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Infographic: Open Banking Tech Platform Valuations at All Time High as Investors Eye Future Opportunities

General Observations

- Open banking technology platforms exhibit double and triple-digit revenue growth (figure 1)
- These platforms showcase triple-digit revenue multiples: Truelayer, Railsbank and Tink have valuations of more than 100x revenue (figure 2)
- High M&A and funding activity drives growth and valuation, and the cards schemes are also in the game (figure 2)
- Data aggregation and payments are the most common use cases, followed by personal finance, credit scoring, and business management (figure 3)
- Open banking platform services largely address banks and select verticals such as iGaming, insurance, and property management today. Payments and credit scoring are the most applied services across many verticals (figure 4)

What's Next?

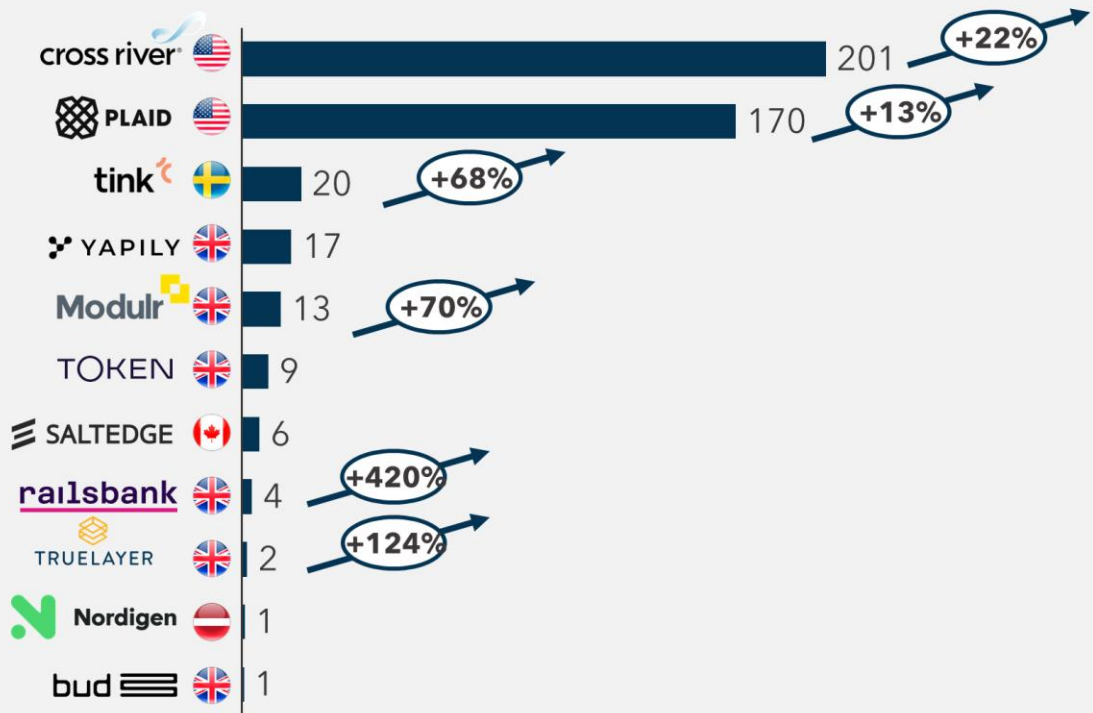
- Open banking technology platform providers currently target banks, but will increase their focus on vertical-specialized use cases
- Penetration of payments via open banking in online commerce (i.e. pay for goods and services initiated directly via end user's bank account) is likely to increase
- Platform providers will extend their geographic reach and develop services that are interoperable across multiple countries and continents
- M&A activity will continue, leading to further consolidation and sustaining high revenue multiples

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OPEN BANKING FINTECH PLATFORMS (1/2)

