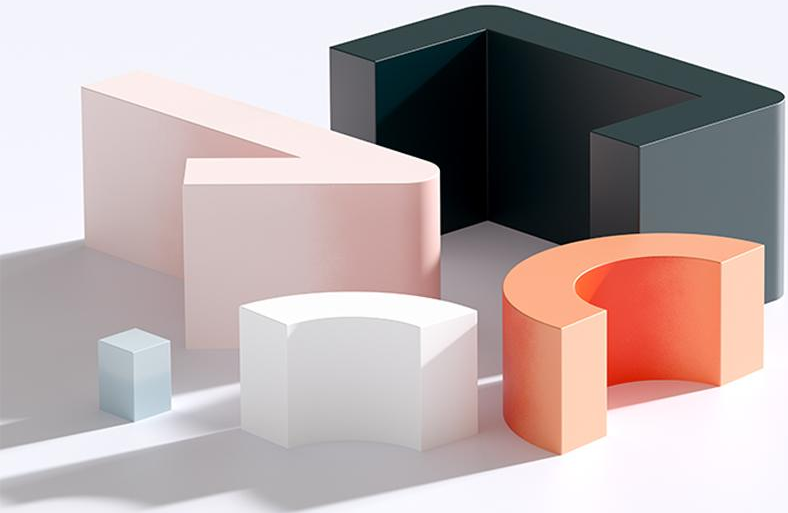# Tink: Open Banking

Servicon
Bonn - 14.09.2023

Thomas Gmelch
Director Payment Sales DACH

tink
A Visa Solution

# Open banking has unlocked access to Europe's payment infrastructure

Enabling truly pan-European payment acceptance for the first time

Open banking is driving a revolution in payments

Payments   Increase payment success and lower cost

Onboarding   Instantly verify accounts and onboard in real-time

Risk   Seamlessly verify cash flow and credit risk in real time
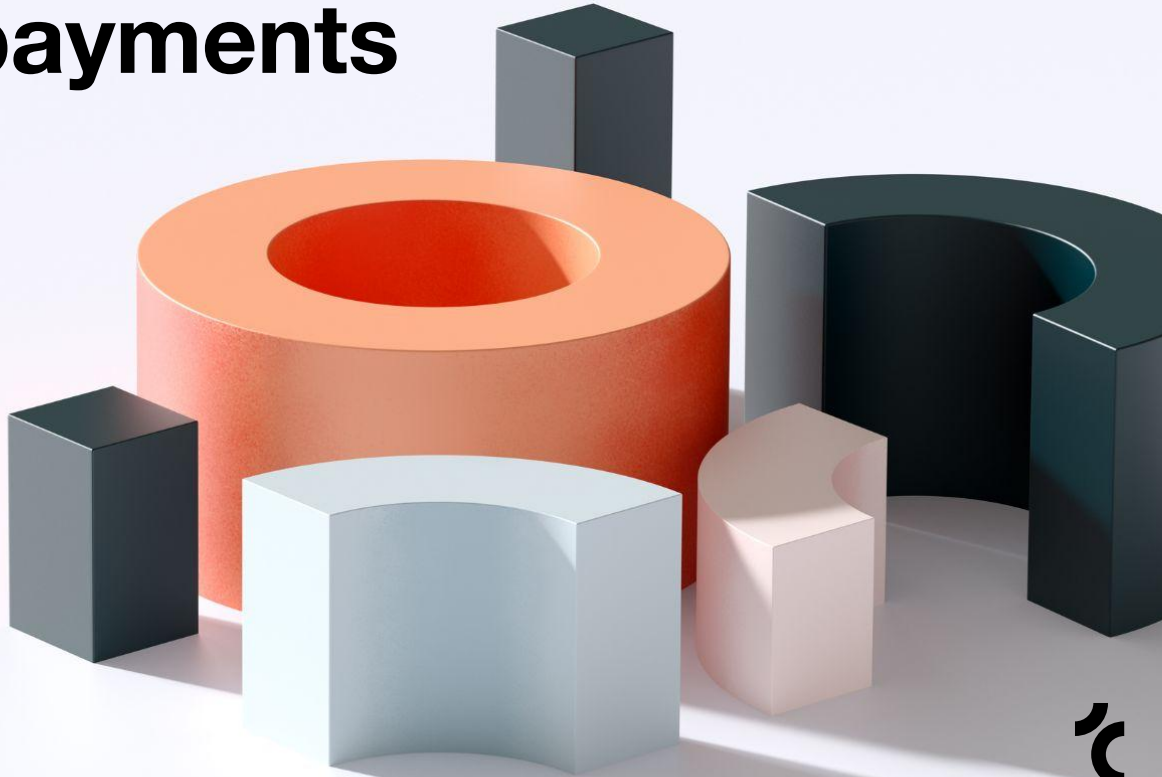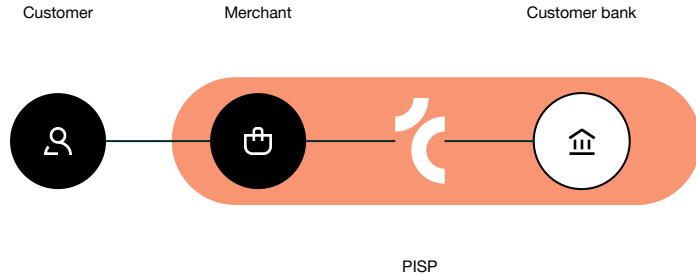
"Open banking is the exchange of data and services between financial institutions and third-party providers to deliver enhanced capabilities and experiences to the market."
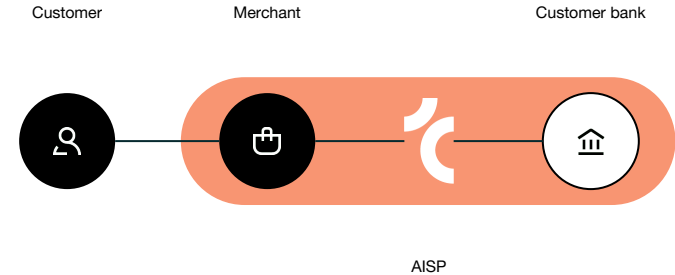
Two types of services included in Open Banking - Tink delivers both

PIS **Payment Initiation Services**

Customer   Merchant   Customer bank

PISP

Initiate payment from the consumer's account

AIS **Account Information Services**

Customer   Merchant   Customer bank

AISP

Receive **information about the consumer's account** such as:
- Account holder name
- IBAN
- Balance
- Risk Insights

Where we are coming from...

Kontoumsätze

Buchungsdatum	Verwendungszweck	Betrag	Gegenkonto
11.09.2021	SEPA-GUTSCHRIFT FELIX nebenkosten rueckerstattung 2015	100,00 EUR	Felix Mustermann
10.09.2021	SEPA-GEHALTSGUTSCHRIFT FinTecSystems GmbH LOHN / GEHALT 12/16 KUNDENREFERENZ 7235703105-0 001008LG0000	3.009,00 EUR	FinTecSystems GmbH
27.08.2021	SEPA-GUTSCHRIFT SPORTLER AG Nota Cr. NW-17.11111	79,95 EUR	SPORTLER AG
27.08.2021	SEPA-GUTSCHRIFT Geschenk KUNDENREFERENZ 1111201679337 00965547786	100,00 EUR	Maria Musterfrau
22.08.2021	SEPA-GUTSCHRIFT ARAG KRANKENVERSICHERUNG-AG 12345 LEISTUNGEN A RAG-KV KUNDENREFERENZ 12345 18	518,84 EUR	ARAG KRANKENVERSICHERUNGAG
21.08.2021	SEPA-GUTSCHRIFT Feuerwerk Danke KUNDENREFERENZ E2EC28624802 33170120135422000001	108,00 EUR	Johannes Mustermann
17.08.2021	SEPA-GEHALTSGUTSCHRIFT FinTecSystems GmbH LOHN / GEHALT 11/16 KUNDENREFERENZ 7232700557-0 001008LG0000	2.500,00 EUR	FinTecSystems GmbH
11.08.2021	SEPA-GEHALTSGUTSCHRIFT FinTecSystems GmbH LOHN / GEHALT 01/17 KUNDENREFERENZ 7202314348-0 001008LG0000	3.236,76 EUR	FinTecSystems GmbH
08.08.2021	SEPA-GUTSCHRIFT ARAG KRANKENVERSICHERUNG-AG 12345 LEISTUNGEN A RAG-KV KUNDENREFERENZ 12345 36	50,00 EUR	ARAG KRANKENVERSICHERUNGAG
02.08.2021	SEPA-GUTSCHRIFT SPORTLER AG Nota Cr. NW-17-22222	131,88 EUR	SPORTLER AG
19.07.2021	SEPA-GEHALTSGUTSCHRIFT FinTecSystems GmbH LOHN / GEHALT 10/16 KUNDENREFERENZ 7229412325-0 001008LG0000	2.500,00 EUR	FinTecSystems GmbH

… and what we can make of it

Account status

Account: DE14200411550670909100

Account status	Available	Available	Requested	Available	Postings	Posting/Day	Overdraft	Description.	Joint account
2.123,00 EUR	3.123,00 EUR	1.000,00 EUR	365	306	341	1,1	12	Girokonto	No

Account: DE04888888880087654321

Account status	Available	Available	Requested	Available	Postings	Posting/Day	Overdraft	Description	Joint account
2.123,00 EUR	3.123,00 EUR	1.000,00 EUR	365	306	341	1,1	12	Girokonto	No

The **Account status** shows whether other accounts and credit cards are detected.

Cashflow

Total of each month

2021-05	- 1.888,98 €
2021-04	+ 2.427,83 €
2021-03	- 1.165,56 €
2021-02	- 1.810,21 €
2021-01	- 141,70 €
2020-12	+ 1.758,47 €
2020-11	+ 1.795,62 €
2020-10	+ 349,31 €

Cashflow shows the inflow and outflow of funds over previous months.

Account balance history

6.864,89

Ø

-459,68

The **Account balance history** chart gives a visual impression of liquidity levels over previous months.

B2C rating

Negative indicators

Excellent | Good | Average | Elevated | High risk

A

Debt collection payments
Total   - 989,49 EUR
Number   1
Different contra accounts   Steuerbüro Mustermann 1
Chargebacks due to lack of funds
Total   0,00 €
Number   0
Repossession
Exists   No

Account rating allows statistical classification of the account compared to other accounts.

Negative indicators show debt collection payments, chargebacks, and repossession events as best practice KPIs.

... and what we can make of it

Income control

Number of full months 9

E.1.1 Loan/salary	Total of each month	2021-05	3.009,000
		2021-04	8.236,76
		2021-03	2.500,00
		2021-02	0,00

Median of all monthly sums	2.500,00
Minimum of all monthly sums	0,00
Minimum date	20.08.2020
Maximum date - yes	24.05.2021 Ja
Current payment	

← Expenses

Rent	
Median of all monthly sums	-962,00 EUR
Ancillary costs	
Median of all monthly sums	0,00 EUR
Insurances	
Average of all monthly sums	-557,65 EUR
Credit costs	
Median of all monthly sums	-257,38 EUR
Telecommunication	
Average of all monthly sums	-239,99 EUR
Living costs	
Average of all monthly sums	-1.387,80 EUR
Maintenance obligations	
Average of all monthly sums	0,00 EUR

Rent, incidental rental costs, and loan instalments are calculated by taking the median of the monthly totals for the last three months. This provides an up-to-date overview of such expenses, which generally do not vary much from month to month.

