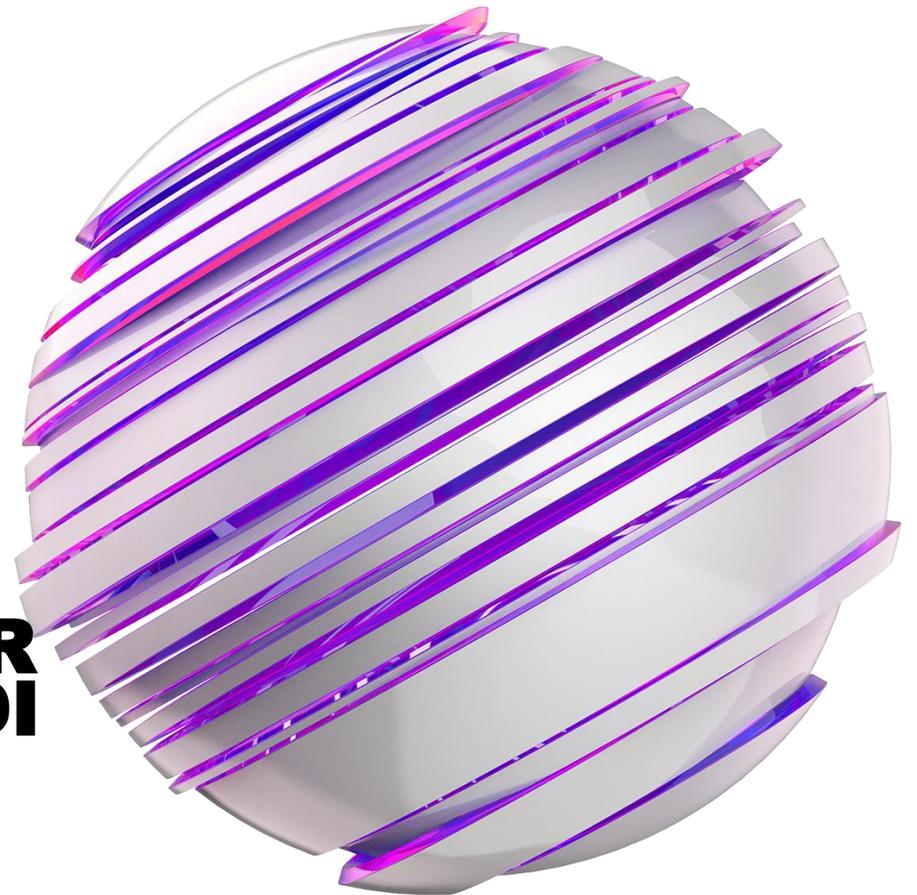


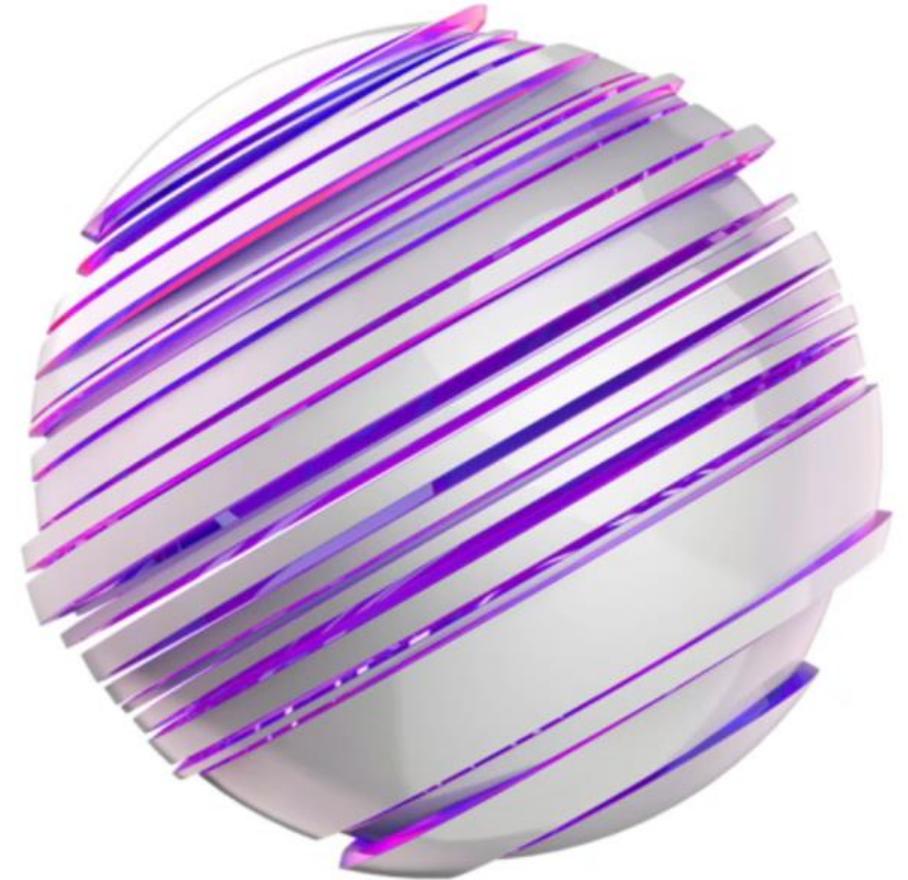
# CBI GLOBE

**LA SOLUZIONE PANEUROPEA PER  
COLLEGARE BANCHE, ISTITUTI DI  
PAGAMENTO E FINTECH,  
OLTRE LA PSD2**



**accenture**

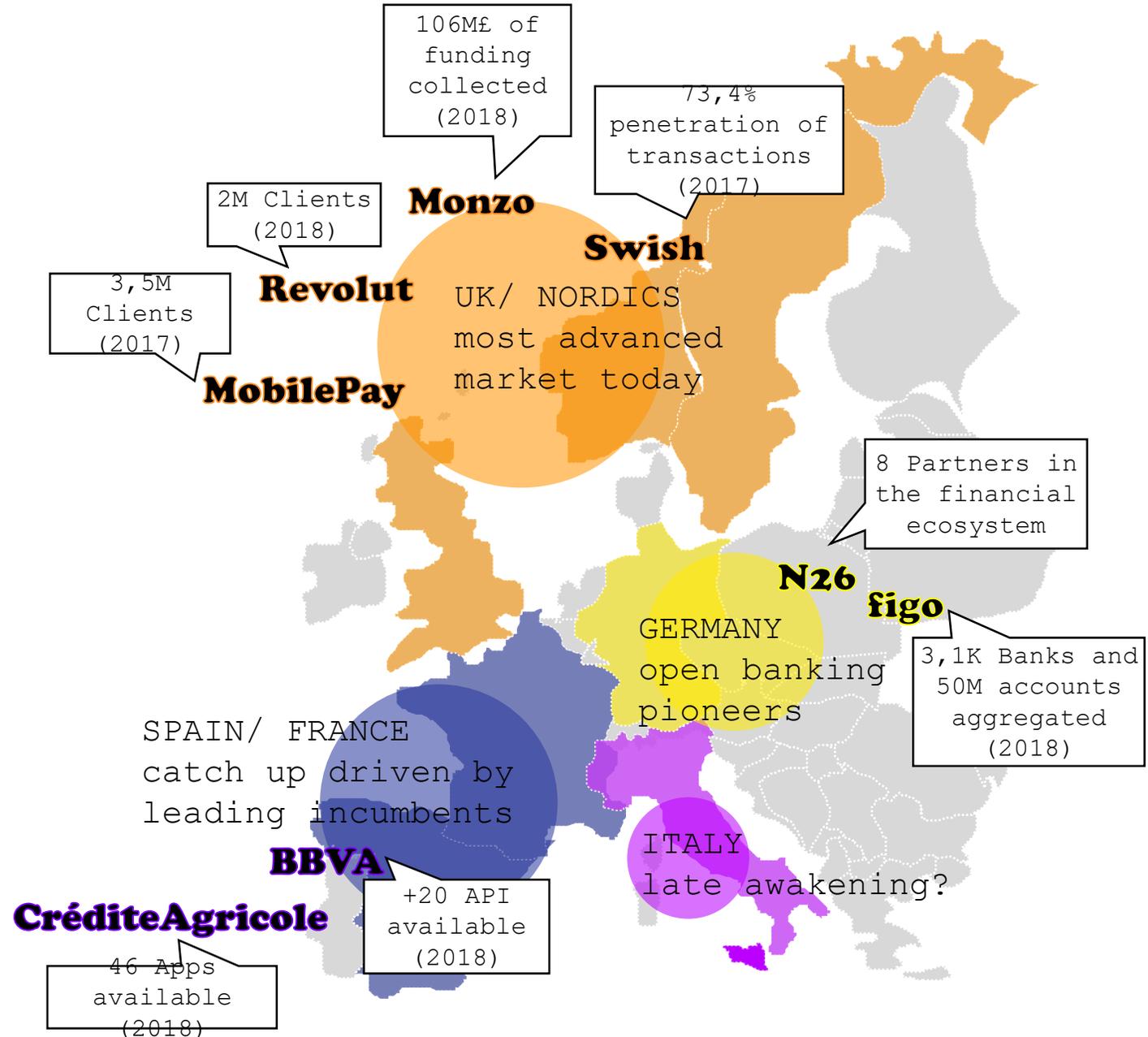
# **COS'È L'OPEN BANKING?**



# **COS'È L'OPEN BANKING?**



# What's going on in Europe?



# Which enabling factors?

## END USERS (Individuals & Merchants)

#TRUST AND AWARENESS  
