Building CEE’s largest banking partnership ecosystem

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Group Transformation
Raiffeisen Bank International
16+ million customers
47,000 employees
2,159 business outlets
13 CEE markets
>30 years banking experience
Open Banking

Sharing or consuming business services like data, transactions and algorithms with business ecosystem partners, such as other banks, partners, employees, customers, FinTechs and developers.

Source: Gartner, Hype cycle for Open Banking, 2019
Key Transformation

Drivers

- Digital devices
- Data aggregation techniques
- Regulation
Open Banking is emerging across the globe

Source: INNOPAY, Open Banking Project – Regulating Open Banking, INNOPAY analysis
Instead of publishing an application that solves a specific use case, in an API economy, a business can publish an API, and enable new value creation that could not have been anticipated by the publisher of the API.

When a single organization unlocks its’ proprietary systems, processes and/or data by publishing an API it creates value.

Multiply this effect by many and it creates an ecosystem new and unique applications can be created from a mashup of several APIs.

Value creation by sharing

Value is being created in different ways…
New banking ecosystem

Source: Capgemini, World Fintech Report 2019
Business model reinvented

B

Banks
Financial service providers
Payment institutions

X

Private individuals
Freelancers
Small & medium enterprises
Corporates
Institutional clients
Governments
Business model reinvented

Banks
Financial service providers
Payment institutions

Fintechs
Bigtechs
Corporations
Software vendors
Developers
Consortiums
IoT

Private individuals
Freelancers
Small & medium enterprises
Corporations
Institutional clients
Governments
What is important for FinTechs when searching for Bank API partners in the CEE?

Source: survey by RBI & Designit, on Elevator Lab fintech sample, September 2018
7 PSD2 compliant markets
9 local developer portal
7 API categories live
From regulatory-driven quick solutions...
...to the RBI Group API Marketplace

Embrace the open future
Join our banking (r)evolution. Explore the best RBI APIs and take the opportunity to build with us new innovative banking solutions.

See what you can do with our APIs

MVP Live
api.rbinternational.com
The Vision

We connect our banking group with potential partners, through open, data-driven innovation, in order to discover new use cases which enable superior customer experience.
Characteristics

- Single platform
- Self-governance
- APIs & documentation
- Sandbox environment
- Fast & competent support
- External community
APIs are an integral part of our innovation strategy

Open APIs
Serving as the platform for our innovation vehicles: Elevator Lab, Innovation Garden and Innovation Lab are boosting internal and external innovation and integrated services.
In Elevator Lab we are looking for innovative FinTech solutions, in order to jointly develop tomorrow’s banking business and scale it across the CEE Region.
With Elevator Ventures we finance strategic partnerships with promising later-stage FinTechs to redefine the future of the financial industry.
What happened so far...

- **3** Batches of group-wide Elevator Lab program
- **10** Local Raiffeisen Banks organized own Elevator Lab Initiatives across our 13 CEE countries
- **1000+** FinTechs evaluated over last 2 years
- **20+** PoCs across RBI Group
- **9** FinTech Partnerships established
- **9** Investments
- **Austria’s Best Accelerator or Incubator Program in 2018**
- **First X-Industry collaboration**
Thank you!
Happy to answer your questions.