



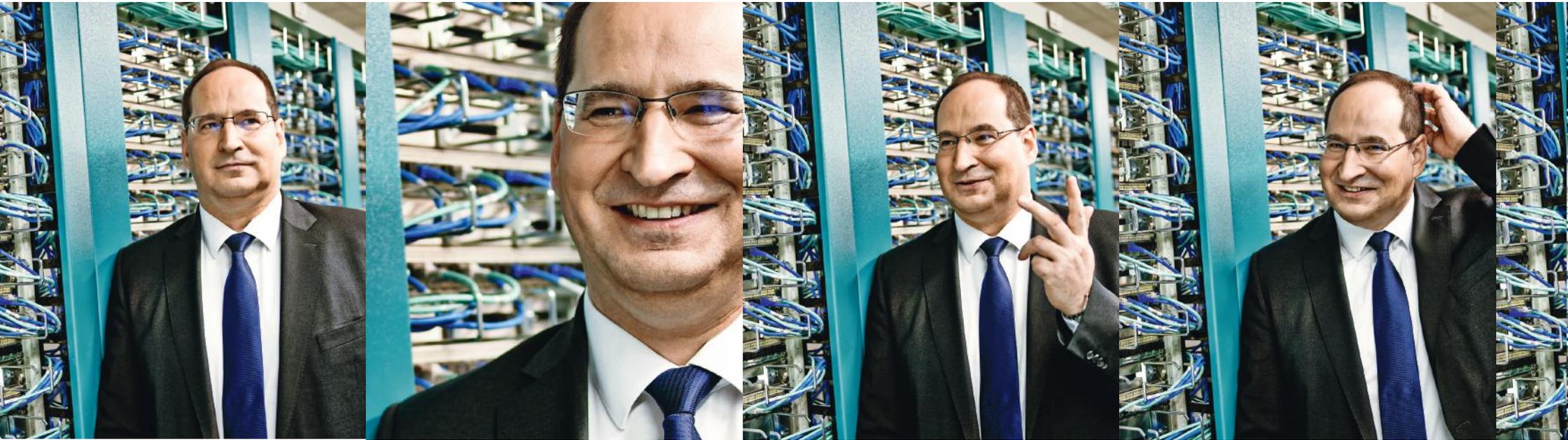
“PROFOUND DIGITAL TRANSFORMATION”

The world of IT is changing very rapidly. How is HSH Nordbank responding to this?

Ulrich Scheer: Aligning our IT to the new challenges is something we do all the time. This is evidenced by our digital strategy, for example, which extends far beyond IT. It deals with how we can use the opportunities provided by the digital world for our business model. One example is our successful banking app. At the same time, we have set up a central data platform, which provides the basis for the Bank's further digitalisation. Although we have already

achieved much, we cannot allow ourselves to rest – quite the opposite. Work is now starting in earnest because we want to keep abreast of future issues.

N. A NEW BANKING WORLD. 1000



What does this mean specifically?

Ulrich Scheer: We as a society are experiencing a profound digital transformation, and we are preparing for it. Improve the user experience, raise efficiency, make cooperation faster – there are plenty of issues where we want to get better. In everyday life a mobile IT world predominates, in which apps play an increasingly important role: to book a cab, for pizza



Many businesses have recently suffered losses due to cybercrime. Are you experiencing higher threat levels?

Ulrich Scheer: Yes, we are in the same boat as other businesses. We are preparing for the new situation by strengthening our security architecture substantially and expanding it continuously. IT security is now a key element of our work. IT and thus its

How do you keep up to date with innovations?

Ulrich Scheer: We do not have the means to push ahead with market-moving new developments ourselves, we are too small for that. But we feel very comfortable in our role of early follower. We are focusing systematically on such specifics as blockchain. For us, the focus is on innovation.

DIGITAL OPPORTUNITIES.



delivery, for the weather, there is an app for almost everything – this is what is called the disintegrated IT world. Many banks, including ourselves, have a rather monolithic IT architecture with large blocks that are not very flexible. To pick up speed and implement projects more quickly, we will need handy systems for individual functions allowing us to respond quickly. In short, our IT landscape needs to become more agile and more flexible. This is what we are working on.

*Ulrich Scheer,
Head of IT*

Does this entail major investment?

Ulrich Scheer: The good thing about the new IT world is that small measures are sufficient to achieve good effects. We are making a start with projects requiring minor financial input, which will – we hope – nevertheless provide us with new opportunities.

WE'RE TAKING THEM.

security is now of great importance from a regulatory perspective. It is deemed just as important by the regulators as the key factors of a bank, i.e. capital and liquidity.

