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# FINTECH SUMMIT 2018

*Democratising access to finance: Financial inclusion through fintech*

20 February 2018, Tuesday

Swissotel The Bosphorus Istanbul  
Fuji 1 Hall

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## 09:30 Opening Ceremony

### Welcome Speech

Baybars Altuntas, Chairman, World Business Angels Investment Forum (WBAF), Turkey

### Key Note Speech

Paolo Sironi, FinTech Thought Leader, IBM Watsons Financial Services, Germany

### Meet the Author of “FinTech Innovation” discussing banks business models in the digital era

FinTech innovation is the opportunity to master a global shift in financial services, as their business models are due to transform from transactional revenues to the offering of real services. The capability to create client-centric digital platforms will divide winner from laggards in the digital era, all based on artificial intelligence to augment clients' capability to make financial decisions and add value to the role of intermediaries. Digital payments are the gateway to the banking relationships, and the biggest contributor to big data for the creation of banking services centred on personal journeys and experiences.

### Key Note Speech

Juwan Lee, Founder and CEO, NexChange, Hong Kong

### Global Fintech: Ecosystem and Trends

Fintech has emerged as a special category of human innovation requiring a full ecosystem of co-development across technological, legal, regulatory and even psychological and conceptual realms. Mr Lee will examine the complex interactions of the global ecosystem, major trends influencing its development and how fintech is changing lives, business and the global financial order.

### Key Note Speech

Brad Bulent Yasar, Co-Founder, Blockchain Investors Consortium (BIC), USA

### Fintech on the Chain: Future of Global Financial Inclusion

Blockchain projects that are aiming to change the face of traditional banking and finance system are already gearing up for significant impact. With the current limitations of the conventional centralized banking and finance systems, over \$2B people globally are unable to access banking and credit facilities that most in the western world take for granted. Block-

chain technology and cryptocurrencies have the potential to eliminate these inequalities with the technological solutions that they propose. Whether it be digital identity solutions using blockchain in parts of the world where local governments are unable or unwilling to issue unique identity documents to their constituents or microloans and affordable and safe cryptocurrency based money transfers, decentralization of these services allow us to have technological solutions to problems that have plagued these communities that are left behind by the traditional socio-economic systems.

### **Key Note Speech**

**Filipe Araujo, Vice President, Porto City Hall, Portugal**

#### **Smart Cities: Improving cities for startups through technology**

Banking, financial services and insurance (BFSI), and governments' smart cities initiatives are providing a lot of traction in terms of revenue and potential. Fintech companies and 'newcomers' are pushing traditional BFSI customers to take new initiatives alongside running their businesses the traditional way, forcing them to redefine the way they do business. This keynote speech by the Mayor of Porto, one of the smartest cities of Europe, will give important insights on improving cities for entrepreneurs through technology.

**10:15**

### **Panel 17**

#### **A cashless world: Driving cashless societies through financial technologies**

The trajectory of individual countries towards cashless will be shaped by consumers' willingness to ditch cash and the readiness of businesses to accept and promote cashless transactions. Governments and regulators will be the key enablers in the development of infrastructure and policies for business and consumers and the facilitators of the transition to a cashless future. New technologies bring new digital alternatives to cash, such as mobile wallets and internet banking, in addition to credit and debit cards. A recent mobile banking survey shows that 34% of individuals in Europe would readily go cashless if given a choice. This panel will attempt to define digital alternatives for a cashless economy. How can governments and regulators come together to create a favourable environment for the fintech ecosystem to accelerate the adoption of mobile banking and digital payments? In this session you will hear insights from different countries about attempts to transition to a cashless society. As cashless takes hold, banks and insurance companies and their network of partners (fintechs, payment companies, and third-parties across other industries) will have to remake the model of financial services. What are the necessary first steps toward this transformation?

