

Intellect/SEC/2022-23

19th July 2022

1. National Stock Exchange of India Ltd.,

Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051.

Scrip Code:

INTELLECT

2. BSE Ltd.

1st Floor, New Trade Ring, Rotunda Building, PJ Towers,
Dalal Street, Fort, Mumbai – 400 001.

Scrip Code:

538835

Dear Sir,

Sub: Media Release- Record breaking 96% NPS for the Advanced Programme of iGTB Oxford School of Transaction Banking

Intellect Global Transaction Banking (iGTB), the transaction banking specialist from Intellect Design Arena Limited, ranked #1 in the world for Transaction Banking by IBS Intelligence for three years in a row, today announced phenomenal success - overwhelmingly positive feedback and a huge NPS score of 96% - on the successful completion of its seventh edition of iGTB Oxford School of Transaction Banking, this time the new Advanced Programme, for senior leaders.

Please find enclosed herewith a copy of the proposed Media Release dated 19th July 2022 titled **“Record breaking 96% NPS for the Advanced Programme of iGTB Oxford School of Transaction Banking”**.

Kindly take the above information on record.

Yours truly,
for Intellect Design Arena Limited


V V Naresh
Company Secretary and Compliance Officer



Intellect Design Arena Limited

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Record breaking 96% NPS for the Advanced Programme of the world's only iGTB Oxford School of Transaction Banking

55 of the world's best bankers from 30 global banks gather in Oxford to mark the successful post-covid return of the exclusive iGTB Oxford community

London, 19 July 2022: Intellect Global Transaction Banking (iGTB), the transaction banking specialist from Intellect Design Arena Limited, ranked #1 in the world for Transaction Banking by IBS Intelligence for three years in a row, today announced phenomenal success - overwhelmingly positive feedback and a huge NPS score of 96% - on the successful completion of its seventh edition of iGTB Oxford School of Transaction Banking, this time the new Advanced Programme, for senior leaders.



This by-invitation school, with a revised curriculum led by Andrew England, Strategy Director, iGTB, attracted a cohort of senior bankers including CEOs from 30 banks worldwide, who join the existing community of now over 200 alumni. The Advanced Programme had thirty session leaders sharing real life case studies, structured into the six key KPIs for corporate banking CEOs, as well as groupwork with a “Dragon’s Den” enactment.

Taking in the stunning Divinity School built from 1427 and the Convocation House from 1634, the networking and cultural programme included a private guided walking tour of Oxford, visit to the

Pissarro Exhibition and a tour of the Bodleian Library. The School culminated at the Oxford and Cambridge Club in Pall Mall.

In the words of some of the participants:

- "TB is absolutely key for banks for the future because of the cash generated and the RoE, boosting the share price. I'm very impressed about all of the presenters here and I'm really looking second-by-second at all the information I'm getting here at this excellent conference." (Werner Steinmüller, Chairman Deutsche Bank SpA and former CEO DB Asia)
- "I'm learning so much from this course. I would 100% recommend this School to any banking representative who wants to grow their bank and make it successful. Big shout-out to iGTB for putting this event on, for me it's been an incredible experience in an incredible setting, so many leading international bankers that I'm learning from." (Don Coulter, CEO Concentra Bank)
- "It's an experience unlike anything I think I've seen, in terms of access to people who are genuinely, passionately interested in this industry. Such a fantastic opportunity to bring people together to think about how we move people forward and as an industry that's what we have to do." (Richard Brown, Head of Lending Product, Commercial Banking, Lloyds Bank)
- "What we are learning here is a very wide range of banking concepts that are relevant in the emerging world of technology. iGTB has emerged as a global leader in doing TB and innovation in TB across the world. It is continuously bringing new business concepts and finding technology solutions to enable the growth strategy of those banks." (Sandeep Chouhan, Group COO, Abu Dhabi Islamic Bank)
- "It's a very active dialogue and I'm quite impressed by what I heard. Kudos to iGTB for bringing it together, also in this fabulous environment in Oxford. I think it is very important to have venues like this and opportunities for people to come together, so congratulations!" (Michael Spiegel, Global Head of Transaction Banking, Standard Chartered)
- "This is a unique opportunity for IT and banking people to discuss TB in great detail and I'm not aware of any other event in the globe which would have such great discussions about TB businesses. We have been working with iGTB for a long time now: they are a trusted partner for banks in TB. They are providing great products and this is a unique opportunity to discuss the feedback from banks and also hear their views about our businesses." (Imre Gorzsas, Global Transaction Banking Head, Qatar National Bank)

