

# OPEN BANKING



Time to leapfrog  
the competition

# At a glance

**45**

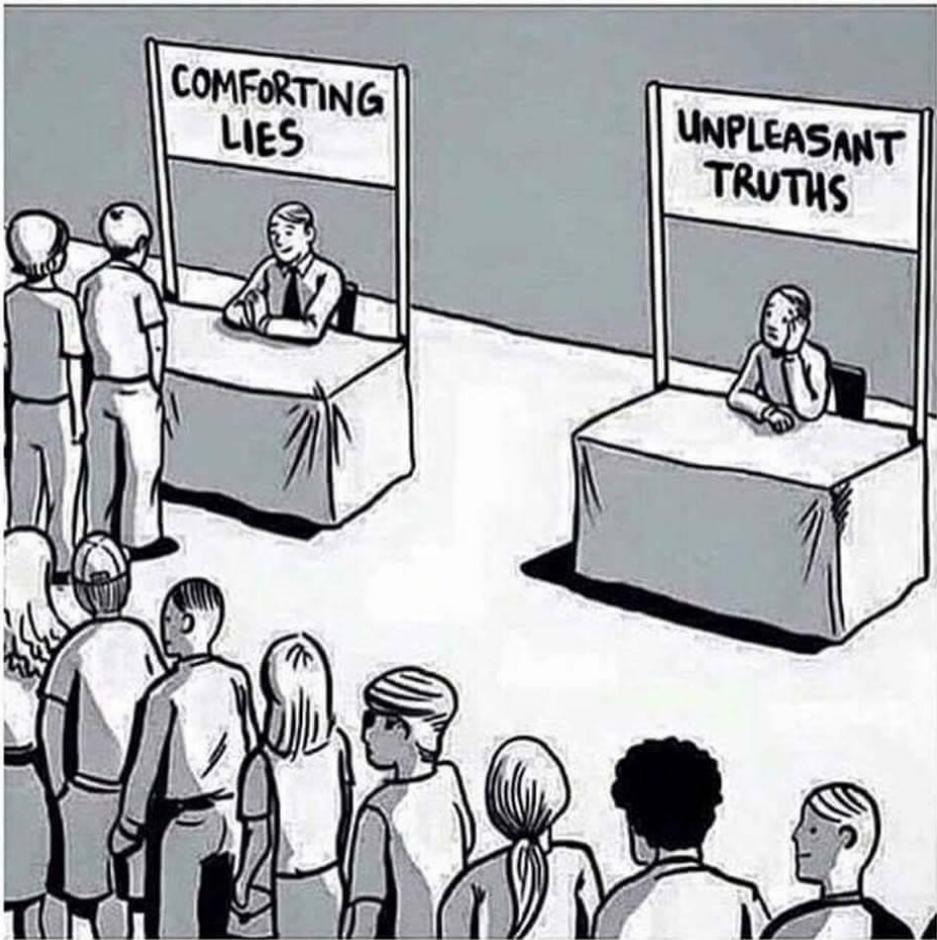
**People in 3 Countries**  
(SF, London, Berlin)

