

iGTB OXFORD
— SCHOOL OF TRANSACTION BANKING —

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14-16 FEBRUARY 2018



Transaction Banking Today



STEADY PROFIT CONTRIBUTION EVEN IN THE WORST ECONOMIC TIMES

INDUSTRY-WIDE REVENUES OF OVER \$500 bn BY 2021

Global transaction banking has long been described as a bank's crown jewel because of its steady profit contribution even in the worst economic times, its reputation as a "sticky" core banking service, and its long history of strong growth.

As a business that is projected to generate industry-wide revenues of over \$500 bn by 2021, the stakes are high for getting it right and protecting this valuable franchise.

Transaction bankers have a complex set of issues to contend with in order to optimize their management of this changing and challenging business. An important key to success is ensuring that Transaction Banking executive teams are equipped with the appropriate competencies through the development phases towards maturity.

iGTB Oxford School of Transaction Banking

As a leading provider of transaction banking solutions to a number of the world's largest banks, iGTB has a unique vantage point to spot opportunities and obstacles to operational excellence. As an organization, we are actively engaged in optimizing our client's abilities to compete more effectively in the marketplace working with them to strengthen their client franchises.

The iGTB Oxford School of Transaction Banking held in Oxford and culminating at the Oxford and Cambridge Club in London is a two and a half day immersive learning experience that is designed to help transaction banking executives develop a winning strategy and thrive in the complex and fast-moving world of Transaction Banking. The programme looks to empower participants to manage the challenges they face better, improve their decision making skills, and help them anticipate and address change.

A unique vantage point to spot opportunities and obstacles to operational excellence

A two and a half day immersive learning experience

Designed to help transaction banking executives develop winning strategies

Empowering improved decision making and change management

Expert Programme Leadership

Andrew England

Curriculum Director, iGTB Oxford School of Transaction Banking, Head of Product Strategy, iGTB
Former McKinsey Senior Advisor on Transaction Banking MD, Head of Transaction Banking, Lloyds Banking Group and Head of Cash & Trade Product, Deutsche Bank

Dr. Theodore Roosevelt Malloch

Programme Director, iGTB Oxford School of Transaction Banking, CEO, The Roosevelt Group
Former Professor of Strategic Leadership and Governance, Henley Business School
Senior Fellow in Management Practice, Saïd Business School, University of Oxford

Hendra Lembong

CEO, Group Transaction Banking, CIMB Group, Kuala Lumpur, the largest Asia Pacific (ex-Japan) based investment bank and one of the world's largest Islamic banks

The Honorable Jacob Rees-Mogg

Member of Parliament for North East Somerset
Member of Committee for Exiting the EU
Member of the European Scrutiny Committee
Alumnus of Trinity College, Oxford

Lord Stephen Green

Baron Green of Hurstpierpoint
Former CEO and former Group Chairman of HSBC
Former Minister of State for Trade and Investment
Alumnus of Exeter College, Oxford

John Cowan

Vice President, CIBC Business and Corporate Banking Technology, Representative to CIBC-FCIB Technology and Operations

Manish Maakan

School Sponsor, iGTB Oxford School of Transaction Banking
CEO, iGTB

Phil Cantor

Coursework Leader, iGTB Oxford School of Transaction Banking
CMO, iGTB

Lisa Lansdowne-Higgins

Vice President, Deposit and Treasury Solutions
Royal Bank of Canada and Member of the Board, S.W.I.F.T

Herber de Ruijter

Head of Digital, iGTB

Davide Taliente

Managing Partner, Europe, Middle East, Africa
Head of Public Policy Practice, Member of the Executive Committee, Oliver Wyman

Nadeem Sheikh

Founder and CEO, Anthemis Group
Non-Executive & Board Roles at Financial Planning Standards Board, Bento Inc, Currency Cloud, JUMO WORLD and PayPerks

Philip Davies

President, EMEA, Siegel & Gale

Tushar Trivedi

Senior Executive Vice President, Head of Transaction Banking Group Sales, Kotak Mahindra Bank

Insights from Practitioners and Peers

The programme is designed as a highly participatory executive-level learning event. You will hear from seasoned practitioners of Transaction Banking who have achieved important success in major global and regional financial institutions. Their practical insights will be punctuated by peer-to-peer learning exercises, enabling participants to grasp a deep understanding of how other people have addressed many common challenges.

Case studies from global leading banks will be a valuable part of the curriculum. Their presentations and follow-on discussions will help to clarify the lessons learned from real-life experiences.

A Comprehensive Agenda of Topics

The course has a series of learning modules that cover specific topics and have defined learning objectives.

Design Thinking
Using iGTB's Design Thinking process we will challenge you to find new ways of addressing your current situation, with the goal of defining a sustainable franchise.

Building a Platform for Success
You will analyse your current organisational design and functional clarity, and will assess competency centres and partnerships. Your goal will be to determine how to organise for success.

Prioritising Your Plan
You will identify and analyse gaps in your operational plan, then define success. The takeaway will be a prioritised course of action of key initiatives.

Managing Performance
Using a core toolkit of health indicators you will define a sustainable product management function. You will include best practices on managing customer complexities and risk mitigation.

