

# A proposed solution by FX Software

Proactive Sales Support

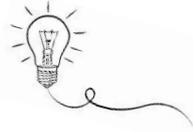




# InFoReX

INTEGRATED TREASURY SYSTEM

# The idea



Know your customer

## Market movements



## Sales history



DEAL TYPE	TICKET	STATUS	CURRENCY	CURRENCY 2	SPOT RATE	AMOUNT	AMOUNT 2	CUSTOMER NAME
Outright	0101010101998	🔴🔴	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	🔴🔴	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	🔴🔴	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	🔴🔴	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	🔴🔴	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	🔴🔴	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	🔴🔴	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	🔴🔴	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	🔴🔴	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	🔴🔴	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998	🔴🔴	HUF	HUF	324,00000	2020.04.26	-8 333,00	4567

# Treasury Sales Desk module

Sales Deal

Customer: 12277

Collateral value: 92 437 722.57 | Total coll. req. 0% | Free collateral: 92 437 722.57 | Initial coll. req. 0

Customer Booking ID: CustomerViewObject

Auto refresh OFF | Margin Position

Sales Deal List | Internals | Capture FX Deal | Capture MM Deal | Capture Option Deal

Deal date: 2018.08.07 | 2018.08.08 | Expired Deals | All Customer | Ticket: 6061226552 | Regenerate

CheckedAt	DealType	Ticket	Customer	Workflow	DealStatus	Base Currency	Country
2018.08.08.13:30:23	Outright	6061189104	10609	FX Margin	<input checked="" type="checkbox"/>	EUR	🇮🇹
2018.08.07.0:00:00	Long Call	0061034555	12277	FX Margin	<input checked="" type="checkbox"/>	EUR	🇯🇵
2018.08.07.11:41:05	Spot	6061188962	12277	FX Margin	<input checked="" type="checkbox"/>	PLN	🇵🇱
2018.08.07.11:42:23	Outright	6061188963	12277	FX Margin	<input checked="" type="checkbox"/>	PLN	🇵🇱
2018.08.07.11:46:06	Spot	6061188960	12277	FX Margin	<input checked="" type="checkbox"/>	AUD	🇺🇸
2018.08.07.11:46:54	Outright	6061188961	12277	FX Margin	<input checked="" type="checkbox"/>	AUD	🇺🇸
2018.08.07.11:47:55	Spot	6061188965	12277	FX Margin	<input checked="" type="checkbox"/>	AUD	🇺🇸
2018.08.07.11:54:38	Spot	6061188966	12277	FX Margin	<input checked="" type="checkbox"/>	USD	🇯🇵
2018.08.07.11:55:29	Outright	6061188967	12277	FX Margin	<input checked="" type="checkbox"/>	USD	🇯🇵
2018.08.08.11:37:52	Spot	6061189070	12277	FX Margin	<input checked="" type="checkbox"/>	EUR	🇮🇹
2018.08.08.11:38:34	Outright	6061189071	12277	FX Margin	<input checked="" type="checkbox"/>	EUR	🇮🇹
2018.08.08.11:39:11	Spot	6061189072	12277	FX Margin	<input checked="" type="checkbox"/>	EUR	🇯🇵
2018.08.08.11:39:48	Outright	6061189073	12277	FX Margin	<input checked="" type="checkbox"/>	EUR	🇯🇵
2018.08.08.11:41:10	Spot	6061189074	12277	FX Margin	<input checked="" type="checkbox"/>	GBP	🇺🇸
2018.08.08.11:42:06	Outright	6061189076	12277	FX Margin	<input checked="" type="checkbox"/>	GBP	🇺🇸
2018.08.07.12:09:17	Outright	6061188973	12344	FX Margin	<input checked="" type="checkbox"/>	USD	🇹🇷
2018.08.08.13:44:35	Outright	6061189111	12427	FX Conversion	<input checked="" type="checkbox"/>	EUR	🇮🇹
2018.08.07.14:52:15	Borrow	6061189016	12656	Deposit	<input checked="" type="checkbox"/>	HUF	🇮🇹
2018.08.07.14:53:46	Borrow	6061189017	12656	Deposit	<input checked="" type="checkbox"/>	HUF	🇮🇹

# Preliminary screen design

Augmented Intelligence to help dealers to generate business.

PROPOSED CUSTOMER (EXAMPLE USER)

