

Bill Gates



BANKING IS
NECESSARY.

BANKS ARE

NOT.

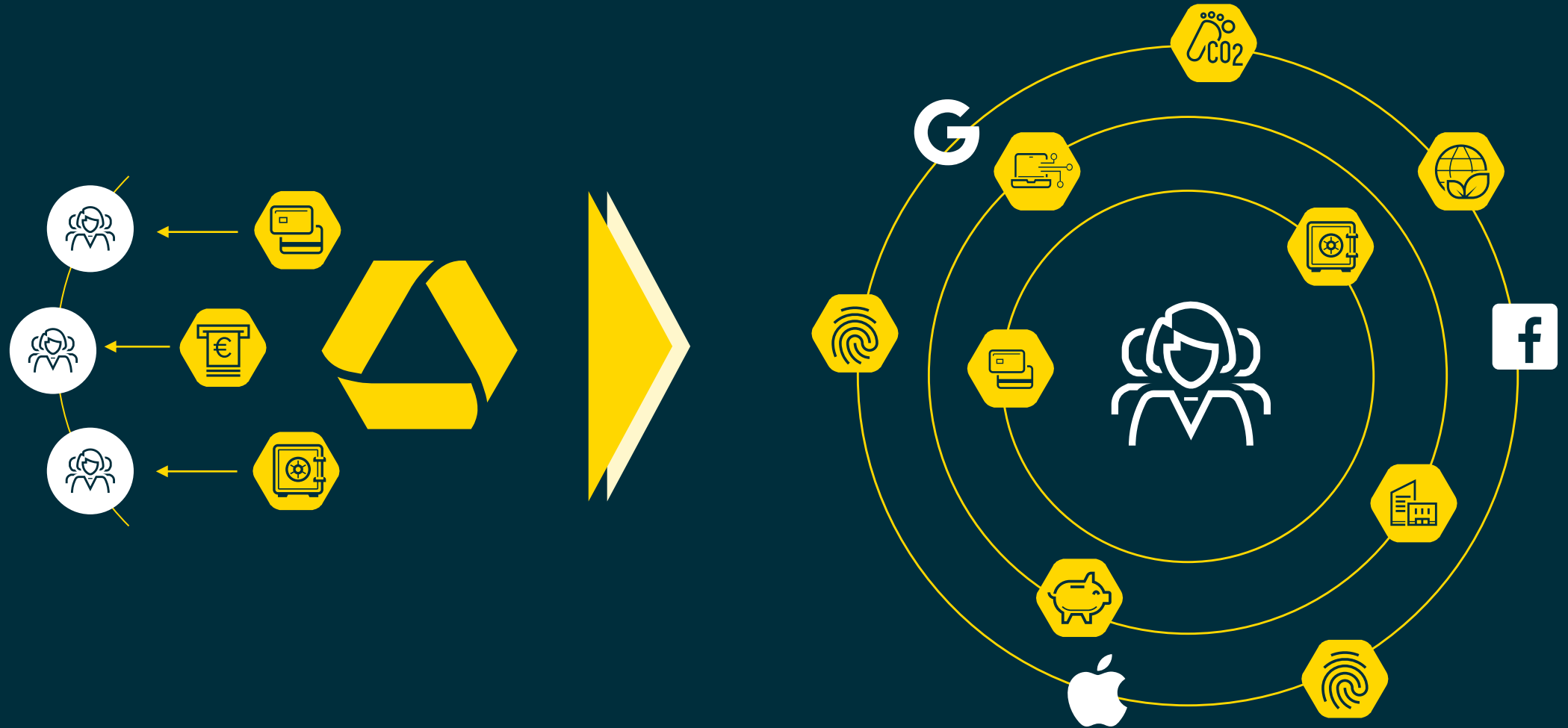




Insights from Commerzbank's Open Banking Experience

Sanja Iliev @ 15th Jubilee Conference on