



GLOBAL OPEN BANKING ECOSYSTEM CRIF POSITIONING

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Salone dei pagamenti
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Agenda

- 1 Open Banking: the new normal
- 2 EU perspective
- 3 CRIF evolution path
- 4 Digital Ecosystem

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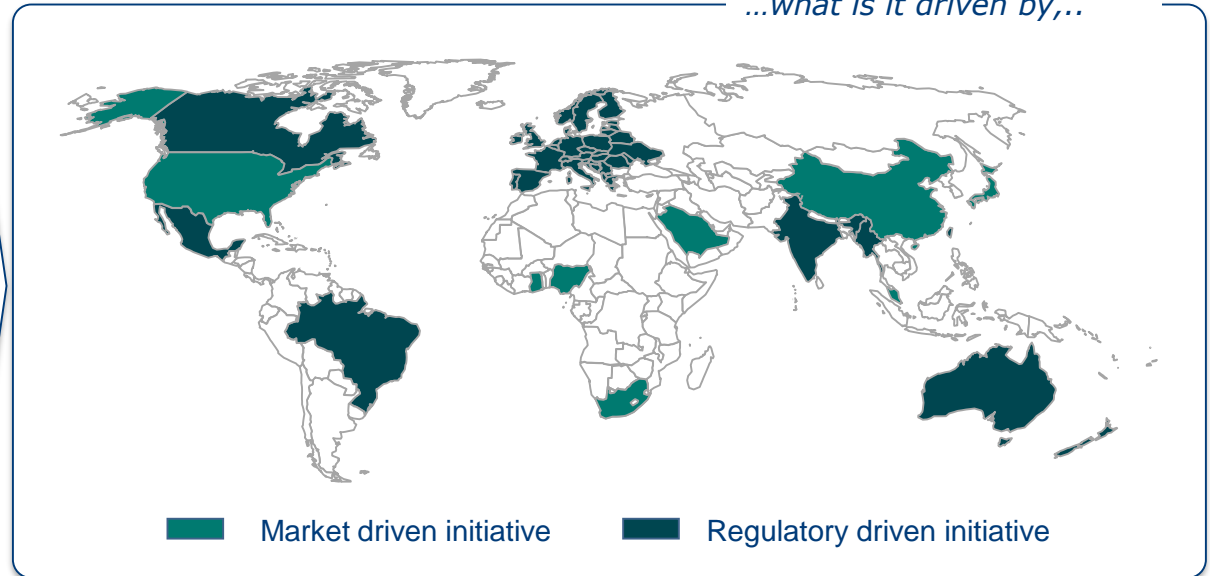
THE NEW NORMAL: THE WORLD OF OPEN BANKING

Open Banking: what does it mean...and driven by,...?

What does it mean...

"...is a new term to describe a varied range of initiatives about account information access and initiation..."

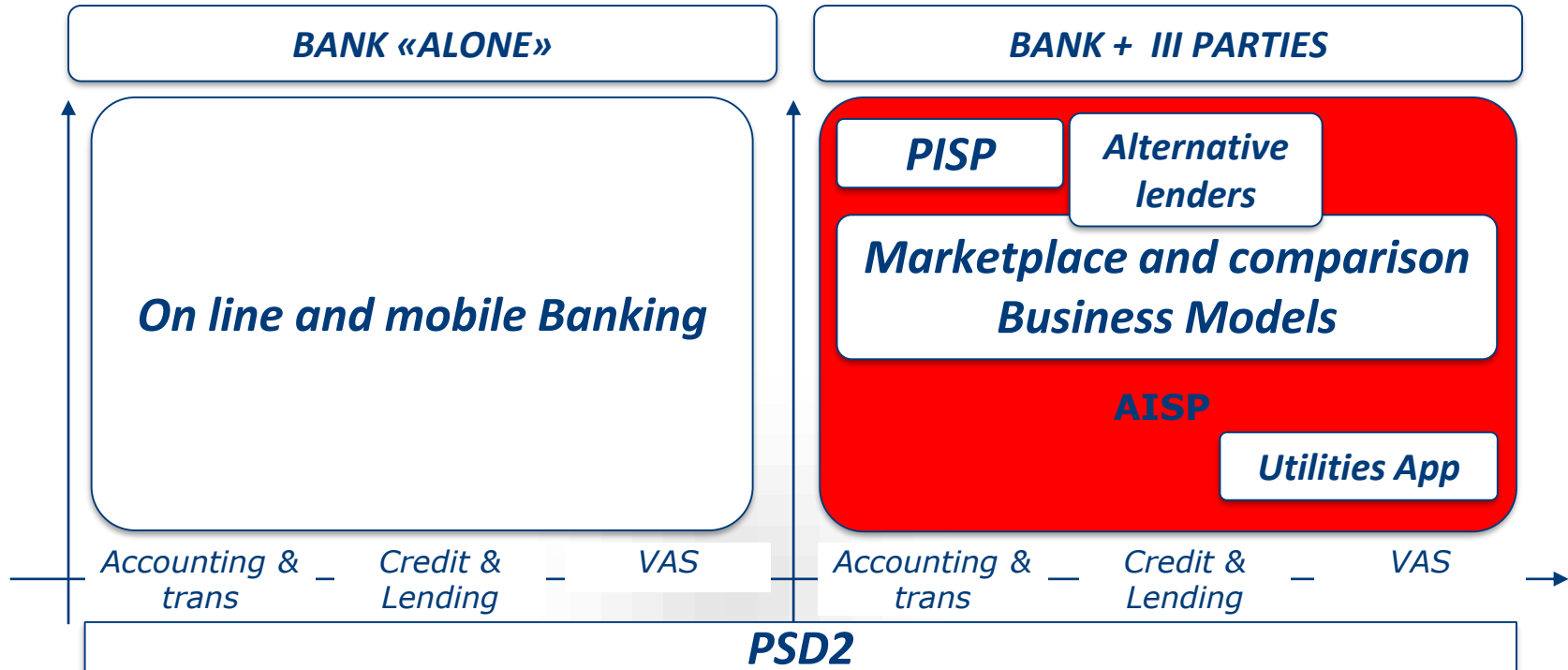
...what is it driven by...



