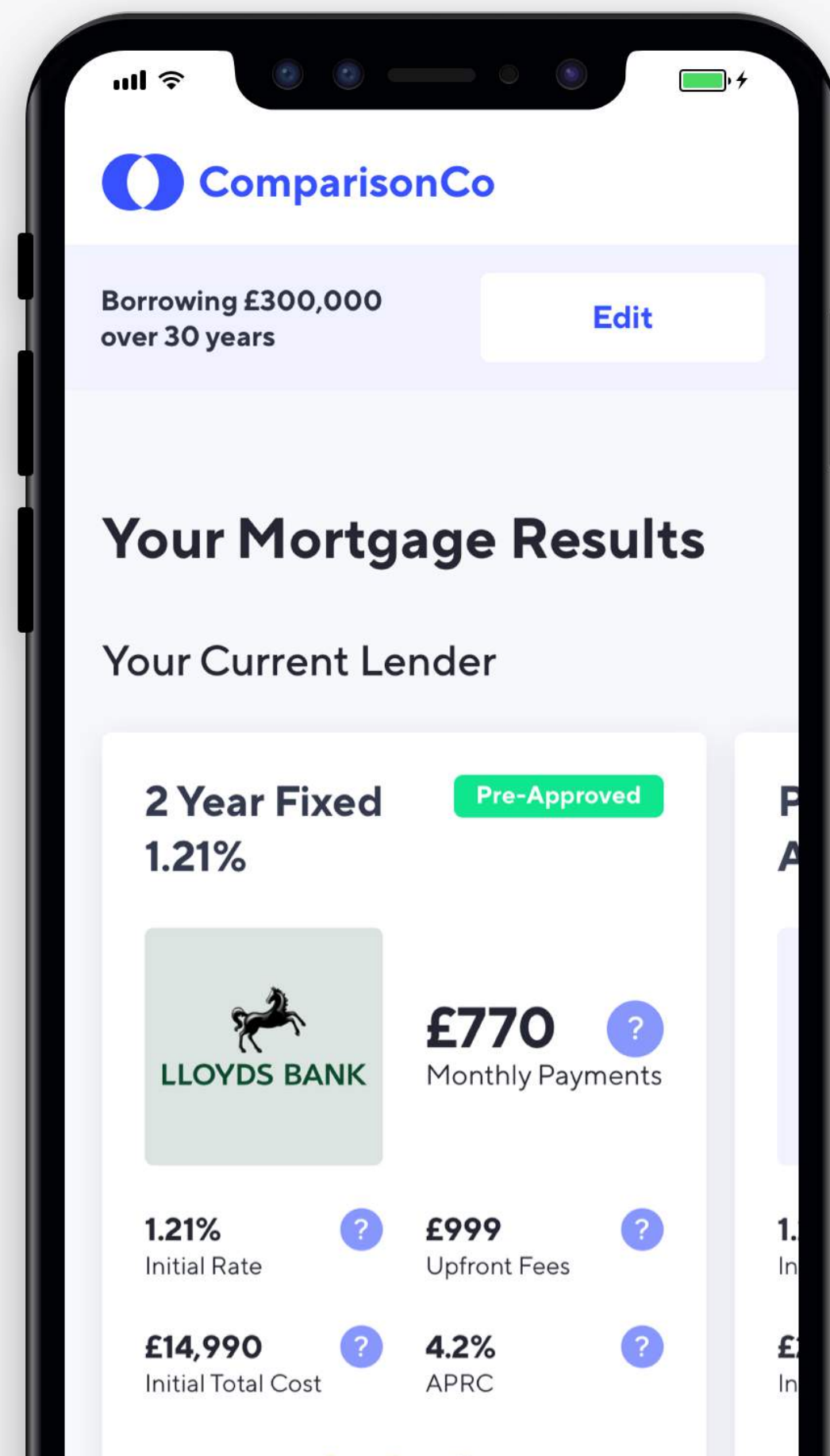


# Opening the door to Open Banking in mortgage lending

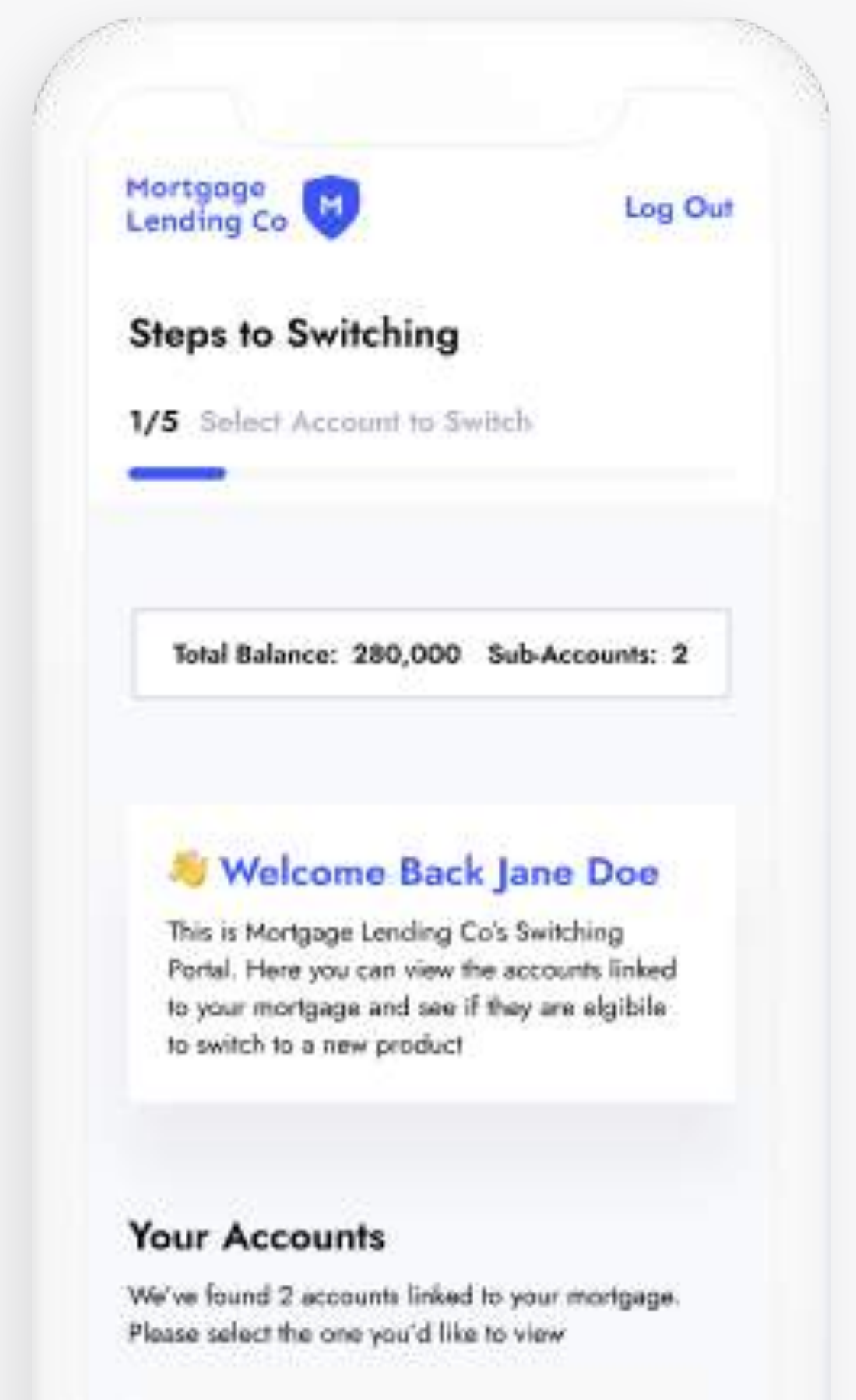
**Freddy Kelly, Credit Kudos**  
**Seb McDermott, Koodoo**  
**Vicki Harris, Kensington Mortgages**

## Providing comparison services for 45% of the UK online market



## Powering customer acquisition and digital journeys for leading lenders

- 45% of the lending market integrated for direct journeys
- Integrated with leading mortgage tech providers

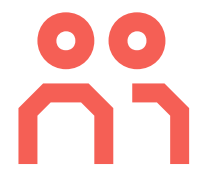


# Who we are

- Challenger Credit Reference Agency
- First in the UK to combine Open Banking and loan outcome data
- We enrich complex raw transactional data to enable better and faster decisions
- Insights built on hundreds of millions of data points over 5+ years

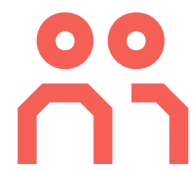


# Open Banking adoption has increased significantly



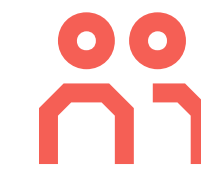
## 2M+

Open Banking hits 2M+ users



## 1M

1M extra in users in the past 6 months



## 20%

1 in 5 began using Online Banking apps during lockdown

# Factors driving adoption

- Availability increased due to greater ecosystem adoption.
- Increasing digital innovation.
- Transition to attaining more direct leads.
- Consumers increasingly seek digital products.
- Consumers more willing to share financial information.

# The mortgage market is set to reap the benefits of open banking in 2021



Rapid consumer adoption  
25% qoq growth



COVID has highlighted need  
for processing efficiency



Tangible customer  
benefits



Affordability more  
important than ever



Mortgages

Provided by



*i* Need advice?

