

## FINANCIAL Jesper Nielsen TECHNOLOGIES CEO

BEC is a community-owned FinTech that provides full-stack IT solutions and services to companies in the Danish financial sector

**30%** of danish companies USE A BEC BANK AS THEIR PRIMARY BANK (NEMKONTI)

### **23% OF ALL DANES** USE A BEC BANK AS THEIR PRIMARY BANK (NEMKONTI)

Founded

1964 50+

Customers



Revenue Employees

2.3

**BILLION DKK** 



FINANCIAL TECHNOLOGIES

### OUR STRATEGY TECHUP – WINNING CUSTOMERS

**ASPIRATION** | Our trade is enabling our customers to differentiate towards their customers' needs through technology, leveraging our community.

We aim to be the best scalable IT service partner, building trust and straightforward banking for the Danish society.

### **CUSTOMER PROMISES**

We enable growth, efficiency and compliance through financial technologies.

We deliver value through collaboration with our customers and peers. We build an **open**, scalable and efficient architecture for customers and partners

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We provide resilient, secure and stable solutions

### STEPPED UP ON WAYS OF WORKING

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Get to Green – risk mindset Speedboat – faster deliveries One BEC playbook

### OPTIMIZED OPERATIONS

Secure and stable operations Simplification and sunsetting Professional O&M processes

### HIGHER CUSTOMER TRUST IN BEC

We keep budget

Deliveries have improved

Persistent progress reducing risk and improving security

Rising customer satisfaction

# READY TO MOVE ON!

BEC has come a long way since 2021 when we launched **TechUp – Winning Customers** 

# WHAT'S NEXT?

Invest more in **development** Accelerate **tech transformation** Win **new customers** 

# BEC IS READY TO INVEST MORE IN DEVELOPMENT

### Solutions for business customers - A digital growth driver

**Digital channels** - Strong self-service offering

### **Credit process**

- Compliant, efficient and customer focused

### Advisor universe

- The best advisor platform in Denmark

### scoutz

• Frontrunner in the community

### A modern integrator, with ambition to

- Have the best core banking platform in Denmark
- World class engineering culture
- Employer of choice for engineers who wants to work within Fintech

### A simpler and more focused BEC, that brings better

- solutions to our customers faster
  - Outsourcing to JN Data
  - Managed service with external partner

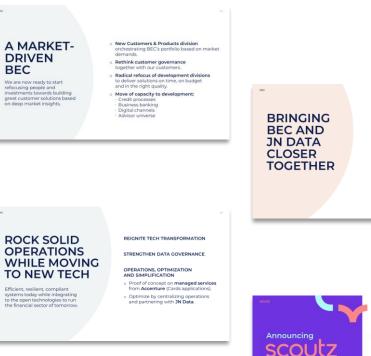
## BEC IS EFFICIENT, FOCUSED, AND MARKET DRIVEN

### THE DIRECTION AND **AMBITION ARE THE SAME**



Win new customers

### FOUR LEAPS TO BRING BEC **FORWARD**



Moving a full, coherent, highly skilled group of 60 employees together with 7 known leader to JN Data. Bringing our people into an IT operation nity where their operations skills are at the core of the company identity.

 Creating a simpler BEC to deliver faster capacity for development

Push for further consolidation and optimization across all JN Data customers

 Nykredit, Spar Nord, Arbejdernes Landsbank and BEC are bringing together 114 tech specialists in one innovation and development hub

the strongest

Salesforce hub

in the Nordics

and Poland

Unifying one, shared advisor universe oringing tech solutions faster to all BEC banks. Strong vote of confidence in BEC. The new epicenter of Salesforce development in the Nordics and Poland, attracting talent Welcoming Peter Smith as head of Scoutz