

The 3rd annual

Asia-Pacific Commercial Cards & Payments Summit

May 18-19, 2017 | Hilton Singapore

The changing world of commercial payments

New technologies are driving commercial payments forward in the Asia-Pacific region however constantly changing regulations present some challenges. Join us for the only event that focuses solely on the unique challenges and opportunities for the commercial cards and payments industry in Asia-Pacific. The region holds huge growth potential for the smart and the informed - make sure you are by attending this event.

Why attend?

This unique, focused event is a not to be missed opportunity for all senior commercial cards and payments professionals and suppliers to the industry. Over 130 senior commercial cards and payments professionals from across the region attend.

- Network with other senior level professionals, sponsors and exhibitors
- Meet the decision makers from leading organizations.
- Hear about developments in the region and around the globe
- Debate issues facing the industry
- Meet potential customers



What's new for 2017?

- Find out how highly innovative FinTechs are addressing key challenges in commercial payments as they showcase solutions
- Learn how a bank is leveraging Fintech innovation and building winning partnerships to optimize digital developments
- Hear from digital experts and payments leaders about APIs, data analytics and other emerging technologies will drive growth and revenue in commercial payments
- Amidst constantly changing regulations in Asia, our regulatory expert will explain how policy changes will really impact your world
- How can new solutions offer opportunities offer solutions for specific sectors in commercial payments? Hear from innovators about how to address the middle market, aggregate small transactions and use cards formulti-million-dollar cross-border payments.
- To see how supplier enablement can be improved, acquirers, service providers and corporates will discuss opportunities, challenges and solutions for improving acceptance of commercial payments.
- Business travellers are getting more demanding, while their companies work to pare down costs. Hear about the latest trends in business travel and how new solutions can optimize the benefits to both sides.
- Brexit, Trump, the China slowdown – hear how will these events impact on the global and Asian economies and your business?

8:00am **Welcome coffee**
Sponsored by Mastercard

9:00am **Welcome and opening remarks**
Richard Hartung, MD, Transcarta

9:05am **Life in interesting economic times**
The past year saw unexpected events, from Brexit and the US election results to slowdowns in major economies such as China. How will these events and others impact the global economy? A leading expert from the Economist Intelligence Unit (EIU) will offer views on how global and Asian economies are likely to evolve.
Simon Baptist, Chief Economist, Economist Intelligence Unit, Asia

GROWING VOLUME BY SOLVING CHALLENGES: LEADING-EDGE SOLUTIONS FOR SPECIFIC MARKET NEEDS

9:45am **Accepting small transaction amounts just became easier**
Processing small transactions has long been viewed as costly and often inefficient. Now, though, small ticket aggregation is offering new opportunities to accept cards for small transactions cost-effectively. The speaker will discuss new solutions for processing small transactions at many types of merchants.
Philip Glickman, Regional Head of Commercial Payments, Mastercard
James Holt, Regional Head of Corporate & Business Cards Asia Pacific, HSBC

10:05am **Targeting the middle market**
Middle market is a significantly sizeable segment for every economy and therefore should be a natural target for all financial services providers. However, the middle market segment has traditionally remained unserved or underserved across regions, as financial services providers have struggled to build an optimum sales and service model. To serve the middle market segment holistically, it is imperative for financial services providers to address both financial and non-financial needs and develop integrated offerings accordingly. The rapid growth and expansion of the digital economy provides a unique opportunity to build and leverage platform ecosystems as a potential approach to serve the middle market segment effectively. There are already several business models that have been built around digital platforms to serve the middle market. The speaker will discuss some of the interesting digital platform models, to draw learnings on 'how to win' and 'how to configure'.
Mohit Mehrotra, Partner, Deloitte

10:25am **Solving companies' pain points**
Panellists will discuss the key issues that companies face, the card and payments solutions addressing the challenges, and how to optimise implementation of the solutions.
Philip Glickman, Regional Head of Commercial Payments, Mastercard
James Holt, Regional Head of Corporate & Business Cards Asia Pacific, HSBC
Mohit Mehrotra, Partner, Deloitte

10:45am **Coffee break**
Sponsored by Inlogik

11:15am **Insights and best practices in commercial payments**
Attendees will have an opportunity to exchange insights, ideas and best practices with peers in commercial payments at small roundtable discussions. Led by members of the CPI Advisory Board and other payments experts, roundtables will focus on a variety of topics. At the end of the session, roundtable leaders will summarise key learnings from their roundtables and how to address the issues in the months following the Summit.

12:30pm **Lunch**

LEADING-EDGE INNOVATIONS TO BOOST COMMERCIAL CARD VOLUMES

1:30pm **Digital and mobile drive productivity and profitability**
Mobile and digital solutions can increase acceptance and ecommerce, for instance, as well as enable new segments to shift to electronic payments. While going mobile and digital is talked about frequently, the key to success is making it happen. Learn from an expert about how corporates can use mobile and other digital solutions to improve productivity and profitability, and how banks can support them.
Anthony Jones, Head of Business Solutions, Australia & New Zealand, Visa

1:50pm **APIs drive collaboration and revenue**
Open APIs (application programming interfaces) offer new opportunities for corporates to collaborate with banks to grow volumes rapidly. Open APIs can enable corporates to make payments more easily and offer location-based services, for instance, or access new bank products. The speaker will focus on best practices in APIs for commercial payments.
Simon Laskaj, Head of APAC, Fraedom

2:10pm **Virtual cards move beyond travel**
While virtual cards are common in the travel space, they're now being used in other industry segments as well. Gain insights into new sectors that are using virtual cards and new opportunities to use virtual cards to grow the commercial payments business. The speaker will look at how virtual cards are used in a number of sectors other than travel and how to use virtual cards to expand commercial payments.
James Alba-Duignan, Regional VP, Head of Commercial Payment Solutions – Asia-Pacific, Diners Club International
Jovan Tucker, Customer Relationship & Operations Manager, WEX

2:30pm **Leveraging innovation to make business better**
Corporates are constantly looking for better solutions that will reduce the challenges and costs of payments. Panellists will discuss how corporates can use these digital and process-related innovations or others to run their business better, and how to monitor and tap into the wave of new solutions that continue to emerge.
Anthony Jones, Head of Business Solutions, Australia & New Zealand, Visa
Simon Laskaj, Head of APAC, Fraedom
James Alba-Duignan, Regional VP, Head of Commercial Payment Solutions – Asia-Pacific, Diners Club International
Jovan Tucker, Customer Relationship & Operations Manager, WEX

3:00pm **Coffee break**
Sponsored by Conferma

3:30pm **Strategies for successfully navigating changing regulations**
Anti-money laundering (AML), interchange, surcharging, compliance and a plethora of other regulations all need to be understood well to ensure compliance with requirements for commercial payments. Our regulatory expert will unravel the mystery and discuss strategies to optimise the regulatory impact on commercial payments.
John Casanova, Partner, Sidley Austin

4:00pm **Merchant acquiring solutions to resolve the supplier enablement conundrum**
A panel of experts will focus on how to make supplier enablement actually happen. Topics include:

- How to emphasise the efficiency and productivity that suppliers provide for corporates and the broader economy
- Strategies to raise the profile of commercial payments for merchant acquiring
- Corporate perspectives on what they need to make enablement happen
- Innovative technology solutions to increase commercial card acceptance

Jean-Pierre Gagnon, CEO, Eko-Pay
Chris Holmes, SVP, KAE
Richard Liu, Head, Commercial Cards & Business Support, Maybank
Tara Tubman, Regional Sales & Client Development, Citibank

5:00pm **Key insights to boost commercial payments**
A short summary of essential learnings from day 1.
Richard Hartung, MD, Transcarta

5:15pm **Networking reception**

8:00am **Welcome coffee**
Sponsored by Mastercard

9:00am **Introduction to day 2**
Richard Hartung, MD, Transcarta

FINTECHS DELIVER SOLUTIONS TO MAKE COMMERCIAL PAYMENTS EVEN BETTER

9:05am **Blockchain**
Blockchain is variously described as the best innovation for everything from payments to inventory management, or as an over-hyped technology. Understanding how blockchain works, where it can be used and its impacts is essential for leveraging it and preparing for competition. Hear from a blockchain expert about what is really happening with blockchain for payments.
Anson Zeall, Chairman, ACCESS

9:25am **Data analytics delivers value to corporates**
A key advantage for commercial payments is using the rich array of transaction for everything from deeply understanding customers and figuring out sales patterns to driving new marketing campaigns and reducing risk. An industry expert will discuss how data analytics can help corporates target the right customers increase volumes and build the business.
Olivier Berthier, CEO, Moneythor

9:45am **Sending money faster and easier: new solutions in remittances**
Innovative and targeted solutions can help corporates use domestic transfers and international remittances to support suppliers, contractors and staff better. From meeting payroll in the gig economy to SMEs sending small amounts to suppliers, new remittance solutions can enable new business models. The speaker will focus on new solutions to make it easier for corporates to send money.
Eric Barbier, CEO, TransferTo

10:05am **FinTechs: disruptors or enablers**
FinTechs and other technology players on this panel discussion will focus on the impact of fintechs on commercial payments, potential disruption, and how to collaborate with fintechs to optimise the benefits they can provide.
Anson Zeall, Chairman, ACCESS

10:30am **Coffee break**
Sponsored by Dataflexnet

THE BUSINESS TRAVELLER AT THE EPICENTRE OF COMMERCIAL PAYMENTS

Business travel is still at the core of commercial cards, so banks and service providers need to deliver constantly-improving solutions.

