



GLOBAL OPEN BANKING ECOSYSTEM CRIF POSITIONING

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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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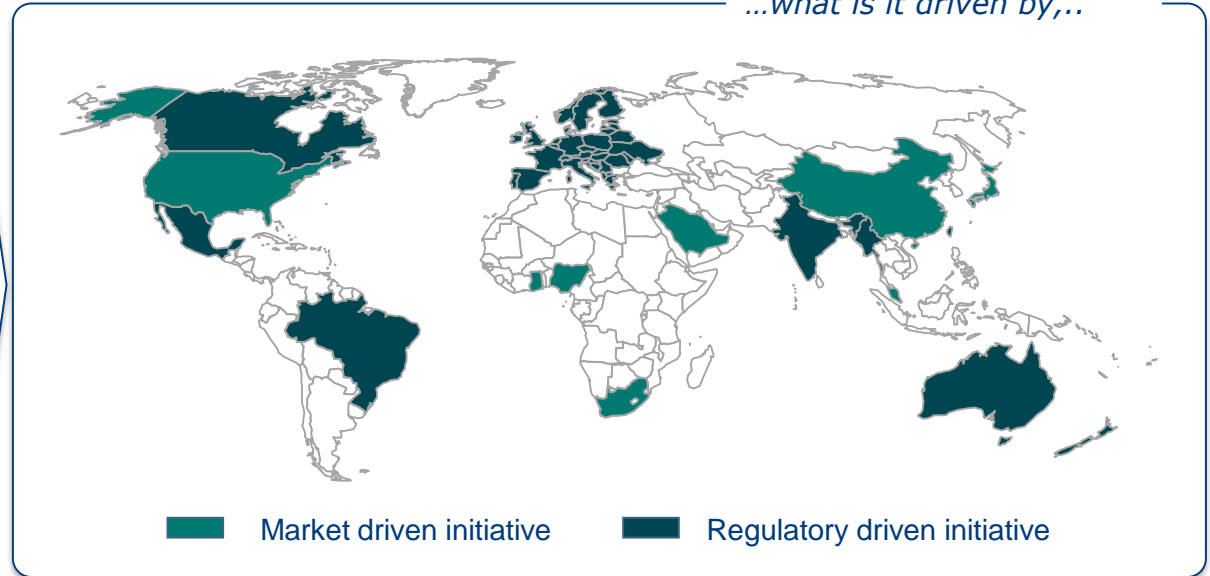
THE NEW NORMAL: THE WORLD OF OPEN BANKING

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..."

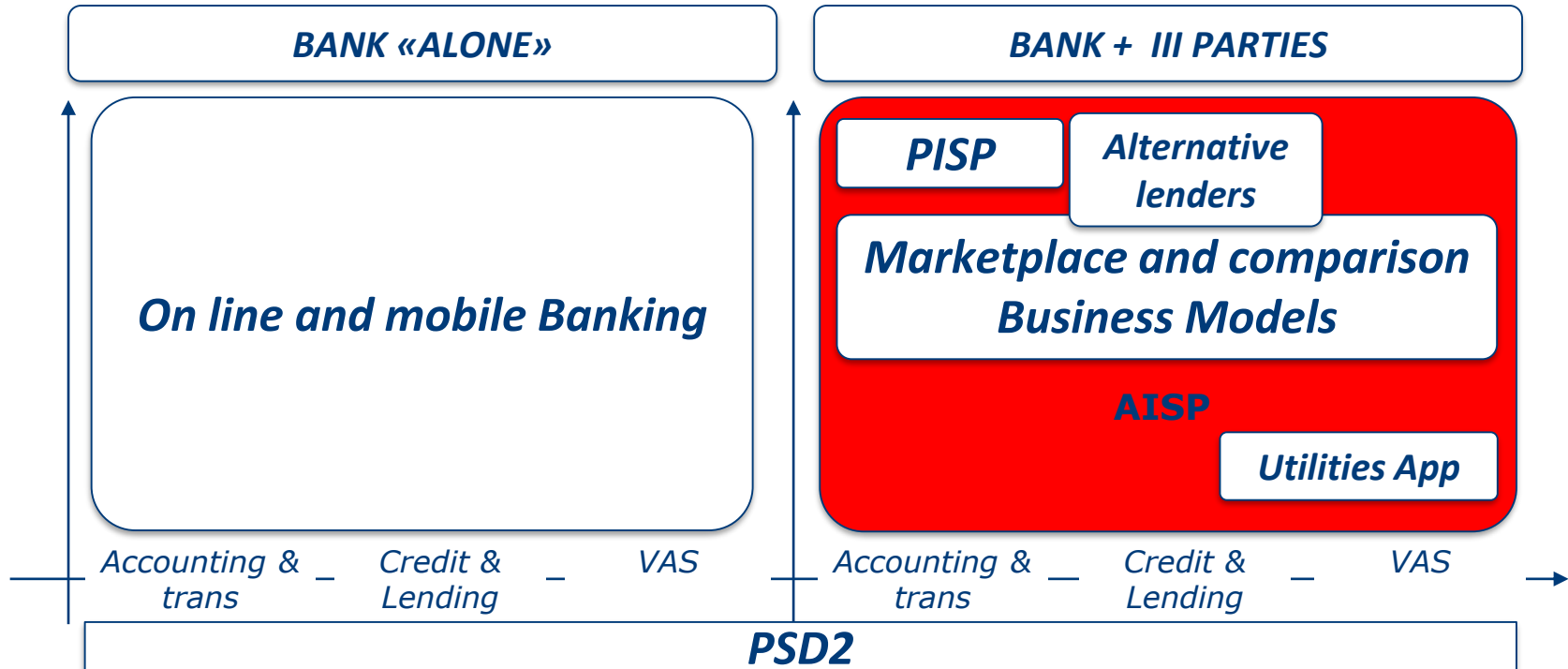
...what is it driven by,...