Insurance is also paid quarterly, bi-anually or annually. For this reason, a monthly average of the entire available period is calculated.

Telecommunication costs, other living expenses (retail, health, transport, leisure, hospitality) and alimony payments often vary more considerably in real life. That's why a monthly average based on the last three months is shown here.

The **Income control** module provides an overview of all types of the borrower's income, such as income from employment, rent, and transfer income. All sources of income are listed (e.g. a list of all employers). The monthly amount, information about current payment of income, and forecasts for the coming month for each type of income are also shown.

Proven business value delivered by Pay by Bank today

Merchant and PSP adoption rapidly accelerating

Mass consumer adoption taking hold under the radar

80%

Lower transaction fees

€0

Fraud and chargeback losses

50%

Shorter user journeys vs. 3DS

8/10

Top European PSPs onboarded

1000s

Merchants utilising Pay by Bank

10%

Share-of-checkout

28M+

Open banking users in Europe

139%

Annual growth in UK volume

1.7B

Est. volume Europe-wide, 2026

A brief history of open banking in Europe

1980-1984   **1998**   **2004**   **2010**   **2012**   **2016**   **2017**   **2019**   **2021**   **2022**   **2023**   **2023**   **2023**

1980-1984: First traces of open banking introduced by the West German Post Office together with the Verbraucherbank

1998: **Eurobits** is founded to offer screen scraping of financial data for the Spanish bank community

1998: FinTS (formally HBCI) goes live in Germany with **screen scraping** as a common use case

2004: Sofort wins lawsuit against German banks (GiroPay) which kicks off drafting of the revised payments directive (PSD2)

2010: Tink founded and introduces **reverse engineering** of mobile banking data and services

2012: PSD2 enforced across the EU with a two year transposition deadline

2016: The UK Competition and Markets Authority (CMA) publish their **Final Order** mandating nine largest retail banks (CMA9) to develop APIs

2017: European Banking Authority (EBA) enforces the RTS-SCA and with it optional dedicated interfaces (i.e. "**PSD2 APIs**)

2019: **Visa announces acquisition of Tink** and open banking investments peak with over 500 AISPs and PISPs across Europe

2021: UK FCA introduces **re-confirmation** of consent to replace SCA for AIS

2022: UK FCA mandates dedicated interfaces (i.e. APIs) for all UK retail banks

2023: EBA extends AIS access from **90 to 180 days** with amended RTS-SCA

2023: European Commission proposes new package including: **PSD3-PSR1** for open banking, and a financial data access **(FIDA)** framework for open finance

tink
A Visa Solution

Tink partners with the market leaders to scale open banking use-cases across Europe (and beyond)

18
countries

5+ billion
transactions processed per month

6000+
banks and payment providers

€71 million
A2A payments per day

600+ people
60% in Product and Engineering

api

Onboarding
Validate users during onboarding based on their bank information and seamlessly connect their accounts to your services.

Risk decisioning
Assess users creditworthiness and risk behaviors in real-time to improve conversion rates without taking on more credit risk.

Consumer engagement
Build a mobile-first digital engagement with 360-view of enriched financial data and a toolbox for users to manage their finances.

Payment services
Decouple account-to-account payments from and build your own integrated payment user journeys leveraging real time data.

AMERICAN EXPRESS   bitpanda   Revolut   PayPal   adyen   Lydia   crypto.com   DB

Tink is the platform for the market leaders

Business value — Merchant adoption — Consumer adoption

Merchants using Tink's technology operate in an increasingly diverse range of industries
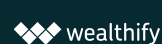
Billing and invoicing

Telco and utilities

Investment, trading, and crypto
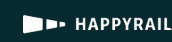
Financial services

iGaming

Travel and ecommerce

Tink is the partner for market leaders

Revolut

adyen

KIVRA

Lydia

PAYER

LIDL

AMERICAN EXPRESS

unzer

bitpanda

crypto.com

PayPal

AVANZA

Solarisbank

WebID
Your True Identity Company

Nordea

Santander

tribe

fashionette

Posteitaliane

xero

FINANZCHECK.DE

DKB
Deutsche Kreditbank AG

smava

SKG BANK

Finanzportal

DB

...
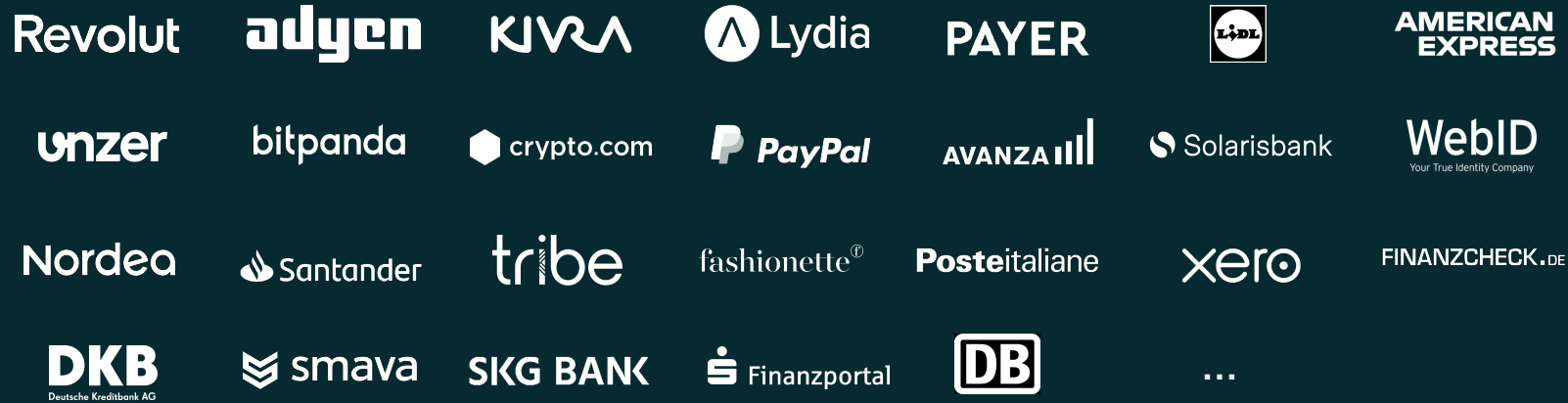
Tink named an industry Leader in key independent evaluations in 2023

JUNIPER RESEARCH

Juniper Research Leaderboard Open Banking Vendors

Disruptors & Emulators   Leading Challengers   Established Leaders

Product & positioning

Tink
Yapily
Plaid
Trustly
Volt
Salt Edge
Nordigen
MX
Fabrick
Mastercard
Token
Bud Financial
ndigit
Avaloq
TrueLayer
TESOBE
Worldline
OpenPayd

Capacity & Capability
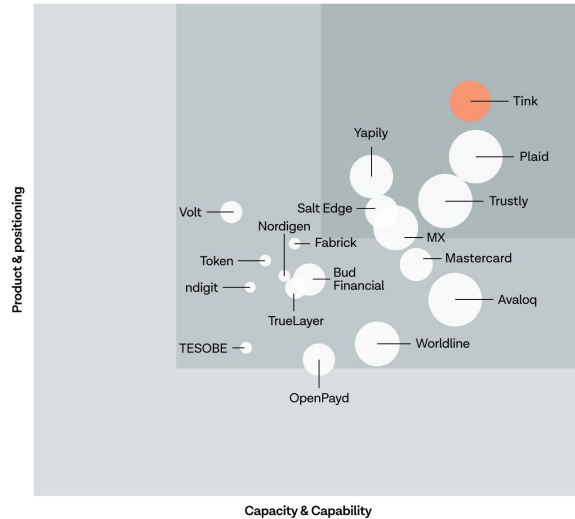
Source: Open Banking Competitor Leaderboard 2023–2027 from Juniper Research

FORRESTER

THE FORRESTER WAVE™

Open Banking Intermediaries

Q1 2023

Challengers   Contenders   Strong Performers   Leaders

Stronger current offering

Plaid
Tink
Salt Edge
Bud Financial
Yapily
Envestnet
MX Technologies
TrueLayer
Token
Finicity
Klarna
finleap connect
CRIF

Weaker current offering

Weaker strategy → Stronger strategy

Market presence*
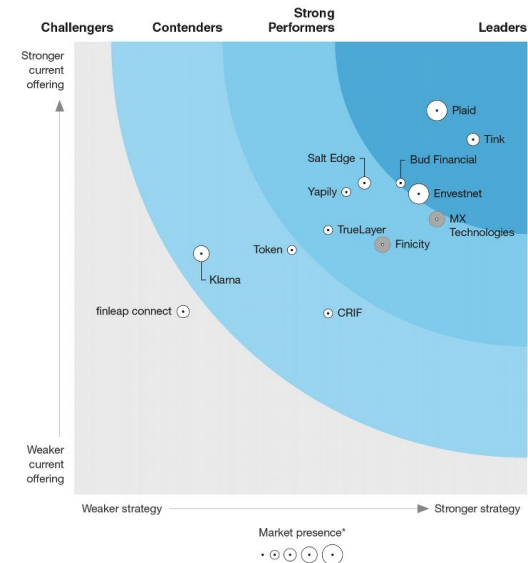
Introduction

Tink's unique approach to Open Banking

1   **Fully owned and optimised connectivity**

2   **Account data, payments, and settlement**

3   **White-label consumer interface**

4   **One easy-to-integrate platform**

We build, own, and optimise 100% of connections ourselves

- All connectivity is built and maintained by Tink
- Europe-wide coverage: 18 markets and 6000+ bank connections
- Engineering teams dedicated to optimising performance, using both PSD2 interfaces and fallback APIs
- Industry authority and member of EU advisory boards, pushing PSD2 forward with banks and regulators

We leverage both data and payments to create rich, powerful products

- Product teams structured around verticals, we build deep expertise to understand your needs
- Feeding account data into payment flows to deliver shorter, smarter user journeys
- Adding funds settlement services to extend A2A payment use cases
- We build to be a full-stack payments platform

We guarantee the best success rates by using our powerful SDK

- Optimising UX across different authentication flows is a key challenge in open banking
- As the most mature player, Tink has the largest data set and team available to optimise user journeys
- The world's largest PSPs and platforms use Tink's consumer interface—it is fully customisable to your brand

We build for developers and prioritise ease-of-integration

- Tink is built for developers, by developers: c.60% of our ~600 employees are in engineering
- Over 10K developers on our platform and using Tink Console
- A single platform means one integration for all Tink products
- Tink's platform has passed some of the most stringent due diligences by banks, PSPs, and Visa

