



Open Banking and Transaction Data

The Evolving Landscape for Credit Providers

Auckland – September 24th 2019

Presenter



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CEO

Billion Open Data
Solutions (formerly
Proviso)



3,000 clients in ANZ

Including over 2,500 broker customers in Australia and New Zealand



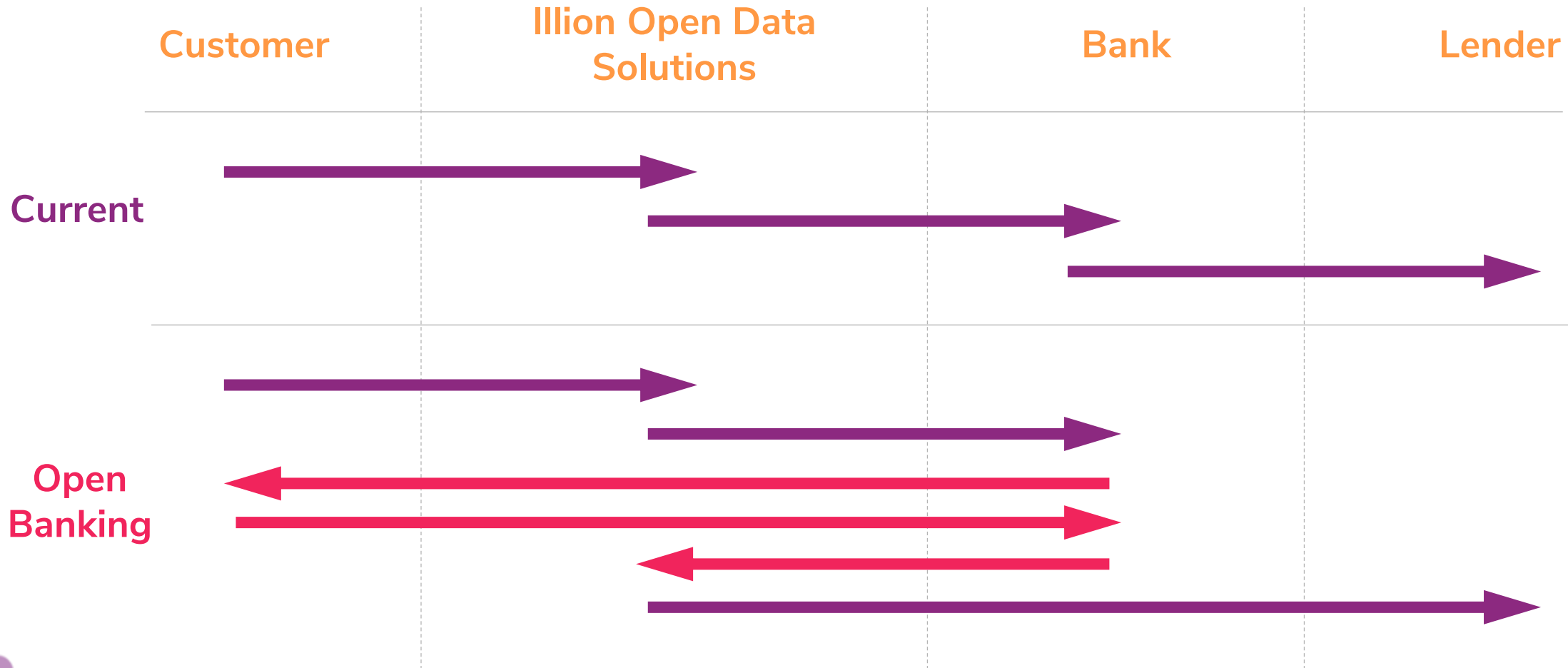


What is Open Banking?

- Secure sharing of personal financial information via APIs from the bank
- Designed to give the consumer control of their data
- Designed to motivate innovation and promote competition within the financial services sector
- Every region is rolling out their own version of Open Banking



Current services vs future bank APIs



NZ Open Banking Update

- Payments NZ taking the lead role
- “Market led” vs “Regulator led”
- Payment driven first, bank transaction data coming later
- Account Info in the standards includes Mandatory Fields:
 - Accounts (Acc #, List of Accounts)
 - Balances
 - Transactions
 - Account Request (Consents)
- Potentially available:
 - Beneficiaries
 - Direct debits
 - Bank statements (eStatements, PDF, Excel)
 - Scheduled payments



Initial
Data
Holders

Phase 1
Products
Generic
Product Data

Pilot
Program

1 July 2019

Phase 2
Products

Phase 1
Products
Consumer
CDR Data

1 Feb 2020

Phase 3
Products

1 July 2020

1 Feb 2021

1 July 2021

Subsequen
t Data
Holders

Pilot
Program
(optional)


Phase 1
Products
Generic
Product Data

Phase 1
Products
Consumer
CDR Data

Phase 2
Products

Phase 3
Products

Australian Open Banking Timeline



Our role in Open Banking?

- We'll apply to become an accredited entity
- We'll handle the API connections to the banks
- We'll offer a hybrid service of current connection technologies and bank APIs as they become available
- You continue to connect to our API or hosted services
- We continue to provide categorisation and analytics as well as our consistent data structure and reports



The UK problem for Credit Providers

- How the UK experience helps and hinders
- Pre Open Banking solutions are already entrenched in New Zealand and Australia
- How much education is really needed?



How will it impact the credit and lending industry?



Data impact

- Is the personal data required available?
- Is the relevant transaction data required available?
- Is the relevant period of retrospective data available?
- What new data is available?
- How can categorisation and analytics of data change?



