

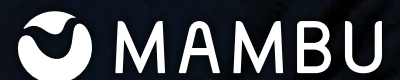
CRIF: The Power of Decision Engines



INCEPTION



Impact of Carbon Border Adjustment Mechanism (CBAM) on Banks and Clients



Interview:

Victor Indiano



The end-to-end knowledge company

CRIF is a global company specializing in credit & business information systems, analytics, outsourcing and processing services, as well as advanced digital solutions for business development and open banking

The mission that drives CRIF is to create value and new opportunities for consumers and businesses by providing reliable information and solutions, allowing more powerful decisions and accelerating digital innovation. We work responsibly to offer innovative solutions to support our customers to enhance access to credit in compliance, granting a digital access and use of financial services by excluded and underserved people. CRIF is currently the leading group in continental Europe in the field of banking credit information and one of the main operators on a global level for integrated



services for business & commercial information and credit & marketing management. CRIF supports banks and financial institutions, insurance, telco & media, and energy & utility companies, as well as businesses and consumers, thanks to continuous innovation, the use of the most advanced technologies, and a culture of Information Management. Furthermore, within the context of end-to-end solutions, CRIF has developed a line of services for consumers and SMEs dedicated to financial well-being and to fraud and cyber risk prevention and protection.

All about finance tech.

Welcome to the Second Edition of Adria Fintech Journal

As the fintech landscape continues to evolve at a rapid pace, we are thrilled to present the second edition of Adria Fintech Journal, your go-to source for the latest insights, trends, and innovations in the fintech industry. With a diverse array of articles, interviews, and analyses, this edition offers a comprehensive overview of the dynamic fintech ecosystem.

In this edition, we delve into the transformative power of technology in banking and finance, exploring the latest advancements in digital banking platforms, regulatory compliance solutions, risk management tools, and more. From in-depth interviews with industry leaders to insightful articles by fintech experts, each contribution in this journal offers valuable perspectives and actionable insights for professionals across the financial sector.

We are honored to feature interviews with key players in the industry, including Mambu, CRIF, Inception, Orient IT, HyperRisk, and many others. These interviews provide firsthand insights into the innovative strategies and technologies driving the fintech revolution in our region.

Additionally, our journal includes thought-provoking articles on topics such as environmental, social, and governance (ESG) investing, the impact of emerging technologies on banking, cybersecurity, and the future of finance. We also highlight upcoming events and training opportunities for professionals looking to stay ahead in this dynamic industry.

We extend our sincere gratitude to all the contributors, sponsors, and readers who have made this edition possible. We hope that the insights and perspectives shared in this journal will inspire you and empower you to navigate the ever-changing landscape of fintech with confidence and success.

Thank you for joining us on this exciting journey. Happy reading!

Sincerely,
Adria Fintech Journal Editorial team

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6	CRIF The Power of Decision Engines: Revolutionizing Decision and Process Automations
10	Interview Interview with Victor Indiano, Regional manager from Mambu
15	Hyperrisk Solutions Introduction to Basel IV and Hyperrisk Solutions
19	Inception Digital Archives: Inception's eArchive Leads the Charge for Banks
22	IT Orient Corporation itoTrader - solution for Streamlined Trading
26	Mini Interview Interview with Mr.Gabor Pozsonyi - insights into Values-based banking
30	Rimm Sustainability Solutions Rimm Sustainability Solutions: Empowering Southeast European Bank-s with ESG Reporting Tools
34	Global Digital Marketing Programs Untapped Potential: The Multi-Billion Euro Opportunity in Financing EV Charging Infrastructure Across Southeast Europe

CONTENTS

37	MISSION FINTECH Empowering Financial Inclusion: The Journey of Mission Fintech
42	ANOA Navigating the EU Carbon Border Adjustment Mechanism: Implications and Challenges
44	eSecurity eSecurity Conference 2024: Strengthening Cybersecurity Frontiers
46	Technobank Technobank 2024: Navigating the Future of Banking in the Digital Age
49	Money Motion Pioneering the Future of Finance
51	Infintech INFINTECH 2024: The Premier Fintech Event Returns to Montenegro
53	Calendar of fintech events Calendar of upcoming Fintech events in SEE

The Power of Decision Engines: Revolutionizing Decision and Process Automations

In today's rapidly evolving banking landscape, automation has become a key driver of efficiency and innovation. One technology that is making waves in the industry is the decision engine. As the ecosystem continues to evolve, decision engines will play a pivotal role in driving efficiency, improving customer experiences, and ensuring regulatory compliance. Stakeholders that embrace decision engines will gain a competitive edge by making faster, more accurate decisions, and optimizing their operations and their future lies in harnessing the potential of decision engines to transform the industry and shape the financial landscape of tomorrow.

StrategyOne it is CRIF's powerful decision engine which in 2023 recognized us as LEADER from leading global market research company such as Forrester and Gartner. **A complete digital decisioning platform** that enables organizations to identify the right targets, increase customer loyalty, boost sales and margins, manage risk, and implement business and regulatory policies and procedures. With its powerful capabilities, CRIF is transforming the way financial institutions and companies make decisions and streamline complex processes. A single investment - MULTIPLE use cases: from pre-screening and credit underwriting to ongoing credit risk management - Early Warning System (EWS) & Monitoring of Covenants, marketing campaigns and collection strategies **StrategyOne spans the entire customer lifecycle**, covering all aspects of decision management with graphical, **user-friendly decision-making technology**.

Some success stories/use cases of CRIF decision engine are described below:

Bank A: Largest Bank in Central Eastern Europe – Customer management process and Regulation compliance.

Problem: 1. Lack of automatic credit evaluation process; 2. Poor Customer Experience; 3. lack of Basel II compliance

Solution: Implementation in StrategyOne decision of:

- New scoring model based on internal and external data to improve and automate customer evaluation.
- Regulatory indicators (PD/LGD/EAD) to determine capital requirements and obtain risk and rating measurement in line with Basel II
- Up-selling and cross-selling strategy on existing clients with automated calculation of customer global limit to prepare pre-approved credit offerings



Ana Malaj (Dylgjeri) Senior Business Development Manager

All by empowering credit risk business users with StrategyOne's graphical tool to implement and fine tune credit policy & capacity rules & scoring risk & loan calculations

Benefit: Thanks to the project the Bank was able to achieve a **1 click** disbursement for preapproved customers. **800% increase** in loan accounts production. **+200% increase of customer base** and at given time was the first bank in the country that achieved compliance with Basel II rules.

Bank B: European Leading Financial Services Company – Credit Process Automation

Problem: A Financial Services Company operating multi-country wanted to automate a rating process, introduce decision engine into risk process and as consequence centralize the process and reduce infrastructure costs.

Solution: Implementation a decision engine and workflow, as a multi-country solution, centralization of risk process and introduction of automated rating.

Benefit: There were multiple benefits achieved thanks to the project, among which can be mentioned an increase of automated approval (+ 10%), a high reduction of running costs (-25%) and reduction of overtime (-40%) and a significant infrastructure running costs (- 80%).

Other use cases in the areas **Early Warning System** where via StrategyOne we have supported banks to schedule massive calculation over the portfolio: data and risk parameters, EW signals, EW scores, monitoring of covenants, action plans etc. or **Risk Based Pricing** where StrategyOne has been able to execute the calculation of complex indicators over complex data structures for the



implementation of Risk Base Pricing strategy on the cost and revenue components, and **a lot of more and more use cases.**

Financial institutions are constantly seeking innovative ways to enhance their decision-making processes while ensuring compliance and managing risks. CRIF decision engine present immense opportunities and stands out as a beacon of innovation. Its Machine learning and StrategyLab modules **empowers business experts** to configure policy rules, business goals, and constraints and **to perform in full autonomy:** What-If Analysis, Advanced Simulation, Champion/Challenger approach- and lot of more functionalities without the involvement of IT Department.

CRIF's decision engines boast no limitations when it comes to risk and compliance. Each decision is meticulously analyzed and executed in accordance with the applicable legislations in force, ensuring utmost confidentiality and regulatory adherence.

Furthermore, data privacy concerns, if any, are taken into account and regulated by the relevant data privacy legislations in force. This ensures that sensitive customer information is safeguarded at all times, providing peace of mind to both institutions and their clients.

With CRIF's advanced solutions, institutions can not only ensure compliance and manage risks effectively but also unlock opportunities for innovation and competitive advantage. Through the adoption of these technologies, financial institutions pave the way to flourish within an ever-changing and competitive environment.

Unlocking the potential of data both traditional and non-traditional.

Data has become the lifeblood of the banking industry, providing added value across all the stages of the credit lifecycle. From customer acquisition to risk assessment, ongoing monitoring, and customer relationship management, data-driven insights empower banks to make informed decisions, mitigate risks, and deliver exceptional customer experiences.

Data-driven insights have transformed the **customer acquisition** process for banks. By analyzing customer demographics, behavior patterns, and credit histories, banks can identify and target potential customers with precision. Data helps banks understand customer preferences, needs, and risk profiles, allowing for tailored marketing efforts and personalized product offerings. This not only improves customer acquisition rates but also enhances the overall customer experience.

Data is the backbone of the application **and underwriting process.** By leveraging historical transaction data, credit scores, and alternative data sources, banks can make informed decisions about creditworthiness and loan eligibility. Automated underwriting systems powered by data analytics can process applications faster and with greater accuracy, reducing manual errors and improving efficiency. This streamlined process enables banks to offer competitive loan terms, attract quality borrowers, and minimize the risk of defaults.

Data plays a critical role in **risk assessment and mitigation** throughout the credit lifecycle. By analyzing a wide range

of data, including financial statements, credit histories, market trends, and macroeconomic indicators, banks can accurately assess credit risk and make informed decisions. Advanced analytics and machine learning algorithms enable banks to detect early warning signs of potential defaults, enabling proactive risk management strategies. Data-driven risk models help banks set appropriate risk-based pricing, establish credit limits, and implement effective risk mitigation measures.

Some success stories on how CRIF advanced analytics experts brought value for our customers thanks to the potential of data and application of ML models are described in below:

Bank A: Tier 1 Eu Bank – Credit process optimization

Need: Bank wanted to improve its credit evaluation process, reduce manual review and assuring optimal customer experience.

Solution: CRIF built a traditional scoring model, leveraging on enriched customer knowledge through

Open Banking data and introduced new ML based credit risk policies design, aiming at reduction of cases directed for manual review.

Benefits: Number of cases directed for manual review has been improved by 6%.

Bank B: Major Italian Bank – Value chain design and analysis in Business Segment

Need: Bank wanted to improve its understanding of its business client network (suppliers and customers) and introduce new portfolio management strategies like reverse factoring as well as improve risk analysis and AML.



Solution: CRIF has conducted a consultancy project focused on understanding the links between the Bank's client and their connections, leveraging as well transactions analysis and linking it to business information.

Benefits: Bank was able to identify 5 times more new connections for each client and offer reversed factoring product.

Bank C: Major Italian Bank – Early Warning Model optimization

Need: Bank has to follow an ECB finding on its early warning model, which led to Bank goal on overall improvement of early warning process.

