



**GLOBAL  
EXPANSION SUMMIT**  
Where Companies & Countries Do Business

Featuring:

GBS & Outsourcing Forum

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## Conference Programme

Day 1: Monday 17 <sup>th</sup> October 2016					
Main Conference Agenda					
Plenary Keynote 09:30 – 11:00					
Networking Break 11:00 – 11:45					
Conference Break Out Sessions				Showcase Theatre Stage	Workshops/Seminars
<b>FINTECH</b>	<b>ICT &amp; DIGITAL TRANSFORMATION</b>	<b>DOING BUSINESS</b>	<b>GBS &amp; OUTSOURCING FORUM</b>	<b>IN3</b> INNOVATION INVESTMENT INTERNATIONAL <b>Globalise Me Start-Up Spot</b> - Leading VC & Start Up Fireside Chat - Audience Q&A	<b>IN3</b> INNOVATION INVESTMENT INTERNATIONAL <b>Mass Challenge Workshop</b> 11:45 – 13:45
Evolution of Lending 11:45 – 13:00	Digital Transformation Success Stories 11:45 – 13:00	Tax, Regulation & Risk – Getting it Right in New Markets 11:45 – 13:00	Defining GBS & identifying governance structures 11:45 – 13:00		
Networking Lunch 13:00 – 14:15				Showcase Theatre Stage	Workshops/Seminars
<b>Digital Transformation of Financial Services</b> 14:00-15:30	<b>Cloud Services &amp; Data Centres</b> 14:00-15:30	<b>Investment Strategies for Innovation &amp; International Expansion</b> 14:00-15:30	<b>Robotics, Automation, IT BPO &amp; Digital Disruption</b> 14:00-15:30	<b>IN3</b> INNOVATION INVESTMENT INTERNATIONAL <b>START-ME-UP ABROAD</b> Pitch Platform 14:15 – 15:30	<b>CEO Summit</b> 14:15 – 16:00
Networking Break 15:30 – 16:00				<b>IN3</b> INNOVATION INVESTMENT INTERNATIONAL <b>Attract Innovation with Oxygen Accelerator</b> 15:30 – 16:00	
<b>Blockchain???</b> 16:00 – 17:30	<b>Smart Cities</b> 16:00 – 17:30	<b>Strategies, Models &amp; Considerations for Successful International Expansion</b> 16:00 – 17:30	<b>Leveraging Big Data &amp; Analytics</b> 16:00 – 17:30	<b>IN3</b> INNOVATION INVESTMENT INTERNATIONAL <b>The Bakery Live</b> Pitch Platform 16:00 – 17:15	<b>Intelligence Salons</b> - IP/Licensing - Regulation - Incentives
<b>NETWORKING RECEPTION</b>					

**Day 2: Tuesday 18<sup>th</sup> October 2016**

**Plenary Keynote**  
09:30 – 11:00

Networking Break  
11:00 – 11:45

**Main Conference Agenda – Break Out Sessions**

**FINTECH**

**ICT & DIGITAL  
TRANSFORMATION**

**GBS & OUTSOURCING FORUM**

**Workshop Agenda**

**Showcase Theatre Stage**

**Global Expansion in  
Payments**  
11:45 – 13:15

**Investments in Innovation  
for Growth & Expansion  
(Part 1)**  
11:45 – 13:15

**The Evolution of Outsourcing &  
Shared Services**  
11:45 – 13:15

**IN3** INNOVATION  
INVESTMENT  
INTERNATIONAL  
**Market Insider Sessions**  
11:45 – 13:15

**IN3** INNOVATION  
INVESTMENT  
INTERNATIONAL  
**“Globalise Me” Roundtables**  
11:45 – 13:15

Networking Lunch  
13:15 – 14:15

**Financial Services  
Security**  
14:15 – 16:00

**Investments in Innovation  
for Growth & Expansion  
(Part 2)**  
14:15 – 16:00

**Aligning Talent, Business & Tech**  
14:15 – 16:00

**IN3** INNOVATION  
INVESTMENT  
INTERNATIONAL  
**The Bakery Live**  
14:15 – 16:00

**Intelligence Salons**  
- Israel, Turkey,  
Finland

**CLOSE**

## **Plenary Keynote**

**Monday 17<sup>th</sup> October**

**09:30 – 11:00**

Historically, decisions related to corporate international expansion have always been about investment in physical assets such as office buildings, roads, airports, factories, dams, labs and science parks. Adding up to trillions of dollars, these investments still represent sizeable decade-long commitments from companies to the recipient region and provide a major boost in economic growth and societal progress to the host country. But the disruptive power of technology is fundamentally changing how companies execute their international expansion strategies and as a consequence how governments respond to the challenges posed by this seismic change. This keynote session will discuss the importance of global expansion and foreign direct investment for global economies and hear from top executives from leading global companies on their global expansion experiences and plans for the future.

