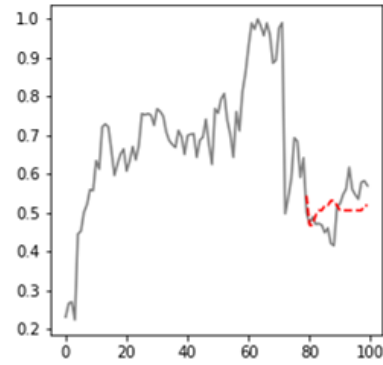
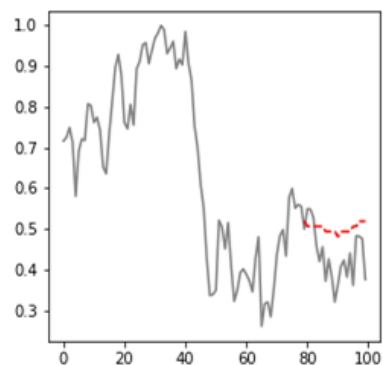
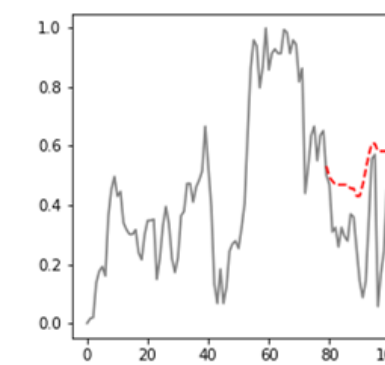
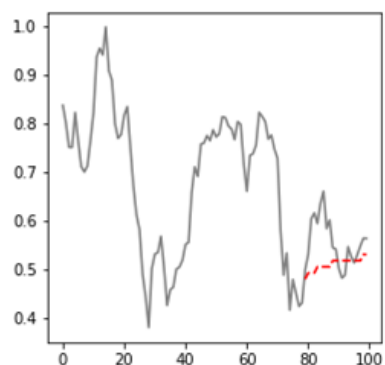
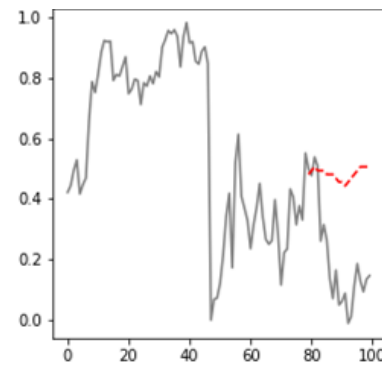
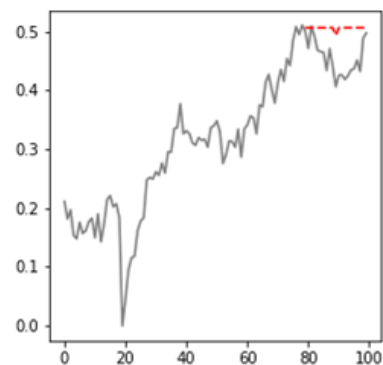
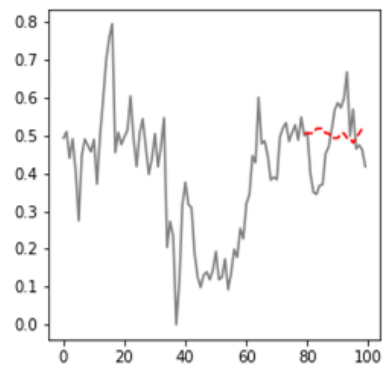
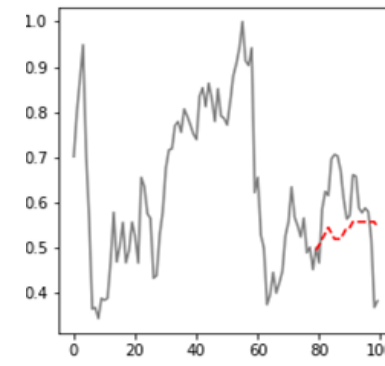
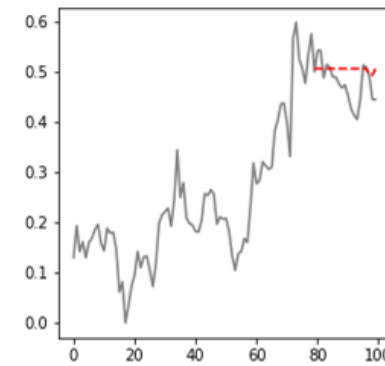
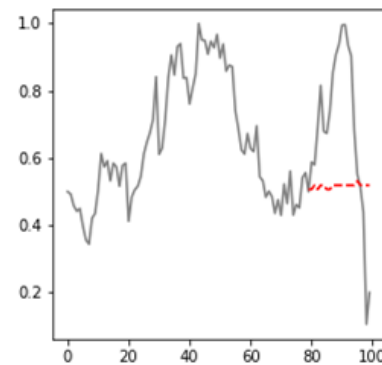
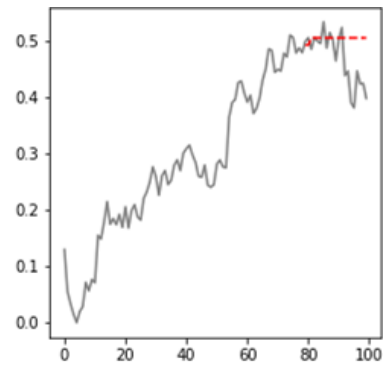
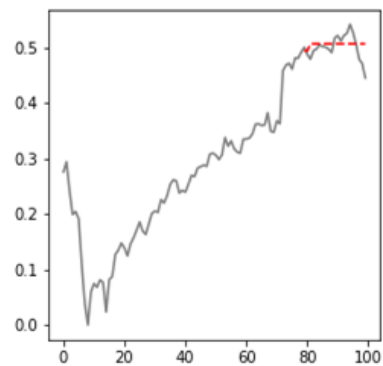
Mondrian-P: Prediction of future time series



AI RESEARCH



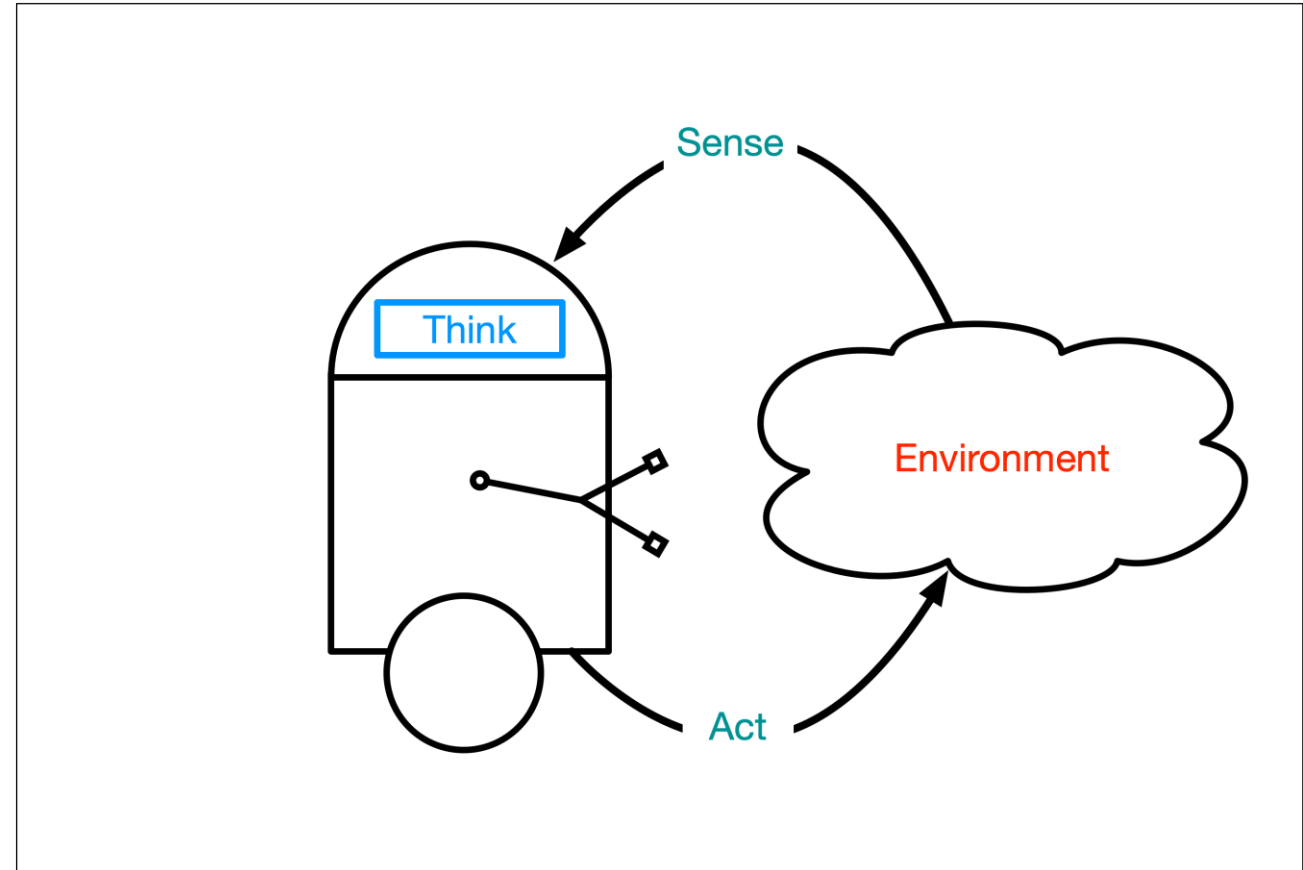




The Sense / Think / Act Cycle

AI software has *agency* to sense think and act:

- **Sensing:** Perceiving the agent's situation.
- **Thinking:** Reasoning about what to do.
- **Acting:** Transforming the environment.



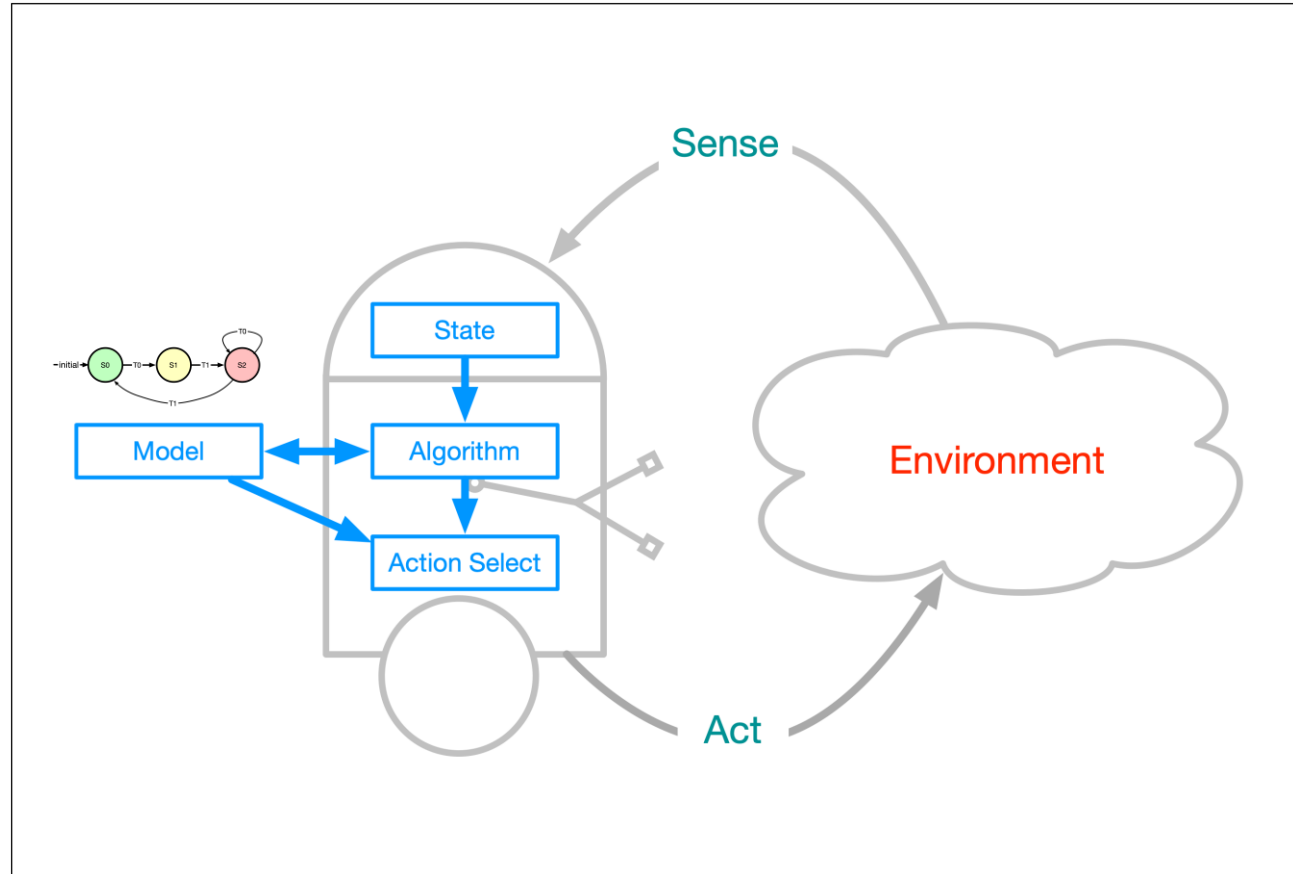
The “Think” Component in Detail

State: The agent’s perception of its current situation.

Algorithm: Method for reasoning about and updating the model (RL, Planning).

Model: A representation of the agent’s “program”.

Action Selection: Selects the best action based on the current Model and State.



How to Evaluate an Agent

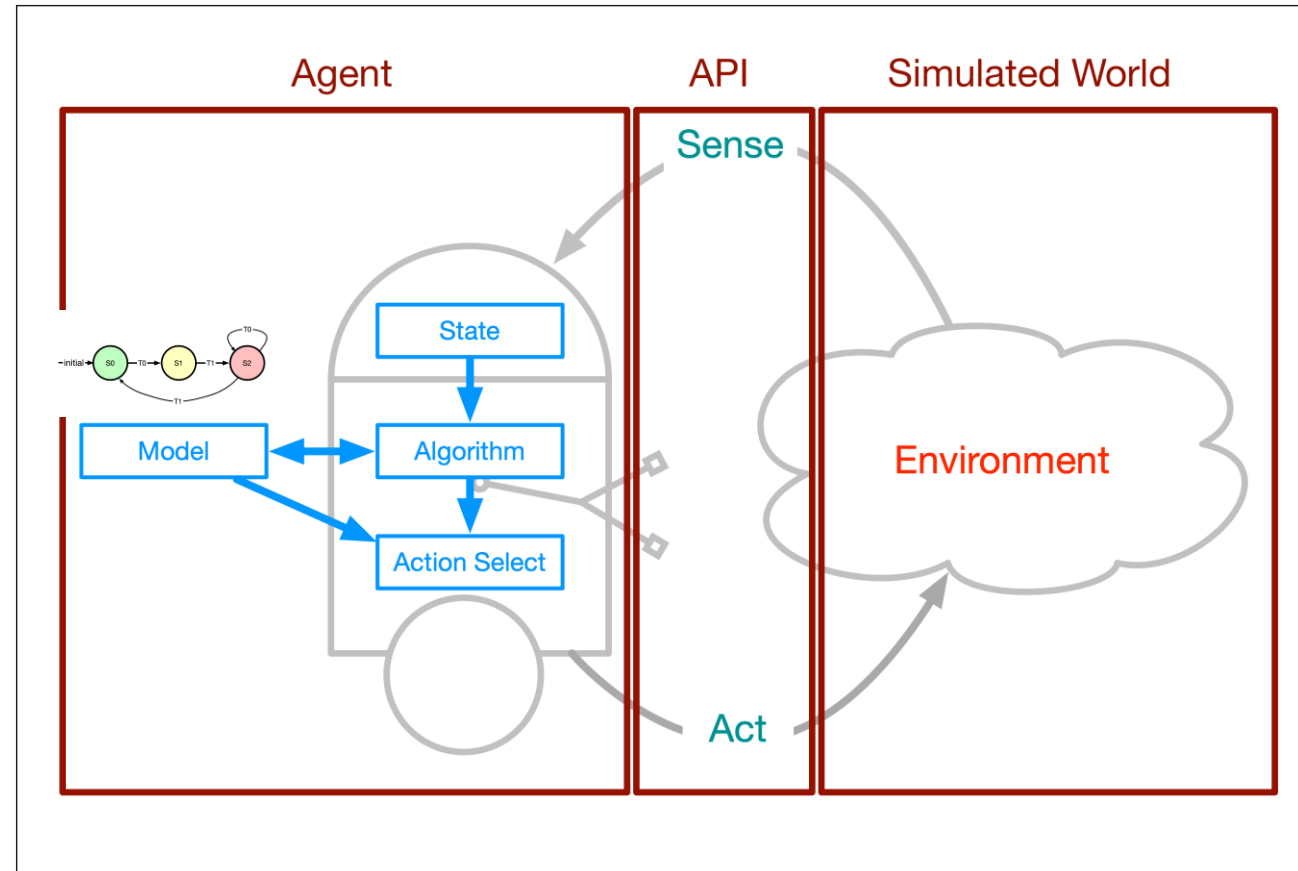
Run in the real world: Risky.

Simulation, separate components:

- ▷ Agent code and data.
- ▷ API.
- ▷ Simulated world.

Challenges with simulation:

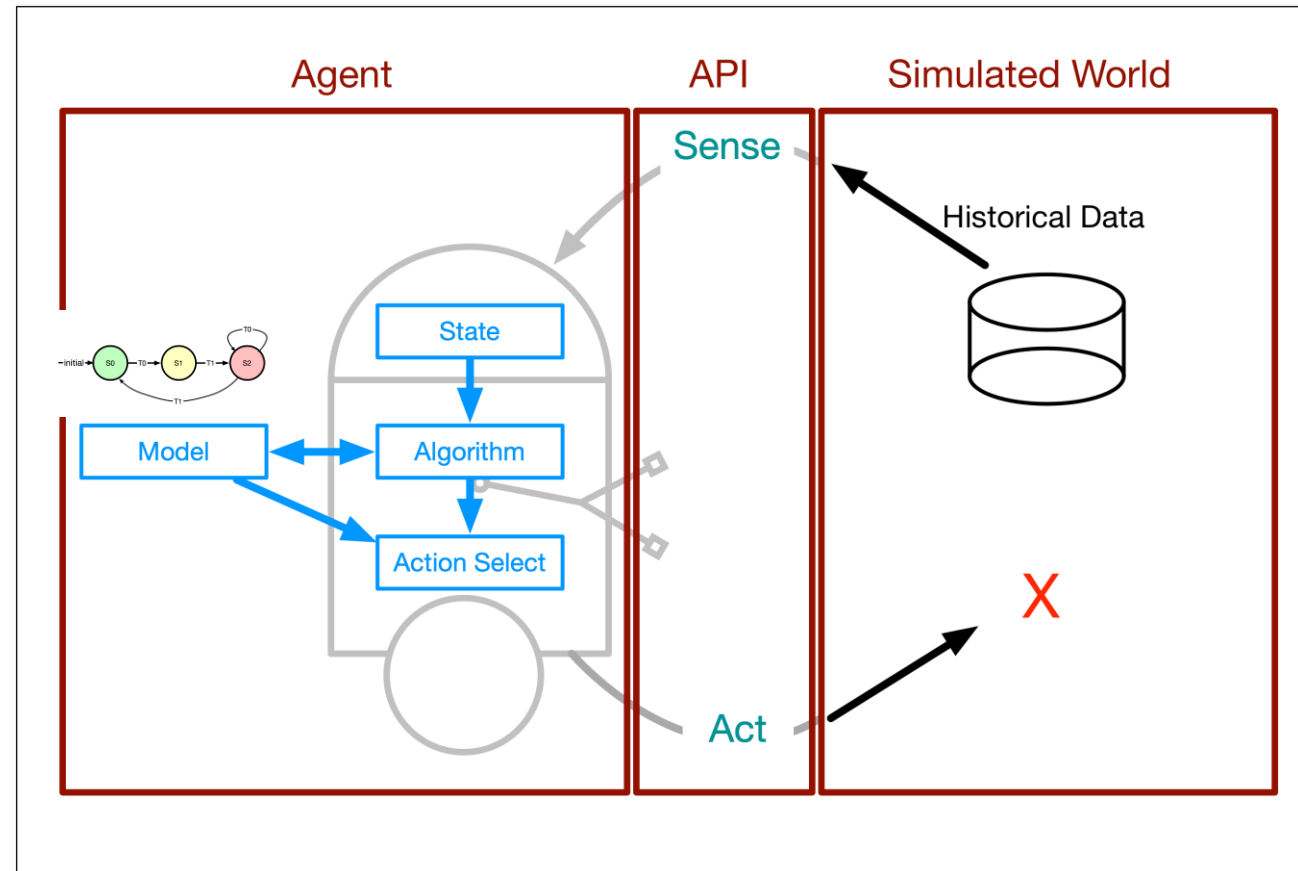
- ▷ Accuracy / calibration.
- ▷ Efficiency.



Simulation Method 1: Historical Replay

General Idea: Replay historical data (e.g., market prices) to the agent's sensors. Allow agent to respond and learn with respect to this data.

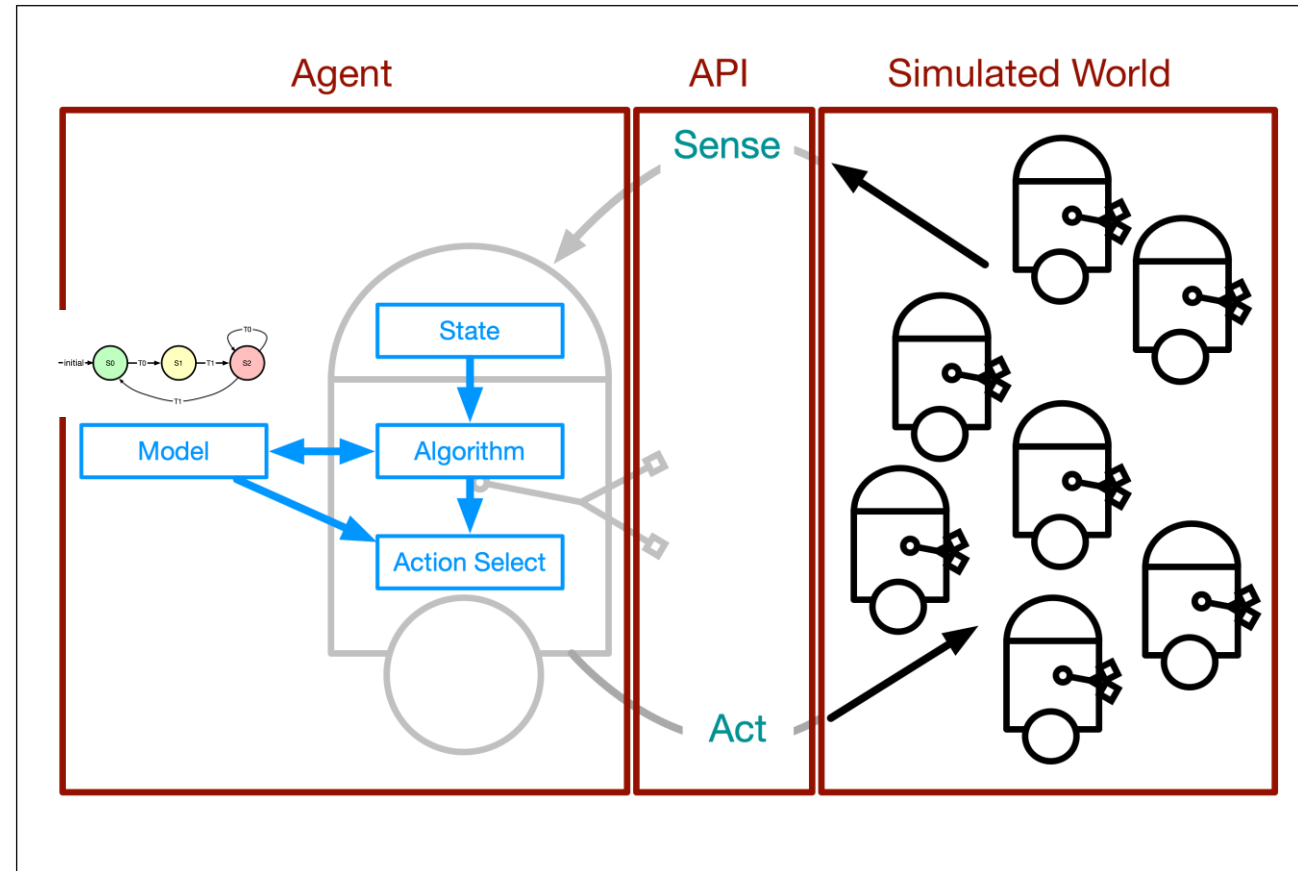
Challenges: The agent's action's don't influence the rest of the world.

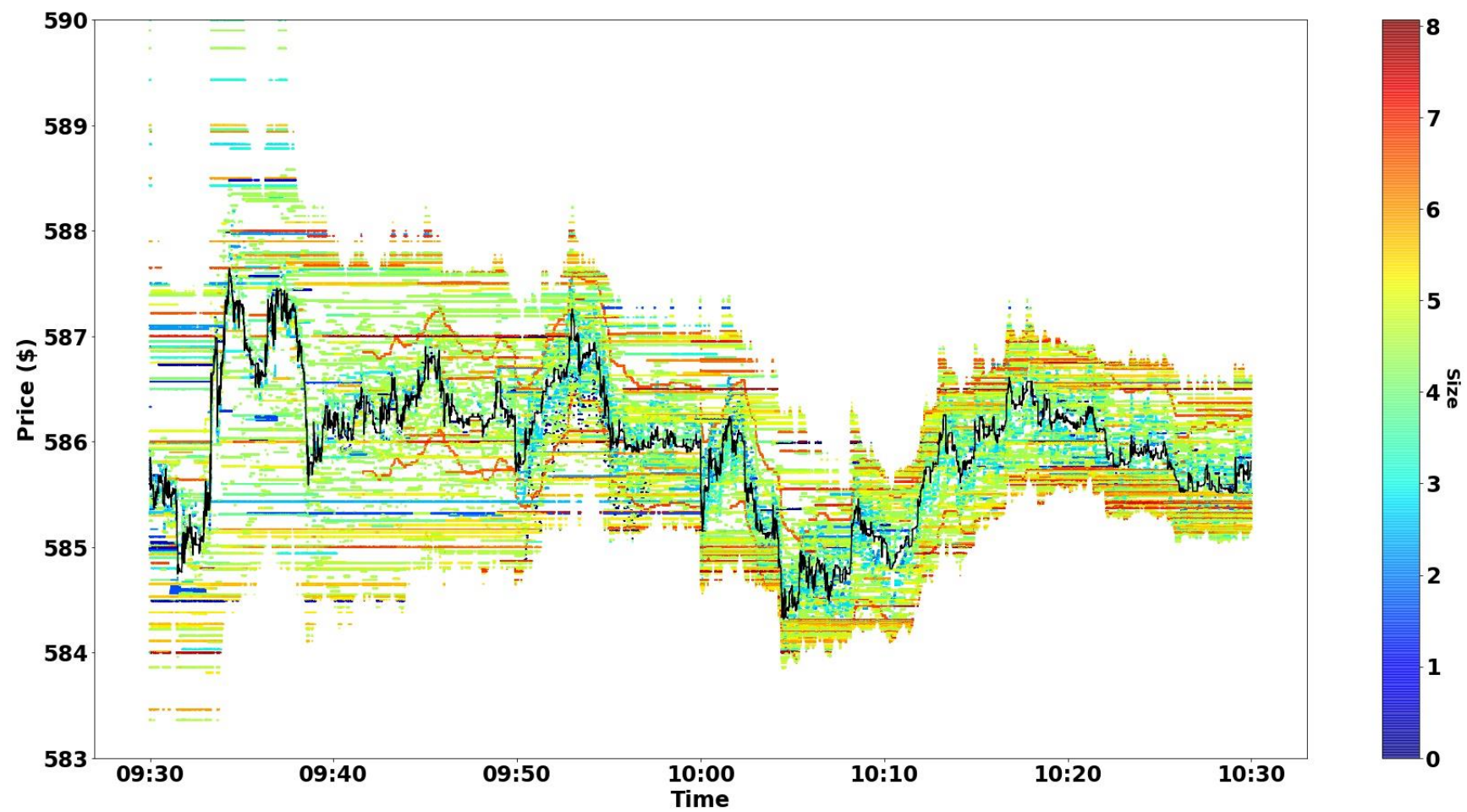


Simulation Method 2: Multi Agents

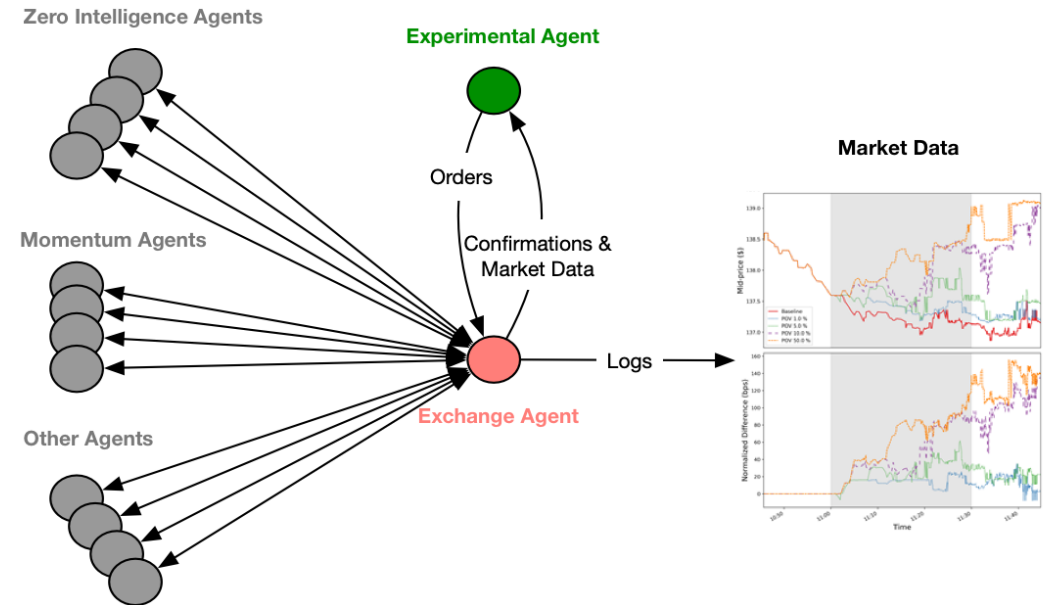
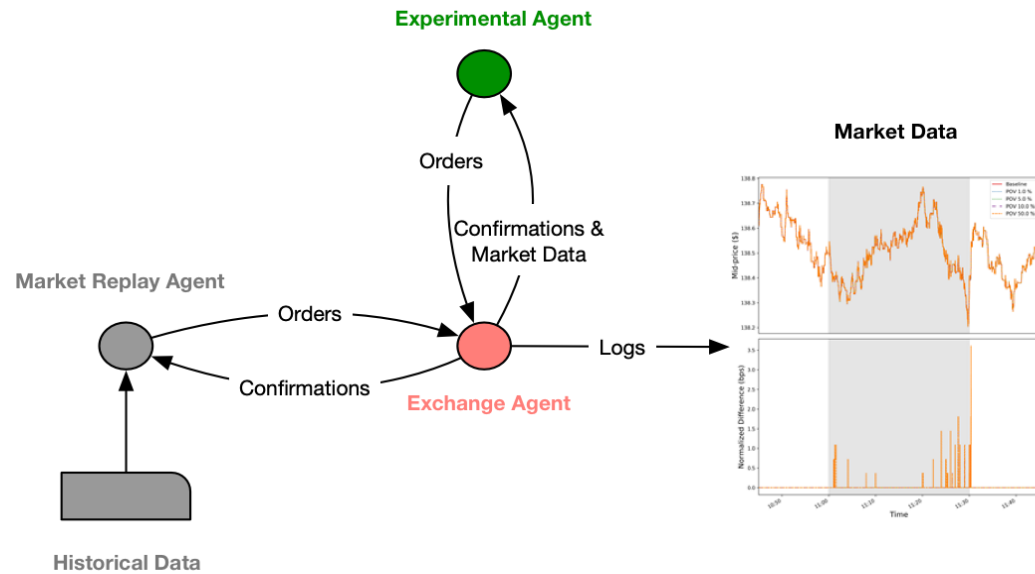
General Idea: Populate the simulated world with thousands of agents that respond to our agent's behavior.

Interactive and responsive.

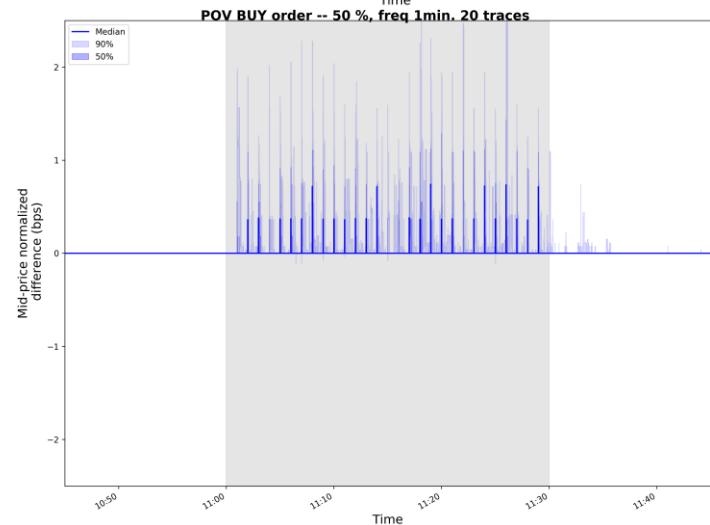
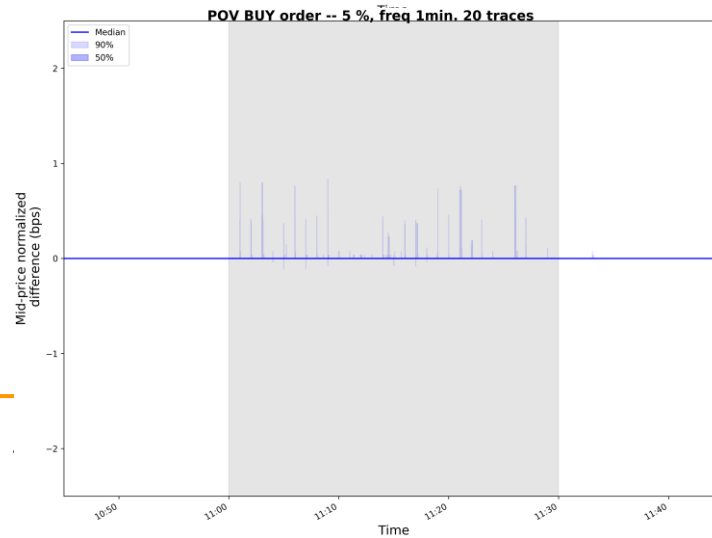
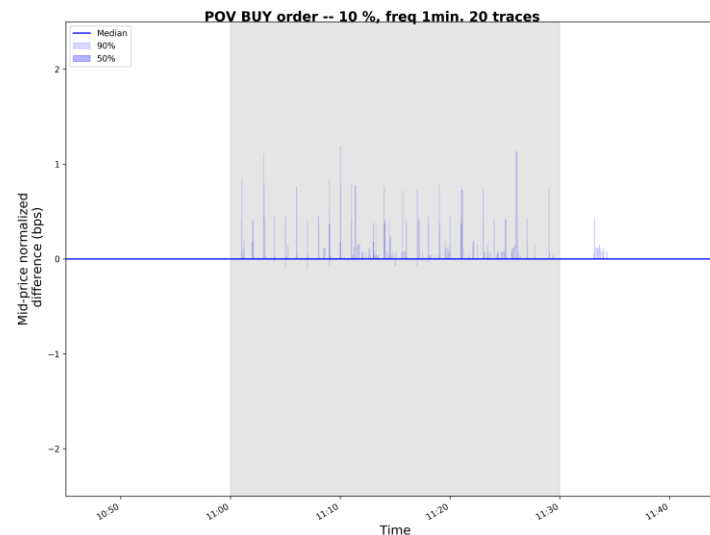
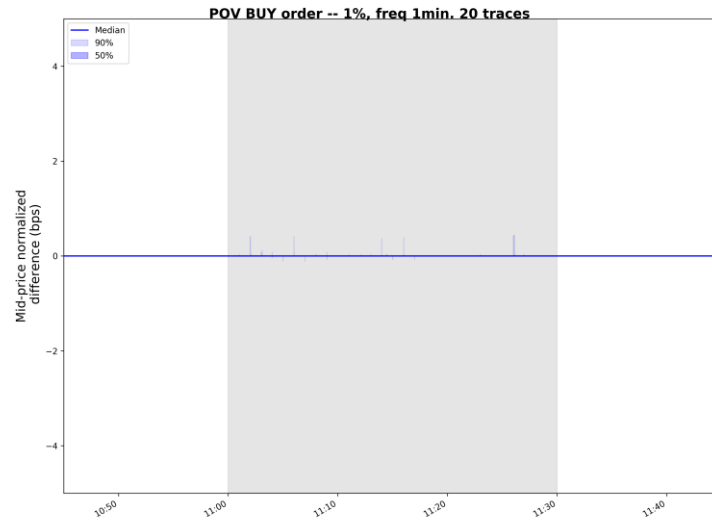




Market Replay vs Multi-Agent Simulation

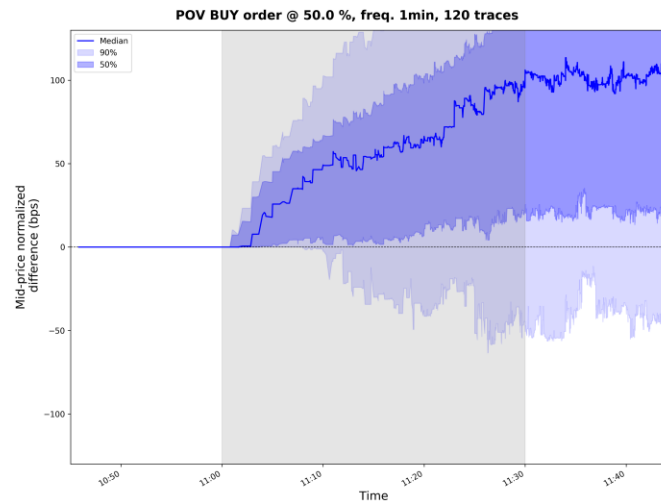
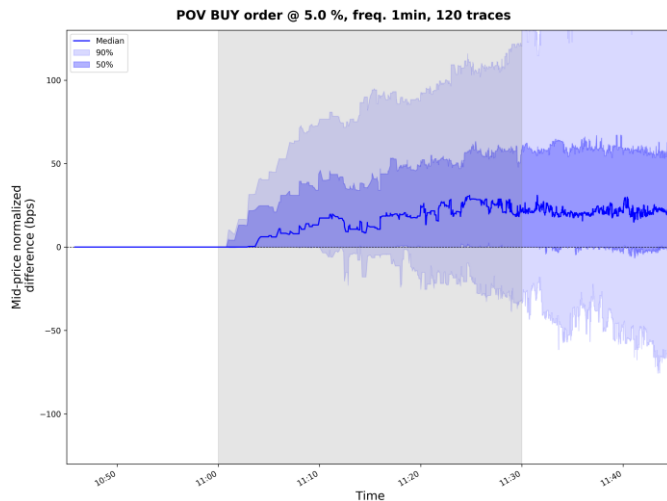
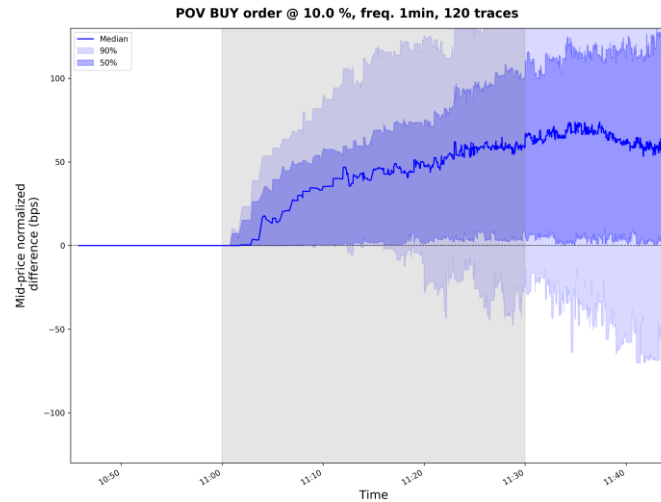
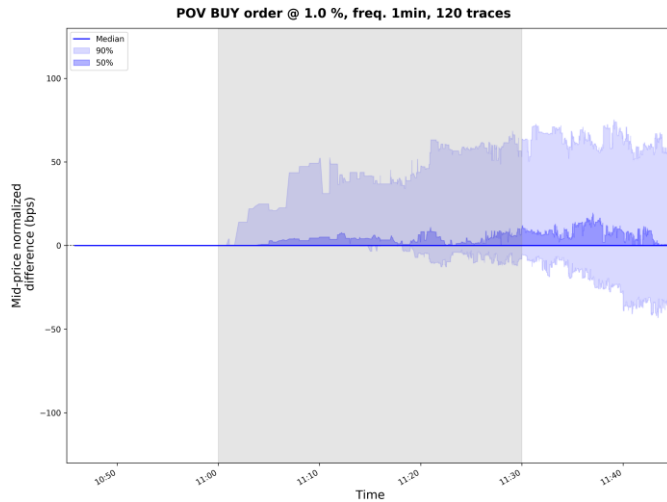


Aggregated Market Impact Experiments: Market Replay



- Replay IBM stock for all trading days in June
- POV buy order at varying POV levels with 1min lookback period is executed over the time period 11:00 – 11:30 and the impact on the mid-price is reported.

