

ORACLE



Capital Clarity Series (Middle East Edition)

The Path Back to Economic Restoration: Key Actions for Corporate Banks in Saudi Arabia & The Middle East



Here's your handy listening guide!

Until recently, Corporate Banks in **Saudi Arabia** and the **Middle East** have enjoyed a wave of healthy returns and have played a critical role in the region's banking sector, accounting for more than **60%** of banking revenues.

Now, they're taking an even more central role in an emerging environment where **clarity around working capital has become essential**.

This has placed an impetus on solving legacy system limitations in order to deliver speed, efficiency and the insights their customers need right now. Transformation that was already taking hold in this region, will now accelerate further and in the process, expose critical gaps.

Join Oracle Financial Services and a panel of distinguished industry leaders, in our Capital Clarity Series of market-centric webinars, where we'll address how to empower banks with the capabilities to meet their client needs in today's new landscape.



Meet The Speakers



**Hariraj
Subramanian**

Head of Cash Management
Products, **National
Commercial Bank (NCB)**



Khaled AlBasias

Head of GTB,
Corporate Investments
Deutsche Bank



Phil Knowles

Partner,
KPMG



Panel Moderation By

Parag Ekbote

Head Business
Development Corporate
Banking for APJMEA
Oracle Financial Services

44 The more recent feedback that we're hearing across the corporate banking sector is an **increase of requests coming through for restructuring and rescheduling facilities** as those pressures around the lock down continue to impact business models. Within that, we are seeing a small grouping of customers who have actually benefited from this crisis, perhaps because they were more advanced in digital strategies."

Phil Knowles
Partner



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One of the key challenges that we're facing is mainly **disruption in the supply chain**, and the **limited mobility of people**.

And when we talk about the operational disruption on the supply chain part, I think most of the Corporates continue to operate with a skeleton workforce. There is an obvious workforce shortage and infrastructure limitations.”

*Hariraj Subramanian
SVP & Head of Cash Management Products,
Transaction Banking*

NCB الأهلي



Here's your On-Demand Audio Link!

To help you navigate the discussion, we hope you find the following listening bookmarks handy:

MINUTE

- | | |
|-------|---|
| 06:07 | KPMG: The impact on the banking sector of Saudi Arabia |
| 19:02 | NCB Bank: What are challenges clients are facing today? |
| 25:35 | Deutsche Bank: Challenges unique to multi-national Corporates |
| 29:22 | Is there an uptick in clients looking to re-evaluate their facilities and loan structures ? |
| 31:55 | New demands that banks are seeing from their clients |
| 40:40 | Opportunities in the Supply Chain space |
| 46:15 | What has been the progress so far in Transaction Banking ? |
| 55:05 | What do you see happening in the next two years? |
| 58:00 | Q+A with our audience |

Looking for more information



Preparing for Economic Restoration in a Post-COVID-19 World: Impacts & Actions for Banks and Corporates

Parag Ekbote, your moderator from this webcast and also our Head of Business Development re-iterates some of the impacts and best practices banks need to consider in re-thinking their way forward.



Finextra TV Interview: The Evolution of Virtual Accounts

Conor Colleary, Group Vice President at Oracle Financial Services talks about how VAM is transforming treasury and why that is critical in today's new environment.



Driving Payments Innovation Through SWIFT gpi Universal Confirmations

Shriyanka Hore, Director of Product Strategy at Oracle Financial Services talk about how to remove the hurdles of payments modernization



I'd like to schedule a deeper dive with an Oracle Financial Services consultant!

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