#RECOGNITION OF POTENTIAL

58% individuals not aware of Open Banking meaning<sup>1</sup>

91% retailers plan to implement open banking initiatives<sup>1</sup>

## REGULATOR & GOVERNMENT

#CUNSUMER PROTECTION  
570M of banked individuals<sup>1</sup>

## SUPPLY (FS Institutions)

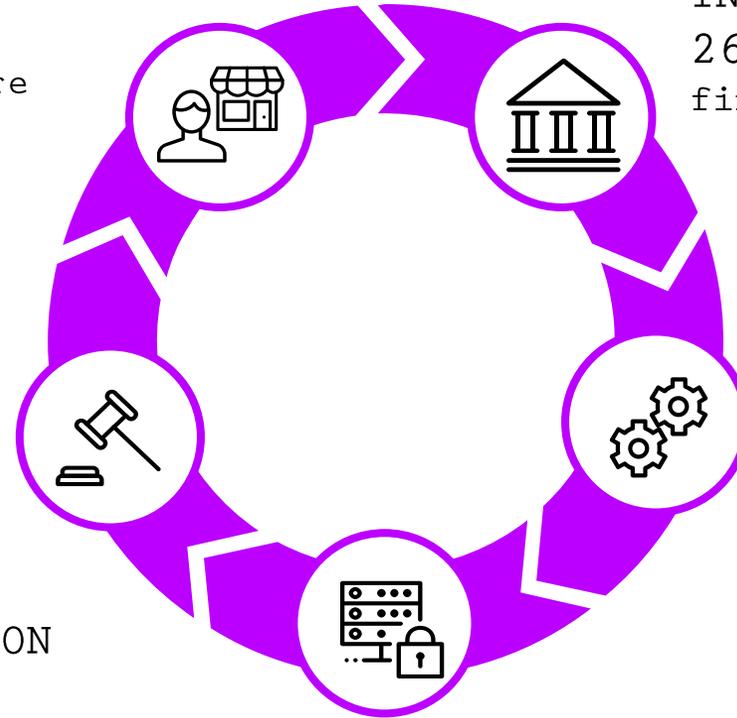
#RELEVANT INITIATIVES  
26 BN\$ investment in fintech companies<sup>2</sup>

