



DeLaRue

# **The Top 5 Changes in Banknotes in the Next 5 Years**

## **Data Driven and Evidence Based Decisions in Design, Security Features, Substrate and Printing**

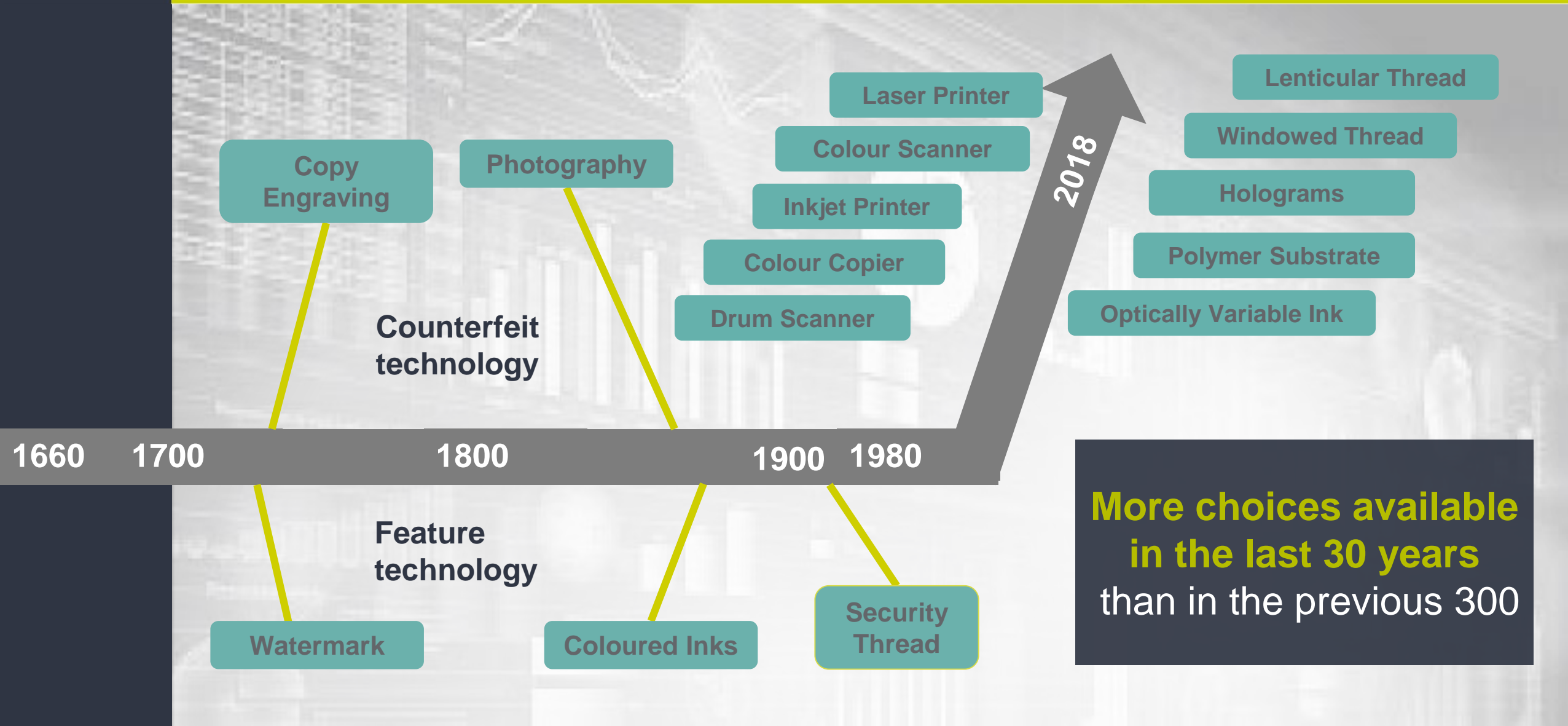
**Dr Thomas Quirke**  
Managing Director Currency  
De La Rue

