



RAIFFEISEN

Multibanking in EBICS

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Corporate customer needs

Facts on multibanking in Switzerland

1

Two out of three Swiss corporate customers have multiple banking relationships

2

On average, an corporate customer has 2.7 banking relationships

3

Biggest pain point:
Getting an overview of the total liquidity

Solution:

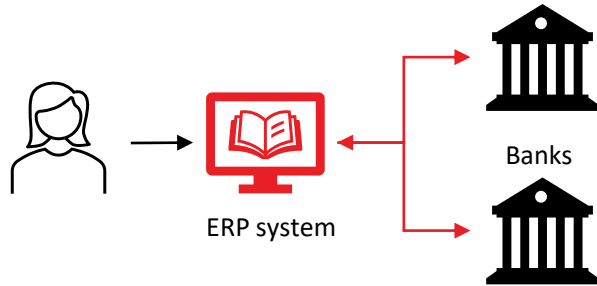
Multibanking

Obtaining and displaying
account data

Execution of payment
orders

Multibanking connections with EBICS (1/2)

- **Via ERP system** (*multibanking capability has been possible for a very long time*)

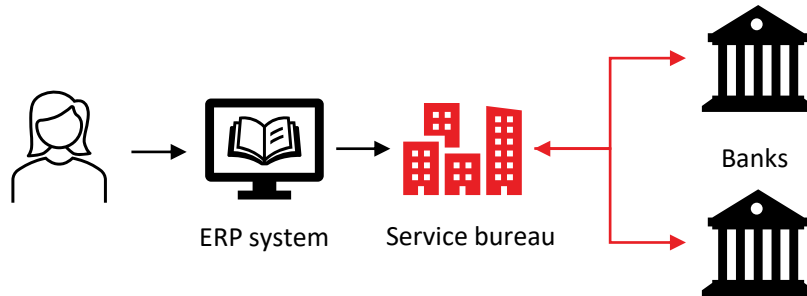


Via the integrated EBICS client, the various banks are directly integrated into the ERP system.

Disadvantages: Not all banks and ERP systems are EBICS capable

Examples: Abacus, Mammut, Topal, ...

- **Via Service Bureau** (*multibanking capability has been possible for a long time*)



A multibanking capable service provider is used that connects to the EBICS customer and participant data at the respective third-party bank and performs the data exchange for the customer via EBICS.

Advantages: More connectivity solutions and conversions are offered if necessary.

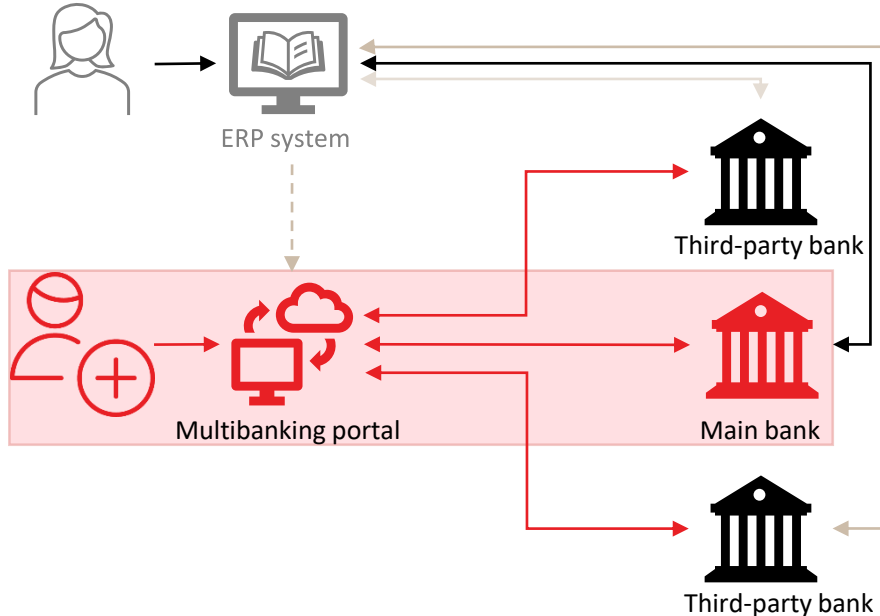
Examples:

Fides Treasury Services, Kyriba, Swisscom (FMSB),

...

Multibanking connections with EBICS (2/2)

- **Via Multibanking portal of bank** (*multibanking capability has only been possible recently*)



A multibanking capable portal of a bank is used, and the customer's third-party banks are integrated via EBICS.

Advantages:

- All accounts at third-party banks can be managed with one login
- Submissions from the ERP system can be separated from authorizations in the multibanking portal
- Optional functions for liquidity and cash management

Examples:

UBS, Valiant, PostFinance, Raiffeisen, Aargauer KB, ...

