



iGTB OXFORD
— SCHOOL OF TRANSACTION BANKING —

**ADVANCED PROGRAMME
PROSPECTUS**

15-17 May 2024

School Sponsor

iGTB | **intellect**
live your dream

Exclusive invite to the world's only Executive-level Transaction Banking
learning experience.

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. The 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 Chief Growth Officer, iGTB

Expert Guests

Session leaders from previous editions include:

Lord Stephen Green

former CEO, HSBC

Ashok Vaswani

CEO, Barclays UK, Barclays

Charles McManus

CEO, Starling Bank

Lester Owens

Head of Operations, Wells Fargo

Suresh Viswanathan

COO, Lloyd TSB

Damaso Cebrian

Global CIO, Santander

Tracy Black

CEO, Payments Canada

Werner Steinmüller

Chairman, Deutsche Bank SPA Italy, Deutsche Bank

Andrew Bester

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

Hendra Lembong

CEO, CIMB Group

Etienne Bernard

Global head of Transaction Banking, Credit Agricole, CIB

Rhomaïos Ram

Founder, Digital Bank, Global Head of Product Management TB, Deutsche Bank

Michael Harte

Head, Group Innovation, Barclays

Michael Spiegel

Global Head, Transaction Banking, Standard Chartered

José Luis Calderón

Head of Transaction Banking, Santander Group, Spain

Richard Jardim

CIO, Canadian Imperial Bank of Commerce

Mark Smith

Head of Treasury and Trade Solutions, EMEA, Citi

Isaac Thomas

Head of Transaction Banking Group, Kotak Mahindra Bank

Ramana Kumar

Head Transaction Banking, National Bank of Abu Dhabi

Rohit Joshi

MD, Head of Global Liquidity and Cash Management, HSBC

Chiris Ward

Head of Wholesale Payments, Truist

Brendon Reilly

Head of Transaction Banking Products, Silicon Valley Bank

Joydeep Sengupta

Senior Partner, Leader of Asia Pacific Banking Practice, McKinsey & Company

Davide Taliente

Managing Partner, Oliver Wyman

Ludovic Tran

Co-head Strategy & Consulting France, Accenture

Peter Hazou

Head of Business Development, Financial Services, Microsoft

Sopnendu Mohanty

Chief Fintech Officer, Monetary Authority of Singapore

Daniel Szmukler

Head, Innovation, Partnerships and Strategic Engagement, EBA

A Comprehensive Agenda of Topics

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

1. Growing the Transaction Banking 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?

What are the growing segments and how to seize them? Learn the importance of doubling down on deposits, and shifts in commercial payments.

3. Building Transaction Banking Technology

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

2. Managing Business at Scale

How mature organizations can optimize transaction banking business and stay on the cutting edge. Gain insights into the challenges of mature transaction banks, how to achieve operational excellence, protect the revenues, and stay competitive. Staying on top is harder than getting there.

4. Managing the Future

These times are unprecedented. How to manage and address the increased number of challenges? What are the key changes in front of us?

Explore the rising importance of AI in transaction banking, get a look into the new disruptive markets and awareness of the risks ahead. Discuss how to prepare your organization to thrive in the times ahead.

“

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 Alumni of the iGTB Oxford course

Record breaking 96% NPS for the Advanced Programme

“

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

JD Penner, Senior Director, Cash Management and Payment Solutions, Commercial Solutions, CIBC

“

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

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

“

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,
Nordea*

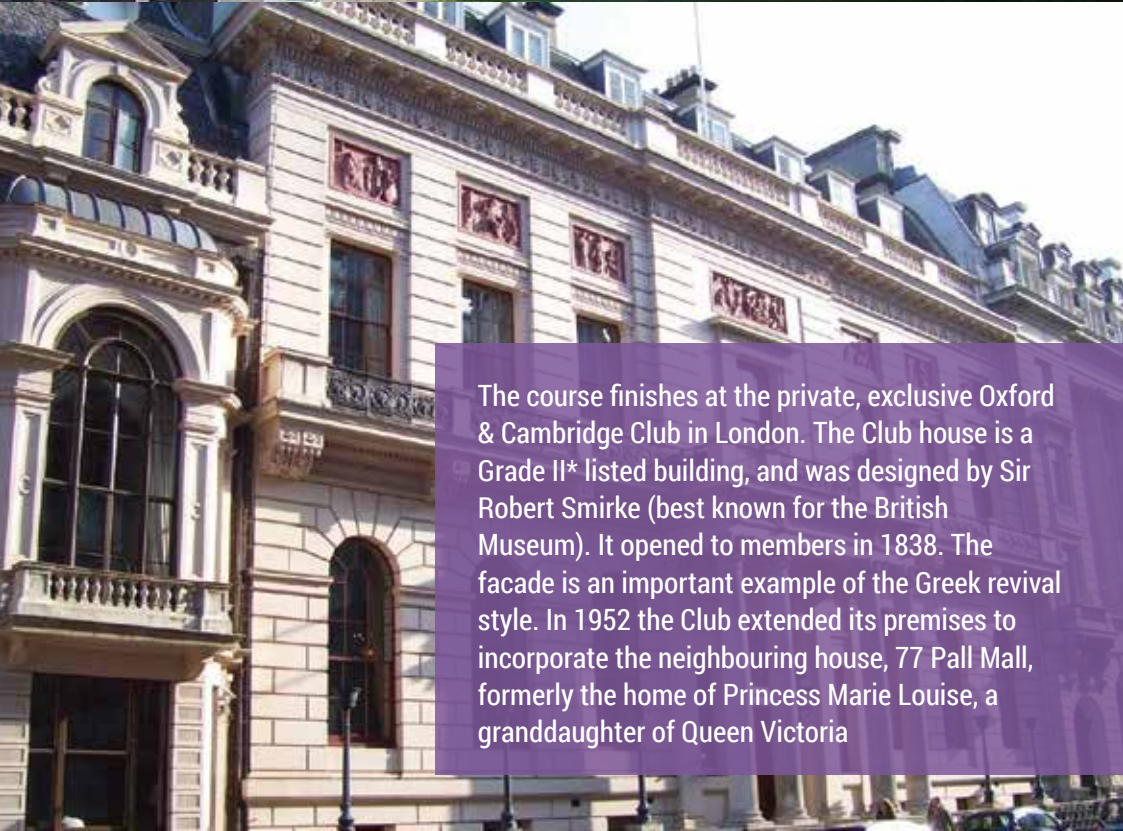
“

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 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. At the heart of the iGTB Oxford course lies Rhodes House, an architectural jewel erected in the early 20th century. A tribute to Cecil Rhodes, the Rhodes scholarships' founder, its legacy as a centre for learning and transformative dialogue continues to inspire and empower generations of exceptional individuals dedicated to making a positive impact on the world.



The course finishes at the private, exclusive Oxford & Cambridge Club in London. The Club house is a Grade II* listed building, and was designed 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