**\$35m**

**Investors**  
**Largest banks in Middle East**, France,  
Finland + top VC funds

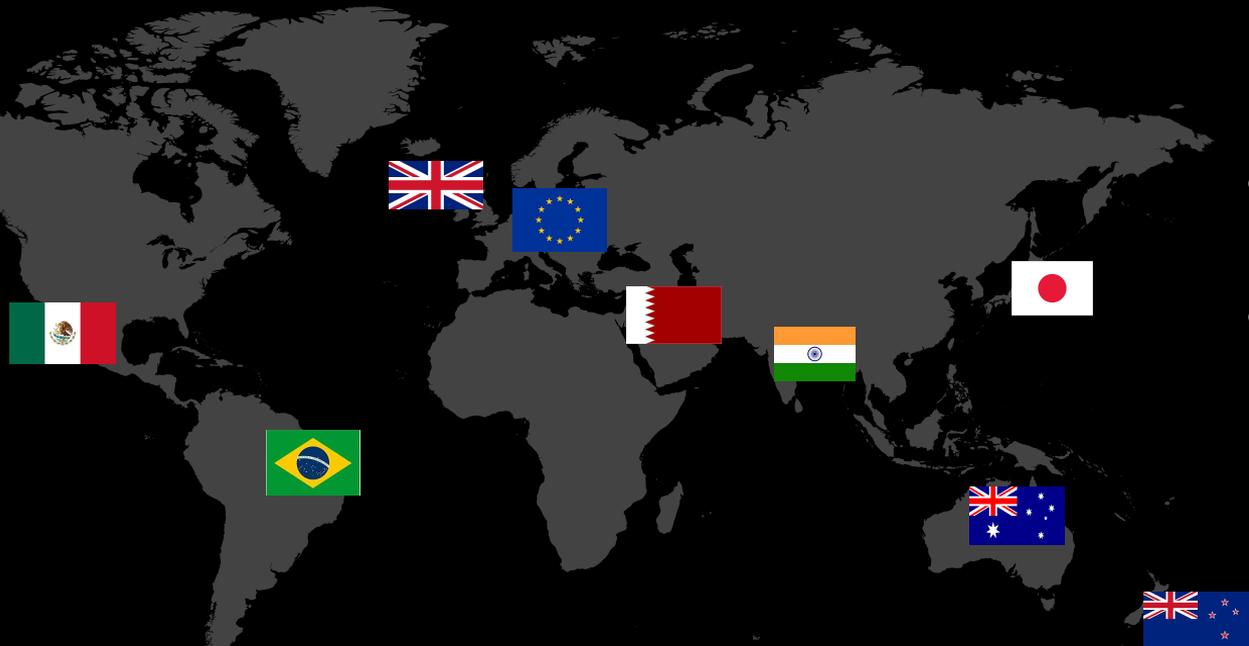
**~100**

**Customers**



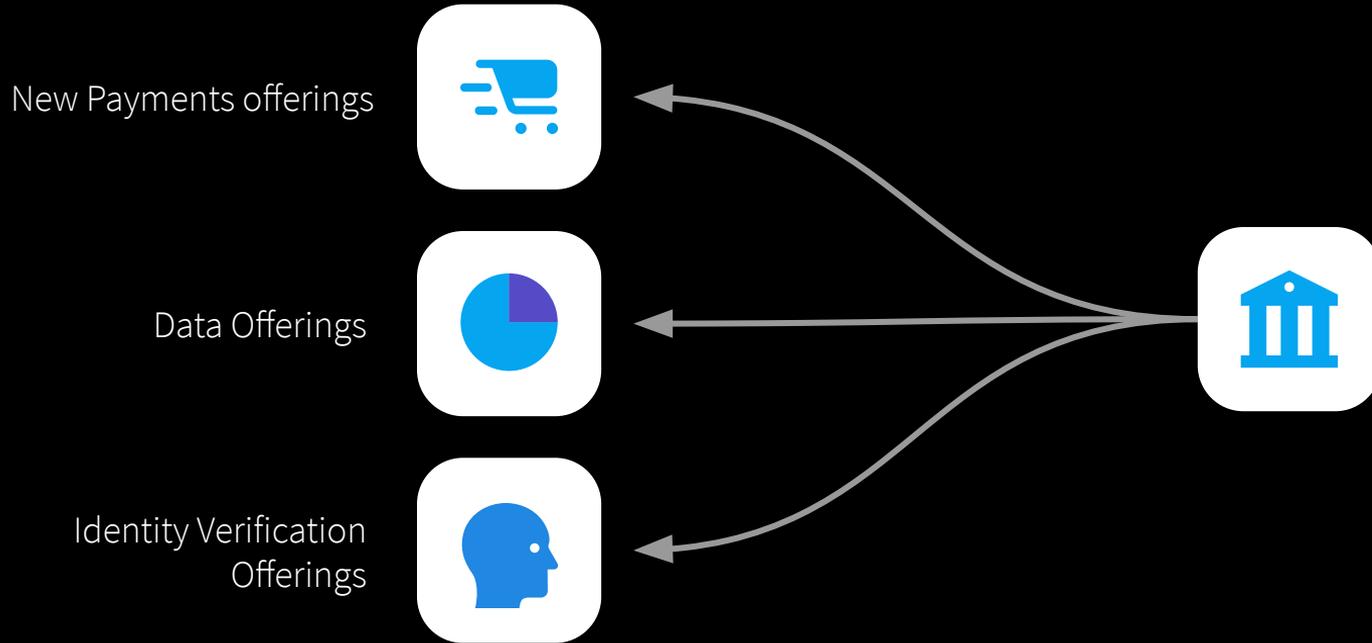
Let us begin...