Payments and Market Infrastructure

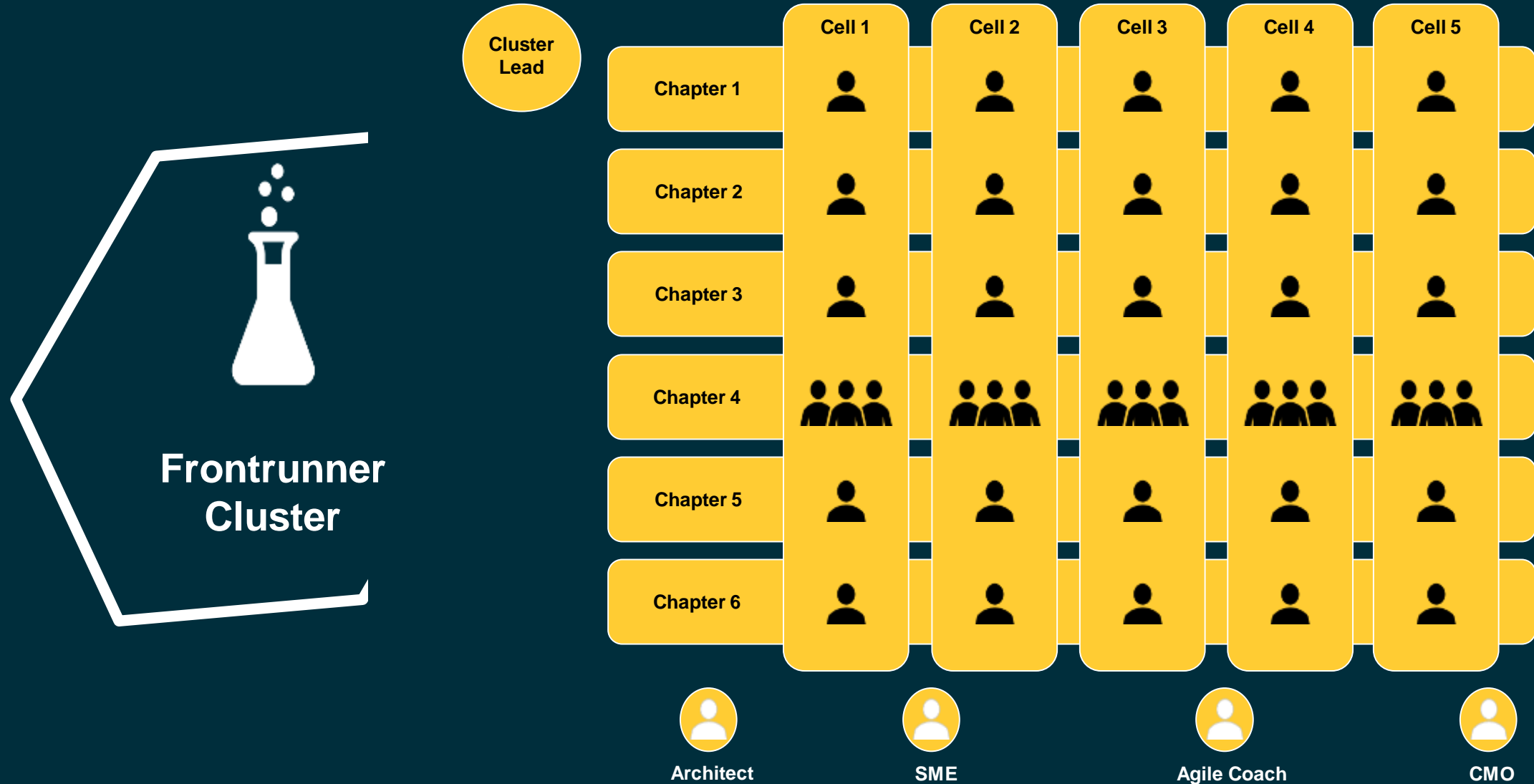
The Industry Is Changing from One-Size-Fits-All to Highly Individualizable Customer Solutions





Where it all started!?

