

Collaboration between Global and Local Banks

INTERNATIONAL BANKING FORUM 2011
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BNY MELLON

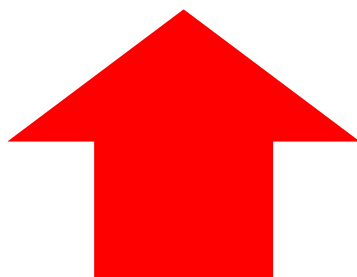


INTERNATIONAL
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FORUM

NEW CHALLENGES. NEXT CHANGES.

UBI Banca

Why the correspondent banking model isn't working

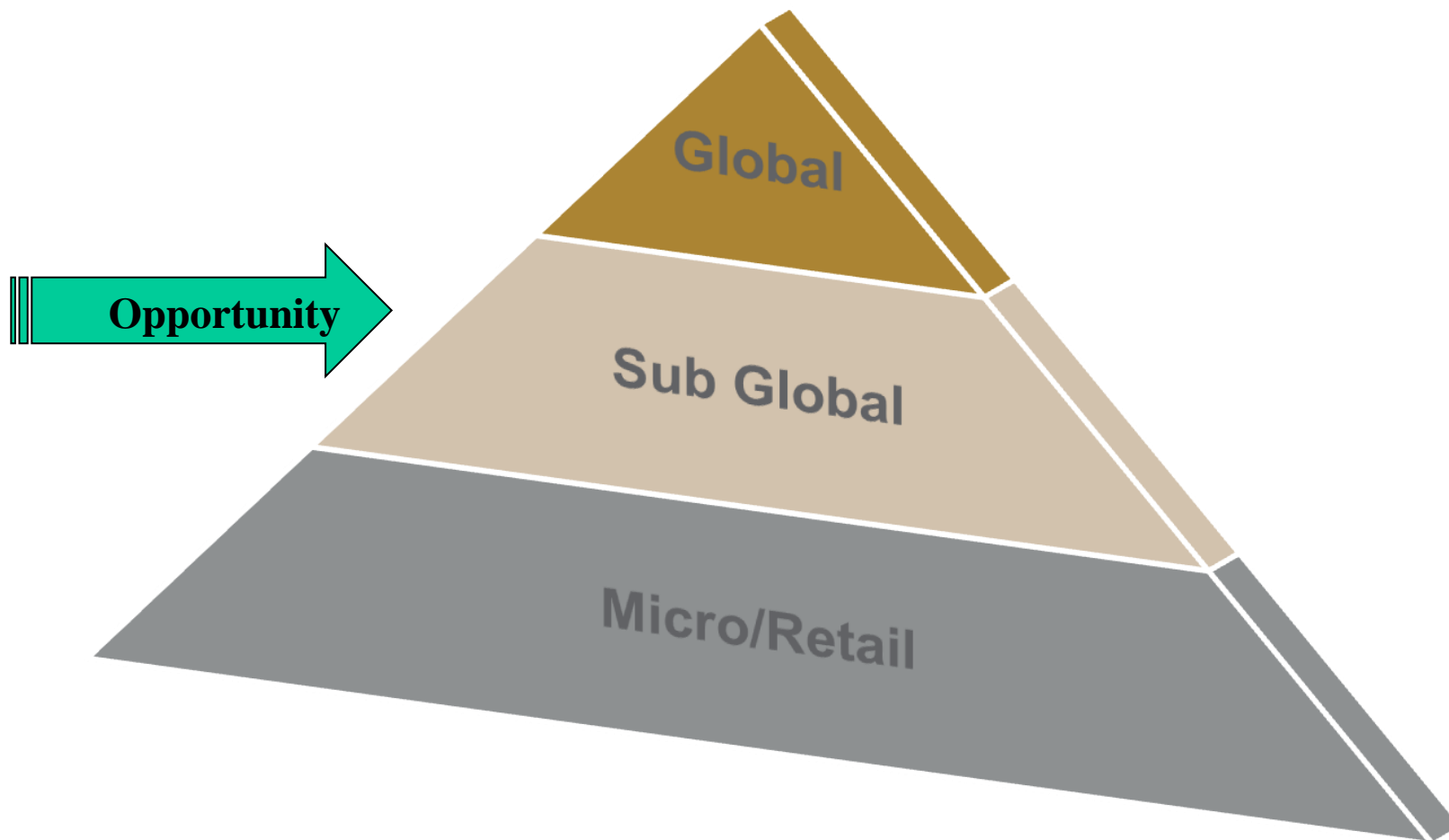


Increased cost
Increased risk

