



OPEN BANKING
REPORTING

Open Banking Reporting Limited

.....

Our Mission



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

The problem

.....

01

Out of date historical SME data offers UK banks little confidence in current or future performance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



**OPEN BANKING
REPORTING**



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**

1

UK SME lending sits at £153bn with 70,000 new loans approved each quarter

2

The introduction of Open Banking and APIs

3

Recent changes in insolvency regulation allowing HMRC to rank above the Bank

4

RBS capability and innovation fund (£445m) driving competition for SME business

5

Significant SME loan impairment rates across UK Banks

6

'Making tax digital' leading to increased adoption of cloud based software packages (90% of SMEs by 2020)

7

A progressive regulatory regime driving competition and innovation



OPEN BANKING
REPORTING

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 cross-industry 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



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 across SME 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

Achieved so far



**Market
Research
completed**



**Core
product
defined**



**Established
leadership
team**



**Technology
platform proof
of concept
planned**



**Trademarks
pending**



**Pilot Bank
options ready
to exploit**



**FCA approval
of company
name**

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.

Key operational goals

.....



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



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



Pilot MVP with initial bank and refine proposition



Secure first-mover advantage with market leading proposition



Grow market-share through strategic partnerships and premium services



OPEN BANKING
REPORTING

Thank you

.....



Open Banking Reporting Limited
(SC627563),
Exchange Tower,
19 Canning Street,
Edinburgh, EH3 8EH



info@openrep.cloud



www.openrep.cloud

Disclaimers

.....

Financial Services and Markets Act 2000

This summary business plan is not a prospectus and does not, and is not intended to, constitute an offer or invitation to invest in securities, nor shall it, or any part of it, be relied upon in any way in connection with an offer to subscribe for shares. Private Investor recipients are assumed to possess a certificate of 'High Net Worth' or 'Sophistication' as set out in articles 48 & 50 of the Financial Services and Markets Act 2000 (Financial Promotions) Order 2001. You should seek your own independent advice in relation to the information contained therein. Investment in a new business carries high risks as well as the possibility of high rewards; it is highly speculative, and investors should be aware that no established market exists for the trading of shares in private companies.

Before investing in a project about which information is given, potential investors are strongly advised to take advice from an authorised person who specialises in advising on investments of this kind.

Confidentiality & Disclaimer

Receipt of this summary business plan shall constitute the agreement of the recipient that the summary business plan, together with any additional information, verbal or otherwise, that may be provided, (i) shall be treated and maintained as confidential, (ii) shall not be reproduced or used for any purpose other than to evaluate the proposed investment, (iii) shall not be submitted to or discussed with persons other than the authorized representatives, agents and advisors of those to whom it is transmitted by the Company (and only then on the confidential basis described in this paragraph) without prior written consent of the Company, and (iv) shall be returned to the Company promptly at any time upon request. Any distribution of this material, in whole or in part, or the divulgence of any of its contents, without the prior written consent of the Company is expressly prohibited.