



# DISRUPTIVE TECHNOLOGIES ON BUSINESS LANDSCAPE IN ASEAN: OPPORTUNITIES AND CHALLENGES

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## PARTNER'S PROFILE



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### SUPAWAT SRIRUNGRUANG

#### Partner, R&T Asia (Thailand) Limited

Supawat graduated with a Bachelor of Laws (with Honours) from Thammasat University in Thailand, Master of Laws from California Western School of Law in the USA and University of Sydney in Australia. He is a member of the Thai Bar Association, the Federation of Thai Industries, the Thai Chamber of Commerce, and the Lawyer Council of Thailand.

Prior to joining Rajah & Tann, Supawat spent many years working for leading American and Australian based international law firms in Thailand. He regularly advises foreign and Thai multinational clients on regulatory compliance in their business operations.

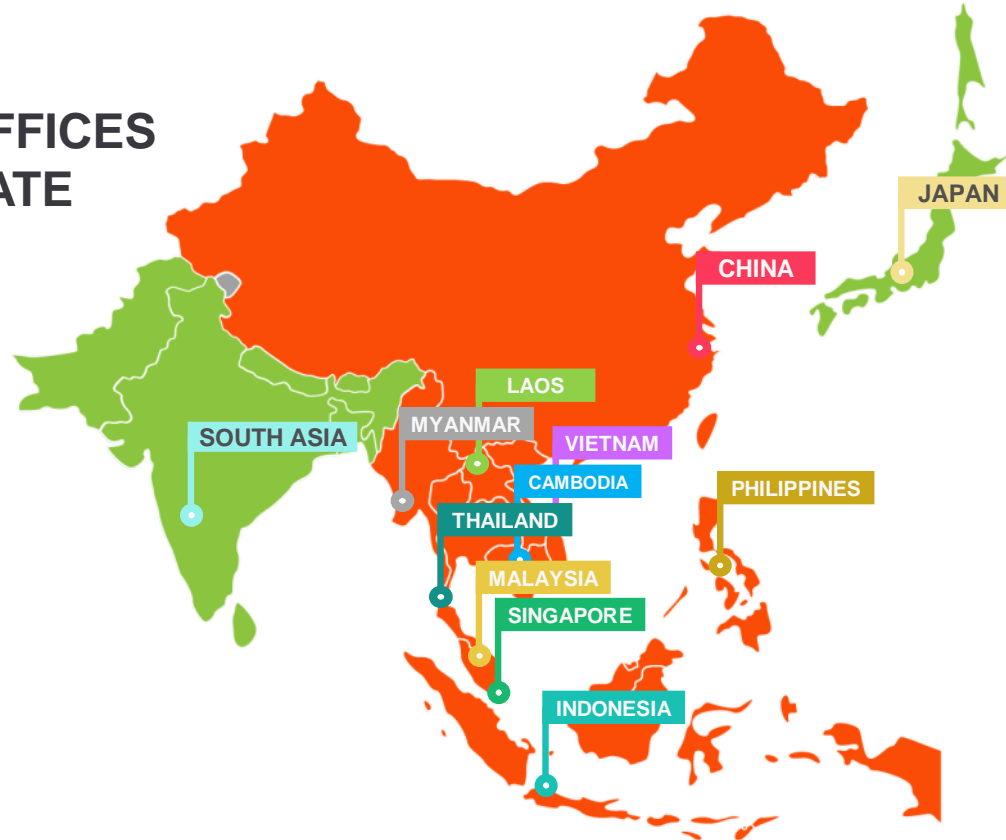
Supawat is particularly well-known for his regulatory expertise in the area of Technology, Media & Telecommunications. He regularly represents and advises leading telecoms and technology-related companies in Thailand on their business operations and administrative court disputes against state enterprises and/or government authorities.

# OVERVIEW OF RAJAH & TANN ASIA



## REGIONAL OFFICES AND ASSOCIATE FIRMS

- Cambodia
- China
- Indonesia
- Lao PDR
- Malaysia
- Myanmar
- Philippines
- Singapore
- Thailand
- Vietnam