# Open Banking is global

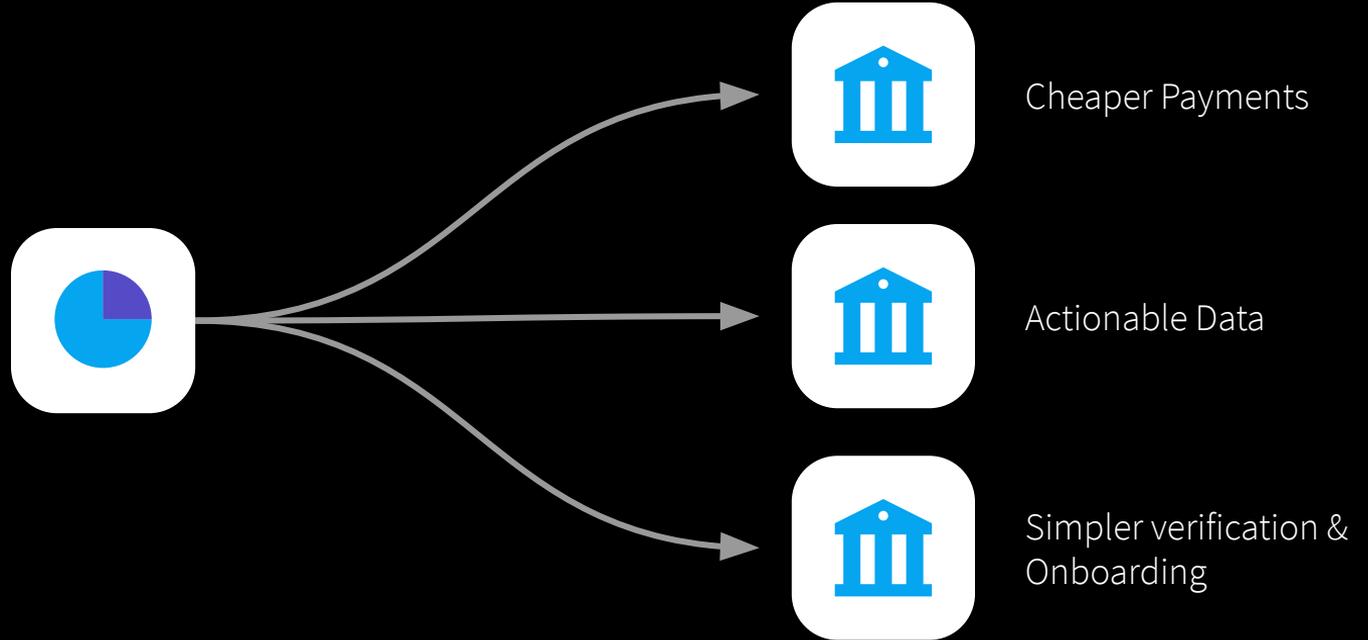


- Mandated in **35** countries
- Adopted elsewhere w/o regulation

# Benefits for banks



...and for third parties



# Europe is leading

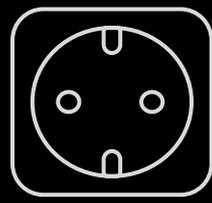
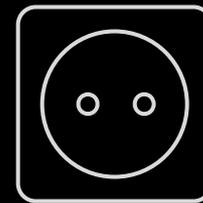
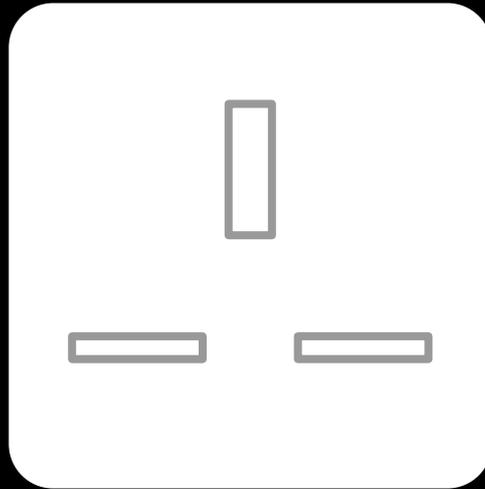
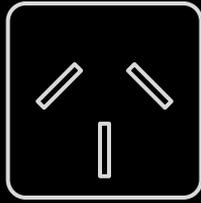


THE *Berlin* GROUP  
A EUROPEAN STANDARDS INITIATIVE



**OPEN BANKING**

# Problem: bespoke API's

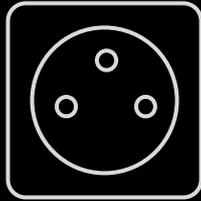
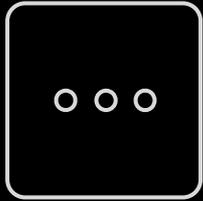


BNP PARIBAS

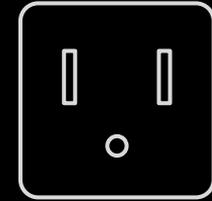
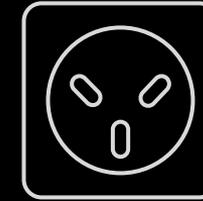


