

## Intellect Veteran Moves from MiddleEast to Head Ops in Continental Europe

**London (UK), September 27, 2018:** Intellect Global Transaction Banking (iGTB), the transaction banking and technology specialist from Intellect Design Arena Limited, has appointed Mr. Atanu Ganguli, who has over 20 years of experience in the transaction banking sector of the Middle East and Africa, to head operations in Continental Europe and steer iGTB's expansion plans in the region. iGTB has concurrently appointed Mr. Alvaro Cisneros to head its southern European operations, headquartered in Madrid, and Mr. Borna Ljubicic to head iGTB's CEE operations, headquartered in Vienna. While Mr. Cisneros was instrumental in driving Banco Santander's growth in the Iberian Peninsula and beyond, Mr. Ljubicic steered Unicredit to a dominant position in transaction banking in CEE.

iGTB expects to treble its revenue by 2021 by riding the crest of IT spend in Continental Europe, which is expected to grow 6-9% year-on-year\* due to a renewed focus on digital transformations. iGTB's European ops will also propel the rise of parent company Intellect Design, already the fastest-growing fintech company in the transaction banking space, with a CAGR of more than 21%.



*"We are committed to Continental Europe," said **Manish Maakan, CEO, iGTB**. "Our record performance in the Nordics, our new contract with a top-level Iberian Bank, and our trade and supply chain finance work with Raiffeisen Group demonstrate how invested we are in the region."*

\*Source: Ovum

### Notes to Editors:

#### About Mr. Ganguli:



*Mr. Ganguli was pivotal in bringing iGTB to its pre-eminent position in the Middle East as partner for many financial institutions and his leadership increased the footprint of Intellect across the region. He moves to head Continental Europe after close to 3 decades of business development experience, heading the ME, Africa and Levant & Turkey.*

#### About Mr. Cisneros:



*Mr. Cisneros joins us with great experience in the industry in various countries in Southern Europe including tenure at Banco Popular, Thomson Reuters, EriBancaire, Accenture, Amadeus and others. He has over 15 years of experience carrying out product management and business development roles, specialized in financial information services, IT Consulting and software.*

**About Mr. Ljubicic:**



*Mr. Ljubicic joins us after holding various senior Transaction Banking roles in Unicredit. He brings 20 years of executive experience in transaction, corporate, and investment banking in the market leading banks Unicredit, Bank Austria and PEKAO. He operated across 21 European markets having global, regional, and local responsibilities. He created the largest transaction bank in CEE and won for his companies more than 40 industry awards.*

**About Intellect Design Arena Ltd:**

Intellect Design Arena Ltd, a specialist in applying true digital technologies, is the world's first full spectrum Banking and Insurance technology products company, across Global Consumer Banking (iGCB), Central Banking, Global Transaction Banking (iGTB), Risk, Treasury and Markets (iRTM), and Insurance (Intellect SEEC). With over 25 years of deep domain expertise, Intellect is the brand that progressive financial institutions rely on for digital transformation initiatives.

Intellect pioneered Design Thinking for cutting-edge products and solutions for Banking and Insurance, with design being the company's key differentiator in enabling digital transformation. FinTech 8012, the world's first design centre for Financial Technology, reflects Intellect's commitment to continuous and impactful innovation to address the growing need for digital transformation. Intellect generates annual revenues of more than USD 169 million, serving more than 200 customers through offices in 40+ countries and with a diverse workforce of more than 4,000 solution architects, domain and technology experts in major global financial hubs around the world. For further information on the organization and its solutions, please visit [intellectdesign.com](https://www.intellectdesign.com). For information on the solutions for global transaction banking, please visit <https://www.igtb.com>

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