## REGIONAL DESKS

- Japan
- South Asia

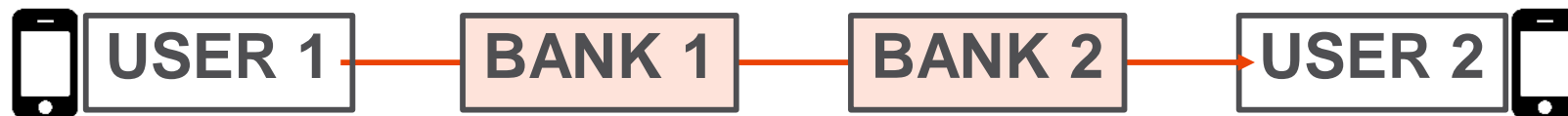
## DISRUPTIVE TECHNOLOGIES: CHALLENGES FOR BANKS



- Payment Service Business
- Peer-to-Peer (P2P) Lending
- Cryptocurrency

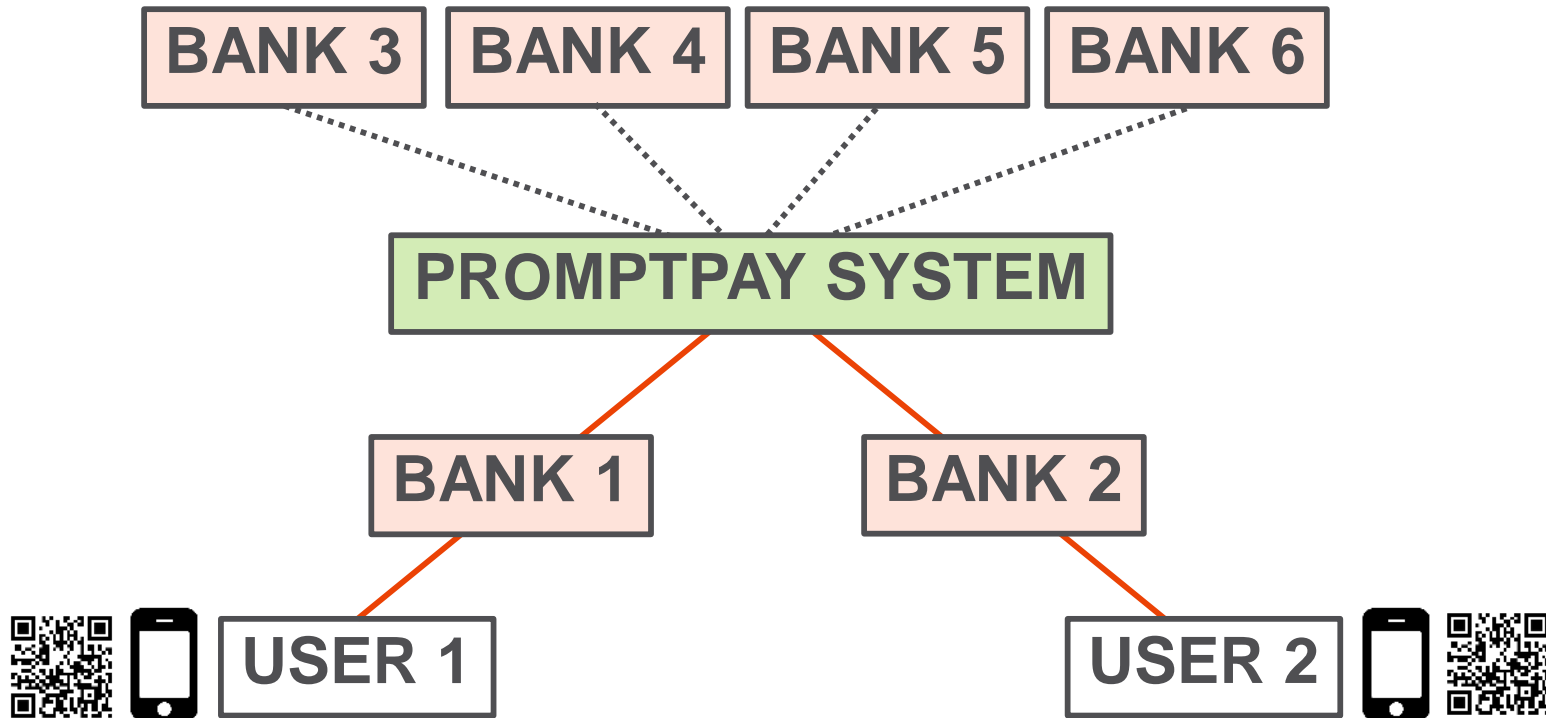


# PAYMENT SERVICE BUSINESS: BANK



# PAYMENT SERVICE BUSINESS: PROMPTPAY

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# PAYMENT SERVICE PROVIDERS



- Alipay
- Rabbit LINE Pay
- Asiapay
- TrueMoney
- Apple Pay
- Samsung Pay
- Etc.

