



# | Open Banking: Deconstruct to Reconstruct

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# | What is Open Banking and why all the fuss?



European  
Commission

Payment Services Directive (PSD2)

The

Open  
Banking

Standard

# | After Europe, Asia is taking the Open Banking bull by the horns

Region	Initiative	Region	Initiative
 European Union	PSD2	 Singapore	Finance-as-a-Service
 United Kingdom	Open Banking	 Japan	2017 Growth Strategy and Amendments to the Banking Act
 India	Unified Payments Interface (UPI)	 Hong Kong	New Era in Smart Banking
 South Korea	Fintech Open Platform	 Australia	Consumer Data Right: Open Banking Review
		 Canada	Review of the Federal Financial Sector Framework
Source: Celent analysis			

“Banks around the globe aren’t waiting for regulators to force the issue. Banks such as Credit Agricole (2012), BBVA (2013) Fidor (2014), Citi, Bank of America, Capital One...DBS and YES BANK offer freely available access to their developer portals, unlocking business value with open banking APIs”

*Patricia Hines, Celent, March 2018*

# | Open Vs Closed

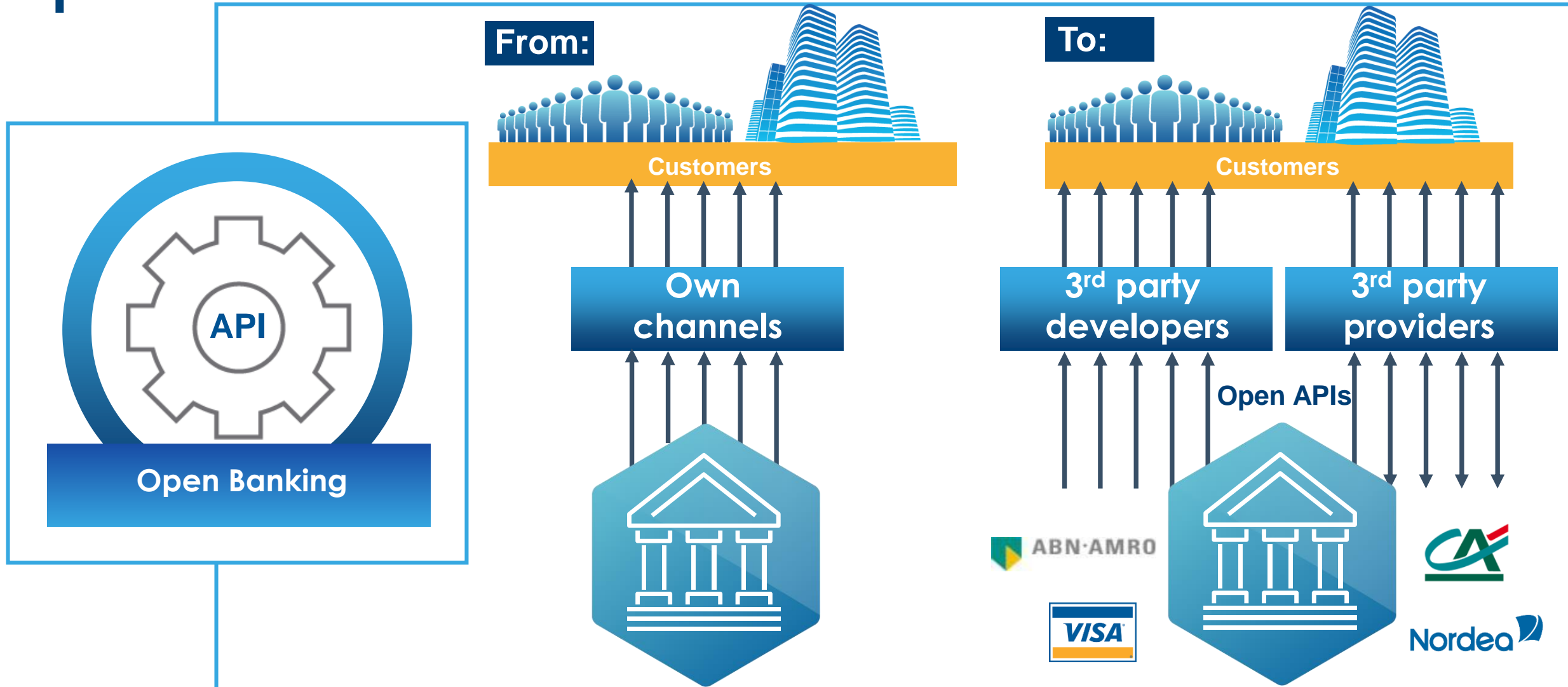
## Open Banking

- Increased collaboration opportunities – open innovation
- Speed to market
- New value (products, services, channels)
- Monetisation opportunities