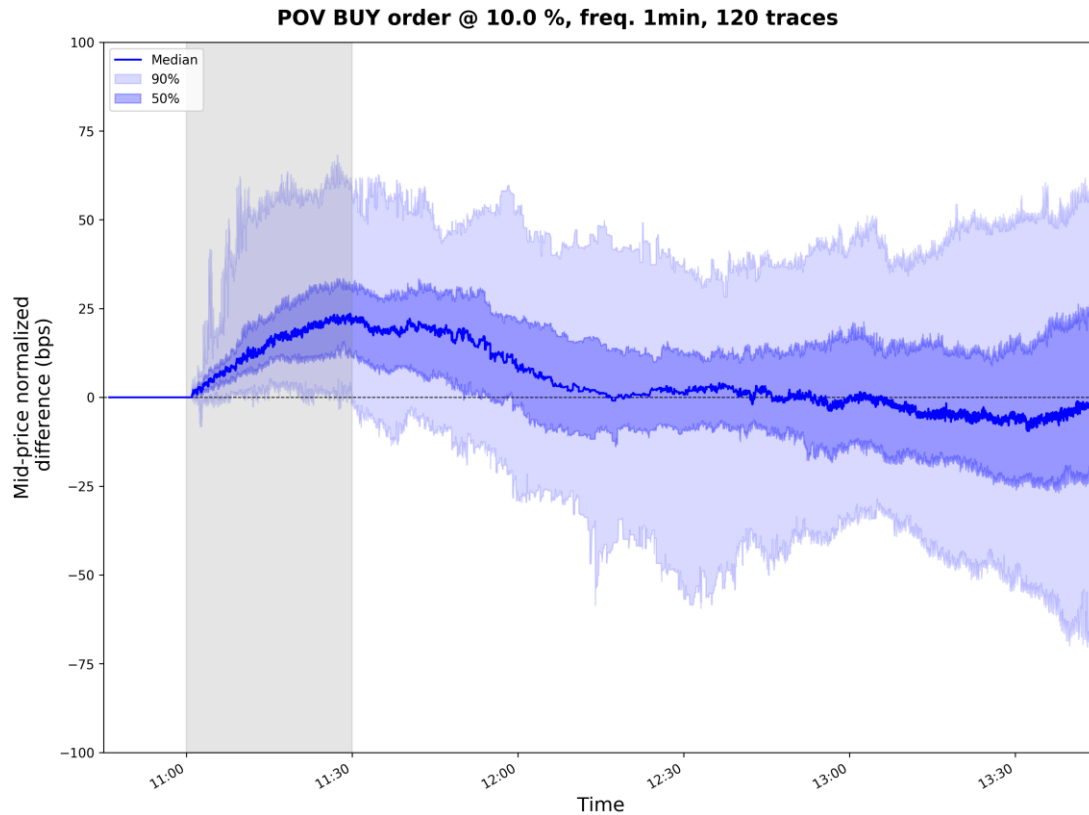
Aggregated Market Impact Experiments: ABS



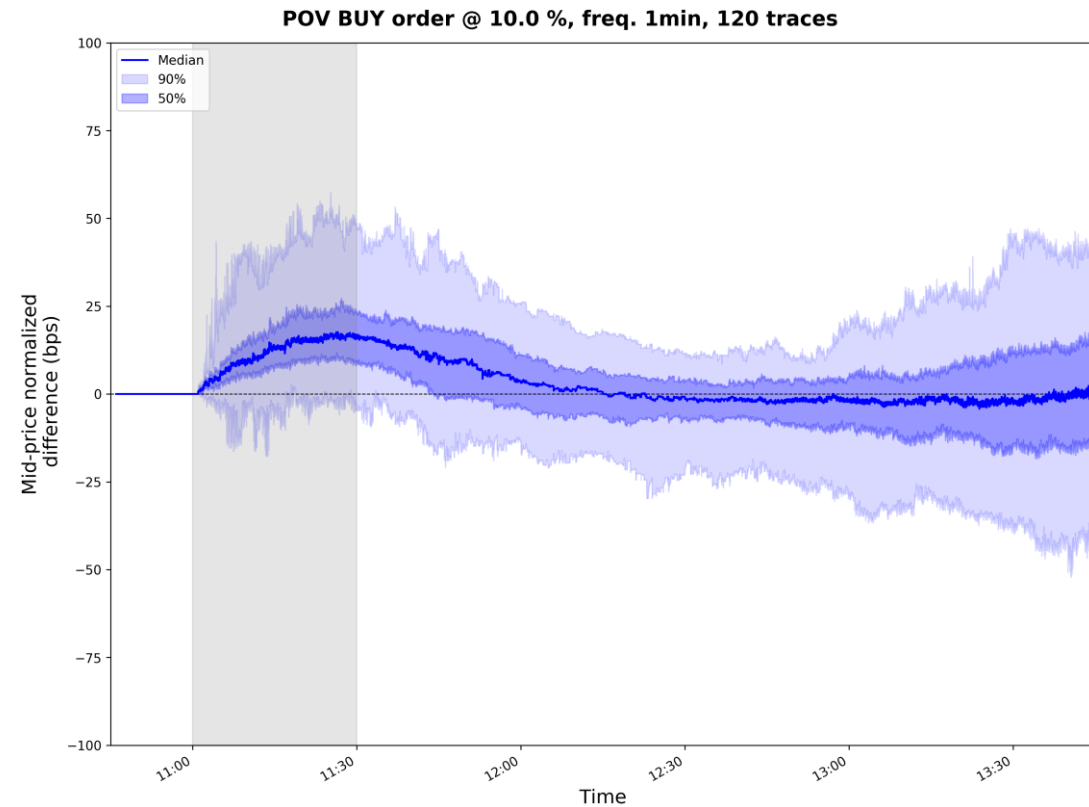
- Simulate IBM stock for all trading days in June
- POV buy order at varying POV levels with 1min lookback period is executed over the time period 11:00 – 11:30 and the impact on the mid-price is reported.
- Does impact persist too long?

Aggregated Market Impact Experiments: Manipulating Impact Persistence

0.35mHz Value Agent Arrival



0.70mHz Value Agent Arrival



Synthetic Data



Samuel Assefa
PhD - ED, NY



Daniel Borrajo
PhD - Visiting Prof, NY



Suchetha
Siddagangappa
MS - Assoc, NY



Rob Tillman
PhD - ED, NY



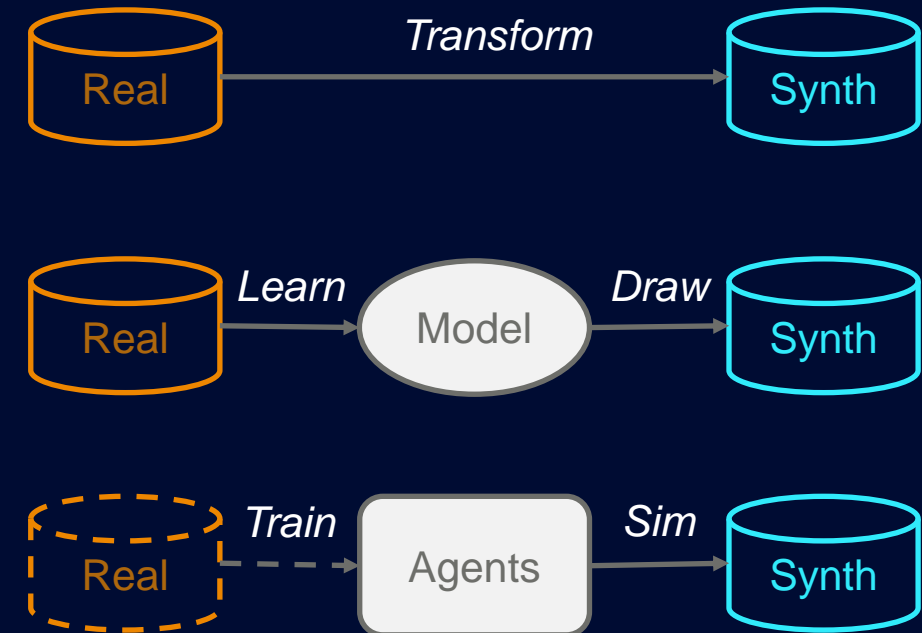
Danial Dervovic
PhD - Assoc, London

- **Problem:** While real data can be very valuable, it may not be easily available
- **Solution:** Synthetic Data Generation

- **Methods** for data generation:

1. **Pre-generated** datasets –

- a) Through anonymization or other such **point-wise transformation** of real data
- b) Sampling from **learned models**, such as multi-variate probability distributions or GANs
- c) Through **agent-based simulation**
 - Behaviors **trained** using real data, or driven by rules based on **first principles**
- d) Through **planning-based simulation**
 - Behaviors **simulated** using a model of the environment



- **Synthesizer** build -

- Data **generated dynamically** by rules/models/agents that are configurable
 - Allows for tradeoff between **fidelity to original data** and **privacy constraints**

Thoughts on AI Finance Academia

Closing

- Upcoming International Conference on AI in Finance: ICAIF'20

- ▷ November 2021

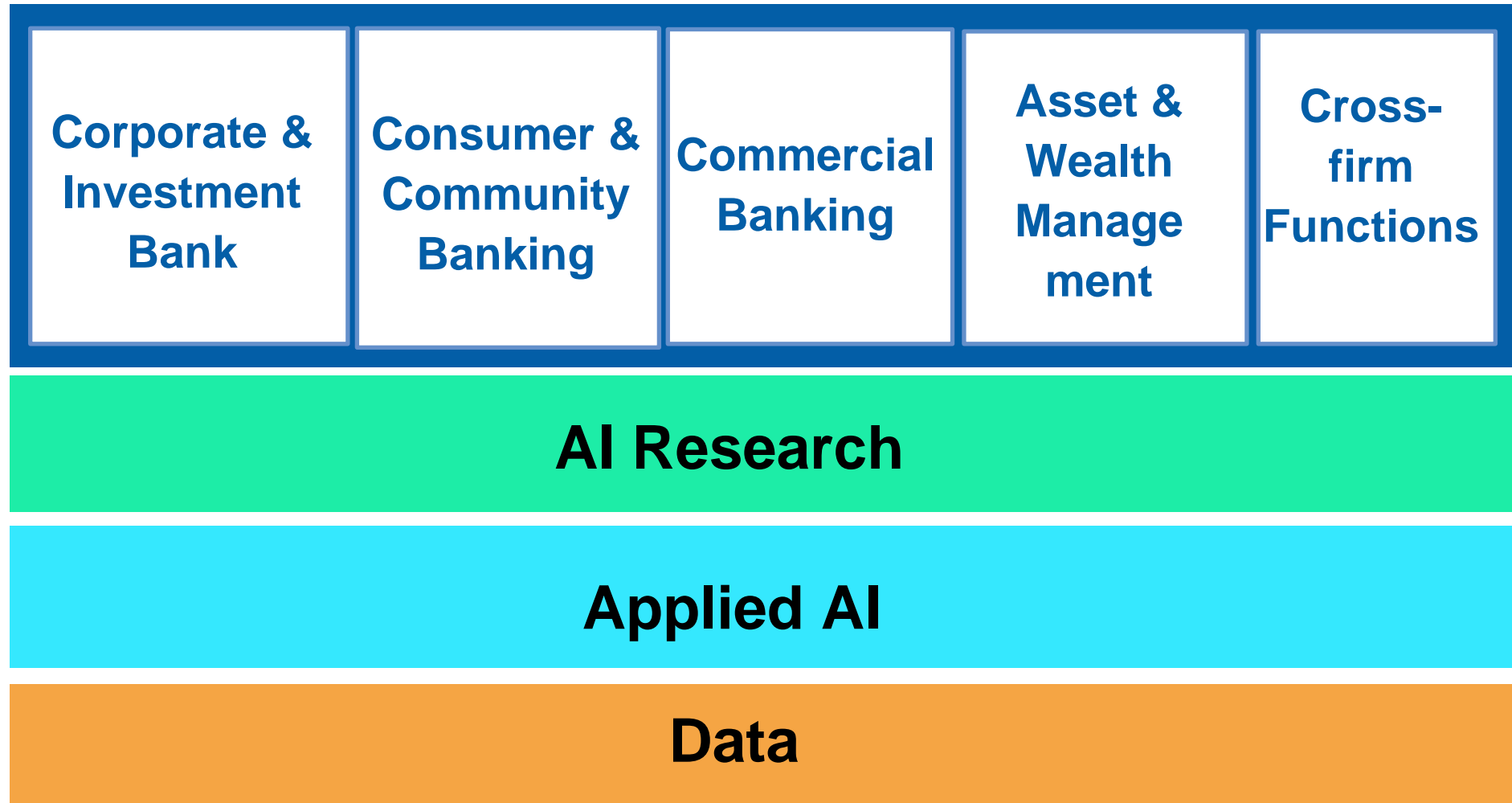
- ▷ <https://ai-finance.org>

- J.P. Morgan AI Research

- ▷ <https://jpmorgan.com/ai>

- tucker.balch@jpmchase.com

Business and AI Technology @ JPMC



Trading: Overwhelming *Function* Analysis





GRACE WANG, PH.D.

**CFA, Associate Dean for Research, Ying
Wu College of Computing**

PANELIST

LEIR RESEARCH INSTITUTE CONFERENCE 2021

Academic Overview of FinTech Research

- Dr. Grace Wang
- NJIT



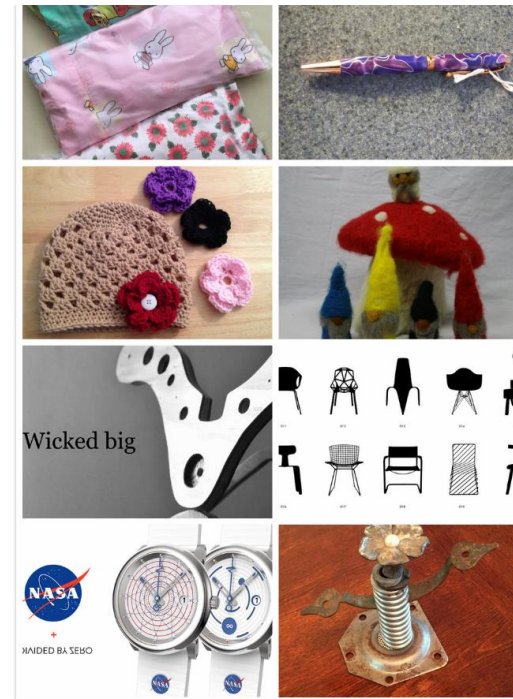
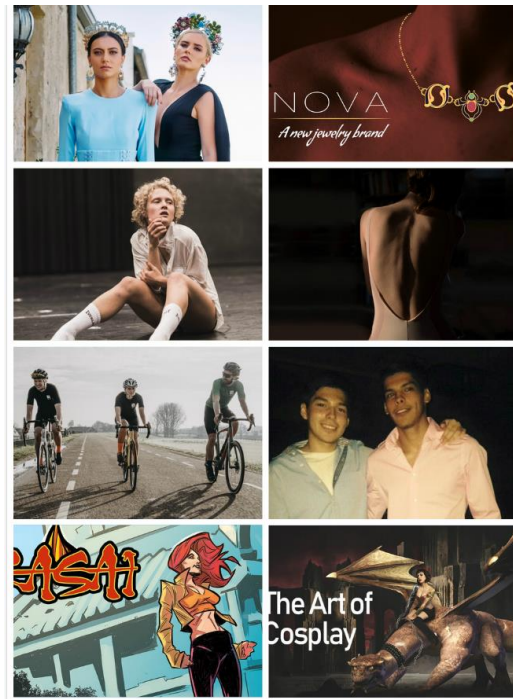
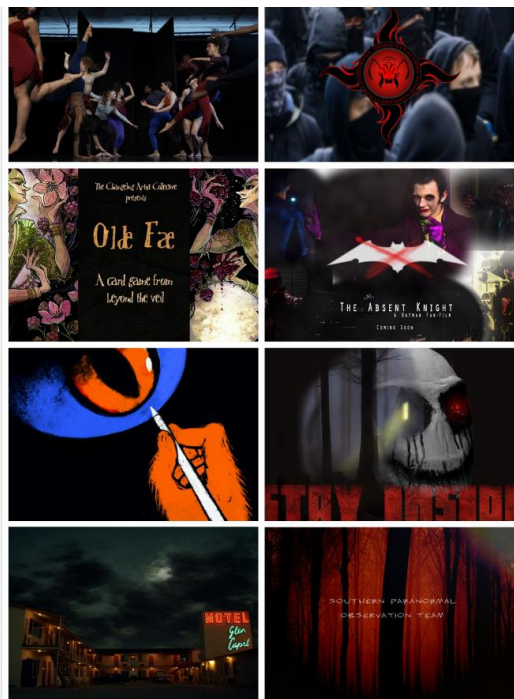
Finance X Technology

- ❑ Crowdfunding
- ❑ P2P lending
- ❑ Virtual banking, digital banking, open banking
- ❑ Mobile payments
- ❑ Insurance Tech
- ❑ Regulation Tech
- ❑ Cryptocurrency
- ❑ Market making/trading
- ❑ Portfolio management
- ❑

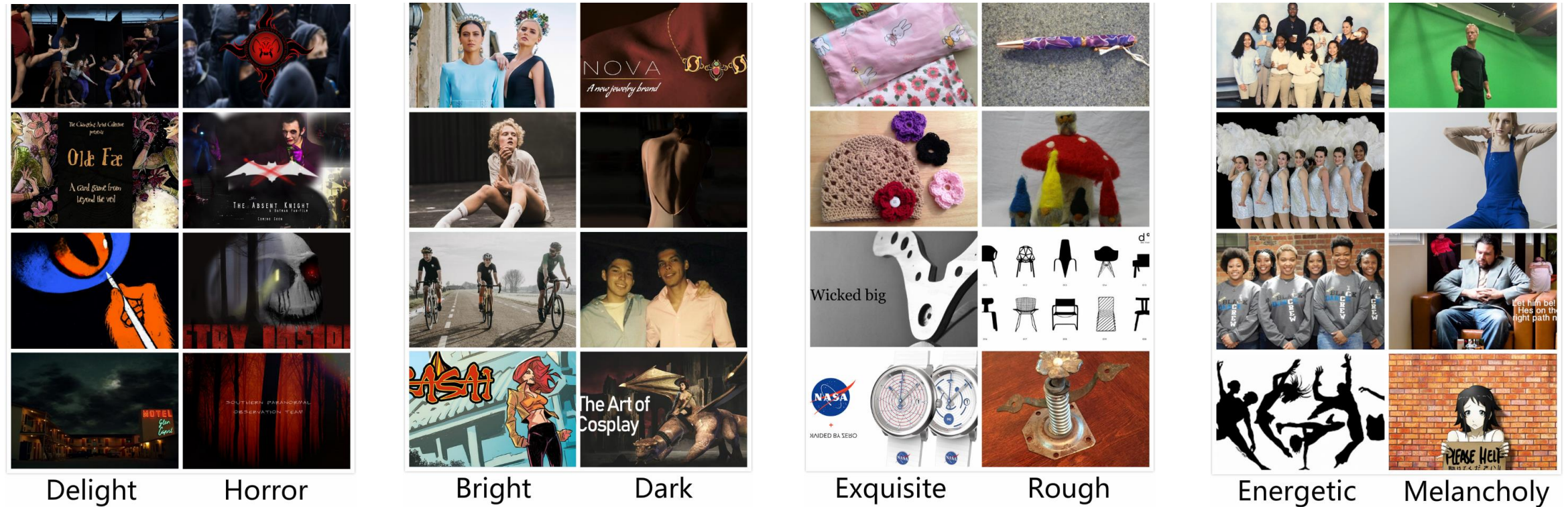


- ❑ System/networking/cloud computing
 - Fast speed Internet
 - Mobile and wireless networks
 - Cloud
- ❑ Software engineering
- ❑ AI
 - Deep neural networks
 - GAN
 - Reinforcement learning
 - NLP
- ❑ Blockchain technologies
 - Public blockchain
 - Consortium blockchain
 - Smart contract
 -

Crowdfunding



Crowdfunding



“Examples of profile images on crowdfunding platform Kickstarter. For each case, images in the left column are from the successful projects, while the ones in the right column are from the failed projects. There is clear difference in visual style between successful and failed projects.” from “Success Prediction on Crowdfunding with Multimodal Deep Learning”, published in IJCAI 2019

What helps your crowdfunding project language-wise

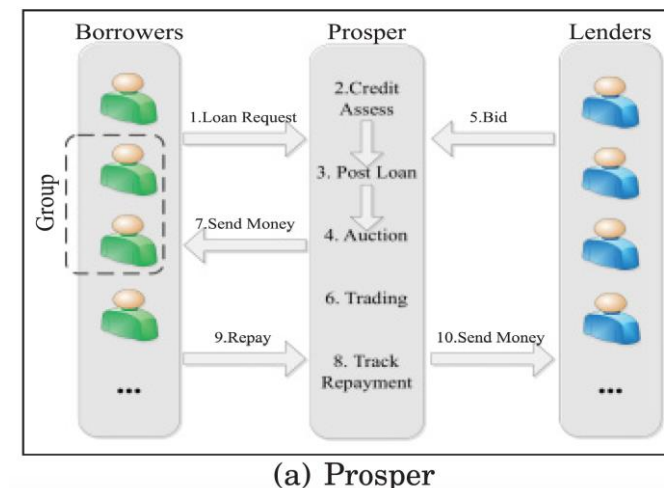
Group	Phrase list
Reciprocity	free shipping, you receive, early bird, be the first, your reward
Social	friends, friendship, community, and family, his family, people
Emotion	passion, dream, inspired to start, believe that, impact, volunteer
Thankful	thank you, so thankful, thanks, thanks so much, grateful, grateful for your
Pitch	why support, funds will cover, will be used, aiming to, aim to raise
Collective	help us, we can, we raise, we plan to, we need, we found, we created

Table 4: Phrases in project descriptions most predictive of successful Kickstart projects, grouped

❑ Based on a study by Stanford Univ. on 26000 projects

P2P lending

- ❑ AI: decision making in approving the loans
- ❑ Crypto-backed P2P lending
- ❑ Examples: MakerDAO



Platform	Prosper	LendingClub	Zopa	Renrendai	Kiva
Country	USA	USA	UK	China	USA
Area	USA	USA	UK	China	World-wide
Founded	2005	2006	2005	2010	2005
Data Release	Nov 2015	Dec 2016	Nov 2015	Mar 2015	Nov 2015
Loans	\$5 billion	\$24.6 billion	£1.18 billion	CNY 720 million	\$781 million
Members	2,000,000	Unknown	213,000	1,500,000	1,351,777
Charge fees	Yes	Yes	Yes	Yes	No
Category	General	General	General	General	Professional
	Auction(early) Lending-based	Fundraising Lending-based	Auction Lending-based	Fundraising Lending-based	Fundraising Lending-based

Virtual banking:

What is new? What are the challenges?



