

# FINTECH GATHERING

TRANSFORMING FINANCIAL SERVICES THROUGH FINTECH-ENABLED PARTNERSHIPS

21<sup>ST</sup> - 22<sup>ND</sup> NOVEMBER 2018 | THE MAJESTIC HOTEL KUALA LUMPUR



BLAZE AVENUE | EMPOWERING BUSINESS IDEAS

**13** AICB  
CPD HOURS

This programme is recognised and entitled for 13 CPD hours by the Asian Institute of Chartered Bankers (AICB)



“DBS launched Wealth Chat, a service for its clients to transact with their bankers via the WhatsApp and WeChat messaging platforms. This allows clients to **use instant messaging platforms** they are already on, while meeting regulatory compliance requirements for recording of transactions.”

finews.asia

## PROGRAMME DESCRIPTION

Fintech is driving transformation in financial services in South East Asia by blending East and West to meet customers' rising expectations for seamless digital experience, e-commerce, wealth management and financial inclusion.

The appetite for services through digital technologies by consumers and businesses alike is being fed by a fusion of innovative models from Western and Chinese tech companies, as well as home-grown startups.

This conference will show how key Fintech enablers can be applied in South East Asia. Delegates will gain insights on how to form partnerships across industries to deliver complementary services to their customers.

## MAIN LEARNING OBJECTIVES AND BENEFITS

The conference will show you how to:

- **Evaluate** Fintech technologies, operating models and potential partners
- **Design** a Customer Engagement Strategy Leveraging AI
- **Integrate** Robo-Advice into your Wealth Management Operating Model
- **Design** an API-enabled Partner Ecosystem
- **Create** a Partner Innovation Sandbox

## MEDIA PARTNER



“Customers are increasingly open to non-FS and BigTech alternatives; retail banks need to collaborate with the competition and personalize customer experience.”

2018 edition of  
Capgemini World Retail Banking Report



### LEAD TRAINER & MODERATOR

Mr. Jon Scheele

## GUEST SPEAKERS - PANEL DISCUSSION



Kah Meng Wong  
Chief Executive Officer



Cris D. Tran  
Director



Jubin Mehta  
Chief Executive Officer



Harpreet Singh Maan  
CEO & Co-Founder

# FINTECH GATHERING AGENDA

## WEDNESDAY 21<sup>ST</sup> NOVEMBER 2018 - DAY ONE

- 0830 Registration and Coffee
- 0900 Opening Remarks from the Chair
- 0910 **Speednet**
- 0940 **Digital Transformation Through Fintech**  
The digitisation of data and processes, and the availability of cloud-based computing capacity, enables re-thinking customer value propositions beyond simply streamlining and automation of processes. To fully realise the opportunities requires a cultural shift in the way strategy is formed and work is performed
- 1025 **Panel Discussion**  
**Transformation and the Digital Journey**  
*Panel Members*  
**Kah Meng Wong** CEO  
**Funding Societies Malaysia**  
**Cris D. Tan** Country Head, Infinity Blockchain  
**Ventures & Director QRC Group**
- 1110 Refreshments
- 1130 **Artificial Intelligence Use Cases in Financial Services**  
Case studies of how AI is being applied to Customer Engagement, Investment, Credit Risk Management, Fraud Detection and Regulatory Compliance
- 1215 **Panel Discussion**  
**The Future for AI in Financial Services**  
*Panel Member*  
**Jubin Mehta** CEO  
**Goals101 Data Solutions Sdn. Bhd.**
- 1245 Lunch
- 1400 **AI in Customer Engagement**  
Predictive analytics can be applied to gain a better understanding of emerging customer needs. Chatbots are increasingly being applied to answer enquiries from both customers and bank professionals
- 1445 **Activity**  
**Design a Customer Engagement Strategy Leveraging AI**  
*Facilitated Group Exercise*
- 1530 **AI in Wealth Management**  
Robo-Advisors can provide automated advice based a customer's risk appetite. This offers a more scalable way of advising Asia's rising middle class than traditional methods, enabling more consumers to access financial advice
- 1615 Refreshments
- 1630 **Activity**  
**Integrate Robo-Advice into your Wealth Management Operating Model**  
*Facilitated Group Exercise*
- 1715 Summary of Day one
- 1730 Conclusion of Day One

