Finance in Flux:

Money is **Changing** everywhere...

- Mass Adoption of Mobile Devices
- Digitization of Cash
Massive mobile access fuels financial inclusion

Mobile

Consumer Wallet
Retailer Wallet
Bank
Credit
85% of Commerce is Cash

GLOBAL CONSUMER TRANSACTIONS

15% = ALL OTHER PAYMENT TYPES

85% = CASH

Commerce is just commerce – it’s not offline or online

Digital commerce and money ($100T+)

Digital money ($90T)

Offline retail ($21T)

Online / mobile ($1.3T)


eMarketer, “Worldwide Retail Ecommerce 2015 report,” Euromonitor

IEU, World Bank, OECD, Global Insight, Reuters, Bloomberg and McKinsey “Global Banking Pools”
Financial Services Disruption

- **7.7 billion** mobile connections worldwide\(^1\)
- **2 billion** adults around the world don’t have a bank account\(^2\)
- FDIC says that **1 in 13 US households** were entirely underserved by the financial system
- **72% of consumers in India** want access to more financial products and services\(^3\)

\(^1\) GSMA Intelligence, Real-Time Mobile Connections Tracker, May 2016 https://www.gsmaintelligence.com/
\(^3\) PayPal, New Money Survey, 2015
Democratizing Financial Services
unleashes 2 billion people to fulfill their dreams\(^{(1)}\)
Cross-Border Trade Dynamics

- Cross-border B2C e-commerce will reach $424B by 2021\(^{(1)}\)
- Cross-border sales will reach 15% in 2021\(^{(1)}\)
- PayPal CBT Activates Consumers:
  - 1 in 5 in NA,
  - 2 in 5 in EMEA,
  - & 1 in 3 in APAC
- China’s share of the online CBT market will grow to 40% in 2021\(^{(1)}\)
- CBT shoppers spend around 2x more with PayPal than domestic only consumers
- CBT is ~25% of PayPal PTV

\(^{(1)}\)Forrester Research, Online Cross Border Retail Forecast, 2016 to 2021
$600B Global Remittances = Positive Developmental Impact

NEPAL
30% of GDP

HAITI
22% of GDP

EL SALVADOR
13% of GDP

World Bank, Personal remittances, received (% of GDP), 2014
Enabling Financial Access

Mobile and Social

Transfers, Commerce, Bill Pay, Mobile Reload...

Strategic Local Partners
PayPal – The world’s largest open digital payments platform

184M Accounts
200+ Markets

Community Empowerment
Next Generation Commerce

Social Commerce
Braintree

xoom
Venmo
Paydiant

GLOBAL INFRASTRUCTURE AND TRUST
With hundreds of millions of customers worldwide, PayPal is a secure, scalable, and inclusive financial ecosystem that people trust.

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