- ❑ What needs to be accomplished when no physical branch?
 - Authentication
 - Customer query
- ❑ How AI can help
 - Human computer interaction through Reinforcement Learning
 - Intelligent authentication through deep learning or machine learning
 - ✓ face recognition, liveness detection, voiceprint, iris print, etc
 - Intelligent lending decisions to SME: how to determine the risk?
 - ✓ deep learning, machine learning, federated learning, data mining can all help

InsurTech

- ❑ InsurTech redefine insurance value chain through technology
- ❑ In 2018, Global InsurTech Investment > US\$ 4 billion
- ❑ Insurance industry:
 - Product and pricing: how to study the market, the need
 - Marketing: how to answer people's questions
 - Claims: how to prevent and detect fraud
 - Service and operation: paperless sales proves; automated underwriting and claims payment; flexible termination and modification of policies

InsurTech

❑ Ecosystem:

- Accident and health
- General liability
- Property damage
- Motor vehicle
- Pecuniary losses
- Others

❑ Core technologies: AI, Blockchain, Cloud Computing, Big Data

InsurTech – 4 core advantages

❑ Customized products

- Scenario-based
- Small-ticket size
- Tailored coverage
- Quick-to-market

❑ Dynamic pricing

- Real-time dynamic pricing underwriting
- Accurate pricing
- Optimized risk assessment

❑ Scenario-based sales

- Embedded into ecosystems
- Direct to customers
- Cross-ecosystem sales

❑ Automated claims

- Highly automated
- AI-enabled fraud detection
- Faster and more convenient

Regulation Tech

❑ Why?

- There are around 200 regulatory revisions to keep track of daily
- Regulatory fines exceeding US\$320 billion have been issued since 2008 – 2017

❑ RegTech is a sub-set of FinTech that focuses on technologies that may facilitate the delivery of regulatory requirements more efficiently and effectively than existing capabilities

❑ Regulation requires:

- Regulatory reporting, risk management, identity management & control, compliance,
- transaction monitoring and AML: anti-money laundry
- KYC: Know Your Customer for account opening
- sanctioning & PEP (politically exposed person) screening → name screening
- Fraud detection

Trading and portfolio management

- How to detect anomaly?
 - WSB phenomena: can NLP help detect the sentiment?
 - How to do aspect-based reasoning to interpret news?
 -

Payment Ecosystem

Processors/Acquirers

Underwrite and own the merchant account and provide hardware



Issuers

The banks that provide the credit cards to cardholders



Gateways

Authorize online credit card payments



NETWORK MERCHANTS INC
nmi.com



ISOs/MSPs

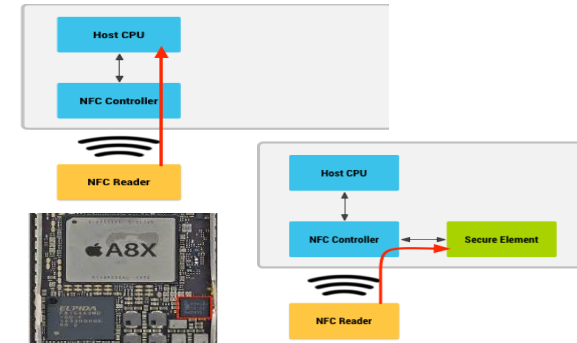
Partner with processors to open merchant accounts & manage support



Card Networks



Company	Active users	Latest figures from
WeChat	1 billion+	Tencent (Jan 2019)
Alipay	1 billion+	Alipay (Jan 2019)
Paypal	250 million	PayPal (Sep 2018)
Apple Pay	383 million	Loup Ventures; QZ (Feb 2019)
Amazon Pay	50 million	Evercore ISI, Investopedia (May 2018)
Samsung Pay	1 billion+	Statista (Aug 2017)
Google Pay	24 million	Statista (Aug 2017)



Technical background on card Emulation

- ❑ Host card emulation (HCE)
- ❑ Secure Element (SE)



Thank you!



QIANG TANG, PH.D.

Senior Lecturer, University of Sydney

PANELIST

LEIR RESEARCH INSTITUTE CONFERENCE 2021

Rebuilding Foundations for Digital Economy

Qiang Tang

The University of Sydney



THE UNIVERSITY OF
SYDNEY

Digital Life Becomes Prevalent



Foundation of Economy



Shaky Foundations of Digital Economy



You are transparent
to the platforms



The platforms are
mysterious to you

Act 1. Regaining Control of Your Data

Privacy:
Digital asset protection

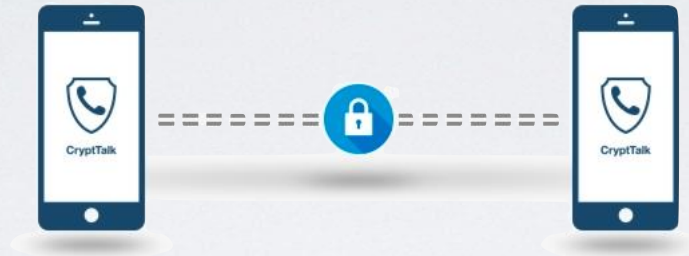
Integrity:
Digital owner certificate



Controlling Data via Crypto



CLOUD STORAGE



Our Related Results

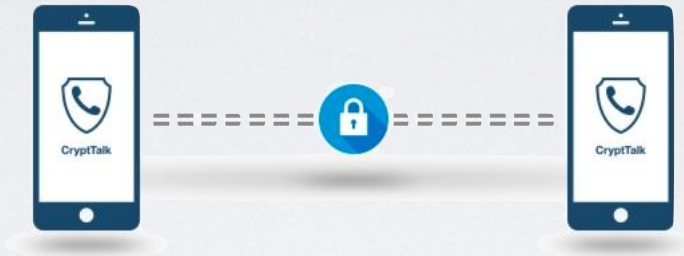
Verifiable

Private

Usable



CLOUD STORAGE



Accountable



Verifiable

Private

Usable

Control the data flow via
specially designed crypto

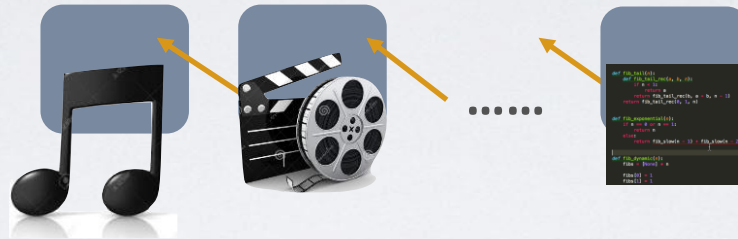
Act 2. More Reliable and Economical Services



No single entity, enlarges accessibility ✨

Transparency may even reduce cost

Tokenization



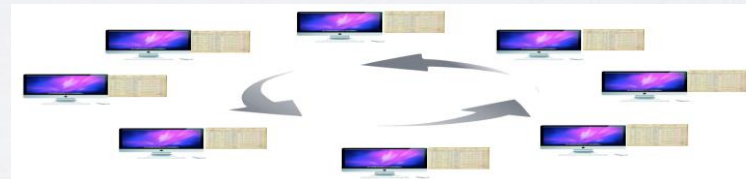
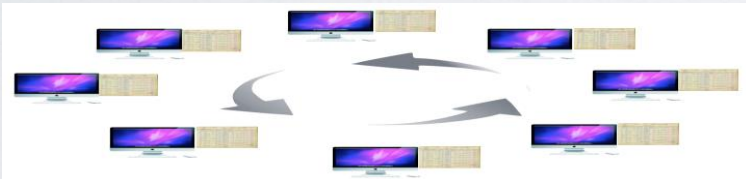
Crypto lets you claim ownership, via mathematics!

Blockchain lets you exchange, in a trustful & fine-grained way

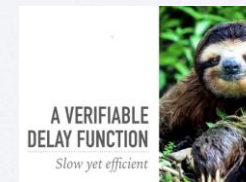
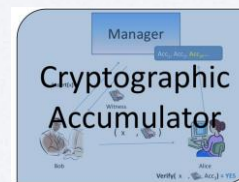
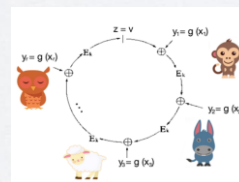
Our Related Results



decentralized applications



consensus layer



cryptographic supports

Rebuild Foundations for Digital Economy



Rebuilding Foundations for Digital Economy

Qiang Tang

qiang.tang@sydney.edu.au

<http://alkistang.github.io/>





Henry J. and Erna D. Leir Research Institute
for Business, Technology, and Society

Session #1

"Academic Overview of FinTech Research"

Q & A



Henry J. and Erna D. Leir Research Institute
for Business, Technology, and Society

Session # 2

Large Financial Institutions and Corporate FinTech Applications

Presented by:
The Martin Tuchman School of Management



MODERATOR

DAVID REEVE

**Financial Advisor, Vice President
Merrill Lynch Wealth Management**

LEIR RESEARCH INSTITUTE CONFERENCE 2021



JORDAN HU

CEO, RiskVal Financial Solutions, LLC

KEYNOTE SPEAKER

LEIR RESEARCH INSTITUTE CONFERENCE 2021

Large Financial Institutions & Corporate FinTech Applications

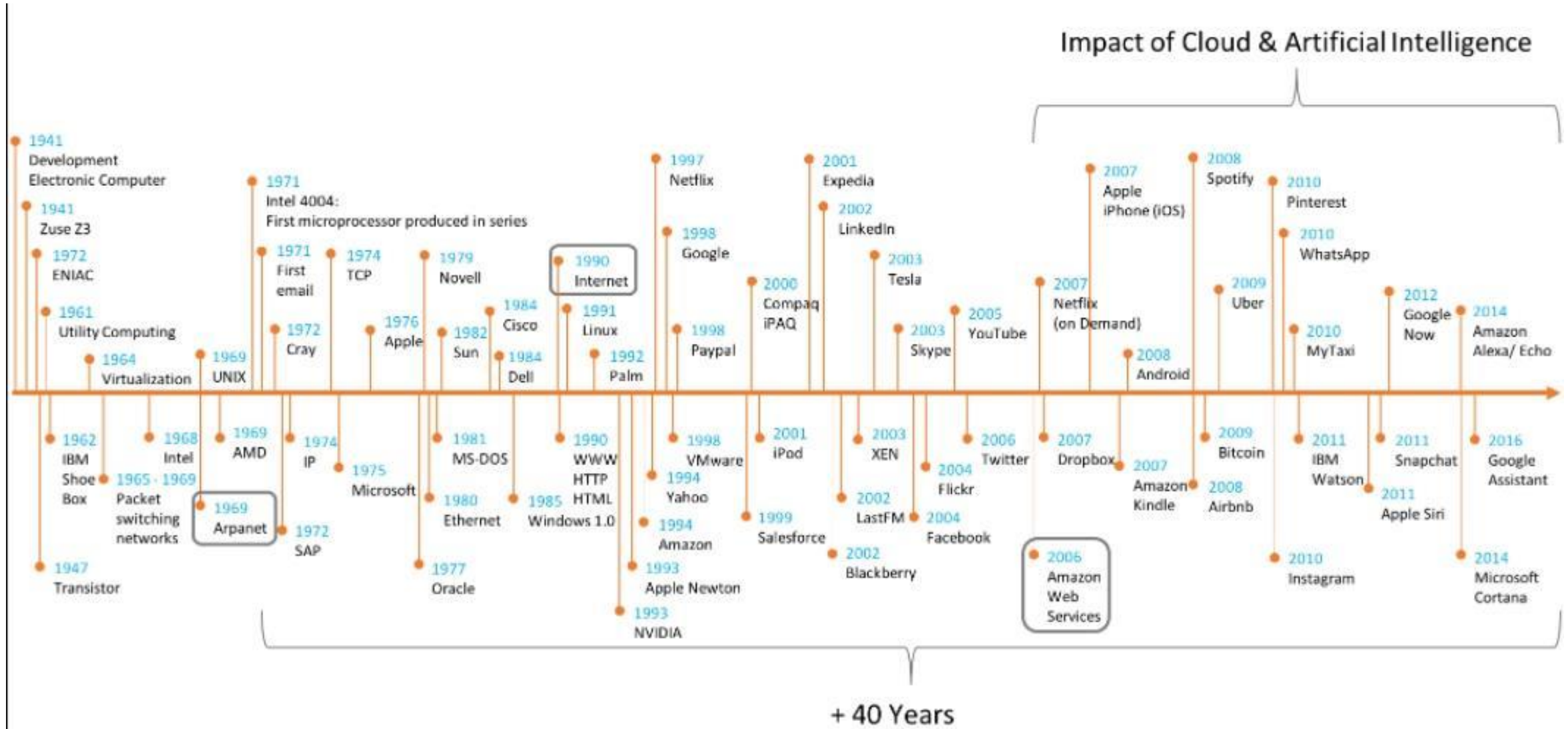
Jordan Hu
Chief Executive Officer
RiskVal Financial Solutions, LLC

What is FinTech?

The term fintech is used to describe:

1. Innovative startup companies operating in the financial sector.
1. Application of modern technology solutions in the financial services industry.
1. Offering digitally enhanced products allowing widespread access to financial products at a lower cost than traditional players.

FinTech is an evolution of digitization



We don't know how it will end, but we know when it started

FinTech in 80' Salomon Brother Trading Floor



Salomon Brothers ex-CEO John Gutfreund who was proclaimed the “King of Wall Street” in 1985 for harnessing the egos and fiefdoms of Salomon Brothers into one of the most profitable investment- banking firms

Core Technology:

- Analog phones
- Analog trading screens
- Human carries most of Business Intelligent(BI)

FinTech in 90' Salomon Brother Trading Floor



Core Technology:

- Internet (twister pair)
- PBX digital phones
- Desktop computers
- Digitized market data
- Desktop Trading Applications
- Human still carries most of Business Intelligent (BI)

FinTech Fast Forward Today - Typical Modern Trading Floor



Core Technology:

- High speed GB internet
- High computing power
- Desktop is disappearing
- Cloud based Applications
- BI moves to Applications
- Trading Automation
- Less dependency on Human
- Technology plays a critical role in modern trading floor

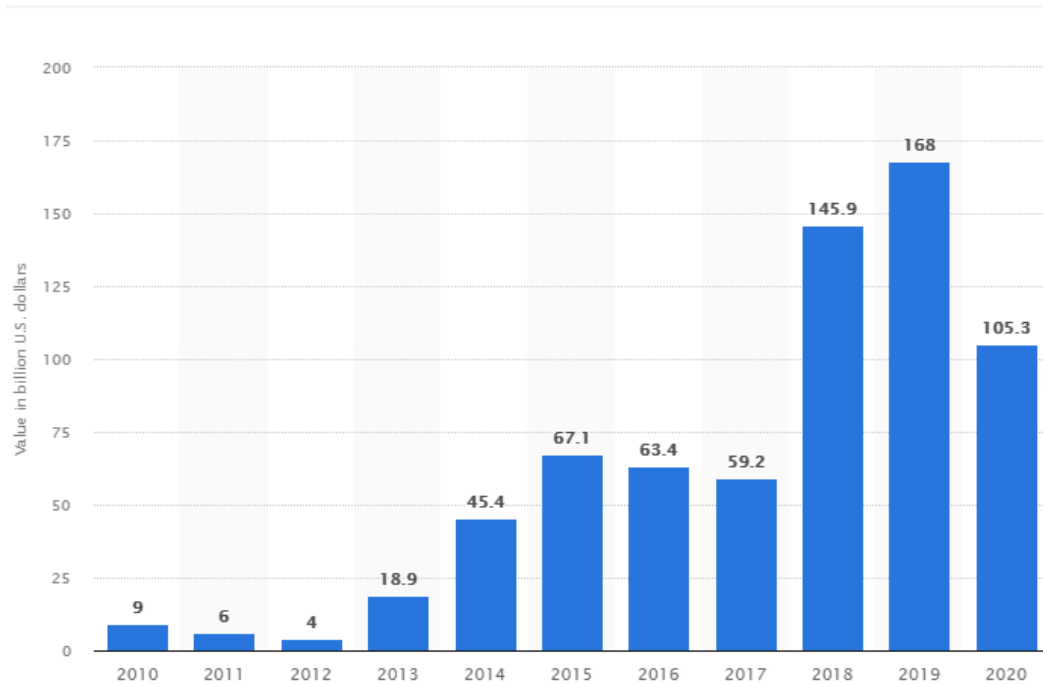
FinTech Front / Middle / Back Office Solutions



FinTech Big Picture:

- Banks and Institutions are investing \$billions in each key function.
- FinTech innovations are driving the industry
- FinTech applications create many start-ups
- Data Science is the new domain in FinTech

Total Investment in FinTech (2010 ~ 2020)



- USA is a home to 10,605 FinTech Startups as of February 2021
- Majority of FinTech focus on money transfer & payment services
- Fastest growing FinTech segments: Insurance sector with consumer adoption rate growing at 40%
- Commercial banks are the 1st target for FinTech

How about Investment Bank?

2020 was a very challenging year for most industries, but FinTech seems to have weathered the storm and continues the grow

Long-Term Capital Market (LTCM)



- **Founded in 1994 by John Meriwether**
- **2 Nobel Prize economists:**
 - Dr. Myron Scholes
 - Dr. Robert Merton
- **16 Partners:**
 - Bill Krasker MIT Ph.D.
 - Larry Hillenbrand. MIT Ph.D.
 - Greg Hawkins MIT Ph.D.
 - Eric Rosenfeld MIT Ph.D.
- **1994** - return 21% after fees
- **1995** - return 43%
- **1996** - return 41%
- **1997** - Asia financial crisis
- **1998** - Russian financial crisis
- **September 23, 1998** – dissolution
- **July 31, 1998** - I lost my job at Salomon Brothers

My Mentor & Friend Dr. Bruce Tuckman

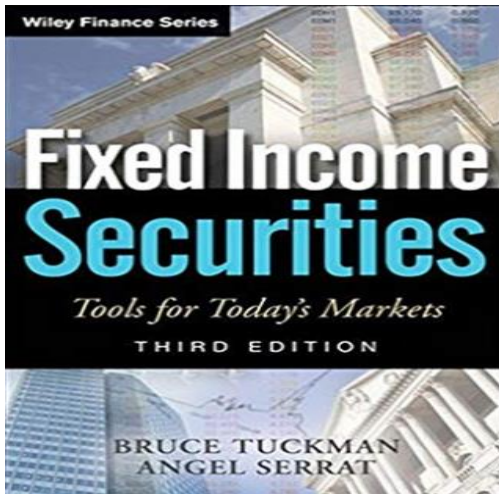


Education

- **MIT Ph.D.** in Economics

Experience:

- **CFTC** Chief Economist
- **Barclays:**
 - Fixed Income Global Head of FX and Rates
- **Lehman Brothers**
 - Fixed Income Prop Trading
- **Credit Suisse**
 - Fixed Income Prop Trading
- **Salomon Brothers**
 - Fixed Income Research
 - Salomon Brothers Arbitrage Trading



2+ Term Structure model

The term structure is defined by 2 random factors and one deterministic factor. The factor x is a risk neutral process for the long-term rate process. The factor y is the risk neutral process of a short term spread factor such that the equilibrium instantaneous rate is $x+y$. The factor z is the risk neutral process for the actual instantaneous rate. The stochastic evolution of x , y , and z are governed by the following equations:

$$dx = \mu dt + \sigma_x d\omega_x$$

$$dy = -\alpha y dt + \sigma_y d\omega_y$$

$$dz = k(x + y - z)dt$$

2+ Term Structure model -- cont.

$$x(t) = x_0 + \mu(t) + \sigma_x \omega_x(t)$$

$$y(t) = e^{-\alpha t} x_0 + \sigma_y e^{-\alpha t} \int_0^t e^{\alpha s} d\omega_y(s)$$

$$z(t) = z_0 e^{-kt} + x_0(1 - e^{-kt}) + y_0 \frac{k(e^{-\alpha t} - e^{-kt})}{k - \alpha} + \mu\left(t - \frac{1 - e^{-kt}}{k}\right) + \sigma_x \omega_x(t) \\ - \sigma_x e^{-kt} \int_0^t e^{ks} d\omega_x(s) + \frac{k\sigma_y}{k - \alpha} e^{-\alpha t} \int_0^t e^{\alpha s} d\omega_y(s) - \frac{k\sigma_y}{k - \alpha} e^{-kt} \int_0^t e^{ks} d\omega_y(s)$$

$$P(T) = E[e^{-\int_0^T z(s) ds}]$$

$$P(T) = \exp\left[-x_0\left(T - \frac{1 - e^{-kT}}{k}\right) - \frac{ky_0}{k - \alpha}\left(\frac{1 - e^{-\alpha T}}{\alpha} - \frac{1 - e^{-kT}}{k}\right) - z_0 \frac{1 - e^{-kT}}{k}\right. \\ \left. + \mu\left[\frac{1}{k}\left(T - \frac{1 - e^{-kT}}{k}\right) - \frac{T^2}{2}\right] + \frac{\sigma_x^2 T^3}{6} - \frac{T}{2}\left(\frac{\sigma_x^2}{k^2} - \frac{\sigma_y^2}{\alpha^2}\right) - \frac{\sigma_x^2}{2k}\left(T - \frac{1 - e^{-kT}}{k}\right)^2\right. \\ \left. - \frac{\rho_y^2 k^2}{4\alpha^3(k - \alpha)^2}(e^{-\alpha T} - 1)(e^{-\alpha T} - 3) + \frac{1}{4k}\left(\frac{\sigma_x^2}{k^2} - \frac{\sigma_y^2}{(k - \alpha)^2}\right)(e^{-kT} - 1)(e^{-kT} - 3)\right. \\ \left. + \frac{\sigma_y^2 k}{\alpha(\alpha + k)(k - \alpha)^2}(1 - e^{-\alpha T})(1 - e^{-kT}) + \frac{\sigma_y^2 k^2}{\alpha^2(\alpha + k)(k - \alpha)^2}(1 - e^{-\alpha T})\right. \\ \left. + \frac{\sigma_y^2}{(\alpha + k)(k - \alpha)^2}(1 - e^{-kT})\right]$$

