

Tech Talk 5: Digital Leap Forward: Banking on Innovation

Kristin Kelly

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#FXT24



Kristin Kelly
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Navigating Turbulence and Steering for Success

Why We Think R... In 2024

Jan. 19, 2024 12

Biden-Harris Administration Announces First Projects Receiving Clean Energy Manufacturing Investments in America's

Japan's finance minister gives fresh warning on excessive yen moves

By Reuters

April 19, 2024 2:41 PM EDT · Updated 3 days ago



16 APR 2024

GOLDMAN SACHS EXCHANG

Are inflation fears
overblown? The c
for inflation, US g
and long-term rates

trade war with China regardless of who is
president next year, economist says

at the Experts Are
tumbles, Treasuries dip amid

BEFORE/THE BELL

Business / Markets

The US dollar is strengthening. Here's what's driving the rally and what it means for Americans

Analysis by Bryan Mena, CNN

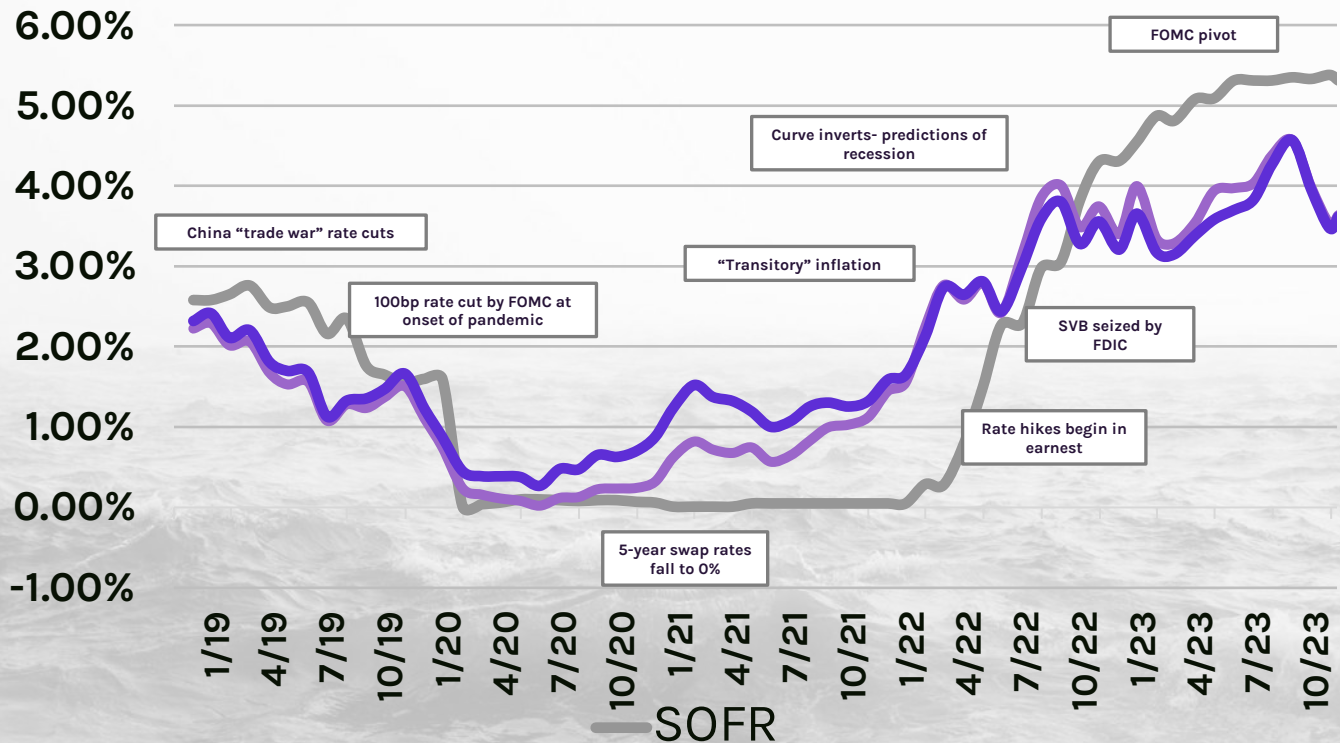
5 minute read · Published 7:30 AM EDT, Sun April 21, 2024

scurrents



What if...

