

Open banking: partnership between Nexi and Conio

The Italian fintech firm – the first to develop a portfolio of digital currencies that can be managed by apps – joins Nexi Open, Nexi's ecosystem of services

Nexi's partner banks will be able to integrate Conio's digital currency trading features into their wallets.

Milan, 6 July 2020 - Nexi, the PayTech firm that leads Italy's digital payments sector, has struck an agreement with Conio, the Italian fintech firm that was the first to develop a portfolio of digital currencies accessible and manageable through apps.

The partnership calls for Conio to become a part of Nexi Open, Nexi's open banking services ecosystem, allowing the PayTech firm to make fintech services available to its partner banks: credit institutions will be able to integrate into their wallets the Conio features that make it possible to trade digital currencies simply, quickly and securely.

The partnership - in line with Nexi Open's goal of offering concrete products in the open banking sector – allows Italian banks to offer their customers a useful, effective digital currency trading solution – a service that is increasingly in demand today: since the beginning of the year, and especially during the lock-down, Conio has in fact recorded a very strong acceleration, with demand for bitcoin in its apps quadrupling and over 90,000 customers served.

The first distinctive element of the solution is its ability to help banks further strengthen their customer relationships by providing them with all the tools they need to quickly include cryptocurrency trading service in their ranges, supported by best-in-class technology that meets Italian regulations and banking standards.

Conio's inclusion in Nexi Open, following on Microsoft, Net Insurance and Bain, allows Nexi to further expand its range of open banking services for Italian banks.

"Our partnership with Conio allows us to integrate into Nexi Open an Italian player that set itself apart at the international level for the simplicity, speed and security of the solutions it offers," commented Alessandro Piccioni, Head of strategy & innovation at Nexi. "This agreement offers banks a new service useful both to expand their ranges and to delve into one of the fastest growing business trends: digital currencies."

"Our goal is to make it as easy as possible for banks to include bitcoin among its services. This is the rationale for the agreement with Nexi: to offer as many banks as possible access to the service in a simple way," explained Christian Miccoli, Co-Founder of Conio. Vincenzo Di Nicola, Co-Founder of Conio, added: "Over this last year there has been a tremendous acceleration in the digital currency sector, with work being done by both major private sector players and public institutions such as the ECB: a completely new way of handling money and payments is being created. Conio's cutting-edge yet easy-to-use technology will make this transformation intuitive."

Nexi, listed on the MTA market of Borsa Italiana, is Italy's leading PayTech company, operating in consolidated partnerships with around 150 banking institutions. Through its technology it connects banks, merchants and citizens, enabling digital payments. Nexi's mission is to make every payment digital and facilitate the development of the digitalisation of Italy. Nexi operates in three market segments: Merchant Services & Solutions, Cards & Digital Payments and Digital Banking Solutions.

Merchant Services & Solutions: Nexi, together with its partner banks, serves approximately 900,000 merchants; Cards & Digital Payments: Nexi and its partner banks manage 41.6 million payment cards; Digital Banking Solutions: Nexi manages 13,100 ATMs, approximately 469 thousand e-banking stations and 947 million transactions in clearing services in 2019. It has also developed the open banking system in collaboration with CBI, to which the main Italian banks have already adhered.

Conio Founded in 2015 by Christian Miccoli and Vincenzo Di Nicola, Conio is the first Italian bitcoin portfolio to work on smartphones, designed to allow everyone to approach bitcoin simply, using a smartphone app. As a tech company, Conio also offers financial institutions, banks and insurance companies integrated solutions for the management of digital assets, from wallets for the management of cryptocurrency to the integration of blockchain protocols into cards and payment services on smartphones. The rapidly growing Conio team already includes 18 members bringing together considerable cryptocurrency expertise. <https://www.conio.com>

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