

KYC Offer

Our experience is the key to your success

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NovInsight Presentation
KYC Offer
Typical Profiles
Our experience
They trust us

NovInsight is a story that starts in 2017 with the two persons having 20 years experience in various banking areas from Capital Market, to Private Banking and even retail. They strongly believed that banks could do much more to surf the digital waves. In their journey they gathered other senior consultants eager to leverage on their experience to make value proposal to financial institutions worldwide. They all believe that Banks need to transform to adapt to an ever changing environment and this change requires the alliance of committed bank staff and external advices from skilled consultants. NovInsight offers is focusing on three transformation axis : Operational model, People, Business Model.



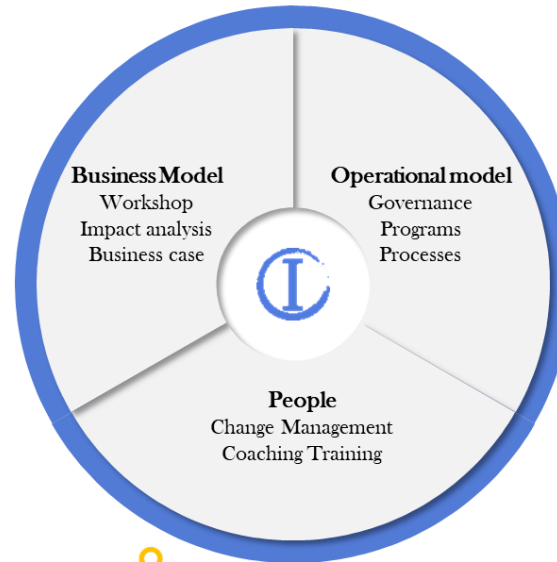
Our promise

With our clients we transform their business and operating models to outperform the market, ensure their staff works ethically and are praised for that



Our values

Ethic,
Agility,
Alliance,
Innovation



Our approach

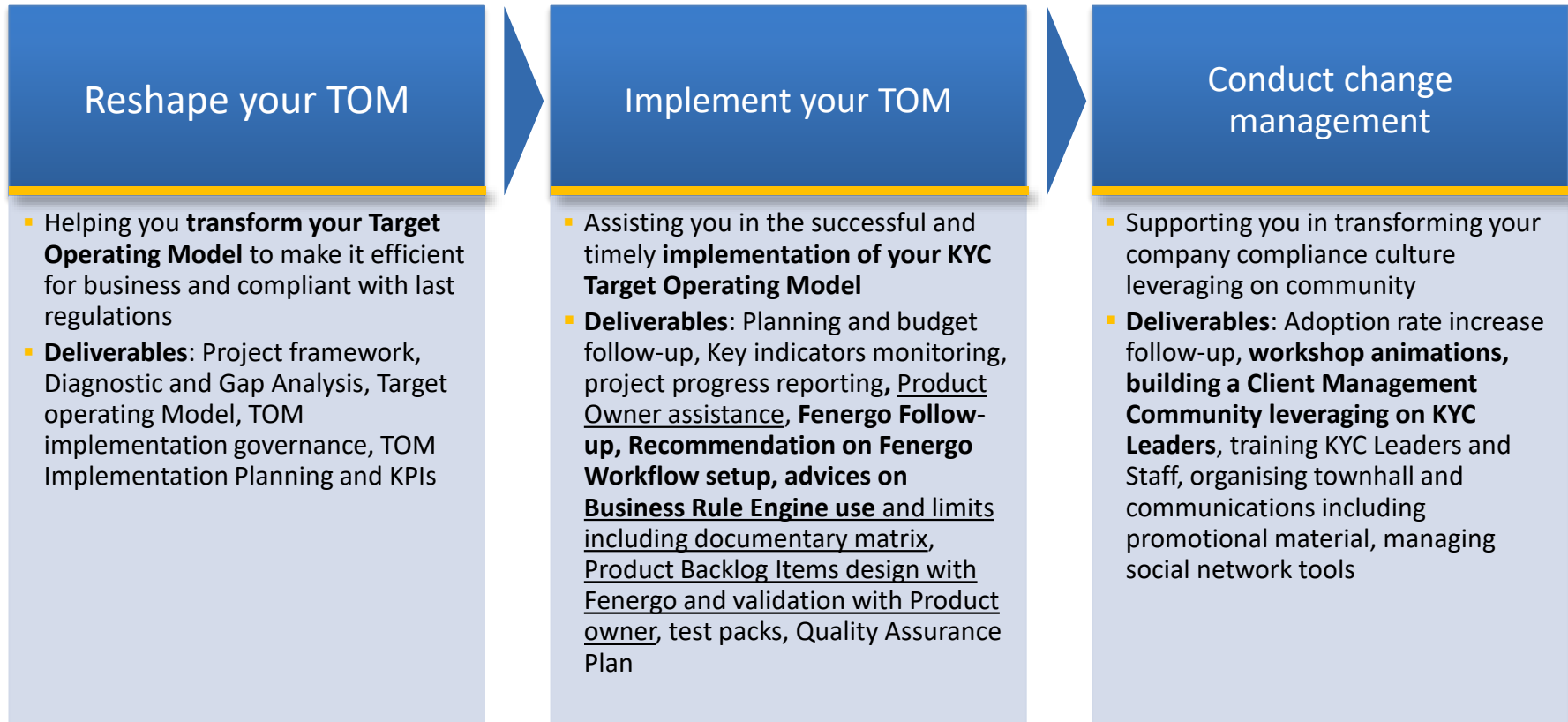
Explore opportunities
Find concrete answers
Transform our client
business models and
organizations