**Proposed Customer**  
ENTITY Entity1

Generate Log Refresh

**PARAMETERS**

MARGIN LEVEL

MARGIN LEVEL

**GENERATE**

**FILTERS**

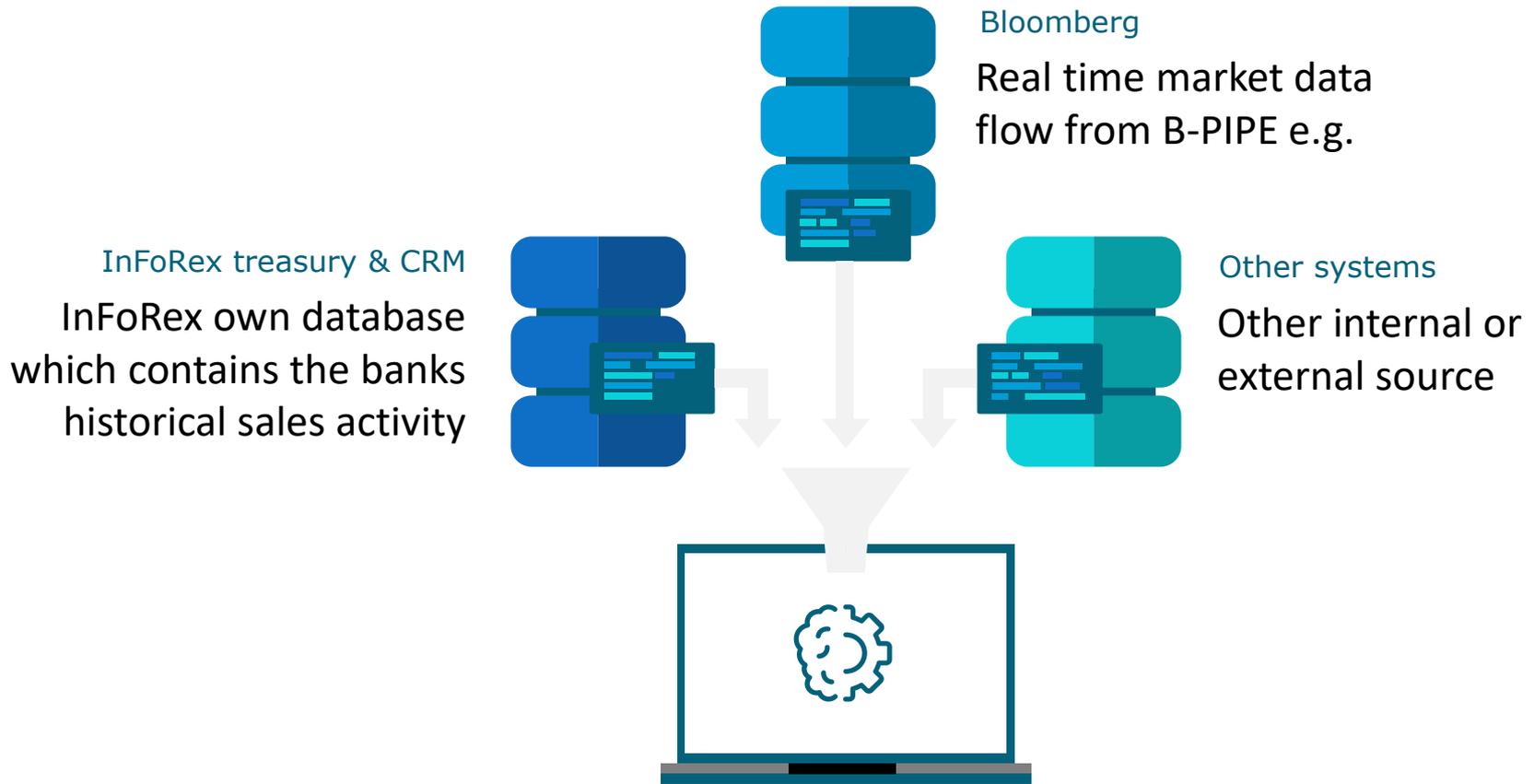
CUSTOMER

PROPOSITION

**REFRESH**

CUSTOMER NAME	PROPOSITION	CONTACTED	SUCCESS	RELATED DEAL
Antal Arnold	100%	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1015682341
Antark Ferenc	95%	<input type="checkbox"/>	<input type="checkbox"/>	
Balázs Gyula	83%	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1015623412
Cseri Eszter	77%	<input type="checkbox"/>	<input type="checkbox"/>	
Ferenczy Sándor	61%	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Gyenes Angéla	58%	<input type="checkbox"/>	<input type="checkbox"/>	
Hahn Jenő	42%	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1013245688
Tóth Péter	37%	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1013425261
Tóth Ilona	22%	<input type="checkbox"/>	<input type="checkbox"/>	
Varga István	11%	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Varga Ottó	0%	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1015515654
Antal Arnold	100%	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1015682341
Antark Ferenc	95%	<input type="checkbox"/>	<input type="checkbox"/>	
Balázs Gyula	83%	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1015623412
Cseri Eszter	77%	<input type="checkbox"/>	<input type="checkbox"/>	
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Gyenes Angéla	58%	<input type="checkbox"/>	<input type="checkbox"/>	
Hahn Jenő	42%	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1013245688

# Where does the information come from?





# What kind of information?

## Static



- Contract data
- MIFID data
- Customer data

## Dynamic



- Market movements (exchange rates, curves)
- Deal activity (size, rythm, time of day)
- 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.

More available dynamic data:

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

Customer Relationship Management

SEARCH FOR A CUSTOMER  
Start type here...