Predictions aren't working



Turbulence is the new normal



Diversify

Resilience





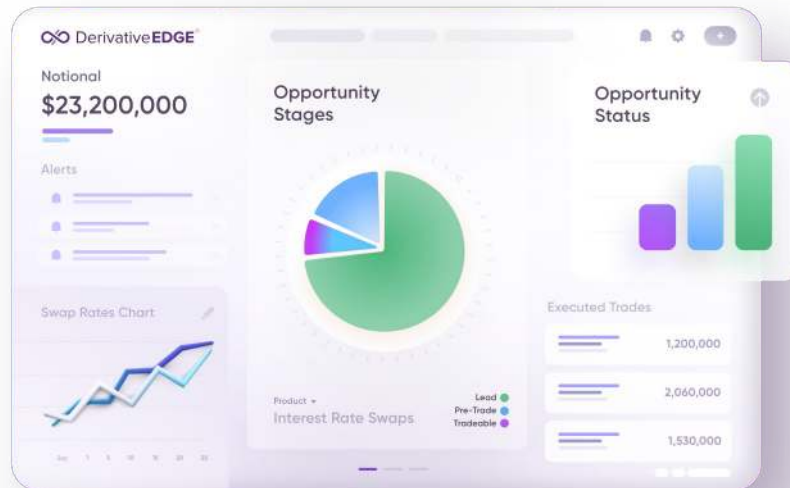
Partnerships

DerivativeEDGE

Our cloud-based trading platform for derivatives and FX payments

Key Features

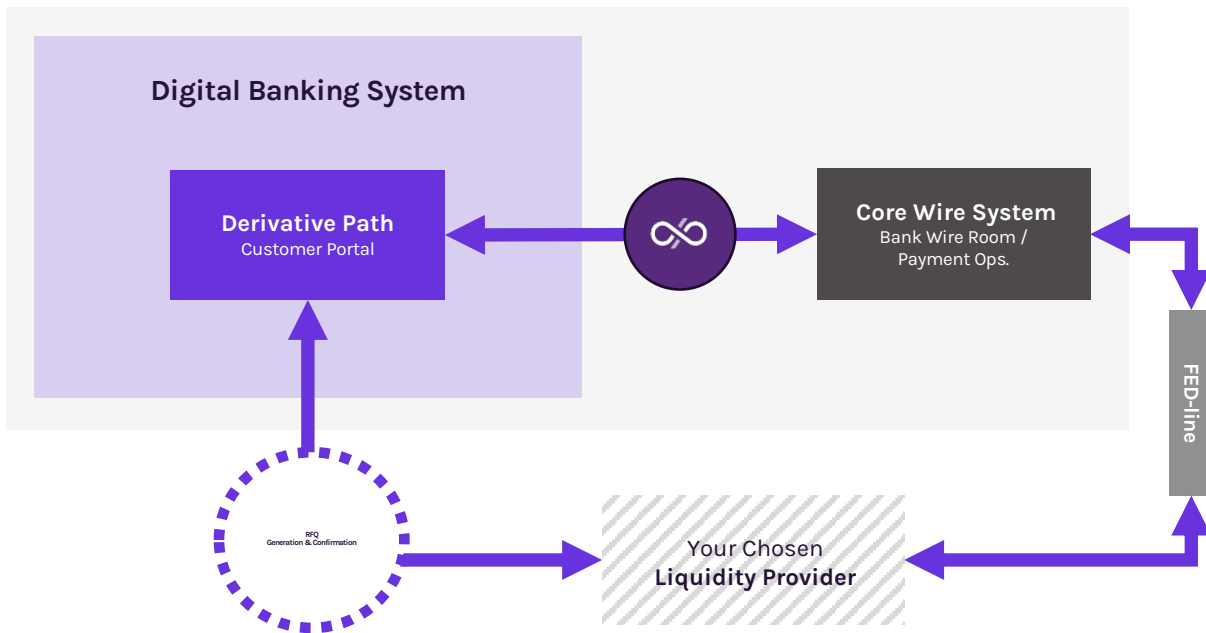
- **Cloud-based and cost-effective.**
- **Create an opportunity based on your debt terms.** With one click, you can build and price multiple derivative structures. We support multiple duration and vol products.
- **Track and fulfill Dodd-Frank pre-trade compliance requirements** easily using a workflow engine tailored to your firm's approved procedures.
- **Resets, MtM statements, and other reports** can either be automatically generated or run effortlessly.



