



**TRANSACTION
INNOVATION
FORUM[®] 2023**

Optimizing Corporate Payments
and Financial Logistics

Welcome ! ようこそ !

Your wifi at TAC is:

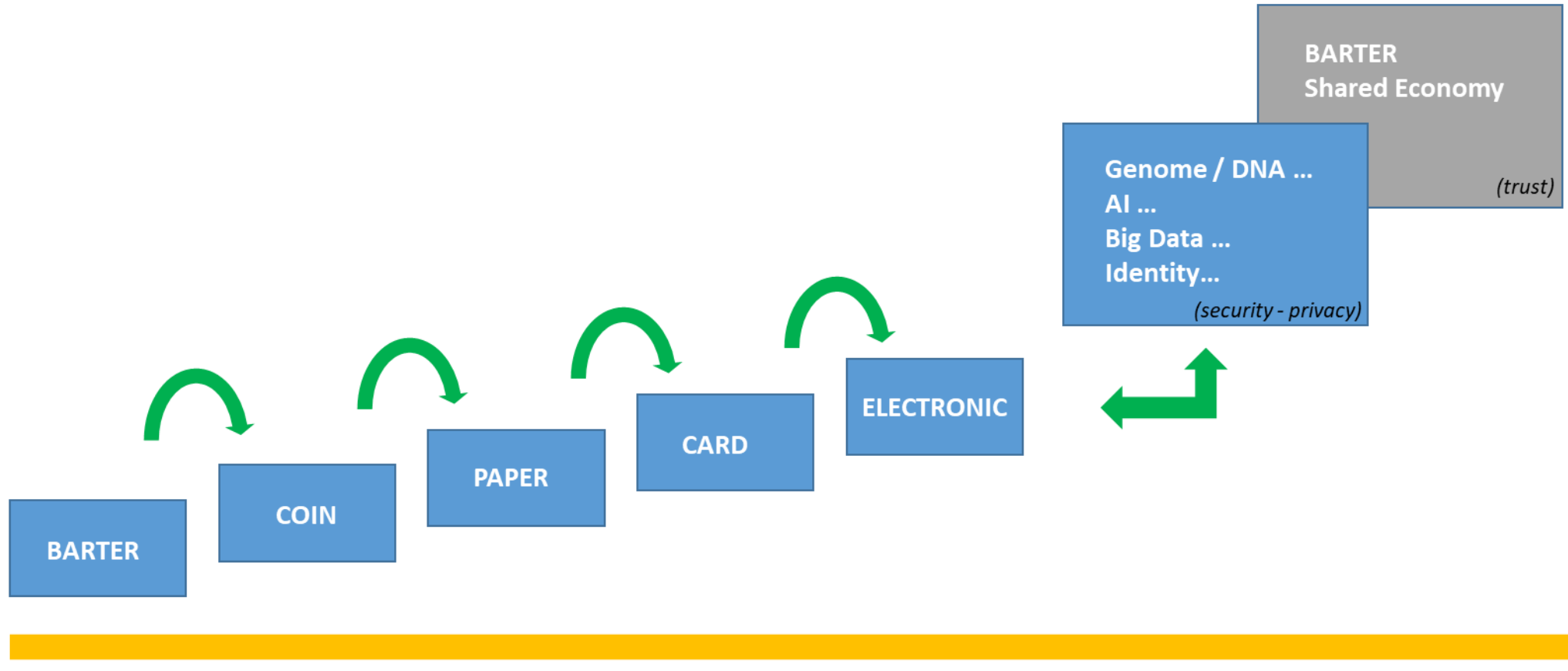
wifi: TAC_Member

pw: Spacerabbit5

Don't forget to use your
'Simultaneous Interpretation'

