

**Participants in the forum are reminded of their responsibility to observe anti-trust laws.**

The EBA Anti-Trust Policy is available at the EBA website.

[https://www.abe-eba.eu/media/azure/production/1352/eba\\_antitrust\\_policy\\_20170602\\_final\\_clean.pdf](https://www.abe-eba.eu/media/azure/production/1352/eba_antitrust_policy_20170602_final_clean.pdf)

The forum is an open group, where interested stakeholders can discuss and exchange information on industry-wide topics.

The content of the slides presented and the views expressed in the context of the activities of the forum are those of the respective participants in the forum, and do not represent the views of the Euro Banking Association (EBA).

# **Open Forum on Digital Transformation**

**What's New? What's Hot? What's Next?  
Transaction Banking in 2022 and Beyond**

27 June 2022  
Digital meeting

Public

## Agenda (1/2)

What's New? What's Hot? What's Next? Transaction Banking in 2022 and Beyond

Welcome and opening remarks

**Thomas Egner**, Euro Banking Association

Setting the scene and housekeeping

**Kate Pohl**

Keynote: What's New? What's Hot? What's Next? Transaction Banking in 2022 and Beyond

**Mike Hewitt**, Adageo

Fireside Chat: What's Next and What's Needed: Transaction Banking from a Corporate's Point of View

**Alexander Macik**, Semperit

*Coffee Break*

Panel Discussion – What's New? What's Hot? What's Next? Transaction Banking from the Bank's Point of View

*Lunch Break*

## Agenda (2/2)

What's New? What's Hot? What's Next? Transaction Banking in 2022 and Beyond

Keynote: The Future of Banking in the Clouds

**Ralf Klein**, Commerzbank

Fireside Chat: Sanctions and Sanctions Screening...Everything you wanted to know but were afraid to ask!

**Roland Stein**, BLOMSTEIN

Fireside Chat: And now for something completely different: WEB3, Crypto and the Metaverse... where are we going from here?

**Steven Batiste**, Treasury Intelligence Solutions

Wrap-up

**Thomas Egner**

**Secretary General  
Euro Banking Association**

**Kate Pohl**

**Facilitator  
Euro Banking Association**

**Mike Hewitt**

**CEO  
Adageo**



# What's new, **what's hot**, what's next?

## Transaction banking in 2022 and beyond

Mike Hewitt



**Treasury Dragons**  
technology on trial



TRANSACTION BANKING ACADEMY

**The Working  
Capital Forum**

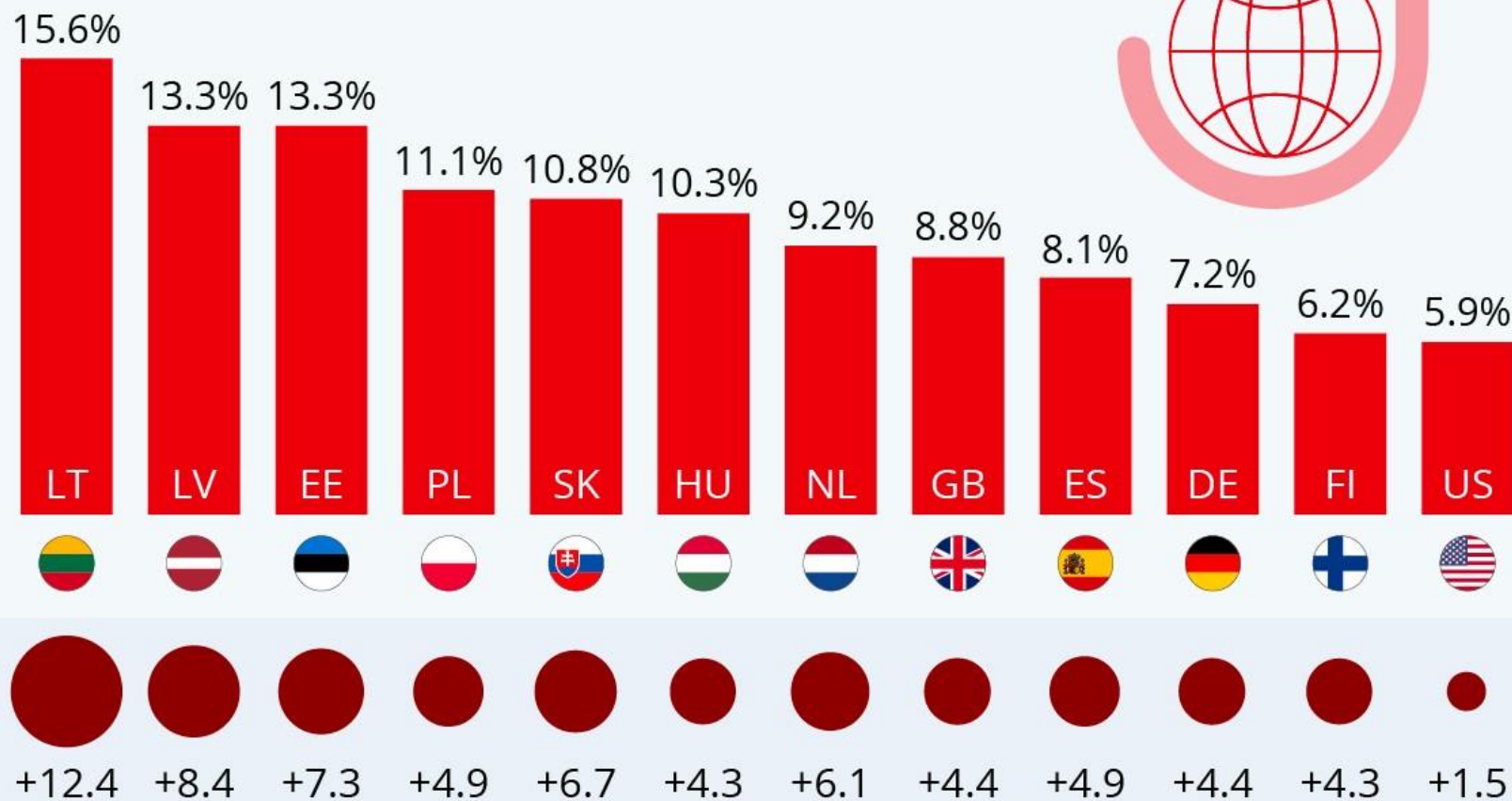
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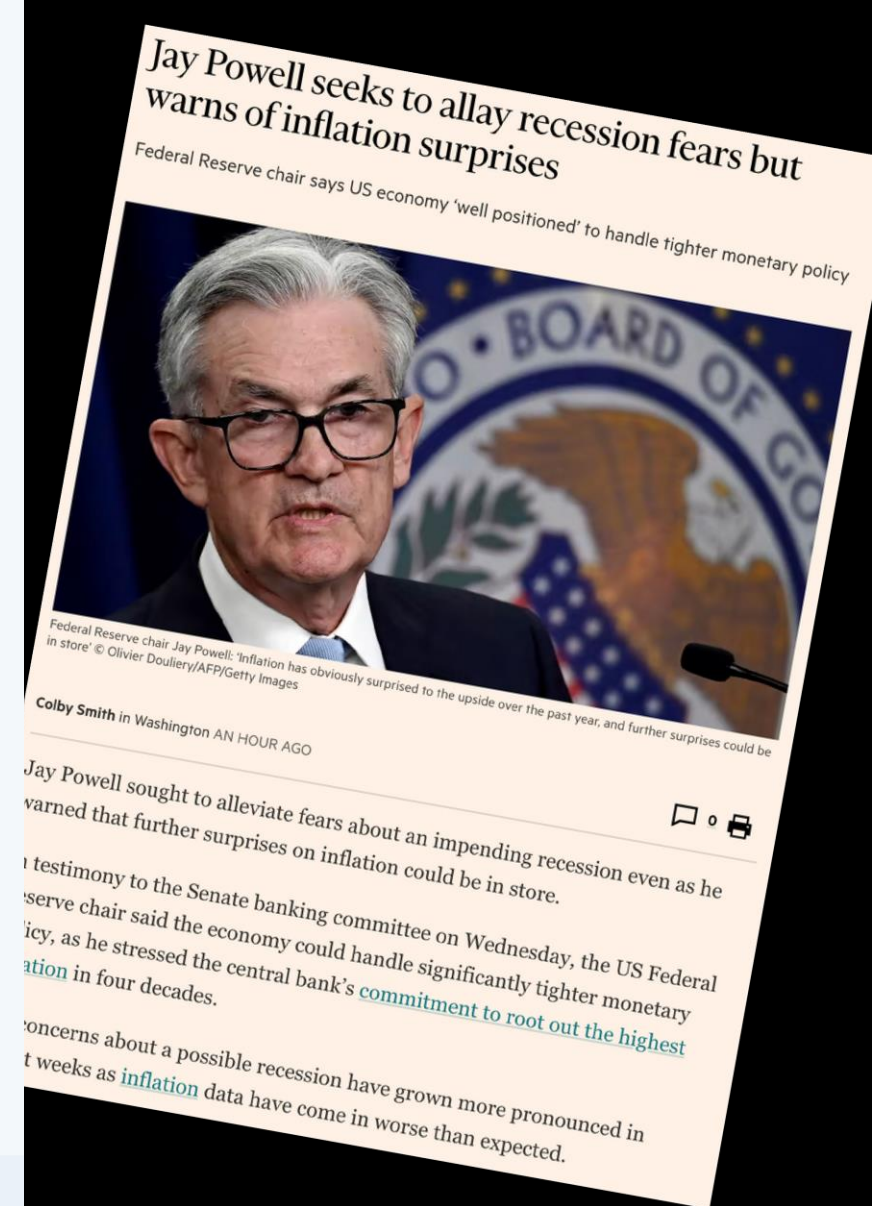
Look who's back!