CUSTOMER BASIC DATA

Legal Entity

CUSTOMER DISPLAY NAME COUNTRY CODE ZIP CODE CITY STREET

EMAIL PHONE FAX TAX ID

LEI CODE LEI CODE EXPIRATION DATE

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

COMMENT

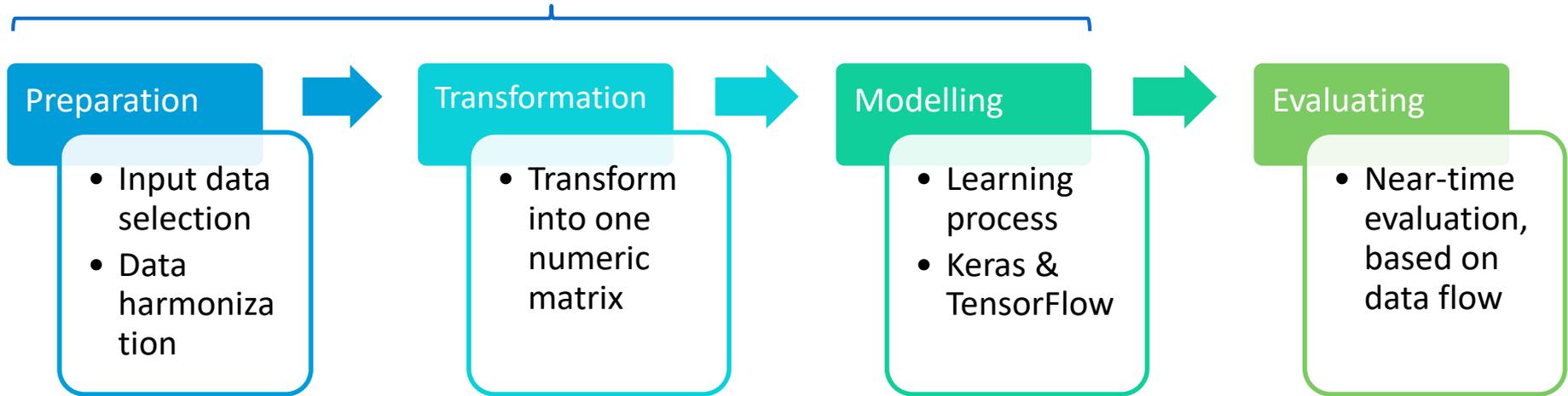
COMMENT	PRIORITY	ADDED AT	ADDED BY
Teszt 04.21.02	NORMAL	2021-04-28 10:39:29	tbalazs
teszt 4	NORMAL	2021-04-15 01:30:23	tbalazs
teszt 8	NORMAL	2021-04-15 03:04:21	tbalazs
teszt 6	NORMAL	2021-04-15 02:45:39	tbalazs
Teszt.04.29.01	HIGH	2021-04-29 09:54:06	Query user

Teszt

PRIORITY NORMAL ADDED AT ADDED BY MODIFIED BY

# About the concept

## End of day process



### About Keras model:

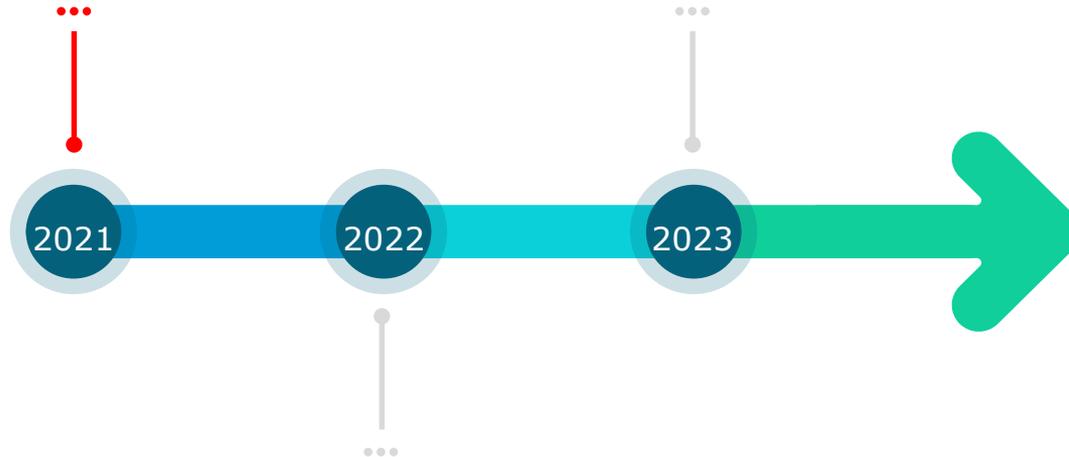
- Layers are the basic building blocks of the model. A layer consists of inputs-transformation-output set with various parametrization possibilities (e.g. linear or non-linear regression layer, dropout layer, for those interested: <https://keras.io/api/layers/> )
- The optimization also has a wide range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

# Roadmap

Idea generation, usability  
research of AI in  
treasury.

Concept development,  
tool selection, business  
case specification.

Development and early  
bird access to the AI  
solution.



„Scientific work”,  
functional and technical  
specification.

Rewrite and redesign of  
entire sales module of  
InFoRex.



# Questions



# Thank you for your attention!

Contact:

