



OPEN BANKING: NOT ONLY FOR BANKS!

There is strength in numbers

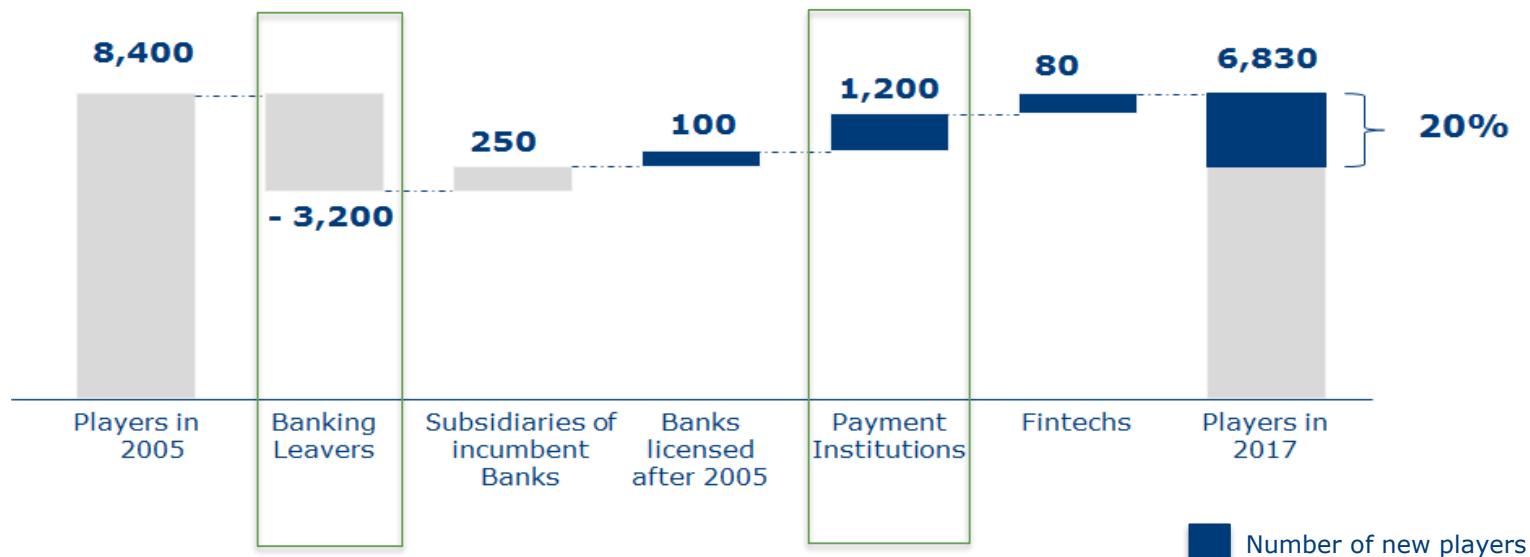
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PSD2 & Related Services – Director
CRIF



Change of banking and payment market in Europe

The role of Banking leavers is partially taken over by new entrants

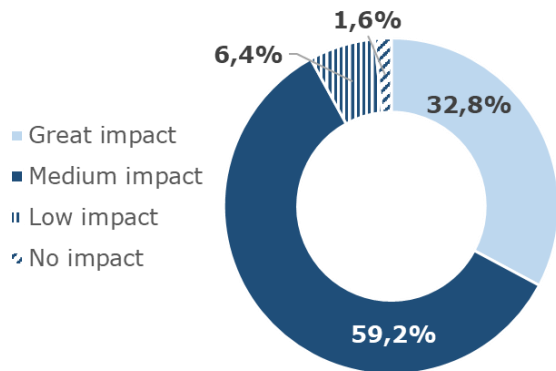


20% of the 6.800 Financial services players entered since 2015 are payments institutions

