

9th Edition

PAYMENTS Reloaded

Indian Payments Ecosystem
Charting A Course Amid
Evolution & Revolution

21 October
Virtual

In Association with

TSYS

45+
Speakers
—
300+
Attendees



Why Attend

You Are Not Here To Learn What Has Happened In The Past; You Are Here To Be Part Of What Happens Next...

Until we can meet face to face again, we continue bringing together the regional banking, payments and financial services ecosystem for two days of creative exchange, networking and inspiring talks.

Hang out and meet like-minded executives during our power networking hours, or hop onto video calls with fellow attendees, speakers and partners.

- **Fantastic Opportunity**

Fantastic opportunity for both individuals & organizations to engage with the burgeoning payments community

- **Meet New Prospect**

Meet new prospects and help redefine the future of the Industry

- **Networking-Rich Opportunities**

Participate in hands-on discussion, while networking with the best and the brightest professionals in the Industry

- **Hear What Drives the Industry**

You will get to hear what will drives the industry before it hits the industry

Associate Partner



Who Attends

By bringing the brightest minds together from across the payments industry, the conference ignites new ideas and inspires the audience to think differently. You'll be stimulated by innovators, business leaders and entrepreneurs from across the payments value chain... Financial institution payment leaders, FinTech disruptors, payment system providers, mobile payment providers, payment networks, fraud experts, transit payment professionals, investors, and more...

Industry Sectors :

- » Banks
- » Financial Services
- » Telecom Operators
- » Enterprise
- » Retailers
- » Insurance
- » Government
- » Utilities
- » Consultants

Audience Profile :

- Directors, VPs, Heads, GMs, Managers of –
- » Cards & Card Products
 - » Payment Systems
 - » Mobile & Digital Banking
 - » Consumer Banking
 - » Fraud & Security
 - » New Initiatives
 - » Payments Transformation & Innovation
 - » Cross Border Payments

Knowledge Collaborator



Discussion Themes

12.00 pm – 01.00 pm Opening Panel Discussion

The Rupee Revolution – Can CBDC be a Game Changer in India?

Proposed Scope of Panel Conversation

Central banks across the globe are engaged in exploring Central Bank Digital Currency (CBDC) – A study by the Bank for International Settlements (BIS), says 86% of central banks globally are researching Central Bank Digital Currencies (CBDC) while 60% are currently experimenting with it and 14% of are in the pilot testing phase with CBDC. RBI as per recent announcements plans to introduce a digital monetary asset in a phased manner soon.

- Is it the right time for CBDC in India?
- How will it tie-in to the current monetary system and payments landscape?
- How will RBI's CBDC impact bank deposits, payments and private cryptocurrencies?

01.05 pm – 02.15 pm Panel Discussion

A world without Borders! Ushering in the new era of Cross-Border Payments

Proposed Scope of Panel Conversation

Cross-border payments have traditionally been a time- and effort-intensive process that take away from the customer experience. Despite the widespread adoption of internet banking, cross border transactions can take days. FinTechs have transformed the landscape by introducing innovative solutions to some of the major challenges related to cross-border payments. The industry is expected to experience another major shift with the introduction of faster payment rails like Unified Payments Interface (UPI) in the cross-border payment ecosystem, which can significantly increase the accessibility of cross-border payments, reduce costs and simplify the entire process.

02.40 pm – 03.40 pm Panel Discussion

Democratizing Payments – Greater participation by Non-Banks in the Digital Payments Ecosystem

Proposed Scope of Panel Conversation

Recent RBI announcements (Non-bank access to CFTs, PPI Interoperability) indicate that the non-bank led payments ecosystem in India, which was in a stabilizing phase until now, is geared up for rapid progression.

- How do banks react to/counter this?
- Dependence of non-banks on banks for payment processing operations
- How do we maintain a balance with the entry of players with deep pockets and a competitive technological edge?

03.45 pm – 04.55 pm Panel Discussion

The changing issuance landscape – how do the cards stack up?

Proposed Scope of Panel Conversation

Cards have to now contend with alternatives like UPI, eRUPI, BNPL to name but a few.

- With increasing competition from UPI, mobile wallets, eRUPI etc. how will cards fare?
- Is BNPL the answer to Card EMIs?
- eRUPI – will it achieve its aim of improving transparency and targeted delivery of benefits?
- Virtual cards (FamPay, Slice) how will they fare?

05.10 pm – 06.10 pm Fireside Chat

Winds of change – The evolving business models of payment companies and future proofing technologies

Proposed Scope of Panel Conversation

Transaction fees for payment transactions have and will continue to head lower as the ecosystem expands. How do payment companies capture additional revenue streams to boost earnings?

- How have payment companies' business models evolved?
- How are banks monetizing and commercializing given payment transaction fees are heading lower?
- What innovations and partnerships are we witnessing in the market?

