



## **Collaborate or die: innovation and transformation with Open Banking**

The digitisation of our everyday lives is shaping demands on how personal finance & wealth are managed going forward. Robo-advisors and digital wealth managers are fast building an industry servicing mass-affluent investors. Many innovative banks and wealth managers are beginning to embrace innovation in financial technology to future-proof their business. Yet we are still waiting for a material shift in banking and wealth manager operating models that are optimising the use of digitisation. Legacy infrastructure, regulatory reform and shareholder demands, all pose powerful barriers to investing in the capabilities needed to compete in a market facing accelerated levels of change.

Innovation and transformation is not easy. In this workshop, we will take a look at the transformation of digital into new business strategies with an emphasis on how outsourcing and Open API enables the eco-system to create seamless, borderless and integrated user experiences. We will explore what is possible with an Open Banking architecture today and what types of partnerships can be enabled. Saxo's Open API experts will facilitate a canvas workshop inspiring participants to reframe established business models and through the use of APIs develop new user experiences and revenue streams.

Join us to

- Get inspired by a wide spectrum of case studies
- Understand what APIs can and cannot do to your organization
- Learn how prototyping increases your organizational and offering agility;
- Take home the confidence that Open Banking helps to differentiate in a world of digital commodities
- Understand the language and business models to ask the right questions of your teams

### **Presenters:**

#### **Chris Truce, Head of FinTech, Saxo Markets**

Chris joined Saxo in 2007 and is responsible for the commercialisation of Saxo's OpenAPI. He has over 12 years' experience in the financial services industry, specialising in digital business transformation and API developments. Prior to Saxo, he held several commercial sales positions in both Australian and international investment banks such as ING Bank, Macquarie Bank and ANZ. Chris holds two BAs in Business Administration and Commercial and a postgraduate Honours degree in Finance from Queensland University.

#### **Benny Boye Johansen, Head of Open API, Saxo Markets**

Benny Boye Johansen has been with Saxo Bank since 2004 in various roles. He has over twenty years of experience in all areas of software development in the role of contributor, architect, project manager, department manager, enterprise architect or product manager. Before joining Saxo Bank, Benny spent 10 years in Silicon Valley as a Vice President of Software Engineering for GN Resound, a Vice President of Software Engineering in a start-up, and as an independent consultant. Benny has BSc in Computer Science from DTU and an Executive MBA from Copenhagen Business School.

#### **Patrick Hunger, CEO Saxo Bank (Switzerland)**

Patrick Hunger was appointed as CEO of Saxo Bank (Switzerland) in September 2016 and is overall responsible for growing the business for active traders, investors and wholesale clients, and for positioning Saxo Bank as partner in digital transformation. Patrick joined Saxo Bank (Switzerland) in early 2016 as General Counsel and member of the management board. Prior he worked for Credit Suisse Trust AG, most recently as General Counsel and member of the management board. Before that he served as Corporate Legal Counsel for UBS Investment Bank and the Swiss National Bank. Patrick graduated from the University of Zurich (Dr. iur), is admitted to the bar of St. Gallen, and holds an EMBA from the University of Zurich as well as an Executive Master in organizational psychology from INSEAD, Fontainebleau.