

Poll Results

NM Day

How well have we adjusted to **managing crisis** events over the **past 3 years**?

19% Very well – we are fully prepared for what the world may throw at us
12 votes

79% We've done OK – we are better positioned to react but there is still work to do
49 votes

2% Not well – if I see another crisis event I will scream and run into the sea
1 vote

How have your **contingency requirements** changed in light of **recent events**?

8% Significantly – we're looking for contingency for bank accounts everywhere
5 votes

87% Moderately – we've refined our requirements to target key areas of concern
52 votes

5% Not at all – our existing plans were sufficient
3 votes

How have **Network Managers** due diligence changed **post pandemic** and the recent **Geo-political concerns**?

13% Due Diligence procedures have not changed
8 votes

27% Due Diligence is mostly desk-based
16 votes

30% On-sites are performed regularly – but market specific only
18 votes

30% On-sites are performed regularly - both market specific and Off-shore locations
18 votes

Where do you feel that **Network Management** should sit within **Financial Banking Organisations**?



What is the primary focus of your **Network Management** function today?



Do you believe that the **primary focus** of your NM will significantly change in the next **3-5 years**?

57% Yes, marginally
34 votes

28% Yes, significantly
17 votes

15% No
9 vote

Poll Results **Day 1**

How many **UNESCO world heritage** sites are there in **Greece**?

5% 12 world heritage sites
6 votes

53% 18 world heritage sites
66 votes

28% 22 world heritage sites
35 votes

14% 28 world heritage sites
18 votes

What do you fear most?

63% Geopolitical instability
76 votes

14% Economic crisis
17 votes

2% Pandemic – COVID 2024
3 votes

7% Regulation – bored regulators
8 votes

14% Cybersecurity – attack of the bots
17 votes

Do you regularly include **ESG questions** in your due diligence?

39% Infrequently
35 votes

32% Frequently
29 votes

29% Very frequently
26 votes

How much of an impact do **ESG factors** have on your provider or partner selection?

58% Minimal
46 votes

31% Some
25 votes

11% Significant
9 votes

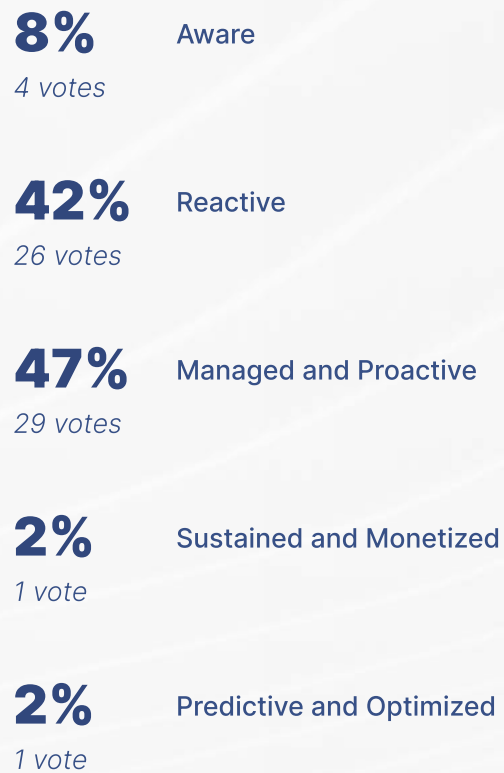
Do clients expect their **relationship managers** to meet them in person these days, **given carbon footprints**?