Source. CRIF elaboration on Global Data's Research

THE WORLD OF OPEN BANKING: VALUE ADDED AREAS

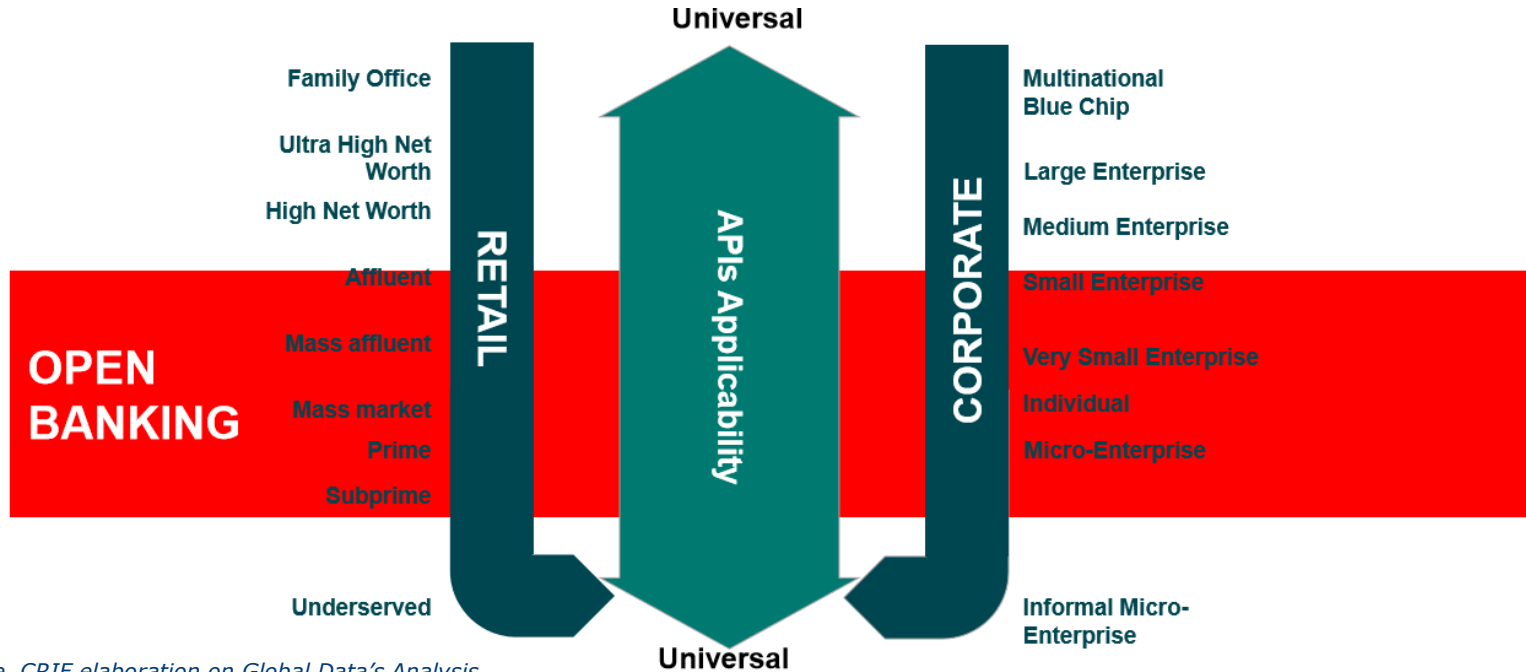
The Open Banking world



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



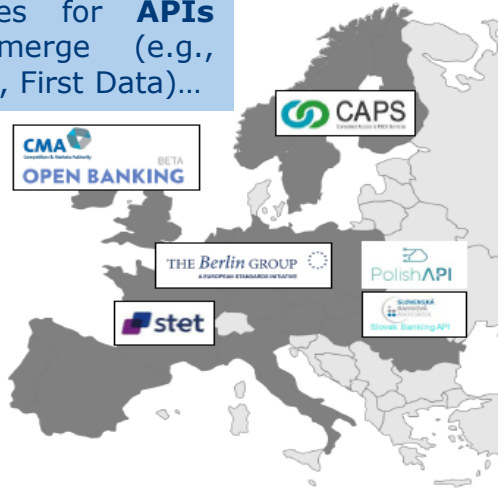
Source. CRIF elaboration on Global Data's Analysis

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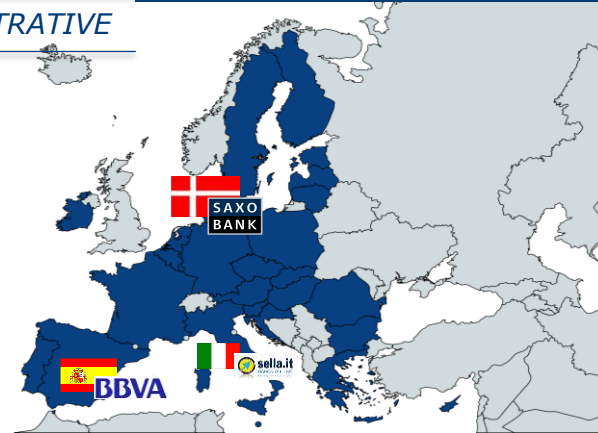
