



# Enabling Innovation in Banking

The opinions expressed in this presentation are those of the presenters, in their individual capacities, and not necessarily those of Discover.

**DISCOVER**

Positioned as a leading U.S. direct bank & payments partner

## \$37Bn direct-to-consumer deposits

\$9Bn private student loans

\$7Bn personal loans



*Cashback  
Checking*



**\$60Bn in Credit Card  
Receivables**

1 in 4 Households<sup>1</sup>

**5%  
CASHBACK  
BONUS**



- \$182Bn Network Volume<sup>2</sup>
- 185+ countries/territories

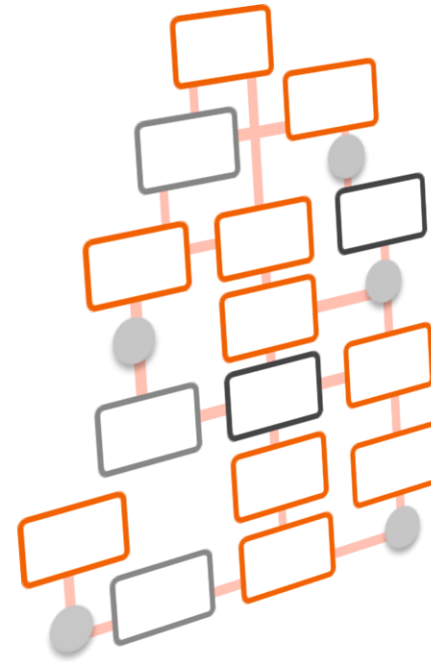
**Note(s)**

Balances as of March 31, 2017; pre-tax profit and volume based on the trailing four quarters ending 1Q17; direct-to-consumer deposits includes affinity deposits

1. TNS' Consumer Payment Strategies Study

2. Volume is derived from data provided by licensees for Diners Club branded cards issued outside of North America and is subject to subsequent revision or amendment

# Evolving our technology platform – where we started



- Legacy
- Complex
- Batch
- Multiple platforms
- No integration

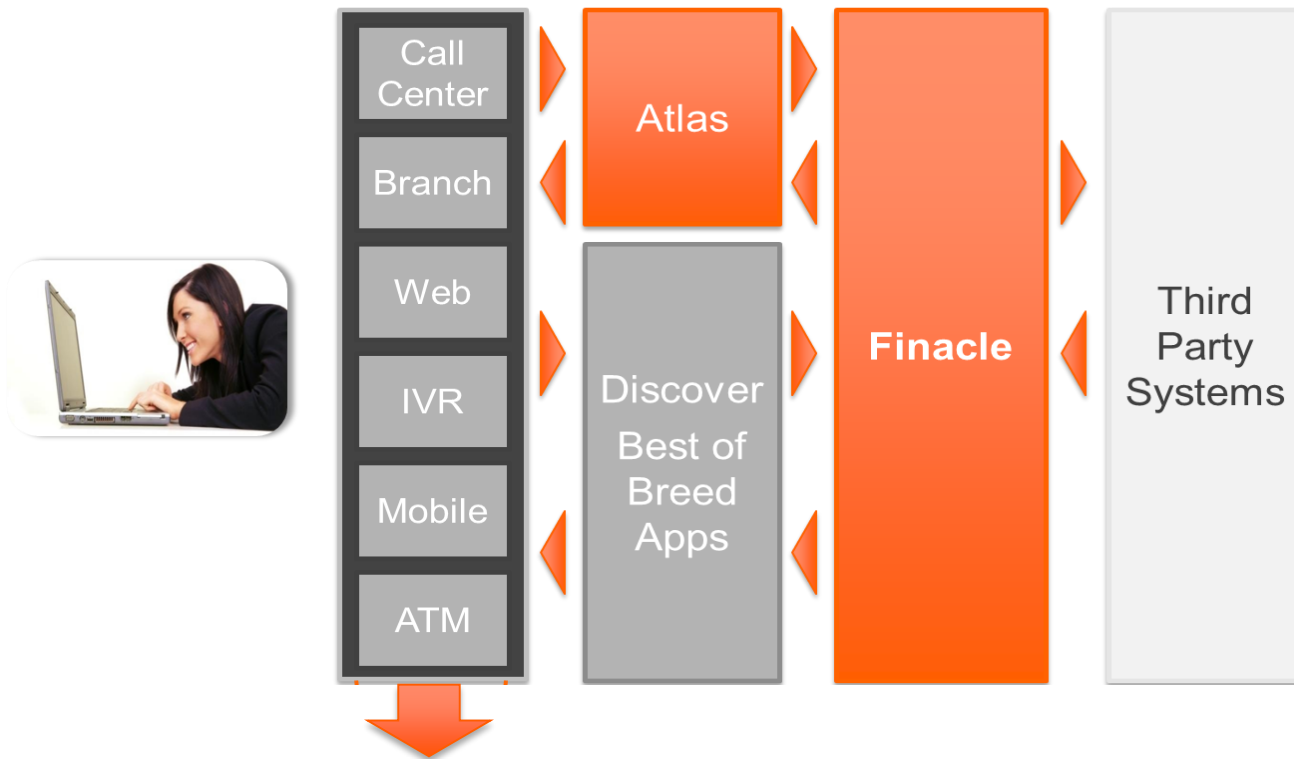
# Enabling the art of the possible



- Real-time
- In-house
- Reusable components
- Scalable
- Service-oriented

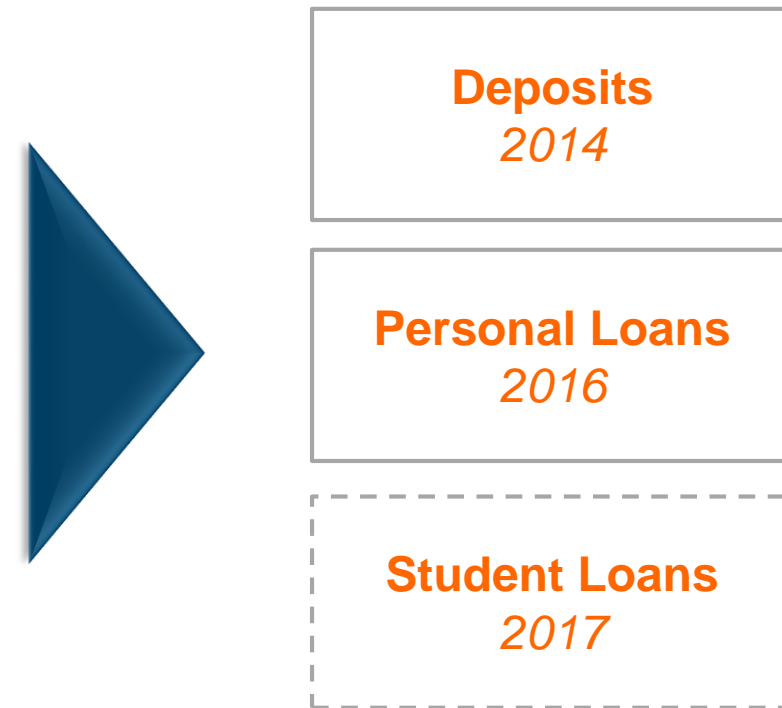
# Renovating the foundation to deliver value

## Core banking platform



Same experience across any channel

## Migrate in phases



Extend Discover's value proposition of no fees, rewards and outstanding service

# Enabling innovation in customer-focused features



- ✓ World-class customer service
- ✓ Always on services
- ✓ Tailored customer interactions with real-time analytics
- ✓ Embedded customer protection with fraud/security controls
- ✓ Built-in compliance



Questions?

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