



PSD2: First takeaways and lessons learnt

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CREDIT @ a glance at the dawn of the Open Business

#OPEN BANKING Italy & INNOVATION

80% industry under CBI Globe

→ **CRIF: first player** in the credit information industry registered as **#AISP** in **31 European Countries**

Worldwide **INNOVATION HUB** Partner
(Italy, Germany, Taiwan)

#KYC: € 15 mld sanctions paid by European Banks in 6 years (2012-2018)

#FINTECH

→ **CRIF: 50° Top100** Fintech by **#IDC**
«Trusted Fintech»

#PAYMENTS with services different from cash **+6,8%** (2018 vs 2017)

→ **Partnership with leader in digital payment solutions**



First takeaways

Lessons learnt

Italian
market
sprint
recovery

- ✓ Late start, but sprint recovery
- ✓ Banks interested in **data-driven models**
- ✓ **Financial education/advisory**

Financial
companies
"greedy"

- ✓ Great interest in account data for credit scoring
- ✓ **Better user experience**
- ✓ **Better customer knowledge**

No-finance
arising

- ✓ New tools to know customers
- ✓ **Freedom to be or to use a TPP**

Banks still
not ready
everywhere

- ✗ Gateways help, but not always solve the problems

Lack of a
unique
standard

- ✗ **Longer timing for integration**
- ✗ **Barriers** especially for the smallest companies that want to enter the market

Need for
APIs
strategy

- ✗ **Only mandatory APIs available** so far in most cases
- ✗ **No API, no party!**



Strong Customer Authentication



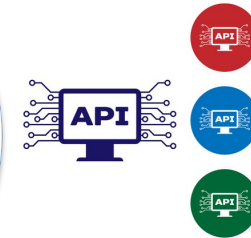
Historical data



Consent

is still ready everywhere

Lessons learnt



- × **Longer timing for integration**
- × **Barriers** especially for the smallest companies that want to enter the market



Mandatory APIs available so far in cases
I, no party!

Lessons from other Countries



Marketplaces



Ecosystems



*Integrated
home
solutions*



Trade Finance





Thank you
for your attention

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