Manish Maakan, CEO of iGTB, said: *“Transaction banks, truly the heart of global commerce, serve over 200 million corporations worldwide with critical needs for unprecedented agility, for vital working capital and for the ability to navigate the shifts in supply chain. Corporate banks aim to spend by 2025 \$9.3bn just on applications. The course brought forth intensely practical considerations for banks to help them capitalise on these opportunities. I am delighted to continue sponsorship of this unique leading industry forum as part of my commitment to the furtherance of Transaction Banking excellence.”*



iGTB is committed to raising best practice in Transaction Banking, and are looking ahead to the eighth School in 2023, again in Oxford and London. For more information, visit iGTBOxford.com.

About iGTB

iGTB is the world’s first complete Global Transaction Banking Platform from the house of Intellect. It helps corporate banks prepare for a new era of customer-centric services. With a rich suite of transaction banking products, across DTB, contextual banking CBX, Payments, Liquidity, Trade, and Supply Chain, iGTB is an authority on vertical and integrated products that enable banks to meet their ambition to be the Principal Banker to their corporate customers.

About Intellect Design Arena Limited

Intellect Design Arena Ltd. has the world’s largest cloud-native, API led microservices-based multi-product FinTech platform for the Global leaders in Banking, Insurance and Capital Markets. It offers a full spectrum of banking and insurance technology products through its four lines of businesses - Global Consumer Banking, Global Transaction Banking, Risk, Treasury and Markets, and Insurance. With over 30 years of deep domain expertise, Intellect is the brand that progressive financial institutions rely on for digital transformation initiatives.

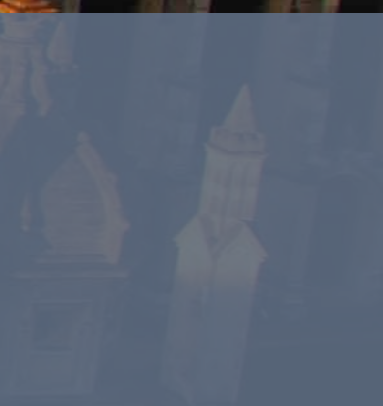
Intellect pioneered Design Thinking to create cutting-edge products and solutions for banking and insurance, with design being the company’s key differentiator in enabling digital transformation. FinTech 8012, the world’s first design center for financial technology, reflects Intellect’s commitment to continuous and impactful innovation, addressing the growing need for digital transformation. Intellect serves over 260 customers through offices in 97 countries and with a diverse workforce of solution architects, domain and technology experts in major global financial hubs around the world. For further information on the organisation and its solutions, please visit www.intellectdesign.com.

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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

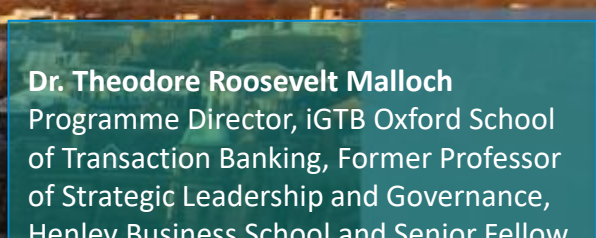
11:00

Latest Checkout

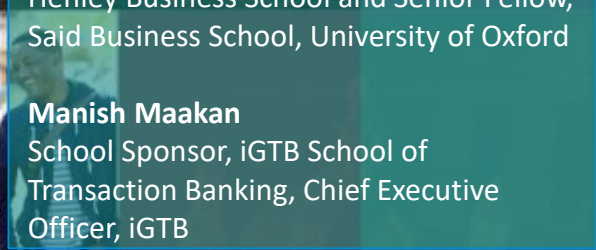
iGTB OXFORD
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www.iGTBOxford.com