Confirmed Speakers:

*Mari Kiviniemi, Deputy Secretary-General, OECD*

*Kaan Terzioğlu, CEO, Turkcell*

*Kathrin Buvac, Chief Strategy Officer, Nokia*

*Jay Collins, Vice Chairman of Corporate and Investment Banking, Citi*

Moderator:

*Alec Russell, News Editor, Financial Times*

## **Fintech Track**

**Monday 17<sup>th</sup> October**

**Session 1: Evolution of Lending**

**11:45 – 13:15**

Lending is a key activity in the financial services sector seeing some exciting growth with global marketplace lending alone expected to grow more than 50% year on year. How can lending scale geographically while keeping adherence to national financial regulations? This session will explore how emerging fintech players are planning their growth strategies, working with established financial institutions and managing the challenges with regulation as they expand internationally.

Confirmed speakers:

*Panni Morshedi, Global Head of International Expansion, Funding Circle*

*Nikolay Storonsky, Founder & CEO, Revolut*

*Eugene Danilkis, Co-Founder & CEO, Mambu*

*Sanjin Beloberk, Chief Infrastructure Officer, Ebury*

*Alessandro Tappi, Head of Guarantees & Securitisation, EIF (European Investment Fund)*

## **Monday 17th October**

### **Session 2: The Digital Transformation of Financial Services**

**14:15 – 16:00**

Digital expansion is difficult to grasp. When your assets are intangible, everything is in the cloud and your client base is global, how are global financial service companies moving their assets across jurisdictions while keeping national regulators satisfied? This session will feature discussions on how traditional financial institutions are embracing digital technologies and promoting innovation. How are organisations investing in innovative digital technologies such as digital currencies to promote stronger infrastructure, introduce new products and improve customer experience? Where are the future opportunities for growth and expansion?

Confirmed speakers:

*Christina De Villeneuve, Chief Digital Officer, BNP Paribas*

*Scarlett Sieber, SVP Open Innovation & Ecosystem Builder, BBVA*

## **Monday 17th October**

### **Session 3: The Emergence of Blockchain**

**16:00 – 17:30**

*More information coming soon*

## **Tuesday 18<sup>th</sup> October**

### **Session 4: Global Expansion in Payments**

**11:45 – 13:15**

Payments continues to be one of the key segments for innovation in financial services. With discussions on emerging trends, business models and examples of innovation in both emerging and more mature markets, this session will examine how payment companies are growing and going global. The payments landscape has been rapidly evolving around the world, what companies and technologies are facilitating this? How is the growth of the payments industry driving diversification, international expansion and financial inclusion? What is the criteria for choosing which country to move into next?

Confirmed speakers:

*Patrick McGrory, President, Emerging Offerings, Amdocs*

*Thomas Ko, VP, Global Co-GM of Samsung Pay, Samsung Electronics*

*Johan Bosini, Founder & MD, JUMO.WORLD*

*Frans van Eersel, Founder & CEO, DoPay*

**Tuesday 18<sup>th</sup> October**

**Session 5: Financial Services Security**

**14:15 – 15:45**

With the increasing shift toward digital and mobile, the financial services industry is faced with a new, more diverse range of threats. This session will explore the threat landscape, the emerging solutions and compliance and regulatory challenges facing financial institutions. What is the role of government in securing and regulating financial services? As new risks and rewards emerge with digital finance, how will the industry adapt, change and grow? How can countries regulate, manage and foster innovation in a tech-first financial services world?

Confirmed speakers:

*Raimund Genes, CTO, Trend Micro*

*Daniel Kornitzer, Chief Product Officer, Paysafe*

*Simeon Coney, SVP, Chief Strategy Officer, Adaptive Mobile*

*Oliver Blower, CEO, VoxSmart*

*Brian Roeten, CBO, CopSonic*

**ICT & Digital Transformation Track**

**Monday 17<sup>th</sup> October**

**Session 1: Digital Transformation Driving Global Expansion**

**11:45 – 13:00**

This session will discuss what digital transformation means for global business growth and expansion. What do business models look like and what does the move toward more consumer centred strategies mean for growth? Where are the examples of success where organisations have embraced digital transformation and adapted their business model to better understand customers and drive growth and efficiency? How is this enabling organisations to expand their reach globally and tap into new markets?

