

## Payments Conference and Exhibition

# EBAday

*“The Age of Discovery – Towards Full Payments Digitalisation”*

20<sup>th</sup> and 21<sup>st</sup> June 2017, Convention Centre Dublin, Ireland

### Conference Agenda – Day 1: Tuesday, 20<sup>th</sup> June 2017

- 9.00** Registration and breakfast

---

- 10.00** Welcome by Wolfgang Ehrmann, Chairman of the Board, Euro Banking Association

---

- 10.10** **Host Sponsor Keynote**  
Eoghan Murphy, Minister of State at the Department of Finance, Republic of Ireland

---

- 10.40** **Strategic Roundtable “Pursuing Innovation through Collaboration”**
  - Craig Ramsay, Global Head of Innovation, Global Liquidity and Cash Management, HSBC
  - David Watson, Chief Digital Officer, Global Transaction Banking, Deutsche Bank

---

- 11.40** **Challenge Speech**  
Rohit Talwar, CEO, Fast Future

---

- 12.20** Lunch and networking time

---

- 13.30** Start of parallel panel streams:

#### Stream 1: Enhancing existing payment models

##### 13.30-14.15 The Future of Correspondent Banking and Cross Border Payments

In which ways are correspondent banking and international payments challenged by increased competition, compliance requirements and new technologies? And what is the best way to respond?

**Moderator:** Javier Santamaría, Chairman, European Payments Council

**Speakers:**

- Harry Newman, Head of Banking, SWIFT
- David O’Riordan, Head of Payments, Cards and Treasury Services, Allied Irish Banks
- Andreas Rade, Director, Network Management & Sales Payment Services – Banks, Helaba
- Marc Recker, Global Head of Market Management, Deutsche Bank

#### Stream 2: Alternative payments and technology

##### 13.30-14.15 From the Digital Laboratory into Practice

How does the digital transformation shape the future of payments and banking? Which core operations need to be reengineered, and how should banks keep up with technology, customer expectations and innovation, especially open APIs?

**Moderator:** Herco Le Fevre, Founder and Owner, Iguacu Payments

**Speakers:**

- John Broxis, Managing Director, MyBank
- Ian Clark, Sr. Director API Solutions, CA Technologies
- Jonathan Kidd, Head of Robotics Process Automation, Bank of Ireland
- Nicolò Romani, Head of Innovation, SIA

### 14.30-15.15 Instant Payments – How many Instant Payment Systems does Europe need?

What is the current status of instant payments in Europe? How can PSPs ensure that all delivery time-lines are met, while controlling costs and mitigating risks? How to minimise the risk of fragmentation?

**Moderator:** Gijs Boudewijn, Chairman, Payment Systems Committee, European Banking Federation

**Speakers:**

- Laura McDermott, Head of European Payments, NatWest
- Michele Olin, Head of Payments Products, Allied Irish Banks
- Helmut Wacket, Head of the Market Integration Division, European Central Bank
- Axel Weiss, Head of Payments Strategy, German Savings Banks Association

### 14.30-15.15 The Path from Open APIs to Open Banking

How can data sharing via an open standard create value for PSPs and customers alike? What are effective ways to deliver API-based, contextual financial services in an open ecosystem? Why is a trusted digital identity a key enabler?

**Moderator:** Vincent Brennan, Head of Group Payments, Bank of Ireland

**Speakers:**

- Jeremy Light, Managing Director, Payments, Accenture
- Damian Richardson, Head of Innovation, Payments, NatWest
- Hamish Thomas, Partner, Financial Services Advisory, Ernst & Young
- Lu Zurawski, Practice Lead – Retail Banking & Consumer Payments, ACI Worldwide

### 15.15 Coffee break and networking time

### 15.45-16.30 The Licence to Operate

Globalisation, digitalisation, mobility and competition continue to accelerate, creating a need for transaction banking services that are fast, efficient and accessible globally. At the same time, the compliance scrutiny and the limited potential for automation of KYC and AML duties lead to reconsideration of current banking offerings.