Event Opening & Welcome, Introductions, Course Objectives



Dr. Theodore Roosevelt Malloch
Programme Director, iGTB Oxford School of Transaction Banking, Former Professor of Strategic Leadership and Governance, Henley Business School and Senior Fellow, Said Business School, University of Oxford



Manish Maakan
School Sponsor, iGTB School of Transaction Banking, Chief Executive Officer, iGTB



Andrew Bester



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

Andrew Bester is a seasoned professional with **35 years of experience** in Asia, Europe and Africa with a strong-track record for significant shareholder value creation through business turnaround and transformation at scale.

He has previously held various senior positions such as CEO commercial banking, **Lloyds Banking Group**, CFO at **Xchanging**, and global director Corporate Finance at **Deutsche Bank**. At his stint with Standard Chartered Bank, he worked in various leadership positions.

He is a member of the Management Board Banking and head of Wholesale Banking currently responsible for **ING's** wholesale banking activities globally and for the Sustainability department.

Before joining ING, he was CEO of the **Co-operative Bank** in the UK.



Tracy Black



**President and CEO,
Payments Canada**

Tracey Black is the President and CEO of Payments Canada. Building on the organization's past success, Tracey provides the leadership to define the next stage of Payments Canada's evolution.

Since joining the organization in 2018, Tracey was the Executive Director of Modernization, responsible for leading the modernization of the Canadian core clearing and settlement payment infrastructure

Tracey has held executive roles at **TD Canada Trust**, **RBC Royal Bank** and **GFH Group Inc.** She has consulted extensively in the financial services industry as an independent consultant, and with **McKinsey & Company**.

Previously, Tracey was the President of Tracey has more than **20 years** of professional experience with extensive industry knowledge and deep expertise in payments strategy and innovation



Richard Brown



**Head of Lending Product,
Commercial Banking
Lloyds Bank**

With **over 20 years** experience **in UK financial services**, Richard Brown has enjoyed a varied career with leading teams spanning Relationship Management, Structured Finance, Treasury, Balance Sheet Management and Product Management and Transformation.

Richard's current role has accountability for the full end to end lending journey for SME and Mid Corporate clients within **Lloyds Banking Group's** Commercial division.

Richard's current responsibilities combined with his previous focus on liability product management and liquidity management, give him strong experience and insight into both the asset and liability sides of the balance sheet.



José Luis Calderón



Managing Director, Global Head of GTB at Santander Corporate and Investment Banking (SCIB), Member of SCIB Executive Committee.

José has more than **25 years of experience** in banking industry, bringing together product specialists and sales managers from multiple countries in Europe, the Americas and APAC, with skills in a wide range of asset classes.

He is responsible for delivering the full range of global transaction banking products and digital fintech solutions -including payments and cash management, FX, connectivity, trade and working capital solutions and export and agency finance - to our large base of clients in different segments and industries.

Currently he is a Swift Board member, Chair of Transaction Banking Global Leaders council of **BAFT**, Chair of **PagoNxt Trade** and Board Member of **SBGM**, having previously held other Board roles in different institutions (**IBOS** Association, **S3 Securities Services**, etc).



Phil Cantor



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

Phil Cantor trained as a computer scientist and mathematician and wrote operating systems until 1984 when he co-founded a business selling accounting systems to SMEs.

15 years in **TSB** (where he worked on the merger with **Lloyds**) and **Barclays** (where he launched corporate banking products) followed, covering first technology and then pure business roles launching business banking products and a private bank's first web site

Another 15 years followed running banking software products P&L in best poacher-turned-gamekeeper tradition, especially in cash and liquidity in **Raft, Misys and Smartstream**. Since 2013, Phil has been the Chief Marketing Officer of **iGTB**.