Cluster design within delivery organization of Commerzbank



Digital Transformation Step by Step



1. Focus on internal efficiency

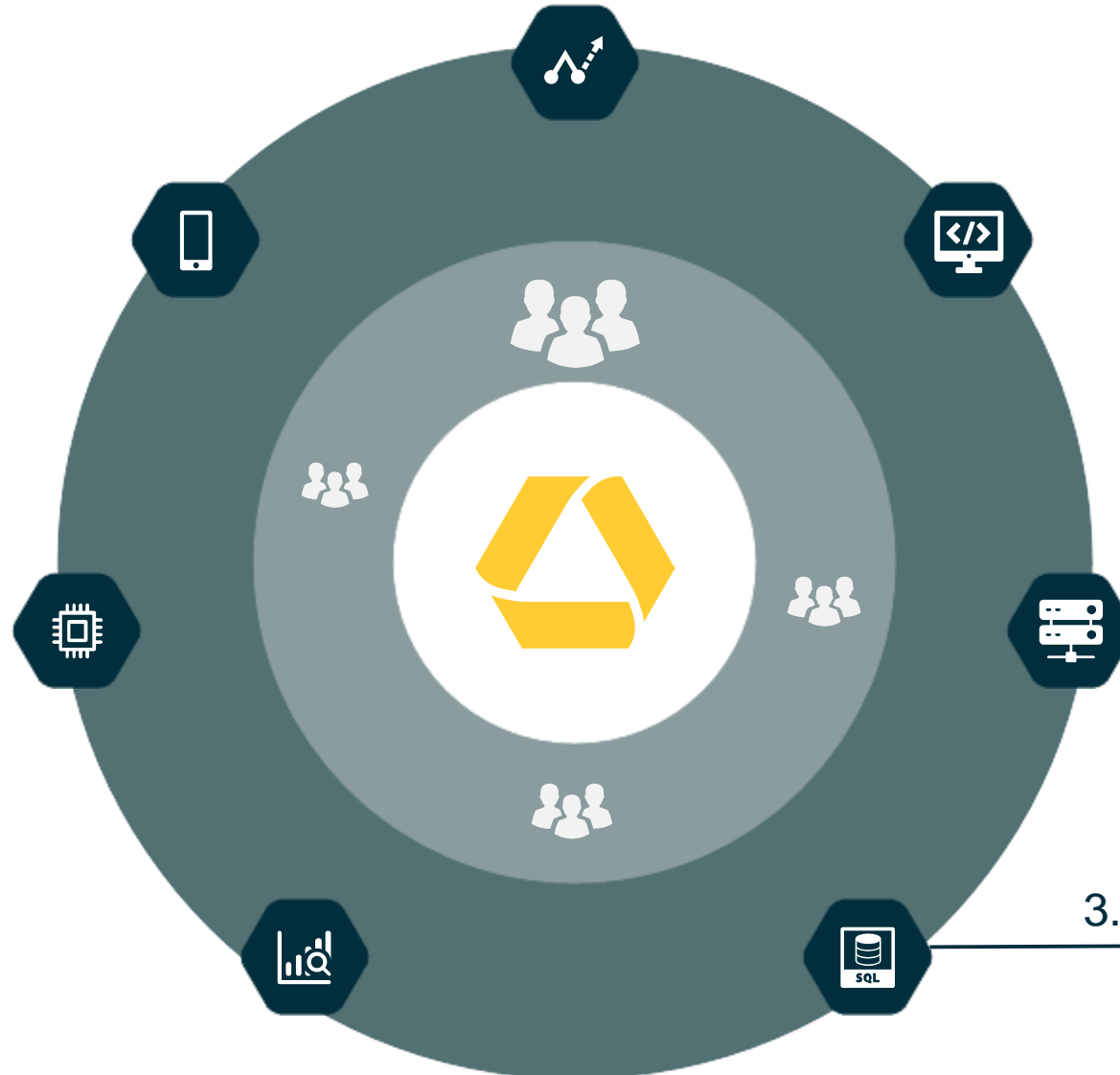


Digital Transformation Step by Step



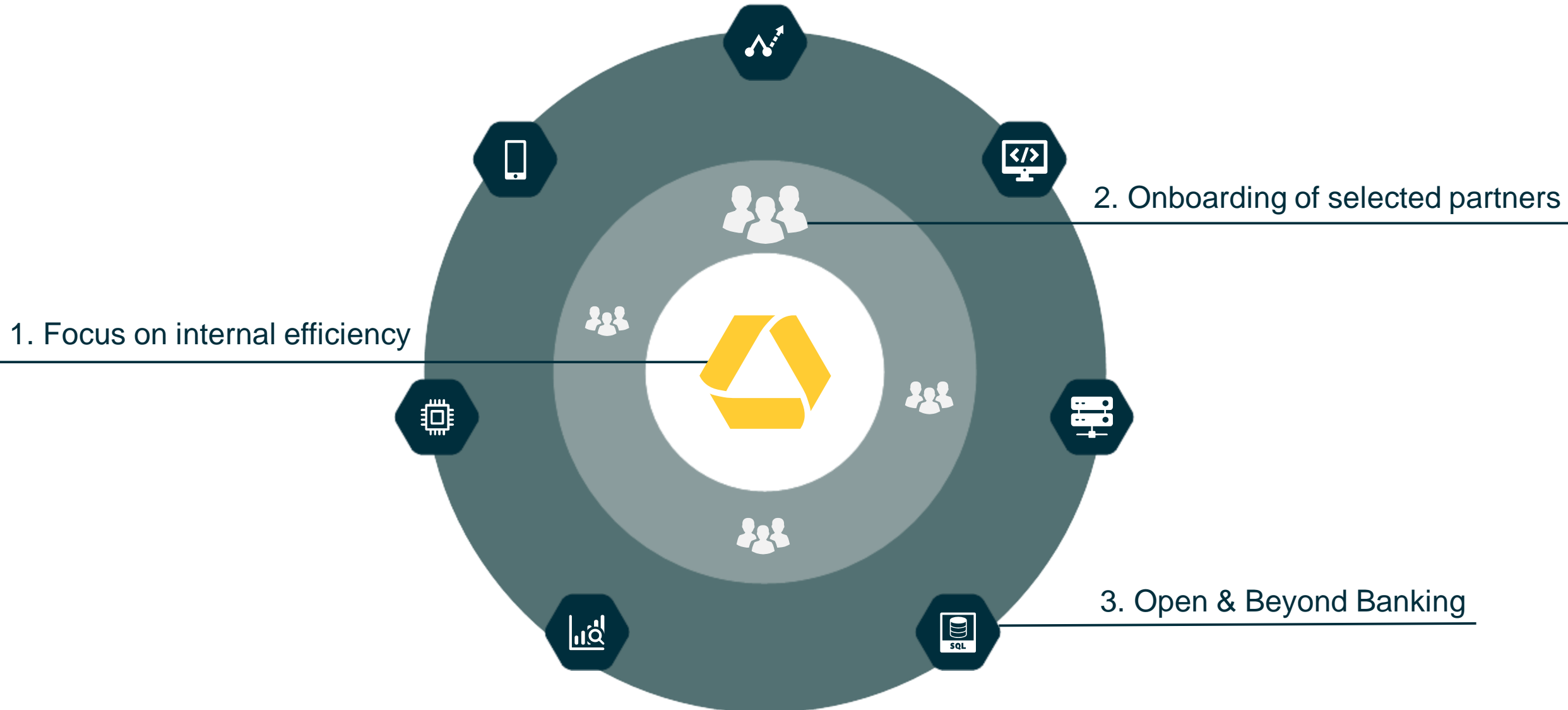
2. Onboarding of selected partners

Digital Transformation Step by Step

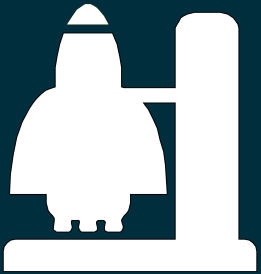


3. Open & Beyond Banking

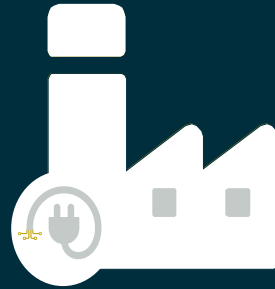
Digital Transformation Step by Step



The Evolution of our API Program



2017:
Ramp-up



2019:
**API Delivery with
New Organizational
Structure &
Intro API First**



2020:
**Governance
Enhancement &
Self-Services**



2022++:
**Open Banking &
more**



Open Banking @ Commerzbank

Open Banking Contains Four Pillars – from Platform Banking to Digital Ecosystems



Definitions and examples of Open Banking business models at Commerzbank

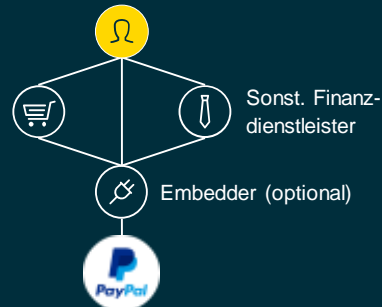
Platform Banking

Describes the provision (and comparison) of own and third-party banking, near banking or beyond banking services on a (bank-owned) platform



Embedded Finance

Refers to the provision of banking services that are directly integrated into companies outside the industry and are complementary to their core competence



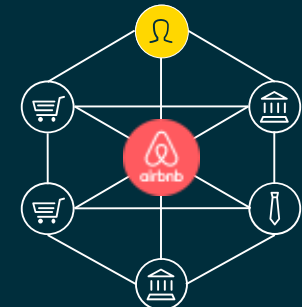
Banking as a Service

Refers to the provision of banking services that enable third-party companies to expand them innovatively and offer them to their customers, e.g. as a white label solution



