Welcome to TIF-2023 program!

プレナリープログラムでは、日本語/英語の同時通訳サービスを提供します

This is the latest TIF 2023 Program (PDF). We will keep on adding more topics and speakers.

Please feel free to check more frequently and see our most updated edition.

We are working hard to bring you the best program possible!

This is the final program of 20 November 2023

Full-day plenary program schedule

Monday 20 November 2023 (Program starts at 08.45 AM !)

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07.45 – 08.45 hrs	**Registration @ TIF 2023 – Tokyo – Tokyo American Club**
08.45 – 08.50 hrs	**Welcome & Introduction** Harry Smorenberg / Michael Salmony (Chairmen)
08.50 – 09.15 hrs	Official Keynote Welcome: **Japan's Position and Ambition as Global Financial Hub** **Yusuke Iino** (Director for Global Cooperation on Governance Strategy, Ministry of Economy, Trade and Industry (METI), Attorney at Law, Japan (Tokyo) and New York State) **Ms Chang Li** (Ambassador FinCity Tokyo & Vice President Plug & Play, Tokyo)
09.15 – 09.35 hrs	The Greater Picture Presented: **Key trends presented** **Kentaro Ogata** (Managing Director & Partner BCG X, Tokyo)
09.35 – 10.30 hrs	Opening Topic & Panel: **Cross-Border Payments: '*at last efficient, transparent, cost-effective ?*'** Many initiatives are underway to – at last – improve cross-border payments. Major networks like SWIFT have several initiatives, as do standardization bodies, as do central banks … which will succeed ?

Part A Plenary Expert briefing:

- Impact of current developments
- Challenges involved and what the transition means
- Managing richer and more structured data
- Realizing Operational Efficiency (payments processing optimization) – Best Practice case

Introduction by:
Alain Delfosse (Managing Director, SWIFT East Asia, Tokyo)

Part B Panel debate topics a.o.:

- The importance of interbank – readiness: 'avoiding weak links in the chain'
- Rich data: more data, more transparency
- Faster Payments: How to boost interoperability between banks
- How to deliver a better payments experience

Panelists: (40 minutes):

Alain Delfosse (Managing Director, SWIFT East Asia, Tokyo)

Misao Watanabe (General Manager of Settlement Institution Transaction Banking Coordination Department, Mizuho Bank Ltd., Tokyo)

David Brown (Head of APAC Payment GSC, Finastra, Sydney)

Makoto Shibata (Head of FINOLAB, CCO, FINOLAB Inc. Audit & Supervisory Board Member UI Bank, Japan)

Moderator:
Michael Salmony (TIF, Frankfurt)

10.30 – 11.00 hrs **Coffee & Networking**

- Coffee/Tea in lounge

11.00 – 11.45 hrs **Treasury & Trade Finance: '*entering a new era*'**

Faster Payments, Open Banking, Real-Time, Virtual Accounts and more… Treasury 4.0 seems to be on the radar… Unlocking essential data for cash- & treasury management is key in today's trade. Large corporates are constantly professionalizing their financial practice where we also see a clear next level development with SME's implementing state-of-the-art treasury expertise into their daily practice.

Part A <u>Plenary Expert briefing:</u>

- From Industry 4.0 to Treasury 4.0
- Connected Treasury: all digital, STP, real-time, in-house banking
- Smart B2B: smart treasury based on data (cases)
- Connecting corporates and SME's to banks using API, Open Banking

Intro by: **Sander Van Tol** (Partner Zanders Treasury, Risk and Technology consulting , Utrecht, The Netherlands)

Part B <u>Panel debate topics a.o.:</u>

- Role of Fintech in B2B and Treasury
- The huge commercial impact of "boring" topics like e-Invoicing
- Benefits to corporates, banks, governments
- Use of better data for better treasury decisions

<u>Panelists</u>**:** (35 minutes)**:**

Kenichi Igarashi (Managing Director and Head of Corporate Coverage Japan & responsible for all Asian MNCs business in Europe, Deutsche Bank, Frankfurt)

Shirish Wadivkar (Global Head – Wholesale Payments / Trade Strategy, Swift, Singapore)

Masuo Yoshimatsu (Founder & CEO of CFO Support Co. ltd / former CFO of Bridgestone, Kobe, Japan)

Enno-Burghard Weitzel (Senior Vice President Strategy, Trade Finance Digitization Surecomp, Hamburg, Germany)

<u>Moderator:</u>

Sander Van Tol (Partner Zanders Treasury, Risk and Technology consulting , Utrecht, The Netherlands)

11.45 – 12.30 hrs **CBDC's: "solving many problems at once?"**

Over 100 central banks are working on the new central bank digital currency. Many goals are hoped to be achieved by this – or is it more a case of Central Bank FOMO ? What ambitions are realistic and what needs to be done to achieve them.

