



TECHNOBANK SERBIA

Transform Modernize Simplify

April 17th, 2024

Orion is now LFC's Official Digital Transformation Partner

LFC is working with Orion in the following areas:

- **Fan Engagement:** App development, integrations across LFC's apps, Stadium of Future
- **Operational Efficiency:** Player management, stadium operations
- **Driving Innovation:** Cutting-edge digital solutions for the club



Official Digital Transformation Partner



Future of Banking



01

Customer Centric

- Shift in Engagement & Channels
- Ghost town effect in branches
- Catering to tastes of the Tech-Savvy Generation

03

Channels

- New Distribution channels at POS (Buy Now Pay Later)
- Digital Brokers



02

Banking Battles

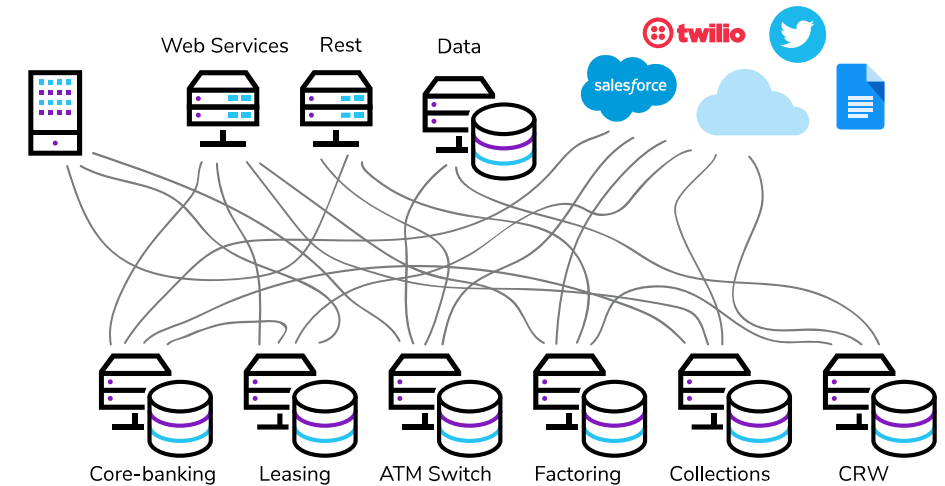
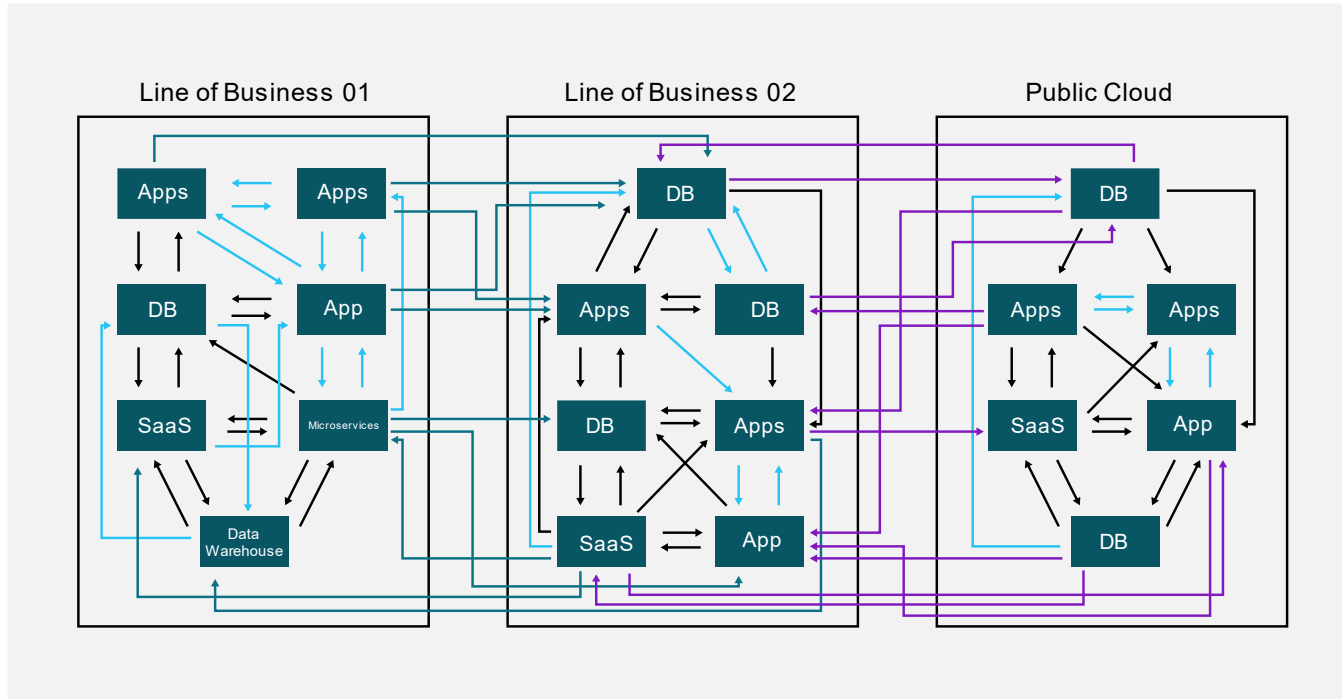


04

Products

- Traditional Loans & Deposits
- Investments
- Third Party Products

Navigating the Spaghetti Architecture Maze



TRANSFORM MODERNIZE

LEGACY SUPPORT

Transforming Valuable Intellectual Property for Modernization

TECHNOLOGY SELECTION

Moving beyond scalability as the sole criterion

RETURN ON INVESTMENT

Utilize ROI as a guiding metric for selection

LARGE BANKS

Assess Operational Efficiency & Growth Strategies applicable for large banks

PRIORITIZE AGILITY OVER SCALE

Opt for solutions offering flexibility & adaptability to evolving needs over sheer scale

DECREASING COSTS INCREASING DIVERSITY

Cost of standardized, productized solutions is decreasing, resulting in proliferation of suppliers in the market

REGULATORY READINESS

Agility & compliance readiness for rapid responses to regulatory requirements\

PRIORITIZE AGILITY OVER SCALE

Opt for solutions offering flexibility & adaptability to evolving needs over sheer scale

ROBUST MIDDLEWARE

Emphasize investments in Responsive APIs to efficiently untangle complexities of spaghetti architecture

SIMPLIFY

Cultivate enduring external partnerships to drive sustained value creation

Discover innovative pathways to enhance existing technology for amplified impact

Adopt a proactive approach to declutter and streamline operations akin to routine spring cleaning

Transition applications to cloud infrastructure for enhanced scalability and flexibility

Implement managed services to optimize operational efficiency and resource allocation

Prioritize simplicity in solution development while leveraging complex technologies through strategic acquisitions

Incentivize the performance of tech sales chatbots analogous to human sales rewards.

Assess the Return on Channel to gauge the effectiveness of distribution channels and partnerships



Enhanced Risk Filter

- Intelligent rules
- Customizable rules table
- Enable clients to set their own business rules
- Real-time Transaction Monitoring
- Scenario Libraries

Insights & Analytics

- Actionable insights & recommendations
- Understand customer transaction-driven behavior
- Detail Payment Analysis

Knowledge Base

- Banks, Bank BIC Codes Dictionary
- City, Country, Sanctioned Vessels
- Known Phrases, Conditions, Statements
- General Knowledge, Domain Knowledge



Orion' Anomalies & Fraud Management

Solution Features

- | | |
|---|--|
| <ul style="list-style-type: none"> ▪ Automated Rules, Predictive Modelling ▪ Workflow Management ▪ Integration with Core Banking & Payment Hub ▪ Real Time Transaction Monitoring ▪ Less than 10% False Positive ▪ Fraud Reports & Insights ▪ Data Ingestion and Responses | <ul style="list-style-type: none"> ▪ Data collection and Analysis ▪ Alerting/ escalation matrix ▪ Products, Channels and Events Supported ▪ Fraud Detection ▪ Accuracy of the alerts ▪ Rules Engine ▪ Whitebox Machine learning and Artificial Intelligence |
|---|--|

Use of Gen AI

- Automatically generate narratives in SAR report
- Generate customers insights using natural language
- Smart Search and Chatbot
- Orion Accelerators

Based on ISO20022

- Based new ISO20022 standard
- Ultimate beneficiary owner validation
- Continuous customer due diligence

Use of NLP and ML

- Read, Interpret, Analyze & Learn
- Contextual Analysis
- Learn from user behavior
- Continuous Learning
- Supervised Machine Learning
- Data Factoring & Clustering
- MLOps

DATA

Data pipelines and ETL automation

Tools & integrations for automating data ingestion, transformation, and loading.