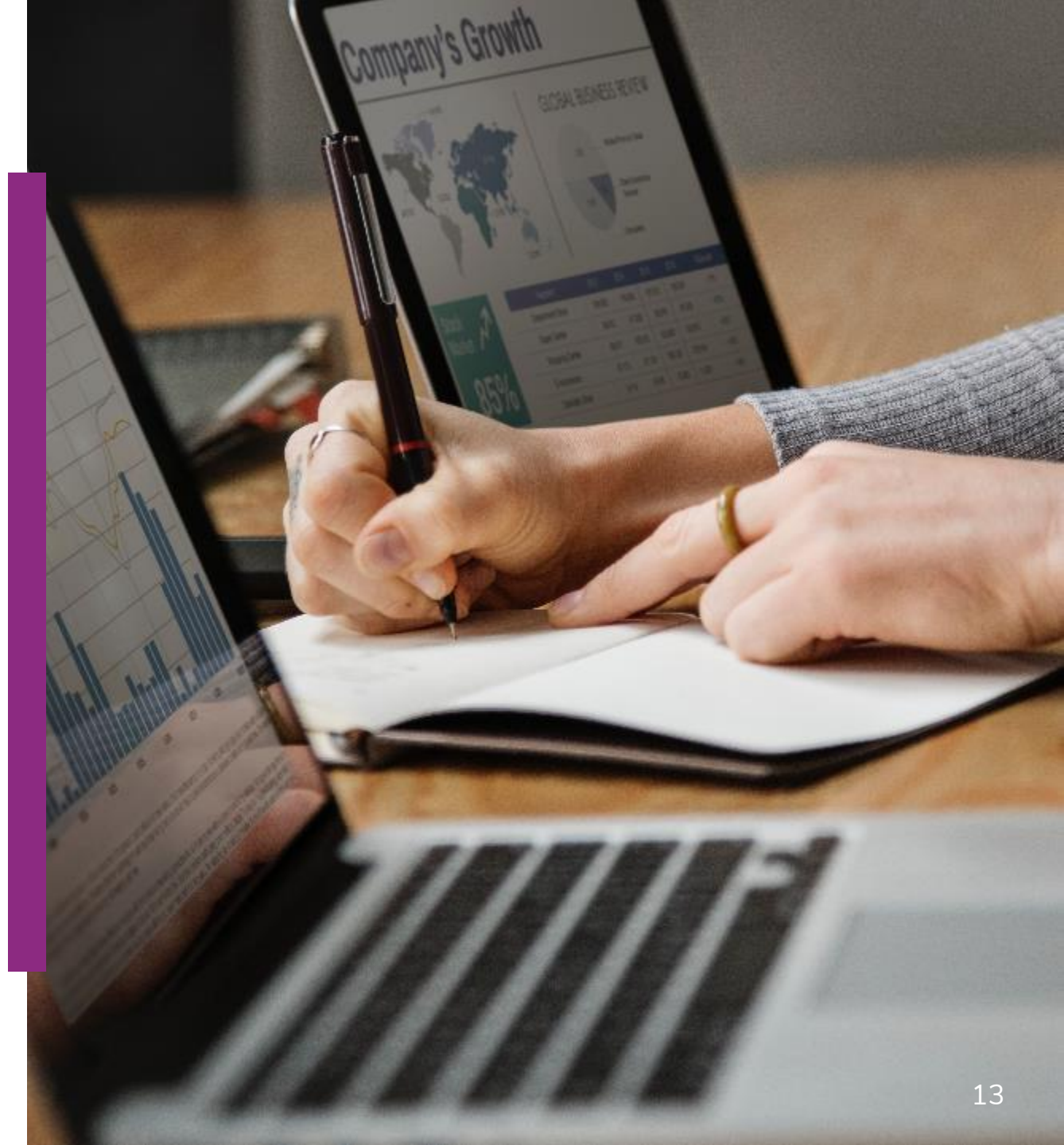
Technical impact

- DIY
- Working with an Accredited Data Recipient
- Consent management
- Data flow management
- Categorisation and Analytics mapping
- Scorecard and risk monitoring



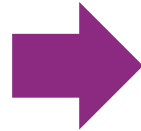
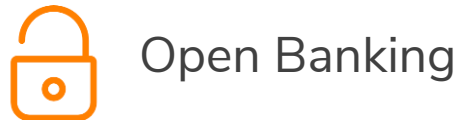
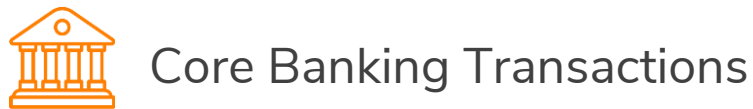
Customer experience impact

- More control
- OAuth2
- The decoupled approach to consent
- Could less people use Open Banking than current solutions?
- What do the next two years look like?
- [Take a look at the proposed CX](#)



Responsible Lending

Standardised, intelligent output regardless of the data source



illion BankStatements

Account Holder: Mary Jones
Account Nickname: Theobald Account
Institution: Bank of Scotland
Account Number: 456789
BSB: 123-456
Period: 01-01-2017 to 04-05-2017 (31 days)
Inland Code: v841
Submission Time: 08 May 2017 14:01

Opening Balance:	-40,007.94
Total Credits:	84,063.24
Total Debits:	-80,002.24
Closing Balance:	\$151.45
Available Balance:	\$123.45
Minimum Day End Balance:	-40,009.43
Days in Negative:	0

Wages

Wage from delivery service job


Date	01 Feb - 29 Apr	Total Pay	\$5494.07	Frequency	5 days (Sun)	Number of days	29
Jan 30 Days Pay	\$1462.21	Monthly Average	\$1581.22	Avg Pay	\$207.42		
29 Apr	7 Days	Wage from delivery service job	\$114.44 (CR)				
22 Apr	2 Days	Wage from delivery service job	\$592.21 (CR)				
20 Apr	4 Days	Wage from delivery service job	\$75.66 (CR)				
16 Apr	2 Days	Wage from delivery service job	\$68.65 (CR)				
14 Apr	2 Days	Wage from delivery service job	\$74.83 (CR)				
11 Apr	3 Days	Wage from delivery service job	\$364.24 (CR)				
09 Apr	5 Days	Wage from delivery service job	\$42.21 (CR)				
03 Apr	1 Day	Wage from delivery service job	\$376.58 (CR)				
02 Mar	5 Days	Wage from delivery service job	\$208.61 (CR)				
28 Mar	6 Days	Wage from delivery service job	\$295.18 (CR)				
22 Mar	6 Days	Wage from delivery service job	\$498.68 (CR)				
22 Mar	3 Days	Wage from delivery service job	\$94.22 (CR)				
19 Mar	4 Days	Wage from delivery service job	\$67.13 (CR)				
19 Mar	2 Days	Wage from delivery service job	\$991.21 (CR)				
13 Mar	10 Days	Wage from delivery service job	\$41.59 (CR)				
26 Feb	6 Days	Wage from delivery service job	\$461.58 (CR)				
20 Feb	1 Day	Wage from delivery service job	\$468.26 (CR)				
19 Feb	6 Days	Wage from delivery service job	\$315.45 (CR)				
10 Feb	5 Days	Wage from delivery service job	\$298.88 (CR)				
05 Feb	1 Day	Wage from delivery service job	\$296.58 (CR)				
04 Feb	3 Days	Wage from delivery service job	\$305.44 (CR)				
01 Feb		Wage from delivery service job	\$461.42 (CR)				

Centrelink

Date	21 Jan - 23 Apr	Avg Pay	\$270.79	Mid	\$841.94	Frequency	5 days (Sun)	Number of days	22
30 Days Total	\$1291.9	Monthly Average	\$1888.94						

Consistent, intelligent output from your transaction data

Categorisation



BankStatements

Account Holder: Mary Jones
Account Nickname: Transaction Account

Opening Balance:	\$1,741.89
Total Credits:	\$15,286.05
Total Debits:	-\$16,904.49
Closing Balance:	\$123.45
Available Balance:	\$123.45
Minimum Day End Balance:	-\$1,616.55
Days in Negative:	0

Interest Rate: n/a
Period: 23-12-2017 to 21-06-2018 (180 days)
Referral Code: AJKT
Submission Time: 22 June 2018 17:05

Collapse All Groups ▲

Wages

Wage from delivery service job

Dates : 16 Jun - 07 Mar	Total Amount : \$1,256.67	Frequency : 34 days (Tue)	Count of Transactions : 4
Total Amount - Last 30 Days : \$722.34	Monthly Average Amount : \$279.95	Average Transaction Amount : \$314.17	Days Since Last Transaction : 107
Total Amount - Credits : \$1,256.67 Total Amount - Debits : \$0.00			

07 Mar	-55 Days	Wage from delivery service job	\$175.64 (CR)
01 May	-42 Days	Wage from delivery service job	\$358.69 (CR)
12 Jun	-4 Days	Wage from delivery service job	\$446.55 (CR)
16 Jun		Wage from delivery service job	\$275.78 (CR)

Rent

Telecommunications

Centrelink

Gambling

Overdrawn

Fees

Decision Metrics

Income

Ref	Description	Value
DM001	Wages - Monthly	\$631.37
DM002	Centrelink - Monthly	\$601.92
DM016	Other Credits - Monthly	\$1,215.67

Responsible Lending Flags

Ref	Description	Value
DM004	Number of Dishonours	0
DM007	Gambling Expenditure - Monthly	\$319.61
DM014	Collection and Consolidation - Monthly	\$0.00
DM027	Overdraw - Monthly	\$408.43

Liabilities

Ref	Description	Value
DM015	Credit Card Repayments - Monthly	\$0.00
DM048	All Loans - Monthly	\$631.19

Expenses

Ref	Description	Value
DM028	Rent - Monthly	\$487.17
DM035	Utilities - Monthly	\$0.00
DM023	Groceries - Monthly	\$0.00
DM058	Dining Out - Monthly	\$0.00
DM024	Insurance - Monthly	\$0.00
DM032	Telecommunications - Monthly	\$298.45
DM029	Subscription TV - Monthly	\$0.00
DM040	Education and Childcare - Monthly	\$0.00
TF003	Vehicles and Transport - Monthly	\$0.00
DM052	Personal Care - Monthly	\$0.00
DM054	Health - Monthly	\$0.00
DM053	Department Stores - Monthly	\$0.00
DM062	Retail - Monthly	\$0.00
DM056	Home Improvement - Monthly	\$0.00
DM057	Entertainment - Monthly	\$0.00
DM060	Gyms and other memberships - Monthly	\$0.00
DM055	Travel - Monthly	\$0.00
DM059	Pet Care - Monthly	\$0.00