Advantages and disadvantages of multibanking via EBICS

- **Advantages:**

- EBICS is supported by most Swiss financial institutions
- EBICS is essentially free of charge (*no user fees for transmission of data*)
- Exchange of "any" data possible
- Replaces proprietary interfaces for business customers at banks (*simplification of connectivity*)

- **Disadvantages:**

- Solution limited to the European market (*DE, CH, FR and AT*)
- Time-consuming onboarding process, which has not yet been digitalized (*efforts for improvement underway*)
- Not every EBICS implementation in Switzerland complies with the EBICS CH standard (*efforts for improvement underway*)

Challenges in multibanking via EBICS (1/2)

Migration to EBICS 3.0

- EBICS 3.0 not yet implemented and supported with all EBICS clients and EBICS banks
- Order types and BTF parameters not uniformly implemented at the Swiss financial center
- Migration from EBICS 2.5 to EBICS 3.0 with hurdles regarding ISO version
- VEU issues with cross-contract and cross-version customer setups (e.g. trustees)
- **Recommended action for EBICS working group in CH:**
 - Reconsider and correct CH EBICS guidelines and decisions

Customer master data

The customer and subscriber authorizations can be obtained from the EBICS server via the HKD order type

- **Advantages:**
 - No manual creation of account and master data necessary (*increase in data quality*)
- **Disadvantages:**
 - Not all banks also return the account data in HKD
- **Recommended action for EBICS banks in CH:**
 - Provide optional data including account number (IBAN) and account holder in HKD

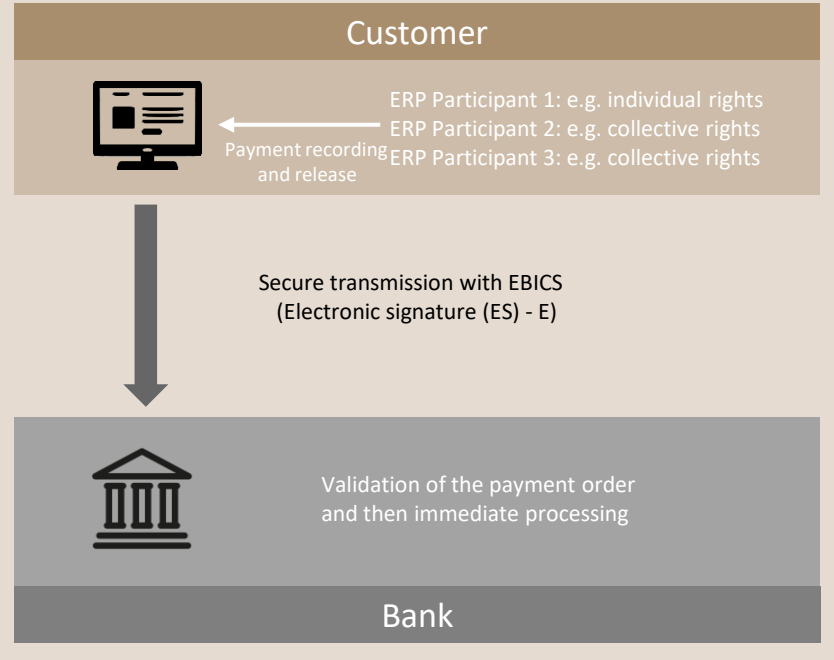
Challenges in multibanking via EBICS (2/2)

EDS (Electronic Distributed Signature) and technical subscribers

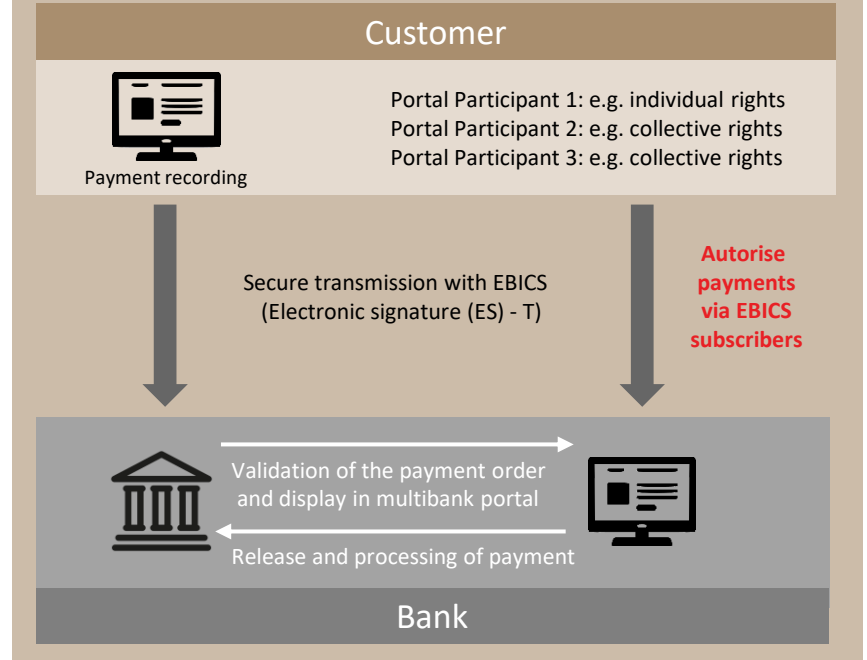
- **Advantages:**
 - Submission from an ERP system can be done separately from authorizations on a separate channel (*increase of security against cyberfraud*)
- **Disadvantages:**
 - Not all financial institutions offering EBICS support EDS and the technical subscribers required for portal solutions (*both defined in the EBICS standard*)
 - Instead, connection via a corporate seal necessary and authorization management must be ensured in the multibanking portal
- **Recommended action for EBICS banks and corporate customers in CH:**
 - Introduction and use of EDS, as well as EBICS banks to support the technical subscribers