# Inflation Projections and the War in Ukraine

Y-o-y inflation rates in 2022 in selected countries (projections as of June 2022)

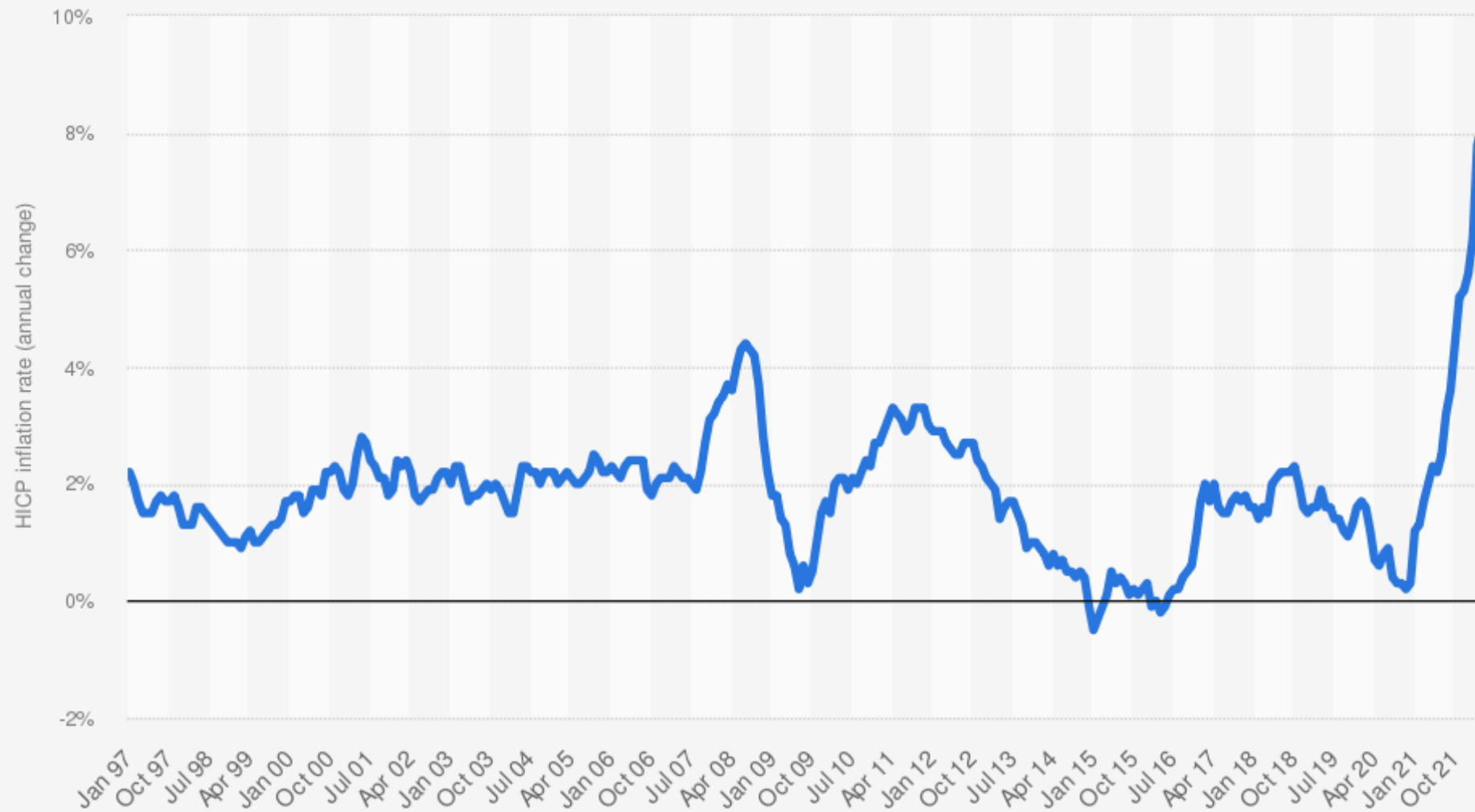


P.p. change since Dec '21 projection



OECD/Statista

## Harmonized index of consumer prices (HICP) inflation rate of the European Union from January 1997 to May 2022





Central banks are using  
the tools at their disposal.



**"CEOs are discovering what  
their predecessors knew all  
too well: inflation plays havoc  
with the balance sheet.  
That requires even tighter  
control of **working capital**."**

*The Economist, 11th June  
2022*



After decades of relative stability  
(even during the pandemic),  
companies find forecasting is  
harder then ever.

The truth is, not all treasury teams are as automated as they would like, and those that have automated often started from a very low base.

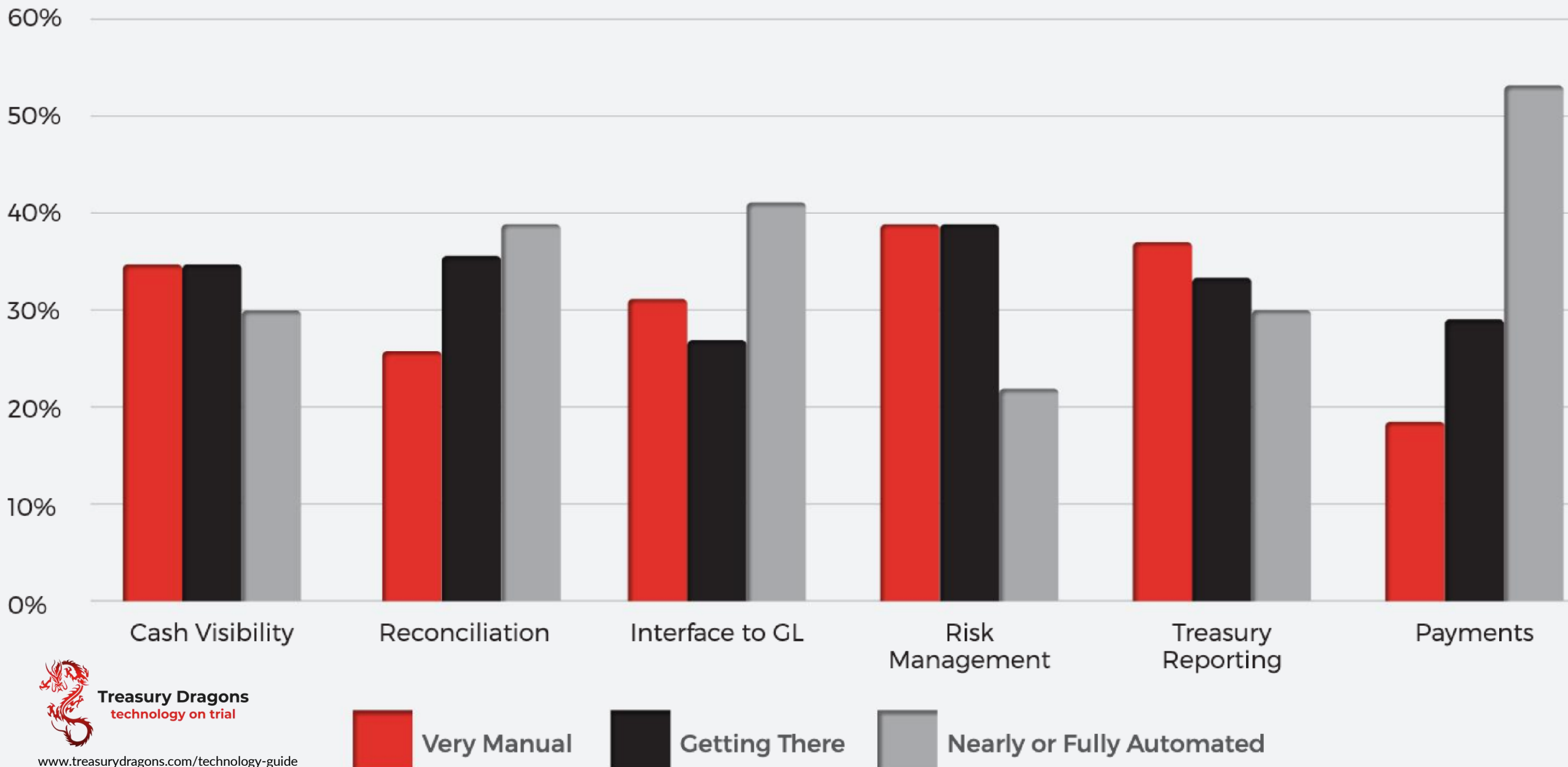
In a **Treasury Dragons** survey, 58% of large corporates said 'automating more treasury functions' was a priority for **2022**.