APIs: lack of a unique standard slows down banks' readiness

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



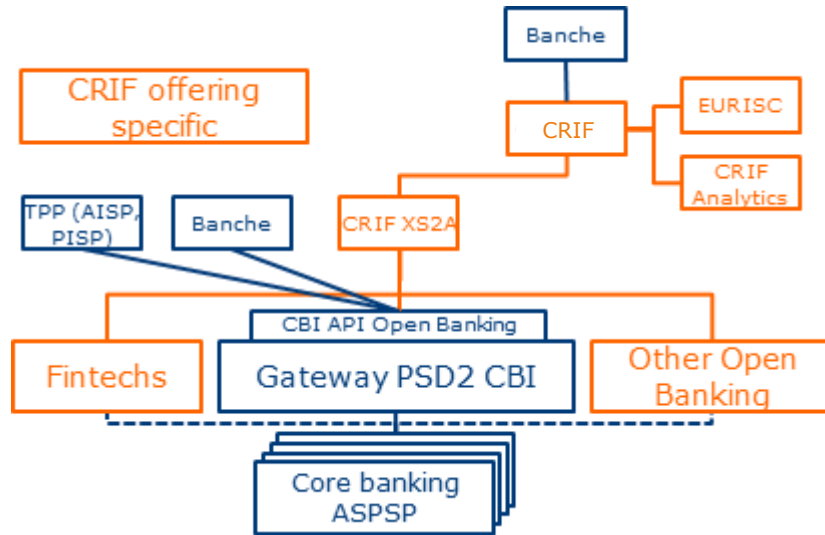
...however, many countries do not have a standard so, **banks have to provide their own APIs** and **few of them are ready**

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.

