

## RETAIL BANKING FUSION EQUATION

# Remove Obstacles to Change in Universal Banking — Increase Agility and Accelerate Growth

Fusion Equation has the depth and breadth of functionality to support core banking operations. Complemented by a modern and componentized architecture, it offers a proven route to increased business agility and strategic growth.



The ground-breaking Fusion Equation solution will put Habib Bank in the lead amongst the banking industry in the region.”

**Zakir Mahmood**  
CEO, Habib Bank

Banks worldwide are seeking to increase profitability by expanding into new markets and customer segments, offering competitive products and supporting an increasing array of channels. Innovation is crucial for success, but there is also relentless focus on efficiency and productivity and a need for easy implementation. How can these objectives be pursued in parallel? To address these challenges, banks need to adapt quickly to changing market conditions, customer demands and regulatory deadlines. In many cases the ability to act is hampered by legacy systems that fail to provide the flexibility and control that the modern world demands.

With more than 250 installations worldwide, Fusion Equation is continually proven in some of the world's toughest banking environments. Fusion Equation offers the ultimate combination of reliability and core functionality, complemented by the latest integrated technology capabilities.

Accelerate growth and increase revenues by launching new financial products and services quickly through reusable processes and services. Decrease 'time to value' to days and reduce your dependency on Finastra for system enhancements.

Reduce customer churn by offering an integrated omni-channel banking strategy. You can design more customer-centric financial products and services and move away from siloed systems to a single, strategic IT infrastructure that increases the product-per-customer ratio.

Integrate with a broad range of Finastra solutions and maximize your return on investment. Fusion Equation is fully integrated with the rest of the Fusion suite, including Digital Channels, Transaction Banking and Fusion Loan Origination. To extend further into trade, Fusion Equation integrates with Fusion Trade Innovation, and for risk and reporting with Fusion Risk solutions.

# Ultimate combination of reliability and core functionality, complemented by the latest integrated technology capabilities

**Fusion Equation is customer-centric – not account-centric – and maintains a single, centralized and consistent view of every customer.**



We really value how committed Finastra is to our success: they don't just install products and leave us to figure out the rest. The team has been there with us every step of the way.”

**Ron Mutandagayi**

Group Chief Executive Officer  
ZB Financial Holdings

## **Digital Channels**

Digital Channels is a suite of next generation online and mobile banking applications, which will promote your bank's services and products in a contextual way, improving customer loyalty, ensuring a higher product-per-customer ratio.

## **Branch Network**

Create a more efficient branch network, and offer a superior customer experience. 90% of banks' sales are carried out in-branch, in particular the more complex services. Fusion Equation incorporates a modern browser-based branch solution that enables more efficient branch processing with a differentiated customer experience and the delivery of sales prompts.

## **Analytics**

Unlock the value in your back-office data and turn it into actionable insights and deliver services that customers value most. Fusion Insight is an in-memory analytics engine that enables you to analyze data in real-time.

## **Islamic Banking**

Support Islamic and traditional banking products on a single platform. Fusion Equation supports Islamic banks with a wide range of specialist features, including profit distribution and Islamic Finance. Fusion Equation offers an integrated solution for Islamic banking and is equally suitable for banks run entirely on Shari'ah principles or banks with an Islamic banking division.

## **Deposits**

Fusion Equation empowers you to provide superior customer service, at low cost. It supports term deposits, standard and notice saving accounts, saving plans as well sophisticated capabilities for automation around interest, fees and charges, sweeps and statements. The automation allows you to process high retail volumes without increasing costs.

