



UNDERSTAND THE FINTECH SPACE

INNOVATE YOUR BUSINESS MODEL WITH FINTECH COMPONENTS

March 10-11&12, 2020 | Marriott Hotel - Karachi



ENABLING AND DISRUPTING FINANCE

March 10-11, 2020 | Marriott Hotel - Karachi



UNDERSTANDING BLOCKCHAIN AND CRYPTOCURRENCIES

March 12, 2020 | Marriott Hotel - Karachi

2 Separate Programs



Course Facilitator

Petros Geroulanos

Principal of EPIGON Training & Development, Switzerland

Conducted workshops in more than 30 countries in Europe, North America, Asia, Middle East and Africa.

Visiting Faculty for FinTech programs at SKEMA Business School, Paris -ranked 4th worldwide by the Financial Times in 2018

Who should attend?

- Senior Bankers and Managers
- Decision makers in Financial Institutions
- Mergers and Acquisitions
- Corporate Financiers & Treasurers
- Asset and Fund Managers
- Asset and Liability Managers
- Members of ALCO
- Regulators and Supervisors
- Compliance Officers
- Liquidity Managers
- Central Bankers
- Project Managers
- IT Managers
- Telco Managers



For Registration & Details:

Karachi: 021-34547141, 34520093, 34536306, M: 0345 8949470

✉ info@octara.com 🌐 www.octara.com 📱 teamoctara 📺 octaratrainings

📍 Octara - A TCS Company 🗣 teamoctara 📺 octaratrainings



Helping You Succeed!

ENABLING AND DISRUPTING FINANCE

March 10-11, 2020 -Marriott Hotel- Karachi

Introduction

Today, we are experiencing a technological revolution, that is fundamentally altering the way we live, work and relate to one another. Its scale, scope and complexity will create a transformation humankind has not experienced before. We do not know how this will unfold (adapted from Klaus Schwab WEF).

The First Industrial Revolution used water and steam power to mechanise production. The Second used electric power to create mass production. The Third used electronics and information technology to automate production. Now a Fourth Industrial Revolution is characterised by a fusion of technologies that is blurring the lines between the physical, digital, and biological spheres. It is affecting the financial industry already.

This course provides an overview of the current status quo.

Course Description:

\$4.7 trillion in revenue for traditional financial services is at risk of being displaced by new technology-enabled entrants. FinTech is changing rapidly with new sub-sectors emerging all the time, drawing in new names and organisations taking a customer centric view of financial services.

This course provides you with a comprehensive overview of the change in technology, the disruptors and challengers. In the exercises, you will focus on the risks and opportunities, but mostly, you will identify where the next gold mine of the future lies.

We encourage critical thinking in participants and present the latest thinking and knowledge in this area. On this 2-day course, you will receive the thinking tools to succeed in the new world.

You can attend to follow-on course FinTech II on blockchain and cryptocurrencies.

Learning outcomes:

After the course, you will be able to

- **Explain** the importance of FinTech.
- **Identify** areas where FinTech will revolutionise your banking and finance business.
- **Spot** processes that can be enabled by digitalisation.
- **Identify** the threats Fintech poses to the banking and financial industries.
- **Identify** the threats Fintech poses to central banks.
- **Appreciate** the changes required in trading and sales.
- **List** the threats to the banking industry.
- **Understand** the urgency to take action now to save the business.
- **Spot** new business opportunities.
- **Drive** the business into the new direction.
- **Recognize** FinTech start-up companies.
- **Identify** already existing threats from non-banks.

Course Agenda

Day 1

Introduction

- Setting the frame
- Session outline
- Introductions
- Expectations

Kahoot

Digital warm-up game using internet-connected personal devices (mobile, tablet)

The 4th Industrial Revolution

- From mechanisation to digitalisationSpeed of change
- Internet and e-commerce
- Cloud computing
- The internet of things (IoT)
- Big data
- Artificial intelligence (AI) and machine learning
- Automation
- The sharing economy (SE)
- Internet of value
- Evolving business models

Examples of How Digitalisation is Changing Existing Business Models

- Online shopping and E-commerce
- Personalisation
- The sharing economy
- The impact on jobs
- The clients of the future

Digitalisation of Banking Services

- Evolving digital services
- Affected functions and business lines

Team Exercise: How Fintech Disrupts Banking and Financial Services

- Retail banking
- Credit
- Payments and correspondent banking
- Commercial and corporate banking
- Trading and investment banking
- Corporate finance and M&A
- Asset and investment management
- Private banking and wealth management
- Research and analysis
- Insurance (InsurTech)
- Regulation and compliance (RegTech)