Confirmed Speakers:

*Sean Cornwell, Chief Digital Officer, Travelex*

*Kim Larsen, SVP Group Network Economics & Production, Deutsche Telekom AG*

*Chris Boyd, Director of Architecture and Transformation, Telefonica*

*Andy Tiller, Vice President Corporate Product Marketing, AsiaInfo*

*Diomedes Kastanis, VP, Head of Technology CTO Software Solutions BUSS, Ericsson*

## **Monday 17th October**

### **Session 2: Cloud Services & Data Centres to Meet Global Demand**

**14:00 – 15:30**

The session will explore the emergence of enterprise cloud services, their role in enabling growth and achieving scale quickly and the subsequent increasing demand for data centres. Speakers in this session will discuss the business impacts of leveraging the cloud and how it enables cost effective expansion of services into new markets. In response to this, how is the demand for data centres growing and how do companies decide where to set up new data centres? As the industry works to meet the demand, what are the challenges and opportunities with building and designing modern data centres in international markets?

Confirmed speakers:

*Tom Homer, Country Manager UK & Director Global Enterprise and Services EMEA, Telstra*

*Stuart Cochran, CTO, Huddle*

*Gaurav Dhillon, Founder & CEO, SnapLogic*

*Ian Massingham, Technical Evangelist, Amazon Web Services*

*Giuliano Di Vitantonio, Chief Marketing & Strategy Officer, Interxion*

## **Monday 17<sup>th</sup> October**

### **Session 3: Smart Cities**

**16:00 – 17:30**

This session will discuss the growth opportunities with smart cities for both public and private sector organisations around the world. As digital technologies become more advanced and smart city ecosystems evolve and diversify, what is the impact on companies considering expansion into new markets? Where are the examples of innovation and success? What role does government have to play in facilitating the growth of smart cities to encourage foreign investment?

Confirmed speakers:

*Dan Warren, Director of Group Architecture, Capita*

*Dan Byles, VP Corporate Development & Chair, Living PlanIT SA & SmarterUK*

*Ben Whitaker, Co-Founder, Masabi*

*Scott Cain, Chief Business Officer, Future Cities Catapult*

## **Tuesday 18<sup>th</sup> October 2016**

### **Session 4: Investments in Innovation for Growth & Expansion (Part 1)**

**11:45 – 13:15**

Innovation is now a top priority for companies and governments worldwide. In this two-part session, speakers will explore the different approaches to innovation and its impact on internationalisation. From discussion on investments in traditional R&D to exploring opportunities with open innovation,

strategic partnerships or the role of venture capital, delegates will have an insight into innovation driven global expansion. What are the considerations such as IP, organisational culture and customer insight when building a global innovation strategy?

Confirmed speakers:

*Jambu Palaniappan, Regional General Manager - Eastern Europe, Middle East & Africa, Uber*

*Hussein Kanji, Partner, Hoxton Ventures*

*Tomasz Czechowicz, Managing Partner, MCI Management SA*

## **Tuesday 18<sup>th</sup> October 2016**

### **Session 5: Investments in Innovation for Growth & Expansion (Part 2)**

**14:15 – 15:45**

Innovation is now a top priority for companies and governments worldwide. In this two-part session, speakers will explore the different approaches to innovation and its impact on internationalisation. From discussion on investments in traditional R&D to exploring opportunities with open innovation, strategic partnerships or the role of venture capital, delegates will have an insight into innovation driven global expansion. What are the considerations such as IP, organisational culture and customer insight when building a global innovation strategy?

Confirmed speakers:

*Daphne Yong-d'Herve, Chief Intellectual Property Officer, ICC*

*Jennifer Brant, Director, Innovation Insights*

*Kira Makagon, EVP of Innovation, RingCentral*

## **Doing Business Track**

## **Monday 17<sup>th</sup> October 2016**

### **Session 1: Tax, Regulation & Risk – Getting it Right in New Markets**

**11:45 – 13:00**

This session will explore how companies navigate the risks, rules, reliefs and regulatory environments when deciding where to locate an international business. What information do corporate decision makers need to make informed decisions? What constitutes a business friendly environment and how can companies take advantage of this?

Confirmed speakers:

*David Mortlock, Partner, Willkie Farr & Gallagher LLP*

*Marcin Petrykowski, Managing Director, Head of EMEA Relationship Management Regional Head for Central and Eastern Europe, General Manager Poland Branch, Standard & Poor's Ratings Services*

## **Monday 17<sup>th</sup> October 2016**

## **Session 2: Investment Strategies & Business Models for Innovation & International Expansion**

**14:00 – 15:30**

This session will offer guidance on how to get the right financial resources to expand globally. Speakers will discuss how companies can expand via M&A, weigh up the value of joint ventures and partnerships and offer strategic advice on generating cash and where to raise capital for international expansion.