Solution: CRIF has run an extensive project, split into two phases, where phased 1 was focused on modeling with use of additional credit bureau data (so far not considered) and phase 2 was focused on further extension of data sets to customer transactional data. Specifically phased two was possible thanks to application of advanced categorization engine. Overall CRIF was able to test over 4 500 ML models, considering all Bank segments.

Benefits: Bank has benefited from the project by anticipating of 10-15% exposures at risk managed at earlier stage and by reducing its cost of risk by 5%-8% (*depending on client segment).

By harnessing the power of data, banks can drive growth, optimize their operations, and maintain a competitive edge in the dynamic world of finance.

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MAMBU

Interview:

Victor Indiano, Regional Manager

Mambu has been a leading force in the digital banking technology landscape. Could you give us an insight into Mambu's recent accomplishments and its market presence in the South East Europe region, especially in your current role as Market Director?

Mambu's growth in South East Europe is being mainly driven by our strategic partnership with three leading

brands in the digital financial services industry; Raiffeisen Bank, Western Union and N26. N26 migrated to Mambu in 2016 when they had around 200k customers in Germany and from then we've grown together to support the financial health of +8 Million customers across the whole continent, including Slovenia and Slovakia. With the Austrian group, we launched in 2022 the first MVP of Raiffeisen Digital Bank for a consumer lending proposition



in Poland in only 6 months, and since then we've grown together both their product portfolio and regional scope with their launch in Romania too, second target country in their broader strategy to become Eastern Europe's nb 1 digital bank, with more countries to come in the future. With Western Union, our story also started in Romania, where they are Live in Mambu with their multi-currency digital banking offering WU+, following their initial launch in Germany and preceding its current expansion to the US and other countries in Latin America and Europe. In 2023, we also signed our first client in Malta and a third fantastic reference in Romania, solidifying our know-how in a country where Mambu prides itself from hosting two of their main development hubs too. Our vision for the upcoming years is to keep growing in the region and penetrate the Balkans following the examples of these great customers, together with the support of strategic local partners like ABC Tech or CRIF.

Digitalization is significantly impacting the banking industry. From your perspective, what key digital banking trends are particularly relevant to the banks operating in the SEE region? How is Mambu facilitating this transformation with its innovative solutions?

We see lots of opportunities in three main areas at the moment: (1) Embedded Finance and Banking-as-a-Service (BaaS), (2) Deposit-taking spin-offs & (3) BNPL and Intelligent Lending both for Consumers and SMEs. Mambu's banking engines can address the three of them. Our platform is very easy to integrate across different channels, both internal or external to the bank / lender since it is fully api-fied, it's multi-entity and multi-currency. It can scale both horizontally and vertically without the need to provision any additional resources since it's self-contained and maintained as Software-as-a-Service, by us. We see more and more non-financial companies offering banking services like payments, wallets and micro-loans, where traditional banking entities can support with our help to monetise their risk management expertise and banking licenses. Raising interest rates also give a chance to BaaS providers to facilitate lenders to improve their liquidity by offering deposit-based products like savings accounts or deposits and, finally, BNPL is increasingly becoming a given as an additional payment option both at physical POS and digitally. Since most players rely on heavily rigid systems, they can't really keep up with the customer-demand pace and using a digital banking platform like Mambu, that allows them to configure and launch this whole array of products in a matter of days, offers an amazing opportunity to them and to us.

Regulatory changes often shape the dynamics of the financial sector. Could you highlight any recent shifts in regulations that have influenced banking operations in the SEE market? How is Mambu aiding banks in adapting to these changes?

On November 30, 2023, the Official Journal of the European Union published the new Consumer Credit Directive, repealing Directive 2008/48/EC, which had been the reference standard for this type of credit in the European Union until now. This offers great opportunities both for traditional banks and lenders and for fintechs focused in the BNPL area. On the one hand, BNPL entities will need to regularize themselves, offering in many cases a chance to become a fully regulated lender and, as such, to improve the quality of their credit portfolio and enlarge their product portfolio. On the other hand, traditional lenders may find an opportunity to take the leading place that the Klarnas of this world once held since, now that they'll have to up-regulate themselves, their business model will need to match what traditional lenders offer, at least from a risk and pricing perspective. Mambu can be the flexible lending engine that both sides of the market need; the first ones to enlarge their portfolio of products and the second, to offer the API-first platform that merchants and retailers once appreciated from newcomers when they started offering BNPL products in their purchase checkout sites.

Mambu is recognized for its cloud-native banking platform. Could you elaborate on the benefits of cloud-based banking solutions for banks in the SEE region? How is Mambu setting the industry standards in terms of ensuring security and compliance?

Mambu was born in 2010 and is the only provider operating in the core banking space that offers its platform solely as Software-as-a-Service. Since its inception, Mambu has worked with the world's leading cloud providers and today offers deployments on both shared and dedicated instances in the three hyperscalers; AWS, Azure and GCP. Mambu is indeed the only cloud banking platform transactional through the Marketplace of the three CSPs. Being SaaS-only ensures that all our customers run on the same and last version of the software, ensuring that every single Mambu user can have instant access to every new feature development or improvement that Mambu deploys in the platform. In 2022 Mambu deployed more than 80 new features, this means almost 7 new features per month, pre-tested and maintained by Mambu. When you compare this with the slow, rigid and expensive maintenance of the legacy systems that banks are running on, one realizes what true agility means and the impact that Mambu makes in our customer's business and their competitive edge against their competitors. On top of this, since the whole Mambu

platform is available via API, data can be consumed and integrated in real time. In the time where AI and advanced analytics are becoming increasingly key to understanding and serving any business' customers, using our technology becomes key for banks to evolve at the speed that they need and to make the best use of the newest technologies available to them also outside of us.

Collaborations and partnerships are integral for fostering innovation. Can you provide insights into Mambu's key partnerships within the SEE region and their contributions to enhancing banking services and customer experiences?

Mambu is a product company. We support our partners and customers through the implementation phase with a team of onboarding resources but this is not our core business. On top of this, Mambu was the first ever provider to promote the notion of "Composable Banking"; this is the use of best-of-breed components to build any architecture to serve a financial services company. With these two factors in mind, you can imagine how key our partner network becomes; on the one hand, not only our platform is hosted on our Cloud partners but it is also implemented by Consulting, System Integration and Services companies. On the other hand, in order to complete the end-to-end architecture of a bank, other product partners are needed. Mambu is the most proven next-generation core banking system as our first client went live in 2011; this has helped us to accelerate our understanding of the market, anticipating our customer's needs and opportunities. Partners like ABC Tech or CRIF are key partners for Mambu since they have built pre-integrations between our core platform and their digital front end and lending origination systems. Key global partners like EY or Deloitte not only have implemented Mambu successfully in key projects like Western Union's but also offer pre-integrated packages built on top of Mambu to help our customers go to market quicker.

The SEE market exhibits diversity in regulatory frameworks, technological preparedness, and customer preferences. How does Mambu address the unique challenges and opportunities presented by this diverse market, based on your experience?

We are demystifying core banking. Different regulatory frameworks, technology preparedness and customer preferences are a pain for those banks using legacy systems that can't be easily adaptable to change. Mambu was born for change; with our configuration-based platform, even business people can log in to their Mambu profile online and access our UI to configure new products or edit

existing ones without depending on any change requests or development efforts from their IT teams. This is revolutionary as it completely shifts the operating model of the bank, allowing them to adapt to those different characteristics of their market conditions with ease. This is why Mambu is the go-to provider for multi-country deployments like the ones of N26, Raiffeisen Digital Bank or Western Union's and why we believe that Mambu is the right choice for any player operating in the financial services industry across the South East region.

Mambu's mission is to enable rapid financial product creation without incurring technical debt. Could you share a success story where Mambu's solutions empowered a financial institution to achieve substantial business transformation and growth, possibly drawing from your extensive experience in the field?

A project that is very close to our hearts is BancoEstado's. Born in 1855, BancoEstado is the largest State-owned bank in Chile, serving +13 million Chileans today. As many other countries, in 2020 the Chilean government approved a series of initiatives to help their society to cope with the Covid-19 pandemic. One of the key measures was a package of subsidies provided to their citizens. BancoEstado was tasked with distributing these subsidies but their Mainframe-based core banking system didn't allow them to offer a solution at the speed that was needed. They approached Mambu and 5 months later they had launched into the market a consumer digital wallet connecting the State with their 13 million customers to facilitate these subsidies. What started as an emergency solution became a mainframe replacement project. We started with digital wallets but are now supporting BancoEstado with the migration of their 13 million customers' current and savings accounts and more products in the personal lending space will follow soon. A progressive modernization project that offered a return on investment from month 5 and allowed the bank to reduce its operative cost thanks to our cloud-based technology year by year. Have you ever seen any successful story like this in the region? That's what we can bring to the table.

Looking ahead, what are the upcoming plans for Mambu in the South East Europe market? Are there any innovative developments or upcoming projects that banks in the region should anticipate, considering your current role and expertise in sales and market growth?

For the years 2023 - 2025 we picked 3 product expansions: Islamic Banking, Mortgages and Asset Finance. All these categories can be added to our existing coverage for Consumer and SME banking and lending products and

all are available and adaptable to the local needs of the South East Europe markets not only through our great product configuration flexibility but also thanks to new developments such as Mambu Functions: a feature to customize the behavior of our products. On top of this, we keep adding pre-integrations to key partners and allow them to build their pre-integrations with us too: some readily available pre-integrations are with both international and local partners such as Marqeta, Paymentology, ABC Tech or CRIF.

Based on your extensive experience operating in the South East Europe (SEE) and South West Europe (SWE) market, what notable similarities and differences have you observed between these regions, especially concerning the banking sector? How do these insights inform Mambu's approach to addressing the specific needs of each market?

Both the South East and South West of Europe share common characteristics and backgrounds: technology has been mainly built in-house and locally, since talent and rates have stayed competitive through the years compared to what foreign packages and northern companies used to offer. On top of this, leading local companies have been inspired by their commercial relationships abroad; in the case of SWE, entities like BBVA or Santander have fueled themselves of talent and advanced working methodologies from their experiences in LATAM while SEE companies have learned through their commercial relationships from leading countries in digital adoption such as Poland, Ukraine, Russia, Turkey or even China. Despite this

shared commercial outlook, regulators have also played an important role to protect customers and, as a consequence, delay the adoption of certain technologies, which rightfully, first needed to be properly assessed. This is the case for Cloud-based technology and while some non-EU countries in SEE are still working on their cloud adoption, we believe that the experience of our customers and partners in the SWE region can help both local regulators and prospects to shape the future of the SEE region.

Finally, what potential do you foresee for cloud-based banking solutions in non-EU SEE countries? How can collaborative efforts between technology providers like Mambu and regulatory bodies foster a more open and dynamic financial ecosystem in the region, as seen through your experience in navigating various markets and regulatory landscapes?

We have been helping customers and regulators shape their cloud adoption strategies since our inception. For example, together with our customer, Georgia's largest banking group TBC Bank, we took part in their discussions with their regulator to become the first ever financial institution to launch a digital bank running on cloud-based technology - Mambu - and, two years later, we helped them to do the same when they expanded their digital spin-off, Space, into Uzbekistan with us. Our DPO, Compliance, Cybersecurity and Commercial experts and our network of partners are more than available to help advance this type of conversations also in non-EU SEE countries like Serbia, Bosnia or even Turkey.