## THURSDAY 22<sup>ND</sup> NOVEMBER 2018 - DAY TWO

- 0830 Registration and Coffee
- 0900 Opening Remarks from the Chair
- 0910 **Use Cases for Distributed Ledger Technology in Financial Services**  
Distributed Ledger Technology (DLT) promises to provide transparency of ownership and work in trustless environments. Use cases for the underlying blockchain technology include:
  - Trade Finance
  - Cross-Border Payments
  - Property Registries
- 0955 **Panel Discussion**  
**DLT – Progress on the Promise**  
*Panel Member*  
**Harpreet Maan** CEO & Co-Founder  
**Blocklime**
- 1040 Refreshments
- 1100 **Open API Use Cases in Financial Services**  
Open APIs enable institutions to build an ecosystem of partners across Fintech, e-commerce, retail, government, supply chain and logistics. This extends the firm's value proposition to their customers, offering a more seamless end-to-end customer journey.
- 1145 **Panel Discussion**  
**The Future for APIs in Financial Services**  
*Panel Member*  
**Cris D. Tan** Country Head, Infinity Blockchain  
**Ventures & Director QRC Group**
- 1230 Lunch
- 1345 **Payments**  
Governments are overseeing the transformation of domestic payments infrastructure, while new players from mobile device manufacturers to ride-sharing platforms are introducing new payment solutions. There are similar opportunities to transform cross-border payments and remittances.
- 1430 **Activity**  
**Design an API-enabled Partner Ecosystem**  
*Facilitated Group Exercise*
- 1515 **Cybersecurity**  
With the increasing digitisation people's information, including their finances, health and activities, robust and adaptable security is needed to protect their data from theft or unauthorised use. The EU's General Data Privacy Regulation (GDPR) signals a desire of consumers to take control of their data and require explicit consent for the use of that data. Other regulators may follow.
- 1600 Refreshments
- 1620 **Activity**  
**Creating A Partner Innovation Sandbox**  
*Facilitated Group Exercise*
- 1700 Summary of Day Two
- 1715 Conclusion of Day Two



# FINTECH GATHERING LEAD FACILITATOR AND MODERATOR



Mr. Jon Scheele

Consulting and training in innovation, digital and advanced analytics technologies at leading companies in the financial services and telecommunications

Facilitate and coach multi-disciplinary, multi-geography teams to achieve superior results, applying consulting and delivery experience gained across financial services, telecommunications and technology in Singapore, Australia, USA and Europe

At ANZ Banking Group, established an internal consulting and innovation practice to assess, pilot and implement digital technologies Led client engagements at global telecommunications carriers to implement enterprise solutions serving decision support, trading, data visualisation, scenario analysis, cost optimisation, network engineering and billing

#### Partial List of Clients includes:

- ANZ Banking Group
- Telstra
- Telecom Italia,
- Telefonica Germany

#### Some of Jon's Projects:

- Improved customer segmentation at ANZ Banking Group by analysing actual spending behaviour
- Predicting future cash flow needs by developing predictive model from financial transaction analysis at ANZ Banking Group
- Implemented decision-support and business intelligence tools at Telecom Italia and Telefonica Germany, including dashboards, performance measurement, decision workflow and analytics to support wholesale trading through to network management and billing

#### Who Should Attend!

- Financial professionals responsible for growing revenues through partnerships
- Product Managers
- Fintech founders and professionals seeking to partner with Financial Institutions
- Technology professionals (e.g. Architects, Project Managers, Business Analysts) supporting financial services

#### From cross industries:

- Banking
- Insurance
- Fintech
- E-commerce
- Information Technology (IT)



# FINTECH GATHERING GUEST SPEAKERS - PANEL DISCUSSION



**Kah Meng Wong**  
CEO **Funding Societies Malaysia**

- Pioneered peer-to-peer (P2P) financing in Malaysia by setting up and launching Funding Societies' operations in Malaysia, being the first P2P financing platform locally
- Prior to Funding Societies, Kah Meng specialized in strategy and risk management and worked across Southeast Asia (including Singapore, Malaysia, Indonesia, Thailand, Taiwan), Australia and the Middle East
- Previously based in Singapore, he worked for the leading management consulting firm specializing in financial services, Oliver Wyman, where he counselled senior management of leading banks, regulators, and wealth managers
- A CFA charterholder and holds a double degree in Finance and Actuarial Studies. Kah Meng graduated top of his class with 1st class honours from the Australian National University



**Jubin Mehta**  
CEO **Goals101 Data Solutions Sdn. Bhd.**

- Seasoned Banker with more than fifteen years of international banking experience across emerging markets in Asia
- Experience spans across Retail and Corporate – International Trade, Payments & Settlement, Supply Chain, Cards & e-Wallets, Retail Automation
- CEO of Goals101 Data Solutions – one of the fastest growing Big Data Analytics Company in Malaysia involved in building customized data platforms for banking industry
- Ex-Country Head – Transaction Banking at Standard Chartered Bank Malaysia
- Involved in a Blockchain project on Democratizing Trade Finance for Small and Medium Enterprises