Source. CRIF elaboration on Global Data's Research

THE WORLD OF OPEN BANKING: VALUE ADDED AREAS

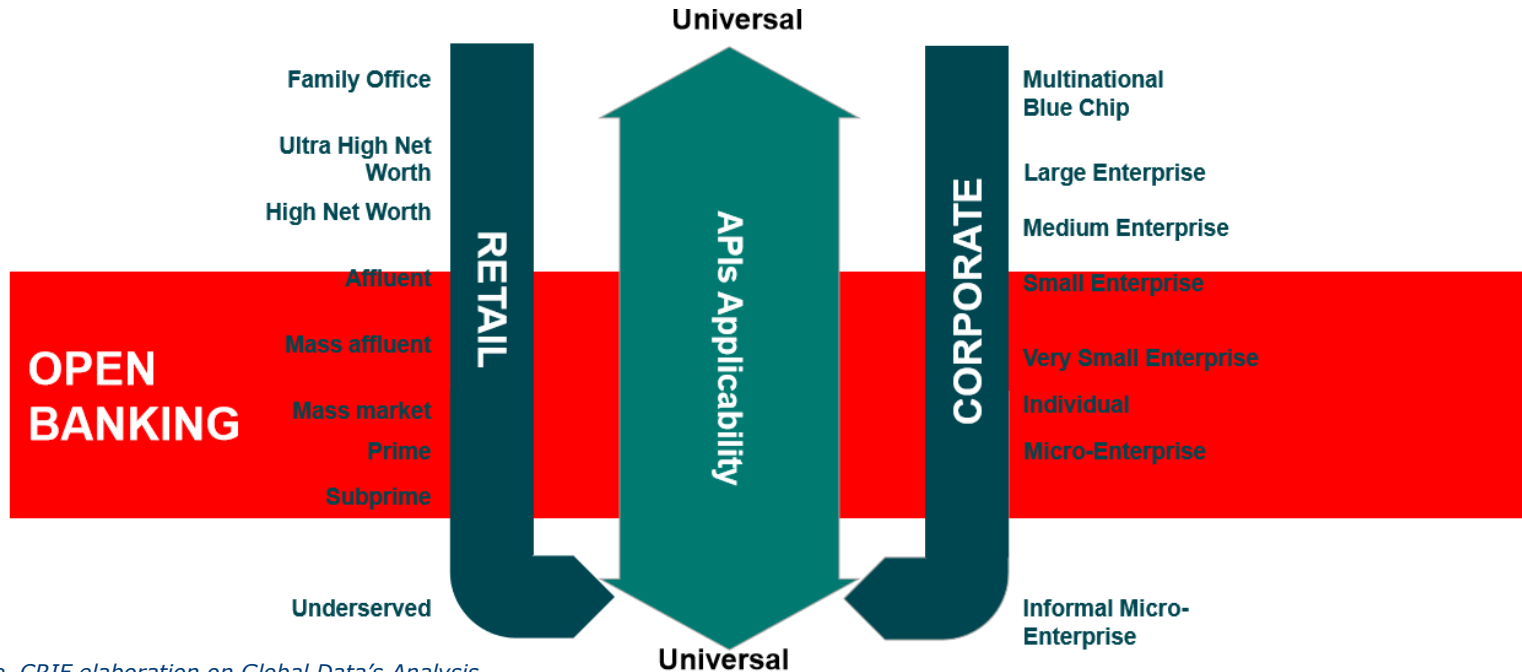
The Open Banking world



Source: CRIF elaboration on Global Data's Research

Open Banking applies differently to ≠ parts of the market with various value propositions for each segment