Deutsche Bank

SOCIETE GENERALE



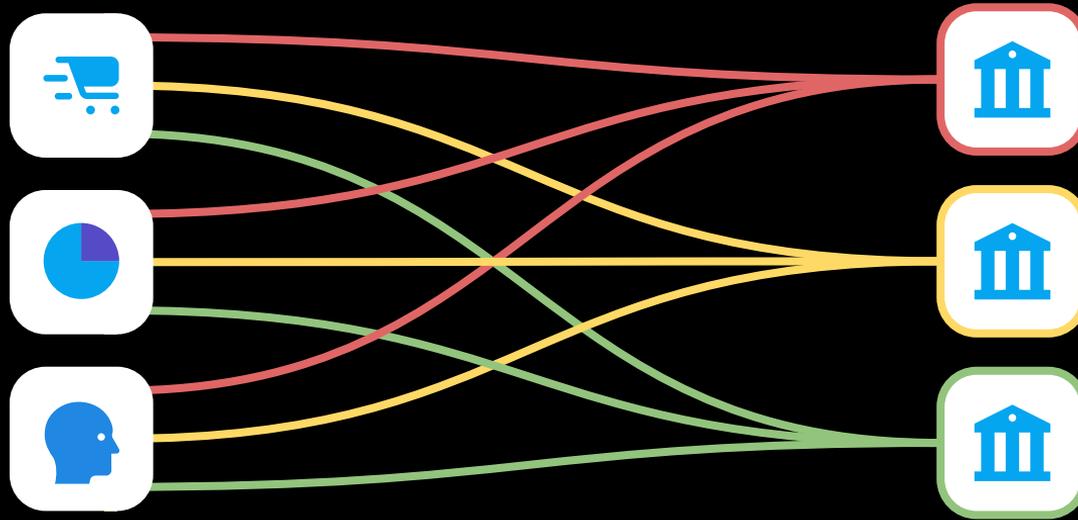
BARCLAYS



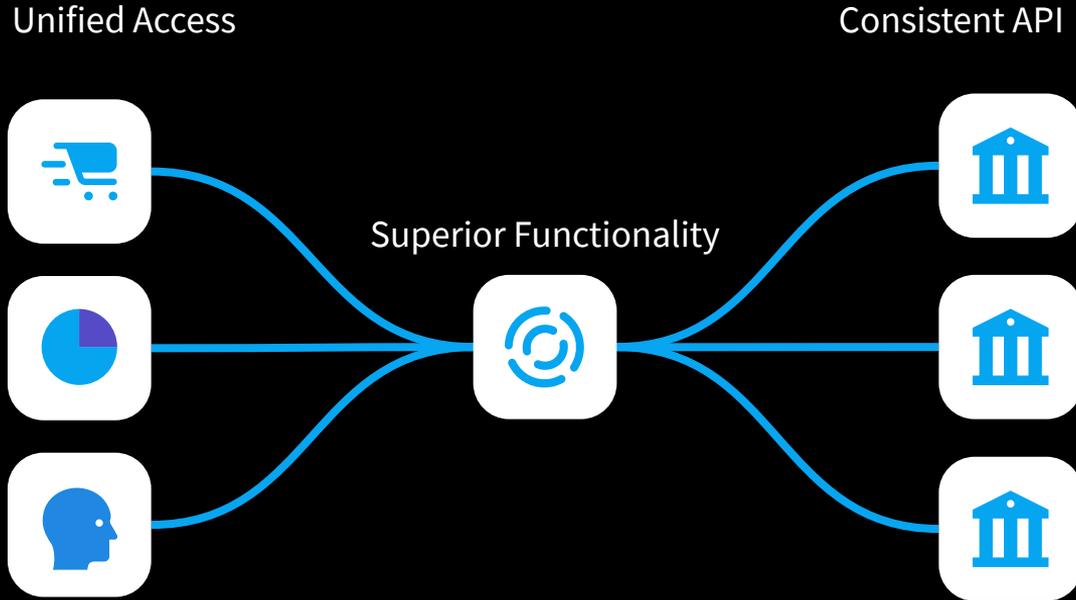
Royal Bank of Scotland

# Problem: Bespoke API's

Killing the benefits



# Solution: Token



A person is silhouetted against a night sky filled with stars. The Milky Way galaxy is visible, stretching across the sky from the bottom center towards the top. The person is standing on a dark rock in the foreground.

“The best is the enemy of the good”

- Voltaire

**Business Models** are evolving rapidly (*...for banks*)

Time for change...

Dear Optimist, Pessimist, & Realist,

While you guys were busy arguing about the glass of water, I drank it!

Sincerely,



The Opportunist (a.k.a. MENA Region)

“If opportunity doesn’t knock, build a door” ... *and open banking!*



The **MENA** region is primed and ready to take advantage of this perfect storm.

# Customer Centric Models are real - Customer Experience is where it's at!



Move over AI, the real opportunities begin with feature-rich, mature APIs



The battleground for Open Banking  
dominance will be won using premium APIs

## Security -

Cyber crime continues to rise...Open Banking with a little 'o'



## Culture -

The digital natives enter the workforce. Things need to change.

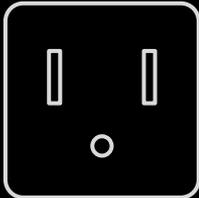
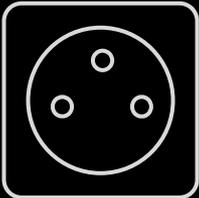
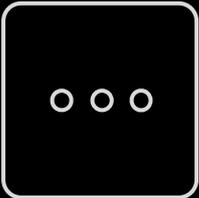
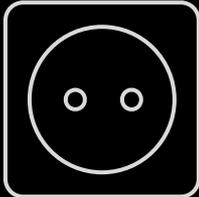
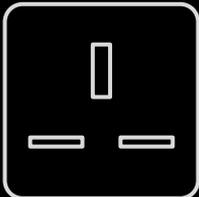
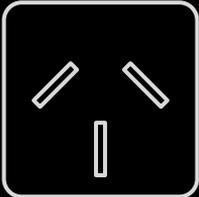


