



APIs and the future of Financial Services

Solving for today, anticipating for tomorrow.

What's driving change in global treasury services

In today's complex environment, treasurers are taking advantage of technological advances to migrate to a digitally enhanced, interconnected ecosystem.



Behavioral

- Consumer driven
- Optionality
- On-demand real time
- Always on
- eCommerce



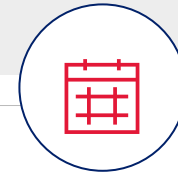
Global Events & Geo-political

- Climate change
- Pandemic
- Brexit/ Ukraine/ Taiwan
- Global supply chain
- Economic pressures



Socio-economic

- Globalization realignment
- Wealth creation
- Longevity
- Generational segmentation
- Unbanked penetration



Regulation & Competition

- Compliance and control
- Consumer protection
- Trade policy
- Open banking
- LIBOR transition



Technology

- Host2 host
- Innovation
- Connectivity
- Data & analytics
- Intelligent automation
- Simplified software development
- The Cloud



Dynamic Business Models

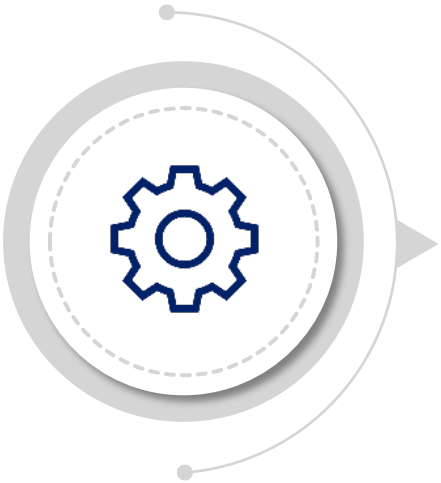
- Pace of change
- Increase in size and complexity
- Horizontal expansion
 - Diversifying revenue streams
 - Monetizing customer relationship



On-time Treasury – what does it mean?

On-time Treasury is the technology driven acceleration of operational workflows for faster and continuous execution.

From batch to continuous workflows



- Real Time “Instant” Payments
- ROBO – real time receipt & liquidity concentration
- Continuous reconciliation

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On demand



- Data and analytics
- Request for payment
- Cash forecasting

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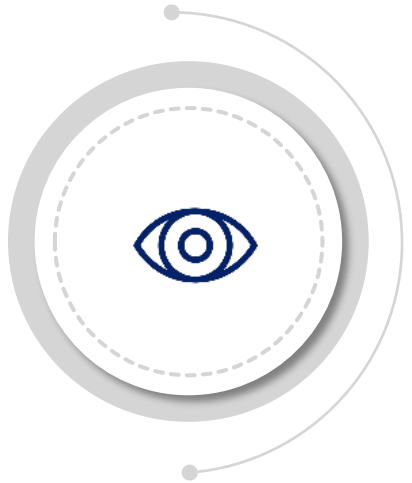
“Always on”



- 24/7/365 availability
- Global processes and execution standards
- Real-time liquidity management

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Continually informed



- Transparency
- Status tracker
- Auto confirmation
- Event driven alerts

Benefits: Increases accuracy, accelerates execution, drives agility, timely business decisions, reduces manual activity , leading to operational scale and improves cost-efficiency



