

ciab FEBRABAN 2016

21 A 23 DE JUNHO
TRANSAMERICA EXPO CENTER
SÃO PAULO - SP

Reaching the edges
Paul Van Siclen, Qlik



FEBRABAN

Agenda

- Global Survey Results
- Traditional Reporting v. Associative Experience
- Top 12 Analytics Use Cases in Financial Services

Global Survey Results

Qlik  | **WSJ** CUSTOM STUDIOS |  **WSJ. INSIGHTS**

Wall Street Journal, Deloitte and Qlik Global Survey

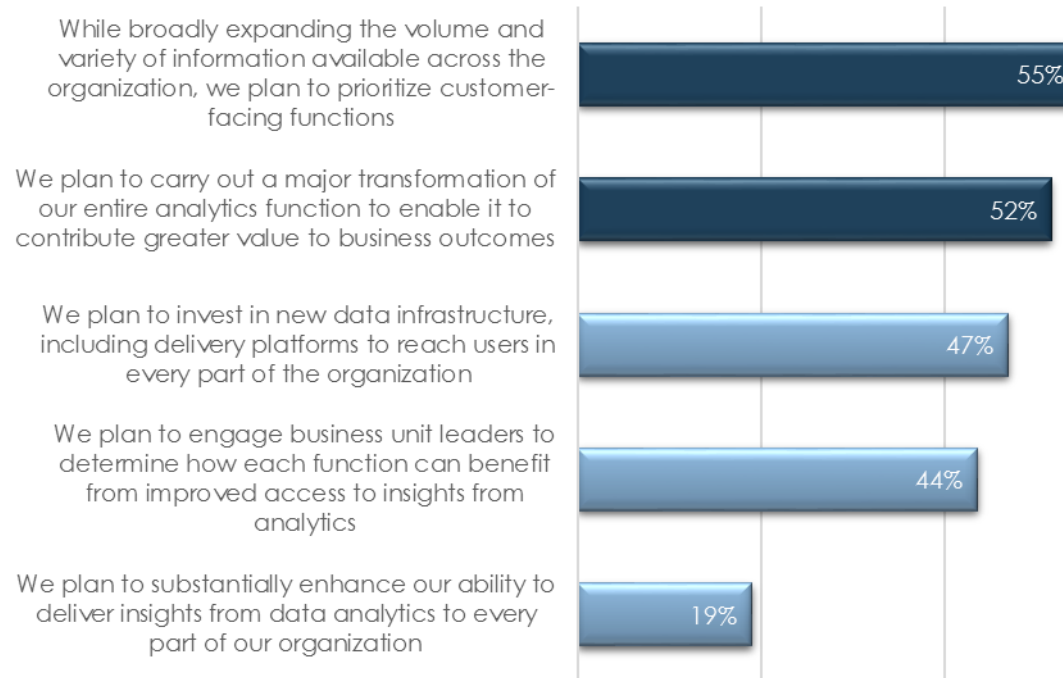


- 52% plan to carry out a major transformation
- 57% prioritizing customer facing functions
- **83% / 5% increase in Annual Revenue**

52% plan to carry out a major transformation

What best describes what you are likely to do to improve data analytics or optimization in the next two years?

% of all respondents (n=300)



Q17

57% prioritizing customer facing functions

What functions/departments would experience the greatest benefit from greater access to analytics insights?

% of all respondents (n=300)

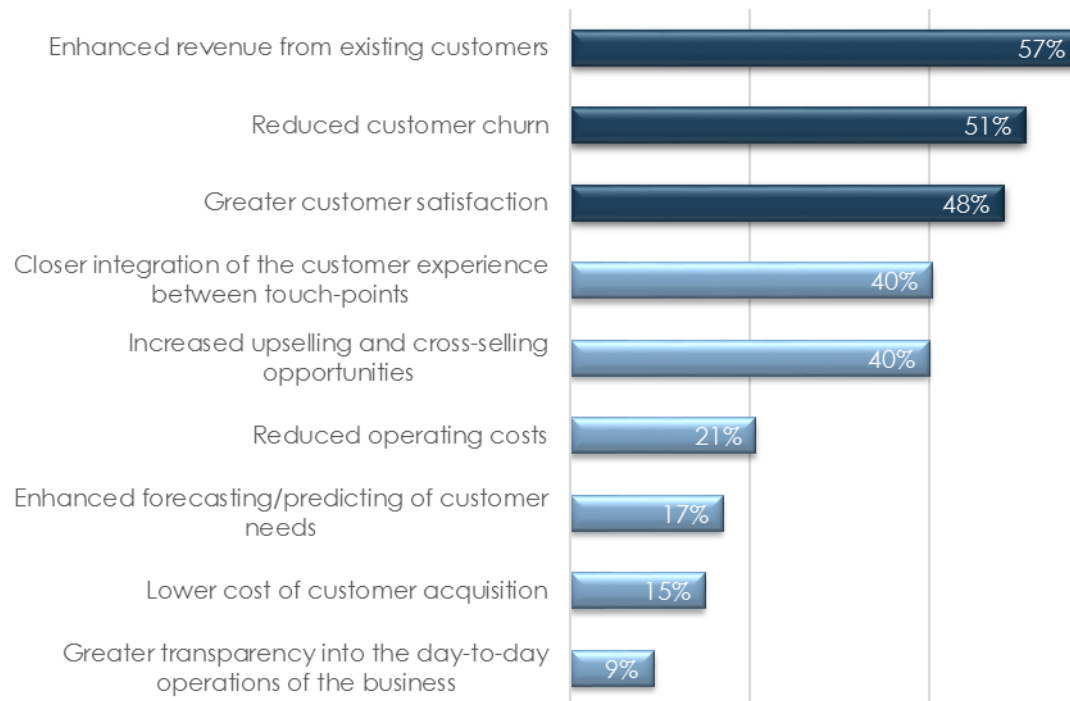


Q12

83% of respondents agree - 5% increase in Annual Revenue

What would be the primary benefits of granting greater access to analytical insights to customer-facing employees?

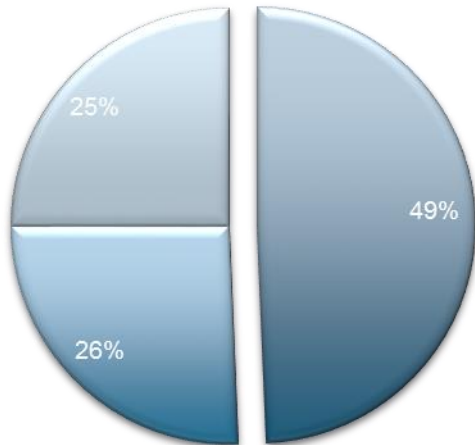
% of all respondents (n=300)



Q11

Gap in Confidence - Leaders v. Employees

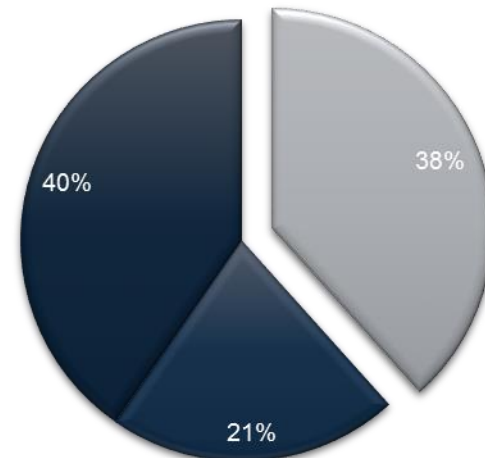
Leader confidence in using data well
% of respondents (n=300)



■ High (8-10) ■ Moderate (6-7) ■ Low (1-5)

Q7

Employee confidence in using data well
% of respondents (n=300)