## **Lending**

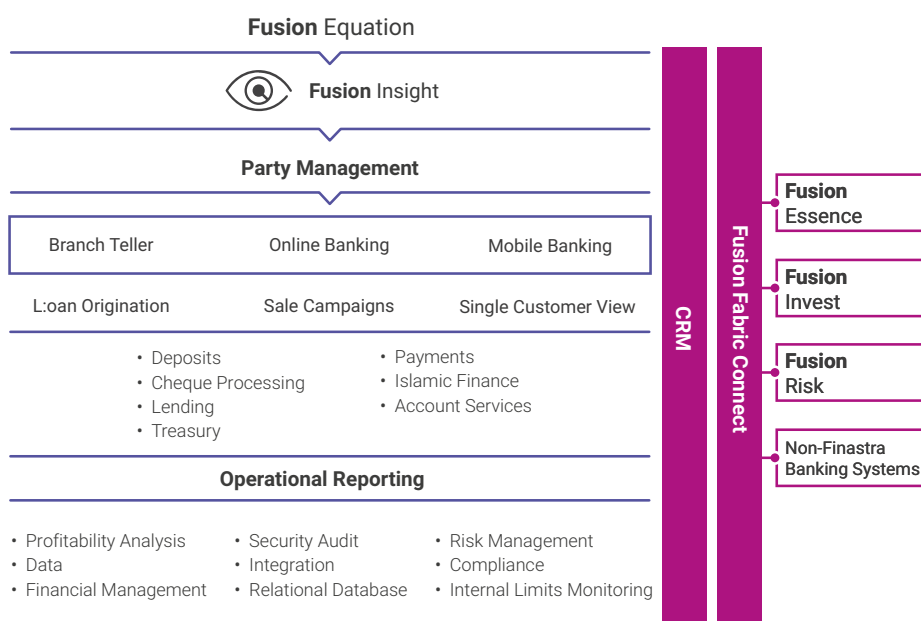
Manage the entire lending cycle on a single platform. Fusion Equation handles all lending processes, including origination, monitoring, delinquency management, and reporting. With its rich functionality and scalability, Fusion Equation offers a proven path to profitable lending. A high degree of automation reduces operational risk and ensures a higher conversion rate of customers who take out loans. The system is flexible enough to meet local regulatory requirements and lending practices.

## **Payments**

Define your own payment types, authorization procedures, charge structures and accounting rules. Fusion Equation includes a facility to predefine templates to offer unmatched flexibility for retail and corporate customers operating in both domestic and international payments.

## **Treasury**

Implement full straight-through processing and automate the back-office activities of the treasury operation. Fusion Equation covers the entire lifecycle, from transaction capture and validation, confirmation and settlement, through to accounting and reporting.



**Fusion Equation is the ideal core banking system for any large, universal bank.**

### Account Services

Choose from a wide range of account services, including real-time sweeps, standing orders, direct debits, clearing, fees and charges, account closing and customer documentation. You can link accounts belonging to the same customer and calculate interest on the net total to offer a superior customer service.

### Cheque Processing

Process high volumes of cheques and associated business processes, from chequebook management to processing, clearing or returns handling. Fusion Equation allows for flexible charging as well as various approaches to guarantees and certified cheques.

### Service Composer

Stay ahead of competition with innovative products that truly reflect customer needs. Service composer makes it easier for banks to develop services and then orchestrate them into comprehensive applications. Service composer is a design-time environment that provides a consistent approach to modelling and building components, modules and composite applications. Time-to-market is dramatically accelerated, so you can bring the most innovative products to market quickly, to out-innovate your competition.

### Regulatory Compliance

Achieve regulatory compliance in local and regional jurisdictions. Fusion Equation integrates with best-of-breed specialist systems to provide an integrated compliance solution. You will benefit from greater straight-through processing with third-party systems to improve reporting and tighten control. Finastra partners with specialist providers of compliance solutions, for example FircoSoft for Watch List Checking, which ensures that payment messages are automatically routed, checked and stopped if there is a match against a watch list.