Why Us

- **A broad and strong international experience in banking:** Program management, Digital and Compliance
- **A strong skill set in change management:** Coaching expertise, Training, Co-development and design thinking
- **A bridge between FinTechs and banks:** Experience in digital transformation coupled with deep banking operating model expertise

NovInsight has developed strong skills and knowledge about KYC processes with a specific focus on Fenergo. This expertise was developed in different banking institutions since 2014 on all KYC topics e.g. AML/FT, Classifications, governance, etc. NovInsight experts assist you to deliver Business efficient and strong Compliant Operating model by



- Leveraging on our SPARCK methodology to secure and guaranty the success of your projects
- **Deliverables:** SPARCK project Diagnosis (Sponsorship, Planning, Alignment to stakes, Resistance, Capacity, Key indicators), Gap analysis and recommendations, planning to secure project

NovInsight Proven expertise and experience on similar projects put to your service to add value and ensure the success of your programs :

Reshape your TOM

- **Experience:** 10 projects delivered on target for Retail, private and Investment banking activities
- **Setup:** 1 partner (50%), 1 senior project officer (100%), 1 senior consultant (100%)

Implement your TOM

- **Experience:** Roll out of 10 Target Operating Model projects across different banks –retails, corporate and investment banking, Subsidiary in Luxembourg, etc.-, TOM Transformation and successful worldwide implementation of Fenergo in a French investment bank across business lines
- **Setup:** 1 partner (50%), 1 senior project officer (100%), 1 senior consultant (100%)

Conduct change management

- **Experience:** Over 20years+ managing projects and programs including 2 years experience working with Fenergo provider and its software
- **Setup:** 1 partner (50%), 1 senior project officer (100%), 1 senior consultant (100%) depending on community size

Partner

- **Summary:** Proven success in running a wide range of international program providing acknowledged results to various banking businesses such as corporate and investment banking as well as retail market organizations. Experience of running and delivering large scale process and organisation changes to support business platforms located domestically and internationally. Involved in designing Business, Operational and IT strategies. Adding value to financial institution with new challenges and opportunities thanks to a deep understanding of complex organisation transformation and their impacts
- **Experience:** 20 years plus of running transformation programs in French banking institutions around the world
- **Main banking skills:** Compliance, Financing , Capital Market, Retail banking, Online Banking, Private Banking, Correspondent Banking, Payments
- **Experiences**
 - Natixis – Corporate and Investment Banking: In charge of project management office and solution design stream in relationships with Fenargo regarding the roll out of a new worldwide operating model to manage KYC across all business lines → Indirect report: 11 FTE; impacted scope : 2000+ ETP
 - BNP Paribas Banque de Financement et d'Investissement - Business Project Manager: responsibility for domestic and international banking projects aiming at reinforcing Executive Committee resolution about stopping USD correspondent banking activities and strengthening USD framework in the context of BNPP remediation with the US authorities → Indirect report: 27 FTE over 6 projects; User scope: 40 000+FTS