Building blocks to deliver On-time Treasury



Instant Payments

- Send and receive
- Request



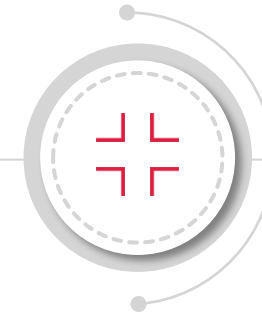
Wallet & eCommerce

- Receiver controls



Cash Position & Forecasting

- Predictive analytics



Bank Reporting & Reconciliation

- Bank Reconciliation
- Periodic to continuous



Liquidity Optimization

- Batch to continuous
- Intra-Day periodic
- Real-time sweeps
- Virtual accounts



Business Process Monitoring

- Real time exceptions
- Fraud management



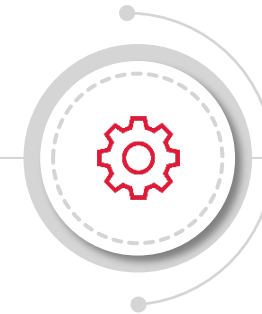
Reporting & Performance Management

- On Demand dashboards
- Event alerts
- Measures the results of transactions



Analytics & Diagnostics

- Dynamic business rules
- Workflow management
- Machine Learning



Data Management

- Instant updates
- Market data



Bank Account Management

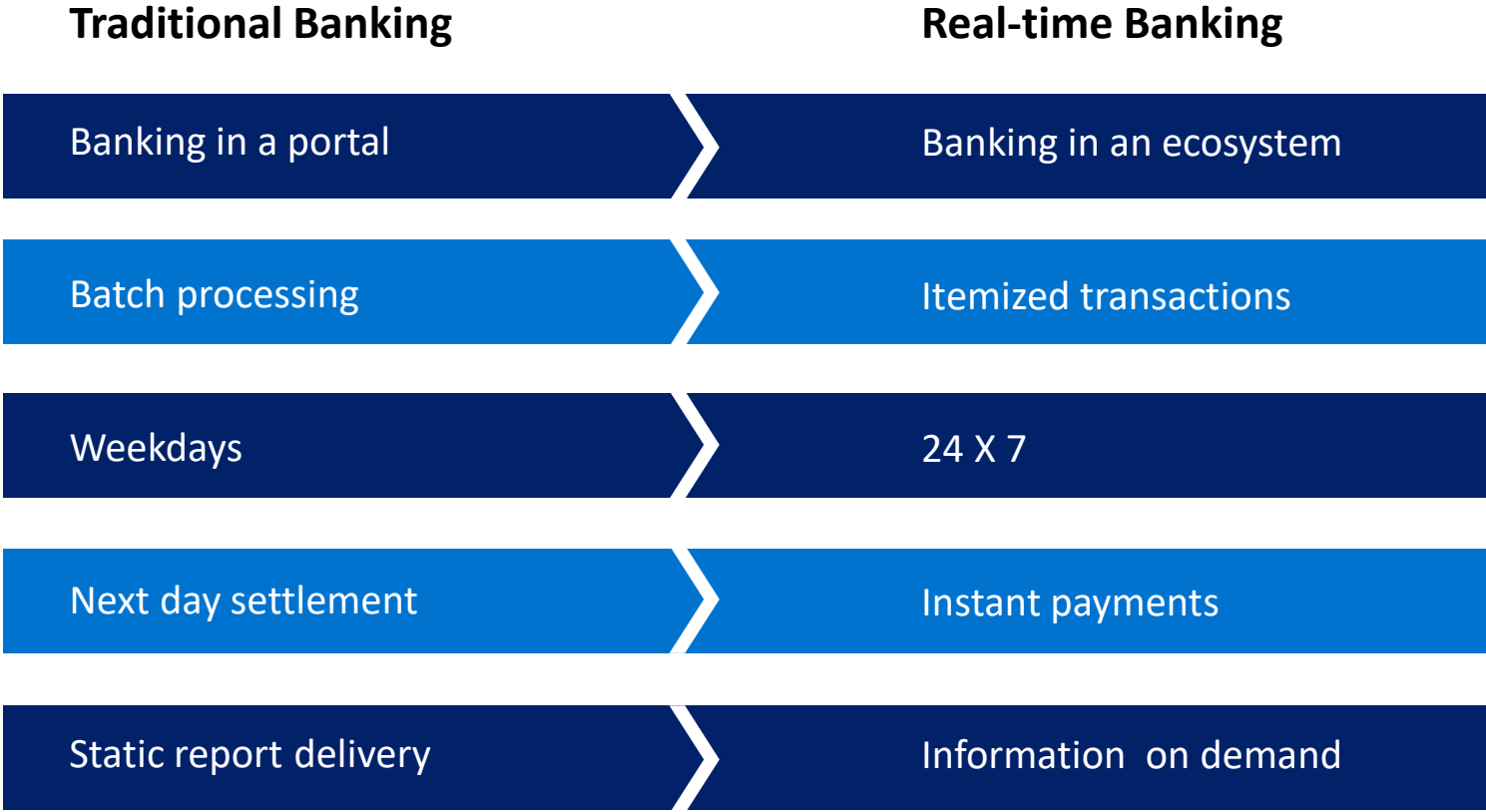
- In control
- Visibility



All fueled by, driven by, designed around APIs

Capture the value of APIs

APIs deliver a real-time banking experience, enabling your treasury team to perform banking activities within your chosen ecosystem. APIs can reduce costs and improve operational efficiency by automating your treasury processes.

