

TECBAN PERSPECTIVE

ATM pooling overcomes the challenge of a complex Brazil

An international benchmark

By Jaques Rosenzvaig, CEO of TecBan

Brazil is a country with continental dimensions, sociocultural diversity and challenges with respect to security, logistics and telecommunications. Given this environment, TecBan has developed a shared, secure, scalable, sustainable and accessible business model that integrates the physical and digital to both expand financial inclusion and make the country's banking ecosystem more efficient.

With over 214 million culturally and socially diverse inhabitants spread across a territory that is the fifth largest in the world (8.5 million km²), Brazil faces a challenge from the perspective of financial inclusion. According to research from 2021, approximately 22% of Brazilians receive their salary in cash, 34 million do not have a bank account and 80% have precarious access to the internet.

Brazil is thus living in a context where cash is highly present and relevant. As in several other countries, the value of cash in circulation in Brazil over the last two years rose – from R\$ 273 billion to more than R\$ 331 billion. This growth of 21% represents more than 7.6 billion banknotes.

For 40 years TecBan has been transforming these challenges into opportunities. It already holds more than 27 security patents and is responsible for the world's largest independent ATM network in terms of number of withdrawals: Banco24Horas is present in the lives of 152 million Brazilians in more than 1,000 cities and annually moves 5% of the

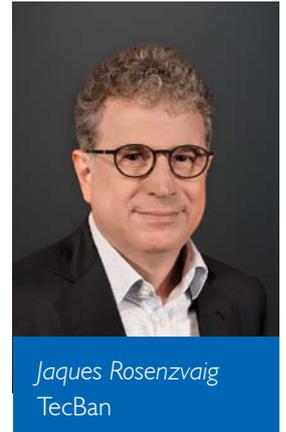
country's GDP through its 24,000+ ATMs. Born with a sharing model in its DNA, Banco24Horas currently connects more than 150 institutions.

Pooling a shared ATM network – a utility-based model

TecBan annually provides savings of more than R\$2.5 billion (US\$500 million) to the financial system through the efficiency and value distribution it is able to provide the banking industry. With experience operating in a complex environment like Brazil and using an economic model guided by sharing, we are able to meet the needs of different countries around the world.

We created a simplified and secure pooling model which reduces intermediaries, increases efficiency, reduces costs and generates savings for the entire ecosystem. Banks of assorted sizes and even fintechs and neobanks can expand their point of contact with customers through the reach and security of Banco24Horas. TecBan has also developed several types of ATM pooling, such as off-premises, in-branch, shared branch, mobile ATM solutions, cashless solutions and ATM-as-a-Service.

Through our solutions our vision is to increase efficiency and accelerate the transformation of physical banking channels, enhance the digital ecosystem through the use of banking infrastructure in other sectors, and actualise Open Banking through ATMs and other connections. ■



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TecBan's business model integrates the physical and digital to make Brazil's banking ecosystem more efficient

**TECBAN MAKES IT HAPPEN
AND OPENS THE WAY.**

TecBan 