## DEVELOPERS

#INCREASE PARTICIPATION  
31 M developers on GitHub<sup>2</sup>

## TECHNOLOGY STANDARDS

#SECURITY/ DATA ACCESS  
#BOOST OF INVESTMENTS  
15K expected FS API available by 2018<sup>1</sup>



# How much is it worth?

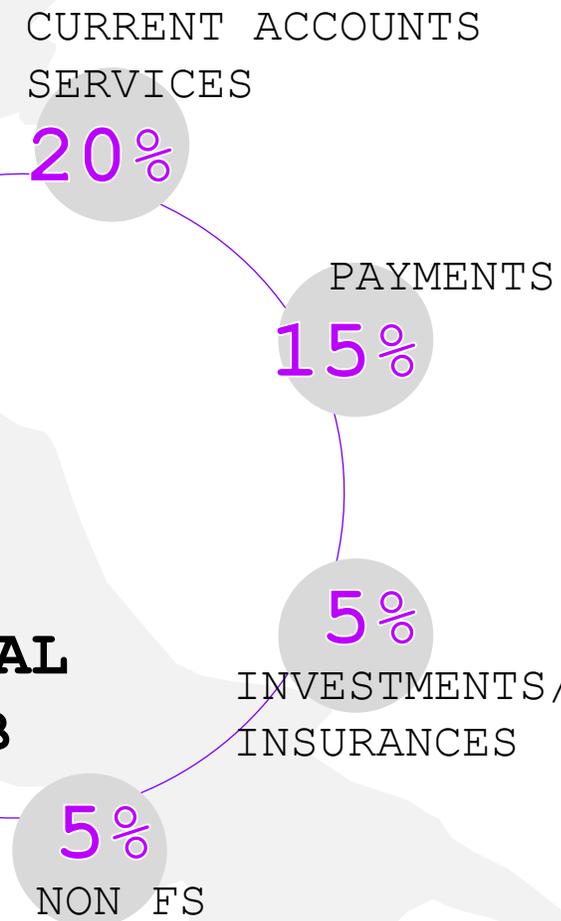
60 €

**EU ESTIMATED REVENUES**  
Bln

4-6%

**ITALIAN INCREMENTAL REVENUES FROM OB**

Breakdown per Product



# Which

roles  
for  
Italian  
banks?