Data Storage

Highly scalable and versatile data storage for structured, semi-structured, and unstructured data.

Real-time data processing

Integration with streaming platforms for near real-time analytics and decision-making.

Data integration

Connectors for seamless ingestion from databases, data lakes, cloud storage, streaming platforms.

Advanced analytics and ML integration:

Seamless integration with analytics and machine learning tools.

Data transformation

SQL-based capabilities for cleansing, normalization, aggregation, and enrichment.

Data sharing and collaboration

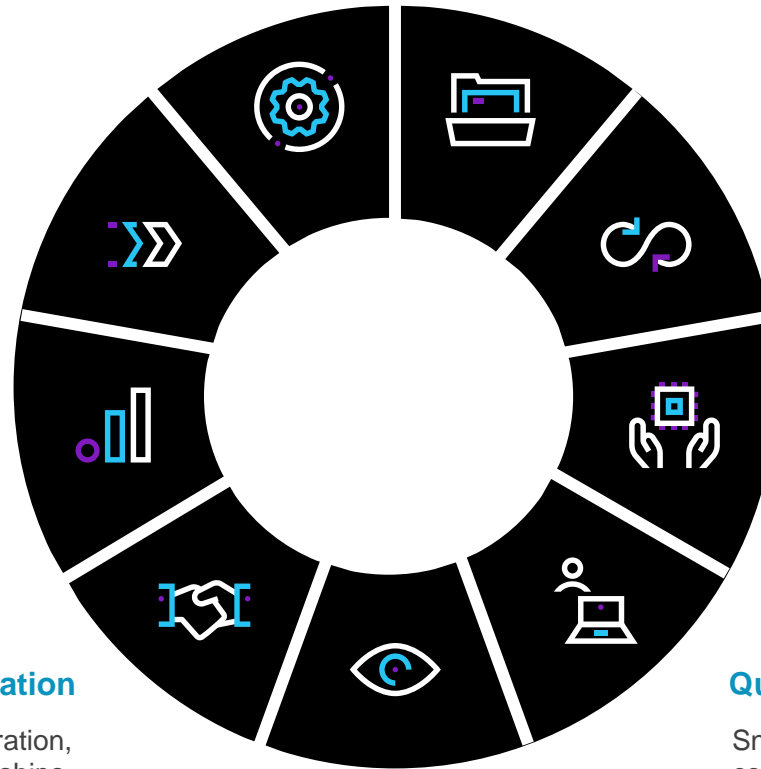
Facilitating controlled sharing, collaboration, and data partnerships.

Querying and analytics:

Snowflake's optimized query engine delivers complex analytical queries on large datasets.

Data governance and security

Access controls, encryption, classification, auditing, and monitoring features.



What we solve

With integration of financial products into digital interfaces that users interact, we offer cutting edge end-to-end solutions for

1. Supply chain and Trade Finance
2. Merchant Finance
3. Lease to Own
4. Insurance, Travel and Entertainment

How we solve

We use our **FI domain expertise** and extensive **implementation experience** to facilitate the execution of your most strategic objectives with **successful implementations** and integrations; **accelerating your digital footprint, marketplace relevance, and growth**

Outcomes

Our integrated approach to digital product strategy enables our clients to develop and implement digital products that differentiate.

Improved time-to-value and maximum ROI for clients, resulting in growth, compliance, efficiencies and secure systems.

Reduced backlog utilizing experienced professionals following a proven implementation playbook.

Hyper-relevant experiences for your members throughout their life cycle, increasing member loyalty, deepening your market share, and earning you a reputation of excellence as a financial institution.

Value Proposition

We are your **trusted partner** providing **best-in-class** Strategy to Execution services following a **proven methodology** delivering **improved time-to-value** with **transparency** into plans, updates and goals

Our Differentiators


- 1 Consulting & Advisory Services
- 2 Automation based on AI-based Data Processing
- 3 Exceptional User Experience
- 4 Rapid Implementation
- 5 Data-Driven Insights



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