

Coffee Break:

# Basel III Mechanics are Finalized...Now What About Our Strategy?

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## Presented By

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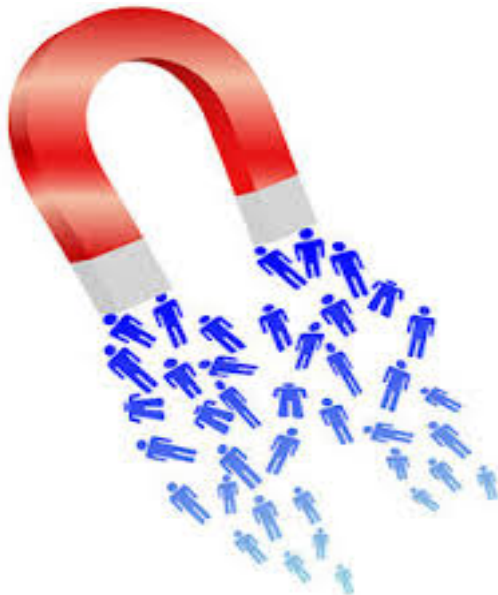
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The Power of Experience®



## Strategic Questions to Ask





## Post Basel III Business Economics



## Post Basel III Client Profitability Study





## Protect My Position



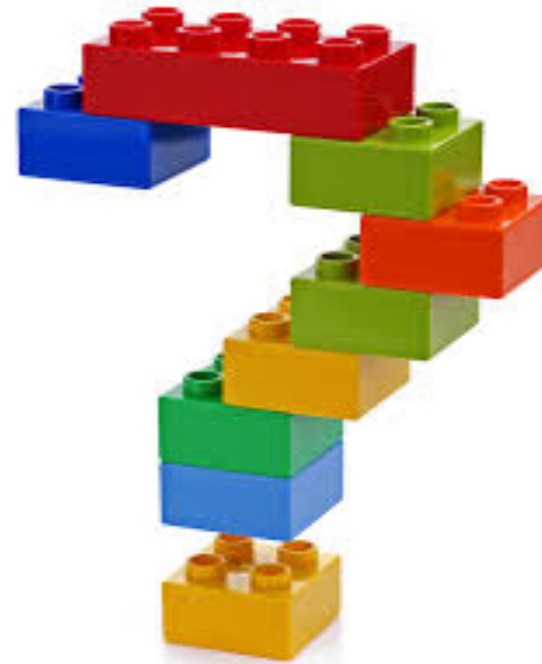
## Opportunity Assessment of High Value Clients







## Improve Client Profitability



## Next Product Analysis and Deposit Sales Strategies





## Pricing Strategies



## Operational Balance Attribution Model





## Call To Action



### **Understand Your Basel III Framework**

- Direct compliance requirements
- Indirect implications from competitors

### **Make your decisions**

- Do I have the right clients?
- How do I protect them?
- How do I improve client profitability?
- Does my pricing strategy support my full Basel III strategy?

### **Talk to TSI**

- Long history of deposit strategy engagements – 15 of top 20 US banks
- Intimate knowledge of the TM business and its growth levers
- 30+ years experience working directly with Corporates
- We bring the science alongside the art





## Contact Us!



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Our strategic advice and pragmatic solutions improve bottom line performance. Clients benefit from our 360° view of the treasury market, deep relationships, and proprietary analytic frameworks that transform data into strategic insights.

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- Global Banks
- Regional Banks
- Solution Providers
- Associations
- Regulators

### Solutions

- Business Strategy
- Revenue Enhancement
- Deposit & Sweep Pricing
- Sales Training & Effectiveness
- Product Opportunity & Gap Analysis
- Operational Efficiency
- Risk Management & Compliance
- Competitive Assessment & Positioning
- Vendor Selection & RFP Management
- Market Analysis





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