Raw Data

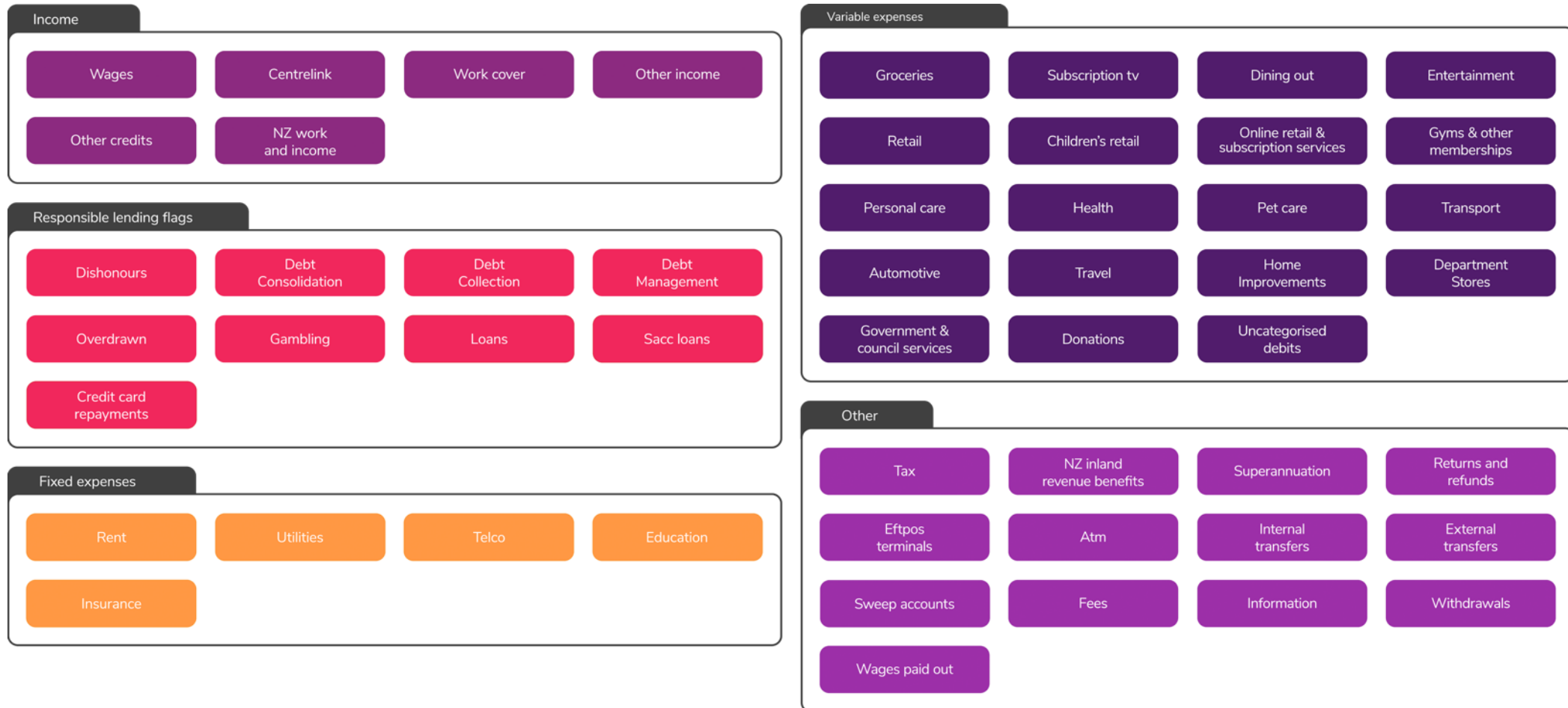
```

statementAnalysis [48]
  0 [1]
    analysisCategory [3]
      name : Wages
      analysisPoints [11]
        0 [4]
        1 [4]
        2 [4]
          name : totalAmount
          value : 1446.13
          title : Total Amount
          type : money
        3 [4]
        4 [4]
        5 [4]
          name : monthlyAmountAverage
          value : 241.02
          title : Monthly Average Amount
          type : money
    
```



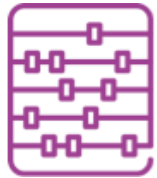
Categorisation

Easier, faster income and expense verification



Decision Metrics

A tailored view of customer bank data with Decision Metrics.



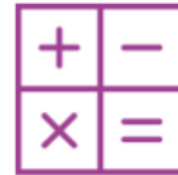
Frequency +
Count of Events

EXAMPLE
Income
Frequency/Count
i.e. 5 Weekly



Combine Multiple
Categories

EXAMPLE
Living Expenses
i.e. a combination of
Rent, Utilities,
Groceries, etc.



Perform
Calculations

EXAMPLE
Gambling % of Income



Date Related
Metrics

EXAMPLE
Expected Pay Date for
Largest Income Source



New statement format

Detailed income and expense analysis



Account Holder: Mary Jones and Tom Jones
 Institution: Bank of Statements
 Period: 16-12-2017 to 14-06-2018 (180 days)
 Referral Code: AJKT
 Submission Time: 15 June 2018 15:55

Account Summary

Account Details	Account Name	Available Balance	Current Balance	Total Debits	Total Credits
123-456-456789	Transaction Account	\$123.45	\$123.45	-\$10,034.12	\$10,570.79
123-456-945315	Savings Account	\$3,123.45	\$3,123.45	-\$15,203.63	\$14,466.10
Total:		\$3,246.90	\$3,246.90	-\$25,237.75	\$25,036.89

Income

Ref	Description	Value
DM001	Wages - Monthly	\$631.37
DM002	Centrelink - Monthly	\$601.92
DM016	Other Credits - Monthly	\$1,215.67

Responsible lending flags

Ref	Description	Value
DM004	Number of Dishonours	0
DM007	Gambling Expenditure - Monthly	\$319.61
DM014	Collection and Consolidation - Monthly	\$0.00
DM027	Overdrawn - Monthly	\$408.43

Liabilities

Ref	Description	Value
DM015	Credit Card Repayments - Monthly	\$0.00
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Expenses

Ref	Description	Value
DM028	Rent - Monthly	\$487.17
DM035	Utilities - Monthly	\$0.00
DM023	Groceries - Monthly	\$0.00
DM058	Dining Out - Monthly	\$0.00
DM024	Insurance - Monthly	\$0.00
DM032	Telecommunications - Monthly	\$238.45
DM029	Subscription TV - Monthly	\$0.00
DM040	Education and Childcare - Monthly	\$0.00
TF003	Vehicles and Transport - Monthly	\$0.00
DM052	Personal Care - Monthly	\$0.00
DM054	Health - Monthly	\$0.00
DM053	Department Stores - Monthly	\$0.00
DM062	Retail - Monthly	\$0.00
DM056	Home Improvement - Monthly	\$0.00
DM057	Entertainment - Monthly	\$0.00
DM060	Gyms and other memberships - Monthly	\$0.00
DM055	Travel - Monthly	\$0.00
DM059	Pet Care - Monthly	\$0.00



New Products and Services



illion Identify



Streamline ID, Credit Card and Bank Account verification

Data we retrieve

All institutions:

- Account holder name
- Address
- BSB
- Account number
- Institution

Additional data from the 10 largest institutions:

- Last 3 digits of the phone number
- Email
- Last 4 digits of linked credit/debit cards

Output Formats:

- PDF
- JSON / XML

The image shows a screenshot of the illion Identify API response. On the left, there is a user interface displaying banking details for three accounts. On the right, there is a JSON representation of the same data.

Banking Details

Institution:	Bank of Statements
Account Holder:	Mary Jones and Tom Jones
Address:	Not Available
Email:	Not Available
Phone:	Not Available

Accounts

BSB:	123-456
Account Number:	456789
Account Holder:	Mary Jones
Account Name:	Transaction Account
Account Type:	transaction

BSB:	123-456
Account Number:	945315
Account Holder:	Mary Jones and Tom Jones
Account Name:	Savings Account
Account Type:	savings

BSB:	Not Available
Account Number:	9452-1553-2345-7654
Account Holder:	Mary Jones and Tom Jones
Account Name:	Credit Card
Account Type:	credit card

BSB:	123-456
Account Number:	34567

```
referralCode : PDEV
submissionTime : 2018-06-27 10:09:46
▼ bankData {2}
  bankName : ANZ
  bankSlug : ANZ
▼ verificationReport {3}
  ▼ generalData {4}
    address : 123 Sample Street Sydney NSW 2000
    accountHolder : Mary Jones and Tom Jones
    phone : XXXX XXX 365
    email : tom.jones@gmail.com
  ▼ cards {2}
    ▼ 0 {1}
      cardNumber : XXXX XXXX XXXX 7654
    ▼ 1 {1}
      cardNumber : XXXX XXXX XXXX 7655
  ▼ accounts {2}
    ▼ 0 {5}
      accountHolder : Mary Jones
      bsb : 123-456
      accountNumber : 456789
      accountType : transaction
```

