



Know Your Customer





Fixing the corporate AML/KYC on-boarding process

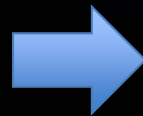
Claus Christensen Know Your Customer

AML compliance teams under pressure



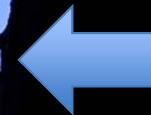
Increased Regulations

- AMLD4 & 5
- MiFID II
- FinCen CDD
- Higher fines



Commercial demands

- Faster on-boarding
- Fully digital process



Elephant in the Room



*Most companies still use KYC processes for corporate entities that are **manual** and **paper based***



Compliance teams react in one of two ways:

Be less compliant

→ Speed, but at high risk

Insist on existing process

→ 26 days average on-boarding

\$30 each on the dark web



Know Your Customer

Delaware

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The First State

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THE ATTACHED IS A TRUE AND CORRECT COPY OF THE CERTIFICATE OF FORMATION OF "JASON BOURNE LLC"; FILED IN THIS OFFICE ON THE THIRD DAY OF MAY, A.D. 2016, AT 1:24 O'CLOCK P.M.




Jeffrey W. Bullock, Secretary of State

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SR# 20162776949

Authentication: 202254240
Date: 05-03-16



KYC virtual compliance desk

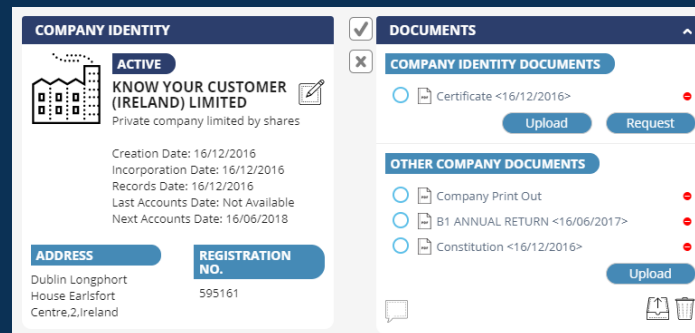


- **Faster**
 - 1 day on-boarding (vs. 26 days)
- **More secure & better regulatory compliance**
 - AI automation vs. unsafe manual processing
 - Dynamic documents, automatic real-time AML
- **Better customer experience**
 - Entirely online or mobile
 - One-touch

How it works



- Digital company documents directly from company registries
- Electronic document processing → Automatic UBO mapping
- AML checks (PEPs, sanctions, terrorism) on all entities
- Mobile app for individual's KYC documents
- Cloud-based for zero deployment cost – or on-premise





Know Your
Customer

State of the product, plans for the future

- Product ready in UK, Hong Kong and Western EU since March
 - Paying customers since June
 - Sales reps in U.K. and Ireland
- Plans Q4/2017:
 - Connecting minor European countries, major USA & Canada states
 - Connecting major market centres Singapore, China, Brazil
- Q1/2018
 - Full states coverage in the USA and Canada
 - Sales setup (with support) in Frankfurt, Paris, NY, Hong Kong



What can we do for UBS?

- Help moving the KYC processes into the 21st century
- Reduce KYC per-case cost by 46%

Possible next step

- PoC in selected division and jurisdiction
 - U.K., Hong Kong, Switzerland
 - Corporate Banking, Asset Management, or Investment Banking

- Thank you -

Future of Finance EMEA (London) final

Questions?