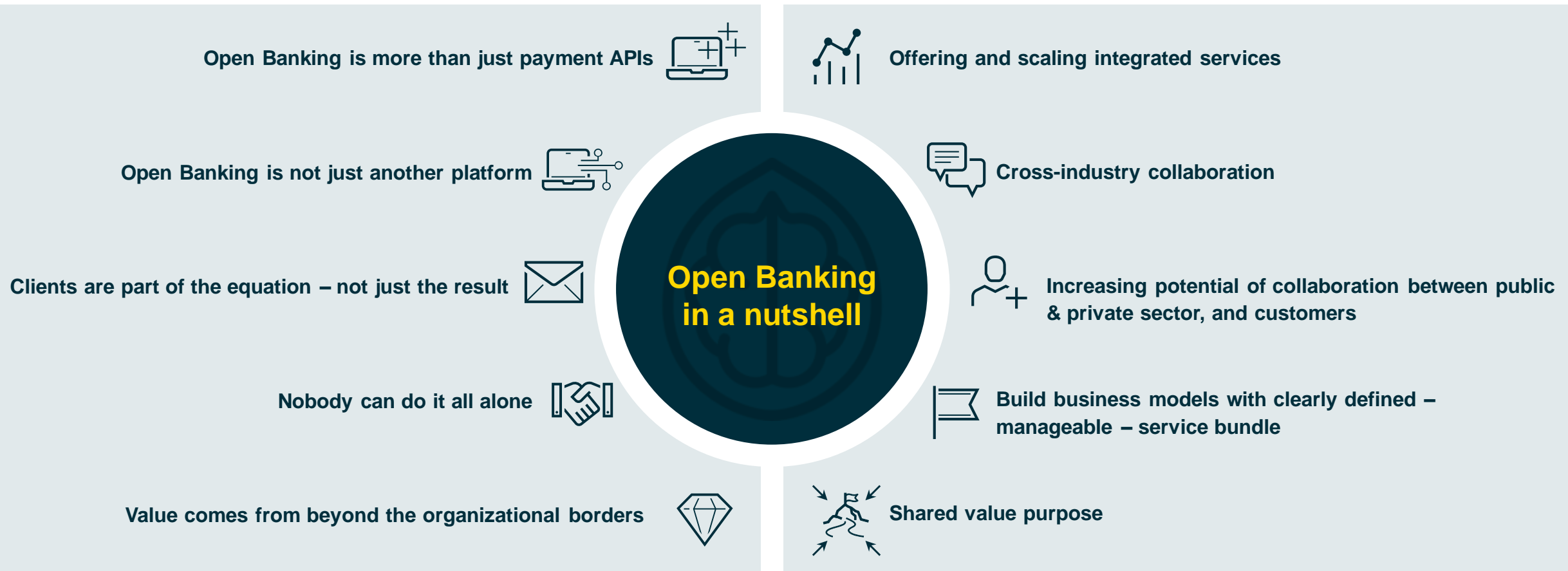
Digital Ecosystem

Is a partnership of actors with a differentiated, complementary range of services that interact to achieve the E2E satisfaction of one or more customer needs



