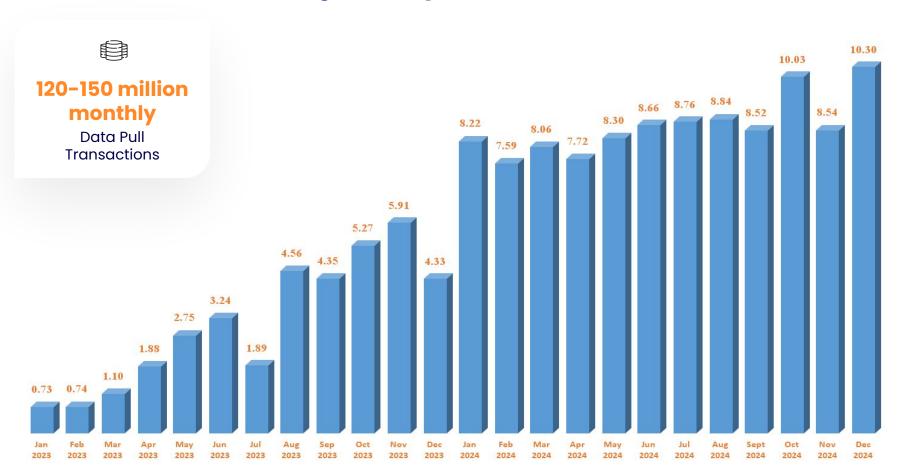




AA ecosystem has shown a healthy scaleup



Consents fulfilled Rising Steadily @ ~8.5-9 million/month





Lending and PFM facilitated by the AA Ecosystem -

Lending

₹88,700 crore

disbursed since Sept '21

9.70 million

loans disbursed since Sept '21

₹92,086

Average Loan Ticket Size since Sept '21

₹46,200 crore

disbursed in H1 FY25

5.47 million

loans disbursed in H1 FY25

₹84,507

Average Loan Ticket Size in H1FY25

PFM FY 24

28% Q-o-Q Growth

consents fetched by RIAs since Apr'22

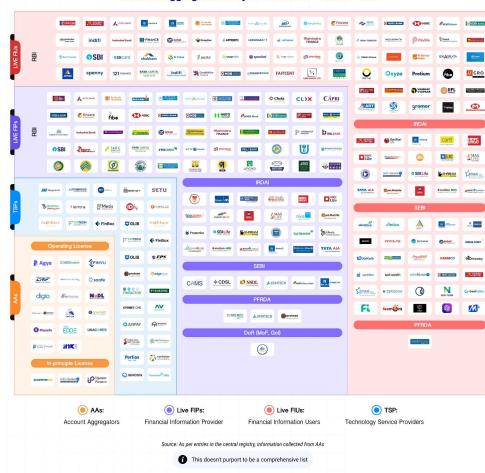
10-10.5 million

estimated PFM customers served by FY24

Data reported by only **8** lending FIUs that account for **~62%** of the consents fulfilled. Imperative to scale-up reporting from FIUs.



Account Aggregator Ecosystem In India - October 2024



AA has successfully scaled up nationwide!

Ecosystem Participants Overview

Number of Sahamati Network Participants: 600+

• No of FIUs: 580

No of FIPs: 173

No of Licensed AAs: 17

Extended AA Ecosystem Participants-

- No of Associate Member TSPs: 60
- No of Certifiers: 4

Trends that are defining the AA Ecosystem and expected to result in a healthy scale-up

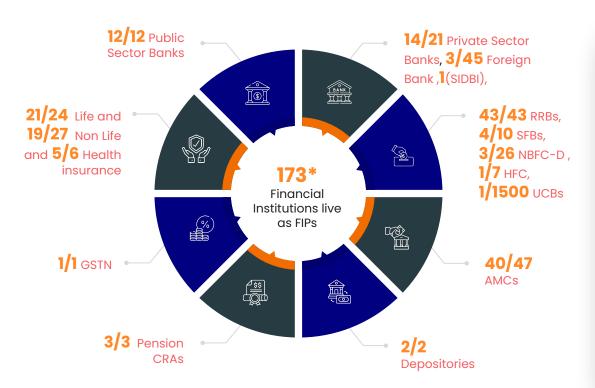


- 1. Supply on the AA Framework has strengthened significantly and is further improving
- 2. Use Cases have expanded beyond underwriting and Personal Finance Management
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- 5. The AA Framework is largely aligned to the era of DPDP Act and is geared to stand the test of Data privacy

16 FI Types Live on the Network – 31st Dec' 24



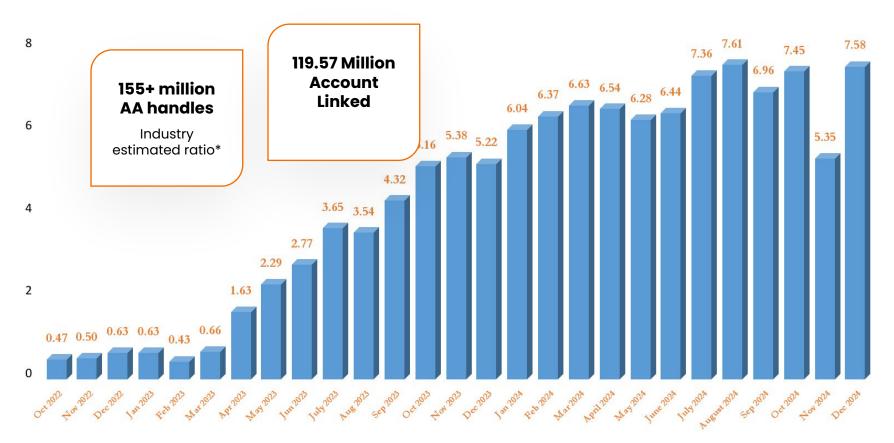
60% of financial accounts are now available to be shared using the consent based framework!!



10	6 FI Types: Already Live
[# <u>\$</u>	Deposits (Singly held savings a/cs & sole-prop current a/cs)
	Term Deposits
(Recurring Deposits
1	Equity Shares (Demat)
1	Exchange Traded Funds
ø	Mutual Funds Units (Physical)
	Insurance Policies
\$ 1	Unit Linked Investment Plan
Se	Balances under National Pension System
TAX	Goods and Services Tax Return (GSTR 1 & 3B)
	Systematic Investment Plan (Demat & Non Demat)
	AIFs (Demat)
	IDRs
iQ;	CIS
	InVIT and REITs









API Performance of FIPs (Q3 FY25)

	Cohort	Performance Parameters									
FSR		Discovery			Linking			Fetch			
		Oct	Nov	Dec	Oct	Nov	Dec	Oct	Nov	Dec	
RBI	Public Bank	79%	77%	86.7%	85.70%	83%	90%	97.50%	97.30%	98.8%	
KDI	Private Bank	78%	77.90%	74.3%	91%	94%	93.9%	99.10%	99.40%	99.3%	
SEBI	RTAs	50%	50%	50%	100%	100%	100%	100%	100%	100%	
SERI	Depository	84%	67.80	66.7%	100%	100%	91.3%	100%	100%	100%	

- FIPs under IRDAI and PFRDA show dismal performance across all parameters. Hence, not shown in the table.
- Average Success Rates is in the range of **60% -65%**
- The overall performance has improved apart from some issues with specific FIPs



Guidelines for Mandatory and Optional Fields in the FI Type Schema

ReBIT/AA/2025/03

January 23, 2025

Clarification on the Mandatory and Optional Fields in the FI Type Schema

- FIPs are required to strictly adhere to the FI Type Schema while sharing customer's financial information over the Account Aggregators.
- 2. In order to facilitate the same, the following clarification is provided in the mandatory and optional fields for each FI Type Schema:

a. Mandatory Fields:

- Any field or element in schema marked as "Required" is a mandatory field or element.
- FIPs are required to furnish the value for the respective field as available with them.
- Mandatory fields or elements should not be missing, or null value/ dummy data should not be provided for such fields.

b. Optional Fields:

- Any field or element in schema marked as "Optional" is an optional field or element.
- FIPs are required to furnish the information for such fields in case value for such fields are available with them.
- In case the data is not available, it is recommended to exclude the field from shared data

- Mandatory Fields: FIPs must provide values for all fields marked as "Required" in the FI Type Schema, ensuring no omissions, null values, or dummy data.
- Optional Fields: FIPs should include fields marked as "Optional" only if relevant data is available; otherwise, they should be excluded from the shared data.

Trends that are defining the AA Ecosystem and expected to result in a healthy scale-up

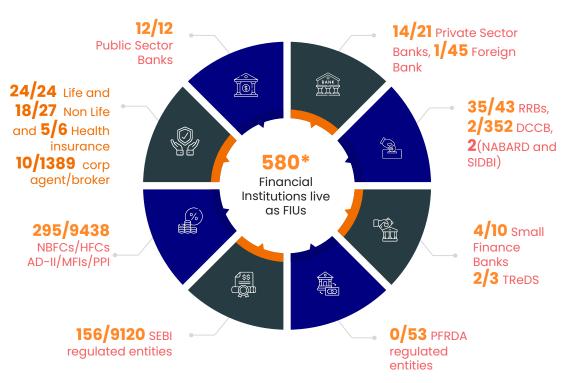


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AA has enabled impactful use cases across sectors-31st

Dec'24

Majority of the large financial institutions are using the consent based framework!!



15 Use Cases/Purposes Loan Underwriting-PL, HL, Auto, CD, BL. LAP Personal Finance Management (©) Enhanced KYC- Bank Account Verification (1) Opening of Demat Accounts Underwriting of life insurance policies Ø Wealth Management and Advisory Services Compliance Reporting \$ 1 Loan Monitoring- End Use, EWS, Limit Reset **Loan Collections** MSME Lending using GST-Upcoming LAS/LAMF-Upcoming **1** Monitoring of Government Schemes-Upcoming Risk Monitoring of Vendors, Sourcing and Recovery Agents 铋 Nominee Management-proposed

15+ innovative use cases to foster financial empowerment of

Consumer!

Consumers					
Lending	Personal/Business Finance Mgmt.				
Revenue-based financing	Investment advisory/ PFM				
Cash-flow based financing	Insurance				
Invoice-based financing	Budgeting/ Nominee Mgmt				

TSPs/ Fintechs enable these use cases with tailored solutions for seamless implementation

	Banl	ks / Financial Instit	utions	
Onboarding and Underwriting	Security assessment	Post sanction / Disbursement	Monitoring	Collections and Recovery
Identification of mule accounts	Lending against mutual funds / securities	Verify bank account eliminating need for penny drop	End-use monitoring of loan proceeds	Efficient Repayment collection strategy
Better income estimation	Guarantor evaluation	Parallel funding Identification	Monitor for early warning signals	Cost Saving via efficient Channel mapping for collection
Eliminates identity and forged data frauds	Own Contribution verification		Monitoring accounts of field agents	Skip tracing by tracking profile and transaction level information
Quicker form Filling and digital underwriting			Proactive adjustment of working capital limits	Personalised Settlement offers
			Risk monitoring of a Merchant, vendor	

Adoption of the AA Ecosystem across different lending products



Products x FIU Categories	Personal Loans	Credit Card	Unsecured Business Loans	Motor Loans	Home Loans	Loan Against Property	Customer Segments and Channels	
NBFCs	1	1	1				ETB (for credit enhancement), NTB and NTC customers. Largely Straight Through Processing (STP) and assisted	Nascent
Private Sector Banks	J	1	1				Implemented for both new and existing customers. STP implemented, but few banks have fully integrated AA into manual processes.	Emerging
Public Sector Banks							Focused on NTB customers with STP and Non STP journeys.	Advanced
RRBs							AA implementation is at an early stage, focusing on basic AA consent for eligible loans.	Advanced

NOTE: This table maps the predominant adoption and implementation patterns across lending FIU categories as assessed in our industry interactions.

