



**TRANSACTION  
INNOVATION  
FORUM® 2020**

Optimizing Corporate Payments  
and Financial Logistics

[transactioninnovationforum.com](http://transactioninnovationforum.com)

## Welcome to TIF-2020 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 draft (PDF) program. More topics and speakers will be added over time.

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

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

**This is the update of 5 March 2020**



## **Welcome to the inaugural TIF Program !**

We are happy to share the draft program with you. This program is a 'living document' as we keep on adding new program topics and key speakers until our Forum date on 13 November 2020 in Tokyo.

Michael Salmony and Harry Smorenberg are two leading and seasoned experts in the global payments/transaction space. In an environment where payment is regarded as 'data' and technology changes everything 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 how we cooperate as trading parties.

Our ambition is to exchange global best-practices on these essential developments 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, improved cash- & treasury management, optimal risk management and faster back offices. We foresee hugely more dynamic interaction between corporates and with the financial services industry.

We are dedicated to create this platform, this Forum, and are very much looking forward to our inaugural start in Tokyo.

We like to welcome you to participate!

Warm regards,

Michael Salmony & Harry Smorenberg, Founders and Chairmen

[info@transactioninnovationforum.com](mailto:info@transactioninnovationforum.com)



## Program: Friday 13 November 2020

07.30 – 08.45 hrs (Optional Breakfast Meeting(s) / special TIF briefing sessions)

08.00 – 08.45 hrs **Registration @ TIF 2020 – Tokyo**

Please note that for our Plenary Program we will provide simultaneous translation in Japanese / English.

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08.45 – 08.55 hrs **Welcome & Introduction**  
**Harry Smorenberg / Michael Salmony** (Chairmen)

08.45 – 09.10 hrs Keynote Welcome: **Japan's Position as Financial Hub**  
**Hiroshi Nakaso** (former Deputy Governor of the Bank of Japan, Chairman of FinCity Tokyo)

09.10 – 09.30 hrs Opening Keynote Speech: **Winning the '20s**  
*What it will take to compete, organize, change, engage and be trusted, in order to survive the change and turmoil of the next decade?*  
**Martin Reeves** (Senior Partner Boston Consulting Group & Director BCG Henderson Institute, New York)



09.30 – 10.30 hrs

**Panel: Key trends in Corporate Financial Services**

- New finance (real-time, end-end, intraday, digital supply chain)
- SME market (services moving from large corporates to SME)
- Corporate payment-related services (eBilling, eTreasury, eTax, FX)
- Open Banking / API (unlocking innovation for corporates)
- Cash reduction (policy goal, worldwide trends)
- Challenges (cyber-attacks, data protection, regulation vs innovation)
- Digitizing end-to-end customer journey

Moderator:

**Prof. Masashi Nakajima** (Reitaku University, Tokyo)

Panelists:

**Stella Lim** (Head of Corporates APAC SWIFT, Hongkong)

**Dr Michael Salmony** (equensWorldline, Frankfurt)

**Hiroshi Kawagoe** (GM, Sumitomo Mitsui Banking Corporation, Tokyo)

*(International Corporate perspectives pending)*

10.30 – 11.00 hrs

**Coffee & Networking**

- Coffee in lounge
- Opportunity to meet and listen to TIF Innovation Awards Winners



11.00 – 11.45 hrs

Parallel Sessions: **Select your program item** (one out of three)

**ROOM 1:** *(With Simultaneous Interpretation)*

**Towards Less Cash; Netherlands, Nordics & China lessons shared**

*Expert Briefings and cases*

- The key role for SME and Merchants (blue-print case study)
- Cooperative Models for success (Netherlands & Nordics)
- Leveraging on Tokyo Olympics 2020?
- China's change to cashless

Moderator:

**Yann Senant** (Managing Director BCG, Paris)

Panelists:

**Piet Mallekoote** (CEO Dutch Payments Association, Amsterdam)

**Cece Wang** (Regional Director WeChat Pay Business Group, Tencent, China)

**Toshihisa Hirano** (Managing Director & Partner BCG, Tokyo)

**ROOM 2:** *(English)*

**Instant Payments, Open Banking for Corporates, The Rise of APIs**

- Instant Payments: How immediate payments can benefit corporates
- Expanding corporate services to SME market potential
- API / Fintech, global best practices

**Sakiko Suzuki** (Director Payment Markets SWIFT, Tokyo)



**ROOM 3: (English)**

Briefing session: **Next Generation Corporate Transaction Banking**

- What will the (near) future look like
- Keeping up the competition with the digital giants
- Cases of smart collaboration for scale and tech sophistication
- Virtual Banking serving corporates: opportunities for Japan

Introductions:

**Chintan Shah** (Head of Cash Products & Client Connectivity, Asia Pacific Global Transaction Banking, Deutsche Bank AG, Singapore)

(Pending: Fintech / Network Provider perspectives)

12.00 – 12.30 hrs

Keynote ‘fireside chat’: **On New Tech: the DLT promise and “Stable Coins”**

*Deep-dive-discussion between three thought-leaders*

- DLT breakthroughs in trade and transacting
- Global perspectives on Stable Coins: Central Bank outlook
- New perceptions of risk and ‘ownership’

**Jame DiBiasio** (Founder and Editor of DigFin, Hong Kong) Moderator

**Dr Dimitrios Salampasis** (Swinburne University of Technology, Melbourne)

(**Central Bank** / Regulatory Perspective - pending)

12.30 – 13.30 hrs

**Lunch & Networking Break**

- Lunch intermezzo:

**Meeting with “Innovation Awards 2020” nominees**

([www.transactioninnovationforum.com/innovation-awards/](http://www.transactioninnovationforum.com/innovation-awards/))



13.30 – 14.15 hrs

Keynote Panel: **Japan Anticipating on the International Payments Trends**

- Emerging payments trends (briefing & update)
- Growing importance of Remittance Payments
- Emerging role of PSP's
- Expanding e-Commerce transactions

Moderator:

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

Panelists:

**Zennon Kapron** (Founder and Director of Kapronasia, Singapore)

14.15 – 15.00 hrs

Parallel Sessions: **Select your program item** (one out of three)

**ROOM 1:** *(With Simultaneous Interpretation)*

Intro Briefing & fireside Chat: **Innovating Digital Identity & eKYC**

- Emerging trends of digital banking and the use of AI
- Digital Identity Platforms for Customer Identity
- Managing risks of digital onboarding and eKYC
- The shortcomings of traditional approach to identity verification
- New digital technologies in identity verification reviewed

**Robert Prigge** (Chief Executive Officer Jumio, New York)

**Harry Smorenberg** (CEO SCC, Amsterdam) – Moderator of Q&A session



**ROOM 2: (English)**

**Innovating e-Invoicing & e-Procurement for B2B**

- Straight-through processing
- The new end-end digital Financial Supply Chain
- New business opportunities through e-Invoicing/e-Procurement (data, dynamic discounting, reverse factoring, etc)
- Interactive Q&A session with experts

**Toshio Taki** (CEO & Head of Fintech Institute, Money Forward, Inc., Tokyo)

(further panelists pending)

**ROOM 3: (English)**

Interactive workshop: **The shift to real-time Treasury**

- How to control Data visibility, processing & intelligence?
- Getting organized
- Corporate case-study

15.00 – 15.20 hrs

**Coffee & Networking break**

- Coffee/tea in lounge

15.20 – 16.10 hrs

Expert Briefing: **The Digitizing of the B2B Transaction Flows**

How B2B is now providing greater efficiencies for Supplier Finance and Trade programs; introducing digital trade directories to assist in AML/KYC and empower firms to make decisions more quickly.

- New payment assets that are accelerating the move to digital platform(breaking the cycle of cash and become digital by default)





- Corporate Cards, Virtual Account and Smart Data Expense Management: moving flows from wire, cash, check to digital and enhancing working capital, capturing more data and improving reconciliation while providing enhanced transparency.
- Q&A session

**Philip Glickman**, APAC Head of Commercial and Alternative Payments, Mastercard, Singapore

16.10 – 16.40 hrs

**Panel: The Cash & Treasury Manager’s agenda 2025**

- Treasury 4.0: What is really new?
- 5-Years out: outlook on trends & developments
- Panel debate on key issues at stake

Moderator: pending

Panelists: key corporate treasurers / cash managers

16.40 – 17.35 hrs

Closing Keynote Panel: **Global Data Governance & Regulatory**

- Towards new standards & the impact for Japan
- Regulatory challenges and developments: X-border alignment: APAC / SE Asia initiatives reviewed, Impact of Japan B2B deregulation
- AI & Cloud: regulatory and governance challenges
- Geopolitical environment for corporates reviewed

Moderator: **Mary McHale** (Business Development Director, Financial Services, Asia Pacific at Equinix, Hong Kong)

Panelists: **Michael Moon** (Managing Director - Payments, Trade & Communications - Asia Pacific at SWIFT, Singapore)

**Piet Mallekoote** (CEO of the Dutch Payments Association, Amsterdam)



**Ruth Wandhofer** (independent leading expert on transaction banking regulation, London)

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

17.35 – 17.45 hrs

**TIF Innovation Awards Ceremony 2020**

**Takeshi Kito** (Vice-Chairman, Fintech Association Japan, Tokyo)

17.45 – 19.00 hrs

**Closing & Farewell cocktails / See you in 2021 !**



## Some facts shared:

*More than half of goods' trade in the Asia-Pacific region is intraregional*

*All industry value chains now rely more heavily on R&D and innovation—and the share of value generated by the physical production of goods is declining. These shifts, combined with a wave of new manufacturing and logistics technologies, mean that countries across Asia will need to alter their investment priorities and develop new types of skills to compete in a more knowledge-intensive trade landscape.*

*While trade in goods has flattened, service flows have become the real connective tissue of the global economy. In fact, trade in services is growing 60 percent faster than trade in physical goods—and Asia's services trade is growing 1.7 times faster than the rest of the world's. While India and the Philippines are among the biggest exporters of back-office business services, trade in knowledge-intensive services is still in its infancy across most Asian countries and represents an important gap to be filled.*

*Asian firms have become global market leaders not only in industrial and automotive sectors but in areas like technology, finance, and logistics. Over the past 20 years, as these economies have evolved, the industry mix of the region's largest firms has shifted. Manufacturing of capital goods is now a smaller share of the region's economy, while infrastructure and financial services have grown significantly.*

*China, Japan, South Korea, and Singapore are among the most digitally advanced nations in the world. China has joined these ranks with startling speed.*

*Innovation hubs are starting to take root. As of April 2019, Asia was home to more than one-third (119) of the world's 331 "unicorns" (start-ups valued at more than \$1 billion).*

**... Asia's future is now ...**

*(McKinsey research quotes 2019)*

**See further background reading under <https://www.transactioninnovationforum.com/reading-materials/>**