

# Open Banking in Today's World

GPJ Gupta



The **ABCD Charter** is a template for digital in banking



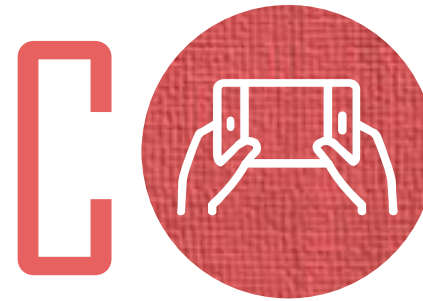
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AI Enriched App



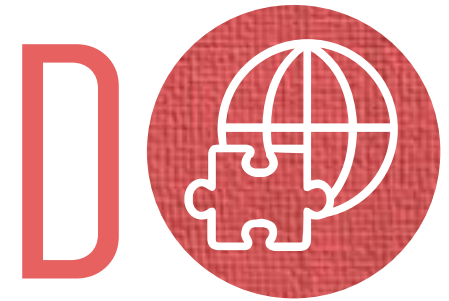
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Biometric Enabled  
Branch



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Context-enhanced  
CX



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Data-empowered  
Design

# Evolution of Banking



Traditional  
Banking

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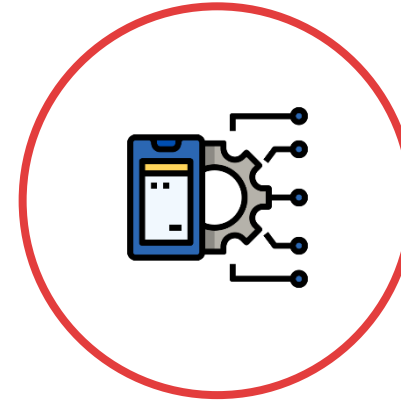
Retail, corporate  
and investment  
banking



Digital  
Banking

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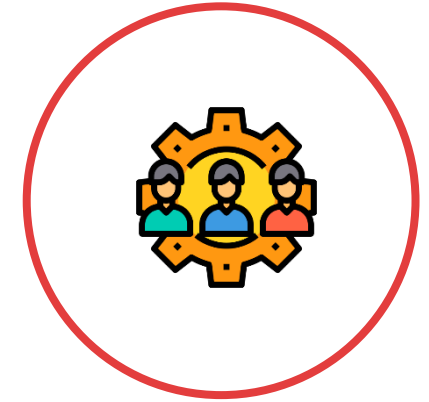
Omnichannel banking  
experience across Net  
and mobile banking



Open  
Banking

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Creation of and  
participation in  
ecosystems



Marketplace  
Banking

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Marketplace shared  
between Financial and  
non-financial firms  
enabled by seamless  
movement of data



We are here

# Open Banking

*Open Banking is the technology enabler in creating own ecosystem as well as participating in external ecosystems*

Target  
Segments

Fintech

Enterprise

Developers

SME Ecosystem

Frontend for  
Developers:

[api.kotak.com](https://api.kotak.com)