Banking the Future - The Digitally Enabled Bank

- The Bank of the Future - 24/7/365
- Banking Millennials (Gen Y)
- The payments technology arms race
- Electronic money and cashless payment systems

Fintech Disruption - The Technological Change Part 1

- Digitalisation/automation of the business
- Neobanks
- The real disruptors

Disruptor Case Studies

- Challenger banks around the world
- Alibaba
- Starbucks
- Facebook

Day 2

FinTech disruption – the technological change Part 2

Trading Speed and High-frequency Trading (Hft)

- Payment technology
- Digitalisation of money
- Blockchain technology
- The power of big data
- Digitalisation of the business model

Big Data

- Data collection, storage and growth
- Internet of things (IoT)
- Early days video
- Team exercise: Big data in Banking & Finance (streamlined according to delegates)
- The new gold mine: Data as a revenue generator
- Big Data businesses
- Internet of everything
- Revolution of datafication

Big Data Analytics

- Introduction
- Data management
- 4 types of data analytics
- Benefits

Artificial Intelligence

- Video overview
- Exercise
- Symbolic and machine learning
- Supervised, unsupervised and reinforcement learning

Digital Marketing

- Advertising
- Funnel marketing
- Client on boarding
- Analytics
- New KPI's

Implications for Banks

- Investments
- Future-proofing jobs
- Impact on profitability
- Strategy change
- Business model innovation

End Game (Time Permitting)

- 3 levels
- 18 questions in total
- Price for winning team

Course Summary

- Debrief
- Feedback

UNDERSTANDING BLOCKCHAIN AND CRYPTOCURRENCIES

March 12, 2020 -Marriott Hotel- Karachi

Course description:

With blockchain and cryptocurrencies on the rise, this course explains the underlying mechanisms. In order to understand the workings, we breakdown the digital ledger technology into its hashes and blocks before chaining them together. Then we compare Bitcoin to other cryptocurrencies. Finally, we actually setup a cryptocurrency wallet on a mobile device and transfer funds from one party to another. On this course, participants begin to engage into the new world of cryptocurrencies.

Learning outcomes:

After the course, participants will be able to

- Explain the meaning of a hash, a block, a blockchain
- Understand the steps in the blockchain
- Appreciate how a cryptographic hash works (SHA-256)
- Identify the risks and limitations of the digital ledger technology (DLT)
- Spot applications for the blockchain
- Understand the different cryptocurrencies
- Set up a cryptocurrency wallet
- Transfer cryptocurrency

Delegates are required to bring smart device such as a smartphone, tablet or laptop & access to personal email.

Course Agenda

Introduction

- Setting the frame
- Session outline
- Introductions
- Expectations

From Fiat Currencies to Cryptocurrencies

- History of digitalising currency
- The main two problems
- Cryptography
- The whitepaper of Satoshi Nakamoto
- The overall principles
- The whitepaper of Vitalik Buterin
- Back to basics: the ledger
- Distributed ledger technology (video)

Cryptography and Digital Signatures

- Encryption and decryption
- Symmetric and asymmetric keys
- Private and public keys
- Cryptographic hash functions
- Digital signature

How Does the Blockchain Work?

- The transaction
- The ledger
- Third parties
- The transaction chain
- The blockchain
- Bitcoin generation
- Transaction fees
- Transaction speed

An Actual Blockchain Demo

- The hash
- The block
- The blockchain
- The distributed blockchain
- The tokens
- Coinbase transactions

Real Miners (Videos)

- Iceland
- USA
- China

Security Issues

- Cryptographic hash
- Managing more than 50% of CPU's
- End of chain instability
- Double spending problem
- Time to transact
- Deflationary nature of the currency

Practical Issues

- Rewards
- Benefits
- Challenges

The Programmable Nature of the Blockchain

- What can be programmed into the blockchain
- How this can be done

Cryptocurrencies

- List of cryptocurrencies
- Types of cryptocurrencies
- Regulated versus unregulated cryptocurrencies

Setting Up Your Own Cryptocurrency Account

- Choosing the currency
- Choosing the type of wallet
- Choosing the wallet provider
- Regulated versus unregulated wallet providers

Exercise

- Setting up your own wallet
- Transferring to your peer

Initial Coin Offerings (Ico)

- What is an ICO
- Examples
- Concerns

What Next?