## Closed Banking

- Proprietary interfaces and data formats
- Heavy weight protocols – heavy weight change
- Inaccessible to third parties – limited innovation and value
- Non composable – limited creativity

# Open Banking – APIs as the de-facto standard for collaboration



Financial services providers have been publishing open APIs for many years

| Market response has ranged from...



| ...to lifeboat innovation...



# | ...to full collaboration and exploration

*Let's innovate finance!*  
Use our APIs to fuel your ideas.

Sign up now

Get started



“We can't do this alone,  
we need you guys to  
come hack with us...”



# | Technology as an enabler for customer value



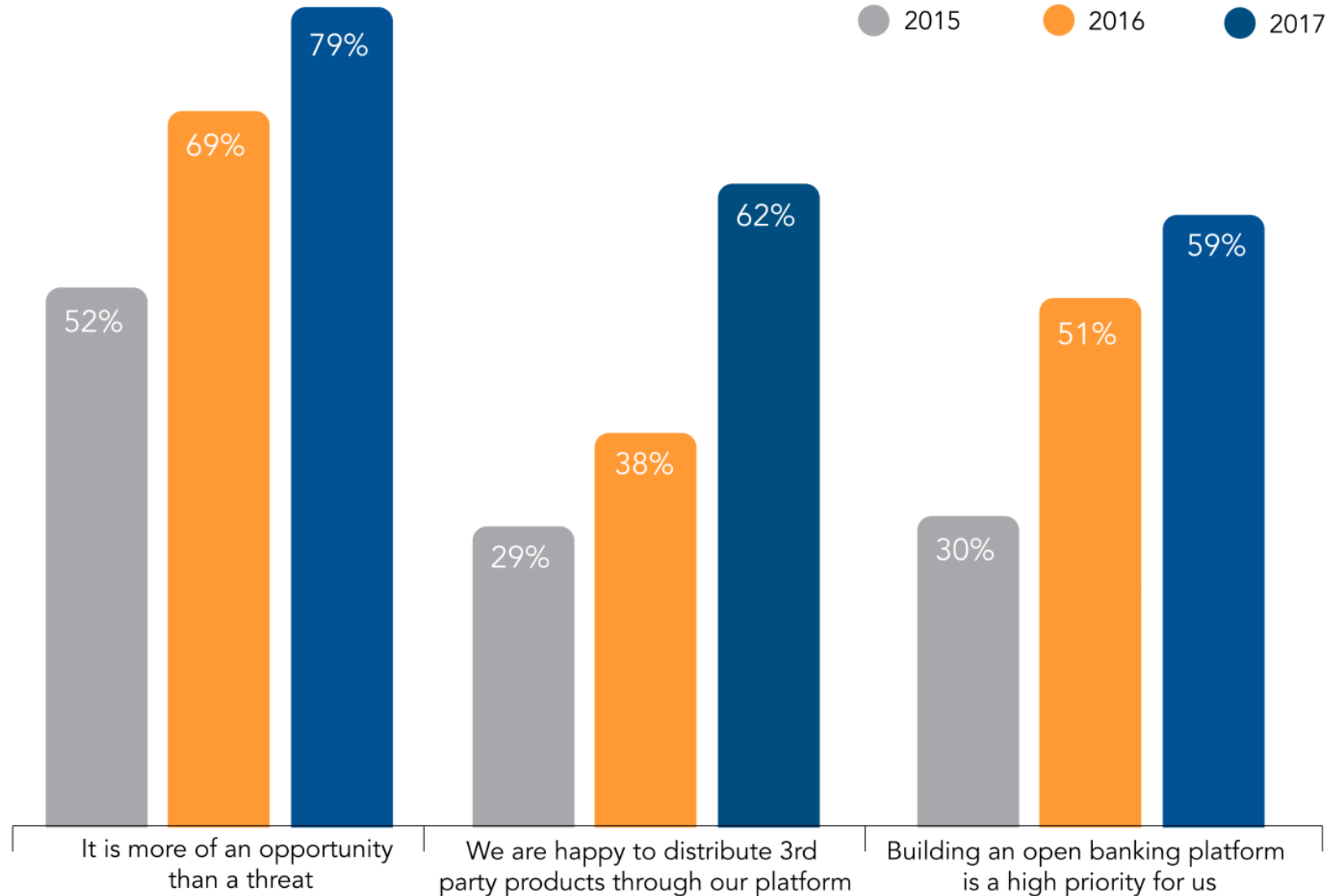
**Group-wide mission to recruit 30 million digital customers by 2018.**