DIGITAL NATIVES

**Privacy -**  
GDPR is but  
a rule book.  
Banks must  
prioritize  
smart tech.

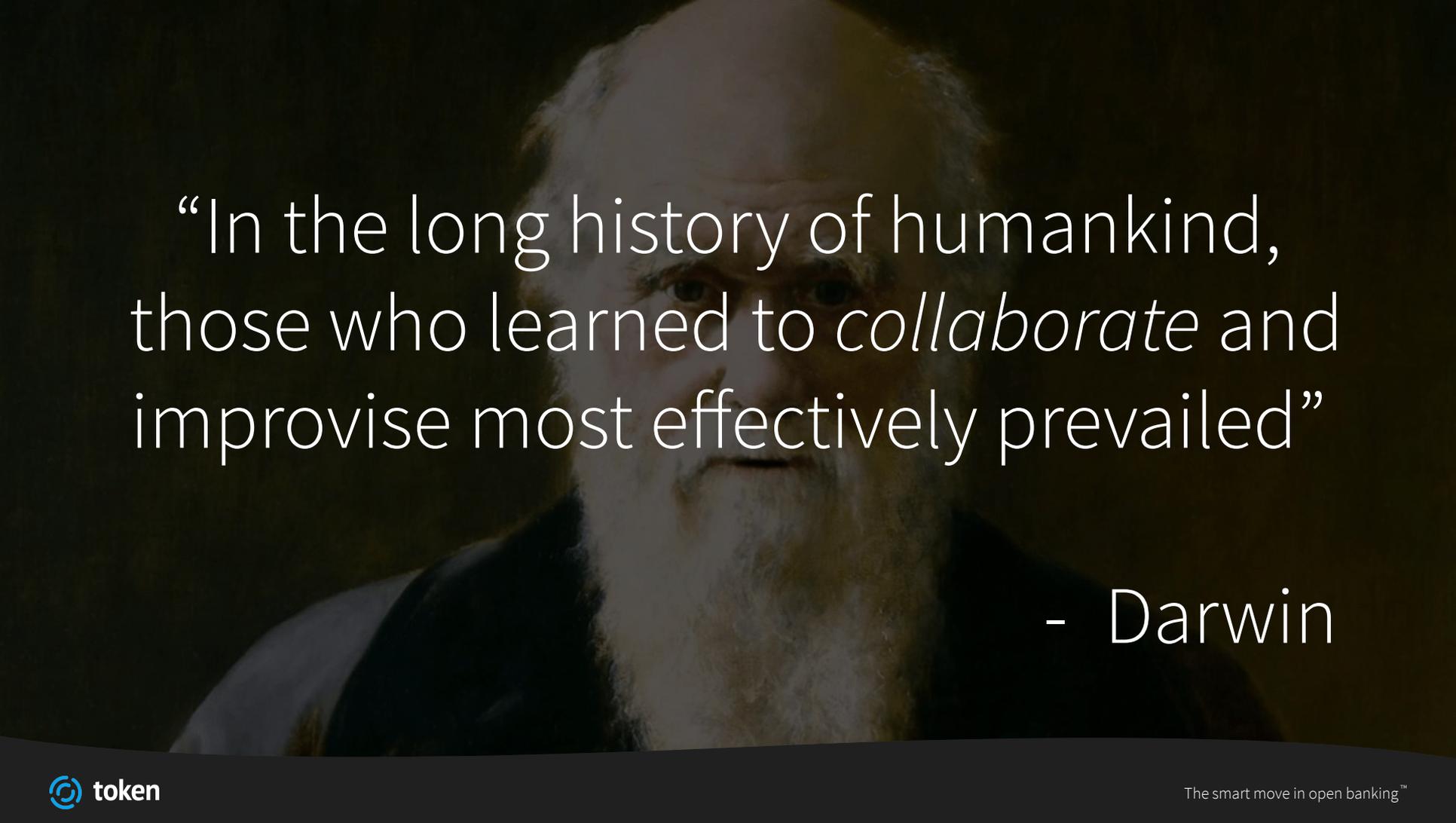


Are regulatory APIs today **enough** to build the ecosystem? The simple answer is no.



Think positively!

Look how far we've come...  
the future is bright!

A portrait of Charles Darwin, an elderly man with a full white beard and hair, wearing a dark coat. The image is dimly lit and serves as a background for the text.

“In the long history of humankind,  
those who learned to *collaborate* and  
improvise most effectively prevailed”

- Darwin

Payments  
pain:  
different for  
everyone...

Speed

Transparency

Cost

Security

Availability

Data integrity

Data validation

Accessibility

Complexity

KYC/AML

Compliance

SWIFT issues

Counterparty details

Holds (wait for RFI)

Failure rate

Let's talk  
numbers...

What gets  
measured,  
gets done.