Leading NBFC

₹310+ Cr in Additional Monthly Disbursements Driven by AA Integration!

Sales Impact

Expected increase in disbursement is in the range of 5 % -10% across CD loans, PL, SME loans and Two Wheelers where AA was used

Impact on Collection Efficiency

ENACH representation success rate (after first bounce) has improved from 5% to 35% on the cases where recurring consent on AA has been taken

Business Fitness Report

Boosts financial literacy on credit, health, and borrowing potential.



Non Credit Use Cases across SEBI entities



			[
Category of FIU	FI Types being used	No of Live FIUs As on 30th Sept' 24	No of Live FIUs As on 31st Dec 24	Use Cases	Consents successfully fulfilled (in mn) As on 30th Sept' 24	Consents successfully fulfilled (in mn) As on 31st Dec' 24	Growth rate
RIA	All FI types	45	56	PFM	12.48	16.81	34.69%
Stock Brokers (equity)	All FI tpes	66	78	Income verification, PFM	11.58	14.85	28.23%
RAs	Demat data for equities	6	11	Equity Portfolio Review	0.004	0.230	5600%
PMS	Demat data for equities and MF MF data from RTA	3	4	Portfolio review	0.031	0.650	approx 2000%
RTAs	All FI types	1	1	Bank Account Verification, Insider Trading	0.25	0.314	25.6%
AMC	Bank Statement	4	5	PFM	Marginal	Marginal	NA

Investment Advisory

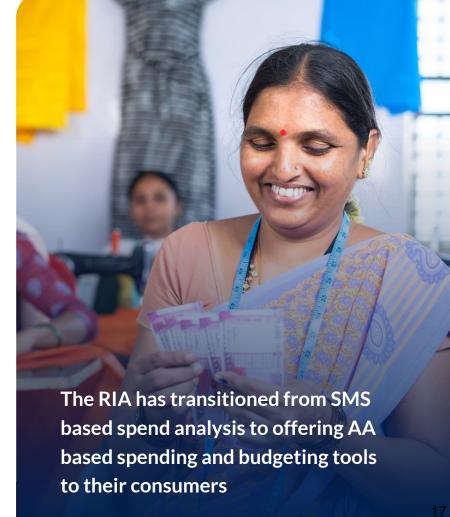
:- Impact shared by one of the RIAs

Once a user links a bank account, the frequency of the user visiting the App has increased by ~60%

Lesser uninstall rates from users after first linking

Higher amount of time spent on App per session. Around 12% increase

45% of the customers completed the AA-based bank statement sharing flow for availing higher credit limits compared to 7-10% before



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Active Use Cases by the IRDAI entities

Sr. No	Entity Category	Use Case
		Financial Underwriting for term insurance
1	Life Insurance	policies
2	Health Insurance	Bank account verification
		Bank account verification and financial
3	General Insurance	underwriting (if required)

Life Insurance



Impact shared by one of the leading Life Insurance Company







80-90% cost reduction as compared to earlier means of collecting financial statement

70% decrease in insufficient document cases

Trends that are defining the AA Ecosystem and expected to result in a healthy scale-up



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Sahamati has covered significant ground on defining the Fair Use Framework; focus is now to strengthen detection and deterrence



- Fair Use Template Library
- Code of Conduct
- Due Diligence ProcessUI/UX Design Guidelines
- Customer Experience
- Checklist



- Screening at the time of onboarding
- Random Audits
- Report a Deviation
- Fair Use Implementation via policy as code



- Communication and Negotiation
- Sensitising FIUs of deviation
- Tracking Corrective Actions
- Real Time blocking on non compliant requests (in
- progress)

Reporting (upcoming)

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Mapping of Purpose Codes to Sahamati Fair Use Templates





