

## OpenWealth Association

The API Standard and Community for Wealth Management

synpulse × synpulse8





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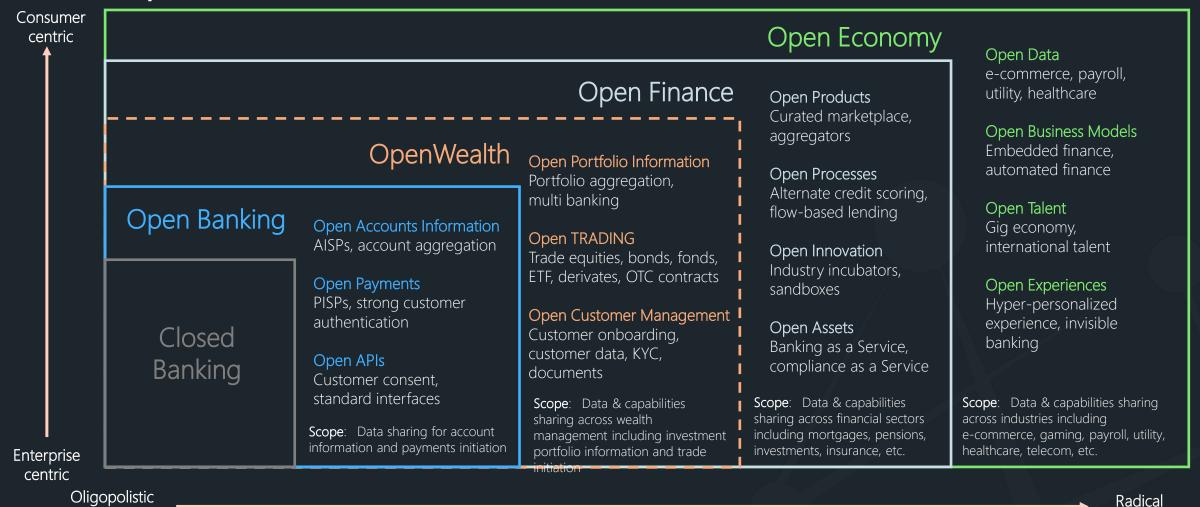
The Open Finance Evolution