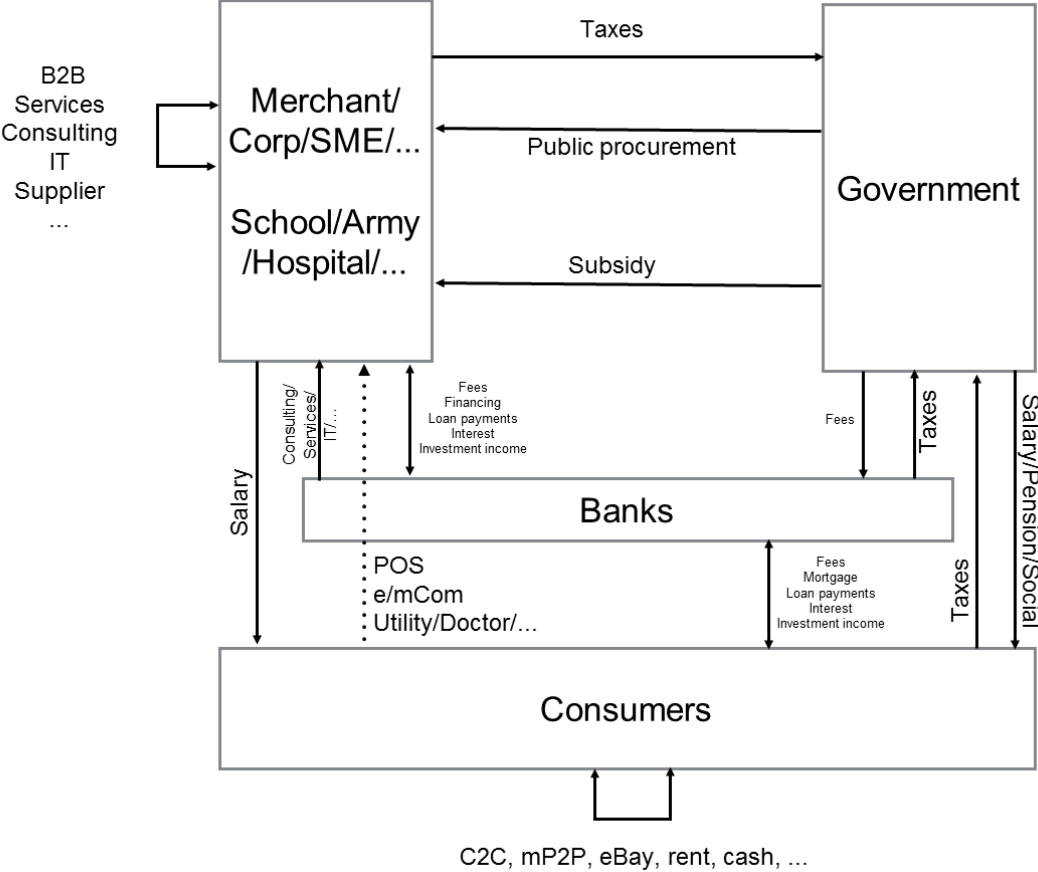
Payments / Transaction Transformation

DEEPER



FASTER

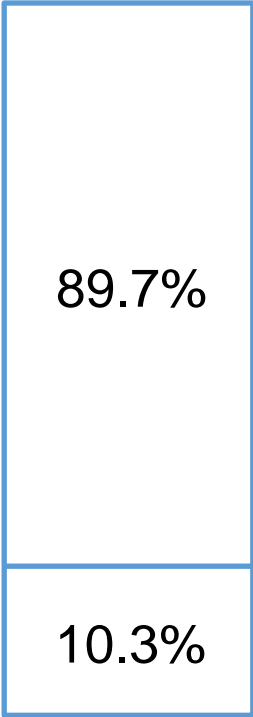
Helicopter view of the Economy



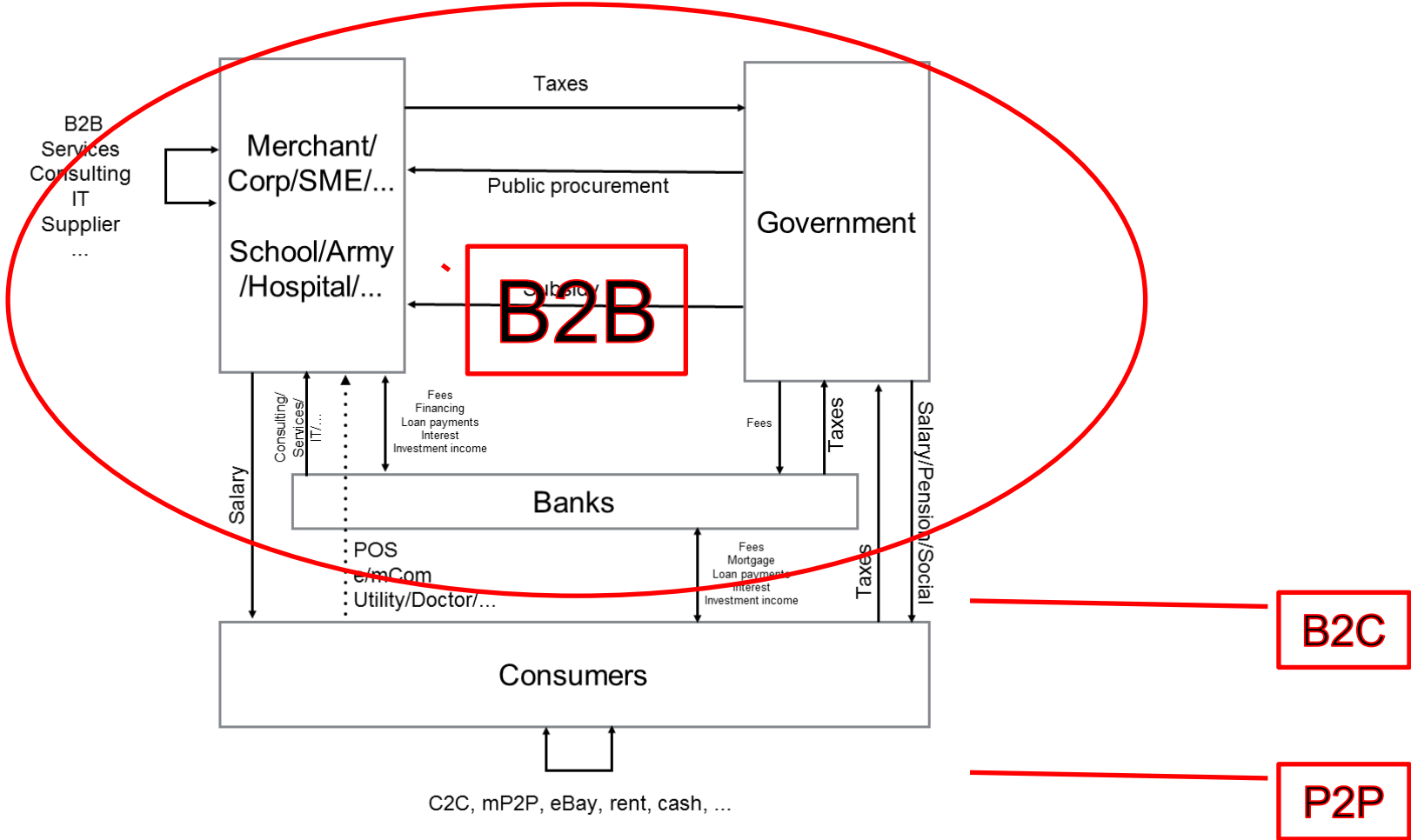
Most of the Economy is B2B

Wholesale

Retail



Value split according CapGemini World Payments Report



Most events, discussions, media, ... focus on Consumer Financial Services

B2B is where the money is

- Highest volumes, highest friction → highest opportunity
- Corporate customers willing to pay for solutions, little regulatory caps
→ business case for all
- SME market particularly large, particularly underserved → huge demand
- Technology, data, connectivity, FinTechs now available
→ new solutions, new business models → big disruption

Focus on B2B !

Japan's Position and Ambition as Global Financial Hub

Word of Welcome by:

Yusuke Iino

Director for Global Cooperation on Governance Strategy, METI, Tokyo

Ms Chang Li

Ambassador FinCity Tokyo & Vice President Plug & Play, Tokyo

Presenting The Greater Picture ...

Looking at the key trends:

Kentaro Ogata

Managing Director & partner BCG X, Tokyo

Cross-Border Payments

“... at last efficient, transparent, cost-effective...?”

Introduction:

Alain Delfosse, Managing Director, Swift East Asia, Tokyo

Panel Moderator:

Michael Salmony, Transaction Innovation Forum, Frankfurt

Panelists:

Misao Watenabe, General Manager Transaction Banking Mizuho Bank, Tokyo

David Brown, Head of APAC Payments GSC, Finastra, Sydney

Makato Shibata, Head / CCO Finolab Inc., Audit and Supervisory Board Member UI Bank, Tokyo

Alain Delfosse, Managing Director, Swift East Asia, Tokyo

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Treasury Management & Trade Finance

“entering a new era”

Introduction & Moderation:

Sander van Tol, Partner Zanders Treasury, Risk & Technology Consulting, The Netherlands

Panelists:

Shirish Wadivkar, MD SWIFT – Global Treasury & Trade, Singapore

Masuo Yoshimatsu, Founder & CEO, CFO Support Co. Ltd., Kobe - Japan

Kenichi Igarashi, Managing Director / Head of Corporate Coverage Japan, Deutsche Bank, Frankfurt

Enno-Burghard Weitzel, Senior VP Strategy, Trade Finance Digitization Surecomp, Hamburg

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CBDC's: Solving many problems at once?