### **Moderator**

**Paolo Sironi, FinTech Thought Leader, IBM Watsons Financial Services, Germany**

*Intro by Soner Canko, Chief Executive Officer, Interbanks Credit Cards Center - BKM, Turkey*

Pelin Guven, Vice President, Interbanks Credit Cards Center - BKM, Turkey  
Kaiser H. Naseem, Head, IFC Banking & Digital Finance Advisory Services MENA and Central Asia, UAE

Dakshesh Patel, Chairman & CEO, Zypay, UK

**11:00 Coffee Break & Networking**

**11:30 Key Note Speech**

**Matthew Gamser, Chief Executive Officer, SME Finance Forum - IFC, USA**

**Neglect the nerds at your peril! Why SMEs are the future of fintech, and why angel investors must pay attention to fintech?**

SMEs and SME financing have not been center stage in most discussions of fintech. Yet this may be the market segment that can benefit most from the innovations fintech bring to financing. So it should not be surprising that, of late, we're seeing a slow, but steadily rising profile of SMEs and key SME finance topics in fintech discussions. Fintech offers the potential for massive improvement in both quality and efficiency in financing SMEs, including financing by angel investors. It makes more timely and more appropriate financing available, and more affordable. The keynote will explore why fintech is focusing more on SME, and what vast potential this is revealing.

**11:45 Panel 18**

**Encouraging innovations outside mainstream banking: How should one respond to fintech innovation?**

The most important problem for banks is that, as they struggle with digitalisation barriers in banking, they are being simultaneously squeezed by having to keep pace with changes in customer behaviour. Some companies create subsidiary fintech businesses in order to encourage innovations outside mainstream banking, while others aggressively turn their business models inside out. This panel will discuss why financial institutions will need to change all of their business models in the near future. What will be the implications of the transformation from a 'financial products distribution channel' to a 'financial consulting distribution channel' for the financial services industry? What is the exact place of technology companies in the new world of banking? In this session, panellists will attempt to identify potential financial industry responses to fintech innovation.

**Moderator**

**Hayri Telekoglu, Marketing & Central Sales Director, TEB Private Banking, Turkey**

Abdul Malek Al Jabaar, President, The Middle East Trade Association for Business Angels (MBAN), UAE

Paulo Andrez, Emeritus President, EBAN, Portugal

Gurhan Cam, Deputy CDO & President of Innovation Committee, Denizbank, Turkey

**12:30 VIP Lunch – by invitation only**

## **Key Note Speaker**

Mehmet Simsek, Deputy Prime Minister, Turkey

**14:00**

## **Key Note Speech**

**Dusan Stojanovic, Founder & Director of True Global Ventures, Awarded Best Angel of Europe in 2013, Singapore**

### **ICOs in Financial Services and the rise of Security Tokens**

**14:15**

## **Panel 19**

**Access to finance in the fintech's entrepreneurial roadmap: What is the smartest capital for fintechs from start-up to scale-up to exit?**

This session will attempt to explore the best type of finance for fintechs from start-up to scale-up to exit. How can crowdfunding platforms, accelerators and personal finance carry a fintech business to angel investors at the seed stage? What sort of angel investor is good for fintech businesses? How can angel investors connect fintech scale-ups with corporate ventures? What are the expectations do CVCs expect from fintech businesses? What would be the best mix of finance for fintech start-ups? What is the best exit strategy for fintechs, and which source of finance would serve best to execute an exit strategy? Panel discussants will define different roles and different financial supports for fintech at different stages of the entrepreneurial journey.

## **Moderator**

**Ari Korhonen, Business Angel of the Year 2014, Finland**

Tal Garih, Strategic Planning Manager, Alarko Group of Companies, Turkey

Eythor Jonsson, Lecturer, Copenhagen Business School, Denmark

Barbaros Ozbugutu, Co-Founder & Chief Executive Officer, Iyzico, Turkey

**14:45**

## **Panel 20**

**Blockchain in the next generation of banking**

Blockchain is arguably the most disruptive technological innovation in decades. It is built on the concept of a distributed consensus ledger, which leverages a network of computers that jointly create, evolve, and keep track of one immutable history of transactions. That is, it provides a distributed and decentralized digital infrastructure that empowers transactions or exchange of value — including financial assets and auto-executable contracts — in a secure and trusted environment. Banks, fintech startups and other parties are already experimenting with blockchain technology across a number of cases such as KYC, AML, remittances, payments, trade finance, clearing and settlements. In this session, panellists will be sharing their views of blockchain, market trends, industry experiments, and platforms and future roadmaps with live PoC.