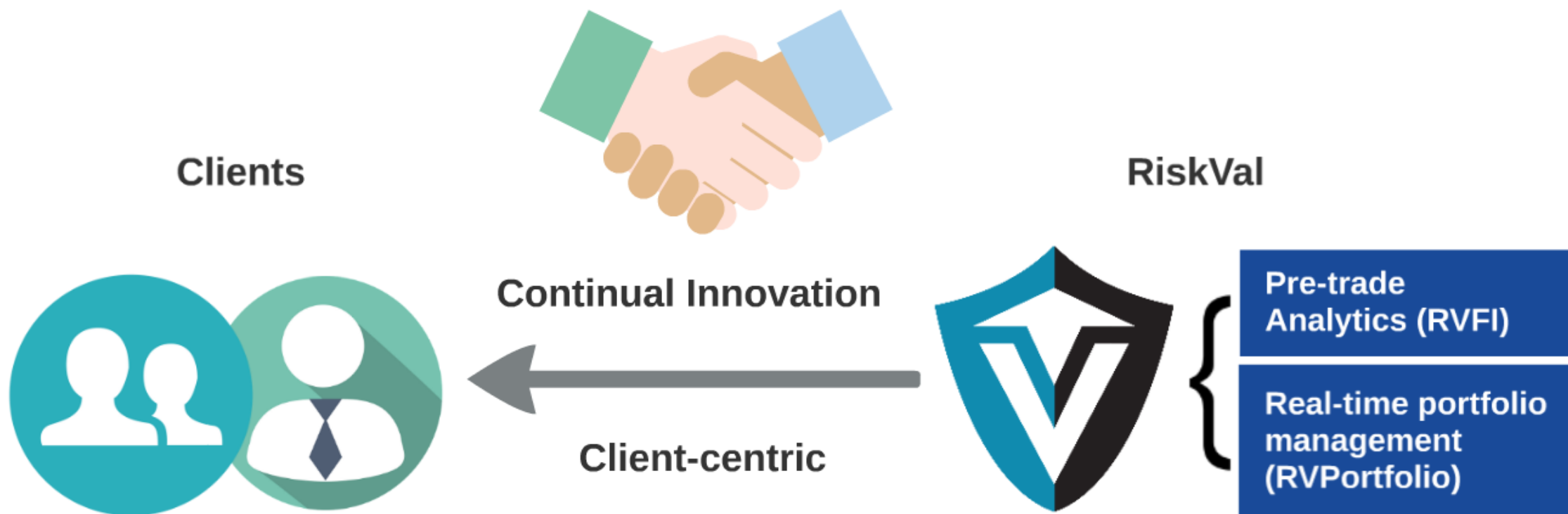
2+ Term Structure model -- cont.

- Interest rate distribution: Normal or Lognormal
- Salomon IRMA() mixed distribution

$$P(T) = E[e^{-\int_0^T IRMA(z(s)) ds}]$$

- Monti Carlo simulation
- Random numbers are not random enough

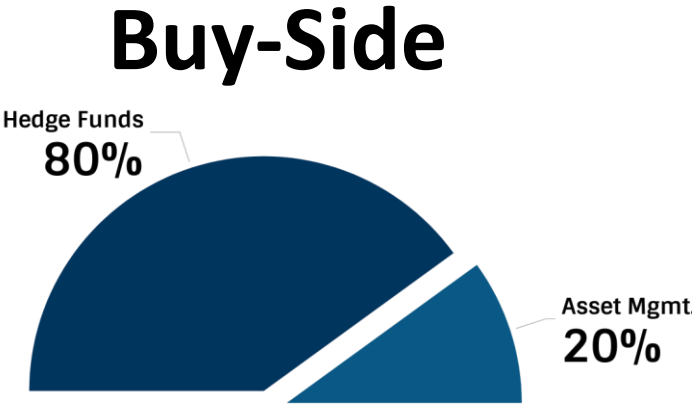
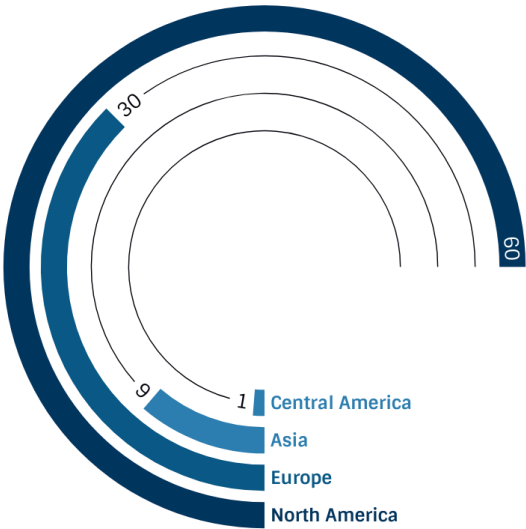
RiskVal at a Glance



20 Years of RiskVal



Our Clients



Sample Client List

Morgan Stanley



Bank of America
Merrill Lynch



Goldman Sachs



Deutsche Bank



CANTOR
Pitigerald

NatWest



MIZUHO



NOMURA

DRIV



Jefferies



SOCIETE
GENERALE

J.P.Morgan



UBS

Scotiabank

CITADEL

ally

BNY MELLON



PRUDENTIAL



Asset
Management

CRÉDIT AGRICOLE

PINE RIVER
CAPITAL MANAGEMENT L.P.

Imr partners

Pre-Trade Analytics



**RELATIVE VALUE
FIXED INCOME
(RVFI)**
Pre-Trade Analytics

 **RISKVAL**
FINANCIAL SOLUTIONS | Choice for Success



Relative Value Arbitrage Trading

How to identify good strategies?

	Sprd/BFly	Sprd	dSprd	dSprd /stdev	Yld Chart	3M Yld Rich<->Chp	Yld Z-Score	Gross(-1/2/-1) BFly Weight	Mean	Stdev (dChg)	3M (C+R)	CT5 Corr	CT5 Beta	CT5 Equiv	2/10 Corr	2/10 Residual	RSI(14) Sprd	OverBought<->OverSold Sprd
7	2/10/30	10.89	1.2	0.82			(0.11)	-1/2/-1	11.33	1.40	(5.25)	0.77	0.40	1.82	0.88	(10.0)	54.7	
8	2/10	26.14	2.4	1.52			0.20	-1/1	25.44	1.55	(6.66)	0.56	0.32	1.82	1.00	(0.0)	56.2	
9	2/30	41.40	3.6	1.80			0.52	-1/1	39.56	1.98	(8.06)	0.33	0.24	4.02	0.94	10.0	56.3	
10	5/10	12.08	1.3	1.84			0.73	-1/1	11.17	0.71	(1.75)	0.02	0.00	1.82	0.79	2.7	56.6	
11	5/30	27.34	2.5	1.84			0.72	-1/1	25.28	1.36	(3.15)	(0.14)	(0.07)	4.02	0.64	12.6	56.2	
12	7/10	4.77	0.9	2.64			1.09	-1/1	3.84	0.35	(1.00)	(0.30)	(0.04)	1.82	0.49	1.9	58.0	
13	10/30	15.26	1.2	1.63			0.64	-1/1	14.12	0.74	(1.41)	(0.28)	(0.08)	4.02	0.43	10.0	55.1	
14	== FLY																	
15	2/3/5	(1.05)	(1.0)	(1.70)			(1.45)	-1/2/-1	0.82	0.59	(0.92)	0.09	0.02	0.61	(0.03)	(0.7)	35.0	
16	3/5/7	0.25	0.6	1.31			0.51	-1/2/-1	(0.60)	0.49	(1.25)	0.59	0.11	1.00	0.23	(1.7)	61.3	
17	2/5/10	1.99	(0.3)	(0.26)			(0.34)	-1/2/-1	3.11	0.97	(3.17)	0.87	0.31	1.00	0.44	(5.4)	49.6	
18	2/10/30	10.89	1.2	0.82			(0.11)	-1/2/-1	11.33	1.40	(5.25)	0.77	0.40	1.82	0.88	(10.0)	54.7	
19	2/FV1/5	10.52	(0.2)	0.14			(0.02)	-1/2/-1	10.56	1.17	(3.43)	0.77	0.33	0.89	0.82	(5.8)	52.4	
20	5/TY1/10	1.60	(0.6)	(0.33)			(1.14)	-1/2/-1	3.03	0.53	0.64	0.49	0.10	1.32	0.45	(2.4)	43.9	
21	10/US1/30	(4.59)	0.4	0.81			1.98	-1/2/-1	(6.87)	0.50	0.42	0.37	0.07	3.21	0.51	(8.8)	66.8	
22	10/WN1/30	14.91	1.0	1.31			1.02	-1/2/-1	13.21	0.76	(0.77)	(0.23)	(0.06)	3.90	0.42	9.5	56.7	
23	== BASIS																	
24	TU1/2	(0.31)	(0.4)	(1.53)			0.38	-1/1	(0.45)	0.28	0.03	0.04	0.00	0.42	(0.15)	0.4	48.0	
25	FV1/5	1.77	0.6	2.84			(0.14)	-1/1	1.86	0.22	(0.74)	(0.11)	(0.01)	1.00	0.06	1.5	54.9	
26	TY1/7	0.47	0.0	(1.02)			0.86	-1/1	0.22	0.18	(0.19)	(0.12)	(0.01)	1.36	(0.05)	0.6	53.3	
27	US1/30	9.92	0.4	0.99			(0.52)	-1/1	10.50	0.40	(0.91)	(0.49)	(0.07)	4.02	0.08	9.4	43.6	
28	WN1/30	0.17	0.1	1.71			(1.21)	-1/1	0.46	0.13	(0.32)	(0.13)	(0.01)	4.02	(0.02)	0.2	46.3	
29	== OFF-THE-RUN																	
30	0010/010/10	0.02	0.0	0.11			(2.12)	-1/2/-1	0.75	0.27	(0.22)	0.22	0.02	1.78	0.21	(1.0)	42.5	
31	0030/030/30	(0.44)	0.1	1.26			1.46	-1/2/-1	(0.56)	0.07	0.02	0.23	0.01	4.06	0.10	(0.6)	59.5	
32	4.625 240/4.25 N40	1.36	0.0	0.56			1.43	-1/1	1.23	0.07	(0.06)	(0.39)	(0.01)	3.77	(0.17)	1.6	56.6	
33	1.5 122/1.875 222	0.46	0.3	1.30			0.60	-1/1	0.29	0.22	(0.03)	(0.15)	(0.01)	0.69	(0.31)	1.8	51.9	
34	6.75 826/6.375 827	3.64	0.4	1.61			1.12	-1/1	3.13	0.23	(0.31)	0.01	0.00	1.92	0.42	2.0	55.4	
35	1.5 826/2.25 227/6.375 827	2.86	0.2	0.79			1.17	-1/2/-1	2.37	0.25	(0.18)	(0.13)	(0.01)	1.54	0.01	2.8	65.0	

Relative Value Arbitrage Trading -cont

How to monetize good strategies?

	Instrument	Country	Price	Yield	dYld	Weight	WI Roll	WI Repo	Fed (%)	Rolldown OTR	Yield	3M Rolldown	Par Swap	T. ASW Sprd	Z Sprd	dZ Sprd	Sprd Adj Ted	Sprd Adj dTed	T. Ted Sprd	OIS Sprd	dOIS	Dur	Cnvx	\$Cnvx	Repo Date 1
1	T 2.000 30-Jun-2024		94-24	3.0014	2.0	(1.00)			10	2.99	1.14	3.085	(9.24)	(8.92)	0.03	(13.43)	0.41	(13.58)	20.84	(0.22)	5.34	0.32	(28)	2.1000	
2	T 2.625 28-Feb-2023		98-21+	2.9479	1.4	1.00			19	2.94	0.69	3.076	(12.47)	(12.79)	(0.17)	(15.47)	0.19	(15.48)	16.43	(0.59)	4.12	0.20	22	2.2757	
3			Diff	(5.35)	(0.6)					(5.12)	(0.45)	(0.98)	(3.23)	(3.86)	(0.20)	(2.04)	(0.22)	(1.91)	(4.40)					(5)	04-Jan-2019
4			Px Sprd	(30.061)		Ratio	1/-1.11...									Repo1	Repo2	Repo3		f.YY.SoASW				(5.43)	
5			dPx Sprd	(0.040)												f.YY.SoTED	(3.37)	0.00	0.00		f.T.SoASW			(4.96)	
6	Daily Carry A. Px		(30.060)	Carry A. Px	(30.050)											f.T.SoTED	(3.57)	0.00	0.00		f.Z.SoASW			(5.50)	

Repo Date: 04-Jan-2019

☒ Auto Hedge

Swap Hedge: FWD SWAP PV01

☐ SPOT Hedge

ClearingHouse

☒ Show All Panels

FX rate: 1.000000

Sum Total P&L (93,220)

Comment

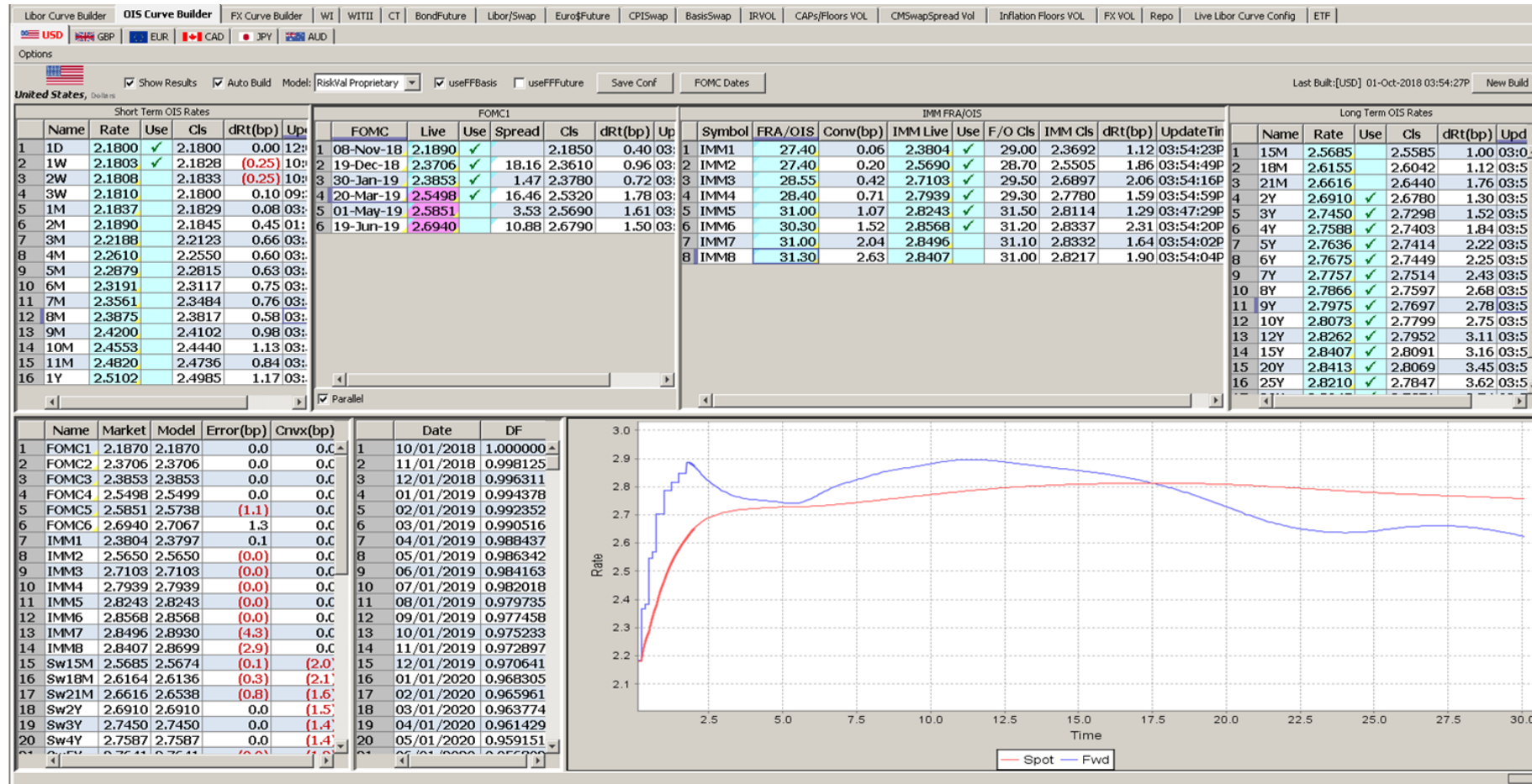
☐ Show Conditional Trade

	T 2.000 30-Jun-2024	T 2.625 28-Feb-2023		Future Info	FVZB	
1	Bond Position(MM)	(90.07)	114.01	1	Future Px	112-13+
2	Total Cash Value(MM)	(85.80)	112.76	2	FVH9 Future Px	112-096
3	Swap Position(MM)	87.35	(113.23)	3	Cal Roll	0-036
4	Settle/Delivery	02-Oct-2018	04-Jan-2019	4	# of Contract	1,000
5	Bond DV01	(45,794)	46,488	5	CTD CF	0.8771
6	Fwd Bond BPV	(43,860)	43,860	6	CTD Imp GB	2.13
7	Fwd Swap BPV	43,860	(43,860)	7	CTD Imp Repo	2.381
8	MisHedge	0	(0)	8	CTD Net Basis	(0.9)
9	Fwd Swap Rate	3.1180	3.1146	9	Bond1 CF	0.8149
10	Diff of SpotYld FwdSwRt	(11.66)	(16.67)	10	Bond1 Imp GB	100.4
11	Fwd OIS Rate	2.7907	2.7936	11	Bond1 Imp Repo	(10.563)
12	Fwd Bond Yield	3.0436	2.9859	12	User GB	0.00
13	Fwd Price	94-243	98-193	13	User FutPx	0

	Calculation	Utility	Trade Date:	9/10/2018	<input type="checkbox"/> Spot ASW	<input type="checkbox"/> Repo with FFRate		
1	X		Live Px	Trade Px	Trade Yld	Trade Date	Notional	AI
2	Price Spread		(30.061)	(30.052)	(4.4143)		Total:	(102,8..
3	✓ T 2.000 30-Jun-2024		94-24	94-24	2.9921	9/10/2018	(90.07)	(102,8..
4	T 2.625 28-Feb-2023		98-21+	98-21+	2.9442	9/10/2018	114.01	173,616
5	✓ Swap 2.000 30-Jun-2024		3.1180	3.1181	(12.5927)	9/10/2018	87.35	0
6	✓ Swap 2.625 28-Feb-2023		3.1146	3.1142	(17.0070)	9/10/2018	(113.23)	0
7	Future							
8	✓ FVZB		112-13+	112-132	2.3520	9/10/2018	1,000.00	
9	Repo 2.000 30-Jun-2024		2.1000	2.1000		9/10/2018	85.45	
10	Repo 2.625 28-Feb-2023		2.2757	2.2757		9/10/2018	(112.67)	
11	EDZB		97.3450	97.3450		9/10/2018	(23.00)	
12	EDH9		97.1600	97.1600		9/10/2018	(26.00)	
13	EDM9		97.0000	97.0000		9/10/2018	(27.00)	
14	EDU9		96.9150	96.9150		9/10/2018	(26.00)	
15	EDZ9		96.8550	96.8550		9/10/2018	(27.00)	
16	EDH0		96.8300	96.8300		9/10/2018	(25.00)	
17	EDM0		96.8200	96.8200		9/10/2018	(26.00)	
18	EDU0		96.8250	96.8250		9/10/2018	(25.00)	
19	EDZ0		96.8200	96.8200		9/10/2018	(26.00)	
20	EDH1		96.8450	96.8450		9/10/2018	(25.00)	
21	EDM1		96.8550	96.8550		9/10/2018	(25.00)	
22	EDU1		96.8650	96.8650		9/10/2018	(24.00)	
23	EDZ1		96.8550	96.8550		9/10/2018	(24.00)	
24	EDH2		96.8650	96.8650		9/10/2018	(24.00)	
25	EDM2		96.8650	96.8650		9/10/2018	(25.00)	
26	EDU2		96.8600	96.8600		9/10/2018	(22.00)	
27	EDZ2		96.8450	96.8450		9/10/2018	(5.00)	
28	EDH3		96.8400	96.8400		9/10/2018	85.00	
29	EDM3		96.8250	96.8250		9/10/2018	78.00	
30	EDU3		96.8100	96.8100		9/10/2018	78.00	

Relative Value Arbitrage Trading - cont

Since 2008, the market has switch away from Libor discounting



Real Time Portfolio Risk Management

The graphic features a large blue whale swimming in clear blue water, with a small yellow kayak in the foreground. The text is overlaid on a dark blue background on the left side.