Banking technology that delivers more.

SaaS, cloud-native, and API-driven, **Mambu** is the champion of composable banking.

Take products to market faster, drive down cost barriers and enable ecosystems to expand with Mambu at the core of your banking and financial services platform.

» [Learn more about our solutions.](#)



Introduction to Basel IV and Hyperrisk Solutions

Our software solutions have been used for Basel III from the very start of its implementation in the Republic of Serbia, and the first local regulatory reporting deadline in July 2017. With a comprehensive suite to enable both regulatory reporting and advanced tools for modeling in Pillar II, our RiskGuard suite has been used by every other Serbian bank, and a few in Bosnia & Herzegovina.

Over the years, we have built custom tools to conform to local regulation, as well as tools to mirror the original EBA framework, itself a close adoption of BIS guidelines.

The current set of changes embodied in the EU CRR 3/CRD VI are significant enough to merit the unofficial appellation of “Basel IV”. Either directly (CRR) or through member state legislation (CRD) they are set to be implemented from Jan 1, 2025.

What's different?

Basel IV is set to update the current framework in several key aspects, following lessons learned since the original BIII CRD/CRR implementation in 2014, as well as subsequent adjustments from 2017 onwards. Basel IV seeks to address discrepancies in risk-weighted assets (RWAs) calculations across banks, to account for variations in the implementation of Basel III, and the need for a more resilient banking sector. It also directly addresses a few current challenges in the wider economy, such as a shift



Milena Stošić, Partner at Hyperrisk Solutions

away from fossil fuels, and the rise of new asset classes, such as crypto assets.

The overarching goal of Basel IV is to enhance the robustness and stability of the global banking system. Specific objectives include:

Specific objectives include:

- Increase the comparability and transparency of banks' capital ratios.
- Reduce excessive variability in risk-weighted assets.
- Strengthen the overall capital base and liquidity of banks.
- Ensure a more risk-sensitive and resilient banking system.



Key Features of Basel IV

- **Update to the Standardized Approach for Credit Risk:** Basel IV introduces a mandatory and more granular and risk-sensitive standardized approach (SA) for credit risk, potentially reducing reliance on internal ratings-based (IRB) approaches. If an institution is using IRB, it will nonetheless be obliged to calculate SA capital charge, and use it subject to the output floor (see below). This aims to create a level playing field and enhance comparability across banks.
- **Output Floor:** A critical feature of Basel IV is the introduction of an “output floor”. This limits the extent to which banks' calculated RWAs (using internal models) can diverge from RWAs calculated under standardized approaches, set at 72.5%. This aims to prevent excessive variability in capital requirements.
- **Market Risk Revisions:** The revised market risk framework (the Fundamental Review of the Trading Book, FRTB) includes more sensitive and risk-reflective capital requirements for market risk, addressing issues in the current trading book and banking book boundary.
- **Operational Risk Framework:** The new operational risk framework simplifies the existing approaches and introduces a standardized measurement approach (SMA), linking operational risk capital to a bank's income and historical losses.

Potential Impacts on the Banking Sector

The implementation of Basel IV is expected to have several impacts on the banking industry:

- **Increased Capital Requirements:** Banks may face higher capital requirements, particularly those heavily reliant on internal models for RWA calculations.
- **Operational Changes:** Banks will need to adjust their risk management practices, internal systems, and reporting processes to comply with the new standards.



- **Market Dynamics:** The changes might affect lending practices, pricing of banking products, and the overall competitive landscape.
- **Global Implementation:** The varying pace and manner of implementation across jurisdictions could impact the level playing field intended by the Basel Committee.

To illustrate its potential impacts, it's worth taking a more detailed look at new exposure types, and their broader considerations. The new EU framework is faithfully implementing several new exposure types. The **fossil fuel sector entity exposures** are defined as exposures subject to impacts from environmental or social factors. This may further affect lending policies, as these exposures are understood to be hindering the ambition of the European Union to achieve its regulatory objectives relating to ESG factors. In respect of **crypto-assets** CRR III/CRD VI will classify them into groups with high-risk assets like cryptocurrencies (other than stablecoins and tokenized traditional assets) subject to up to 1250% risk weights, emphasize robust risk management and exclude them from high-quality liquid assets. In addition it imposes detailed disclosure requirements, and integrates with the MiCA regulation to provide a comprehensive framework for market integrity and consumer protection.

Another wider consideration making its way to regulation is the treatment of real estate. Relevant exposures are now given special treatment, such income producing real estate exposure (**IPRE**), Acquisition, Development, and Construction loans (**ADC**), revolving exposure and its subset, the transactor exposure type. IPRE is now a type of exposure in which the fulfillment of the credit obligations related to the exposure materially depends on the cash flows generated by those immovable properties securing that exposure. Meanwhile, ADCs are exposures to corporates or special purpose entities financing any land acquisition for development and construction purposes, or financing

development and construction of any residential or commercial immovable property. They are now included in the same exposure class as other exposures secured by mortgages on immovable property.

Another novelty in exposure types is the **revolving exposure** type. In these, the borrower's outstanding balance is permitted to fluctuate based on its decisions to borrow and repay, up to an agreed limit. A **transactor** exposure is a special type of revolving exposures, subject to further requirements regarding repayment history, remaining balances and limits to an overdraft facility. A significant consideration is **currency mismatch** in repayment, with a major attendant capital charge, for both secured and unsecured exposures to natural persons.

These are a few examples in which the regulation aims to sculpt its requirements to evolving understanding of products and practices in financing.

Conclusion

Hyperrisk Solutions RiskGuard* is a comprehensive Basel solution, tested and formally audited by a variety of our clients and auditing institutions. Our clients range from globally significant bank group members to more niche banks. With respect to Basel IV, we have been ahead in implementing changes to our calculation engines based on preliminary rulings. On the strength of our track record, we feel confident about continuing to meet the exacting demands of Basel IV. Contact us for more information and a free consultation on how our solutions can deliver on your every need, from regulatory reporting to modeling in Pillar II.

Written by: Milena Stošić
Partner at Hyperrisk Solutions

www.hyperrisk.solutions

Navigating Risk in Southeastern Europe's Banking Sector →



We are a leading provider of software solutions for risk management, credit rating and scoring as well regulatory reporting in South-East Europe. In addition to software development, we have provided bespoke risk consulting, together or separately to our software implementations.

www.hyperrisk.solutions



Digital Archives: Inception's eArchive Leads the Charge for Banks

Branko Graovac, Executive Director at Inception

In this exclusive feature, we embark on a journey through the transformative world of electronic archiving with Inception's cutting-edge eArchive solution and other services. As the Executive Director of Inception, I am proud to introduce you to a game-changing innovation that is reshaping the landscape of data management across banks of all sizes.

In today's rapidly evolving business landscape, the need for digital transformation has never been more apparent. Gone are the days of cumbersome paper-based document storage, which often led to lost files, delayed processes, and increased risk of errors. With the advent of Inception's revolutionary eArchive solution, businesses across all industries are bidding farewell to the inefficiencies of traditional methods

and embracing a future-ready, digitally-driven approach to data management.

Streamlining Operations with eArchive

Imagine a world where your banks' valuable documents are no longer hidden away in filing cabinets, but securely



stored in a digital vault accessible at the touch of a button. That's the power of Inception's eArchive. By digitizing and centralizing your document repository, our platform offers a seamless and efficient solution for managing, storing, and accessing critical information.

Enhanced Security and Compliance

One of the primary concerns for businesses today is data security and compliance with stringent regulations. Inception's eArchive goes above and beyond in addressing these concerns. With state-of-the-art encryption protocols and rigorous security measures, your sensitive documents are safeguarded against unauthorized access or breaches. Moreover, our platform is designed to comply with the latest regulatory requirements, ensuring that your organization remains in good standing with legal and industry standards.

Unlocking Efficiency and Cost Savings

The benefits of transitioning to Inception's eArchive are not limited to enhanced security; they extend to operational efficiency and cost savings. Say goodbye to the time-consuming process of manually searching through stacks of papers. With our advanced search and retrieval functionalities, locating a specific document takes mere

seconds, freeing up valuable time for your team to focus on strategic initiatives.

Additionally, the cost savings associated with paper reduction cannot be understated. From the elimination of printing, mailing, and storage costs to the reduction in physical office space needed for file cabinets, transitioning to eArchive translates into tangible financial benefits for your organization, including the positive impact to the environment.

Realizing the Future of Data Management

As we stand on the brink of another industrial revolution, where data is the new currency, embracing digital transformation is not just a choice—it's a necessity for survival and growth. Inception's eArchive is at the forefront of this evolution, empowering banks to future-proof their data management practices and stay ahead of the competition.

At Inception, we are committed to empowering banks with tailored digital solutions designed to simplify processes, increase efficiency, and ensure compliance with regulations. Let's explore some of the key offerings of our platform:

- eArchive and eOffice - Qualified Electronic Storage: Our platform provides a qualified electronic storage solution

that ensures the legal validity and immutability of your digital documents.

- eDelivery and Qualified Electronic Delivery: Say goodbye to time-consuming postal services. Our eDelivery solution allows for secure and swift electronic delivery of documents to authorized recipients.
- eSignature: Sign documents electronically with legal validity, saving time and resources.
- eValidation - Qualified Validation of Electronic Signatures and Seals: Our platform offers qualified validation of electronic signatures and seals, providing undeniable evidence in case of disputes.
- eInvoices: Efficiently manage and process invoices with our electronic invoice compliant solution.
- Timestamp - Qualified Trust Service: Our qualified timestamps ensure document integrity and verification, providing a secure and legally recognized proof of existence at a specific time.

Ensuring Compliance and Security

In today's digital age, security and compliance are paramount. Inception's solutions are developed in accordance with the latest security standards and comply with relevant regulations. Our platform aligns with the EU eIDAS regulations, ensuring the highest level of legal validity for your digital documents.

ePismonoša - Revolutionizing Electronic Communication

In addition to our eArchive solution, I am excited to introduce you to ePismonoša, our unique platform for qualified electronic delivery of documents between legal entities and individuals. This platform, in line with European eIDAS regulations, offers a secure and efficient way to exchange documents, saving time and resources for businesses.

Why Choose Inception?

When you choose Inception as your provider of qualified electronic timestamps, you're choosing a partner with proven expertise and reliability. Our technological solutions adhere to the latest security standards and provide you with the confidence in the legal validity of your digital documents.

Conclusion

Inception's eArchive and ePismonoša solutions are paving the way for a new era of digital document management. Join us in embracing the digital transformation and unlocking the potential of secure, efficient, and compliant data handling.

Written by: Branko Graovac
Executive Director at Inception



About: Inception doo is a company based in Serbia registered by the Ministry of Trade, Tourism, and Telecommunications for qualified electronic delivery and qualified timestamp, qualified electronic archive and qualified electronic validation.
Website <https://inception.rs/>

itoTrader

itoTrader stands at the forefront as a leading provider of e-trading and risk management solutions tailored for financial institutions. Offering a comprehensive platform, itoTrader specializes in seamless real-time electronic pricing and request-for-quote (RFQ) management for fixed income, FX and equity derivatives. The platform's architecture is not only customizable but also boasts state-of-the-art performance, providing users with a competitive edge in the market while ensuring an exceptional user experience.