Purpose Codes as per NBFC-AA Specs

101 - Wealth Management Services

102 - Customer spending patterns, budget or other reportings

103 - Aggregated statement

104 - Explicit consent for monitoring of the accounts

105 - Explicit one-time consent for the accounts



Fair Use Templates against each Purpose Codes

CT004 - Wealth Management Services

CT008 - Personal Finance Management

CT019 - Self Use consent on AA Apps

CT001 - Loan Underwriting
CT006 - Insurance Underwriting

CT003 - Loan Monitoring

CT035 - Loan Collections

CT042 - Monitoring Agents/Vendors

CT043 - SEBI Compliance Reporting

CT011 - Enach / Debit presentation

CT044 - Dissemination of RA reports

CT046 - Government schemes

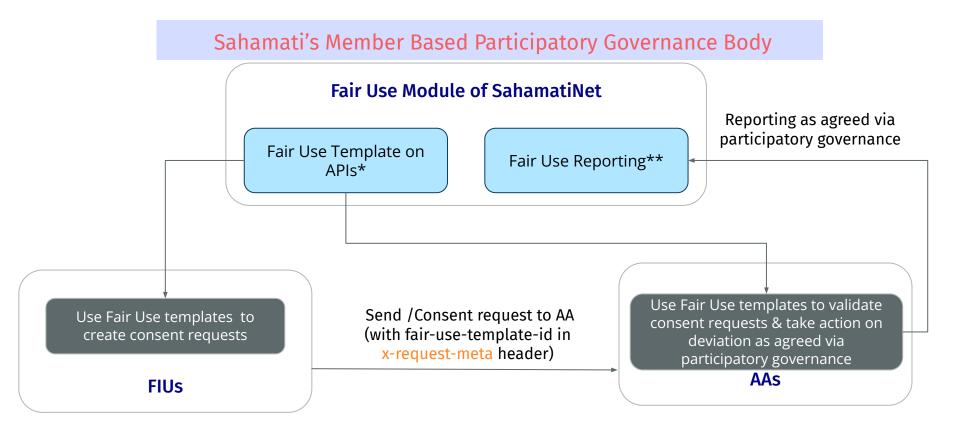
CT040 - Bank Account Verification

CT010 - FNO Services Activation

CT045 - Employee, Vendor etc Risk Profiling

Proposed Implementation Structure and Flow: Fair Use Framework-Immediate

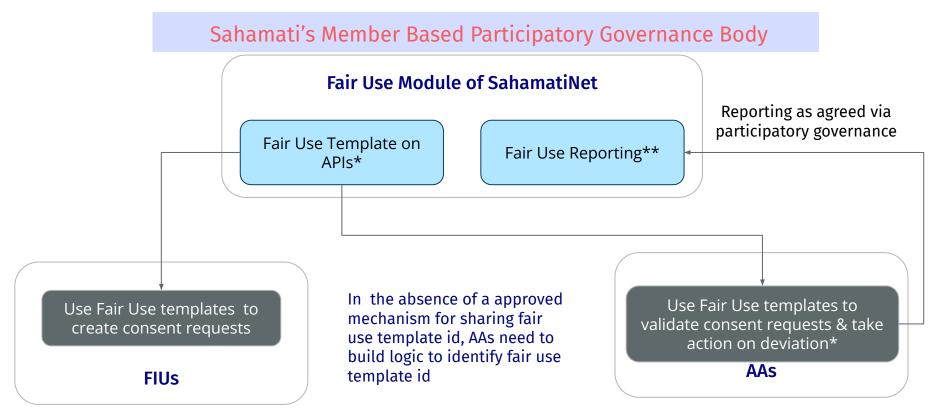




Live* - Available for use in SahamatiNet sandbox environment TBD** - Yet to be implemented and deployed

Proposed Implementation Structure and Flow: Fair Use Framework-Immediate





Live* - Available for use in SahamatiNet sandbox environment

TBD** - Yet to be implemented and deployed

* As agreed via participatory governance

Trends that are defining the AA Ecosystem and expected to result in a healthy scale-up

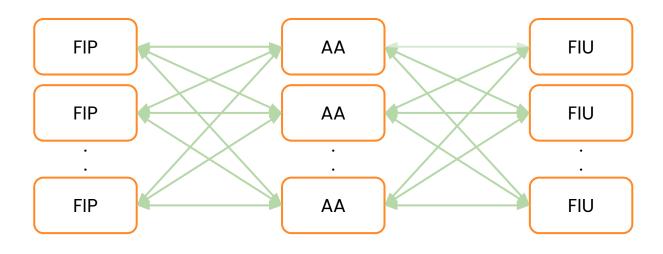


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Current Network Model - Many-to-Many Integration

Every FIU & FIP has to integrate with each AA individually

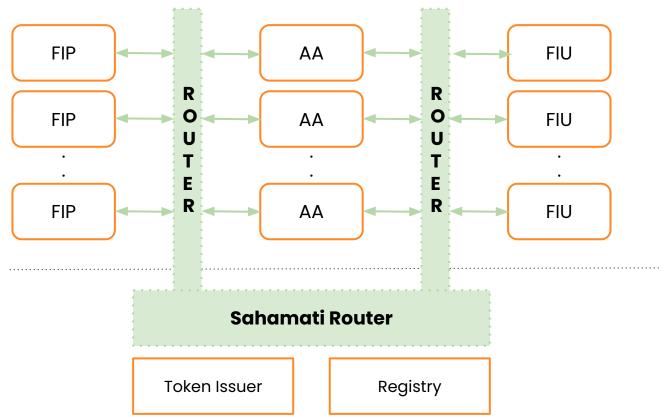


Token Issuer

Registry



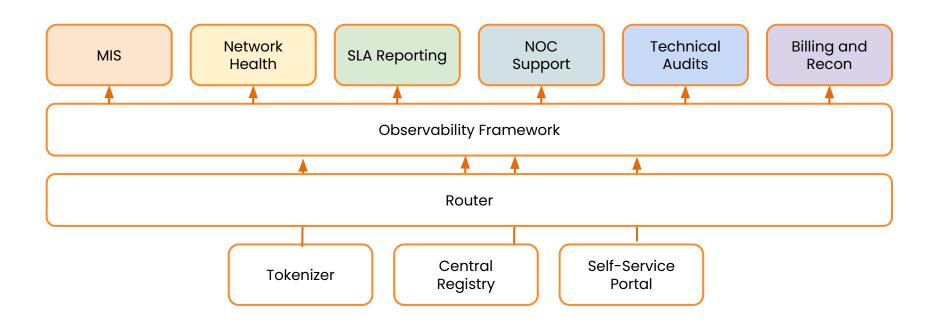
Technology Intervention for Interoperability – Sahamati Router



- Fully Open Source.
- Single integration point for members in the Sahamati ecosystem, for AA Protocol, Central Registry & Token Issuer services.
- Complementary to all the innovation efforts of TSPs, FIPs, FIUs, AAs
- Aligned with DPDP Act principles







Trends that are defining the AA Ecosystem and expected to result in a healthy scale-up



- Supply on the AA Framework has strengthened significantly and is further improving
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DPDP Act and Draft DPDP Rules



Draft DPDP Rules released for public consultation - <u>until 18 Feb 2025</u>

- More clarity on notice requirements Notice presented to the end customer should be:
 - understandable independently of other information provided;
 - o in clear and plain language;
 - o contain an itemised description of the data sought;
 - o specified purpose; and
 - o an itemised list of goods/ services/ uses to be enabled by the Data Fiduciary
- Data Principal Rights
 - To withdraw consent
 - o To grievance redressal
 - Summary of Use and Sharing
 - Right to updation and correction
 - o Right to erasure
 - Right to nominate
- Data Fiduciaries to erase Data once purpose deemed to no longer be served
- Data minimisation imbibed in the act only data necessary for the purpose to be sought
- Data Breach notification to DPs, relevant regulators and DPB within 72 hours
- Consent Managers are a core component of the DPDP Act and Draft Rules

Reconciling AA and CM frameworks



Application and Registration criteria	Aligned
Scope of coverage	Aligned - to be read harmoniously
Restriction on business activity	Aligned
Restriction on outsourcing	Aligned
Restriction on reading underlying personal data	Aligned
Maintaining logs of consent artefacts	Aligned
Standard setting	To work with Data Protection Board to ensure consistency with AA framework
Notice/ Consent Requirements	Aligned
Mode of interoperability	To work with Data Protection Board to ensure consistency with AA framework
Grievance Redressal	To align appeal framework with MeitY & RBI



Sahamati services are in 4 verticals: Majority of the AA ecosystem participants have availed/benefited from these services



★ Strategic Projects in Financial

★ Pragati Monthly Series

SamvAAd'23- Let's Open Finance!

