



# Innovation at the Edge

## Banks Transition to Hybrid Lending

Presenters

Snehal Fulzele



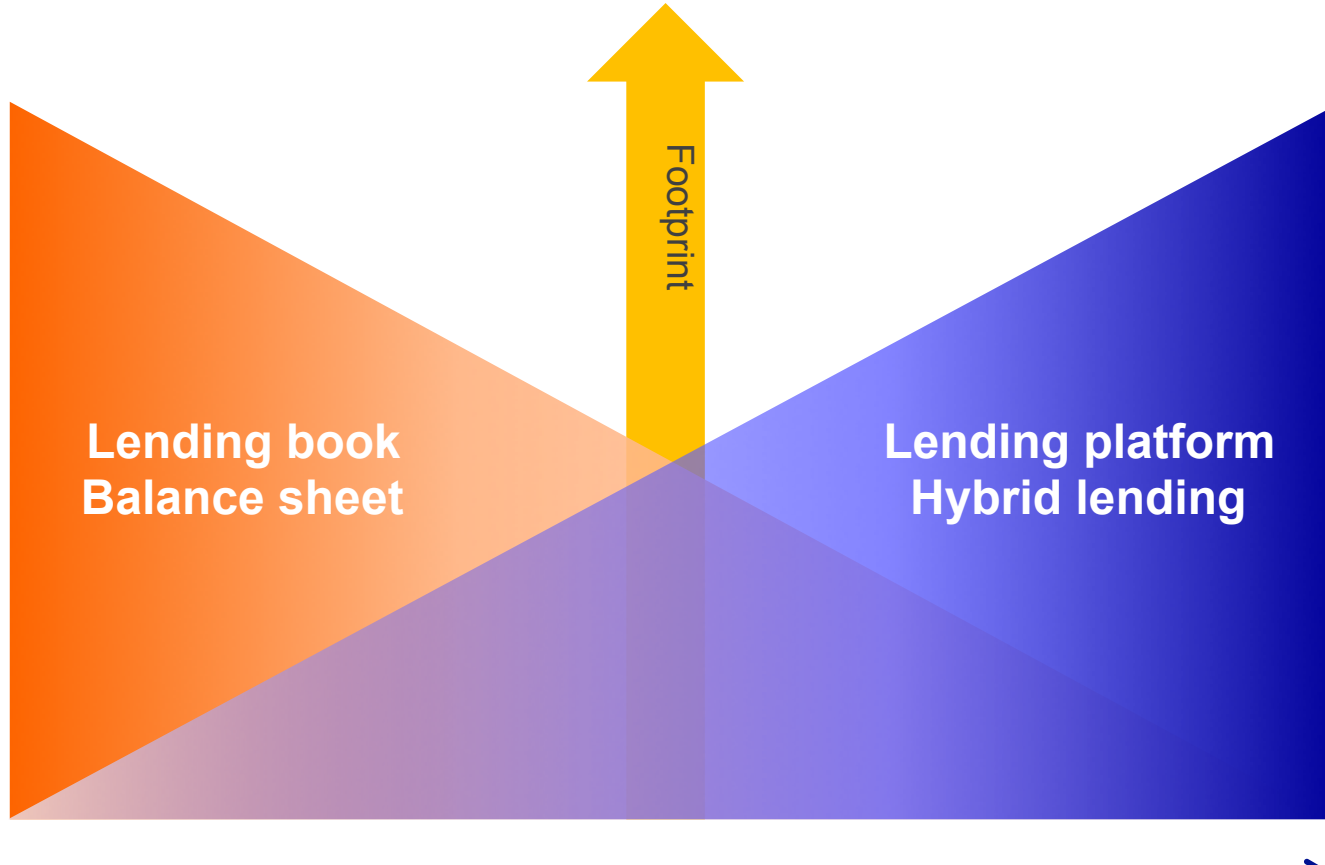
Marcel Gerritsen



# THE VISION - TRANSFORMATION FROM A BANK TO A PLATFORM



Rabo & Co is a part of Rabobank



Rabobank is a partner on the Rabo & Co platform