Innovative Features for Streamlined Trading

The core platform's features are designed to streamline trading operations for its clients:

1. **RFQ Entry and Indicative Pricing:** itoTrader platform facilitates real-time market data aggregation, and indicative and tradeable pricing, empowering clients in making well-informed trading decisions.

2. **Live vs Hedged Dealing:** itoTrader provides seamless support for both live and hedged dealing, inclusive of residual risk auto-hedging against multiple liquidity providers.

3. **Extensive e-Trading Product Coverage:** A wide range of market standardized products, including equity, foreign exchange, and fixed income derivatives is supported against multi-dealer platforms, as well as a multitude of more complex/structured products that can be e-priced and traded via itoTrader's sales module.

4. **Dealer Quote Intervention:** Users always have the ability to intervene on RFQs, providing quotes and managing their trading positions directly. Configurable setup allows clients to customize the conditions under which the RFQs would be auto-priced and executed or manually controlled.

5. **Workflow Control based on Dealing Rules:** itoTrader's workflow control system allows clients to manage their trading operations according to specific dealing rules, set on different levels. Clients can set various one-off and cumulative risk limits, asset class specific real-time quoting rules, counterparty specific overrides, among others. All together ensuring efficient trade execution while minimizing risks and optimizing performance.

6. **Multiple Scalable Markup Rules:** Markup screens configurable in live mode provide for the assignment of markup rules based on a multi-dimensional grid. This feature empowers sales to classify clients into markup tiers and allocate sales credits in an automatic manner.

7. **Real-Time Reporting & Booking:** With real-time booking and reporting capabilities, clients can closely monitor their trading activities, before and post execution. Accurate and timely reporting is crucial for regulatory compliance and financial transparency, promoting trust and accountability.

8. **Sales Trader Workflow (STW):** The platform's STW reporting adheres to the latest MiFID II regulatory requirements. In addition, the platform serves other



Nikola Kaluđerović

data captured in real-time enriching both live and post-quoting reporting.

9. **Straight Through Processing (STP):** itoTrader's STP capabilities reduce the risk of operational errors and enhance the efficiency of trading operations by eliminating the need for manual booking. The STP screens give a thorough insight into executed deals, inclusive of the corresponding hedges.

10. **User Access Control & Audit:** A robust user access management controls with embedded user-role driven access permissions to particular system modules enhance the safeguarding of clients' sensitive data and provide for meeting regulatory compliance regarding the separation of duties.

Support and Services

Continuously keeping the clients' goals in mind IT Orient Corporation works closely with their customers in all project phases. The experienced professionals guide system adopters through the entire Software Development Life Cycle, from preparations, and requirements gathering, to system onboarding and user training, as well as ongoing production support.

Leveraging Technology for Success

By harnessing itoTrader's cutting-edge technology and adaptable features, financial institutions can achieve several benefits:



Marko Krstović

- Streamlined Operations: Financial institutions can streamline their trading operations, reducing complexities and improving efficiency.
- Competitive Edge: The platform's advanced features provide clients with a competitive advantage in the market, enabling them to stay ahead of the curve.
- Enhanced Trading Experience: itoTrader boosts the overall trading monitoring and execution capabilities of its clients.
- Risk Management: Robust features and real-time pricing, risk tracking and auto-hedging workflows contribute to effective portfolio management.
- Always verified code: QA automated integration and regression testing closes release management and gives the green light for new features and modules.
- Support for all platforms: itoTrader with its platform agnostic rich front end and will work in any environment our client is accustomed to.
- We grow with our client's workload: The backend of itoTrader is very efficient which allows our client to start with as simple hardware as a single server and seamlessly expand to farm or cloud should their business growth need it.

Final Remarks

IT Orient Corporation's commitment to innovation and excellence in e-trading and risk management solutions positions it as a valuable partner for financial institutions navigating the dynamic landscape of global markets. Through its customizable platform, comprehensive features, and dedicated support services, the company helps clients optimize their trading strategies, and risk mitigation, and achieving their business objectives. In an era where technology drives financial markets, IT Orient Corporation stands ready to lead the way toward success.

Written by:
Nikola Kaluđerović and Marko Krstović

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Gábor Pozsonyi

Interview with: Gábor Pozsonyi

Throughout your career, you've been at the intersection of banking, sustainability, and technology. How have you seen the banking landscape evolve in embracing values-based banking and sustainability?

Throughout my years in traditional banking and the last decade in values-based banking, primarily in Hungary and later in Chile, I have observed the banking sector's journey towards embracing sustainability and values-based practices. This journey has been marked by various phases, from the early discussions of triple bottom line banking to the Impact revolution led by figures like Sir Ronald Cohen. However, despite the rhetoric and terminology changes, the actual impact of values-based banking has remained utterly insignificant in global intermediation.

Even as terms like "ethical" and "values-based" banking gained traction, it became evident that only a fraction of global banking assets were truly dedicated to positive impact. The initial hope was that market forces, along with a diverse array of stakeholders including clients, would drive banks to adopt ESG practices. However, it became apparent that these stakeholders, for the most part, either did not prioritize ESG concerns or felt trapped by the logic of collective behavior, believing their individual actions would have little impact. Consequently, their focus shifted back to economic risks and gains. What ultimately drives banks to seriously consider ESG issues in their practices are primarily regulatory pressures, rather than market forces or stakeholder demands.

Similarly, the realm of ESG investment has been marred by scandals and controversies, casting doubt on the sincerity of major players' commitments to sustainability. Recent acknowledgments from industry leaders (BlackRock is an important case in point) highlight the challenges they face in balancing financial returns with broader social and environmental objectives. In essence, the sobering reality is that, amidst all the rhetoric and good intentions, the financial sector's capacity to effect substantial change remains limited within the current global economic-, regulatory-, and political landscape.

Considering the global trend towards ESG, many banks are now integrating sustainability not only due to regulatory pressures but also as a strategic business move. In your opinion, why is sustainability crucial for the business sense in banking?

In my view, sustainability, particularly when considering ESG factors, is unfortunately primarily a regulatory compliance necessity. I do admit that there are also strategic advantages for banks that best incorporate ESG practices, but this is mainly due to the concept of double materiality. This concept acknowledges the interplay between financial materiality, which assesses the impact of ESG factors on a bank's financial performance, and the materiality of financing strategies aimed at supporting regenerative businesses and making positive impacts across various ESG topics.

It's crucial to recognize that while there is a growing understanding of the importance of ESG considerations in banking, the relationship between ESG performance and financial performance is not always straightforward or strongly positive. This complexity arises from the intertwined nature of these two directions of causality that I mentioned. The point I am trying to make is that financial institutions emphasize financial over impact materiality.

Despite this complexity, integrating sustainability into banking practices can offer several strategic advantages. The most important is that it enhances risk management by addressing environmental and social risks that can have material impacts on a bank's bottom line. By incorporating ESG criteria into risk assessment frameworks, banks can better identify and mitigate potential risks, thus enhancing overall business resilience.

Also, embracing sustainability can drive innovation and foster long-term value creation. Banks that prioritize sustainability are better positioned to identify emerging opportunities in sustainable finance, and by proactively engaging with sustainable initiatives, banks can diversify their revenue streams and tap into growing market segments, ultimately improving their bottom line.



While the conventional wisdom suggests that sustainability initiatives can bolster reputation and foster brand loyalty, my experience in impact banking over the past decade has left me increasingly skeptical, if not disillusioned, about the active engagement of stakeholders in ESG issues and their corresponding behaviors as investors or depositors.

Having worked in both Latin America and Europe, how do you compare the adoption and understanding of sustainability ideas in these regions, specifically within the banking sector?

On one hand, it's important to note that the fundamental principles of business and market operations are largely consistent across both Latin America and Europe. Banks in both regions are driven by similar objectives and therefore the underlying rationale for integrating sustainability into banking practices remains consistent regardless of geographical location.

However, there are notable disparities to some extent in nature, but more visibly in the intensity of ESG issues faced by these regions. In Latin America, many ESG challenges often manifest in more dramatic and immediate ways, impacting everyday life and generating much more energetic responses from various stakeholders.

Considering this, and I admit it is ironic, but I am much less skeptical about Latin America's values based finance than that of Europe. There are simply more energy, honesty and deliberation behind any such initiative there, the response being proportional to the challenges.

Your diverse experience ranges from retail banking to fintech and from Hungary to Latin America. How can banks, particularly in South Eastern Europe, balance traditional banking values with the demands for digital transformation in a sustainable manner?

Reflecting on my time working in South Eastern Europe around 2000 as KPMG's Financial Institutions Advisory

Services Partner, I observed a significant lag in the state and quality of banks compared to other parts of Central and Eastern Europe. Today, these banks have caught up and even surpassed others. I attribute this transformation to two underlying phenomena. One is akin to what I've witnessed in Latin America - the more pressing the challenges faced by a society or region, the more energetic the responses tend to be. The urgency of the situation has propelled these banks to rapidly improve and adapt.

Secondly, I've observed a phenomenon I refer to as "technology skipping." Living and working in Barcelona these days, I've noticed for example that while Western European banks developed sophisticated infrastructures by the 1990s or even earlier, this has led to a burden of legacy systems and "legacy thinking". In contrast, banks in South Eastern Europe and also in Central and Eastern Europe or the Baltics were able to leapfrog certain stages of development. They could build state-of-the-art processes and technology without the constraints of legacy infrastructure, leading to more agile and innovative banking practices.

Given these observations, my advice to banks in South Eastern Europe would be to leverage their agility and embrace digital transformation as an opportunity to enhance both sustainability and traditional banking values, the most important of which, and this should indeed above all else, is superior customer experience. By prioritizing investments in cutting-edge technology and innovative processes, while remaining rooted in their commitment to customer service and ethical practices, these banks can navigate the delicate balance between tradition and modernization effectively.

In your current role at various companies in the ecosystem around SWARM, a Slovenian web3 base-layer developer, with companies like Solar Punk or Essence Food, you are at the intersection of alternative finance and regenerative business models. How can these models be integrated into the core strategies of banks in the SEE region?

After three decades in banking and finance, I felt a strong desire to transition into something more tangible, something that directly impacts the real economy and fosters positive change. Exploring the food value chain for example with Essence Food and a related start-up called Fair Food Data, particularly the concept of upcycling food loss in a traceable manner, traceability being ensured by blockchain technology, resonated with me as the ideal business model to pursue. This alignment with regenerative practices and sustainable solutions reflects my personal commitment to making a meaningful impact beyond the realm of traditional finance.

Also my understanding of the fintech "revolution" left me somewhat disillusioned about the extent of its revolutionary potential. While fintech innovations undoubtedly improved the banking and investment experience, they often failed to challenge the underlying logic of how societies function and the role of finance within them. Amidst this disillusionment, I became increasingly intrigued by the potential of web3 technology to fundamentally disrupt and reconstruct our traditional coordination mechanisms.