Inclusion

- ★ Fconomic Model
- ★ Anti Fraud
- ★ Fair Use
- ★ Interoperability



Shared Techno-Legal Services



Code of Conduct

Central Registry entries

- ★ Central Registry
- Token Service
- **Encryption Library**
- ★ Participation Terms
- ★ SLAs
- ★ AA Dashboards
- **★** SAANS
- ★ Support Portal

Entities

- Certification Framework
- Onboarding checklists for participants
- Security
- Branding
- FIU Transparency Dashboards
- ★ Fair use of AA guidelines

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Thank you Open for Discussion

Email: info@sahamati.org.in

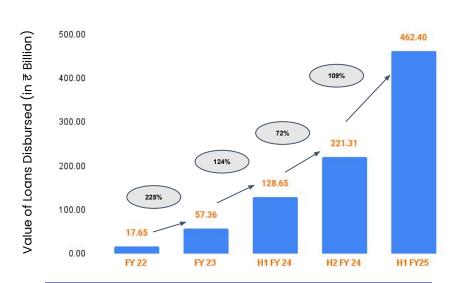
Agenda

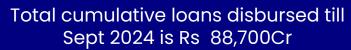
- Update on the AA Ecosystem
- Deep Dive into Lending Use Cases
- Non Credit Usecases
- Case Studies
- Current Fair Use Practices

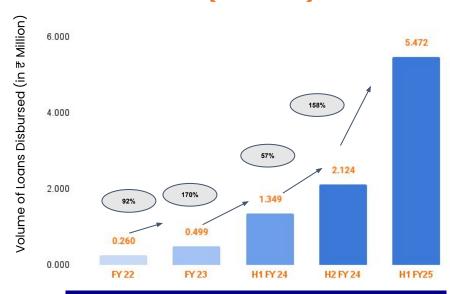




Growth in the Volume and Value of Loans Disbursed (H1 FY25)





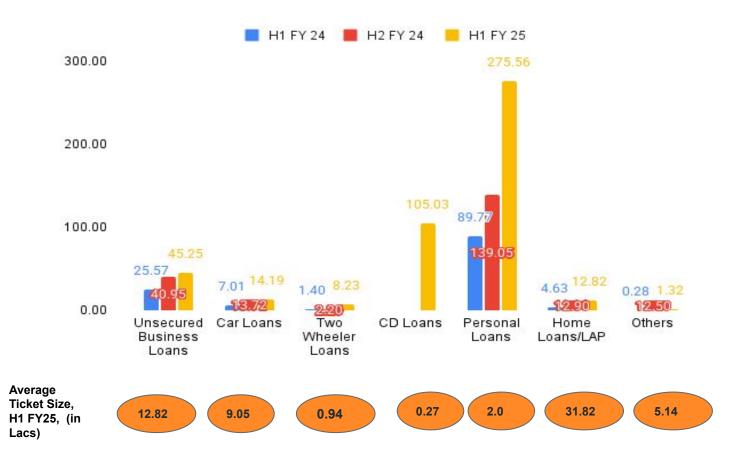


9.70 million cumulative loans disbursed till Sept 2024

According to the self-reported data, the AA ecosystem has facilitated **5.47 million** loans in H1 FY25. Similar to **doubling** of loans disbursed **biannually**, we observe that volume of loans also follow a similar trend, though in H1 FY25, the number of loans have risen rapidly and broke through the existing trend.

Growth in lending disbursements via AA





implementations AA initially focused on small-ticket digital journeys, but as the scope integration expands across business units, we expect a rapid increase in loan disbursals. Over time, anticipate growth in secured loans, long-tenure products, larger ticket assisted sizes. and journeys, which will also impact product-wise distributions and average ticket sizes.

SEBI FIPs in AA: rising growth in account linking, yet penetration continues to stay low

Name of the FIP	No: of AMCs live with	No: of AAs live with (as on 30th Sept' 24)	No: of AAs live with (as on 31st Dec' 24)	Accounts linked* (as on 30st Sept' 24)	Accounts linked* (as on 31st Dec' 24)
CDSL	N.A.	13	14	1,677,641	2,237,804
NSDL	N.A.	13	13	(0.93% out of 17.10 crore demat accts)	(1.25% out of 17.90 crore demat accts)
CAMS	17	10	12	113,196	158,000
KFIN 40/45 AMCs live on AA	23	12 Total Operational AAs is 17	12	(0.04% out of 20.45 crore MF folios)	(0.07% out of 22.50 crore MF folios)

SEBI FIUs: Published Use cases and Consent templates

Purpose Code	Consent Templat e	Purpose Description of consent templates published till now	Frequency
101	СТ004	Wealth Management and Advisory Services	Recurring
102	СТ008	To generate insights based on your overall finances and provide incidental recommendations, if any	Recurring
105	CT040	To verify bank account details account opening	One Time



Proposed Use cases and Consent templates for SEBI FIUs



Purpose Code	Consent Template	Consent Templates Published so far - Purpose Description	Frequenc y
104 (PC 108)	CT011	To check balances before debit presentation or enach execution	Recurring
103 (PC 110)	СТ010	To do Regular Mandatory / Obligatory Risk Profiling	Recurring
104 (PC 113)	СТ043	To enable regulatory and internal compliance reporting of investment by employees and associated persons	Recurring



