

first annual

DEFIN BANKING TO FINANCE SUMMIT

LIVE IN DUBAI 1ST | FEB | 2022

OBTAIN LATEST INSIGHTS FROM **18+** LEADING SPEAKERS & INDUSTRY EXPERTS



Paul Melotto
Chief Executive Officer &
Executive Board Member

AlRaedah Finance



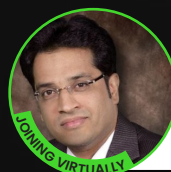
Frederik Bisbjerg
Executive Director, Digitalisation
& Innovation Daman

**National Health Insurance
Company**



Mahmoud Fawzy
Head of Transaction Banking

**Commercial
International Bank**



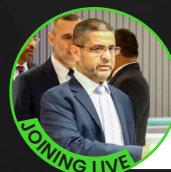
Jinu Johnson
SVP, Head of Personal
Banking & Assets

Mashreq Bank



Sultan Al-Hamidi
Executive Vice President

Social Development Bank



Mamoun Alhomssey
IT Executive (CIO)

Abu Dhabi Islamic Bank



Khaled Hassab
Deputy Head of Compliance
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and Kuwait(BBK)**



Mohammed A Al-Shamimi
Corporate Digital Channels
Manager

Banque Saudi Fransi



Snehal Kulthe
VP – Project Management

First Abu Dhabi Bank



Taimoor Hazir
Managing Partner

Millennial Partners



Erkan Derviş
Director of Digital Channels

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Dr. Burak Uluocak
Head of Digital Banking

Türkiye Finans



Sunil Bazzaz
Head of Payables and
Receivables, EMEA

MUFG



Brent McLean
Director

Credit Suisse



Salil Ahuja
Head of Products - Business
Banking

First Abu Dhabi Bank



Nicolo Mozzatto
Open Banking Team
Coordinator

Intesa Sanpaolo

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Welcome

Dear Colleagues,

The rise of the open banking movement has led to a much larger momentum in open finance. Open finance and access to alternative data can lead to enriched customer experiences, spur innovation, improve efficiencies, increase overall demand.

Especially for the banking industry, open finance levels the playing field. It will allow all entities to participate in the ecosystem offering better products and services for new age customers, attract more deposits, attract more lenders, as well as make customers less risky.

If open finance continues to accelerate, it has the potential to transform the global financial services ecosystem, reinvent future banking, and increase pressure on incumbents.

Kinfos Events is proud to organise the first dedicated Open Banking to Open Finance Summit for the EMEA region. We welcome you to come and join us here to engage at this 'one of a kind' show to obtain latest insights, connect with industry peers as well as potentially engage here to strongly position your brand across the stage as industry front-runners.

This event provides a perfect platform to obtain updates on how Open Banking will lead to the transformation in the banking and financial sector, address some of the common challenges, implementation strategies, industry use cases, lessons and much more.

A very welcome at this inaugural edition of OB to OF Summit.



Parry Batta
Conference Director
Email: parry@kinfos.co.uk



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10:00 Conference Chair's Opening Remarks

Taimoor Hazir | Managing Partner | **Millennial Partners**

SESSION 1

10:10 Morning Power Hour Panel

Main themes for discussion –

- Current state of play in Open Finance in the EMEA
- Open Banking trends across MENA
- A model of cooperation - Open Banking to Open Finance
- PSD2 boosting future of Open Finance
- The opportunity beyond open banking to an open economy.
- The open banking ecosystem is booming
- Looking ahead: the role of innovation in open data unbound
- The Monetization of Open Banking
- Gear up for open finance now
- Progress on Bahrain Open Banking Framework launched in October 2020

Salil Ahuja | Head of Products - Business Banking | **First Abu Dhabi Bank**

Paul Melotto | CEO & Executive Board Member | **AlRaedah Finance**

Senior Executive | **TBC**

Senior Executive | **TBC**

Taimoor Hazir | Managing Partner | **Millennial Partners** (Moderator)

11:10 Why Open Banking Capabilities Still Not Full Understood by MENA Consumers?

- What are the ways to overcome Generational Disparities and Slow Business Uptake?
- Why Changing Checkout Preferences for instant transfer would make a difference?
- How multiple payment methods make it easier for the merchants to make reconciliation processes easier and faster?