1. REVENUES & GROWTH

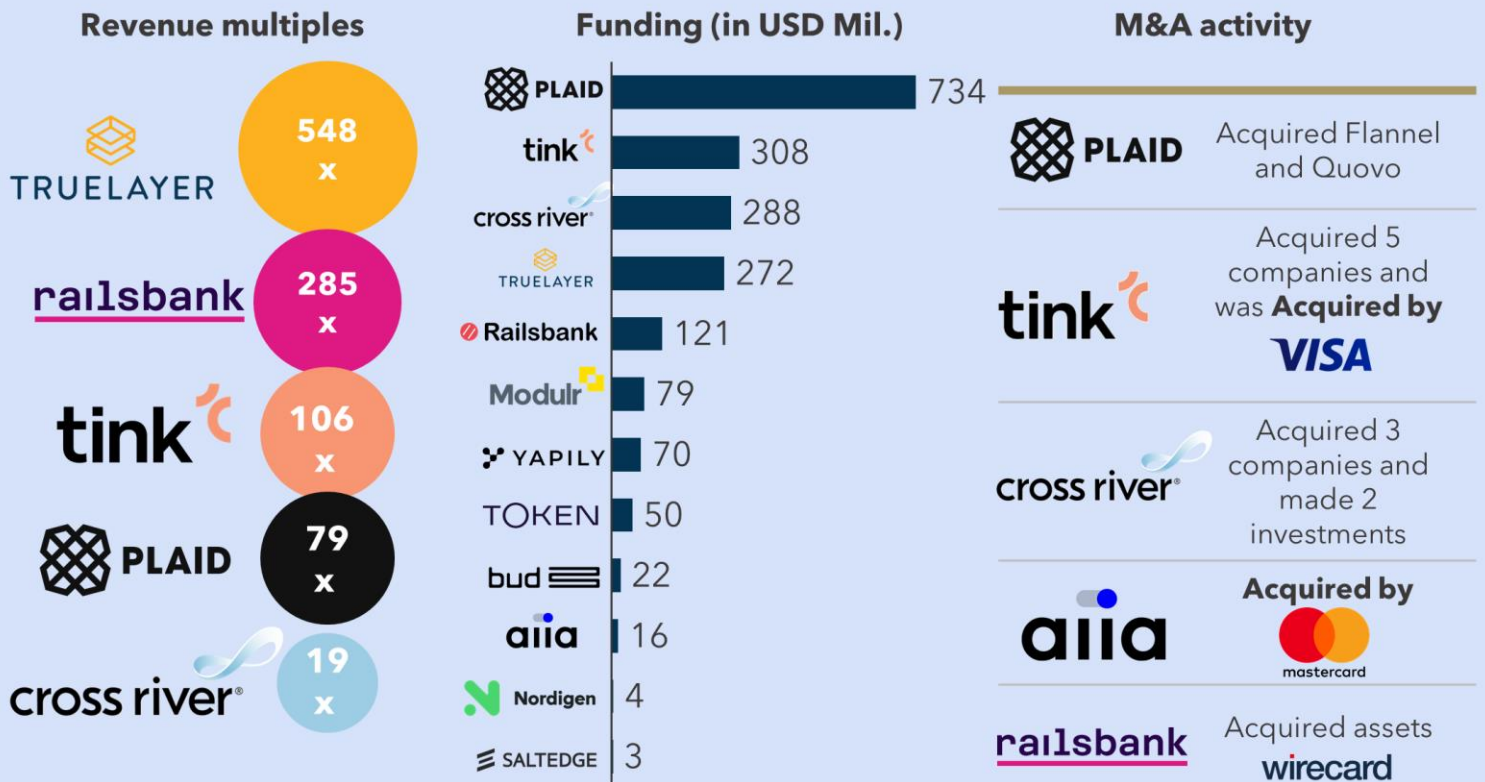
(2020, in USD millions; '19-'20 growth, flag = HQ)



Note: Railsbank revenue figure from 2019 and '18-'19 growth

Source: Company annual reports with the following exceptions: Plaid - Craft.co; Token, Yapily, Salt Edge and Crossriver - Zoominfo; Nordigen - Rocketreach

