



openfinance

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Agenda

1. Overview
2. Open Finance in numbers
3. Impacts of Open Finance
4. Way forward

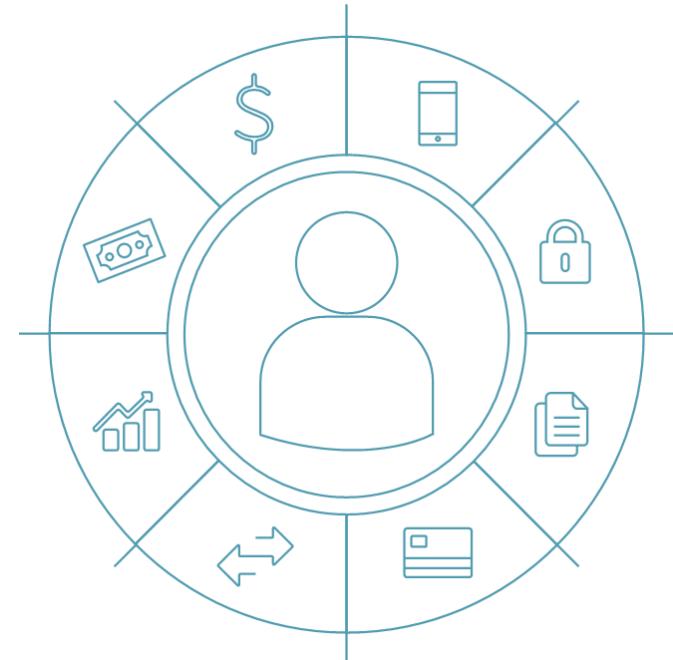
1. Open Finance - Overview

Open Finance is not an end, but a means to achieve goals

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Open Finance in Brazil - Main goals

-  Promote **competition**
-  Encourage **innovation**
-  Increase the **efficiency** of the National Financial System and the Brazilian Payments System
-  Promote **financial inclusion**



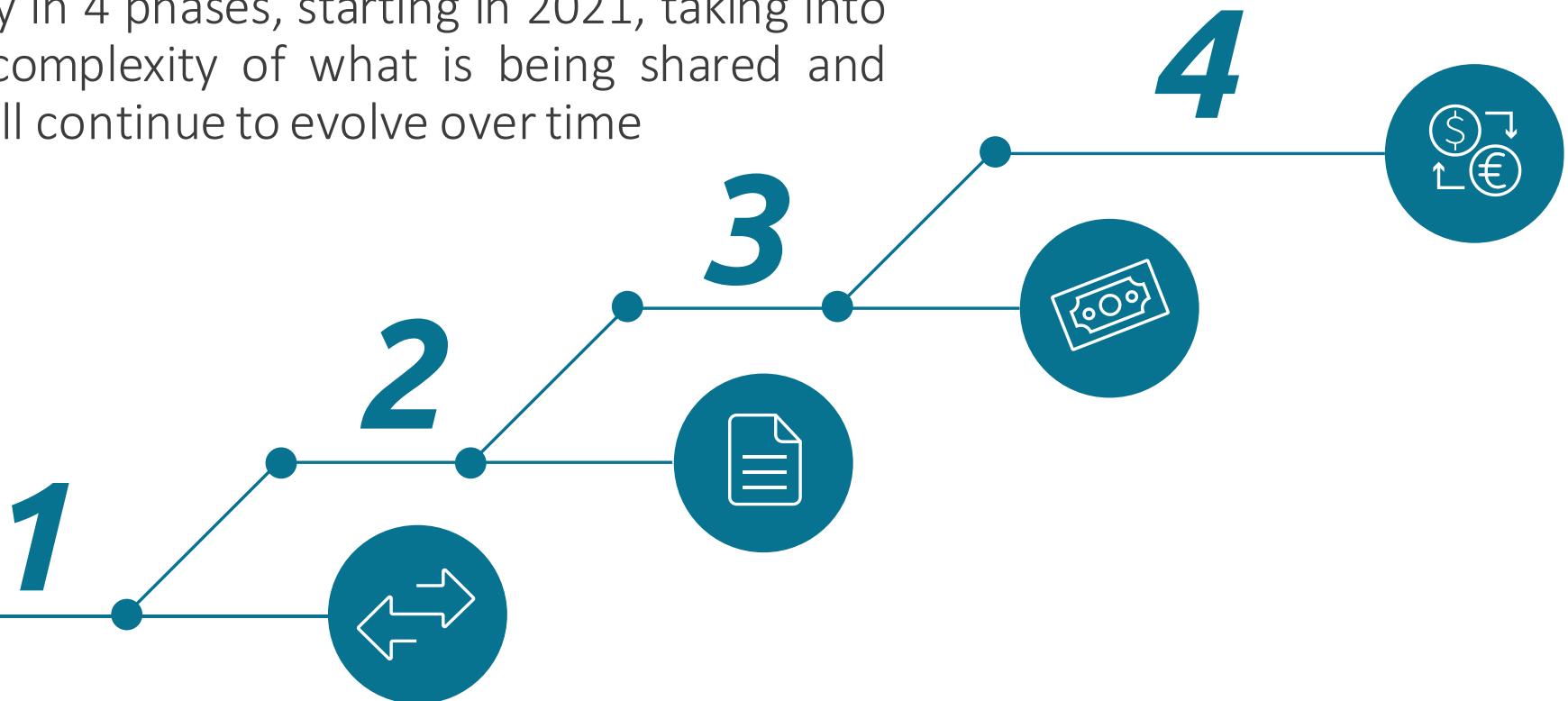


1. Open Finance - Overview

Implementation journey in Brazil

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Initial implementation of Open Finance in Brazil is being done gradually in 4 phases, starting in 2021, taking into account the complexity of what is being shared and assuming it will continue to evolve over time

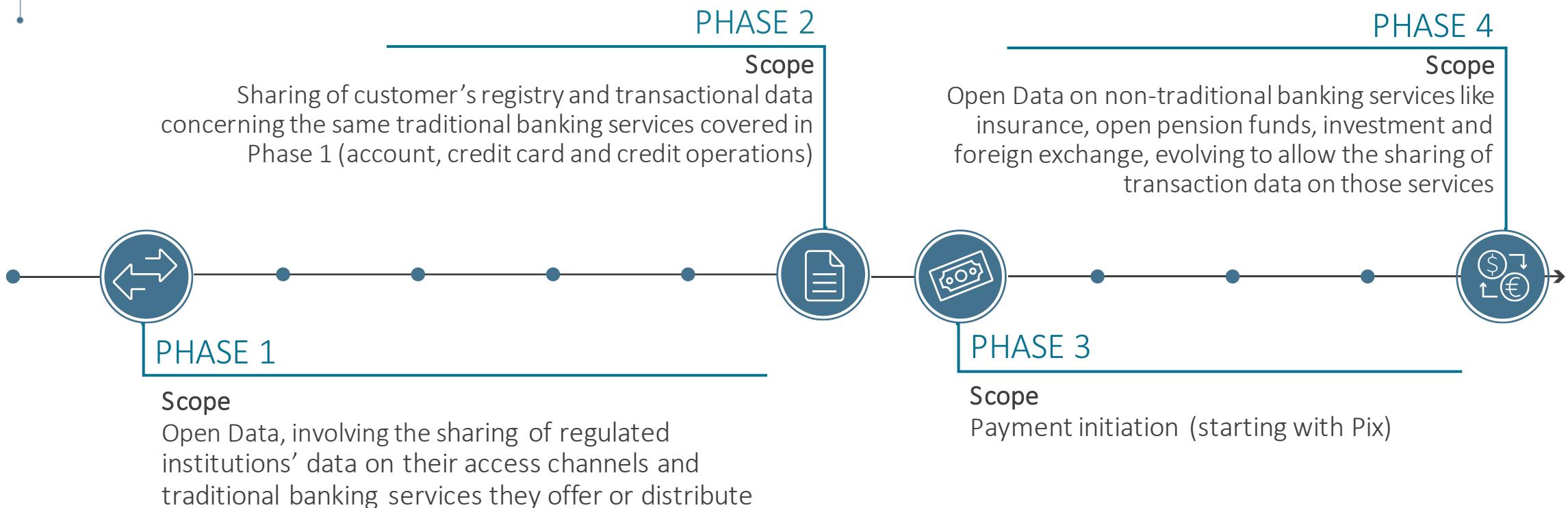




1. Open Finance - Overview

Implementation journey in Brazil

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1. Open Finance - Overview

The Brazilian model already started as Open Finance

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Characteristics of Brazilian Financial System

- Distribution of most financial products by banks
- Open Finance was straightforward

Challenges on the implementation of Open Finance

- Coordination between
 - other regulatory agencies
 - governance structures
 - participants
- Interoperability