BIG BANKS



REGIONAL / MEDIUM  
BANKS



SMALL BANKS



SPECIALIZED  
PLAYERS

ABILITY TO  
SCOUT

ABILITY TO  
IMPLEMENT

ABILITY TO  
DISTRIBUTE

BE THE...



**GAME  
CHANGERS**



**SNIPERS**



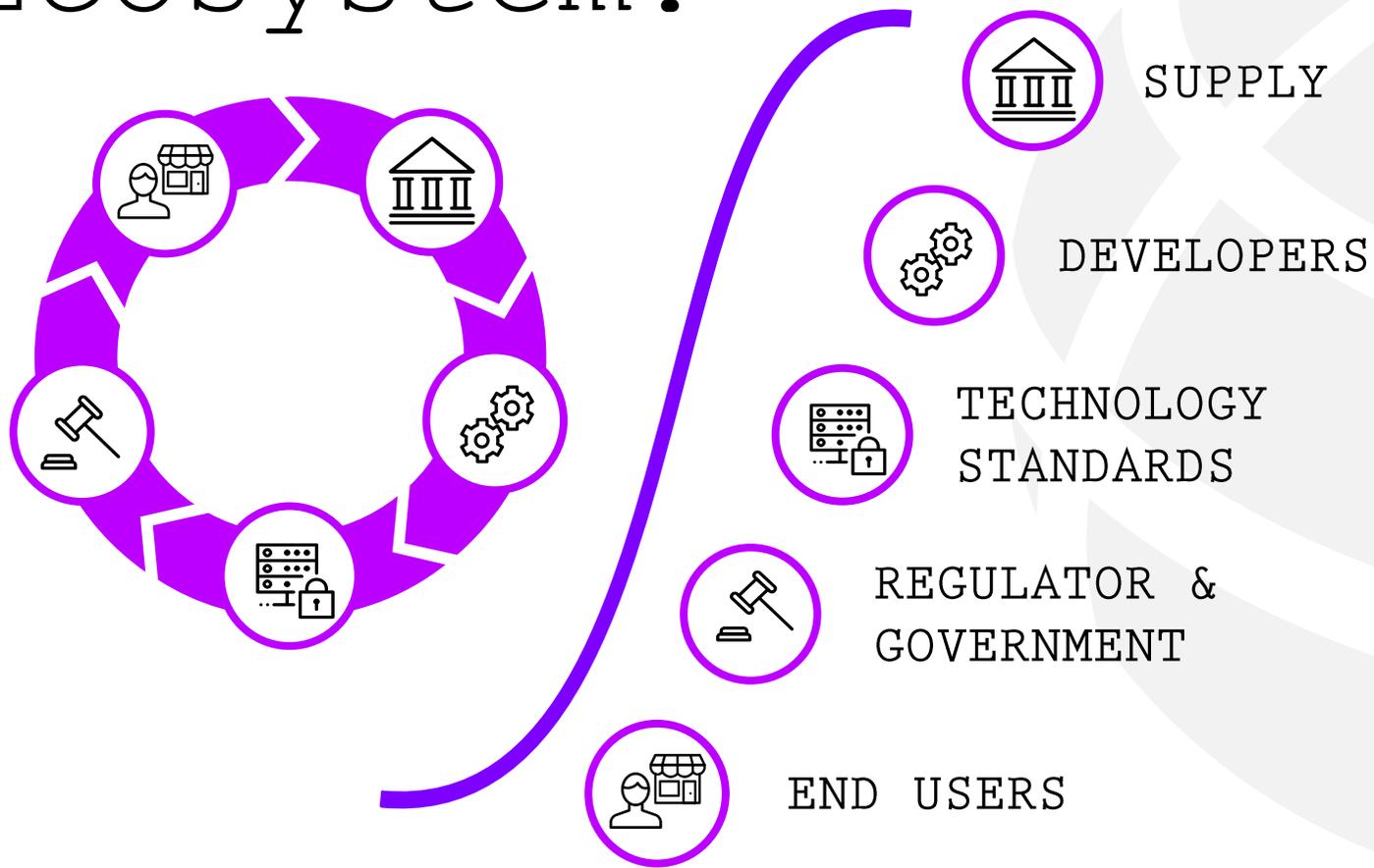
**OPPORTUNITIES  
SEEKER**



**CATEGORY  
KILLERS**



# How CBI Globe enables the Ecosystem?



>130 Banks connected  
(> 60% of Italian market share)