**Moderator:** Christian Westerhaus, Member of the Board, EBA CLEARING and Head of Product & Strategy, Institutional Cash Management, Deutsche Bank

**Speakers:**

- George Doolittle, International Product Leader, Wells Fargo Bank
- Gene Neyer, Head of Industry and Regulatory, D+H
- Russ Waterhouse, EVP Product and Strategy, The Clearing House
- Narinda You, Head of Strategy and Interbank relationships, Crédit Agricole Payment Services

### 15.45-16.30 Making new collaboration models work

The session explores the impact the new bank and fintech model will have on the provision of next generation payment services. Will there be a move from a two to a three-way relationship? Which effects will there be on operations, service/ support for clients, loyalty, and on the image of payments service providers?

**Moderator:** Simon Bailey, Director, Finarchy Ltd

**Speakers:**

- Garvan Callan, Director – Customer, Digital & Innovation, Bank of Ireland
- Marijke Koninckx, Product Marketing Manager Instant & Open, FIS
- Adam Moulson, Chief Customer Officer, Form<sup>3</sup> Financial Cloud
- Bettina Schönfeld, Division Manager – Retail Banking, Banking Technology, Association of German Banks

### 16.30 Coffee break and networking time

**16.45** Start of parallel focus sessions:

**16.45-17.05 Trending: Virtual Accounts and Cash Pooling**

Case study and presentation: Can the use of virtual accounts for corporates facilitate greater control over payments, improve how data is brought together, utilised and reconciled and thereby achieve greater levels of in-house centralisation?

**Speakers:**

- Jennifer Doherty, Global Head of Commercialisation, Liquidity & Investment Products, Global Liquidity & Cash Management, HSBC
- Tim Martin, Product Manager, CashFac

**16.45-17.05 Trending: Making liquidity visible in the Financial Supply Chain**

Case study and presentation: How can banks help corporates to grow their business by freeing up liquidity and reducing working capital?

**Speaker:**

- Joost Bergen, Owner of Cash Dynamics and MD of the Executive Master of Finance & Control of the Amsterdam Business School

**17.10-17.30 Trending: Making Cybersecurity a Competitive Advantage**

Case study and presentation: why cybersecurity is not just security, but defence, and why resilient systems are indicative of good business practice and governance.

**Speakers:**

- Stephen Gilderdale, Head of UK Key Clients, Ireland and Nordics, SWIFT
- Jacky Fox, Cyber & IT Forensic Lead, Risk Advisory, Deloitte

**17.10-17.30 Trending: Mobile Payments**

Case study and presentation: Can banks provide a frictionless consumer experience via mobile wallets without sacrificing strong authentication and security in mobile payments?

**Speaker:**

- Julian Sawyer, COO, Starling Bank

**17.30** Drinks Reception and networking time

**18.30** End of first day

**Conference Agenda – Day 2: Wednesday, 21<sup>st</sup> June 2017**

**8.00** Registration and breakfast

**8.45 Strategic Roundtable: “How Can Banks Evolve in the Age of Digitalisation?”**

- Fergal Coburn, Head of Digital Products & Payments, Allied Irish Banks
  - Ciaran Coyle, Chief Administrative Officer, Ulster Bank
  - Gerhard Kebbel, Managing Director, Digitalisation, Helaba
  - Gavin Kelly, Director Distribution Channels, Bank of Ireland
- Moderator: Kevin Brown, Independent Non-Executive Director

**10.00** Start of parallel panel streams

### Stream 1: Enhancing existing payment models

#### 10.00-10.45 Real-Time Payments – A Global Outlook

What is the current status of real-time payments initiatives outside of Europe? What are the strategic imperatives and can we learn from the developments in these markets?

**Moderator:** Kevin Brown, Independent Non-Executive Director

**Speakers:**

- Martin Coen, CEO, Dovetail
- Mark Evans, Global Head of Payments Advisory, Global Liquidity & Cash Management, HSBC
- Jan Pilbauer, Executive Director Modernization and CIO, Payments Canada
- Marcus Treacher, Global Head of Strategic Accounts, Ripple

**10.45** Coffee break and networking time

#### 11.15-12.00 High Value Payments – Better channels for a better future

Can FMIs lay the groundwork to drive the globally connected industry forward? How can payment infrastructures around the world be modernised? What needs to be done to ensure a working standard in cross-border payments?