John Carroll



Head of International and Transactional Banking, Santander UK

John Carroll's **25 years spent with the Santander Group** across several different divisions and various geographies of the bank have afforded him a unique set of experiences and skills on International Business, providing clear insight into the challenges and opportunities faced by international trading companies, both SMEs and large corporates.

John joined Santander in the mid-90s to manage the Group's Asian financial institutions relationships. John then became responsible for co-ordinating all Santander **Group activity in Latin America** before moving to look after Santander's relationships with large systemically important U.S. financial institutions

In 2016 John took on the responsibility as **Chair the International Chambers of Commerce's new UK Trade and Investment Policy Committee** which aims to facilitate International Trade policy and support the voice of UK businesses at both an international and UK government level.



John Cowan



**Chief Technology and
Operations Officer,
Payments Canada**

John Cowan is the Chief Technology and Operations Officer at **Payments Canada**. As a member of the executive team, John leads the operation of the organization's key technology, operations and security priorities.

Prior to joining Payments Canada, John was Senior Vice President of Enterprise Payments at **CIBC** where he was responsible for delivering payments solutions and supporting the organization's participation in the on-going efforts to modernize Canada's payment systems.

John has also served on various boards including senior member of Payments Canada's Member Advisory Council, Chairperson of both **CMI Mortgages** and the **CBA Payments Committee**, and board member for **Intria** as well as **Interac**.

He received the **2019 Women in Payments Advocate for Women award** for his proponent of female talent, gender-balanced leadership and workplace inclusion.



Andrew Cussins



Chief Executive Officer, Sofas and Stuff

Andrew Cussins founded **Sofa Workshop** in 1985 with Piper Trust Venture Capital taking a minority stake in the business in 1990. Sofa Workshop was sold to MFI in 2002 for £12.75 million.

Between 2002 and 2009 Cussins created a series of businesses in the home arena - **Young British Design**, a design agency working with and promoting talented young designers, **Chair**, a restaurant, bar and home store in Notting Hill, and **AC squared**, a home wholesale business.

In June 2009 Cussins launched **Sofas & Stuff**, as an online retailer, with a showroom barn in Fittleworth, West Sussex. There are now 20 stores across the country, soon to be 24, a flourishing website, and a distribution centre in Milton Keynes.

In September 2022, a major new manufacturing unit will open supplying 50% of the company's turnover.



Sergio Dalla Riva



**Head of Product Development
Transaction Banking, Intesa
Sanpaolo**

Sergio Dalla Riva, Senior Director, is the Head of Product Development Transaction Banking at **Intesa Sanpaolo Group** since 2016.

His responsibilities cover Cash Management, Payments, Digital Channels, Trade Finance, Security Services, Open Banking and WCM Products.

He has developed his **twenty years career** in Transaction Banking at international banks, where he formerly held global leadership positions also in Client Onboarding, Pricing Management, Organization and Processes.

His Book “**Cash Pooling – Centralization of Treasury in Groups of Companies**” was published in 2008 by **Il Sole 24 Ore**.



Arvinder Dhesi



**Senior Client Partner,
Korn Ferry**

Arvinder Dhesi is a Senior Client Partner for **Korn Ferry** based in the Firm's London office. He is the EMEA lead for Succession Management and Talent Strategy Consulting

Mr. Dhesi brings almost **thirty years** of corporate and consulting experience in Europe, the Middle East, Asia and the Americas. He has a passion for helping businesses identify and mobilise the untapped potential of the vital many employees.

Mr. Dhesi focuses on senior executive succession, top team effectiveness, assessment and development. He is a highly experienced executive coach to up **FTSE 100 Group CEO level**.

He has extensive experience of serving Korn Ferry clients across financial services, consumer, life sciences, professional services, manufacturing, technology and telecommunications.



