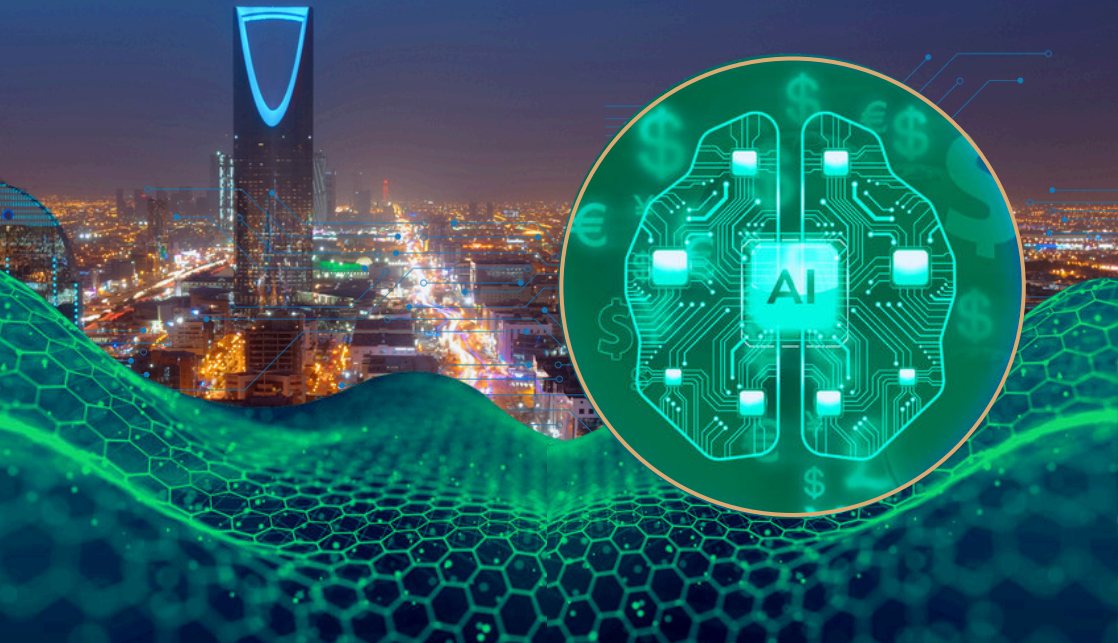


An invite-only Executive Event

# Transformation Strategies for Transaction Banking

Unveiling Trade, Supply Chain Finance, Cash Management and  
Technology (eMACH.ai) Strategies for the Kingdom of Saudi Arabia



**28 May 2024**  
**Tuesday**  
**9.30 am onwards**

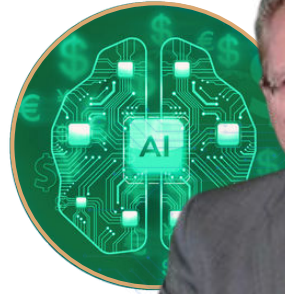
Four Seasons, Kingdom Centre  
(Meeting Room - London A & B)

Riyadh, Saudi Arabia

# TRANSFORMATION STRATEGY FOR TRANSACTION BANKING 2024

## Ready to Transform Your Tomorrow?

Your voice is crucial to enriching these conversations, bringing unique perspectives and solutions to the table. This is more than an event, it's a chance to connect, learn, and influence the future of transaction banking.



