Rome, 8-2-2019,

2010 2018 2019

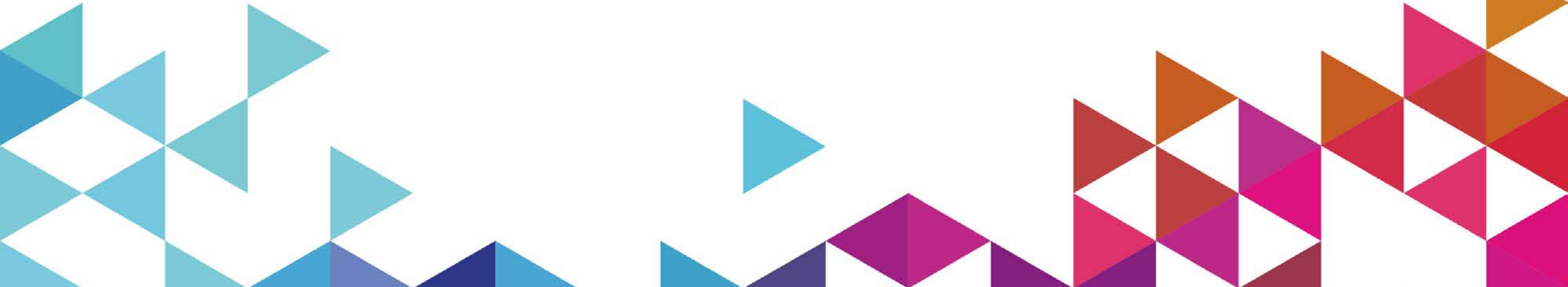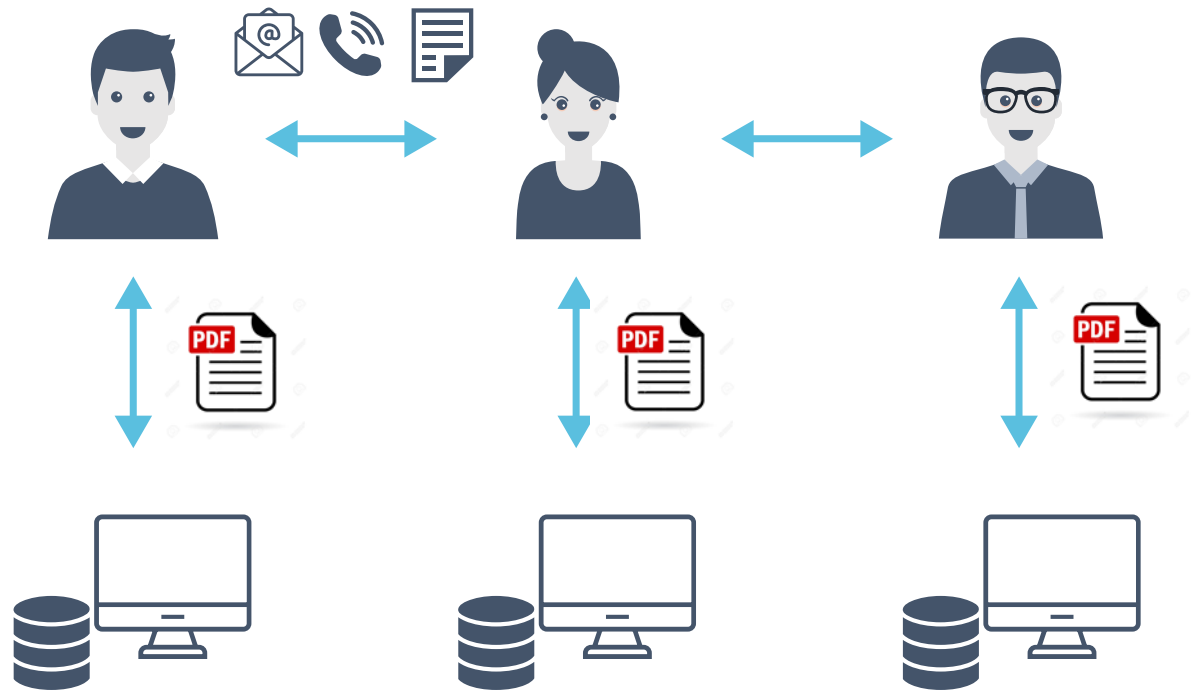1. Story of SBR Nexus

2. Use-case: data sharing in Real Estate.

"The technology is never biased, it is always the data which is biased".