Proposed Use cases and Consent templates for SEBI FIUs

Purpose Code	Consent Template	Consent Templates Published so far - Purpose Description	Frequency
104 (PC 114)	CT044	To disseminate Research reports based on customers' securities holdings	Recurring
104		To Analyze sales data of clients for taking credit rating actions (new)	Recurring



28% Q-o-Q Growth

consents fetched by RIAs since Apr'22 10-10.5 million

estimated PFM customers served by FY24

₹250

per customer CAC reduced with AAs* 40% to 70%

customers visit the PFM app more than once

*As reported by one of the RIAs



IRDAI entities as <u>FIP</u> in AA ecosystem as on December 2024

Break up of IRDAI entities as FIPs

Sr. No	Entity Category	No of entites
1	Health Insurer	5
2	Private Sector - Life	21
3	Public Sector - Life	0
4	Private Sector - Non Life	17
5	Public Sector - Non Life	2

Total number of accounts linked in AA is 119.57 million.

Accounts linked by IRDAI entities is 12,286.

This shows that usage of insurance information through AA is limited

Cumulative Accounts linked in AA	119.57 million
No of accounts linked by IRDAI entities	12,286



IRDAI entities as <u>FIU</u> in AA ecosystem as on December 2024

Break up of IRDAI entities as FIUs

Sr. No	Entity Category	Cumulative consents	% of IRDAI FIUs
1	Corporate Agents	42,692	7%
2	Health Insurer	46,261	8&
3	Insurance Brokers	389,758	67%
4	Private Sector Life	96,046	16%
5	Private Sector Non Life	2,869	0.5%
6	Public Sector Life	16	0.002%
	Public Sector Non		
7	Life	5,648	0.97%

Total number of successful consents in AA is 143.61 million.

IRDAI entities have used 577,641 successful contents for their use cases.

Usage of AA framework by IRDAI entities is limited

Cumulative consents	
fulfilled in AA	143.61 million
Cumulative consents	
fulfilled by IRDAI entities	577,641

IRDAI FIUs: Published Use cases and Consent templates

Purpose Code	Consent Template	Purpose Description of consent templates published till now	Frequency
103	СТ006	To verify the income as or on behalf of the insurer selected by the customer while underwriting a Life insurance policy	One time



Agenda

- Update on the AA Ecosystem
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- Non Credit Use Cases
- Case Studies
- Current Fair Use Practices



Car Loan

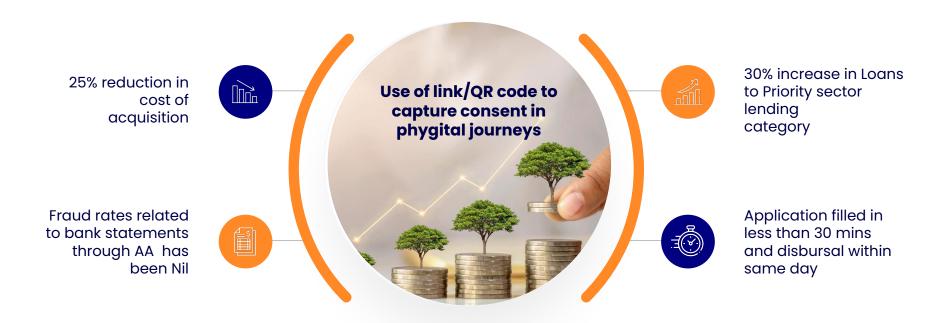
Impact shared by Leading Bank in India





Business loan

Impact shared by one of the large private bank



Consumer durable loan:-

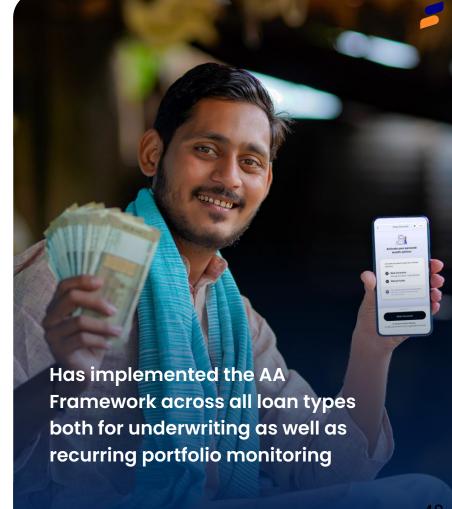
Impact shared by one of the Leading NBFC

Loan eligibility amount increased in **49%** of the **applications underwritten** via AA

Efficient underwriting through 60 signals derived from banking data

Fraud rates related to bank statements through AA has been Nil

Loan Journey reduced to just 3 to 5 click



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Checkout Financing:-

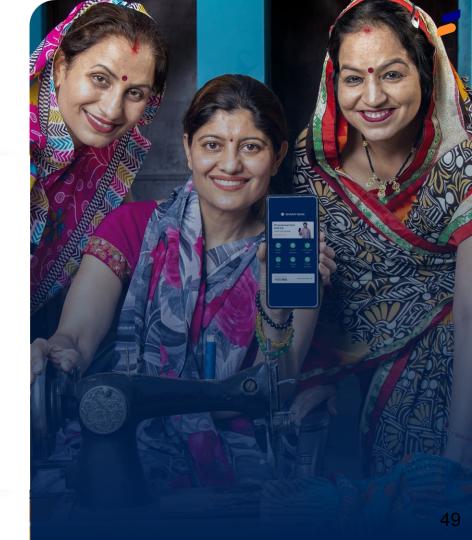
Impact shared by new age Fintech NBFC

27% higher revenue in applications processed through AA due to **higher credit limits via AA**

75% drop in loan processing cost from Rs 400 to just Rs 90-100

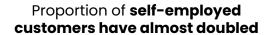
Fraud rates related to bank statements through AA has been Nil. Expected to result in low NPAs

45% of the customers completed the AA-based bank statement sharing flow for availing higher credit limits compared to 7-10% before



