

The background of the slide features a complex financial market visualization. It includes a candlestick chart with blue and orange bars, overlaid with various technical indicators such as dashed trend lines, a red moving average, and a blue moving average. A prominent white arrow points downwards from the top center, and another white arrow points upwards from the center. The number '187.12' is displayed in orange text. The overall color palette is dominated by blues, oranges, and greys, with a white and green gradient at the bottom.

Telstra in Financial Services

Helping you thrive in a connected world

Introduction

by Oliver Camplin-Warner



The global Financial Services industry today is dynamic and fast-changing, being rapidly transformed by technology innovation and regulatory drivers. Firms need to be equally dynamic and agile in order to keep up, particularly if they want to capitalise on the fresh business opportunities that new markets, new products and changing demographics offer.

For all participants in the financial ecosystem, whether new or established, digital excellence is a key factor that will enable them to compete in this environment. And with innovative and disruptive entrants across the sector increasingly challenging incumbents, having the right infrastructure and global connectivity in place to enable growth is essential.

At Telstra, we focus on empowering firms to help them achieve this success, by creating and curating world-class technologies, platforms, networks, products and services that specifically serve the banking and finance sector. These are underpinned by world-leading security services that help you confidently harness and selectively share data.

As network leaders in Asia Pacific, the fastest growing region for financial services globally, Telstra is the partner of choice for financial institutions looking to seize opportunities. Our global infrastructure, innovative technology, comprehensive expertise, partnership, ecosystem and service, position us ideally to help financial institutions thrive in a connected world.

Oliver Camplin-Warner
CEO – International
Telstra

About Telstra

Telstra is a leading telecommunications and technology company that empowers your business to thrive in a connected world. We deliver transformational experiences through innovative connectivity, collaboration and IT solutions, via one of the world's most advanced networks.

Telstra's heritage is proudly Australian but we have a longstanding international business with a focus on the Asia-Pacific region. Today, we have more than 3,000 employees based in over 20 countries outside of Australia, providing services to thousands of businesses, governments, carriers and OTT customers. We also have joint ventures in the fast-growing markets of China and Indonesia, through PBS and telkomtelstra, and are one of the only few non-domestic companies granted permission to operate an IPVPN licence within Mainland China.

Over several decades we have established the largest and most diverse Intra-Asia subsea network representing about 30 per cent of active capacity in the region.

We empower businesses with innovative technology solutions, including data and IP networks and network application services such as managed networks, unified communications, Cloud, industry solutions, integrated software applications and services, and network-as-a-service.

Since 2011 we've also been investing in high growth technology companies through our Venture Capital arm Telstra Ventures to offer our customers access to the latest in technology innovation. Telstra Ventures is backed by Telstra and HarbourVest and has invested in over 50 companies across Silicon Valley, China and Australia.

Why Telstra for Financial Services

Digital disruption and the globalisation of markets mean that financial services firms must evolve to thrive. Whether it is a bank adapting to competition from agile, innovative challenger firms, a trading firm needing to connect to multiple financial markets with up to the millisecond data transfers, or an insurance company responding to 'on-demand' needs from digitally savvy consumers, Telstra provides technology that enables success. We empower financial services firms to integrate people, information and assets with cutting edge communication, collaboration and security.

In the highly-regulated financial services industry, Telstra supports you to help you meet fast-changing requirements and minimise lengthy provisioning processes, while adhering to global financial regulations.

In financial markets, we streamline your trading infrastructure so that you can focus on your core competencies. We enable the full integration of voice and electronic trading, enabling efficient collaboration both internally and externally with clients, counter parties and regulators.

We understand that secure and compliant networks are critical to protect financial firms' reputations, while sophisticated analytics can help support regulatory compliance and risk management. Telstra's comprehensive security platform provides that reassurance.

Telstra also helps you to deliver more personal, digital and secure interactions, enabling your financial and technology ecosystems to connect, collaborate and exchange services in a more personalised, predictive and intelligent manner.

We provide access to world-class technologies, platforms and advice so that together we can co-create the future of your business.