Challenges open banking is addressing

1

Payments

- High cost
- Failed payments
- Fraud losses

2

Onboarding

- High friction
- Low security
- Inefficient

3

Risk

- High friction
- High costs
- Poor decisions

Three main areas for open banking to add value

Solutions

Payments	**Onboarding**	**Risk**
• Lower cost • More successful payments • No fraud or chargebacks losses	• Boost conversion • Reduce risk • Increase efficiency	• Improve experience • Reduce friction • Grow revenue

Use cases

Invoice payments Significantly improve payment collection rate with a vastly superior UX	**Merchant account verification** Instantly verify account ownership	**Merchant cash advance** Adapt repayments to cash flow in real time
Account top-up payments Instant, cheaper topups with AML built in	**Direct debit setup** Autofill account details and check balances	**Income and identity verification** Programatically check income and identity
Commerce Create the simplest, most reliable payment experience in your own brand - and at lower cost and higher success than cards	**Payout setup** Automatically verify and update payout details	**Balance check** Perform instant, real time balance checks

Powered by Tink

Payment Initiation   **Account Check**   **Business Account Check**   **Risk Insights**   **Income Check**

Our three topics today

Payments
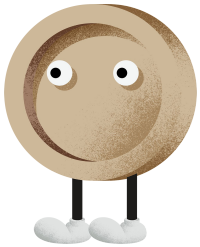
Verification for direct debit
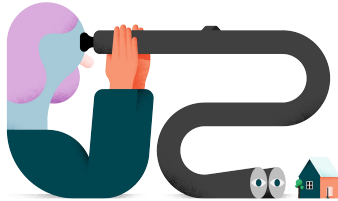
Risk Insights

01 Payments

03.1 Technical proposal | User experience

Tink supports multiple payment scenarios

01
In-app / online payments

02
Invoice payments

03
Direct debit setup

04
Payment links
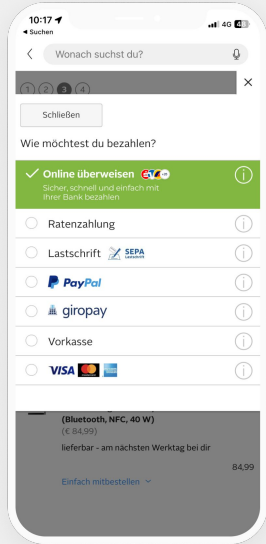
Example use cases

Buying a bluetooth box on Otto's app
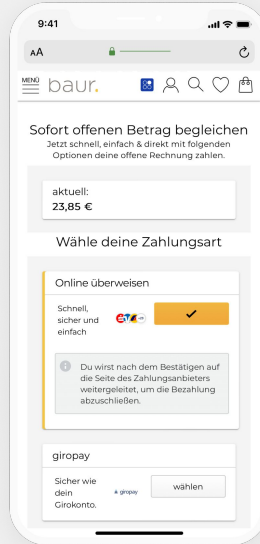
Buying a swimsuit on invoice on baur.de
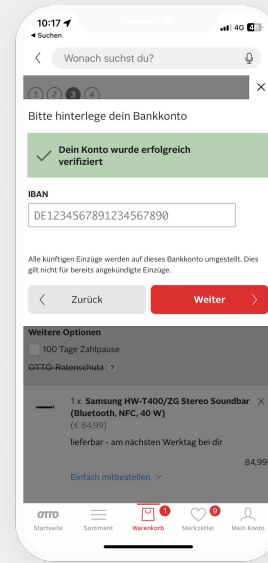
Setting up a direct debit to pay at Otto
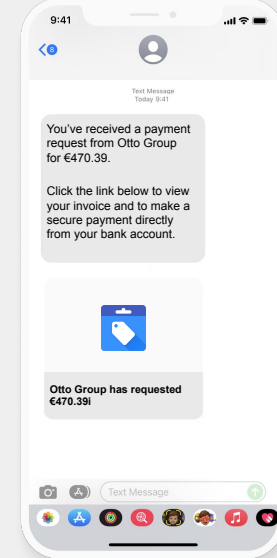
Making payment via customer service agent

From a network of middlemen

... to simple, direct connections

Customer   Merchant   Gateway   Risk   Processing   Schemes   Customer bank

SCA

PSP   Acquirer
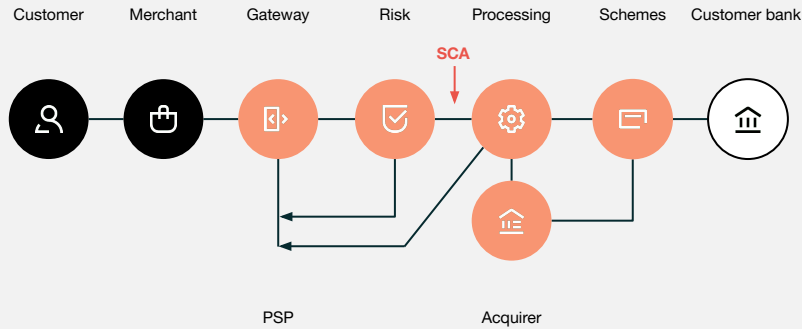
Traditional payments flow

Customer   Merchant   Customer bank

PISP
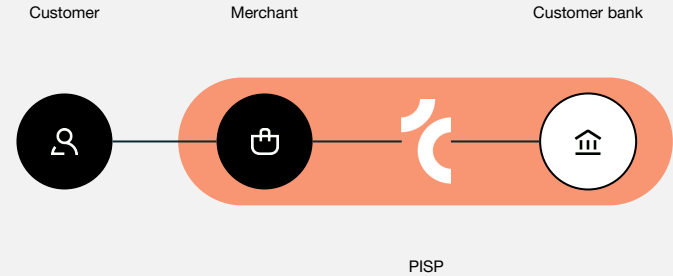
Open banking flow

Accelerated adoption of Pay by Bank driven by business value

Pay by Bank delivers proven value to businesses

✓ **80%** lower transaction fees

✓ **€0** fraud and chargeback losses

✓ **50%** shorter journey time and fewer clicks vs card 3DS

Adoption continues to accelerate into businesses

✓ **Strong merchant demand** for Pay by Bank

✓ **Businesses driving adoption** through placement and incentivisation

✓ **30%** of adults in Sweden use Tink's Pay by Bank to pay their monthly bills

And Pay by Bank is going mainstream for users

✓ **28M+** open banking users in Europe

✓ **149%** growth rate YoY for UK PIS transactions

✓ **1.7B** european Pay by Bank payments forecasted by 2026

Payment Initiation

Build seamless, efficient payment experiences

Accept low-cost bank payments across Europe with customisable, high-performing flows designed to help you capture and retain more revenue.

Improve conversion and acceptance
Offer a universal, consistent, and continuously optimised payment method across Europe.

Localised and white-labeled
Build a fully branded and customisable user journey that adapts to local market characteristics.

Reduce cost
Account-to-account payments result in 30-50% lower transaction fees on average, no chargebacks and included SCA-safety.

Instant settlement, refunds, and payouts
Level up your user experience by giving instant access to funds or enabling instant withdrawals, automated via API calls.
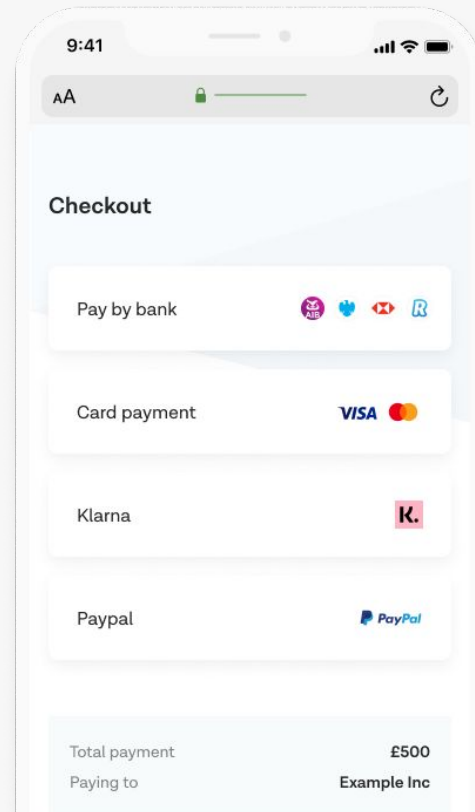
Real UX examples - Sparkasse PIS user flows
1SCA payment initiation with Sparkasse (PushTan 1.0; embedded) - mobile
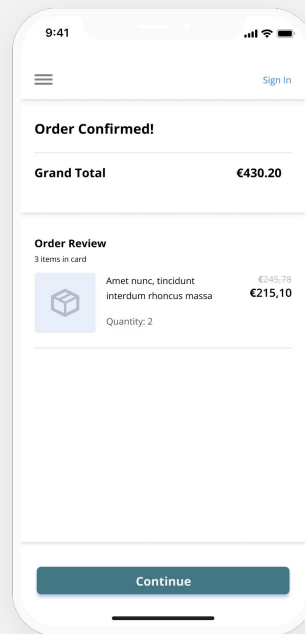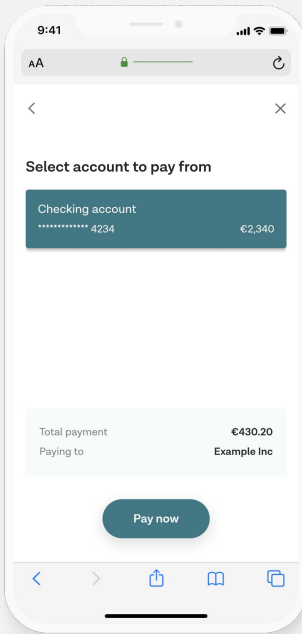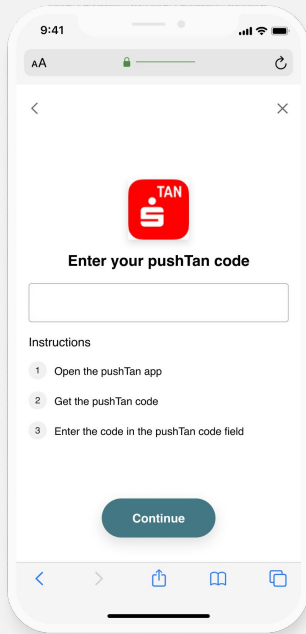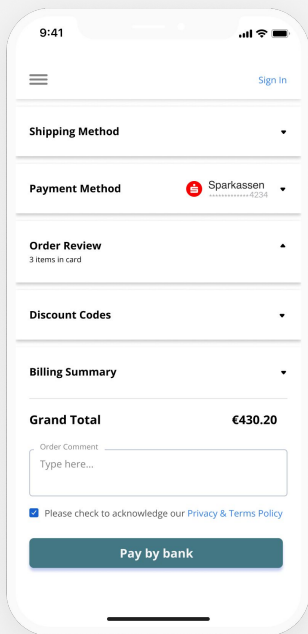
02 Custom flows

Tink's unique solution

A white-label payments flow

By offering deep customisation options, we **give you control** of the user experience and **blend seamlessly** into your flow, reducing the cognitive load on customers.

Tink supports flows without a banking app installed, accessible to all users. The consumer's password can be filled in automatically using native mobile password managers.