Senior Executive | **TBC** (available for Title Sponsor)

11:35 From Open Kimono to Open Banking

- Trust, thrust and Thrive – Trust is key, is open banking really open?
- Creating a conducive ecosystem
- Compete or collaborate – Banks & Fintech

Jinu Johnson | SVP, Head of Personal Banking & Assets | **Mashreq Bank**

12:00 The Situation of Fintech and Open Banking in the World and in Turkey.

- What is Open Banking?
- Timeline and importance of Open Banking
- Open Banking in the World
- Open Banking in Turkey
- Open Banking and Marketplace banking relationship

Erkan Derviş | Director of Digital Channels | **Fibabanka**

12:25 – 12:45 Networking Break



SESSION 2

12:45 Embedded Banking: Win-Win Situation

- What is embedded banking?
- Why fintechs and e-commerce companies will still need banks?
- How banks and e-commerce companies can collaborate to reach a win-win situation.
- The latest regulations and examples from Turkiye.

Dr. Burak Uluocak | Head of Digital Banking | **Türkiye Finans**

13:05 Do not Get Confused: Open Banking and BaaS are Brothers but not Twins

Open Banking and Banking as a Service looks the same and interface somehow with same technology(APIs). They differ on orientation, business model, operating model and served customers. Also, kind of products to be built on top of each may differ along with impact on financial inclusion

Mohammed A Al-Shamimi | Corporate Digital Channels Manager | **Banque Saudi Fransi**

13:30 - 14:30 Lunch Break



SESSION 3

14:30 Cloud Adoption to Banking

Coming soon....

Snehal Kulthe | VP – Project Management | **First Abu Dhabi Bank**

14:55 Regulatory Instructions for Electronic Payment Infrastructure Providers (EPIPs) and Electronic payment Agents (EPAs)

- Introduction on the regulations of the E-Payments.
- Regulation of Activity.
- The obligations of the E-Payment Infrastructure Providers and their Agents.
- Carrying Out Activity Services and Confidentiality of Information.
- Daily Dealing Limits and Risk Coverage.
- Supervision and Control.
- Restrictions and Penalties.

Khaled Hassab | Deputy Head of Compliance and DMLRO | **BBK**

15:20 Beyond Open Banking to an Open Economy

- How collaboration across the ecosystem is key to realize its full potential across the EMEA region?
- Why not only Banks & FinTechs need enabling frameworks but also regulatory bodies?
- Building relationships with jurisdictions to facilitate the safe, seamless transfer of data internationally.

Senior Executive | **TBC**

15:45 The potential of Open Banking in reinventing the future of the Financial Services sector

- Overview of the open banking market
 - Market size 2025 projections
 - General attitude of executives and final users towards open banking solutions
 - What is happening around the globe: PayPal launches a super-app and Google kills the Google Plex
- The role of the Bank as the main custody of the relationship with Clients
- Intesa Sanpaolo main actions and future steps in Open Banking
- What's next and key messages

Nicolo Mozzatto | Open Banking Team Coordinator | **Intesa Sanpaolo**

16:10- 16:30 Networking Break



SESSION 4

16:30 How to secure transformation success when working with new initiatives

- Understand the reasons more than 70% of all transformation program fails
- Learn how to mitigate the reasons to make your transformation programs a success
- Learn from two decades of successful implementation of world-wide, company-wide transformation programs

Frederik Bisbjerg | ED, Digital and Innovation | **National Health Insurance Company**

16:55 The Future of Payments in the Middle East

- As cash transactions give way to digital, what changes can the region's banks and payments providers expect to see in the next few years?
- What is going on with the accelerating Digital adoption?
- How has been Open Banking looming to have broad ramifications for the payments?
- How would Open Banking give customers freedom to move to PSPs than banks?
- Growth opportunities in the Middle East for Global players.

Senior Executive | **TBC**

17:20 Would MENA's thirst for technology make it an unlikely leader in open finance?

- Old habits v. new tech enthusiasm
- Moving from a cash society to digital banking
- Open banking ambitions
- Likely size of the MENA opportunity

Senior Executive | **TBC**

17:45 Conference Chair's Closing Remarks

Taimoor Hazir | Managing Partner | **Millennial Partners**

Conference Ends