



# SECURING FINANCIAL SERVICES

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## “Room for improvement” in banking cybersecurity

The ECB didn't say much about its recent stress tests, but banks need to do better. Which gaps need to be filled?

## More investment in security and resilience needed, say regulators

"The results of the stress test are insightful and showed that while banks do have high-level response and recovery frameworks in place, there is still room for improvement," said Anneli Tuominen, an ECB supervisory board member.

Now, the test didn't probe banks' ability to prevent cyberattacks, it started with an assumed core database encryption and so tested resilience and business continuity.

But it found that many banks couldn't meet their recovery time deadlines and lacked centralized inventories of business processes and associated IT assets.

It was also clear that the industry largely still lacks established processes for quantifying economic impact holistically. And there seemed to be a lack of end-to-end testing of both technical and banking processes using serious scenarios.

Interestingly, the ECB showed concern that banks depend very significantly on external providers. This seems an obvious statement, given banks dependence on Cloud and on hundreds of specialist tech companies in areas from cybersecurity to compliance to the fight against financial crime and fraud, as well as to operate their core banking systems.

The financial service industry is often held up as an example of best practice in security and resilience, both because it is heavily regulated and because financial firms generally have the budgets to buy that best practice.

**Yet the ECB believes that much more needs to be done to “raise awareness internally about existing cyber” and that “banks need to prioritise investment in cybersecurity and treat it as a vital strategic component that underpins their operational resilience”.**

**With DORA here now there exists “a robust framework that will require banks to step up their efforts to foster a culture of continuous cyber risk management.”**

So

- **Where must banks focus their security and resilience efforts now?**
- **Do they need to change the way they think about security – are processes the new crown jewels not data?**
- **If they can't determine damage then how can they evaluate the ROI of security programmes?**

**Securing Financial Services will look at how leading institutions are continuing to develop their security and resilience programmes. Join our real-life case studies and in-depth technical sessions from the security and privacy teams at the UK and Europe's most sophisticated firms.**

## Key Themes

### The rise and rise of effective cybersecurity regulation

Data privacy is only a small part of the picture. Regulators are looking at operational resilience in key sectors like finance – securing the wholesale payments market is a priority and others will follow. They are looking at disclosure and fining the miscreants. **Can you help businesses comply with new regimes?**

### From cybercrime to cyberwar

Blurred lines between cyber-spies, cyber-criminals and cyber-armies have transformed the (in)security landscape, with nation-state exploits widely available. **How can the various elements of government work better with private sector solution providers and end-users to build security that can cope with not-quite-nation-state attackers?**

### Securing the technologies of the future

Quantum computers, web3, multiple types of distributed ledger technology, augmented and virtual reality, the Metaverse, AI-driven applications and even organisations, automation as a service – the list goes on. These technologies are happening now and they all have security implications. **Who is thinking about how to secure future tech?**

### Reining in third parties

Resilience and security increasingly come down to key dependencies outside the organization. With on prem tech the past and Cloud and external IT the future, how do organisations ensure security when they rely on vendors who are vulnerable but above leverage with even their biggest clients? **How do we solve the third-party problem?**

### From Cloud security to Cloud incident response

Recent Cloud outages have not simply disrupted low-level infrastructure, they have disabled cybersecurity solutions and, in turn, sometimes, shut down corporate access to critical network assets for significant amounts of time. **As well as managing Cloud security, CISOs need good Cloud incident response. How are they going about it?**

### Where does AI make most sense?

AI is the key to automation, new XDR solutions, SOC overload. It can help derive better insights from threat intelligence and create better, smarter anomaly detection in network traffic or alert datasets. It may deliver better malware identification or detection of lateral movement and so help with ransomware. **Where is the proof that any of this is working?**

# We deliver your message direct to decision-makers

## Plenary Speakers

The e-Crime Congress Series events offer sponsors the opportunity to deliver content in a number of different ways.

Plenary speakers **deliver their presentations on the day of the event from a fully featured AV stage to a face-to-face audience.**

Their presentations can contain slides, video and audio and speakers can deliver their speeches from the podium or from any point on the stage.

Plenary presentations are 20 minutes long and take place in the main event auditorium guaranteeing access to the largest possible audience of cybersecurity professionals on the day.

