> ***The major winners will be financial services companies that embrace technology.***
>
> *Alexander Peh, PayPal*

FINTECH: STRATEGIC CHALLENGES AND OPPORTUNITIES FOR BANKS

TRAINING PROGRAMME

Is Fintech a threat or an opportunity? How should it be integrated into a bank's strategic thinking?

GBRW LEARNING

OVERVIEW

GBRW's Fintech training programme is designed to raise awareness of management teams on Fintech trends, opportunities and threats, and to help them create a strategy for participating in Fintech developments through innovation, partnerships and investments. This comprehensive course covers all the latest developments in Fintech worldwide, numerous case studies of successful and unsuccessful Fintech companies, and best practices from the Fintech strategies of leading financial services companies from around the world. The programme is offered as a two-day event, but a compressed version can be provided for top management of the company if required.

WHO SHOULD ATTEND?

The course is designed for senior and middle managers in financial institutions, from across the business, who are involved in strategy, planning, innovation, technology and general business development activities. If you are asking yourself any of the following questions, then this programme is for you:

- What are the key Fintech trends and how might they impact on my organisation?
- How should my organisation react to global and regional Fintech trends?
- How best can my organisation partner with or invest in Fintech start-ups?
- What capabilities should my organisation build to make the most of Fintech opportunities?

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OUTLINE

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OBJECTIVES

Participants will come away from this workshop with:

- A sound understanding of global Fintech trends and issues
- Fintech sub-sector trends and issues
- Practical knowledge of real Fintech innovation cases
- Understanding how Fintech start-ups are developing
- Detailed insight into how to build a Fintech venture business case
- Practical ideas for how to create a Fintech strategy for their organisation

COURSE DELIVERY

- This is a two-day programme totalling 14 hours of delivery time.
- It comprises four modules of three to four hours each, including teamwork embedded into each module and numerous case studies.
- All hand-outs and instruction will be in English.
- The ideal maximum number of participants will be 15 to enable full engagement of all participants.

TRAINING SURVEY & POST-TRAINING EVALUATION:
To ensure that participants gain maximum benefit from the course, it is our practice to send a detailed questionnaire to all course participants to ensure we fully understand their specific training needs and objectives. The completed questionnaires are analysed by the course instructor who will tailor the course content and style of delivery to the requirements of the participants. Following completion of the course, participants are asked to measure and assess the effectiveness of the training. The results are collated and reviewed, and the analysis shared directly with the relevant client stakeholders.

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OUTLINE

MODULE 1:

GLOBAL FINTECH TRENDS AND DEVELOPMENTS

- A brief history of Fintech
- Global and regional investment in Fintech
- Technology drivers of Fintech developments
- Approaches of regulators to Fintech
- Fintech trends - sector differences
- Fintech trends - regional differences

MODULE 2:

UNDERSTANDING FINTECH SUB-SECTORS

- Banking
- Payments
- Lending
- Wealth Management
- Insurance
- Regulation and Compliance

MODULE 3:

ASSESSING THE LOCAL FINTECH ENVIRONMENT

- Start-ups
- Competitor strategies
- Regulators
- Opportunities
- Barriers to Fintech

MODULE 4:

UNDERSTANDING FINTECH START-UPS

- Financing of start-ups
- Valuation issues
- Performance trends
- How to scale up a Fintech start-up
- Critical success factors for Fintech companies

MODULE 5:

CORPORATE FINTECH STRATEGIES

- How established FS players are approaching Fintech
- Incubators and accelerators
- Investment in Fintech start-ups
- Partnerships with Fintech start-ups
- How to develop a corporate Fintech strategy

MODULE 6:

DEVELOPING A NEW FINTECH VENTURE BUSINESS CASE

- Market research
- Proposition development
- Operational planning
- Financial planning

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DETAILS

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TOOLS, MODELS & TEMPLATES

Courses are supplemented with a range of practical documented methodologies, models, tools, and templates refined from best practice, and tried and tested in a range of leading banks. Participants can take these back to the workplace to adapt and apply, and wherever appropriate, to make a tangible improvement to policy and practice in their own bank.