Banknote Conference  
23 May 2018, Dallas

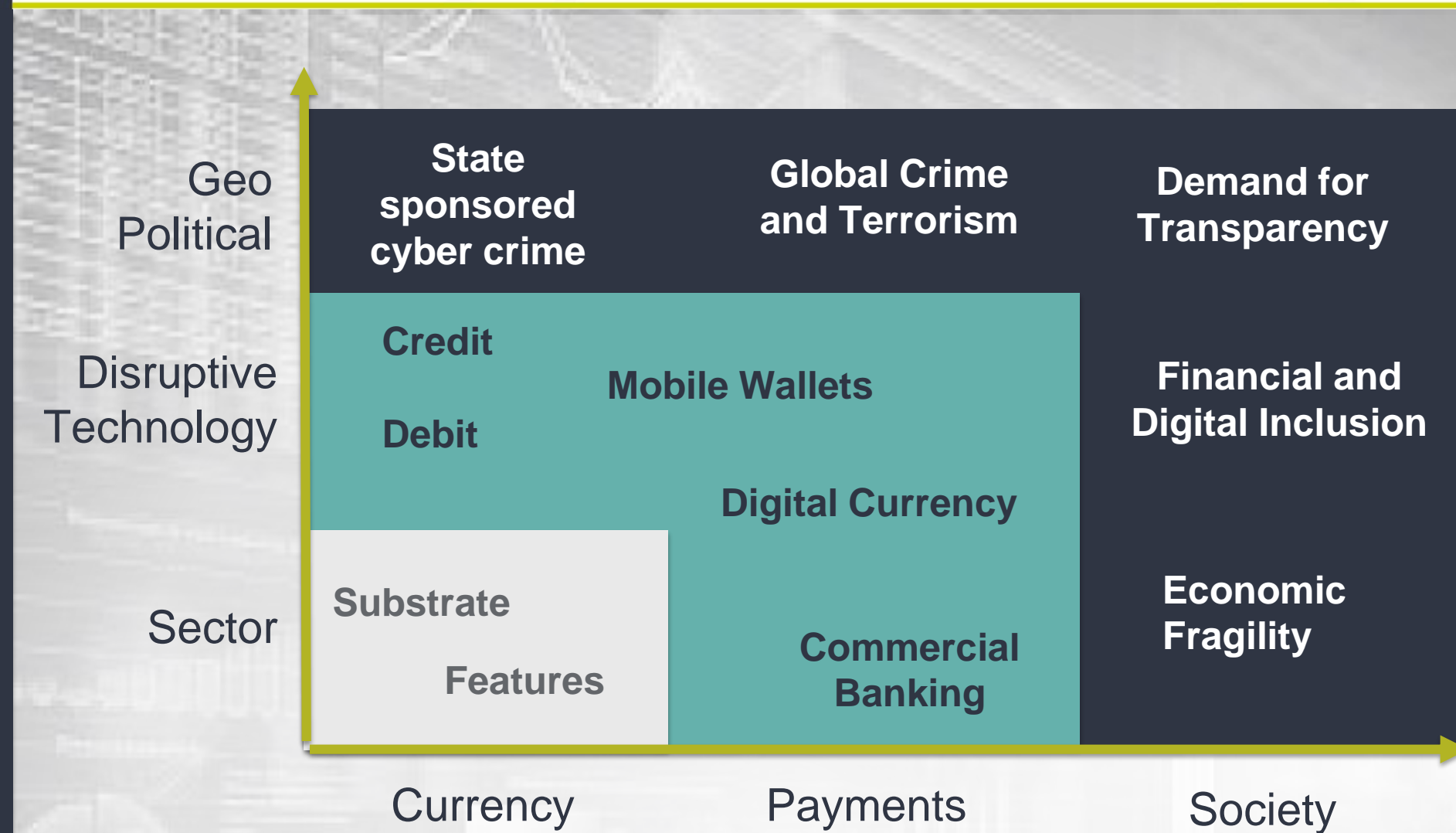


DeLaRue

# There is a Banknote Development Technology Arms Race

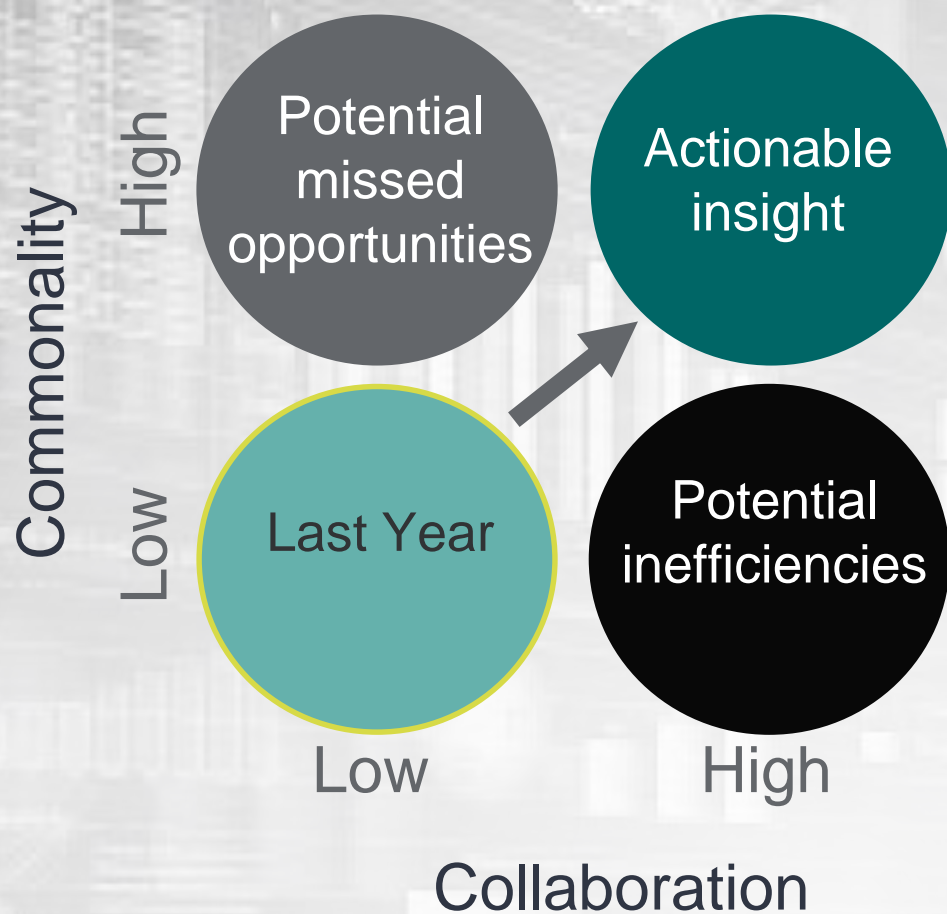