CBI PSD2 Gateway/CRIF PSD2 Offering: a complementary role



CRIF OFFERING



Retail
SME

- Digital onboarding
- XS2A
- Analytics
 - Score XS2A/Credit Bureau
 - KPI:
 - Risk Management
 - Cross-up selling
- PFM
- BFM

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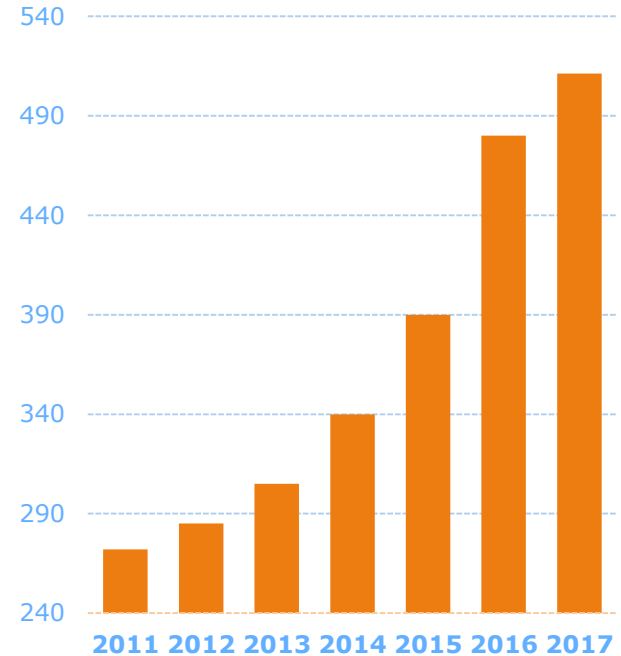
CRIF AT A GLANCE

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

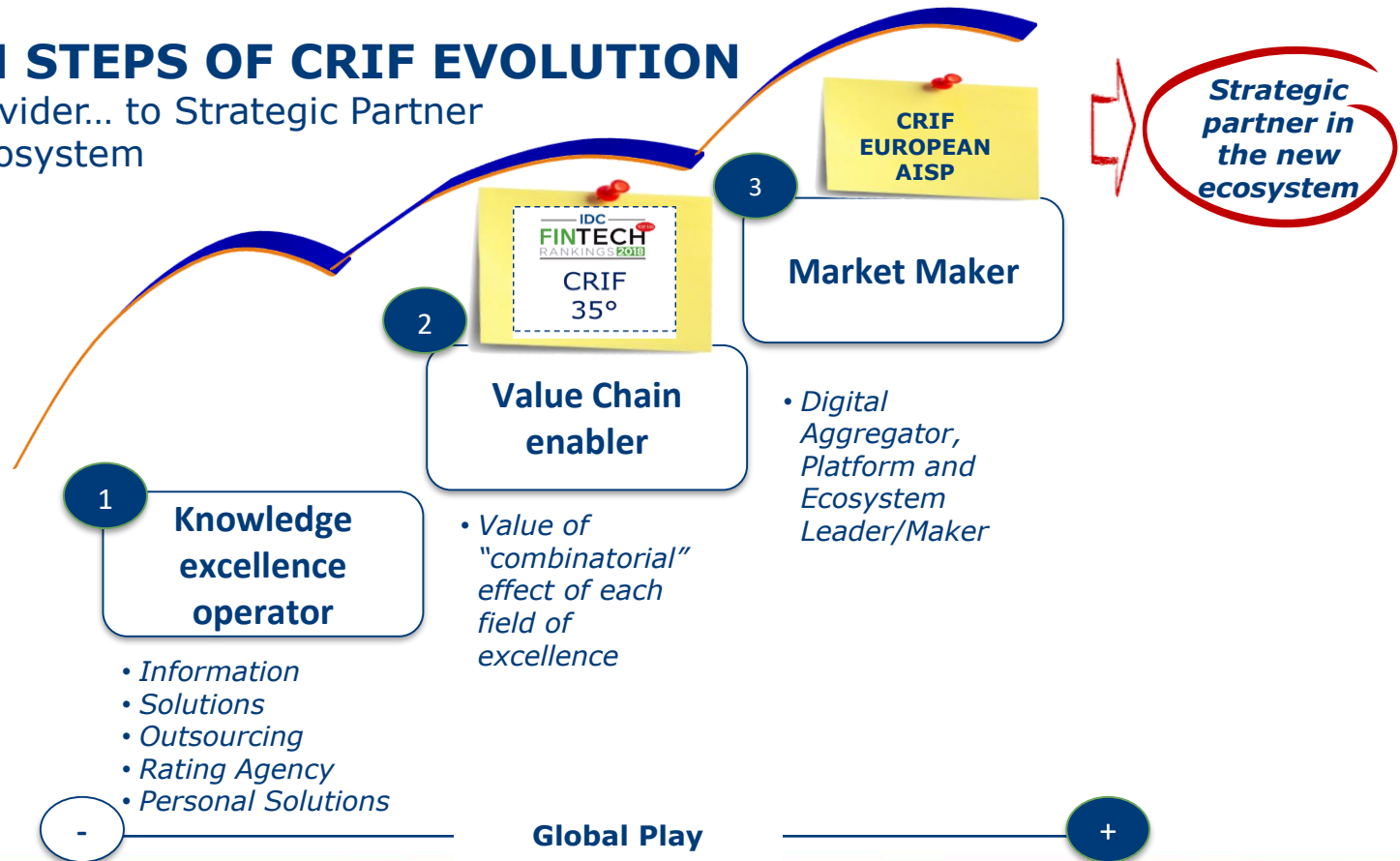
20 countries with credit bureau solutions
500+ software installations

