

iGTB OXFORD SCHOOL OF TRANSACTION BANKING



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 jewels 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 is held annually in Oxford and culminating at the Oxford and Cambridge Club in London, but is also held outside of Oxford, for example in Singapore. It 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.

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

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.

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

Manish Maakan

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

Phil Cantor

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

Herber de Ruijter

Head of Digital, iGTB

Expert Guests

Each course has expert guest session leaders, such as:

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

Ashok Vaswani

CEO, Barclays UK

Sopnendu Mohanty

Chief Fintech Office
Monetary Authority of Singapore

John Carroll

Head of Product Management and International Business, Santander UK Corporate & Commercial, and leader of the UK Trade and Investment Policy programme of the International Chamber of Commerce (ICC)

John Cowan

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

Lisa Lansdowne-Higgins

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

Ebru Pakcan

Head of Treasury and Trade Solutions, Citi

Rohit Kumar Singh

Chief Officer, Corporate and SME Banking,
Equity Bank

Tushar Trivedi

Leader and Chief Executive, Payso Fintech
Former Senior Vice President, Head of Transaction Banking Group Product, Implementation, Process & Quality, Business Solutions, Kotak Mahindra Bank

Isaac Thomas

Head Transaction Banking, Wholesale Banking
Abu Dhabi Commercial Banking

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

Joydeep Sengupta

Managing Director, McKinsey, Singapore

Avtar Monga

COO, IDFC Bank

James Deely

Office of the President,
Bangkok Bank, Thailand

Loo Eng Hock

GTB Head, HLBB Malaysia

Simon Tay

President and CEO,
Singapore Institute of International Affairs

Rani Misra

Regional Treasurer, Asia Pacific, Cargill

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, London, Singapore Quintessential Learning Environments

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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

“

I have never ceased to be a student.
I have never ceased to learn.

~ Lee Kuan Yew
Former Prime Minister of Singapore

Networking, Alumnus & 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 the host city's uniqueness. This continues after the course as you join a growing body of school alumni.

- **Day 1**
Course begins with registration and lunch, followed by an opening keynote speaker who will share a big picture view of the future of banking. The afternoon session starts the formal curriculum and finishes with the first piece of group course work and will be followed by the opening dinner featuring a well-known speaker who will provide insights on banking business success.
- **Day 2**
All day course with a variety of sessions and activities including real case studies and further exercises. You will enjoy a private museum tour followed by a private dinner highlighting the host city's best features.
- **Day 3**
Concluding sessions will include exercise presentations and will bring all the lessons of the course together in a final action plan. In the evening you will dine at an exclusive location and participate in the grand graduation ceremony and dinner with formal presentation of graduation certificates and will conclude the programme with an optional stay at the hotel, followed by complimentary breakfast on 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

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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.