[treasurydragons.com/technology-guide](https://treasurydragons.com/technology-guide)





# How automated are your Treasury processes?



**Treasury Dragons**  
technology on trial

[www.treasurydragons.com/technology-guide](http://www.treasurydragons.com/technology-guide)

18.145,00	16.
8.370,00	3.2
8.182,00	17.310
9.364,00	8.802,0
5.532,00	11.154,00
24.656,00	12.646,00
9.975,00	16.667,00
10.712,00	10.945,00
1.425,00	11.502,00
4.952,00	13.495,00
22.565,00	23.934,00
5.094,00	3.350,00
5.159,00	7.158,00
21.054,00	23.716,00
2.750,00	5.124,00
4.676,00	6.754,00
13.033,00	24.028,00

The spreadsheet is still the tool of choice for many treasurers



A decade ago, treasury automation involved buying a Treasury Management System (TMS)

Usually on-premise, often with a significant IT overhead, these were a major investment - and once you were in, you generally stayed in.

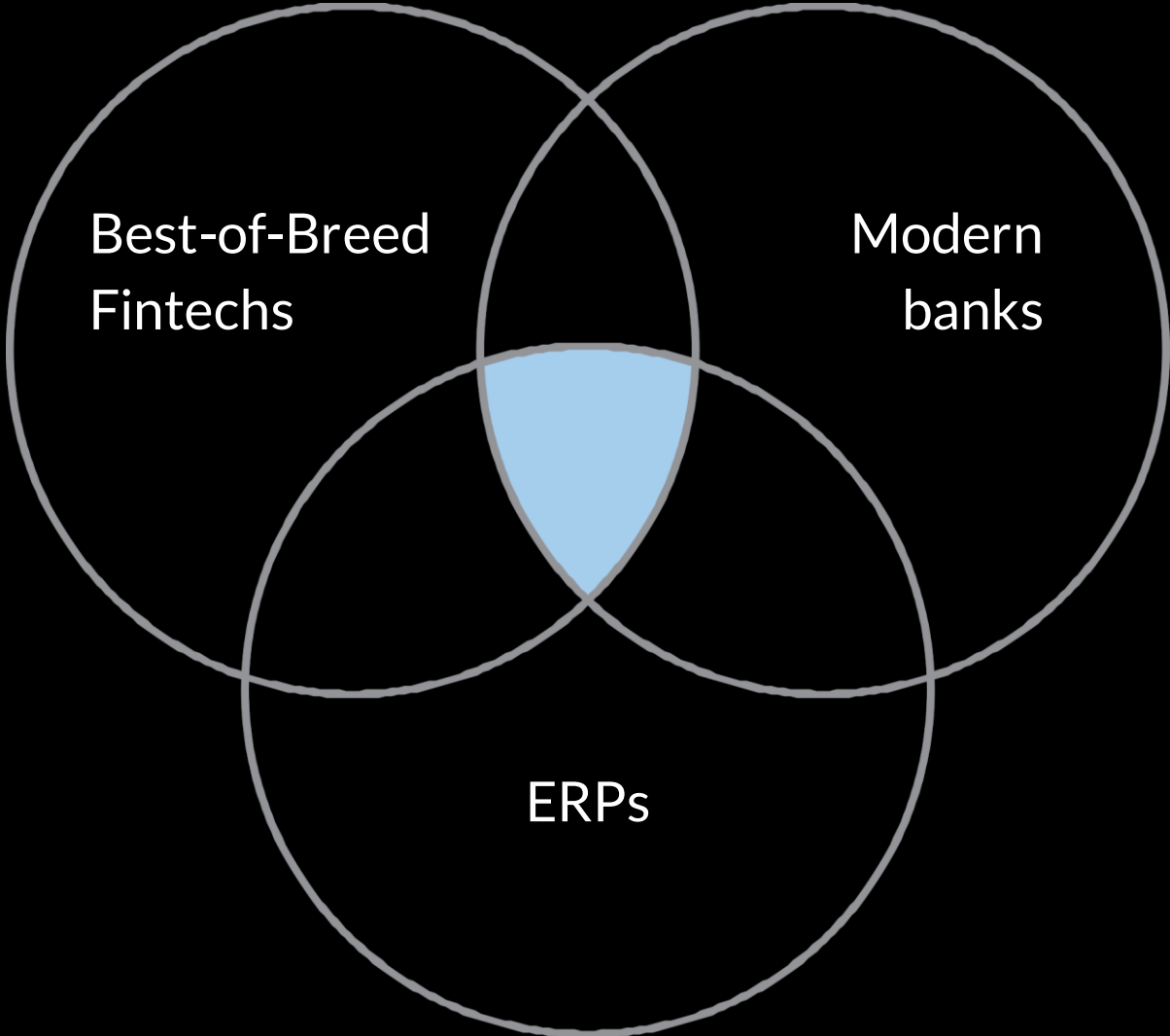


Today, there is both a strong motivation and an opportunity for treasurers to reshape the way they see and manage cash across the organisation.

This transformation won't necessarily be driven by banks, but those banks that position themselves correctly will benefit.







FTP  
Batch Processing  
End of Day

API  
Always-on  
Real Time

# APPLICATION PROGRAMMING INTERFACE



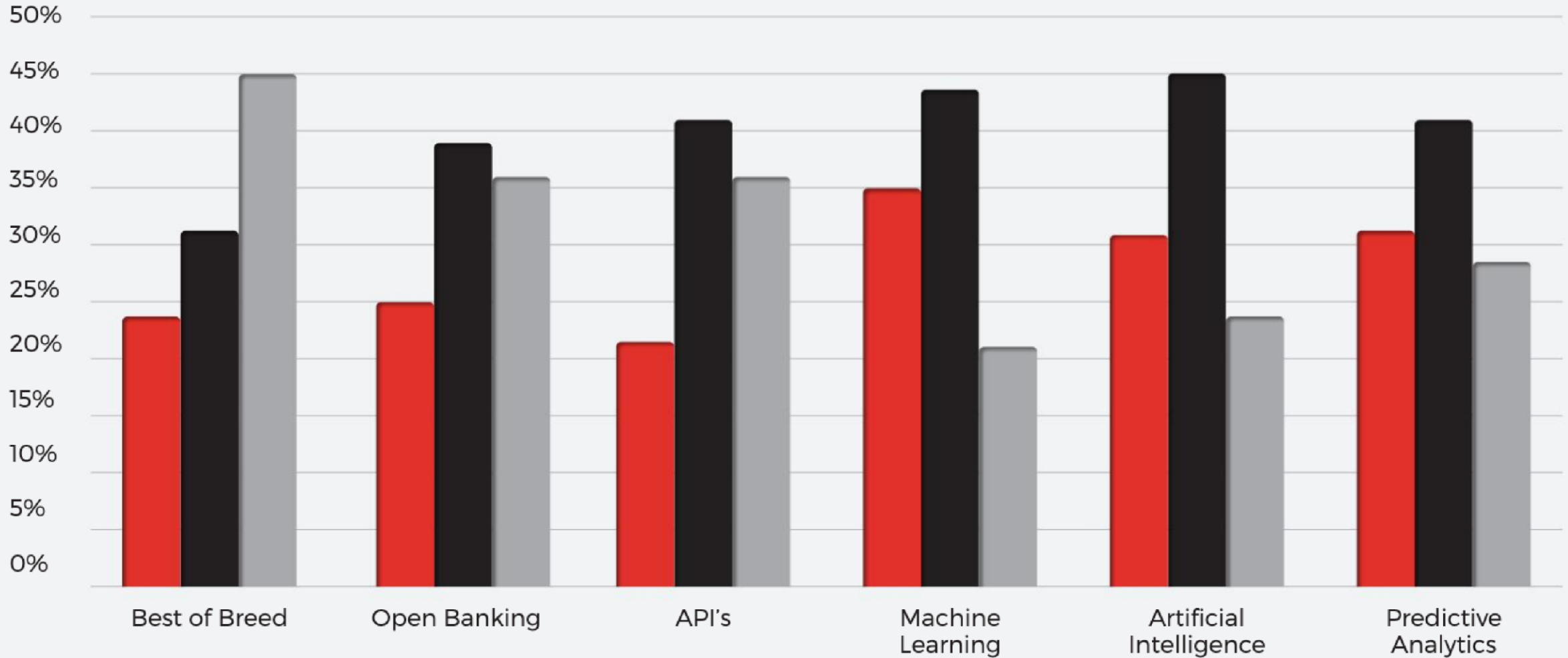
Data lakes  
Machine Learning  
Artificial Intelligence

Say what?