Part A <u>Plenary Expert briefing:</u>

- What are CBDCs (account based / digital token based)?
- What are the motivations behind CBDCs?
- Japan versus Global best practices: What are the smart directions?
- CBDCs 'retail vs wholesale' benefits?

Part B <u>Panel debate topics a.o.:</u>

- Which of the dozen goals proposed are realistic ?
- What are the consequences for commercial banks?
- Is any end-user (consumer or merchant or corporate) interested ?Learnings from past payments projects for CBDC

<u>Panelists</u>**:** (45 minutes):

Naoto Shimoda (Associate Director-General Bank of Japan, Payment and Settlement Systems, Tokyo)
Michael Salmony (CEO Payment Innovation Consulting, Frankfurt)
Hiromi Yamaoka (Member of the Board, Future Corporation, Head Future Institute of Research, Tokyo)
John Ho (Global Head of Legal, Financial Markets for Standard Chartered Bank, Singapore)

<u>Moderator</u>:
Zennon Kapron (Founder & Director Kapronasia, Singapore)

12.30 – 13.30 hrs **Lunch & Networking Break**

- Networking lunch

13:30 - 14.10 hrs **Digital Identity: Realizing a Secure Basis for all Digital Services**

Our current identity systems are largely based on 50-year old technology (e.g. passwords). How can we assure that people, organizations, things are identified reliably ? We need to stop the avalanche of data breaches, identity fraud, hacking if we want to continue building a digital world. Do we really want foreign Big-techs to dominate our security ? What are the best approaches and what roles should we all play ? What are international best-practice cases (discussing national and regional solutions provided)?

Part A Plenary Introduction

- All there is … is Identity: The Key to All Digital Services
- Identity is 'bigger' than payments: new biz for banks?
- Global regulatory and market approaches compared
- Best Practice cases from around the world

- **Philipp Pointner** (Jumio Chief Digital Identity, New York) - *Video Briefing*
- **Toshio Taki** (Group Executive Officer, CoPA (Chief of Public Affairs), Head of Sustainability and Head of Money Forward Fintech Institute)

Part B Panel debate topics a.o.:

- Sharing digital identity through banks
- New service for banks: managing "personal identifiable info"
- How to boost interoperability between (national) banks
- What can Fintech offer?

Panelists**:** (40 minutes):

Michael Salmony (CEO Payment Innovations Consulting, Frankfurt)

Hiroshi Nakatake (Managing Director GLEIF Japan, Tokyo)

Moderator:

Toshio Taki (Group Executive Officer, CoPA (Chief of Public Affairs), Head of Sustainability and Head of Money Forward Fintech Institute)

14.10 – 14.35 hrs **Japan Anticipating the International Payments Trends**

Emerging payments trends (briefing & update)

- Instant Payments, Open Banking for Corporates, The Rise of APIs
- Growing importance of Remittance Payments
- Emerging role of PSP's
- Expanding e-Commerce transactions

Update & briefing by:

Sakiko Suzuki (Director Payments Markets Japan at SWIFT, Tokyo)

14.35 – 15.00 hrs **Driving growth with digital trade finance transformation**

As the global economy becomes increasingly digital, the drive for banks to transform their trade finance operations has never been greater. The need to support rapidly accelerating trade volumes and demanding customers, requires banks to move away from paper-bases processes. Hear from award-winning solution provider Surecomp on how Japanese banks can use digital trade finance to streamline their operations to remain competitive and drive growth.

- **Introduction** - the trade finance landscape in Japan and how it compares to other markets across the globe
- **Challenges** - what are the challenges and barriers to digital adoption and how can banks address them?
- **Case study** - digital trade finance transformation in practice; a real example of how a Japanese-owned bank is using technology to drive growth
- **Audience Q&A**

Introduction by:
Kyoka Li (General Manager APAC Surecomp, Singapore)

Corporate Case study by:
Jevan Purnawan (Head of Transaction Banking and Supply Chain, Bank BTPN - member of SMBC Group - Jakarta, Indonesia)

Moderator:
Michael Salmony (TIF, Frankfurt)

15.00 – 15.30 hrs **Coffee & Networking break**

- Coffee/tea in lounge

15.30 – 16:00 hrs **The Digitizing of the B2B Payments**
(from cheques, to cards, … to what?)