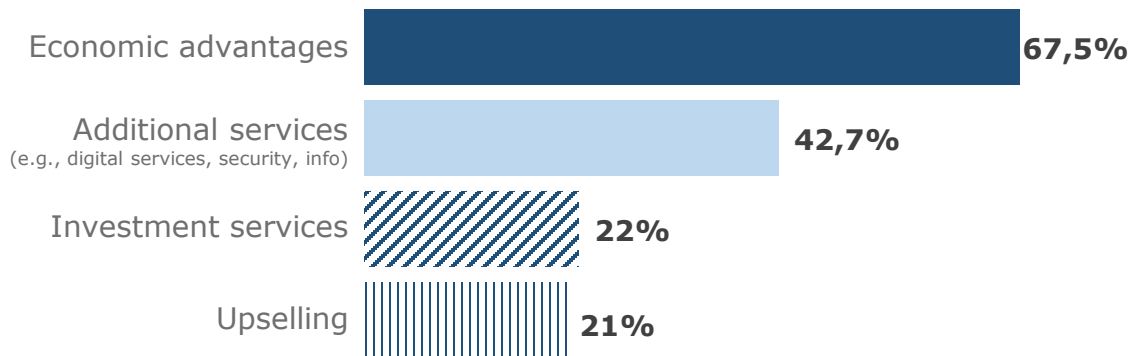
Source: ECBA, FCA and CB insight

What European consumers think

Relevance of PSD2 on improving customer experience



Expected advantages from sharing account information



Source: KPMG, Digital Banking 2018

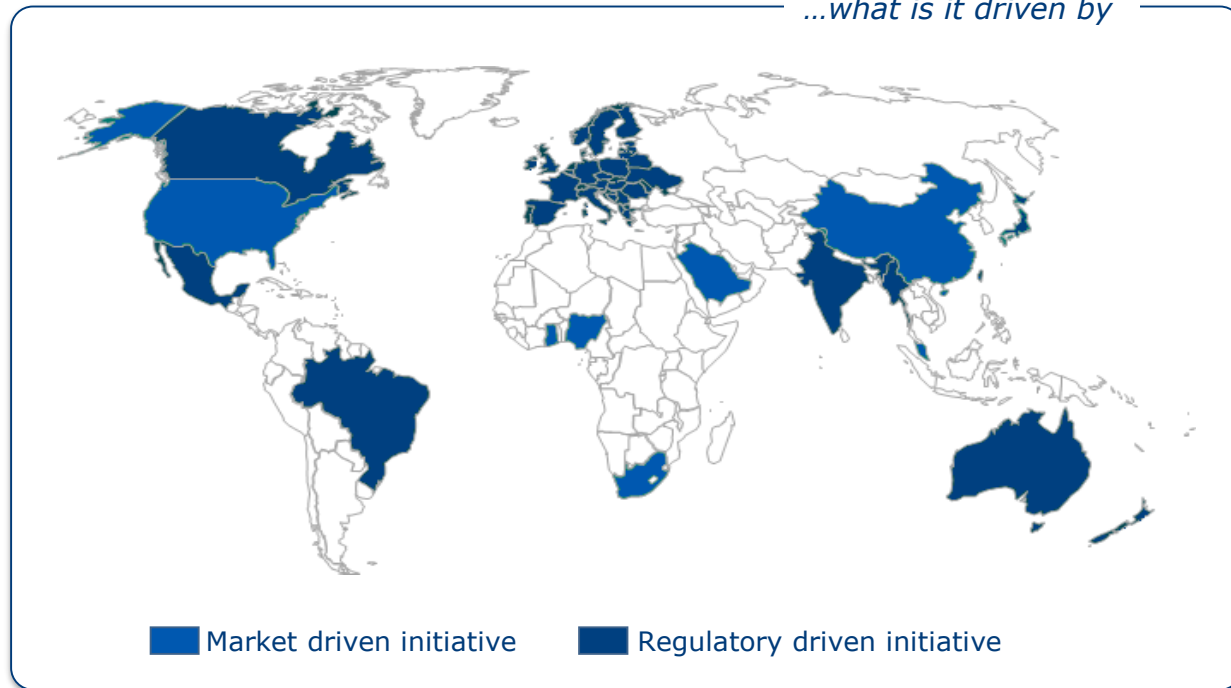
The new normal: the world of Open Banking

What does it mean...