Customisable button shape, width, colours, text, and font

Customisable bank hierarchy

Logo

Cancel button

Custom typography

Custom colours

Bank presence
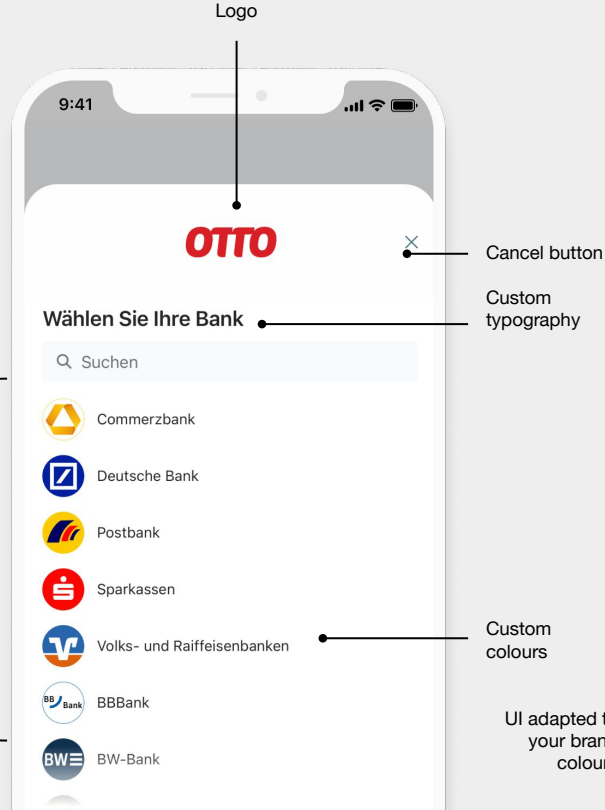
UI adapted to your brand colours

9:41

OTTO

Wählen Sie Ihre Bank

🔍 Suchen

Commerzbank

Deutsche Bank

Postbank

Sparkassen

Volks- und Raiffeisenbanken

BBBank

BW-Bank

Continue

9:41

OTTO

Berliner Sparkasse
Online-Banking: Log in

Anmeldename

1003428573 ✓

Passwort/PIN

******** ✓

🔒 Wählen Sie im nächsten Schritt das Konto aus, mit dem Sie bezahlen möchten
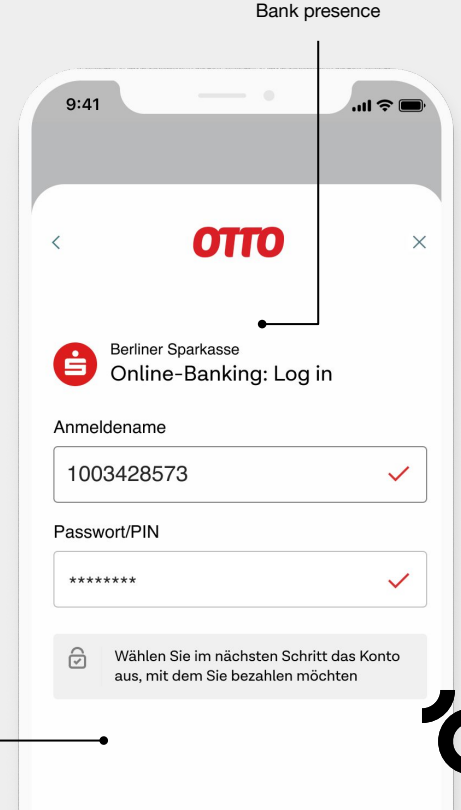
02 Custom flows

Tink's unique solution ☆

Industry-leading UX improvements that drive payment conversion

1 **Desktop-to-mobile handoff** through a QR code, enabling a faster mobile authentication experience
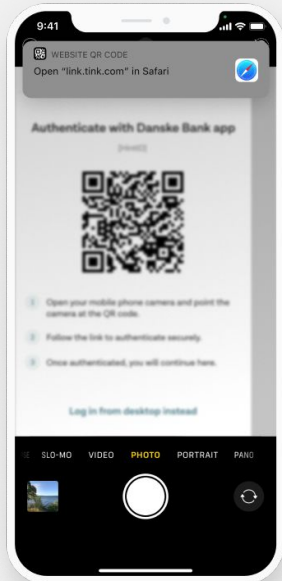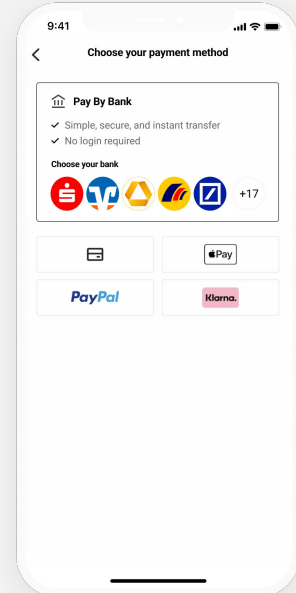
2 **Bank pre-selection** enables returning users to skip the bank selection process entirely
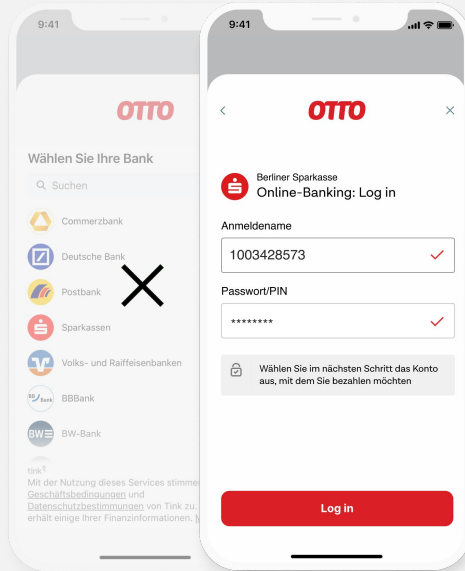
3 **1-SCA** reduces the number of authentication flows required to make a payment from two to one
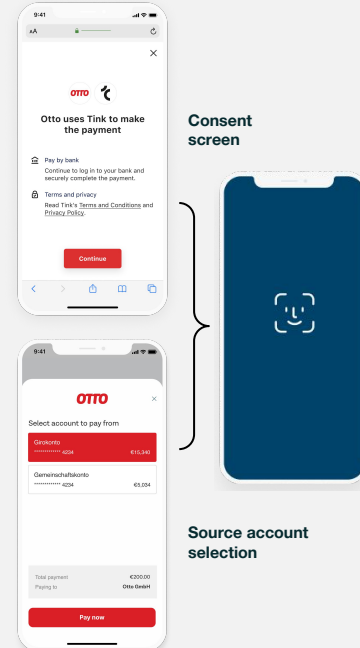
4 **Custom checkout widgets** Create trust & improve conversion by adding the most relevant bank logos to your checkout screen

Consent screen

Source account selection

Business value — Merchant adoption — Consumer adoption

Pay by Bank is already the most seamless way to pay
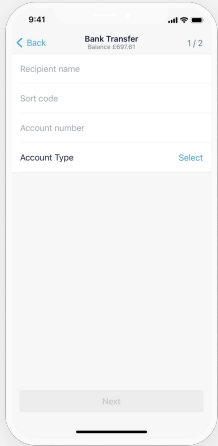
VS
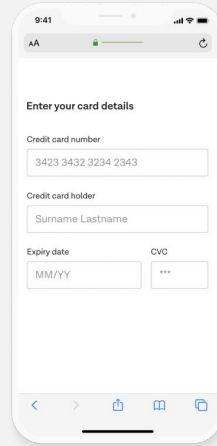
VS
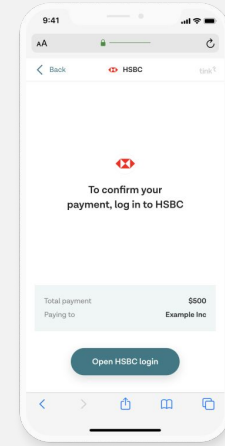
UK market data (Dec '22)

Manual bank transfer

- 11 clicks on average
- >1 minute end-to-end
- Manual entry

Card payment

- 12 clicks on average
- >1 minute end-to-end
- Manual entry

Pay by Bank

- 5 clicks in total
- ~30 secs. end-to-end
- No manual entry

bitpanda

Bitpanda incentivises Pay by Bank adoption by passing cost-savings onto users

For Bitpanda, with 4 million investors across Europe, providing an exceptional yet scalable investing experience is non-negotiable.

After fully rolling out Pay by Bank in **5 markets in less than 6 months**, Bitpanda now passes through costs for other payment methods to its users, incentivising usage and increasing adoption faster.
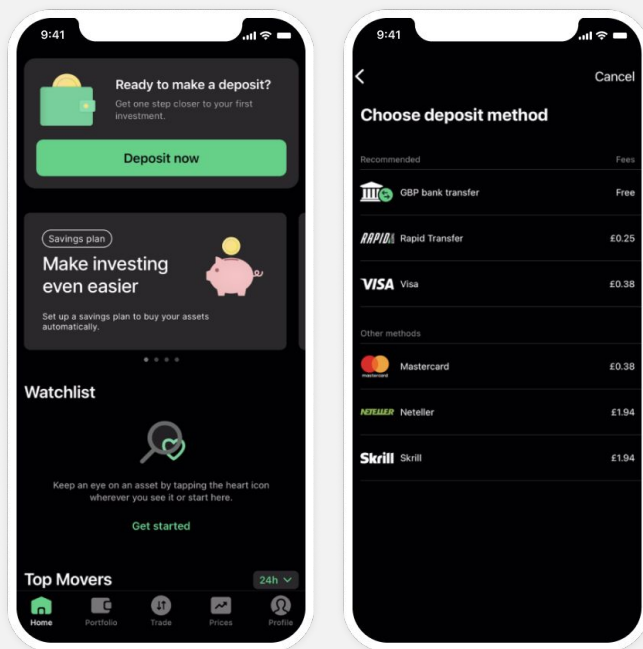
18%

Share-of-checkout (6 months)

58%

Monthly volume growth

€28 million

Monthly deposit volume

02 Verification for direct debit / Onboarding

Existing methods are slow, costly and unreliable

	Micro deposits	Bank statement analysis	Manual user input
Description	Send micro deposits to a bank account, user enters amount once received	User sends copies of bank statements via email or post	Collecting account information directly from the user without any verification
How long does it take?	2-3 business days	Up to 7 business days	10+ minutes
User experience	Medium effort	High effort	Medium effort
Security	High	Low	Very low
Drop-off rates	~70-80%	~80-90%	~50%

Direct debit is the #1 recurring payment type in Europe

… and yet is prone to failure, costing time and money

23.2B
no. of direct debit TNXs in eurozone (2021)

4.6B
no. of Bacs direct debit TNXs in UK (2021)

Share of wallet

Germany	**77%**
Sweden	**77%**
UK	**73%**

7%

Failure rate

Average across all methods, with insufficient funds the leading cause

£6

Cost per failed payment

Reported fee charged by PSPs for each failed payment collection

Source: Visa

An integrated, low-touch solution for smarter direct debits

Instant account verification

Verify accounts in seconds
Enabling a fast, 3-click onboarding flow

<1 min — to verify a bank account

No manual user input
Automate mandate setup by pre-populating data

+20% — increase in onboarding conversions

Reduce the risk of fraud and errors
With built-in authentication and real-time account data

