



iGTB OXFORD

SCHOOL OF TRANSACTION BANKING

ADVANCED PROGRAMME PROSPECTUS

17-19 May 2023

Corporate Banking Today



STEADY PROFIT
CONTRIBUTION
EVEN IN THE
WORST ECONOMIC
TIMES

INDUSTRY-WIDE
REVENUES OF
OVER \$500 bn

Global transaction banking has long been described as a 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 solid growth.

As a business generating industry-wide revenues of over \$500 bn, the stakes are high for getting it right and protecting this valuable franchise.

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

iGTB Oxford School of Transaction Banking

As the leading provider of banking solutions to several 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 (with a break in 2020/21 because of Covid) in Oxford and culminating at the Oxford and Cambridge Club in London. However, it has also been held outside of Oxford, for example, in Singapore. It is a two-and-a-half-day immersive learning experience designed to help transaction banking executives develop a winning strategy and thrive in the complex and fast-moving world of Transaction Banking. Now the curriculum is extended to embrace critical aspects of Corporate Banking, during which business and technology themes are interwoven.

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

.....
A two and a half day face-to-face immersive learning experience

.....
Designed to help corporate 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 Corporate 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 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

Manish Maakan

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

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

Borna Ljubicic

Program Director iGTB Oxford School of Transaction Banking Partner and Head Continental Europe, iGTB

Expert Guests

Each course has expert guest session leaders, such as:

Lester Owens

Senior Executive Vice President & Head of Operations, Wells Fargo

J. Christopher Ward

Executive Vice President, Head of Wholesale Payments, Truist

Steve Robson

Treasury and Trade Solutions Head for UK and Jersey, Citibank

Jeff Wright

Group Head, Client Solutions & Speciality Businesses; Head of Operating Committee, Canadian Western Bank

Steve Everett

Head of Payables & Receivables, Client Products at Lloyds

Dr Rory Knight

Chairman of Oxford Metrica, former Dean of Templeton, University of Oxford Business College, former Deputy Director Swiss National Bank

Adnan Ahmed

Managing Director, Head of Liquidity & Investments Products - Europe, HSBC

Peter Hazou

Director and Head of Business Development, Financial Services, Microsoft

David Young

CEO, Oxford Analytica

Daniel Szmukler

Director / Innovation, Member Relations and Strategic Engagement, EBA

Peter Dodic

CRO, Board Member, Payments Canada

Olivier Sfortman

MD - Cohead of IT and Operations for Financing and Transaction Banking, Societe Generale Corporate and Investment Banking

Richard Jardim

Chief Information Officer and EVP Technology, Canadian Imperial Bank of Commerce

Munir Nanji

Global Head of Transaction Banking, Crédit Agricole CIB

Etienne Bernard

Executive Director, Liquidity Product Sales, Corporate & Investment Bank, JPMorgan Chase & Co

Matthew Fuellhart

Executive Director, Liquidity Product Sales, Corporate & Investment Bank, JPMorgan Chase & Co

Steven van der Hooft

Founder & CEO at Capital Chains and Finquali

Charles McManus

CEO, ClearBank

A Comprehensive Agenda of Topics

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

1. Managing SME Challenge

SME are the lifeblood of today's economies and during the Covid pandemic new company creation exploded across the globe. Explore how banks need to change to carry embryonic companies into independent adulthood.

2. Building the Business

Capex spend remains a scarce resource. How can Corporate banks leverage their array of Transaction banking assets to do more business with existing client portfolios and be more innovative in penetrating new business opportunities?

3. Building Deposit Base

In the current market environment the deposit base has become an area of the utmost importance (both from the revenue and the risk perspective). Liquidity management services are a key pillar in corporate deposits gathering and management. Explore the world's best practices and tools.

4. Navigating Market Changes

These times are unprecedented. Magnitude of change is higher than ever. As well as the chances to stay behind. Utilizing AI, innovating, and managing risks become key success factors. Look at the challenges and best practices.

5. Transforming the Base Platform

What are the realities that surround the re-engineering of the base operations platform? Uncover the myths and myriad of statistics to learn from the experiences of seasoned CIO professionals across 4 continents.