Different forms of EBICS with broad consequences

Corporate seal



Electronic Distributed Signature (EDS)



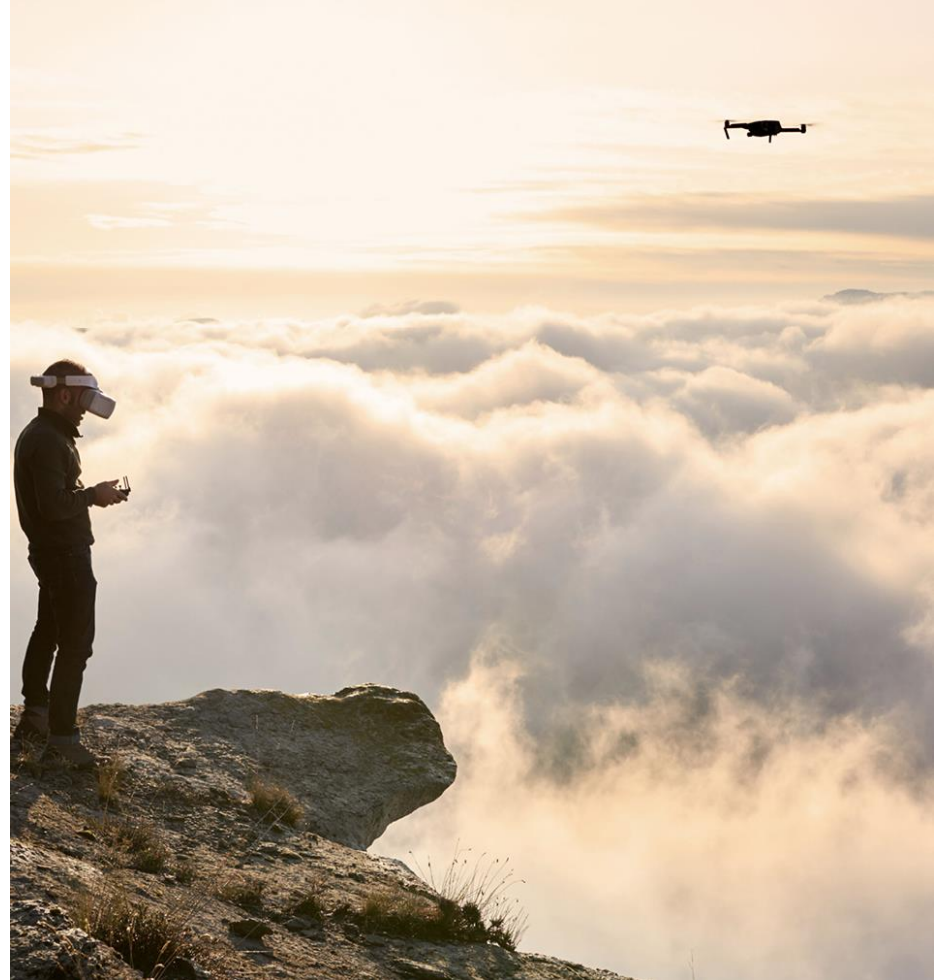
Outlook for EBICS...

To increase the further spread and acceptance of EBICS, the following points are considered with regard to further developments in relation to EBICS 4.0:

- Easier onboarding (digitalization), reworking of security, user experience and communication capabilities (notifications)
- For this purpose, ***international EBICS sub-working groups*** were formed

In addition, a ***"Swiss EBICS Taskforce: Optimization of Onboarding and Change Process"*** was launched on behalf of PaCoS to analyze the possibilities for expansion and improvement on the Swiss marketplace:

- e.g.: Central registration office (Certification Authority) for EBICS participant certificates




Thank you

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Q&A

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