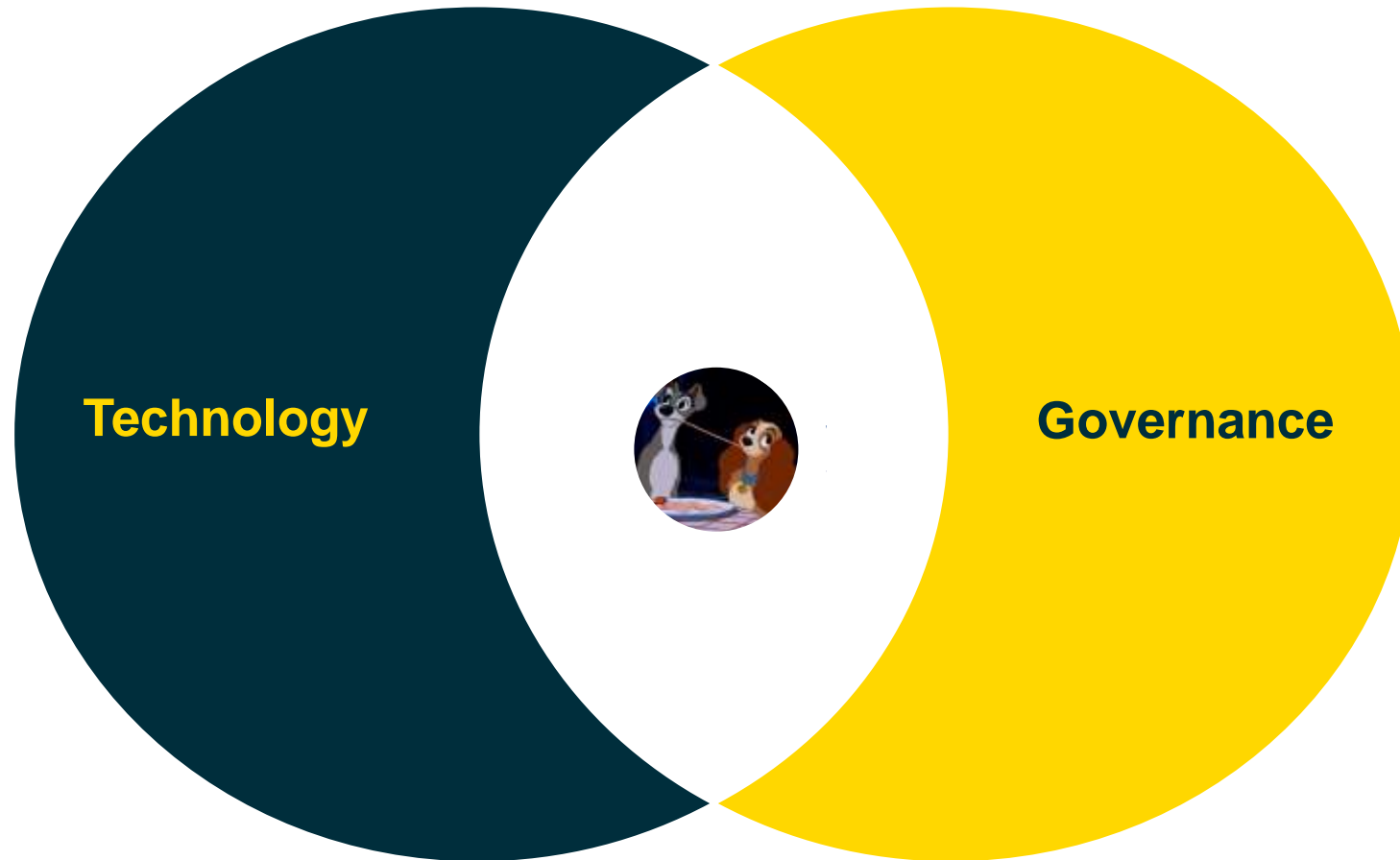
Openness of the business model

Open Banking in a Nutshell



Open Banking will play an integral role with regards to future business models and revenue potential – enabled by APIs

The Key to Successful Open Banking





Use Cases



Energie Revolte is the first prepaid electricity provider in Germany. They provide innovative solutions and focus on delivering digital solutions that really help their customer. They allow their customers to decide for themselves when to buy, how much electricity and how to pay for it incl. an overview of used electricity without much effort.

Our collaboration

Energie Revolte has become one of our corporate clients only because of the Corporate Payments API. It uses the API for their payments and accounts flows