**Presentations are generally designed to be informative, topical and actionable, with the use of case studies and up-to-the-minute references to current developments.**

Double-handed talks with clients are also welcomed.



## Education Seminars

At pre-defined points in the day, attendees will be notified that the main plenary sessions are making way for a series of in-depth technical break-outs.

**These sessions of up to 30 attendees are held in break-out rooms and delivered live to attendees.**

They are an opportunity for vendors to deep-dive into a topical problem, technology or solution in front of a group of cybersecurity professionals who have self-

selected as being interested in the topic being discussed.

**They are also the ideal venue for solution providers to go into technical detail about their own products and services.**

These Seminars run simultaneously, and attendees choose which session to attend.

At the end of the Seminar, attendees are notified that Networking time is now available before the next Plenary session.



# Your team and your resources available in real-time

## Exhibition Booths

**Sponsor packages that contain an Exhibition Booth give sponsors the opportunity to be present in the main networking area of the event.**

At these booths, sponsor representatives can interact with delegates face-to-face, deliver messaging and technical information via video presentations, demo products using their own BYOD technology and to distribute printed marketing and product information.

Sponsors may wish to consider different ways to drive footfall to their booths.

For example, sponsors who have presented in Plenary or in an Education Seminar can close their presentations by directing the audience to their booths.

And there are additional gamification elements available, including sponsor-supplied prizes, that can effectively drive traffic to booths.



# We deliver the most senior cybersecurity solution buyers

## Our USP? We put buyers and sellers together

We understand that every vendor needs to sell more. That is the bottom line. This is even more necessary in the present situation.

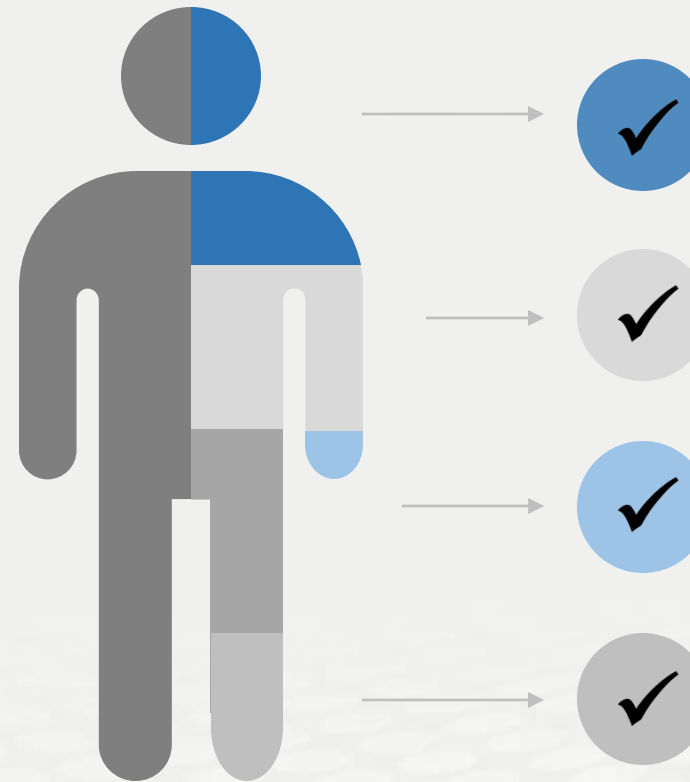
**You will have access to the most senior buying audience in the cyber-security market.**

AKJ Associates has been building relationships with senior information risk and security professionals for 20 years and our cybersecurity community is the largest of its kind globally.

We know the senior executives who drive strategy from the top, we know the enterprise architects who often control the largest budgets and we know the IT Security Leads and Engineers who so often dictate the purchase process.

All of these job titles attend e-Crime & Cybersecurity Congress events.

**Getting access to the right people at the right time always increases the lead generation and always increases profitable sales activity.**



### Cyber-security

We have a 20-year track record of producing the events cyber-security professionals take seriously

### Risk Management

We attract senior risk officers with responsibility for information risk assessment and mitigation

### Fraud, Audit, Compliance

We provide the go-to events for fraud prevention and compliance owners at the world's key corporates

### Data Protection & privacy

We are a key venue for decision-makers with budget and purchasing authority

# We deliver the most focused selling opportunity

SECURING  
FINANCIAL SERVICES

Specific, actionable and relevant information for  
time-constrained industry professionals

SECURING  
FINANCIAL SERVICES

The perfect platform for solution providers to deliver tailored  
advice to the right audience

## Focus

### Target growth

Each event represents a targeted opportunity to address the needs of a specific community whose need for your solutions and services is growing.

## Leads

### Boost sales

Sponsors can tailor messages to the needs of an audience that shares similar concerns and challenges, looking for solutions now.

## Choice

### Meet commercial aims

We work with sponsors to ensure they meet their commercial aims. We offer a number of sponsorship options, each providing specific benefits.

## Value

### Showcase solutions

Our events provide sponsors with a unique platform to showcase solutions, as well as provide advice on how best to solve delegates' key challenges.

AKJ Associates

# Securing Financial Services

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## Delegate Acquisition

- The e-Crime & Cybersecurity Congress has the **largest community of genuine cybersecurity stakeholders** to invite to our events.
- Our reputation for hosting **exceptional events with informative content, excellent networking opportunities and the best vendor partners** means delegates know they are attending a quality event, and are willing to give up the time to attend.
- Our delegates are **invited by an in-house delegate liaison team** who call senior security and privacy professionals at public and private sector companies with a personal invitation to attend
- We **follow up all registrations** with further calls, emails on logistics requirements and reminders to **ensure the best possible attendance.**

## Lead Sourcing

- The e-Crime & Cybersecurity Congress prides itself on **putting the key cybersecurity buyers and sellers together**
- To offer you the best prospects to network with, **we don't invite academics, job seekers, consultants, non-sponsoring vendors or marketing service providers** to this closed-door event. This **attention to quality over quantity** has been the hallmark of AKJ's events for 20 years.
- Each of our vendor partners will receive a delegate list at the end of the event.
- Through our targeted networking breaks built into our agendas you will have **unrivalled opportunities to network** with high-quality prospects with face-to-face networking at the event.

## Get Your Message Across

- **Content is king**, which is why the e-Crime & Cybersecurity Congress prides itself on delivering informative and useful content, to attract senior audiences of decision-makers.
- Deliver an exclusive 20-min keynote presentation in the virtual plenary theatre, or host a 30-min targeted workshop session: good content drives leads to your booth, and showcases your company's expertise
- AKJ's in-house content / research team will complement the agenda with best practice from leading experts and senior security professionals from the end-user community
- If you are not presenting, the exhibitor booth offers the opportunity to share white papers and other resources for delegates to takeaway

## Exclusivity Delivered

- AKJ Associates has never done trade shows. We see most value in working with **a select number of the top vendor partners**, and offering those companies the best access to leads.
- Our events keep the same ethos as when we first started 20 years ago, limiting vendor numbers. We will not be a hangar with hundreds of vendors competing for attention. We will keep our **events exclusive to give the best networking opportunities.**
- All booths offer the same opportunities with the same capacity and functionality regardless of the vendor company.
- This is an opportunity to **continue building pipeline and driving leads** in partnership with our outstanding 20-year reputation and the e-Crime & Cybersecurity Congress brand.

AKJ Associates



# What our sponsors say about us



It was indeed a great show. Despite the situation overall [COVID 19] the number of people that turned up, shows the trust people have of the e-Crime brand. Wish you all the best for the upcoming events and we shall surely be a part of them.



This is always a great event for 'taking the temperature' on security issues, to get a feel for people's impressions on current security challenges and to find out what organizations of all kinds are doing.



AKJ has been a valuable partner for us for a few years now, enabling us to build relationships and engage with the CISO community in a number of key territories across Europe. The events they hold are a great vehicle for discussing the latest challenges and opportunities in the security sector, and our work with them has delivered way beyond expectations.

✓ **Ninety five percent of our exhibitors and sponsors work with us on multiple occasions each year**

✓ **Our sponsor renewal rate is unrivalled in the marketplace**

✓ **This is because our sponsors generate real business at our events every year**