



Our Mission

"In an increasingly uncertain and competitive environment, we help banks lend to SMEs with greater confidence and predictability."

## The problem

Out of date historical SME data offers UK banks little confidence in current or future performance

02

Inherently, banks suffer from costly labour intensive and inefficient relationship management processes



03

High levels of impairment losses in the SME lending sector with increasing risk and uncertainty



## The solution

OpenRep.cloud

01

Near real-time data with current and forecast financial performance

02

Ability to predict positive and adverse trends

03

Automated triggers and alerts to help relationship managers and SMEs

04

OpenRep helps reduce losses and improves operational efficiencies



# Market research and timing

With access to data, advancements in technology and changes in regulation, there has never been a better time and opportunity for OpenRep

- UK SME lending sits at £153bn with 70,000 new loans approved each quarter
- The introduction of Open Banking and APIs
- Recent changes in insolvency regulation allowing HMRC to rank above the Bank
- RBS capability and innovation fund (£445m) driving competition for SME business

- Significant SME loan impairment rates across UK Banks
- 'Making tax digital' leading to increased adoption of cloud based software packages (90% of SMEs by 2020)
- A progressive regulatory regime driving competition and innovation



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#### An experienced team



Eddie Curran

Successful business leader with over 24 years' experience gained in Financial Services across the UK and US, specialising in Technology implementation and Transformational change within Banking.



David McCreadie

Highly respected Financial
Services industry leader and
senior Banking Executive, with
over 30 years' industry
experience and a proven track
record in establishing new
banking propositions and
successfully taking them to
market, in both the UK and US.



Mike Joseph

Serial entrepreneur with crossindustry experience and a
passion for helping SMEs to
achieve their goals and create
shareholder value.
Successfully launched and
sold his own business which
achieved a Queens Award
for Exports.

#### Team of advisors

ADDLESHAW
GODDARD







### How OpenRep works



### Step 1

SME granted loan and provides bank with consent to access their accounting data

#### Step 2

OpenRep aggregates SME data from cloud based accounting software packages and other industry data sources

#### Step 3

OpenRep monitors and analyses financial performance to identify patterns and trends

#### Step 4

OpenRep provides relationship managers and SMEs with regular reporting, insights and recommended actions



# Benefits of OpenRep

Build deeper, richer relationships

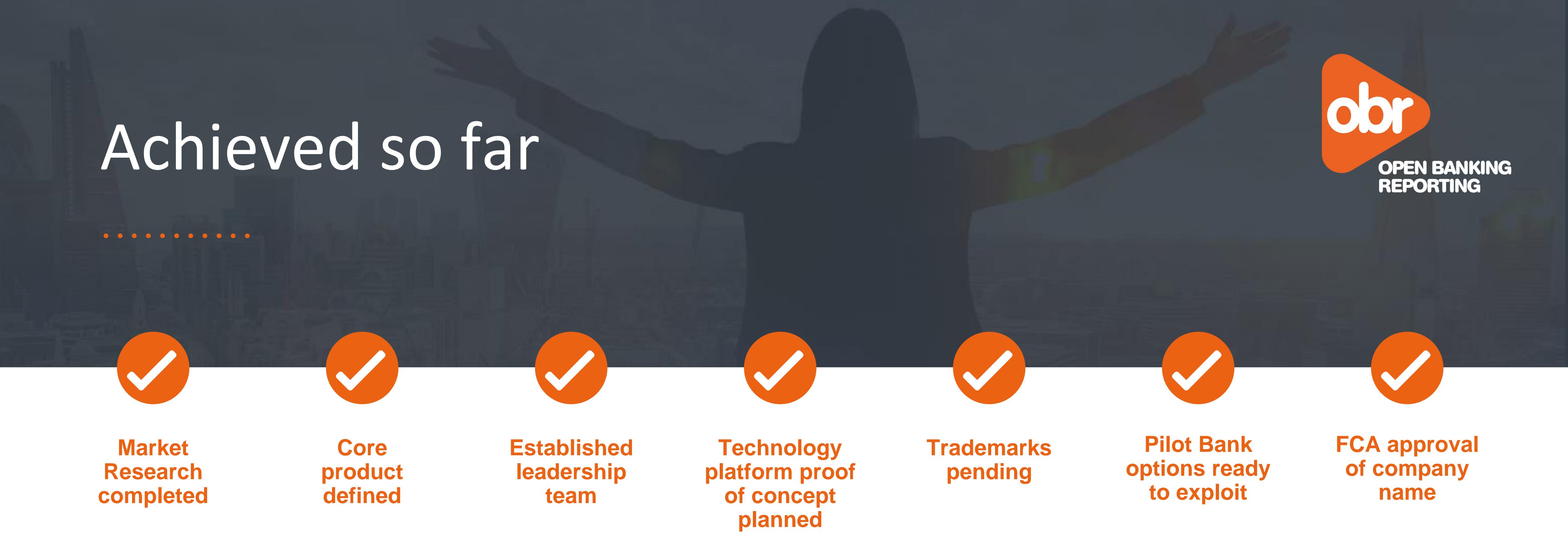






- Reduced risk and cost
- Greater control acrossSME portfolios
- ✓ Valuable and timely performance insights
- Informed sales opportunities

- Improved lending rates
- Ease of satisfying reporting covenants
- Greater support and assistance at the right time
- ✓ Valuable and timely performance insights



Additionally, OBR have been successfully awarded one of only nine places on the 2019 AG Elevate programme. www.addleshawgoddard.com/en/ag-elevate/

AG Elevate is a fast-track 10-month programme for selected FinTech's designed to accelerate growth.



Grow market-share through strategic partnerships and premium services



Secure first-mover advantage with market leading proposition



Pilot MVP with initial bank and refine proposition



Develop proof of concept and define MVP, with full product roadmap

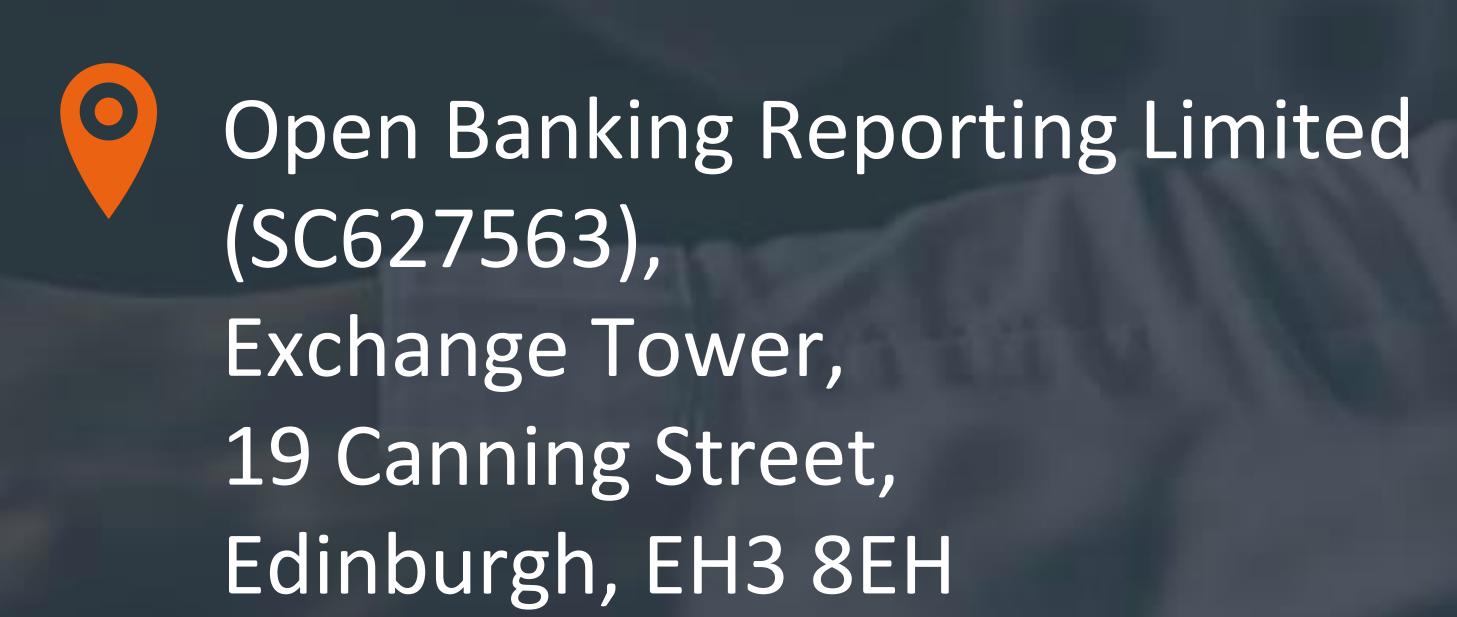


Establish a core team of 7 and grow to 20+ staff by year 4





# Thankyou





info@openrep.cloud



www.openrep.cloud



#### Disclaimers

Financial Services and Markets Act 2000

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