THIS COURSE INCLUDES:

- ✓ Up-to-date facts and figures on the Fintech industry
- ✓ Case studies of successful and unsuccessful Fintech ventures
- ✓ A methodology for developing a Fintech venture business case

TERMS & CONDITIONS

Total fee cost for the in-house delivery of the two-day course as described is US$ 8,800 (eight thousand eight hundred United States Dollars).

This is EXCLUSIVE of:

- Flights (discounted business class)
- Accommodation (min. 4★) for every night required on site
- Local travel costs and subsistence; and
- Venue and equipment hire (if required) and materials production.

These additional items will be for the account of the client or, alternatively, we can provide an all-inclusive quote encompassing all expenses if that is more convenient.

GBRW Learning can also host the course at or near our London headquarters for an all-inclusive fee of US$ 11,300 plus VAT. This includes venue and equipment hire but does NOT include the travel, accommodation and subsistence expenses of participants. Please contact us for revised pricing.

A 60% deposit is payable one-month prior to the scheduled course date, with the balance payable immediately following completion of the course.

Note: Discounts are available for multiple course bookings

FOR MORE INFORMATION OR TO ARRANGE A BOOKING, PLEASE CONTACT:

Johnny Rizq, Director, GBRW Learning

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FINTECH: STRATEGIC CHALLENGES AND OPPORTUNITIES FOR BANKS

INSTRUCTOR

GBRW LEARNING

Michael Pearson

Course Facilitator, GBRW Learning

Michael Pearson is an experienced executive and consultant with over 30 years of experience in financial services. He currently works as an independent consultant with a focus on strategy, innovation, digital and fintech topics in financial services.

He is the author of "Fintech Financing and Performance in the UK" which is a detailed analysis of nearly 100 start-up Fintech companies. The latest edition of the study has been published in partnership with KPMG and Google. His articles on Fintech have been regularly published in Financial World magazine, a publication of the London Institute of Banking and Finance.

Michael has prepared numerous studies for clients on strategy and innovation in financial services including for Efma (a global retail financial services association) and for Infosys. Recent research for clients has covered issues such as artificial intelligence, blockchain, open banking and digital transformation.

Earlier in his career, Michael worked for major UK banks TSB and Lloyds TSB in a variety of corporate strategy, corporate development and corporate venturing roles, and for LEK Consulting as a strategy consultant. Michael has an MA from Cambridge University and an MBA from Harvard Business School.

ABOUT GBRW LEARNING

GBRW Learning is the training and knowledge-sharing arm of GBRW Limited. Founded in London in 1995 by a group of senior bankers GBRW's mission is to provide first-class consulting and training to banks and bankers in Emerging Markets, to the same standard as would be expected in developed markets. From our London headquarters and subsidiary offices in Washington DC and Singapore we have served clients in more than 50 countries in Europe, the Middle East, Africa, Asia and the Caribbean. Our clients include banks and other financial institutions, governments, and economic development agencies and institutions.

Through our training programmes we share the experience and knowledge of our experts with bankers in Emerging Markets, supported by high quality materials and taking advantage of the latest technologies. Our courses are all highly inter-active, and make use of carefully designed case studies and simulations.

We offer a range of training topics for banks and financial institutions including:

- Strategy & Management – Formulating, Implementing & Monitoring Strategy
- Risk Management – Credit, Market & Operational Risk
- Human Resources Management
- SME Banking – Customer Relationship Management; Credit Risk Management
- Retail Banking – Customer Relationship Management, Distribution Strategy, Product Management, Credit Risk
- Corporate Banking – Customer Relationship Management, Credit Risk Management
- Governance, Regulation & Compliance
- Financial Markets

For more information, visit our website at:
http://www.gbrw.com/training

To discuss your specific requirements email us at:
mail@gbrw.com