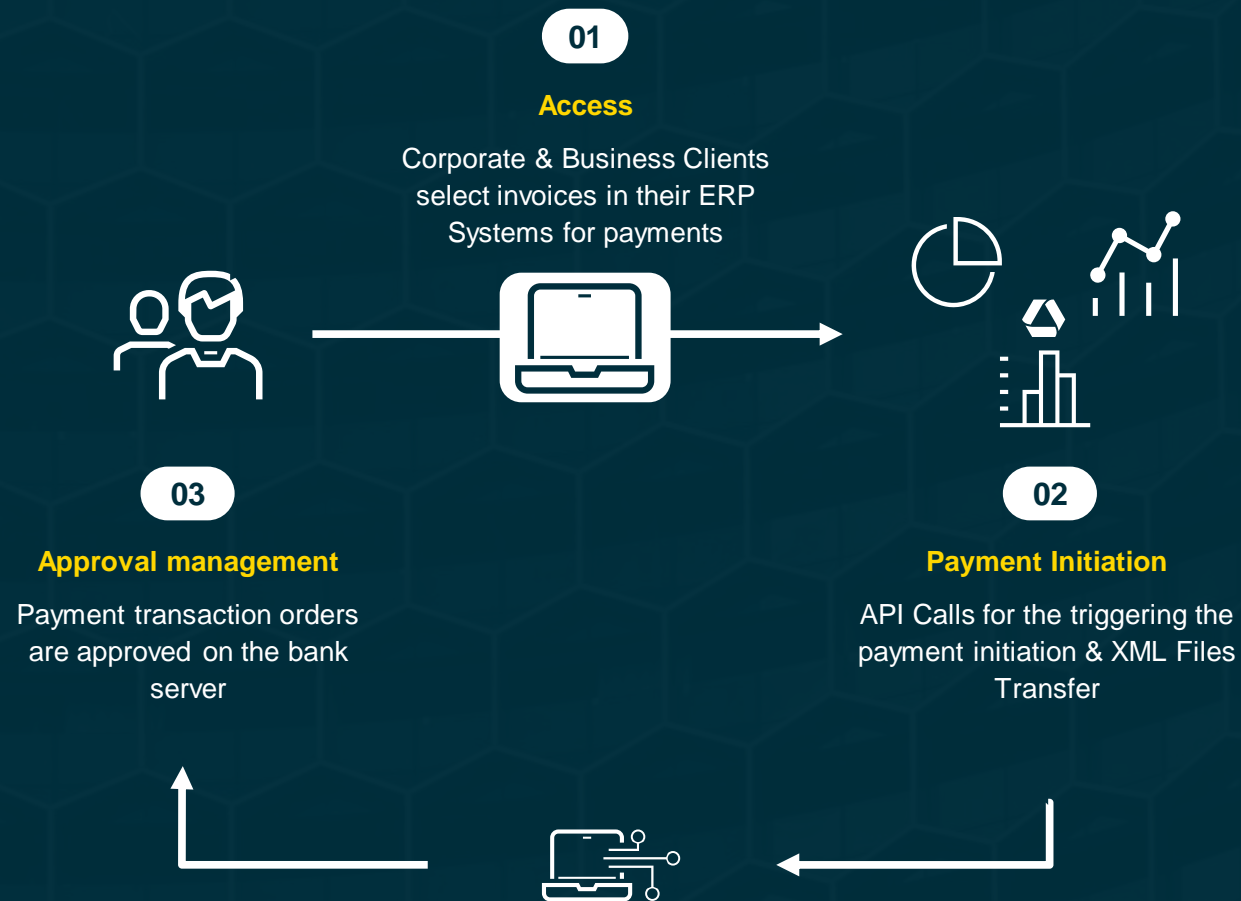


API solution: Corporate Payments API

- This API can initiate payment transactions from the clients' ERP systems
- The API enables retrieval of accounts statements
- It can retrieve the status of the payment transaction



USE CASE





Wealthpilot is the leading provider of cloud-based software for bionic advice. Wealthpilot enables professional advisors and its clients to create a holistic and cross-institutional visualization of all their assets. Moreover evaluations and analyses based on the aggregated data are possible.

Our collaboration

Wealthpilot is our partner for disruptive asset management. Commerzbank's clients can let their securities account data be transferred to Wealthpilot in order to get an aggregated view.