competition

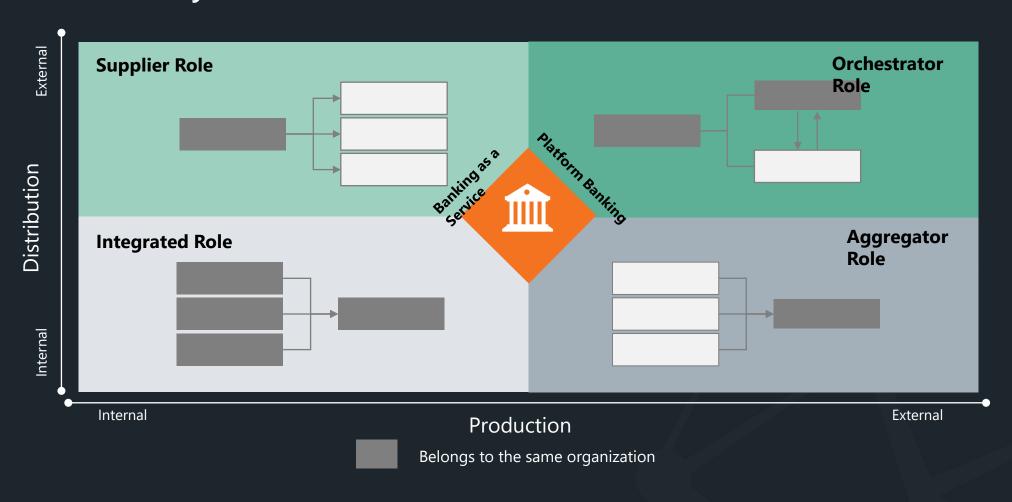


## The Open Finance Evolution



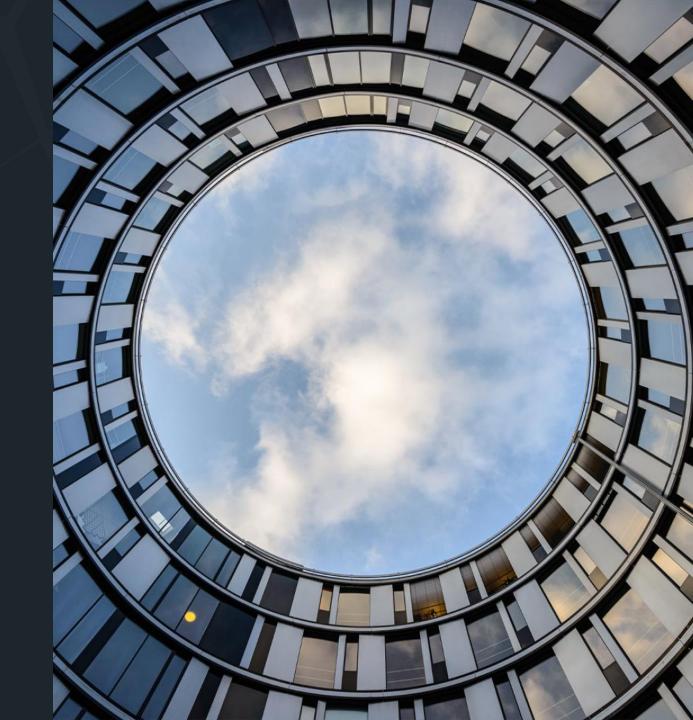


# Depending on the use case financial institutions have different roles in the ecosystem





02 OpenWealth Association



# openwealth

### Scalable custody banking services





SWIFT, FIX, SFTP, EBICS, etc...

Point to Point integration of Intermediates with proprietary interfaces and expensive infrastructure





Scalable and reusable integration

with a trusted community using OpenWealth API

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### Vision and Mission

Our vision is to establish the global Open API standard and community for wealth management use cases.



#### **Innovate & Create**

Explore new use cases

Develop new APIs



#### Maintain & Operationalize

Stabilization & enhancement of APIs

Operationalization support



#### **Distribute**

International community growth

National and international alignment with standardization committees



### OpenWealth Community



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# API Development

Develop APIs with the community for the community



A community of OpenWealth API consuming WealthTechs



A community of Financial Institutions Institutions that is using the same API API standard according to OpenWealth guidelines.



Known semantic based on established established industry standards (ISO20022, FIX)



Standardized security and consent handling for reusable and secure strong strong customer authentication.



Knowledge for best practice implementation and API capabilities



Regulatory & Compliance framework framework compliant with the OpenWealth connectivity



03
API & Use
Cases





# Plug-and-Play Banking

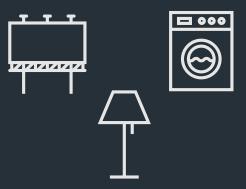
Standardized APIs are the basis for scalable digital business models where two or more parties in the value chain are involved

#### Standard API



- Documented
- Standardized
- Defined for the interaction between machines
- Easy to use even if the implementation is unknown

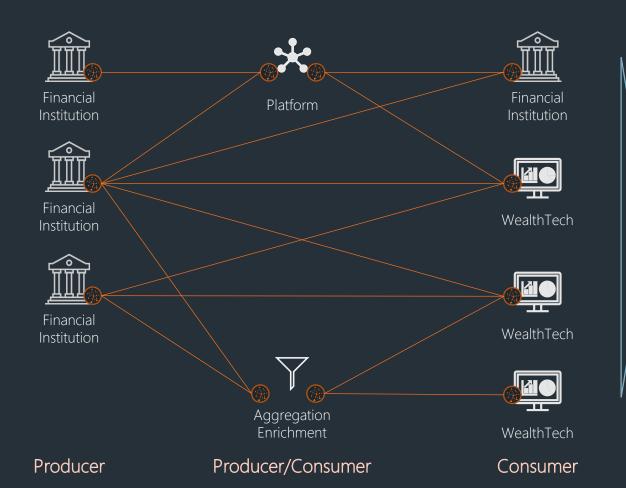
#### Consuming APIs



- Implemented by different parties
- Not bound to a specific use case
- Open for innovation



# Scope of Business







Independent Asset Manager



Family Office

#### B2C



Private Banking, Affluent & Retail Customers

**End-Client** 



# OpenWealth APIs







Data  Positions of any kind (security, cash, loans, etc.)  All transactions affecting position bookkeeping	<ul><li>Customer Management</li><li>Customer master data</li><li>KYC</li><li>Documents</li></ul>	<ul> <li>Order Placement</li> <li>Stock exchange &amp; OTC bulk and single orders</li> <li>Order status and executions</li> <li>Billing details with all costs</li> </ul>
cash, loans, etc.)  • All transactions affecting position	• KYC	<ul><li>single orders</li><li>Order status and executions</li></ul>
Portfolio Management     Reconcilliation	<ul><li>Customer Onboarding</li><li>Customer Lifecycle Management (KYC reviwes, etc)</li></ul>	<ul><li>Trading (Listed &amp; OTC)</li><li>A cost effective alternative to FIX</li></ul>
<ul> <li>V 1 live &amp; implemented by 8 members</li> <li>V 2 published</li> <li>V 3 in development</li> </ul>	<ul><li>V 1 live &amp; implemented by 3 members</li><li>V 2 published</li></ul>	<ul> <li>V 2 live &amp; implemented by 3 members</li> <li>V 2.5 will support event streaming (order status change and executions)</li> </ul>