Web3 technology holds the promise of creating a more inclusive, transparent, and efficient way of conducting business, particularly in the realm of finance. Embracing this transformative technology and diving into the realm of crypto economics became a personal quest for me, driven by a desire to be part of a profound change and to learn from industry leaders shaping the future of finance.



By harnessing technologies like blockchain and exploring the possibilities of web3, individuals and businesses have the opportunity to explore alternatives to banks and many other incumbent institutions and practices. This path aligns with the increasing demand for responsible and sustainable finance in the region, offering transformative alternatives to conventional banking practices but also challenging the incumbents to enhance the way they serve society and the way they make money.

About Gabor Pozsonyi:

Mr. Gabor Pozsonyi brings over 30 years of extensive experience in various domains, including leadership of large, complex organizations and transformation projects. His expertise spans product and service development, digital transformation, value proposition design, and fintech. Additionally, he has a keen interest and proficiency in sustainability, the new economy, regenerative businesses, impact investment, ESG, values-based banking, and steward-ownership.

With a background in retail banking, unsecured personal finance, corporate lending, and credit risk management, Mr. Pozsonyi also possesses expertise in crowdlending. Furthermore, his skills extend to management consulting, corporate finance, M&A advisory, and post-merger integration. He has a strong track record in early-stage investment and advising start-ups and scale-ups.

Mr. Pozsonyi is adept at navigating corporate metrics in complexity and has a proven ability to work effectively in multicultural environments and diverse teams. His geographical experience includes Central and Eastern Europe, London, Latin America, and now Spain and Portugal. Overall, his diverse skill set and extensive experience make him a valuable asset in driving business growth and innovation.



Sustainability for All

Rimm Sustainability Solutions: Empowering Southeast European Bank-s with ESG Reporting Tools

In the rapidly evolving landscape of finance, the integration of Environmental, Social, and Governance (ESG) principles has emerged as a pivotal factor in decision-making for businesses worldwide. As CEOs of banks in the Southeast European region strive to navigate this new terrain, Rimm Sustainability stands as a beacon of innovation, offering a comprehensive suite of ESG reporting tools tailored to meet the demands of the modern financial sector.

Rimm Sustainability: Bridging the Gap

Rimm Sustainability was conceived from a recognition of the pressing need for accessible sustainability solutions within the investment banking industry. Founded with a vision to democratize sustainability, Rimm introduced its flagship product, myCSO, an AI-powered suite of ESG solutions. Collaborating extensively with sustainability experts globally, Rimm’s team of data scientists meticulously

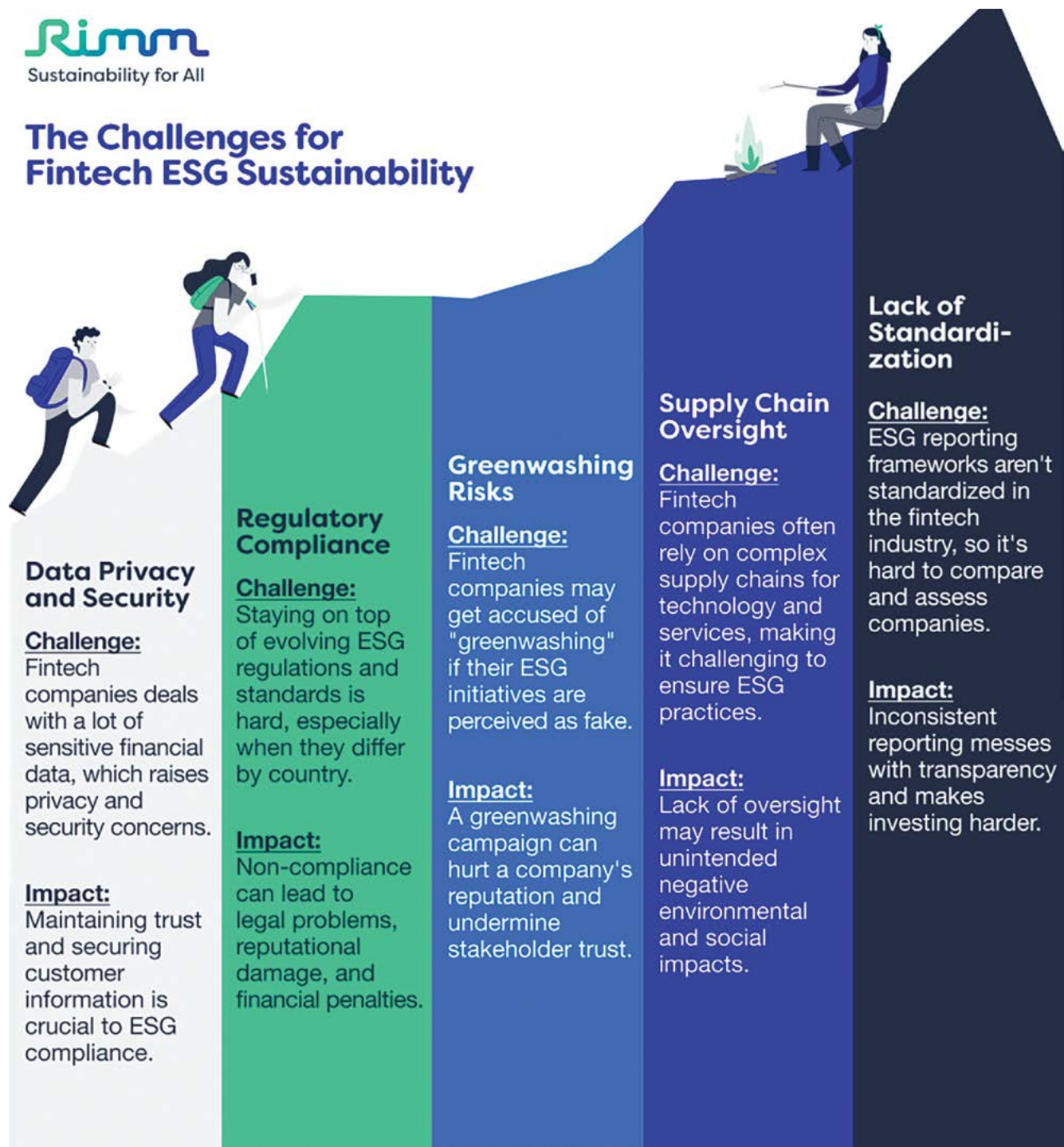
crafted tools designed to be intuitive, productive, and adaptable, catering to organizations of all sizes.

Vision and Mission of Rimm Sustainability

At the heart of Rimm’s ethos lies the belief in “Sustainability for All” and the conviction that real impact matters most. By leveraging the power of science, technology, and



The Challenges for Fintech ESG Sustainability



data, Rimm aims to make sustainability accessible and actionable for every organization, irrespective of size or industry. With a steadfast commitment to empowering companies on their sustainable journey, Rimm’s suite of tools enables clients to interpret performance, set targets, and track progress towards broader sustainability goals.

Rimm’s CEO Message

Sustainability isn’t merely a goal; it’s a journey. Rimm Sustainability’s CEO Mr. Ravi Chidambaram underscores the interconnected nature of corporate success with environmental and social well-being. Through the development of the myCSO suite, Rimm endeavors to

provide effective, efficient, and customizable ESG solutions that are accessible to companies of all sizes and industries. By fostering awareness of ESG and sustainability, Rimm ensures that every organization can derive value from sustainability initiatives, driving positive impact for both businesses and society at large.

Bringing ESG into Fintech: Harmony in Finance

The convergence of finance and sustainability represents a profound opportunity for innovation and change. Fintech companies, in particular, are uniquely positioned to drive this transformation by integrating ESG principles into



Vladimir Rajić

their operations. From responsible investing to blockchain transparency and green financing, fintech plays a pivotal role in fostering a more sustainable and resilient economy.

Rimm's Solution for Financial institutions

Rimm offers exclusive solutions tailored for financial institutions, streamlining the management and reporting of ESG data. Through the myCSO suite, organizations gain invaluable insights into portfolio sustainability performance, enhance communication with portfolio companies, and ensure regulatory compliance. Rimm's modular and plug-and-play options empower fintech companies to customize their solutions using AI-powered building blocks, enabling them to stay agile and adaptable in the face of evolving ESG regulations.

Navigating Transition Risk with Rimm's TR360 Solution

Transition risk poses significant challenges for businesses as the world shifts towards a low-carbon economy. Rimm's



Milorad Klačar

TR360 Solution addresses this by assessing how transition scenarios can impact a company's financial landscape up to 2050. By identifying vulnerabilities, exploring sustainable business models, and boosting transparency, Rimm empowers organizations to not only manage risk but also seize opportunities for growth and innovation in a rapidly changing landscape.

Conclusion

In conclusion, Rimm Sustainability Solutions stand at the forefront of ESG reporting tools, offering CEOs of banks in the Southeast European region the means to navigate the complexities of sustainability with confidence and foresight. As the financial sector increasingly embraces the principles of sustainability, Rimm remains committed to empowering organizations on their journey towards a more resilient, inclusive, and sustainable future. With its innovative approach and unwavering dedication to sustainability, Rimm is poised to shape the future of finance in Southeast Europe and beyond.

Written by:
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Untapped Potential: The Multi-Billion Euro Opportunity in Financing EV Charging Infrastructure Across Southeast Europe

As the world races towards a greener future, one of the most critical infrastructural elements to facilitate the widespread adoption of electric vehicles (EVs) is the availability of charging stations. Yet, across Southeast Europe, this vital piece of the puzzle remains largely untapped, presenting a significant opportunity for banks to lead the charge in financing the expansion of EV charging networks.

A recent groundbreaking study has shed light on the immense potential for investment in EV charging infrastructure across Southeast Europe. Leveraging data on the current number of registered passenger vehicles in the region, researchers extrapolated the potential number of EVs if the region were to achieve the same EV penetration rate as Norway, a global leader in EV adoption. The results were staggering: a projected market of over 8.8 million EVs in Southeast Europe.

However, the availability of EVs is only part of the equation. For EVs to become a viable option for consumers, adequate charging infrastructure must be in place. Drawing inspiration from the Netherlands, where there are approximately 4.6 EVs per public charging station, researchers calculated the potential number of public EV chargers needed to support the projected EV fleet in Southeast Europe. The findings revealed a staggering need for over 1.9 million public EV chargers in the region.

Market	Number of passenger cars	Potential number of EV cars *	Potential number of public EV chargers**	The potential financial investment needed for EV chargers in SEE
Bulgaria	2.830.000	622.600	135.348	947.434.783
Croatia	1.795.000	394.900	85.848	600.934.783
Cyprus	592.000	130.240	28.313	198.191.304
Greece	5.604.000	1.232.880	268.017	1.876.121.739
Hungary	4.020.000	884.400	192.261	1.345.826.087
Montenegro	221.000	48.620	10.570	73.986.957
N.Macedonia	478.000	105.160	22.861	160.026.087
Romania	7.611.000	1.674.420	364.004	2.548.030.435
Serbia	2.236.000	491.920	106.939	748.573.913
Slovenia	1.189.000	261.580	56.865	398.056.522
Turkey	13.706.000	3.015.320	655.504	4.588.530.435
TOTAL	40.282.000	8.862.040	1.926.530	13.485.713.043

* As in Norway = 22%
**As in the Netherlands =4,6 EV cars per EV charger



With the demand for EV chargers established, attention turned to the financial aspect of the equation. Factoring in the average cost of a slow public EV charger at €7,000, researchers arrived at a jaw-dropping total potential market value of €13.5 billion for EV charging infrastructure in Southeast Europe.