Introduction & Panel Moderator :

Zennon Kapron, Founder & Director Kapronasia, Singapore

Panelists:

Naoto Shimoda, Ass. DG Payment and Settlement Systems Dept. Bank of Japan, Tokyo

John Ho, Global Head of Legal, Financial Markets for Standard Chartered Bank, Singapore

Hiromi Yamaoka, Member of the Board, Future Corp., Head Future Institute of Research, Tokyo

Michael Salmony, CEO Payment Innovation Consulting, Frankfurt

Policy goals being put forward globally for CBDCs

- More Digitisation
- More Innovation
- More Inclusion
- Reduce cost of cash distribution
- Trace spending/get better data
- Better privacy
- Preserving seigniorage revenue
- Replacement for declining cash
- Protect trust in the monetary system
- Increase stability
- Give legitimacy for banning crypto
- Increase resilience
- Fight tax evasion, money laundering, etc
- Pan-(European) payment solution
- Distribution of helicopter money
- Better cross-border

- Increase efficiency
- Offline digital
- Breaking through lower zero bound on policy rates
- Lower transaction costs
- Follow the evolution of money
- Make life easier for consumers
- Coloured money
- Find new role for CB cash departments
- Reduce fragmentation
- New levers for monetary policy
- Prevent another Facebook Libra/Diem
- Increase sovereignty
- Retain monetary anchor
- Reduce dependence on GAFA etc
- Geopolitical agenda
- M2M integration

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Michael Salmony, CEO Payment Innovation Consulting, Frankfurt

Digital Identity

Realizing a Secure Basis for all Digital Services

Introductions / moderation:

Philipp Pointner, Chief of Digital identity Jumio, Vienna - Austria (video brief)

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

Panelists:

Michael Salmony, Payment Innovation Consulting, Frankfurt

Hiroshi Nakatake, Managing Director GLEIF Japan, Tokyo

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

About Japan: Anticipating the International Payments Trends

Emerging payments trends (briefing and update):

Sakiko Suzuki, Director Payments Markets Japan, SWIFT, Tokyo

Driving the Growth

The Digital Trade Finance Transformation

Introduction:

Kyoka Li, General Manager APAC Surecomp, Singapore

Corporate Case Study:

Jevan Purnawan, Vice President Transaction Solutions Department, BTPN, Jakarta

Moderator:

Michael Salmony, Transaction Innovation Forum, Frankfurt

Driving the Growth

The Digital Trade Finance Transformation

Introduction:

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Corporate Case Study:

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Moderator:

Michael Salmony, Transaction Innovation Forum, Frankfurt

From cheques, to cards, ... to what?

Digitizing of the B2B Payments

Introduction (briefing and update):

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

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Outlook APAC & Positioning of Japan

“How can Japan reposition itself as novel Fintech Hub?”

Introduction / moderation:

Zennon Kapron, founder & Director Kapronasia, Singapore

Open debate by:

Pieter Franken, Co-founder Japan Fintech Festival, Tokyo

Tashio Okita, CEO Nudge, Challenger Bank, Chair Fintech Association of Japan, Tokyo

Jerry Namiki, FSA, Deputy Director General, Tokyo

Innovations in B2B

Japan compared to global cases for success

Introduction / moderation:

Dimitrios Salampasis, Swinburne University of Technology, Melbourne (introduction)

Michael Salmony, Chairman TIF, Frankfurt (moderation)

Closing Keynote Panel by:

Noritoshi Murakami, MD, Head of Transaction Banking Division MUFG Japan, Tokyo

Naota Shimoda, Ass. Director-General Bank of Japan, Payments & Settlements Systems, Tokyo

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

Hiromi Yamaoka, Member of the Board, Future Corporation & Head Future Institute of research

Dimitrios Salampasis, Swinburne University of Technology, Melbourne

Closing Address & Remarks

Keiichi Aritomo

Executive Director FinCity Tokyo & Chair of WAIFC, Tokyo

Naoto Shimoda

Associate Director-General Bank of Japan, Payments & Settlement, Tokyo

Thanks! Looking forward to TIF 2024 ...

A 2-day Forum:

- Plenary essentials / presentations
- Break-out sessions/workshops
- Pre-Forum special meetings
- Special Luncheon program(s)
- Focus on APAC wide
- Sharing the global expertise!

Your input will be appreciated!

- Feed-back on 2023 program
- New key topics
- Media-partners actively involved
- Broadening our audience
- Location / facilities
- Keeping focus quality of content



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