

The 8th annual

Europe Summit

6-7 March 2018 // Hilton Canary Wharf, London

Join the only event dedicated solely to the commercial payments industry in Europe...

Overview

Your goal is to help your clients operate efficiently, optimize working capital, and gain access to better data. While this might be simply put, it's not always easy. Doing so among shifting regulatory and technological developments is a tough assignment. That's why Commercial Payments International provides you with a forum to meet and learn with your peers, to discuss everything from virtual cards to corporate needs to PSD2. CPI has assembled an expert panel to share data and analysis on the commercial payments landscape, and innovators have been invited to demonstrate use cases for the latest technologies in B2B payments, all with the goal of learning how you can meet client needs and grow your business.

Why attend?

- // The only event in Europe dedicated solely to the commercial cards and payments industry – every session is with you in mind
- // Unrivalled networking opportunities – meet 140+ senior level professionals from the key players in Europe
- // Content-rich program – get up to date on the latest regulatory changes plus industry developments and trends

www.commercialpaymentsinternational.com/europe



What's on the 2018 agenda?

Payment Services Directive II (PSD II) has arrived.

Hear directly from banks, FinTechs and regulatory experts on the strategic business decisions necessary to operate in this new regulatory environment, and how this wide-ranging directive applies to commercial cards and payments.

NEW – Round-robin roundtable discussions

Sit down with colleagues for peer learning and networking during topic driven roundtable discussions. Topics include such varied subjects as working capital management to corporate traveler.

Back by popular demand – FinTech Showcase

Hear from five fast-moving FinTechs demonstrating new modes of operating, new technologies and how they're shaping the future of commercial payments.

Explore how to best develop products and services for the middle market

Learn how this underserved market can provide you with a potential growth opportunities.

Voice of the corporate

Understand how corporate needs drive your value proposition. What are their priorities, and how will that impact yours?

Virtual cards beyond travel

While travel continues to be one of the strongest and most developed applications of virtual cards, get further perspectives on its other applications and how can it be used to its full potential.

Brexit

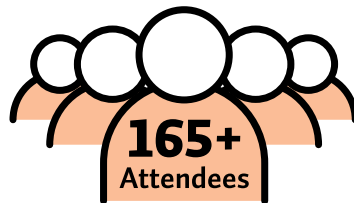
Even as uncertainty remains, hear about data points and key factors to consider to help gauge its business impact.

For program and speaker updates, visit

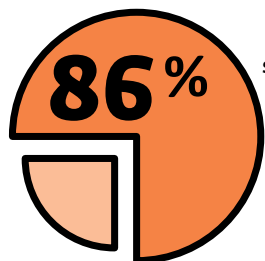
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Who will you meet?

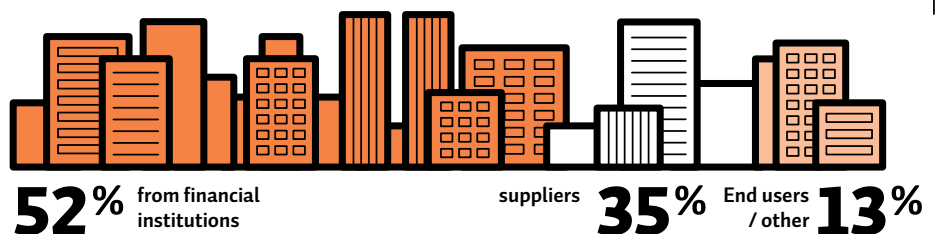
"The Europe Summit is indispensable for any decision-maker. It provides thought-provoking presentations and panels with highly-qualified speakers."



"This event gives you the chance to step away from day-to-day business and gain perspective on the current opportunities in commercial payments."



senior level professionals



The venue

Hilton London Canary Wharf

South Quay, Marsh Wall, London, E14 9SH, UK

For preferential bedroom rates at the venue hotel, visit www.commercialpaymentsinternational.com/europe or call the hotel directly on +44 203 002 2300, quoting the name of the event. As space is limited, we advise you to reserve your room as soon as possible. Rooms are subject to availability.

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DAY 1

// TUESDAY 6 MARCH

8:00 REGISTRATION AND BREAKFAST

9:00 WELCOME

**Conference chair: Nicki Bisgaard, Group Head, PayTech Group
Melissa Sefic, SVP, Head of CPI, EuroFinance**

// CUSTOMER JOURNEYS

9:10 GUIDING CUSTOMERS TOWARD THEIR DIGITAL FUTURE

The latest digital and automated solutions promise to streamline workflows, eliminate inefficiencies and free up working capital. In an environment where corporate finance needs remain complex, and FinTech solutions continue to proliferate, hear how financial institution partners can best answer the needs of their customers, including meeting their payments and cash management needs.