Docs



Forums



SDKs



Search



Test

Banking APIs

Lending APIs

Payment APIs

API Management

API Gateway

API Security

API Design &  
Publishing

API Analytics

Backend

External partners  
Integration

Lending systems

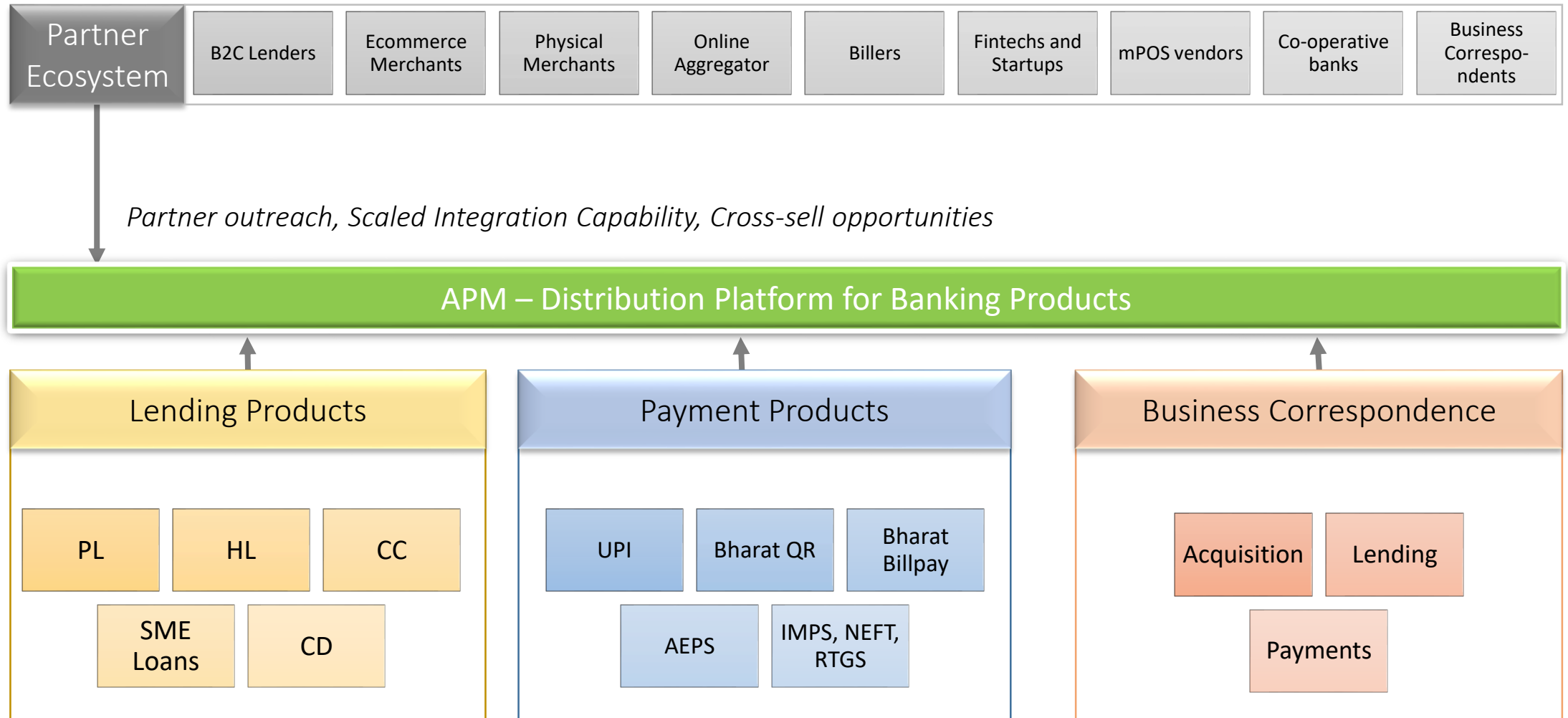
Core Banking systems

Payment Systems

External Partners

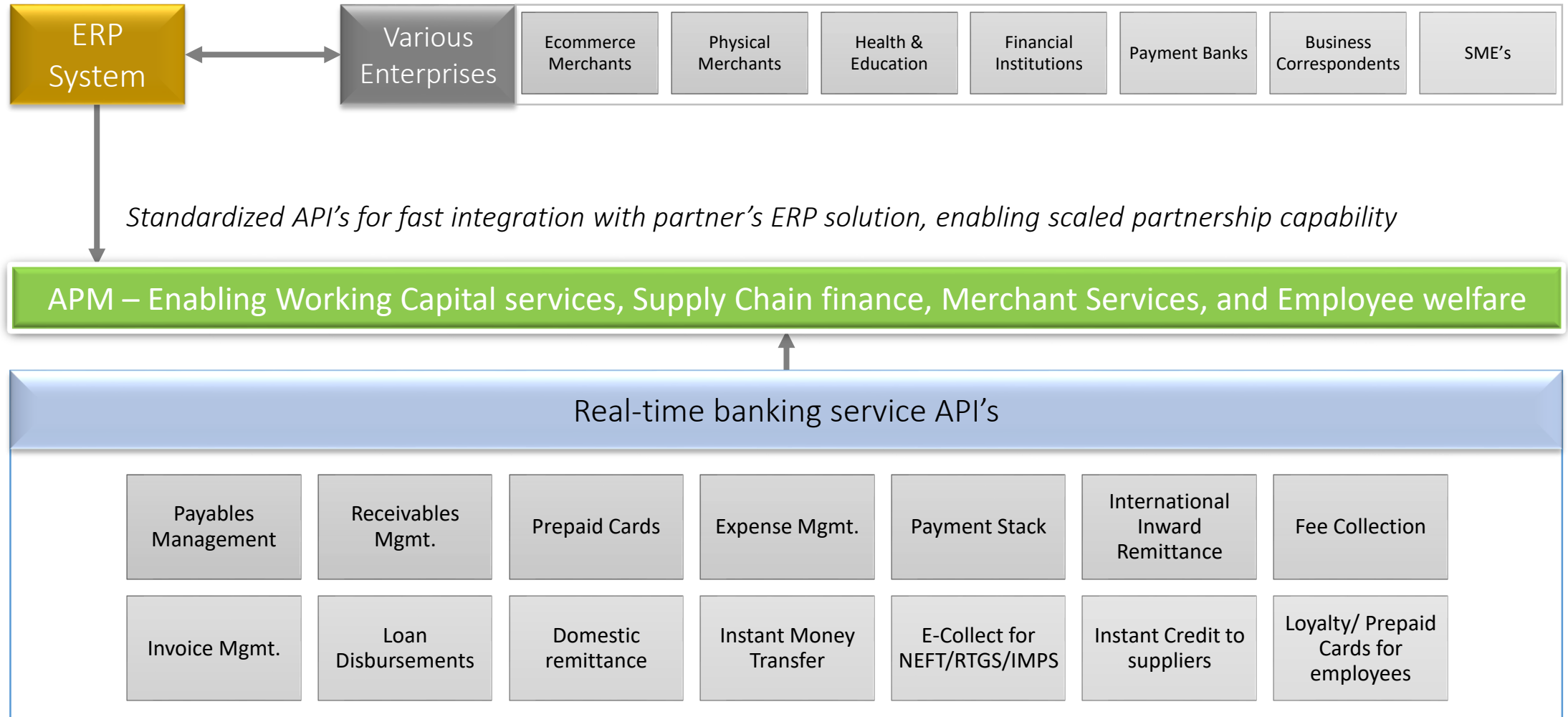
# Fintechs

## *Distribution of Banking Products*



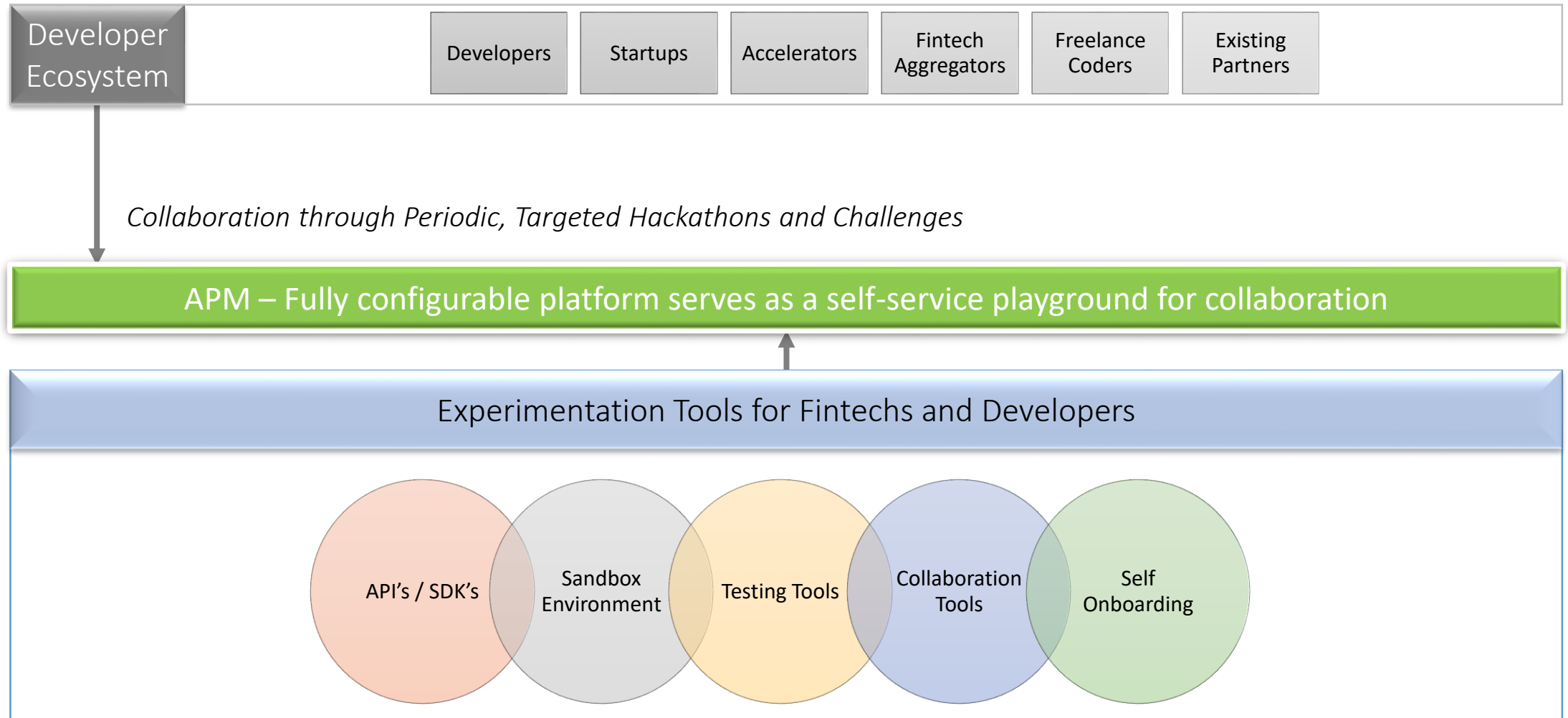
# Enterprises

## Offering of Banking Services through API's

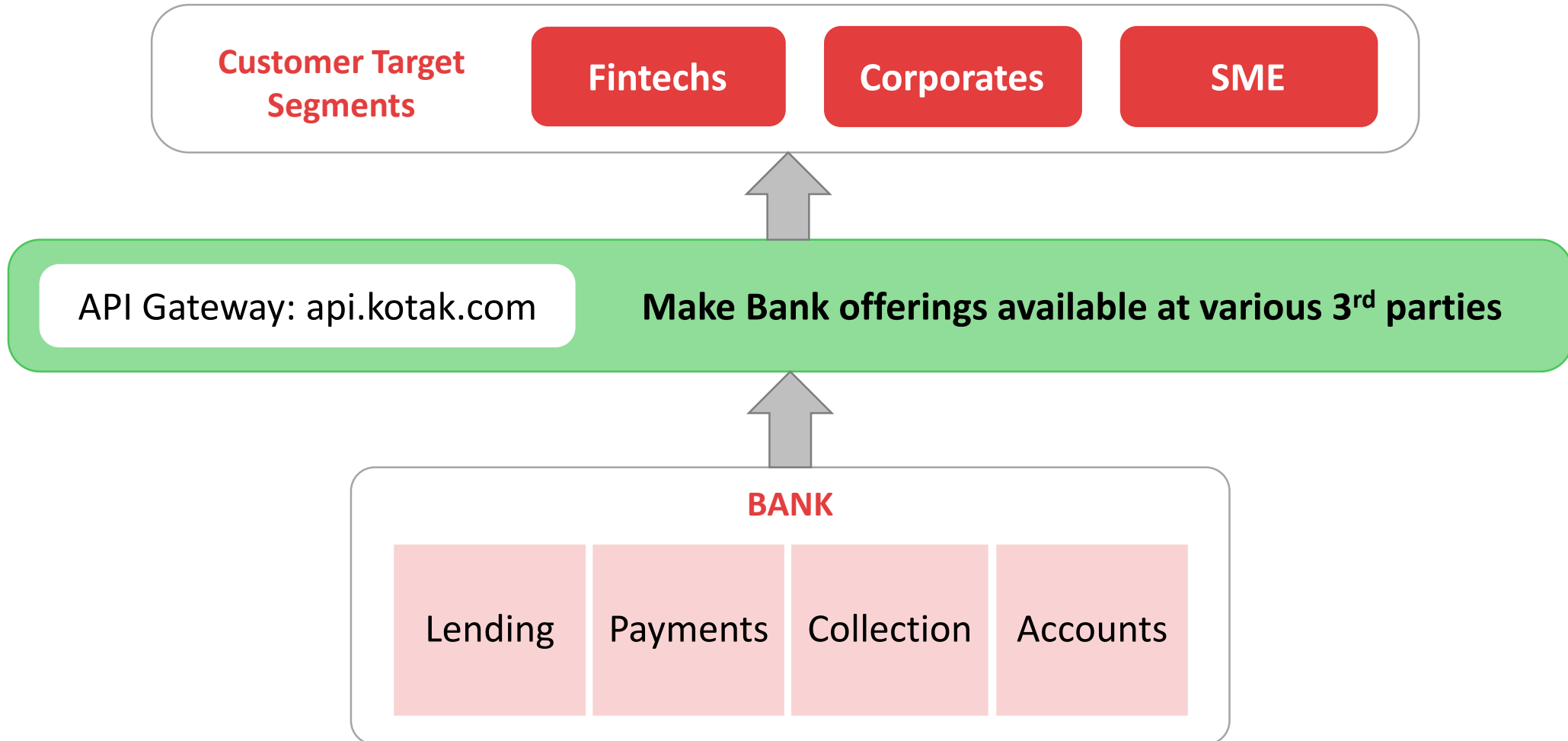


# Developer Ecosystems

## *Outreach for Collaboration and Experimentation*



# App Market





# Distributor Model

Customers



Create complete user journeys on mobile and net  
combining non-financial offerings with seamless access to financial holdings