This eye-opening research underscores the immense opportunity for banks to take the lead in financing the expansion of EV charging networks across the region. By investing in EV charging infrastructure, banks can not only drive the transition to a greener, more sustainable future but also position themselves at the forefront of a burgeoning market poised for exponential growth.

The benefits of investing in EV charging infrastructure are manifold. Not only does it contribute to reducing carbon emissions and combating climate change, but it also stimulates economic growth, creates jobs, and enhances the overall quality of life for citizens. Moreover, with governments increasingly prioritizing sustainability initiatives and offering incentives for EV adoption, the time is ripe for banks to seize this lucrative opportunity.

For CEOs of banks looking to bolster their green portfolios and make a meaningful impact on the transition to a low-carbon economy, investing in EV charging infrastructure presents a compelling proposition. By financing the expansion of EV charging networks, banks can play a pivotal role in shaping a more sustainable future while reaping significant financial rewards.

In conclusion, the research highlights the urgent need for investment in EV charging infrastructure across Southeast Europe and underscores the pivotal role that banks can play in driving this transformation. As the demand for EVs continues to soar and governments ramp up efforts to decarbonize transportation, now is the time for banks to seize the opportunity and lead the charge towards a cleaner, greener future.

Written by: Vladimir Džodžo
Global Digital Marketing Programs



Introducing Global Digital Marketing Programs, the company specialized in crafting and implementing cutting-edge digital marketing and loyalty systems tailored to the financial industry. With a commitment to innovation, our solutions represent a paradigm shift in the world of financial services and e-commerce, setting new standards for excellence and efficiency.

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Empowering Financial Inclusion: The Journey of Mission Fintech

Mission Fintech, an innovative digital platform, has embarked on a mission to revolutionize financial services for minority groups in South East Europe. In its initial phase, spanning from 2023 to 2024, Mission Fintech diligently laid the groundwork for its vision. This article elucidates the pivotal milestones achieved during this phase, shedding light on the platform's functionalities, services, and the profound impact it aims to deliver.

MVP Implementation (2024-2025):

During this phase, Mission Fintech concentrates on developing and testing the core functionalities of the platform. The meticulous process involved integrating with the robust Glook backend, ensuring seamless user experience and reliable service delivery. Moreover, Mission Fintech embraced linguistic diversity by translating its platform into 10 languages, fostering inclusivity and accessibility across its target regions.

Mission Fintech emerges as a beacon of financial empowerment, offering a myriad of services tailored to minority groups' unique needs. Multilingualism lies at the heart of its ethos, bridging linguistic barriers and facilitating universal access. From loans customized to individual financial requirements to comprehensive financial literacy education, Mission Fintech equips users with the tools to navigate the complex terrain of personal finance.

The platform's service portfolio encompasses a spectrum of offerings aimed at enhancing users' financial well-being. From loans meticulously crafted to suit diverse needs to sophisticated financial advisory services, Mission Fintech fosters financial autonomy and resilience among its users. Moreover, intuitive budget planning tools and insightful cash flow analyses empower users to make informed financial decisions, thereby fortifying their financial foundations.

Value for Users

At the core of Mission Fintech's mission lies a commitment to democratizing financial services and

fostering inclusivity. By transcending language and cultural barriers, Mission Fintech extends a lifeline to marginalized communities, enabling them to seize opportunities and realize their financial aspirations. Through education, customization, and convenience, Mission Fintech catalyzes a transformative journey towards financial empowerment and prosperity.

The MVP phase of Mission Fintech's journey encompasses five pivotal segments, each contributing to the platform's functionality and user experience:

1. Frontend (Web): Serving as the public interface, the frontend web page provides a comprehensive overview of Mission Fintech's vision, mission, and impact. It offers access to vital information, news updates, and contact forms, fostering engagement and interaction.



Presentation of Mission Fintech to REDi representatives in Serbia

MVP FUNCTIONALITIES



2. User Portal: The user portal serves as the gateway to Mission Fintech's core features, including ESG scoring, budget planning tools, and reward point management. Empowering users with personalized insights and actionable recommendations, the user portal facilitates informed decision-making and financial planning.

3. Admin Portal: Designed for project administrators, the admin portal offers a centralized platform for monitoring and managing Mission Fintech's operations. From analytics dashboards to user management tools, the admin portal streamlines administrative tasks and ensures seamless platform governance.

4. Backend: Leveraging the robust capabilities of the backend, Mission Fintech's backend segment handles data processing, integration, and security with unparalleled efficiency. From managing bank offers to orchestrating marketing campaigns, the backend segment forms the backbone of Mission Fintech's operational infrastructure.

5. Bank Portal: Facilitating interactions between users and partner banks, the bank portal empowers banking staff to deliver personalized services and support. From verifying coupon redemptions to initiating credit assessments, the

bank portal enhances user experience and operational efficiency.

Conclusion

As Mission Fintech paves the way for a more inclusive and equitable financial landscape, its journey serves as a testament to the transformative power of technology and innovation. By prioritizing accessibility, education, and customization, Mission Fintech embarks on a noble quest to empower minority groups and foster financial resilience. As it continues to evolve and expand its footprint, Mission Fintech remains steadfast in its commitment to driving positive change and unlocking untapped potential in the realm of financial inclusion.

Note: Mission Fintech is partnering with REDI - an ecosystem builder and connector between Roma entrepreneurs operating in their communities and the mainstream business environment (www.redi-ngo.eu)

Author: Marija Dželajlija Džodžo

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Bridging the Gap with Inclusive Fintech Solutions



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ESG Training for Banks

ESG seminar for financial institutions



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ESG Training for Banks

Our exclusive ESG training for banks will provide you with deep insight into ESG principles, their impact on the banking industry and concrete steps you can take to make a positive impact on society and the planet.



Why sign up for our ESG training:

- Increase Reputation: Understanding ESG principles and applying them in business helps to build a positive reputation among clients, investors and the community.
- Reduce Risk: ESG analysis helps in identifying potential risks and avoiding negative impacts on business.
- Increase Profitability: Integrating ESG factors into the strategy can lead to positive effects on profitability with more efficient operations.
- Achieve Sustainable Growth: ESG principles are the key to sustainable growth and long-term success in today's banking world.

What you will learn at the training:

- Basics of ESG principles and their significance for the banking industry.
- Practical examples of how ESG can improve business.
- How to integrate ESG into banking strategy.
- Contemporary trends in ESG investments



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ESG seminar for financial institutions

Content of ESG training in banking

In person or online



Introduction to ESG

- Overview of ESG principles and their significance.
- Historical perspective and regulatory framework.

ESG Basics

- ESG goals and value systems.
- Application of ESG principles.
- Environmental aspects of ESG.

Social and governance aspects of ESG

- Social aspects in ESG.
- Management aspects in ESG.
- Product design considerations.

Supply chain and ESG

- Supply chain considerations.
- Emission of greenhouse gases (GHG).
- Energy management and sustainability.

Client welfare and business practices

- Client welfare and ESG
- Ethical sales practices
- Impact of digitization and ESG

Employee engagement and business ethics

- Involvement and engagement of employees.
- Business ethics in ESG.
- Characteristics of an active ESG implementer
- Knowledge areas for ESG implementers

ESG Organization and reporting

- ESG organization.
- ESG reporting and transparency.
- Sustainable development goals that are particularly relevant to banking
- Measurable ESG/SDG goals

Group discussions and case studies

- Case studies
- Interactive group discussions on ESG case studies.

ESG Knowledge Test

- Participants take a written test to assess their understanding of ESG principles.
- Award certificates to participants who successfully completed the test and seminar.



Level	Training hours	Certificate
1)Basic	12	
2)Advanced	12	

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Navigating the EU Carbon Border Adjustment Mechanism: Implications and Challenges

The global effort to combat climate change has reached a pivotal moment, with policymakers grappling with the challenge of reconciling ambitious environmental goals with the imperative of maintaining international trade relations. At the forefront of this intersection lies the European Union's Carbon Border Adjustment Mechanism (CBAM), a groundbreaking initiative designed to address carbon leakage, promote global climate action, and safeguard the competitiveness of European industries. In this article, we delve into the intricacies of the CBAM, exploring its implications, challenges, and potential impact on the environment and global trade.

The CBAM, a central component of the European Green Deal and the Fit for 55 package, aims to accelerate the decarbonization of European industries while preventing carbon leakage. By levying a carbon tariff on specific imported products based on their embedded carbon content, the CBAM seeks to ensure a level playing field for domestic producers and incentivize global climate action. Importantly, the CBAM is not intended as a protectionist measure but rather as a mechanism to align international trade with ambitious climate goals.

The CBAM operates through a multi-step process, beginning with the assessment of the carbon content of imported goods and the establishment of a carbon price

based on domestic emissions trading schemes. Importers are then required to purchase CBAM certificates equivalent to the carbon emissions associated with their imports, with customs authorities levying the appropriate carbon border tax upon arrival of the goods. The CBAM is set to enter into force in phases, with reporting obligations commencing in 2023 and full implementation expected by 2034.

The CBAM holds the potential to significantly reduce greenhouse gas emissions by incentivizing cleaner production practices and encouraging global climate action. By imposing a cost on carbon-intensive imports, the CBAM aims to drive innovation and investment in low-carbon technologies while discouraging reliance on

high-emission goods. Additionally, the revenues generated from the carbon border tax can be directed towards funding climate mitigation and adaptation efforts, further contributing to environmental sustainability.

Challenges and Considerations

While the CBAM represents a bold step towards aligning trade with climate objectives, it also poses significant challenges. Enforcing compliance requires a robust monitoring and verification framework to ensure transparency and accuracy in emissions reporting. Moreover, concerns have been raised regarding the potential for trade tensions and disputes, particularly with countries that perceive the CBAM as a protectionist measure. Addressing these challenges will be essential to the successful implementation of the CBAM and its ability to achieve its intended environmental and trade objectives.

The Corporate Sustainability Due Diligence Directive (CSDDD), proposed in February 2022 and expected to take effect in 2024, imposes strict requirements on companies to identify, prevent, and mitigate negative environmental and human rights impacts. CS3D covers companies' operations and their supply chains, requiring the development and implementation of preventive action plans and alignment with the Paris Agreement on climate change. Similar regulations, like Germany's Law on Due Diligence in the Supply Chain, require companies to meet

due diligence standards to enhance human rights and environmental practices across global supply chains. From 2024, this law will extend to companies with over 1,000 employees, necessitating compliance from both regulated companies and their suppliers.