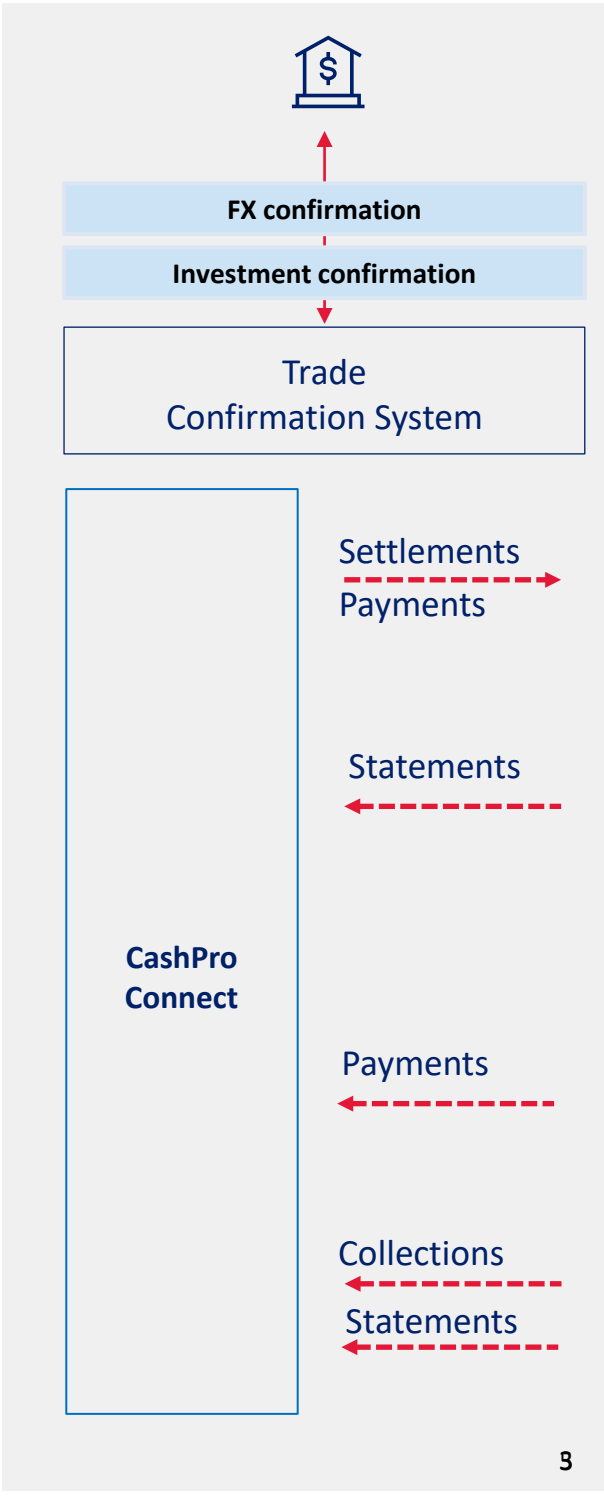