Sander Middendorp

director SBR Nexus

Existing document driven world
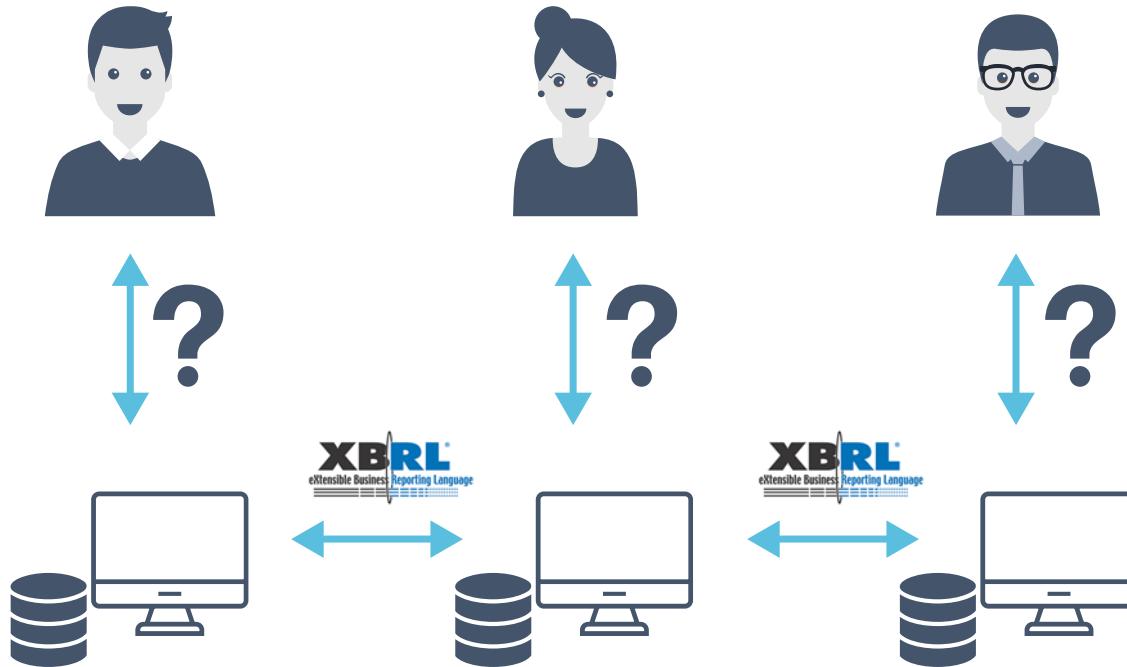
Human being is in control

Lot of mistakes

Understanding the context

slow

Managing mistakes

Depended of people

New digital data driven world

Fast

Consistant

Not depended on people

People are out of control

Computer is black box

Research into promoting 'data sharing' in SME's, commissioned by the Ministry of Economic Affairs and Climate.

500 SME's

The "data economy", with data sharing as an important pillar, has significant social and economic potential

2016		2020
12 mld.	+146%	29,5 mld.
400K	+60%	640K
10K	+41%	14K

Achieving potential is mainly hampered by operational challenges, trust in each other's intention and a lack of consciousness

Findability and accessibility of data	47.5%
Lack of control over access rights	49.3 %
Different formats and standards	53.7 %
Lack of security	48 %

Observations from benchmark data sharing initiatives

Existing data sharing initiatives **focus mainly on data connectivity and data standards** and fewer challenges around control over data, high costs of tools or knowledge and awareness about data sharing

Many data sharing initiative (as opposed to platforms) have **trouble setting up their funding model**, partly because here relatively late thinking about it.

Many initiatives still have a lot of **difficulty with adoption** and a lack of confidence.

@ Data is mainly shared unstructured with e-mail as the most used medium

Opportunities are mainly seen in minimizing costs, social improvements and opportunities for development of new services

Achieving potential is mainly hampered by operational challenges, trust in each other's intent and lack of Awarenes

Realized

Banking taxonomy

Real Estate taxonomy

Standard Banking Statement

Fast & Safe Infrastructure

Learned

Too much focussed on taxonomies and XBRL.