*Bundle partner services with bank's own offerings*



## EXTERNAL PARTNERS

Ecomm

Telco

Travel

Entertainment

Food



## BANK

Authentication

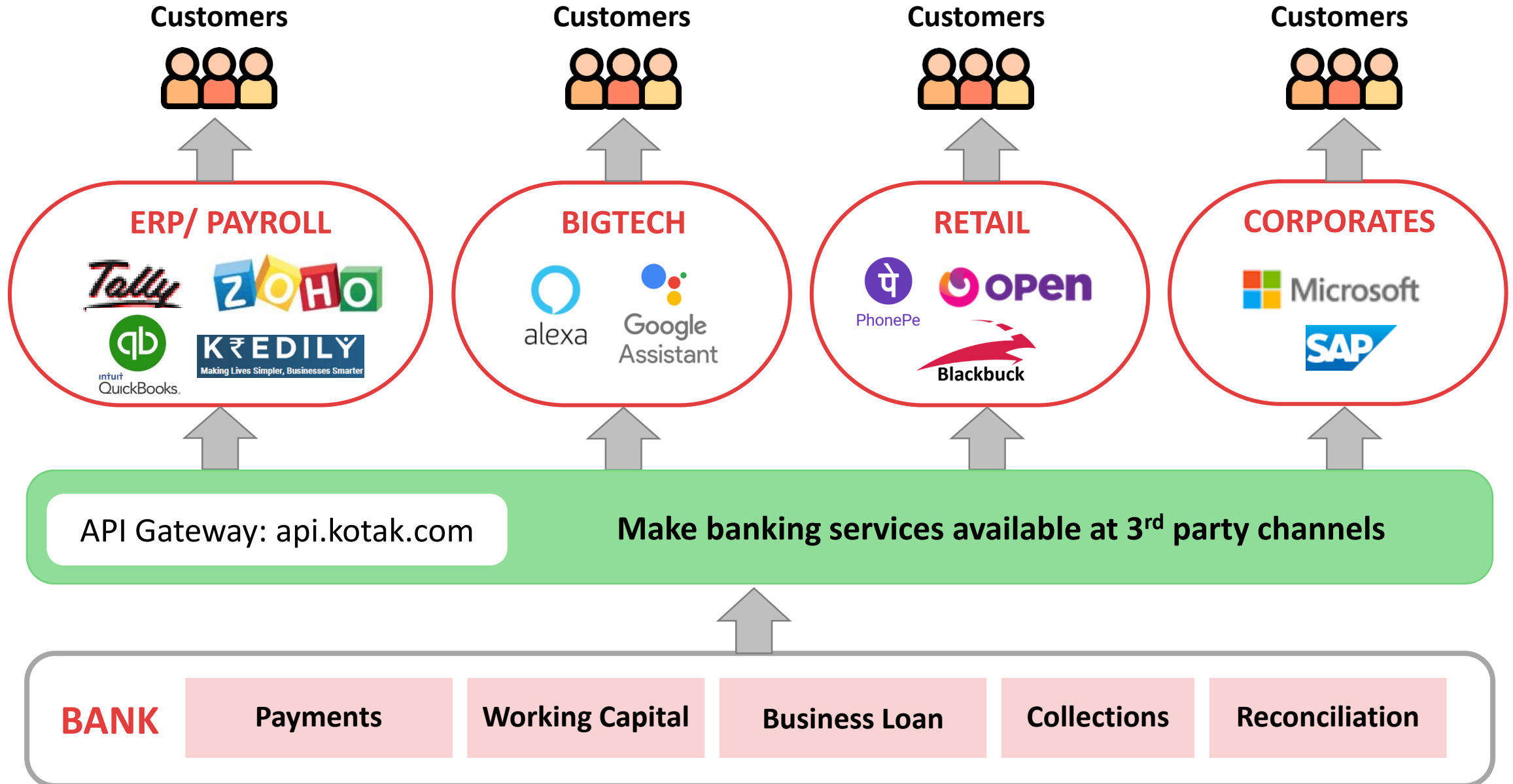
