

# Build Future-ready Digital & Payment Platforms for Retail & Corporate Banks

Ho Chi Minh | Jan 17, 2019

In Conjunction with:

**Deloitte.**

## AGENDA

**1:30 PM Registration**

**2:00 PM Welcome Remarks**

**2:05 PM Opening Keynote**

- Understanding the Vietnam Banking landscape & market drivers, and how progressive banks are moving innovation to real outcomes
- A look at how Open Banking & Digital will Shape the Future of banking in Vietnam
- Transforming Cross-border payments for the digital age: Implications and opportunities arising from new global payments initiatives

Speaker **Gaurav Goel**  
Director, Deloitte

**2:30 PM Lessons in Building Digital Banks and Businesses – A Best Practice Sharing**

- Lessons from the frontline - Getting the right platform, people and ideas from boardroom to execution.
- A founder's journey in launching Timo, One of Vietnam's first and most successful digital-only bank to founding a new age FinTech.

Speaker **Claude Spiese**  
Founder of BankClub,  
CEO of Link Development

**3:15 PM Collaborate, Innovate & Scale with Digital**

- Building Digital Banks of Tomorrow with Open Banking APIs - demonstrable ideas for a truly Digital Financial Services Ecosystem
- Designing A Frictionless Future - Customer Acquisition, Engagement & Fulfillment Across the Customer Lifecycle

Speaker **Faisal Khan,**  
Banking Solutions Director,  
Oracle Financial Services

**3:35 PM Client Presentation:**

Moving to Digital Core: A Model of Digital Success and Boosting Customer Value

Speaker **Mr. Huan**  
Vice CEO and CIO,  
Saigon Commercial Bank

**4:00 PM Afternoon Tea**

**4:15 PM Embrace Payments Transformation To Gain Competitive Advantage & Boost Revenue**

- A New Model for Payments Innovation - An Edge in the Digital World
- Moving to an Enterprise Payments Hub - Leveraging Speed, Cost & Efficiency
- How to tap into valuable data to transform customer engagement

Speaker **Anand Ramachandran**  
Senior Director,  
Global Banking Solutions Practice,  
Oracle Financial Services

**4:45 PM Building Future-ready platforms for Business Banking & Payments in Vietnam**

- What Vietnamese banks need to do – IT & Business Perspective
- The New Rules of Success for Payments Innovation & Transaction banking from an digital ecosystem perspective

Speaker **Matthew Martin,**  
Former Chief Information Officer,  
Asia Commercial Bank

**5:20 PM Panel Discussion  
Digital and Data-driven Transformation:  
New business models to drive revenue while enabling innovation**

- The new rules of success for revenue growth & sustainability
- How banks can advance their digital strategies to avoid the utility trap

Moderator **Gaurav Goel,**  
Director, Deloitte

Panelist **Christian König,**  
Founder, Fintechnews Singapore

**Matthew Martin,**  
Former Chief Information Officer,  
Asia Commercial Bank

**Claude Spiese**  
Founder of BankClub,  
CEO of Link Development

**5:55 PM Closing Remarks followed by Cocktails & Dinner**



Receive a copy of the latest **'The New Digital Demand in Retail Banking'** survey report.

For more information, go to [www.oracle.digitalbank.com](http://www.oracle.digitalbank.com)