A proposed solution by FX Software

Proactive Sales Support



INTEGRATED TREASURY SYSTEM



Know your customer

Advice



Sales history

DEAL TYPE 🔻	TICKET	STATUS	CURRENCY	CURRENCY 2	SPOT RATE	AMOUNT	AMOUNT 2	CUSTOMER NAME
Outright	0101010101998	99	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	00	HUF	HUF	324,00000	2020,04.26	-8 333,00	4567
Outright	0101010101998	00	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	00	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	00	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	00	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	00	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outrigit	0101010101998	00	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	99	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	00	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	00	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567

Treasury Sales Desk module

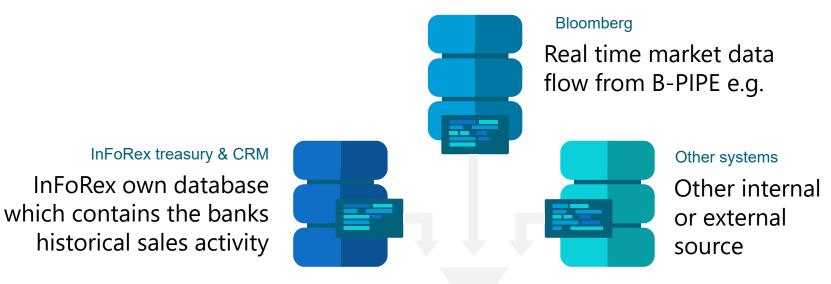
ELT.	Custon	bor									
Rex Sales		.2277								2	
ateral value Total o	oll. req. 0%	Free collateral		nitial coll. req.	Customer Book	ing ID			Au	to refres	h OFF
92 437 722,57	0	92 437 722	57	0	CustomerViewC	Object		~		Margin F	Position
es Deal List Internals Ca	pture FX Deal C	apture MM Deal	Capture	Option Deal							
	Deal date			Expired Deals	Ticket	1		_			
	2018.08.07	✓ ☑ 2018.08.08	\sim	All Customer	6061226552		Regenerate				
CheckedAt	🕹 DealT	/pe	Ticket		Custome	Workflow	D	ealStatus	Base Currer	ncy	Counte
2018. 08. 08. 13:3	0:23	Outright	60	61189104	10609	FX Ma	rgin	VV	0	EUR	
2018, 08, 07, 0:00	00	Long Call	0	061034555	12277	FX Ma	rain		0	EUR	•
2018.08.07.11:4		Spot	-	061188962	12277	FX Ma				PLN	
2018.08.07.11:4	2:23	Outright	60	061188963	12277	FX Ma	rain	VV		PLN	
2018.08.07.11:4	6:06	Spot	60	61188960	12277	FX Ma	rain		##	AUD	
2018.08.07.11:4	6:54	Outright	60	61188961	12277	FX Ma	rain			AUD	
2018. 08. 07. 11:4	7:55	Spot	60	061188965	12277	FX Ma	rain			AUD	
2018. 08. 07. 11:5	4:38	Spot	60	061188966	12277	FX Ma	rgin			USD	•
2018. 08. 07. 11:5	5:29	Outright	60	61188967	12277	FX Ma	rgin			USD	
2018.08.08.11:3		Spot	60	61189070	12277	FX Ma	rain		0	EUR	_
2018.08.08.11:3		Outright	60	61189071	12277	FX Ma	rain		())	EUR	
2018.08.08.11:3	9:11	Spot	60	61189072	12277	FX Ma	rain		()	EUR	•
2018.08.08.11:3	9:48	Outright	60	061189073	12277	FX Ma	rain		(1)	EUR	•
2018, 08, 08, 11:4		Spot	60	61189074	12277	FX Ma	rain		ж	GBP	
2018. 08. 08. 11:4	2:06	Outright	60	61189076	12277	FX Ma	rgin	VV	ж	GBP	
2018. 08. 07. 12:0	9:17	Outright	60	61188973	12344	FX Ma	rgin			USD	C
2018. 08. 08. 13:4	4:35	Outright	60	061189111	12427	FX Conve	ersion		0	EUR	
2018. 08. 07. 14:5	2:15	Borrow	60	61189016	12656	Depo	sit			HUF	
2018. 08. 07. 14:5	3:46	Borrow	60	061189017	12656	Depo	sit	VV		HUF	

Preliminary screen design

Augmented Intelligence to help dealers to generate business.