Lack of connection with the current working process across all partners in the chain.

Lack of understanding how the different leaders of organizations deal with digitization and data.
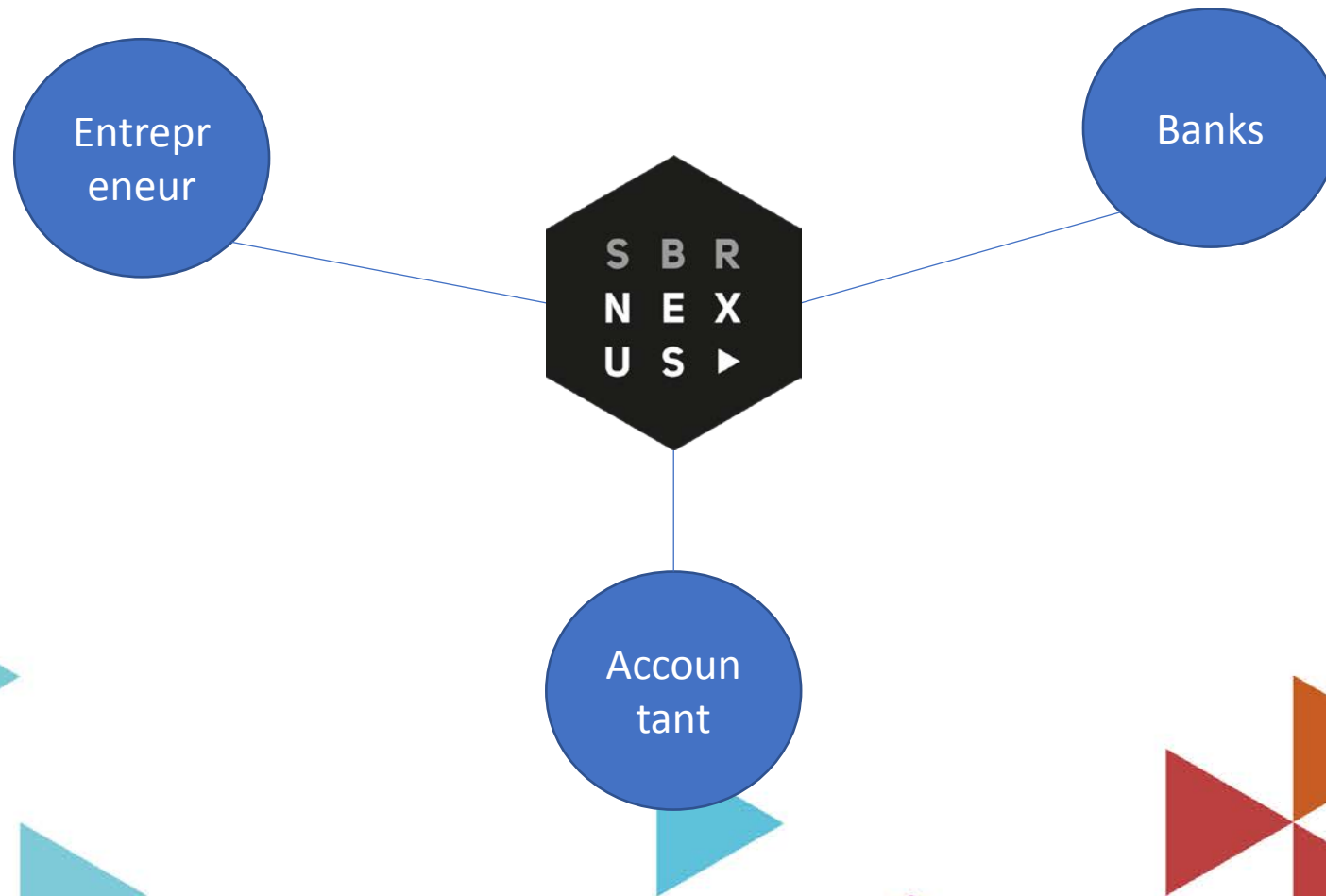
We need to find a better balance between data definitions, processes and technology across the chain.