At the end of 2023, the EU reached a provisional agreement on the Eco-design for Sustainable Products Regulation (ESPR), aiming for adoption in 2024. ESPR builds on existing eco-design regulations, aiming to transform product design and production to achieve the goals of the European Green Deal. The regulation sets new standards for the environmental performance of products, promoting sustainability throughout their lifecycle. The EU Corporate Sustainability Reporting Directive (CSRD), which took effect in January 2023, mandates ESG reporting for over 50,000 companies, including non-EU companies with subsidiaries or listings in the EU. CSRD introduces the concept of double materiality and the European Sustainability Reporting Standards (ESRS). Companies must report according to ESRS standards, covering numerous metrics and targets, thus complicating the reporting process. Double materiality requires assessing the materiality of environmental and social issues from both financial and impact perspectives. The new rules apply in 2024 for reports published in 2025. Voluntary standards, such as the GRI standards, have already published indices to help companies align current practices with ESRS requirements.



The EU Carbon Border Adjustment Mechanism represents a pioneering initiative in the global fight against climate change, offering a pathway to reconcile environmental sustainability with the realities of international trade. By incentivizing emission reductions, promoting clean technologies, and fostering global cooperation, the CBAM holds the potential to drive transformative change in both environmental and economic spheres. However, its success will hinge on effective implementation, international cooperation, and careful consideration of the complex interplay between climate objectives and trade dynamics. The European Sustainability Reporting Standards (ESRS) introduce comprehensive guidelines for companies to report their environmental, social, and governance (ESG) performance. Key segments of ESRS include:

- **Materiality Assessment:** ESRS emphasizes the importance of a materiality assessment, requiring companies to identify and report on ESG issues that are financially significant and have a significant impact on stakeholders.
- **Environmental Reporting:** Companies must disclose detailed information on their environmental performance, including greenhouse gas emissions, energy consumption, water usage, waste generation, and biodiversity impact.
- **Social Reporting:** ESRS mandates reporting on social aspects, such as labor practices, human rights, diversity and inclusion, community engagement, and supply chain



management. This segment focuses on issues related to employees, communities, and other stakeholders.

- **Governance Reporting:** Companies are required to provide transparency on their governance structures, practices, and policies. This includes information on board composition, executive compensation, risk management, compliance, and ethical business conduct.
- **Metrics and Targets:** ESRS sets out specific metrics and targets for each reporting area, enabling comparability and consistency across different companies and industries. This segment ensures that companies report relevant data in a standardized format, facilitating analysis and benchmarking.
- **Disclosure Requirements:** ESRS outlines the disclosure requirements for ESG reporting, including the format, frequency, and level of detail. Companies are expected to provide comprehensive and accurate information in their reports, enabling stakeholders to assess their ESG performance effectively.
- **Verification and Assurance:** ESRS emphasizes the importance of verification and assurance to enhance the credibility and reliability of ESG reporting. Companies may opt for external assurance to validate the accuracy and completeness of their reported data, providing assurance to stakeholders.
- **Integration with Financial Reporting:** ESRS encourages the integration of ESG reporting with financial reporting, recognizing the interconnectedness of financial and non-financial performance. This segment facilitates a holistic understanding of company performance and enhances decision-making for investors and other stakeholders.

Overall, ESRS provides a robust framework for companies to report their ESG performance transparently and consistently, fostering accountability, trust, and sustainability in the corporate sector. The regulatory landscape for ESG in 2024 is marked by significant new directives and mechanisms aimed at fostering responsible business practices. Companies must navigate these complex requirements, which not only transform internal operations but also influence global supply chains. By aligning with these regulations, businesses contribute to broader environmental and social goals, positioning themselves as leaders in sustainable development. The CBAM, CSRD, CS3D, and ESPR each represent vital components of this transformation, collectively driving the shift towards a more sustainable and equitable global economy.

The EU Carbon Border Adjustment Mechanism represents a pioneering initiative in the global fight against climate change, offering a pathway to reconcile environmental sustainability with the realities of international trade. By incentivizing emission reductions, promoting clean technologies, and fostering global cooperation, the CBAM holds the potential to drive transformative change in both environmental and economic spheres. However, its success will hinge on effective implementation, international cooperation, and careful consideration of the complex interplay between climate objectives and trade dynamics. In conclusion, the CBAM stands as a testament to the EU's commitment to leading the transition to a low-carbon future, offering a model for other regions to follow in the pursuit of sustainable development and climate resilience.



eSecurity Conference 2024: Strengthening Cybersecurity Frontiers

Belgrade, renowned for its historical significance, cultural heritage, and now, for hosting one of the premier cybersecurity events in the region. The eSecurity Conference, organized by the eSigurnost Association, is poised to mark its eighth annual edition from October 7th to 10th, 2024. This gathering serves as a nexus for professionals in the ever-evolving realm of Information Security, boasting a lineup of over 30 distinguished speakers from across the globe.

With more than 200 participants expected, the conference promises to be an immersive experience. Attendees will have the opportunity to engage with leading luminaries in cybersecurity, gaining insights into the latest trends, threats, and solutions. From hacking demos that showcase cutting-edge techniques to networking sessions fostering collaboration and knowledge exchange, the event is designed to enrich the understanding and capabilities of all involved.

#ack or be #acked: The CTF Challenge

One of the highlights of this year's conference is the Capture the Flag (CTF) game, aptly titled "Hack or be Hacked." Powered by CPP Services, this competition offers participants a chance to test their skills in a simulated cybersecurity environment. Warm-up challenges, hands-on activities, and enticing prizes await those who dare to participate. It's not just about competition; it's about honing one's abilities and embracing the spirit of camaraderie within the cybersecurity community.

Empowering Through Education

The conference agenda is thoughtfully curated to cater to diverse interests and expertise levels. Day Zero kicks off with intensive training sessions covering hacking, penetration testing, digital forensics, and security governance. These sessions provide a solid foundation for novices and advanced insights for seasoned professionals.

Days 1 and 2 of the conference feature a plethora of talks, workshops, and discussions delving into cybersecurity and digital forensics. Renowned speakers such as Dragan Đokić, Sanja Kekić, and Mikica Ivošević will share their expertise, offering valuable perspectives on industry challenges and best practices. Networking dinners provide a relaxed atmosphere for forging connections and fostering collaborations, ensuring that the benefits extend beyond the confines of the conference halls.

As cyber threats continue to evolve in complexity and frequency, the importance of robust cybersecurity measures cannot be overstated. The eSecurity Conference serves as



a beacon of knowledge, equipping professionals with the tools and insights needed to safeguard digital ecosystems against emerging threats.

Join the Conversation

<https://esecurity.rs/>

Written by: Nemanja Petrović
eSigurnost



Nemanja Petrović, eSigurnost

EVENT PROMO CODE

for the 7-10 th October 2024 event
Hotel Mona Plaza, Belgrade



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Technobank 2024: Navigating the Future of Banking in the Digital Age

Belgrade played host to the much-anticipated Technobank conference this April, bringing together industry leaders, innovators, and experts to explore the latest trends and advancements in the ever-evolving landscape of financial technology. With a comprehensive agenda spanning two days, the conference delved deep into topics ranging from omnichannel banking to artificial intelligence, reflecting the dynamic nature of modern banking in the digital era.



Day One: Embracing Innovation

The conference kicked off with a warm welcome and breakfast, sponsored by Nespresso, setting the stage for an enlightening exchange of ideas and insights. Dr. Mihailo Jovanović, Minister of Information and Telecommunications, delivered the opening address,

emphasizing the importance of technological advancements in shaping the future of banking.

One of the highlights of the morning sessions was the keynote speech by Marko Derča, Managing Partner at Kearney SEE, who explored the theme of “Navigating the Digital Frontier: Retail Banking Evolution in the Age of

AI.” Derča provided valuable insights into the shifting landscape of retail banking, emphasizing the crucial role of omnichannel experiences and the integration of AI technologies.

The panel discussion on “Soft POS vs. Traditional POS vs. Android POS” offered a nuanced perspective on the evolving payment ecosystem, with industry experts deliberating on the merits of different POS systems in enhancing customer experience and driving business growth.

Throughout the day, platinum sponsors such as NCR Atleos, Algotech, Temenos, Muehlbauer, Nexi, and Orion Innovation showcased their innovative solutions aimed at revolutionizing banking experiences and driving digital transformation.

Day Two: Innovations and Insights

The second day commenced with another engaging breakfast session, courtesy of Nespresso, followed by a panel discussion on “Digital Factory One Year Later,” providing a retrospective analysis of the progress made in digital transformation within the banking sector.

Platinum sponsors continued to take center stage, presenting cutting-edge solutions to address emerging challenges in cybersecurity, document management, and digital card technologies. The sessions shed light on the evolving cyber-fraud landscape, the power of digital cards in unlocking future possibilities, and the importance of real-time data for enhancing customer excellence.

The conference also delved into the role of AI in reshaping banking interactions, with sessions focusing on AI-driven transformations, open-text aviators, and innovations in software development. Moreover, discussions on human-AI resource management underscored the growing



significance of leveraging AI technologies to augment human capabilities and drive organizational success.

Closing Thoughts

As the Technobank 2024 conference drew to a close, participants departed with a wealth of knowledge, fresh perspectives, and renewed inspiration to navigate the ever-changing landscape of banking in the digital age. The event served as a testament to the relentless spirit of innovation driving the fintech industry forward, promising a future where technology continues to redefine and revolutionize banking experiences worldwide.

In the words of Darko Marjanović, General Manager of Things Solver, “The application of generative AI in the enterprise segment heralds a new era of possibilities, where innovation knows no bounds. As we embark on this journey of technological advancement, let us embrace the opportunities that lie ahead and chart a course towards a brighter, more inclusive financial future.”

Technobank 2024 stands as a beacon of progress, uniting visionaries and thought leaders in their collective pursuit of excellence and innovation. As we bid farewell to this year’s conference, we eagerly anticipate the transformative breakthroughs and paradigm shifts that await us on the horizon, propelling the banking industry into a new era of unprecedented growth and opportunity.

Written by: Nikola Mirković
ASIT



Money Motion 2024: Pioneering the Future of Finance

Zagreb played host to the vibrant and dynamic Money Motion conference in March, drawing together industry leaders, innovators, and experts from across the globe to explore the latest trends and innovations shaping the future of finance. Over two days packed with insightful discussions, panel sessions, and fireside chats, attendees delved deep into topics ranging from payment ecosystems and open finance to AI-driven banking and cybersecurity.

Embracing Innovation

The conference commenced with a warm welcome and networking session, setting the stage for a day filled with enlightening conversations and thought-provoking insights. The opening ceremony, led by Anna Maj, Founder & CEO at CreatLink, set the tone for the day, highlighting the transformative potential of emerging technologies in revolutionizing the payment ecosystem.

A standout session on the future of the European payment industry brought together esteemed panelists from Nexi Switzerland, the European Women Payments Network,

Erste Bank, Samsung Pay Germany, and EPI Company. Moderated by Damir Čaušević, Co-Founder and Group CEO at Monri Payments, the panel explored key trends and challenges shaping the future of payments in Europe.

Throughout the day, attendees were treated to engaging discussions on topics such as open finance, AI-driven banking, cyber resilience, and the dynamics of private vs public money. Panel sessions featuring industry experts and thought leaders provided valuable insights into the evolving landscape of finance, offering strategies and solutions to navigate the challenges and opportunities presented by rapid technological advancements.

The day concluded with a lively “Fightclub” session, pitting Aircash against Revolut in a spirited debate moderated by Božidar Pavlović, Managing Director at Jackie Agency, providing attendees with a firsthand look at the competitive dynamics shaping the fintech landscape.

