Collaborating on data exchange in the banking sector: SBR Nexus

René van der Meij

start →

1-10-2025

Introduction

René van der Meij

CTO of SBR Nexus

Worked on taxonomies since 2014

Tribe lead for SBR Services for government

Chair of Tactical consultation forum Dutch SBR Program

Board member XBRL-EU

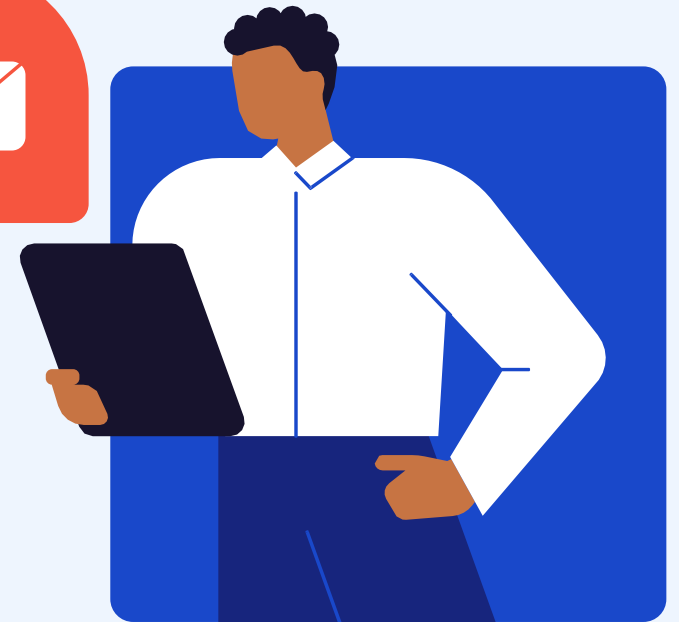Contributor to *"Challenging the Chain"*

Agenda

01	02	03
SBR Program in the Netherlands	SBR Nexus	Data products

Agenda

01

SBR Program in the Netherlands

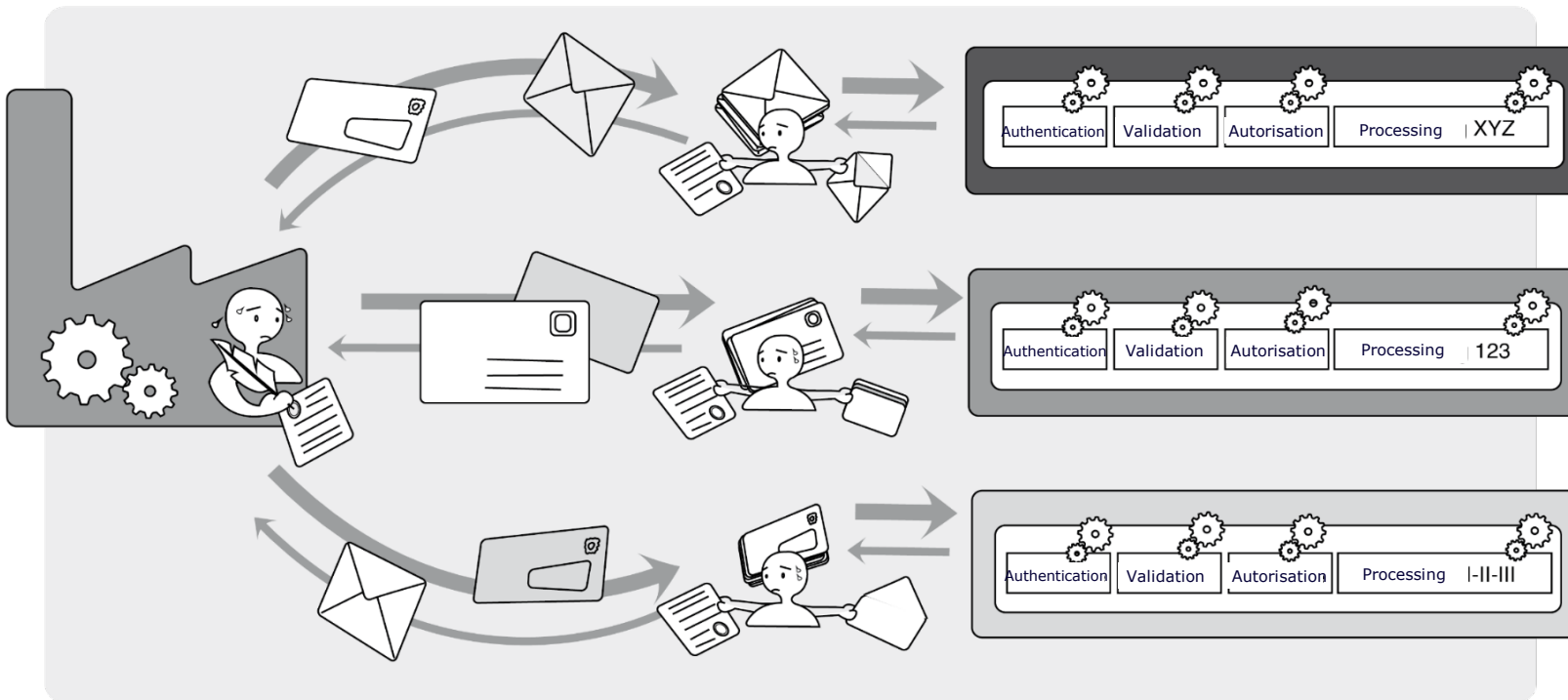**02**

SBR Nexus

03

Data products

Pre-SBR

Paper interaction

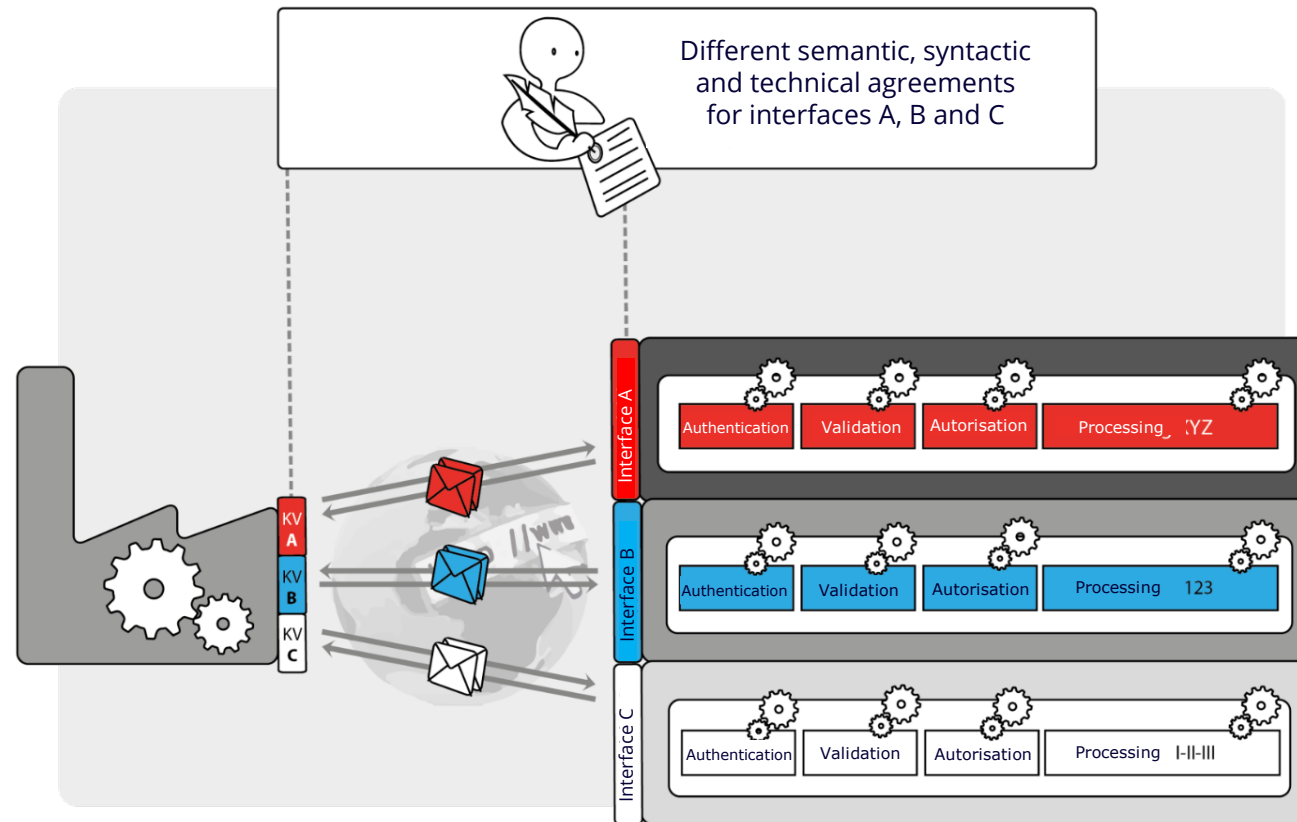*Source: Challenging the Chain (2015)*

Pre-SBR: Digitalisation

My first experience with the "digital government"

