

## Thursday, September 27<sup>th</sup>

Everyone was briefed for an early departure from Hangzhou, meeting time 0515 in the lobby (nobody overslept). The hotel had prepared for an extensive breakfast to-go so that no-one should starve or feel not-taken-care-of. After a smooth morning accompanied by a small flight-delay, we arrived the Shenzhen where a bus waited to take us to another beautiful spot to sleep: the Shangri-La Futian Hotel. After checking in we all enjoyed a good-tasting and highly-appealing lunch before we were taken to the Huawei Headquarter.



### The weather?

Warm and humid, writing 27°C at 1800. Female trousers were to a large extent replaced by skirts and the men threw their jackets off during lunchtime.



### Huawei HQ

At Huawei we had an impressive tour at the Exhibiton Hall, followed by a presentation in the "Big room". Coffee was very welcome and it seems all delegates enjoyed the deep chairs

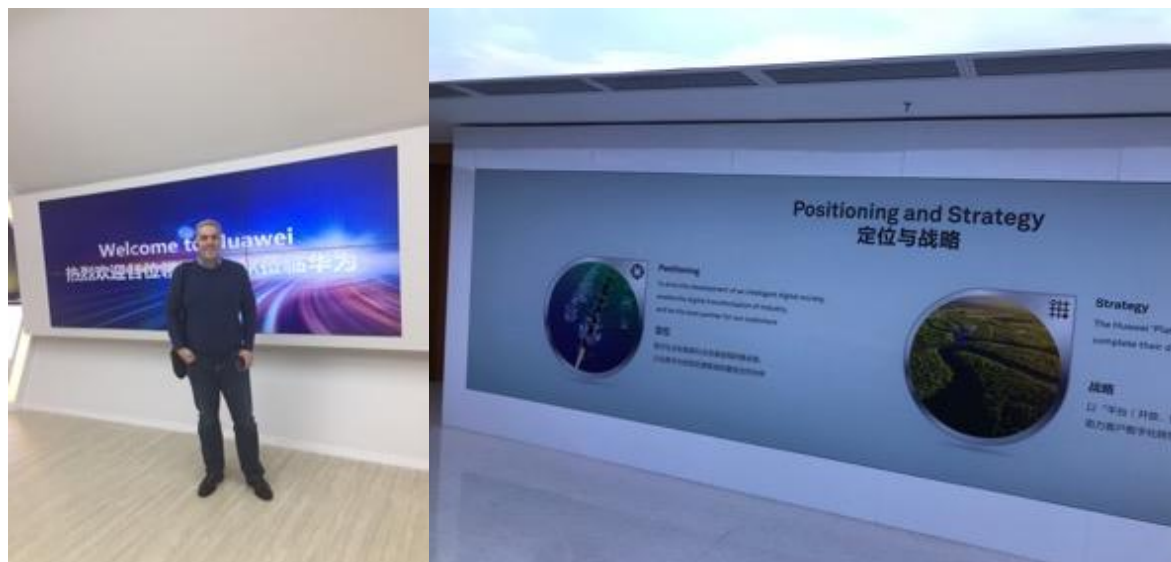
that enabled both listening and relaxing (as we must admit it took a little while longer to get through the presentations than expected).

The topics covered were 'Digital transformation Enablers and Accelerators', 'The bank as a platform', 'Huawei Payments Innovation and Mobile Money Blockchain' and 'Financial Cloud & Big Data'.



Huawei Vision and mission:

Bring digital to every person,  
home and organization for a fully  
Finance Inclusive world



Keynotes:

## Digital transformation Enablers and Accelerators

William Genovese, Vice president Corporate strategy planning

- Banking will become invisible and more of a lifestyle
- "If you believe your infrastructure is a commodity, then perhaps your business is running as a commodity as well
- Banks cannot innovate if they're busy keeping legacy systems alive
- The holy grail for banks is to become the best at "Fintegration"

The fourth industrial revolution

- The digital connected world: Blockchain, AI, IoT
- Confluence and convergence of technologies
- Hyperconnectivity through digital
- Ubiquitous Banking (2025+)

3 trends:

1. Customer experience-digital transformation
2. Cybersecurity in dept-ecosystem based
3. Connectivity, systems and infrastructure

A paradigm shift in banking:

Nonbank entrants: Alibaba, Amazon, Apple, Facebook, Google, Samsung

Fintechs: Wealth management, Payments, Remittance, Investment & Trading

Future state of banking:

1. Banking as a product (Current)
2. Banking as a service (short term)
3. Banking as a lifestyle (Long term)

Digital is a complete transformation of the fabric and foundations of the organization!

Game changers / 5 accelerators:

1. Digital and mobile experience
2. Big data, Ai and Advanced learning
3. Open API Bank
4. Blockchain
5. Biometrics and Adaptive security

Huawei Powers Alibaba – Scalability!

## The bank as a platform -

### Business transformations to Open Banking as a lifestyle

Ronald Fonds, Global Head, FSI Business Development



The industry top of mind

1. Compliance & Regulations
2. Changing customer behaviors/Expectations
3. New entrants and competition: Convergence of emerging technologies

Future state of banking:

1. Banking as a product (Current)
2. Banking as a service (short term)
3. Banking as a lifestyle (Long term)

When the bank becomes a platform

- Technology will need to be Open, Modular and based on open APIs
- Partnerships: Business Partners, Technology partners, Operating partner, API partner, In-account-app-partner, implementation partner, Reseller partner

## Mobile Money & Beyond

### - From Financial Inclusion to Digital Economy enablement

Huck Siang LIM, Senior Director MFS



## Financial Cloud and Big Data

Ronald Funds, Global Head, FSI Business Development

Digital transformation:

Technology convergence requires matching IT Capabilities:

1. Channel innovation: Online, remote, interactive
2. Agile business: Fast, iterative development, updating, and upgrading; timely response; accelerated innovation
3. Smart risk control
4. From mortgage to Big Data risk control

Reshaping IT to Fuel Digital Banking Transformation:

- Reshaping services
- Reshaping data

## Dinner

For dinner Huawei invited us to the Huawei Campus onsite restaurant - a really nice spot where we were able to enjoy some nice drinks and exiting small-scale-fireworks from the bartender. Dividing into groups, we enthusiastically summed up the key-learnings from the tour and all felt that we had changed our mindset – aiming for new and higher missions. The key learnings will be summed up in a document on its own, so leave it for now and enjoy a couple of pictures from the joyful evening.





**Thank you Huawei and all delegates ☺**

NFI / Tone Elise Steig / 03.10.2018

