

ABOUT MONDATO SUMMIT ASIA 2018

Mondato Summit Asia is an executive thought leadership conference that delivers indispensable knowledge, practical solutions, stimulating engagement, and invaluable networking. Sitting at the crossroads of a diverse set of industries – from tech to financial services, telecom to retail, Mondato Summits occupy a unique space, creating a space for stakeholders to better understand and engage the multifaceted and evolving digital finance and commerce (DFC) ecosystem.

Throughout Southeast and South Asia, companies are taking advantage of extraordinary mobile and smartphone penetration, which has led to proliferation of social media and e- and m-commerce. New digital channels have provided a conduit for delivering more advanced DFC services, and entry points for un/underserved populations.

The space is fast building momentum, and though there also now some established “giants” increasingly throwing money around through joint ventures and acquisitions, it is doubtful that we are approaching anywhere near maturity for digital finance & commerce (DFC). Many telcos are still well within the transition from communication services providers (CSPs) to digital services providers (DSPs), while well-financed banks experiment with new technologies such as blockchain or begin integrating with fintech.

Our host market, Indonesia, includes many rising stars, including increasingly well-established ecommerce and sharing economy marketplaces. Considered by many to be experiencing a fintech boom, it is also seeing rapid growth in financial products such as P2P lending, something so far welcomed by regulators in a market with previously limited access to loans by the mass market. This all while smartphone ownership accelerates. Governments and multi-lateral organizations across the region are increasingly seeking to realize the efficiencies and growth envisioned through this “4th Industrial Revolution.”

Mondato Summit Asia will explore how various sectors are repositioning themselves and fintech technologies and entrants look to complement these entities. In particular, it considers how DFC is being applied more broadly beyond just basic financial services, and how this may translate into investment opportunities. The Innovation Arcade and Mondato Awards provide case studies of specific implementations of DFC value propositions.

DAY 1 – TUESDAY, November 27th

8:30 - 9:00 [Coffee/Tea & Registration]

AN EMERGING ECOSYSTEM OF DIGITAL SERVICE PROVIDERS

9:00 - 9:30 [Keynote 1] Digitization Checkpoints along the Evolutionary Path

A wide range of entities are transitioning to being digital service providers, or at a minimum the digitization of customer engagement and distribution, though it is important to take a methodical approach to prioritize initiatives in progressing through stage gates

9:30 - 10:00 [Keynote 2] Case Study of Digital Transformation & Re-Invention

Senior management explains the process in developing their digital transformation process, some of the tradeoffs considered, and how stakeholders eventually rallied around a common approach, and then how the company has since experienced increased growth

10:00 - 10:40 [Keynote Panel Discussion] Shared Vision, Different Approaches to FinTech

The session includes stakeholders from multiple sectors to share how they each perceive emerging opportunities in new spaces, as well as potential threats from tangential spaces, and how previously separate sectors might realize mutual benefits through collaborations

10:40 - 11:10

Coffee/Tea Break & Networking

TELCO TRANSFORMATION: FROM WHERE IT ALL BEGAN TO FUTURE CATALYSTS

11:10 - 11:35 [Presentation] Remaining Competitive in a Converging Digital Ecosystem

Mobile network operators and other telcos have been leaders in the introduction of DFC around the world, though find themselves in an increasingly crowded space, with this session exploring areas of competitive advantage and their future role in this ecosystem

11:35 - 12:00 [Presentation] Carrier Billing at the Heart of Digital Finance & Commerce?

Third-party e-wallets, payment gateways and linked accounts have been looking to address value transfer pain points (not to mention mobile money), yet operators are increasingly upgrading their carrier billing solutions to be at the heart of DFC propositions

12:00 - 12:35 [Debate] Keeping Pace with Infrastructure Investment and ROI

Telcos and OTT services should have significant synergies in the future, potentially sitting under one roof, and the importance of core telecom infrastructure and services is only increasing, and there are different views on pure utility providers vs. integrated services

12:35 - 13:35
NETWORKING LUNCH

BANKS CONTINUE THEIR FOUNDATION ROLES, BUT WITH A NEW LOOK

13:35 – 14:00 [Presentation] Expanding Addressable Market for Financial Services
New DFC providers often find their balance sheet as constraint to growth, and while equity and debt are part of the answer, longer-term solutions are likely to also significantly involved regulated deposit taking institutions, including through innovative partnerships

14:00 – 14:25 [Presentation] Growth Opportunities in the Digitization of Core Functions
Traditional core banking functions, including regulatory compliance, are costly and often only economical at high transaction volumes, but may also offer growth opportunities for those incumbents best able to fulfill these requirements across a fragmented ecosystem