Pre-SBR: Disorderly interaction

Oncoordinated digitalisation led to different standards and high implementation costs

Source: Challenging the Chain (2015)

Start of SBR Program

Public private partnership

- Early 2000's initial talks: Tax Office, Chamber of Commerce, Bureau of statistics and Banks.

- Goals
  - Reduce administrative burdens
  - Transparency
  - Efficiency

- Standardization needed on:
  - Data definitions
  - Processes
  - Technology

- Important predecessors of the program:
  - NTP project (national taxonomy project)
  - GEIN (Generic Infrastructure project)

SBR

Standard Business Reporting

SBR Shared Service Centre
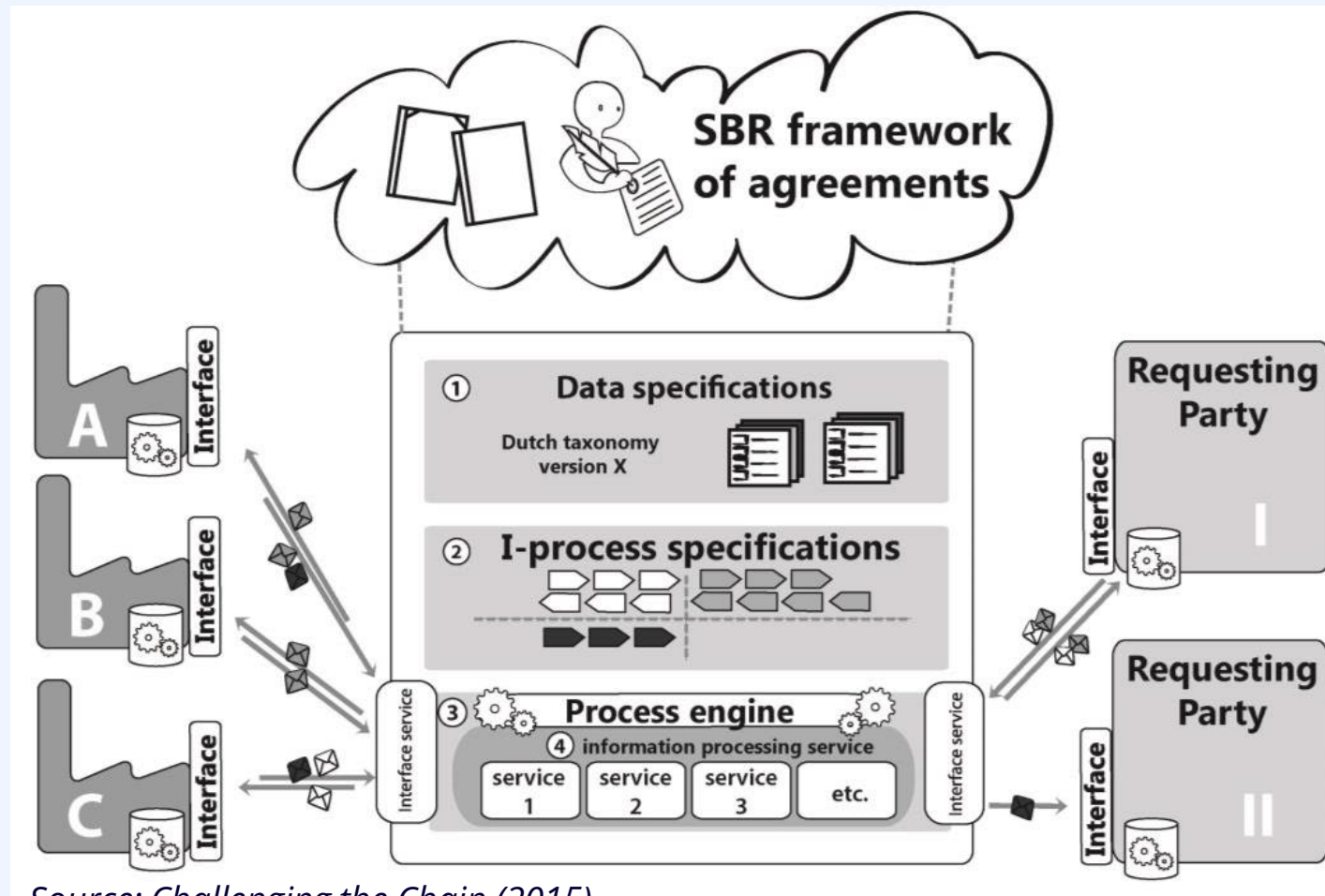
Source: Challenging the Chain (2015)