### Your details:

£150,000 over 20 years

75% Loan to value *i*

[\(edit your details\)](#)

Filter

Sort by: Monthly payment

Showing **100** mortgages from **32** lenders



NatWest

Initial monthly cost

**£723.13**

fixed *i* for 2 years

Initial rate **1.49%**

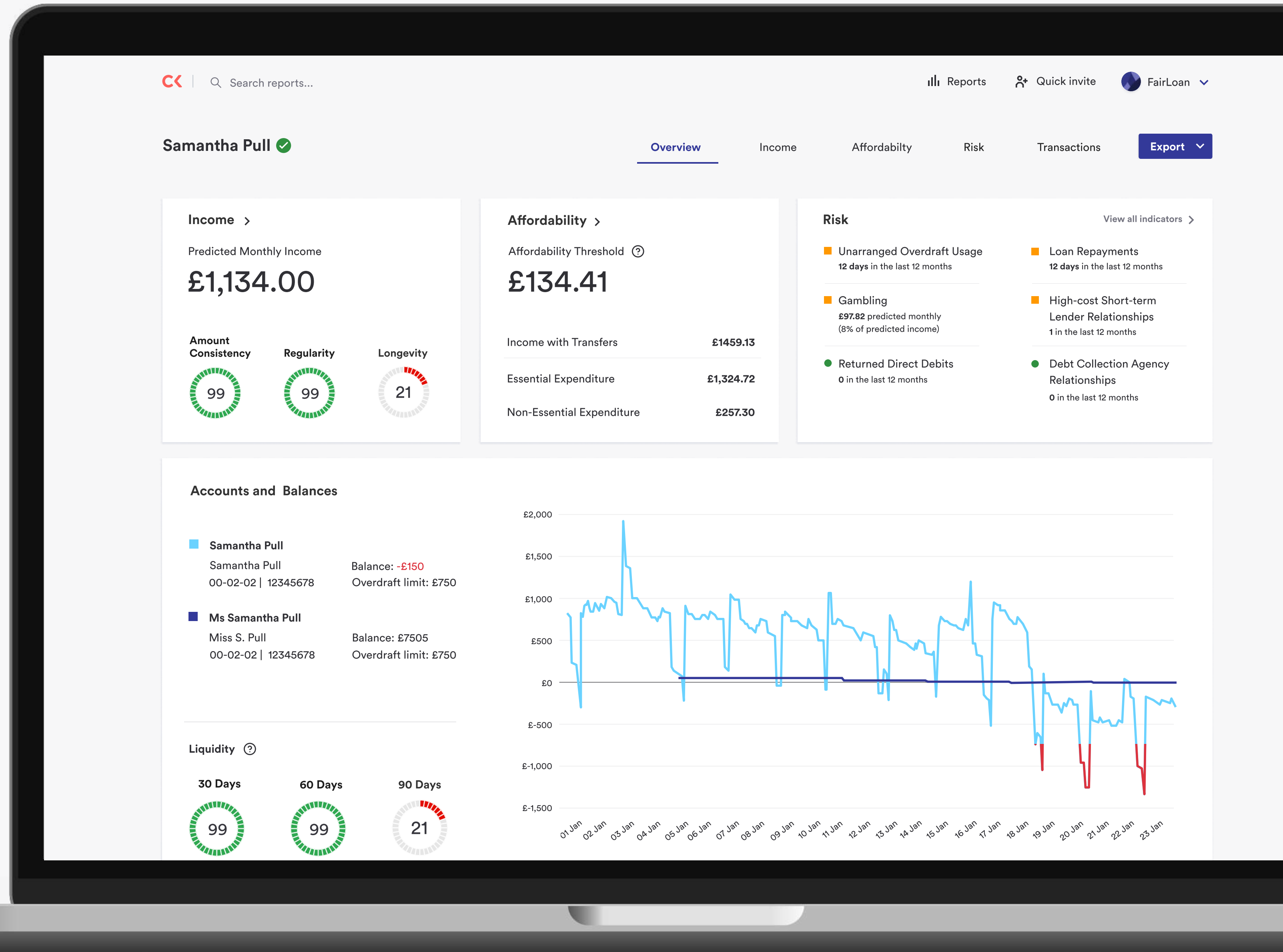
Total upfront fees **£1,025.00**

Initial term cost **£18,380.08** *i*

APRC **3.2%** *i*

[More information](#)



# Access rich Open Banking insights










# The benefits

## CUSTOMER

-  Instant decisions
-  No manual document upload

## LENDER

-  Processing time halved
-  Better lending decisions
-  Reduced fraud
-  Differentiate in distribution
-  Customer lifecycle management

# Get in touch

[creditkudos.com](https://creditkudos.com)

[koodoo.io](https://koodoo.io)

[kensingtonmortgages.co.uk](https://kensingtonmortgages.co.uk)