RISKVAL
FINANCIAL SOLUTIONS

**ONLY DETAILS PAINT
THE REAL PICTURE**

RVPORTFOLIO

- Real-time P&L and Risk Management
- Dynamic Portfolio Hierarchy
- Comprehensive Risk Reporting
- Award-Winning Value-at-Risk Approach

RVPortfolio allows managers to break down risk into individual components and dig deeper using risk analysis tools that include risk factor sensitivities, P&L Explanation, Scenario Analysis and Value-at-Risk. RVPortfolio eliminates the tedious work required to identify risk factors. Unlike traditional risk management systems born out of the middle office, RiskVal's RVPortfolio is built on precision analytics trusted for over a decade by traders at nearly 100 top-tier financial institutions.

Riskval.com
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RiskVal Financial Solutions LLC

What constructs a good portfolio system?

- Book/Record Management
- Trade Life Cycle Management
- Real Time Market Data
- Risk Analytics
- VaR that makes sense
- P/L attributions
- Risk allocation and control
- Enhance Alpha



RVPPortfolio

New Portfolio Viewer

Desktop Window Tool Help

New Portfolio Viewer X

Bucket Risk USD

Strip Risk USD

Basis Risk EUR

Basis Risk USD

Basis Risk GBP

PNL Scenario Analysis

Calendar Roll Setting X

Hierarchy: check3

View: check

CustomButton1

12345

Wed 05/30/2018

☒ VaR

☐ Hide Zero

☐ Hide Expired

Navigation	Description	Trade Amt	DV01 USD	Daily P/L USD	New Trade P/L USD	Position P/L USD	MTD PL USD	YTD PL USD	PV	Clean BE Rate	Prev Clean BE Rate	Current Price	Previous Price	Trade Price	Trade Date	DV01	CT10 (mm)	% CT10	PV USD	Daily Clean PL USD	Daily Coupon PL USD	Daily Repo PL USD	\$Vega USD	\$Delta USD
SBRO			(104,276)	(272,615)	(123,257)	(149,357)	1,592,323	18,866,531	(412,489,481)							(74,706)	(120.8)	-0.69 %	(430,568,190)	(160,030)	347,720	(460,305)	0	(24,3)
EUR			(207,312)	(495,413)	74,029	(569,441)	22,460	5,441,494	(109,293,105)							(177,759)	(240.1)	-1.38 %	(127,463,084)	(251,936)	(143,646)	(99,831)	0	(6,9)
GBP			(71)	(419,227)	0	(419,227)	597,768	1,055,657	277,965							(53)	(0.1)	-0 %	369,235	(419,862)	635	0	0	(
USD			103,107	642,025	(197,286)	839,311	972,094	12,369,380	(303,474,342)							103,107	119.4	0.68 %	(303,474,342)	511,768	490,731	(360,474)	0	(17,2)
CALENDAR_ROLLS			7,606	58,090	71,404	(13,315)	1,147,754	1,476,239	48,344,743							7,606	8.8	0.05 %	48,344,743	58,090	0	0	0	(5,5)
COUNTRY_SPREADS			0	0	0	0	0	298,581	0							0	0	0 %	0	0	0	0	0	0
HEDGE			0	(80,250)	(80,250)	0	265,590	422,537	0							0	0	0 %	0	(80,250)	0	0	0	0
MACRO			0	0	0	0	200,906	112,790	(20,191,875)							0	0	0 %	(20,191,875)	0	0	0	0	0
SBRO-MACRO			0	0	0	0	(23,527)	(246,757)	0							0	0	0 %	0	0	0	0	0	0
USD_BOND_RV			(521)	9,274	0	9,274	53,466	(10,106)	(88,504,108)							(521)	(0.6)	-0 %	(88,504,108)	11,708	(6,352)	3,918	0	(5,5)
USD_FRONT_END			(104,372)	54,588	(30,776)	85,364	(1,308,438)	6,703,069	(1,296,842,062)							(104,372)	(120.9)	-0.69 %	(1,296,842,062)	54,559	30	0	0	15,4
USD_FV			116,125	444,854	37,563	407,291	(125,020)	(468,421)	152,148,968							116,125	134.5	0.77 %	152,148,968	422,728	154,465	(132,339)	0	(8,7)
USD_SWAP_SPREAD_B			(1,609)	(6,189)	1,010	(7,198)	72,811	37,466	(89,052,031)							(1,609)	(1.9)	-0.01 %	(89,052,031)	(6,189)	0	0	0	(4,3)
USD_SWAP_SPREAD_O			9,313	45,347	(92,375)	137,722	690,147	164,358	983,486,783							9,313	10.8	0.06 %	983,486,783	27,818	67,353	(49,823)	0	(
USD_TU			(17,438)	97,658	0	97,658	57,338	1,045,527	(99,946,703)							(17,438)	(20.2)	-0.12 %	(99,946,703)	87,884	(17,101)	26,875	0	(3,1)
USD_TY			59,758	(227,319)	0	(227,319)	(921,318)	251,189	146,883,046							59,758	69.2	0.4 %	146,883,046	(264,752)	175,899	(138,466)	0	(10,5)

Total USD

PNL Summary

	Date	Factors PnL USD	Rate Risk PnL USD	OTIS Risk PnL USD	Basis Risk PnL USD	Swap Spread Risk PnL USD	CMT Spread Risk PnL USD	Vega Risk PnL USD	Gamma Risk PnL USD	Theta Risk PnL USD	Gross Basis Risk PnL USD	Comdty Risk PnL USD	Fx Risk PnL USD	Fx Vega Risk PnL USD	OAS Risk PnL USD	FX Rate
1	30-May-2018	58,090	91,585	0	0	(10,422)	222,052	0	0	0	(245,126)	0	0	0	0	
2	29-May-2018	(236,093)	(117,571)	8,796	0	64,143	(193,831)	0	0	0	2,369	0	0	0	0	
3	28-May-2018	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
4	25-May-2018	(123,928)	(46,346)	(17,936)	0	77,716	(137,229)	0	0	0	(133)	0	0	0	0	
5	24-May-2018	102,425	(8,569)	21,752	0	26,056	(49,052)	0	0	0	112,238	0	0	0	0	
6	23-May-2018	(52,429)	(36,119)	(26,762)	0	29,865	114,751	0	0	0	(134,163)	0	0	0	0	
7	22-May-2018	(38,239)	(33,347)	(3,108)	0	45,012	133,888	0	0	0	(180,684)	0	0	0	0	
8	21-May-2018	2,728	(38,912)	(16,967)	0	(111,937)	49,716	0	0	0	120,827	0	0	0	0	
9	18-May-2018	(215,001)	(33,971)	10,025	0	23,193	(69,188)	0	0	0	(145,060)	0	0	0	0	
10	17-May-2018	55,507	24,602	7,985	0	46,787	38,914	0	0	0	(62,782)	0	0	0	0	
11	16-May-2018	(12,751)	(42,661)	(41,364)	0	62,163	81,478	0	0	0	(72,366)	0	0	0	0	
12	15-May-2018	182,704	130,554	(8,462)	0	(50,413)	(123,241)	0	0	0	234,266	0	0	0	0	
13	14-May-2018	76,405	76,217	26,672	0	(91,453)	20,976	0	0	0	43,993	0	0	0	0	
14	11-May-2018	37,064	78,032	72,814	0	(67,386)	24,053	0	0	0	(70,449)	0	0	0	0	
15	10-May-2018	75,240	(22,612)	6,935	0	21,618	51,991	0	0	0	17,309	0	0	0	0	
16	09-May-2018	69,108	51,485	12,325	0	(47,740)	49,010	0	0	0	4,028	0	0	0	0	
17	08-May-2018	(39,702)	50,713	31,931	0	(81,908)	(15,192)	0	0	0	(25,245)	0	0	0	0	
18	07-May-2018	(55,426)	11,363	(6,201)	0	(35,946)	103,241	0	0	0	(127,882)	0	0	0	0	
19	04-May-2018	(61,996)	(61,259)	(17,293)	0	68,116	(116,539)	0	0	0	64,979	0	0	0	0	
20	03-May-2018	(22,325)	(9,521)	(3,060)	0	3,308	11,603	0	0	0	(30,655)	0	0	0	0	
21	02-May-2018	116,761	(43,107)	(14,635)	0	37,931	83,967	0	0	0	52,603	0	0	0	0	
22	01-May-2018	(69,328)	64,022	12,799	0	(81,013)	21,720	0	0	0	(86,856)	0	0	0	0	
23	30-Apr-2018	45,029	(66,633)	(12,464)	0	(29,556)	69,434	0	0	0	84,248	0	0	0	0	
24	27-Apr-2018	5,755	(22,683)	9,382	0	65,239	(59,932)	0	0	0	13,748	0	0	0	0	
25	26-Apr-2018	(146,568)	(35,468)	48,104	0	(103,969)	(8,533)	0	0	0	(46,701)	0	0	0	0	
26	25-Apr-2018	110,578	38,318	(24,206)	0	40,442	9,077	0	0	0	46,948	0	0	0	0	

Vol Statistic

	Factors Local Ccy	Factors USD
Vol	158,524	158,524
90d Vol	188,133	188,133
1y Vol	157,637	157,637
Max	670,633	670,633
Min	(704,737)	(704,737)
Average	780	780

Daily

	Factors Local Ccy	Factors USD
95% VaR	(239,556)	(239,556)
99% VaR	(448,409)	(448,409)

Horizon

Weekly

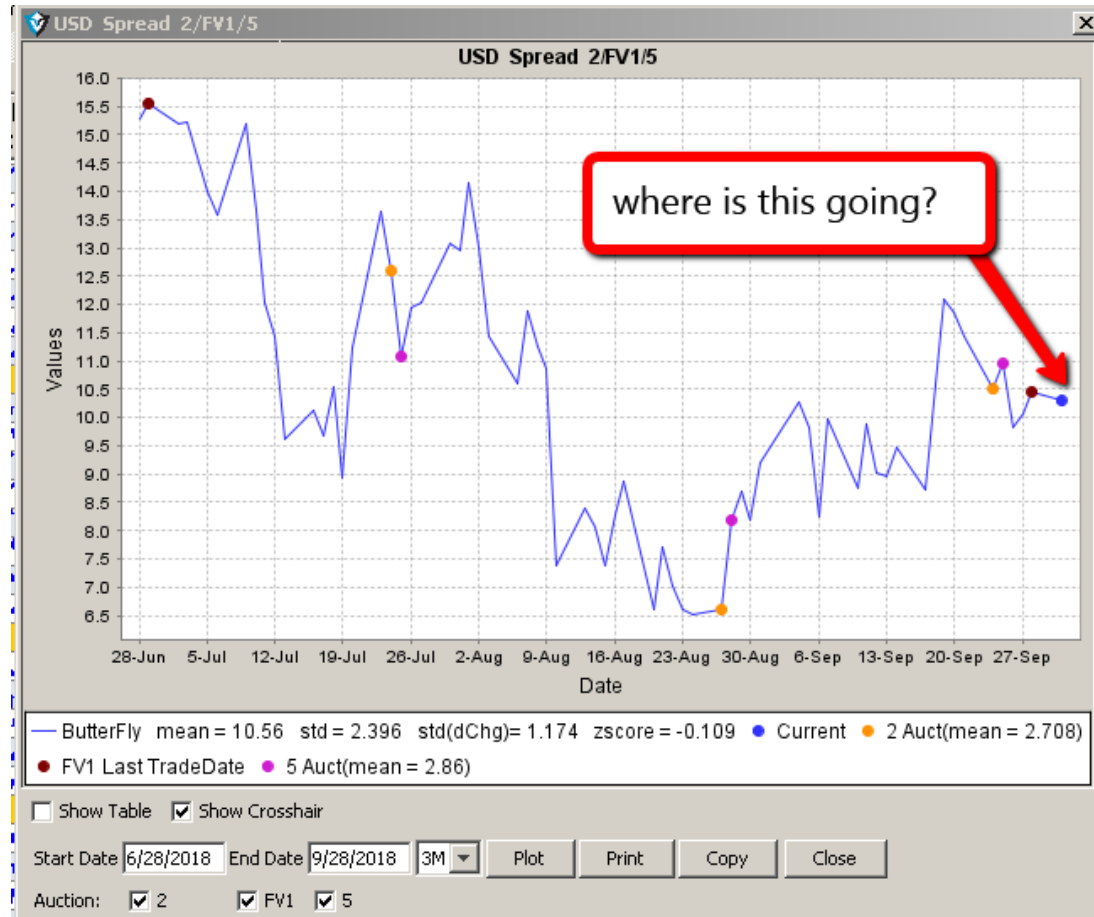
	Factors Local Ccy	Factors USD
95% VaR	(535,664)	(535,664)
99% VaR	(1,002,674)	(1,002,674)

☒ Auto Load

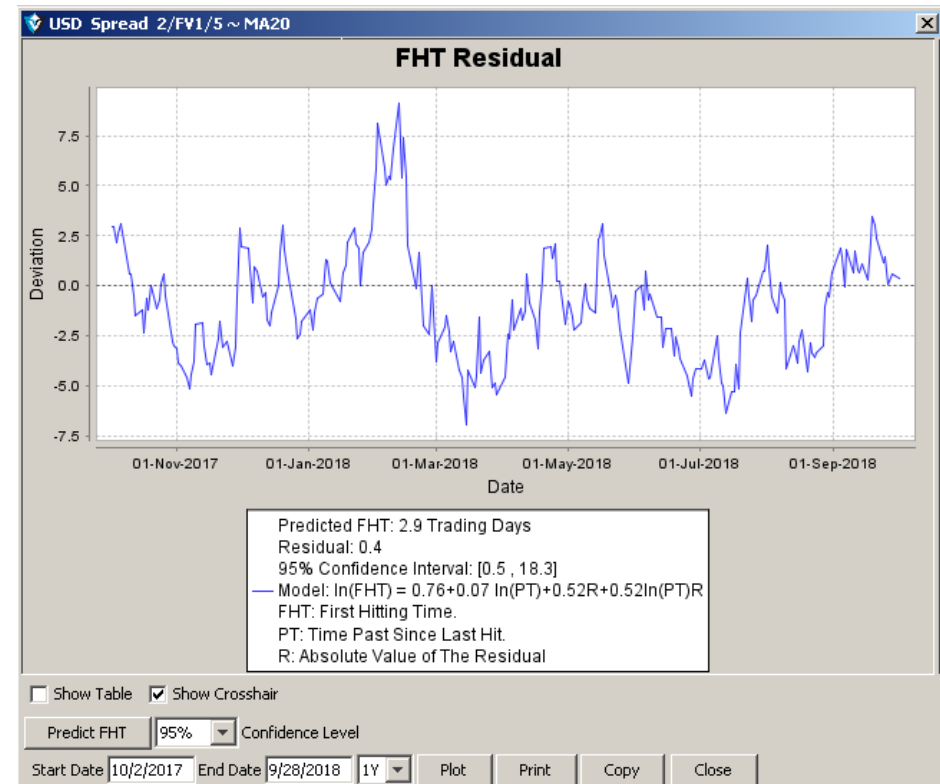
☒ Show Detail

Data Science

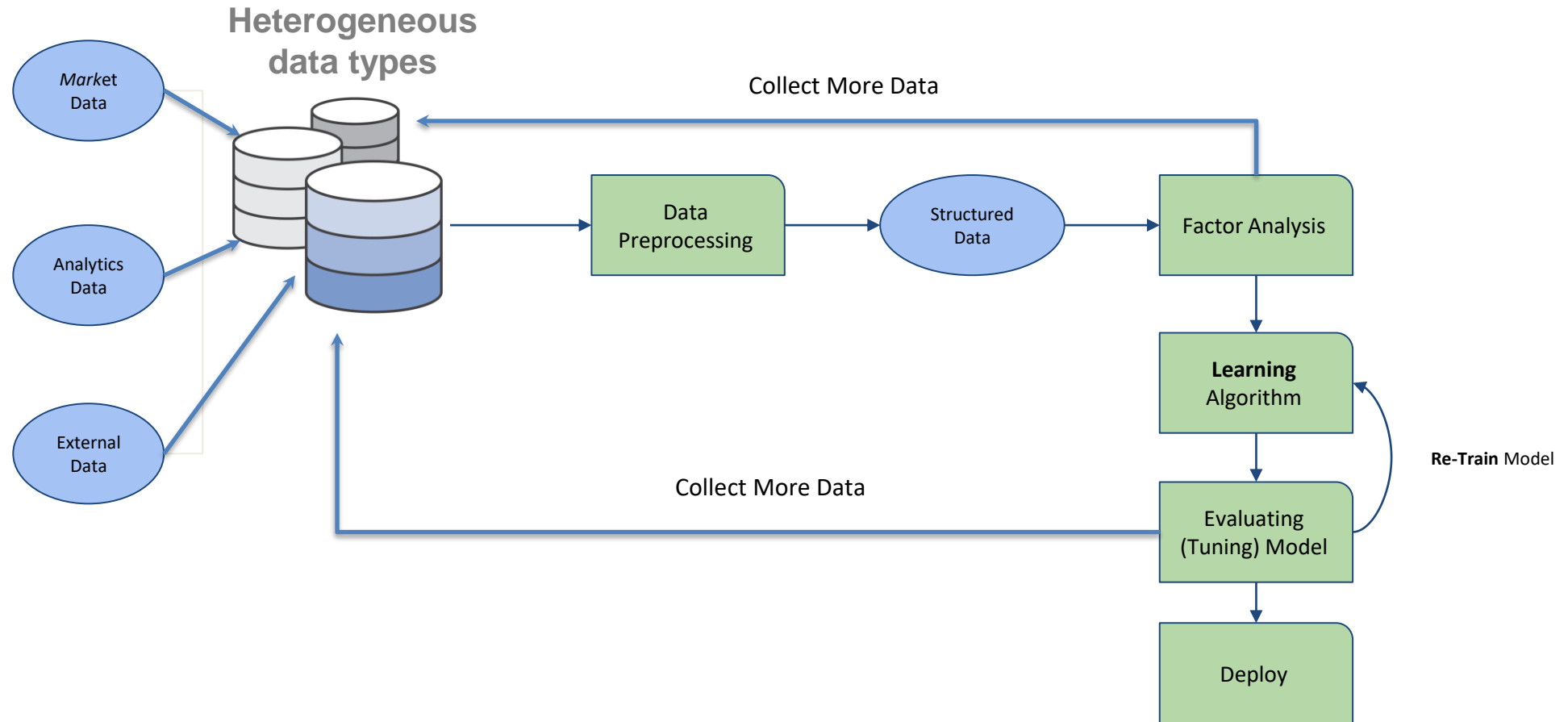
How can data science help in trading?



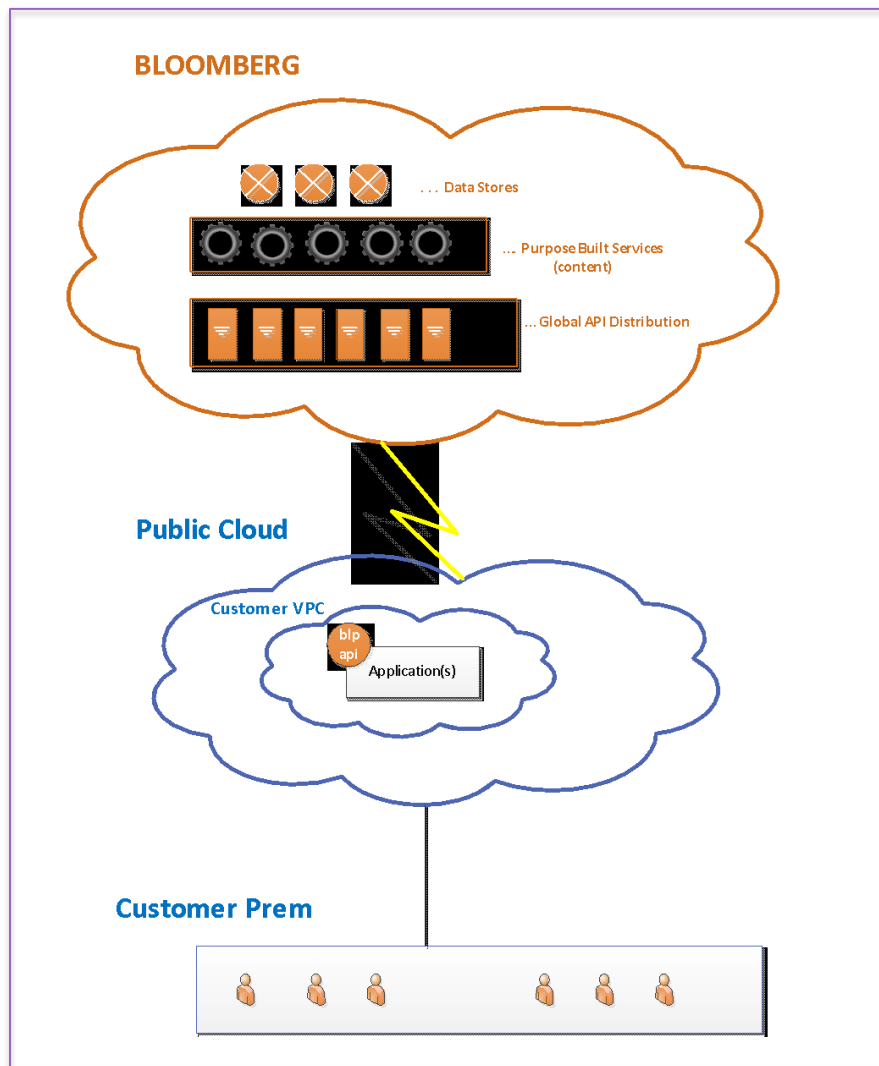
Game Theory?