6. Riding Market Trends

How to seize market trends to increase profitability and get new clients. Get insights how banks were able to stay ahead of the curve over time. Explore some fast growing areas such as supply chain finance and virtual accounts areas. Be ready to seize the trends and thrive.

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I'm as proud of many of the things we haven't done as the things we have done. Innovation is saying no to a thousand things.”

~ Steve Jobs





Oxford, London, Singapore Quintessential Learning Environments

“

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

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.

• Pre-course

On Day 1 morning, join your course colleagues in a private guided walking tour of this amazing city that boasts such rich history.

• Day 1

The curriculum of the 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 with the formal curriculum and finishes with the first piece of group coursework 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 various 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 London location and participate in the grand graduation ceremony, and dinner with a 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

“

I found that the group activities were an excellent way of drawing in difference experiences. We could tackle a particular problem in perhaps a unique way that not any of us individually would have discovered on our own.

JD Penner, Senior Director, Cash Management and Payment Solutions, CIBS

Record breaking 96% NPS for the Advanced Programme

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It was a wonderful experience; I learnt a lot and met many interesting people.

Henrik Lang, MD, Head of Liquidity, Global Transaction Services, EMEA, Bank of American Merrill Lynch

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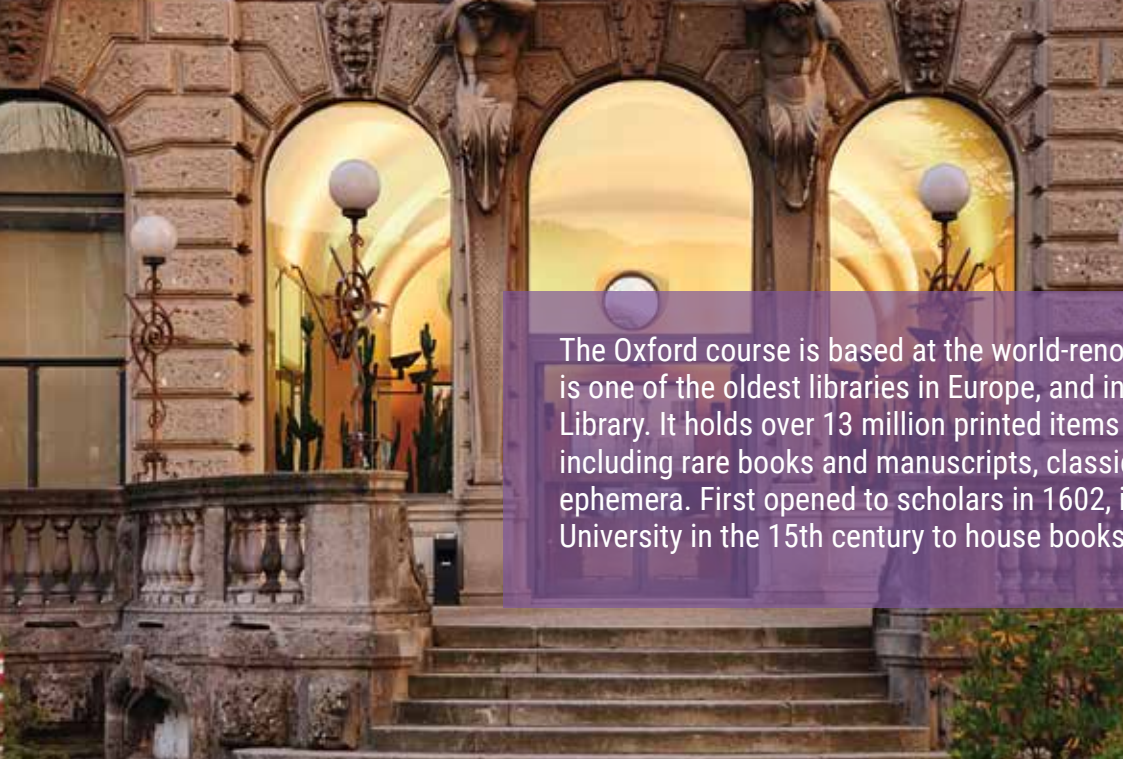
Great experience! You've done a great job putting this programme in place, so I strongly recommend it.