14:25 – 15:00 [Panel Discussion] Prioritizing New Technologies in the Banking Sector
From blockchain to cross-border remittance hubs, the traditional hierarchies risk being turned on their heads, and bank executives discuss which parts of their business are being prioritized, and where they are more willing to take a step back to engage via partners

15:00 – 15:30
Coffee/Tea Break & Networking

FINTECH APPLICATIONS IN THE “FOURTH INDUSTRIAL REVOLUTION”

15:30 – 15:55 [Presentation] Disruptive Innovation, the Case for Remittances
Technologies such as blockchain illustrate how decentralization could potentially drive innovation beyond the status quo, and the remittance space provides a good example of how these are being implemented, including the new business models that result / trigger

15:55 - 16:20 [Presentation] Balancing Regulatory Evolution and Structural Risk
Many regulations have been structured for clearly licensed environments, with rules either stifling innovation and leaving significant gray areas, but regulators are also seeking progressive ways to draw investment to their markets and drive economic growth

16:20 - 17:00 [Panel Discussion] Policy Makers and Regulators; Entrants and Incumbents
The session concludes Day 1 appropriately by providing an ecosystem view of how the many moving parts need to come together in realizing a digital transformation, including indispensable elements from the interstice of the public and private sectors

17:00 - 19:00
NETWORKING RECEPTION

DAY 2 - WEDNESDAY, November 28th

8:30 - 9:00 [Coffee/Tea & Networking]

ENABLING NEW BUSINESS MODELS

9:00 - 9:30 [Keynote 1] **Scale versus Specialization: Re-Ordering the Digital Economy**

Parallel trends of increasing consolidation by some of the emerging giants, but also an emphasis on localization and targeted competencies which requires a complementary ecosystem of providers, leading to corporate restructuring and M&A activity

9:30 - 10:00 [Keynote 2] **Asset Utilization: The Sharing Economy and RoA**

Another side of the cost-revenue equation finds many platforms trying to squeeze as much revenue out of a given set of assets and work force, such as ride-hailing and housing marketplaces, and current best practices suggest how to better leverage these platforms

10:00 - 10:40 [Keynote Panel Discussion] **Pushing the Bounds of Commercial Viability**

The discussion brings together a number of OTT and legacy providers to consider which elements of the Gig Economy may end up being a flash in the pan versus markets transformations of previously under-served / latent demand into mass market consumers

INNOVATION SNAPSHOTS

10:40 - 11:30 [Exhibition & Demos] **Innovation Arcade & Coffee/Tea Break**

Touch-and-Feel the Future: DFC Innovations from across Asia and the World

11:30 - 12:30 [Presentation] **Mondato Awards Finalists Make Their Pitches**

Innovation & Social Impact Pitches and Investor Interrogations

12:30 - 13:30

NETWORKING LUNCH

VALUE CHAIN INNOVATION, LESSONS FROM E-COMMERCE AND BEYOND

13:30 -13:55 [Presentation] **The Future of Retail in Emerging Asia**

E-commerce providers have tended to extend well beyond their core retail service in both developed and developing markets, whether access to hosted services or last-mile delivery with COD, and ASEAN markets in particular have been a hot bed of innovation

13:55 -14:30 [Panel Discussion] **Alternative Distribution Channels for Financial Services**

Stakeholders from beyond just e-commerce consider how value chain transformation has migrated across various sectors as companies watch each other and borrow the best ideas or refine their own, and this session considers emerging innovations gaining traction

TRANSLATING TRENDS INTO INVESTMENT OPPORTUNITIES

14:30 - 14:55 [Presentation] Tales from the Trenches, from Start-Up to Acquisition

Incumbent banks or telcos will often look to supplement organic growth initiative by acquiring disruptors in their space, yet these must be managed carefully so as not to extinguish emerging value propositions once part of a larger, bureaucratic organization

14:55 - 15:30 [Panel Discussion] Lessons in DFC Entrepreneurship & Investment in Asia

As the DFC industry expands, more entrepreneurs and investors are entering the space, creating a need to evaluate which business models and technologies will be most successful in the region

WRAP-UP

15:30 - 15:40 [Mondato Awards Announcement] Innovation & Social Impact Winners

Discussion with Judges on Selection Process, Followed by Group Photographs

15:40 - 16:00 [Moderator & Floor] Key Takeaways and Calls to Action

Moderator summarizes key takeaways from the various sessions with a central table of attendees raising implementation questions specific to their sectors and companies, with an open floor to allow additional delegates to offer their perspectives on the road ahead

16:00 - 16:30

CLOSING RECEPTION