RiskVal's Software 2.0

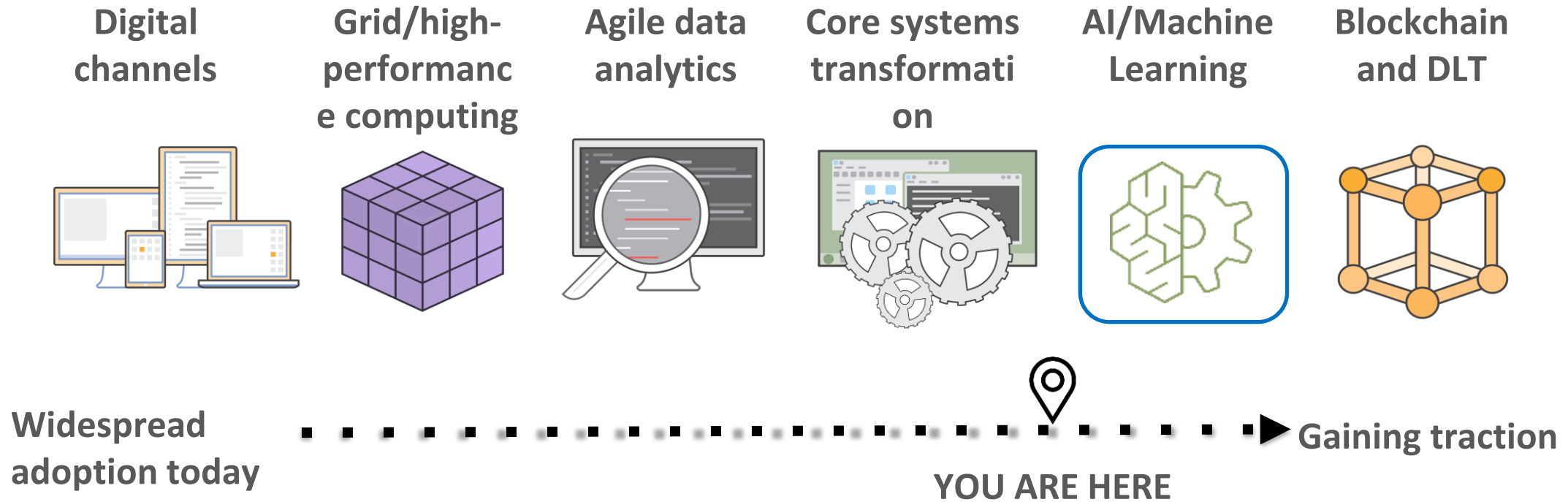


Available Today: Zero Footprint access to Content



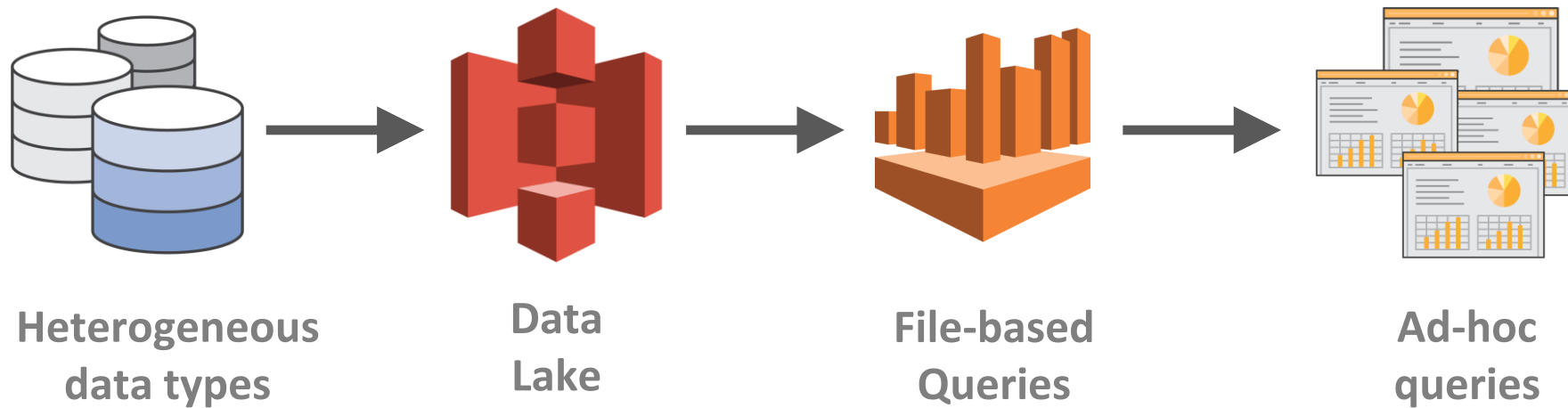
- Customer applications connect, via the internet, to Bloomberg hosted B-PIPEs. No deployed market data infrastructure.
- Technology is resilient, managed, monitored, and accessible via the same API as deployed solutions.
- More than 30 customers in production globally.
- Becoming the preferred choice for development environments.
- Available content includes market data, reference data, history, discovery services, and MSG1 scraping.
- Subscription, Publishing (contributions to Bloomberg) and request/response paradigms are supported.
- Purpose-built services and News coming later this year.
- Support for dedicated connectivity and local ticker plant distribution coming in early 2019.

What Capital Markets Firms are asking of AWS



Agile Analytics in the Cloud

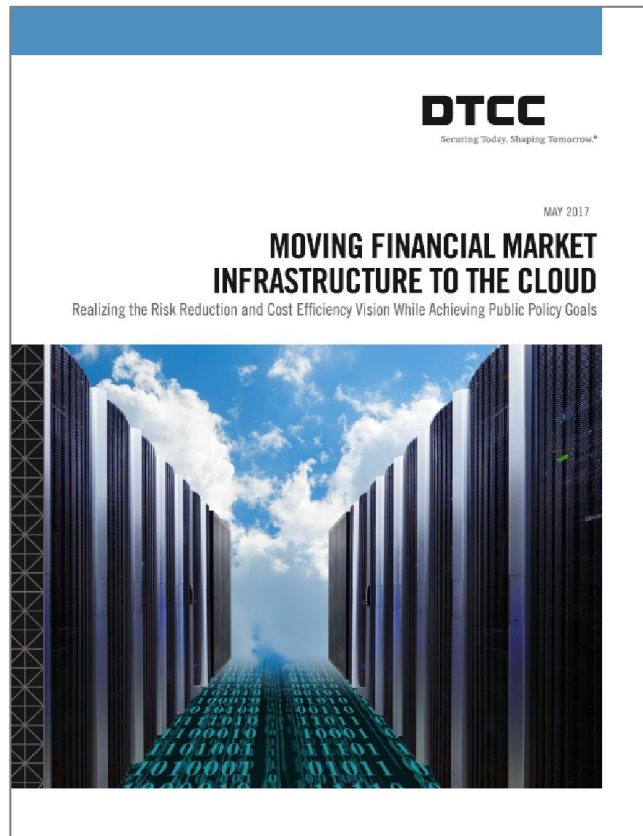
Cloud-based data lakes and interactive querying services are enabling financial institutions to run analytics more quickly and easily, without building and maintaining data warehouses.



Key features

- Serverless
- No ETL
- No spin-up time
- Fast, ad-hoc queries

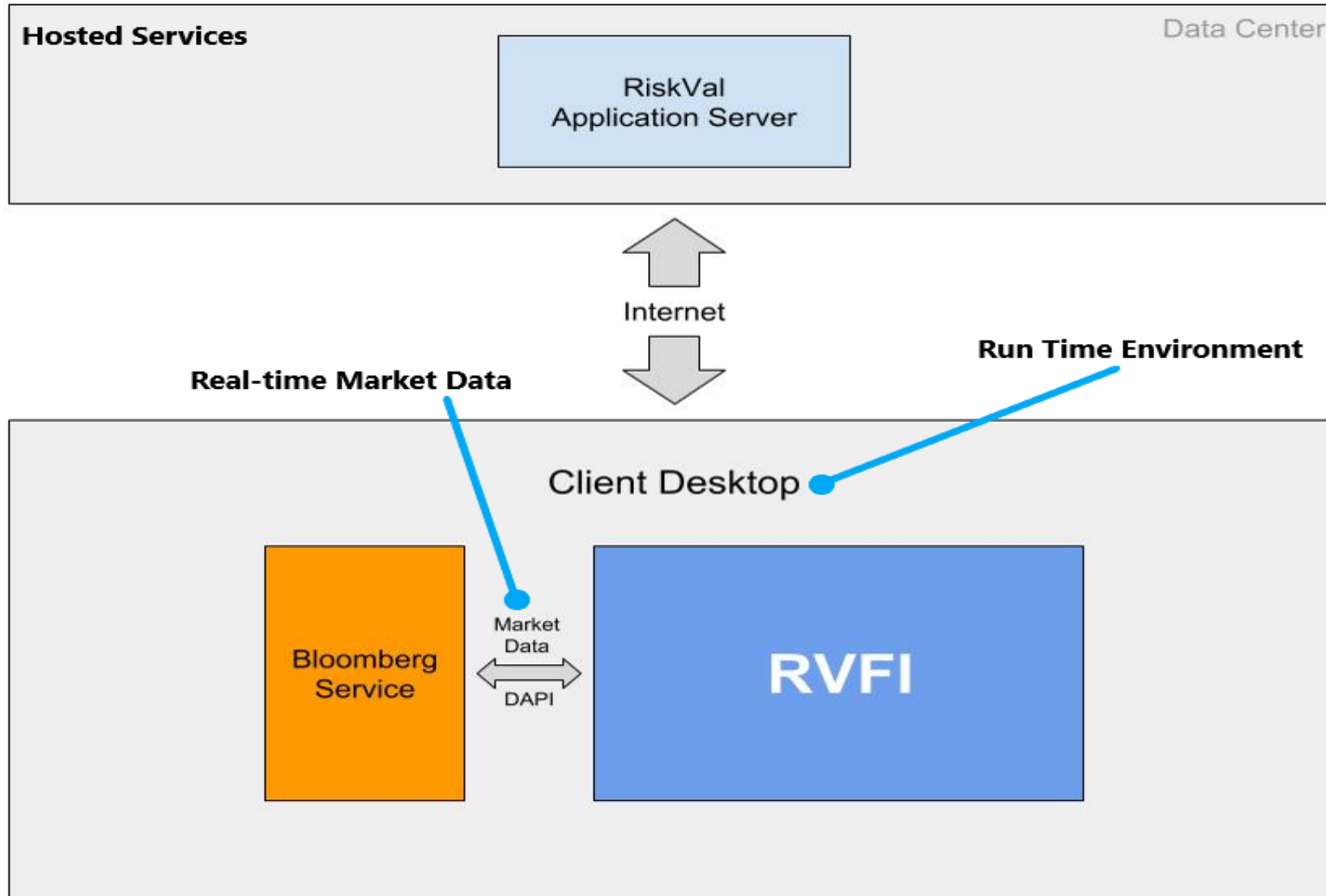
What Financial Market Utilities are asking



“Cloud computing has reached the tipping point as the capabilities, resiliency and security of services provided by cloud vendors now exceed those of many on-premises data centers.”

— DTCC, *Moving Financial Market Infrastructure to the Cloud*

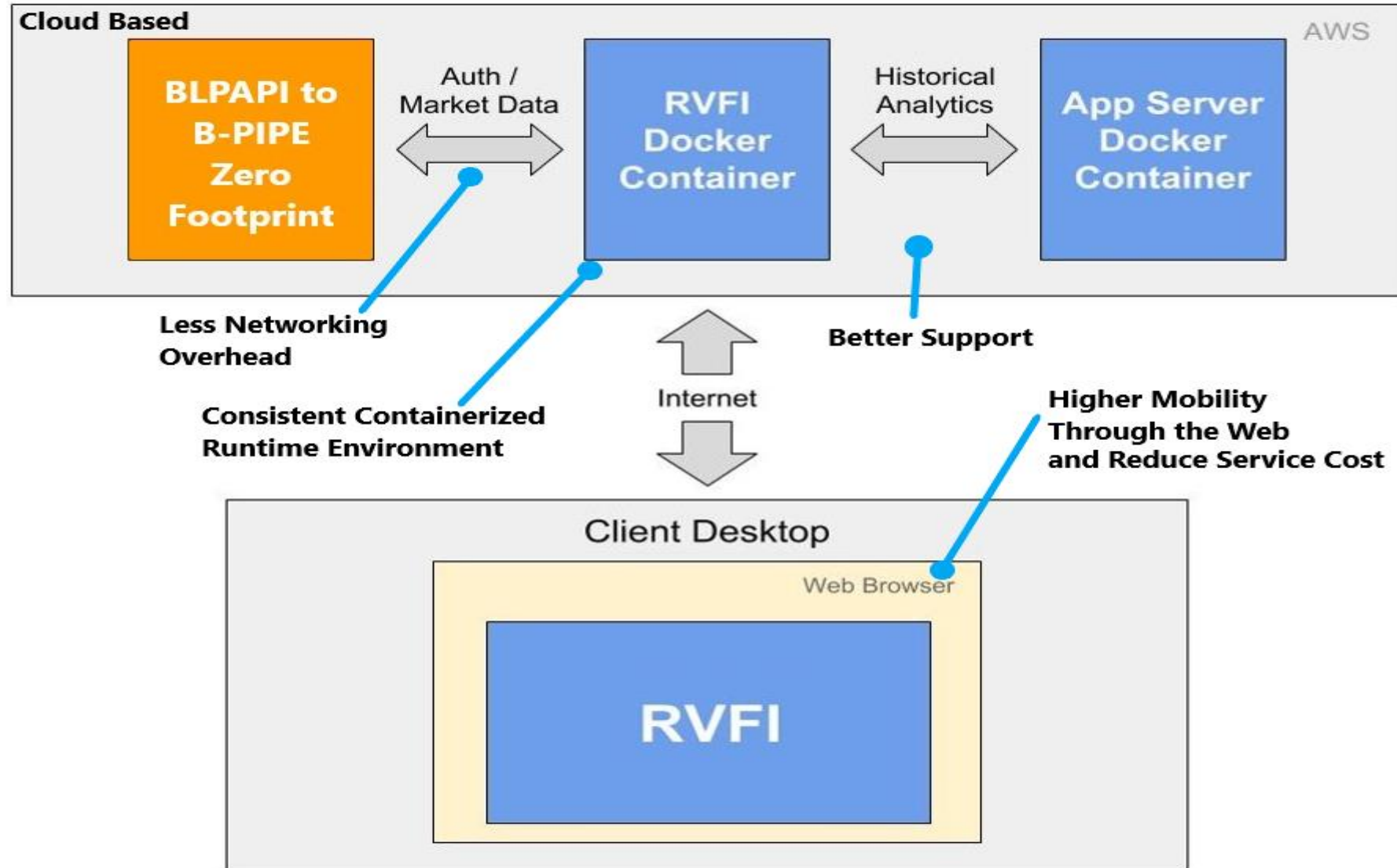
RiskVal On RT Cloud: Current Architecture



The Next Generation of Financial Software Services

- **Virtualization of Market Data**
 - Reduce MD integration complexity
 - Simplify design/implementation architecture
- **Virtualization of Software as a Service**
 - Avoid competition on system resource on client's PC.
 - Dynamic and Scalable run time environment
 - True and easy to maintain DR environment
- **Virtualization of Service Support**
 - More efficient in problem solving in service or market data issues
 - More efficient in service update and maintenance.

RiskVal On RT Cloud: New Architecture



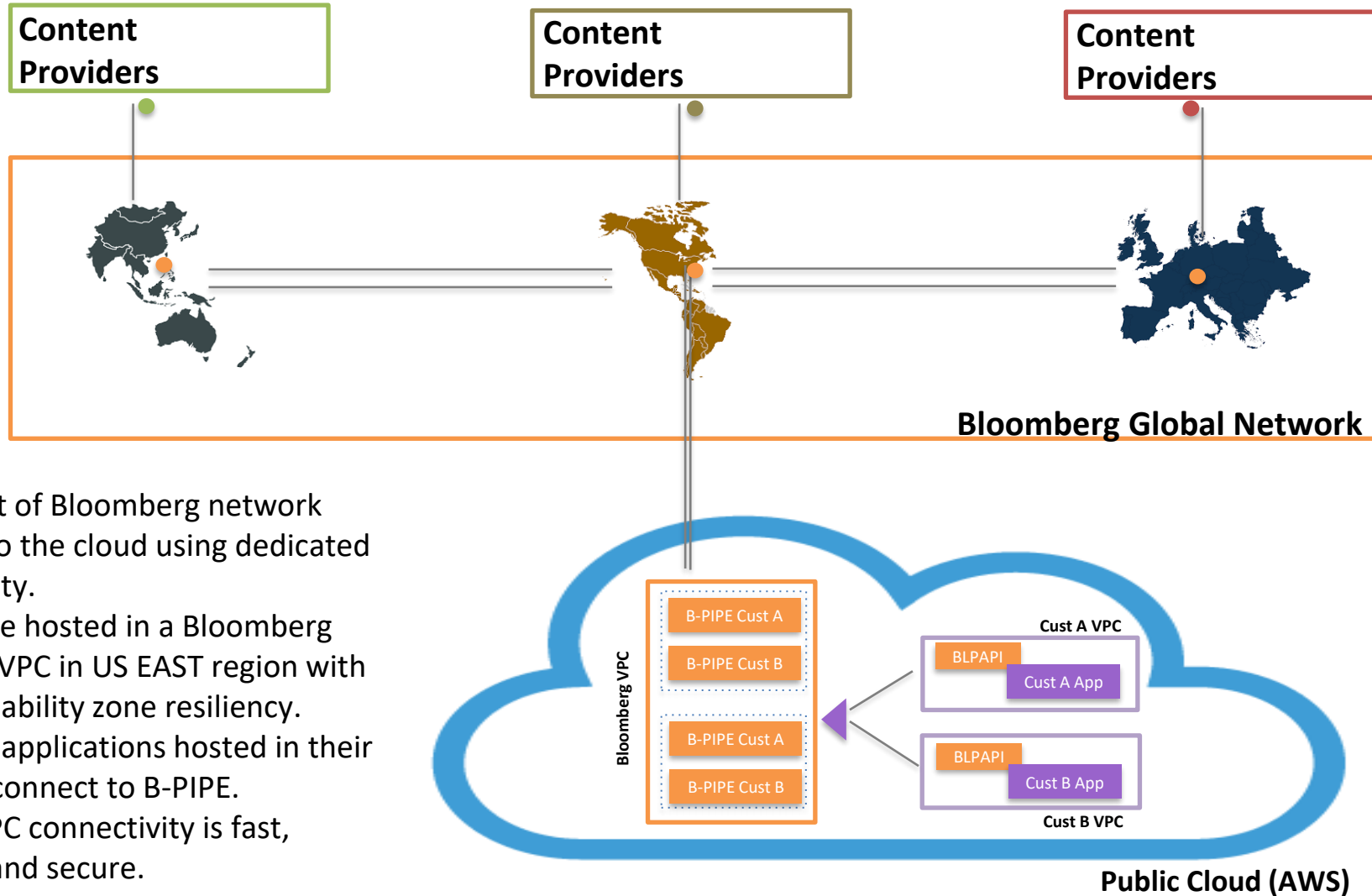
RiskVal + Bloomberg + AWS

How do you envision this partnership helping your clients?

This partnership will help our clients in the following ways:

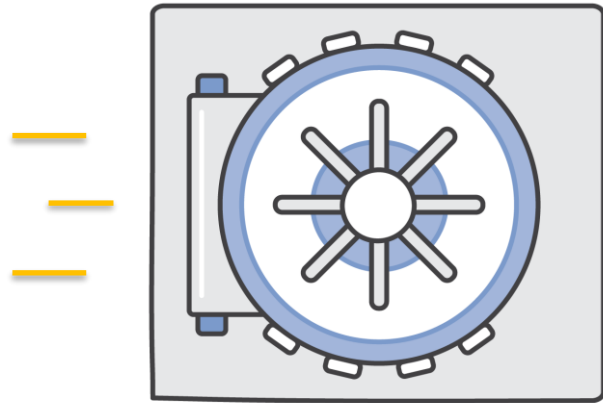
- Client can access our service anywhere in the world.
- No longer require heavy CPU service – can use on any platform.
- Makes software updates and maintenance very easy.

Example: RT in the Cloud w/ AWS US EAST

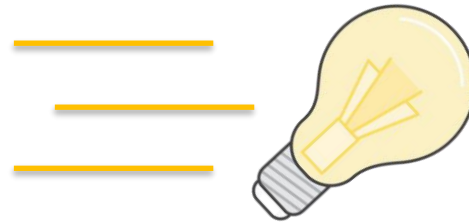


- Edge point of Bloomberg network moves into the cloud using dedicated connectivity.
- B-PIPES are hosted in a Bloomberg Managed VPC in US EAST region with cross availability zone resiliency.
- Customer applications hosted in their own VPC connect to B-PIPE.
- VPC to VPC connectivity is fast, resilient, and secure.
- Environment can be established very rapidly.

Democratization of technology



Size



Agility



Over the next 5 years, the most successful FinTech company will not be the biggest, but the fastest

Thank you for your time.

Questions?