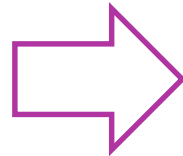


illion StatementOCR

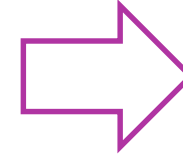
Categorisation and analysis of bank data via PDF upload



PDF
Statement



Categorisation
+ Analysis



Output +
Original PDF



JSON
XML
HTML
PDF



Original PDF

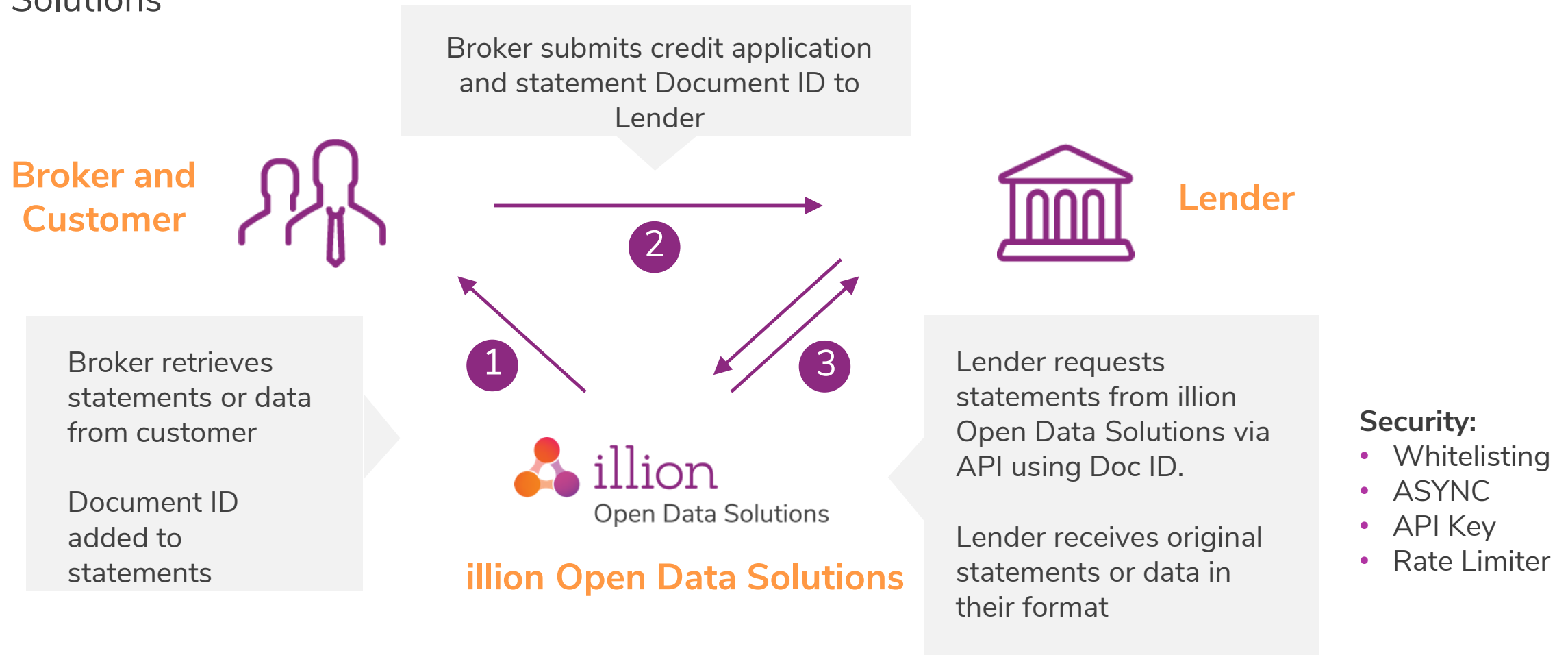
- Top 20 banks in AU
Top 7 banks in NZ
- Fraud detection
feature



illion BrokerFlow



Retrieve statements collected by brokers, directly from illion Open Data Solutions



- Security:**
- Whitelisting
 - ASYNC
 - API Key
 - Rate Limiter



Questions?





Trusted Insights. Responsible Decisions.

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