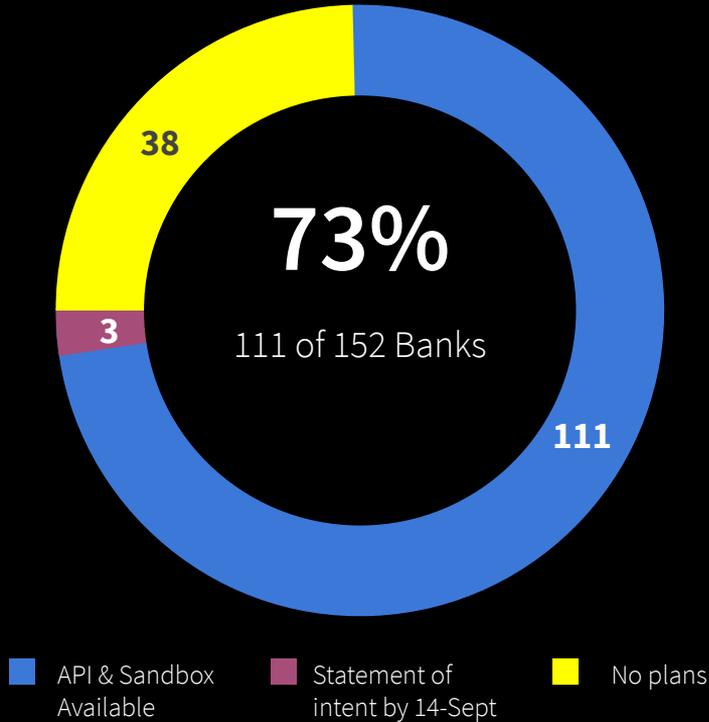
# Status of API accessibility



**14 March 2019**

- ✓ Secure APIs
- ✓ Sandbox environment
- ✓ Documentation & support

# Pan European Accessibility



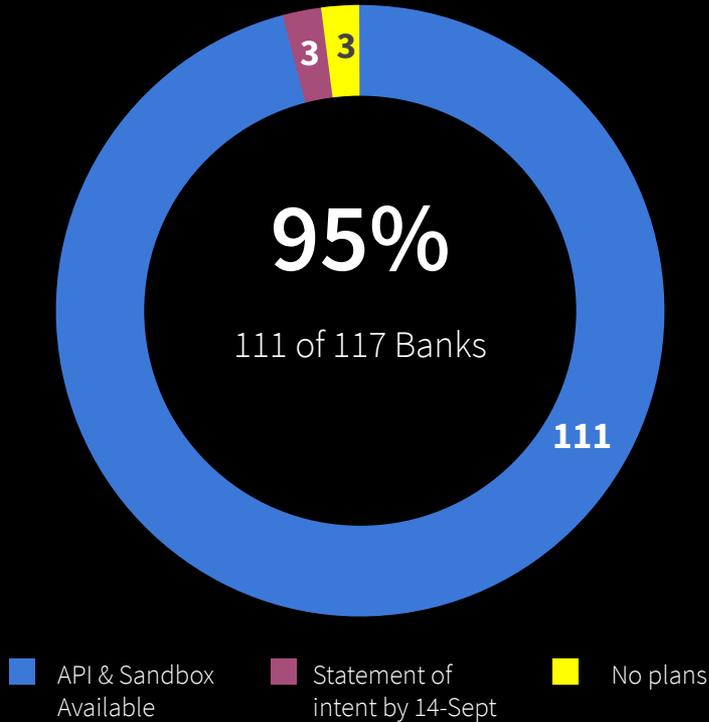
## Scope

- Rank banks by assets & transactions
- 152 Totaling >80% of assets or transactions in each country

## Research

- Published plans of APIs and sandbox
- Determination of standard
- Variations to the standard

# Pan European Accessibility



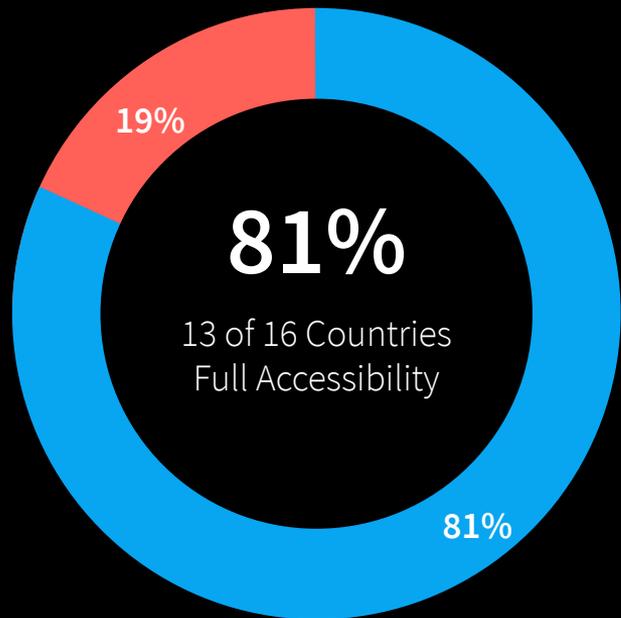
## Scope

- Top Retail Banks per country
- 117 Totaling >80% of assets or transactions in each country

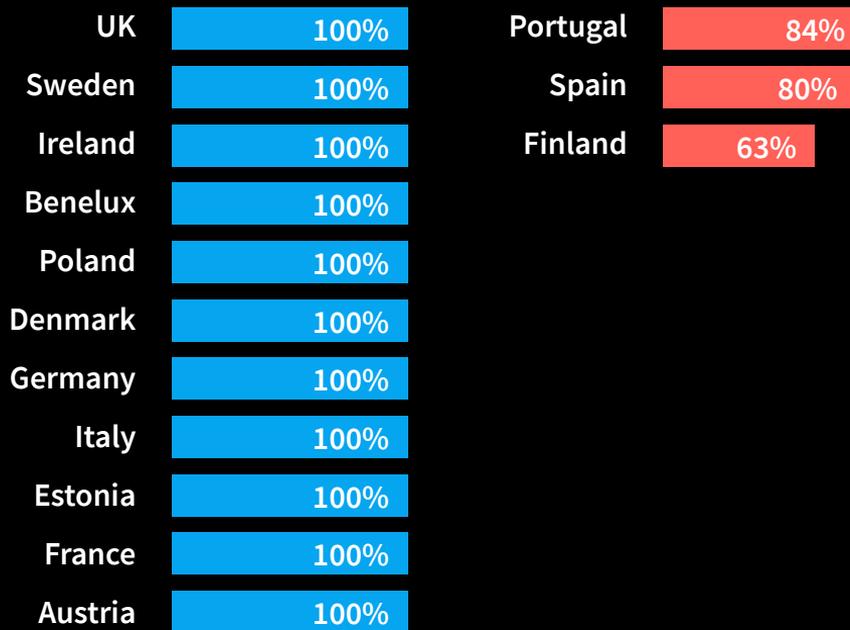
## Research

- Published plans of APIs and sandbox
- Determination of standard
- Variations to the standard