**Cris D. Tran**  
Country Head **Infinity Blockchain Ventures**  
Director **QRC Group**

- Cris Tran is the Country Head of Infinity Blockchain Ventures (IBV), based out in Malaysia. IBV is dynamic consulting and development firm dedicated to providing practical blockchain solutions. Current offices are in Malaysia and Thailand
- Cris Tran is also the Director with QRC Group, the world's largest investment company working at the intersection of Blockchain and RegTech with offices in Hong Kong, United Kingdom, China and Vietnam. Cris is currently managing projects and key products of QRC globally
- Prior to this, Cris was the Senior Lead for Frost & Sullivan, a global consulting firm, based out in Singapore
- Cris is today one of the regions most sought-after speakers and thought leaders, wherein his expert opinions have been heard at seminars and industry conferences globally. Cris is also frequently featured in leading media, namely Bloomberg, Forbes, Nikkei



**Harpreet Singh Maan**  
CEO & Senior Blockchain Developer  
**Blocklime Technologies**

- Started exploring Blockchain at the age of 19 and founded Blocklime to build talents and blockchain communities "AS"



# FINTECH GATHERING REGISTRATION FORM

TRANSFORMING FINANCIAL SERVICES THROUGH FINTECH - ENABLED PARTNERSHIPS

**REGISTER NOW** GL: +603-2713 6185 FAX: +603-22603187

FEE REGISTRATION: APPLY CODE **ABR59**

register before **14<sup>th</sup> November 2018**

PROMOTION PRICE **RM4500**

**GOLD PACKAGE**

register 5 delegates, 6<sup>th</sup> delegate participates for free (5 + 1 Free)

## 1ST DELEGATE

Mr/Mrs.: .....

Job Title: .....

D/L: ..... Email: .....

Diet Preference: None / Vegetarian / Halal / Others

## 2ND DELEGATE

Mr/Mrs.: .....

Job Title: .....

D/L: ..... Email: .....

Diet Preference: None / Vegetarian / Halal / Others

## 3RD DELEGATE

Mr/Mrs.: .....

Job Title: .....

D/L: ..... Email: .....

Diet Preference: None / Vegetarian / Halal / Others

## 4TH DELEGATE

Mr/Mrs.: .....

Job Title: .....

D/L: ..... Email: .....

Diet Preference: None / Vegetarian / Halal / Others

## 5TH DELEGATE

Mr/Mrs.: .....

Job Title: .....

D/L: ..... Email: .....

Diet Preference: None / Vegetarian / Halal / Others

## 6TH DELEGATE

Mr/Mrs.: .....

Job Title: .....

D/L: ..... Email: .....

Diet Preference: None / Vegetarian / Halal / Others

Organisation: .....

Address: .....

Tel: ..... Fax: .....

Authorization: (Company Chop)

Name: .....

Title: .....

Signature: .....

Invoice Attention: .....

Job Title: .....

Email: .....

D/L: .....

## MODE OF PAYMENT

1. Payable by Cheque to

**Blaze Avenue (M) Sdn Bhd**

2. Payment via bank transfer should be made to

**Hong Leong Bank Berhad (HLBB)**

**Account No:** 292 000 20908

**Account Name:** Blaze Avenue (M) Sdn Bhd

**SWIFT / BIC Code:** HLBB MYKL

**Address:** 150, Jalan Tun Sambanthan, 50470, Kuala Lumpur

**Branch:** BKF (Brickfields)

## TERMS AND CONDITIONS

**Payment Terms** - Payment is required within 7 days of invoice date. Blaze Avenue reserves the right to refuse admission if payment is not received before the event date.

**Transfer** - PTransfer is allowed upon written notification.

**Cancellation** - Registration carries a 70% cancellation liability, not with standing, full fee is payable when cancellation is less than two (2) weeks before the event. Cancellation has to be done in writing. If Blaze Avenue decides to cancel or postpone this event, it is not responsible for covering airfare, hotel, or other travel costs incurred by clients. The fee will not be refunded, but credited to a future event. No Show: No show does not constitute transfer or cancellation and the full fee is payable. Changes: Blaze Avenue reserves the right to change event dates, venue, speakers, or omit event features, or merge the event with another event, as it deems necessary without penalty, refunds or alternative offers.

**Tax** - Registration fees exclude tax. For clients outside Malaysia, the sum payable is as the listed fees, exclusive of tax. To this sum shall be added any other local tax or with holding tax from client's country of origin, if any.

**Marketing** - Blaze Avenue may use your company's logo or business name or otherwise refer to your company in our website, any marketing, promotional or advertising material as a client of our services.

**Governing Law** - This Agreement shall be governed and construed in accordance with the law of Malaysia and the parties submit to the exclusive jurisdiction of the Courts in Malaysia. Indemnity: Should for any reason outside the control of Blaze Avenue, the event be cancelled due to an act of terrorism, extreme weather conditions or industrial action, Blaze Avenue shall endeavor to reschedule but the client hereby indemnifies and holds Blaze Avenue harmless from and against any and all costs, damages and expenses, including attorney's fees, which are incurred by the client.