How B2B2X is now providing greater efficiencies for Trade Finance and Supplier management programs

- New payment assets that are accelerating the move to digital platform (digital by default)
- In US 50% of B2B payments are by cheque, Europe is moving to direct-to-account … where is Japan ?
- Corporate Cards, Purchasing Cards, Fleet Cards, Government social benefits cards, Virtual Accounts
- Card "rails" vs physical plastic – when is a card not a card ?
- Smart Data Management: moving flows from wire, cash, check to digital and enhancing working capital, capturing more data and improving reconciliation while providing enhanced transparency.

Keynote introduction by:

Junichi Tsuboi (Director Mastercard, B2B Products & Solutions, Tokyo)

16.00 – 16.30 hrs **Outlook APAC & Positioning of Japan as Fintech Hub**

"How can Japan reposition itself as novel Fintech Hub?"

Panelists:

Pieter Franken (*intro remarks!*) (Co-founder Japan Fintech Festival, Tokyo)

Takashi Okita (CEO Nudge, Challenger Bank; Chair FinTech Ass. of Japan)

Jerry Namiki (Deputy Director of FSA Tokyo)

Moderation:

Zennon Kapron (Founder & Director Kapronasia, Singapore)

16.30 – 17:10 hrs Closing Keynote Panel:

Innovations in B2B: Japan compared to global cases for success

- Payments is all about data! So how to govern?
- Towards new standards & the impact for Japan – what will be the Japanese approach
- Regulatory challenges and developments: cross-border alignment: APAC / SE Asia initiatives reviewed, Impact of Japan B2B deregulation
- AI & Cloud: regulatory and governance challenges
- Geopolitical environment for corporates reviewed

Brief introduction by:

Dimitrios Salampasis (Swinburne University of Technology, Melbourne)

Moderator:

Michael Salmony (Chairman TIF, Frankfurt)

Panelists:

Stephen Peters (Head of Enterprise Payments Solutions, ASEAN and North Asia, FIS Global, Singapore)

Dimitrios Salampasis (Swinburne University of Technology, Melbourne)

Hiromi Yamaoka (Member of the Board, Future Corporation & Head Future Institute of Research, Tokyo)

Noritoshi Murakami (Managing Director, Head of Transaction Banking Division MUFG Japan, Tokyo)

17.10 – 17.20 hrs **Closing address & remarks by:**

Naoto Shimoda (Associate Director-General Bank of Japan, Payment and Settlement Systems, Tokyo)

Keiichi Aritomo (Executive Director FinCity Tokyo & Chair of WAIFC, Tokyo)

17.20 -18.30 hrs **Farewell cocktail reception / See you in 2024 !**

Michael Salmony & Harry Smorenberg (Chairmen TIF)

For our Plenary Program we will service simultaneous translation in Japanese / English for all of our sessions.

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Welcome to the 'in-person' TIF – 2023 Program !

Tokyo, Monday 20 November 2023

APAC Forum on B2B2X developments in Payments, Treasury & Trade

We are happy to share our program with you! This program is a 'living-document' as we keep on adding new program topics and key speakers towards our Forum date on Monday 20 November 2023 in Tokyo.

Michael Salmony and Harry Smorenberg are two leading and seasoned experts in the global payments/transaction space. In an environment where banking is increasingly based on 'data' and technology increasingly supports this happening in real-time, big shifts are seen in 'financial logistics' globally. We will face a new reality in the way we transact, the identity of things, the management of data and thus how we cooperate as trading parties.

Our ambition is to exchange these essential developments jointly with global best-practices and secure the best 'learning curve' for our delegates attending.

Debating and sharing the lessons-learned amongst professionals in the field, will speed up next steps in securing up-to-date infrastructures and global connectivity, improved cash- & treasury management with data standardization for corporates, optimal risk management and fastest payments/settlement. We foresee more dynamic interaction between corporates and with the financial services industry.

TIF will offer dedicated plenary introductions and panel sessions and will stimulate Q&A and debates on the various key topics. All the plenary sessions will be simultaneously translated Japanese/English.

We like to welcome you to participate, debate and engage with your Japanese and International peers!