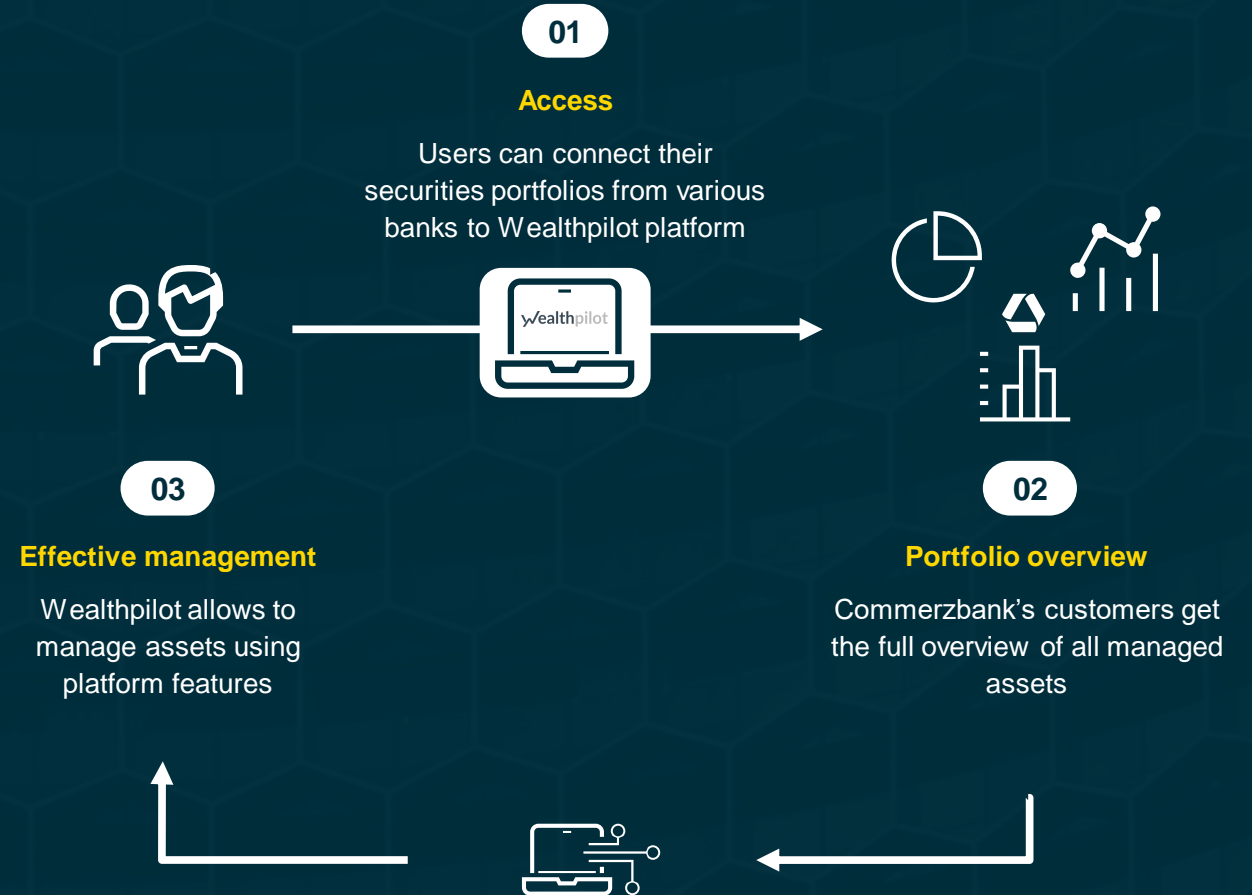


API solution: Securities API

- This API displays all available securities accounts for a client
- The API enables access to the asset portfolio of a provided security account
- It displays the overview of the transactions for a selected securities account.



USE CASE



Instant Payments Notification API



Availability

Sandbox Live

Description

This API allows corporate customers to be notified of incoming instant payment payments in real-time via push. Corporate customers can register for the IP Push Notification service with their account. In return, for each incoming instant payment, they receive a notification on the URI they specified in the registration. This gives Commerzbank's corporate customers the opportunity to start their own processes earlier than before.



Competitive advantage through immediate response to payments



Business-critical processes can be triggered immediately



Increased efficiency in the customer service of the company customer

The screenshot shows a laptop screen displaying a web form titled "IP Push Notification - Subscription". The form has a dark teal header with a user icon and the title. Below the header, there are three input fields with labels: "IBAN" with the value "DEXX200400XX0123456700", "Subscription Entry Name" with the value "Main Account", and "Push URI" with the value "www.example.de/push_notification". At the bottom of the form is a yellow button labeled "Subscribe".



COMMERZBANK

Legal Disclaimer



The information contained in this document is public data and comes from sources deemed reliable and accurate by Commerzbank. Commerzbank makes no warranty or guarantee as to the correctness, accuracy, completeness or suitability for a particular purpose. Commerzbank has not carried out an independent review or due diligence of publicly available information with regard to an unrelated reference value or index. All opinions or assessments reflect the current opinion of the author at the time of publication and are subject to change without prior notice. The opinions expressed herein do not necessarily reflect the opinions of Commerzbank. Commerzbank is not obliged to update, amend or supplement this document or to inform its recipients in any other way if any circumstance or opinion, estimate or forecast contained therein changes or becomes incorrect.

Neither Commerzbank nor its directors, officers or employees shall be liable for any damages that may arise from the use of this document, its contents or in any other way. The inclusion of hyperlinks to the websites of organizations mentioned in this document does not imply endorsement, recommendation or approval by Commerzbank of the information on the websites or the information accessible from there. Commerzbank accepts no responsibility for the content of these websites or for information accessible from there or for any consequences arising from the use of these contents or information.

This document is intended for use by the recipient only. It may not be modified, reproduced, distributed, published or passed on to other persons in extracts or in whole without the prior written permission of Commerzbank in any way. The way this product is distributed may be subject to other legal restrictions in certain countries, including the United States. Persons who have received this document are obliged to inform themselves about this and to observe such restrictions. By accepting this document, the recipient agrees to be bound by the above provisions.



Appendix



Commerzbank at a Glance



8.2B

REVENUE



~48,000

EMPLOYEES



>11M

CLIENTS



~600

BRANCHES