## There Are Also Some Really Big, Complex Factors to Plan For





# There Has Never Been a Greater Need for Effective Collaboration



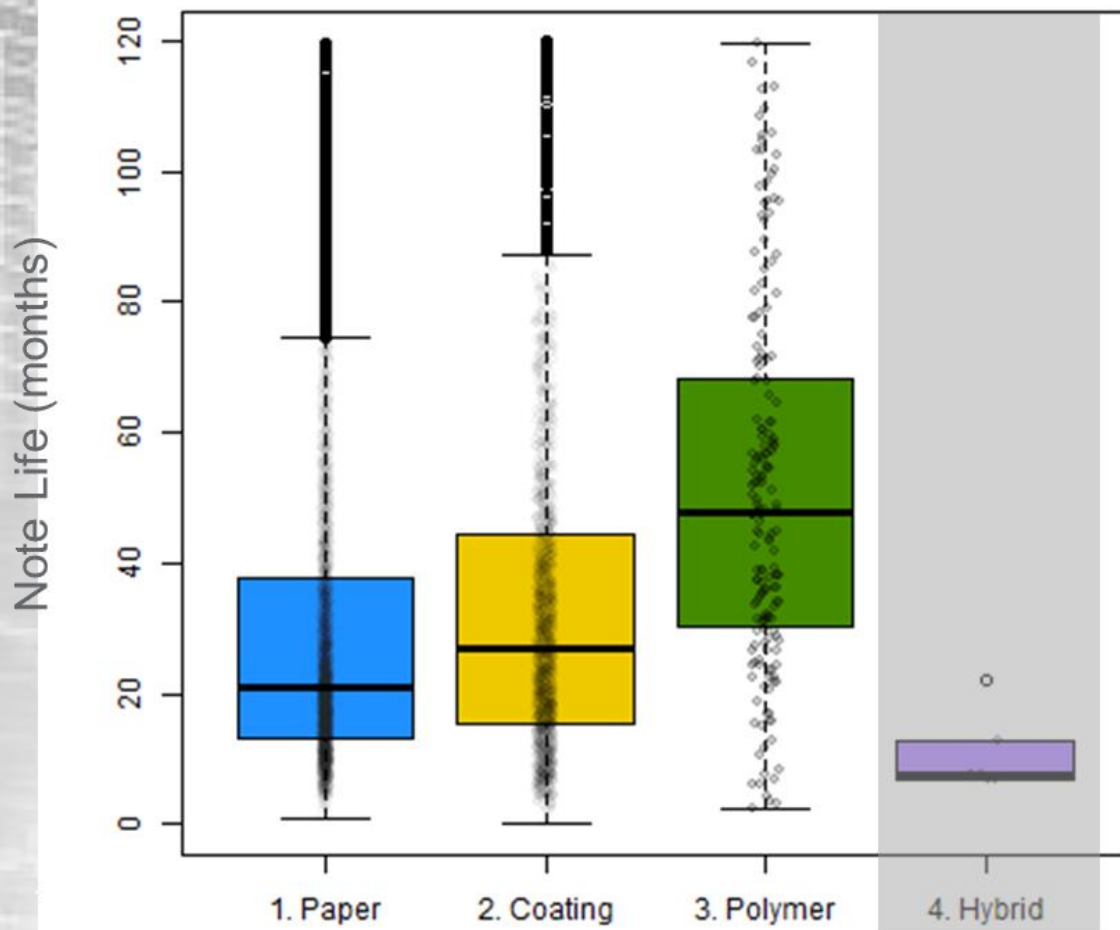
