

LEADERS IN PAYMENTS

CONFERENCE & AWARDS 2023

Keeping Ahead of the Competition in the Changing Payments Environment

14th September 2023

Ritz Carlton JBR, Dubai, United Arab Emirates

Customers' and client expectations are rapidly changing. They inhabit a world where ease and speed of gratification are offered for many aspects of their daily lives, and they increasingly expect the same seamless, fast or instantaneous experiences in their banking and financial transactions too.

Payments are probably the leading engagement touchpoint between financial institutions and their customers, whether retail or commercial and how they are conducted, from start to settlement, is central to the bank/customer relationship. As such, payments are vital to a financial institution's success.

It is up to banks and financial institutions to either meet these expectations or to lose business to rivals and new actors in the market. But with so many serious considerations and essential steps in the payments process - data security, credit approvals, encryption, KYC, verifications, regulations and many others, how are financial institutions going to balance speed of service with transaction safety and profitability?

The **MEA Finance Leaders in Payments Conference and Awards 2023** will address these challenges, highlight the real opportunities and celebrate the innovation and excellence that financial institutions, payments providers and technology suppliers of our region are putting into better payments provision today.

Overview

Activity around payments across our region has been fast and energetic in recent years and is set to remain the same for some time to come.

Digitisation and technology, regulators and governments, standardisation and competition, fintechs and non-financial institutions, global circumstances and consumer demand have all, individually or collectively been pushing the rate at which payments are evolving.

We saw that our region has been largely resilient to the numerous challenges currently facing the world, with many local economies coping better with the stresses than many of their international counterparts. This has meant that in the development of payments, there have been fewer brakes on the wheels speeding along the payments rails, helping the region keep pace with, even pull alongside other world centres.

Likewise, the region's banking and finance sectors performed healthily, even robustly, helping to boost them purposefully toward their digitisation and technologically supported destinies.

Nearly the whole region is set up and primed for innovation. Key economies in the region are enacting policies and providing incentives to encourage the adoption of technology. This is clearly evident in the banking and finance sectors of the region, where we appear to be experiencing an era of growth for the technology companies servicing these sectors.

As all generations of clients and customers become increasingly familiar with new techniques, the beneficial conveniences and the more flexible options that digitisation brings them, this era of growth looks set continue.

MEA Finance Leaders in Payments Conference and Awards 2023 will gather regional leaders in Banking and Finance, Technology and Fintechs, Regulators and Standardisation Organisations in a series of lively and highly topical panel debates. The Conference discussions will focus upon the evolution of payments in the region, the changes technology can bring, as well as the trends that are leading them and the shape of the tasks ahead needed to establish effective, efficient and safe payments systems. The innovation and prestigious efforts of the banks, financial institutions, payments providers and technology suppliers have put into making the region's payments systems the envy of the world will be spotlighted and acknowledged following the conference at the **2023 MEA Finance Leaders in Payments Awards**.

More than 300 regional banking, payments providers and technology leaders with a format bringing the entire spectrum of interested and engaged professionals including regulators, technology companies, start-ups, fintech's, innovators and other stakeholders from the regional payments value chain.



What to expect



300+

Regional Banking, Finance, Payments Providers, Fintech and Technology Leaders, Standardisation Organisations, Regulators, Financial Trade Associations



30+

Thought Leaders and Market Makers & Experts



7

in-depth and lively sessions on the future and state of Payments in the region



6

Hours of Peer Interaction and Networking



1

Awards Winners Presentation Ceremony

- › More than 300 regional banking, payments and technology leaders with a format attracting the entire spectrum of interested professionals including regulators, technology companies, start-ups, fintechs, central banks, innovators and other stakeholders from the value chains.
- › Solid engagement opportunities for your company with decision makers, to directly detail your company's solutions to today's most pressing payments related issues.
- › Exposure to the regional banking communities with your brand visibility in the networking and exhibition area during breaks and through participation in panel discussions and keynote presentations
- › Opportunities to be recognised and celebrated as a bank, a payments business or technology provider at the forefront of payments transformation and progress at the **MEA Finance Leaders in Payments Conference and Awards**.