# What is your understanding of the following?



**Treasury Dragons**  
technology on trial

[www.treasurydragons.com/technology-guide](http://www.treasurydragons.com/technology-guide)



Not aware of



Somewhat aware of



Close to or fully an expert



TROVATA.IO



NOMENTIA



TIPCO



ANALYTE

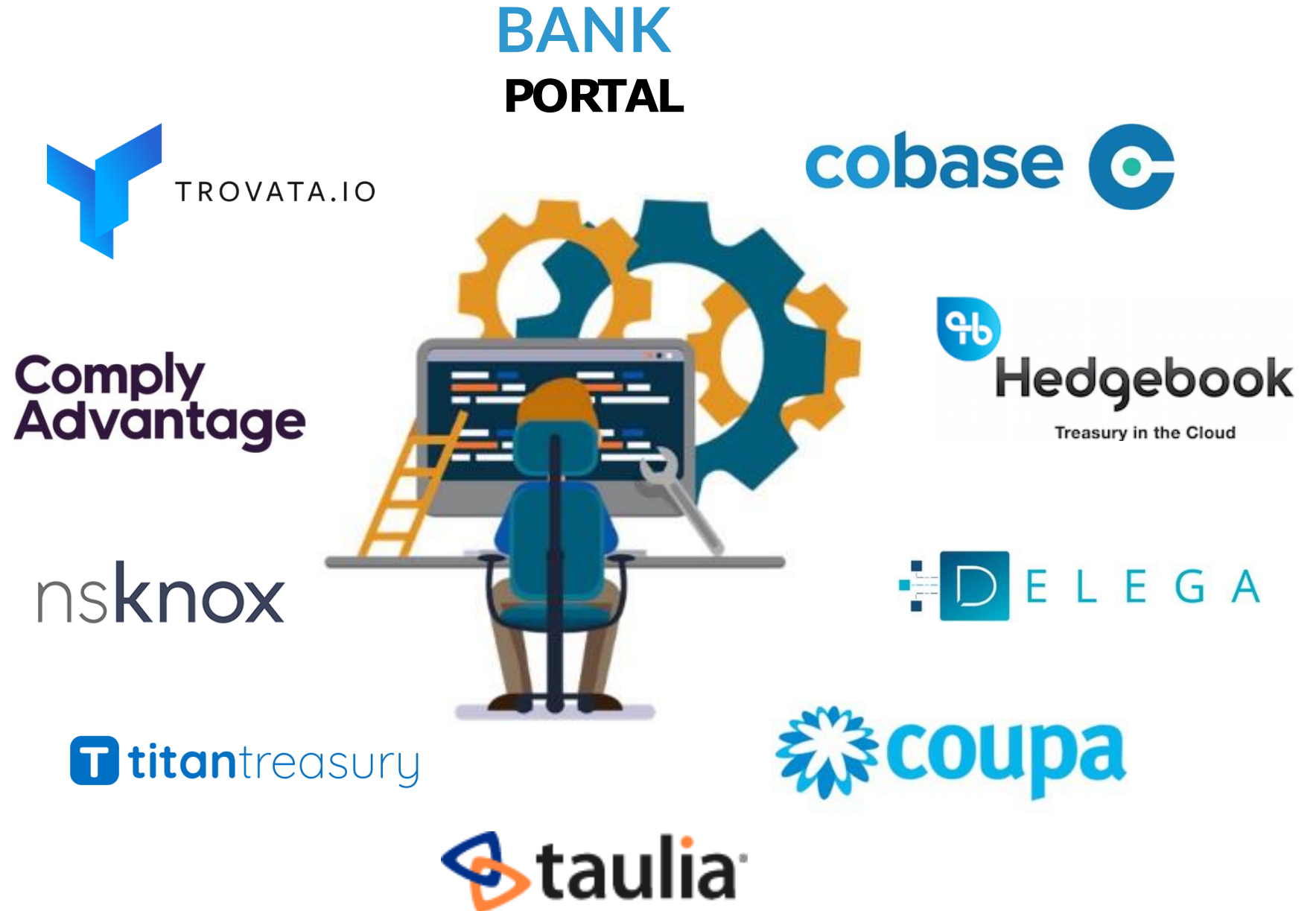
*OpusCapita*

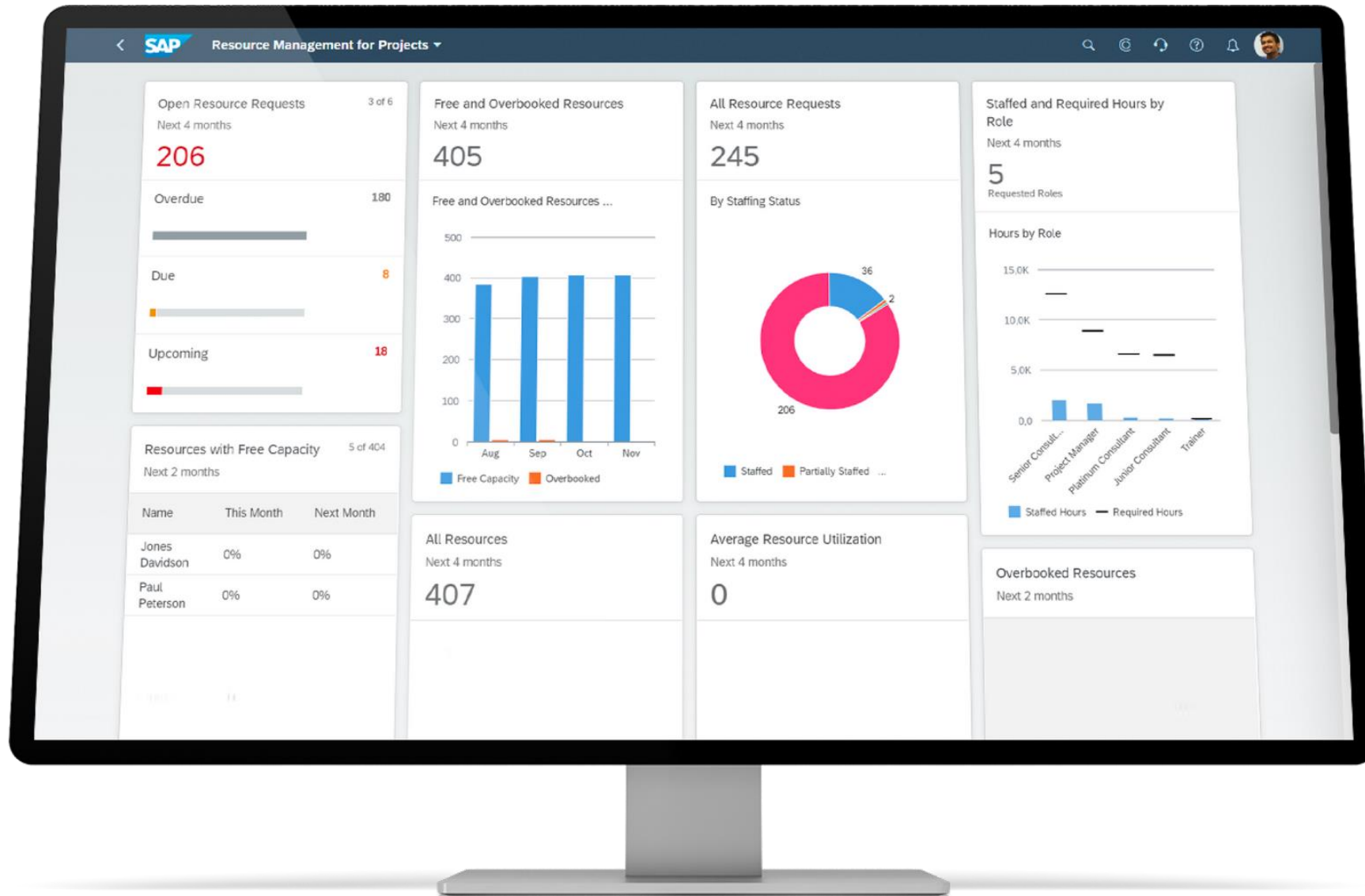
tis



Cashforce

Which one of these  
is the TMS?





Maybe it's the ERP?

So what about the bank?





**lender** system integrator  
**trusted** advisor **partner**  
consultant regulatory  
enforcer payments handler  
**working capital** provider **FX**  
facilitator **connector**  
liquidity pool





## Hype versus reality

Many banks have fintech labs but how much of their output is understood or used by the teams that treasurers interact with?



Bank Portals are growing in features and effectiveness:  
for mid-size corporates, they may be sufficient

Larger corporates will increasingly choose from a  
'smorgasbord' of SaaS platforms, each meeting a  
specific need

They will want their bank to allow fast connections to  
these platforms

Banks that succeed will be an enabler, not an obstacle,  
to this change





**One more thing...**

# The death of optimisation



Just in time  
Off shoring  
Risk

Just-in-case  
On shoring  
Safety

In this era of **deglobalisation**, corporations have been forced to look again at the strategies that served them well in the past.

Inventory levels, once kept as low as possible to avoid tying up cash, are increasing.

Supply chains are being brought closer to home and the financial integrity of suppliers is a real concern, bringing supplier finance to the fore.

For treasury, the years ahead will be 'interesting'

The same is true for banks.

thanks

# Find out more



**Treasury Dragons**  
technology on trial

**Cash Pooling, Online, 5th July**

## The Working Capital Forum

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**European Conference, Amsterdam, 1st December**



**TRANSACTION BANKING ACADEMY**

**[transactionbankingacademy.com](https://transactionbankingacademy.com)**

# What's new, **what's hot**, what's next?

## Transaction banking in 2022 and beyond

Mike Hewitt



**Treasury Dragons**  
technology on trial



TRANSACTION BANKING ACADEMY

The Working  
Capital Forum

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**Alexander Macik**

**Expert Group Treasury  
Semperit**

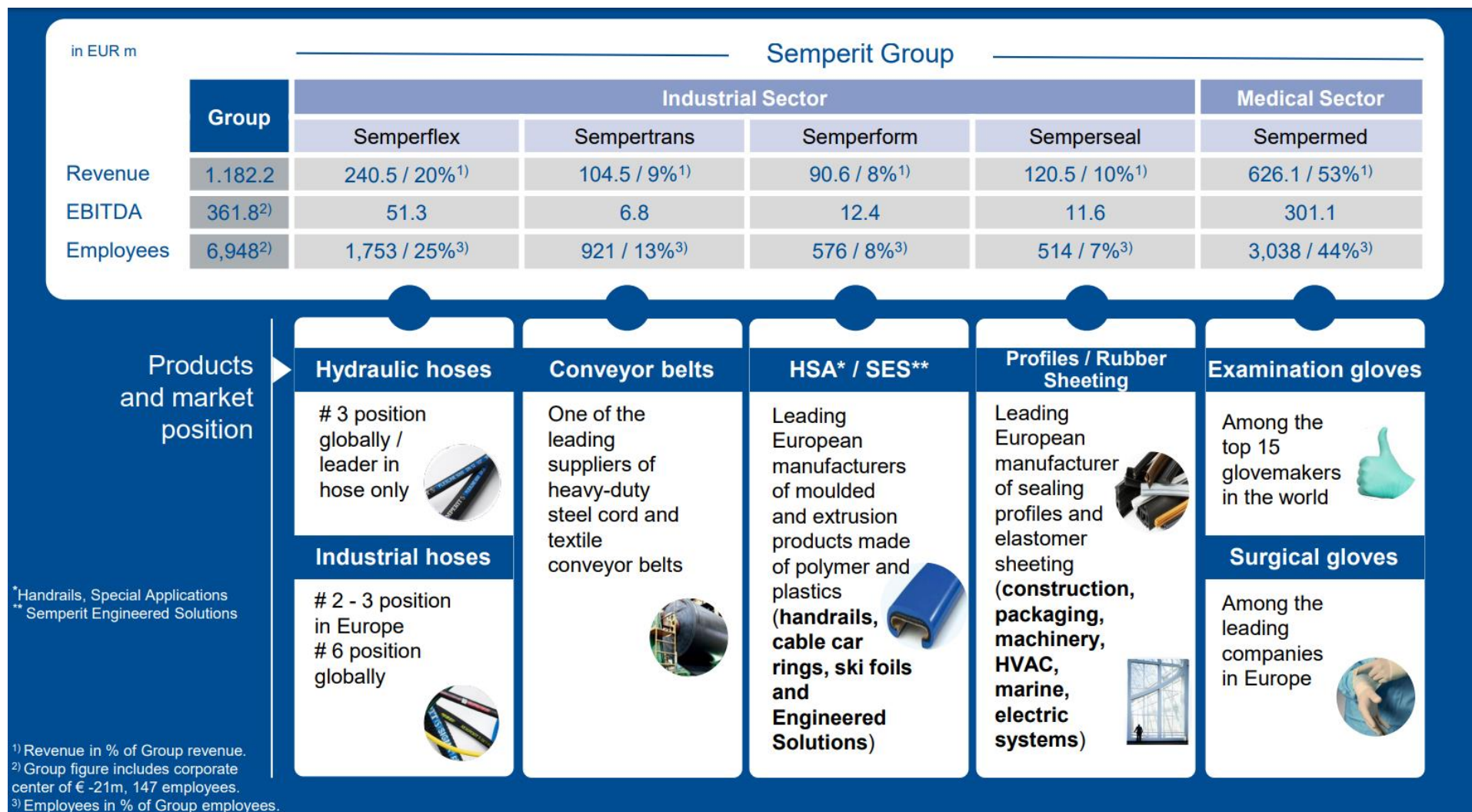


## EBA OPEN FORUM ON DIGITAL TRANSFORMATION

Alexander Macik  
Group Treasury Expert  
Semperit AG Holding



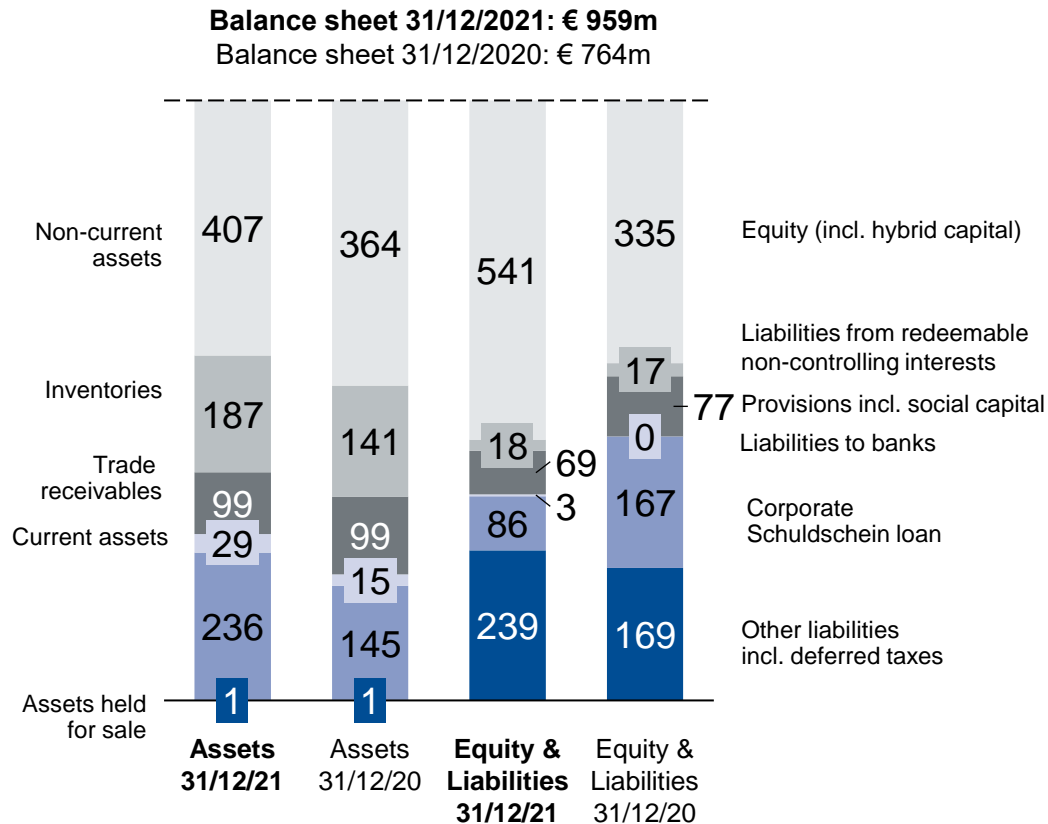
# Semperit Group at a glance





# Balance sheet structure and financial profile

## Balance sheet structure



## Financial profile as of 31 December 2021

- **Cash and cash equivalents** € 236m
- **Unused credit facilities** total € 90m
- **Corporate Schuldschein loan** at € 86m
- **Net debt turns to net cash** at € 144m, Net debt / EBITDA below zero (YE'20: 0.1x)
- **Equity ratio** of 56.3% (YE'20: 43.5%)
- **Dividend:** € 1.50 per share will be proposed to the Annual General Meeting

# **Coffee Break**

## **11:50 – 12:05 CET**

During coffee break, do not “leave the meeting” i.e. stay connected while muting your sound and turning off your camera

# Panel Discussion



## **Lunch Break**

### **13:00 – 14:00 CET**

During lunch break, do not “leave the meeting” i.e. stay connected while muting your sound and turning off your camera

Kindly reconnect on time for the afternoon sessions

**Ralf Klein**

**Director, Cloud Transformation & Distributed Ledger Technology  
Commerzbank**



# The Future of Banking in the Clouds

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**Commerzbank's Cloud First Approach**