Andrew England



Curriculum Director of the School, Board member of Intellect, Head of Strategy at iGTB,

Andrew England is a member of the main Board of the **Intellect Group** and Director of Strategy for Intellect Global Transaction Banking, **iGTB**

Over **30 years** of experience in large international banks like **Lloyds**, **Unicredit** and **Deutsche**.

Head of the Transaction Banking division of **Lloyds Banking Group**, responsible for Cash Management & Payments, Trade, Cards, FI and Balance Sheet Management

Senior Vice President – Head of CEE Global Transaction Banking, **Unicredit**

Head of Product Management – Cash Management and Trade, **Deutsche Bank**

He was also the Senior Advisor Transaction Banking for **McKinsey Group**.



Tino Kam



**Head of Product Management
Transaction Banking, Nordea**

Tino Kam is the head of Product Management, Transaction Banking at **Nordea**. In this role he is responsible for Cash Management, Cards and Trade Finance. His focus is delivering sustainable and effective cash solutions for Corporates.

Tino has **20+ years** in the Transaction Banking domain in different roles managing Product, Implementation, Operations and Technology and client advisory for complex and regional cash management solutions. His previous roles include leading roles for **ABN AMRO** and **RBS**, where he was the Head of strategic cash product development.

At **Lloyds Banking Group** he was the Program Manager, Global Transaction Banking. At his stint with **Capco** as Managing Principal - Payment Practice lead, responsible for development of Capco Payment Practice and business & proposition development.

Tino is a member of the board of the **EBA Association**.



Srini Kasturi



**Global Head of Digital and
Platforms,
Barclays Corporate Bank**

Srini Kasturi is the Global Head of Digital and Platforms at **Barclays Corporate Bank**. Srini has worked in multiple geographies around the world, and has led regional and functional teams previously. He joined Barclays in 2020.

Previously, he has held leadership roles in regional cash management, digital and payments, across **London, Dubai, Mumbai and New Jersey**. He has founded a fintech funded by a global Wall Street bank, and is the named inventor on a fintech patent assigned to Barclays.

Srini's team focuses on building client experiences in **the Digital and Platforms spaces, for corporate and institutional clients globally**. His team also builds out the strategic roadmap for emerging topics across different stages of evolution, from Open Banking with an immediate horizon to Digital Assets at the far end.

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'.

Gerard Lyons is one of the UK's leading economists, possessing expertise across a wealth of areas. He is at the cutting edge of the big global economic and financial issues of the day.

Over **three decades** Gerard has visited 84 countries on business, in senior roles with leading international banks such as **Chase Manhattan, Swiss Bank, DKB International**. At **Standard Chartered**, he was Head of Global Research and Chief Economist running a global team of 184 people.

Gerry currently has a portfolio of roles including **Board Member of the Bank of China (UK)** and as a shareholder and chief economic strategist with the FinTech challenger wealth manager, **Netwealth**.

He is on the advisory board of one of the world's leading environmental groups, the **Grantham Institute** at the **LSE and Imperial College** and on the advisory board of **Warwick Business School** and **OMFIF**, a global policymakers' forum.



Manish Maakan



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

Manish Maakan is proudest of his work for **iGTB**, having created a \$100m business that has doubled in size in the last two years. Manish attributes iGTB's growth over the last 8 years - from 33 clients to 97 - to a single-minded focus on digital transformations driven by the wider business needs of clients.

Manish has made iGTB grow at an astounding **30%+ year-on-year**. He has driven its ascent in the rankings to #1 partner of choice for digital transformation programs in Transaction Banking, winning award after award and accolade after accolade - whether from **Gartner, Celent, Accenture** or **Aite** or his banking clients' winning awards from IDC or for example, 10 banks using iGTB software winning **Global Finance** awards in 2019.

Manish's impressive career spans nearly **3 decades** and, before Intellect, he held several CxO roles at leading companies, such as **General Electric, EY** and **Whirlpool** and **IBM**. He also managed M&A for a financial services company, masterminded enterprise solutions and managed several business transformations and backroom consolidation initiatives for multi-billion dollar enterprises.