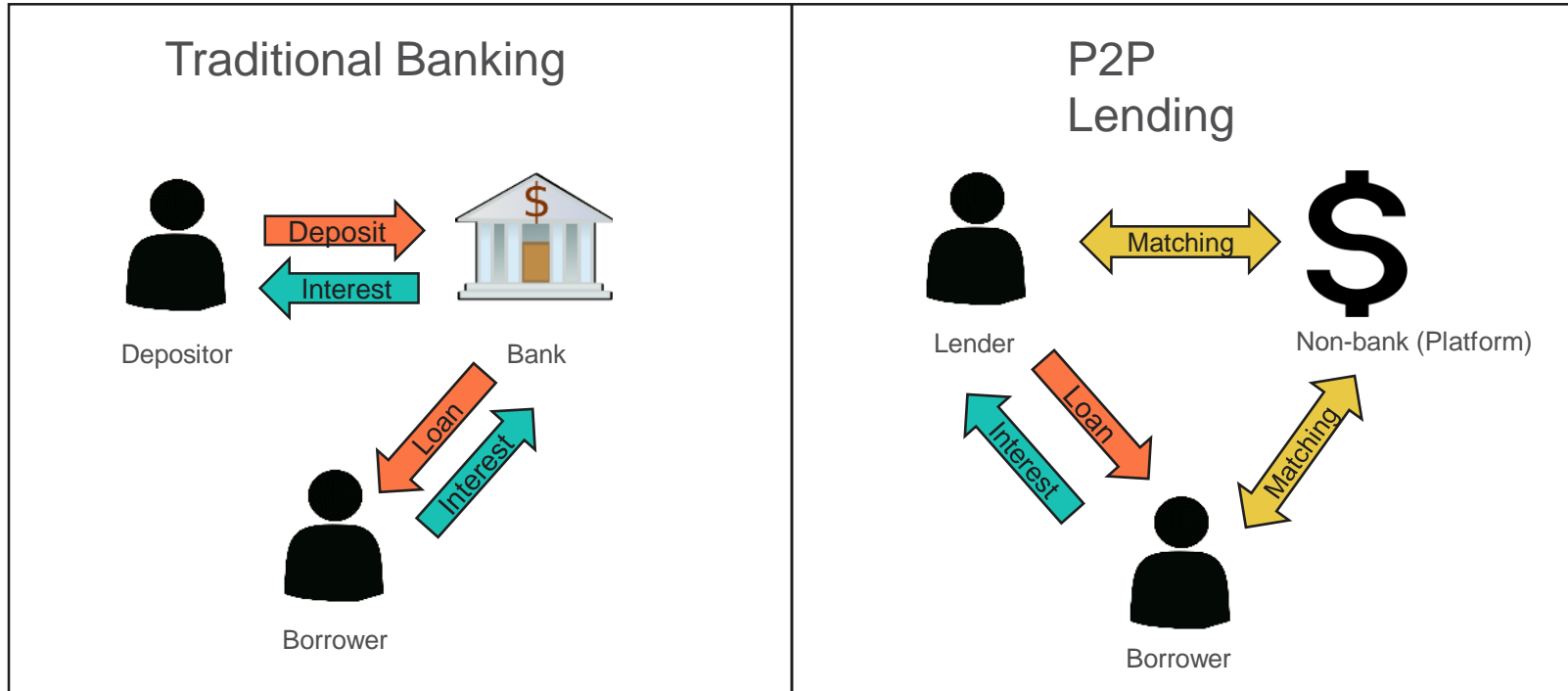


Photo by Jonas Leupe on Unsplash

## *Other Financial Services*

- Banking Agent (e.g. 7-11)

