

The 4th annual

Asia-Pacific Summit

16-17 May 2018 // Grand Hyatt Singapore

Explore the changing world of commercial payments

The changing world of commercial payments

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 unlocking the carded market, to how FinTechs are transforming B2B engagements. 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.

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.

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

www.commercialpaymentsinternational.com/ap



Highlights for 2018

- // Back by popular demand – roundtables offering a unique peer learning opportunity for focused conversation about commercial payments
- // NEW – discover how highly innovative FinTechs are addressing key challenges in commercial payments as they showcase solutions
- // Get information on ongoing issues – like regulation, tech developments, economic indicators and also drill down into industry specific topics through case studies
- // Hear about the power of data analytics and what it can do for your clients
- // Gain insight into the regulatory landscape in the region – from new cybersecurity mandates to technology standards
- // Understand the market segments that are driving growth in the region, in particular SMEs
- // Discover how supplier enablement can be improved; acquirers, service providers and corporates will discuss opportunities, challenges and solutions
- // Hear how the business traveller is continuing to push developments in travel and expense management

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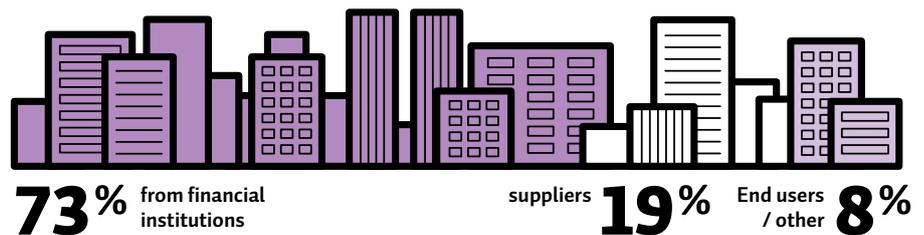
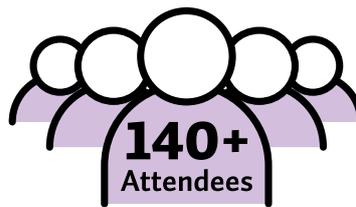


The venue

Grand Hyatt Singapore

10 Scotts Road, Singapore 228211
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Who will you meet?



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DAY 1

DEFINING SUCCESS IN COMMERCIAL PAYMENTS

// WEDNESDAY 16 MAY 2018

1:00 REGISTRATION AND REFRESHMENTS

2:00 WELCOME AND OPENING REMARKS

2:05 TRANSLATING CONSUMER DIGITAL EXPERIENCES INTO CORPORATE DIGITAL EXPERIENCES

Consumers across the region are adopting digital experiences into their everyday lives, from using QR codes on their mobile devices as a payment method, to ecommerce platforms for shopping. This means corporate users – from business managers to corporate travelers—also expect these experiences. Given these rising expectations, traditional commercial payments providers need to deliver. Hear about the consumer digital payment innovations that translate into the commercial sector and how B2B can become as mobile, digital and user friendly.

Darren Blair, General Manager, Asia Pacific, Conferma
Victor Cheng, Regional Head of Strategy, AirPlus International
Deborah Moss, Transaction Services, Citi

2:50 DATA ANALYTICS: GAINING ULTIMATE INSIGHTS

Rich data can reveal business insights valuable to all involved in the payments stream – from financial institution to corporate end user. Although financial institutions and card issuers in particular have access to volumes of data, it has yet to be harnessed to its full potential. Hear how to help customers address data integration with ERP systems, and how the the examination of rich data translates into business insights.

Peter Levin, Head of Partnerships – Financial Services, Asia Pacific, SAP Concur
Sid Vasili, CEO, Vasili Advisory

3:20 COFFEE BREAK

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3:50 VITALITY IN THE SME SEGMENT

The small to mid-sized business segment is a vital one and often cited as the engine of growth in the region. As its growth coincides with rapid developments in digital payment technologies and proliferation of FinTechs, these businesses now have many digital solutions available to help streamline their processes and leapfrog into automated services. You'll hear about the opportunities for growth this segment poses for issuers and other payment companies, the unique characteristics of this market segment and how its dynamism is likely to impact payments in the future.

James Alba-Duignan, Regional VP, Head of Commercial Payment Solutions – Asia-Pacific, Diners Club
Vikram Kshetry, Senior Business Leader, Asia Pacific, Visa
Shaun Burke, Head of Small Business, Asia, Xero
Donald Tan, VP – Sales & Distribution, Global Payments Asia-Pacific

4:20 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 summarise key learnings from their roundtables and how to address the issues in the months following the Summit.

- FinTech partnerships
- Virtual cards
- Supplier enablement
- T&E automation
- Working capital management/cash flow optimization
- New rules and regulations in the APAC region
- The small business segment
- The digital experience

Desmond Chong, Director of Business Development, South East Asia
Nick Campbell, Head of Product Strategy & Innovation, Fraedom
John Casanova, Partner, Sidley Austin
Josephine Law, Counsel, Sidley Austin
James Alba-Duignan, Regional VP, Head of Commercial Payment Solutions – Asia-Pacific, Diners Club
Stefanie Koh, Senior Director, Head of Products for Large Market, Asia Pacific, Visa
Matt Baker, Senior Director, Head of SME Growth & Execution, Asia Pacific, Visa
Penny Cox, Head of Sales & Account Management, Inlogik
James Berti, CEO, iSphere Global

5:30 NETWORKING RECEPTION

For program and speaker updates, visit

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DAY 2

B2B STRATEGIC INNOVATION

// THURSDAY 17 MAY 2018

8:00 WELCOME BREAKFAST

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9:00 OPENING REMARKS

9:05 THE BIG PICTURE: ADDRESSING CORPORATE PAIN POINTS

As the industry works to develop products and services to enable cash flow, and gain greater control and visibility, what are the areas they are making great strides in, and where are they still looking to catch up? Hear how B2B innovation is rising to meet the needs of corporates.

