

Gent, 25 February 2019

Dear,

Digitalization, User convenience, Security, Compliance, Agility are key challenges for Financial Institutions that face increased customer expectations, competition from fin-techs and need to contain their cost at the same time. Challenges are even bigger for mid-size organizations that need to do more with less and face higher cost per user than large organizations.

Technology breakthrough's such as Mobile, Fraud Detection, Digital Signature, and high quality cloud enable banks to face this challenges with strong assets.

At our VIP event March 21<sup>st</sup>, you will hear how these new technologies and the Cloud Model helps banks today and tomorrow. We will also introduce an innovative idea of "Group Buying", whereby we want smaller organizations to enjoy the cost structure of larger ones.

The target audience for this event are mid-size financial institutions in Belux, and in particular the heads of direct channels as well as the heads of Digital transformation.

You will hear about a Cloud Service allowing Digital Onboarding and enrolment of new customers, fraud detection, day-to-day authentication, transaction and document signing. We will propose how sharing knowledge can help such communities to better detect and mitigate fraud patterns.

We will also detail the concept of "Group Buying". At the end of the event, we would like that those banks interested by the idea agree to be part of a working group allowing to bring the idea to reality for their benefit and the benefit of the community.

You are warmly invited to the VIP Event of March 21<sup>st</sup>, "Digital Banking-Insurance Transformation"- Group Buying at Hilton Hotel, Brussels.

- VIP Event date: 21 March 2019 13H30 (lunch: at 12H00)
- Place: Hilton Brussels Grand Place (Carrefour de l'Europe, 3 1000BXL)

**Agenda:** (draft: at this stage, a few speakers still need to be confirmed)

- 20' FEBELFIN: Tom Boedts, General Counsel at Febelfin who will talk about Digital Banking transformation & how Febelfin sees the Cloud evolution
- 10' ING sharing its Digital Banking transformation experience
- 30' CRELAN : "Preparing a bank for the Digital Future and the importance of shared services"
  - Laurent Dumont: "Preparing a bank for the Digital Future"
  - Bart Moerman: "Digital Future and the importance of shared services"
- 20' AG Insurance presenting their current implementation
- 20' Gemalto: presenting its ID cloud solution
- 15' Trustbuilder: integrating Gemalto ID Cloud with legacy infrastructure
- 15' Connective: how to integrate Digital Signature & smart documents in this context
- 20' Presentation of the Group Buying concept
- 5' Conclusion

At the end of the event, Financial Institutions who are interested in the idea will be asked to express their will to pursue the idea further. Without any commitment to use any of the services behind. Only those sponsors will have access to the Group Buying plan.

Please reply to [sales@trustbuilder.com](mailto:sales@trustbuilder.com) with one of those five options:

- I will participate to the event on 21March, starting at 13H30 sharp, Hilton, Brussels
- I would like to have lunch at 12h00
- I'm not able to participate but delegate the following person: ...
- I will not participate & will therefore not investigate further the group buying idea with Gemalto and other banks.

The audience is strictly limited to 40 people: priority is given to first registrations.

For any question, please ask

- [jan.van.leuven@trustbuilder.com](mailto:jan.van.leuven@trustbuilder.com) (+32 478 29 08 46)
- [kurt.berghs@trustbuilder.com](mailto:kurt.berghs@trustbuilder.com) (+32 495 52 22 59)

Wishing you a pleasant & successful day,

Kind regards,

Jan van Leuven, Vice President Global Sales, Trustbuilder

Kurt Berghs, Sales Manager Benelux, Trustbuilder

Philippe Regniers, Vice President Digital Banking, Gemalto

Pierre Heinrichs, Area Sales Manager, Digital Banking, Gemalto

Fabrice Offret, Group Chief Sales Officer, Connective

Charly Deighton, Sales Manager, Connective

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