**David Hennah**

Head of Trade & Supply Chain Finance, iGTB

## CONFIRMED ATTENDEE PROFILES FROM TOP SAUDI BANKS

- Deputy CIO
- Head of Trade & SCF
- Head of Sales, TB solutions
- Head of Digital Delivery
- Head of GTB
- Head of Cash Management
- Head of IT
- Head of Product - GTRF
- Senior Partner

## SPEAKER LINE UP



**Osama Bukhari**

Member Board of Directors, Head of the Banking Commission, ICC Saudi Arabia



**Ramakrishnan Viswanathan**

Senior Partner, IBS Intelligence



**Amit Jain**

Partner & Co-Head, IBS Intelligence



**Atanu Ganguli**

EVP, Business Head DTB & iColumbus.ai, iGTB Intellect



**Mousami Kshirsagar**

SVP & Head Solution Consulting, IMEA & APAC, iGTB Intellect

# AGENDA

09.30am – 10:00am



## ARRIVAL, REGISTRATION & REFRESHMENTS

10.00am – 10.05am



## WELCOME ADDRESS

**Lalit Motwani** 

SVP & Sales Head, Middle East, iGTB  
Intellect

10.05am – 10.20am



## KEYNOTE ADDRESS

Unveiling the key tenets of digitisation in Saudi Arabia

**Osama Bukhari** 

Member Board Of Directors, Head of the  
Banking Commission, ICC Saudi Arabia

10.20am – 11.20am



## SESSION 1: DIGITAL TRANSFORMATION IN CORPORATE BANKING UNITS

10.20am – 10.35am



## PRESENTATION

A holistic view of digitisation in corporate banking  
backed with global case studies

**Amit Jain** 

Partner & Co-Head, IBS Intelligence

10.35am – 11.20am



## INTERACTIVE ROUNDTABLE ON DIGITISATION

Exploring the effects of digital transformation on corporate  
banking in KSA, this discussion will delve into bankers'  
experiences with adopting new technologies, striking a  
balance between hyper-personalisation and standardisation,  
navigating challenges in technological investments,  
expanding product bundling opportunities and more

**Moderator: Ramakrishnan Viswanathan**

Senior Partner, IBS Intelligence

11.20am – 11:35am



## COFFEE BREAK

# AGENDA

11.35am – 12.35pm

## SESSION 2: CONVERGENCE OF CASH & TRADE

11.35am – 11.50am

### **PRESENTATION**

Product led approach for Transaction Banking growth driven by digitalisation to boost customer experience and revenue

**Mousami Kshirsagar** 

SVP & Head Solution Consulting, IMEA & APAC, iGTB Intellect

11.50am – 12.35pm

### **INTERACTIVE ROUNDTABLE ON CONVERGENCE**

Exploring key trends driving convergence in banking, the benefits for banks and corporate clients, the role of digital technologies like AI, new models in supply chain finance, and the integration of ESG compliance in risk and financial analysis.

**Moderator: David Hennah**

Head of Trade & Supply Chain Finance, iGTB Intellect

12.35pm – 12.55pm

### **DIGITISATION STRATEGY FOR KSA: THE WAY FORWARD IN CORPORATE BANKING**

Assessing digital TB strategies, the role of AI and the growing importance of SCF in the region followed by the launch of eMACH.ai and how it will be a game changer for the Saudi market over the next five years

**Atanu Ganguli** 

EVP, Business Head DTB & iColumbus.ai, iGTB Intellect

12:55pm – 1.00pm

### **CLOSING REMARKS & VOTE OF THANKS**

**Rayan AlGhamdi** 

Sales Head - KSA, iGTB Intellect

1pm onwards

### **NETWORKING LUNCH**

# MORE THAN 60% OF THE WORLD'S TOP BANKS #winwithiGTB

**6 of TOP 10**  
 North American Banks  
 #winwithiGTB

**7 of TOP 10**  
 European Banks  
 #winwithiGTB

**8 of TOP 10**  
 Middle Eastern Banks  
 #winwithiGTB

**8 of TOP 10**  
 Indian Banks  
 #winwithiGTB

**6 of TOP 10**  
 SE ASIA + ANZ Banks  
 #winwithiGTB

**109**  
 TRANSACTION  
 BANKS AS CLIENTS

**332**  
 INSTALLATIONS

**97**  
 COUNTRIES

**2400+**  
 PROFESSIONALS

**RSVP**

**Rayan AlGhamdi,**  
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