Accounts

EMI, Credit, Loans

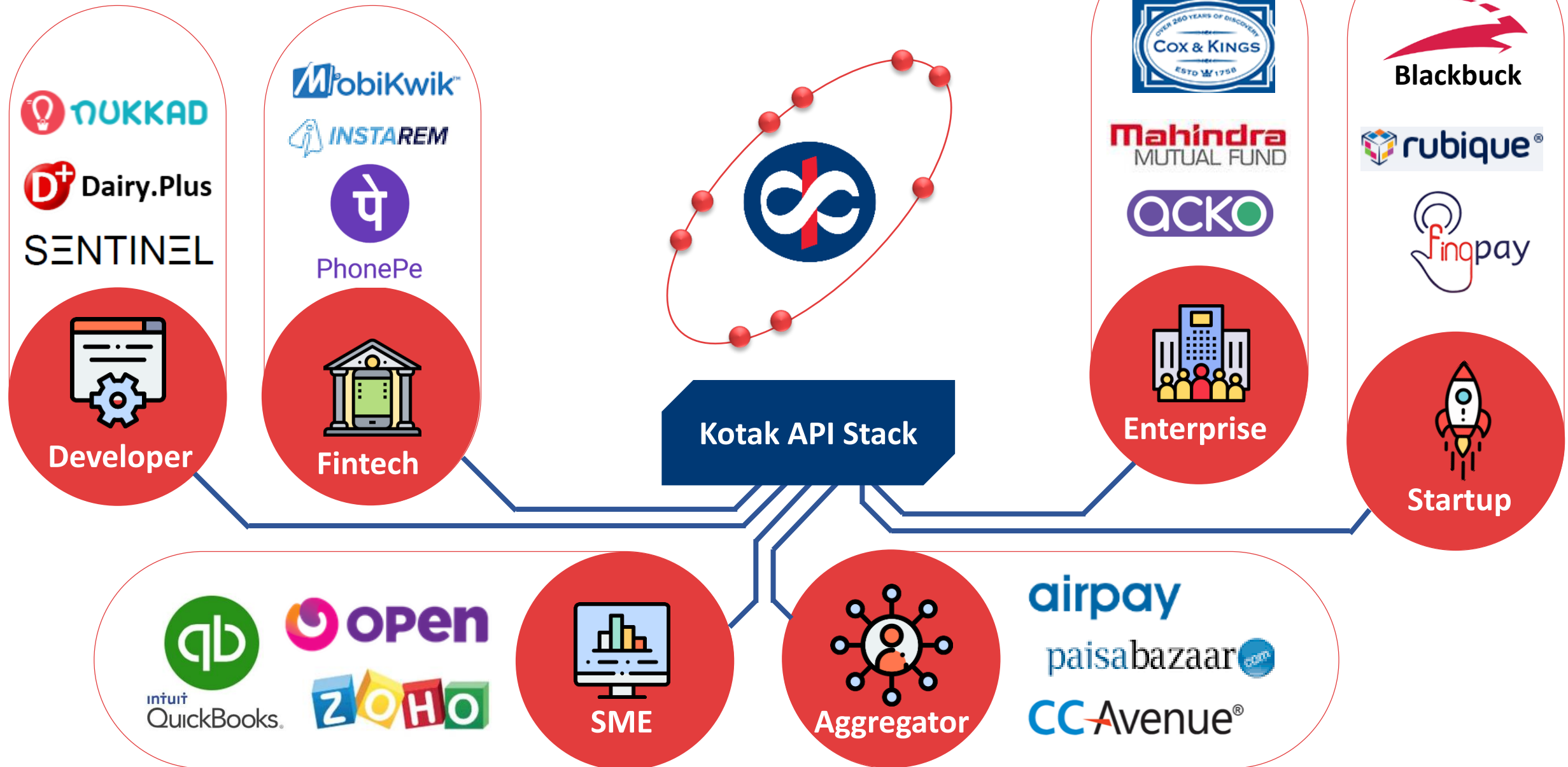
Collection



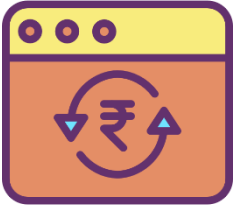
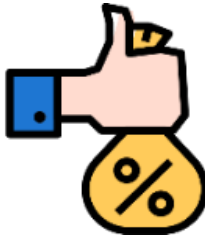
# Connected Banking



