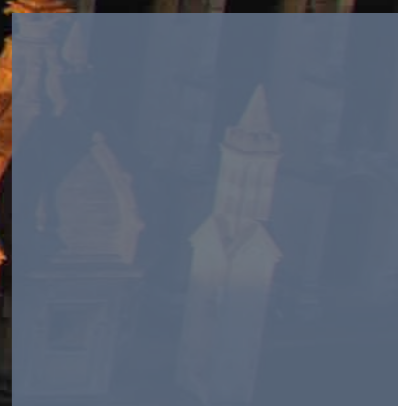


iGTB OXFORD
— SCHOOL OF TRANSACTION BANKING —

iGTB OXFORD SCHOOL OF TRANSACTION BANKING

**ADVANCED
PROGRAMME**



**AGENDA
18-20 MAY 2022**

DAY 1 - WEDNESDAY, 18 MAY

NETWORKING AND CULTURAL PROGRAMME: OPTIONAL PRE-COURSE MORNING IN OXFORD

Before 11:00

Free time: opportunity to shop or explore this stunning town

Explore the city's beginnings as a humble Saxon town through to its current position as a world-famous seat of learning and culture. Opportunity to visit many world class centres of learning and discovery, for example the amazing Pitt Rivers Museum or Christ Church College, the alma mater of 13 British Prime Ministers and many more outstanding University sights!

11:00 - 12:15

Optional private guided walking tour of Oxford

Starting at the Randolph Hotel, this private, guided tour will give you an insight into the history of Oxford, especially as a centre of learning and originally religious devotion, including entry into one of the colleges. The tour will finish at the the Bodleian library ready to begin the course

COURSE PROGRAMME

12:15 - 13:00

Lunch in the Bodleian Library

13:00 - 13:30

Event Opening, Welcome Introductions and Course Objectives

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

13:30 - 14:15

Oxford Opening Speaker

Marcus Treacher

Member of the Board of Directors, ClearBank & CEO CB Investment Growth Holdings

THE SME CHALLENGE

14:15 - 14:30

SME business challenges for companies and banks

Andrew England

Curriculum Director of the School, Board member of Intellect, Head of Strategy at iGTB Former McKinsey Strategic Advisor in Transaction Banking, formerly having leading Transaction Banking roles in Lloyds Banking Group, Unicredit, Deutsche Bank and Citi

14:30 - 15:00

The Story from the Sofa

Andrew Cussins

CEO, Sofas and Stuff

Q&A: An interview with

Dr. Theodore Roosevelt Malloch

15:00 - 15:15

Group Discussion

15:15 - 16:00

Working capital criticality - Asian Case Study

Michael Spiegel

Global Head of Transaction Banking, Standard Chartered Bank

16:00 - 16:15

Break

INTERNATIONALISING THE BUSINESS

16:15 - 16:30

Expanding beyond local boundaries: connecting clients and networks

Andrew England

Curriculum Director

16:30 - 17:15

Driving international business 1 - UK Case Study

John Carroll

Head of International and Transactional Banking, Santander UK

17:15 - 18:00

Driving international business 2 - UK Case Study

Martin Runow

Global Head of Payments, FX and Digital
Barclays Corporate Bank

Srini Kasturi

Global Head of Digital and Platforms
Barclays Corporate Bank

18:00 - 18:30

Building the New Corporate Bank

Group Exercise

Setting the Exercise Based on Pre-read

Phil Cantor

CMO, iGTB, formerly Corporate Banking lead,
Barclays Solutions, and Technology Research,
TSB Group

18:30 - 20:30

Cocktail reception in the Convocation House
and Library Tour

Dinner

Networking and Cultural Programme

The Bodleian Library is one of the oldest
libraries in Europe, and in Britain is second in
size only to the British Library. It holds over 13
million printed items including outstanding
special collections including rare books and
manuscripts, classical papyri, maps, music, art
and printed ephemera. First opened to scholars
in 1602, it incorporates an earlier library built
by the University in the 15th century to house
books donated by Humfrey, Duke of Gloucester.

Guest Speaker

Ludovic Tran

Managing Director
Strategy and Consulting
Accenture, France

20:30

Building the New Corporate Bank

Group Exercise

Deciding the Value Proposition

Group Exercise Preparation

All Group Teams

DAY 2 - THURSDAY, 19 MAY

BUILDING THE BUSINESS

08:45 - 09:00

Building the business

Andrew England

Curriculum Director

09:00 - 09:45

The Perfect Storm: A Nordic view on regulators
focused on risk reduction, standardization,
competition and transparency, but how do we ensure
Banks stay relevant for their customers?

