

2ND DIGITAL BANKING AND MOBILE PAYMENTS SUMMIT

Karachi Marriott Hotel | 9:00 am - 5:30 pm

FEATURING

Chief Guest

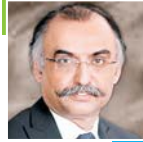


Mohammad Zubair
Governor of Sindh

Guest of Honor



Jameel Ahmad
Deputy Governor
State Bank of Pakistan



S. M. Shabbar Zaidi
Senior Partner, A.F.Ferguson
& Co. Chartered Accountants
(a member firm of the PwC network)

Transformational Keynote



Robin Speculand
Global Pioneer in Strategy Implementation
and Consultant to DBS Bank (Singapore)

Local Keynote



Nadeem Hussain
Founder and Coach
Planet N Group of Companies



Syed Salim Raza
Former Governor
State Bank of Pakistan

International Keynote



Roberto Tavano
Global Expert and Senior Advisor
Digital Transformation, PwC



Syed Irfan Ali
Executive Director, Banking Policy &
Regulations Group, State Bank of Pakistan



Nauman Ansari
President and CEO
Bank Alfalah Limited



Yousaf Hussain
President & CEO
Faysal Bank Limited



M. Mudassar Aqil
CEO
FINCA Microfinance Bank



Syed Faraz Anwer
Partner, Business & Risk Consulting
A.F.Ferguson & Co. Chartered Accountants
(a member firm of the PwC network)



Atif Bokhari
Senior Banker
Ex-CEO, UBL



Aamir Irshad
Head Branch Banking
Habib Bank Limited



Mehreen Ahmed
Group Head Retail Banking
Bank Alfalah Limited



Nassir Salim
GM Global Operations
Habib Bank Limited



Sohail Aziz Awan
Chief Digital Banking Group
Allied Bank Limited



Abrar Mir
Chief Innovation & Financial Inclusion Officer
Habib Bank Limited



Yahya Khan
Chief Digital and Branchless
Banking Officer, Bank Alfalah



Aamir Matin
Head, Technology Strategy
Habib Bank Limited



Tahir Rizavi
Head, Innovation & Analytics
Faysal Bank Limited



Veqar ul Islam
Director & CEO
Jaffer Business Systems (JBS)



Kamal Ahmed
Chief Corporate Affairs Officer
Telenor Pakistan



Shahzad Shahid
CEO
TPS



Javed Yousuf Edhi
Group Head, Digital Bank
& Innovation, Silkbank



Saquib Ahmad
Country Managing Director
SAP



Abid Zaidi
Country General Manager
Microsoft



Dr. Sono Khangharani
CEO
Thardeep Microfinance Foundation



Tughral A T Ali
Business Head, Branchless Banking
FINCA Pakistan



Kashif Gaya
Head, E-Banking
Faysal Bank Limited

Master of Ceremonies



Sohail Zindani

Disruptor, Strengths Ambassador,
Leadership Coach, Master Trainer & Author

www.terrabilzgroup.com/digibapsummit

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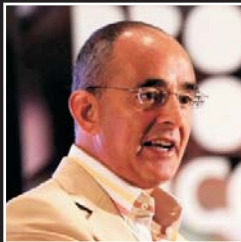
TENTATIVE CONFERENCE AGENDA

