



The 5th annual

# B2B Converge: Asia-Pacific

Bringing together the region's commercial payments professionals

15 May 2019 | Grand Hyatt, Singapore

[www.commercialpaymentsinternational.com/ap](http://www.commercialpaymentsinternational.com/ap)



# Overview

Innovations in digital payments are intersecting with commercial cards, and the result is an opportunity for all those in the ecosystem to benefit.

Increasingly, FinTechs are emerging that are dedicated to boosting acceptance, allowing networks, banks and tech providers to extend their reach across the region. A new crop of FinTechs, intent on challenging the position of established financial institutions in areas such as expense management, automation and banking services, are placing pressure on them to innovate or lose market share.

## What to expect

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.

At B2B Converge, you'll hear case studies, success stories, and analysis you've come to expect at Commercial Payments International conferences around the world. You'll meet and learn from your peers, to discuss everything from cross border payments to building digital partnerships, to how FinTechs are transforming B2B engagements.

## 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 140 senior commercial cards and payments professionals from across the region attend.

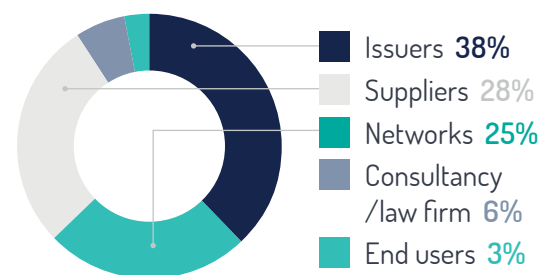
- Network with other senior level professionals, sponsors and exhibitors
- Meet the decision makers from leading organizations
- Hear about developments in the region and around the globe
- Debate issues facing the industry
- Meet potential customers



## Who you'll meet

Senior level decision makers including financial institutions, commercial card issuers, card networks, processors, suppliers, end users, product managers, heads of strategy & innovation, FinTech firms, regulators, analysts and consultants.

## Audience breakdown



## Previous attendees include:

Access • ACTE • AirPlus International • Alliance • American Express • Attivo Networks • Axis Bank • Bank of America Merrill Lynch • Bank of India • BDO Unibank • BIDV • CIMB • CIMB Bank Berhad • Citi • Commercial Bank of Ceylon • Conferma • Credit Saison • Crescent Rating • DBS Bank • Deloitte • Diners Club • Discover • E Sun Bank • Economist Intelligence Unit • Eko-Pay • Entrust Datacard • Federal Bank • Freedom • Global Payments Asia-Pacific • Hang Seng Bank • HDFC Bank • HReasily • HSBC • ICICI Bank • Indra Sistemas • IndusInd Bank • Infinia • Inlogik • Invapay • iPaymy • iSphere • JAL • Japan Airlines • KAE • Kotak Mahindra • Mandiri • MasterCard • Maybank • Mitsubishi UFJ NICOS • Mizuho Bank • Moneythor • MSTs • Mutual Trust Bank • NAPCP • Nations Trust Bank • OCBC • Optal Limited • PayPal • Rate • RBL Bank • Rio Tinto • Roche Diabetes Care Asia Pacific • Sampath Bank • SAP Concur • Saudi Arabian Monetary Authority • SBI • SCB • Security Bank Corporation • Sidley Austin • SMCC • Standard Chartered Bank • Stripe • Sumitomo Mitsui Card Co • TCG Consulting • The South Indian Bank • Transcarta • TransferTo • Troovo • UATP • Unionpay International • United Overseas Bank • UOB • Validus • Vasili Advisory • Vietnam Prosperity Bank • Visa • VP Bank • WEX • Xero • YES Bank

# Agenda

8:00 Check in, breakfast and networking

Breakfast sponsored by



9:00 Welcome and opening remarks

9:10 Opening presentation: The value of B2B payments to corporates

Commercial payments products and services should anticipate and answer the needs of their corporate customers. But do they? In what ways are banks and other payments providers succeeding, especially as digital tools like virtual cards become more available, and in what ways can they improve? And specifically, what value can the payments ecosystem deliver when it comes to improvements in cash flow and working capital management?