- Smart contracts
- Digital identity
- Streaming money

End Game

- 3 levels
- 18 questions in total
- Price for the winning team

Course Summary

- Debrief
- Feedback





Petros Geroulanos

lic.oec. HSG, Assoc.CIPD, MNL P

- Principal of EPIGON Training & Development
- Chairman of EPIGON Marketing AG, Switzerland
- Conducted workshops in more than 30 countries in Europe, North America, Asia, the Middle East and Africa
- Visiting lecturer at SKEMA Business School in Paris, ranked 4th worldwide by the Financial Times in 2018

Current focus:

- **Cryptocurrencies** • **FinTech** • **Digitalisation**

Petros is the principal consultant for EPIGON Training & Development offering training, coaching and development services. In over 25 years of professional experience in trading, sales and product development, he has been involved in training executives from over 400 institutions mainly in the finance industry.

He has helped tens of thousands of participants originating from more than 100 countries working at 400 different companies through his trainings. He has conducted workshops in more than 30 countries in Europe, North America, Asia, the Middle East and Africa.

Petros is also the Chairman of EPIGON Marketing AG and Managing Director of EPIGON Energy GmbH. As former head of VEGA Structured Finance GmbH in Stuttgart, Germany, he introduced default-free ABS, ABCP as well as NPL transactions to medium-sized corporates.

His professional experience commenced with Swiss Bank Corporation and Union Discount PLC in Zurich and London. There, he was engaged in trading, selling and structuring FX, Equity Exotic and Fixed Income Derivative Products as well as their underlying cash instruments.

In 2014, he recognised the revolutionary character of FinTech and Cryptocurrencies as parts of his business were directly affected. He researched the impact that the technological progress will bring. Whilst restructuring his own business in Switzerland, he uses his charisma and experience to explain the changes that have already taken place, analyse the status quo of the business and innovate the business models to make the future-proof.

Most recently, he has been conducting tailored FinTech trainings for commercial and universal banks in the USA, Scandinavia and Southeast Asia. He also trains and advises regulators and FinTech banks and technology companies in Europe, Africa and the Middle East.

Now, he is working with some banks, credit card companies, IT and Telco companies to innovate their business model by adding FinTech components.

Petros is also a visiting lecturer at SKEMA Business School in Paris, ranked 4th worldwide by the Financial Times in 2018 for its M.Sc. Programme where he runs the successful FinTech program. Petros is also supervising students in their FinTech research. Previously, he has been a visiting lecturer at Cass Business School in London and EMLV in Paris. He has published more than 400 articles in the Swiss media and co-authored two books and an interactive training programme on financial markets and bonds.

He speaks four languages fluently including English, German, Swiss German, Greek and French. Follow Petros Geroulanos on LinkedIn and visit www.epigon.co.uk.



ENABLING AND DISRUPTING FINANCE

March 10-11, 2020 | Marriott Hotel - Karachi

Fee **90,000** +SST per participant



UNDERSTANDING BLOCKCHAIN AND CRYPTOCURRENCIES

March 12, 2020 | Marriott Hotel - Karachi

Fee **45,000** +SST per participant

3 Days Discount Package

PKR **120,000** +SST Per Participant

SPECIAL OFFER

Avail **20%** Discount

on **3 or more participant** in any of the above courses

Fee Includes:

- 5 Star Hotel Venue for Training
- Course Material
- Certificate of Attendance
- Lunch & Refreshments
- Business Networking
- Post-Workshop Advisory Services
- Octara Loyalty Card*

Send your cheque in favor of Octara Private Limited

To: **Umair Tariq, Admin & Accounts Executive**
Octara Private Limited - 1/E-37, Block-6, P.E.C.H.S., Karachi.
Tel: 021-34520708, Cell: 0343 5940485

3 Easy Ways to Register

☎ 021-34547141, 34520093, 34536306

✉ register@octara.com 🌐 www.octara.com

*Entitles card holder to 15% discount on all future Octara Trainings

Bring this program In-house at attractive Discount

This workshop can be customized to suit specific needs of your organization which may lead to significant savings.

Please contact **Sarim Atique** at

sarim.atique@octara.com or call at **0345-8949470**



Helping You Succeed!

For Details: 021-34547141, 34520093, 34520708

✉ info@octara.com 🌐 www.octara.com

📘 [teamoctara](https://www.facebook.com/teamoctara) 🗣️ [teamoctara](https://www.facebook.com/teamoctara) 📺 [octaratraining](https://www.facebook.com/octaratraining)