

# THE TREASURY LAB

## IMAGINING THE FUTURE TODAY

Treasury's success and perhaps its existence, will be determined by advances in technology. But how can treasurers hope to keep up with advances in so many different fields and still do their day job? The best way to understand the many strands of digital and FinTech innovation is to hear from the people doing the innovating. The Treasury Lab will take place in the exhibition hall. Sessions will be interactive and led by experts from corporate treasury, FinTech providers and banks.

## DAY 1 // WEDNESDAY 4 OCTOBER

**Chair:** *Enrico Camerinelli, Senior Analyst, Aite Group, Italy*

### 11:40 FOLLOW THE MONEY: WHO'S FUNDING WHAT IN TREASURY SOLUTIONS?

The most successful FinTechs won't necessarily be those with the most backing, but investor enthusiasm is one gauge of where FinTech will impact treasury most significantly in the near future. That said, successful FinTech solutions need to address real treasury pain points and problems. They may integrate multiple existing systems for better data visibility or solve key connectivity issues; they may automatically create budgets, forecasts, and data visualisations; or they may offer functionality to SMEs previously only available to the largest MNCs. Hear the accelerators explain what they think is coming down the pike.

**Moderated by:** *Alex Puig, Founder, FinTech Barcelona, Spain*  
*Katka Letzing, Lead, FinTech Vertical, Kickstart Accelerator, Switzerland*  
*Laurent Descout, CEO & Founder, NEO Bnk, Spain*  
*Elizabeth Kleinveld, Partner Success Lead, Startupbootcamp, The Netherlands*

### 12:20 BLOCKCHAIN/DLT: EXPECT THE UNEXPECTED

The blockchain will affect corporates first in payments, right? Maybe not. Innovations will be adopted most eagerly where they solve the most pressing problems, and payments work pretty well. Trade finance, supply chain finance, identity management, collateral management and other inefficient, partly manual, sometimes insecure processes are more likely to be transformed simply because new solutions will be easier to sell where they are needed. Which solutions are ready for roll-out?

**Aarti Rao, MD, LiquidX, US**  
**Ashley Kemball-Cook, Business Development & Product Manager, Qadre, UK**  
**Kush Patel, CEO, Tallysticks, UK**  
**Wim Grosemans, Head of Product Management, International Payments & Local Offer EMEA, BNP Paribas, Belgium**

### 13:00 LUNCH

Sponsored by ICBC

### 14:20 THE FUTURE OF OPEN BANKING

PSD2 plus fintech equals bye bye banks? That is certainly one view – and book title. But giving third-parties access to bank data via APIs does raise the possibility that previously automatic relationships, lending, FX and cash management for example, break down as products and services become unbundled. The short-term benefits may be cheaper or easier to use products; but in the longer term, if customers abandon the concept of wallet and cherry pick services across banks and FinTechs, will their core lenders and payments infrastructure still be there? What does the latest snapshot of the FinTech ecosystem tell us about the future of corporate banking?

**Moderated by:** *Joy Macknight, Deputy Editor, The Banker, UK*  
*Natalie Willems, EMEA Head of Payments & Receivables, GTS, Bank of America Merrill Lynch, UK*  
*Craig Ramsay, Global Innovation Lead, Global Liquidity & Cash Management, HSBC, UK*  
*Sophia Wikander, Head of Business Innovation, Nordea, Sweden*

### 15:00 UNLOCKING WORKING CAPITAL/SUPPLY CHAIN FINANCE WITH THE RIGHT TECHNOLOGY

FinTech or next generation SCF providers are one example of how successful FinTech grows where it is most needed. Traditional SCF has proved unwieldy and unpopular, full of manual and paper processes. The new solutions are trying to address the key issues: making finance available to all of suppliers, not just the largest; solving the problems of supplier on-boarding; reducing the workload of standalone programmes by integrating with ERP systems to create fully automated and scalable programmes and maximising the ability to customise programmes to individual lender and borrower needs while lowering risk. Here's how and here's who.

**Andy Nash, former SVP Finance Transformation, Royal Ahold Delhaize, Switzerland**  
**Colin Sharp, EMEA SVP, C2FO, UK**  
**Amer Qavi, Founder & CEO, Swipezoom, UK**  
**Michael Vrontamitis, Head of Trade, Europe & Americas, Transaction Banking, Standard Chartered, UK**  
**Matthew Stammers, VP of Marketing, Taulia, UK**

### 15:40 REFRESHMENT BREAK & SPEAKER CAFÉ

Refreshment break sponsored by Pictet Asset Management

### 16:20 BIG DATA: WHO IS IT FOR, REALLY?

A number of surveys have shown that relatively few even large companies have significant Big Data projects. Worries over costs and the difficulty in predicting the value of these projects up front derail initiatives; and SMEs assume that this kind of investment puts Big data Data out of reach. Again, FinTech solutions that deliver Big Data aggregation, cleaning and analysis in the Cloud are the answer to these problems. So which products are available, who is using them and what results are they achieving?