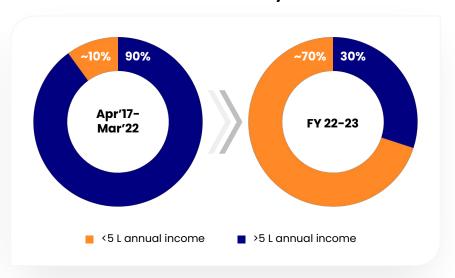
Life Insurance: - Impact shared by one of the

Leading Insurer





Proportion of **low-income customers** have increased by 7X



AA is enabling insurance penetration in underinsured and uninsured segment by strengthening alternate bank signal-based risk assessment for small ticket digital insurers

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Sahamati has covered significant ground on defining the Fair Use Framework; focus is now to strengthen detection and deterrence



- Fair Use Template Library
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- Checklist



- Screening at the time of onboarding
- Random Audits
- Report a Deviation
- Fair Use Policy as code (in sandbox)



- Communication and Negotiation
- Sensitising FIUs of deviation
- Tracking Corrective Actions
- Real Time blocking on non compliant requests
- Reporting (upcoming)

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8 Finalised Templates across Use Case Councils



Lending Use Case Council	Insurance Use Case Council	PFM Use Case Council	Cross Sectoral Use Case Council
One time Loan Underwriting	Income verification (To verify the income as or on behalf of the insurer selected by the customer while underwriting a Life insurance policy)	Wealth Management Services	Bank Account Verification
Account Monitoring for EWS and portfolio performance		Personal Finance (To generate insights based on your overall finances and provide incidental recommendations, if any)	
Account Monitoring in case of Payment Overdue			
Account Monitoring for monitoring counterparty risks of Recovery Agents/Sourcing Partners.			

Mapping of Purpose Codes to Sahamati Fair Use Templates





Purpose Codes as per NBFC-AA Specs

101 - Wealth Management Services

102 - Customer spending patterns, budget or other reportings

103 - Aggregated statement

104 - Explicit consent for monitoring of the accounts

105 - Explicit one-time consent for the accounts



Fair Use Templates against each Purpose Codes

CT004 - Wealth Management Services

CT008 - Personal Finance Management

CT001 - Loan Underwriting

CT006 - Insurance Underwriting

CT003 - Loan Monitoring

CT035 - Loan Collections

CT042 - Monitoring Agents/Vendors

CT043 - SEBI Compliance Reporting

CT040 - Bank Account Verification

*Only TSP Steering Committee

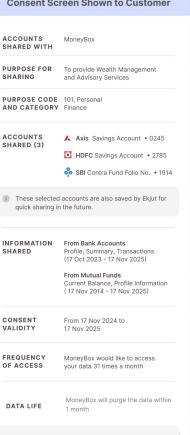
Examples of implementation of Fair Use Templates

Defines maximum values for the attributes mentioned in consent artefact

Recommendation for common Purpose text per use case

CT004 - Wealth Management Services To provide Wealth Management **PURPOSE TEXT** and Advisory Services PURPOSE CODE 101 PURPOSE Personal Finance CATEGORY DEPOSIT, TERM_DEPOSIT, ALLOWED FI RECURRING_DEPOSIT, SIP, CP, **TYPES** GOVT_SECURITIES, EQUITIES, BONDS, DEBENTURES, MUTUAL_FUNDS, ETF, IDR, CIS, AIF, INVIT, REIT, GSTR1_3B CONSENT Profile, Summary, Transactions **TYPES** FETCH-TYPE Periodic MAXIMUM 31 per month FREQUENCY MAXIMUM FI Types other than SEBI FI Types DATA RANGE 13 months SEBI FI Types 10 Years MAXIMUM 1 year CONSENT VALIDITY 1 month DATA LIFE

Consent Screen Shown to Customer





Swipe to approve consent

Decline



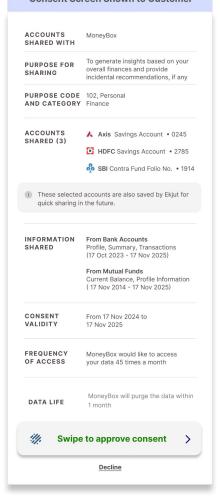
Examples of implementation of Fair Use Templates

Defines **maximum values** for the attributes mentioned in consent artefact

Recommendation for common Purpose text per use case

CT008- Personal Finance Management To generate insights based on your PURPOSE TEXT overall finances and provide incidental recommendations, if any PURPOSE CODE 102 PURPOSE Personal Finance CATEGORY DEPOSIT, TERM_DEPOSIT, ALLOWED FI RECURRING_DEPOSIT, SIP, CP, TYPES GOVT_SECURITIES, EQUITIES, BONDS, DEBENTURES, MUTUAL_FUNDS, ETF, IDR, CIS, AIF, INVIT, REIT, GSTR1_3B CONSENT Profile, Summary, Transactions TYPES FETCH-TYPE Periodic MAXIMUM 45 per month FREQUENCY MAXIMUM FI Types other than SEBI FI Types DATA RANGE 13 months SEBI FI Types 10 Years MAXIMUM 1 year CONSENT VALIDITY 1 month DATA LIFE

Consent Screen Shown to Customer





Example of Impact of Fair Use Template Library

Purpose code 102 (CT008)- Personal Finance Management

Features	Usage Before Fair Use Template	Usage After Fair Use Template		
Purpose Description	Customer spendings, patterns, and reporting / PFM	To generate insights based on your overall finances and provide incidental recommendations, if any		
Purpose Code	101 / 102 (interchangeably used)	102		
Fetch-type	Periodic	Periodic		
Frequency	Nearly 8 pulls per day (240 pulls per month)	45 pulls per month		
Data Range	24 months for Banking and other data 20 years for Investment data	13 months for Banking and other Data 10 years for Investment Data		
Consent Validity	1 to 5 years	1 Year		
Data Life	up to 10 years	1 Month		

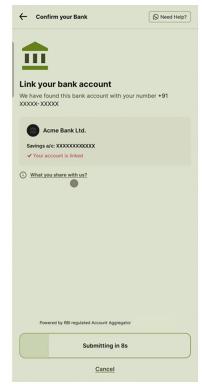
Examples of implementation of Customer Experience Checklists

Missing Consent Attributes for Informed Consent

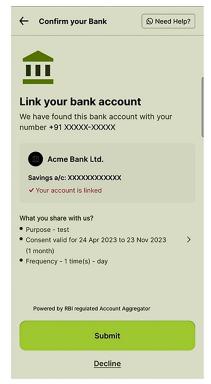
Inactivity for 10 seconds implied as consent

Lawful, Fairness and Transparency







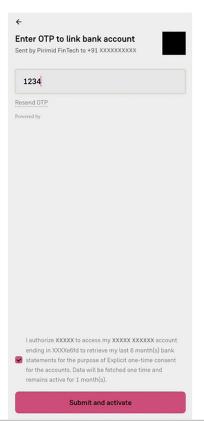


Examples of implementation of Customer Experience Checklists

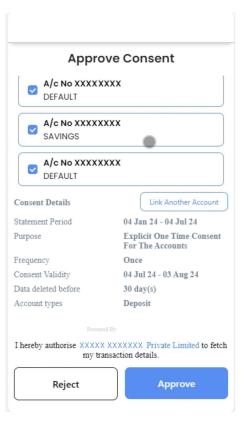
Missing Consent Attributes for Informed Consent

Lawful, Fairness and Transparency







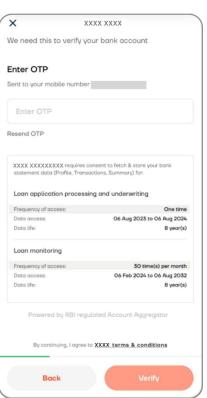


Examples of implementation of Customer Experience Checklists

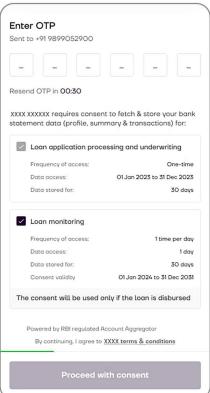
Dual Consent in a single accept button

Lawful, Fairness and Transparency











Sahamati Resources



Sahamati Technical Guidelines - Common Codes of Conduct

- <u>Uniform Code of Conduct v1.2</u>: AA Community Guidelines, a product of community deliberations across over 20 topics, resulting in 60 guidelines.
- Technical Guardrails around fair use framework
 - <u>Loan Monitoring and Collection Use Case Templates</u> example redirecting customers to AA screen to revoke the consent in case the loan is rejected or prepaid
 - <u>Use Case Templates with recurring data pulls</u> SEBI FI Types data is pulled only once a calendar day

Consents fulfilled Rising Steadily @ ~8.5-9 million/month





RBI Licensed Account Aggregators

Operational Account Aggregators



































In-Principle Approved Account Aggregators





Full list of AAs -

https://sahamati.org.in/aa





Features	Scanned Documents	Digital PDF Uploads	Net-Banking Scraping	SMS & Email Parsing	Account Aggregators
DATA RECENCY	NO	NO	YES	YES	YES
SUCCESS RATES	LOW (5% - 10%)	LOW (5% - 10%)	MEDIUM (15% - 30%)	MEDIUM (15% - 30%)	HIGH (55 - 60%)
RELIABILITY	Low	MEDIUM	MEDIUM	LOW	нібн
DATA AUTHENTICITY	LOW	MEDIUM	нібн	MEDIUM	нідн
DATA PRIVACY	Low	LOW	LOW	LOW	HIGH
CUSTOMER CONVENIENCE	Low	MEDIUM	MEDIUM	MEDIUM	нібн
TURNAROUND TIME	нідн	MEDIUM	LOW	MEDIUM	LOW
COST	HIGH (RS 50 - RS 80)	MEDIUM (RS 30 -RS 45)	MEDIUM (RS 70 - RS 80)	MEDIUM (RS 70 - RS 80)	LOW
RECURRING DATA ACCESS	NO	NO	NO	YES	YES



Account
Aggregator at
Scale: Balance
Sheet for every
Indian Individual





Phase 1 Expansion within Financial Sector

16 Financial
Information Types
across the four
financial sectors
regulators (RBI, SEBI,
IRDAI and PFRDA)
and GSTN, regulated
by DoR-MoF



>>

Further Expansion within Financial Sector

- Joint Savings Accounts
- Non Sole Prop
 Current Accounts
- EPFO
 - CBDT
- Post Office Deposits
- Payment Wallets
- Payment Banks



Beyond the Financial Sector under DPDP Act

- DigiLocker
- Property Records
- Telecom
- Health





Aug'24 Dec'24

120 million AA handles

Industry estimated ratio*

~1.1 billion

Cumulative fetch estimates from DFS meetings

155+ million AA handles

Industry estimated ratio*

~1.43 billion

Cumulative fetch estimates from multiple sources

106.23 million

Cumulative Consents fulfilled (Sahamati dashboard)

~300,000

successful consents everyday

143.61 million

Cumulative Consents fulfilled (Sahamati dashboard)

~343,000

successful consents everyday

Trends that are expected to define the AA Ecosystem and result in a healthy scale-up

- DPDP Draft Rules
- Supply Side Improvement
 - Success rates
 - o Coverage of FIP Increasing (Urban Cooperatives, Insurance companies)
 - Latest circular on optional and mandatory fields
- Evolving Use Cases
 - Retail and Corporate Use Case
 - Shift from Bureau-Based to Cash Flow-Based Lending
 - Security & Data Privacy Concerns with Alternative Methods
 - Rising Cost of Customer Acquisition for REs
 - Non Credit Use Cases
 - o AA as fraud and Risk Management tool (Collections and Monitoring)
 - Large Banks and NBFCs Use Cases
- Improving health of ecosystem
 - Sahamati work on interoperability
 - Fair Use adoption for healthy untake