Agenda

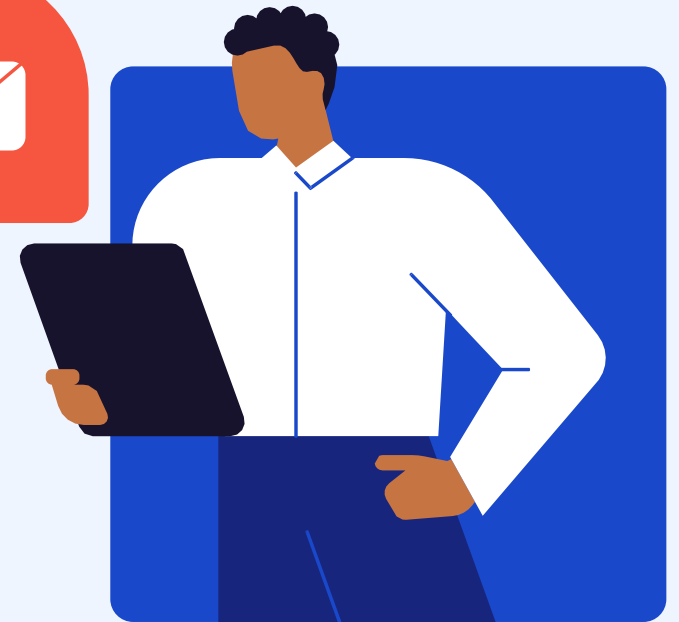|		
01 SBR Program in the Netherlands	**02** SBR Nexus	**03** Data products

Data quality is crucial for banks

Thousands of data points are requested by regulators every quarter

- Reliable data reduces risks in financial assessments.
- Poor data quality increases uncertainty.
- Data quality directly impacts the financial reserves a bank must hold

Collaborating on data requirements

To improve the *process* of exchanging business data, the three major banks have sought *cooperation* and founded SBR Nexus.

Through SBR Nexus, companies can exchange business information system-to-system with banks. SBR Nexus is a not-for-profit organisation. As a knowledge partner, it supports the full chain (banks, service providers, entrepreneurs, and software vendors) in implementing and using agreed market standards.

The Initiators

ABN·AMRO

ING

Rabobank

Orchestrating the stakeholders for success

As a chain director, SBR Nexus brings parties such as the government, the business community and the financial sector together to reach agreements on
the exchange of information
.
SBR Nexus acts as both chain director and knowledge partner.
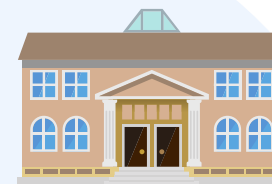
Public sector

Financial sector

Industry associations
Business community

Rabobank ABN·AMRO ING

CUSHMAN & WAKEFIELD pwc CBRE

informant MVGM CaseWare

UNIT4 visionplanner KATEINNOVATIONS

BDO bloxs Spring real estate fluX

KVK Ministerie van Onderwijs, Cultuur en Wetenschap

cbs Nederlands Register Vastgoed Taxateurs RICS

NBA Nederlandse Vereniging van Banken NVM

Co-develop standards

Together, we develop *standards* for definitions, validations and for the way in which data can be shared securely.

These standards are published as data products. With these products, companies can exchange business data system-to-system in a uniform way.