9:45 It's all about location: an emerging market case study

Southeast and South Asia present exciting opportunities for growth, as the infrastructure to support digital payments becomes more sophisticated. Hear how a regional issuer is making inroads in launching a commercial product, what the initial results have been so far, and how technology and other industry partners can help make other emerging market issuers a success.

10:15 Networking refreshment break

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10:45 Roundtable discussions

Delegates will have an opportunity to exchange insights, ideas and best practices with peers in banking and commercial payments during roundtable discussions. Moderators will lead roundtables that focus on a variety of topics, with summit attendees choosing two 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. - Servicing the SME segment - Government/public sector segment - Supplier engagement - Changing competitive dynamics in the travel sector - Virtual cards for B2B

11:45 Roundtable roundup

Roundtable moderators will share with the larger group, key takeaways that emerged from their discussions.

12:00 Networking lunch



**1:15 Panel discussion: Digitizing the B2B flow**

The ongoing discussion about supplier acceptance has not ceased, but new to the conversation is the emergence of payment facilitators and supplier enablement partners that are taking a fresh approach. Additionally, new models and structures that solve for concerns about cost and pricing, are opening up new B2B flows. Hear how various companies are working to unlock B2B payments for wider constituencies.

**2:00 Panel discussion: Enabling B2B payments convergence**

Today's technology has made global faster payments, real-time payments, and the blockchain a reality, and with it comes the opportunity for banks to consider a more integrated approach that utilizes the full suite of new B2B payments – including commercial card, as well as account to account in order to better meet the needs of corporate customers. Hear the latest data on cross border payment volumes in the region, what this tells us about how clients can benefit the most from the latest on offer, and examples and use cases.

**2:45 Networking refreshment break**

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**3:15 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.

**Firdaus Mogul, CEO, Renepay**

**4:00 FinTech Q&A**

**4:15 Regional regulatory update**

A roundup of the most relevant regulations and policies in the region that are impacting commercial cards and payments, as well as the influence of larger global trends, like interchange regulation, the talk of interchange fee abolishment, real-time payment mandates and more localized developments by the Singapore Monetary Authority and the Monetary Authority of Hong Kong.

**4:45 Closing presentation – The SME experience: Will B2B FinTech meet the challenge of SME growth**

So much has been said about the importance of small and medium-sized business growth in the Asia-Pacific region, especially in emerging economies. And many fintechs are being launched to specifically meet SME needs. But what kind of traction are they actually reaching especially in the areas of financing, working capital management and streamlining of manual processes? With so much economic growth prospects riding on the success of SMEs, what can this industry do to assist in its vitality?

**5:15 Networking reception**

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[susanchristopherson@eurofinance.com](mailto:susanchristopherson@eurofinance.com)



### Speaker opportunities

If you are interested in speaking at this event, please contact:

**Melissa Sefic**  
SVP & Head of CPI

T: +1 917 214 2508  
[melissasefic@eurofinance.com](mailto:melissasefic@eurofinance.com)



# Key information

## Prices

This event is complimentary for senior-level industry professionals (ticket value: \$1850 per delegate). Complimentary tickets are given to individuals who meet the criteria to secure a seat. Please contact us for more information.

## How to register

Register online at [www.commercialpaymentsinternational.com/ap](http://www.commercialpaymentsinternational.com/ap)

Registration is subject to approval. Please email us at [cpi@eurofinance.com](mailto:cpi@eurofinance.com) or call +44 (0)20 7576 8555 for more information.

## The venue

### Grand Hyatt Singapore

10 Scotts Road, Singapore, Singapore, 228211



The venue offers valet service and on-site self-parking facilities for 500 vehicles, accessible via Scotts Road. Vehicle transfer, metered taxi services and public transit information is all available on their website: [www.hyatt.com](http://www.hyatt.com)

## Accommodation

EuroFinance has arranged a special booking offer at Grand Hyatt Singapore for attendees of the International Treasury Forum. Please book via the link on our website: [www.commercialpaymentsinternational.com/ap/venue](http://www.commercialpaymentsinternational.com/ap/venue)

Please note: Bedrooms in the city are limited and EuroFinance strongly advise that you reserve your hotel accommodation as soon as possible. All bedrooms will be subject to availability at the time of booking and you will need to provide a valid credit card number and EuroFinance registration confirmation number in order to guarantee your reservation.

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