Future



# THE LEGACY - WHERE DID WE COME FROM?



**Entrepreneurs  
with Financing  
needs**

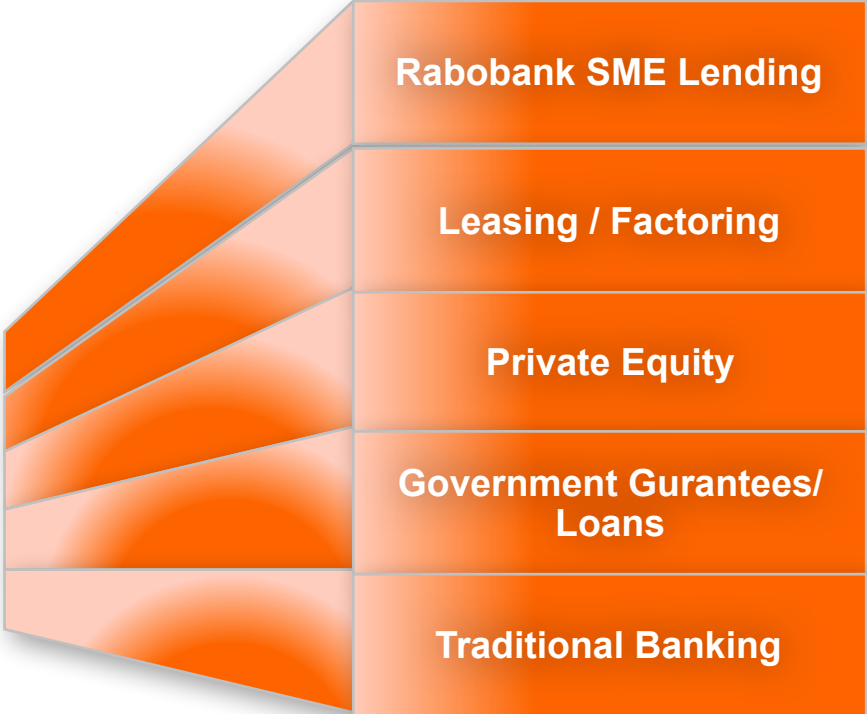


DEMAND

**Rabobank**



SUPPLY



**Rabobank**

# THE FUTURE - WHERE ARE WE GOING?



**Entrepreneurs  
with financing  
needs**

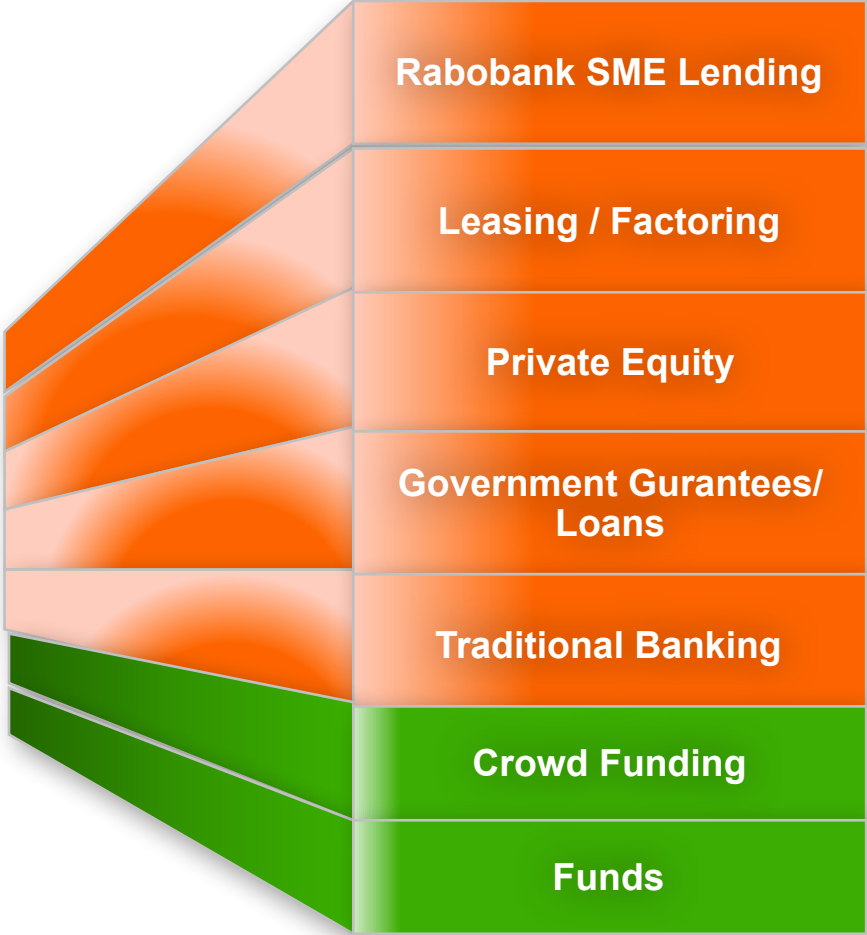