Telstra's Better Ways



Reach global markets

Telstra's extensive low latency, high capacity networks¹ help you reach new markets, new financial centres and new customers, throughout Asia Pacific and beyond. By enabling faster data flows, Telstra helps empower your firm to analyse the wealth of financial and market data more rapidly, and make trades quicker for a competitive edge and higher trading revenues.

Expand into new markets quickly and easily and scale as required with our innovative networking solutions, including managed network services that reduce the burden of investing in and maintaining your own network in each financial centre, making your IT future-ready.



Liberate your workforce

Telstra's suite of collaboration and communication tools enable you to integrate people, information and assets with cutting-edge communication, collaboration and security. Whether you are an established bank or an emerging FinTech company, we help you empower your traders, sales people and support staff to work using their choice of compatible devices with a consistent and high-quality service in most locations, liberating them to work in the right place at the right time.

In capital markets, Telstra's voice trading suite provides traders with effective voice trading communications from a single desk to a fully distributed global trading room, with the option to add or remove a 'desk' at any time or even provide trading cover for a desk in a different geography. Focusing on software rather than hardware and on services rather than capital deployment, this enables true collaboration, both internally and externally, with clients, counter parties and regulators.



Optimise your IT

With the Telstra Programmable Network (TPN), which deploys virtualised network services around the world at the click of a button, Telstra works with you to deliver architectural strategies and implement solutions that empower your firm to adapt to the rapidly changing business, operational and regulatory requirements of the banking and financial services sector.

Through our partnerships with key Cloud service providers, our relationships with leading private Cloud vendors and our range of 58 global data centres in 12 countries, Telstra works together with financial institutions to help facilitate Cloud adoption. These innovative technologies help your business to become more flexible and to scale easily without committing to large, time-consuming and CapEx-heavy infrastructure upgrades.

We enable you to do more with less, through network infrastructure and managed services that deliver maximum performance in the most cost-efficient way. Banks and global trading firms can benefit from fully outsourced trading infrastructure and managed services that deliver better, faster trading experiences while reducing upfront costs. And our Cloud Management Platform helps financial institutions reduce the complexity of governing, managing and automating resources across public, private and virtualised environments.



Create transformative innovation

Telstra gives your firm the opportunity to thrive in the digital banking era by helping you deliver more personalised, secure and transformative experiences to customers, employees, partners and counterparties.

Through our Telstra Ventures arm, we harness the latest cutting-edge technologies, particularly around Cloud, network, security and big data, enabling you to extend your services, trade more profitably and grow your business by participating in Fintech ecosystems.

Our innovative trading support solutions turn voice and electronic communications data into near real-time business insights, using data proactively to help future-proof trading operations, enabling you to stay both compliant and competitive across your complete communications estate.



Secure your business

Telstra understands that cybercrime is a constant and ever-changing threat to financial institutions. This is why security is a central and essential component within all our solutions.

We work with you to assess the value of your data, identify who needs access to it, where it should be located and ultimately, the level of protection required. By giving you an end-to-end view of your data and technology environment, we enable you to rapidly detect and respond to threats and potential security incidents.

With banks and other financial institutions potentially facing exponential growth in the number of cyberattacks, Telstra helps you to confidently manage your data security risk, governance and compliance across the organisation.

¹ <https://www.telstraglobal.com/insight/whitepapers/gartner-critical-capabilities-2018/>

Products for Financial Services

We harness the latest range of technologies and solutions to help you achieve your goals.

Global Connectivity and Cloud Service

Telstra's networks provide fast, reliable, secure, scalable and flexible connectivity to financial institutions across geographies.

Our Ethernet Private Line (EPL) Express network has been independently recognised² as a leading provider of low latency and high capacity international connectivity in Asia-Pacific.

Telstra Programmable Network, incorporating the latest technology around software-defined networking (SDN), network function virtualisation (NFV), data centre interconnect and Cloud integration, enables you to rapidly scale and configure your networks to adapt to changing customer demands and operational needs.

Telstra's wide range of Cloud solutions give you full flexibility in how your organisation connects to, configures, controls and utilises public, private and hybrid Cloud services.