SBR Banken moved from a bank focussed approach........
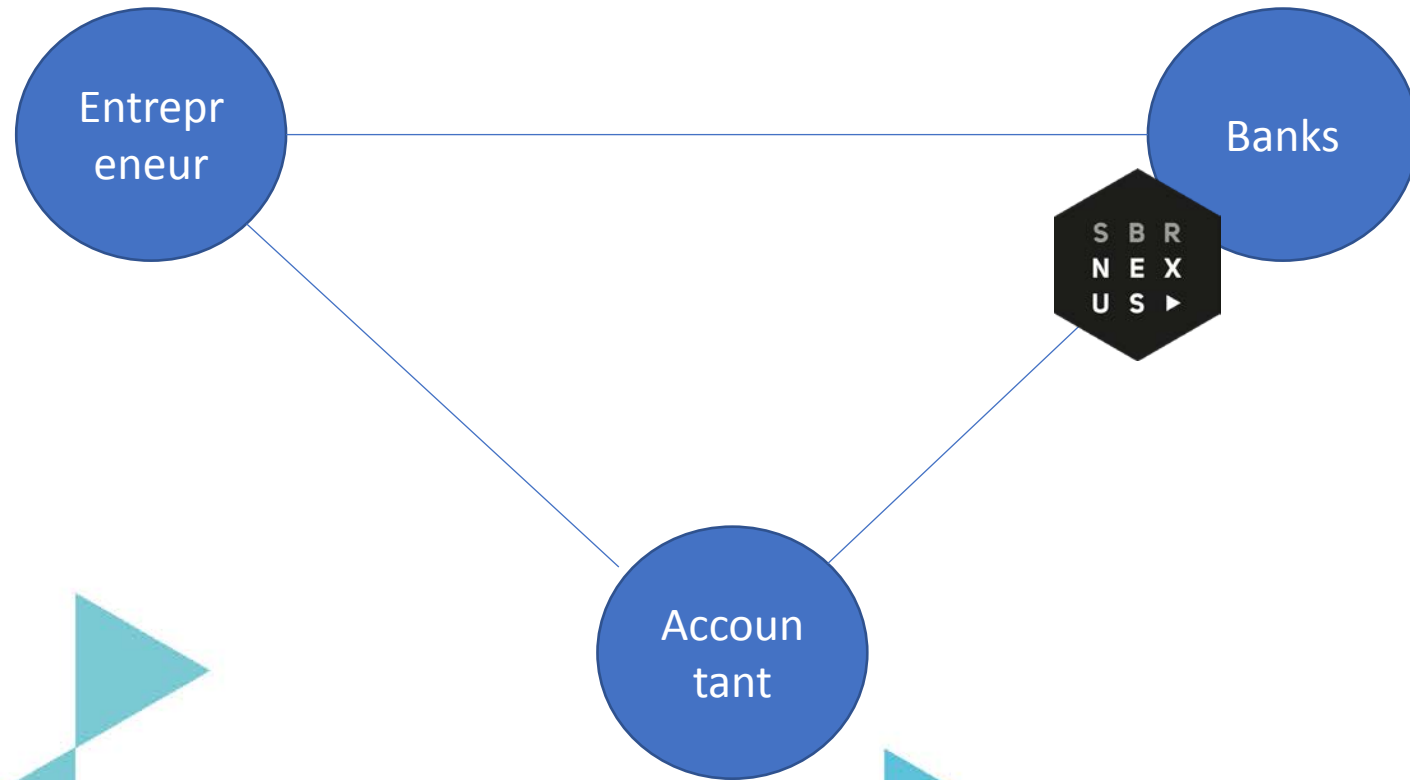
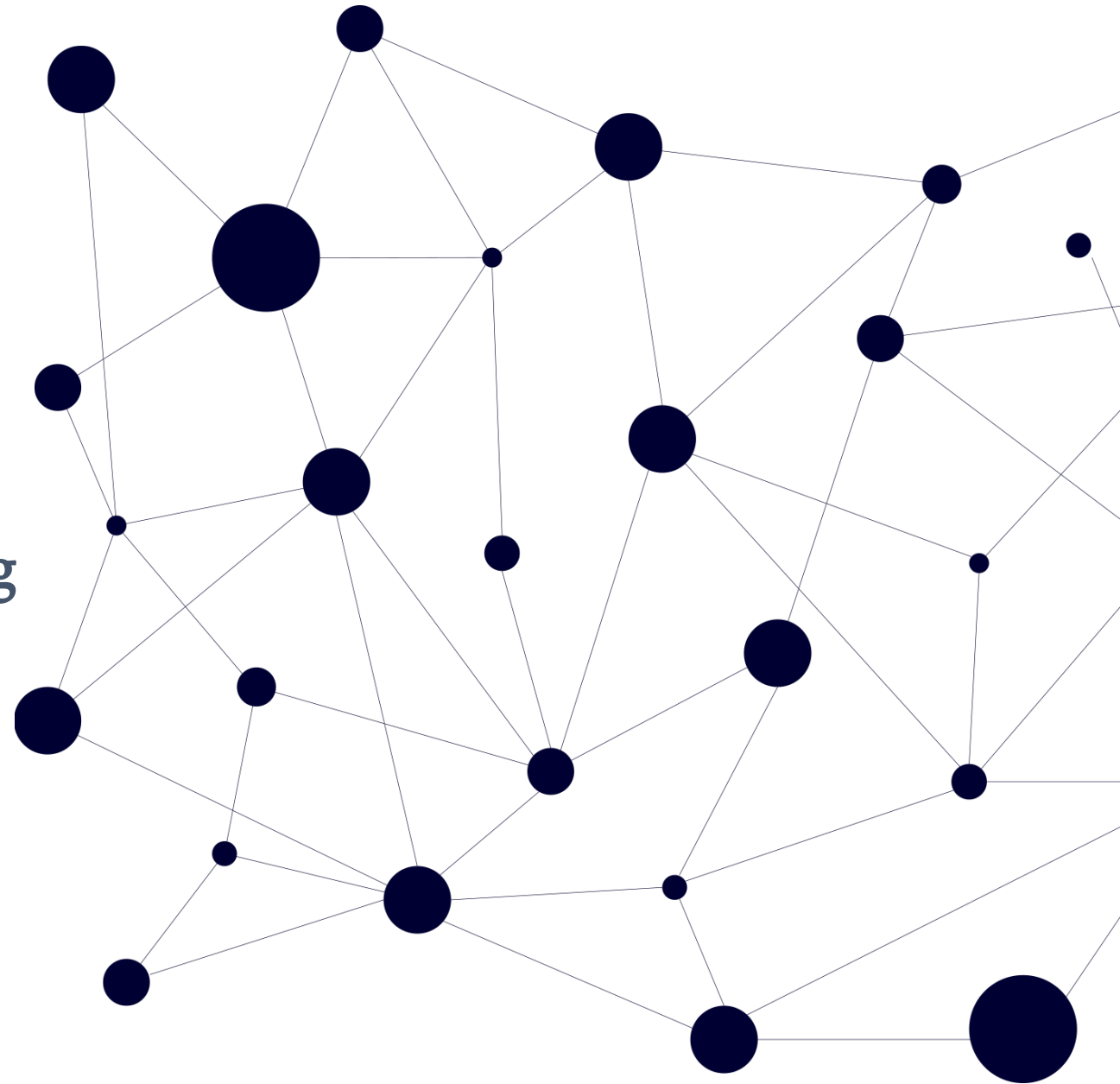........towards an organization which is supportive to all members across the chain.