**Maria Parpou, Chief Product & Commercial Officer, Barclaycard
Adam Alphin, Senior Director, Business Acceleration, Coupa**

9:40 NAVIGATING THE FULL PAYMENTS LANDSCAPE

Panel discussion

Customers increasingly have a number of alternate payment options available to them - from virtual cards to ACH to real-time payments. As the payments landscape expands, how is the card industry responding to various needs and new demands? What new solutions are they developing and how do commercial cards fit into an integrated payables strategy?

**Cathy Dargue, Head of Payables & Receivables Products, RBS
Brooke DiNatale, Head of European Large Market Commercial Products, Mastercard
Nick Millar, Strategy & Insight Director, Vocalink
Dean Wallace, Solution Practice Lead - Immediate Payments, ACI Universal Payments**

10:30 NETWORKING BREAK

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// PEER LEARNING

11:00 NEW! ROUND-ROBIN ROUNDTABLE DISCUSSIONS

Attendees will have an opportunity to exchange insights, ideas and best practices with peers in commercial payments during roundtable discussions. Moderators will lead roundtables that focus on a variety of topics. At the end of the session, roundtable leaders will summarize key learnings from their roundtables and how to address the issues in the months following the Summit. Topics include:

- Working capital optimization
- Supplier enablement
- Virtual cards
- Open banking/APIs
- FinTech partnerships
- Regulation
- Faster Payments
- B2B Travel Payments
- Middle Market
- Fraud prevention and security management

**Nick Campbell, Head of Product Strategy & Innovation, Fraedom
Oliver Fellowes, Director, Business Development, Commercial, UK & Ireland, Mastercard
Jay Floyd, Principal Fraud Consultant, ACI Universal Payments
Barry Kislingbury, Director of Solution Consulting, Immediate Payments, ACI Universal Payments
Dean M. Leavitt, CEO, Boost Payment Solutions**

12:00 NETWORKING LUNCH

// REGULATION AND THE NEW SHAPE OF BUSINESS

1:15 EUROPEAN REGULATORY ROUNDUP

Presentation

PSD II has arrived. So has New Payment Performance and Reporting. General Data Protection Regulation is on its way. And interchange regulation could be coming. Featured in this presentation is an overview of the key regulations that will impact business decision-making for commercial payments executives.

Kai Zhang, Senior Associate, Sidley Austin LLP

1:35 REGULATORY PANEL DISCUSSION

With the regulatory stage being set, a panel will explore how these regulations could directly impact businesses in commercial payments. Panellists will discuss the organisational and strategic adjustments necessary to survive and thrive in the shifting regulatory environment.

**Stephen Kinsella OBE, Partner, Sidley Austin LLP
Patricia Vercelli, General Counsel, UATP
David Voss, Head of Commercial Card, EMEA, Bank of America Merrill Lynch
Kai Zhang, Senior Associate, Sidley Austin LLP**

2:00 OPEN BANKING IS HERE

PSD II's open banking regulations intend to foster innovation and competition in the industry- both for banks and third party cohorts/competitors. While some incumbent banks see looming threats in the form of FinTechs that can have access to their customer data, challenging their long-held position as the trusted institution, others have embraced its potential, seeing it as a way to enhance their customer relationships, offering a path to collaboration with FinTech partners, firming up data security standards, and providing an opportunity to flex their own technology muscles. This session opens with a case study presentation of open banking in practise, followed by a panel discussion to address PSD II's open banking impact on banks, FinTech providers, and ultimately customer experiences.

**Alison Donnelly, Head of Advisory, fscom
Alex Mifsud, Co-Founder & CEO, Ixaris
Jeremy Cook, Chief Economist, WorldFirst**

2:45 NETWORKING BREAK

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Continued →

// GROWTH OPPORTUNITIES

3:15 GROWING THE VIRTUAL CARD BUSINESS BEYOND TRAVEL

Panel discussion

T&E has so far been the strongest use case for virtual cards. But how can the industry move to unlock its full potential as a tool to manage fraud, improve cash flow and regulate spending? A panel discusses their efforts to help corporates apply virtual card technology to areas that help with financial transparency, control and data integration.

