



## Global Transaction Banking

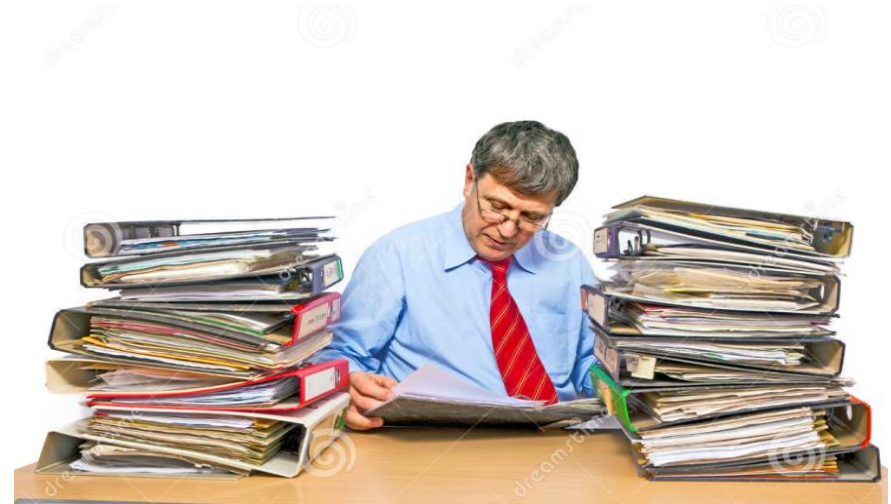
**ACT Middle East Annual Summit: 24-25<sup>th</sup> October 2016**

It's all about partnership – how can corporates and their banks rally to support a change agenda?

# How was it for Banks and Corporate Treasurers 30 years back?



- Queuing in the branches
- Face to face interactions
- Checks and Paper statements
- Physical vaults and lockers
- Color coded slips



- No global visibility of accounts for treasurers
- Weekly/monthly statement of accounts
- Manual hand written statements
- High transaction costs

**In 1985, did we imagine about electronic banking?**

## Corporate Banking

- Electronic banking
- H2H connectivity/SWIFT net
- Driving standardization
- Customized solutions

## Payment Processors

- Transfer of money is much faster and eases the hassle involved
- Lower transaction and set-up costs
- Improved foreign exchange rates

## New Finance platforms

- Radically different and enhanced products tailored to individual needs
- Higher quality, lower cost, and unheard-of convenience



Clients are looking for the “Uber experience” with their banks

## 30 Years forward – What it could be?

Biometrics,  
Optical sensor,  
facial/voice  
recognition

Holographic  
representatives  
Video based  
consulting

Cashless world  
Virtual wallets  
Cryptocurrencies

Online lenders  
Exchange houses  
Crowdsourcing

Fintech  
companies,  
collaboration  
between banks  
and disruptors

Blockchain -  
game changer for  
banks?

**Co-opetition between Banks and Fintech companies?**

# What does this mean for Banks and Corporate Treasurers?



## Banks

- Investments in technology rather than branches
- Partnership between fintech companies and banks
- Banks taking more of an advisory role and finding their niche
- Regional vs. Global footprint

## Corporates

- More complex, comprehensive, strategic role
- Increasing demand from senior management and shareholders to make their cash work harder
- Growing importance of risk management
- Heightened regulatory environment

**Proactive partnership between Banks and Corporates**