*"...is a system that **provides a user with a network of financial institutions' data** through the use of application programming interfaces (APIs)."*

Investopedia

...what is it driven by



Source: CRIF elaboration on Global Data's Research

Open Banking: the factors that drive the adoption

Speed to market, unmet needs, provision of value

There is a number of factors that are driving users interest and adoption. Based on experience and on the analysis of global cases these can be summarised as:



Speed To Market

In a market where there is a limit to differentiation, being able to go to market and achieve critical mass enables to attract attention and set a baseline standard



New and Unmet Needs

Ability to spot and address latent needs where as a new value proposition addresses an issue or a potential new requirement alike

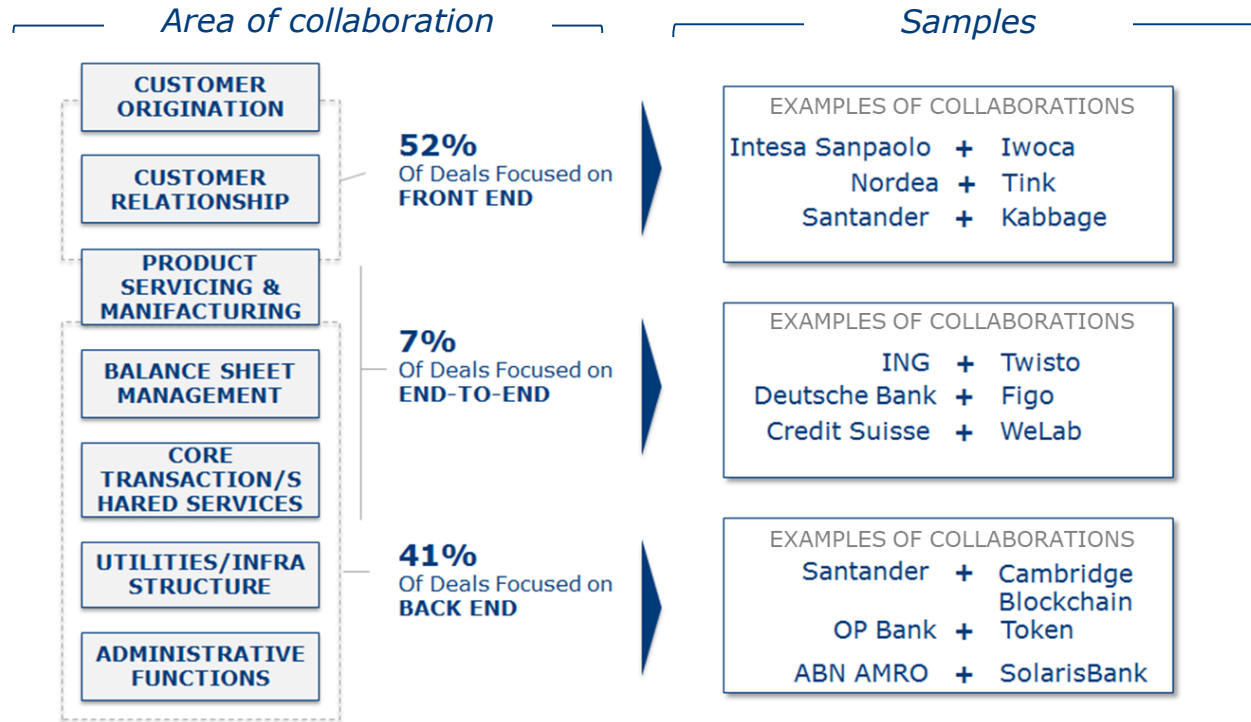


Provision Of Value

Service designed in a way to provide tangible, differentiating value compared to anything else available to the customer up to that point in time