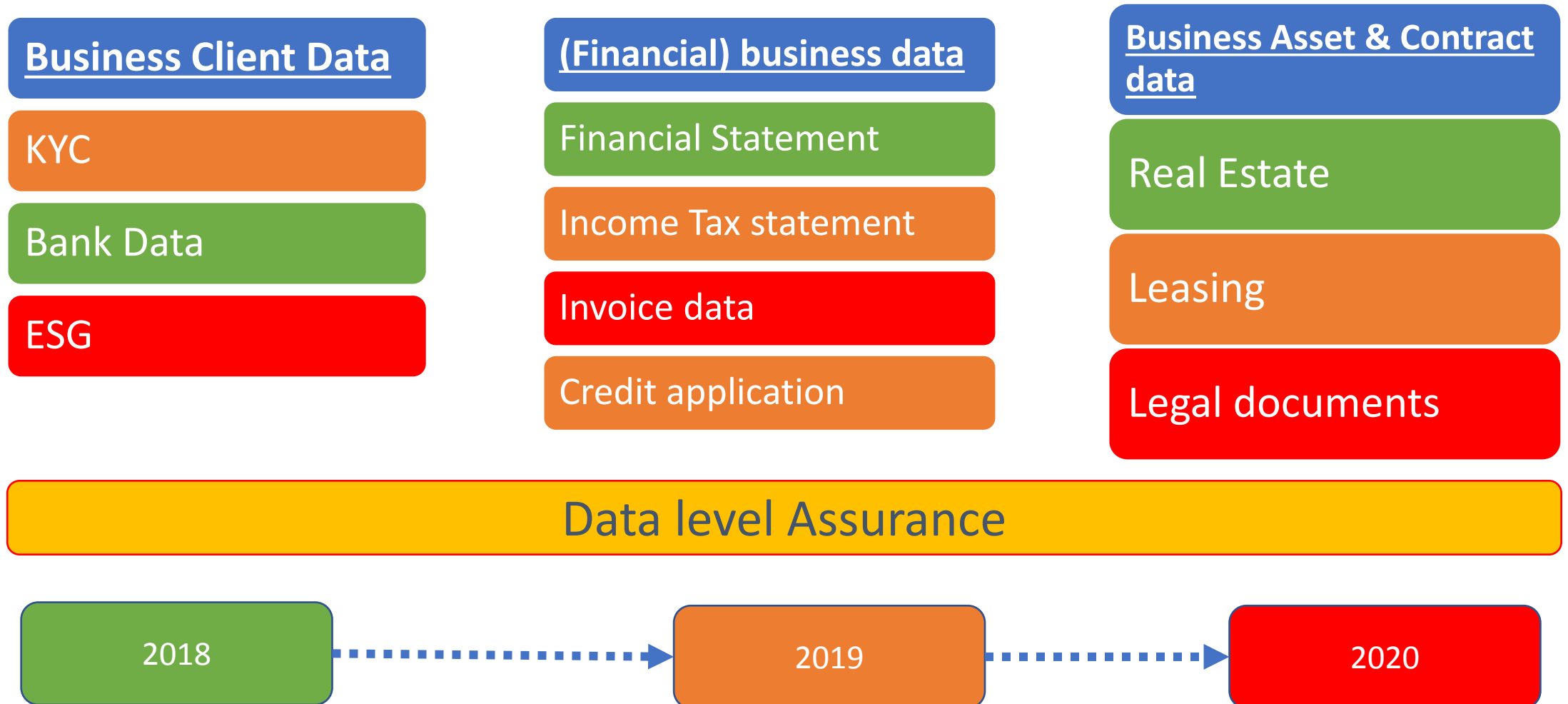# We combine what we have learned with new opportunities