Securing Capital
Commitments: Learning how to cut through conflict and gain group executive support in a capital restricted environment will be a crucial ingredient to your plan's success.

Management Dashboard 360
Creating the ability to monitor your operations will be the key to long-term success. You will define the dashboard needed to support your new plan.

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When design is stripped from forming, shaping and styling, what is left is a process of critical thinking and creative problem solving. That is the essence of design.

~ Roger L Martin



Oxford - The Quintessential Learning Environment

The town of Oxford, which has been the home to the renowned university bearing its name for over 800 years, is the setting for the first two days of the programme. The environment radiates the thirst for knowledge and will be a motivating force that encourages new thinking, helping you to reach beyond the common approaches of today.

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The greatest gift that Oxford gives her sons is, I truly believe, a genial irreverence toward learning, and from that irreverence love may spring.

~ Robertson Davies

THE TOWN OF
OXFORD IS HOME
TO OVER
22,000
STUDENTS

73% NPS AND AVERAGE 4.4/5.0
PARTICIPANT SATISFACTION SCORE

Networking & Cultural Programme Further Your Learning

Throughout the course experience there will be opportunities for you to learn from your peers in a variety of relaxed and enjoyable settings. The evening events will take advantage of Oxford's uniqueness.

- **Day 1 Wednesday 14 February**
Course begins at Rhodes House, Oxford, 1.15pm. An optional walking tour of Oxford followed by complimentary lunch is available if participants arrive early. (Note Oxford is around 60-80 minutes' taxi from Heathrow). You will be treated to a traditional college dinner at the Oxford Rhodes House, followed by a well-known speaker who will provide insights on banking business success.
- **Day 2 Thursday 15 February**
All day course at Rhodes House with a variety of sessions and activities including real case studies and exercises. You will enjoy a private dinner at Oxford University's Ashmolean Museum, which was founded in 1683, and is renowned for its collections of art and archaeology. The evening will also include a private tour of the museum.
- **Day 3 Friday 16 February**
Morning session at Rhodes House closing with lunch. In the evening you will be transported by luxury coach into London where you will dine at the exclusive Oxford and Cambridge Club, and participate in a celebratory ceremony, where you will be awarded a graduation certificate. Optional stay at this private club followed by complimentary breakfast Saturday morning.

Reactions from participants of the inaugural iGTB Oxford course

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It has been an amazing opportunity to meet some great minds in transaction banking, listen to many inspiring speakers and relearn the way we think about setting up a transaction bank.

Associate Director Global Transaction Banking, top Japanese bank

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Learning about the other banks and tips for Design Thinking were very insightful.

Director, Head of Commercial Banking Corporates, large German bank

“

Very insightful & eye-opening. Learnt very many new things applicable to my daily role profile.

Head of Transaction Banking, large African Bank

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Extremely relevant, puts a method to the process, it's an introspection to what you do against what can be done.

Head of Global Transaction Services, Products & Trade, leading Middle East Bank

Luxury Accommodation Conveniently Located

For your convenience we will make arrangements for you at the Randolph Hotel which is located in the centre of Oxford, close by from the Rhodes House, where the conference will be held. The newly renovated hotel offers luxury accommodation and provides the essence of an Oxford experience.

After the evening event at the Oxford and Cambridge Club, you retire to your traditional room in this exclusive club, conveniently located in the same building as the event.

THE RANDOLPH HOTEL FEATURED IN THE INSPECTOR MORSE TELEVISION SERIES SEVERAL TIMES, IN PARTICULAR IN THE EPISODE ENTITLED "THE WOLVERCOTE TONGUE". THE CAST STAYED AT THE HOTEL DURING FILMING IN 1987 AND THERE IS NOW A MORSE BAR

THE OXFORD AND CAMBRIDGE CLUB IS AN EXCLUSIVE MEMBERS' CLUB. PRIVATE AND WELL-APPOINTED, WITH ITS ELEGANT COFFEE ROOM, LARGE LIBRARY, TWO BARS AND ITS OWN SPORTS FACILITIES FOR NEARLY 200 YEARS ALUMNI OF THE TWO ANCIENT UNIVERSITIES HAVE CHOSEN TO TAKE UP MEMBERSHIP AND ENJOY THE OUTSTANDING AMENITIES AND SOPHISTICATED SETTING OF A GRADE II* LISTED CLUBHOUSE IN THE VERY HEART OF LONDON.



Your Exclusive Invitation

The iGTB Oxford School of Transaction Banking is a unique learning experience offered exclusively to senior executives who will add value to the agenda and peer-to-peer learning.

For your convenience, this is an all inclusive programme covering course fees, all meals and transportation between events. Attendees will be responsible for transport to and from the School and for settling their own accommodation bills.

ATTENDEES WILL BE FROM LEADING FINANCIAL INSTITUTIONS FROM AROUND THE GLOBE, PROVIDING AN IMPORTANT INTERNATIONAL PERSPECTIVE TO ALL DISCUSSIONS.

FOR MORE INFORMATION AND TO BOOK YOUR RESERVATION PLEASE CONTACT
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www.iGTBOxford.com