

ORGANIZATIONAL IMPACT OF OPEN BANKING ADOPTION



Massey Henry Talent Newsletter | February 2023

Industry experts predict that open banking could increase revenues for Canadian financial institutions by \$10B. Its implications at the executive level are profound.



Open banking within a Canadian context

Canada has historically trailed its global peers in developing standards and regulations relating to Fintech services in e-commerce, banking, and payments. However, the Canadian government has held a series of industry consultations on open banking since 2020 and has been developing a regulatory framework to support its transition.



Anticipated Impact

Industry experts predict that open banking could increase revenues for Canadian financial institutions by \$10B, with some predicting 70% of customers will adopt elements of open banking.



Executive Talent Implications

Skill requirements will shift from function expertise to a mix of technical and critical soft skills. Financial services organizations will need to determine talent requirements in four key areas: technology, product offerings, customer relationships, and third-party relationships.



Market Implications

- **Financial institutions** will need to transform business processes
- **Fintech organizations** will need to adapt to increased regulatory and technological scrutiny
- **Customers** will need to educate themselves on the implications of open banking
- **Regulators** will need to monitor the progress and adoption of open banking services to protect consumer interests

FROM OUR NETWORK



Open banking will have a significant impact on the Canadian financial services sector, including from an executive talent perspective. To adapt, organizations will need to stay informed of critical technical and soft skills required at the executive level. Massey Henry's experience leading searches in critical areas such as technology, product, and customer relations will position the firm well to help organizations navigate this forthcoming transformation.



Johanne Brossard

Corporate Director/Trustee and former CEO, **ING Direct Canada**
Advisory Board Member,
Massey Henry

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