# Customer Management API

**EAM CRM** 



Initial Customer Onboarding & Updates at EAM



Customer

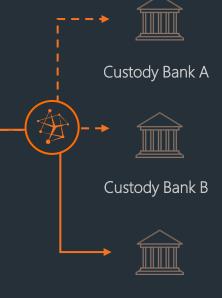
Customer Data

- KYC
- Identification
- Documents
- Products

Onboarding & Lifecycle Management at Custody Banks via <mark>OpenWealth</mark> Customer Management V2 API

Share & consume automatically with & from custody banks:

- Customer Data
- KYC
- Documents



Custody Bank C

Advantages of using the OpenWealth API standard for the connectivity between custody bank and financial intermediaries

#### **Custody Banks**

- Reduce manual efforts for the EAM desk.
- Reduce cost for onboarding new FIM.
- Reduced IT costs due to decreased interface maintenance.
- Increase revenue by expanding your custody banking business in new segments (BaaS).

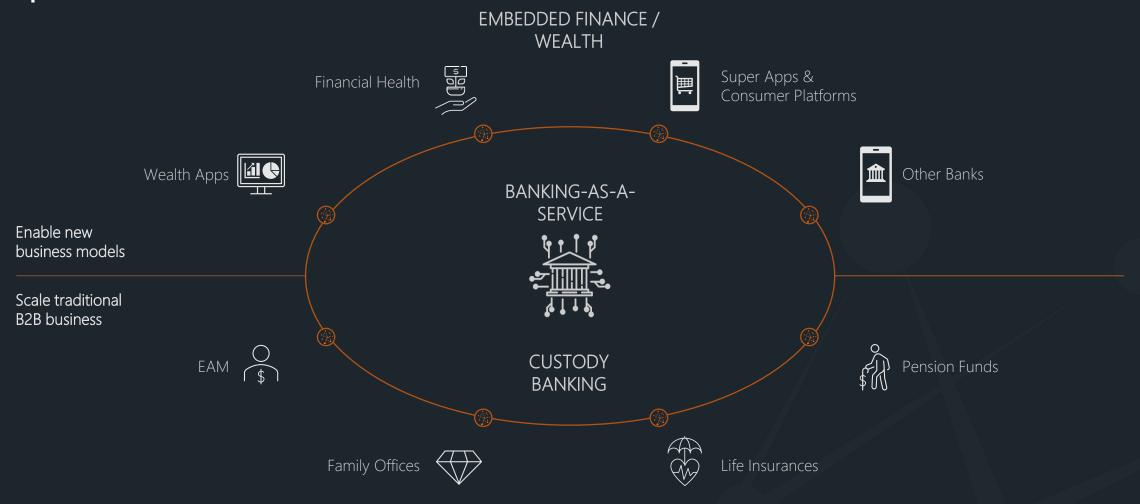


#### **Financial Intermediaries**

- Easy access to new custody banks.
- Reduced manual efforts.
- Reduce effort and costs for data cleansing due to enforced high data quality.
- Reduced IT costs due to lower costs for PM system vendors.



### OpenWealth Use Cases





## Driver for disaggregation of value chain in Wealth Management

Private Banking's traditional revenue streams

#### Infrastructure

- Custody
- Trading
- Payment Services
- **C** Cards

Revenue Trend

Strategic Action

Strategy



Reduce cost per unit Increase volume



Banking as a Service

#### **Products**

- Discretionary Management
- Funds
- Structured Products



Reduce cost per unit Increase volume with new distribution channels



Banking as a Service

#### Advice

- Investment Proposals
- Financial Planning
- Legacy Planning



Holistic advice
Hyper-Personalization
Ecosystem beyond banking



Platform / Ecosystem Banking





# openwealth sandbox POWERED BY Synpulse8

New sandbox is in development with synthetic data and security flow to develop and test OpenWealth API connectivity end-to-end without onboarding with a bank or API hub.



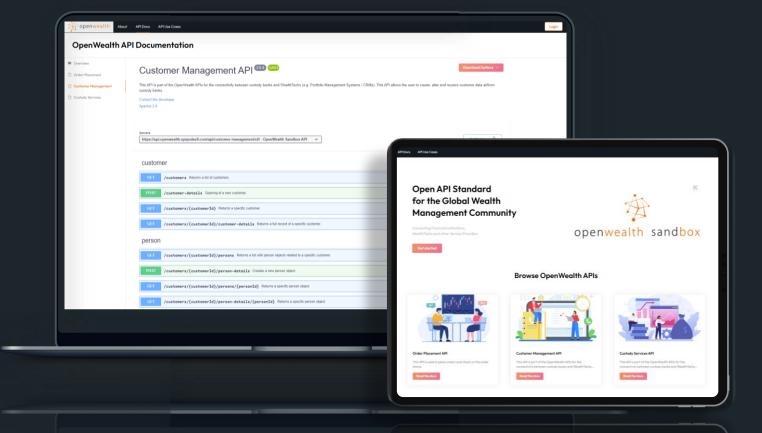
**Foster Innovation** 



**Operationalization** Support



**Quality Assurance** 



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