Be an event partner

We can offer a wide range of options for sponsors depending on your needs, level of engagement and the branding presence and impact you want to achieve during the event.

Individual Event Packages

In addition to our existing packages, we can sit with you to develop a bespoke sponsorship package to provide targeted exposure and engagement before, during and continuing beyond the event.

Who Should Attend

C-Suite

- Chief Executive Officer
- Chief Financial Officer
- Chief Technology Officer
- Chief Information Officer
- Chief Operating Officer
- Chairman
- Chief Audit Executive
- Chief Commercial Officer
- Chief Economist and Head of Research
- Chief of Shared Services Officer
- Chief Risk Officer
- Managing Director
- MD – Head of Treasury, Capital Markets & FI Department & Section Heads
- Partner - Financial Services
- Advisor - Investment Management
- Commercial Advisor
- Executive Director
- Head of Client Relations
- Head of Payments, Remittances & Foreign Exchange
- Head of Regulatory Advisory and Assurance
- Head of Transaction Banking
- Head Corporate Relations and Strategic Partnerships
- Head Digital Strategy and Change
- Head of Corporate Communications
- Head Digital Strategy and Change
- Head of E-Banking
- Head of Market Risk
- Head of AML & Sanctions
- Head of Bancassurance
- Head of CAD, Remedial & Collection
- Head of Central Operations
- Head of Change Management
- Head of Client Experience
- Head of Compliance
- Head of CRM
- Head of Disclosure and Issuance Department
- Head of Enterprise Architecture
- Head of Enterprise Banking Platforms
- Head of External Communications
- Head of Finance
- Head of Financial Institutions
- Head of Government Relations & PR
- Head of Information Security
- Head of Investment Solutions
- Head of Issuance
- Head of Prepaid Cards
- Head of Regulatory Compliance
- Head of Retail Banking
- Head of Risk Specialist
- Head of Strategic Planning
- Head of Strategy – Technology
- Head of Transaction Banking
- Head Product Manager
- Manager Audit & Compliance
- Manager Operational Risk
- Payments & Contract Manager
- Portfolio Specialist - Insights & Strategy
- Project Manager
- Regional Compliance Manager
- Regional Manager - Compliance & Risk Retention & Vigilance Manager
- Senior CRM Project Lead
- Senior CX Manager
- Senior Manager - Digital Transformation
- Senior Manager Treasury
- Information Security, Senior Strategic Advisor
- Senior Trade Officer, Strategy & PMO
- Assistant Vice President – Global Customer Relations
- Associate VP - Strategic Engagements
- AVP Agile Delivery - Retail Banking
- AVP Credit Risk and Portfolio Manager
- FS Strategy Manager
- SVP & Head of Compliance - Personal Banking Group
- SVP & Regional Head - Corporate & Commercial Banking
- Vice President, Compliance
- VP Risk and Change Management
- VP Wealth and Asset Management
- VP - Strategic Initiatives & Bancassurance

Agenda

8:00-9:00 Registration & Networking

9:00-9:15 Welcome Note

9:15-9:30 Keynote Address

9:30-10:15 **Panel 1: Regulation, Standardisation and Ongoing Developments: Who or what leads the development of payments?**

There is much activity across the region at this time concerning the regulation and the standardisation of payments. Do regulations and standardisation act as catalysts for developing payments technology or are the innovations coming from fintech's and vendors pushing the regulators and payments organisations to adapt to the marketplace? Is it one or the other of these factors, or are both sides consciously working together to create the payments ecosystem we will soon inhabit, and how might CBDC's fit into the payment's equations and to what end?

10:15-10:30 Presentation

10:30-11:15 **Panel 2: The Business Case for Real Time Payments: How important are Real Time Payments to the enterprise goals of financial institutions?**

Can a focus on faster payments enable or enhance your chances of achieving these goals? For example, could faster loans funding build greater earnings from interest over a financial year? Either way, is it not a brutal reality that Real Time Payments will eventually be standard and those that do not get on board soon, will be left behind to deal with the consequences of hesitation?