2. COMPANY VALUATION & INVESTMENTS



Note: Revenue multiple from Crossriver and Railsbank based on 2019 revenues

Source: Crunchbase, Flagship market research

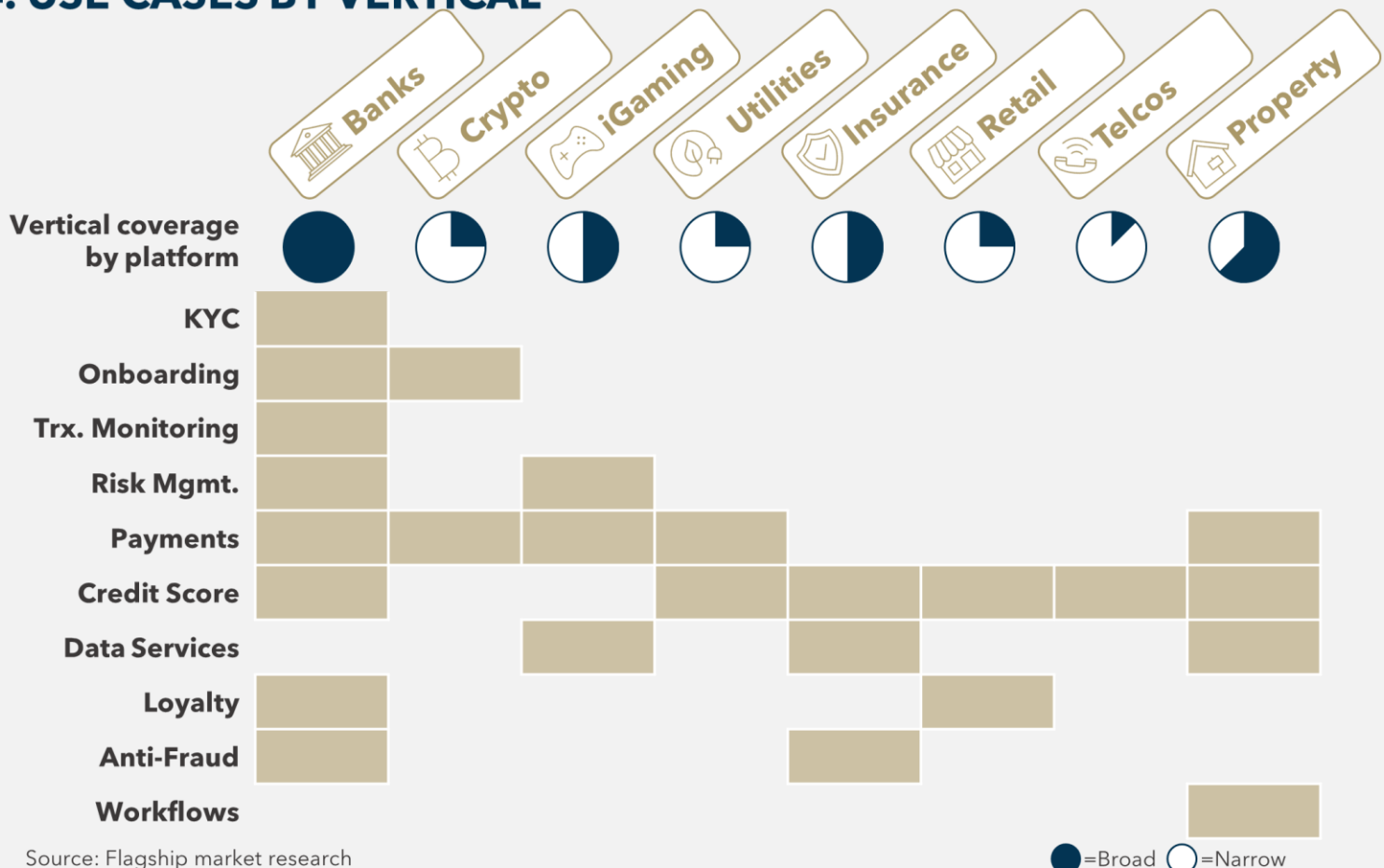
OPEN BANKING FINTECH PLATFORMS (2/2)

3. USE CASES BY PLATFORM

Company	Account-ing	Data Aggr.	Payments	Pers. Fin. Mgmt.	BNPL	Credit Scores	Wealth Mgmt.	Bus. Mgmt.
cross river	✗	✓	✓	✓	✗	✗	✓	✓
PLAID	✓	✓	✓	✓	✗	✓	✓	✓
tink	✗	✓	✓	✓	✗	✓	✗	✗
YAPILY	✓	✓	✓	✗	✗	✗	✓	✓
Modulr	✓	✓	✓	✓	✗	✓	✓	✓
TOKEN	✗	✓	✓	✓	✗	✓	✗	✓
Nordigen	✗	✓	✗	✗	✓	✓	✗	✗
SALTEDGE	✗	✓	✓	✓	✗	✗	✗	✓
bud	✗	✓	✓	✗	✓	✓	✓	✓
raibank	✗	✓	✓	✓	✗	✗	✗	✓
TRUFLAYER	✗	✓	✓	✓	✗	✗	✓	✓
aiia	✓	✓	✓	✓	✗	✓	✗	✓

Note: Accounting = software tools for SMEs and accountants; Data aggregation = account and other information aggregation; BNPL = 'Buy Now Pay Later'; Wealth Mgmt = Digital wealth and investment mgmt.; Bus.Mgmt.=customer behaviour insights, payroll, HR, etc.
Source: Flagship market research

4. USE CASES BY VERTICAL



Source: Flagship market research