

Payments Conference and Exhibition

EBA day

“Achieving Innovation Through Collaboration”

15th to 16th May 2012, Edinburgh International Congress Centre (EICC)

Day 1:

08.45 Breakfast and Registration

10.15 Welcome by Hansjörg Nymphius, Chairman, Euro Banking Association (EBA)

10.30 Economist viewpoint: The European economic and financial market outlook
Folker Hellmeyer, Chief Economist, Bremer Landesbank

11.15 Coffee break

11.30 Strategic Roundtable (1): “Supporting customers in a dynamic payments and transaction banking environment”

Moderator: Doug Ziurys, Senior Vice President – Europe, Flmetrix

Speakers:

- John Ball, Global Head of Cash Management, Financial Institutions Sales, Deutsche Bank
- Alexander Caviezel, Global Head of International Expansion, Treasury Services, J.P. Morgan

12.30 Lunch

14.00 Start of **parallel panel streams:**

14.00–15.00	
<p>Liquidity and Collateral Management</p> <p>This session will debate the shifting requirements of banks for effective liquidity and collateral management tools in the midst of significant industry changes.</p> <p>Moderator: Peter Lightfoot, Managing Director, Intraday Liquidity, RBS</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Martine Brachet, Head of Interbank Relationships, Société Générale • Fred Mouchel, Chair, Treasury and Liquidity Working Group, EBA CLEARING • Pierre Calvet, Deputy General Manager, Diamis • Gene Neyer, SVP Product Management, Fundtech 	<p>The Future of Cooperation Models and Partnerships</p> <p>This session will examine the collaborative strategic and operational choices facing European banks in profitably managing their payment and transaction banking activities.</p> <p>Moderator: Christian Westerhaus, Global Head of Cash Product Management & EMEA Regional Head of Product Management, Deutsche Bank</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Falk Schwesinger, Head Global Payments, UBS • Roger Peverelli, Partner, VODW • Mario De Lorenzo, Central Institutions Director, SIA • Harry Newman, Head of Banking Initiatives EMEA, SWIFT

15.15–16.15	
<p>Collaboration in the area of online payments and e-services</p> <p>This session will discuss the latest industry progress towards providing a collaborative offering for pan-European online payments and e-services.</p> <p>Moderator: Gilbert Lichter, CEO, EBA CLEARING</p> <p>Speakers:</p> <ul style="list-style-type: none"> • John Broxis, STEP2 Director, EBA CLEARING • Giuseppe Capponcelli, General Manager, ICBPI • Paul Alfing, Policy Advisor for Online Payments and Security, Thuiswinkel.org • Jeremy Light, Executive Principal, Accenture Payment Services 	<p>SEPA now!</p> <p>This session will explain the End-Date Regulation, its impact on payment systems, and provide simplified guidance for early compliance.</p> <p>Moderator: Björn Flismark, Senior Vice President, SEB</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Karsten Becker, Product Manager Receivables Europe, Deutsche Bank • Simon Newstead, Head of FI Market and Business Strategy, Global Transaction Services, RBS • Michel Stuijt, General Manager, Market Management, Equens SE

16.30 Strategic Roundtable (2): “Global Regulation and Intraday Liquidity Management”

- Kevin Brown, Global Head of Products and Transaction Services, RBS
- Ashley Dowson, Chairman, The SEPA Consultancy

17.15 Presentation of the “EBA Challenge”

17.30 Drinks Reception

19.00 End of 1st day

Day 2:

08.45 Breakfast and Registration

10.00 Start of **parallel panel streams:**

10.00–11.00	
<p>Banking on innovation: creating value for the client relationship</p> <p>This session will deal with how banks can deploy changes in technology and product/service offerings as drivers for achieving incremental innovation to the benefit of their clients.</p> <p>Moderator: Javier Santamaría, Senior Vice President, Banco Santander</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Trent Whalan, Client Manager Northern Europe, GTB – Cash Management, Deutsche Bank • Conny Dorrestijn, VP Corporate Marketing and Analyst relations, Clear2Pay • Gian Bruno Mazzi, Managing Director, SIA • Hubertus von Poser, Head of Payments Consulting, PPI 	<p>A better application of technology in payments</p> <p>This session will explore how information and analytics can be used to create new customer value propositions.</p> <p>Moderator: Vincent Brennan, Group Executive Head of Payments, Bank of Ireland</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Steve Pairman, Head of Corporate Solutions and Low Value Payments, EMEA, J.P. Morgan • Mitch Armstrong, Director, Solutions Consulting, ACI • Adam Banks, Chief Technology Officer and Head of IT, Visa Europe • James Wallis, Vice President, Global Payments Industry, IBM Corporation

11.00 Coffee break

11.30–12.30	
<p>The fit between E-Invoicing and Supply Chain Finance</p> <p>The session will explore the crucial link between E-Invoicing and Supply Chain Finance and how dematerialization supports the process of better working capital management, optimal financing structures, and control of payables/liquidity.</p> <p>Moderator: Charles Bryant, Consultant and Senior Advisor to the EBA</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Peter Hazou, Managing Director for EMEA Market Management, Bank of New York Mellon • Eric Lemmens, Head of Supply Chain Finance, RBS • Martin Thomas, Managing Director Treasury Services, J.P. Morgan • André Casterman, Head of Trade and Banking Solutions, SWIFT 	<p>Lessons learned from a successful migration to SEPA</p> <p>This session will discuss key lessons learned from the SEPA implementation across Europe and give practical examples of do's and don'ts.</p> <p>Moderator: Janina Grönholm, Director, Aktia Bank</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Peter Vance, Head of Payments, Allied Irish Banks • Serge Wagener, Vice President Payments, Banque et Caisse d'Epargne de l'Etat • Sean Fitzgerald, CEO, Sentenial

12.30 Lunch and networking time

14.00–15.00	
<p>Strategies for payments innovation This session will assess how to best compete with existing and new players in the payments market.</p> <p>Moderator: Günther Gall, Head of Transaction Services, Raiffeisen Bank International AG</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Fabrice Denèle, Head of Payments, BPCE • Francis De Roeck, Global Cash Management, Head of Payments Innovation, BNP Paribas Fortis • Dean Sposito, Head of Cash Management Financial Institutions Central and Northern Europe, Deutsche Bank • Jean-Pierre Arens, Director Global Products Business, Logica • Declan Daly, Regional Vice President, Central Europe, Western Union 	<p>Understanding the real value of payments data This session will debate how to use payments information as key differentiator for banks without compromising on data security.</p> <p>Moderator: James Barclay, Executive Director, J.P. Morgan, Global Market Infrastructures</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Ruth Wandhöfer, Head of Regulatory and Market Strategy, Citi Global Transaction Services • Martin Coen, CEO, Dovetail • Ian Dunning, CEO, RefData srl • Gareth Lodge, Senior Analyst, Banking, Celent • Ray Mulhern, Senior Vice President, The Clearing House

15.15 Moderators’ closing roundtable: “Looking back on two days of valuable insights” (plus video highlights from the conference)

15.45 End of conference