~10 — account and identity data points

Continuous real-time balance data

Verify real-time balance data
Minimising fraud risk during direct debit setup

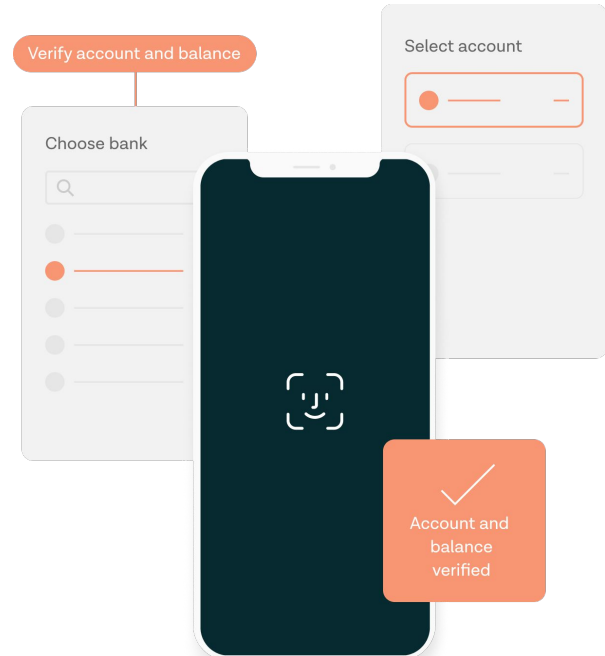**<10 secs** — to verify balance data
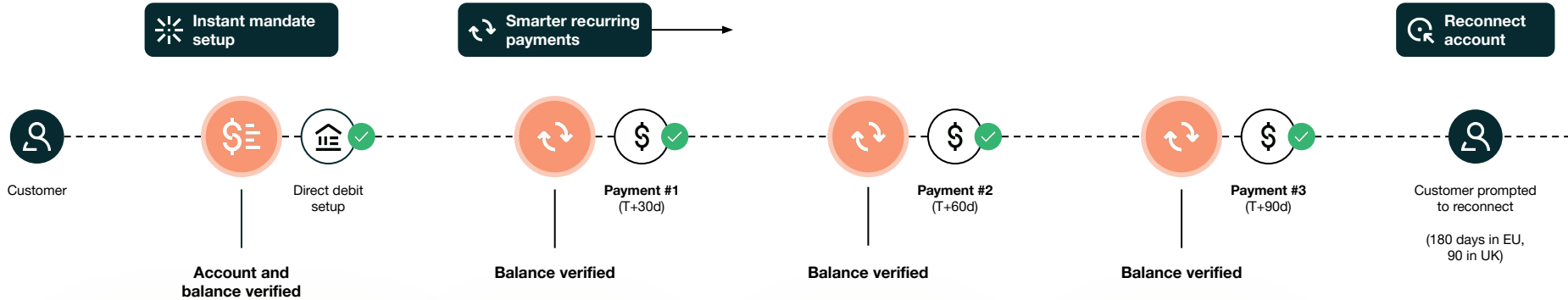
Enable smart scheduling and notifications
Maximising payment collections

180 days — of background data refreshes

Verify account and balance

Select account

Choose bank

Account and balance verified

Using live balance data behind-the-scenes for up to 6 months post-consent

Instant mandate setup

Smarter recurring payments →

Reconnect account

Customer

Direct debit setup

Payment #1
(T+30d)

Payment #2
(T+60d)

Payment #3
(T+90d)

Customer prompted to reconnect

(180 days in EU, 90 in UK)

Account and balance verified

Balance verified

Balance verified

Balance verified

```
ProviderName:          se-bank-oauth
Financial Institution: BNP Paribas

Accounts
Id:              a6bb87e57a8c4dd4874b241471a
Currency code:   EUR
Account Number:  1234-123456789
Iban:            SE7921000813610123456789
Holder Name:     John Doe

Balance
Currency code:   EUR
Available balance: 1230
Booked Balance:    1193
Refreshed:         2022-09-01 7T15:01:40Z
```

```
Currency code:     EUR
Available balance: 1050
Booked Balance:    1000
Refreshed:         2022-10-01
                   7T15:01:40Z
```

```
Currency code:     EUR
Available balance: 1110
Booked Balance:    1850
Refreshed:         2022-11-01
                   7T15:01:40Z
```

```
Currency code:     EUR
Available balance: 1000
Booked Balance:    960
Refreshed:         2022-12-01
                   7T15:01:40Z
```

# A seamless and secure onboarding journey

Challenge

Adding bank accounts to PayPal Wallet required manual account number entry and confirmation with a code embedded in micro-deposit metadata.

Solution

Using Tink's Account Check, PayPal's customers can add their bank accounts and have their details automatically filled in and verified.

Result

A quick and secure way to instantly connect and verify bank accounts, which increased conversion by 20% while reducing risk.
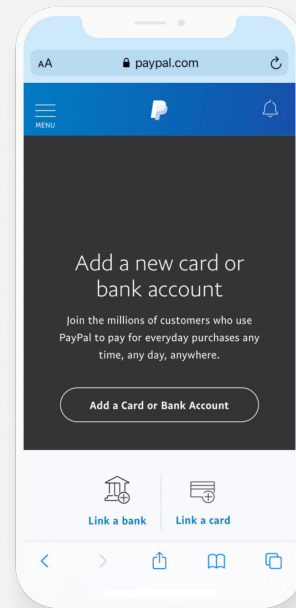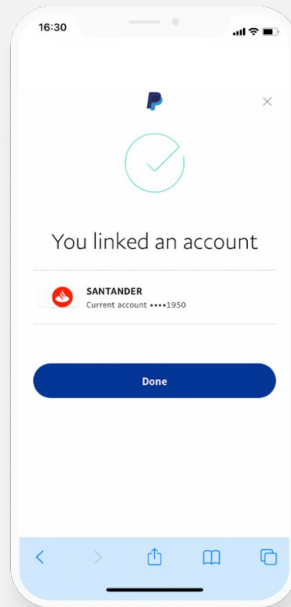
03 Risk Insights

Challenges when making accurate risk decisions

Friction

Current credit checks are slow, costly, and lead to high drop-off rates.

Outdated data

Traditional risk processes typically don't rely on real time data, making credit decisions inaccurate.

Inefficiency

Manual or asynchronous processes lead to greater operational overhead.

Seamlessly verify cash flow and credit risk in real time
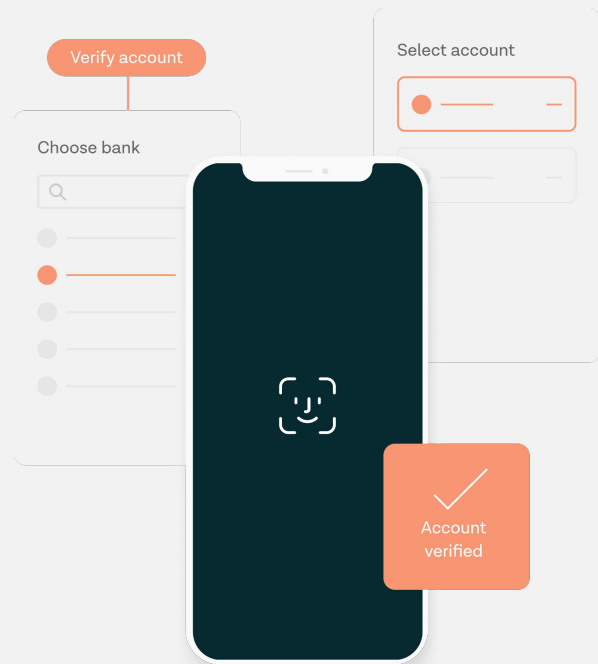
Process applications instantly
Reduce onboarding time from days to minutes - less friction for everyone in the application flow.

A more accurate picture
Get a deeper understanding with real time snapshots of cash flow across multiple and varying income streams.

No coding necessary
Choose between JSON responses or PDF reports to fit your existing income verification process.

Verify account

Select account

Choose bank

Account verified

Income Check

Business Transactions

Risk Insights

Where we are coming from...

Kontoumsätze

Buchungsdatum	Verwendungszweck	Betrag	Gegenkonto
11.09.2021	SEPA-GUTSCHRIFT FELIX nebenkosten rueckerstattung 2015	100,00 EUR	Felix Mustermann
10.09.2021	SEPA-GEHALTSGUTSCHRIFT FinTecSystems GmbH LOHN / GEHALT 12/16 KUNDENREFERENZ 7235703105-0 001008LG0000	3.009,00 EUR	FinTecSystems GmbH
27.08.2021	SEPA-GUTSCHRIFT SPORTLER AG Nota Cr. NW-17.11111	79,95 EUR	SPORTLER AG
27.08.2021	SEPA-GUTSCHRIFT Geschenk KUNDENREFERENZ 1111201679337 00965547786	100,00 EUR	Maria Musterfrau
22.08.2021	SEPA-GUTSCHRIFT ARAG KRANKENVERSICHERUNG-AG 12345 LEISTUNGEN A RAG-KV KUNDENREFERENZ 12345 18	518,84 EUR	ARAG KRANKENVERSICHERUNGAG
21.08.2021	SEPA-GUTSCHRIFT Feuerwerk Danke KUNDENREFERENZ E2EC28624802 33170120135422000001	108,00 EUR	Johannes Mustermann
17.08.2021	SEPA-GEHALTSGUTSCHRIFT FinTecSystems GmbH LOHN / GEHALT 11/16 KUNDENREFERENZ 7232700557-0 001008LG0000	2.500,00 EUR	FinTecSystems GmbH
11.08.2021	SEPA-GEHALTSGUTSCHRIFT FinTecSystems GmbH LOHN / GEHALT 01/17 KUNDENREFERENZ 7202314348-0 001008LG0000	3.236,76 EUR	FinTecSystems GmbH
08.08.2021	SEPA-GUTSCHRIFT ARAG KRANKENVERSICHERUNG-AG 12345 LEISTUNGEN A RAG-KV KUNDENREFERENZ 12345 36	50,00 EUR	ARAG KRANKENVERSICHERUNGAG
02.08.2021	SEPA-GUTSCHRIFT SPORTLER AG Nota Cr. NW-17-22222	131,88 EUR	SPORTLER AG
19.07.2021	SEPA-GEHALTSGUTSCHRIFT FinTecSystems GmbH LOHN / GEHALT 10/16 KUNDENREFERENZ 7229412325-0 001008LG0000	2.500,00 EUR	FinTecSystems GmbH

... and what we can make of it

Account status

Account: DE14200411550670909100

Account status	Available	Available	Requested	Available	Postings	Posting/Day	Overdraft	Description.	Joint account
2.123,00 EUR	3.123,00 EUR	1.000,00 EUR	365	306	341	1,1	12	Girokonto	No

Account: DE04888888880087654321

Account status	Available	Available	Requested	Available	Postings	Posting/Day	Overdraft	Description	Joint account
2.123,00 EUR	3.123,00 EUR	1.000,00 EUR	365	306	341	1,1	12	Girokonto	No

The **Account status** shows whether other accounts and credit cards are detected.
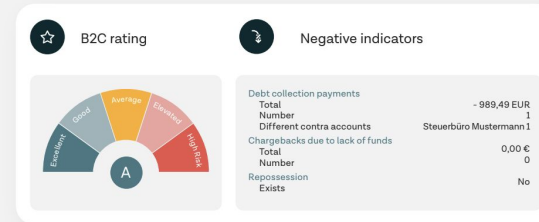
Cashflow

Total of each month

2021-05	- 1.888,98 €
2021-04	+ 2.427,83 €
2021-03	- 1.165,56 €
2021-02	- 1.810,21 €
2021-01	- 141,70 €
2020-12	+ 1.758,47 €
2020-11	+ 1.795,62 €
2020-10	+ 349,31 €

Cashflow shows the inflow and outflow of funds over previous months.