# Ecosystem of Journeys for Customers

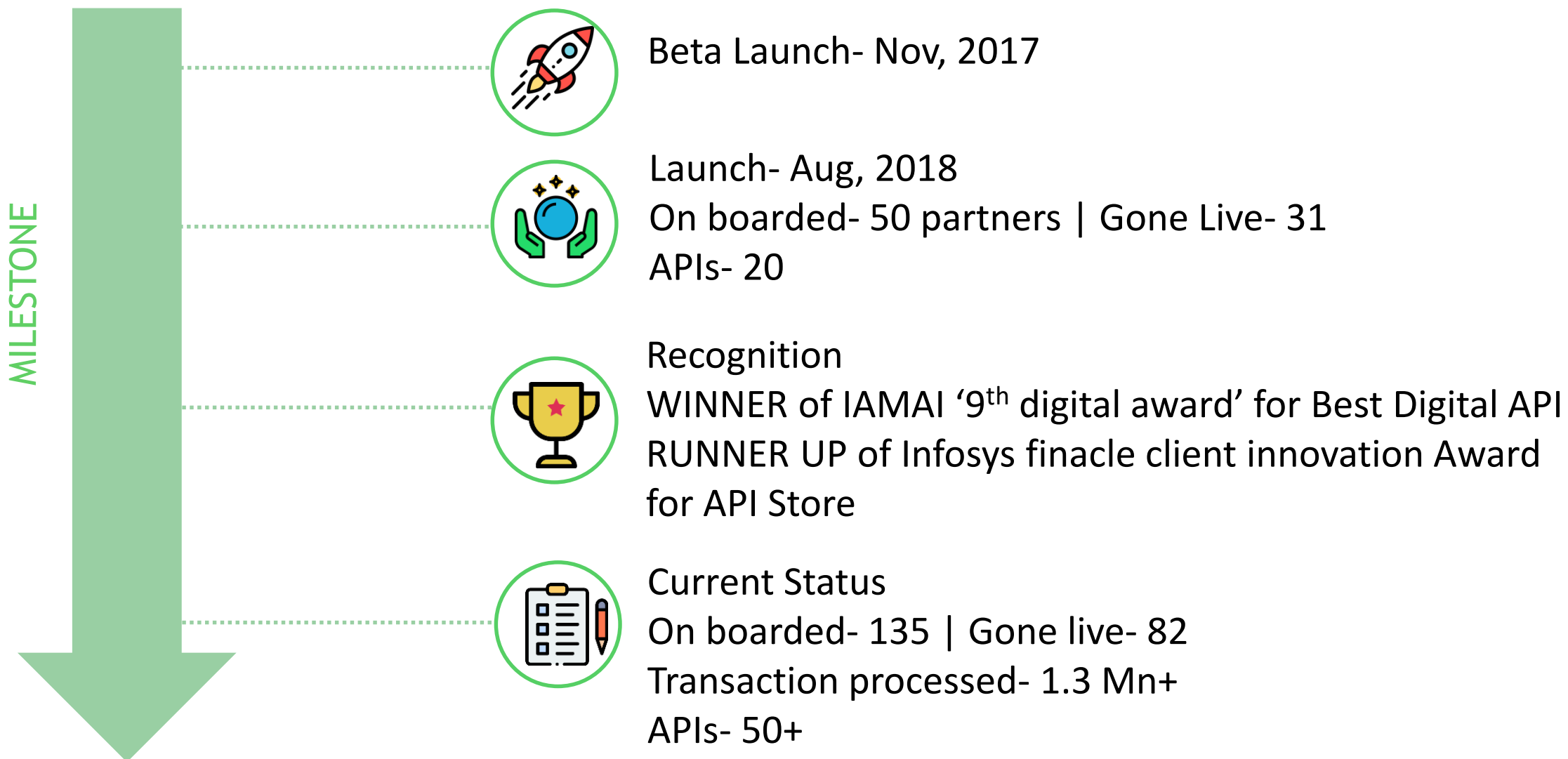


# Open Banking APIs

| Payments                                                                                                                                                                                                                                                                                                   | Lending                                                                                                                                                                                       |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <ul style="list-style-type: none"><li>• Cash Management System (CMS)</li><li>• UPI</li><li>• AEPS</li><li>• Corporate Remittance (IMPS)</li><li>• Last Mile</li><li>• Funds Transfer</li><li>• Balance Inquiry</li></ul> |  <ul style="list-style-type: none"><li>• Personal Loan</li><li>• Home Loan</li><li>• Credit Card</li></ul> |

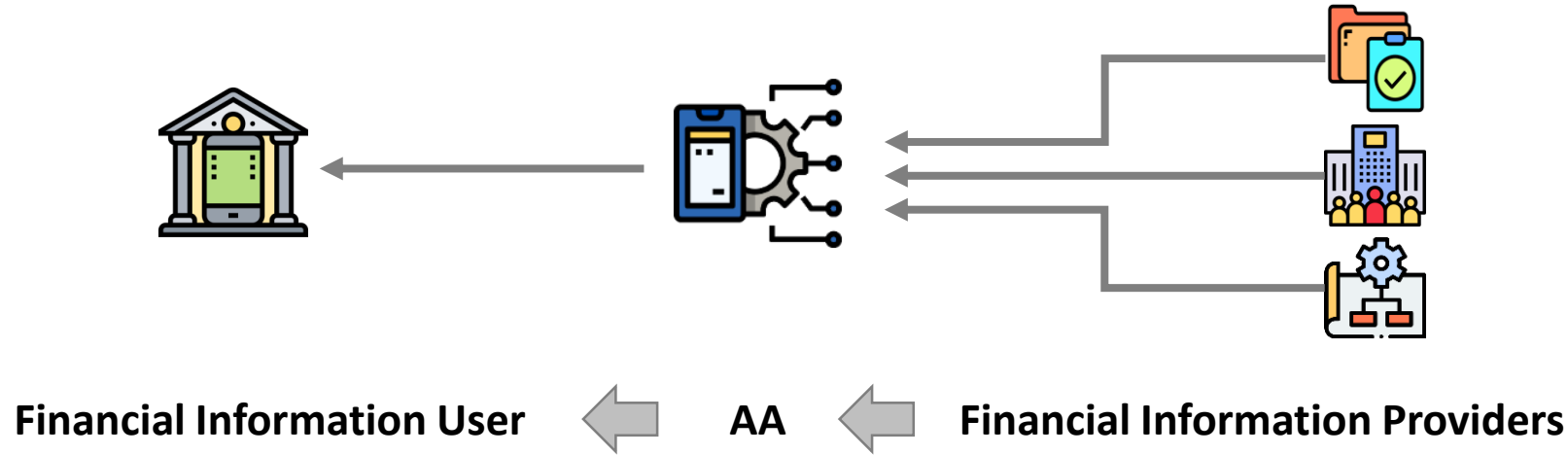


# Open Banking Milestone



# Upcoming Regulation of Account Aggregator (AA) in India

*A Framework for sharing customers' financial data between companies with customer consent*



## OPPORTUNITIES FOR THE BANK



**Potential for capturing new customers with appealing customer journeys**



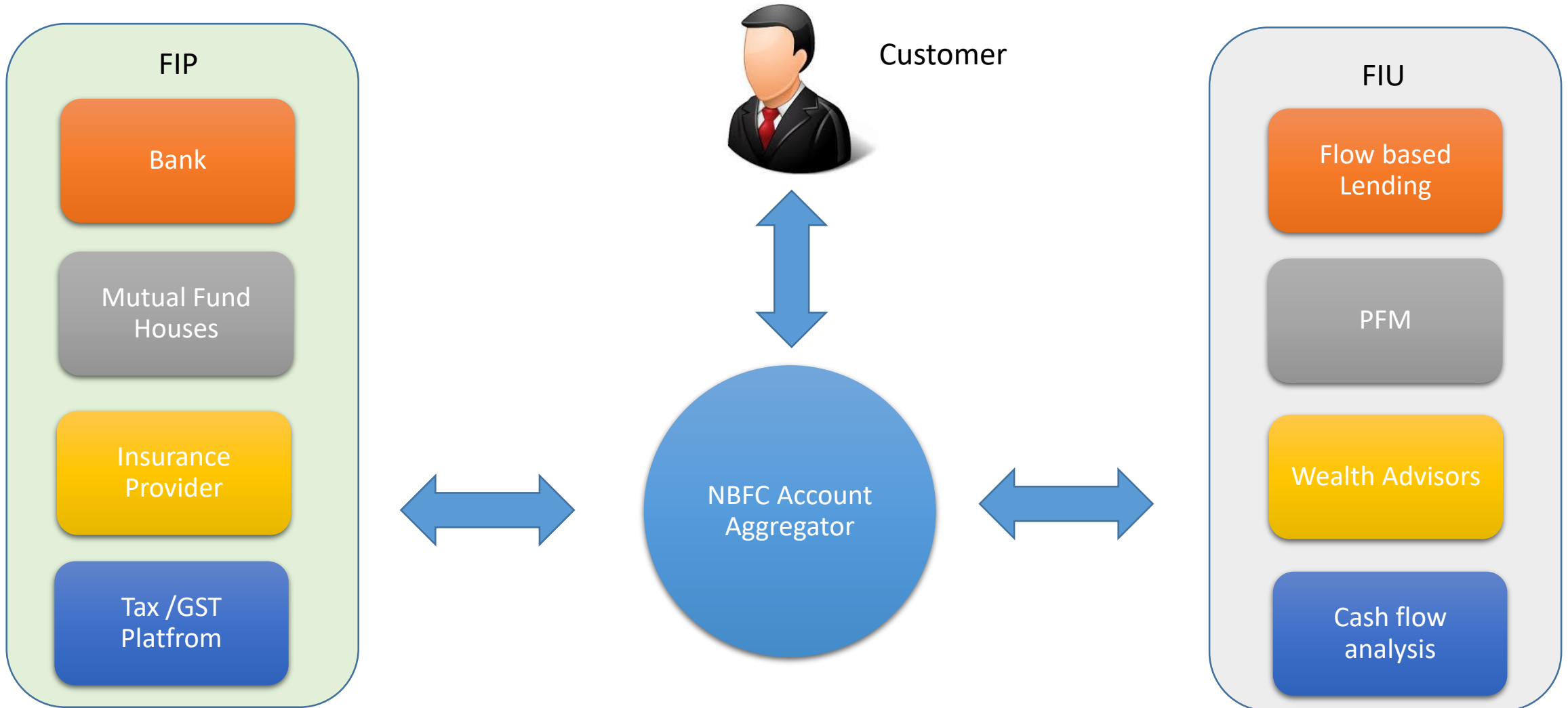
**Access to rich data enabling better Credit Scoring**

## THREATS FOR THE BANK

- **Disintermediation by Fintechs**
- **More competition from challengers for customers' mind share**

# Disruptions-Account Aggregation

*Sharing of data with customer consents in real time*



“ Open Banking enables people, businesses and things to give, take and multiply value creation for the Bank by sharing assets like data, algorithms and transactions with business eco system”

Garnter 2016





Thank You