## Change 1

Central Banks will increasingly share knowledge and collaborate



DeLaRue

## And Services Have Started to Support Collaboration this Year



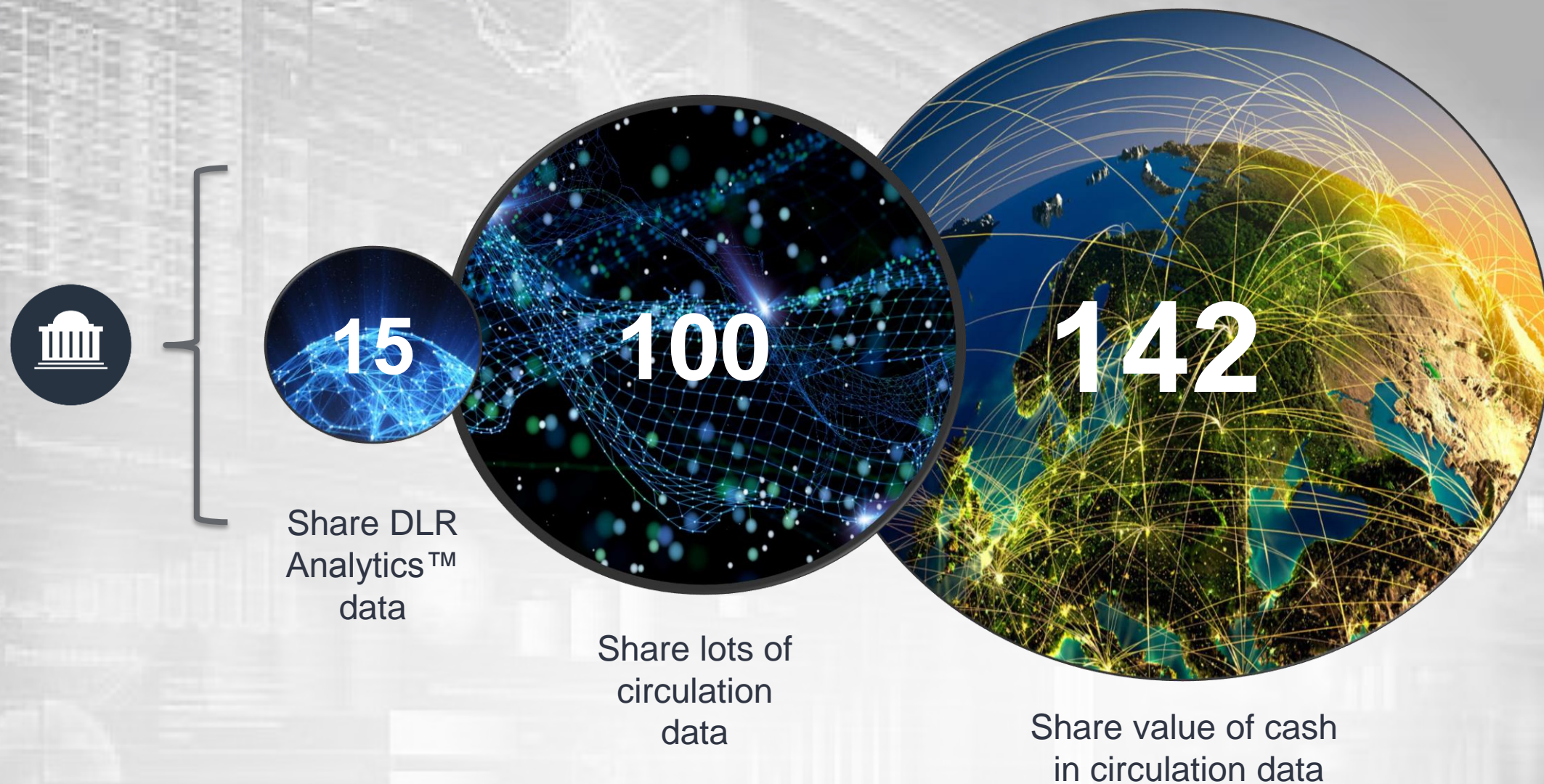
Data Points	4070	1808	176	6
-------------	------	------	-----	---

- Aggregated data provides insight
- The Cash Cycle Partnership provides deeper understanding