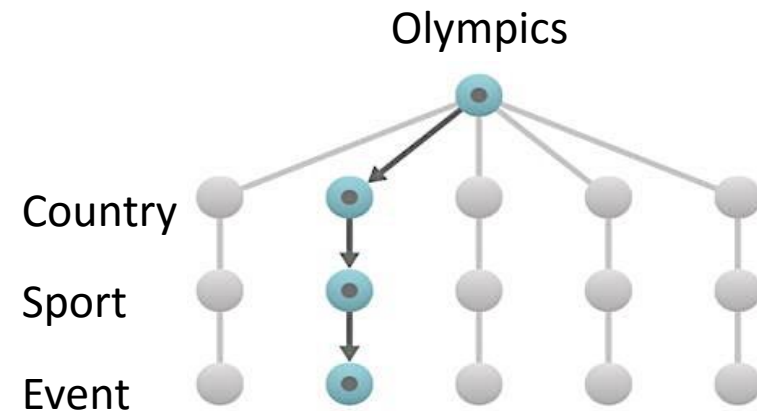
■ High (8-10) ■ Moderate (6-7) ■ Low (1-5)

Q10



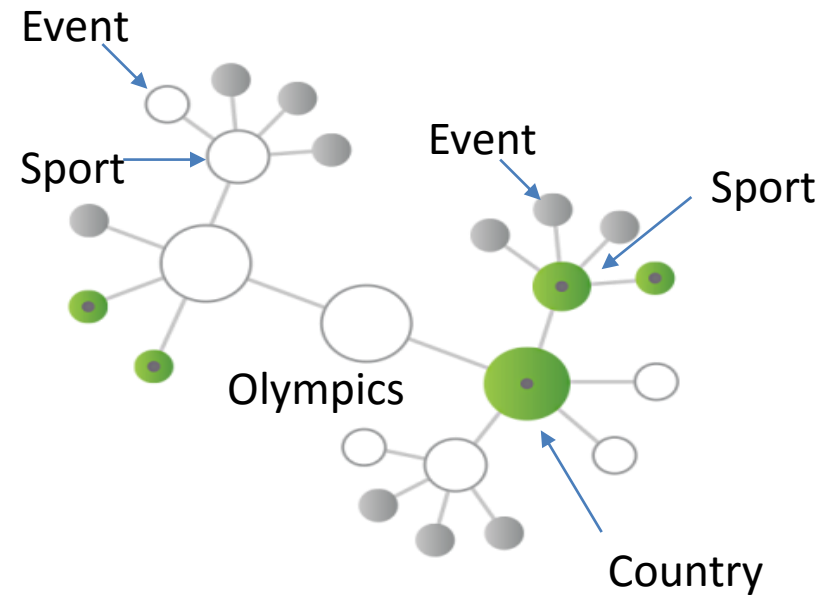
Traditional Reporting v. the Associative Experience

Traditional Reporting



- Hierarchical based; Pre-aggregated
- User forced to pre-conceive analysis; pre-designed drill path
- Manually Intensive; difficult in changing environment

Associative Experience



- Multiple source systems
- Exploration, Search and Drill to Detail
- Scalable, Repeatable and Governed

Demo

Top 12 Qlik Solutions in Financial Services



Loan portfolio performance



Profitability attribution

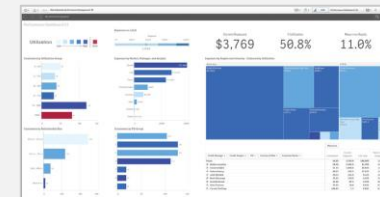


New business volume and pricing

Credit pipeline analytics and forecasting

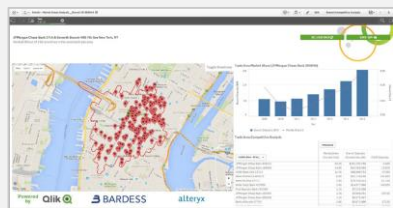


Financial Services



Limits and exposures

Counterparty credit risk and CVA



Sales performance

Branch performance

- ✓ Over 3,500 Financial Services Firms across the globe
- ✓ 47 out of the Top 50



Regulatory submissions

Scenario modeling and stress testing



Underwriting and pricing rating factor analysis



Claims management and analytics