11:00am **Business travel trends**
Business travel is changing rapidly, as travellers want a better travel experience that is as digitally efficient and comfortable as what they experience outside the company. At the same time, corporates want to take advantage of new online services and travel alternatives to ensure cost-effective solutions for business travel. The speaker will discuss key business travel trends, the changing needs of business travellers and how service providers can collaborate better for the benefit of corporates their staff alike.
Benson Tang, Regional Director – Asia, ACTE

11:20am **Business travel solutions**
Technology and innovation are powering better solutions for corporates and business travellers alike. Corporates can access digital solutions, for instance, and travellers can get instant information on the go. An industry expert will discuss innovations in business travel, payment solutions, and technology or other developments to meet corporate travellers' and CFOs' needs better.
Darren Blair, Director of Sales, Asia Pacific, Conferma

11:40am **Putting business travelers in the center**
Key industry players on this panel will discuss the changing needs of business travellers and how banks or travel providers can collaborate effectively for the benefit of corporate customers.
Alan Tong, Head of Cards, Asia Pacific, Bank of America Merrill Lynch
Benson Tang, Regional Director – Asia, ACTE

12:00pm **Accelerating innovation to drive growth**
Accelerators and incubators have sprung up in multiple markets across the Asia Pacific region. Financial institutions and corporates can tap into fintech and internet of thing (IoT) or other solutions to improve their business, though only if they run the accelerator effectively and use new models to get the best from innovation internally. The head of an accelerator will discuss key trends in innovation, successful practices for accelerators, and how to leverage innovation by fintechs or internal players in order to optimise payments.
Bidyut Dumra, Executive Director, DBS Bank

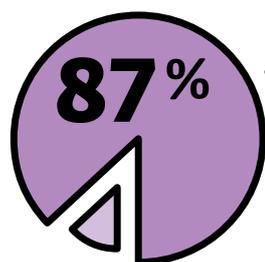
12:30pm **Key insights from the conference and next steps**
This short wrap-up will cover key insights from the Summit, opportunities to leverage them for commercial payments, and how collaboration can grow the industry.
Richard Hartung, MD, Transcarta

12:45pm **Conference closes. Please join us for lunch.**

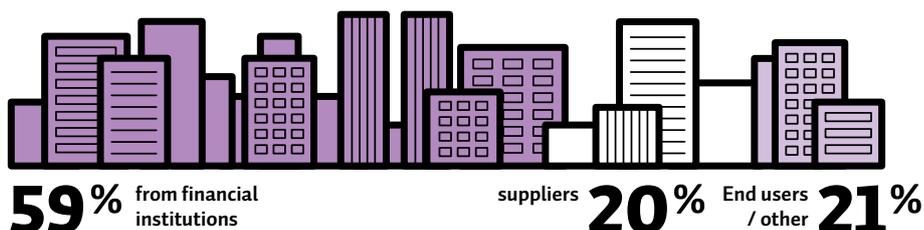
Who can you expect to meet?

Senior level decision makers to include Financial Institutions, Commercial Card Issuers, Card Networks, Processors, Suppliers, End Users, Product Managers, Heads of Strategy & Innovation, FinTech Firms, Regulators, Analysts and Consultants.

CPI has a proven track record of delivering high-level audiences from all parts of the value chain in key regions across the globe. Here is a snapshot of the seniority and types of companies that attend:



are senior level professionals



Attendee ratings



Quality of speakers



Relevance of sessions



Quality of networking



The venue

Hilton Singapore

581 Orchard Road, Singapore, 238883, Singapore

Hotel accommodation

For preferential bedroom rates please visit the website link below. As space is limited, we advise you to reserve your room as soon as possible.

www.commercialpaymentsinternational.com/a-p-venue



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About CPI

Commercial Payments International (CPI) is the global resource for commercial cards and payments professionals who want to stay abreast of the key issues impacting the industry. Its weekly newsletter has 6,000+ global subscribers and features the latest news on all types of commercial cards and payments. In addition, three summits in the US, Europe and Asia provide a platform for the key players to discuss and debate the latest legal, regulatory and technological developments.

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CPI Asia-Pacific Summit

May 18-19, 2017 | Singapore

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WEB

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Register and pay by **Friday March 3, 2017** to qualify for the early registration discount. If payment is not received by this date, you will be charged the full registration fee.

Early registration \$1,350

Full registration \$1,755

Please note: Registration is subject to approval.

Note to suppliers: First preference is given to financial institutions, corporate and government end users, and commercial payments practitioners.

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Promotional discounts: EuroFinance regrets that additional discounts received after the registration form has been submitted cannot be retrospectively applied to reduce the original price charged.

Dress: Business. **Venue:** Hilton Singapore, 581 Orchard Road, Singapore, 238883, Singapore. **NOTE:** There will be photography and/or filming at this event and your image may be captured by us and used for our business and promotional purposes, in printed publications, videos and/or on our website. By registering for the event you are giving us your permission to use your image in this way. If you have any queries about this, please email cpi@eurofinance.com. | © CPI.