# P2P LENDING VS TRADITIONAL BANKING



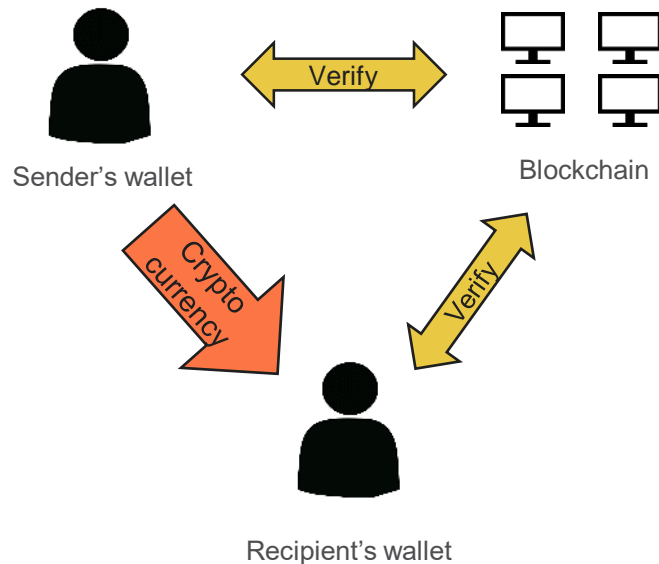


# P2P LENDING VS TRADITIONAL BANKING

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- Online services, lower overhead costs
- Lower loan interest rates
- Higher interest rates for Lenders (compare to savings interest rate offered by banks)
- Normally, Lenders bear the risk of default
- P2P Lending service providers bear (no) risks from oversupply of deposits

# CRYPTOCURRENCY



## Cryptocurrency

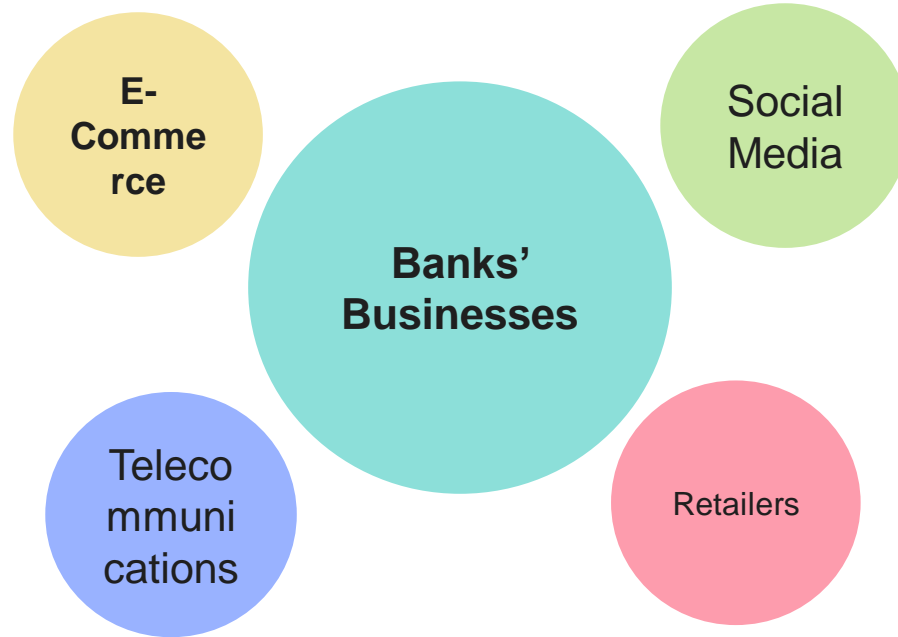
- Transfer virtual money (cryptocurrency) without a need of intermediary (bank).
- Relying on blockchain technology to verify transactions.
- Usually faster than traditional money transfer.
- **Prices of cryptocurrencies are still highly volatile.**

## Estimated time to verify a cryptocurrency transaction:

- Bitcoin - 60 minutes
- Ether - 6 minutes
- Ripple - near-instant

# **BANKS' BUSINESS RESTRICTIONS**

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# BANKS' BUSINESS RESTRICTIONS

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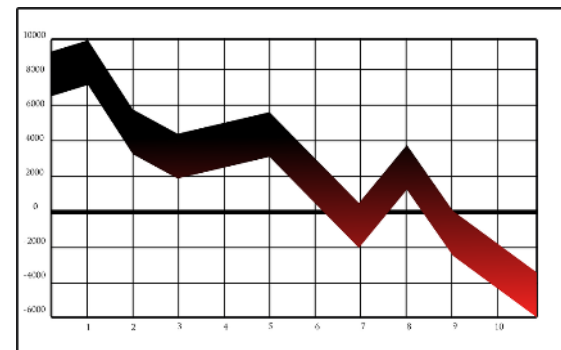
In order to help banks survive, the regulator may:

1. Impose restrictions on non-bank in conducting banks' businesses; or
2. Relax the restrictions imposed on banks.

# TOM YAM KUNG CRISIS: FACTORS

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- Inefficiency in policy implementation
- Current account deficit
- External Debt
- Over-investment and real estate bubble
- Performance of financial institutions
- Attack on Thai Baht



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THANK YOU

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