"We have built the bank from scratch using some of the most advanced technologies available, allowing us to provide customised products and services for customers who want a digital-only banking proposition."

*Openbank CEO Ezequiel Szafir*

# | The mood is changing

## How do you view open banking?



Source: Temenos/Accenture  
Annual Banking Survey 2018

# Deconstruct to Reconstruct

Sales &  
Marketing

Servicing

Product  
Management

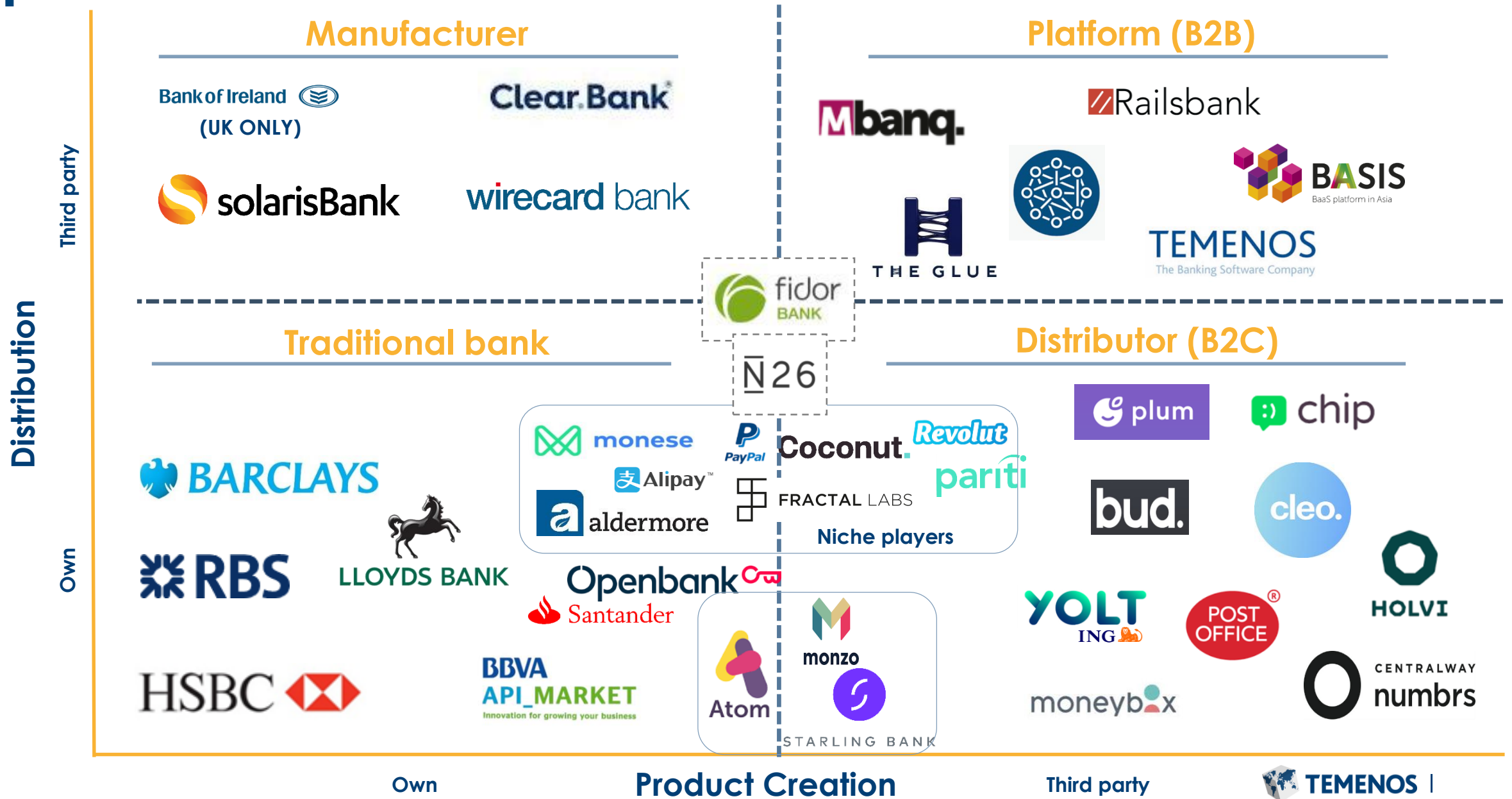
Operations

## Unbundling of a Bank

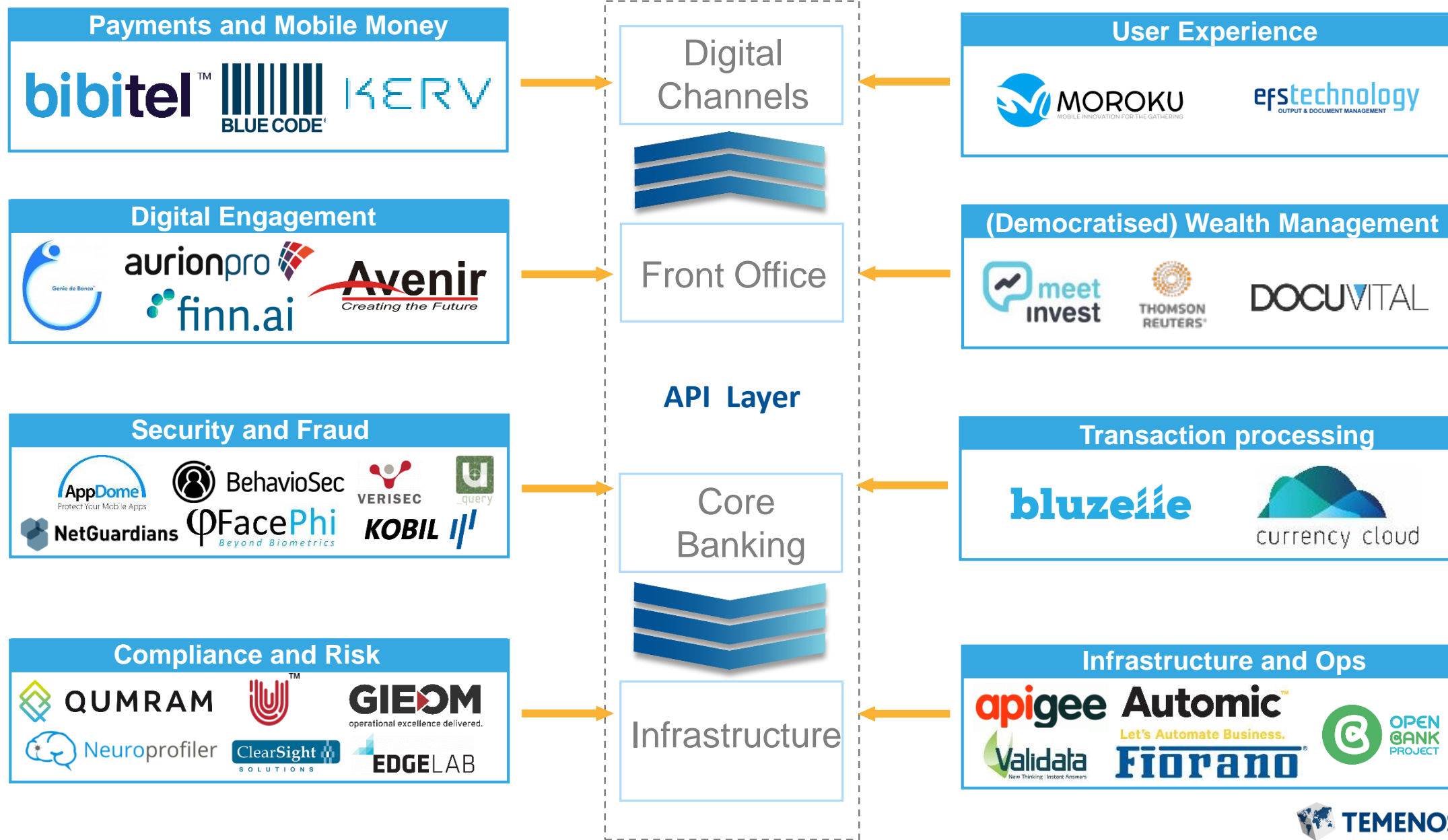


Divergence of Manufacturing and Distribution

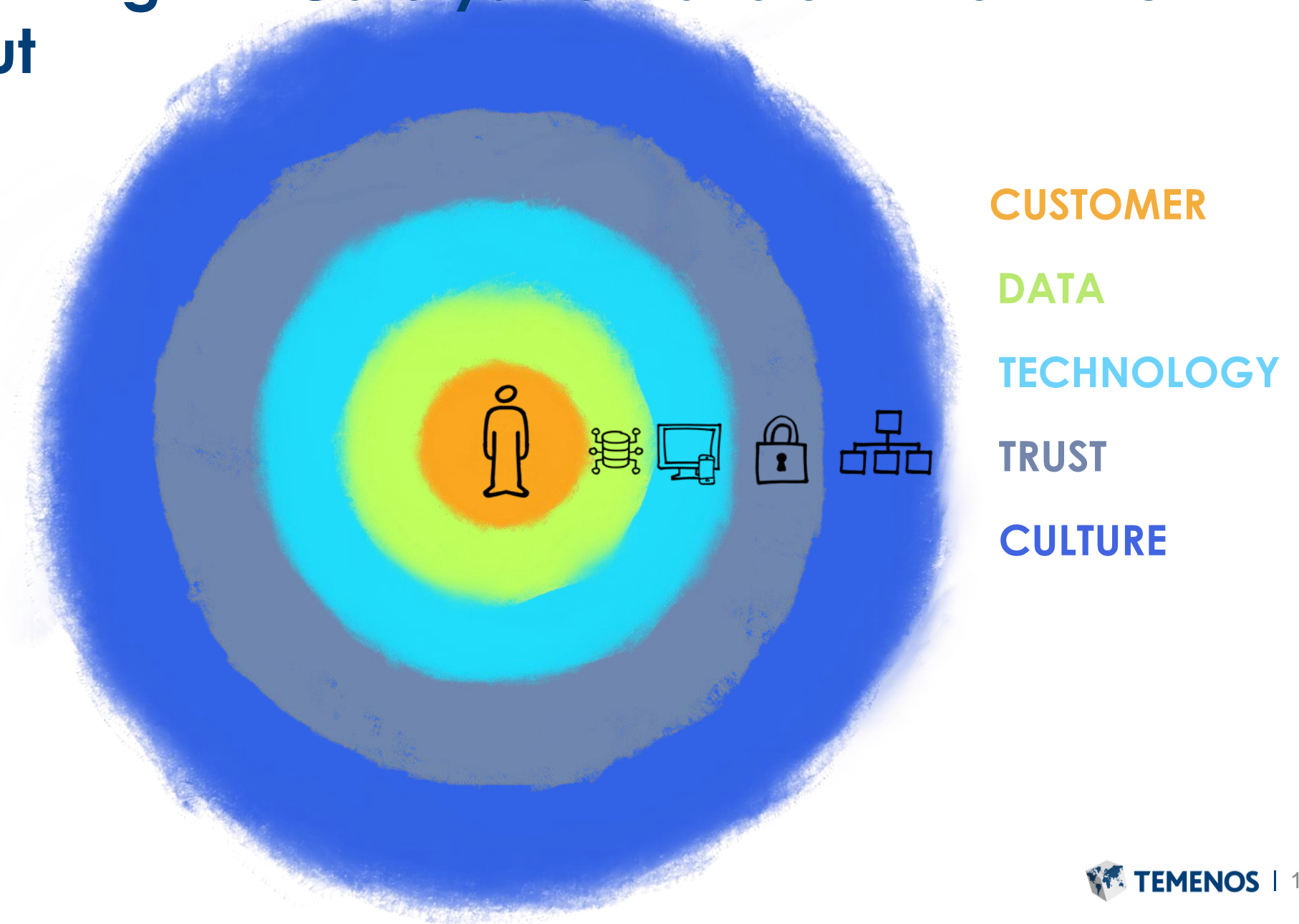
# New business models



# Temenos Eco-system Marketplace



# Open Banking – A Catalyst to Transform from the Inside Out



# The Open Banking attitude shift



**Target  
Business  
Model**

**Rewire your  
Data  
DNA**

**Review  
Customer  
Ownership**

**Collaborate  
for Speed &  
Value**

**Invest &  
Transform**

# Thank You

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