The inaugural

Middle East & Africa Symposium

The only event dedicated to cards and payments in the region

Tuesday, November 6, 2018 | Taj Dubai, UAE
Your clients need access to tools that drive operational efficiency and optimize working capital. Increasingly, commercial cards and payments are providing this type of value to large market corporates and SMEs in the Middle East and Africa, marking an increasing trend toward the adoption of digital business services in the region.

To help you understand where else the trends are heading, and how you can better serve your customers, Commercial Payments International is presenting its inaugural symposium, bringing together senior financial services and payment technology experts from around the region, sharing how their initial forays into launching card programs in the region have fared and what future opportunities look like.

Why attend?

- Learn how to better serve your clients and make payments more effective for them
- Understand new technologies in this sector, and about the FinTechs that are emerging
- Meet the partners you’ll need to work with from across the B2B payments ecosystem

Partnership opportunities

To learn more about how to position your brand in front of this audience please contact:

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8:00 Check in, breakfast and networking
9:00 Welcome and opening remarks
9:10 From Dubai outwards: How incentives and technology are driving declines in the use of cash in the GCC and beyond

Asia, the GCC, Latin America and other growth markets have been witness to the decline in the use of cash, and with it have emerged opportunities and risks for payment companies. While there are distinct and important differences in each region, there are also relevant parallels, weak signals, cautionary tales, and opportunities to be mindful for everyone in the payment ecosystem, from retail banks to card networks to investors to gateways and beyond. In this presentation, we will tap into proprietary payment data to identify the trends that are gaining traction and those that are not. Ultimately, we will identify best practices for payment companies looking to grow in the GCC and beyond.

Tom MacDonald, Managing Consultant, Global Growth Markets

9:45 Panel discussion: T&E is ready for take off
This segment is on the brink of taking off, having a foothold in other regions around the globe, it’s potential to make an impact in the region is there. Developments such as virtual cards and single use accounts offer a view of how this segment can successfully evolve and provide value to organizations in terms of measurable cost-savings and spend controls. A panel of experts discuss how T&E can become a revenue highlight.

Moderator: Andre Hattingh, Managing Partner & Regional Director EMEA, PayTech
Gouranga Dhanagare, VP, Commercial Cards, MENAPT, Citi
Virginia Reinecke, Director, Product Management, Mastercard

10:30 Networking refreshment break

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Diners Club International
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11:00 Panel discussion: The FinTech Factor
The presence of nimble and specialised fintech companies have made themselves known around the globe, and Dubai and Abu Dhabi looking to distinguish themselves as FinTech hubs. Many are looking to disrupt traditional financial services, targeting corporates and SME’s directly. Legislation, regulation, technological innovation and new age expectations are forces that cannot be ignored. This session takes an in depth look at key trends and disruptive forces impacting the future of the commercial banking and approaches that will help banks stay relevant.

Moderator: Tom MacDonald, Managing Consultant, Global Growth Markets
Ajay Adiseshann, Founder & CEO, PayMate
Rakesh Khanna, VP, Business Solutions, Head Business solutions for Central & Eastern Europe, Middle East & Africa, Visa
Ramana Kumar, SVP, Head of Payments, First Abu Dhabi Bank
Amer Qavi, Co-Founder, CEO, Swipezoom

11:45 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
Will Cross, Director, South Europe, Middle East & Africa, Diners Club International

• Government and public sector segment
Virginia Reinecke, Director, Product Management, Mastercard

• Growing the virtual card business
Raman Arora, Head Commercial Card Product & Associate VP, Emirates NBD

• Supplier and buyer engagement
Ganes Raman Kuti, Senior Director, Business Solutions for Middle East & North Africa, Visa

• AP automation
Wayne Docherty, Head of Sales, EMEA, Fraedom

12:45 Roundtable roundup

12:45 Networking Lunch
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2:00 Conference Concludes
This classroom-style workshop is designed to provide bank issuers and other market participants looking to explore commercial cards and payments opportunities in the region. You’ll gain an understanding of the product sets, market segments and client benefits in B2B and T&E payments, all led by an experienced subject matter expert who has successfully launched products and businesses. Participants will be provided with a certification of completion at the end of the day.

Level: Intermediate

Learning objectives

- Understand why payment industry is changing and how Card payment networks are evolving to meet this opportunity
- Enable knowledge building for attendee to assess revenue risk and opportunity
- Provide insight to organisations that have made a success of broadening payment services

Key benefits

Attendees will benefit from, new and increased knowledge of:

- Emerging payment trends
- What influences customer decision making
- How Commercial Cards and payments fit with the overall payment mix
- Enable assessment of revenue threat/opportunity
- Understand the technology driving this sector

To book your place, please contact:
registrations@eurofinance.com | +44 (0) 207 576 8555
Fees include: Refreshments, lunch, full documentation and conference materials where available (they do not include hotel accommodation). All fees are inclusive of published discounts. Bank transfer charges are the responsibility of the payer. EuroFinance Conferences Limited reserves the right to alter the program content, speakers or course at any time due to circumstances beyond their control.

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Dress: Business.
Venue: Taj Dubai, Burj Khalifa Street, Dubai, United Arab Emirates. 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.

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