FINANCIAL SERVICES LANDSCAPE



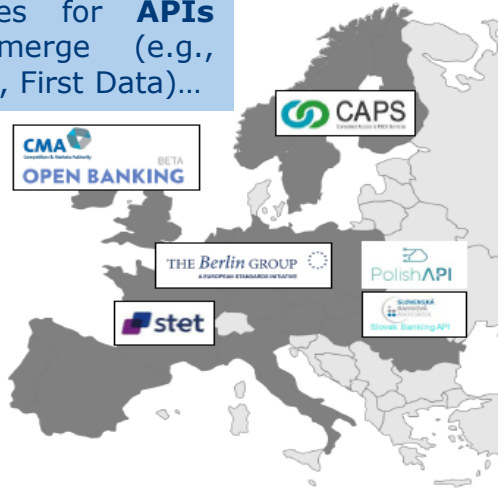
Source. CRIF elaboration on Global Data's Analysis

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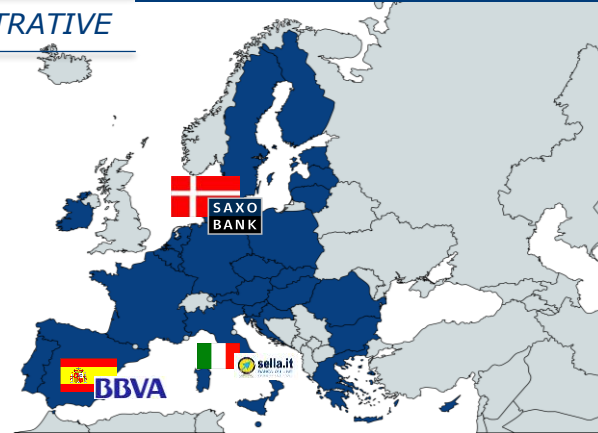
APIs: lack of a unique standard slows down banks' readiness

There are a number of **API standards being established**, providing opportunities for **APIs aggregators** to emerge (e.g., Equens Worldline, Figo, First Data)...



...however, many countries do not have a standard so, **banks have to provide their own APIs** and **few of them are ready**

ILLUSTRATIVE



In this perspective the CBI PSD2 Gateway can play a key role to standardize and simplify the access to the Italian bank accounts by other banks and TPPs and to enrich the Italian banks VAS proposition as well.

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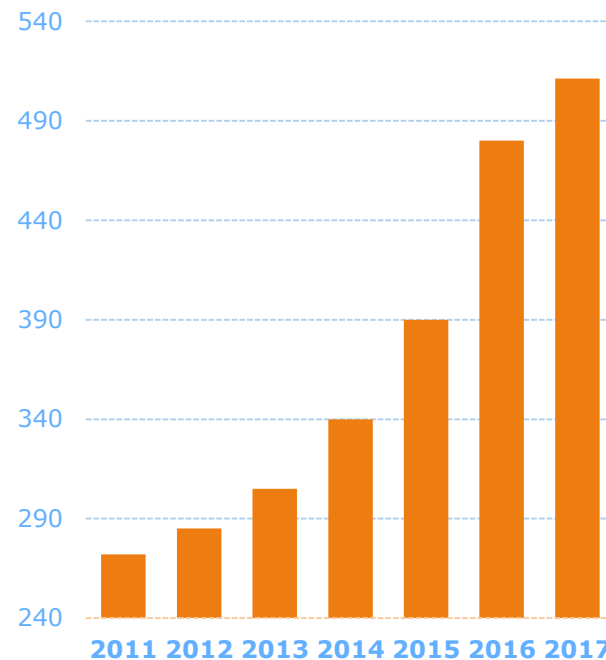
CRIF AT A GLANCE

30+ country-based operations
70 subsidiary companies
4 continents
4,400+ staff professionals to serve you

6,300+ financial institutions
55,000+ business clients
310,000+ consumers
use CRIF services in **50** countries