06:15 pm onwards Payments Industry Leadership Awards 2021

Speakers



Amit Saxena
CTO
Reserve Bank
of India,
Innovation HUB



Malek Mroueh
VP & Regional Head
Asia, Middle East & Africa
TSYS, a Global
Payments Company



**Harsh Vardhan
Masta**
Head - Digital
Payments
PolicyBazaar.com



Zubin Tafti
Director - Payments
Transformation
PwC India



Anjit Anand
Head - Cards
Mobility & MAB
DCB Bank



Sanket Zaware
Head - Digital
Banking
Saraswat Bank



Bharat Melag
Head Consumer
Solutions India &
South Asia
Visa



Amit Purohit
VP & Head
Digital Business
Aditya Birla Sunlife
Asset Management Co.



Dharmesh C Desai
EVP & Head - NRI
Business &
Global Remittances
IndusInd Bank



Deep Agrawal
Head - Payments
PhonePe



Arundhoti Banerjee
COO
Zaggle



Arushi Jain
Associate Director
PwC India



Geetika Raheja
Director - Payments
Transformation
PwC India



Saurabh Dalmia
EVP & Head - Cash
Management
Bank of Baroda



Rajesh Londhe
Co-Founder &
Head - Payments
PayPhi



Gaurav Yadava
Country Director
India & South Asia
Western Union



Vaibhav Joshi
CDO
Equitas Small
Finance Bank



Nivedita Aggarwal
Head - NRI, IRD
& GCC
Axis Bank



Sunit Vakharia
Head - Consumer
Banking Technology
India
DBS Bank



Abhishek Poddar
Head - Payments
Product - Walmart
International
Walmart Labs India



Ravi Joshi
Product Head Debit
Cards, Prepaid Cards
& Marketing
IDBI Bank



Neeraj Chandra
Head - Operations &
Technology, India
Abu Dhabi
Commercial Bank



Chitti Babu
Global Head Strategy
Growth & Partnerships
Buckzy



Manav Minocha
SVP, Digital Payments
Product Head
IndusInd Bank



Nilufer Mullanfiroze
Country Head Deposits,
Bancassurance,
Unsecured
Lending & Cards
Federal Bank



**Ramesh
Vijayakumar**
VP & Head
Digital Banking
Lakshmi Vilas
Bank



Anubhav Sharma
Head - International
Business - Partnership
Development &
Marketing
NPCI International
Payments



Lohit Gupta
Head - Partnerships
Grofers



Naushad Contractor
CEO
Fable Fintech



Dhaval Jarivala
Associate Director
PwC India



Vijay Anand
Head - Digital Payments &
Payments Processing, APAC & MEA
Mastercard

Why Partner

BRAND PRESENCE & MARKET IMPACT

We work with solution providers and consultants who are:

- Getting overlooked as their brand lacks market awareness and recognition
- Striving to compete with well known and established players After a business breakthrough and to establish inroads into a growth market
- Setting the groundwork to cement their position as market leader and remain at front-of-mind to customers

THOUGHT LEADERSHIP & PROGRAM INVOLVEMENT

We work with solution providers and consultants who are:

- Planning to debut a new product or service -
- Relishing face time to educate senior decision-makers who can appreciate your brand / technology / approach
- Seeking a focused platform to deliver the value proposition and competitive edge of their solutions / services
- Keen to build brand credibility and solution awareness as a new market entrant or less known provider

BUSINESS DEVELOPMENT & LEAD GENERATION

We work with solution providers and consultants who are:

- New market entrants and lack a solid contact base within the industry / region
- Looking to open new doors within existing clients or prospect accounts
- Struggling to access and engage key members of a complex decision-making unit Wanting to qualify sales prospects and convert the best opportunities

Sponsorship Options

Deliverables	Exclusive	Exclusive	2 Slots	3 Slots	Exhibitor
	Title Partner	Powered By	In Association With	Hosted By	
Investments (Exclusive of 18% GST)	USD 15,000	USD 11,000	USD 8,000	USD 5,000	USD 1,500
Overall Premium Brand Positioning with the conference Logo	Yes	-	-	-	-
Pre-Event Digital Presence					
Logo presence in all digital campaigns / EDM's of the conference	Yes	Yes	Yes	Yes	-
Company Logo on the digital brochures which would be used to market the entire conference	Yes	Yes	Yes	Yes	-
Logo presence on the website of the conference	Yes with the Event Logo	Yes	Yes	Yes	Yes
Exclusive e-mailer of your company to our entire database of 20K senior professionals	Yes - Twice	Yes	-	-	-
Virtual Platform Branding					
Branding on the lobby, auditorium, exhibition area & networking zone	Yes	Yes	Yes	Yes	Exhibition Area
PDF inserts option for all attendees	Yes	Yes	Yes	Yes	Yes
Chat features with all attendees including speakers	Yes	Yes	Yes	Yes	Yes
Virtual Booth with all features	Yes	Yes	Yes	Yes	Yes
Other Deliverables					
Panel Speaking Slot	Yes	Yes	Yes	Yes	-
Individual Speaker Slot / OR Additional Panel Slot	Yes	Yes	-	-	-
Corporate AV (1 min) to be played during breaks of the conference	Yes	Yes	Yes	Yes	-
1-on-1 Meetings from a pre-decided list of attendees	08	05	04	-	-
Invitees to the conference	10	08	05	04	03
Sharing of database of all attendees / speakers post event	Yes	Yes	Yes	Yes	Yes
Any other way as mutually decided & agreed	Yes	Yes	Yes	Yes	-



Awarding The Most Outstanding Companies in The Payments Ecosystem

The Payments Industry Awards bring the spotlight to organisations with the most disruptive innovation and initiatives that are shaping the future of payments.