Senior Project Manager

- **Summary:** Proven success in running a wide range of projects providing acknowledged results to various banking businesses such as corporate and investment banking as well as Asset & Wealth Management and Securities Services organizations. Experience of running and delivering functional and operational/IT projects transforming organisations and impacting domestic and international branches
- **Experience:** 15 years plus of running functional projects and programs in major French banking institutions
- **Main banking skills:** Compliance, Financing , Capital Markets, Retail banking, Online Banking, Private Banking, Correspondent Banking, Payments
- **Experiences**
 - SG – Societe Generale Securities Services: implementation of central Market data referential → Indirect report : 20 FTE; impacted scope : 2000+ FTE
 - Societe Generale CIB - Business Project Manager: various enhancements and rollouts on the Front to Back IS (Alise), linked to repos and securities lending/borrowing products, users needs documentation, stream organisation, planning and budget follow up, domestic and international coverage → Indirect report: 25 FTE over 9 projects; User scope: 9000+ FTE
 - BPCE : Formalization of Front to Back target processes of Treasury and long term financing activities and migration of Banque Populaire portfolios into CNCE back office system (Calypso) during the merger → Indirect report: 12 FTE over 2 projects; Impacted scope: 200+ FTE
 - ProCapital - Business project manager: clients onboarding and portfolios migration including custodian transfers and back office operationals. → Indirect report: 10 FTE over 6 projects; User scope: 200+ FTE

Senior Business Analyst – Product Owner

- **Summary:** significant operational experience and proven success in running a wide range of projects providing acknowledged results in securities services business line. Experience in managing operational teams in securities services back offices as well as running and delivering functional and operational/IT projects linked to regulatory requirements.
- **Experience:** 19 years plus functional experience including last 10 years of running functional projects and programs in major French banking institutions
- **Main banking skills:**, Interbank Exchange Systems including Target2, Target2 Securities (T2S), Correspondent Banking and OTC Platforms. Liquidity management for securities, intraday liquidity management
- **Experiences**
 - SG – Societe Generale Securities Services: Project manager for T2S liquidity management aiming to implement a dedicated tool for liquidity management within T2S, and centralise the liquidity management at the Group level → Direct report, 2 FTE, Indirect report : 20 FTE; impacted scope : 2000+ FTE
 - Societe Generale Securities Services: Coordinateur Métier & MOA Projets réglementaires liquidité: global Business coordinator /PO for remediation project for liquidity management regulatory requirements.

Programs to implement compliance remediation plan for a Euro Zone Bank

- Design and set up projects roadmaps validated by Executive Committees and US regulators for all entities within a major European bank including but not limited to Retail banking, Asset and Wealth Management, Corporate banking, Real Estate
- Improvement and update of control framework to comply with the requirements of FCA (UK Financial Conduct Authority) for Wealth Management Branch

Program to Implement a worldwide KYC Target operating model for a French bank

- Design the TOM for KYC covering AML/FT, Sanctions and regulatory classification.
- Target model include introduction of Fenergo to manage KYC workflow including Vetting and classifications.

Restructuration programs for a Euro Zone Bank

- Design and implement projects roadmap
- Drive the closure of 4 branches: Bahamas, Panama, Greece and Portugal
- Drive the implementation of the IT Hub in Singapore to centralise IT teams
- Drive functional teams for core banking migration
- Back Offices reorganisation

Digital transformation program for a leading Eurozone Bank

- Design the target organisation for the group to adopt the digital working
- Digitalisation of a front to back process for commodities Finance

Retail Banking

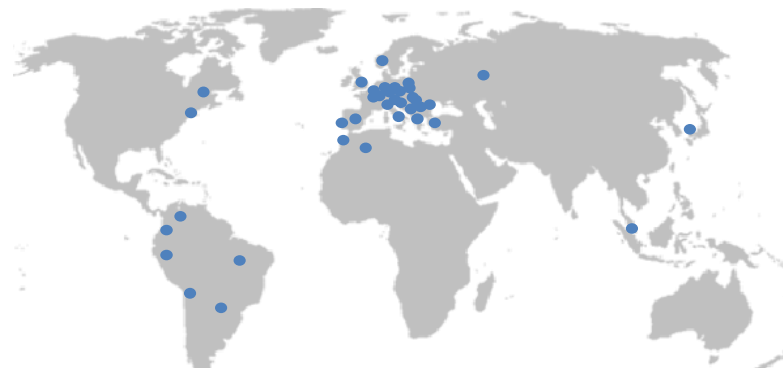
Wealth Management

Corporate Banking

Asset Management

Trade Finance

Cash Management



They trust us...