There is a new business model based on COLLABORATION

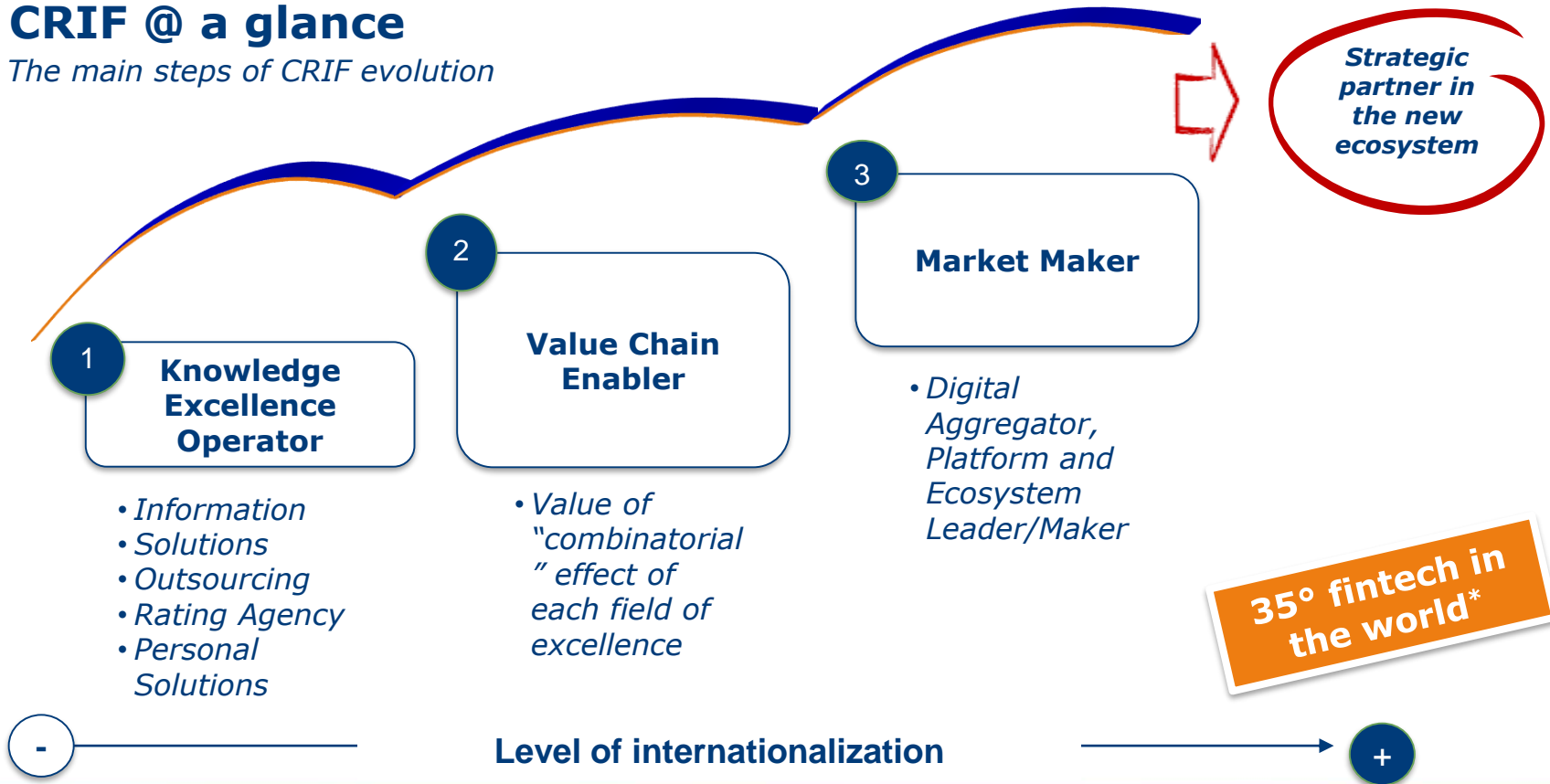
Areas of collaboration with Fintechs



Source: Accenture Analysis

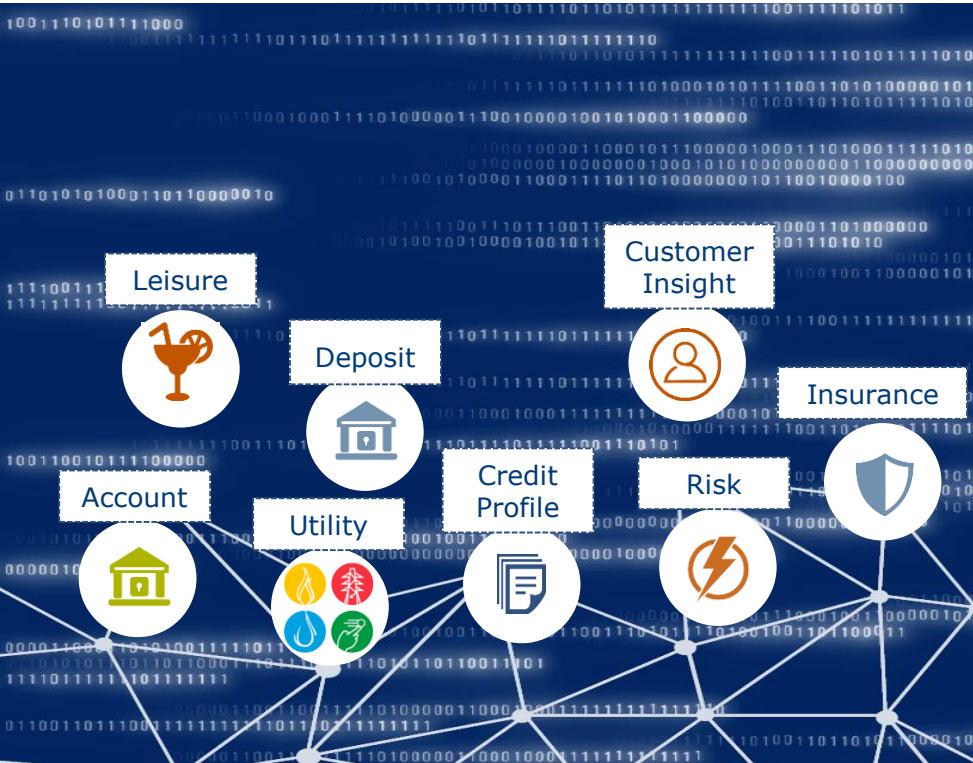
CRIF @ a glance

The main steps of CRIF evolution



PSD2: the solution that drives the market (1/2)

More powerful assessment of creditworthiness and sustainability



Increased Advanced analytics performance by **combination of Current Accounts and Credit Bureau Information**