11:15-11:45 Coffee Break

11:45-12:00 Presentation

12:00 - 12:45 **Panel 3: The Role of The Cloud in Payments: Can the cloud provide for all your payments needs?**

Many banks are moving payments functions to The Cloud as part of their payments growth strategy, but are they going all the way to adopt cloud computing for full payment processing? Will banks ever replace current payment processing with a completely cloud-native version? In payments terms, what opportunities, benefits and advantages does the cloud specifically offer to FI's and how can cloud-native payment platforms face challenges such as security, compliance, outages and demands for speedy performance?

12:45-1:30 **Panel 4: ISO 20022 and Cross-Border Payments in review: How are we doing and where are we going?**

At the time of this discussion, ISO 20022 will have been available for processing for six-months, remodeling, maybe even rejuvenating cross-border payments. This panel will review these first six months in the new ISO 20022 world we now inhabit, to assess whether there has been any immediate impact, if signs or patterns are emerging pointing to a new economic environment resulting from implementation, or if it is pretty much business as usual, just a little less bumpy than before.

1:30-2:30 LUNCH

Agenda

2:30-3:15

Panel 5: Monetising Payments: How can payments pay?

What are the opportunities and options for banks to monetise Real Time Payments? For example, could a subscription-based model work as a payment revenue stream, how would it work and which client bases could it be offered or applied to? Can the data generated from payment transactions be monetised and show a distinct ROI? Regardless of how they prepare, what could be the result for banks and FI's that wait too long to get up to speed with Real Time Payments?

3:15-4:00

Panel 6: The Clients and the Customers: What do clients and customers really want from modern payments?

There is much talk about how RTP, ISO20022, IPP, The Cloud etc., will reduce pain-points and bring quicker and smoother experiences for your bank's customers and clients, but are the end user businesses and customers actually going to care? Do they notice differentiation between financial institutions offering RTP and those that do not? How can banks and their partner fintech and technology suppliers engage with customers to understand how they actually feel, what they might want next, and how can they distinguish between long-term trends and short-term fads?

4:00-4:30

Coffee Break

4:30-4:45

Presentation

4:45-5:30

Panel 7: Ripple Effects: How to achieve the rewards of payments modernisation while avoiding the risks

Third Party Risk in Payments -Events earlier this year led the UK's FCA to threaten shutting down payments companies lacking sufficient risk controls. Will they and their banking partners in the Gulf and the wider region be expected to do more to shore up liquidity and credit risks? Are regulators likely to pressure banks into tighter management of third-party partnerships with fintechs and payments companies, starting a new spate of de-risking, so increasing compliance costs? How will this impact already tight margins in the sector and who bears the cost of any new measures? Will payments firms need to find new banking partners and what might be the long-term effects on the regional market?

5:30-5:35

Closing Remarks/ End of Summit

6:00-7:00

Awards Registration

7:00-8:00

Awards Ceremony

Sponsorship Benefits



Sponsorship Options

Benefits	Platinum	Gold	Silver	Lunch	Lanyard	Badge	Exhibitor
Exclusive to one company only	●			●	●	●	
Opportunity to provide Welcome Note	●						
Interview of Senior Representative	●	●	●				
Access to All Sessions	●	●	●	●	●	●	●
Standalone Presentation	●	●					
Panel Member in Discussions	●	●	●	●			
Exhibition Booth Space (3x2 SQM)	●	●	●	●	●	●	●
Advert in Event Booklet	●	●	●	●	●	●	●
Logo on Website with Hyperlink	●	●	●	●	●	●	●
Logo on all Marketing Collateral	●	●	●	●	●	●	●
Branding on Post Event Report	●	●	●	●	●	●	●
Reserved seats at the Awards	8	8	8	5	5	5	5
Cost (USD)	50,000	40,000	30,000	20,000	15,000	15,000	15,000

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