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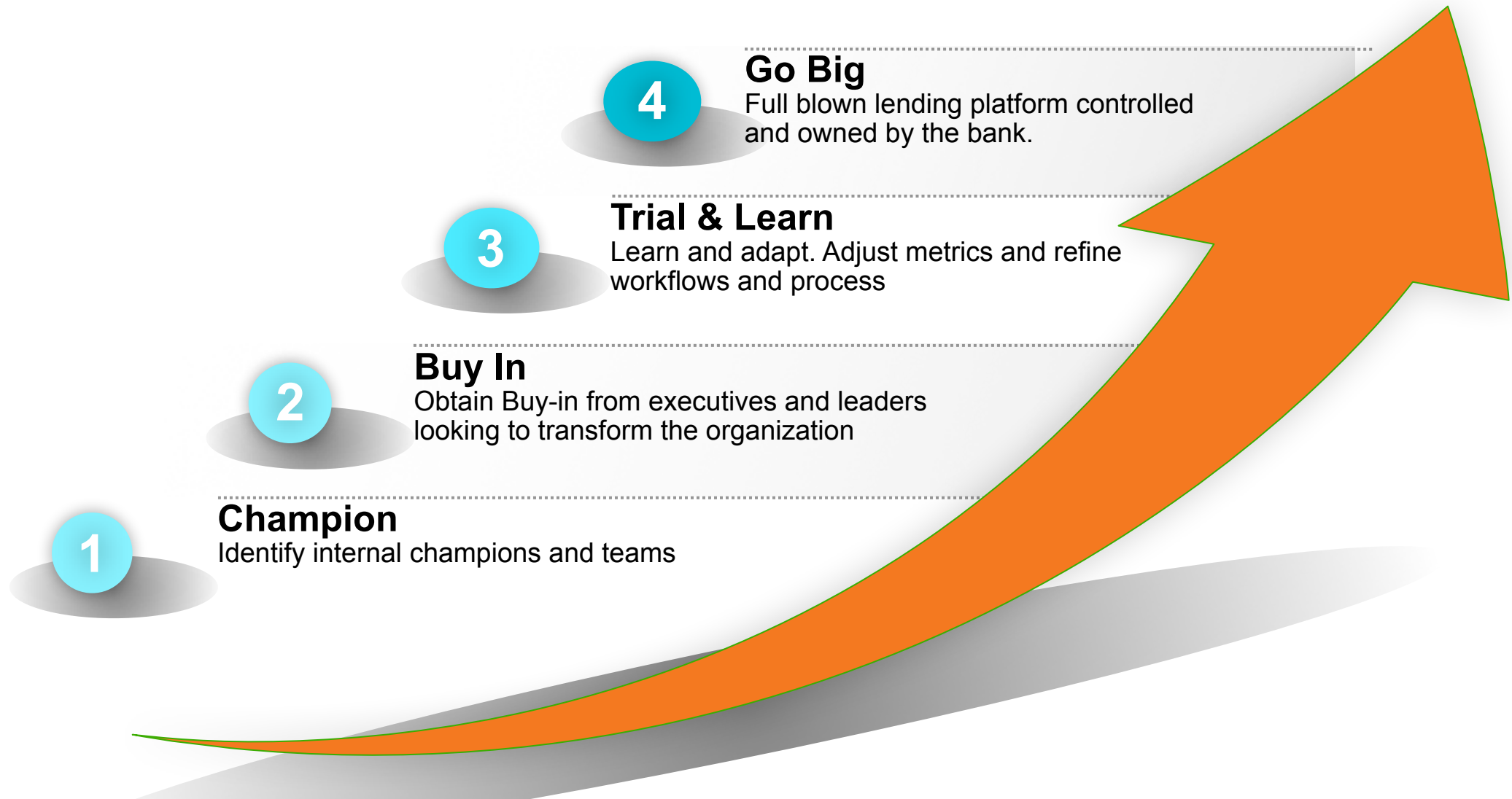
**Rabo & Co  
(Platform)**



SUPPLY



# The Execution – How are we doing it?







# Thank You

For more information visit us at booth 354

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