Account balance history

6.864,89

Ø

-459,68

The **Account balance history** chart gives a visual impression of liquidity levels over previous months.

B2C rating

Excellent · Good · Average · Elevated · High Risk

A

Negative indicators

Debt collection payments
Total — 989,49 EUR
Number 1
Different contra accounts Steuerbüro Mustermann 1
Chargebacks due to lack of funds
Total 0,00 €
Number 0
Repossession
Exists No

Account rating allows statistical classification of the account compared to other accounts.

Negative indicators show debt collection payments, chargebacks, and repossession events as best practice KPIs.

... and what we can make of it

Income control

Number of full months	9		
E.1.1 Loan/salary	Total of each month	2021-05	3.009,000
		2021-04	8.236,76
		2021-03	2.500,00
		2021-02	0,00

Median of all monthly sums	2.500,00
Minimum of all monthly sums	0,00
Minimum date	20.08.2020
Maximum date - yes	24.05.2021 Ja
Current payment	

Expenses

Rent	
Median of all monthly sums	-962,00 EUR
Ancillary costs	
Median of all monthly sums	0,00 EUR
Insurances	
Average of all monthly sums	-557,65 EUR
Credit costs	
Median of all monthly sums	-257,38 EUR
Telecommunication	
Average of all monthly sums	-239,99 EUR
Living costs	
Average of all monthly sums	-1.387,80 EUR
Maintenance obligations	
Average of all monthly sums	0,00 EUR

Rent, incidental rental costs, and loan instalments are calculated by taking the median of the monthly totals for the last three months. This provides an up-to-date overview of such expenses, which generally do not vary much from month to month.

Insurance is also paid quarterly, bi-anually or annually. For this reason, a monthly average of the entire available period is calculated.

Telecommunication costs, other living expenses (retail, health, transport, leisure, hospitality) and alimony payments often vary more considerably in real life. That's why a monthly average based on the last three months is shown here.

The **Income control** module provides an overview of all types of the borrower's income, such as income from employment, rent, and transfer income. All sources of income are listed (e.g. a list of all employers). The monthly amount, information about current payment of income, and forecasts for the coming month for each type of income are also shown.

What it means for you

Improve experience

Engage customers across multiple channels, in real time, with personalised advice and insights

Reduce friction

Increase operational efficiency with automated risk processes with no manual work or coding

Grow revenue

Boost your digital sales by cross-selling smart cash advance solutions, increasing engagement and retention

Mass consumer adoption
# starting to take hold

Business value — Merchant adoption — **Consumer adoption**

Open banking payments value is forecasted to
quadruple over the next 4 years

" The development of new use cases such as bill payments will drive adoption, given open banking's simplicity of use versus alternatives, such as card payments … New high-potential use cases [include] full integration within ecommerce marketplaces."

2027

$330B

2023

$57B
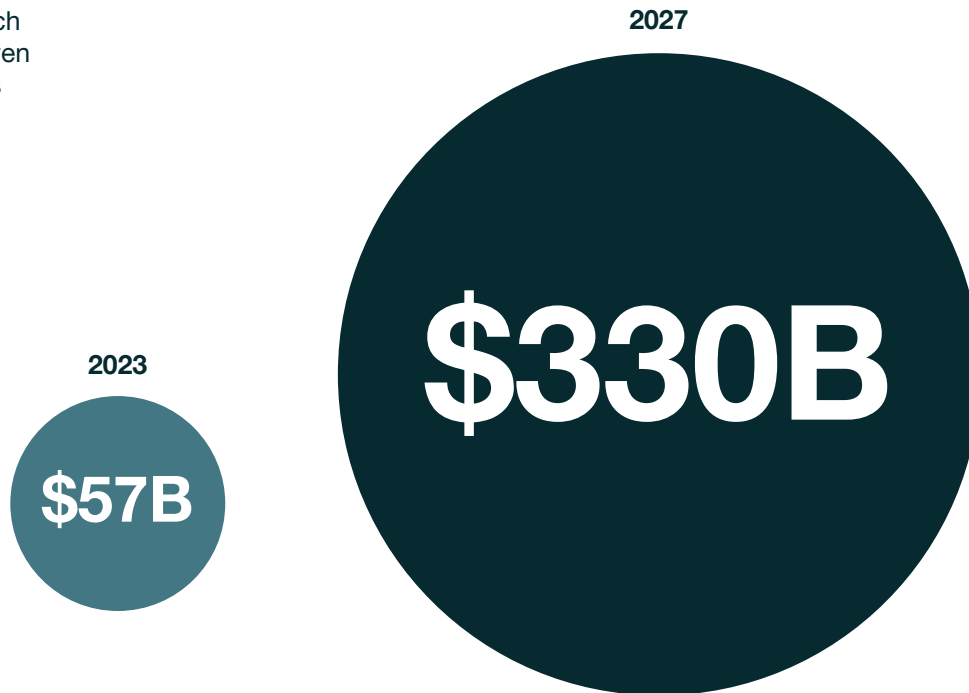
Business value　　Merchant adoption　　**Consumer adoption**

Transaction volumes in Western Europe are growing almost 50% year-on-year

Open banking payment volumes are growing rapidly worldwide, with Western Europe at the forefront.

An estimated **1.7 billion** open banking payments will be made in 2026 in Western Europe, up from **56 million** in 2021.
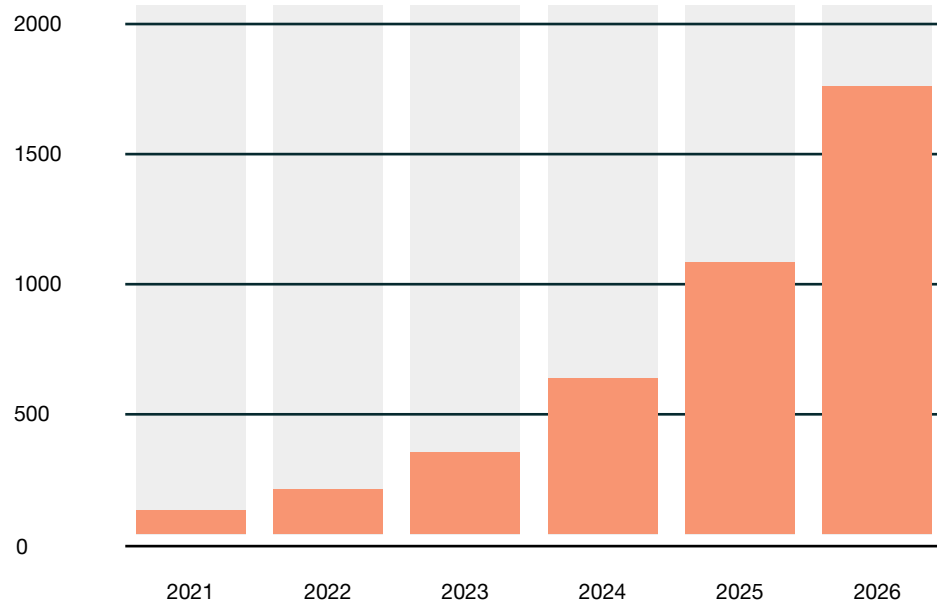
1.7B

Est. transaction volume in 2026

49.4%

Compound annual growth rate

Open banking payment transaction volumes (millions), Western Europe, 2021-26

State of Open Banking across markets

Tink tracks market progression closely with correlations clearly discernible - however currently almost none of the PSD2 APIs fully live up to the expectation of a fully mature connection.

We evaluate the quality of a PSD2 API using the following metrics:

Conversion rate: user flow to aggregate / initiate payment.

Data availability: key data points missing from PSD2 APIs.

PSD2 API uptime: performance / ability to handle TPP traffic.

UK

SE

FR

DE

AT

FI

ESP

IT
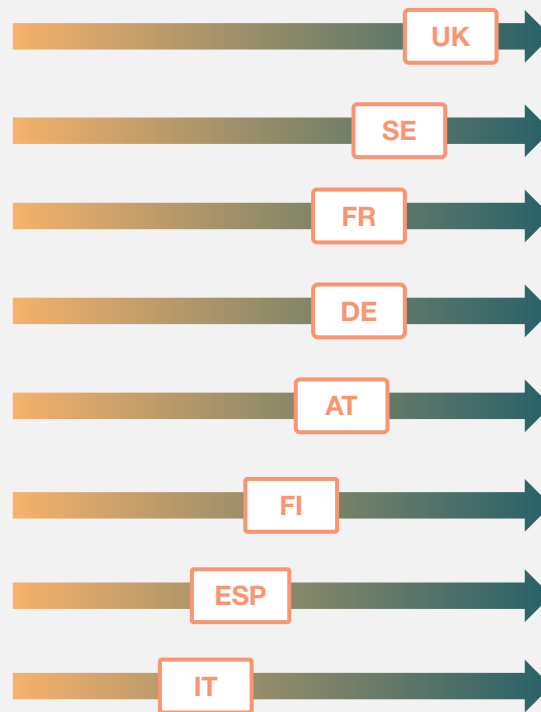
Business value   Merchant adoption   **Consumer adoption**

Tink is adding new open banking users
4 times faster than the EU average

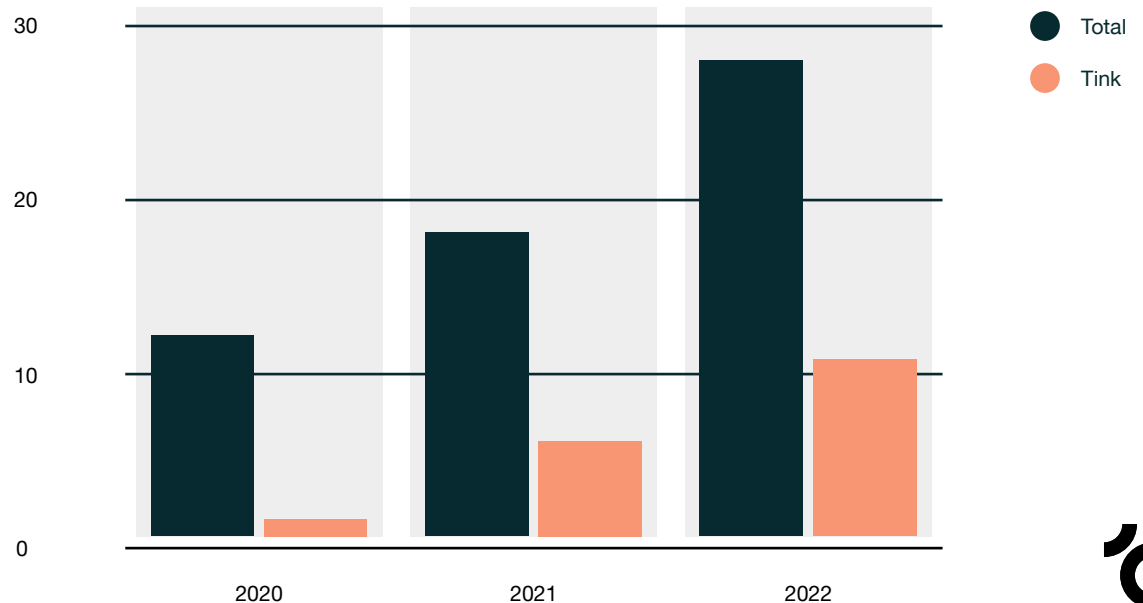The compound annual growth rate in open banking users across the EU is **53%**. On Tink's platform it's **212%**.