- 08:00 am - 09:00 am** Registration with welcome tea
- 09:00 am - 09:05 am** Recitation from the Holy Qura'an and National Anthem
- 09:05 am - 09:10 am** Welcome & Opening Remarks: **Hamza Wasi Hashmi** - CEO, TerraBiz
- 09:10 am - 09:15 am** Introductory Speech: **S. M. Shabbar Zaidi** - Senior Partner, A.F.Ferguson & Co. Chartered Accountants (a member firm of the PwC network)
- 09:15 am - 09:30 am** Keynote Speech: **Nadeem Hussain** - Founder & Coach, Planet N Group of Companies and ex-CEO of Tameer Bank and EasyPaisa
- 09:30 am - 10:30 am** Presentations + Panel Session: **Digital Economy & Financial Inclusion**
- Expanding outreach through digital financial services
 - Supporting regulatory and legislative landscape
 - National digital talent incubation
 - Penetrating the digital value chain beyond banking
 - Financial and digital literacy programmes
- Panelists:**
Mohammad Zubair - Governor of Sindh (**Chief Guest**)
Jameel Ahmad - Deputy Governor, State Bank of Pakistan (**Guest of Honor**)
Syed Salim Raza - Former Governor, State Bank of Pakistan
- Moderator: Atif Bokhari** - Senior Banker and Ex-CEO, UBL
- Address by the Chief Guest, Mohammad Zubair** - Governor of Sindh
- Plaque distribution**
- 10:30 am - 11:00 am** TEA / COFFEE & NETWORKING BREAK
- 11:00 am - 11:10 am** Presentation: **Globalising Fintech**
Veqar ul Islam - Director & CEO, Jaffer Business Systems
- 11:10 am - 11:45 am** Transformational Keynote: **"Singapore's DBS Bank Success Story"** - *The World's Best Digital Bank*
Robin Speculand - Global Pioneer and Expert in Strategy Implementation (Singapore)
- 11:45 am - 12:35 pm** CEO Perspective: **Setting up Digital - Disrupting from within**
- Digital maturity and readiness
 - Creating the digital vision and strategy
 - Finding and nurturing the digital talent
 - Navigating a culture of innovation, transforming entrenched mindsets and business models
 - Reinventing customer journey and experience
 - New Age Metrics for the Digital World
- Panelists:**
Nauman Ansari - President and CEO, Bank Alfalah Limited
Yousaf Hussain - President & CEO, Faysal Bank Limited
M. Mudassar Aqil - CEO, FINCA Microfinance Bank
Dr. Sono Khangharani - CEO, Thardeep Microfinance Foundation
- Session Chair & Moderator: Nadeem Hussain** - Founder & Coach, Planet N Group of Companies
- 12:35 pm - 01:05 pm** International keynote speaker from PwC
Roberto Tavano - Global Expert and Senior Advisor, Digital Transformation, PwC
- 01:05 pm - 02:00 pm** LUNCH & PRAYERS BREAK
- 02:00 pm - 02:15 pm** Address by the Session Chair: **The Regulatory Support Required to Go Digital**
Syed Irfan Ali - Executive Director, Banking Policy & Regulations Group, State Bank of Pakistan
- 02:15 pm - 03:00 pm** **Recreating Customer Relationships**
- Re-mapping customer journeys using Design Thinking
 - Growing use of Data Sciences to leverage Big Data
 - Harvesting loyalty through differentiated Customer Value Propositions
 - Bringing back office capabilities up the curve
- Panelists:**
Aamir Irshad - Head Branch Banking, Habib Bank Limited
Mehreen Ahmed - Group Head Retail Banking, Bank Alfalah Limited
Nassir Salim - GM Global Operations, Habib Bank Limited
Tahir Rizavi - Head, Innovation & Analytics, Faysal Bank Limited
Tughral A T Ali - Business Head, Branchless Banking, FINCA Pakistan
- Moderator: Syed Faraz Anwer** - Partner, Business & Risk Consulting, A.F.Ferguson & Co. Chartered Accountants (a member firm of the PwC network)
- Plaque distribution by the Session Chair**
Syed Irfan Ali - Executive Director, Banking Policy & Regulations Group, State Bank of Pakistan

- 03:00 pm - 03:45 pm** **Smart Data - Unlocking Big Data Value**
- Driving customer insights & business performance through big data solutions
Panelists:
Abid Zaidi - Country General Manager, Microsoft
Kamal Ahmed - Chief Corporate Affairs Officer, Telenor Pakistan
Saqib Ahmad - Country Managing Director, SAP
Kashif Gaya - Head, E-Banking, Faysal Bank Limited
Session Chair & Moderator: Veqar ul Islam - Director & CEO, Jaffer Business Systems
- 03:45 pm - 04:30 pm** **Experience Centers, Robotics and AI, Blockchain and the Cloud**
- Digital accelerators and experience centers - fad or fab?
- Potential for AI
- Customers' technology interactions and behavioural changes
- Finding the balance between AI and human interaction across chat/audio/video channels
- How far are we from open banking?
- Blockchain: Learnings, readiness, space and options in Pakistan
- Building from the ground up on purpose-built, cloud-based technology
- Cloud banking in the data technology era
Panelists:
Abrar Mir - Chief Innovation & Financial Inclusion Officer, Habib Bank Limited
Aamir Matin - Head, Technology Strategy, Habib Bank Limited
Yahya Khan - Chief Digital and Branchless Banking Officer, Bank Alfalah Limited
Sohail Aziz Awan - Chief Digital Banking Group, Allied Bank Limited
Javed Yousuf Edhi - Group Head, Digital Bank & Innovation, Silkbank
Session Chair & Moderator: Shahzad Shahid - CEO, TPS
- 04:30 pm** Closure followed by refreshments

Note: The agenda is subject to change

Transformational Keynote:



"Singapore's DBS Bank Success Story"

- The World's Best Digital Bank

by

ROBIN SPECULAND

Global Pioneer and Expert in Strategy Implementation (Singapore)

Background:

In this engaging keynote Robin Speculand shares what it takes to achieve excellence in execution with DBS as a case study. Speculand literally wrote the DBS official case after consulting to them and researching the case with the bank's support. He will discuss:

- The Three Broad Themes for Achieving Excellence in Execution
- How DBS Bank leveraged The Three Broad Themes to execute its strategy
- Insights from how DBS succeeded
- Uncommon practices from successful leaders in executing strategy

