



B2B CONVERGE: ASIA-PACIFIC

ASIA-PACIFIC'S PREMIER COMMERCIAL PAYMENTS EVENT

VIRTUAL EVENT | MARCH 8-9, 2021

AGENDA

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The
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EVENTS

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DAY 1

All times in SGT (Singapore Time). Sessions will be in English.

1:45pm - 2:00pm

Welcome

Paul Nicholson, Senior Content Producer, CPI

Richard Hartung, MD, Transcarta

2:00pm - 2:45pm

Asia's market futures post-pandemic

Whilst the impact of the pandemic has been dramatic, Asia is predicted to return to strong growth in 2021. In this opening session we assess the economic fallout and the path to recovery. With the RCEP now signed creating the world's largest free trade bloc, we assess how emerging financial, economic, demographic and technological trends in diverse markets, including China, Japan, India and SE Asia will shape the business and trade environment in 2021. Will Biden and Xi Jinping form a positive relationship? Underpinning trade, we also examine how AI, big data, robotics and future digital technologies will transform society, commerce and finance, in this diverse market.

Sandeep Malhotra, EVP Product & Innovation, Mastercard

Chavi Jafa, Head of Business Solutions, Asia Pacific, Visa

Tom Rafferty, Regional Director Asia, Economist Intelligence Unit

Vasuki Shastry, Associate Fellow, Asia-Pacific Programme, Chatham House

3:00pm - 3:45pm

Development of payments ecosystems in Asia

The evolution of the B2B ecosystem in Asia is rapidly accelerating. National lockdowns cast a spotlight on inefficiencies in payment systems and the need to automate. Yet Asia is an engine of innovation, notwithstanding Alipay's \$30bn suspended IPO, the payments revolution continues. The proliferation of payment and credit solutions for business, using an ever expanding array of processes and protocols, across a dynamic and diverse region is as exciting as it is bewildering. The deep and rich markets of payment cards, virtual accounts, digital wallets, neo-banks, expense apps, mobile VCN, AP systems, electronic and wire transfers protocols, and remittance systems make for a kaleidoscope of opportunity. Global and local banks vie for B2B market share in an ever shifting competitive landscape, characterised both by consolidation and new entrants in the market. Critical to success in this market place is a collaborative approach where buyers and sellers come together to work on payment ecosystems that are economical and workable. In this session we map how the B2B payments solutions will play out in markets the year ahead and the likely winners in the post pandemic world.

Ajay Adiseshann, Founder & CEO, PayMate

David Newington, Commercial Director, APAC, AirPlus International

Mostafa 'Mo' Sabet, VP, Product Management - Asia Pacific, Mastercard

Sabrina Sng, Head of Commercial Payment Solutions, APAC, Discover Financial Services

4:00pm - 4:45pm

Regulation and risk: KYC, AML, Fraud and data compliance

Regulatory compliance and risk controls in payments continue to strengthen as financial supervisors across Asia roll out tougher AML and CFT criteria, by adopting standards set by the intergovernmental Financial Action Task Force (FATF), creating the need for stringent KYC due diligence practices for both FIs and corporate clients to stamp out fraud and criminality. Remote working has also increased security concerns on data breaches. In addition, the increase of data protection measures, and data localisation laws in China, India, Indonesia, Australia and Vietnam, are likely to roll out further in the region restricting how banks and issuers can store and share client data locally. The cost of compliance and the impact on how card issuers and payment solution providers operate in the region is significant. Yet regulation across Asia is not uniform and is developing at different paces as local regulators play catch up. In this session, issuers and regulators examine the challenges and opportunities that greater supervisory scrutiny brings to the B2B payments markets in the region.

John Casanova, Partner, Sidley Austin LLP

Arpit Ratan, Co-Founder and Business Head, Signzy

5:00pm - 5:45pm

Corporate payment systems: moving the digital needle

Prior to the pandemic, corporations with well-developed payment and procurement processes, and operating within strong governance frameworks in the APAC region had few incentives to modify legacy systems with new technologies; the 'if it ain't broke, don't fix it' adage applied. Yet the pandemic has created an imperative to digitise and upgrade from legacy AP and AR systems to integrated payables solutions. So how do you build a compelling business case for systems change? What drivers will cause corporate migration and mobilisation to new digitised solutions? In this session we hear strategic insight and practical cases on incentivizing the take up of solutions (such as virtual cards, and VCN solutions, digital payments, expense solutions) for large corporations and critically, their regional suppliers.

Jukka Rinta, Head of Commercial Cards, National Australia Bank

Clara Wang, MD, Head of Corporate Payables, Cross Currency & Global Cards, Product Management, Bank of America

Nicole Ashong, Sales Senior, Commercial Cards Asia Pacific, Citi Treasury & Trade Solutions

Carol Ho, Head of Large and Middle Market, Asia Pacific, Visa

CONTINUED



DAY 2

All times in SGT (Singapore Time). Sessions will be in English.