Patrik Havander, Head of TxB Strategy & Commercial Excellence, Nordeak

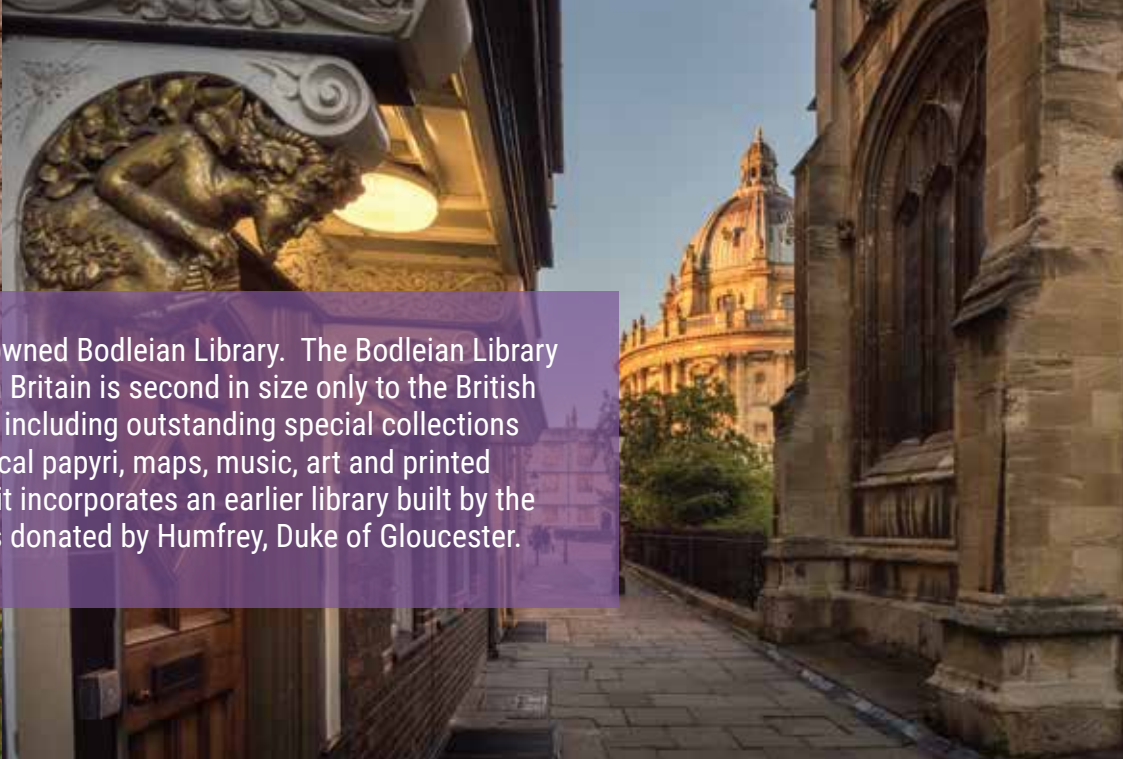
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It was amazing, it far exceeded my expectations, I got to see some of the world's leaders in transaction banking speak.

Vipul Lalka, VP Enterprise Payments platform & Capabilities, TD Bank



The Oxford course is based at the world-renowned Bodleian Library. 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.



The Oxford course finishes at the private, exclusive Oxford & Cambridge Club in Pall Mall, London, after a luxury executive coach transfer. The Club is only available to members of the Club, who have to be Oxford or Cambridge University alumni, and we have special dispensation for its use. 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

Your Exclusive Invitation

This is a by-invitation-only, all-inclusive programme covering course fees, curriculum, course work, guest speakers, all course materials, all meals and transportation between events.

Participants will need to fund their transport to Oxford and from London on Saturday morning after the course, as well as accommodation (at special rates) in the Randolph Hotel in Oxford and the Cavendish Hotel in London.

For more details, 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
JENNY.MCIVOR@IGTBOXFORD.COM

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www.iGTBOxford.com