### Change 2

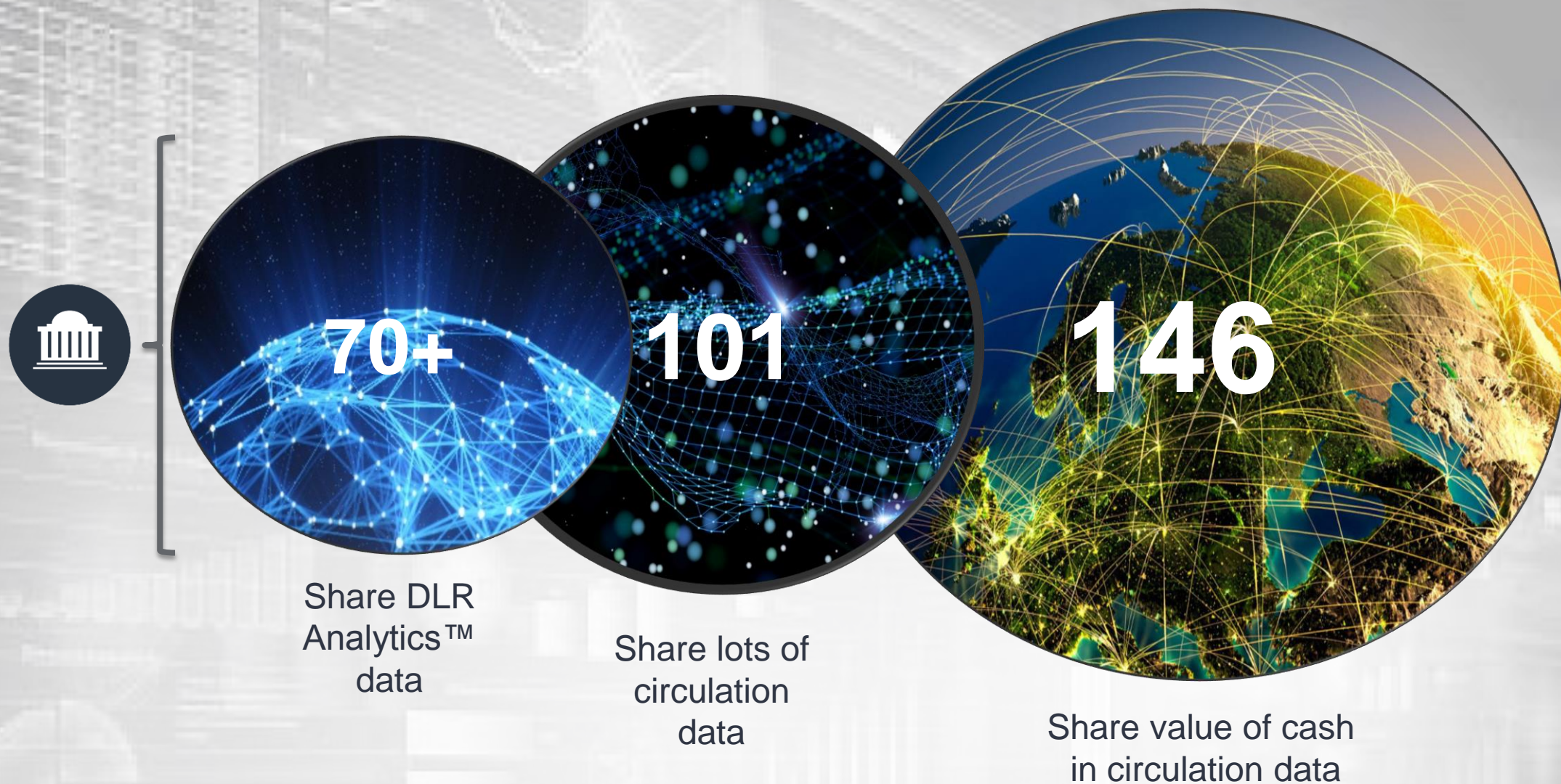
Substrate decisions will be more informed