28M
Users of open banking in Europe (Oct 2022)

40%
Tink's approx. market share by users

Open banking users in Europe (millions), 2020-22

● Total
● Tink

Business value — Merchant adoption — **Consumer adoption**

UK volume is growing at close to 140% year-on-year

UK open banking payment volume grew **137%** over the course of 2022, driven primarily by **bill payments and account top-ups**.

Subscriptions
VRP is set to displace direct debits in some billing scenarios

Ecommerce
Adoption among ecommerce merchants is growing rapidly

Emerging use cases

Account top-ups
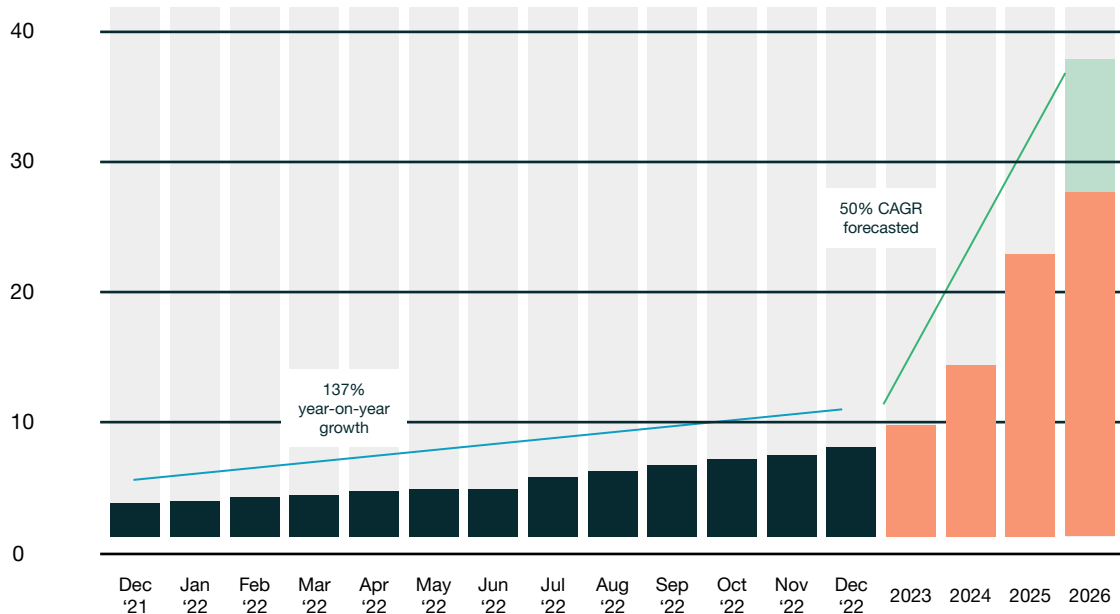Most popular use case today, led by wealth mgmt. and crypto platforms

Bill payments
One-off bill payments, incl. tax repayments, are a proven use case

Mature use cases

Source: OBIE and internal Tink data

Open banking payment transaction volumes (millions), UK only, Dec 2021 - Dec 2026

50% CAGR forecasted

137% year-on-year growth

Business value — Merchant adoption — **Consumer adoption**

Upcoming innovations will unlock ever broader adoption

Variable Recurring Payments (VRPs)

What it does
Enables customers to securely authorise third parties to initiate payments from their bank account on an ongoing basis, without an SCA for each payment.

What it means
A customer can authorise Tink to make payments on an ongoing basis. So the next time they pay, they no longer need to go through the authorisation steps.

With VRP, Pay by Bank's user experience becomes even faster and simpler.

> **With Visa's unrivaled bank connections, Tink expects to be the first to market with ecommerce-ready VRPs.**

9:41

⚡Energy Co⚡

Set up your recurring payment, Jane.

Below you will set the payment parameters for your payment mandate. Any payment taken from your account must meet these constraints.

Dates
Choose when your mandate starts.

📅 2023-02-01 ⌄   Add end date +

Maximum Amount (Individual Payment)
Set the maximum amount for each individual payment.

£50.00

0   10   20   30   40   50   60   70   80   90   100

Maximum Amount per Month ⌄
Limit the payments you'll make over a set period.

£250.00

170   180   190   200   210   220   230   240   250   260   270

Add new periodic limit +

Continue

9:41

Cancel   Send money

£17.99

to [Merchant]

Show details ⌄

Please authenticate this payment, we won't share your log

Enter your Digi   rd

Face ID

Authenticate with password

Authenticate with Face ID

Delegated SCA

What it does
Issuing banks delegate Secure Customer Authentication to Tink as a technology provider

What it means
Instead of going through their bank's SCA to authenticate themselves, customers can be securely authenticated by Tink.

With Delegated SCA, instead of payment flows differing by bank, Tink can offer one best-in-class authentication experience built on the latest authentication methods e.g. biometrics for all banks.

> **As the only provider with access to Visa's Delegated SCA Program, Tink is uniquely able to offer this feature.**

Business value — **Merchant adoption** — **Consumer adoption**

Industry developments offer a strong tailwind

Europe's rails are being upgraded across the board to support simple, real-time payments at scale

Tink is a founding member of **key industry bodies** in the UK and Europe and our policy teams engage with **regulators and national authorities** on a routine basis to both influence and stay abreast of changes.

Country-by-country

Variable Recurring Payments
CMA mandated that open banking APIs will enable sweeping – the moving of funds between a customer's accounts

giroAPI
Currently building scheme with German bank association to launch premium APIs while ensuring support for Dynamic Recurring Payments and modern SCA mechanisms

P27
Instant payment scheme set to launch in 2023

Straks 2.1
Some banks already live with new instant payment scheme

Europe-wide

Instant payments regulation
All banks in Eurozone must support sending and receiving instant payments 12 months post-enforcement (fees equal to non-instant credit transfer)

RTS-SCA amendment
SCA required every 180 instead of 90 days from July 2023

SPAA
Scheme to reduce the overhead to launch premium APIs – merchant associations estimate 20-50% of all digital payments will move to SPAA if well-adopted by banks
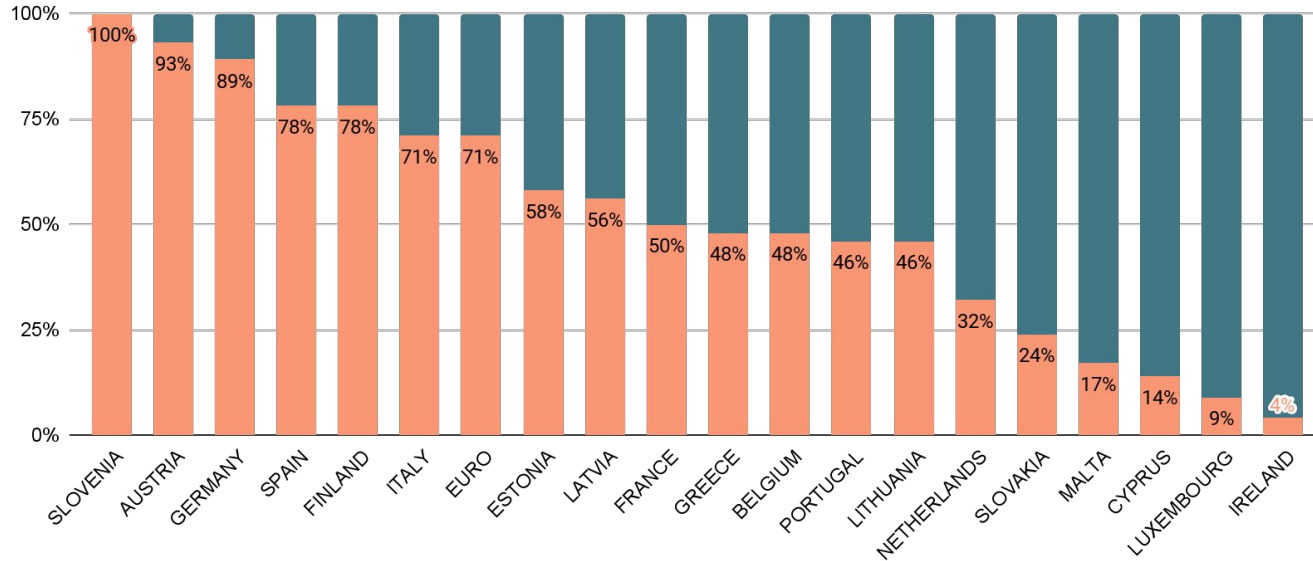
PSD3
Potentially redefining AIS and PIS to broaden scope, proposal expected in June 2023

SCT Inst scheme adherence in the eurozone as of June 2022

The EU is exposed to significant fragmentation regarding the adoption of SCT and conformance to the TIPS interbank settlement system.

Moreover, some banks use the launch of SCT Inst as an opportunity to commercialise instant payments by giving payment service users the ability to make a direct payment for a small fee.