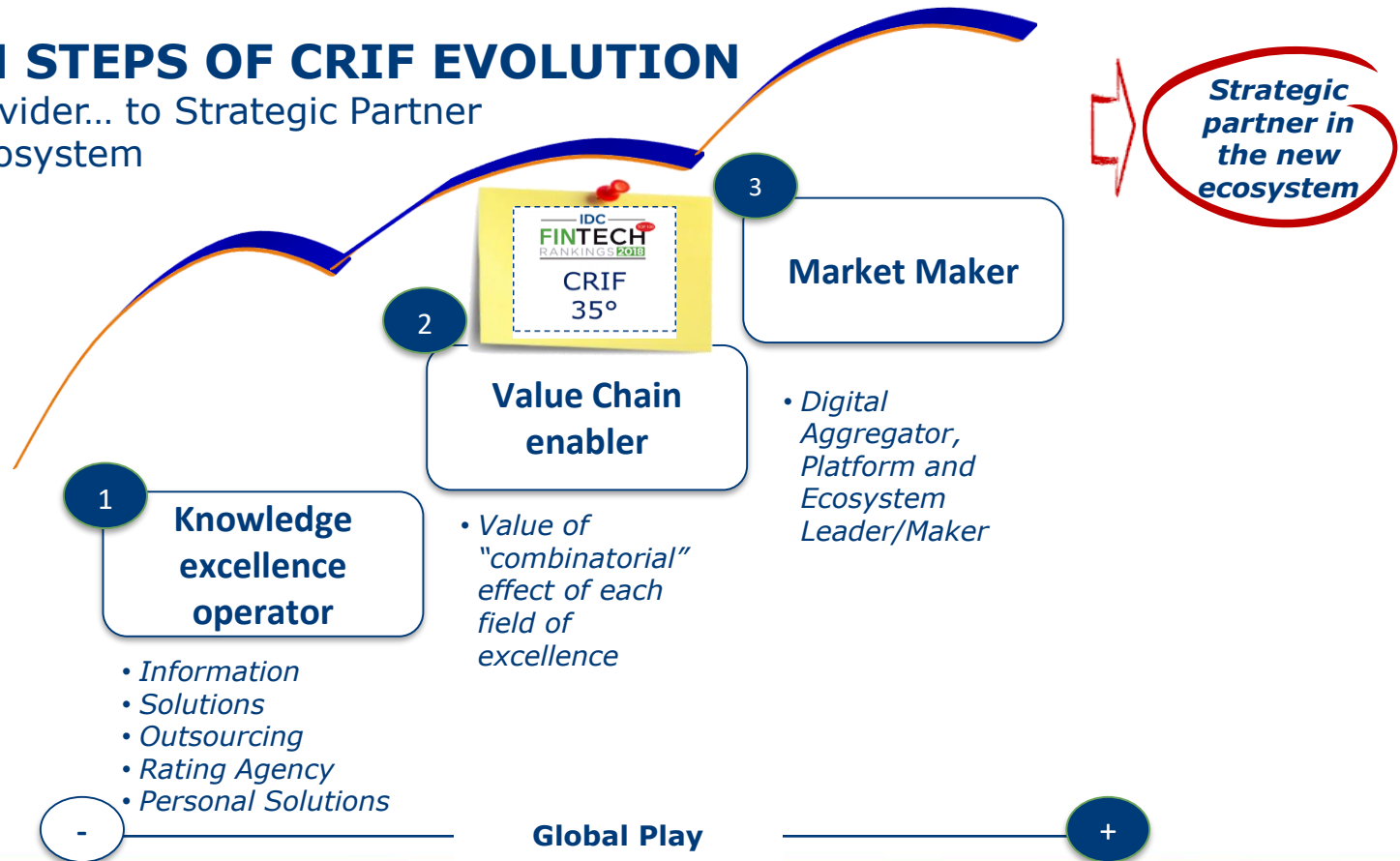
20 countries with credit bureau solutions
500+ software installations

Total revenues
(millions of Euro)



THE MAIN STEPS OF CRIF EVOLUTION

From Info provider... to Strategic Partner
in the new Ecosystem



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Digital Platform Economy

- **New Business Models** allow demand for and supply of services to meet, strengthened by digital relationships
- Across industries, **data** is increasingly used in the supply of VAS (Value Added Services), ensuring a quicker, cheaper and more convenient customer experience
- **Digital Platforms** allow partnership ecosystems to be built, to correctly and successfully channel client requests, combining the various players' characteristics
- **PSD2** as the premise to open banking logic, enabling the aggregation of new value chains

Emerging co-opetition model over a strong supplier/partner framework

The Open Banking world

Supplier enabling the value proposition of:
 <small>TAKING DIGITAL BANKING PERSONAL</small>	    
	     
	   
	       
	    
	   

There is a prevailing “source & partner vs. build” approach that appears to be common throughout the market



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