Envisioning the Future

The second day of Money Motion began with early networking opportunities, allowing attendees to connect and collaborate before diving into a day filled with illuminating discussions on the future of finance. Fireside chats with industry luminaries such as Boris Vujčić, Governor of the Croatian National Bank, and Péter Csányi, Deputy CEO and Chief Digital Officer of OTP Group, provided unique perspectives on liquidity, AI’s impact on banking, and the evolving relationship between banks and fintechs.

Panel sessions on topics such as embedded insurance, consumer trends in payments, and the role of universities in fintech development offered valuable insights into emerging trends and opportunities in the financial landscape. Experts from leading institutions and organizations shared their expertise, sparking meaningful conversations and inspiring ideas for future innovation.



The conference concluded with an awards ceremony recognizing standout startups and a closing ceremony that celebrated the spirit of collaboration and innovation that defined Money Motion 2024. Attendees then had the opportunity to unwind and network further at the MoMo Lounge Bar & Food Court, followed by an electrifying MoMo Party featuring top DJs and entertainment.

About Money Motion

Money Motion is a premier gathering that explores the cutting edge of finance, from personal banking to digital identity and social impact. By bringing together thought leaders, innovators, and industry experts, Money Motion seeks to foster collaboration, spark innovation, and drive positive change in the financial landscape. As the fintech revolution continues to unfold, Money Motion remains at the forefront, shaping the future of finance one conversation at a time.

Written by: Hrvoje Hrvatin,
Money Motion



INFINTECH 2024:
The Premier Fintech Event
Returns to Montenegro

Mark your calendars for October 10th and 11th, 2024, as INFINTECH, the leading fintech conference, makes its triumphant return to Porto Montenegro. Join us for two days of insightful discussions, unparalleled networking opportunities, and exclusive access to key players in the fintech industry.

About INFINTECH

INFINTECH serves as a nexus for regulators, incumbent banks, neobanks, payment institutions, fintech researchers, consultants, and solutions providers worldwide. Our mission is to facilitate discussions on the latest industry trends, foster cross-country collaborations, and showcase Montenegro as a burgeoning fintech hub.

INFINTECH 2023 Topics

At INFINTECH 2023, we delved into critical topics shaping the future of finance, including:

- Open banking
- Customer experience
- Digital transformation
- Payments

- New business models & ecosystems
- Data in finance

Why Attend INFINTECH 2024?

1. Quality Networking: With over 300 attendees, INFINTECH offers intimate networking opportunities in the picturesque setting of Montenegro’s Superyacht Marina. Engage in both formal and informal sessions designed to facilitate meaningful connections and collaborations.
2. The Right Timing: Montenegro and many Balkan countries are in the early stages of implementing open banking and digital transformation projects. Stay ahead of the curve by gaining valuable insights and strategies from industry experts at INFINTECH 2024.



3. Investment That Pays Off: INFINTech limits the number of sponsors to ensure that each participant receives maximum exposure and ROI. By sponsoring INFINTech, you gain exclusive access to decision-makers and influencers, positioning your brand for success in the competitive fintech landscape.

Join the INFINTech 2024

Don't miss out on the opportunity to be part of INFINTech 2024. Join the email list to receive special deals and the latest information about the conference. Whether you're a fintech innovator, industry veteran, or

aspiring entrepreneur, INFINTech promises to be an event you won't want to miss.

Apply to sponsor INFINTech 2024 and secure your place at the forefront of the fintech revolution. Experience networking is so intimate, it doesn't even feel like a business event.

See you at INFINTech 2024 in Porto Montenegro!

Written by: Jovan Radnic

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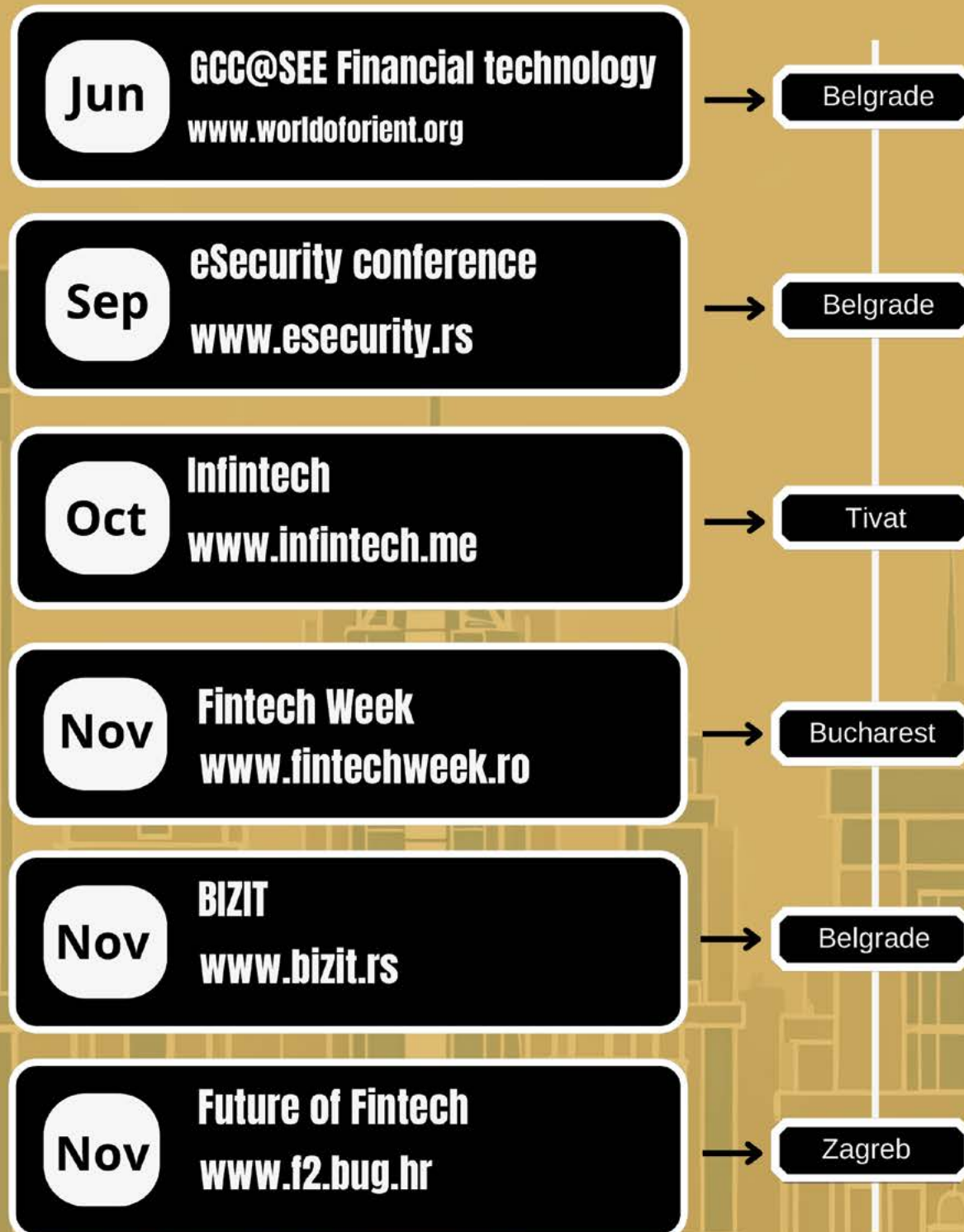
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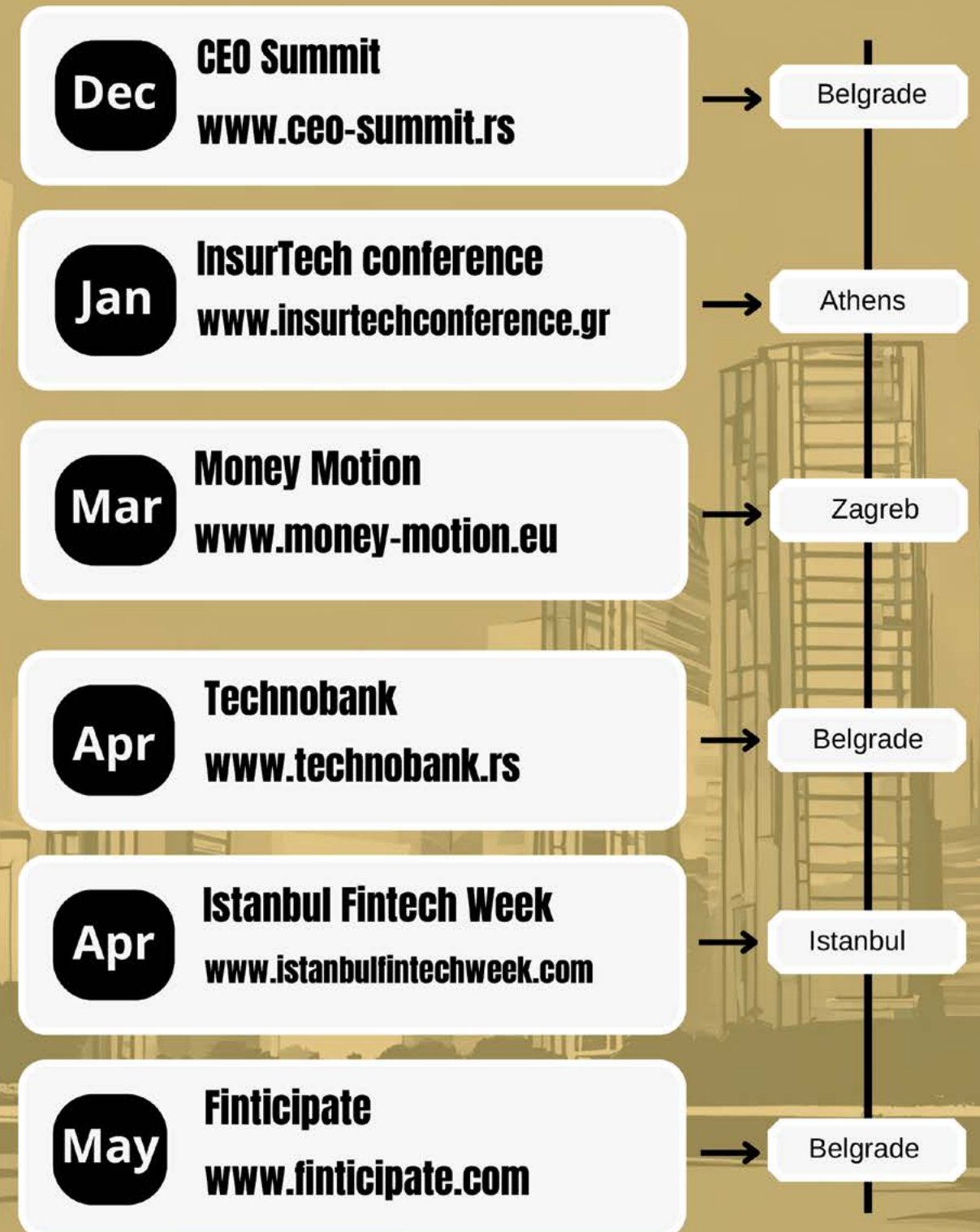
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