How we digitize FX payments

Derivative Path integrates with online banking and core-wire platforms

Your Bank



Low-Friction Integration

- Digital Payment Portal for your customers: independent or integrated into your digital provider platform (i.e., Q2)
- Integration with your existing core wire provider for comprehensive payment processing
- Ability to modify markup schedules based on client type
- Low friction, affordable implementation
- Compliant with ever-changing settlement requirements to ensure efficient processing

Banks are Focused on Neutralizing Rate Risk

Comerica, Q3 2023

"Successful execution of our interest rate strategy... favorably positions us with minimal negative exposure."

Flushing Financial, Q3 2023

"We added \$100 million of interest rate hedges during the quarter... These actions have significantly reduced our interest rate sensitivity position."

Old National Bancorp, Q2 2023

"We continue to make progress towards achieving our targeted neutral rate risk position."

Central Pacific Financial, Q3 2023

"With the current higher-for-longer interest rate forecast... A swap that we put on last year continues to increase in value and will support our future earnings."

Source: bank earnings calls

“

This partnership aligns with our goal of continuous improvement and innovation, ensuring we provide the best services in an ever-changing market.

”

Michael Karibian

Corporate Treasurer, Johnson Financial Group

DerivativeEDGE®

Our cloud-based trading platform for derivatives and FX payments

Architecture

Amazon AWS Cloud Deployment

- High levels of scalability and recoverability
- SSAE16 Compliant infrastructure

Dynamic CRM Engine

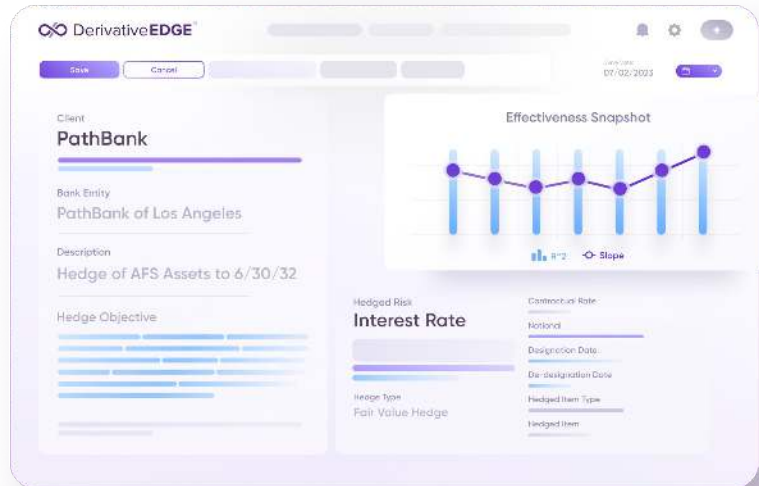
- Extensible workflow management system
- Integrated auditing and control infrastructure

Market Data

- Real time market data from IDC/Tullett Prebon
- Curves refresh every 60 seconds

Analytics Engine

- Industry leading financial analytics vendor
- Includes multi-asset pricing, risk, analytics, CVA and PFE



Thank You



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