17% Yes, governance requirements take precedence
11 votes

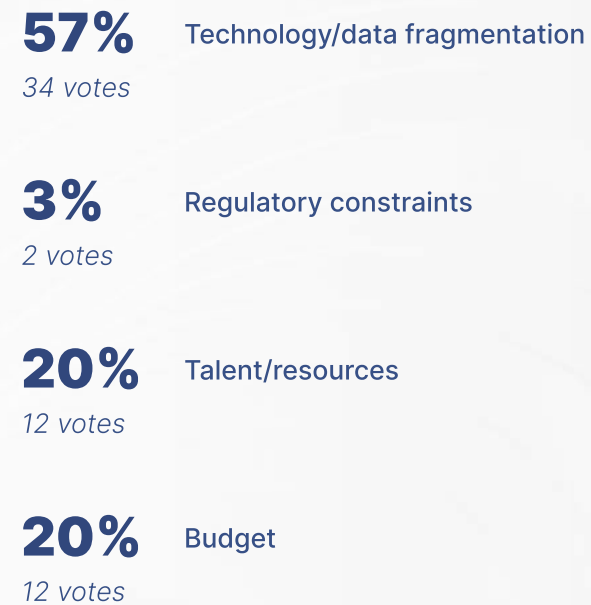
75% Sometimes, it's a balance between the two
48 votes

8% No, sustainability takes precedence
4 votes

What is the **Data Maturity Level** of your Institution?



What is the biggest **data challenge** in your institution?



Is it possible to **automate** more of the **due diligence process**?

49% Yes, significant automation can be made
26 votes

49% Yes, but to a limited extent
26 votes

2% No
1 vote

What can be **more automated**?

22% Data and information on various Risk areas
11 votes

8% Sanctions information
4 votes

24% Account opening
12 votes

2% Market changes
1 vote

45% All of the above
23 votes

What is top of your **regulatory agenda** for 2023/2024?

29% Proposed SEC Custody Rule Changes
8 votes

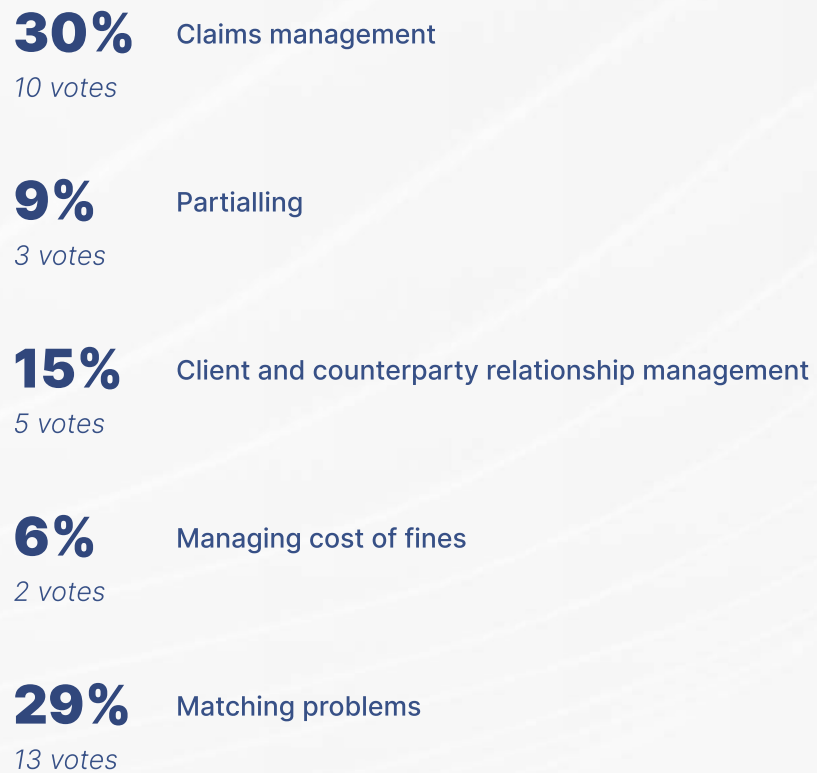
14% CBI Client Asset Rules (CAR)
4 votes

4% Outsourcing
1 vote

29% CSDR
8 votes

24% ESG
7 votes

What are the **ongoing challenges** you are still facing with **CSDR**?



What do you expect from **ESMA** in **CSDR Refit**?