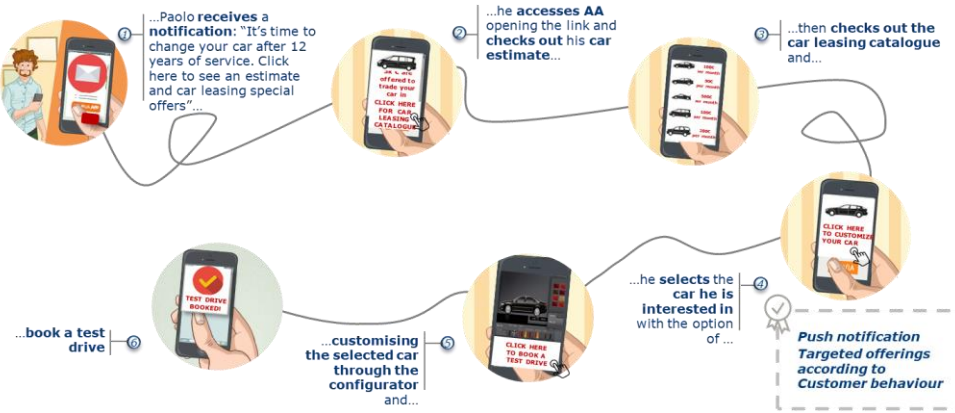
More robust evaluation based on correct detection of:

- **Type of operations**
- **Average / maximum amounts of payments**
- **Pattern of payments**
- **Average account balance**

Models performance increases by 20%

PSD2: the solution that drives the market (2/2)

Improved management of customer needs



Create a «tailor made» customer journey that allows an easy customer experience...

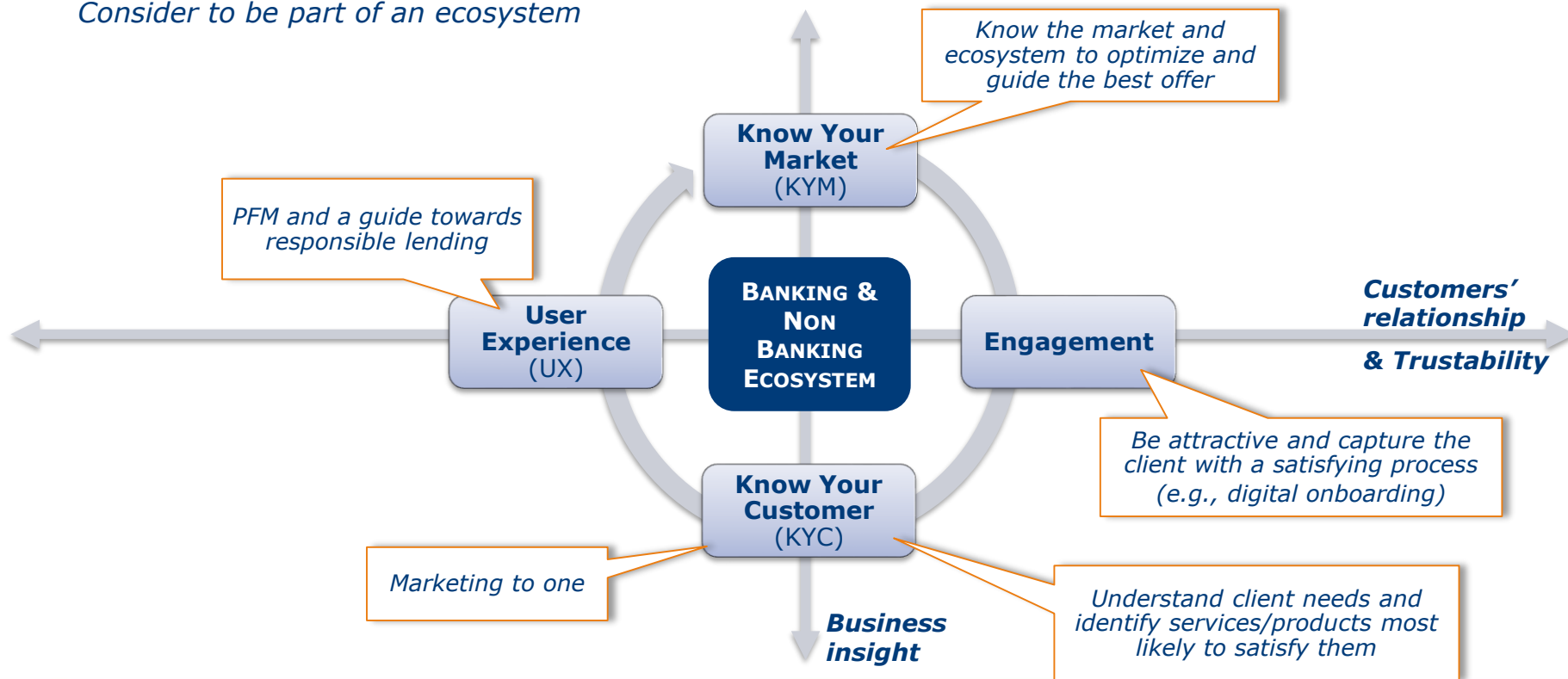
...through fast onboarding:

- Personal data automatically extracted & normalised
- Automatic Cyber security checks
- Automatic checks for fraud prevention/Anti-money laundering/Credit



The future of the banking system

Consider to be part of an ecosystem





Thank you
for your attention

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