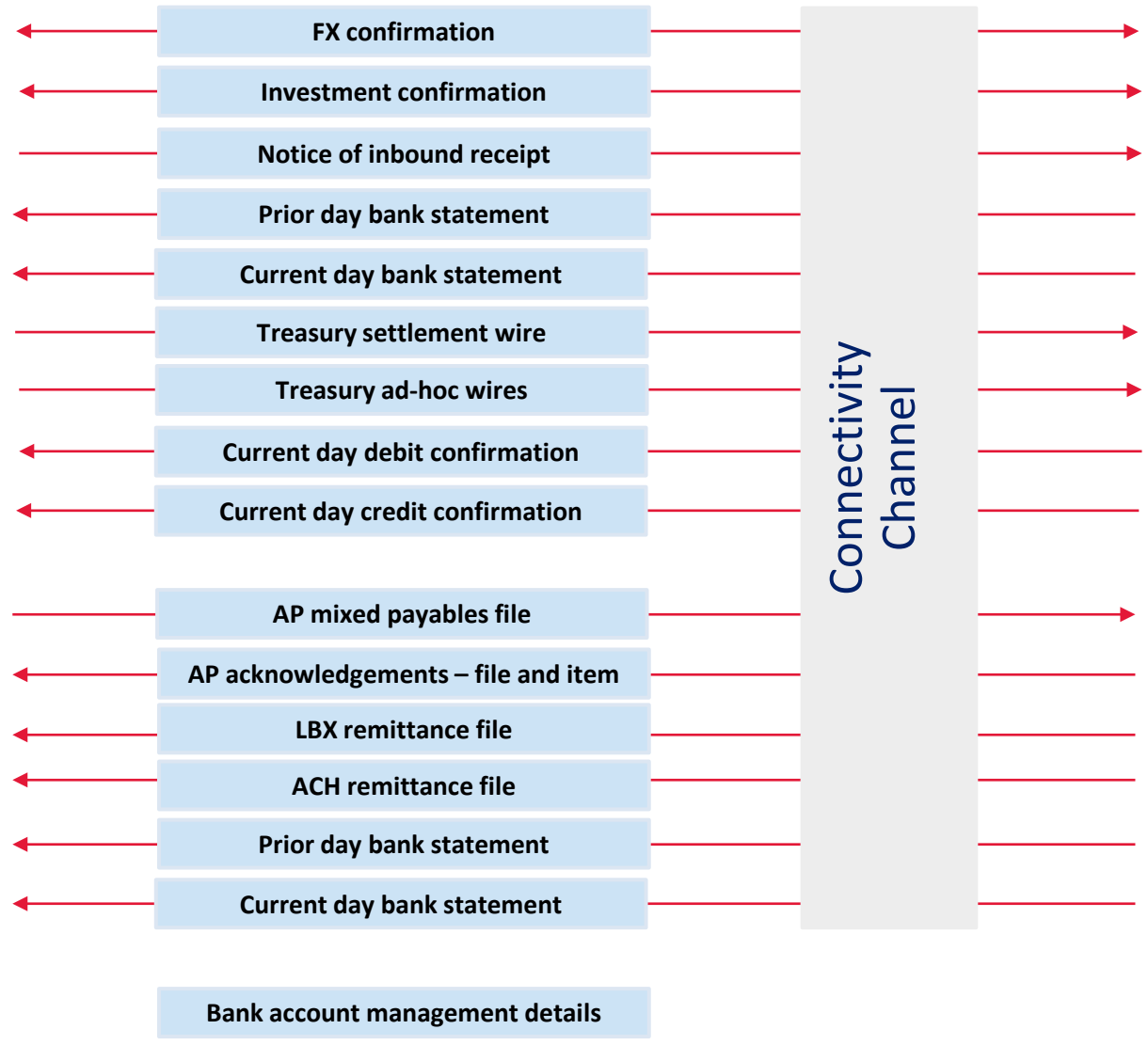