Poll Results

Day 2

What does the term **Digital Transformation** mean for your organization?

36% An opportunity to improve operational efficiency and reduce costs
36 votes

1% A threat to my technology estate
1 vote

26% An opportunity to develop new services and generate new revenue streams
25 votes

1% A threat of disruption to my existing business model(s) from fintech / bigtech
1 vote

36% A combination of the above
36 votes

What is the **biggest threat** to your firm realising their strategic digital transformation ambitions?

16% My firm doesn't have a clearly defined digital transformation strategy
16 votes

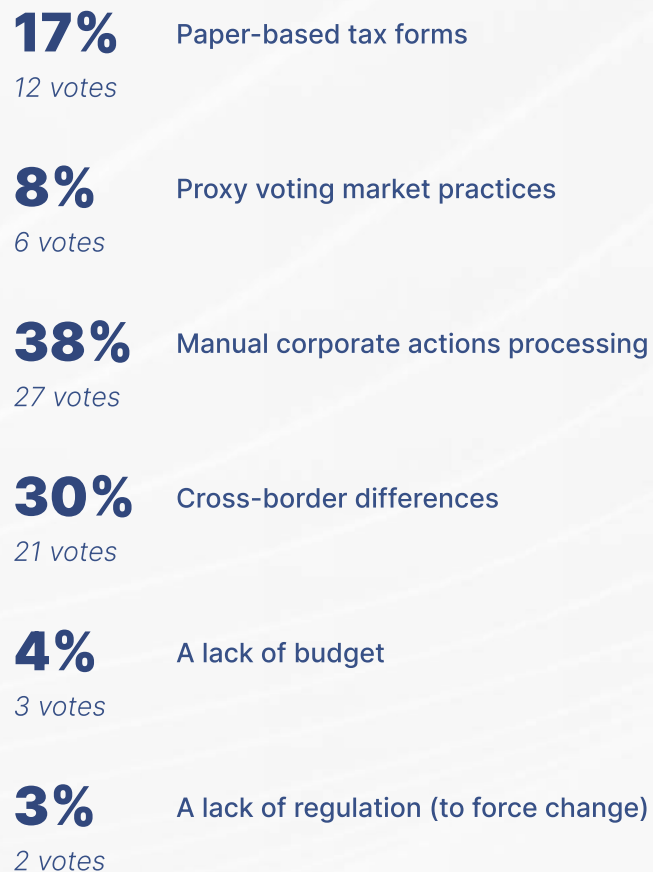
10% Recruiting and retaining the best / right talent to deliver on the strategy
10 votes

62% Insufficient capacity to deliver due to budgets being reduced / reallocated elsewhere
63 votes

4% The regulatory agenda taking priority
4 votes

8% Under-utilisation of data
8 votes

What is the biggest challenge to **efficient asset servicing operations**?



When do you expect to see **critical mass of adoption** of tokenised assets?



When do you think, **EU** will follow to **change to T+1**?

26% By 2026
22 votes

47% By 2028
40 votes

23% By 2030
20 votes

4% Beyond 2030
3 votes

Should **Europe** jump immediately to **instant/T+0 settlement**?

26% Yes
18 votes

61% No
42 votes

13% Not Sure
9 votes

Which **generation** do you **represent**?

0% Baby Boomers (born 1946-1964)
0 votes

67% Gen X (born 1965-1979)
33 votes

27% Millennials / Gen Y (born 1980-1994)
13 votes

6% Gen Z (born 1995-2012)
3 votes

How many people in the room are driving their organisations **digital custody solutions / partnerships**?

19% Yes – deeply involved and driving
10 votes

23% No – not involved at all
12 votes

58% Slightly involved but on the periphery
31 votes

Are you the **right people** in this room to **drive the future**?

40% Yes
21 votes

6% No
3 votes

54% Yes - but I realise I need to engage others...
29 votes