



TRANSACTION INNOVATION FORUM® 2022

Optimizing Corporate Payments
and Financial Logistics

Welcome to TIF-2022 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 latest TIF 2022 Program (PDF). We will keep on adding more topics and speakers.

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

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

This is the update of fall 2021



Welcome to the TIF – 2022 Program !

We are happy to share our 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 15 September 2022 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 supports real-time instant settlements, 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 thus how we cooperate as trading parties.

Our ambition is to exchange these essential developments jointly with global best-practices 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 fastest payments/settlement. We foresee more dynamic interaction between corporates and with the financial services industry.

TIF will offer both dedicated plenary introduction sessions next to in-depth special break-out expert tracks to allow Q&A/discussion on various key topics. Of course, we will follow the Japanese government as well as Tokyo Metropolitan government Covid guidelines. All the plenary sessions will be simultaneously translated Japanese/English. This ‘in-person’ conference will also be broadcasted globally.

We like to welcome you to participate, debate and engage with your Japanese and international peers!

Warm regards,

Michael Salmony & Harry Smorenberg

Founders and Chairmen

info@transactioninnovationforum.com



Program: Thursday 15 September 2022

- 07.30 – 08.45 hrs (Optional Breakfast Meeting(s) / special TIF briefing sessions)
- 08.00 – 08.45 hrs **Registration @ TIF 2022 – Tokyo**
- 08.45 – 08.50 hrs **Welcome & Introduction**
Harry Smorenberg / Michael Salmony (Chairmen)
- 08.50 – 09.15 hrs Keynote Welcome:
Japan's Position and Ambition as Global Financial Hub
Japan as leader in innovating Regulation and Governance
- Maruta Koichiro / Hiroki Habuka** (Deputy Director for Global Digital Governance at Ministry of Economy, Trade and Industry METI, Japan)
Selected by The World Economic Forum selected as one of the World's 50 Most Influential People Revolutionising Government
- Hiroshi Nakaso** (former Deputy Governor of the Bank of Japan, Chairman of FinCity Tokyo)
- 09.15 – 09.35 hrs Opening Keynote Address & Intro to Opening Panel:
Winning the '20s ... Key Trends in B2B payments
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)

Alain Delfosse

(Managing Director, Head SWIFT Japan, Tokyo)

09.35 – 10.30 hrs

Panel: Key trends in Corporate Financial Services for Japan

- Japan was the first to Instant Payments, Smartphones.... Where is Japan/Asia leading now?
- Focus on the B2B: that's where the money is...
- The rise of the Asia Super Apps
- Increasing need for end-to-end approach; also cross border
- Everything is real-time: are banks and corporates ready?
- Regulation vs innovation – who should drive change?
- From a cash-heavy world, through the wild-west of Cryptocurrencies to ordered/regulated CBDC
- What has changed COVID – What will remain?

Moderator:

Prof. Masashi Nakajima (Reitaku University, Tokyo)

Panelists:

- **Hiroshi Kawagoe**
(GM, Sumitomo Mitsui Banking Corporation, Tokyo)
- **Takashi Okita**
(CEO Nudge, Challenger Bank; Chair FinTech Association of Japan)
- **Zennon Kapron**
(Founder and Director of Kapronasia, Singapore)
- **Erin McCune**
(Partner Glenbrook, Washington)
- **Makoto Shibata**
(Chief Community Officer of FINOLAB Inc., ex Bank of Tokyo Mitsubishi MUFG Digital Strategies, Japan)



10.30 – 11.00 hrs

Coffee & Networking

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

The Digitization Wave of Trade Finance & Treasury – Unlocking Data

11.00 – 11.45 hrs

Expert Briefings and cases:

- From Industry 4.0 to Treasury 4.0
- Connected treasury: all digital, STP, real-time
- Are the pre-requisites in place? (legacy systems, legacy legislation, legacy processes)
- What are the opportunities ? (working capital management, cash flow prediction, data analytics, ...)
- Smart B2B, smart treasury based on data
- Connecting corporates and SMEs to banks using API, Open Banking
- Democratization of digital corporate finance: the large untapped SME market

Moderator:

Toshihisa Hirano (Managing Director & Partner BCG, Tokyo)

Panelists:

- **Chintan Shah**
(Managing Director, Head of Cash Products & Client Connectivity, Asia Pacific Global Transaction Banking Deutsche Bank AG, Singapore.)
- **Corporate Treasurer**
(pending invitation)



- **Treasury Management Services**
(Senior Expert)
- **Laetitia Moncarz**
(Head of Corp. & FI Sales and Head of Business Innovation - Asia Pacific at SWIFT, Singapore)
- **CFO Association**
(Representation Pending)

Break-Out Expert Session:

Three Parallel Sessions of choice: Select your program item

11.55 – 12.45 hrs

ROOM 1: *(With Simultaneous Interpretation Japanese/ English)*

Towards Less Cash; Europe (Netherlands, Nordics,UK) & China lessons shared

Expert Briefings and cases

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

Moderator:

Michael Salmony (Chairman TIF, Frankfurt)

Panelists:

Piet Mallekoote (Former CEO Dutch Payments Association, Amsterdam)

Retail Expert Japan (Pending)

Strategic Consultant (Japan /China)

ROOM 2: *(English only)*

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

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

Sakiko Suzuki (Director Payment Markets SWIFT, Tokyo)



ROOM 3: (English only)

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:

Corporate Banking Perspectives Japan/APAC (pending)

12.45 – 14.00 hrs

Lunch & Networking Break

- Lunch intermezzo:

Meeting with “Innovation Awards 2020” nominees

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

14:00 - 14.55 hrs

Innovating e-Invoicing, e-Procurement, e-Tax, e-ID, e-Everything for B2B2C

- Straight-through processing
- The new end-end digital Financial Supply Chain
- New business opportunities through connected data (dynamic discounting, reverse factoring, etc)
- Cost saving, process speed-up and new business models
- The opportunities for banks in accessing invoicing data
- Identity as the basis for all digital services, new regulations (e.g. EU eID framework) and the use of AI for smart identity and fraud detection
- Outlook towards digital onboarding and intra-bank eKYC

Introduction by:

Robert Prigge (Chief Executive Officer Jumio, New York)

Moderator:

Toshio Taki (Board Director Money Forward, Tokyo)

Panelists:



- **Robert Prigge**
(Chief Executive Officer Jumio, New York)
- **Piet Mallekoote**
(Former CEO Dutch Payments Association, Amsterdam)
- **Representation of the new “Digital Agency Japan”**
(pending)
- **Regulatory representative**
(pending)

(On mandatory invoicing for value-added tax and industrial efforts to standardize e-invoicing)

14.10 – 14.55 hrs

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

ROOM 1: *(With Simultaneous Interpretation Japanese/English)*

Japan Anticipating 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)

ROOM 2: *(English only)*

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)



ROOM 3: (English only)

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

- How to control Data visibility, processing & intelligence?
- Managing Risks in Transacting, Treasury & Trade
- Big Data Challenges for B2B
- AI in real-time fraud management/ AML
- Liquidity risk management
- Anti-Fraud Compliance/trade finance compliance
- The Cash & Treasury Manager's agenda 2025
- 5-Years out: outlook on trends & developments

(moderator/panelists pending)

14.55 – 15.30 hrs

Coffee & Networking break

- Coffee/tea in lounge

15.30 – 16:00 hrs

**Keynote: The Digitizing of the B2B Payments
(from cheques, to cards, ... to what?)**

How B2B is now providing greater efficiencies for Trade Finance and Supplier management programs

- New payment assets that are accelerating the move to digital platform (digital by default)
- In US 50% of B2B payments are by cheque, Europe is moving to direct-to-account ... where is Japan ?
- Corporate Cards, Purchasing Cards, Fleet Cards, Government social benefits cards, Virtual Accounts
- Card "rails" vs physical plastic – when is a card not a card ?
- Smart Data Management: moving flows from wire, cash, check to digital and enhancing working capital, capturing more data and improving reconciliation while providing enhanced transparency.

Keynote introduction by:

Mostafa Sabet

(Vice President of Commercial Products for Mastercard Asia-Pacific)



16.00 – 16.30 hrs

Outlook APAC & Positioning of Japan as Fintech Hub

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

Shota Matsuzawa (Head of Fintech and Innovation, FSA Japan)

Tokyo Metropolitan Government (Representative pending)

16.30 – 17:20 hrs

Closing Keynote Panel:

Using Data in B2B for Japan

- If the important thing about payments is not Data /how to govern this ?
- Towards new standards & the impact for Japan – what will be the Japanese approach
- Regulatory challenges and developments: cross-border alignment: APAC / SE Asia initiatives reviewed, Impact of Japan B2B deregulation
- AI & Cloud: regulatory and governance challenges
- Geopolitical environment for corporates reviewed

Moderator:

Dr Dimitrios Salampasis

(Swinburne University of Technology, Melbourne)

Panelists:

- **Ruth Wandhofer**
(Former Global Head of Regulatory and Market Strategy Citi Bank, Global Fintech Influencer, Women-in-Finance Powerlist Senior Leader 2020, London)
- **Hiromi Yamaoka**
(Member of the Board, Future Corporation & Head Future Institute of Research, Tokyo)
- **Central Bank** Representative (pending)
(Regulatory Perspective)
- **Alain Delfosse**
(Managing Director SWIFT Japan, Tokyo)



17.20 – 17.30 hrs

TIF-DigFin Innovation Awards Ceremony 2020

Harry Smorenberg (Chairman, SCC & TIF, Amsterdam)

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

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

17.30 – 19.00 hrs

Closing & Farewell cocktails / See you in 2023 !

For our Plenary Program we will service simultaneous translation in Japanese / English for all of our plenary session.

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。