Tino Kam

Head of Transaction Banking Product
Management, Nordea

09:45 - 10:30

Building the business - European Case Study

Sergio Dalla Riva

Head of GTB Product Development
Intesa Sanpaolo Group

10:30 - 10:45

Break

IMPROVING THE NET INTEREST MARGIN

10:45 - 11:00

Improving the net interest margin

Andrew England

Curriculum Director

11:00 - 11:45

Transforming the lending proposition - UK
Case Study

Richard Brown

Head of Lending Product, Commercial Banking
Lloyds Bank

11:45 - 12:30

Liquidity management imperatives -
European Case Study

Philippe Penichou

Managing Director
Head of Payments and Cash Management
International Network, Société Générale, France

12:30 - 13:00

Group Discussion

13:00 - 13:30

Lunch

TRANSFORMING THE BASE PLATFORM

13:30 - 13:45

Open banking - The real digital channel

Andrew England

Curriculum Director

13:45 - 14:30

The Value of Real Time Payments

John Cowan

Chief Technology and Operating Officer
Payments Canada

14:30 - 15:15

Consumerization of Corporate Banking

Uppili Srinivasan

Business Head for Digital & Payments
Intellect Design Arena

15:15 - 15:30

Break

15:30 - 16:00

Digital transformation in
Corporate Banking

Werner Steinmüller

Chairman, Deutsche Bank SPA, Italy

Q&A: An interview with

Dr. Theodore Roosevelt Malloch

PANEL SESSION

16:00 - 17:15

Transforming the base platform
- Cloud Technology
- APIs and Integration
- Partnering with 3rd parties
- Data

Dave Revell

Transaction Banking Advisor, retired CIO with
roles at CIBC and at Bank of Montreal

Suresh Viswanathan

Chief Operating Officer
TSB

John Cowan

Chief Technology and Operations Officer
Payments Canada

Ravichandran Sankaran

EVP Solution Architect
Intellect Design Arena

17:15 - 18:45

Free Time or opportunity to explore Oxford

18:45 - 21:15

Drinks and tour of the Pissarro Exhibition

Private guided tour of the Pissarro exhibition -
The Father of Impressionism Camille Pissarro
(1830–1903) is one of the most celebrated
artists of 19th-century France and a central
figure in Impressionism. Considered a
father-figure to many in the movement, his
work was enormously influential for many
artists, including Claude Monet and Paul
Cézanne. The exhibition features 120 works, 80
by Pissarro and 40 by his friends and
contemporaries, with eight paintings on display
for the first time in this country. The exhibition
reveals intimate and fascinating details about
Pissarro: the galvanising force that propelled
modern art forward and without whom there
would have been no Impressionism.

Dinner

Networking and Cultural Programme

Dinner at the Ashmolean Museum, the oldest
public museum in Britain, and the first
purpose-built public museum in the world.
The Ashmolean is the University of Oxford's
museum of art and archaeology, founded in
1683. These world famous collections range
from Egyptian mummies to contemporary art,
telling human stories across cultures and
across time.

Dr. Gerard Lyons

Chief Economic Strategist, Netwealth,
The leading international economist and
expert on the global economy.

Due to his extensive global experience,
Gerard is at the forefront of economic
and financial developments and issues
across the globe. Described by The
Times as 'one of the most influential
analysts of the global economy'.

DAY 3 - FRIDAY, 20 MAY

SCALE AND COMPETENCY

08:00 - 08:45
Building the New Corporate Bank

Phil Cantor
CMO, iGTB

Group Exercise
Preparing the Investor Pitch

08:45 - 09:45
Dragon's Den (aka Shark Tank)
Group teams present pitch to the Dragons

THE DRAGONS

Brendan Reilly
Strategic Advisor, Nivo Solutions Limited,
formerly MD Head of Product EMEA,
Silicon Valley 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

Andrew England
Curriculum Director

09:45 - 10:00

Break

10:00 - 10:45
Building relevance and scale in transaction
banking - European Case Study

José Luis Calderón
Head of Transaction Banking
Santander Group, Spain

10:45 - 11:30
Driving Exponential Growth

Mark Smith
Head of Europe,
Middle East and Africa (EMEA),
Treasury and Trade Solutions, Citi

11:30 - 11:45
Framing the ESG canvas

Andrew England
Curriculum Director

11:45 - 12:30
Leadership, Innovation & Culture

Arvinder Dhesi
Senior Client Partner, Korn Ferry

12:30 - 12:45
Diversity in the workplace

12:45 - 13:00
Corporate KPI Dashboard

Andrew England
Curriculum Director

13:00 - 13:45

Lunch

13:45
Depart to London by Luxury Executive Coach

15:45
Arrive at the Cavendish Hotel, Mayfair,
London

16:30

Walk to the nearby Oxford and Cambridge Club, London

The Club house is a Grade II* listed building, and was designed for the Oxford and Cambridge University Club by Sir Robert Smirke (best known for the British Museum). It opened to members in 1838. The facade is an important example of the Greek revival style. In 1952 the Club extended its premises to incorporate the neighbouring house, 77 Pall Mall, formerly the home of Princess Marie Louise, a granddaughter of Queen Victoria

16:45 - 17:45

Building the New Corporate Bank
Marketing and Brand Workshop

Phil Cantor

CMO, iGTB

Sachin Salian

Head of Marketing, Eastern Hemisphere, iGTB

GRAND GRADUATION CEREMONY AND DINNER

18:00 - 18:15

Closing Remarks

Manish Maakan

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

Dr. Theodore Roosevelt Malloch

Programme Director, iGTB Oxford School of Transaction Banking,

18:15 - 19:00

Reception, Certificate presentation, Photographs

19:00 - 20:00

Graduation Dinner with Guest Speaker

Andrew Bester

Head of Wholesale Banking
Member of the Management Board
ING, Netherlands

DAY 4 - SATURDAY, 21 MAY

07:30 - 11:00

Breakfast

11:00

Latest Checkout

iGTB OXFORD
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www.iGTBOxford.com