Chavi Jafa, Head of Commercial Cards and B2B Payments, India & South Asia, Visa

9:45 SUPPLIER ENABLEMENT: THE KEY TO UNLOCKING THE CARDER MARKET

What is the value proposition that gets communicated to suppliers as they consider acceptance, and what are the specific pain points that are being addressed? What partnerships and processes need to take hold to solve the supplier enablement conundrum?

Amit Sharma, MD, Head Cross Currency & Commercial Cards

– APAC, Bank of America Merrill Lynch

Celine Chua, VP & GM for Global Commercial Services, Singapore, American Express

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

10:30 LESSONS LEARNED AND NEW DEVELOPMENTS IN VIRTUAL CARDS FOR T&E

The value of virtual cards has most successfully demonstrated in the travel sector, and there are a number of lessons that can be learned so far, including specific use cases, travel segments, successes, and failures. What is the future trajectory of virtual payments? How is the industry mining travel data for better decision making and has the introduction of virtual card supported this capability? And how has the transition from plastic to virtual worked for the corporate end user?

Siddhartha Pande, Director – Specialist Sales, Mastercard

Albert Taras, CEO, TCG Consulting

James Holt, Regional Head of Corporate & SME Business Cards, HSBC

Fazal Bahardeen, Founder & CEO, Crescent Rating

11:15 COFFEE BREAK

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11:45 B2B FINTECH SHOWCASE

The region has been a hotbed of activity among FinTechs, with public sector backing (Singapore and Hong Kong FinTech sandboxes). A wave of FinTechs focused on payments has emerged, and not just consumer but increasingly for B2B. Witness five quickfire presentations from new tech developers in the B2B space.

Nick Campbell, Head of Product Strategy & Innovation, Freedom Chrystie Dao-Szabo, Co-founder & Chief Business Development Officer, iPayMy

Jason Tymms, VP of Market Product Management, Mastercard Send

Kurt Knackstedt, CEO, Troovo

Nikhilesh Goel, COO, Validus

12:30 Q&A WITH FINTECH SHOWCASE PARTICIPANTS

12:45 NETWORKING LUNCH

2:00 ASIA REGION REGULATORY ROUNDUP

Regulators throughout Asia are reacting to new market changes, most notably the strengthening presence of fintech. Given these shifts, this year's regulation roundup session will focus on new developments in several key areas: the trend towards more activity-based regulation; the promotion of regulatory sand boxes as well as impact of blockchain and cryptocurrencies. Leading the way in respect of activity-based regulation, Singapore will be enacting a comprehensive overhaul of its regulatory regime, and these changes will certainly affect the commercial payments industry. While regulatory sandboxes and other government sponsored initiatives are being introduced with lots of fanfare, consideration must be given as to how useful these are for the commercial payments industry. Looking forward, blockchain and cryptocurrencies are likely to continue to be a key focus of regulators, how should the industry be engaging with regulators on these issues.

John Casanova, Partner, Sidley Austin

Josephine Law, Counsel, Sidley Austin

Continued →

DAY 2

B2B STRATEGIC INNOVATION

// THURSDAY 17 MAY 2018

2:45 NEW CYBERSECURITY THREATS AND REMEDIES

Banks have long been relied on by their business partners as trusted and stable institutions. Many are hurriedly integrating with new fintechs, and may open themselves to data security breaches. The rollout of the European Union's General Data Protection Regulation (GDPR) on 25th May 2018 will have global repercussions, and puts severe penalties on those with lax vendor security. Look no further than Facebook's recent data access and privacy troubles to understand issues around third parties. Countries throughout the world are rapidly evolving security and privacy regulations. Integrated privacy and data protection has become a top priority for institutions globally. What other measures should financial institutions consider, especially those in transaction banking and payments? How can you be proactive in this increasingly interconnected, global and digital environment?

Dr. Ken Baylor, Regional VP, Attivo Networks

3:15 COFFEE BREAK

3:45 BEYOND BITCOIN PRICES AND ICOS: FINANCIAL SERVICES BLOCKCHAIN APPLICATIONS

With the world caught up in the volatility of the price of bitcoin, it's easy to lose sight of its underlying technology, and specifically efforts to harness the distributed ledger to advance financial services innovation. Hear about initial applications, and its practical implications for payments, (ie cross-border remittances).

Jake Goh, CEO & Co-Founder, Rate

4:15 RE-IMAGINING THE COMMERCIAL PAYMENTS BUSINESS OF THE FUTURE

Commercial payment services industry executives face many similar challenges. Chief among these is their struggle to keep pace with myriad changes coming at them from all directions: in particular new technologies, new market players, and shifting customer demand. A fundamental rethink is required around the commercial payment business of the future. Are traditional sources of competitive advantage relevant for the new world? Is client ownership the best way to scale the business? Should commercial payment business be visible or invisible? What role does the business play in situations when governments are developing next generation payment plays? These are some of the broader issues we need to think through as we either transform commercial payment service business or build a new commercial payment service business.

Mohit Mehrotra, Partner, Deloitte

4:45 NETWORKING RECEPTION

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Register and pay by **Friday 30 March 2018** 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
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Please note: Registration is subject to approval.

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