• EPL

- Dedicated, secure, always-on point-to-point connectivity.

• EPL Express

- Low latency, high-speed global network connecting financial centres.

• Telstra Programmable Network

- Next-generation network as a service, delivered on demand.

• Cloud Infrastructure

- Combines the flexibility of Cloud computing with our world-class global network.

• Cloud Gateway

- Connects your corporate network to multiple Cloud services.

• Public, Private & Hybrid Cloud

- From multiple public Cloud platforms to our VBlock converged private infrastructure.

• Colocation & Managed Hosting

- Cost-effective hosting in 58 secure data centres across 12 countries.

• Cloud Management Platform

- Single integrated portal that manages multiple Clouds from Public Clouds to bare metal servers.

• Optical Transport Network (OTN)

- Network technology that provides secure transport at a physical level for major banks wanting security with increased performance, normally on subsea routes.

Trading Solutions

Telstra offers a fully outsourced trading infrastructure, enabling you to reduce your IT complexity and focus on your core business.

Working with a range of industry-leading technology partners, Telstra can provide rapid analysis across both voice and electronic trade-related data – both historic and current – to reconstruct trades and to spot trends, patterns and relationships. This enables near real-time business insights, while at the same time helping you to take a more proactive approach to regulatory compliance.

• GFTS

- Low latency trading network and expert managed services to facilitate electronic trading across the globe.

• Trader Voice

- IP-based voice communications combining highly featured turrets and integrated voice recording.

• Cloud Collaboration

- Unified communication, integrating voice, video and presence.



Partner solutions for:

Mobile security & compliant mobile recording

Cloud-based mobility solutions that solve compliance and security challenges for global enterprises.

Big data analytics

Data virtualisation and federation framework, that enables data from most places to be used by humans and machines.

Trade reconstruction across multiple data sources

Platform to capture, normalise, store and reconstruct voice and electronic communications.

² <https://www.telstraglobal.com/insight/whitepapers/gartner-critical-capabilities-2018/>

Business Applications

Through our Telstra Ventures arm, we have curated a range of applications that utilise digital and mobile to place the customer at the core of business growth.

In the Finance sector, these applications enable true digital transformation across the enterprise, from the end customer experience to the underlying infrastructure, with security at the forefront.

- **Panviva**
 - Cloud platform that guides staff through business processes and front-office functions.
- **Whispir**
 - World's leading conversation and messaging platform for business-critical communications.
- **Headspin**
 - Mobile application testing.
- **Kony**
 - End-to-end mobile application development platform.
- **Near**
 - Location intelligence platform, providing near real-time insights on customer behaviour and interests.
- **DocuSign**
 - Leading e-signature and digital transaction management solution.



- **Apptio**
 - A suite of pioneering technology business management applications that enables organisations to make better IT investment decisions and drive digital transformation.
- **VeloCloud**
 - Simple, agile and secure branch office wide area networks.
- **Movus**
 - Providing health stats of data centre machinery letting you know if there is trouble before it impacts your business.

Security

Telstra enables you to gain an end-to-end view of your security landscape to better detect and respond to security incidents, enabling you to confidently manage your data security risk across the organisation.

From our Managed Security Services to dedicated security applications, Telstra has a strong and growing portfolio of security solutions for the Finance sector.

- **Managed Security Services**
 - Open source, fully managed cyber-security platform (OpenMSS).
- **Security Operation Centres**
 - State-of-the-art facilities, providing the latest in cyber security protection.
- **Telstra Security Monitoring**
 - Security monitoring of event data from multiple sources across both on-premises and Cloud infrastructure.
- **AttackIQ**
 - Open-system platform for security control validation, SECOPS operator exercise, Red Team augmentation, and analytics.
- **vArmour**
 - Security system that visualises and analyses network, application and user traffic inside and across Clouds.



- **Zimperium**
 - Industry-leading security solutions for iOS and Android devices.
- **Cofense**
 - Phishing protection across the entire organisation.
- **CrowdStrike**
 - Next-generation endpoint protection, threat intelligence and incident response through Cloud-based endpoint protection.

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