Categories

Best Payments Business for a Bank

The best payments business of a bank will be judged based on their contribution to overall revenues (as a %) and market visibility based on unique, different products and market/industry firsts.

Best Credit Card

The judges will be looking for the credit card with the best value proposition, a credit card that showcases innovation, impressive adoption rates by users, while also benefitting the organization and its customers.

Best Co-Branded Card

This award will recognise the best co-branded card that benefits all the businesses involved as well as the customer.

Best Digital Payments App

This award will recognise the best digital payments app of the year which will offer a great customer experience, convenience and various payment modes to their customers.

Best Innovative Payment Solution

This Award will recognise an innovative payments solution that not only is flexible and secure but also provides a great customer experience while also providing tangible benefits to the business accepting payments. The degree of innovation and disruption to the existing market will also be considered.

Security Innovation

The threat landscape, not surprisingly, has kept pace with the rapid growth of digitization. This award will recognize the most innovative security solution that is helping people and businesses keep payments safe, be it through fraud detection and prevention, AML, or protection against various attacks.

Best Cross-Border Payments Service

This award will recognize best cross border payments solution that consistently offers speed, convenience and reach at an affordable cost and has managed to gain substantial traction over the last year.

Best Value Added Services Player

This award looks to recognize a payments player that has leveraged payments data or introduced an adjacent service to add significant value to the business in terms of additional revenue and customers.

Best Merchant Acquirer

This award will recognize an existing or new stand-out merchant acquirer in the market. The judges will be looking for evidence of performance and how the company has improved its own operations and that of its customers.

Best Payment Processor

This award will recognize the best payments processor from any processing programme or proposition in any part of the payments value chain.

Best Payments Start-up

This award will recognize a visionary start-up (launched in the last three years - launched after April 2018) with a payments product or service which is set to, or has recently had, a significant impact on the sector.

Sponsorship Options

Deliverables	Exclusive
	Title Partner
Investments (Exclusive of 18% GST)	USD 12,000
Overall Premium Brand Positioning with the Awards Composite Logo as Title Partner	Yes
Pre-Event Digital Presence	
Logo presence in all digital campaigns / EDM's of the show / awards	Yes
Company Logo on the brochures which would be used to market the entire summit	Yes
Exclusive e-mailer of your company to our entire database of 20K senior professionals	Yes with the awards logo
Logo presence on the website of the summit	Yes - Twice
Virtual Platform Branding	
Senior person to do the inaugural of the awards segment	Yes
Branding on the lobby, auditorium, exhibition area & networking zone	Yes
PDF inserts option for all attendees	Yes
Chat features with all attendees including speakers	Yes
Virtual Booth with all features	Yes
Logo presence on the award winner's trophies & citation	Yes
Other Deliverables	
Panel Speaking Slot	Yes
Corporate AV (1 min) to be played before the awards segment starts & at the end	Yes
1-on-1 Meetings from a pre-decided list of attendees	5
Invitees to the Summit	5
Sharing of database of all attendees / speakers post event	Yes
Any other way as mutually decided & agreed	Yes

Jury

Members



Nilufer Mullanfiroze

Country Head
Deposits, Cards,
Personal Loans
(Retail Bank)
Federal Bank



Rekha Weerasooriya

Sr. GM
Customer Experience
& People Development
Dialog Axiata PLC



Anand Sagar

Program Director
Head - Deployment
Mobile Financial
Services
Ericsson



Lincy Therattil

Head - Open
Innovation &
Fintech Platform,
Rise Mumbai
Barclays



Prasanna Lohar

Head - Technology
Digital, Innovation,
Architecture
DCB Bank



Amarjit Singh Walia

Head - Consumer
& Commercial
Cards
ICICI Bank



Bikram Singh Yadav

Business Head
Credit Cards
RBL Bank



Mihir Gandhi

Partner, Leader
Payments
Transformation
PwC India



Raghu Ramanujam

Director of Product
(Payments)
Flipkart



Mehul Mistry

Head - Payments &
Fintech Partnerships
IDFC FIRST Bank



Mukul Saxena

EVP & Head
Payments Business
IndusInd Bank



Ram Rastogi

Digital Payments
Strategist



Prasad Routray

Head - Corporate Business
& Alliances
Airtel Payments Bank

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