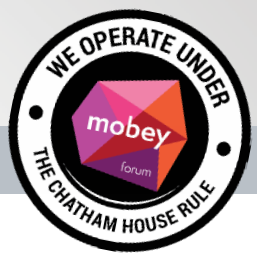




# VIRTUAL MEMBER MEETING

## The Power of Partnerships in Digitizing Banking



Thursday 30<sup>th</sup> September at 14:00 CET

13:30 CET

DOORS OPEN, NETWORKING TIME

14:00 CET

Opening words  
**Ville Sointu**, Head of Emerging Technologies, **Nordea**

### KEYNOTES

*The Spotify of Banking: The Partnering Path to Transformation*  
**Alessandro Hatami**  
Managing Partner, **Pacemakers**

*Partnerships; if, when, and how? A deep dive into the ING journey of scaling innovation*  
**Olivier Guillaumond**  
Global Head of Innovation Labs and FinTechs, **ING**

*Strategic Partnerships in DNB. Accelerate innovation in the digital age*  
**Petter Lee-Johannessen**  
Head of Strategic Partnerships, **DNB**

*Technology and culture – foundation for partnership strategy*  
**Lan-Ling Fredell**  
Principal Consultant in Financial Services, **PA Consulting Group**



The bank view: Key Ingredients for Fruitful Partnerships

Discussion led by **Tom Pawelkiewicz**, Associate Vice President, **TD Bank**

- **Olivier Guillaumond**, Global Head Innovation Labs and FinTechs, **ING**
- **Petter Lee-Johannessen**, Head of Strategic Partnerships, **DNB**
- **Marina Repo**, Knowledge Leader and Partnership Manager, **Nordea**

Closing words by **Ville Sointu**, Head of Emerging Technologies, **Nordea**

15:45 CET

FACILITATED DISCUSSION TABLES (take place in Teams)

- Bank-to-Bank partnerships  
Session lead: **Alessandro Hatami**, Managing Partner, **Pacemakers**
- Partnering beyond the financial services industry  
Session lead: **Marina Repo**, Knowledge Leader and Partnership Manager, **Nordea**
- How to set your organisation up in an optimal way for partnerships  
Session lead: **Petter Lee-Johannessen**, Head of Strategic Partnerships, **DNB**

16:45 CET

END OF PROGRAM