Warm regards,

Michael Salmony & Harry Smorenberg

Founders and Chairmen

info@transactioninnovationforum.com

TIF for short

'For-and-By' professionals in the B2B(2X) Payments, Treasury & Trade space

The fast changing finance landscape has triggered many conferences. Mostly we see a focus on the changes effecting the retail markets and consumers. But we tend to forget the enormous opportunities and challenges in the **Corporate/SME (B2B**) space… A huge market where actually most of the money is being processed, handled and made… it is the area where real advantage can be quantified, where process improvements are really paid for, where there is ample need for improvement, where there is often a clear business case – and where most of the true money-making Fintechs are to be found.

Why participate?

- TIF 2023 is a true professionals' platform with a key focus on B2B & B2B2X.
- Banks, (near)Banks and Corporates realize the need to accelerate and shift to real-time and employ data; and thus giving them and their customers flexibility to a.o. personalize product features and automate flows.
- Customers also demand more digital experiences and capabilities as retail and B2B merchants need to create omnichannel experiences to meet their customer's expectations.
- To carry the new services we see a continuous need to modernize the backend, payments and trade infrastructures to enable faster, secure national and cross-border business, for consumers and businesses alike.
- Proactively helping clients to optimize their working capital; strengthen liquidity management tools, such as virtual accounts and notional pooling, to provide advanced instant treasury efficiencies, to automate invoices and reconciliations, to predict and manage cash flows enabling customers to unlock their cash faster…
- To serve the SME market - which typically makes up over 90% of a country's economy – but which is chronically underserved by incumbents. The "democratization of digital financial services" finally allows SME access to advanced tools previously reserved for large corporates.
- Better orchestrate financial ecosystems for global commerce and asset serving…
- Upgrade core infrastructure for digital enablement and service externalization (exploring new partnerships with providers / outsource noncore activities).

These are some essentials why we would like to invite you to participate in TIF 2023 and learn, discuss and meet you APAC and Global peers at expert level. An annual gathering of true professionals around with a focus on APAC but learning best practices from around the globe in a compelling in-depth program. (Please see our detailed program: **www.transactioninnovationforum.com**!)

Our key topics at-a-glance:

Operational Excellence in X-border (B2B)

- Reducing the (long) processing time, improving cost and transparency (meeting the G20 targets)
- International best-practice (bank) in cross-border trade cases reviewed
- Real Time Reality in Payments / How is instant payments evolving?
- The impact of Cloud, API's, AI

Cash- & Treasury Management Innovation / B2B-Fintech

- Japan & Asia Trends / Future of Global Infrastructures
- Treasury in times of 'big-data' (real-time/data standardization for corporates)
- Managing embedded payments, trade platforms and new models
- Next trends in e-invoicing /opportunities for Digital Banks

CBDC (Central Bank Digital Currencies)

- The motivations behind the new currencies being created
- 80% of Central Banks working on this – what is their agenda ?
- Can CBDC simplify payments?
- Will CBDC mean the end of private crypto, stable-coins, … ?
- Consequences for commercial banks and other stakeholders

ISO 20022: ISO compliant? / Are time-lines met?

- Implementing of a new global messaging standard
- The impact on cross-border payments & high value payments
- Using the data / how to limit manual processing?
- Participating in next gen infra opportunities (how to onboard the SME's)

Implementing Open Finance/Open Banking

- From technical standardization to new business models
- Sharing lessons learned from Europe, UK, around the world
- How can market parties anticipate embedded finance, platforms, neo-banks, …
- Commercializing Open Banking: how to make money out of these developments ?

Regulatory update / Digital Governance

- Major trends around the globe and for Asia, Japan
- Governance of an increasingly digital, networked and complex world
- New finance reality: managing the speed of change
- Learning from peer-regulators

Trade Finance (Corporate & FSI perspectives)

- Innovations in Digitalizing the Trade Finance processing
- Streamline the transaction lifecycle
- Fintech trends in the Trade Finance ecosystem

Digital Identity Brief (touching base with global best practices)

- Everything is based on Identity: the key to all digital services
- Identity is bigger than payments / new biz opportunities
- Global regulatory and market approaches
- Opportunities for identity fraud and commercial fraud reduction

Security in Payments and Transaction Ecosystem

- The rise of attacks on digital infrastructures, the rise of attack surfaces through increased opening
- Managing the risks through transactional transparency, better identity, better data
- Anti-money laundering and counter-terrorism financing (AML/CTF) challenges
- Regulatory priorities and the need for regulatory coordination

We are always open for additional program suggestions! Please contact directly our Chairman via e-mail at: **harry@smorenberg.nl**