# There is no alternative to cloud computing!



## OBSERVATIONS

- **COMMODITIZATION OF INNOVATION & CONVENIENCE**

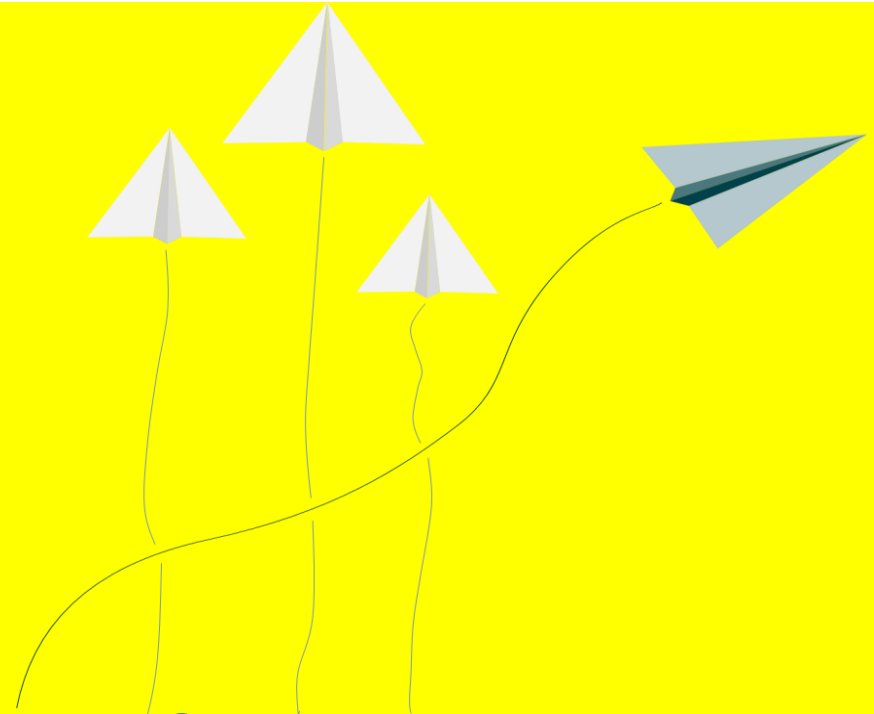
Customer behavior & new entrants push banks for change (“state-of-the-art”)

- **IT OFFERINGS & CAPABILITIES**

(Future) business software (e.g. Office365) & new tech (e.g. Advanced Analytics/ Artificial Intelligence) are only available in cloud technology

- **CYBER SECURITY & SCALABILITY**

Cyber security and cost flexibility comes more and more into focus



**A DISRUPTIVE  
TECHNOLOGY AND  
MINDSET CHANGE IS  
NEEDED!**

# It's about enabling digital business models



## CLOUD IS PLAYING A KEY ENABLING ROLE...

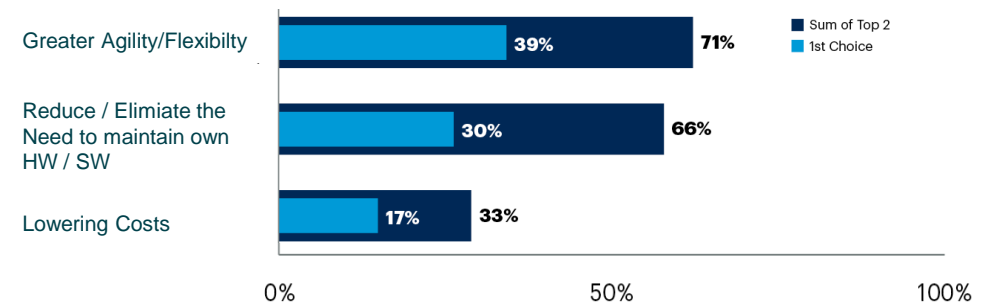
- » Among Banking CIOs worldwide, **Cloud adoption** is considered one of the **game changing technologies**
- » The **top reason** a public cloud transition is obtaining greater **agility/flexibility**.
- » Over the last three years, the **use of public cloud has increased IT spend for most organizations (54%)**, with **only 29% reporting that the cloud decreased IT spend**.
- » the Cloud is the core enabler of digital business and **its adoption is not all about cost**

Quelle Gartner: "The Role of the Public Cloud in Digital Business Acceleration", 26 August 2021

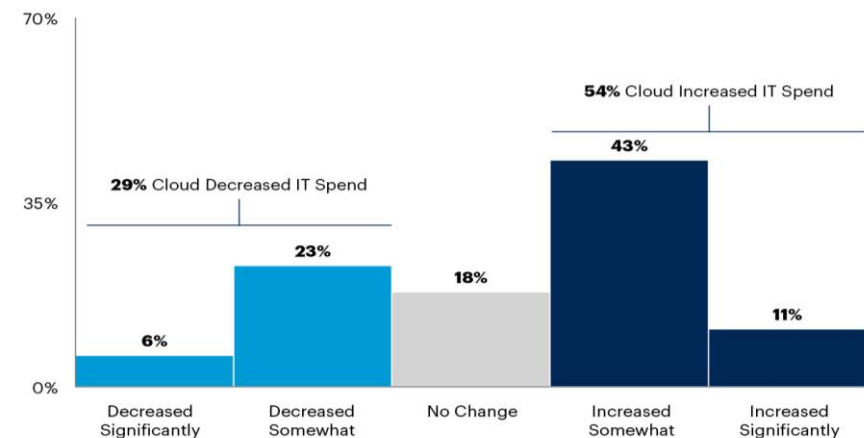
The research was conducted online during May 2021 among 120 respondents from North America, Europe and APAC, across all industries in companies with at least \$250 million in annual revenue. Respondents were screened for responsibility for IT finance management.

## ...AND ITS ADOPTION IS ABOUT BENEFITS

### Top Reason for Transitioning to the Public Cloud



### Impact of Public Cloud on Total IT Spend Over Last Three Years





# Cloud = virtualization & max. IT flexibility



## ESSENTIAL CHARACTERISTICS

On-demand self service

Get resources like electricity from the socket

Broad network access

Device-independent access from anywhere

Resource pooling

Provider shares managed resources to customers

Rapid elasticity

Immediate up-/down-scaling of resources

Measured service

Pay only for what you consume

# Commerzbank's Cloud Goal



## OBJECTIVES



**Time-to-Market**



**Cost Flexibility**



**Ability to Innovate**



**Agility**

## #CLOUDfirst



**Public Cloud First**



**Existing Applications**



**New Applications**

# #MINDSETCHANGE

# From first MVPs to cloud as new standard



**2016**

## Start and first MVPs

- Frontrunner applications
- Cloud Foundation set-up



**2021**

## Start scaling and self service

- "CLOUD.first" approach
- Start set up of Zone-Cloud
- Improve customer self care
- 40%+ decentral applications in hybrid multi-cloud