2. Open Finance in numbers

Brazilian Open Finance model becomes a world reference

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Open Finance in Brazil in numbers

 **10 million** active consents for data sharing

 **+300 million** API calls in the last weeks

 **6 billion** API calls since the beginning of data sharing

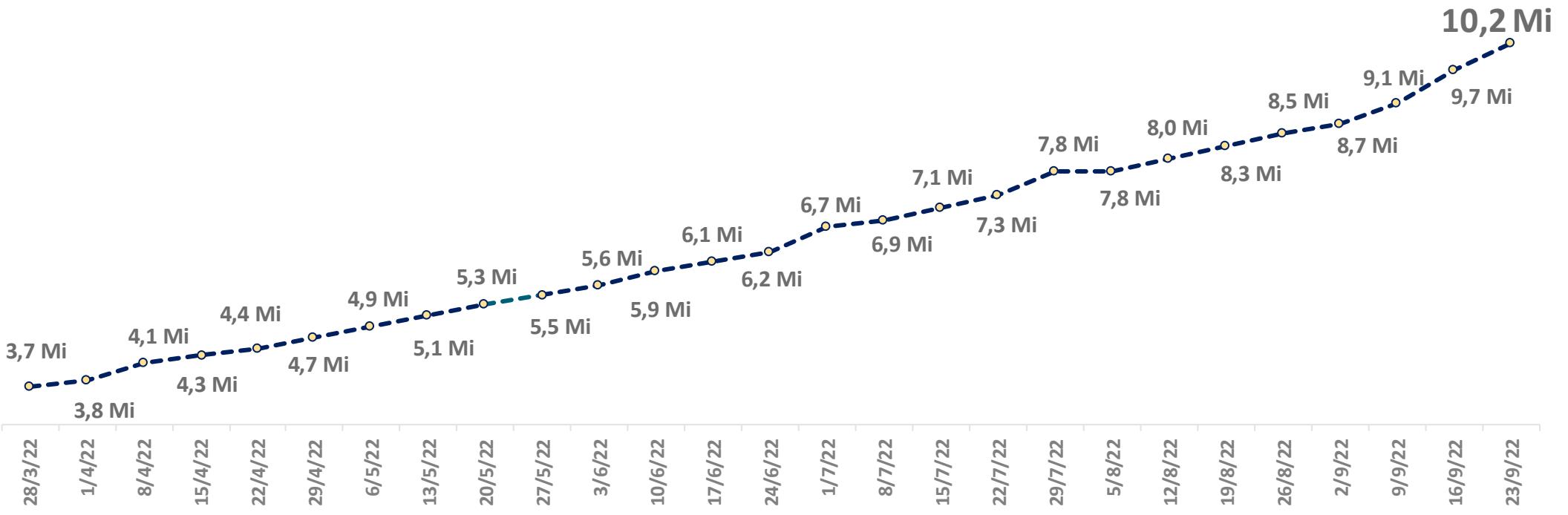
 More than **800 participating institutions**

2. Open Finance in numbers

Accelerated growth of the stock of active consents

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Stock of active consents

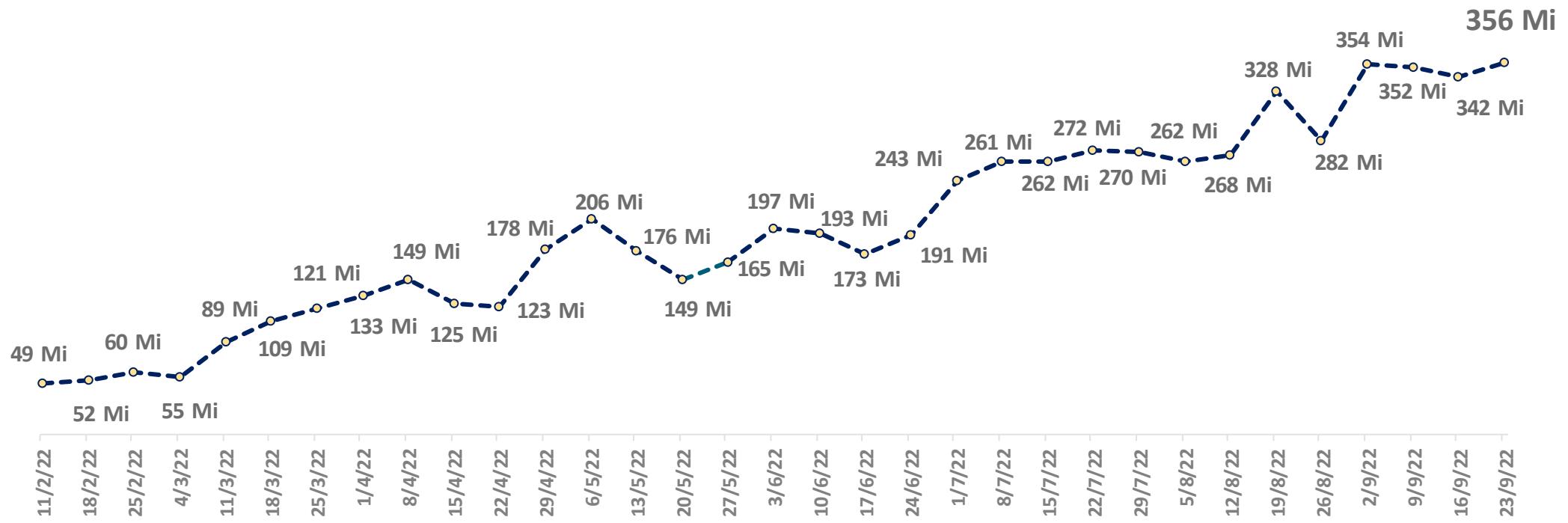


2. Open Finance in numbers

Number of API calls reaches a relevant level...

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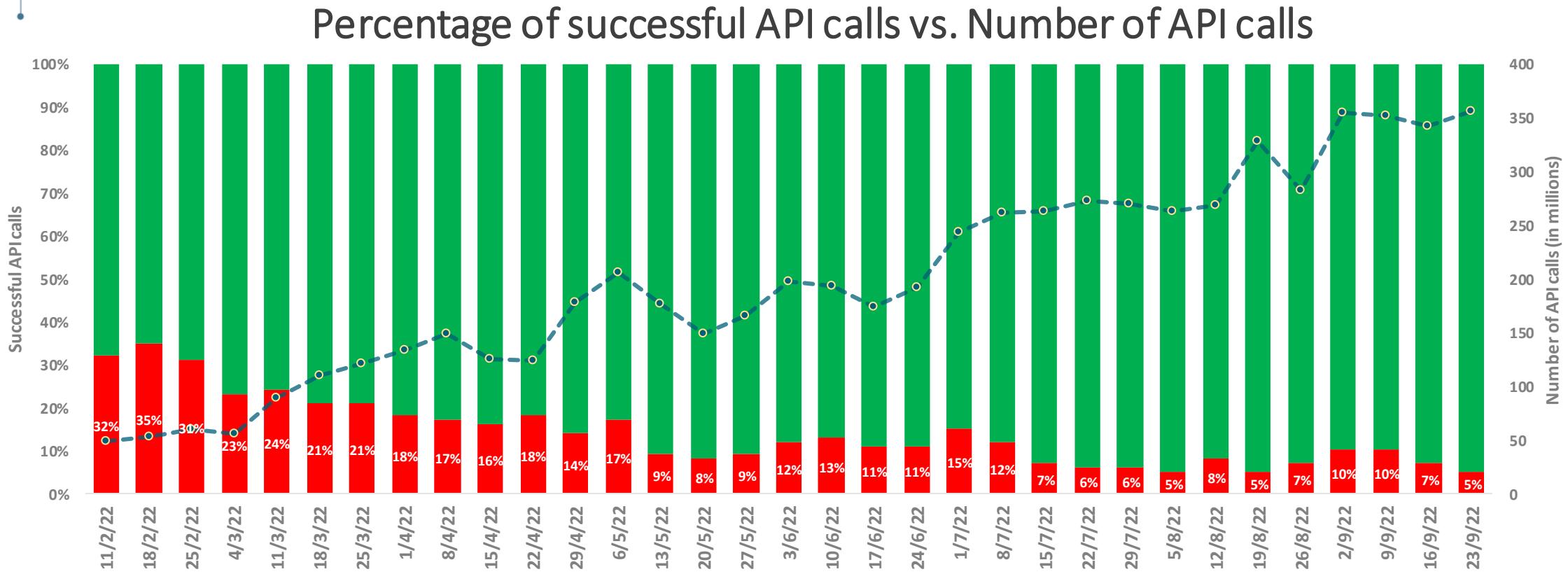
Number of API calls



2. Open Finance in numbers

... while the successful API calls keep increasing

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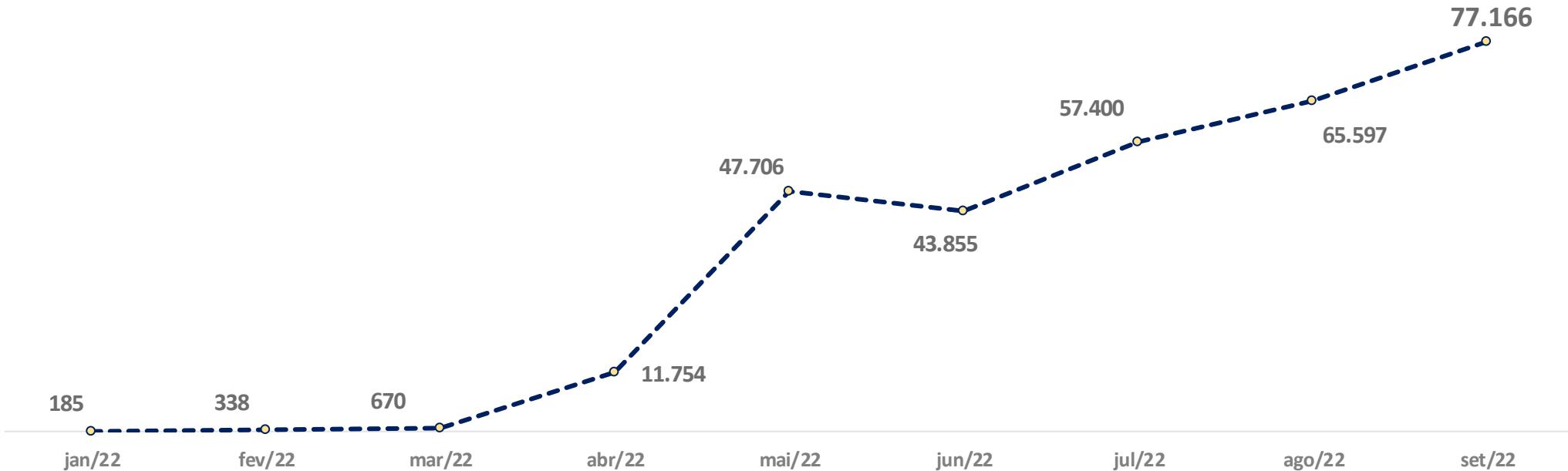


2. Open Finance in numbers

Payment initiation is still only beginning

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Number of payment initiation transactions





3. Impacts of Open Finance

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Open Finance is already a reality in Brazil

Open Finance in Brazil is still in its early days but there are already some impacts in terms of use cases:



Data aggregation, PFM and BFM



Credit and pricing models



Streamlining processes



3. Impacts of Open Finance

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Open Finance is already a reality in Brazil

Open Finance in Brazil is still in its early days but there are already some impacts in terms of use cases:



Data aggregation, PFM and BFM

- Benefits on purchases
- Classification of expenditures
- Better understanding of buyers' profile
- Financial insights



Credit and pricing models



Streamlining processes



3. Impacts of Open Finance

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Open Finance is already a reality in Brazil

Open Finance in Brazil is still in its early days but there are already some impacts in terms of use cases:



Data aggregation, PFM and BFM



Credit and pricing models

- Upgraded models considering shared data
- More accurate credit card limits
- Automatic customization of interest rates on credit products

“With data obtained through Open Finance, 10% of rejected clients started getting approved credit”



Streamlining processes

“We observed double digits increase on credit operations”



3. Impacts of Open Finance

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Open Finance is already a reality in Brazil

Open Finance in Brazil is still in its early days but there are already some impacts in terms of use cases:



Data aggregation, PFM and BFM



Credit and pricing models



Streamlining processes

- Onboarding
- Faster credit portability

“More assertiveness and agility on credit portability”

“The data shared through Open Finance has doubled the efficiency rate on credit portability”

4. Way forward

There are challenges ahead, but also high expectations

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Challenges

- Establish the definitive governance structure
- Fix existing connectivity issues and customer experience frictions – ongoing process
- Promote consumer engagement and financial education

New developments

- Ensure interoperability with other Open Finance initiatives
- New payment methods for payment initiation service
- Customer's transactional data on investment and foreign exchange
- Service of forwarding loan proposals





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