[A half-day inhouse workshop]

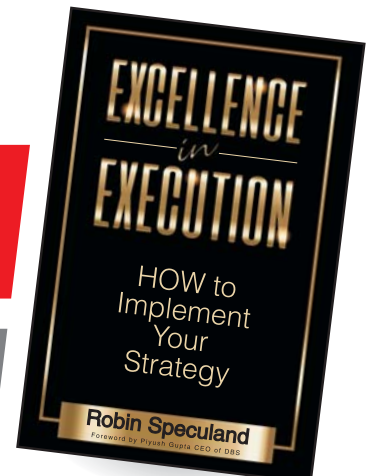


Journey to the **Best Digital Bank** in the World

"Leaders in digital banking talk about the difference between digitising aspects of a bank and creating a truly digital financial institution. DBS is doing this better than any other bank. It is demonstrably the case that digital innovation pervades every part of DBS, from consumer to corporate, SMEs to transaction banking and even the DBS Foundation"
- Euromoney

27 March 2018

- Two slots available on first come first serve basis (9:00 am to 1:00 pm and 2:00 pm to 6:00 pm)
- This course is available only as an in house program for banks.



Glimpses from the

1st Digital Banking and Mobile Payments Summit 2017

12 April 2017, Karachi



Past Participating Companies

A.F. Ferguson & Co.
ACCA Pakistan
Adamjee Life
Al Baraka Bank
Al Meezan Investment
Allied Bank Ltd.
Amontoldem Hedge Fund
AON Risk Solution
Asia Petroleum Ltd.
Askari Bank Ltd.
Atlas Asset Management Ltd.
AutoSoft Dynamics (Pvt.) Ltd.
Avanza Solutions (Pvt.) Ltd.

Bank Al Habib Ltd.
Bank Alfalah
e-Access (Pvt.) Ltd.
eForte Solutions
EFU Life Assurance Ltd.
Ernst & Young
Euronet Pakistan
Faysal Bank Ltd.
FINCA
gemalto.com
Habib Bank Ltd.
Habib Metropolitan Bank
HBL Asset Management Ltd.

IBL-Unisys
ICS Group
IFC
IBA
ITU Lahore
Jazz-Mobilink
JOFA International
JS Bank Ltd.
Keenu – Wemsol (Pvt) Ltd.
Leopards Courier Services Pvt. Ltd.
MCB Bank Ltd.
MCB-Arif Habib
Meezan Bank Ltd.

Mobi Direct (Pvt.) Ltd.
Mobilink Microfinance Bank
Monet (Pvt.) Ltd.
National Foods Ltd.
NayaPay (Pvt.) Ltd.
National Bank of Pakistan
NIB Bank Ltd.
Oberthur Technologies Pakistan
Oracle Corporation
Pak Oman Microfinance Bank
Pakistan State Oil Co. Ltd.
Samba Bank Ltd.
SILKBANK Ltd.

Soneri Bank Ltd.
Standard Chartered Bank
Summit Bank Ltd.
Techlogix Pakistan Pvt Ltd.
Telenor Microfinance Bank
Tilism Technologies
TPS Pakistan (Pvt.) Ltd.
UBL Bank
UBL Fund Managers
Unique Insurance Brokers (Pvt) Ltd.
Universal Brushwares
Usmani & Co. Chartered Accountants
Wavetec (Pvt.) Ltd.

Testimonials



“Great opportunity of networking and insightful discussion on the upcoming challenges that banks face to transform themselves in to digital banking.”

Nadeem Hussain - Planet N Group of Companies



“This has been a great conference we have learned a lot and it was very enjoyable and the challenge really is to translate it into action. Thank you.”

Sima Kamil - UBL Bank Limited



“We got really good ideas and very good perspectives from the financial sector, from the fintech center, and from a regulatory perspective.”

Nauman Ansari - Faysal Bank
Note: Designation appears as per the last year conference brochure.



“I want to see it next year again and possibly with more people around.”

Shahzad Shahid - TPS



“Commendable effort. State Bank of Pakistan would like the banking industry to collaborate with fintechs to serve the masses.”

Syed Irfan Ali - State Bank of Pakistan



“The quality of speakers is amazing. The discussion we had off the record with them is indeed helpful.”

Dr. Syed Ismail Shah - PTA



“Amazing speakers, very insightful discussions.”

Mehreen Ahmed - Bank Alfalah Limited



“We had the opportunity to listen to some really high profile speakers, CEO's and Board Members of the top banks of this country as well as microfinance banks and all the fintech players.”

Omar Moeen Malik - Telenor Microfinance Bank

Registration Investment

Rs. 20,000 per person

Includes lunch, refreshments and business networking

13% SST will be added

For sponsorships, exhibition stalls, and group participation, please contact **Hassam Siddiqi**

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