Philippe Penichou



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

Philippe Penichou joined **Societe Generale Group** in Prague in 2015 as Regional Cash Management Director in charge of Central and Eastern Europe.

In September 2017, he became Head of the Payment & Cash Management International Network, based in Paris, then in 2021 his role was extended to Head of GTB Western Europe.

Prior to that, Philippe held several commercial positions within Global Transaction Banking divisions in different **European and American banks**, first as Sales Manager then as Head of Sales on the large corporates market.

From 2010 to 2015, Philippe led sales teams in charge of bank and non-bank financial institutions in Europe, Middle-East and Africa at **JP Morgan** in London.



Brendan Reilly



**Strategic Advisor,
Nivo Solutions Limited,
formerly MD Head of Product EMEA,
Silicon Valley Bank**

Brendan Reilly has recently embarked upon a career change and is currently focused on two activities: Providing strategic advice to **Nivo**, a secure messaging specialist to financial institutions and building a portfolio of non-executive director (NED) roles. To prepare for this, Brendan has been studying for the Financial Times NED Diploma

Prior to this, Brendan spent most of his career in transaction banking holding a number of senior roles, predominantly in product management, at a variety of banks. Most recently, Brendan was Managing Director, Head of Product EMEA, **Silicon Valley Bank**.

Before this he spent 7 years at **Barclays** where he was the Global Head of Client and Market Execution at Barclays. Before joining Barclays in 2011 Brendan spent ten years at **JP Morgan** before joining **Deutsche Bank** in 2007 as the Global Head of infrastructure and COO – Product Management.



Dave Revell



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

Dave Revell is an experienced Board Director and Senior Executive with **35 years** of experience in the Financial Services, Telecommunications and Information Technology sectors. Most recently Dave was EVP and Global Chief Information Officer for **CIBC**.

Prior to joining CIBC, he was SVP at **BMO Financial Group** and prior to that, Rogers Communications. At CIBC he chaired the United Way campaign for technology & operations and was a champion of diversity and Inclusion as the **Executive Sponsor for MARC** (Men Advocating Real Change).

He is an accredited Angel Investor and a member of **the Golden Triangle Angelnet**. He is currently a Board Director of **Zafin** a leading SaaS product and pricing platform (where he is also Chairman), **Haventree Bank**, **Gore Mutual Insurance** and **Brane Capital**, a leading digital asset custody company.

Previously he was a Director of **Fiix Software**, a cloud based maintenance and asset management company, recently acquired by Rockwell Automation.



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

Ted Roosevelt Malloch has been **Chairman and Chief Executive Officer of The Roosevelt Group** a leading strategic advisory and thought leadership company, since its inception

Ted is a Former Senior Professor of Strategic Leadership and Governance at **Henley Business School**. He was a Research Professor at **Yale University** and **Oxford University**. He is the Founder and Chairman of the not for profit, **Spiritual Enterprise Institute** (SEI), created in 2005.

In 1994, Ted co-founded and directed, the CEO Learning Partnership for **PricewaterhouseCoopers LLP**. He has been a Senior Fellow and Vice President of **The Aspen Institute**, where he previously directed all of its national seminars and ran the Wye River Conference Centers. He was **President of the World Economic Development Congress sponsored by CNN**.

He has served on the executive board of the **World Economic Forum (DAVOS)**, and has held an ambassadorial position in at the **United Nations** in Geneva, Switzerland. An author of 14 books, Ted has worked in the **US State Department** and **US Senate**



Martin Runow



**Global Head of Payments, FX and Digital
Barclays Corporate Bank**

Martin Runow is the Global Head of Payments, FX and Digital at **Barclays Corporate Bank**. Martin has a significant breadth of transaction banking experience and joined us from **Deutsche Bank** in 2019.

During his almost **30 years** in the industry, he held multiple client facing and product development roles in Corporate and Transaction Banking – among them Cash Management, Digital and Payments leadership roles based in **London, New York, Zurich and Frankfurt**.