Own Private Shared Service Centre
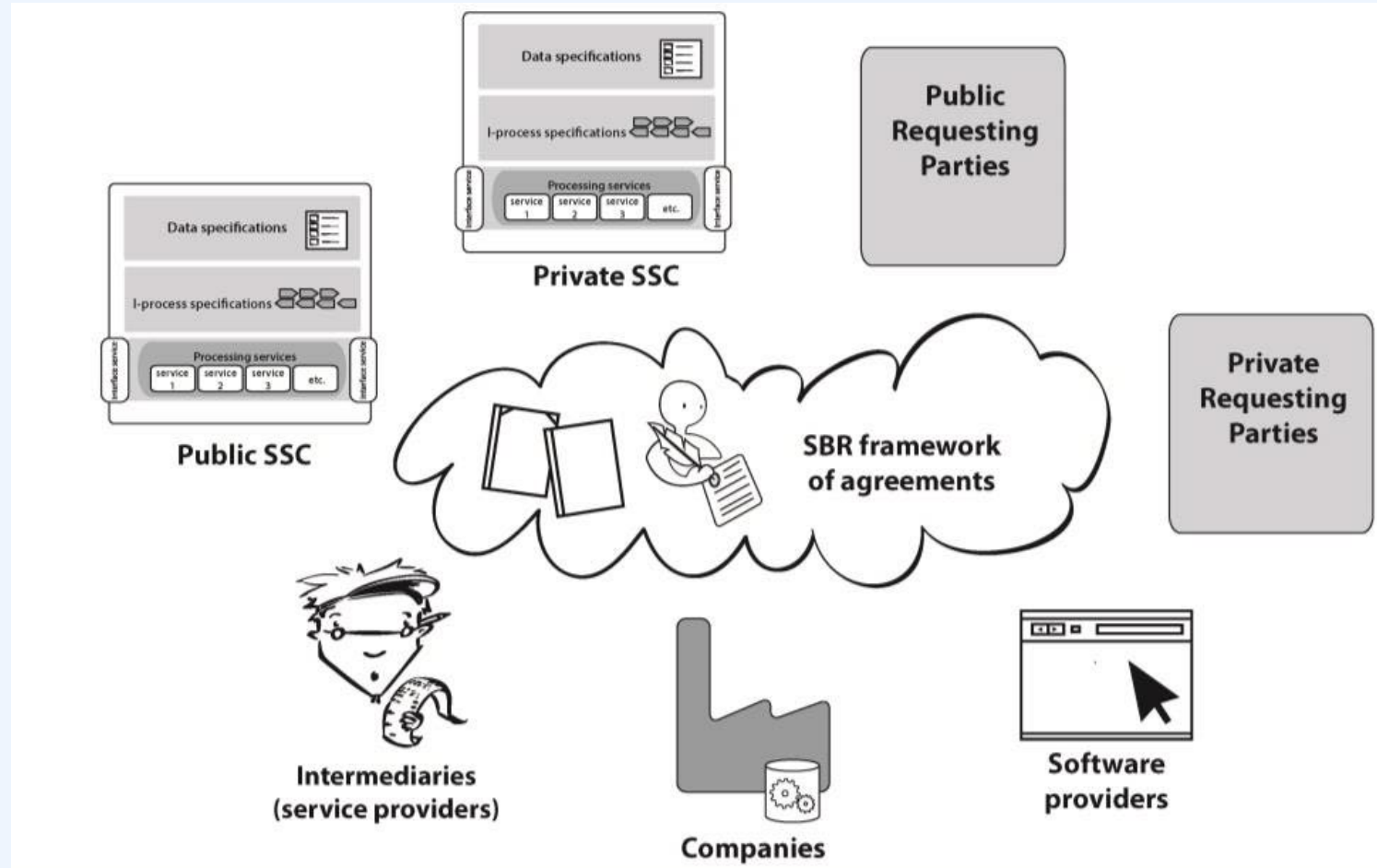
Source: Challenging the Chain (2015)

The set of agreements was expaned with digital signatures

We enabled *Assurance* in our process to increase trust in reported data.

Intermediaries set *Digital signatures* on the reports with their personal certificates to strengthen reliability of information

The amount of data products has expanded since the start

The *data products* that entrepreneurs can use are:

SBR Valuation Report

SBR Rental Information

SBR Annual Report

Agenda

01

SBR Program in the Netherlands

02

SBR Nexus

03

Data products

Credit information

- Existing Law & Regulations
- Reuse of elements from Chamber of Commerce entrypoints
- Existing SBR reporting flow

Credit information

- Existing Law & Regulations
- Reuse of elements from Chamber of Commerce entrypoints
- Existing SBR reporting flow

Real estate

- **Limited** Law & Regulations (guidelines)
- **Limited** Reuse of elements from Chamber of Commerce entrypoints
- **Non uniform** Existing reporting flow

Collaboration SBR Nexus

Real estate investor (Client)

Real estate investor has a contractual obligation to supply information

Banks (Financial institutions)

Real estate investor requests service provider to supply information about the property

In collaboration with financial institutions SBR Nexus determines data exchange in the real estate sector

*limited regulation by law & regulation

Real estate investor request software supplier to enable SBR with software

Appraiser (real estate managers)

SBR Nexus develops data standards (taxonomy) and an infrastructure for data exchange with financial institutions

Service provider request software supplier to enable SBR with software

Software supplier

SBR Nexus connects software suppliers to the network based on the Taxonomy at the bank's requests

Symbols

——— Contractual relation

·········· Informal relation

1 Current mandate on the basis of which SBR Nexus acts

Real estate ecosysteem

Actor	Real estate investor Financial institution	Real estate investor	Financial institution	Appraiser	Financial institution	Appraiser	Financial institution

Banking Process

Real estate financing application process

Yearly revision proces

	1. Submit real estate financing application	2. Share real estate object information	3. Start appraisal process by sharing basic information with appraiser	4. Receive quote	5. Accept quote	6. Execute and share valuation report	7. Process all validated information in banking systems	Next internal step financing application

SBR products

KYC	Object information	Assignment	Quote*	Assignment	Valuation report
	Rental information	Object information			ESG - information
		Rental information			Quality score
					Object information
					Rental information