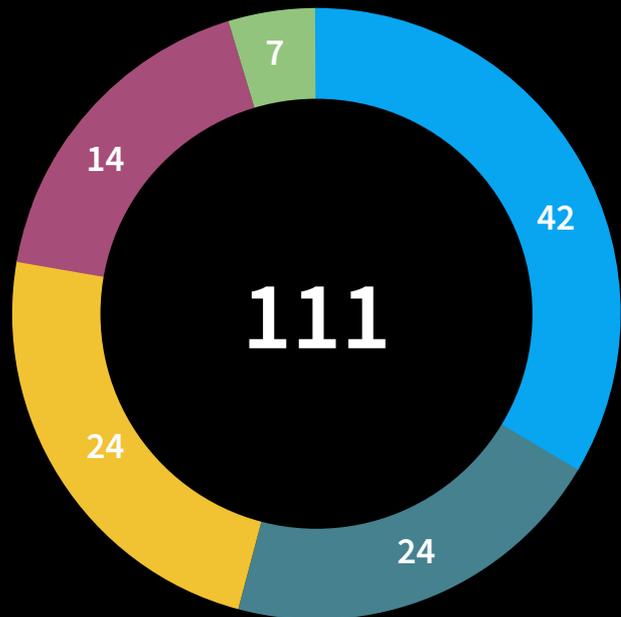
# Accessibility of largest retail banks by country



■ 100% Accessibility ■ 50% + Accessible



# Accessibility by API Standard



<b>42</b>	NextGen PSD2	<b>38%</b>
<b>24</b>	UK OB	<b>22%</b>
<b>24</b>	Bespoke	<b>22%</b>
<b>14</b>	Polish std	<b>12%</b>
<b>7</b>	Stet	<b>6%</b>

Note: Spain and Italy provide access to the biggest share of all banks with consistent API due to outsourcing to single provider

# Rudimentary use cases constrained by

- Single immediate payments
- Single transaction consent
- User must be “present”
- Cumbersome authentication

# Barriers to mass adoption remain



Friction in Authentication



Limited Payment Functionality

# Barriers for banks to improve APIs



Cost

Conflicting Priorities

Fear of Cannibalisation

# How to improve APIs?



More Regulation?

Evolving Standards?

Requiring Banks to Build?

# Time to move beyond compliance

## Compliance APIs

-  Slow to deploy
-  Limited functionality
-  Poor UX
-  No revenue for banks

VS

## Commercial APIs

-  Fast to deploy
-  Rich Functionality
-  Great UX
-  Revenue for banks

# Enabling advanced use cases

Unified Access



Superior Functionality



Consistent, Richer API



# Harder than it looks

- ✓ Request-to-Pay
- ✓ Frictionless authentication
- ✓ Programmable consent
- ✓ Third party initiated

# Call to action

## **Time to move beyond compliance and select a commercial payments API if you believe...**

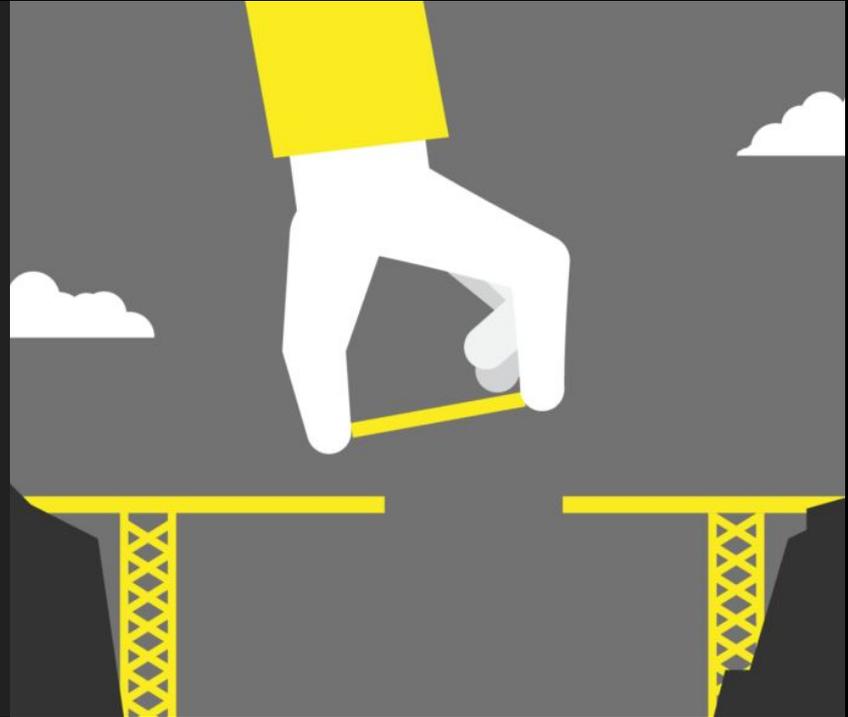
- API Banking is here to stay
- Bank payments are an attractive alternative

# Call to action for banks

Become a PISP

Allow commercial API's  
to connect

Charge for the service



# Action for third parties



- Join the Ecosystem Token has developed
- Amplify your Voice
- Fastest path to improved APIs
- Fastest path to the future of Open Banking Payments