He leads a global team of product managers, data scientists and client experience professionals that deliver payments, transactional FX and digital solutions. His team is also responsible for defining and executing against the Corporate Bank's data strategy.



Sachin Salian



Sachin Salian
VP & Head of Global Marketing,
iGTB

Sachin is currently responsible the marketing portfolio of **iGTB** for the Eastern Hemisphere covering **ANZ, APAC, South Asia, Middle East and Africa**. He is also the Global Product Marketing Head of **iGTB Cash Cloud and iColumbus.ai Trade & SCF platforms**.

With **over 20 years' experience** in B2B marketing, digital marketing, technology product management and digital transformation, he has worked & consulted for global brands American Express, P&G, Coca Cola, Huawei, GSK, BAT, ING and companies across Banking & Financial Services, Healthcare and Retail industries.

Prior to iGTB, he has worked with **Cognizant Digital Consulting**, fintech player **EdgeVerve**, end-to-end tech solutions provider **Infosys** and digital marketing solutions provider **Netcore**.



Ravichandran Sankaran



**EVP and Solution Architect,
iGTB**

Ravichandran Sankara, SVP, Head of Solutions Consulting (Advanced Markets)

Ravichandran Sankara brings over **23 years of experience** across development and delivery of enterprise solutions, solution consulting and pre-sales. Having started with **Citigroup**, Ravi has been an integral part of building the Intellect suite of products from the early stages across consumer, wealth and corporate banking.

Ravi architected and delivered the **world's first integrated digital transaction banking solution**. This is now one of iGTB's flagship solutions and is an award winning market leading solution as well.

In the recent past he crafted the solution for **the largest trade transformation program** and **the largest payments transformation program in Europe**. Apart from anchoring iGTB solutions, he is actively involved with customers across the globe to create innovative solutions in the transaction banking space.



Mark Smith



**Managing Director
Head of TTS EMEA,
Treasury and Trade Solutions,
Institutional Clients Group, Citi**

Mark Smith is the **Head of Treasury and Trade Solutions** (TTS) business for **Europe, Middle East and Africa** (EMEA) based in London. Mark is responsible for leading the growth of the business in our largest region, increasing our competitiveness with our team of business managers, product and sales specialists across a set of diverse markets and disciplines, delivering innovative services in payment, cash management and trade financing to meet the rapidly evolving needs of our clients.

Prior to his current role Mark held the position of **Global Head of Liquidity Management Services** (LMS) in the Treasury and Trade Solutions business (TTS) since August 2015. Mark was also responsible for the **Treasury Advisory Group (TAG)** which acts as a key client partner consulting with clients on how to develop, enhance and improve their critical treasury management function within their firm.

Mark currently sits on Citi's Operating Committee for EMEA, he is a member of EMEA Asset and Liability Committee (**ALCO**) and also a member of the **TTS Executive Committee**.



Michael Spiegel



**Global Head of Transaction Banking,
Standard Chartered Bank**

Michael Spiegel is the Global Head of Transaction Banking at **Standard Chartered** and a member of the Corporate, Commercial and Institutional Banking Management Team. He is responsible for the strategic positioning of the business, including trade development and delivery of solutions across cash management and trade and working capital financing to corporate and financial institution clients.

Michael is a veteran transaction banking and client coverage specialist. His career spans more **than three decades in Europe, the United States and Asia** where he has held senior management positions in Global Transaction Banking and Client Coverage.

Prior to joining Standard Chartered in 2020, Michael worked at **Deutsche Bank** where he shaped the global trade finance and cash management delivery and was a driving force behind the global roll-out of a fully integrated vendor finance solution.



Uppili Srinivasan



Business Head for Digital, Payments and Liquidity, iGTB

Uppili Srinivasan, fondly known as Upps, has been a key figure in the development of Intellect Design Arena. Starting in 1992 soon after his graduation from BITS, Pilani, Upps had many successes at **Citicorp Overseas Software unit (COSL)**.