Application

SBR Nexus

Data entry

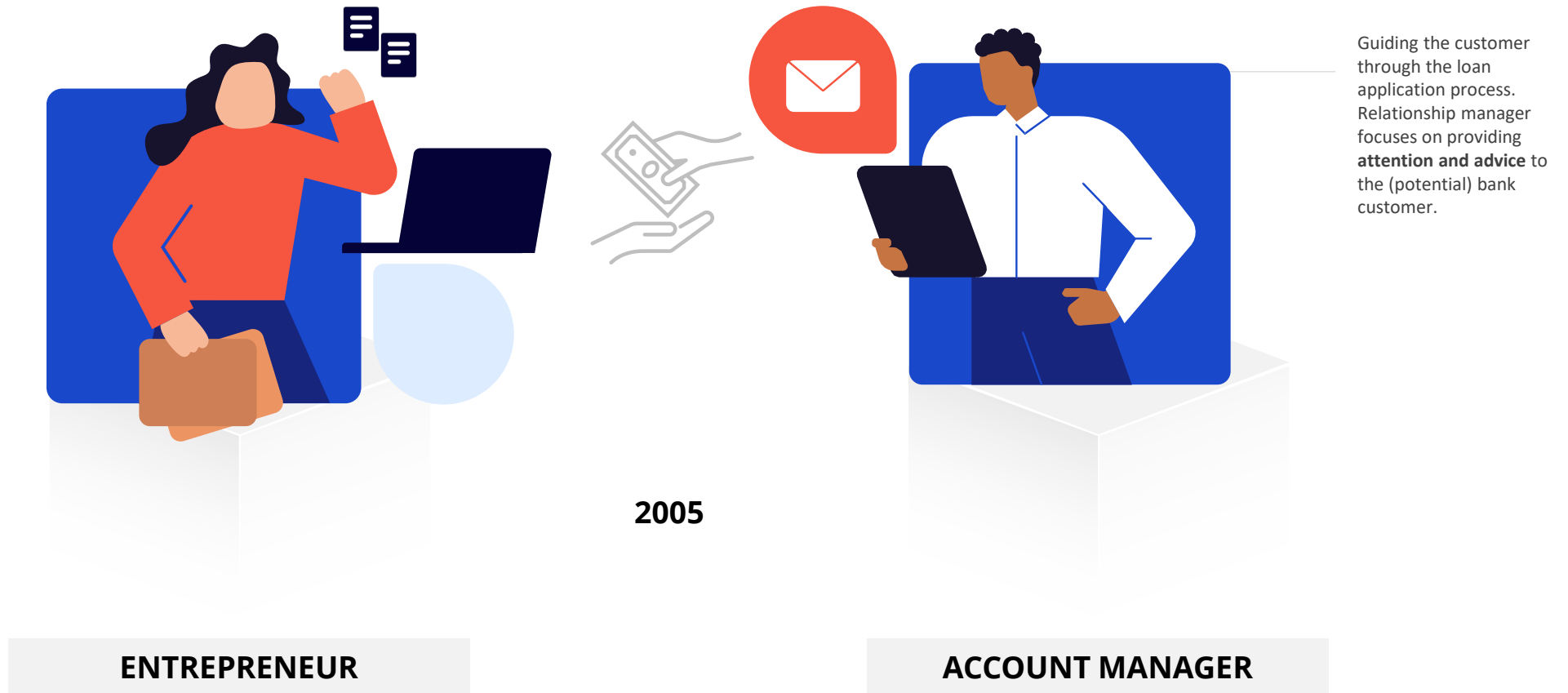| Banking system	Software supplier real estate investor	Banking system	SBR Nexus Portal	Software supplier appraiser	Banking system

* Currently out of scope SBR Nexus

The process of financing is changing....

Where the customer received approval for financing based on limited information a few years ago

Duration of financing process: ~10 days

Guiding the customer through the loan application process. Relationship manager focuses on providing **attention and advice** to the (potential) bank customer.

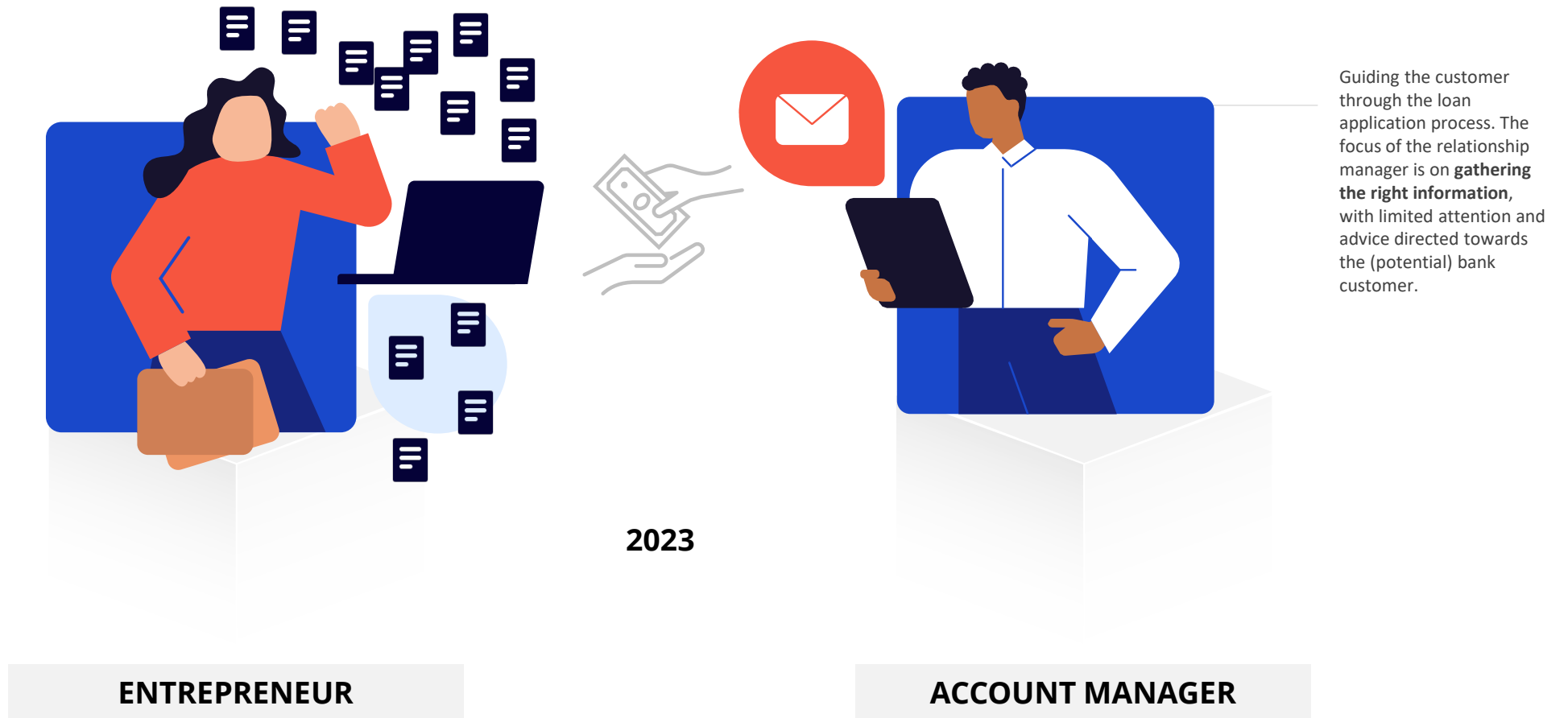**2005**

| ENTREPRENEUR | ACCOUNT MANAGER |

The process of financing is changing

...is the financing process nowadays a time-consuming procedure where the customer needs to provide several documents...