Proposed Customer						Generate	Co Log	Refresh
	CUSTOMER NAME 🔻	PROPOSITION	CONTACTED	SUCCESS	RELATED DEAL			
PARAMETERS	Antal Arnold	100%	\checkmark	\checkmark	1015682341			
	Antark Ferenc	95%						
MARGIN LEVEL	Balázs Gyula	83%	\checkmark	\checkmark	1015623412			
	Cseri Eszter	77%						
	Ferenczy Sándor	61%	\checkmark					
MARGIN LEVEL	Gyenes Angéla	58%						
	Hahn Jenő	42%	\checkmark	\checkmark	1013245688			
	Tóth Péter	37%	\checkmark	\checkmark	1013425261			
GENERATE	Tóth Ilona	22%						
	Varga István	11%	\checkmark					
FILTERS	Varga Ottó	0%	\checkmark	\checkmark	1015515654			
	Antal Arnold	100%	<	✓	1015682341			
CUSTOMER	Antark Ferenc	95%						
	Balázs Gyula	83%	\checkmark	\checkmark	1015623412			
÷	Cseri Eszter	77%						
PROPOSITION	Ferenczy Sándor	61%	\checkmark					
	Gyenes Angéla	58%						
	Hahn Jenő	42%	\checkmark	\checkmark	1013245688			
	Tóth Péter	37%	\checkmark	\checkmark	1013425261			
REFRESH	Tóth Ilona	22%						
	Varga István	11%	\checkmark	$\overline{\Box}$				
	Varga Ottó	0%	 Image: A start of the start of	✓	1015515654			
	Antal Arnold	100%	\checkmark	\checkmark	1015682341			
	Antark Ferenc	95%						
	Balázs Gyula	83%	\checkmark	\checkmark	1015623412			
	Cseri Eszter	77%						
	Ferenczy Sándor	61%	\checkmark					
	Gyenes Angéla	58%						
	Hahn Jenő	42%			1013245688			

Where does the information come from?





What kind of information?

Static	Dynamic
Contract data	Market movements (exchange rates, curves)
MIFID data	Deal activity (size, rythm, time of day)
Customer data	Margin level
	Number of margin calls
	Limit usage
	Open position
	Account balances (margin, free)

Could it be better?

With our CRM plugin, mood detection also can be available.



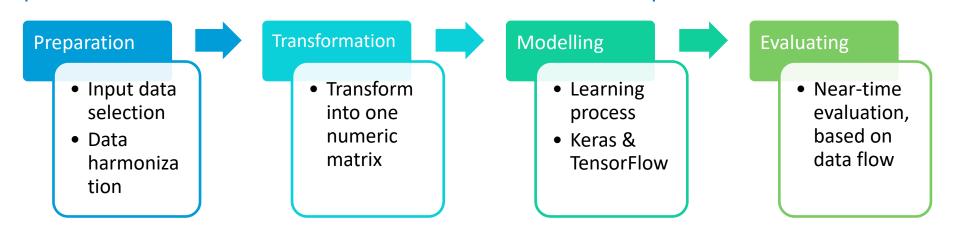
- Comment quantity
- Comment quality
- Contact activity
- Declined deals

FX software	Custom	ner Relationsh	ip Management		
SEARCH FOR A CUSTOMER	CUSTOMER BASIC DATA				
Start type here	Legal Entity				
	CUSTOMER DISPLAY NAME	COUNTRY CODE	ZIP CODE	CITY	STREET
	EMAIL	PHONE	FAX	TAX ID	
	LEI CODE	LEI CODE EXPIRATION DA	ΤΈ		
	TREASURY CONTRACTS				
	HPT. Conversion HPT. Deposit BSZT. Contract				
	START DATE MARGIN SPOT		COMMENT	FX TRADER	PASSWORD
	BANK SPECIFIC DATA				
	Authorized Person Bank Contact Client Contact	Client Identifiers			
	NAME	EMAIL ADDRESS	PHONE NUMBER		DEAL TYPES

NORMAL	2021-04-28 10:39:29 2021-04-15 01:30:23	tbalazs tbalazs
	2021-04-15 01:30:23	tbalazs
NORMAL	2021-04-15 03:04:21	tbalazs
NORMAL	2021-04-15 02:45:39	tbalazs
HIGH	2021-04-29 09:54:06	Query user
	NORMAL	NORMAL 2021-04-15 02:45:39



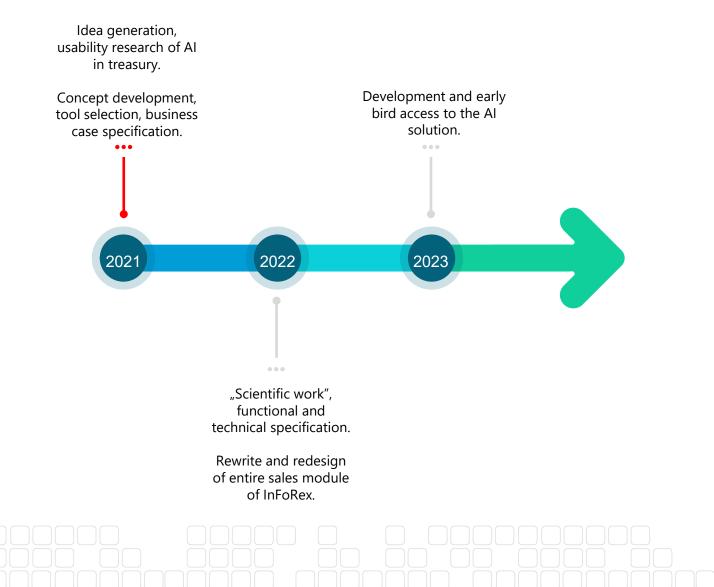
End of day process



About Keras model:

- Layers are the basic bulding blocks of the model. A layer consist of inputs-transformation-output set with various parametrization possibilities (e.g. linear or non-linear regression layer, dropout layer, for those interested: <u>https://keras.io/api/layers/</u>)
- The optimization also has a wide range of parameterization possibilities (what and how we value the goodness of the model).
- The scientific work which has to done before any coding in the system, is to find the proper parameter set(s) to the business problem.

Roadmap







Thank you for your attention!

Contact:

