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November 26, 2018

Can Revolut become  
the Amazon of banking?

Kulturpark  
Pfingstweidstrasse 16  
8005 Zurich

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# Disrupting financial services

## Can Revolut become the Amazon of banking?

Revolut is one of the hottest Fintechs in the world. Clients love the service. Attracting 8'000 new customers per day, the company has grown its customer base to over 3 million customers in less than 3 years. The reason is clear - Revolut saves clients up to 6% on their transactions in foreign currencies by offering the interbank exchange rate. This, because its digital platform is cheaper to run than the legacy infrastructure used by incumbent banks.

Looking ahead, Revolut aims to become the Amazon of banking. They already offer from current accounts to travel insurance and will soon offer free trading.

Moreover, the firm is looking to increase its presence in Switzerland by offering Swiss clients their own Swiss IBAN account number later this year. With over 50'000 Swiss clients already, Revolut could become a household name for Swiss clients in the medium term, competing directly with incumbents for the loyalty of their prized Swiss clients.

This is why we invited representatives from the Swiss banking industry to discuss the opportunities and risks the Revolut offering represents in the Swiss market.

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# Program

November 26, 2018

Kulturpark

Pfingstweidstrasse 16

8005 Zurich

Costs: CHF 55

Space is very limited for this event. We have space for only 120 participants.

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**17:30 – Arrival**

Arrival

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**18:00 – 18:10**

Introduction to event

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**18:10 – 18:30**

Keynote: Beyond banking – a new frontier of seamless, comprehensive banking services (Andrius Biceika, Head Business Development Revolut)

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**18:30 – 18:50**

Fireside Chat and Q&A

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**18:50 – 19:15**

Special surprise performing artist.  
Theme: Disrupting Financial Services

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**19:15 – 20:00**

Panel: How are incumbents responding to new entrants like Revolut

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# Speakers



**Andrius Biceika**

Head of Business

Development Revolut

Andrius Biceika is Head of Business Development at Revolut, one of the fastest growing fintechs in the world. He joined Revolut to work on «Revolut for Business» at the London HQ. A year later, he took over the role as Head of Country Manager before his current role.

Prior to Revolut, Andrius had a highly successful corporate career at Euromonitor International in Vilnius and London as well as various experiences within tech start-ups.

Andrius graduated Vilnius University and holds a BA from Nottingham Business School.



**Carl Verbrugge**

Partner Lombard Odier

Carl Verbrugge is a partner of the Lombard Odier Group. He joined Lombard Odier in 2000 and successfully built up the presence of the group as CEO of the Belgian subsidiary from 2003 to 2010. From 2012 to 2015 Carl managed the integration of the European activities of the Lombard Odier Group as CEO of Lombard Odier Europe S.A.

He currently sits on the Board of Lombard Odier Europe S.A and dedicates his time to the follow up of his clients.

Carl holds a Master in Law from Tilburg University.

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# Speakers



**Felix Wenger**

Head Channel and Distribution  
(Retail and Affluent) at Raiffeisen Schweiz

Felix Wenger is a Division Manager at Raiffeisen Switzerland, where he is responsible for sales, customer and consultant channels for the Raiffeisen banks. He has been working in and for the financial industry for more than 20 years and also has extensive experience in the publishing sector. He is thus encountering digitisation for the second time in his career.

Felix has a Master's degree from the University of Basel and an Executive Master's degree from the University of St. Gallen. He is a member of the advisory board at ZHAW (Zurich University of Applied Sciences) and teaches corporate communications at FHNW (University of Applied Sciences and Arts Northwestern Switzerland).



**Olaf Toepfer**

Head of Banking &  
Capital Markets EY

Olaf Toepfer is Managing Partner at EY and leads the Banking and Capital Markets sector in Switzerland. He is also the responsible EY partner for the global services EY provides for a big global bank. Olaf has more than 20+ years of experience in advisory, with a focus on strategic business transformation, including business model design, efficiency improvement and profitable growth strategies. He joined EY in 2014 from Roland Berger, where he was the responsible partner for the Financial Services Competence Center and International Practice Group Asset & Wealth Management. Olaf has been leading many strategy projects, e.g. business strategy and transformation projects, customer intelligence and profiling projects, pricing projects, efficiency or strategic group realignment programs.

He studied Economics at the University of Fribourg in Switzerland.

Register for the Event

<http://buytickets.at/rfs/210005>