



DFCC Bank & Technology Development DFCC Bank PLC, Sri Lanka

[Lakshman Silva, CEO]



بنك التنمية العماني
Oman Development Bank



ADFIAP
financing sustainable development

Pioneer, Pathfinder and Trailblazer



Since inception in 1955 as Sri Lanka's pioneering DFI, DFCC Bank has catalyzed and supported technological innovation throughout.

1989 - Mobile Telecommunications

- 30 years ago, at a time the concept was almost unknown in the country, DFCC Bank part funded Sri Lanka's first mobile telephone network, started by a group of young entrepreneurs.

1994 - The Internet

- DFCC's venture capital subsidiary (Lanka Ventures) funded the country's first Internet Service Provider (ISP), enabling the Sri Lankan public access to the internet for the first time

1996 - Renewable Energy

- DFCC funded Sri Lanka's first grid-connected mini-hydro power plant;
- thereafter it funded the first large scale **wind farm (2010)** and **solar farm (2016)**.

2006 – Synapsys (Pvt) Ltd

- Fully owned subsidiary created to develop fin-tech
- Responsible for creating Mbankx Mobile Teller, Virtual Wallet, Lanka Money Transfer, TIPS

Trailblazing Innovations



'M-Teller': Door-step rural banking

- Customer account credited immediately
- Immediate receipt generation

Virtual Wallet

- Sri Lanka's first mobile wallet
- Integrates with other banks
- Works with any mobile telco

Payments & Cash Management

- Manages payments of corporate customers with complex requirements
- App enables authorization from a smart phone

Lanka Money Transfer (LMT)

- Convenient remittance service for overseas Sri Lankan workers
- Remittances hubbed through DFCC to over dozen banks in Sri Lanka

Mobile Teller



Cash being delivered to a customer by a DFCC Bank representative



Instant receipt generated via DFCC's Mobile Teller device

Tea Integrated Payments & Supply Chain Platform (TIPS)



- Developed by 'Synapsys' - DFCC Bank's fin-tech subsidiary
- Links tea factory to out-grower small-holder farmers
- Systems updated at the produce weighing stage, at the farmer's doorstep
- Farmer's bank account updated instantly giving ATM access from anywhere in the country
- Farmers given access to credit from Bank originated cash-flow based lending programmes



TIPS – Value to Community/Society

Value to Community/Society

Impact on quality of life

- Reduce indebtedness
- 24/7 Access to cash
- Increase financial inclusion
- Increase credit worthiness

Ease to use

- Easy user interface
- Streamlined processes

Transparency

- Digitalized procurement to payment process
- Protect the small holder farmer
- Increase markets for tea
- Increase quality of tea

Accessibility & Reach

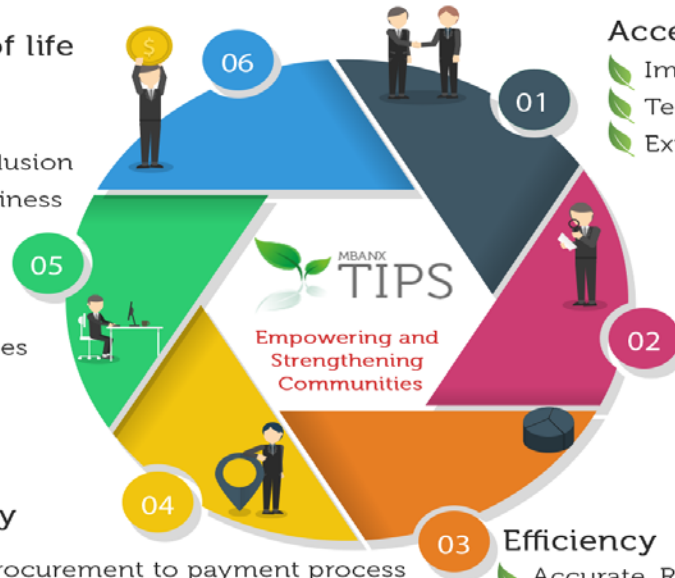
- Impact 10% of the population
- Technology right to door step
- Extend to other industries

Cost Effectiveness

- No cost to tea small holders
- Operational cost borne by factories

Efficiency

- Accurate, Real-time, Integrated
- No Manual work & paperless
- Reduce cost & Increase Margins



Process Innovations at DFCC



Workflow

- Digital pipeline for sales process from lead generation to customer fulfillment
- Reduced paper handling
- Increased monitoring and better risk management
- Gives Staff more time on acquiring and serving customers

Business Intelligence Platforms

- 360° view of the customer
- Customer profitability analytics

Octoplex

- Paperless board and committee meetings

Thank You for your Kind Attention!



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