He then became a key figure in **Polaris**, leading a large Business Solution Center, and most recently has been a senior leader with Intellect Design Arena, where he has donned multiple caps, from **Pre-Sales, Solutioning, Engineering, Delivery to Business Leadership** – all successfully.

Upps also has many wins and accolades to his credit. From designing Intellect's **first Digital product, Contextual Banking Experience (CBX)**, to delivering the liquidity platform from iGTB that runs over **\$4 trillion sweeps and \$35 trillion notional pools per annum**.

He has worked on practically every single IP platform of COSL/Polaris/Intellect, from Core Banking to Lending to Corporate Banking. Upps now leads one of the key successful business units that power Intellect's success in the Western hemisphere.

Werner Steinmüller



**Chairman, Deutsche Bank SPA,
Italy
Former Chief Executive Officer
Asia-Pacific, Member of the
Management Board of Deutsche
Bank AG.**

Werner Steinmüller has been senior advisor to **Deutsche Bank** since August 2020. Furthermore, since June 2020 he has been the Head of the Supervisory Board of Deutsche Bank SpA Italy.

He has previously held various senior positions. He was CEO Asia-Pacific and Member of the Management Board of **Deutsche Bank AG**, Chairman of the Supervisory Board of **Deutsche Postbank AG**, Head of Global Transaction Banking responsible for leading Deutsche Bank's global efforts in trade finance, cash management, institutional cash and securities services for the commercial banking business in Germany.

Werner Steinmüller joined Deutsche Bank from **Citibank** in 1991 where he served as Co-Head Corporate Finance Germany in his last position.



Ludovic Tran



**Executive Director,
Accenture Interactive, France**

Ludovic Tran is the Executive Director of Accenture Interactive for France.

His objective is to continue to develop the business of Accenture's digital agency while leveraging the different areas of expertise within **Accenture** to help companies rethink the entire value chain in terms of experience, growth and relevance.

Ludovic Tran started his career in 2000 with Andersen Consulting (now Accenture) and was promoted to Managing Director in 2011.

In recent years, Ludovic has worked in the Financial Services business, where he was responsible for the banking activity, after having been part of the 'Distribution and Marketing' department and having been responsible for '**Customer Insight & Growth**' for **France** and the **Benelux** countries.



Marcus Treacher



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

Marcus Treacher is a member of the boards of **ClearBank** and **RTGS Global**, and CEO of CB Investment Growth Holdings. He has over **35 years'** experience driving innovation and business growth in the transaction banking and payments industries worldwide.

Marcus has held executive leadership positions at **HSBC**, **Citigroup** and **Ripple**, where he specialized in creating and scaling new business propositions, leveraging technology innovation and pioneering new commercial models in the digital banking space.

He recently led the global expansion of blockchain payment network RippleNet from launch to world-wide coverage, and he is now guiding the strategic growth of a portfolio of UK FinTechs.

Marcus served as a member of the Global Board of **SWIFT** from 2010-2016, and as an independent non-executive director of **CHAPS Co**, the **UK's RTGS** clearing company.



Suresh Viswanathan



Chief Operating Officer, TSB

Suresh has overseen the digital transformation at **TSB**, a cornerstone of the growth strategy, and leads our corporate services, operations and technology functions. He is also Executive sponsor of both the **Ethnicity** at **TSB network** and **TSB's programmes** to reduce **environmental impact**.

He has **over 30 years of experience** in technology and financial services, specialising in setting up complex global technology operations and integrations.

Suresh began his career at **Citi Group**, where he set up their branch-banking platform and led acquisition and integrations across Central and Eastern Europe, Middle East and Africa.

He joined **Barclays** in 2008 as Chief Information Officer for Barclays Corporate Bank and then went on to lead Operations and Technology for Barclays UK, where he helped set up their ring-fenced bank.

In 2020, he became an advisory board member of **Rackspace Technology**.

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