**Moderator:** Hays Littlejohn, CEO, EBA CLEARING

**Speakers:**

- Daniela Dell'Arciprete, Head of Sales and Network Management FI, Intesa Sanpaolo
- George Evers, Immediate Payments Services Director, Vocalink
- Kirstine Nilsson, Head of Strategic Engagements & Relationships, Swedbank
- Hubertus von Poser, Member of the Management, PPI

**12.00** Lunch and networking time

### Stream 2: Alternative payments and technology

#### 10.00-10.45 Partnering with Fintechs: Is it Happening?

Which areas in transaction banking lend themselves best to cooperating with fintechs? How does the value creation process change in the production and delivery of financial services? What are the challenges to overcome?

**Moderator:** John O'Dwyer, Head of Digital Investment, Allied Irish Banks

**Speakers:**

- Edward Budd, Managing Director, Chief Digital Office, Global Transaction Banking, Deutsche Bank
- Aziza Idrissi Janati, OpenUp Program Leader, BNP Paribas
- Oskar Laufer, VP Channels and Alliances, PayKey
- Craig Ramsay, Global Head of Innovation, Global Liquidity and Cash Management, HSBC

#### 11.15-12.00 Distributed ledger technology – Hype or Hyperbolic?

With pilots still being largely experimental, how can the financial industry better realise a frictionless and decentralised exchange of value through DLT? What lessons have been learned so far? Is it delivering on the promises and will it change the face of banking as expected?

**Moderator:** Colin Adams, Managing Consultant, Lipis Advisors

**Speakers:**

- Gerhard Kebbel, Managing Director, Digitalisation, Helaba
- Petia Niederländer, Head of Group Retail and Corporate Operations, ERSTE Group Bank AG
- Adrian Smyth, Director, Business Development, Payments, NatWest
- James Wallis, Vice President, Blockchain Markets and Engagements, and Vice President, Global Payments Industry, IBM

### 13.15-14.00 Processing Instant Payments: Internal Infrastructure Implications

What is the most efficient way for PSPs to adopt instant payments? How can they modernise their processing environment while keeping an eye on the costs, implement anti-money laundering and anti-fraud solutions, and ensure compliance with PSD2 and other regulatory requirements?

**Moderator:** Jonathan Williams, Principal Consultant, Mk2 Consulting

**Speakers:**

- José Beltran, Business Development Director, STET
- Tom Hay, Head of Payments, Icon Solutions
- Ravindra Madduri, Director, Global Cash Management, Barclays
- Antonella Vanara, Instant Payment Expert, SIA

### 13.15-14.00 How to Make the Most of PSD2

With only a few months remaining until implementation, what still needs to be done by PSPs to comply with the new regulation? Within which timeframe and how will market participants create new opportunities for themselves?

**Moderator:** Thomas Egner, Secretary General, Euro Banking Association

**Speakers:**

- Richard Exton, Head of Business Capability & Change, Bank of Ireland UK
- Steve Kirsch, Founder & CEO, Token
- Christian Schaefer, Head of Payments, Cash Management Corporates, Deutsche Bank
- Michael Steinbach, CEO, equensWorldline SE

## 14.00 Coffee break and networking time

### 14.30-15.15 Intraday Liquidity Management

Which changes on processing, monitoring, control and routing systems are needed to better cope with liquidity requirements stemming from instant payments and from Basel IV?

**Moderator:** Ashley Dowson, Chairman, Intraday Insights

**Speakers:**

- Pierre Calvet, Deputy General Manager, Diamis
- Mario Mendia, Head of Capital Markets & Treasury, TAS Group
- Petra Plompen, Senior Manager, EBA CLEARING
- Ruth Wandhöfer, Global Head of Regulatory and Market Strategy TTS, Citi

### 14.30-15.15 Artificial Intelligence and Predictive Analytics – the smart choice for banks?

In the context of Open Banking, how can data science, predictive analytics and deep learning help PSPs turn their big data into customer insights, thereby enhancing service provisions? How can these insights be used within the limit of the general data protection regulation (GDPR)?

**Moderator:** Chris Skinner, Chair, Financial Services Club

**Speakers:**

- Gayle Shepherd, Vice President and General Manager, Saffron AI Group, Intel Corporation
- Tuomas Toivonen, Co-Founder, Holvi
- Pelican

## 15.30 Moderators' Roundtable

## 16.00 Networking time

## 17.00 End of conference