

Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"Financial technology has undergone a radical transformation in the past decade. In response to the growth in online banking and smartphone ownership, financial brands have come up with new, innovative technologies that make the consumer's financial experience faster and more secure."

- Jennifer White Boehm, Associate Director - Financial Services

This report looks at the following areas:

- Trust in the financial services industry remains below 50%
- 45-54 demographic is the least engaged with financial services providers
- Consumers not ready to embrace future

The vast majority of consumers have some sort of financial account. Mobile device ownership is near ubiquitous as well and consumers are open to new financial technology. They struggle to predict the future of fintech but are willing to use new tools once exposed to them.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

+86 (21) 6032 7300

+61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Overview

What you need to know

Definition

Executive Summary

Overview

The issues

Trust in the financial services industry remains below 50%

Figure 1: Trust in financial services industry, June 2018

45-54 demographic is the least engaged with financial services providers

Figure 2: Consumers who do not interact with financial services companies, by age, June 2018

Consumers not ready to embrace future

Figure 3: Desired fintech features, June 2018

The opportunities

Most consumers proactively monitor their finances

Figure 4: Proactively monitoring finances, by self-reported credit score, June 2018

Comfort with fintech's security has grown

Figure 5: Comfort level with financial security and technology, June 2018

What it means

The Market - What You Need to Know

Majority of adults own multiple devices

Personal lending skyrockets

Market Breakdown

Financial product ownership

Figure 6: Financial product ownership, June 2018

 $\label{eq:majority} \mbox{Majority of adults own more than one tech device}$

Figure 7: Number of mobile devices or laptops owned, May 2018

Market Factors

Branch locations plateau, as number of banks continues to decline

Figure 8: Number of FDIC-insured commercial branches and institutions, 2006-16

Personal lending skyrockets

Aging of US population

Figure 9: Population by age, 2013-23

Key Players - What You Need to Know

Point-of-sale lending

Apple's fintech success

BUY THIS
REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.com



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Fintechs hesitant to embrace regulation

Alternative ways to measure credit worthiness

What's Working?

Point-of-sale lending

AmEx "Pay It Plan It"

Affirm and Afterpay

Apple's fintech success

What's Struggling?

Voice access technology still struggling to catch on

Figure 10: Lack of interest in using voice technology to access account, by age and gender, June 2018

Fintechs hesitant to embrace regulation

What's Next?

Big brands buy up or partner with fintech startups

Alternative ways to measure credit worthiness

The Consumer - What You Need to Know

Most see a need for in-person financial transactions

Bank website is most frequently used channel

Consumers most interested in using biometrics to access financial accounts

Most consumers proactively monitor their finances

Amazon, Google not heavy competition just yet

Consumers not ready to embrace financial future

Attitudes toward Financial Technologies

Most see a need, now and in the future, for in-person financial transactions

Figure 11: Opinion on the need for in-person financial transactions, June 2018 $\,$

Trust in financial services industry remains below 50%

Figure 12: Trust in financial services industry, June 2018

Figure 13: Allstate video, "Allstate Commercials: Park Road America," July 2018

Trust particularly low in rural areas

Figure 14: Trust in financial services industry, by area of residence, June 2018 $\,$

Comfort with fintech's security has grown

Figure 15: Comfort level with financial security and technology, June 2018

Consumers are open to alternative credit scoring

Figure 16: Opinions on alternative credit scoring, by generation and by race and ethnicity, June 2018

Amazon, Google not heavy competition just yet

Figure 17: Opinions on alternative credit scoring, by age and gender, June 2018

Interacting with Financial Brands

Bank website is most frequently used channel

BUY THIS REPORT NOW **VISIT:** store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 18: Most frequently used channels to interact with financial services companies, June 2018

Figure 19: HomeStreet Bank website launch email, February 2018

Younger consumers prefer in-person visit, mobile app over website

Figure 20: Most frequently used channels to interact with financial services companies, by age, June 2018

45-54 demographic least engaged with financial services providers

Figure 21: Consumers who do not interact with financial services companies, by age, June 2018

Interest in Using Fintech

Consumers most interested in using biometrics to access financial accounts

Figure 22: Familiarity with and interest in biometrics, June 2018

Figure 23: Bank of America fraud protection email, August 2018

Nearly four in 10 have not heard of roboadvisors

Figure 24: Knowledge of roboadvisors, by household income, June 2018

Cryptocurrency hasn't hit the mainstream yet

Figure 25: Familiarity with and interest in cryptocurrency, June 2018

Young, upper middle class most interested in PFM

Figure 26: Interest in personal financial management tools, by age and household income, June 2018

Financial Behaviors

Less than 10% have used a financial virtual assistant

Figure 27: Use of personal assistant from financial services company, by generation, June 2018

Most consumers proactively monitor their finances

Figure 28: Proactively monitoring finances, by self-reported credit score, June 2018

Some consumers are drifting away from their local branch

Figure 29: Preference for not visiting branch, by age and race and ethnicity, June 2018

Younger women more likely to conduct financial transactions via mobile

 $Figure \ 30: \ Conducting \ financial \ transactions \ online \ or \ through \ mobile, \ by \ age \ and \ gender, \ June \ 2018$

Older consumers still reluctant to use mobile apps

Figure 31: Conducting financial transactions online or through mobile, by age and gender, June 2018

Most consumers aren't paying attention to new financial technologies

Figure 32: Conducting financial transactions online or through mobile, by parental status, June 2018

Ideal Fintech Features

Consumers not ready to embrace future

Figure 33: Desired fintech features, June 2018

Men are most open to proactive account notifications

Figure 34: Interest in proactive account notifications, by age and gender, June 2018

Meet customers where they are in terms of lifestage

Figure 35: Desired fintech features, by age, June 2018

Appendix - Data Sources and Abbreviations

Data sources

BUY THIS REPORT NOW **VISIT:** store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Consumer survey data

Direct marketing creative

Abbreviations and terms

Abbreviations

Terms

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com