**2025**

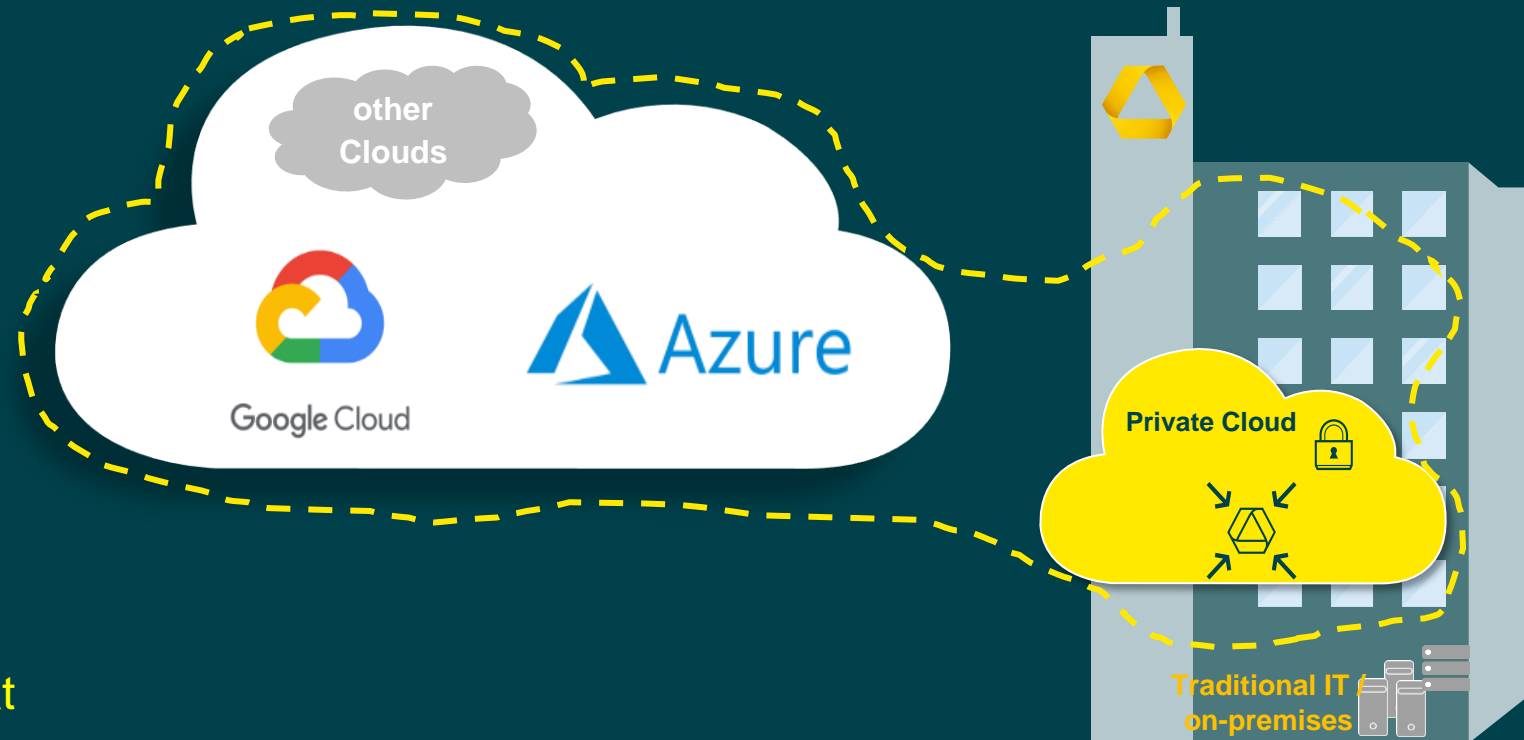
## Target picture

- 85% of decentral applications in hybrid multi-cloud
- Cloud native development of new apps

# Commerzbank Hybrid Multi-Cloud Strategy



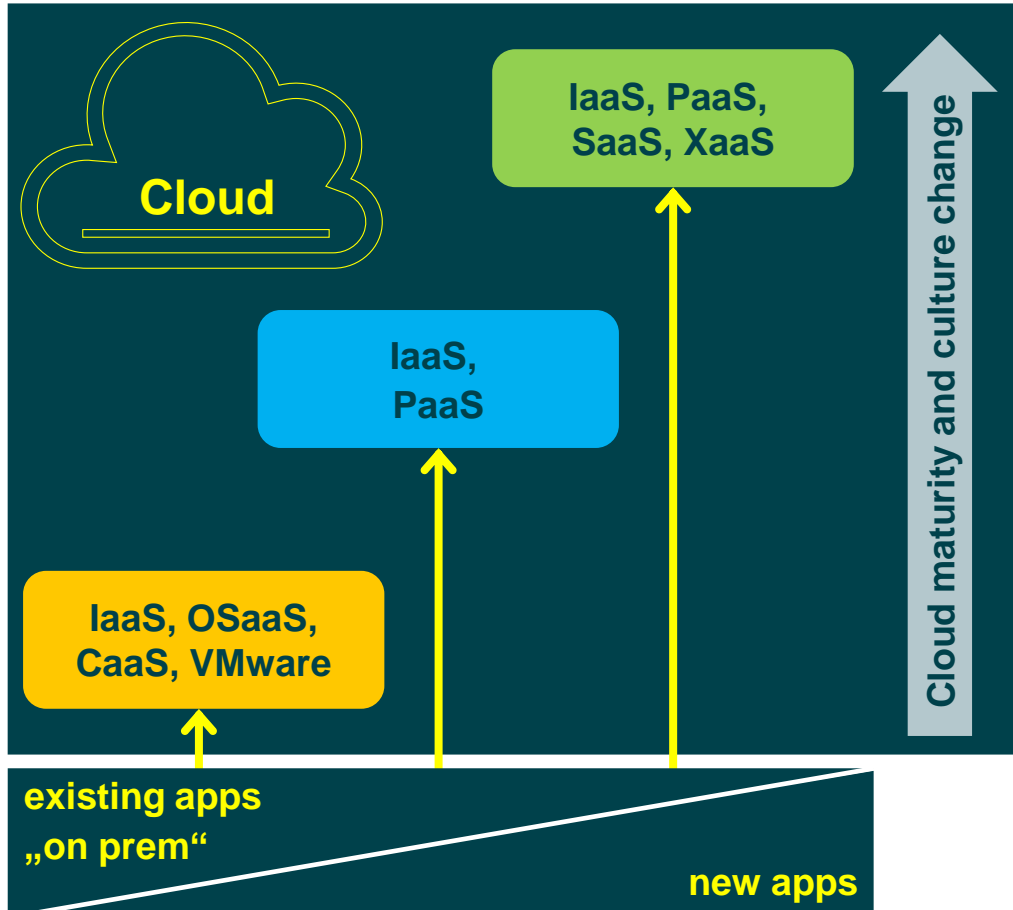
- Our hybrid multi-cloud environment uses the respective **strengths of the public clouds from Google and Microsoft**,
- promotes **competition among the big “hyperscalers”**,
- and makes us more flexible with regard to **exit scenarios**.
- **Private clouds** for selected use cases that cannot (yet) be operated publicly.



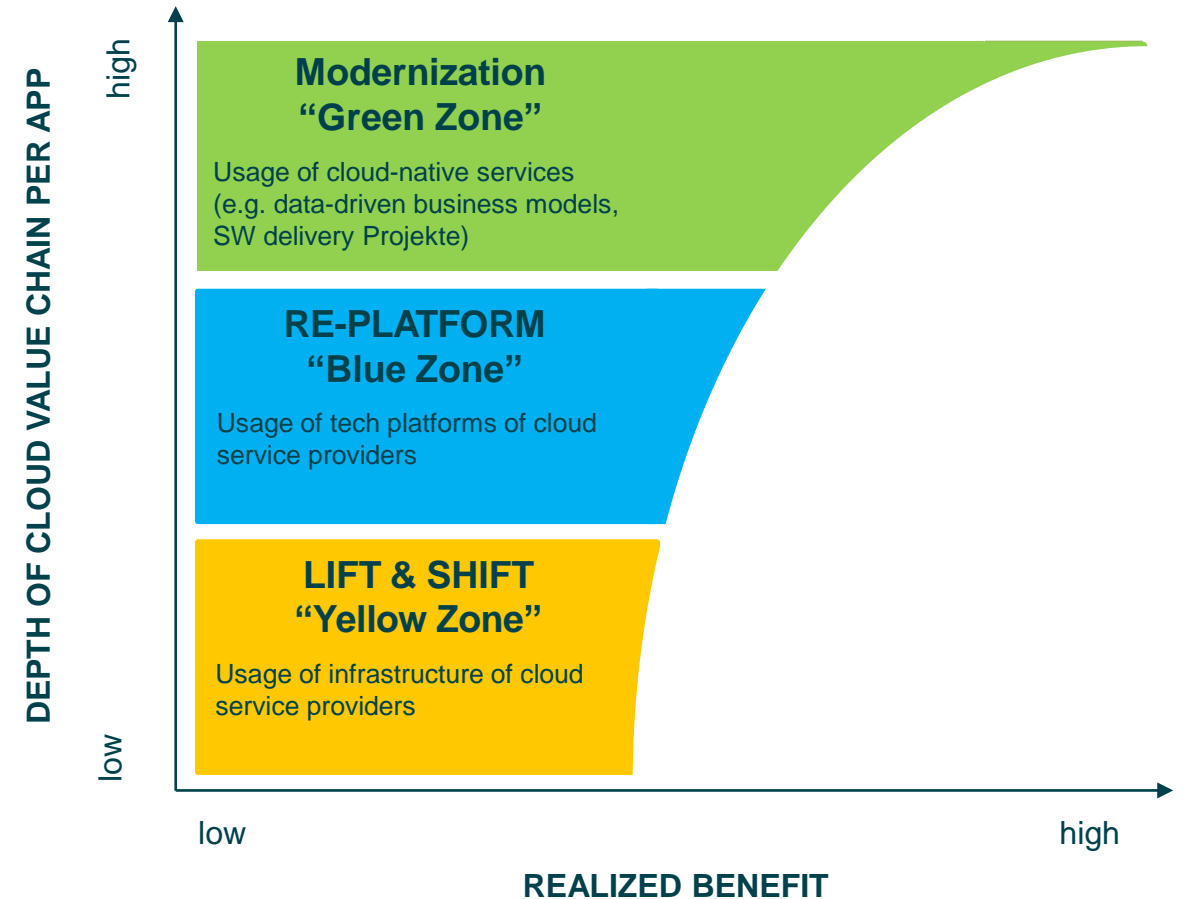
# Stepwise transition into "landing zones"



CLOUD ARCHITECTURE (ILLUSTRATIVE)



ECONOMIC VALUE (ILLUSTRATIVE)