**Moderated by:** *Aniket Kulkarni, Director – Treasury & Trading, PwC, Switzerland*  
*Gordon Roxon, Director of Sales for Europe, MindBridge Analytics Inc, UK*  
*Bridget Meyer, Senior Director, Redbridge Analytics, US*  
*Oscar Sala, VP Product Strategy, Strands; Co-Chair OpenBanking WG, Strands, Spain*

### 17:00 TRADE AND FINTECH

Trade and trade finance are still among the most arduous, manual processes companies face. No surprise then that FinTech players have focused on everything from invoicing, bill of lading, border crossing and receivables financing. A number of these solutions use the blockchain to reduce the risk of documentary fraud, to create self-executing contracts, to provide traceability and authenticity of products in the supply chain and to provide a secure transfer of value and deliver a solution to the trade finance problem of endorsement. But with so many solutions in development, should treasurers watch and wait, or help with proof-of-concept? At the very least, understand these new developments by listening to the firms that are building them.

**Ignacio Sanchez-Miret, Global Treasurer & Risk Manager, HMY Group, France**  
**Daniel Cotti, CFO, TradeIX, UK**  
**David O'Rourke, Group Trade Finance Manager, Ornuu, Ireland**  
**Gadi Ruschin, CEO & Founder, WAVE, Israel**  
**Michael Dietz, Global Head of Trade Finance Flow, Deutsche Bank, Germany**

### 17:40 ADJOURN TO NETWORKING RECEPTION

Sponsored by CaixaBank

## DAY 2 // 5 OCT

**Chair:** *Enrico Camerinelli, Senior Analyst, Aite Group, Italy*

### 14:00 THE ROLE OF TREASURY IN THE NEW PAYMENTS LANDSCAPE

The evolution of the payments ecosystem has become so rapid that few outside the race itself can fully understand it. And focusing on the innovations in B2C user experiences can mask the far more profound changes in the underlying plumbing of the payments system. PSD2, other regulatory changes, real time payments and SWIFT's GPII are all part of a tipping point in the development of global payment infrastructure. But where does treasury fit in? The end-user payment experience is determined by third-parties, not the corporate producer of the product or service. So what role should treasury play in the new digital channels? Should in-house banks take control of commercial flows and digital development? Or will companies outsource more and more of their interaction with customers, leaving treasury to just plug in to third-party apps? If so, what are the risks?

**Brian Hanrahan, Chief Commercial Officer, Nuapay, UK**  
**Christopher Van Woeart, Head of Treasury, Stripe, US**  
**Tony McLaughlin, Head of Emerging Payments & Business Development, Treasury & Trade Solutions, Citi, UK**  
**Simon Jones, Head of Treasury Solutions, Treasury Services EMEA, J.P. Morgan, UK**

### 15:20 REFRESHMENT BREAK & SPEAKER CAFÉ

Refreshment break sponsored by Trintech

### 16:00 THE WHO'S WHO OF PAYMENT INNOVATION

The payments landscape is changing and in just a few years will be unrecognisable. Banks are under threat from nimble Fintech companies popping out of the woodwork at an alarming rate and many will not survive. Many believe that new technologies like blockchain will render old ways obsolete. In this panel session we will look at some of the innovation in this space; who is competing with who and who are the likely winner: you decide when they put their case to the test. SWIFT GPI (global payments innovation) is the payment network's response to the dramatic changes in the market. Already more than 100 banks are actively using the service. Critics say it is clinging to an outdated correspondent banking model while supporters say the trust and security of using SWIFT is what corporates demand. Meanwhile nipping at its heel is Ripple with a blockchain offering that will offer flexibility, immediacy and better efficiency although detractors would say that it is not clear if new technologies are viable and scalable to the amount that large corporates would need. This panel will discuss the environment, the innovation and what its likely outcome might be.

**Moderated by:** *Simon Taylor, Co-Founder, Director of Blockchain, II-FS, UK*  
*Marcus Treacher, Global Head of Strategic Accounts, Ripple, UK*  
*Marc Delbaere, Head of Corporates & Supply Chain, SWIFT, Belgium*

### 17:20 ADJOURN TO DAY 3