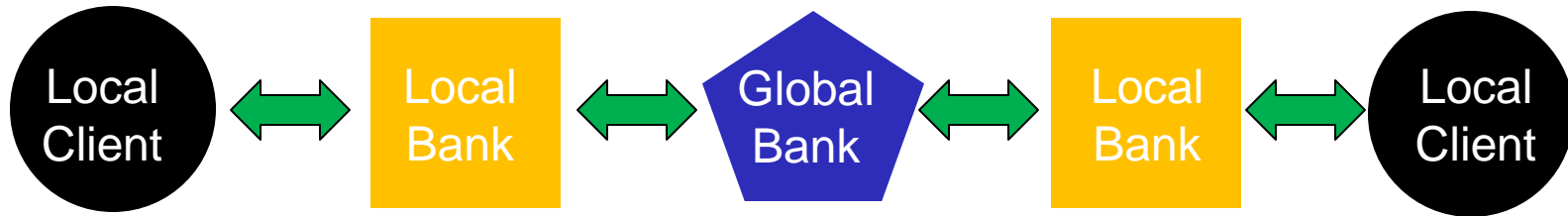


Decreased opportunity

Today's marketplace calls for collaboration

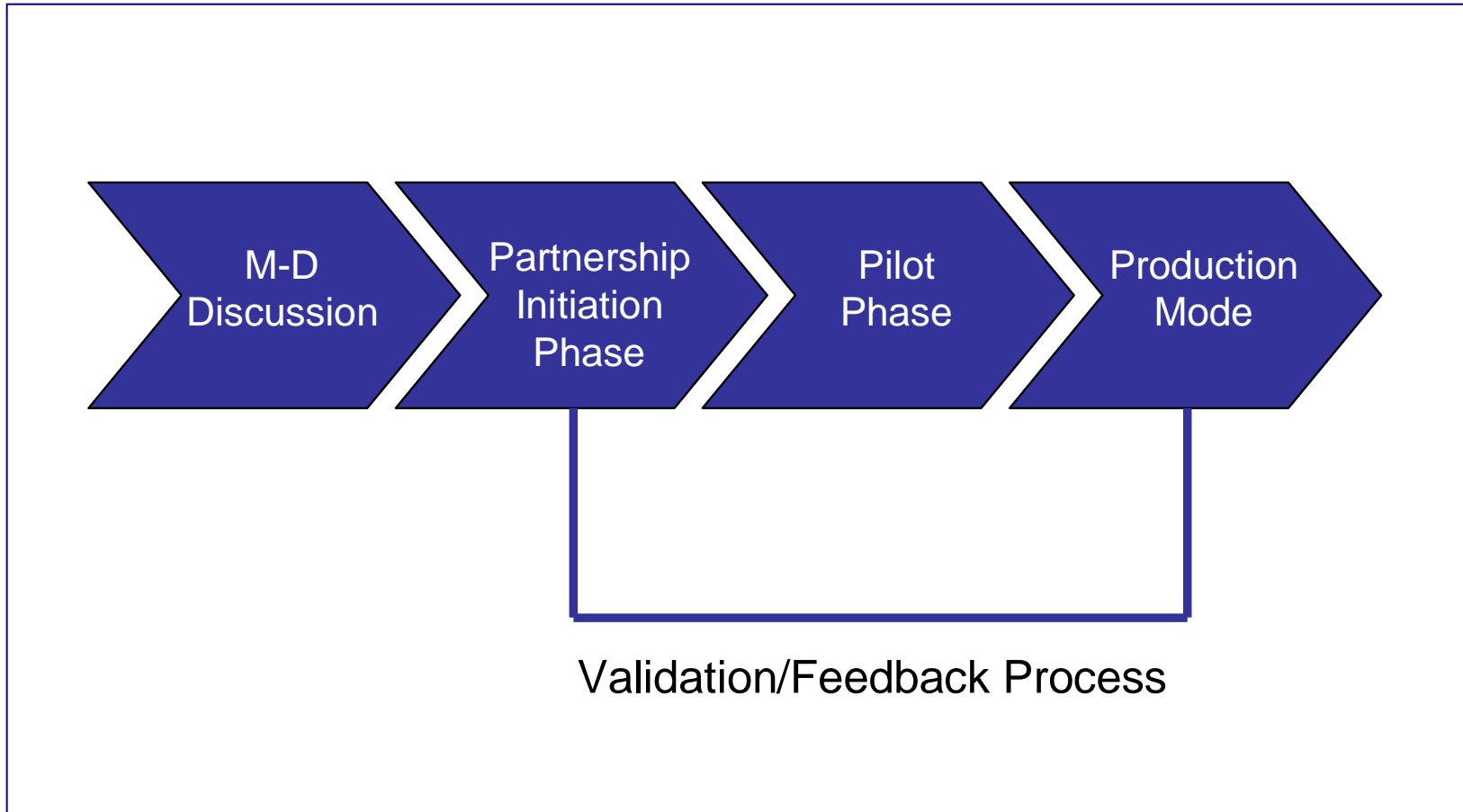


Going forward: Manufacturer - Distributor theory

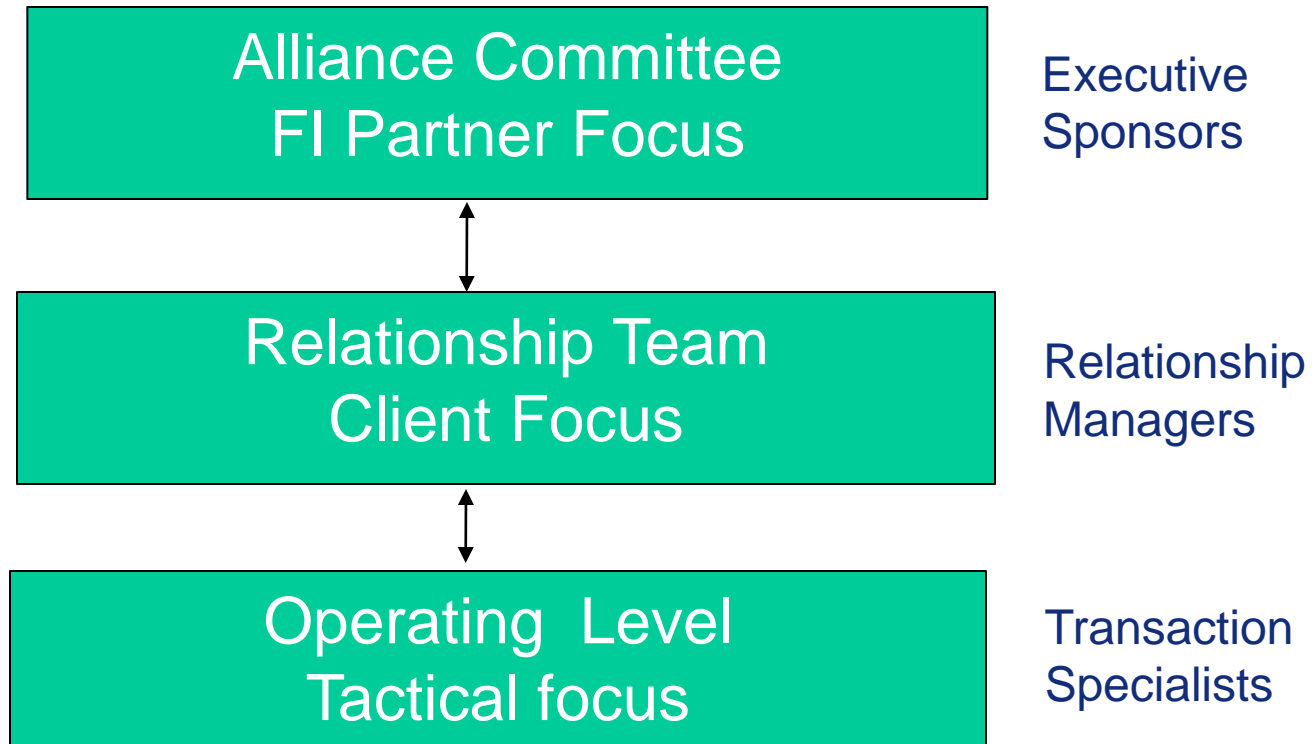


- Client Focused
- Solution Led
- A Better Way

Manufacturer - Distributor Model: from theory to action



Manufacturer - Distributor in action: Key Stakeholders



Manufacturer - Distributor Model in action: Phase I

M/D Discussion Phase

- Define market appetite
- Define needs of end users
- Objectives of FI partners
- Parameters of relationships



Requires FULL executive validation



Manufacturer - Distributor Model in action: Phase II

Partnership Initiation Phase

- Client Needs Analysis
- Definition of Scope
- Partner Capabilities
- Market coverage
- Current state vs target metrics
- Pilot launch ?



