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Theta and UNIQUARE Sponsor the 3rd Annual Retail Banking Asia Pacific Conference

Theta, Asia's top credit workflow specialist, and UNIQUARE, Europe's leading unified branch front-end and customer relationship management software provider, are proud sponsors of the 3rd Annual Retail Banking Asia Pacific Conference to be held on 29 and 30 January 2013 in Singapore.

Both Theta and UNIQUARE recognise the importance of the Asia Pacific region as a growth market - an accelerating economy coupled with rising consumption and demand for differentiated banking services. This conference presents an opportunity for us to share our experiences and expertise in branch front-end, vertical banking CRM solutions and credit origination with banks as well as for us to listen and learn about the opportunities and challenges faced by the industry.

We have invited Dr Christian Wolf, Director of Sales Management & Service Models from Raiffeisen Bank International, a leading Austrian bank with subsidiaries in over 16 countries, to speak on the topic "Putting Retail CRM into Corporate Action - How retail tools can help steer your corporate business." Dr Wolf's speech will focus on CRM as a corporate tool, its operational aspects and analytics. He will also be seating on the Guru Panel. Attendees can expect to take back real life lessons on the transformational impact of CRM.

We aim to do business with friends and would like to extend a warm welcome to our clients, partners and associates to the 3rd Annual Retail Banking Asia Pacific Conference.

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Theta and UNIQUARE are strategic business partners linked via a common aim of visionary front end systems for banks. Both companies are also associated through equity.



Brief on Theta

Theta Service Partner Sdn Bhd, Asia's top credit workflow specialist for banks, was founded in 1999 in Kuala Lumpur, Malaysia. We have footprints in Malaysia, Singapore, Hong Kong, Taiwan and Pakistan. Our company is staffed by experienced bankers and IT professionals who offer a wealth of credit expertise.

Origins, our flagship product for loan origination, has been proven in banks to deliver higher loan processing performance. The main business drivers are to improve the bank's credit approval process by instituting consistent credit checks and evaluation and leveraging workflow for excellent service quality and speed. This is enabled through the codification of policy and business rules, automation and integration for straight through processing of loan applications. Our product also helps banks gain compliance with Basel II. Origins supports retail, commercial and corporate lending.

Restore, our loan collection and recovery system, manages the loan collection and recovery activities from the time of first missed payment, including statutory reminders, promise to pay, legal proceedings and enforcement, through the write off or restoration to performing status.

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Brief on UNIQUARE

UNIQUARE Software Development GmbH, Europe's leading unified branch front-end and customer relationship management software provider, was founded in 1988 in Krumpendorf, Austria. About 1,500 banks around the world and more than 150,000 users work with UNIQUARE software. Our dedication to "Business with Friends" is reflected in our user-friendly software and the way we do business.

UNIQUARE Business Management, our unified front-end solution, is proven to deliver outstanding market share growth in sales and operational efficiency. The multi-channel suite (customer relationship and branch teller) adopts a pioneering approach in promoting sales-focused interaction with customers, underpinned by automation of branch operations and process orchestration. Our extensive global experience and knowledge in retail banking offers banks best in practice process management, sales support and advisory functions.

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Brief on Dr Christian Wolf and Raiffeisen Bank International

Dr Christian Wolf is Director of Sales Management & Service Models at Raiffeisen Bank International, a leading Austrian bank with subsidiaries in over 16 countries. He is responsible for actively steering and monitoring the sales force for large multinational corporate customers in the RBI network. Prior to his current position, he held IT and business positions in a leading Swiss bank in Zurich and he has worked as a banking consultant in Austria, Germany and Switzerland.

Raiffeisen Bank International AG regards both Austria, where it is a leading corporate and investment bank, and Central & Eastern Europe as its home market. In CEE, RBI operates an extensive network of subsidiary banks, leasing companies and a range of other specialised financial service providers in 17 markets. RBI is the only Austrian bank with a presence in the world's financial centres and Asia is an area of focus. Around 61,000 employees service approximately 14.1 million customers through more than 3,100 business outlets, the majority of which are located in CEE, generating assets of around EUR 147 billion.



Brief on the 3rd Annual Retail Banking Asia Pacific Conference

The 3rd Annual Retail Banking Asia Pacific Conference aims to address banking challenges and at the same time analyse the present status and current trends that are influencing growth in the retail banking sector. On the whole, this conference aims to provide a platform to share ideas to create a fully engaged banking experience through seamless integration of multiple channels for an ultimate customer experience. This conference will see CEOs, CIOs, COOs and CFO share business relevant insights to drive forward towards retail banking excellence. The conference will be held at the Grand Copthorne Waterfront in Singapore on 29 and 30 January 2013. Fleming Gulf are the organisers of the conference.

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