Note: The Netherlands runs a local variation of the SCT scheme with differentiation of time critical and non-time critical payments which are settled instantly Worldline (formally Equensworldline).
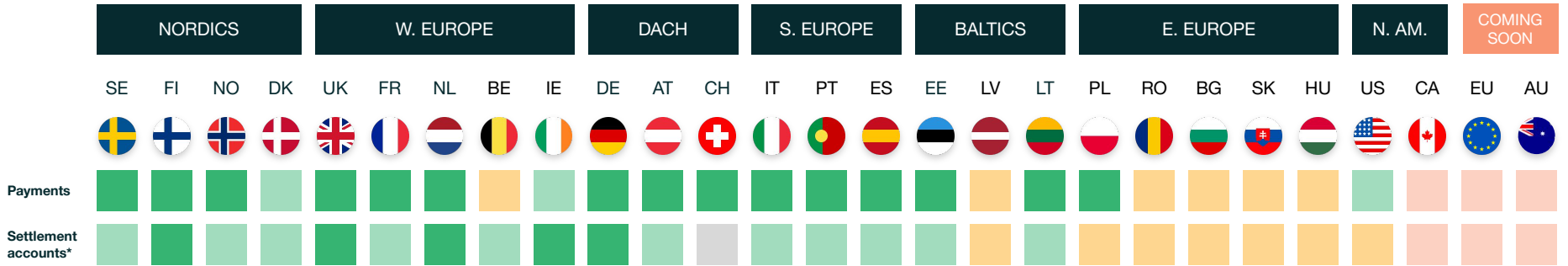Source: EPC, "Status Update on SCT Inst Scheme July 2022 ERPB Meeting", 13 June 2022

03.2 Technical proposal | Product features

Coverage   Our roadmap to global connectivity

Tink plans to be live in Canada, all of the EU, and Australia in 2024

	NORDICS				W. EUROPE					DACH			S. EUROPE			BALTICS			E. EUROPE						N. AM.		COMING SOON	
	SE	FI	NO	DK	UK	FR	NL	BE	IE	DE	AT	CH	IT	PT	ES	EE	LV	LT	PL	RO	BG	SK	HU	US	CA	EU	AU
Payments	🟩	🟩	🟩	🟢	🟩	🟩	🟩	🟧	🟢	🟩	🟩	🟩	🟩	🟩	🟩	🟩	🟧	🟩	🟩	🟧	🟧	🟧	🟧	🟢	🟥	🟥	🟥
Settlement accounts*	🟢	🟩	🟢	🟢	🟩	🟢	🟩	🟢	🟩	🟩	🟢	⬜	🟢	🟢	🟢	🟢	🟧	🟢	🟢	🟧	🟧	🟧	🟧	🟧	🟥	🟥	🟥

🟢 Live today

🟩 Live in next 6 months

🟧 Live in next 12 months

⬜ Not planned

*Available settlement currencies

Today
EUR, GBP

Coming soon
SEK, NOK, DKK, PLN

Note: Tink's connectivity roadmap is constantly evolving based on customer demand or strategic re-prioritisation

Wrapping Up

Why the time to invest in open banking is now

→ **Rising demand** among merchants and consumers for secure, low-cost payments

→ **New ways to add value** by combining payments and account data

→ **Innovate new payment experiences** that fit key use cases better than traditional options

→ **Build sustainably for the long term** with a business spanning multiple payment rails

... with Tink as your long-term partner

bitpanda crypto.com PayPal adyen

Revolut scalapay xero AMERICAN EXPRESS

Best-in-class platform
Delivering highest uptime and success rates

→ **3.5K**
optimised bank connections

Rich, powerful products
Leveraging both account data and payments

→ **10+**
unique products on one platform

Partner of choice
For the leading players on the market

→ **12K+**
developers on our platform

Europe's largest open banking platform
Backed by a 600-strong team

→ **60%**
in engineering roles

9:41

Checkout

Pay by bank

Card payment   VISA

Klarna   K.

Paypal   PayPal

Total payment   £500
Paying to   Example Inc
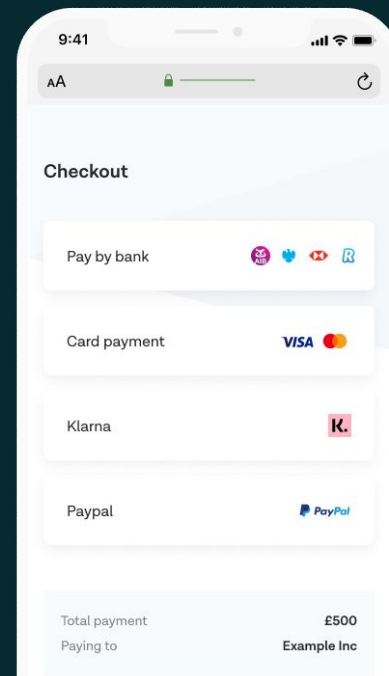
Why is Tink the right partner for your Open Banking activities?

Experience providing Open Banking services, reliability and compliance

The most mature and largest Open Banking platform in Europe, processing €71M+ on peak days, with 99.9% uptime. As a part of Visa, reliability and scale is ingrained into everything we do.
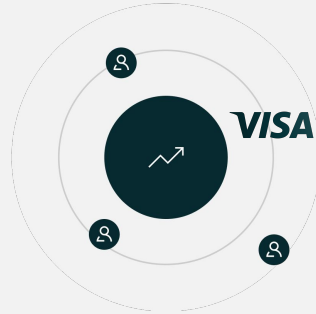
Growing Industry-leading team and Visa backing

Growing employee base of 600 at Tink, with over 60% of them in engineering echoed in the Visa ecosystem.

White-label consumer interface

We guarantee the best success rates by using our powerful SDK, and leverage the largest data pool in open banking to optimise UX and conversion.

Partner of choice for market-leading financial institutions

Industry leaders in banking and payments choose Tink to power the next generation of financial services.

Tink delivers high-performing connectivity at scale

api
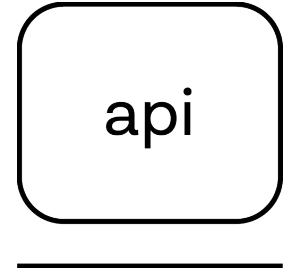
100% of Tink's connections are owned in-house, allowing us to optimise consent steps, bank integrations, and redirects over 10+ years

1 Tink reaches more **customers** in every market

2 With more **bank connections** than any other provider

3 All built, managed, and optimised by **in-house** teams

4 Battle-tested with the highest **daily payments volume**

4 And optimised for **uptime and reliability** 24/7

+95% — **3.5K** — **100%** — **€65M** — **99.9%**

Part of the world's most dependable payments network

VISA

tink

A Visa Solution

Tink is the largest acquisition in Visa's history, underlining a long-term belief in and commitment to open banking payments

- ✓ 50+ years of experience in managing networks at scale

- ✓ World-leading experts in platform reliability and uptime

- ✓ One of the most globally recognised and trusted brands

- ✓ Long-term commitment to investing in open banking

- ✓ 10+ years of partnerships with leading UK and European banks

- ✓ ISO 27001 certified platform with >99.9% uptime

- ✓ Highest security standards enabled by Oauth 2.0 and mTLS

- ✓ Real time API monitoring with data reported on status.tink.com

Tink and Visa's strategic development plan

Core principles

Visa supports buyers and sellers in choosing the **best way to pay and be paid**. Open banking and Tink, the **largest acquisition** in Visa's history, are key enablers of this.

Open banking is a pivotal technology that will **transform payments experiences**, and Visa is committed to ensuring Tink **remains a leader**.

Continued investment in the **Tink platform and connectivity** is key to fulfilling open banking's potential and enabling Tink on our mission to power the new world of finance.

3-year investment program

1

Tink is able to continue **investing in and optimising its market-leading coverage in the EU and UK**, maintaining its position as Europe's most robust open banking platform.

2

Tink accelerates its **global expansion** starting with **North America in 2023** while simultaneously hiring for and investing in fast-follow markets in **Australia, Latin America, and Asia**.

3

Tink is able to innovate beyond core PIS technology, using Visa platform and data capabilities to create **A2A payment methods** loved by consumers, banks, and merchants.

| VRP | Card network data |
| Delegated SCA | Visa Direct |

VISA

+

tink
A Visa Solution

- ✓ 50+ years of experience in managing networks at scale
- ✓ World-leading experts in security, reliability, and now open banking
- ✓ Resources and know-how to keep pushing the envelope in A2A payment experiences
- ✓ Today Tink benefits from Visa's strong platform and investment while innovating without distractions

… and what makes us unique

01   **Highest success rates in the industry**
Maximising your revenue

$\rightarrow$ **87%**
avg. E2E success rate

02   **Slick, easy-to-master UX**
With proven consumer adoption

$\rightarrow$ **250M**
connected consumers

03   **Coverage that performs at scale**
100% owned in-house, backed by Visa

$\rightarrow$ **99.97%**
uptime

04   **Bank-level security on every payment**
With no SCA fraud liability

$\rightarrow$ **100%**
SCA on every payment

05   **Straightforward pricing**
No ad valorem fees

$\rightarrow$ **80%**
avg. reduction in payment-related costs

Thank you!

thomas.gmelch@tink.com

tink

A Visa Solution

APPENDIX

(1) Integration

Tink Link is the secret sauce behind our superior success rates — and you have full control over branding and the payment experience

Customisation

A white label Front End SDK that absorbs all the bank nuances and can be customised to the customer's branding

Tink optimizations

Continuously improving the user experience by analysing quantitative and qualitative data. From grouping the bank's branches to enabling market specific bank- search fields, on highlighting the most popular authentication method and others.

1 SCA

On the markets that require 2 SCAs for a single payments journey, Tink offers the tooling to skip the first SCA and provide a seamless payments experience

Mini widget

Faster bank selection already on the customer's end. The end user just selects their bank and jumps directly to authentication
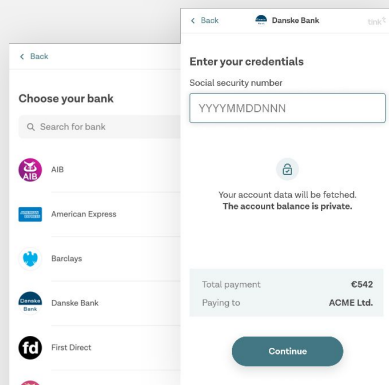
04 Virtually zero fraud by design

⭐ Tink's unique solution

Plus Tink's fraud toolkit helps you manage high-risk payment scenarios

Fraud toolkit

What it means

🔒 Balance verification

🔒 Max. amount check

🔒 Transaction check

🔒 Volume checks

🔒 Pre-booked turnover check

🔒 Account seizure check

🔒 Chargeback check

🔒 Low turnover check

🔒 30-day check

🔒 Pending payments check

🔒 Loss payments check

Verify real-time account details

Access real-time account details to check that there's nothing preventing final execution of the payment, from insufficient funds to transaction and volume limits.

Flag high-risk transactions

Check recent account activity to identify and prevent likely fraud attempts, based on transaction data, chargeback data, and any history of account seizure.

Block known fraudsters

Use databases to block known fraudulent IBANs while letting trusted customers sail through.

Tink's Commercial model

Platform fee

Includes licence, implementation, maintenance, standard support, solution updates as well as hosting and a defined minimum number of transactions.

Implementation

Standard deployment and implementation support is included. We use Tink's production in a way that is compatible with existing functionality, data availability and supported integration methods. Custom development is not included unless stated in the contract.

Hosting

The solution is hosted in our public cloud.

Support & maintenance

The platform is delivered as a managed service (SaaS model) including both maintenance and standard support.

Variable fee

Transaction-based pricing. Applied for volumes above what's included in the Platform fee.

Extended support fee

For partners with higher requirements for support Tink provides two levels of premium support:

Extended support

Commitment for latency and uptime with service credits included.

24/7 Support

Service hours 24/7 plus as above with faster latency commitment.

General guidance

We offer our products with a subscription based monthly fee that includes future development and features for each product.

All fees are payable to Tink and will be billed monthly in arrears. Platform fee is invoiced from contract sign as detailed in the proposal.