# Bahrain got it right

Bahrain Banks are OPEN



6 months to comply



مصرف البحرين المركزي  
Central Bank of Bahrain

**EDB** BAHRAIN  
ECONOMIC DEVELOPMENT BOARD



**GFiN**  
GLOBAL FINANCIAL INNOVATION NETWORK

# First supplier

ALMOAYED  
TECHNOLOGIES  
Fintech

TARABUT  
GATEWAY

**Fast:** 6 months for 26 banks

**Low Cost:** 95% less than UK banks

Best Open Banking landscape

# Leader in Open Banking infrastructure

JUNE 2018

“Token makes first end-to-end payment through Open Banking APIs”

- Open Banking UK

SEPTEMBER 2018

“Token is the first PISP to conduct payments with public APIs for each of the CMA9 banks”

- Finextra

# Selected by Banks



Turnkey Compliance

Rapid deployment

Advanced Security

Payments functionality

# Selected by Third Parties



Unified Access to all banks

Developer toolkit

Superior experiences

# Selected by Mastercard



## Mastercard Selects Token.io as a Partner for its New Open Banking Hub

*Token provides pan-European access to banks, exceptional UX, enhanced security and richer functionality for businesses and consumers*

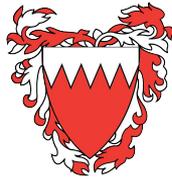
**February 2019** – Turnkey open banking platform provider, Token.io Limited, today announces it has been selected by Mastercard to power the connectivity layer of its open banking hub. The hub will connect merchants, retailers and other regulated third parties to financial institutions in Europe for data and payment transactions.

Further to the announcement in June 2018, Mastercard's services will include:

1. A pan-European directory to help Financial Institutions ensure that Third Party Providers (TPPs) seeking access to a customer's account are legitimate and hold the appropriate regulatory status;
2. A dedicated dispute resolution mechanism; and
3. A connectivity hub

Jim Wadsworth, Senior Vice President, and leading the development of Mastercard's Open Banking offering, says: "Open banking has the potential to revolutionise how we all interact with financial services. Our API-led solutions will make it easier for financial institutions and third parties to act on the opportunities and create innovative banking and payments experiences for people's everyday lives. Token's work in this space will help us to deliver the vision we've set."

# Selected by AT for Bahrain National Standard



مصرف البحرين المركزي

Central Bank of Bahrain

## Token brings Open Banking to MENA region

*Turnkey open banking platform provider, Token.io Limited, today announces a partnership with Almoayed Technologies, the MENA region's leading technology infrastructure development company, to accelerate open banking across the Arabian Peninsula.*

Ahead of the introduction of open banking regulations in Bahrain, announced yesterday\*, Almoayed Technologies and Token have been working together to enable fast and simple compliance for the Kingdom's banks via the integration of Token's single API.

By offering a common platform to all banks in Bahrain, Token and Almoayed Technologies will enable banks to deliver open banking payment and information services to customers quickly and efficiently, and enable secure and frictionless access to banks for third-party providers (TPPs).

This unified approach will avoid many of the issues that are currently hampering open banking adoption in more mature markets. In the United Kingdom, for example, widespread development of proprietary APIs is causing fragmentation and integration pain, holding back the pace at which the market can develop.

Steve Kirsch, Founder and CEO, Token, comments: "Through our platform, financial...

*finextra.com*

# Selected by the Industry



2019

Best Payments Industry  
Newcomer

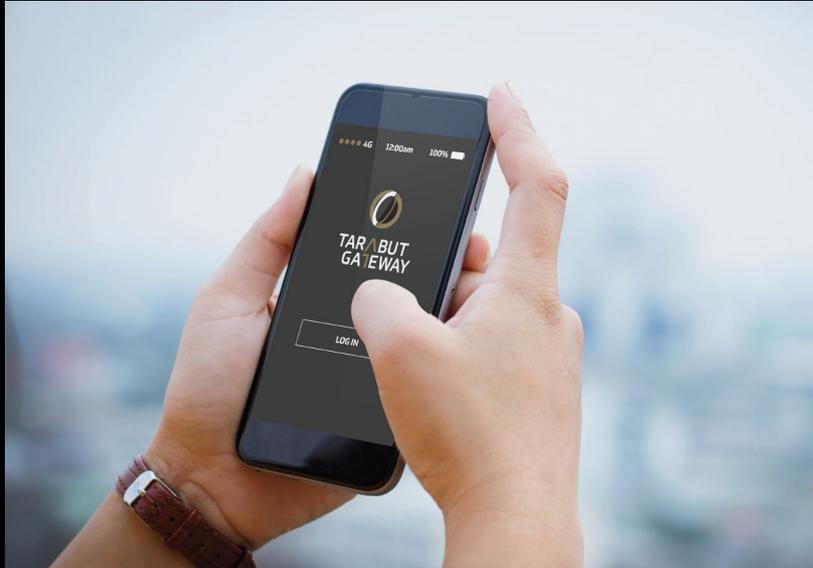
2018

Financial Innovation Awards  
Open Banking Category

2018

Tech Women 100

# Path to Pilot



- 10 Weeks
- Installed common API at 10 banks in Bahrain
- Connected working PFM prototype
- Connected working Payment prototype

# Commitment to GCC & MENA

Partner

**ALMOAYED  
TECHNOLOGIES**

Investors Include



**ABVENTURES**

**PLUGANDPLAY**

# Thank you

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