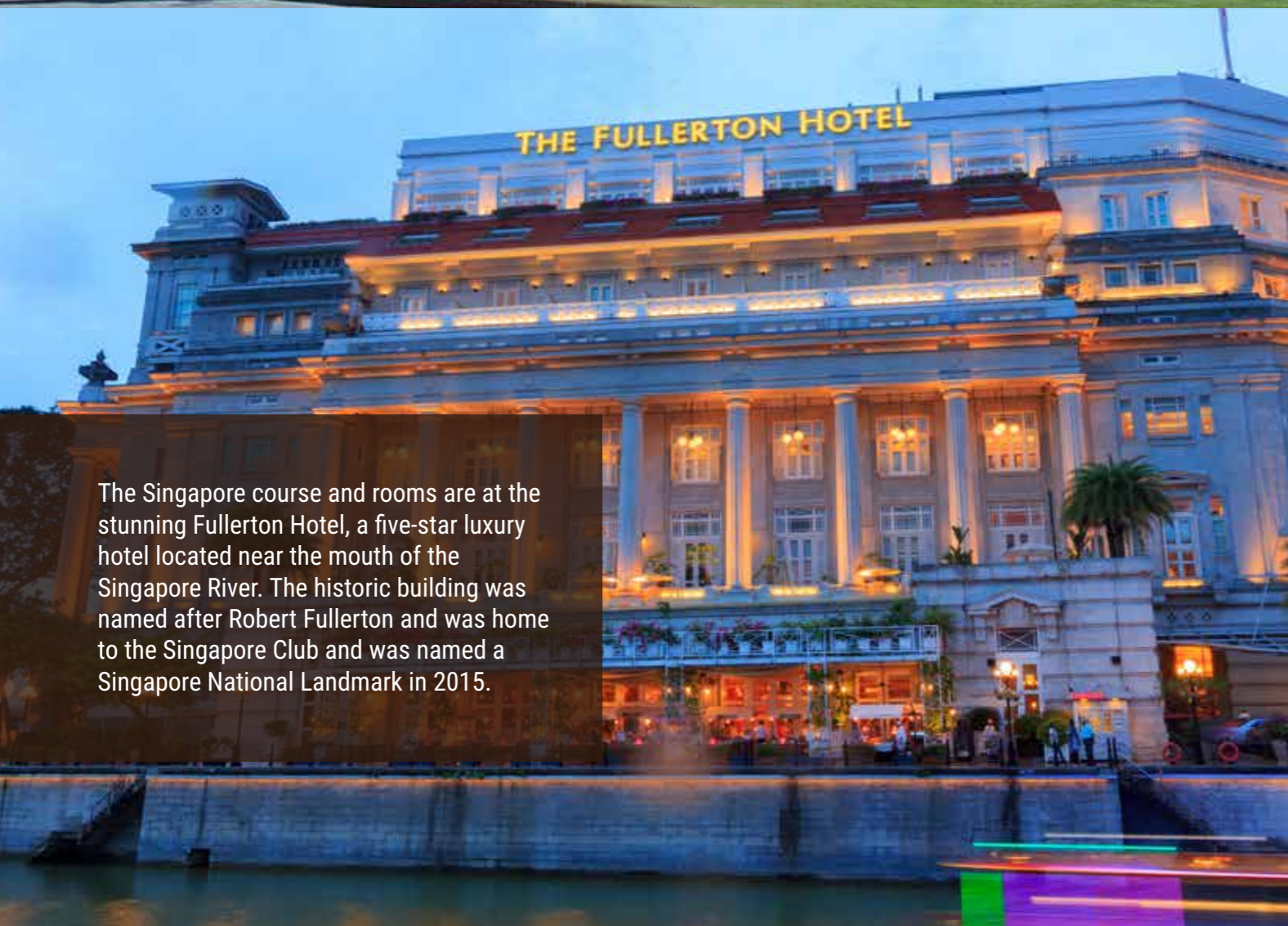
Head of Global Transaction Services, Products & Trade, leading Middle East Bank

**73% NPS
AND AVERAGE**

**4.4/5.0
PARTICIPANT
SATISFACTION SCORE**



The Oxford course is based at the world renowned Rhodes house, where Nelson Mandela studied, with luxury accommodation at the Randolph Hotel which provides the essence of an Oxford experience and will make the most of the networking opportunities throughout the programme. The Oxford course includes a transfer on the Friday to the private Oxford & Cambridge club in London.



The Singapore course and rooms are at the stunning Fullerton Hotel, a five-star luxury hotel located near the mouth of the Singapore River. The historic building was named after Robert Fullerton and was home to the Singapore Club and was named a Singapore National Landmark in 2015.

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, curriculum, course work, guest speakers, all course materials, all meals and transportation between events.

For upcoming dates and locations see iGTBOxford.com

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 BETH.MILLER@iGTBOXFORD.COM

iGTB OXFORD

— SCHOOL OF TRANSACTION BANKING —

www.iGTBOxford.com