1:45pm - 2:00pm

Welcome to day 2

Paul Nicholson, Senior Content Producer, CPI

2:00pm - 2:45pm

Digitisation and data: open banking, faster payments and digital wallets

Whilst the pandemic has caused delays, the trajectory is unchanged. The development of neo banking, propelled by the payment services act in Singapore and the expansion of digital banking licences across Asia, presents new, innovative payment choices for consumers and new opportunities for issuers. Will the rise of the 'GrabPay' style digital wallets signal the decline and potential extinction of the plastic card? Whilst the shiny new front end solutions entice, the back office PSP infrastructure is essentially the same, so what is really new? As the promise of 'real-time payments' and 'faster-payments' roll out across Asia gathers momentum, the opportunities for digital cross border multi-currency solutions multiply. Throw into the mix cryptocurrencies that eradicate FX but introduce a different order of volatility, and the picture becomes intensely complex. In this session, we look at the consumer digitisation trends that are crossing over into the commercial B2B space, and examine the appetite of commercial card end users for new digital payment products. Parallel to this discussion is the data debate and the challenge of overcoming inherent mistrust and engendering confidence in digital data security. How will providers productise B2B digital card and wallet solutions, whilst navigating the need for data privacy and security for corporate customers? Add into this data mix the advent of open banking regulation in Europe (PSD2) and its potential replication in Asia, with regulators in Tokyo, Sydney and Hong Kong exploring 'open API' standards to provide access to payment accounts. Our provider panel shares their digital strategies and end users give their views.

Olivier Berthier, CEO, Moneythor

Andre Chan, Head Of Innovation, SCB Saber Labs, Siam Commercial Bank

Adrian Lovney, Chief Executive Officer, New Payments Platform Australia

3:00pm - 3:45pm

Fintech innovation in 2021

Whilst the world is disrupted fintech market disruptors have been steadily advancing. In this session we hear from the financial technology innovators gaining market traction and share in the B2B payments space in Asia, and evaluate the impact of their solutions on current and future markets. Is the private equity market still hungry for disrupters? Are banks swooping on rising stars in the fintech world? Will IPOs take off? Are Asia grown solutions, such as Lightnet in Thailand, likely to gain over international players such as Paypal? Will new FX solutions shake up cross border payments in the region?

Joel Leong, Co-Founder & Country Head, Singapore, Aspire

Erik Ingvoldstad, Co-founder & Chief Innovation Officer, EedenBull

Jakub Zakrzewski, MD, Kraken

Vikram Kshetry, Head of B2B Partnership, Asia Pacific, Visa

4:00pm - 4:45pm

Cross border payments evolution

Cross border payments between Asian countries are evolving beyond established correspondent banking models and SWIFT protocols. Innovations in real time payments and internet based FX transfer services, as well as digital stablecoins and cryptocurrencies, are disrupting the market. In cards, push-to-pay and virtual card numbers are accelerating transactions. In this session we discuss the development of cross border payments, around the region, looking at innovations in countries including China, India and ASEAN nations.

Rohit Bammi, Global Head of Institutional Business, NIUM

Tridbodi Arunanondchai, Vice Chairman & Co-Founder, Lightnet

Joel Yarbrough, VP Asia Pacific, Rapyd

5:00pm - 5:45pm

SME and supplier growth strategies

Asia is made up of a vast and diverse network of SMEs trading in local currency markets, and in regional and global supply chains. The pandemic and ensuing lockdowns created liquidity issues and demand shocks that hit this sector hard. Supplier enablement and the take-up of B2B payment solutions across supply chains and networks is a core and critical element of providers products and ultimately their market success. In this session we look at how the SME market is changing in different market sectors and regions in Asia, to identify the growth opportunities and the innovative products transforming how this segment does business in the region. In a market characterized by both entrepreneurial innovation and dynamism, but also by traditional and old economy businesses, how will B2B payment product developers encourage adoption of new digital B2B solutions in these diverse markets? Will Ali-pay (and its regional clones and equivalents) prove to be the killer apps, or is the picture more complex? What strategies are local banks deploying to develop digital payment alternatives for SME customers? Here SME sector experts and end users discuss how the year will play out.

Ankur Kansal, Head - Credit Cards Portfolio, RBL Bank

Philip Lim, Executive Director Regional Head Commercial Solutions, Cards & Payments, Personal Financial Services, UOB

Ruth Sy, Regional SME Lead, Asia Pacific, Mastercard

Soumen Sircar, Chief Operating Officer, Singapore E-Business

5:45pm - 6:00pm

Closing summary: priorities for 2021

REGISTRATION

In light of the global pandemic and the needs of our commercial payments community, CPI is proud to offer a complimentary ticket to bank issuers – professionals who work in treasury transaction services or bankers that issue a commercial card and B2B payments product.

Bank Issuers (professionals who work in treasury transaction services or bankers that issue a commercial card and B2B payments product, professional end users from corporations) – **complimentary**

In light of the global pandemic and the needs of our commercial payments community, CPI is proud to offer a complimentary ticket to bank issuers – professionals who work in treasury transaction services or bankers that issue a commercial card and B2B payments product.

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