Duration of financing process: 25 – 60 days

Guiding the customer through the loan application process. The focus of the relationship manager is on **gathering the right information**, with limited attention and advice directed towards the (potential) bank customer.

2023
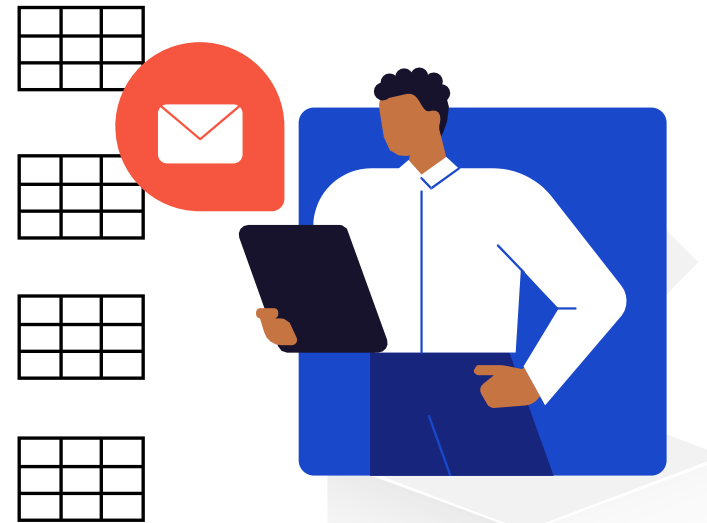
| ENTREPRENEUR | ACCOUNT MANAGER |

The process of financing is changing

...all these documents from different sources and in various formats need to be processed (re-typed) by the account manager into information in a credit report.
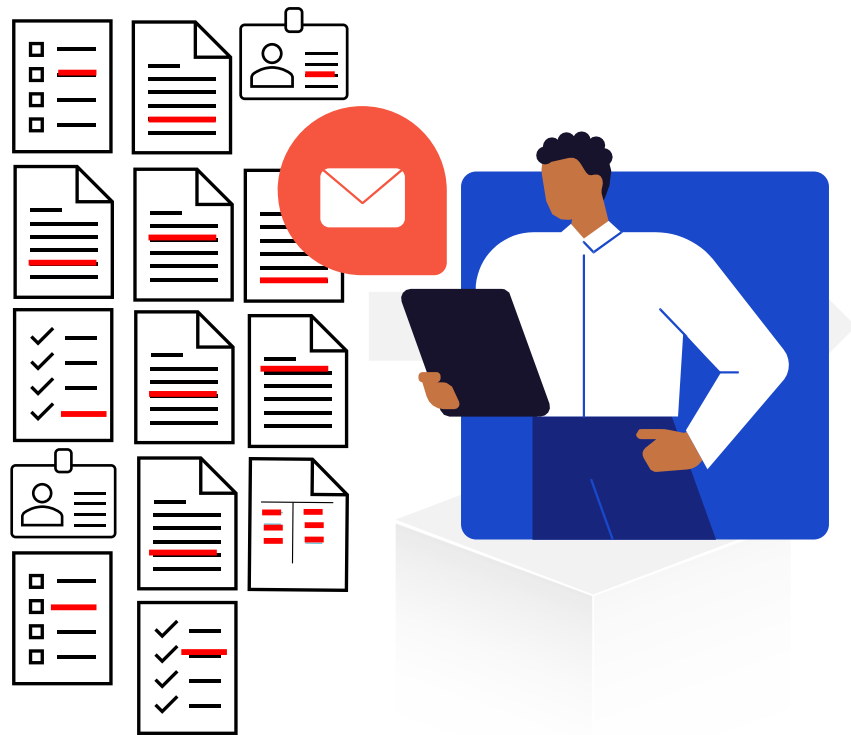
REQUESTED CLIENT INFORMATION
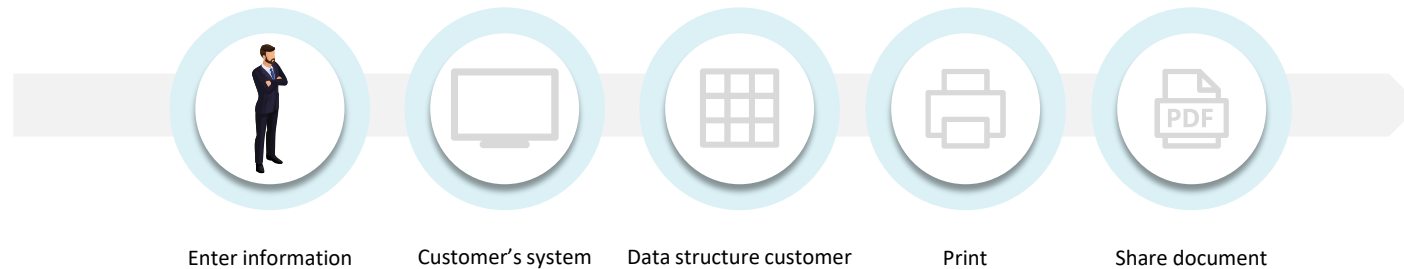
DATA

CREDIT REPORT
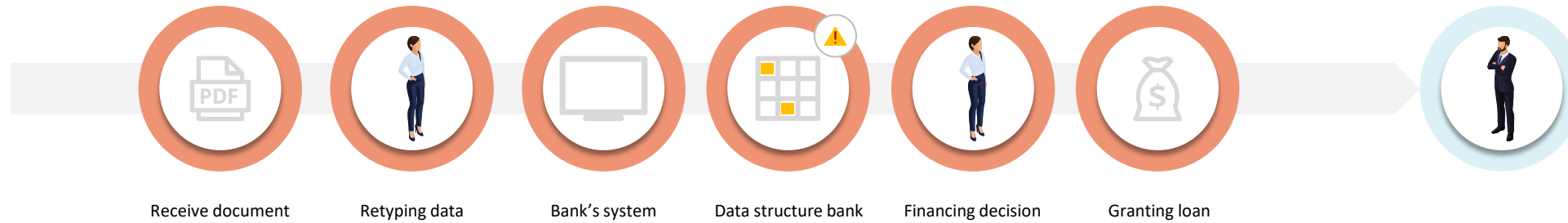
The process of financing is changing

All the information provided by the customer from their own system is printed and submitted to the bank. Subsequently, the bank converts this printed information back into data in order to make a financing decision.

Customer journey - accountant, bookkeeper, appraiser, property owner, etc.   Duration of financing process: 25 – 60 days

Enter information	Customer's system	Data structure customer	Print	Share document

Account manager / bank employee

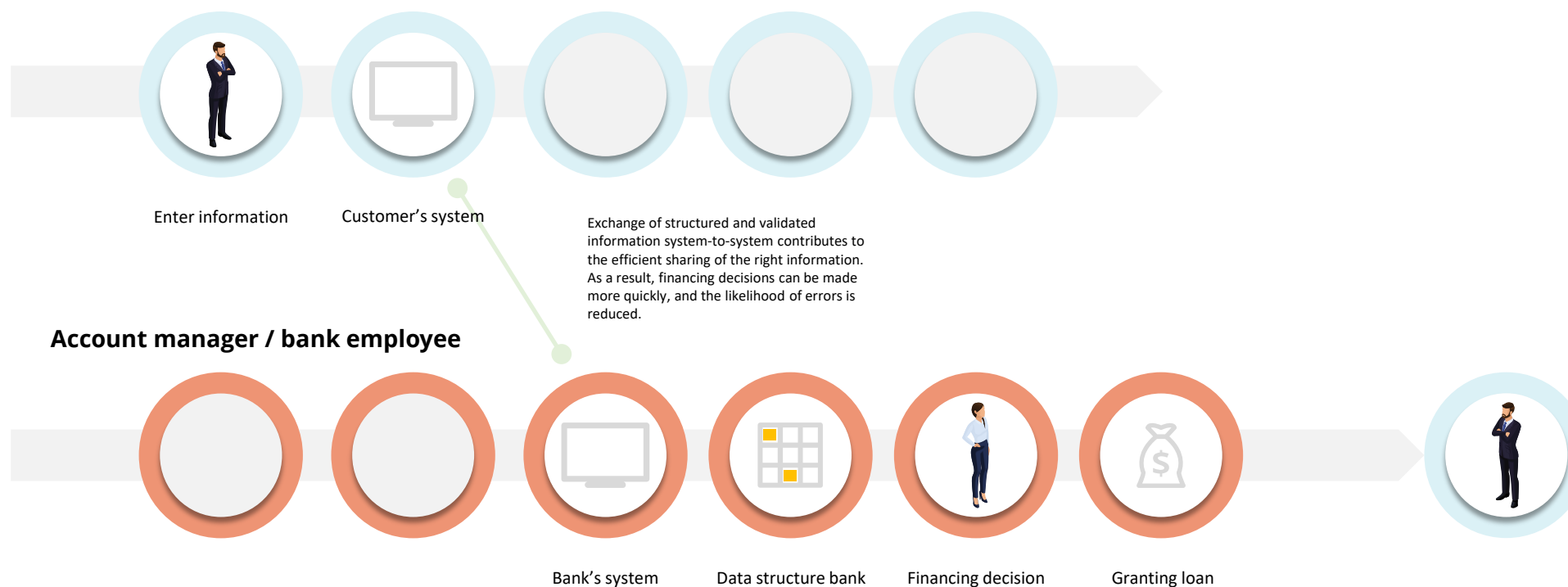| Receive document	Retyping data	Bank's system	Data structure bank	Financing decision	Granting loan

⚠ Risk of data loss

The process of financing is changing

Through standardization and validated information exchange, information can be efficiently shared between the customer's systems and the bank.

Customer journey - accountant, bookkeeper, appraiser, property owner, etc.

Duration of financing process: ~5days

Enter information

Customer's system

Exchange of structured and validated information system-to-system contributes to the efficient sharing of the right information. As a result, financing decisions can be made more quickly, and the likelihood of errors is reduced.

Account manager / bank employee

Bank's system

Data structure bank

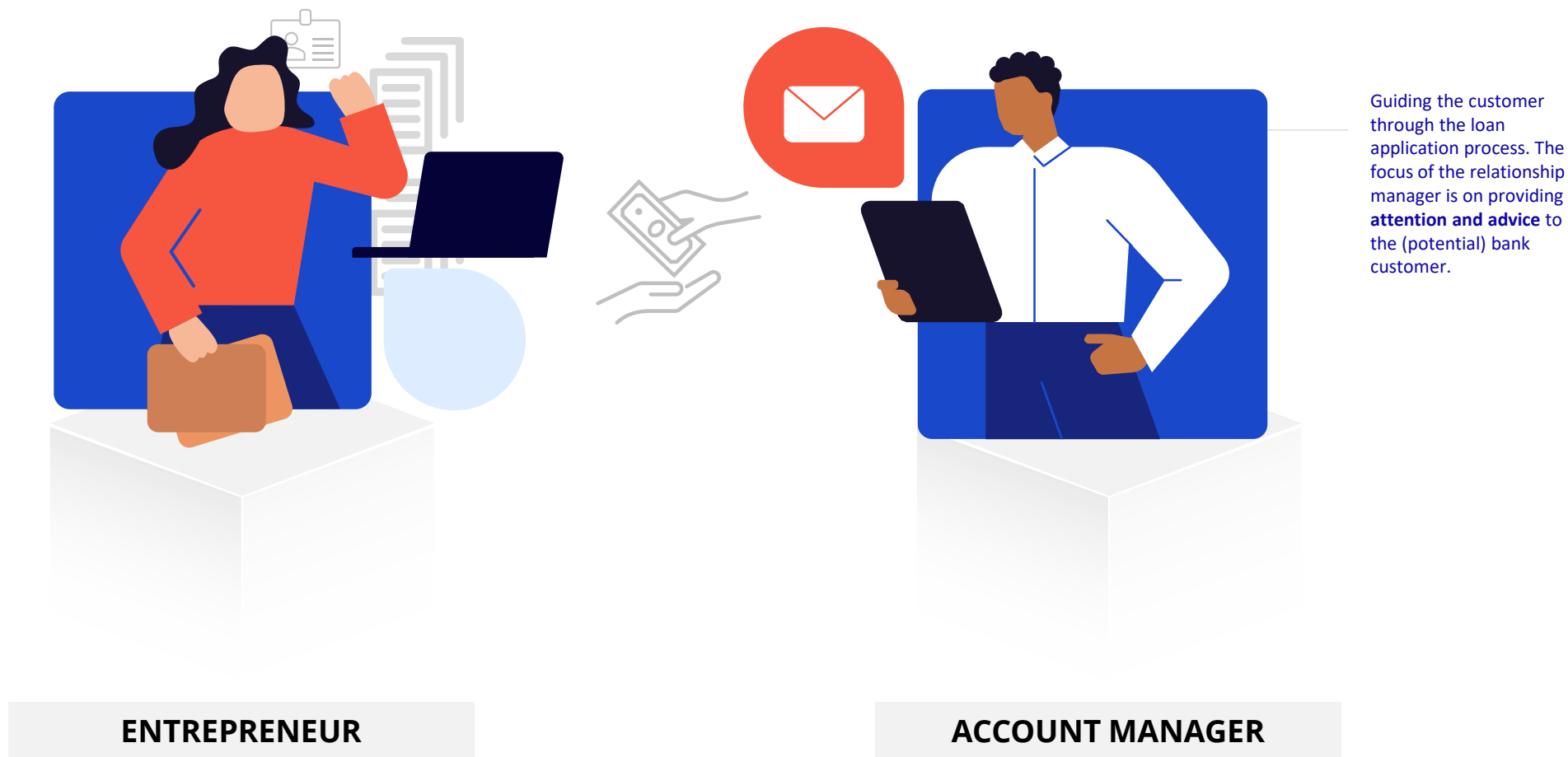Financing decision

Granting loan

The process of financing is changing

SBR Nexus enables the standardized and validated digital exchange of information, allowing a customer to efficiently provide the required information.

Duration of financing process: ~5 days

Guiding the customer through the loan application process. The focus of the relationship manager is on providing **attention and advice** to the (potential) bank customer.

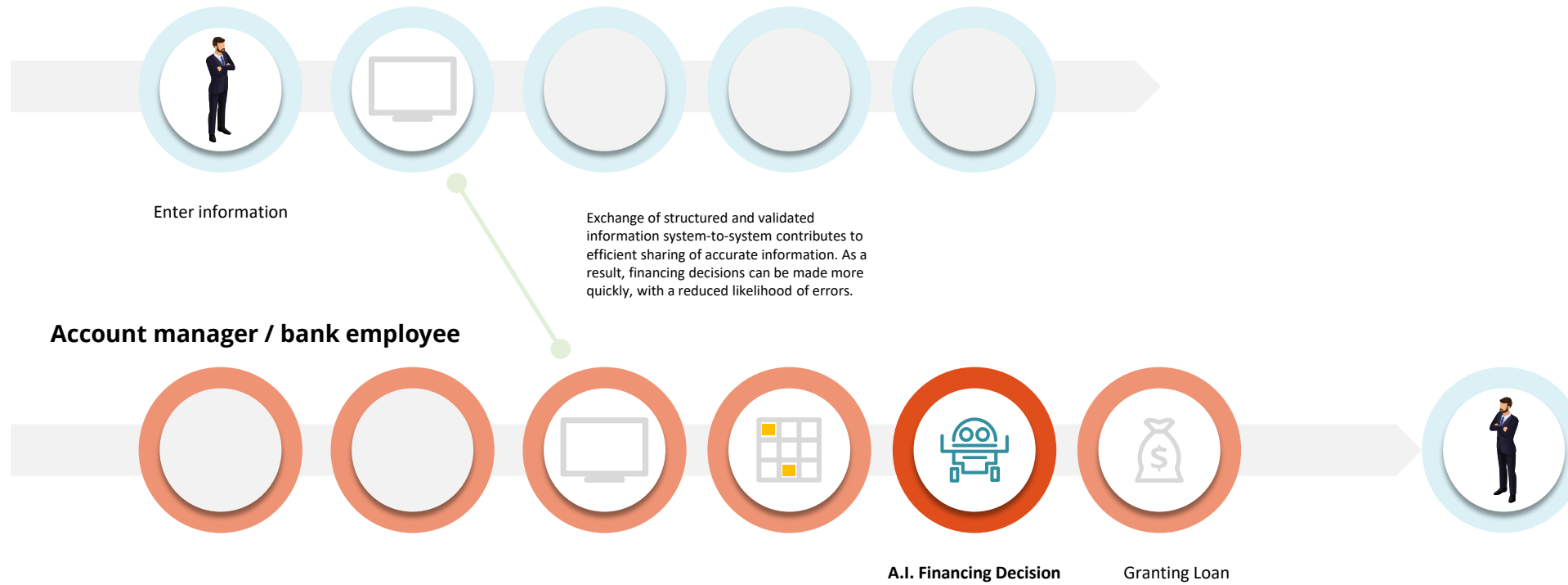**ENTREPRENEUR**

ACCOUNT MANAGER

The process of financing is changing

By exchanging structured and validated information, it's possible to further automate financing decisions, while complex cases can be handled with greater care.

Customer journey - accountant, bookkeeper, appraiser, property owner, etc.

Financing process duration: minutes

Enter information

Exchange of structured and validated information system-to-system contributes to efficient sharing of accurate information. As a result, financing decisions can be made more quickly, with a reduced likelihood of errors.

Account manager / bank employee

A.I. Financing Decision

Granting Loan

Lessons learned

- Have a **contractual driving force** to define a new taxonomy and push the market, enforce the standard

- Start small. Before defining key deliverables, **create a predefined end-state.** A method we used is design thinking: discover, define, develop & test

- Establish dataflow control with a **self-developed portal** first

- Add **validations** to taxonomy for data quality

- Collaborate, test and evaluate with all involved parties in the data chain. **Make the project a shared innovation**

- **Mandatory** SBR reporting is crucial for market adoption

"if you want to go fast, go alone;

if you want to go far, go together"

René van der Meij

CTO

✉ Rene.vandermeij@sbrnexus.nl

Let's connect:

in