Requires FULL management validation



Manufacturer - Distributor Model in action: Phase III



Pilot Phase

- Proof of concept; geographical area or activity subset
- Process / communication refined
- Test environment operational
- Go or No Go



Requires FULL operational validation



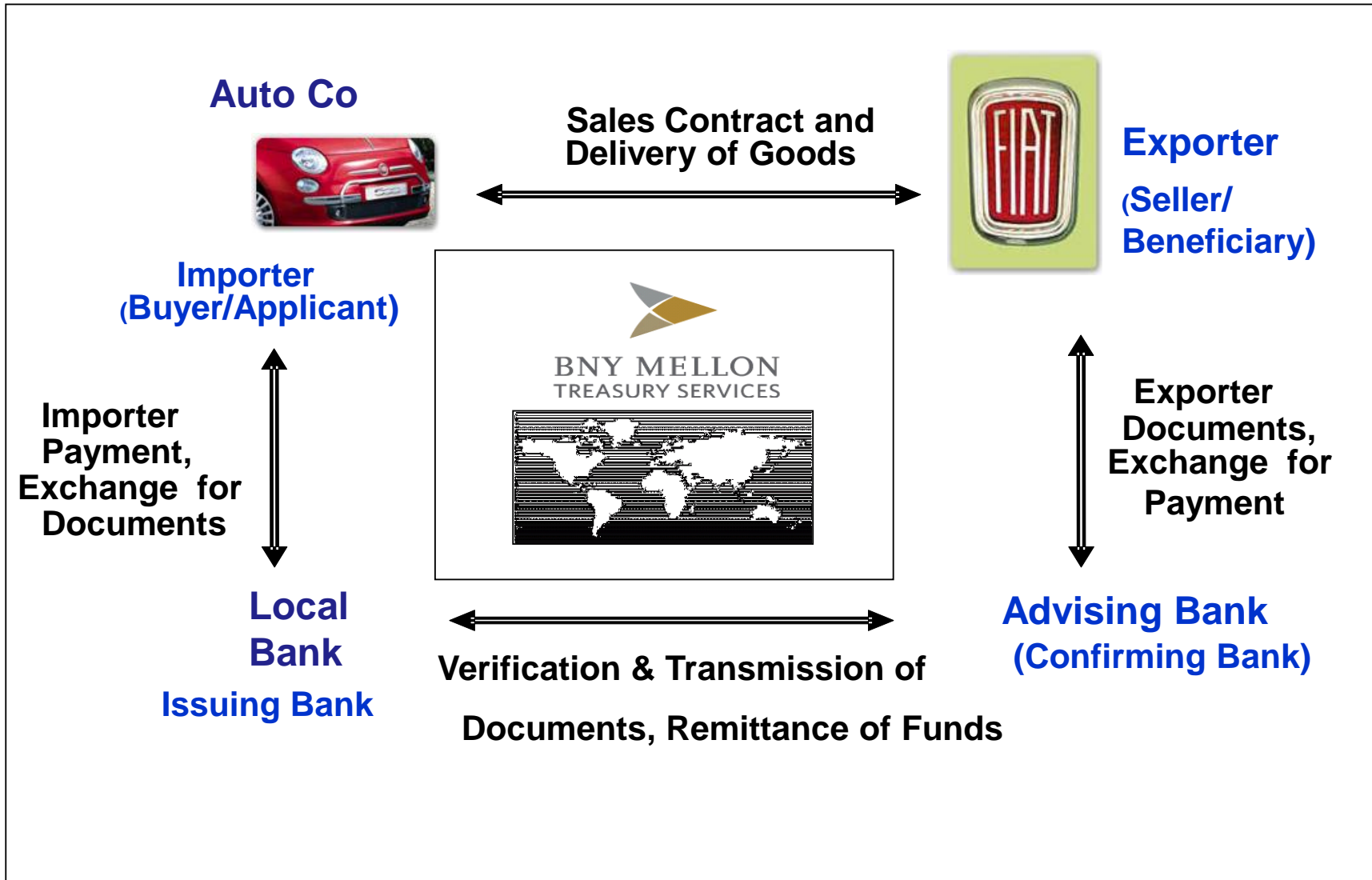
Manufacturer - Distributor Model in action: Phase IV



Production Phase

- People, process and technology
- SLA's
- Shift to full production mode

Collaboration in action



What collaboration means



Increase opportunity



Decrease risk

Decrease cost

