

# Program

Jaz Hotel, October 26, 2017

---

09.30 – 10.00 a.m.

## Registration and welcome coffee

10.00 – 10.30 a.m.

## Retail Banking & Payments

Benjamin Wellstein – Director, Global Retail Banking Practice

- Smart product and price differentiation in retail banking
- From free to fee – learnings from big price transformation projects
- Pricing of new digital solutions



10.30 – 11.00 a.m.

## Corporate Banking

Gianluca Corradi – Director, Global Corporate Banking Practice

- Revenue enhancement through in-depth relationship data analysis
- Data-driven approach for preventing client attrition
- RWA optimization and profitable capital allocation



11.00 – 11.30 a.m.

## Coffee break

11.30 a.m. – 12.00 p.m.

## Private Banking

Maximilian Biesenbach – Director, Global Private Banking Practice

- Product split in wealth management: implications for the top line
- Smart transition of self-directed clients into value-adding services
- Pricing tools supporting client shift to advised or managed solutions



12.00 – 12.30 p.m.

## Panel discussion

Jens Baumgarten – Partner, Global Banking Practice

Managers from leading Dutch financial services providers

- Practitioners view on profitable growth in banking
- Facilitated group discussion
- Q&A session



12.30 – 1.30 p.m.

## Wrap-up & lunch buffet

## Simon-Kucher & Partners

Jens Baumgarten

Mobil +49 69 905010 602

E-Mail [jens.baumgarten@simon-kucher.com](mailto:jens.baumgarten@simon-kucher.com)

## Venue

Jaz Hotel Amsterdam, De Passage 90, 1101 AX Amsterdam-Zuidoost