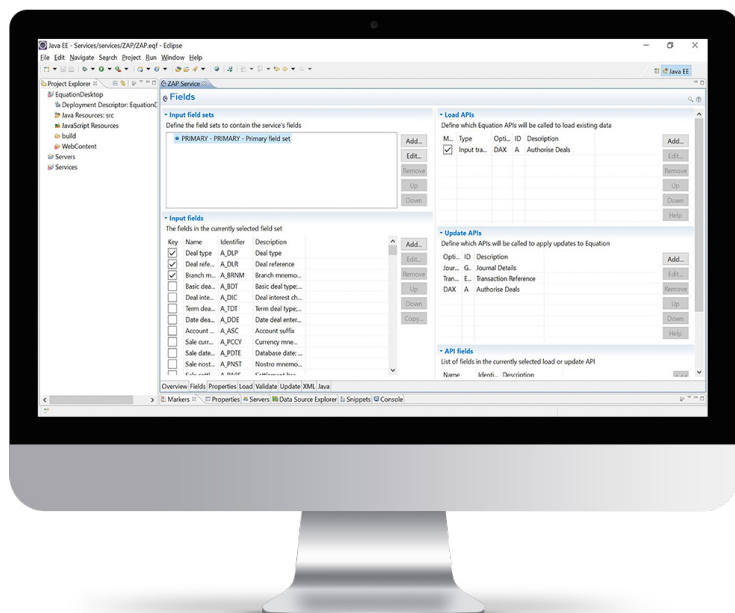
### Management Reporting

Create bespoke reports that are aligned with your business objectives. Fusion Equation provides a wide range of standard operational reports, which allow you to filter and sort the underlying data to produce multiple versions using the same underlying report template.

### Limit Checking

Monitor internal risk across all activities, from retail loans and overdrafts to letters of credit and forward contracts. Fusion Equation lets your risk management staff set limits, and then monitor exposure against those limits in a dynamic environment while taking account of risk factors, guarantees, collateral, and netting agreements. It supports real-time limit checks, enquiries, and reports on exposures. And you can attain multiple views that use dimensions of country, instrument, customer group and intermediate group, industry, and currency.

# Next-generation banking services helped ZBFH grow its digital customer base by 25% and increase market share by over 20%



Finastra solutions have definitely helped us to attract new customers. Our digital customer base has grown by more than 25%.”

**Ron Mutandagayi**  
Group Chief Executive Officer  
ZB Financial Holdings

## Equation Service Composer allows clients to create their own services from Equation APIs

ZB Financial Holdings Ltd. (ZBFH) provides commercial and merchant banking, and other financial services through a number of subsidiaries in Zimbabwe. ZBFH is one of the country's largest and most diversified financial services groups, with services spanning banking, investments, insurance, re-insurance, mortgage financing, transfer secretarial services and property development.

In Zimbabwe, cash is no longer king: in 2017, 96% of all payments were made via mobile and electronic platforms. As consumers embrace new ways of managing money, ZBFH wanted to step up its services to meet changing

needs. How could the bank deliver the convenient digital products and frictionless experience that customers were looking for?

To bring its operations into the digital age, ZBFH decided to upgrade its core banking system to Fusion Equation 4.3, and roll out new mobile and internet banking offerings, built on Fusion Digital Channels. Working closely with Finastra, the bank was able to complete the core banking upgrade on time and within budget.

The new approach is helping ZBFH to win more customers and encourage existing ones to take up additional services. The bank has seen a 25% increase in

customers using its digital platforms, and has grown overall market share by more than 20%. Profits are on the rise too, with ZBFH posting a 36% increase in profits for the year ending 31 December 2017.

**Watch the case study**

## About Finastra

Finastra unlocks the potential of people and businesses in finance, creating a platform for open innovation. Formed in 2017 by the combination of Misys and D+H, we provide the broadest portfolio of financial services software in the world today – spanning retail banking, transaction banking, lending, and treasury and capital markets. Our solutions enable customers to deploy mission critical technology on premises or in the cloud. Our scale and geographical reach means that we can serve customers effectively, regardless of their size or geographic location – from global financial institutions, to community banks and credit unions. Through our open, secure and reliable solutions, customers are empowered to accelerate growth, optimize cost, mitigate risk and continually evolve to meet the changing needs of their customers. 48 of the world's top 50 banks use Finastra technology. Please visit [finastra.com](http://finastra.com)

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