- Keep it simple to understand.

- Create an machine to machine ecosystem trusted by people.

- Make use of existing standards and focus on 'efficiency innovation'.

We build a solid network in which organizations can digitally exchange different types of business data by using XBRL.

The next step we are looking for in data sharing is "data level assurance".

Business Client Data

KYC

Bank Data

ESG

(Financial) business data

Financial Statement

Income Tax statement

Invoice data

Credit application

Business Asset & Contract data

Real Estate

Leasing

Legal documents

Data level Assurance

2018 → 2019 → 2020

Use-case

Data Sharing in Real Estate

Problem statement

- Real estate data is not always available and unreliable and supervisor requirements can not be met. The ambition is to change this by introducing standards and facilitating a digital real estate ecosystem.

| PROBLEM	AMBITION	SOLUTION

• **Data sharing in the real estate industry is cumbersome, caused by:**
  • **Unstructured data**
  • **Non-digital data and**
  • **Unstandardized real estate data**
  • **Lack of standardized data infrastructure**
	• **The three largest Dutch banks have the ambition of being a catalyst in solving this issue**
	• **SBR Nexus has been chosen as the governance body for this initiative**
	• **Ambition is to facilitate a digital real estate ecosystem**
		• **Audit trail for regulatory purposes amongst others**
		• **In general: create and facilitate the standards for optimal data sharing and data verification in the real estate industry**
		• **Specifically: Identify and implement use cases for a diverse set of real estate players**