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

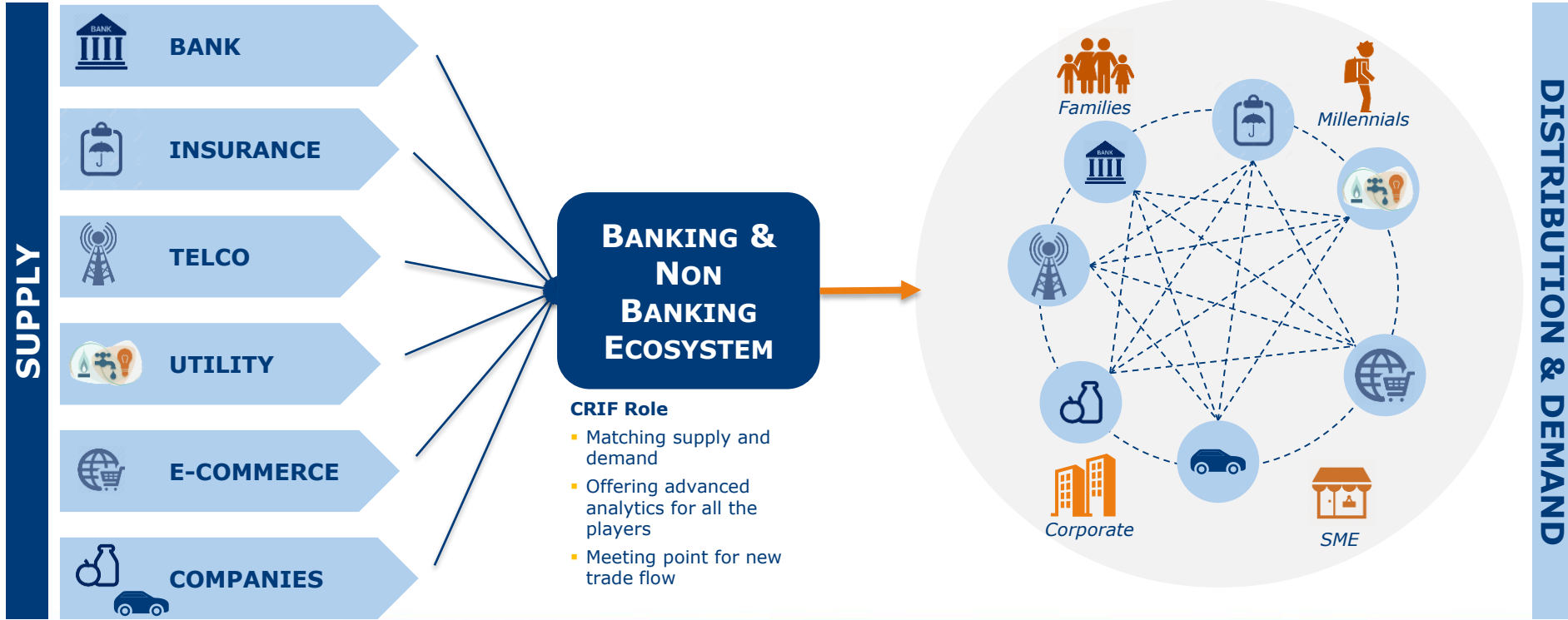
The Open Banking world

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

The future of the banking system

CRIF trusted digital aggregator to create benefits for all players in the ecosystem





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