MICHAEL CORINO

**Managing Director at Mizuho Securities
Co., LLC.**

PANELIST

LEIR RESEARCH INSTITUTE CONFERENCE 2021



Henry J. and Erna D. Leir Research Institute
for Business, Technology, and Society

Session #2

"Large Financial Institutions and Corporate FinTech Applications"

Q & A



Henry J. and Erna D. Leir Research Institute
for Business, Technology, and Society

Session # 3

FinTech Regulations and Startup Challenges

Presented by:
The Martin Tuchman School of Management



STEVEN GOMEZ

**Program Development Manager at New
Jersey Institute of Technology**

MODERATOR

LEIR RESEARCH INSTITUTE CONFERENCE 2021



JOHN SCHINDLER

**Sr Associate Director, Division of
Financial Stability at the Federal Reserve
Board**

KEYNOTE SPEAKER

LEIR RESEARCH INSTITUTE CONFERENCE 2021



FinTech: How It's Different

John Schindler
August 27, 2021

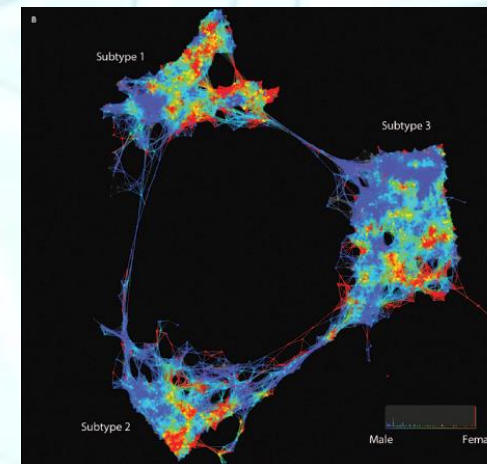
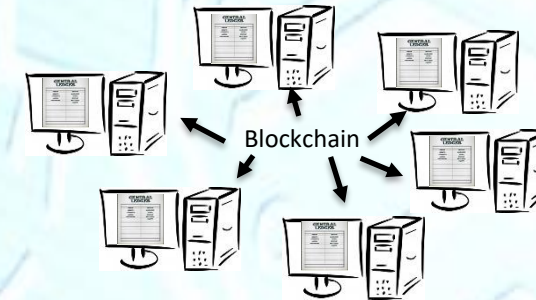
Disclaimer

The views presented in this presentation are my own and should not be taken to represent the views of the Board of Governors or the Federal Reserve System.

FinTech – A Definition

“Technologically-enabled financial innovation...with an associated material effect on financial markets and institutions and the provision of financial services” - FSB

Examples



Question

**How is FinTech
different?**

Question

How is FinTech
different?

It is a deeper, more
foundational innovation

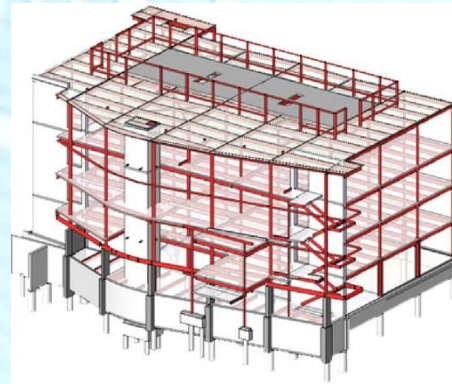
The Depth of Financial Innovations

A building analogy

Foundation



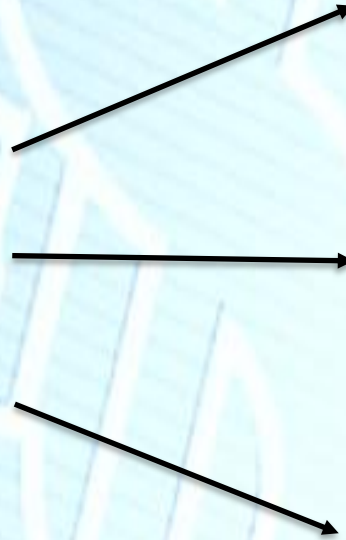
Superstructure



Features

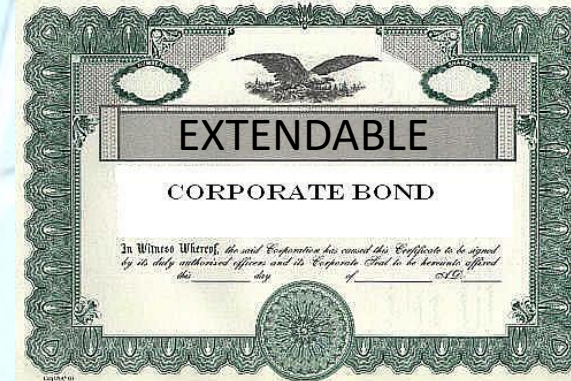
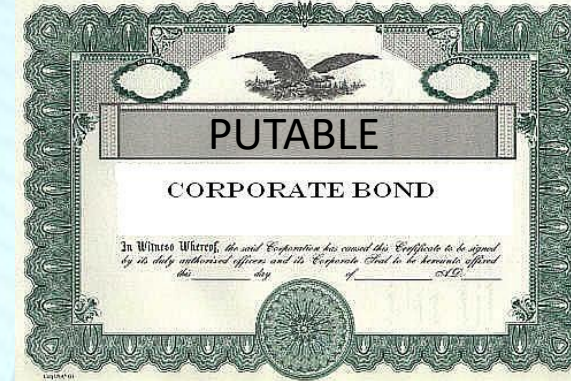
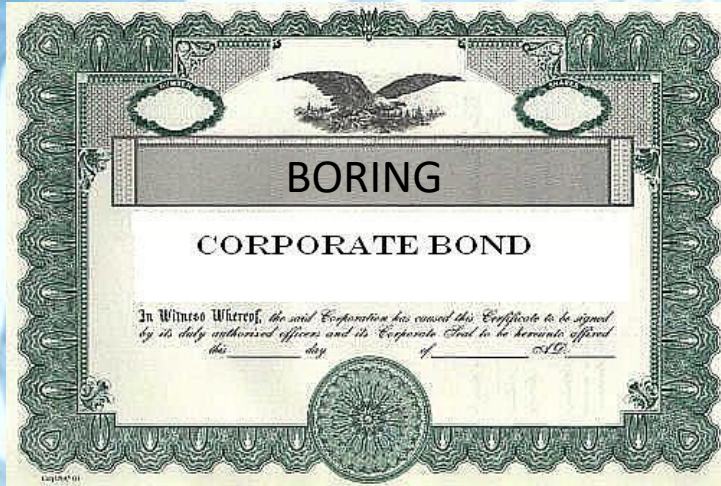


The Depth of Financial Innovations



Superficial Innovation

The Depth of Financial Innovations



The Depth of Financial Innovations



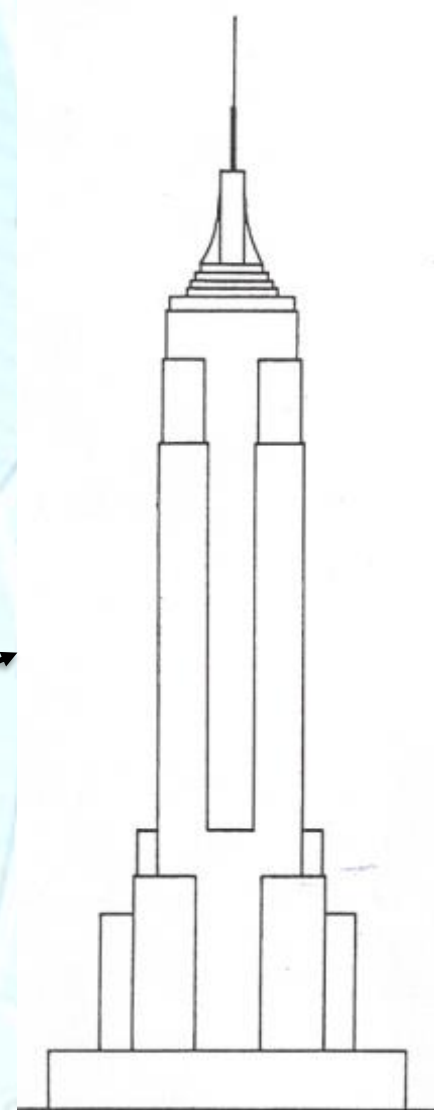
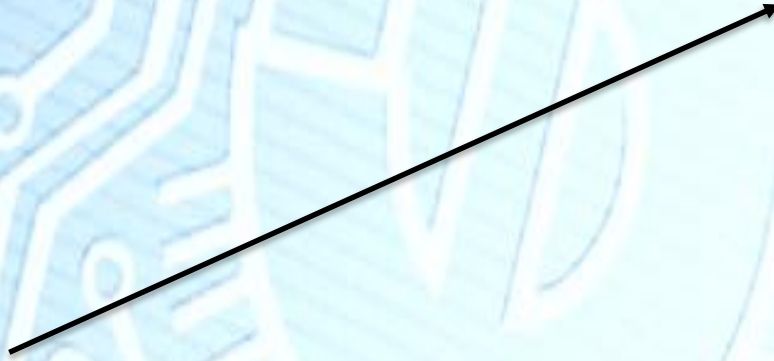
Genuine Innovation

The Depth of Financial Innovations



The Depth of Financial Innovations

Foundational Innovation



The Depth of Financial Innovations



Blockchain-based
bond issuance

The Depth of Financial Innovations



Blockchain – Why the hype?

Foundation

Blockchain
Technology



Blockchain – Why the hype?

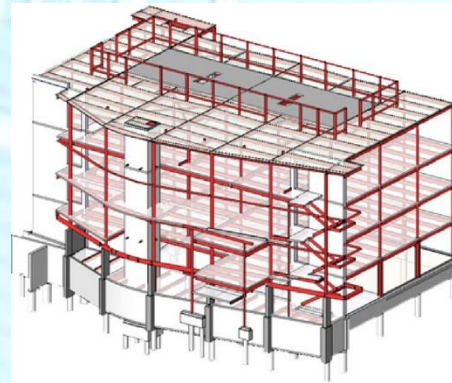
Foundation

Blockchain
Technology



Superstructure

Digital Currencies
Smart contracts
DAOs



Blockchain – Why the hype?

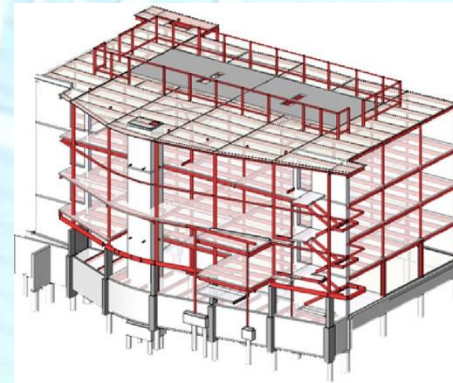
Foundation

Blockchain
Technology



Superstructure

Digital Currencies
Smart contracts
DAOs



Features

Stable coins
1000s of
permutations



FinTech – Why is it different?

- Financial innovation is like a building

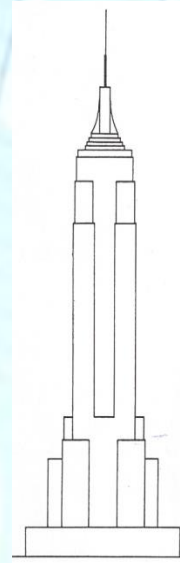
- Features



- Superstructure



- Foundation



- Deeper changes have more profound effects

A counterargument?

“This is just another VOIP.
No one will notice the
difference.”

Closing Thoughts on FinTech Regulation

- Financial transactions involve risk
- Same activity – Same regulation?
- Same risk – Same regulation?
- Consider benefits AND costs
 - Start simple - definitions



MADYÉ PARRISH

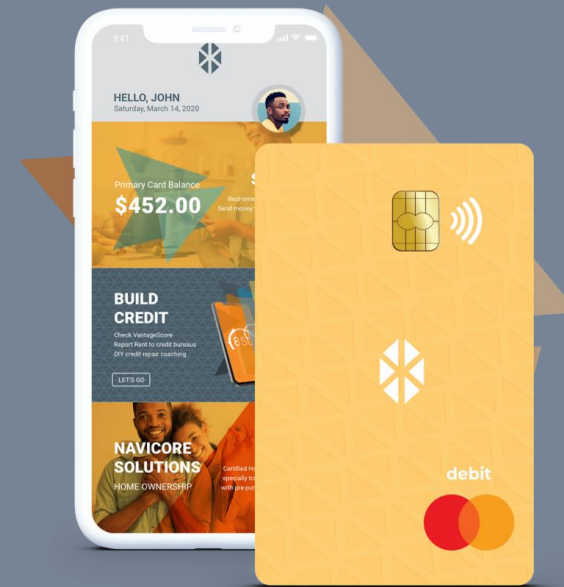
Head of Product at MoCaFi

PANELIST

LEIR RESEARCH INSTITUTE CONFERENCE 2021



Startup Challenges



Leir Research Institute Virtual Conference 2021

Madyé Parrish

Head of Product

Mobility Capital Finance ["MoCaFi"]



MoCaFi MISSION



To **close the wealth gap** with data-driven, **mobile banking** that offers lower-cost services, **builds credit** and helps provide financially **underserved communities** access to capital at **scale**



Disrupting the Definition of a Fintech Startup



9,000 bank branches
closed last decade*



Solving a hard-to-
understand problem is
hard



Cities seek solutions but
can't act without the
right partner

MoCaFi a **diverse-led** team of **financial executives**, **technologists**, **community organizers**, **activists**, and **makers** committed to breaking barriers to wealth building for all people, regardless of race, circumstance, or financial position.



RISKS AND REWARDS

There is a direct correlation between success and expectations--internal or external

The key is to manage both against your short and long term KPI(s)

- Move at the speed of faith
- Reassess your pipeline frequently
- Embrace non-traditional partnerships
- Redefine innovation as a regular pulse check
- Develop talent and technology in parallel to maintain the moving target called “scale”



CHALLENGES GREAT AND SMALL

Challenges are amplified/magnified when the dependency is external

- Risk tolerance/product portfolio/agility of your financial sponsors
- 3rd parties that are critical your product
- Delivering beyond your current capacity



Innovation Over Competition

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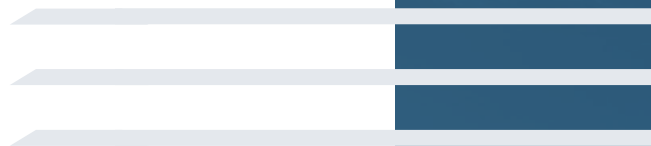


PANELIST

JEWEL JENNINGS-WRIGHT

**Head of Compliance at New York
Shipping Exchange, Inc**

LEIR RESEARCH INSTITUTE CONFERENCE 2021



Regulatory Burdens Facing Startups

Jewel Jennings-Wright

Head of Compliance, NYSHEX LLC

- Responsible for maintaining regulatory compliance programs.
- Joined NYSHEX in 2016
- Former counsel with the Federal Maritime Commission





New York Shipping Exchange (NYSHEX) is an independent provider of technology and contracting framework that enables effective digital shipping contracts. NYSHEX provides the following services:

- Digital Contracting Technology – allows shippers and carriers to e-sign service contracts where the terms can be customized but are always clear and fully enforceable.
- Performance Monitoring – independently tracks bookings and shipment milestones to ensure both the shipper and carrier see where contracts are off track, enabling corrective action.
- Processing of Damages – ensures exceptions are resolved fairly in NYSHEX contracts according to mutually agreed rules, saves shippers and carriers time, and avoids damage to relationships.

Confusion Regarding Rules

Regulations are narrow with specific definitions that usually do not include startups. As a result, startups, including those like NYSHEX, find themselves in a situation where **they are not specifically regulated but they participate in regulated activity** which can have its own unique set of rules.

Startups are multifaceted. As a result, they could face regulation by several agencies as opposed to just one, increasing their regulatory burden.

In the United States alone there are local, state, and federal level jurisdictions. As startups grow, they may have to **navigate a myriad of conflicting rules and procedures** to ensure compliance.



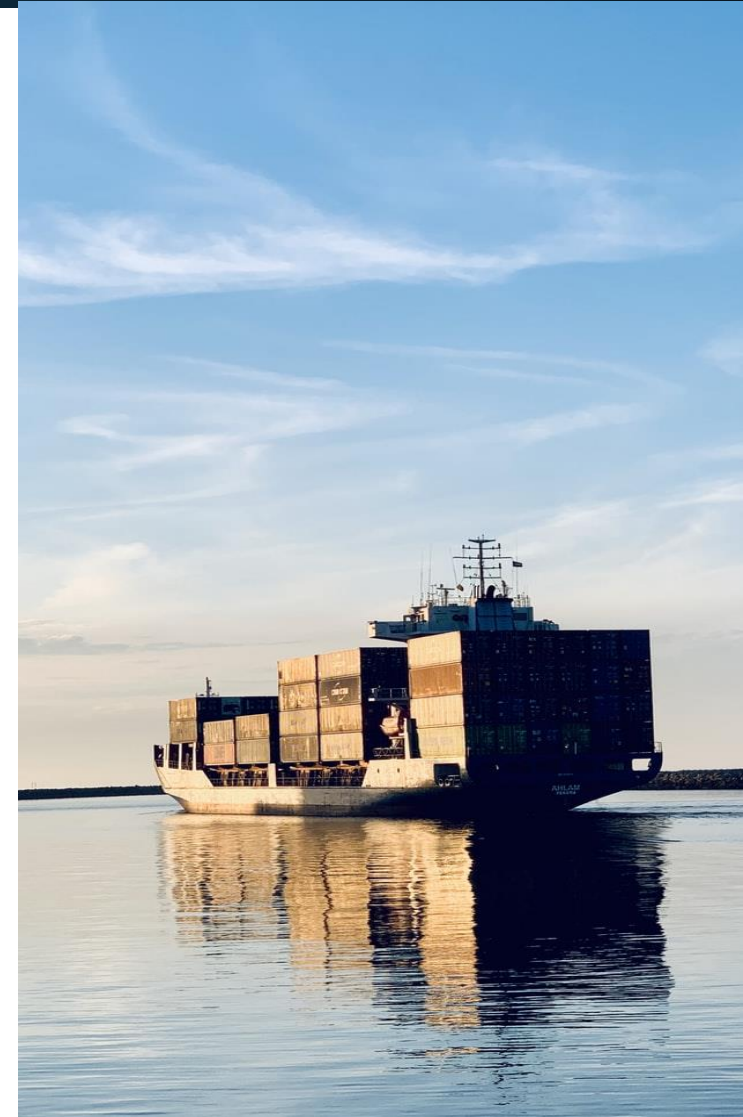
Lack of Collaboration



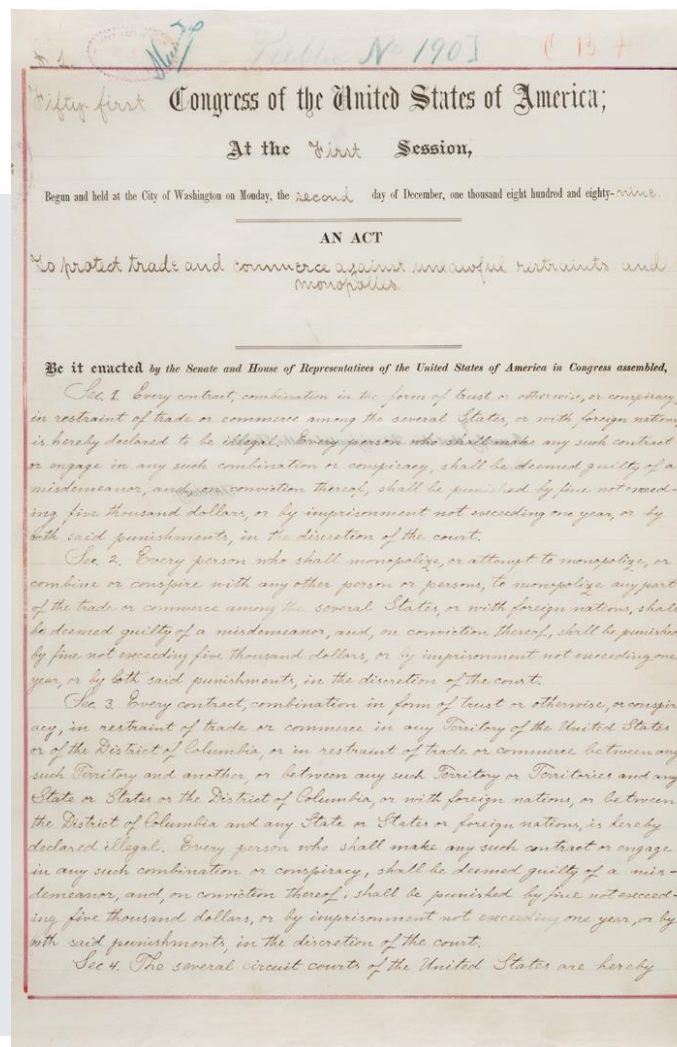
Communicating the business model to regulators can also be difficult. Maintaining engagement from regulators when the startup is not a fully regulated entity is crucial to establish a collaborative process.

Regulators do not offer endorsements. This is true even when the product offered provides significant benefits to the industry.

However, a more collaborative approach can give Fintech and other startups have a **unique opportunity to have a say in the regulatory process.**



Innovation Outpaces regulation



The regulatory process around startups tends to be reactive. Innovation happens well before changes to regulation.

Even after the reaction, the regulatory process, especially in the United States, is slow.

Thank you

A large, detailed image of a port at night, showing numerous shipping containers, cranes, and industrial buildings illuminated by warm lights against a dark, cloudy sky. The port is situated along a body of water, with hills visible in the background.

Jewel Jennings-Wright
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Henry J. and Erna D. Leir Research Institute
for Business, Technology, and Society

Session #3

"FinTech Regulations and Startup Challenges"

Q & A

Leir Research Institute's Virtual Conference 2021

Disruptive Technologies, Regulations, Business – Implications in the FinTech Industry

Friday, August 27, 2021

9:00 A.M. - 1:00 P.M.



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Thank you all for coming!