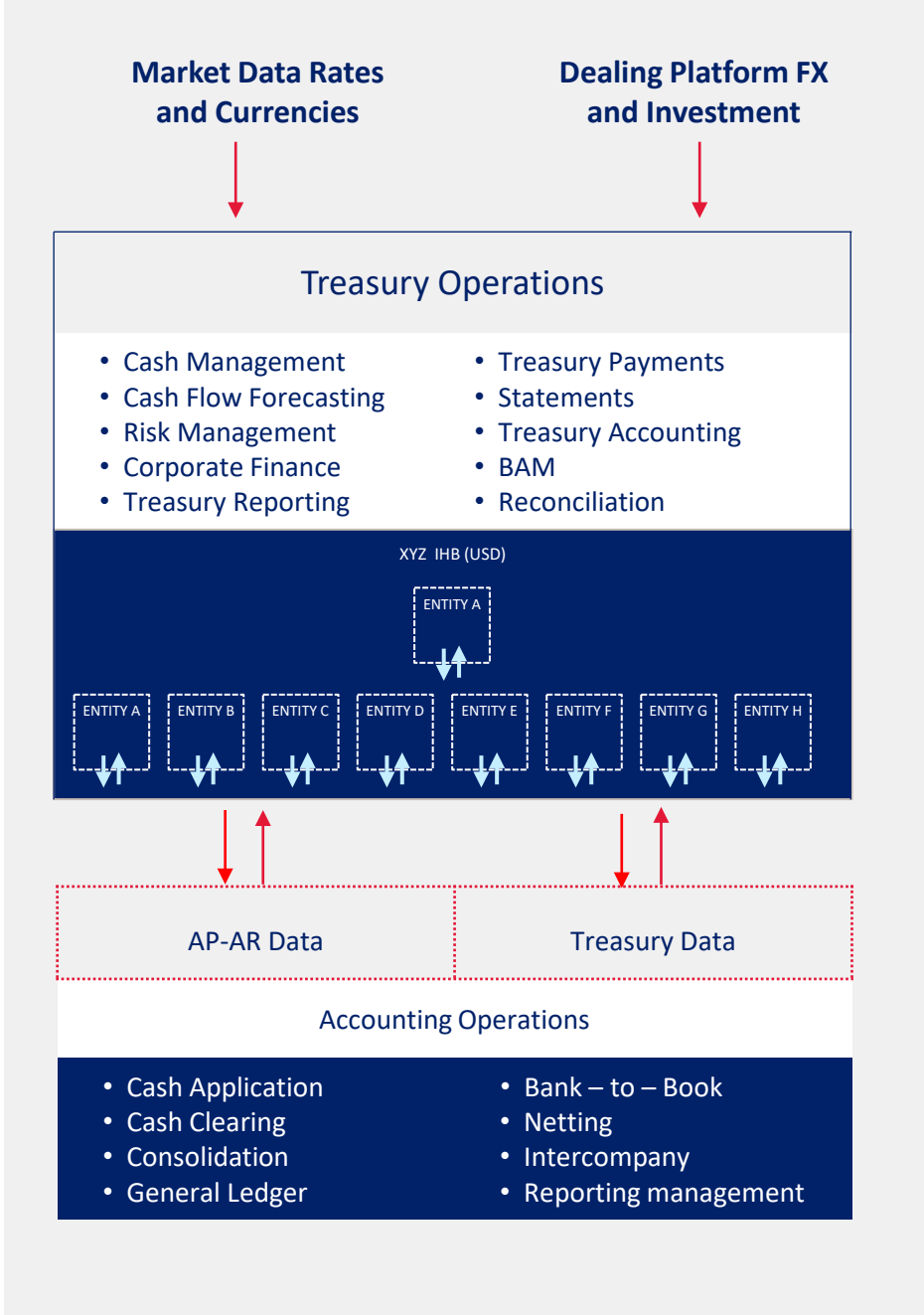


Benefits

- | Always accessible
- | Data as needed
- | User centric design
- | Driving innovation
- | Increase resiliency



Corporate flows in an on-time world – a model



API Case Studies



Working Capital

An insurance client gained greater visibility to the funds they were collecting to faster investment decisions as well as cost savings by shifting from manually downloading bank statements to track receipt of funds to having that same information automatically post to their system.



Reconciliation

A transportation company, who had been using a third-party contractor to manage their check and accounts payable reconciliation process, saved time and money by switching to CashPro API.

Making the move from checks to more efficient ACH payments via their ERP.



Relief

The API made it possible to send Zelle® payments for a charitable organization to deliver on their mission and provide fast, efficient financial assistance to airmen and national guard members through their internal ERP – making it easier to send the funds when and where needed.



Retention

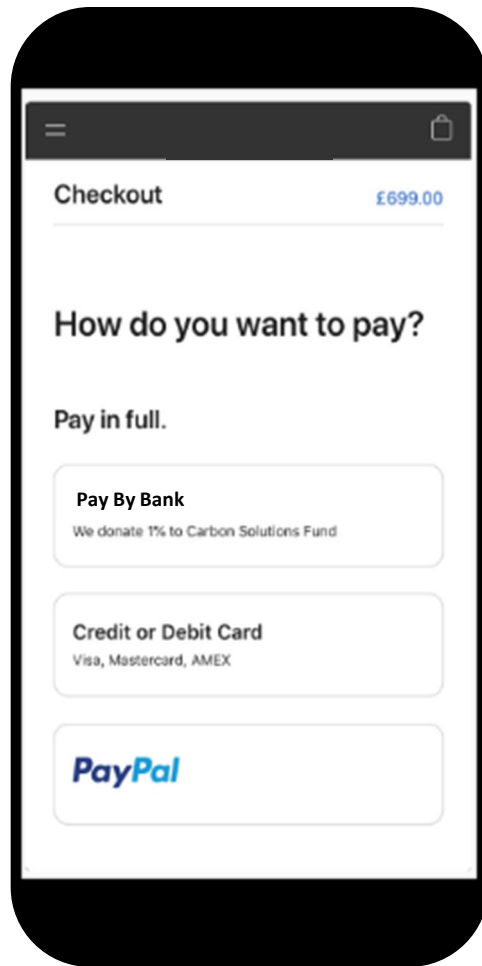
By leveraging CashPro Payments API, a Business Banking client who operates in a gig economy is able to pay contractors and freelancers from their own ERP system. Contractors and freelancers are paid instantly instead of waiting days for U.S. ACH to settle.



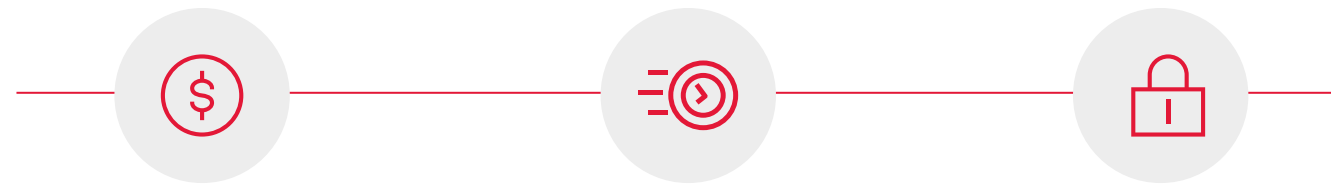
Pay by Bank

Overview

Bank of America's Pay by Bank solution allows merchants to offer an alternative payment method that enables their customers to pay directly via their bank account in real-time, without inputting any card details



Powered via API merchants can seamlessly embed Pay By Bank in their on-line or mobile checkout



Lower pricing

Lower payment processing costs and fees for the merchant; receive payments in near real-time

Seamless

No card input required means faster checkout and a better customer experience

Secure

No exposure of card details to unauthorized parties, reducing risk of fraud



APIs ARE the future of Financial Services

A timeline*

1951 – Maurice Wilkes and David Wheeler: ‘The Preparation of Programs for an Electronic Digital Computer.

1980s: APIs fuel the internet through Remote Procedure Calls (RPCs) that were generally supported by Java.

2003 – Salesforce creates the first financial services API.

2010 - 111 financial services companies adopted APIs.

2017 - 1,675 banks and fintechs began using API technology.

2022 and beyond

Over 1,600 open banking platforms, over 5,600 API products are available to third parties, and most transaction banks are API enabled.

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- **APIs drive open banking and embedded finance.**
 - **The use enabled better B2B functionality as well as the launch of more products and services.**
 - **Eco-systems being created around business models, ERPs and TMS platforms, supported by banks and networks**
 - **The drive to bring all data and decision making ‘in house’.**



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