Ready to integrate **Fintechs** and  
**Third Party Providers**

Aligned to the most **advanced**  
**technology** and **security**  
**standards**

**Fully compliant** with current  
**regulatory standard** and  
future evolutions

Expected **+1mln end users**  
accessing the platform in the 1<sup>st</sup> year

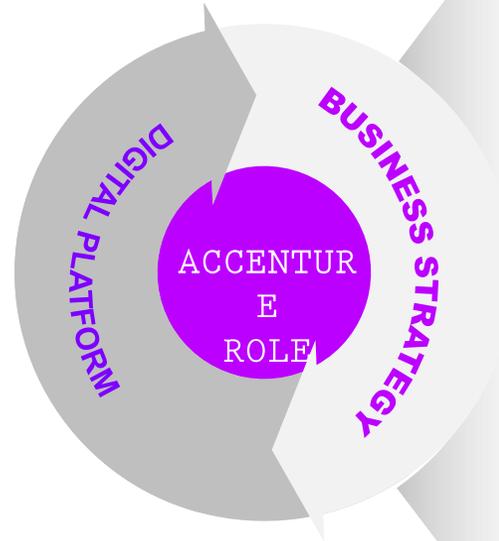
CBI GLOBE HELPS BANKS IN THE OPEN BANKING CHALLENGE, ENABLING THEM TO BE 100% COMPLIANT AND GET NEW BUSINESS OPPORTUNITIES

# Which is the role of Accenture in the New?

Shaping CaaS digital

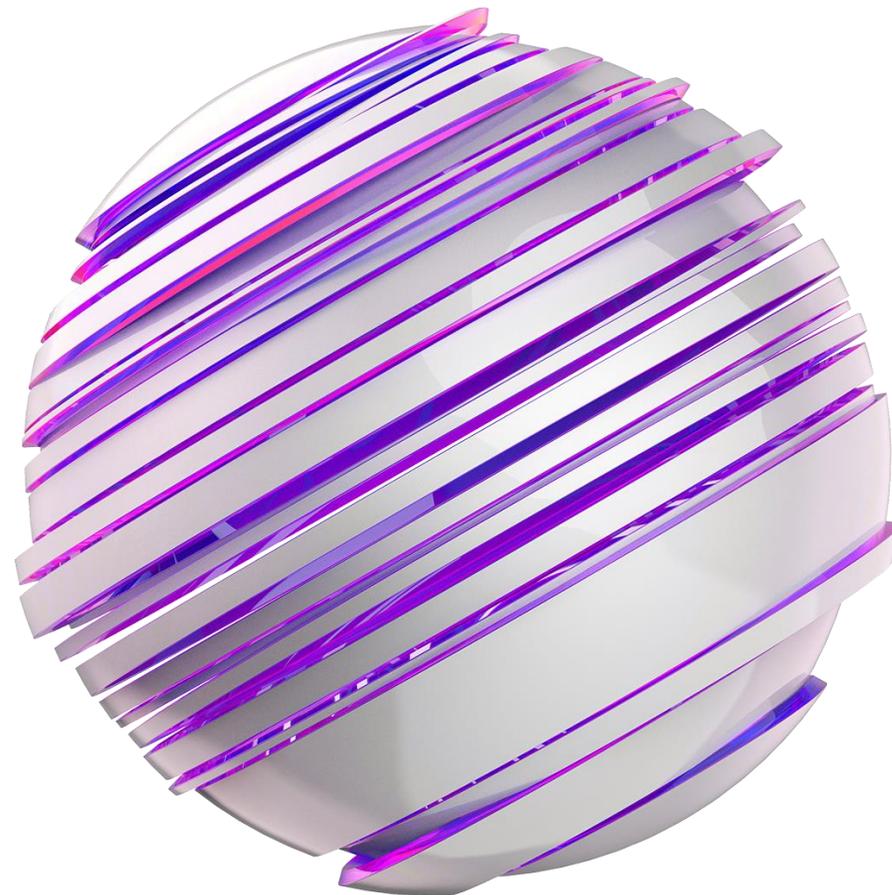
platform,

to leverage the following



... and bringing all its internal competences to create the most compelling Value Added Services that will make CBI Globe a leading PSD2 Ecosystem at global scale

**THANK  
YOU**



**accenture**

# IL SALONE DEI PAGAMENTI

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PAYVOLUTION