# The Cash Cycle Partnership Community Started off as 15 Pilot Users





# It Has Grown to Over 70 Central Banks Over the Past Year





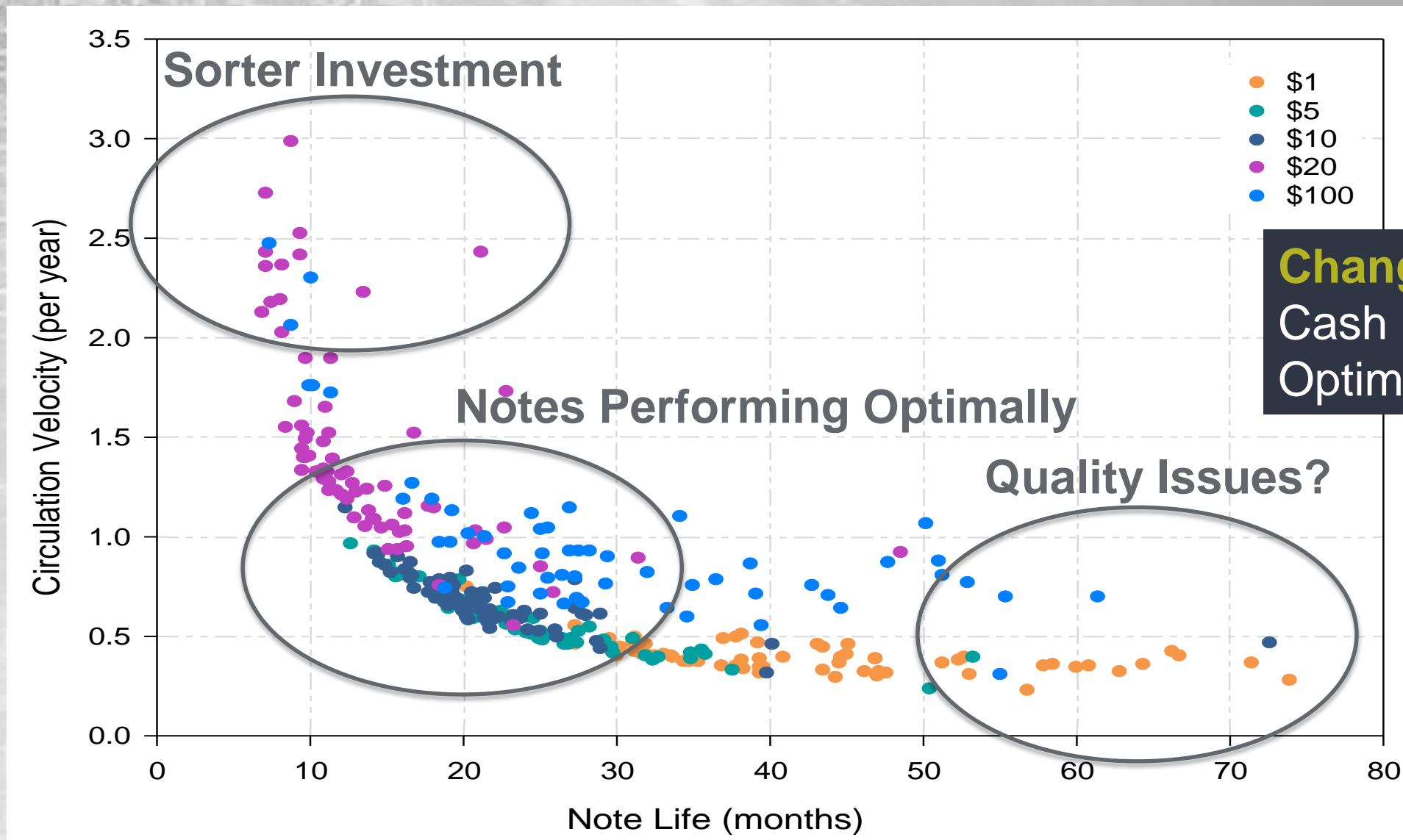
## And the Cash Cycle Analytics Service Has Evolved

**The Cash Cycle  
Partnership**  
Powered by DLR Analytics™

**Change 3**  
Greater use of predictive  
analytics



# The Insight Within Analytics Informs Your Strategy



**Change 4**  
Cash Cycle  
Optimisation

But there is still more to do

## New Announcement:



+



Cash Cycle  
Partnership  
Global fitness  
standards project

**Change 5**  
Specification  
changes driven  
by data



DeLaRue

## And there Are More Changes Coming in the Future

	<b>In the Next Five Years</b>	<b>How We Will Support the Changes</b>
<b>1</b>	<b>Knowledge sharing and collaboration will increase</b>	<ul style="list-style-type: none"><li>• Free Standard DLR Analytics™</li><li>• Enabling you to directly access the aggregated and anonymised data</li></ul>
<b>2</b>	<b>Substrate decisions will be more informed</b>	<ul style="list-style-type: none"><li>• Enabling easy connections between central banks willing to collaborate</li><li>• Grow the aggregated and anonymised data set and the relevant case studies</li></ul>
<b>3</b>	<b>A greater focus on predictive analytics</b>	<ul style="list-style-type: none"><li>• New statistical models and approaches</li></ul>
<b>4</b>	<b>Cash cycles will be become more optimised</b>	<ul style="list-style-type: none"><li>• Support and case studies to help central banks act on the actionable insight from DLR Analytics™</li></ul>
<b>5</b>	<b>Specification changes will be driven by data</b>	<ul style="list-style-type: none"><li>• Global fitness standards project</li><li>• Counterfeit analysis and data</li></ul>



- Join us to **see a demonstration** of Advance Forecasting in DLR Analytics™
- **Sign-up** (if you haven't already)
  - the standard version will continue to be free
- Talk to us about **participating** in the global fitness standards project
- **Shape the roadmap**  
We are building new mathematical models with Imperial College, if you want to be involved please contact us.