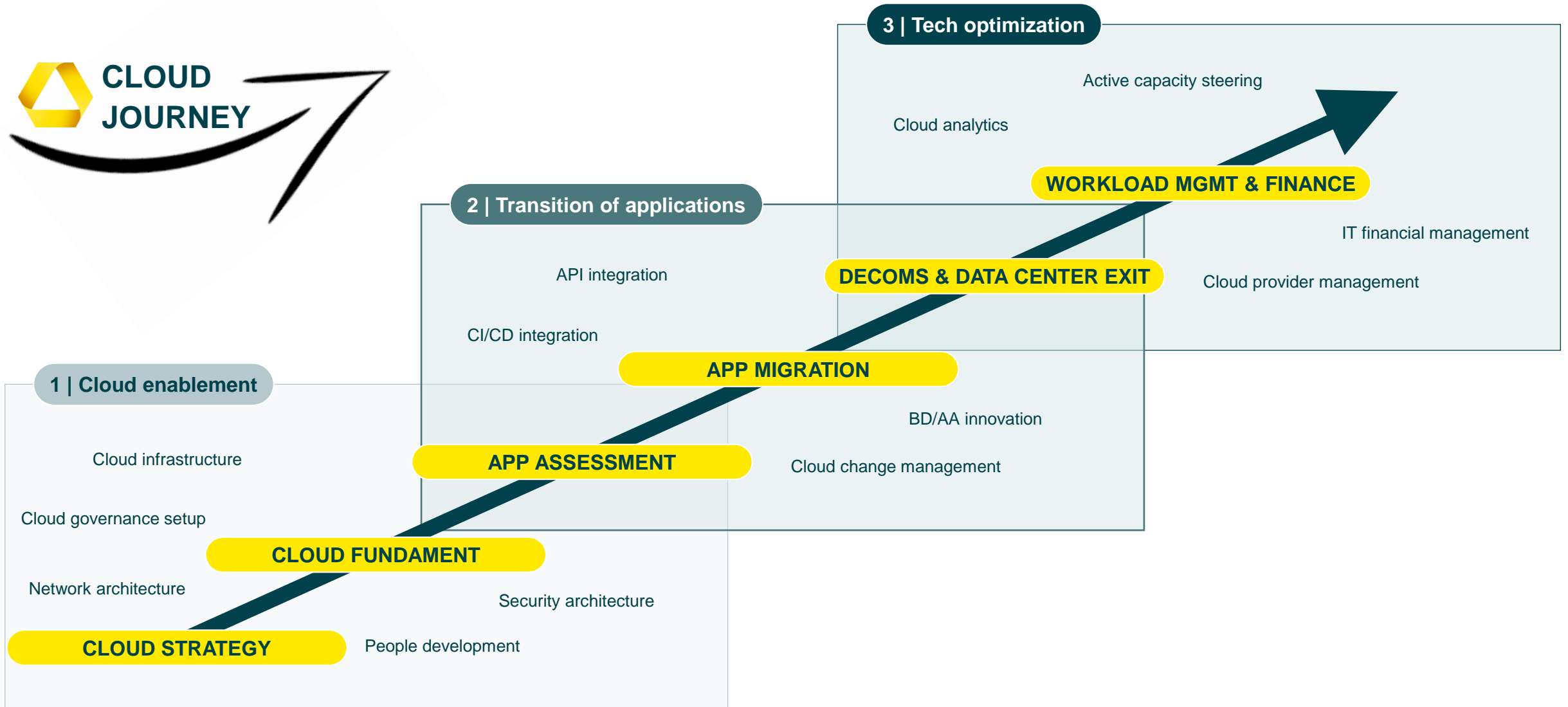


# State of the art Security



Increased IT security through automated processes, the latest security tools, immediate software patching

# Cloud journey requires strong basis



# Cloud Foundation is more than an enabler



**Vision: Cloud computing represents the leading technology base for the digital transformation of Commerzbank.**



## INNOVATION

- We **enable the delivery organization** to use cloud and DLT services
- We identify and **shape trends** internally and in the external market
- We **create business opportunities** and products



## ECONOMIC EFFECT

- Long-term substantial **cost savings** on the infrastructure side and application improvements
- **Cost transparency** and optimization with one click
- **Revenue** through innovation and profit center approach



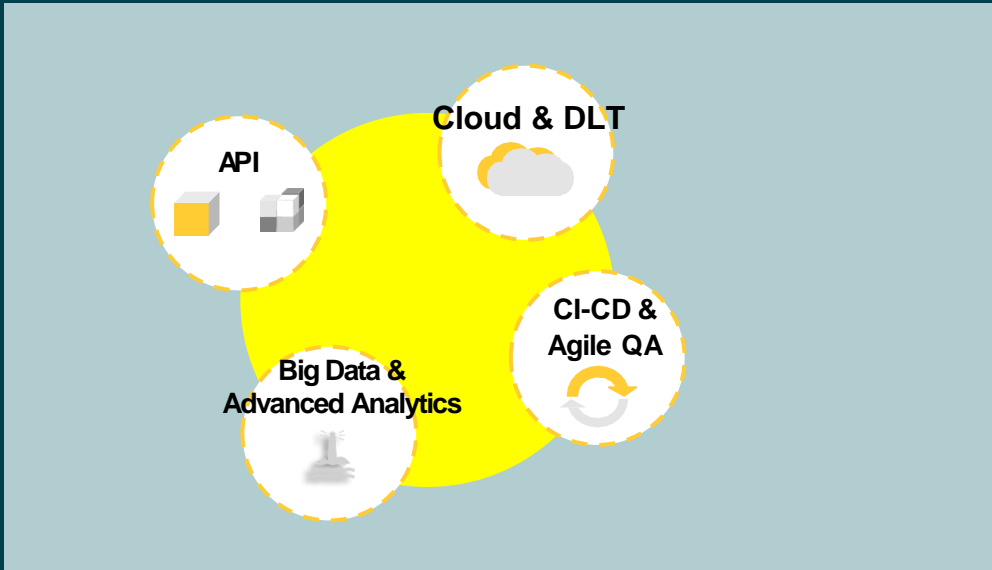
## OPERATING STABILITY

- Increasing degree of **standardization and maturity**
- **E2E automation** based on DevOps practices
- **Continuous and self-improving (real-time) monitoring**

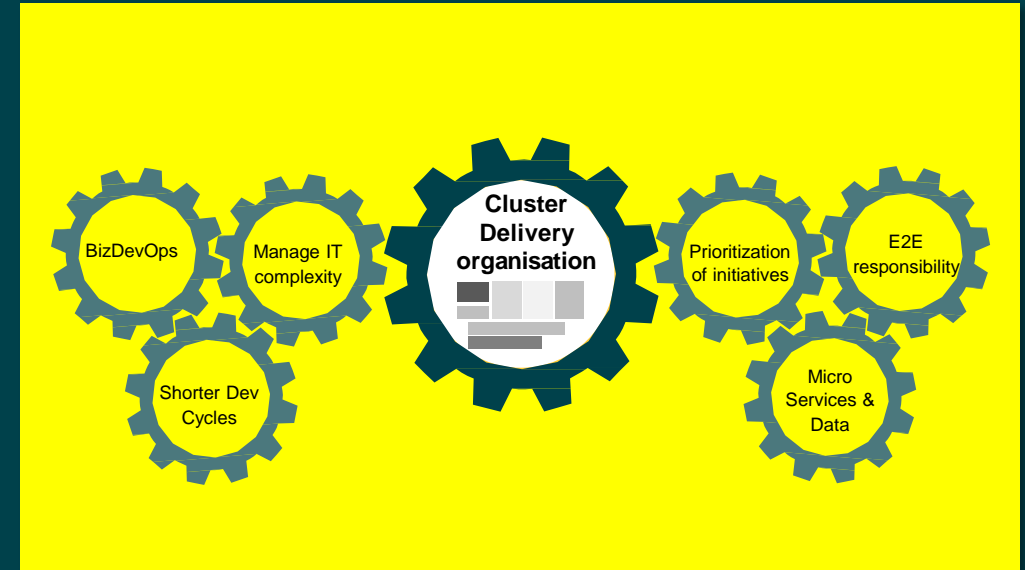
# Cloud via #NewTechs for Delivery Org



## Capabilities of #NewTechs



## Commerzbank's agile delivery organization



Full potential for our customers can only be achieved by leveraging Tech Enablers across the entire Delivery Organization

# Challenges on our journey to Cloud



**Cloud Know-how & Skills**



**Cloud Governance**



**Hybrid Cloud Operations & Security**



**External regulatory requirements  
for cloud service providers**





COMMERZBANK

# Any questions?

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# Contact



## **Dr. Ralf Klein**

Director  
Cloud Foundation & DLT Services  
**Commerzbank AG**

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60311 Frankfurt/Main  
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**COMMERZBANK**

**Roland Stein**

**Partner  
BLOMSTEIN**

# **Steven Batiste**

**CTO**  
**Treasury Intelligence Solutions**



# Wrap-up

**Thank you!**

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