Dean M. Leavitt, Chairman & CEO, Boost Payment Solutions
Brian Tomkins, European Head of Commercial Cards, HSBC Bank

4:00 SERVICING THE MIDDLE MARKET

Presentation

It's been a long held belief that the middle market is one of the most underserved segments, holding the potential for one of the greatest growth opportunities for the commercial payments business. What's making this segment particularly appealing now is how digital b2b solutions are providing efficient solutions for problems mid-market companies care about the most. Hear about the specific concerns mid-market companies have and how their financial institution partners can help with automation and simplification, and how these crucial functions can provide value.

Simon Gilson-Fox, VP – Global Product Management, Global Commercial Services, American Express

// DAY ONE CLOSING THOUGHTS ON BREXIT

4:30 THE STATE OF BREXIT

Presentation

Britain's exit from the European Union has been a rocky path thus far, with stalled negotiations and political wrangling dominating the headlines. But the very real and wide-ranging business impacts continue to loom large. Hear Economist Intelligence Unit analysis of the state of play and forecasts that chart Brexit's likely course, as well as the medium-term outlook for the entire region.

Danielle Haralambous, Analyst for the UK & Euro zone, The Economist Intelligence Unit

5:00 NETWORKING RECEPTION

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DAY 2

// WEDNESDAY 7 MARCH

8:00 REFRESHMENTS

9:00 RECAP OF DAY ONE

*Conference chair: Nicki Bisgaard,
Group Head, PayTech Group*

// FLEXING FINTECH'S MUSCLE

9:10 BANKING'S NEXT WAVE: MOBILE FIRST CHALLENGERS

Europe has witnessed a recent wave of bank challengers entering the market, including Tide, a mobile-first banking service designed for small and medium-sized businesses. Hear from the startup's founder and CEO about the demand for digital, automated business services, how challengers are attempting to solve problems that current banking services do not offer, and about the current economic and technology adoption trends that indicate this model will succeed.

George Bevis, Founder & CEO, Tide

9:30 FINTECH SHOWCASE

Five back-to-back quickfire presentations from commercial payments FinTechs demonstrate how they are collaborating with financial intuitions, solving problems for customers, and simplifying client processes.

*Eric Chan, Customer Success Executive,
Spend Labs
Roozbeh Charli, COO, Billhop
Jørgen Christian Juul, CEO & Board
Member, Cardlay
Amer Qavi, Founder & CEO,
Swipezoom*

10:10 FINTECH SHOWCASE Q&A

10:25 NETWORKING BREAK

// LOOKING AHEAD

11:00 HOW B2B ECOMMERCE PLATFORMS ARE TRANSFORMING BUYER AND SUPPLIER ENGAGEMENTS

Panel discussion

Understanding the impact of global eCommerce platforms -- Amazon and Alibaba in particular--and how they are facilitating financial transactions is a window into the future of B2B buyer and supplier engagements. Where do financial institutions fit in? And how will these platforms continue to evolve into rich data and payment services providers?

*Enrico Camerinelli, Senior Analyst,
Aite Group
Mark Miller, Head of Alliances,
Amazon Business UK
Simon Thompson, UK & Ireland Market
Development, Visa Business Solutions*

11:45 OPPORTUNITIES AND ROADBLOCKS IN COMMERCIAL CARDS AND PAYMENTS

What is driving is opportunities in commercial cards and payments, and what's getting in the way of growth? Hear about the headwinds in the form of regulations, ongoing issues around corporate legacy infrastructure and competition, could impede growth, as well as tailwinds including government support of electronic payments, tech advances and increased B2B spend capture.

Chris Holmes, SVP, KAE Consulting

12:15 ROUNDTABLE ROUNDUP

Findings from the previous day's roundtable discussions will be presented to the audience. Conference delegates will get an overview of the key takeaways and insights from the various discussions and recommendations from their peers.

12:30 SUCCESS FACTORS IN PAYMENT INNOVATIONS

What success factors do FinTech investors look for when assessing startups, and what is the process? One VC shares his approach, providing examples and examining the attributes that make a B2B and cards and payments FinTech solution valuable. You'll hear tips to help you make better decisions on how you can identify potential FinTech partners.

*Johan Lundberg, Founding Partner,
NFT Ventures*

1:00 NETWORKING LUNCH

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Delegate prices

Register and pay by **Friday 15 December 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 reg	Full reg
2-day summit	£850	£1055

Please add 20% VAT to the costs above. VAT must be paid irrespective of the delegate's country of residence. **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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