



INNOVATION DAY 2017

Thursday, 11 May | The Ned, London

08:30 REGISTRATION & REFRESHMENTS

09:30 WELCOME from **Declan Byrne**, PIF Board Member & Managing Director – UK, The Gift Voucher Shop/One4all and **Diane Brocklebank**, Commercial Director, PIF

09:45 PAYMENTS INNOVATION IN THE DIGITAL AGE

An introduction into some of the consumer facing digital innovation initiatives Mastercard is currently involved with. This timely introduction also highlights consumer concerns in the adoption of digital and mobile payments. **Brandon Trollip**, Director of Digital Business Development, **Mastercard**

10:15 FX INNOVATION: MAXIMISING YOUR PROGRAMME WITH A NEW MULTI-CURRENCY SOLUTION

Multi-currency prepaid cards have taken the payments world by storm, offering consumers an innovative alternative to foreign currency cash and bringing a new business model to the prepaid card industry. But travel cards are just the beginning of FX innovation. Hear how Cambriest is reinventing foreign exchange in international card payments with innovative FX services that increase profitability and enhance the cardholder experience. **Jacob Claflin**, Founder & CEO, **Cambriest**

10.45 NETWORKING BREAK

11:15 STREAMLINING BUSINESS EXPENSES WITH THE POWER OF PREPAID

Soldo Business is a new milestone in the evolution of business expenses. Hear how entrepreneurs and banking experts have harnessed the smartest financial and payments technology to build a product that puts an end to tedious expense reports and reconciliation processes, once and for all. **Carlo Gualandri**, CEO, **Soldo**

11:45 HOOYU – KNOW WHO YOU'RE DEALING WITH

HooYu is a global identity confirmation service that verifies the customers you can't verify with traditional processes, by using a unique combination of digital footprint analysis, ID document verification, facial biometrics and PEPs & Sanctions checks. Offering a new approach to the age-old challenge of identity verification, HooYu enables prepaid businesses to reduce account opening abandonment and comply with AML regulations. Hear how the HooYu platform works and how its unique ID confirmation software can easily be integrated into your processes. **David Pope**, Marketing Director, **HooYu**

12:15 MORNING SPEAKER PANEL SESSION with **Brandon Trollip**, **Jacob Claflin** and **Carlo Gualandri**. Chaired by **Chris Ellis**, PIF Board Member and Director, Bowsprit International



12:40 NETWORKING LUNCH

14:00 PREPAID - A NEW CHARTER FOR GROWTH

Prepaid is now one of the most significant components of the global payments economy. It sits at the cutting edge of new developments and innovation, delivering new business models for internet and mobile payments. Hear an update on what we are doing to support the responsible growth of the sector and strengthen collaboration across the industry. **Alastair Graham**, Co-Chair, **PIF PA-PR Committee** and members of the **PIF Board of Directors**

14:30 LEVERAGING FLEXIBLE PREPAID TO DELIVER BETTER BUSINESS BANKING

Tide is redesigning business banking by saving companies money and time through the use of technology and innovation. Hear how the UK's first digital only business current account is bringing better banking to the SME sector and ways in which Tide is delivering speed and convenience to its customers. **Laurence Krieger**, COO, **Tide**

15:00 BANKING ON PREPAID TO HELP TECH-SAVVY MILLENNIALS BALANCE THE BOOKS

"Loot is not a bank, it's better". Loot believes that students and young people should be able to go out and do the things they love without worrying about money or relying on an overdraft. Hear from the creators of this smartphone and web-based banking experience that helps users know more about their spending, so they can do more with their money. **Will White**, Operations Director, **Loot**

15:30 NETWORKING BREAK

16:00 ALIPAY: BREAKING NEW GROUND IN THE CONVERGING WORLDS OF PAYMENTS AND RETAIL

Alipay is the world's largest mobile payment network with more than 450 million active users and more than 100 million transactions per day. The Chinese tourism market in Europe is constantly growing and presents a huge sales opportunity for merchants. In 2015 alone, tourists from China spent 292 billion dollars on their travels, more than any other country. Learn how merchants across Europe are now reaching this financially strong target group with Wirecard's solution for the acceptance of Alipay. **Melanie Maier**, Team Lead Project Management Value Added Services, **Wirecard AG**

16:30 AFTERNOON SPEAKER PANEL SESSION with **Laurence Krieger**, **Will White**, **Brian Lawlor**, Director of Sales and Business Development, **Wirecard Card Solutions**, **Darren Deal**, Head of Prepaid, UK & Ireland, **Mastercard** and **Ray Brash**, CEO, **PrePay Solutions**. Chaired by **Chris Ellis**, PIF Board Member and Director, Bowsprit International

16:50 CHAIRMAN'S CLOSING REMARKS followed by **NETWORKING DRINKS** sponsored by **Wirecard**

All times are approximate. Agenda may be subject to change.