## **Moderator**

**Serkan Fergan, Business Development Director, TEB Retail and Private Banking Group, Turkey**

Dusan Stojanovic, Founder & Director of True Global Ventures, Awarded Best Angel of Europe in 2013, Singapore

Brad Bulent Yasar, Co-Founder, Blockchain Investors Consortium (BIC), USA

Viktor Romaniuk Wanli, Founder at Kinguin.io Pre-ICO 15.2., Poland

## **15:30 Coffee Break & Networking**

## **16:00 Fireside Chat**

**Why “now” is an inflection point for Artificial Intelligence?**

By 2020, 50B devices and 200B sensors will join the internet and will generate data that will be transferred at an unimaginable speed around us. Artificial Intelligence (AI) will enable us to extract insights from this huge amounts of data and the innovation that will take place by using these insights will transform the world in dramatic ways in the coming decades. In this session, Ferruh Gurtas will define what AI is, talk about why “now” is an inflection point for AI although this topic has been around at least since 1950s, and finally describe how AI will transform different industries and what the role of Intel technologies will be in all of this?

## **Interviewer**

**Uygar Doyuran, General Manager of GE Digital, Turkey**

## **Guest Speaker**

**Ferruh Gurtas, The Innovation Programs and Partnerships Director for Europe, Middle East, and Africa (EMEA), Intel Corporation**

## **16:15 Panel 21**

**The role of artificial intelligence and machine learning in digital transformation**

Artificial intelligence (AI), machine learning, and related data-driven technologies have moved to the forefront of the business technology agenda. Together, they promise real-time analysis, immediate adaptability, and scalable automation. But the actual implementation of AI varies dramatically from function to function — and there are unique challenges to each application. In this session, panellists will examine how AI systems are transforming business operations, rewriting business strategy, and creating new engines for rapid, disruptive growth. The panel will look at best practices in AI for both business and technology professionals in such areas as core AI systems, business intelligence and analytics, commerce, and payments.

## **Moderator**

**Harry Tomi Davies, President, The African Trade Association for Business Angels (ABAN), Nigeria**

Simgé Alpargun, Territory Services Leader, IBM, Turkey

Uygar Doyuran, General Manager of GE Digital, Turkey

Cavit Yantac, Software Engineering Manager and Chief Evangelist, Microsoft MiddleEast & Africa, Turkey

**17:00 Fireside Chat**

**Data analytics for better decision making**

It is estimated that about 90% of all the data in the world today has been created in the past few years. IBM estimates that more than 2.5 exabytes - that's 2.5 billion gigabytes (GB) - of data is generated every day. However, it is also estimated that about 75% of the data is unstructured, which means that it is of no real use to the one generating it. Increasingly, companies have begun to realize that in order to stay competitive through better decision making and enhancing value of its propositions, they need to better use the available data through a combination of analytics, business intelligence and product development through their entire value chain. So how can companies manage data and develop a data driven strategy to enhance their business effectiveness. These and others issues will be the topic of discussion with Kaiser Naseem at the Fireside Chat.

**Interviewer**

**Modwenna Rees-Mogg, Editor-in-Chief, Angel News, UK**

**Guest Speaker**

**Kaiser H. Naseem, Head, IFC Banking & Digital Finance Advisory Services MENA and Central Asia, UAE**

**17:30 Plenary Session**

**Moderator**

**Baybars Altuntas, Chairman, World Business Angels Investment Forum (WBAF), Turkey**

Renata Brkic, Founder, Feelsgood Social Impact Investment Fund, Croatia

Paul Doany, Chief Executive Officer, Turk Telekom, Turkey

Inderjit Singh, Co-President, World Entrepreneurship Forum (WENF), Singapore

Paolo Sironi, FinTech Thought Leader, IBM Watsons Financial Services, Germany

**18:00 Closing Remarks**