Confirmed speakers:

*Bruno Bensaid, Founder/Partner, Shanghaivest Ltd*

*Sriram Prakash, Co-Lead, Growth Capital and Venturing Services Deloitte*

**Monday 17<sup>th</sup> October 2016**

## **Session 3: Strategies, Models & Considerations for Successful International Expansion**

**16:00 – 17:30**

This session will feature some interesting case studies, business models and strategies for global expansion. Speakers will discuss the drivers for their business expansion, the challenges faced, how they navigate the pitfalls and manage market realities.

Confirmed speakers:

*Krish Srinivasan, CFO, Remitly*

*Sébastien Crozier, Senior Vice-Président & CEO, Orange Horizons, Orange*

*Wilfried Yver, VP Carrier Operations, Orange Horizons*

*Elham Hassanzadeh (LLM/PhD), Managing Director, Energy Pioneers*

*Clémentine Fournier, Regional Vice President, Africa, BICS (Belgacom International Carrier Services)*

*David Thomas MBE, Executive Chairman, COBCOE*

## **GBS & International Outsourcing Forum**

**Monday 17<sup>th</sup> October 2016**

### **Session 1: The Shift to Global Business Services & The “As-A-Service” Economy**

**11:45 – 13:00**

This opening session will explore how the industry can define, understand and leverage GBS to effectively grow and ultimately expand internationally. The session will discuss the role of outsourcing & SSC in GBS models, identify the right governance structures for success with GBS and weigh up how an effective GBS strategy can enable global expansion and growth.

Confirmed Speakers:

*To be announced soon!*



## **Monday 17<sup>th</sup> October 2016**

### **Session 2: Robotics, Automation & Digital Disruption**

**14:00 – 15:30**

This session will explore the growth and evolution of IT-BPO around the world and the digital technologies disrupting the outsourcing and SSC sector. What are the trends driving the global growth of the IT-BPO sector? How are the needs of enterprises changing and evolving requiring new solutions to reduce costs and improve customer experiences? Speakers in this session will shed light on the emerging digital solutions such as automation and robotics which are emerging to improve efficiencies & enable growth in the outsourcing sector and discuss the necessary requirements of BPO companies to continue growing, adapting and entering new markets.

Confirmed Speakers:

*Anders Carlsarv, Managing Director, Symbio Sweden*

*Yannis Tourcomanis, Chief Executive Officer of the CEMEA region, Teleperformance*

*Rajesh Subramaniam, MD & CEO, Firstsource*

*Wojciech Mach, Managing Director, Luxsoft Poland*

## **Monday 17<sup>th</sup> October 2016**

### **Session 3: Process Optimisation & Leveraging Big Data & Analytics**

**16:00 – 17:30**

Across industries around the world, big data and analytics is transforming the way organisations do business by improving decision making, raising productivity and ultimately gaining a competitive advantage. This session will explore the significant opportunities for the outsourcing sector to capture the full value of analytics.

Confirmed speakers:

*Miguel Valdés Faura, CEO, Bonitasoft*

## **Tuesday 18<sup>th</sup> October 2016**

### **Session 4: The Evolution of Outsourcing & Shared Services**

**11:45 – 13:15**

This session will bring together leaders from the outsourcing sector to discuss how global customer experience management is changing and the subsequent evolution of the outsourcing sector. Speakers will discuss the drivers behind outsourcing today, how outsourcing is adapting to meet the trend toward digital transformation and the role outsourcing should play in future.

Confirmed speakers:

*Bojidar Loukarsky, Minister of Economy, Bulgaria*

*Jeffrey Puritt, President, Telus International*

**Tuesday 18<sup>th</sup> October 2016**

**Session 5: Global Talent Strategies & the Evolution of HRO**

**14:15 – 16:00**

Even for the most successful companies, international expansion can be exceedingly difficult and building an effective global human capital strategy is crucial. This session will explore the opportunities & key considerations for organisations with talent management, resourcing and attraction strategies as they expand into international markets and embrace digital technologies.

Confirmed speakers:

*Ashwin Shirvaikar, Director Computer Services & IT Consulting, Citigroup*

*Harald Hinderer, Senior Director, People APAC & EMEA, Red Hat*

*Seb Hall, Co-Founder & Director, Cloud Employee LTD*