Conceptual model of proposed solution

- To develop: i) a portal for sharing real estate data (MVP) between stakeholders and ii) standards for data sharing and create an audit trail for logging real estate data (MVE).
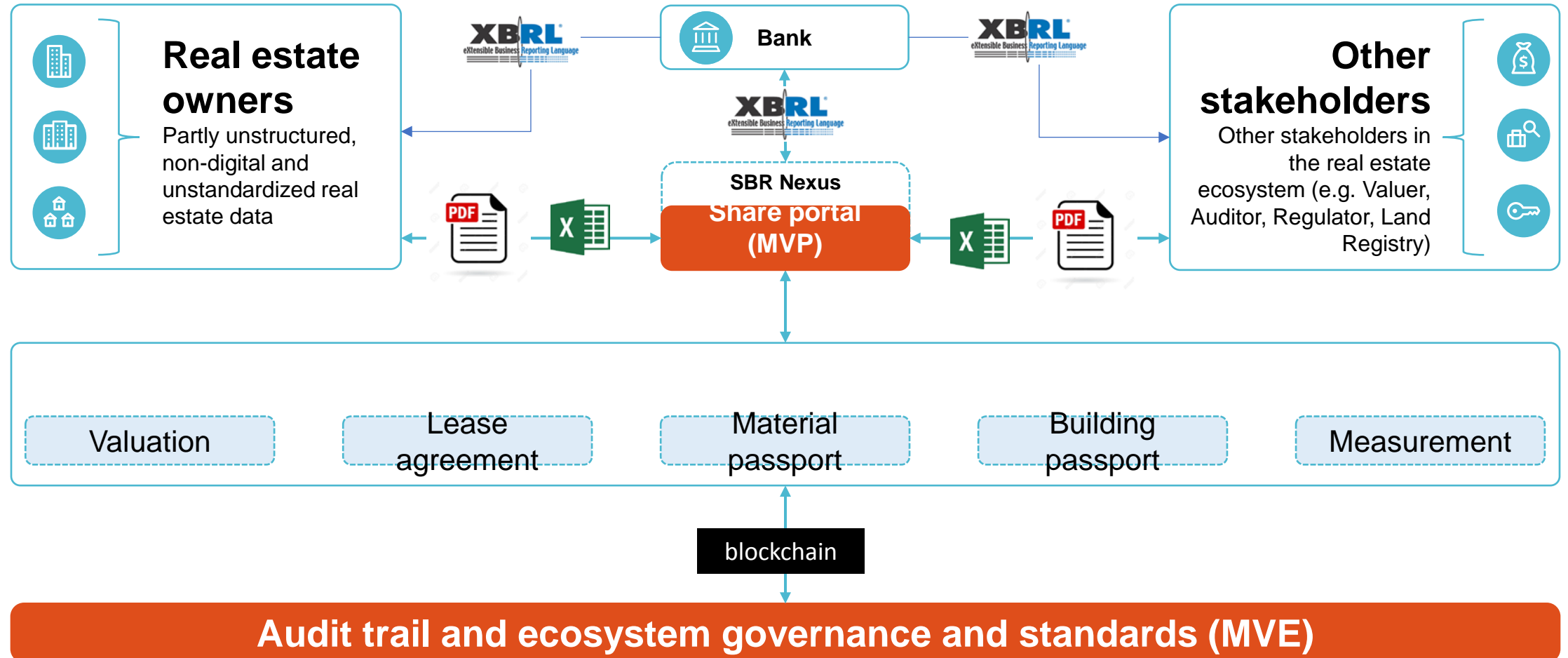
THE BANKS DATA CHALLENGE

Problem: Same information is used multiple times, transferred, processed and saved but the source of the data is not retrievable at the moment of re-use of the data.

Information provided by the client is not (always) the same as the information being shared by the bank: information is intentionally and unintentionally modified and because of multiple (unstructured) hand-overs, verification of the source is difficult or impossible.

Service providers

Client/owner

Client levert data van hoge kwaliteit

structured data

Bank

Multiple hand-overs

Multiple use of the same data, different outputs

Credit Risk management

Portfolio management

Reporting

CDD / KYC

Overig

Sharing with third parties

Investor

Regulator